

Iowa State University developing pharmacrop test

No one knows with scientific certainty the likelihood or extent of risks from genetically modified plants not grown for food or feed, such as biopharmaceuticals.

Iowa State University researchers are leading an effort to help find the answer within a year.

They will develop a risk assessment tool based on science that can be used to make public policy decisions about growing biopharmaceutical-producing crops.

The tool will be designed to identify potential containment risks in the steps of growing a biopharmaceutical crop, from seed to end-use. It also will indicate points for intervention where scientific safeguards are needed.

The researchers also will use the tool to assess the risk of safely containing the production of two selected proteins that could be used to produce biopharmaceuticals in corn.

Iowa and other corn-producing states are actively pursuing the pharmaceutical crop industry, which holds significant economic potential.

Critics, however, say the crops should not be grown in food-producing states because of possible contamination of the food supply.

There is a third option, says project leader Manjit Misra, profes-



sor of agricultural and biosystems engineering and director of the Seed Science Center at Iowa State. Manjit Misra (center), director of the Seed Science Center and professor of agricultural and biosystems engineering, will lead the team of more than 15 researchers, including Alicia Carriquiry, associate provost and professor of statistics, and Dermot Hayes, Pioneer Chair in Agribusiness and professor of economics.

“Instead of saying we should or shouldn’t grow the pharmaceutical crops in food-producing areas, we’re using science to determine which ones are safe to grow in food-producing areas, which ones should be grown in other states and which ones should not be grown in an open environment at all,” Misra said.

“We want to develop a scientific framework to assess the safe production of biopharmaceutical crops in food-producing states,” he said.

The Iowa State researchers—along with scientists from the University of Iowa, Iowa City, and Montana State University, Bozeman—will follow the National Research Council’s established risk analysis procedures to develop the model.

“We want to develop a scientific framework to assess the safe production of biopharmaceutical crops in food-producing states,” he said.

Polaris Industries is manufacturing its new All-Terrain Pickup (ATP) at the Spirit Lake, Iowa plant. The new product is a significant advancement in the All-Terrain Vehicle (ATV) industry, combining the rugged, go-anywhere power and sleek styling of Polaris’ premium ATVs with the hauling and carrying functions of a pickup truck. The ATP is designed for hunters, farmers, ranchers, campers, large estate owners and outdoor recreation enthusiasts. The Iowa Department of Economic Development partnered with Polaris Industries and the Great Lakes Corridor of Opportunity on financial incentives for a 33,000-sq. ft. expansion of the Spirit Lake plant to produce the new ATPs.



Ask Mike

Q. What have you been working on since becoming director of the department?

A. I've been crisscrossing this state talking about a matter that is crucial to the state's survival. What I'm finding everywhere is a tremendous spirit of optimism about Iowa's opportunities for the future. There is no question that we need to change the way we do economic development in this state. We need to transform the economy by focusing on higher skilled jobs in the life sciences, advanced manufacturing, and information solutions/financial services. Because of our strong tradition in agriculture we have a unique opportunity to pursue growth in the life sciences with new research breakthroughs and value-adding enterprises in the plant and animal sciences. People are excited about it. We are looking at having a level of financial resources coming out of the current legislative session that we've never had before. We have the potential to make a quantum leap in competitiveness if we can achieve the power of numbers. We now have 225 public-private partnerships throughout the state promoting economic development. That's too many groups and many more groups than we have projects. We need to think of the greater success we could have by pooling our talents and resources and working as regions in marketing and economic development. We need to look at the things we share and concentrate on the development of those shared interests as groups of cities and counties, all impacted by economic growth that occurs within a region.



Mike Blouin
is the Director of the
Iowa Department of
Economic Development

Iowa economy becomes more regional

The number of Iowans traveling to jobs outside their counties of residence almost doubled between 1980 and 2000, according to new data released by the U.S. Census Bureau. Nearly 22 percent of Iowans now commute to jobs outside of the counties where they live, an increase from almost 14 percent in 1980.

Eight counties—Benton, Butler, Cedar, Dallas, Louisa, Madison, Warren, and Worth—send more than half of their working residents to other counties for employment. This compares to just two counties in 1990 (Dallas and Warren) and only one county in 1980 (Warren).

Six Iowa counties (Black Hawk, Carroll, Cerro Gordo, Dubuque, Linn, and Polk)

retain more than ninety percent of their own working residents for jobs inside the county. This is down from eleven counties in 1990 and twenty-nine counties in 1980.

The latest census release signals important changes in store for Iowa's metropolitan areas. The Office of Management and Budget will announce new definitions of metropolitan areas this spring. Beth Henning, coordinator of the State Data Center program says a preliminary analysis of the county-to-county worker flows indicates that Cedar Rapids, Des Moines, Iowa City, Omaha, Sioux City, and Waterloo-Cedar Falls could potentially add counties to their existing metropolitan counties. Ames (Story county) is in line to be added as a new metropolitan area.

New envelope plant for Nevada

Priority Envelope, Inc. of Minneapolis is moving forward with construction of a 40,000-sq. ft. plant on a 6.5-acre site in Nevada's West Industrial Park. The Iowa Department of Economic Development Board partnered with the city of Nevada, the Nevada Economic Development Council and Alliant Energy on the recruiting package, which includes a \$129,000 state investment. Nevada was chosen over sites in Wisconsin for the \$3.4 million project. The company will be hiring 43 employees at an average starting wage of \$14.50 per hour in the years ahead.

Rural manufacturing company expands

EIP Manufacturing in Earlville is beginning a \$5 million expansion to make a new product that will add 50 jobs at the plant. Working with the Delaware County Economic Development Commission, the Iowa Department of Economic Development is participating with a \$150,000 investment from the Economic Development Set-Aside program. EIP Manufacturing will produce a new line of utility trailers for the construction and recycling industries at the plant.

Beans grease the track at Norfolk Southern

An new and environmentally friendly track lubricant — made from soybeans — is now in use on Norfolk Southern Railway.

SoyTrak(TM) biodegradable soybean grease is being used as an alternative to petroleum grease to reduce rail and wheel wear.

“Soybean grease is better for the environment, competitively priced and very effective,” said John Samuels, senior vice presi-

dent of the railroad. “It can increase the life of rail on curves substantially.”

Norfolk Southern and the University of Northern Iowa’s Ag-Based Industrial Lubricants Research Program, invested three years of laboratory and on site research to ensure that the grease met the demanding requirements of freight railroads.

Formulated from U.S.-grown soybean oils

and additives, SoyTrak is produced by Environmental Lubricants Manufacturing in Waverly, Iowa.

“Norfolk Southern’s approval, after extensive research, including tests at the Association of American Railroads’ Transportation Technology Center, gives new credibility to bio-based products,” said Lou Honary, director of UNI’s lubricants research program.



New worldwide distribution center

Firestone’s agricultural tire division has announced plans to move ahead with construction of a \$20 million global distribution center south of Ankeny. The Iowa Department of Economic Development Board put tax incentives in place from the New Jobs and Income Program to partner with the Greater Des Moines Partnership in recruiting this project and additional Firestone expansions. Pannatoni Development Company of California will oversee the distribution center construction, which will create \$12 million in business for contractors in central Iowa. Firestone will lease the 850,000-sq. ft. building after it’s erected on a 70-acre site along Interstate 35 near Northeast 66th avenue. About 45 people will work there and distribute tires to the United States, Canada and more than 70 countries worldwide.

Board moves to certify tax credits

The newly created Iowa Capital Investment Board has certified seven new companies and two community seed funds as eligible for venture capital tax credits. Under Iowa’s new stimulus program to generate more capital for start-up compa-

nies, investors may claim 20 percent of their investment in certified companies and seed funds as a state tax credit.

The seven companies certified are Brain Fingerprinting of Fairfield; Proplanner of Ames; Lightwaves Systems of Cedar

HON is most admired in furniture industry

HON Industries Inc. has been recognized as the most admired company in the furniture industry by Fortune magazine. The ranking was based upon a survey of 10,000 executives, directors, and securities analysts who evaluated the ten largest companies by revenues in 66 industries.

“We are honored to have been chosen as the most admired company within our industry,” said Jack D. Michaels, HON Industries, Chairman and CEO. “We are pleased to have been recognized in this influential ranking of corporate reputations. The rankings reflect the commitment of our dedicated members, a history of long-standing corporate values, our focus on operational excellence, building strong brands, and meeting the needs of our customers and end-users.”

Headquartered in Muscatine, HON Industries Inc. is the third largest office furniture maker and the leading producer of gas and wood fireplaces. The company has manufacturing in Muscatine and Mount Pleasant.

Rapids; and Sciengistics, Emerging Growth Group, Newsletter Ease and Web Interactive Solutions, all of Des Moines.

The community seed funds certified are the Ames Seed Capital Fund and the Emerging Growth Capital Fund, based in Des Moines.

Calendar



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- May** **1** SMART Economic. Development Conference
Polk County Convention Complex
Des Moines
- May** **8** Venture Network of Iowa
Statewide ICN locations

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Benefit for hiring persons with disabilities

Iowa employers that meet the criteria are allowed an additional deduction on their Iowa income tax returns for hiring persons with disabilities. The deduction is 65 percent of the wages paid in the first 12 months of employment; the deduction ceiling is \$20,000 per employee. Only employers that meet the "small business" definition can claim the deduction. A small business eligible for the deduction cannot have more than 20 full-time employees and more than \$3 million of annual gross revenues. Professions are not eligible. The employee with a disability must be a new hire but does not have to be employed full time. The qualifying person may hold more than one job and each employer is eligible take the deduction.

ISU, UI engineering schools lead in research income

Civil engineering schools at Iowa State University and the University of Iowa are ranked among the top U.S. schools for percentage of income from research activities. The high marks come from Engineering News-Record (ENR), a McGraw-Hill publication, which issued its first-ever survey of more than 117 research universities.

According to the ENR survey, Iowa State University ranks 9th in the nation in drawing 57 percent of civil engineering department income from research. The University of Iowa is ranked 13th and draws 43 percent of its civil engineering income from research.

The list raises the national profiles of Iowa State University and the University of Iowa engineering schools as leading institutions and builds their prestige. It also is expected to assist in recruiting of talented students to the programs and increase their competitiveness for attracting new research.

The University of Florida, Gainesville, was 1st in the ranking attracting 71 percent of its civil engineering department income from research.

Software firm locates in university incubator

Innovative Software Engineering (ISE) has moved into the University of Iowa's technology incubator on the Oakdale Campus in Coralville. ISE provides custom software development services and system integration to target markets including transportation, wireless communications and education.

There is a significant potential market for software development services as companies increasingly aim to outsource product development to third parties, according to ISE founder Hass Machlab of Coralville.

"We have a terrific team with core competencies and real-world experience that address the complex requirements of business clients in our target markets," said Machlab. The ISE group was formed by people who used to be the core software developers of Diversified Software Industries.

International Update



BALTICS AND RUSSIAN TRADE MISSION - LITHUANIA, ESTONIA,



LATVIA AND FINLAND (JUNE 3 - 12, 2003)



Designed for an experienced exporter, which has the desire to capture a virtually untouched market, the Baltics mission will allow you to gain access to a region that has incredible market growth potential. Now is the time to establish your contacts and acquire market share in the region. Lithuania, Estonia and Latvia have been tapped as entrants into the EU by 2004. This means increased ease of doing business with the region and increased investment into the region. Finland is an open economy with about 40 percent of its GDP is a result of trade. Its proximity and history also provides many opportunities in trading with Russia and the former Soviet countries. Join your Iowa colleagues for individualized appointments in each market to gain market share in the region. Financial assistance is available while funds last. Contact Kelly Halsted (kelly.halsted@ided.state.ia.us) at 515.242.4713.



Calendar



VALUE-ADDED FOODS STATE PROCUREMENT SEMINAR - MARION, IA (APRIL 24, 2003)



This state food procurement and business-networking seminar is for any food company interested in doing business with the state. Topics to be discussed will include the procurement process (how contracts are awarded, getting stocked in the warehouse), the competitive bid process and which food products are purchased by state agencies. No registration. A registration form is also available on the web site at www.atasteofiowa.org. For more information, please contact Dionne Makila (atasteofiowa@ided.state.ia.us) at 515.242.4751.



NATIONAL ASSOCIATION OF SPECIALTY FOOD TRADERS (NASFT) FANCY FOOD SHOW AND TRADE MISSION - CHICAGO, IL (MAY 4 - 6, 2003)



A Taste of Iowa® is sponsoring an Iowa pavilion at the Spring NASFT Fancy Food Show. The pavilion includes five Iowa companies interested in the specialty food industry in the Midwestern region. A trade mission to this event is also scheduled. Ten Iowa companies will be on the mission to walk the show to network and gain trade leads. For more information on the show or the mission, contact Jennifer Porter (jennifer.porter@ided.state.ia.us) at 515.242.4871.



INTERNATIONAL BUSINESS WORKSHOPS (MAY 20, 21, & 22, 2003)



In conjunction with World Trade Month, the International Office will be visiting Iowa communities in May to discuss resources and assistance the state can provide to Iowa businesses involved in or interested in exporting. Roundtable discussions, one of the segments during this half-day workshop, will serve as an excellent forum to discuss current international exporting issues and to meet with the state of Iowa's international office foreign office staff and representatives. Both new-to-export and experienced exporters are strongly encouraged to attend. For more information contact Kanan Kappelman at 515.242.4892. The annual Governor's Export Awards will be awarded at a conference tentatively scheduled for November 2003.



ELK VELVET BUYERS MISSION (MAY 28 - 30, 2003)

Mr. Jimmy Chu, Iowa's contractor from Hong Kong, will be bringing seven buyers from China to Iowa and the Midwest for the express purpose of buying Elk Velvet. Meetings have been scheduled in Iowa for May 29-30, 2003 to meet with Iowa Breeders and to buy all the Elk Velvet available at that time. It is hoped that this mission will nurture return trips by these buyers and establish an annual event. For more information please contact Dennis Leland at 515.242.4763.

Legend:



Manufacturing



Food



Grain



Meat



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ALIMENTARIA FOOD & BEVERAGE SHOW - MEXICO (JUNE 3 - 6, 2003)



Mexico City will become the world forum of food and beverages at Alimentaria Mexico, 2003. Despite economic slowdown around the world, Mexico has continued to post growth in each of the past three years. Mexico is Latin America's largest economy and ranks 10 in international trade. Mexico is the USA's second largest trading partner and the US ranks first in food imports to Mexico. An added feature to the Alimentaria show will be the presence of Mr. Pedro Alvarez. Mr. Alvarez is the Chairman and CEO of Alimport, Cuba's governmental import agency. Mr. Alvarez will be using his visit to meet with US companies who participated in Havana in September as well as make new contacts. For more information or to become a part of this trade show, please contact Dennis Leland at 515.242.4763.



IOWA ELEVATOR GRAIN MERCHANDISER MISSION - MEXICO (JUNE 15 - 22, 2003)

Iowa grain elevators and industry representatives will have one-on-one meetings and industry tours in Guadalajara and Veracruz, Mexico. While in Guadalajara, Anfaca will make a presentation on grain purchasing for the benefit of the Iowa participants. While in Veracruz, participants will visit port facilities and meet with government officials. For more information, contact Dick Vegors at 515.242.4796.



ANUGA - COLOGNE, GERMANY (OCTOBER 11 - 15, 2003)



Anuga in Cologne will again be the top event for the world's food and beverage industry decision makers. Anuga is the most important trade fair worldwide for introducing new products, taking orders, and gathering information. The 2001 edition of Anuga attracted 164,000 visitors from 148 countries in the five days of the fair. Exhibiting at Anuga 2003 can substitute for several weeks of round-the-world travel to meet with your actual and potential customers. Of the 172 U.S. exhibitors at the previous Anuga, 123 companies participated in the USA Pavilion, exhibiting a wide variety of ingredients, processed foods, and beverages. Exhibitors in the USA Pavilion benefit from the general publicity that this large and attractive pavilion receives. For more information or to be an exhibitor at Anuga 2003, contact Dennis Leland at 515.242.4763.

OTHER INFORMATION

Export Conference - Collins Plaza, Cedar Rapids on June 24, 2003

We are pleased that the U.S. Census Bureau has selected Cedar Rapids, Iowa, as one of only eight sites in the United States to hold this must-attend conference. Eight international trade specialists from the Foreign Trade Division of the U.S. Census Bureau, the Bureau of Industry and Security, the Office of Foreign Assets Control, the Office of Defense Trade Controls and the Outbound Enforcement Team will be in Cedar Rapids to present an all-day conference on export regulations and the Automated Export System (AES). These five key U.S. Government agencies have vital information designed to inform exporters, freight forwarders, customs house brokers, carriers and others who are involved in the export process. Please contact Kanan Kappelman at 515.242.4892 for more information.

China's CCC Mark: A Guide for U.S. Exporters

The government of China has introduced a new safety license system which requires manufacturers in 132 product categories to obtain the China Compulsory Certification (CCC) mark before exporting to or selling in the China market. The new system, implemented on May 1, 2002 and fully effective on May 1, 2003, will impact many U.S. exporters, across a wide range of manufacturing sectors. Products not meeting CCC requirements may be held at the border by Chinese Customs and will be subject to other penalties. This guide lists the five steps required to obtain the CCC Mark: 1) determine whether your products require CCC marking; 2) get the implementing regulations; 3) consider your options for applying; 4) apply; and 5) note other Chinese licensing requirements. For more information, contact Timothy Wineland of the Commerce Department's Office of the Chinese Economic Area (phone: 202.482.5316; fax: 202.482.1576; e-mail: Timothy_Wineland@ita.doc.gov) or visit the web site at www.mac.doc.gov/China/Docs/BusinessGuides/cccguid.htm

Global Trade & Technology Network (GTN) is a U.S. Agency for International Development (USAID) program implemented through a cooperative agreement by the International Executive Service Corps (IESC). GTN's objective is to promote economic growth in developing countries through trade, investment, and technology transfer. GTN offers several programs and a network of Trade Specialists in 39 countries to help companies with their international trade transactions. GTN assist small- and medium-sized enterprises to build trade linkages, identify investment opportunities, and access technologies. Their service is free of charge. Visit www.usgtn.net for more information.