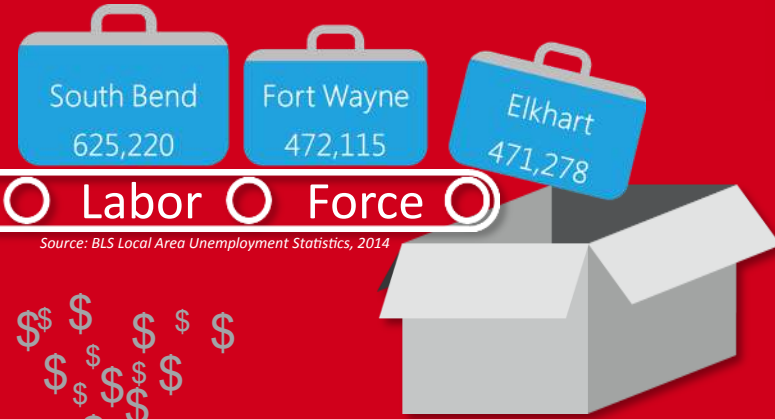
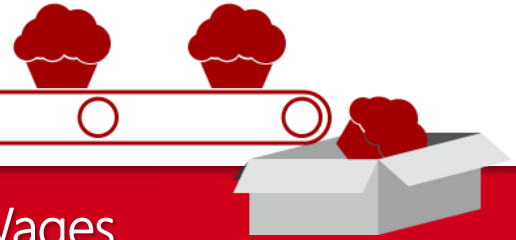


Food Processing



Labor Force

Source: BLS Local Area Unemployment Statistics, 2014



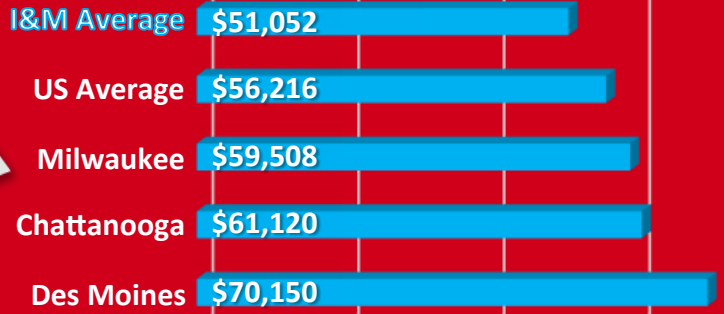
Annual Business Costs

Des Moines	\$9,244,160
Milwaukee	\$9,054,928
Chattanooga	\$8,087,900
I&M Average	\$7,347,389

Source: Extrapolation of RSMean and Economic Development Data

I&M has an average cost of \$7,347,389—**\$1,896,771** less than that of its most expensive competitor, Des Moines. This is due to lower wages, building costs, electrical rates, and tax environment

Average Wages



Source: EMSI Analyst 2014.3

Region	Water Daily	Water Excess	Waste Daily	Waste Excess
	Flow	Capacity	Flow	Capacity
South Bend	30 mgd	30 mgd	32 mgd	16 mgd
Elkhart	9 mgd	10 mgd	15 mgd	5 mgd
Marion	6 mgd	11 mgd	8 mgd	4 mgd
Muncie	9 mgd	2 mgd	17 mgd	8 mgd
Ft. Wayne	50 mgd	22 mgd	45 mgd	25 mgd
Benton Harbor	1 mgd	2 mgd	8 mgd	7 mgd

Sources: Local Economic Development Organization websites



Competitive Electrical Rates

Milwaukee	\$.0755
I&M—Indiana	\$.0589
Chattanooga	\$.0535
Des Moines	\$.0477

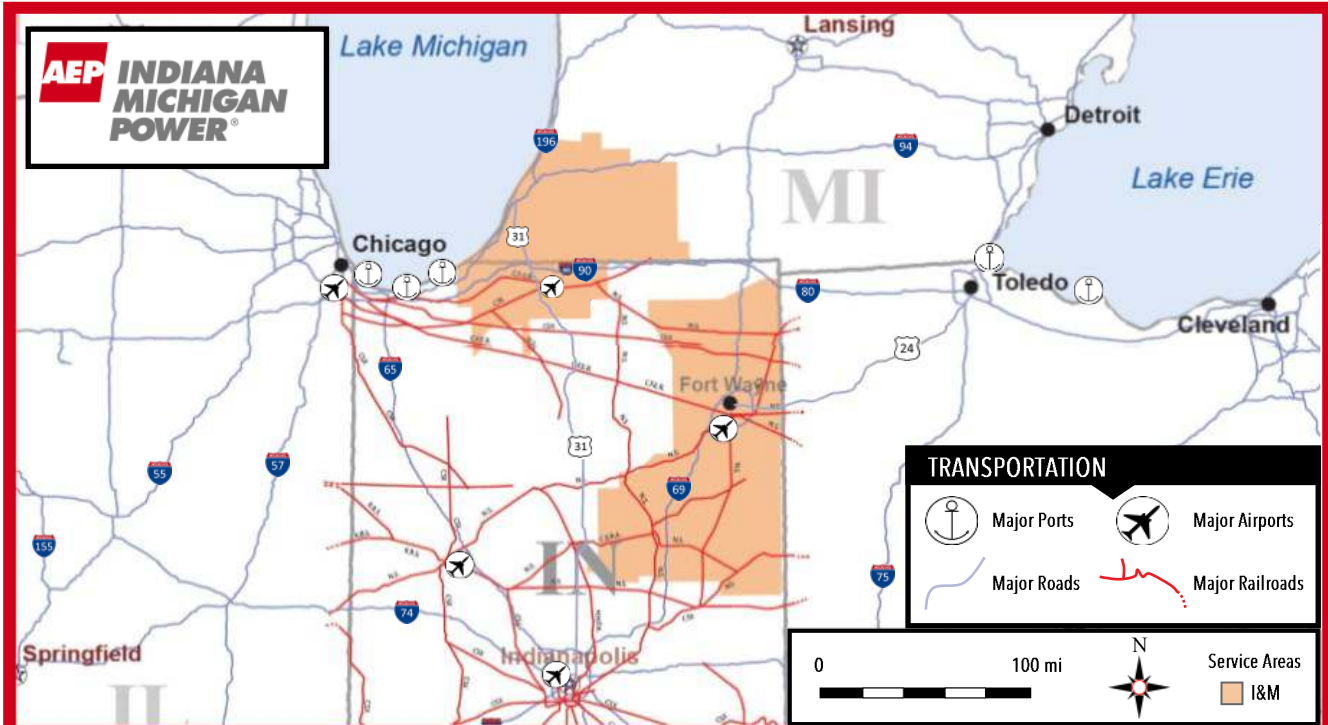
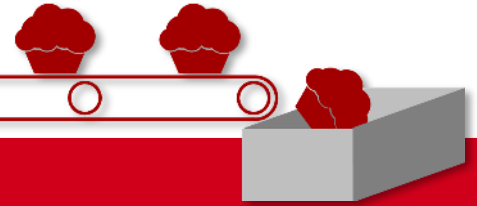
Source: Indiana Michigan Power, 2014

Tax Environment

	Overall	Corporate Tax	Sales Tax
	Rank	Rank	Rank
Indiana	8	22	10
Michigan	13	10	7
Tennessee	15	15	47
Iowa	41	49	23
Wisconsin	43	33	14

Sources: State and National Economic Development Websites

Indiana and Michigan rank **better** in nearly **every category** than the comparative geographies of Tennessee, Iowa, and Wisconsin



The road systems in the I&M service territory provide excellent access to a large number of municipalities across the midwest. In Benton Harbor, there is easy access and proximity to I-94 and I-196. This allows a food processing company the ability to easily ship product to both Chicago and several large communities in Michigan, including Grand Rapids, Kalamazoo, Battle Creek and Detroit. Several communities have easy access and proximity to I-80/I-90, including South Bend and Elkhart. This allows for a food processing operation to have access to Chicago and several communities across northern Indiana into Ohio. Muncie and Marion offer access to the I-69 corridor, providing convenient access to Indianapolis, which can also connect to I-65, allowing for access all the way south to Louisville and beyond.

What makes the Indiana-Michigan workforce effective is their tenacious commitment to values and an unwavering work ethic. The welcoming region offers one of the most loyal, resilient and hard-working labor forces in the entire nation and provides an unmatched opportunity for many industries.



In addition, in 2012 Indiana became the first state in the industrial Midwest to pass right-to-work legislation, with Michigan following suit shortly thereafter. This creates an attractive environment for businesses to establish their operations in the state.