

*It's easier here!*



# Housing Development Opportunities **in** **Western Iowa**

Free and low-cost land, financial incentives,  
rebates and support make it financially  
advantageous to build in Western Iowa.

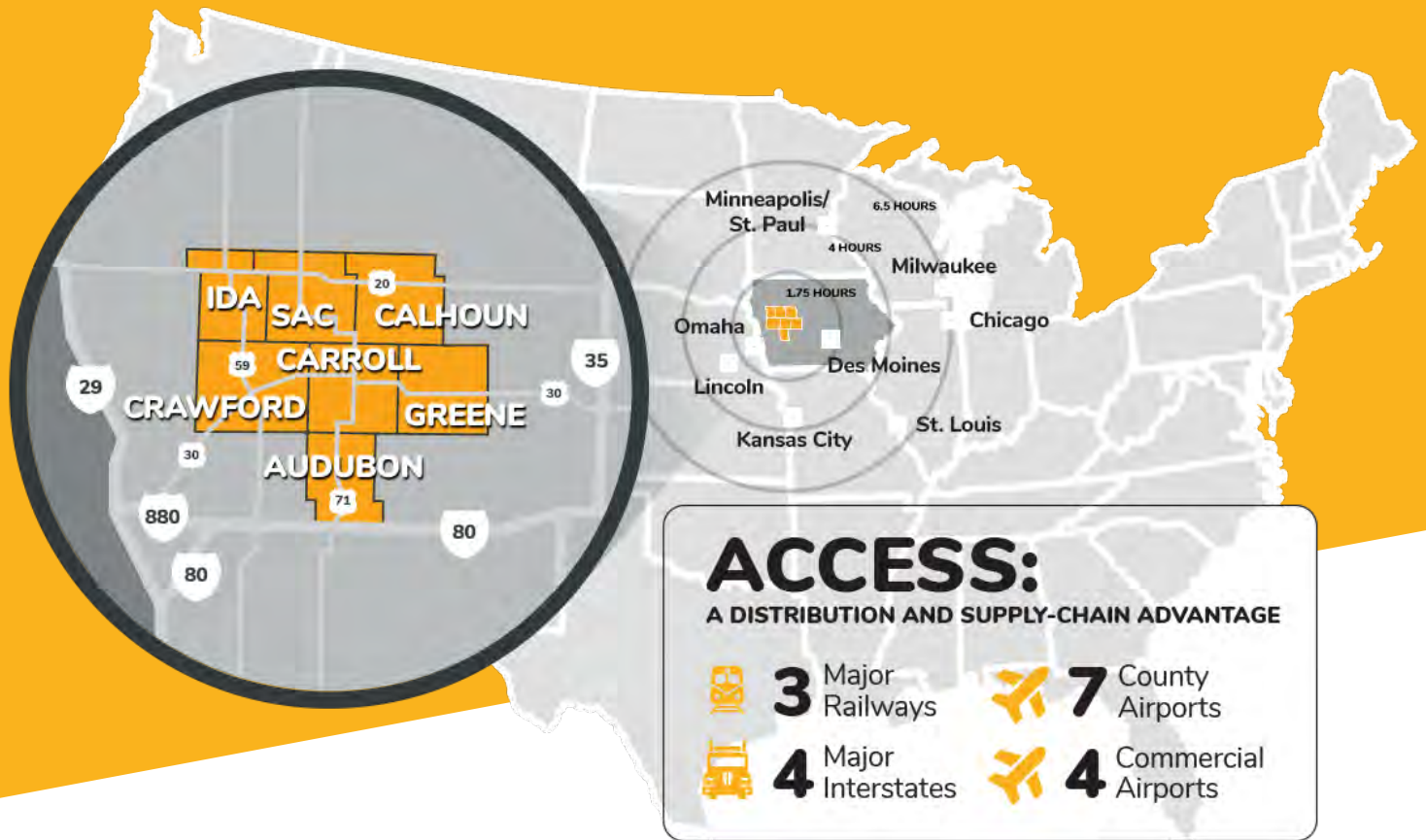
western  
**IOWA**  
advantage

712.792.9914 • [info@westerniowaadvantage.com](mailto:info@westerniowaadvantage.com)

Welcome to Western Iowa:

# The Perfect Opportunity for Housing Developers!





Western Iowa needs new housing to support current residents and workers relocating for in-demand jobs in healthcare, management and manufacturing. With free and reduced cost land, financial incentives, and an easy permitting process, building in Western Iowa is a lucrative opportunity for developers. This brochure is your gateway to unlocking the vast potential of our seven counties.

**For more information or immediate assistance email [info@westerniowaadvantage.com](mailto:info@westerniowaadvantage.com) or call 712.792.9914.**

# Why Western Iowa is Attractive to Housing Developers

## Immediate Need for Housing

Western Iowa faces an urgent housing shortage that demands immediate action. Our vibrant economy has created abundant job opportunities, with approximately 700 jobs currently unfilled due to a lack of available housing units. Hiring managers attest to the pressing need for housing, as people are turning down job offers due to the scarcity of housing options.

“As one of the many manufacturers in Audubon County, we have experienced the need for an increased labor market. The most common drawback for potential candidates was lack of housing. We could hire 10 people today if there were homes for them to move into. Without housing, we have already had two people decline job offers.” - Rod Jensen Global Precision Parts, Plant Manager.

“It is very difficult for area businesses to grow a workforce without a place for that workforce to live.” - Pat Kaiser, Owner of Christensen Motors, Inc.

East Sac County Community School District’s Superintendent, Jeff Kruse, explained the impact a lack of housing has when saying, “The East Sac County Community School District had several teaching openings this spring. To date, three newly hired teachers will commute to work because of the limited availability of housing within the school district. It is difficult to attract and retain teachers to the district when housing is more readily available in neighboring districts.”



## Thriving Business Environment

Western Iowa is not only witnessing a surge in job opportunities but also experiencing significant business expansion projects across all seven counties. The business environment is thriving, with companies like ConAgra Foods, John Deere, Coremark, VT, GOMACO, AMVC, Pella Corp., Boyer Valley Co., Smithfield Farmland Corp., Monogram Quality Foods, Cookies Inc., Essentia Inc., Templeton Rye Distillery, Tiefenthaler Quality Meats, Midwest Industries and APC Inc. establishing their base here. The region has become a hotbed for new ventures, attracting both established enterprises and innovative startups. Investing in housing development here allows you to tap into a market with exponential growth potential, creating a symbiotic relationship between housing and business prosperity.

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*“We will be looking to add between 25-50 additional jobs in the future. Since January 2022 we have added 86 shop positions and 12 office positions. We are limited on candidates because of housing availability. With ample housing I believe candidates from larger cities like Des Moines, Ankeny and Ames would be relocated to our area.”*

**Brett Meyer, Evapco Plant Manager**

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## Unprecedented Demand

Post-COVID, Western Iowa has seen an influx of individuals moving from metropolitan areas and high-cost states like California. They are seeking a high quality of life, safety, and a tight-knit community atmosphere, putting further pressure on our existing housing stock. The availability of homes remains staggeringly low, with fewer than ten properties per county on the market—a trend that has persisted for several years. Remarkably, homes sell at lightning speed, often within hours of hitting the market. This untapped demand is a golden opportunity for housing developers like you to capitalize on an eager market hungry for attractive and accessible housing options. It would be reasonable to assume that homes would quickly pre-sell, further limiting the risk to housing developers.

## Financial Incentives

A high demand and the ability to pre-sell homes makes Western Iowa an attractive place to build. But, that's not all we have to offer. Financial incentives increase the profitability of projects through the offering of free or reduced cost land, rebates, tax incentives, and infrastructure support. Contact us to find out which properties qualify for various incentives by emailing [info@westerniowaadvantage.com](mailto:info@westerniowaadvantage.com).

## Don't Miss Out—Act Now!

This brochure will guide you through the unique advantages of each county, outline the available resources, and highlight the exceptional potential for success.

Take the first step towards a prosperous future in Western Iowa—one where your company reaps financial rewards by building the homes the region desperately needs. Together, we can transform communities, enhance lives, and achieve remarkable growth.

# The Developer Experience

Communities in Western Iowa pride themselves on being straightforward, helpful and not having a lot of red tape. Western Iowa Advantage works with developers to identify property, secure all possible incentives, coordinate with local governments and utility providers, and generally walk developers through the process. This hands-on approach is entirely different from what developers may experience in urban markets and makes the process from finding a property to selling it much faster. Not only are the communities welcoming and supportive, but the region's low cost of building materials has significantly impacted project bottom lines.

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*“Developing in Western Iowa has been a game-changer for us. We’ve saved substantial construction costs, allowing us to allocate more resources towards creating a high-quality development. The straightforward and helpful approach of all stakeholders, combined with the affordability of building materials, has made our experience smooth and financially advantageous.”*

**Sarah Thompson, Developer**

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## Satisfied Developers Share Their Experience

**Jim Johnson:** “I was amazed at how quickly the homes I developed in Western Iowa sold. The demand was simply unmatched, and the process was incredibly smooth. I couldn’t be happier with the results, and I’m already planning my next project in this thriving region.”

**Andy Rowland:** “Developing housing in Western Iowa was a game-changer for me. The supportive local authorities and streamlined processes made the entire experience hassle-free. Not only did my development sell swiftly, but the positive feedback from residents has been overwhelming. Western Iowa truly provides a welcoming environment for developers.”

**Matt Campbell:** “I have been involved in housing development projects in various regions, but Western Iowa stands out for its seamless process and outstanding results. The demand for housing here is unmatched, and the market is ripe for growth. If you’re looking for a lucrative opportunity, Western Iowa should be at the top of your list.”

With support from local authorities, simplified processes, and an eager market, you can experience exceptional success.

**For more information or immediate assistance email [info@westerniowaadvantage.com](mailto:info@westerniowaadvantage.com) or call 712.792.9914.**



# Financial Incentives for Housing Development in Western Iowa

Western Iowa offers many enticing financial incentives across its seven counties. Western Iowa Advantage can identify which incentives apply based on the property you are interested in.

## Free & Reduced Cost Property

Several counties in Western Iowa offer free property to developers committed to creating new housing units. Take advantage of this unique opportunity to jumpstart your project without the burden of land acquisition costs. Owners of non-profit organizations in the region are willing to donate lots for new housing as well. Many lots in the vicinity have been sold for as low as \$1.

## Cash Rebates

To further incentivize development, some Western Iowa counties provide cash rebates to developers upon substantial completion of new housing subdivisions. These rebates can offset initial investment costs and enhance the overall profitability of the project. Examples include a \$5,000 rebate on lot purchases after substantial completion in a new housing subdivision, or a \$20,000 rebate for empty lots to be developed with either single family homes or duplexes.

## Tax Incentives

The region offers attractive tax incentives to promote housing development, and low property taxes, ensuring a favorable financial environment for your endeavor. Tax abatement for new multi-family, residential development outside of TIF districts and commercial properties are planned.

## Tax Rebates

An example of available tax rebates is a 10 year complete tax rebate for rental units and a 3 year rebate for single family.

## Loans and Grants

Western Iowa Advantage understands the importance of access to capital for developers. Various loan programs are available to facilitate housing projects, offering favorable terms and conditions to support your vision. Additionally, grants are offered to developers dedicated to providing quality housing options that meet the community's needs.

## Utilities & Incentives

Infrastructure readiness is a top priority in Western Iowa. Counties have invested in comprehensive utility infrastructure, ensuring essential services such as water, electricity, and broadband are readily available for your housing projects. This streamlined infrastructure expedites the development process and minimizes potential hurdles. If a particular property lacks the full infrastructure needed to develop it, counties may offer an incentive to help pay for the cost of putting it in.

## No Environmental Impact Fees

Western Iowa Advantage believes in fostering sustainable growth without burdening developers with unnecessary costs. That's why we are proud to share that no environmental impact fees are imposed on housing development projects. We understand the importance of responsible development and work closely with developers to ensure compliance with environmental regulations while keeping expenses in check. By eliminating these fees, we aim to create a favorable environment where developers can focus on bringing their housing projects to life.

## Negotiable Infrastructure Expansion Fees

Western Iowa communities strive to make the process as smooth as possible by keeping fees associated with infrastructure expansion minor or negotiable. Western Iowa Advantage works collaboratively with developers to find mutually beneficial solutions that address the community's needs while minimizing financial burdens. Whether it's road improvements, utility expansions, or other infrastructure requirements, we are committed to finding practical and reasonable solutions that enable your housing project to thrive.

## Leverage Our Financial Incentives for Your Housing Development Project

Join us in Western Iowa, where the combination of attractive incentives, available grants, streamlined processes, and a supportive community creates an unparalleled environment for housing development. Take advantage of the development opportunities available in each county and let your vision flourish in Western Iowa.

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*“Western Iowa desperately needs housing development to support our growing workforce. We have encountered numerous instances where job offers had to be rescinded due to the lack of suitable housing options. Investing in housing here not only benefits our employees but also contributes to the overall economic growth of the region.”*

**Sarah Thompson, Developer**

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**Build upon the foundation of a community that welcomes growth and progress!**





# Why Western Iowa is Attracting Families & Retirees

Western Iowa boasts an attractive cost of living and affordable housing options, making it an appealing destination for residents and investors. The region offers a small-town atmosphere with close-knit communities, providing a high quality of life while remaining close to cultural and sports events in Des Moines, Omaha and Lincoln - cities that can be reached in 1 ½ to 2 hours.

Situated at the convergence of I-80, I-35, I-29, and US 20 regional companies can efficiently transport goods to markets across the nation, from coast to coast. The region is near three major commercial airports, including Des Moines and Omaha, which provide non-stop flights to numerous destinations nationwide. Additionally, a variety of small airports cater to private jet traffic, ensuring convenient access for business travelers. With its central U.S. location and accessible airports, Western Iowa serves as an ideal home base. This prime location attracts businesses and, as it does, their employees.

## Remote Workers are Moving Here

Connectivity is a way of life in Western Iowa. The region boasts an extensive and reliable fiber network, ensuring high-speed telecommunications services. Several providers are expanding their reach and enhancing connectivity for businesses and residents. The strong broadband infrastructure has attracted remote workers from throughout the country who want to enjoy life in a beautiful and safe community, while working for companies anywhere in the world.

## Families Move to Western Iowa for Safe Schools

Families are moving to Western Iowa for the safe and robust education system. With solid secondary and post-secondary institutions, the region provides a well-educated workforce ready to meet the demands of modern industries. In 2022, the average high school graduation rate (four years) in the school districts of Western Iowa stood at 95.65%, while the state average was 90.15%. (<https://www.iaschoolperformance.gov/ECP/Home/Index>).

Above-average ACT and SAT scores and career academies offering specialized training in advanced technology further support career readiness.

Three area community colleges, Des Moines Area Community College, Western Iowa Tech Community College, and Iowa Central Community College, offer associates degrees, certificates and technology, manufacturing, and ag-specific training programs for future-ready students.



## Beautiful, Outdoor Recreation Attracts Adventurers & Sportsmen

When it comes to recreational activities, Western Iowa has something for everyone. Golf enthusiasts can tee off at picturesque golf courses, enjoying the beautiful landscapes while perfecting their swing. There are fantastic family parks in every county, dog parks and scenic trails to explore. Outdoor enthusiasts will appreciate the proximity to lakes, rivers, and bike trails, perfect for fishing, boating, and cycling adventures. Families can engage in kids' sports activities and enjoy community events and festivals that foster a strong sense of belonging.





## The Culinary Scene is Farm-to-Table

Western Iowa offers a range of dining options, with local eateries serving delicious farm-to-table dishes. A wide range of wineries, breweries, and distilleries across the region showcase quality beverages and experiences for visitors to enjoy. Templeton Distillery is the most well known distillery, and there are numerous additional breweries and wineries in the region.

## Western Iowa: The Perfect Place to Call Home

Affordable living, safe communities, excellent schools, abundant recreational opportunities, and easy access to urban amenities characterize Western Iowa's quality of life. It's no wonder that more and more people are choosing to call this region home. Western Iowa perfectly balances work and leisure, ensuring a fulfilling lifestyle for professionals and their families.

## Top Destinations in Western Iowa

### Audubon County

T-Bone Trail  
Littlefield Recreation Area  
Audubon REC Center

### Calhoun County

Twin Lakes Recreation Area  
Calhoun County Freedom Rock  
The Parks of Calhoun  
County Conservation

### Carroll County

Swan Lake State Park  
Merchants Park  
Templeton Distillery

### Crawford County

Tri City BBQ Fest  
Yellow Smoke Park  
Wheels to Heels Trail

### Greene County

Wild Rose Casino and Hotel  
Raccoon Valley Bike Trail  
Mahanay Carillon Bell Tower

### Ida County

Crawford Creek Recreation Area  
Moorehead Park

### Sac County

Black Hawk Lake  
Sauk Rail Trail  
North Raccoon River Water Trail

# Major Employers Are Expanding: Creating More Jobs in Western Iowa

The abundance of job opportunities is another reason people move to Western Iowa. The region's diverse and growing economy presents strong employment prospects across various industries. From traditional sectors like manufacturing, agriculture, finance, healthcare and transportation to emerging fields such as high-tech, biotech, renewables, and data centers, the opportunities are vast for employees growing their career in Western Iowa.



## Current Company Expansions:

Creating 500+ New Jobs

The region's strong agricultural roots have paved the way for innovative companies in manufacturing, food processing, and warehousing. However, what sets Western Iowa apart is its remarkable growth in high-tech industries like biotechnology and data centers. This diversification of industries showcases the region's ability to adapt and embrace new technologies, opening doors to entrepreneurial ventures and attracting top talent.

Furthermore, Western Iowa's financial advantages make it an appealing destination for employers. The region offers various tax benefits, including the deductibility of federal taxes from Iowa corporate income, tax credits for job creation and research and development activities, and exemptions from sales and property taxes on certain business-related purchases. The availability of Opportunity Zones in specific counties of the region further enhances the financial incentives for companies considering relocation or expansion in Western Iowa.



### **Agriculture**

Vetter Equipment  
NEW Cooperative  
Landus Cooperative  
Hamlin Feed Mill  
AMVC Management Services  
Iowa Select Farms

### **Biotech/ Renewables**

POET Bioprocessing  
REG Ralston  
Western Iowa Energy

### **Finance**

First State Bank  
Iowa State Bank

### **Healthcare**

Audubon County Memorial Hospital  
St. Anthony Regional Hospital  
Loring Hospital & Unity Point Clinic  
Stewart Memorial Community Hospital  
Horn Memorial Hospital

### **Manufacturing**

Evapco, Inc.  
New Way/Scranton Manufacturing  
Bauer Built Plant  
Puck Enterprises  
VT Industries  
Templeton Distillery

### **Retail**

ACE Hardware  
Centennial Restaurant  
REMAX  
Fareway  
Family Dollar  
Dollar General

### **Technology**

TMC Technologies Inc  
Custom Technology Solutions  
LightBox Systems

# What We Can Do For You: Making Development Easy in Western Iowa

At Western Iowa Advantage, we prioritize making the development process smooth and hassle-free for you. We understand the importance of timely permits and efficient services to get your project off the ground. Our dedicated team of WIAD partners is committed to working closely with you to understand your needs and provide tailored solutions.

## Here's an Overview of How We Can Assist You:

We start by meeting with you to understand your development goals and requirements. This allows us to identify available properties and financial incentives that align with your vision. We leverage our extensive network and partnerships to make introductions to community leaders and key stakeholders who can support your project.

One of our key strengths is our ability to streamline the permitting process. We are actively engaged in the process and can help expedite it, ensuring permits are obtained within 30 days. In cases where rezoning is necessary, we work diligently to complete the process within 60 days. We aim to minimize unnecessary delays and provide a smooth pathway for your project's success.

**We are highly motivated to support housing development projects in Western Iowa. We focus on delivering exceptional service and ensuring a positive experience for developers like you. Let us be your partner in making your vision a reality.**



**But don't just take our word for it. Here are some developers who have experienced our seamless process:**



*"I was amazed at how quickly my project progressed in Western Iowa. The permitting process was a breeze, and I was able to get my development up and running in no time."*

**Jim Johnson**



*"Working with Western Iowa Advantage was a game-changer for me. Their team made the entire process incredibly easy, and my project sold faster than I anticipated. I couldn't be happier with the results."*

**Andy Rowland**



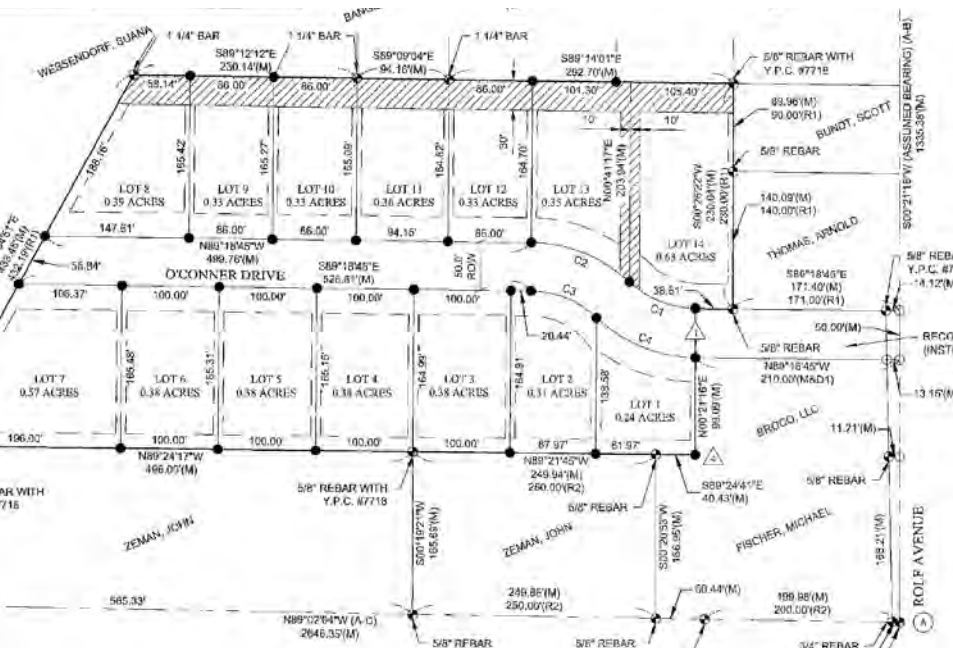
*"The support I received from Western Iowa Advantage was outstanding. They guided me through the development process, connected me with the right resources, and helped expedite the necessary permits. It was a stress-free experience, and my project was successful."*

**Matt Campbell**

# Featured Housing Development Opportunities

Western Iowa offers an array of exciting housing development opportunities catering to diverse needs. With a pressing demand for housing, now is the perfect time to make your mark in this thriving region. From multi-family residences to 1,200 square foot starter homes, to executive housing lots on the lake, Western Iowa requires a full spectrum of sites that will accommodate diverse housing development projects.

**For more information or help locating your next development site, email [info@westerniowaadvantage.com](mailto:info@westerniowaadvantage.com) or call 712.792.9914.**



Calling Sac City home will be one of the best decisions you will ever make. Located in Northwest Iowa just minutes away from four-lane U.S. Highway 20, Sac City offers an outstanding quality of life where you can enjoy a secure, small-town feel, without losing access to everything you could need from a larger community. With well-planned neighborhoods, exceptional community services, and an abundant mix of cultural and recreational opportunities, Sac City residents enjoy the best Iowa has to offer.

## Sac City Housing Subdivision Lots Available

### Details:

14 lots available for development on 6.28 acres.

### Incentives:

Incentives are available through the City of Sac City.

### Contact:

#### Brandy Wilson

Sac Economic and Tourism Development  
108 Boyer Street, PO Box 327  
Wall Lake, IA 51446  
712-664-2940  
[bwilson@saccountyiowa.com](mailto:bwilson@saccountyiowa.com)



# Development Properties in Audubon County

## Details:

**Lot Sizes:** Lot #1 80X150, Lot #2 66X150, Lot #3 77X150, Lot #4 118X158, Lot #5 118X158, Lot #6 118X158

**# of Lots:** 6 lots

**Price:** Negotiable

## Incentives:

- City of Audubon has tax abatement and TIF potential and City of Exira has TIF.

## Contact:

### Sara Slater

Audubon County Economic Development  
Business & Tourism Coordinator  
712-563-2742  
aced@windstream.net



Build up to 6 homes in the rapidly growing Audubon County. This is the ideal location for housing developers looking to build homes for middle class families. Homes are selling in under 24 hours so there is a strong opportunity to pre-sell 6 homes in Western Iowa.

Sewer and water is available to all lots and an expedited permitting process is in place, increasing the speed-to-market for building and selling these homes.



*“Our priority is to get housing developed and we will do what is needed to make that happen”* **Greene County Development Corp**

Located on Highway 30 and Highway 4, Greene County contains multiple growing manufacturers that are creating a significant housing demand.

One of our premier housing development sites is the Hospital Property. It has access off of Lincoln Way and all utilities are in place. This is an ideal housing development site to serve people working in Greene County’s healthcare industry, and middle class families in general.

Within the county, there is a \$35 million dollar high school and Career Academy was recently built. Multiple investments have also been made in the renovation of Jefferson’s downtown square. The Wild Rose Casino, also located in Jefferson, provides additional entertainment opportunities.

# Housing Development Opportunities in Greene County

## Details:

**Lot Size:** 11.7 acres and can be divided as needed

**# of Lots:** 1

**Price:** The price is negotiable depending on the number of units.

## Incentives:

10 year complete tax rebate for rental units and 3 years for single family. Other incentives, such as reduced or free land price would depend on the opportunity.

## Contact:

**Ken Paxton, Executive Director**  
Greene County Chamber & EDC  
ken@greencountyiowa.com

# Lakeside Landing at Twin Lakes

## Details:

20 Residential Lots (all 100' wide, all utilities stubbed to the lots)

2 Commercial Lots, Zoned C-1 (1.56 acres and 2.33 acres)

Lots Adjacent to Twin Lakes with Quick Access to Highway 20

## Contact:

**Theresa Hildreth, Executive Director**  
Calhoun County Economic Development  
Office: 712.297.5601  
Cell: 712.297.4036  
thildreth@calhouncountyiowa.com



# Multiple Opportunities in Carroll County

## Details:

Carroll County has 94 traditional lots available and 21 pocket neighborhood lots.

## Incentives:

TIF, Tax Abatement and \$10,000-\$20,000 cash incentives for new home construction according to program guidelines.

## Contact:

**Kimberly Tiefenthaler**  
Carroll County Growth Partnership  
712-792-4383  
kimberly.t@carrolliowa.com

# Housing Development Opportunities in Ida County

## Details:

7.78 acres that can be divided to suit project.

## Incentives:

Infrastructure assistance from the City of Holstein.

## Contact:

**Rita Frahm**

Ida County Economic Development  
712-371-9438



Build to suit housing located off US Highway 20 by the high school complex and nearby golf course in Holstein. Major employers that continue to expand including manufacturing, healthcare, and bio-based industries in Ida County.

Great location to consider for developers to consider tapping into the demand for single family and multi-family projects.



Crawford County is situated in the west-central portion of the State of Iowa. Denison is the Crawford County seat with a diverse population of over 8,300.

Each of the 13 communities in the county offer unique opportunities for housing and business.

# Multiple Development Opportunities in Crawford County

## Details:

- 23.78 acres that can be divided to suit the project in Denison, IA.
- Multiple Residential lots in Denison, IA available.
- 6 lots available in Manilla, IA for new home construction.

## Contact:

**Paul Plumb**

Chamber & Development Council  
of Crawford County  
712-263-5621

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**Economic Development Partnerships:**

