



CONNECTED

Wealth of Resources, World of Possibilities

ISU RP: A Model of Economic Success

- 25+ year track record
- 10 buildings completed
- Current developed space: 441,521 SF
- 1300 employees ~60 tenants
- Total salaries \$70+ million annually
- Average salary \$65k
- 40+ 'graduated' companies employing over 2500 in Iowa



ISU Research Park: Value Proposition

Technology
Transfer

Future Employees

Technology
Infrastructure

Iowa State University

- 34,000 Students
- \$400 million in research
- Ames Lab

Partners

- NADC
- USDA

Proactive Relationship Building



Our Tenants: **workiva**

- Formerly WebFilings
- Aug 2008: Established company in cloud-based application to automate SEC filings
- March 2010: Product launched
- Summer 2013: 50+ ISU interns
- 363 employees – Ames (+700)
- June 2013: Moved into 60,000 SF building (Phase 1)
- April 2014: 2,000 customers
- June 2014: Moved into second 60,000 SF building (Phase II)



Our Tenants: Boehringer Ingelheim

- Leads BI swine health research efforts
- In the past year expanded from 25 to over 45 scientists and staff
- Collaboration with ISU serves as a model for BI globally
- Expect to double their employment over the next five years
- Facility expansion plans progressing



Our Tenants: NewLink Genetics

- Cancer vaccine development and production
- Located at the Research Park since the company was founded 13 years ago
- Jan 2013 Iowa's first IPO in over three years – raised \$43 million
- Currently employ ~100
- In late stage III clinicals (pancreatic)
- Ebola vaccine



Our Tenants: Vermeer



- Iowa Corporate Partnership (2012)
- Student opportunities
 - Real problems (7 Capstone Projects)/CyBiz Projects
 - Employment opportunities (25+/annually)
 - Intern > Employee retention increase
- Faculty opportunities
 - Research Development
 - New Products/processes
- Proximity builds relationships
- Announcing TODAY: **Vermeer Applied Technology Hub Building**

Growth to Accommodate a New Reality

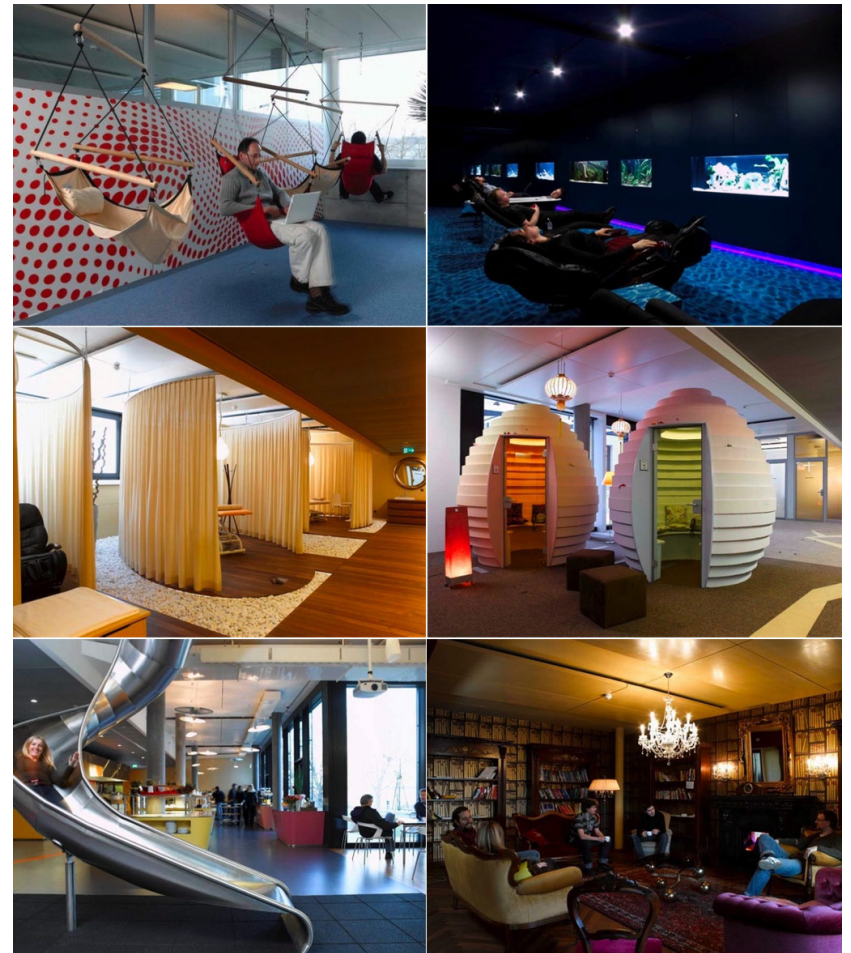
- A 10-15 year plan (Phase III)
- President Leath focus on ISU's economic development role
- Reorganization of Economic Development
- A regional approach to development
- Changing demands of the workforce
- A growing/changing economy

Enable Partnerships for the Future



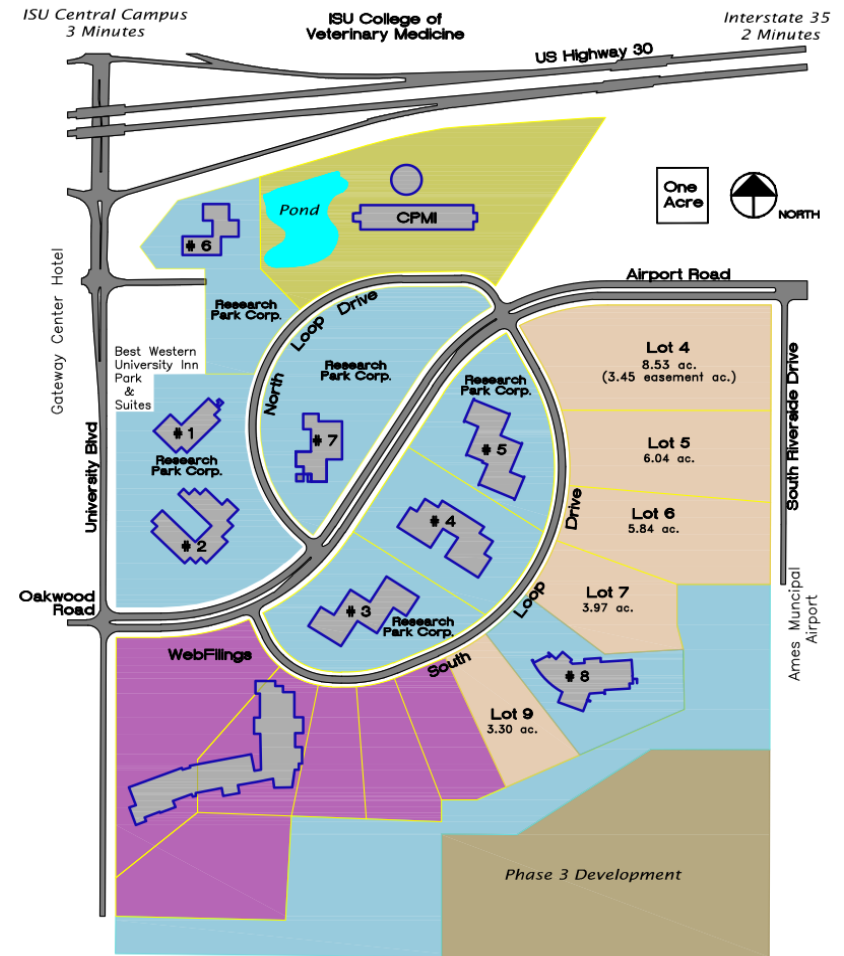
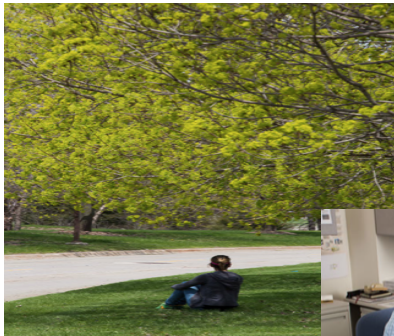
RESEARCH PARK

IOWA STATE UNIVERSITY



ISU Research Park: Impact

- Changing Operating Environment
 - 25 years
 - Economy
 - Tenants
 - Momentum



Iowa State University Research Park
Ames, Iowa

PHASE III: The Investment + The RETURN

- ISU Economic Core Facility + “Hub Square”
 - Heart of Phase 3
 - Anchor mixed uses demanded by tenants
- Building
 - Consolidated location for Research Park, SBDC, CIRAS, ISURF, VPED, other Economic Development
 - Accessibility
 - Collaboration
 - Services



PHASE III: The Investment + The RETURN

Phase II: Full build out

- 792,521 SF Buildings
- 2492 employees
- Total Salaries \$144.5 million

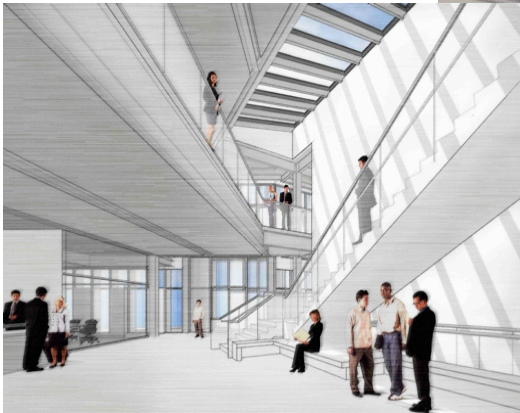
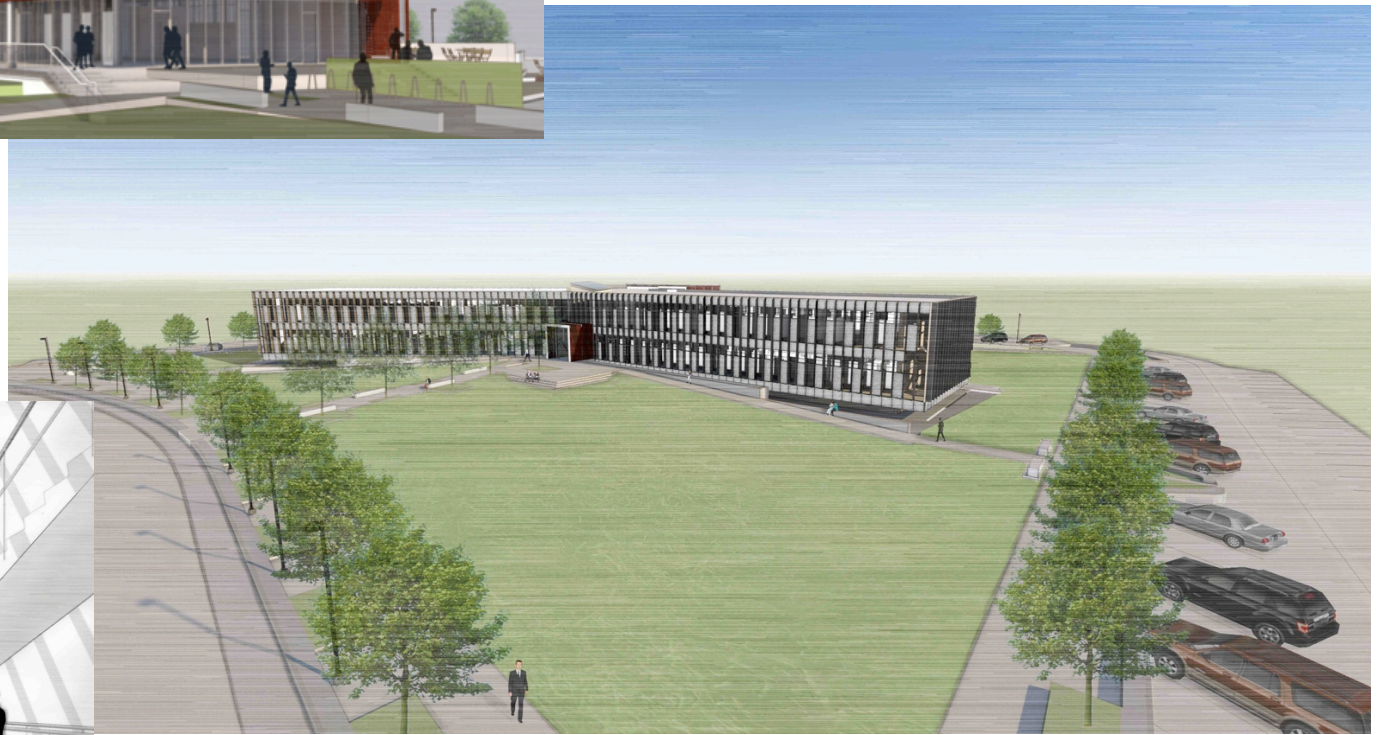
Phase III: 176 Gross acres (new development) at projected density

- 1.0 million SF
- +3000 employees
- Total salaries: \$174 million

CPMI Events Center

Economic Development Core Facility/Groundbreaking





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