



News Release

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Iowa CEOs Forecast: Strong Sales to Boost Continued Growth in Iowa

Iowa Business Council Releases Quarterly Economic Outlook Survey Results

Des Moines, Iowa – (June 1, 2005) – The outlook for Iowa’s economy remains optimistic for the last half of 2005 according to results of the June Economic Outlook Survey released today by the Iowa Business Council (IBC). Eighty-nine percent of the IBC corporate members expect sales to increase — a key economic indicator for the next six months of 2005, and a 14% increase over last quarter’s results.

With a 95 percent survey response rate of corporate members (including the University of Iowa Hospitals), half of the respondents also expect an increase in employment and half expect to increase their capital spending in Iowa, good news for Iowans and Iowa businesses.

	Increase	No Change	Decrease
1. How do you expect your company’s sales to change in the next six months?	89%	6%	6%
2. How do you expect your company’s capital spending to change in the next six months?	50%	44%	6%
3. How do you expect your company’s employment to change in the next six months?	50%	44%	6%

Eighty-three percent of the manufacturers responding anticipate an increase in sales, while 67 percent expect increases in capital spending and employment.

Todd Raba, Chair of the Iowa Business Council and President of MidAmerican Energy Company stated, “Our outlook is reflective of the Council’s predictions a year ago that the economy would continue to rebound — which it has.” He added, “We’re pleased that the IBC manufacturing members, a key Iowa business segment, are forecasting strong numbers. The positive projections for the second half of 2005 are an indicator that Iowa will continue to move forward, in the right direction.”



The Economic Outlook Survey monitors forecasts of executive officers of Iowa's largest companies, which are members of the Iowa Business Council. The Survey is administered quarterly by the Council to help inform Iowans and Iowa businesses about current trends in the state's economy which may prove useful for business and economic planning purposes. The Survey is modeled after the national Business Roundtable's CEO Economic Outlook Survey, which assesses opinions of the CEOs of leading U.S. corporations who are Roundtable members. (Results are available at www.brt.org.) While the Business Roundtable is national in scope, the Council's Economic Outlook Survey focuses on issues that concern the economic vitality of Iowa.

Founded in 1986, the Iowa Business Council is a non-profit, non-partisan organization of the top executives of 23 of Iowa's largest employers, including the three Regent universities. Collectively, Iowa Business Council members employ over 150,000 Iowans statewide and have over \$20 billion of capital investments in Iowa. The Council's purpose is to focus the active personal commitment of the leaders of Iowa's major employers in statewide leadership roles to enhance Iowa's economic vitality. Council members identify major economic issues, evaluate options and assist in implementing solutions through collaborative public/private partnerships such as the Iowa Coalition for Innovation & Growth with its action-oriented hot teams.

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