

2007 ANNUAL PROFILE

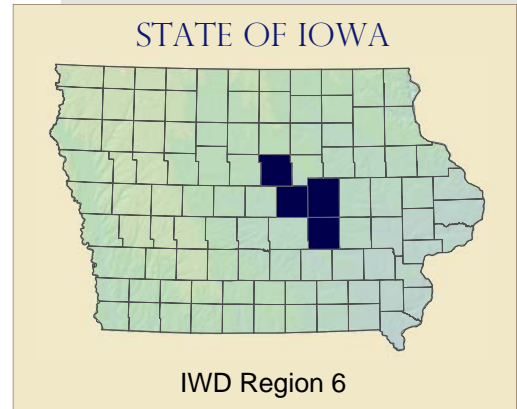
REGION 6

IOWA WORKFORCE DEVELOPMENT

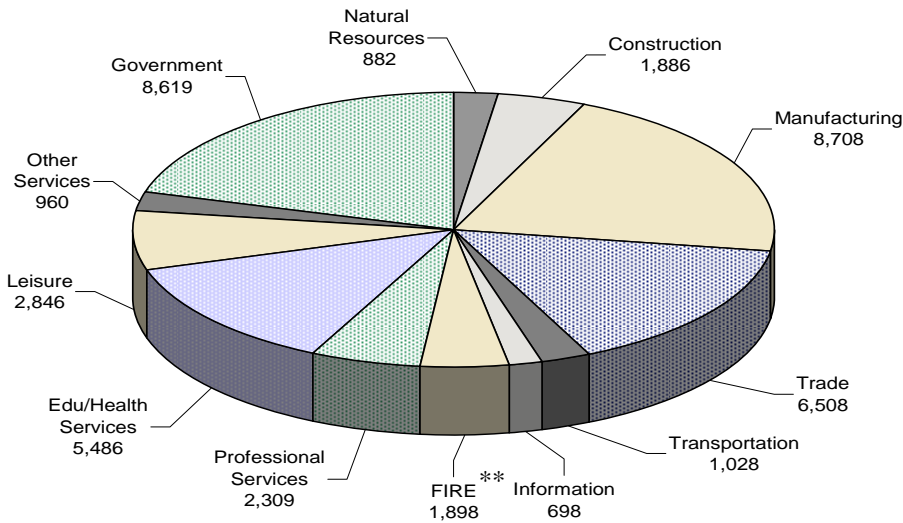
Executive Summary

As of 2006, Iowa Workforce Development's (IWD) Region 6 largest private industry was Manufacturing, representing 20.82 percent (8,708) of the region's total covered employment of 41,827. The region's total employment increased by 1.97 percent since 2005, and the average annual wage increased by 3.77 percent to \$31,344 for all industries.

IWD's Region 6 average weekly wage for all industries was \$603 for 2006. This was an increase of 3.79 percent since 2005. The highest weekly wage for a private sector was in Construction, averaging \$801 with gross total wages of \$78.6 million. Between 2005 and 2006, the Information sector reported the largest percentage increase in average weekly wage of 8.61 percent (\$54).



2006 Industry Breakout by Employment



Source: Quarterly Census of Employment and Wages

Ten Largest Employers by Employment

Based on Annual 2006 Employment by Private Industry

Rank	Name of Company	Industry
1	Swift & Company	Manufacturing
2	Lennox Manufacturing	Manufacturing
3	Fisher Controls International	Manufacturing
4	Marshalltown Medical/Surgical Center	Health Services
5	Grinnell College	Educational Services
6	Grinnell Mutual Reinsurance Company	Finance & Insurance
7	Hy-Vee Food Stores	Retail Trade
8	Wal-Mart Stores	Retail Trade
9	Grinnell Regional Medical Center	Health Services
10	Jeld-Wen	Manufacturing

Source: Quarterly Census of Employment and Wages

QUICK FACTS

**Counties Included in
Iowa Workforce Development's
Region 6**

Hardin Poweshiek
Marshall Tama

2006 Covered Employment (QCEW)

		%
Total Employment	41,827	2.84 ¹
Average Weekly Wage	\$603	91.36 ²
Largest Private Sector:		
Manufacturing	8,708	3.77 ³

¹ Percent is based on statewide covered employment of 1,470,744

² Percent is based on statewide average weekly wage of \$660

³ Percent is based on statewide covered employment in specified sector

Census Statistics

IWD Region 6 Population (2006)	94,243
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2007 IOWA WORKFORCE DEVELOPMENT REGION 6 PROFILE

2005 - 2006 Covered Employment and Reporting Units by Industry

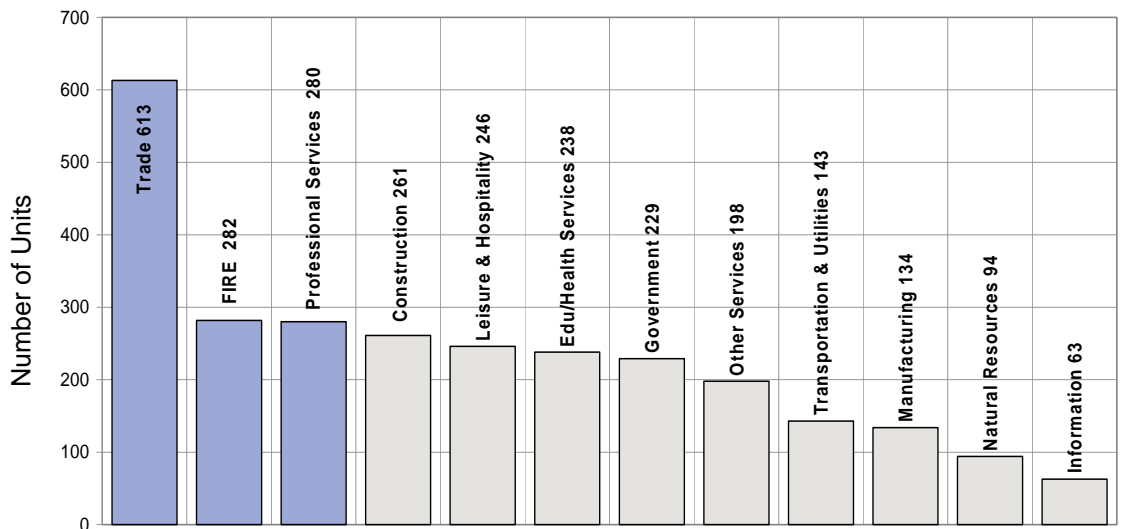
A Unit is Defined as a Worksite

Reporting Units				Employment		
2005	2006	% Change		2005	2006	% Change
2,774	2,780	0.22%	Total All Industries	41,019	41,827	1.97%
2,542	2,551	0.35%	Private Business	32,457	33,208	2.31%
87	94	8.05%	Ag/Natural Resources & Mining	959	882	-8.03%
266	261	-1.88%	Construction	1,782	1,886	5.84%
140	134	-4.29%	Manufacturing	8,303	8,708	4.88%
624	613	-1.76%	Trade	6,524	6,508	-0.25%
210	205	-2.38%	<i>Wholesale Trade</i>	1,993	1,990	-0.15%
415	408	-1.69%	<i>Retail Trade</i>	4,531	4,518	-0.29%
136	143	5.15%	Transportation & Utilities	983	1,028	4.58%
60	63	5.00%	Information	734	698	-4.90%
272	282	3.68%	Finance, Insurance, and Real Estate	1,855	1,898	2.32%
270	280	3.70%	Professional & Business Services	2,135	2,309	8.15%
233	238	2.15%	Education & Health Services	5,389	5,486	1.80%
244	246	0.82%	Leisure & Hospitality	2,811	2,846	1.25%
211	198	-6.16%	Other Services	983	960	-2.34%
231	229	-0.87%	Government	8,562	8,619	0.67%
42	41	-2.38%	<i>State</i>	1,592	1,597	0.31%
157	155	-1.27%	<i>Local</i>	6,616	6,665	0.74%
33	33	0.00%	<i>Federal</i>	354	356	0.56%

Source: Quarterly Census of Employment and Wages

Reporting Units by Industry in 2006

A Unit is Defined as a Worksite



Trade - Wholesale & Retail Trade
F.I.R.E. - Finance, Insurance, & Real Estate

Natural Resources - Agriculture, Natural Resources, & Mining

Source: Quarterly Census of Employment and Wages

QUICK FACTS

IWD Region 6's
Greatest Number of
Worksites

Wholesale & Retail
Trade
613

Finance, Insurance
& Real Estate
282

Professional
Services
280

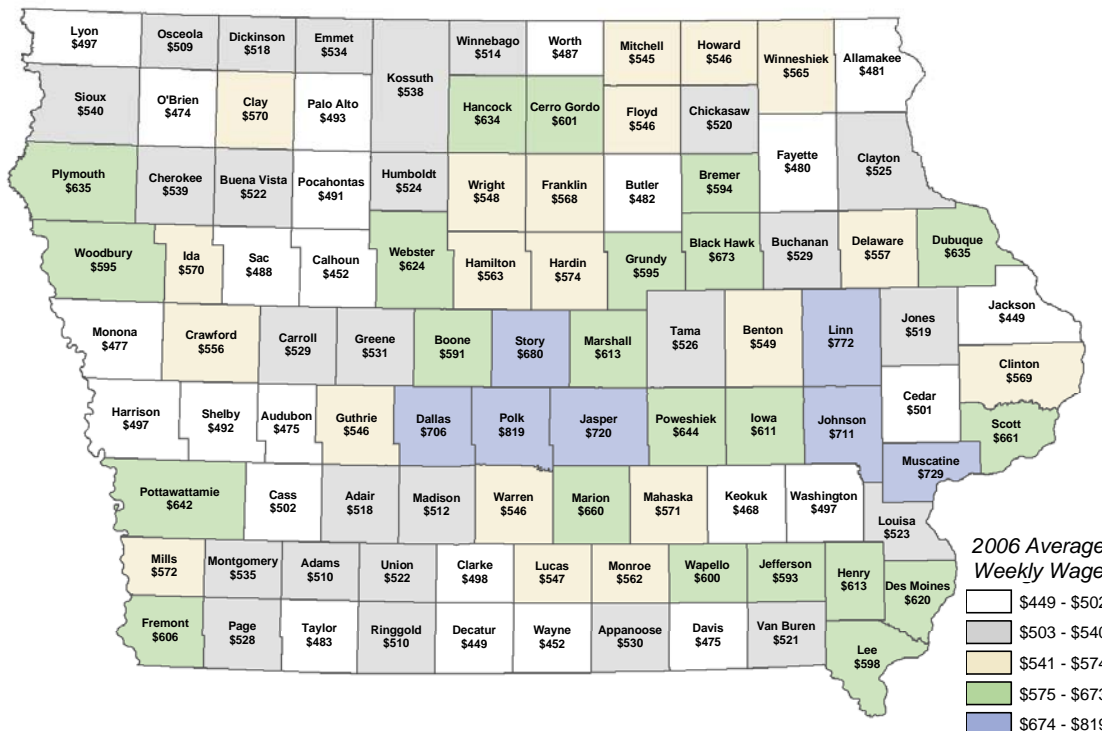
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2005—2006 Average Annual and Weekly Wage by Industry

Average Annual Wage				Average Weekly Wage		
2005	2006	% Change		2005	2006	% Change
\$ 30,206	\$ 31,344	3.77%	Total All Industries	\$ 581	\$ 603	3.79%
\$ 30,526	\$ 31,691	3.82%	Private Business	\$ 587	\$ 609	3.75%
\$ 31,067	\$ 31,631	1.82%	Ag/Natural Resources & Mining	\$ 597	\$ 608	1.84%
\$ 39,508	\$ 41,654	5.43%	Construction	\$ 760	\$ 801	5.39%
\$ 38,706	\$ 39,728	2.64%	Manufacturing	\$ 744	\$ 764	2.69%
\$ 25,059	\$ 26,238	4.70%	Trade	\$ 482	\$ 505	4.77%
\$ 42,135	\$ 44,944	6.67%	<i>Wholesale Trade</i>	\$ 810	\$ 864	6.67%
\$ 17,548	\$ 17,998	2.57%	<i>Retail Trade</i>	\$ 337	\$ 346	2.67%
\$ 37,409	\$ 38,253	2.26%	Transportation & Utilities	\$ 719	\$ 736	2.36%
\$ 32,616	\$ 35,395	8.52%	Information	\$ 627	\$ 681	8.61%
\$ 36,798	\$ 38,043	3.38%	Finance, Insurance, Real Estate	\$ 708	\$ 732	3.39%
\$ 28,337	\$ 29,580	4.39%	Professional & Business Services	\$ 545	\$ 569	4.40%
\$ 31,589	\$ 32,390	2.54%	Education & Health Services	\$ 607	\$ 623	2.64%
\$ 8,833	\$ 8,848	0.16%	Leisure & Hospitality	\$ 170	\$ 170	0.00%
\$ 21,547	\$ 22,750	5.58%	Other Services	\$ 414	\$ 437	5.56%
\$ 28,994	\$ 30,007	3.49%	Government	\$ 558	\$ 577	3.41%
\$ 36,625	\$ 38,456	5.00%	<i>State</i>	\$ 704	\$ 740	5.11%
\$ 26,588	\$ 27,355	2.88%	<i>Local</i>	\$ 511	\$ 526	2.94%
\$ 39,654	\$ 41,846	5.53%	<i>Federal</i>	\$ 763	\$ 805	5.50%

Source: Quarterly Census of Employment and Wages

Average Weekly Wage for All Industries by County Annual 2006



Source: Quarterly Census of Employment and Wages

QUICK FACTS

Average Weekly Wage Comparisons

IWD Region 6
\$603

Rank
Among All 15
IWD Regions
6th

Statewide
\$660

Nation
\$818

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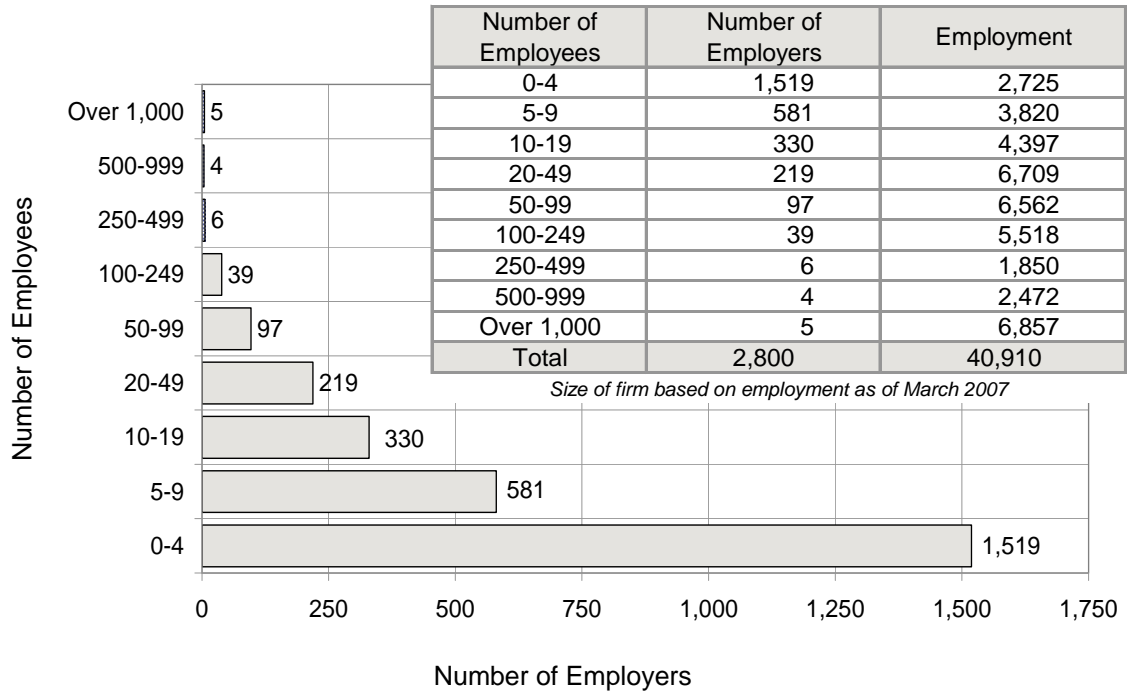
Size of Firm

Nine firms in Region 6 employ 500 or more workers, totaling 8,774 employees, which accounts for almost 22 percent of total employment in the region.

Firms that employ less than 50 workers represent 95 percent of all establishments and 45 percent of employment region-wide.

Size of Firm Based on Employment

March 2006



Source: Quarterly Census of Employment and Wages

2006 Local Employment Dynamics (LED) - Quarterly Workforce Indicators

4th Quarter 2006 and 2006 Average —All Ownerships

QUICK FACTS

Quarterly Workforce Indicators Definitions

Total Employment

Number of workers who are employed by the same employer in both the current and previous quarter

New Hires

Total number of accessions that were also not employed by that employer during the previous four quarters

For additional definitions see source information below the LED tables

Quarterly Workforce Indicators	Region 6 (Q4)	Region 6 (Avg: 2006)
Total Employment	42,486	41,639
Net Job Flows	-1,292	122
Job Creation	1,392	1,901
New Hires	5,465	5,617
Separations	8,223	7,043
Turnover	10.00%	9.00%
Average Monthly Earnings	\$2,929.00	\$2,770.50
Average New Hire Earnings	\$1,680.00	\$1,652.50

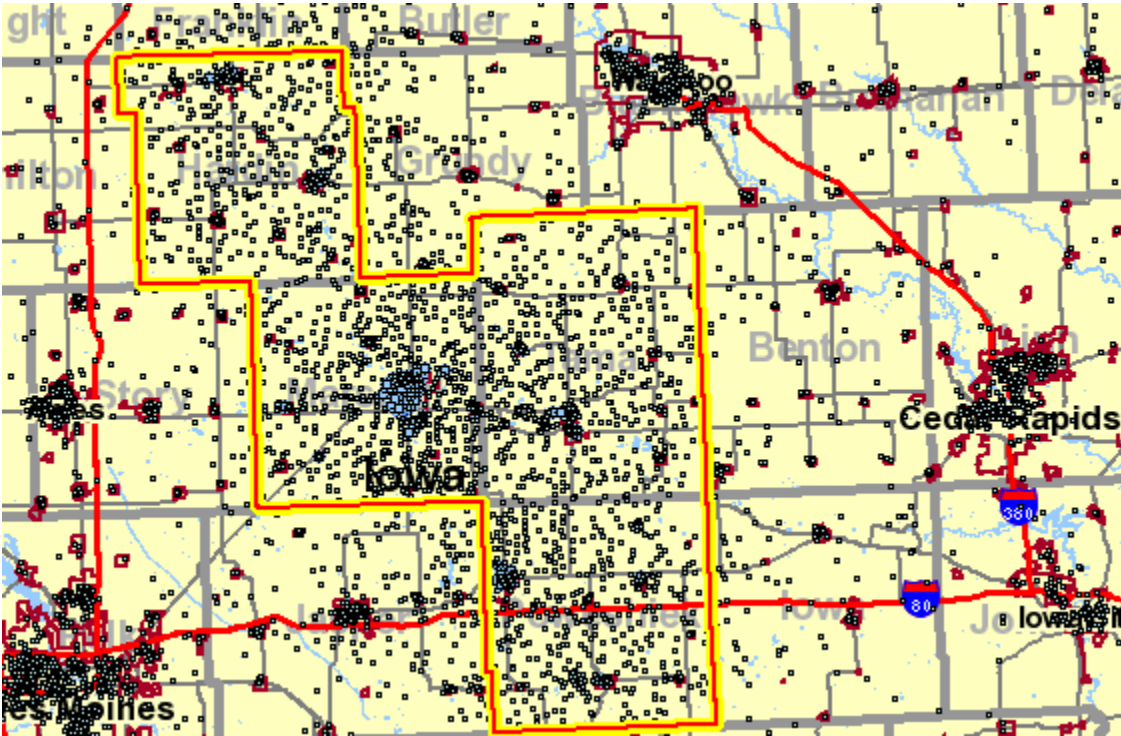
Quarterly Workforce Indicators	State of Iowa (Q4)	State of Iowa (Avg: 2006)
Total Employment	1,467,228	1,449,165
Net Job Flows	-21,744	6,333
Job Creation	64,529	71,733
New Hires	209,251	214,983
Separations	278,536	255,884
Turnover	10.00%	9.50%
Average Monthly Earnings	\$3,186.00	\$2,991.00
Average New Hire Earnings	\$1,809.00	\$1,823.50

Source: Local Employment Dynamics, www.iowaworkforce.org/lmi/empstat/ledindex.html. For definitions of the Quarterly Workforce Indicators, visit <http://lehd.dsd.census.gov/led/datatools/qwiapp.html> and select the 'i' icon in front of the indicator of interest.

2007 IOWA WORKFORCE DEVELOPMENT REGION 6 PROFILE

ON THE MAP — Region 6

Where Workers Live that are Employed in the Region



For an online tour of the application, please follow this link: <http://lehd.dsd.census.gov/led/datatools/>

QUICK FACTS

'On the Map'
Interactive Mapping
Application

As of 2004, there were 37,509 primary jobs in this region.

32.2 percent of workers (12,083) live in Marshall county, followed by 14.4 percent (5,388) that in Poweshiek county and work in Region 6.

ON THE MAP Statistics — Region 6

Distribution of Worker's Age and Monthly Earnings—Private Sector

Baseline Count of Jobs	2004		2003		2002	
	Count	Share	Count	Share	Count	Share
All Primary Jobs	37,509	100.0%	37,389	100.0%	40,283	100.0%

Jobs by Worker Age	2004		2003		2002	
	Count	Share	Count	Share	Count	Share
* Age 30 or younger	9,853	26.3%	9,503	25.4%	10,767	26.7%
* Age 31 to 54	20,990	56.0%	21,285	56.9%	22,880	56.8%
* Age 55 or older	6,666	17.8%	6,601	17.7%	6,636	16.5%

Jobs by Earnings Paid	2004		2003		2002	
	Count	Share	Count	Share	Count	Share
* \$1,200 per month or less	9,977	26.6%	10,694	28.6%	11,844	29.4%
* \$1,201 to \$3,400 per month	18,427	49.1%	18,744	50.1%	20,408	50.7%
* More then \$3,400 per month	9,105	24.3%	7,951	21.3%	8,031	19.9%

QUICK FACTS

'On the Map'
Reports

One of the reports generated from 'On the Map' displays total primary jobs of 37,509 in Region 6 and the distribution of age and monthly earning of the workers.

49.1 percent of Region 6 workers earn from \$1,201 to \$3,400 per month.

17.8 percent of the region's workers are age 55 and older.

Source: Local Employment Dynamics, On the Map: <http://lehdmap.dsd.census.gov/>. For definitions and instruction on this mapping application, visit <http://lehdmap.dsd.census.gov/help.pl> and select any of the "Help" topics.

2007 IOWA WORKFORCE DEVELOPMENT REGION 6 PROFILE

Top 20 Growing Industries by Employment 2004 - 2014

Industry Description	NAICS Code	2004 Estimated Employment	2014 Projected Employment	Total Growth	Percent Change
Nursing and Residential Care Facilities	623	1,840	2,340	500	27.17%
Local Government, Excluding Education and Hospitals	930	3,195	3,620	425	13.30%
Self Employed and Unpaid Family Workers	671	4,310	4,670	360	8.35%
Educational Services	616	4,450	4,800	350	7.87%
Administrative and Support Services	561	1,035	1,320	285	27.54%
Machinery Manufacturing	333	1,680	1,960	280	16.67%
Food Services and Drinking Places	722	2,295	2,555	260	11.33%
Food Manufacturing	311	2,590	2,845	255	9.85%
Professional, Scientific, and Technical Services	541	790	1,015	225	28.48%
Ambulatory Health Care Services	621	1,050	1,265	215	20.48%
Hospitals	626	1,315	1,465	150	11.41%
Wood Product Manufacturing	321	340	455	115	33.82%
Specialty Trade Contractors	238	865	970	105	12.14%
General Merchandise Stores	452	940	1,040	100	10.64%
Social Assistance	624	345	445	100	28.99%
Gasoline Stations	447	675	765	90	13.33%
Religious, Grantmaking, Civic, Professional Organizations	813	1,075	1,165	90	8.37%
Transportation Equipment Manufacturing	336	750	835	85	11.33%
Amusement, Gambling, and Recreation Industries	713	330	410	80	24.24%
Food and Beverage Stores	445	1,160	1,235	75	6.47%

Source: Long-Term Industry Projections

"Hot Jobs" in Region 6 2004 - 2014

Occupational Title	2004 Estimated Employment	2014 Projected Employment	Region 6 2006 Mean Annual Wage	Annual Growth Rate (%)
Bachelor's Degree				
Accountants and Auditors	285	340	\$49,934	1.9
Postsecondary Education (Long-term on-the-job training or work experience in a related occupation)				
Registered Nurses	895	1,035	\$43,180	1.5
Licensed Practical and Licensed Vocational Nurses	315	380	34,988	2.1
Maintenance and Repair Workers, General	425	490	34,592	1.5
Automotive Service Technicians and Mechanics	385	440	31,175	1.4
First-Line Supervisors of Food Preparation/Serving Workers	345	395	30,336	1.4
Welders, Cutters, Solderers, and Brazers	445	510	30,084	1.5
High School Diploma or Equivalent (Moderate-term on-the-job training)				
Highway Maintenance Workers	230	285	\$34,114	2.4
Team Assemblers	845	985	28,258	1.7
Customer Service Representatives	420	490	27,727	1.7

Occupations are selected based on growth factors in the IWD Region 6 2004-2014 occupational projections and the 2006 IWD Region 6 mean annual wage. The occupations listed have a higher growth rate than the IWD Regions' 6 average of 1.2% and a higher than average IWD Region 6 wage of \$26,044.

2007 IOWA WORKFORCE DEVELOPMENT REGION 6 PROFILE

Employment and Unemployment Statistics Annual 2006

County	Labor Force	Number Unemployed	Unemployment Rate	Number Employed
Hardin	9,210	350	3.8	8,860
Marshall	20,930	790	3.8	20,150
Poweshiek	10,690	410	3.8	10,280
Tama	8,990	380	4.3	8,600
Total	49,820	1,930	Avg 3.9	47,890

Note: The unemployment rate is widely recognized as an important economic indicator that is used to gauge the vitality of the labor market. The release of the monthly unemployment rate causes markets to react and analysts to speculate on the health of the economy. A low jobless rate indicates a strong economy where job seekers can find employment quickly, whereas a high rate may indicate a weaker economy. On the other hand, businesses can find employees more easily when the unemployment rate is high.

Source: Local Area Unemployment Statistics (LAUS), www.iowa workforce.org/lmi/pressrelease/index.html

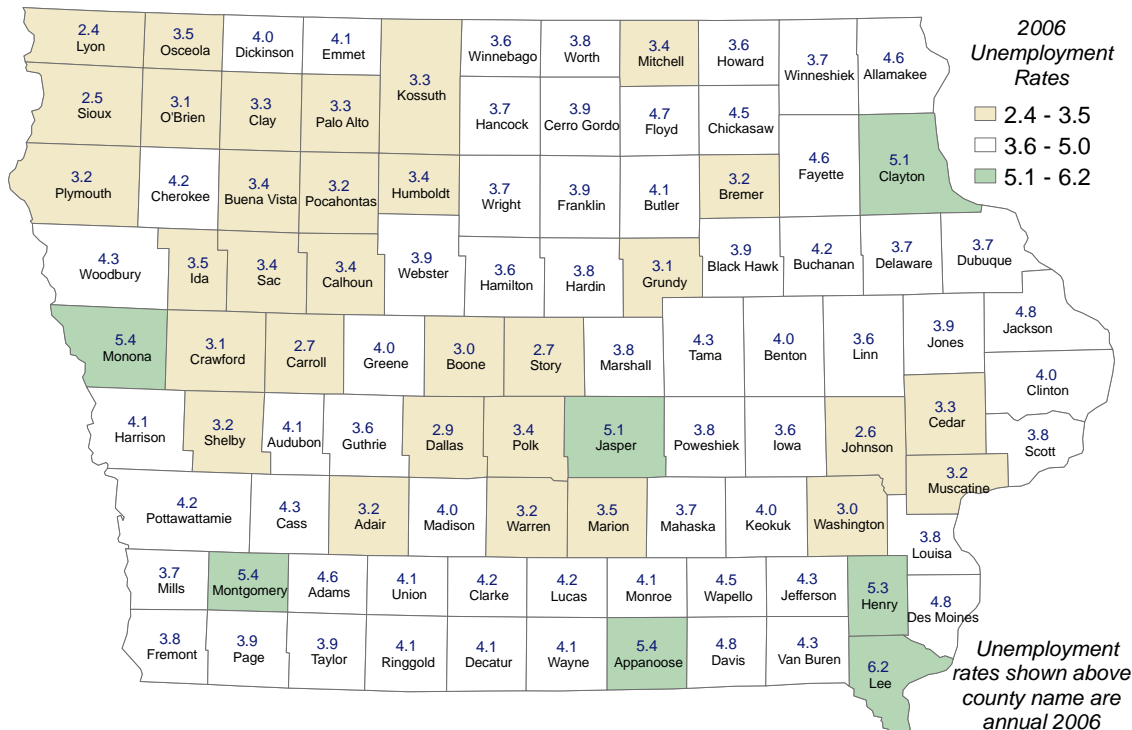
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Labor Force 2006

Unemployment averaged 3.9 percent in Region 6 for 2006. The region's jobless rate translated into 1,930 unemployed persons.

The 2006 unemployment rate for Region 6 was slightly higher than the statewide average of 3.7 percent.

Unemployment Rates per Iowa Counties 2006 Annual Average



QUICK FACTS

County Unemployment Rates

Lee County had the highest jobless rate in the state in 2006 at 6.2 percent.

Lyon County had the lowest jobless rate in the state in 2006 at 2.4 percent

Source: Local Area Unemployment Statistics (LAUS)

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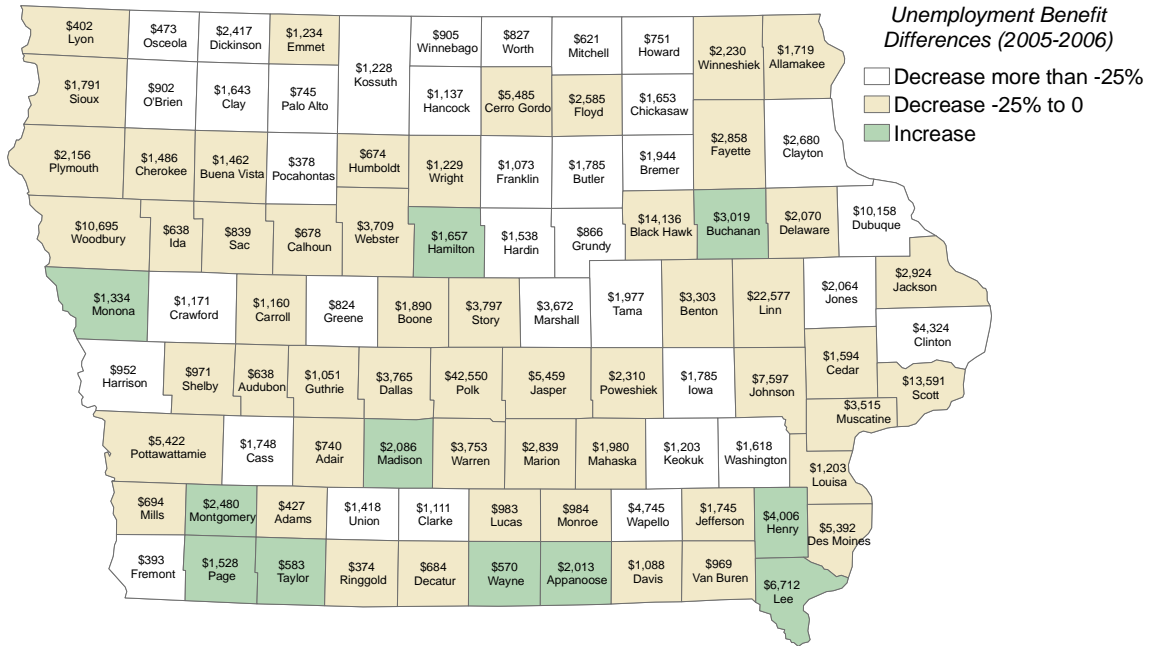
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Annual 2006 UI Benefits

UI Benefits for Iowa increased from \$302 million in 2005 to \$318 million in 2006, an increase of 5.3 percent.

UI Benefits in Region 6 decreased from \$10.5 million in 2005 to \$9.5 million in 2006, a decrease of 9.5 percent.

Total Unemployment Insurance (UI) Benefit Payouts Annual 2006



Note: Dollar values are in thousands. Total UI Benefit payouts include benefits paid under the Iowa unemployment insurance program and federal benefits paid under the unemployment compensation for federal employees and service personnel programs. Benefit payout is based on claimant's county of residence. Figures do not include the

Source: Unemployment Insurance Statistical Data, www.iowaworkforce.org/lmi/uistats/index.html

CONTACT INFO

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Equal opportunity employer/program. Auxiliary aids and services are available upon request to individuals with disabilities.

TTY 515-281-4748;
1-800-831-1399



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