

2007 ANNUAL PROFILE

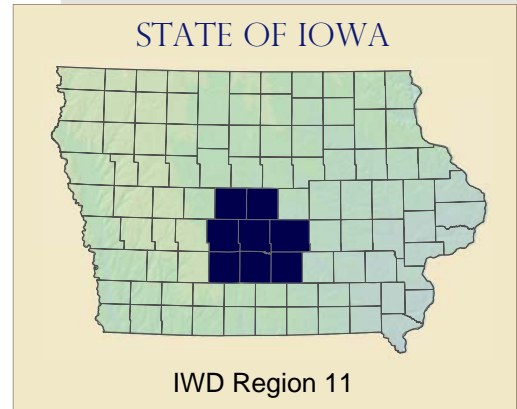
REGION 11

IOWA WORKFORCE DEVELOPMENT

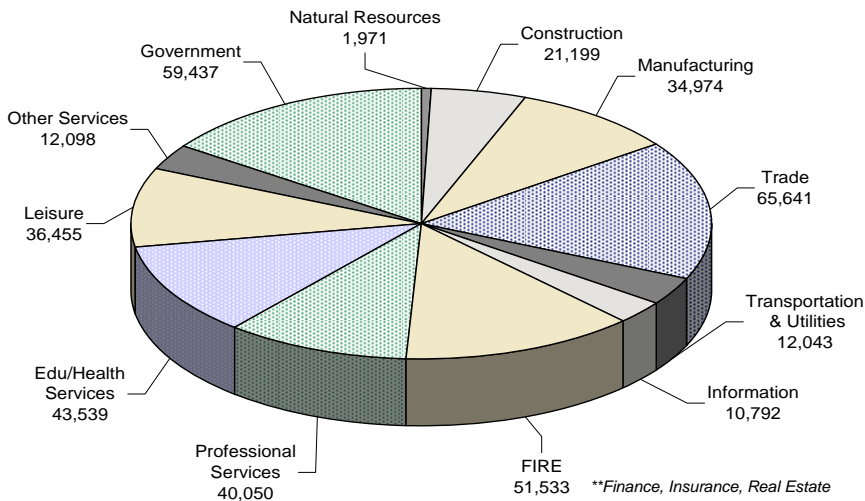
Executive Summary

As of 2006, Iowa Workforce Development's (IWD) Region 11 largest private industry was Wholesale & Retail Trade, representing 17.3 percent (65,641) of the region's total covered employment of 390,089. The region's total employment increased by 2.3 percent since 2005, and the average annual wage increased by 4.3 percent to \$40,102 for all industries.

IWD's Region 11 average weekly wage for all industries was \$771 for 2006. This was an increase of 4.2 percent since 2005, and is the highest average week in the state, exceeding the state average by 16.8 percent. The highest average weekly wage for a private sector in the region was in Finance, Insurance & Real Estate, averaging \$1,161 with gross total wages of \$3.3 billion. Between 2005 and 2006, the Information sector reported the largest percentage increase in average weekly wage of 10.8 percent (\$99).



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	Principal Financial Group	Finance & Insurance
2	Wells Fargo Bank NA	Finance & Insurance
3	Hy-Vee Food Stores	Retail Trade
4	Iowa Health - Des Moines	Health Services
5	Mercy Hospital Medical Center	Health Services
6	Pella Corporation	Manufacturing
7	Nationwide Mutual Insurance Company	Finance & Insurance
8	Wal-Mart Stores	Retail Trade
9	Pioneer Hi Bred International Inc	Wholesale Trade
10	Vermeer Manufacturing Company	Manufacturing

Source: Quarterly Census of Employment and Wages

QUICK FACTS

Counties Included in Iowa Workforce Development's Region 11

- | | |
|---------|--------|
| Boone | Marion |
| Dallas | Polk |
| Jasper | Story |
| Madison | Warren |

2006 Covered Employment (QCEW)

		%
Total Employment	390,089	26.52 ¹
Average Weekly Wage	\$ 771	116.8 ²
Largest Private Sector:		
Trade	65,641	26.48 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 11 Population (2006)	700,011
---------------------------------	---------

2007 IOWA WORKFORCE DEVELOPMENT REGION 11 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
21,540	21,839	1.39%	Total All Industries	381,480	390,089	2.26%
20,706	21,009	1.46%	Private Business	323,072	330,653	2.35%
169	174	2.96%	Ag/Natural Resources & Mining	1,959	1,971	0.61%
2,115	2,107	-0.38%	Construction	21,136	21,199	0.30%
763	774	1.44%	Manufacturing	35,236	34,974	-0.74%
4,888	4,883	-0.10%	Trade	65,935	65,641	-0.45%
2,041	2,057	0.78%	<i>Wholesale Trade</i>	19,889	19,917	0.14%
2,847	2,826	-0.74%	<i>Retail Trade</i>	46,047	45,724	-0.70%
633	652	3.00%	Transportation & Utilities	11,994	12,403	3.41%
427	432	1.17%	Information	10,683	10,792	1.02%
2,570	2,629	2.30%	Finance, Insurance, and Real Estate	49,578	51,533	3.94%
3,542	3,685	4.04%	Professional & Business Services	37,415	40,050	7.04%
1,832	1,884	2.84%	Education & Health Services	42,286	43,539	2.96%
1,864	1,902	2.04%	Leisure & Hospitality	35,063	36,455	3.97%
1,904	1,889	-0.79%	Other Services	11,787	12,098	2.64%
834	830	-0.48%	Government	58,408	59,437	1.76%
221	221	0.00%	<i>State</i>	17,855	18,131	1.55%
483	482	-0.21%	<i>Local</i>	33,493	34,206	2.13%
130	128	-1.54%	<i>Federal</i>	7,060	7,099	0.55%

Source: Quarterly Census of Employment and Wages

Reporting Units by Industry in 2006

A Unit is Defined as a Worksite

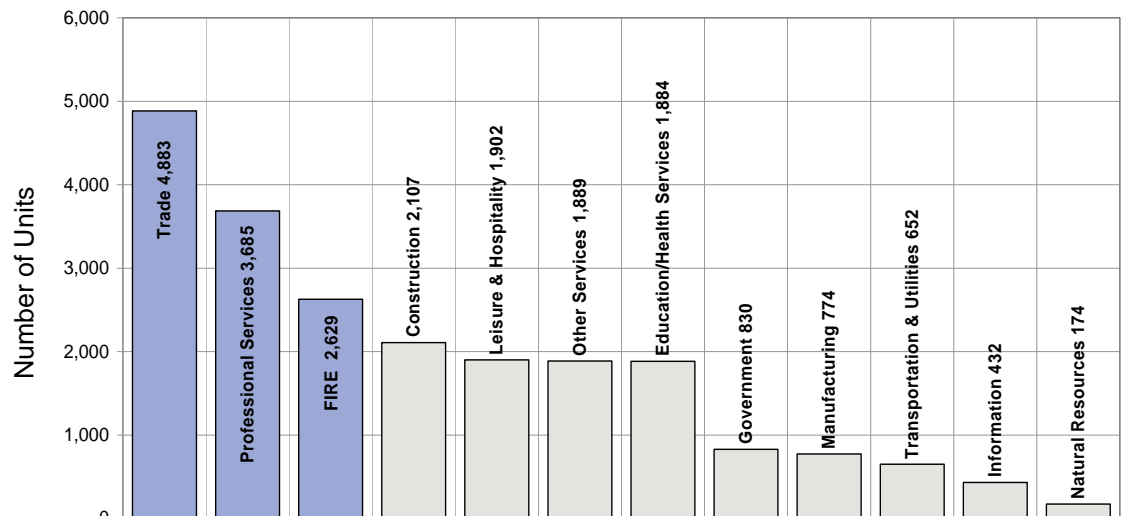
QUICK FACTS

**IWD Region 11's
Greatest Number of
Worksites**

Wholesale & Retail
Trade
4,883

Professional Services
3,685

Finance, Insurance, &
Real Estate
2,629



*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

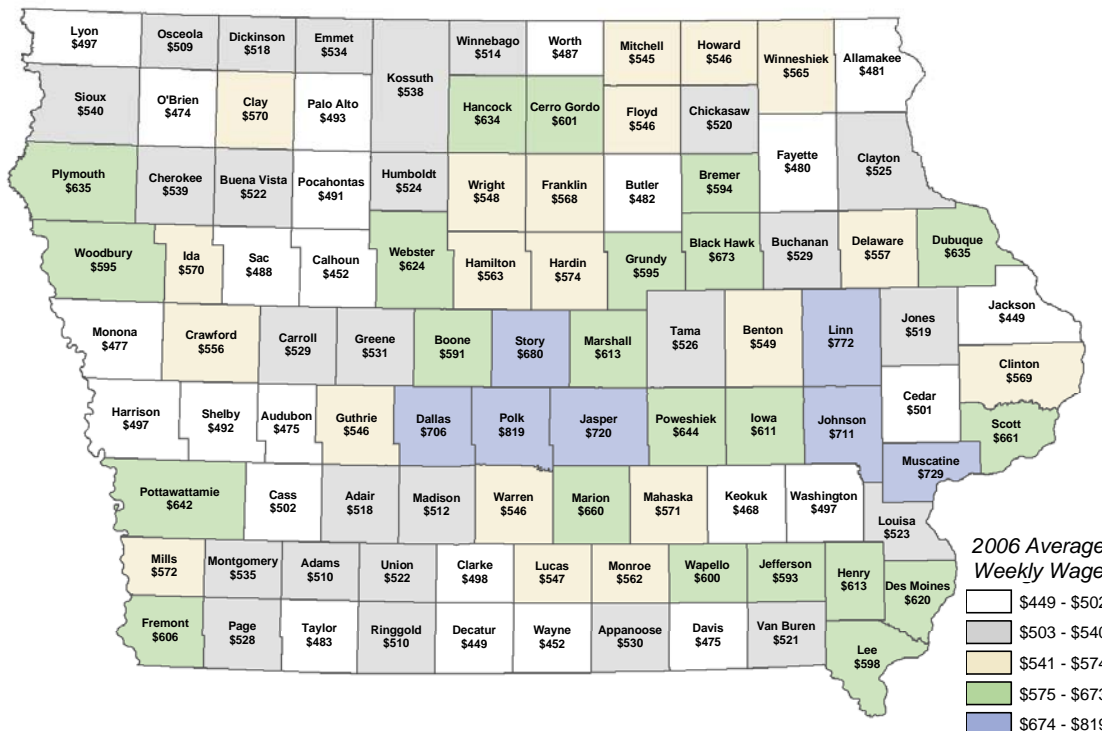
2007 IOWA WORKFORCE DEVELOPMENT REGION 11 PROFILE

2005—2006 Average Annual and Weekly Wage by Industry

Average Annual Wage				Average Weekly Wage		
2005	2006	% Change		2005	2006	% Change
\$ 38,466	\$ 40,102	4.25%	Total All Industries	\$ 740	\$ 771	4.19%
\$ 38,077	\$ 39,721	4.32%	Private Business	\$ 732	\$ 764	4.37%
\$ 35,483	\$ 36,656	3.30%	Ag/Natural Resources & Mining	\$ 682	\$ 705	3.37%
\$ 41,858	\$ 42,920	2.54%	Construction	\$ 805	\$ 825	2.48%
\$ 44,865	\$ 46,899	4.53%	Manufacturing	\$ 863	\$ 902	4.52%
\$ 32,261	\$ 33,180	2.85%	Trade	\$ 620	\$ 638	2.90%
\$ 54,074	\$ 55,822	3.23%	Wholesale Trade	\$ 1,040	\$ 1,074	3.27%
\$ 22,839	\$ 23,317	2.10%	Retail Trade	\$ 439	\$ 448	2.05%
\$ 41,173	\$ 41,786	1.49%	Transportation & Utilities	\$ 792	\$ 804	1.52%
\$ 47,500	\$ 52,649	10.84%	Information	\$ 913	\$ 1,012	10.84%
\$ 56,342	\$ 60,376	7.16%	Finance, Insurance, Real Estate	\$ 1,083	\$ 1,161	7.20%
\$ 39,709	\$ 40,872	2.93%	Professional & Business Services	\$ 764	\$ 786	2.88%
\$ 37,597	\$ 38,611	2.70%	Education & Health Services	\$ 723	\$ 743	2.77%
\$ 12,847	\$ 13,212	2.84%	Leisure & Hospitality	\$ 247	\$ 254	2.83%
\$ 27,044	\$ 27,780	2.72%	Other Services	\$ 520	\$ 534	2.69%
\$ 40,621	\$ 42,222	3.94%	Government	\$ 781	\$ 812	3.97%
\$ 48,341	\$ 50,023	3.48%	State	\$ 930	\$ 962	3.44%
\$ 34,009	\$ 35,264	3.69%	Local	\$ 654	\$ 678	3.67%
\$ 52,460	\$ 55,832	6.43%	Federal	\$ 1,009	\$ 1,074	6.44%

Source: Quarterly Census of Employment and Wages

Average Weekly Wage for All Industries by County Annual 2006



2006 Average Weekly Wage

- \$449 - \$502
- \$503 - \$540
- \$541 - \$574
- \$575 - \$673
- \$674 - \$819

QUICK FACTS

Average Weekly Wage Comparisons

IWD Region 11
\$771

Rank
Among All 15
IWD Regions
1st

Statewide
\$660

Nation
\$818

Source: Quarterly Census of Employment and Wages

2007 IOWA WORKFORCE DEVELOPMENT REGION 11 PROFILE

QUICK FACTS

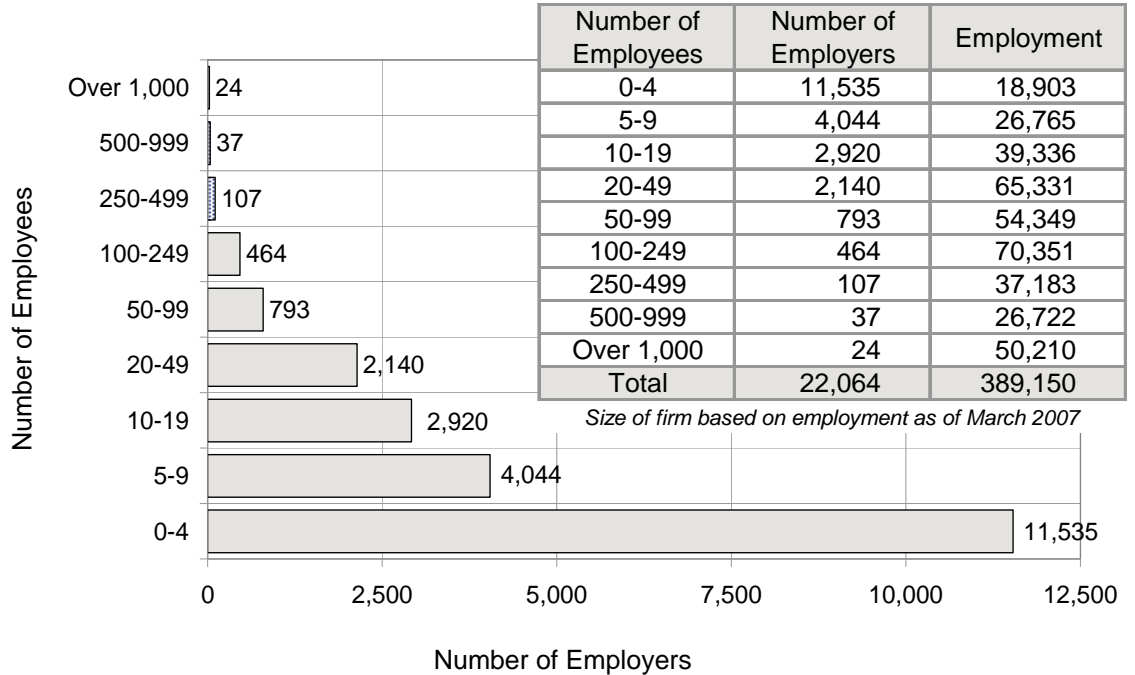
Size of Firm

61 firms in Region 11 employ 500 or more workers, totaling 76,932 employees, which accounts for 19.8 percent of total employment in the region.

Firms that employ less than 50 workers represent 93.5 percent of all establishments region-wide.

Size of Firm Based on Employment

March 2007



Source: Quarterly Census of Employment and Wages

2006 Local Employment Dynamics (LED) - Quarterly Workforce Indicators

4th Quarter 2006 and Average of 2006—All Ownerships

Quarterly Workforce Indicators	Region 11 (Q4)	Region 11 (Avg: 2006)
Total Employment	390,614	386,555
Net Job Flows	-6,317	1,771
Job Creation	16,249	18,351
New Hires	55,392	57,829
Separations	72,161	67,262
Turnover	10.00%	9.30%
Average Monthly Earnings	\$3,596.00	\$3,424.25
Average New Hire Earnings	\$1,946.00	\$1,977.25

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.

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

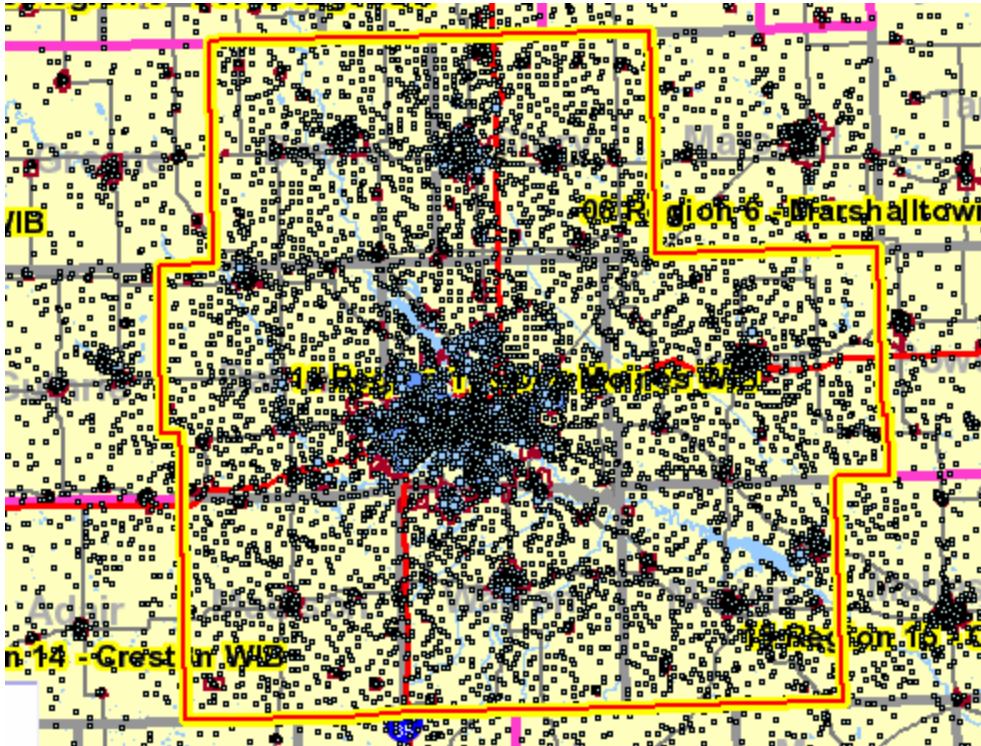
Total number of accessions that were also not employed by that employer during the previous four quarters

For additional definitions see source information below the LED tables

2007 IOWA WORKFORCE DEVELOPMENT REGION 11 PROFILE

ON THE MAP — Region 11

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/elearning/On_the_Map/index.htm.

QUICK FACTS

'On the Map'
Interactive Mapping
Application

As of 2004, there were 341,523 primary jobs in this region.

50.7 percent of workers (173,114) live in Polk county, followed by 8.0 percent (27,406) that live in Story county and work in Region 11.

ON THE MAP Statistics — Region 11

Distribution of Worker's Age and Monthly Earnings—Primary Jobs

Baseline Count of Jobs	2004		2003		2002	
	Count	Share	Count	Share	Count	Share
All Primary Jobs	341,527	100.0%	329,316	100.0%	339,398	100.0%

Jobs by Worker Age	2004		2003		2002	
	Count	Share	Count	Share	Count	Share
* Age 30 or younger	94,855	27.8%	90,723	27.5%	94,817	27.9%
* Age 31 to 54	196,064	57.4%	191,255	58.1%	198,236	58.4%
* Age 55 or older	50,608	14.8%	47,338	14.4%	46,345	13.7%

Jobs by Earnings Paid	2004		2003		2002	
	Count	Share	Count	Share	Count	Share
* \$1,200 per month or less	78,539	23.0%	80,999	24.6%	84,446	24.9%
* \$1,201 to \$3,400 per month	142,391	41.7%	147,974	44.9%	157,466	46.4%
* More then \$3,400 per month	120,597	35.3%	100,343	30.5%	97,486	28.7%

QUICK FACTS

'On the Map'
Reports

One of the reports generated from 'On the Map' displays total private sector jobs of 341,527 in Region 11 and the distribution of age and monthly earning of the workers.

41.7 percent of Region 11 workers earn from \$1,201 to \$3,400 per month.

14.8 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 11 PROFILE

Top 20 Growing Industries by Employment 2004 - 2014

Industry Description	NAICS Code	2004 Estimated Employment	2014 Projected Employment	Total Growth	Percent Change
Administrative and Support Services	561	17,205	22,840	5,635	32.8%
Educational Services	616	38,775	43,980	5,205	13.4%
Insurance Carriers and Related Activities	524	24,700	29,840	5,140	20.8%
Food Services and Drinking Places	722	23,990	28,475	4,485	18.7%
Professional, Scientific, and Technical Services	541	13,600	17,920	4,320	31.8%
Ambulatory Health Care Services	621	11,500	15,445	3,945	34.3%
Credit Intermediation and Related Activities	522	17,810	21,505	3,695	20.7%
Specialty Trade Contractors	238	13,595	16,760	3,165	23.3%
Self Employed and Unpaid Family Workers	671	31,025	33,860	2,835	9.1%
Social Assistance	624	6,480	8,745	2,265	35.0%
Nursing and Residential Care Facilities	623	8,555	10,795	2,240	26.2%
Amusement, Gambling, and Recreation Industries	713	4,550	6,610	2,060	45.3%
Wood Product Manufacturing	321	4,890	6,610	1,720	35.2%
Motor Vehicle and Parts Dealers	441	5,805	7,430	1,625	28.0%
Truck Transportation	484	5,780	7,315	1,535	26.6%
Hospitals	626	12,345	13,740	1,395	11.3%
Internet Service Providers, Web Search	518	2,705	4,065	1,360	50.3%
Management of Companies and Enterprises	551	3,860	5,065	1,205	31.2%
Machinery Manufacturing	333	5,665	6,795	1,130	19.9%
Local Government, Excluding Education & Hospitals	930	11,505	12,620	1,115	9.7%

Source: Long-Term Industry Projections

“Hot Jobs” in Region 11 2004 - 2014

Occupational Title	2004 Estimated Employment	2014 Projected Employment	Region 11 2006 Mean Annual Wage	Annual Growth Rate (%)
Master's Degree or higher				
Pharmacists	615	795	\$85,195	2.9
Bachelor's Degree				
Chief Executives	1,180	1,410	\$151,618	1.9
Sales Managers	1,010	1,300	102,871	2.9
Computer and Information Systems Managers	1,030	1,330	94,935	2.9
Financial Managers	2,695	3,245	94,631	2.0
Postsecondary Education (Long-term on-the-job training or work experience in a related occupation)				
Transportation, Storage, and Distribution Managers	250	295	71,829	1.8
Dental Hygienists	620	840	61,757	3.5
Structural Iron and Steel Workers	250	305	51,045	2.2
Registered Nurses	7,415	8,810	49,506	1.9
High School Diploma or Equivalent (Moderate-term on-the-job training)				
Medical Equipment Repairers	305	360	\$52,820	1.8
Sheet Metal Workers	445	545	44,506	2.2
Coin, Vending & Amusement Machine Services & Repairers	185	225	43,785	2.2

Occupations are selected based on growth factors in the IWD Region 11 2004-2014 occupational projections and the 2006 IWD Region 11 mean annual wage. The occupations listed have a higher growth rate than the IWD Regions 11 average of 1.7% and a higher than average IWD Region 11 wage of \$36,234.

2007 IOWA WORKFORCE DEVELOPMENT REGION 11 PROFILE

Employment and Unemployment Statistics Annual 2006

County	Labor Force	Number Unemployed	Unemployment Rate	Number Employed
Boone	15,620	460	3.0	15,160
Dallas	30,400	900	2.9	29,500
Jasper	18,430	940	5.1	17,490
Madison	8,400	300	4.0	8,100
Marion	18,020	630	3.5	17,380
Polk	234,900	8,000	3.4	226,900
Story	48,100	1,300	2.7	46,800
Warren	25,400	800	3.2	24,600
Total	399,270	13,330	Avg 3.4	385,930

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/imi/pressrelease/index.html

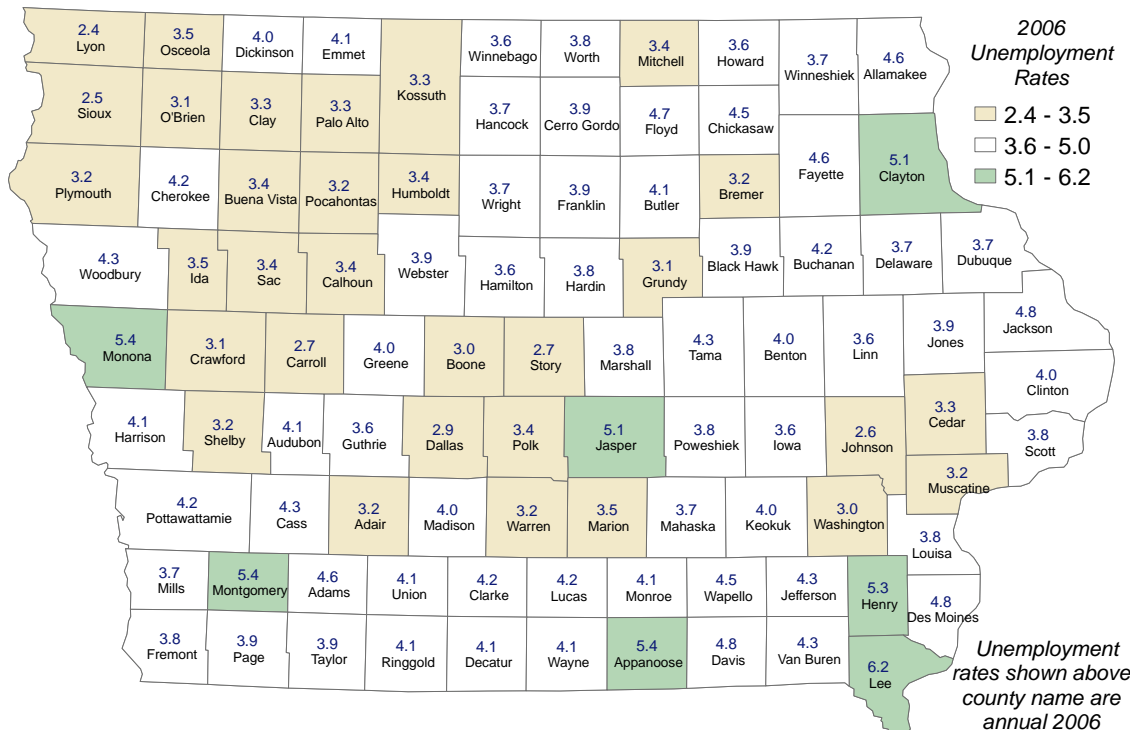
QUICK FACTS

Labor Force 2006

Unemployment averaged 3.4 percent in Region 11 for 2006. The region's jobless rate translated into 13,330 unemployed persons.

The 2006 unemployment rate for Region 11 fell well below 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)
*Benchmark Revision September 28, 2007

