



**NORTHWEST IOWA**  
*Developers Coalition*

*"Charting A Course For Success"*

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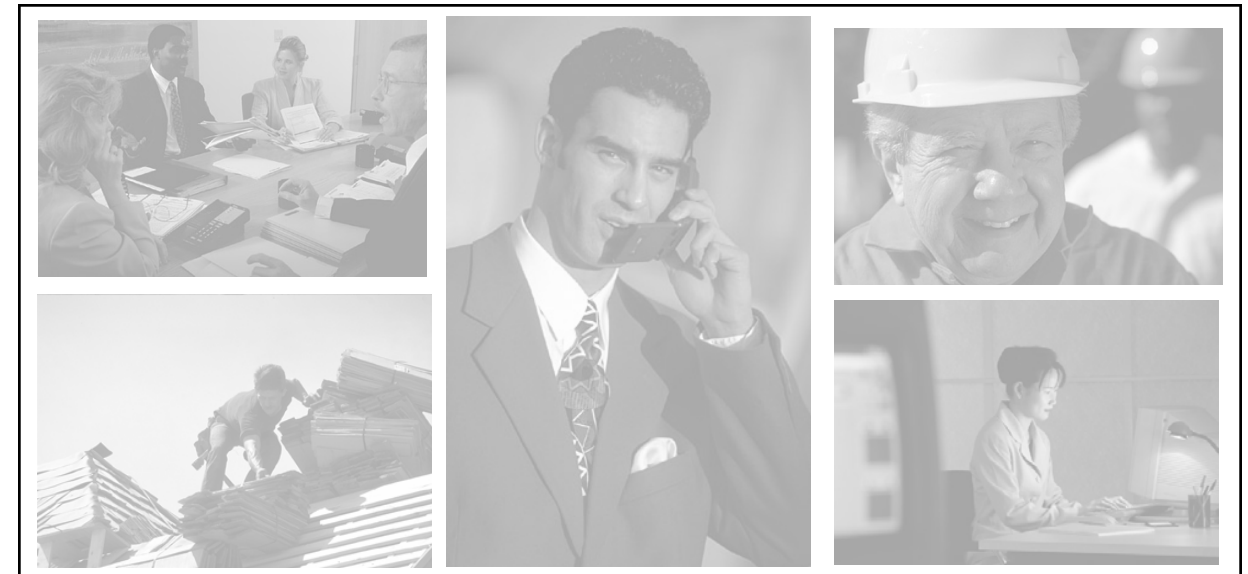
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*Regional*  
*Industry Cluster Overview*  
**Pharmaceuticals**

**2005**



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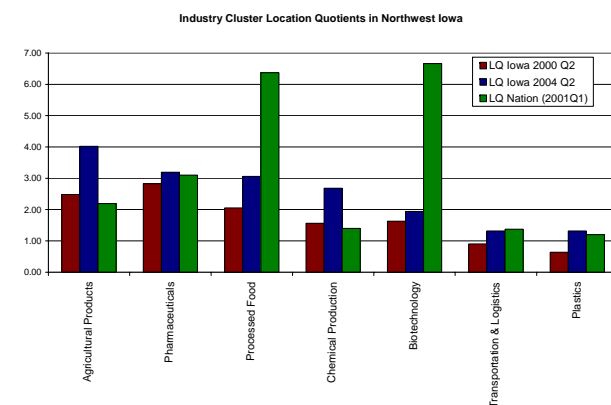
# Pharmaceutical Industry Cluster

## WHAT IS AN INDUSTRY CLUSTER?

Industry clusters are a group of concentrated industries that share similar processes, workforce, and resources. Armed with knowledge of where geographic concentrations and gaps exist, policy can support clusters and help foster their growth in a variety of ways. Investments for research and infrastructure can be more precisely targeted; new cooperative relationships can be brokered between firms within "core" industry sectors as well as with region suppliers and customers. Occupations within key industries can be identified, and education and training institutions can use this information to counsel and train students for high-demand, high-wage careers.

## Pharmaceuticals Competitiveness

Pharmaceuticals has very high location quotients in Northwest Iowa, along with complimentary industries the cluster such as agriculture, transportation, and plastics.



**2004 2nd Quarter  
Regional Average Annual Wage  
\$25,829**

**Pharmaceuticals Core  
Regional Average Wage  
\$41,896**

**Total Regional Employment  
45,084**

**Pharmaceuticals  
Core Regional Employment  
259**

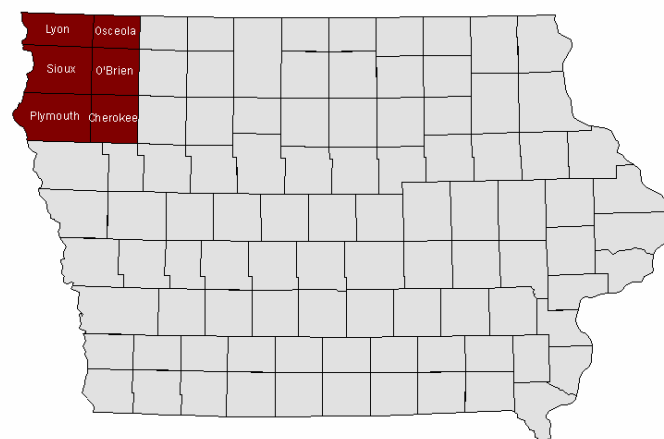
**Pharmaceuticals Support Industries Re-  
gional Employment  
392**

## WHAT IS THE PHARMACEUTICAL CLUSTER??

Pharmaceuticals cluster is described as manufacturing pharmaceutical products intended for internal and external consumption. Industries in the Pharmaceuticals core include pharmaceutical and medicine manufacturing which are primarily engaged in one or more of the following:

- *manufacturing biological and medicinal products;*
- *processing botanical drugs and herbs;*
- *manufacturing pharmaceutical products*

## Northwest Iowa Region



## Northwest Iowa High-Wage, High-Growth Occupations in Pharmaceuticals

OCCUPATIONAL TITLE	2000 ESTIMATED EMPLOYMENT	2010 PROJECTED EMPLOYMENT	TOTAL GROWTH 2000-2010	2004 MEDIAN ANNUAL SALARY
Accountants and Auditors	5	10	5	\$39,541
Agricultural and Food Scientists	0	5	5	\$41,288
Microbiologists	10	15	5	*
Graphic Designers	20	25	5	*
Veterinary Assistants and Laboratory Animal Caretakers	15	20	5	*
Farmworkers and Laborers, Crop, Nursery, and Greenhouse	0	5	5	*
Chemical Equipment Operators and Tenders	110	115	5	*
Mixing and Blending Machine Setters, Operators, and Tenders	55	60	5	\$27,622
Chief Executives	5	5	0	\$96,054
General and Operations Managers	10	10	0	\$74,256
Marketing Managers	5	5	0	\$74,256
Sales Managers	10	10	0	\$62,442
Administrative Services Managers	5	5	0	\$38,459
Financial Managers	5	5	0	\$53,435
Industrial Production Managers	15	15	0	\$47,590
Natural Sciences Managers	5	5	0	*

Note: The Northwest Region includes Cherokee, Lyon, O'Brien, Osceola, Plymouth, and Sioux Counties. The occupations listed have the highest growth within the industry and that have a higher wage than the regional average of \$25,043. Although the occupations listed above are found in Pharmaceutical, employment listed is for all industries in Northwest Iowa. The median annual salary is derived from the 2004 Iowa Wage Survey for the 6 county area. Those occupations without an annual salary show high growth but due to the sample from the Occupational Employment Statistics Survey, we are not able to report a wage.

## Pharmaceutical Suppliers

Agricultural products provide the primary inputs for chemical production. The availability of resources such as animal and crop production provide a competitive

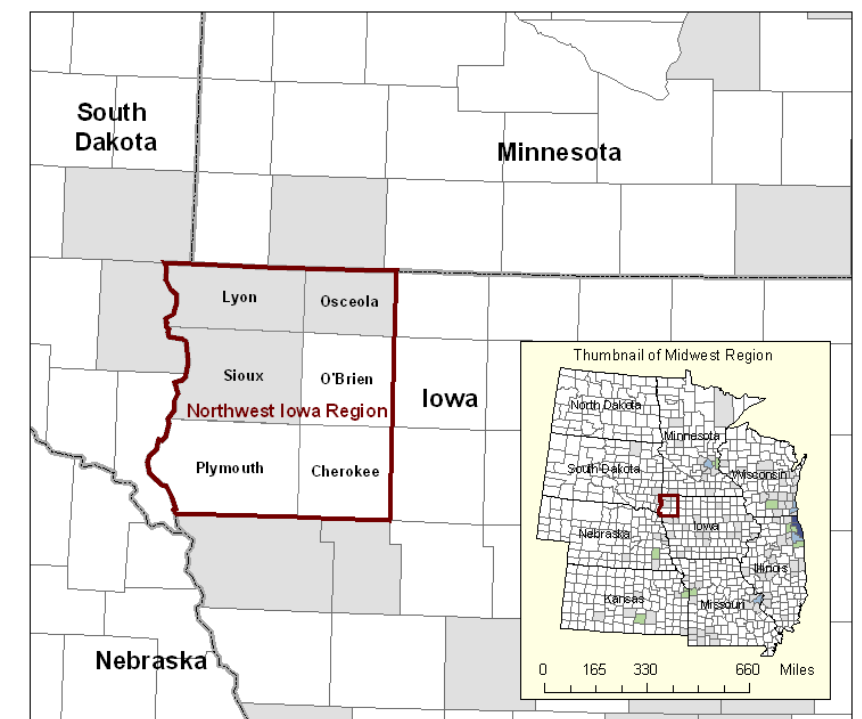
## Education

Northwest Iowa Community College, Western Iowa Technical Community College, Dordt College and Northwestern College, located in Northwest Iowa, offer a selection of programs that support the pharmaceuticals cluster.

## Programs

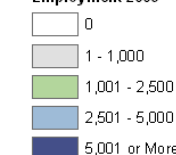
- Animal Science    Agri-business
- Agriculture        Biology
- Chemistry         Plant Science

## PHARMACEUTICALS CORE INDUSTRY EMPLOYMENT 2003



## PHARMACEUTICALS

Employment 2003



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