



NORTHWEST IOWA
Developers Coalition

"Charting A Course For Success"

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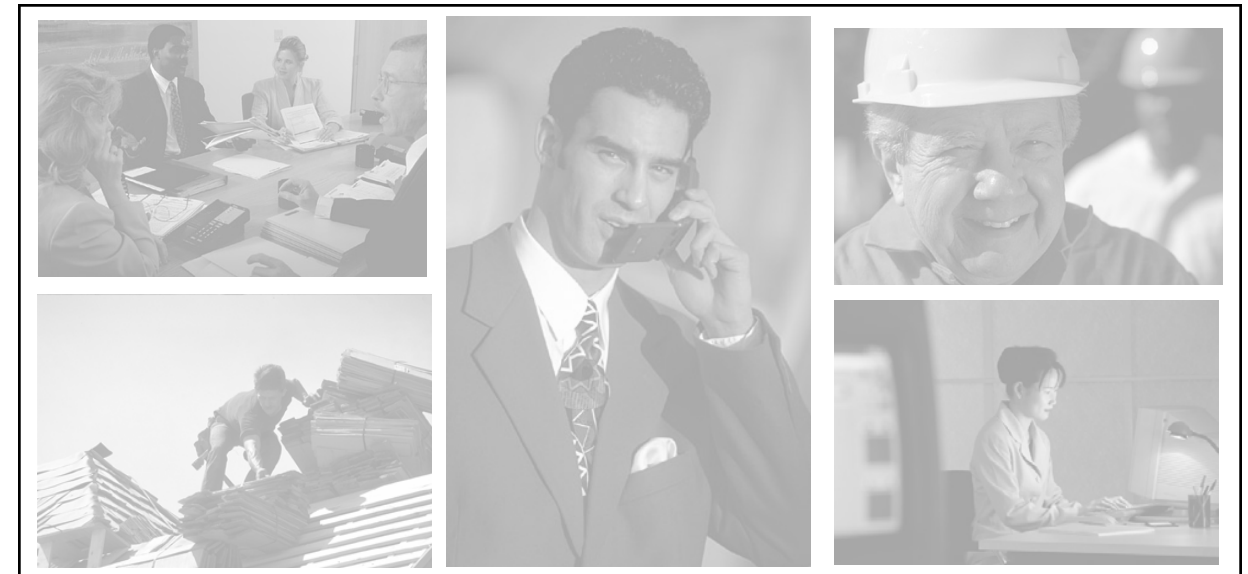
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Regional
Industry Cluster Overview

Plastics

2005



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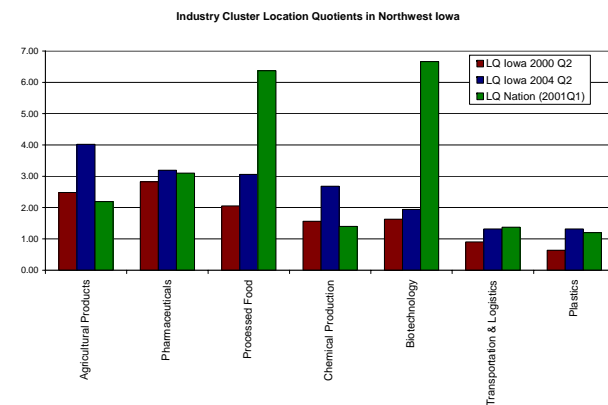
Plastics Industry Cluster

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.

Plastics Competitiveness

Plastics has very high location quotients in Northwest Iowa, along with many buyer industries for the cluster such as agriculture and processed food.

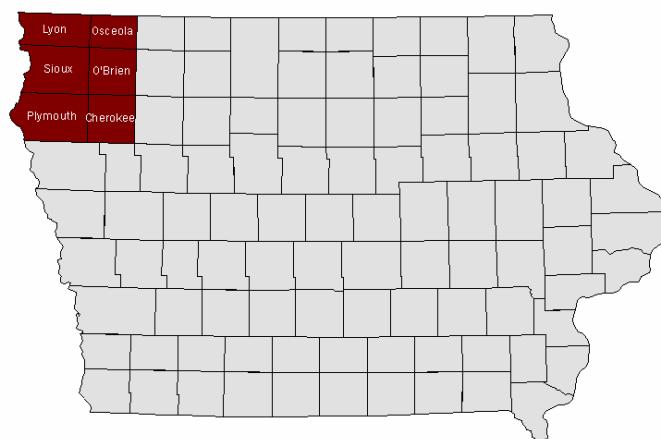


WHAT IS PLASTICS?

Industries in the Plastics cluster make goods by processing plastic materials and raw rubber.

- *plastics packaging materials and unlaminated film and sheet manufacturing;*
- *plastics pipe, pipe fitting, and unlaminated profile shape manufacturing*

Northwest Iowa Region



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

**Plastics Core
Regional Average Wage
\$31,582**

**Total Regional Employment
45,084**

**Plastics
Core Regional Employment
366**

**Plastics Support Industries Regional Employment
102**

Northwest Iowa High-Growth, High-Wage Occupations in Plastics

OCCUPATIONAL TITLE	2000 ESTIMATED EMPLOYMENT	2010 PROJECTED EMPLOYMENT	TOTAL GROWTH 2000-2010	2004 MEDIAN ANNUAL SALARY
Weighers, Measurers, Checkers, and Samplers, Recordkeeping	105	140	35	*
Material Moving Workers, All Other	150	165	15	*
Forging Machine Setters, Operators, and Tenders, Metal and Plastic	55	65	10	*
Business Operations Specialists, All Other	15	20	5	\$46,738
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	0	5	5	\$43,326
First-Line Supervisors/Managers of Production and Operating Workers	45	50	5	\$38,126
Fiberglass Laminators and Fabricators	20	25	5	*
Team Assemblers	55	60	5	\$26,978
Computer-Controlled Machine Tool Operators, Metal and Plastic	0	5	5	*
Metal-Refining Furnace Operators and Tenders	25	30	5	*
Molding, Coremaking, and Casting Machine Setters, Operators, and Tenders, Metal and Plastic	25	30	5	*
Prepress Technicians and Workers	25	30	5	*
Printing Machine Operators	20	25	5	\$25,605

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 Plastics manufacturing, 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.

Plastics Suppliers

Agricultural products provide the primary inputs for Plastics. The availability of resources such as

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 Plastics cluster.

Programs

- Chemistry
- Plant Science
- Manufacturing
- Industrial Instrumentation
- Mathematics

PLASTICS CORE INDUSTRY EMPLOYMENT 2003



**PLASTICS
Employment 2003**

- 0
- 1 - 1,000
- 1,001 - 2,500
- 2,501 - 5,000
- 5,001 or More

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