



NORTHWEST IOWA
Developers Coalition

"Charting A Course For Success"

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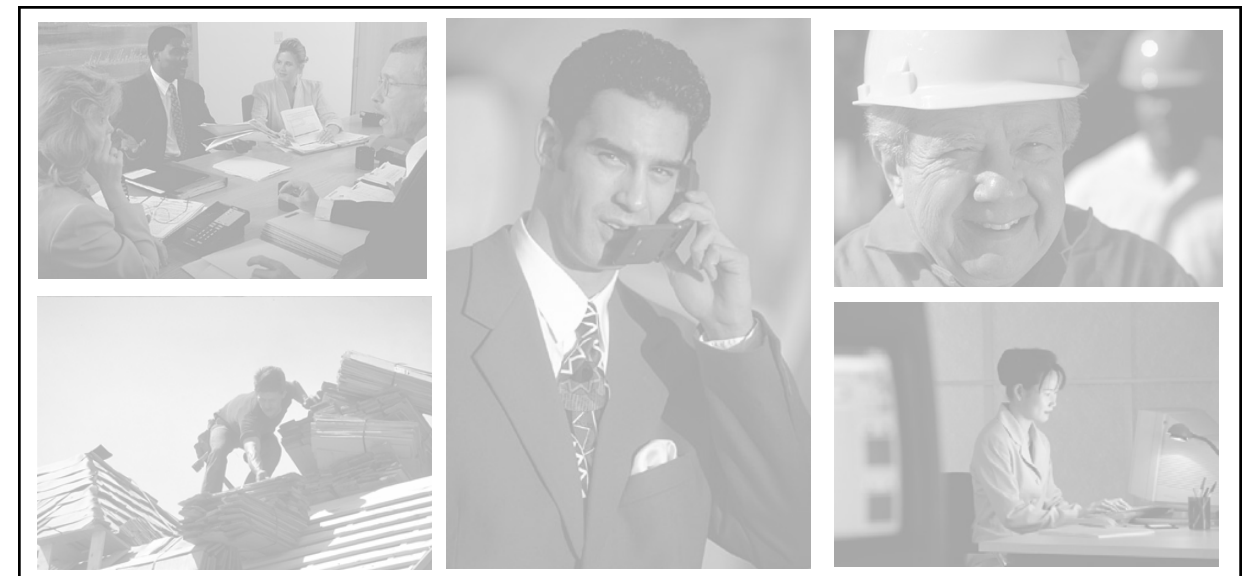
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Regional
Industry Cluster Overview

Processed Food

2005



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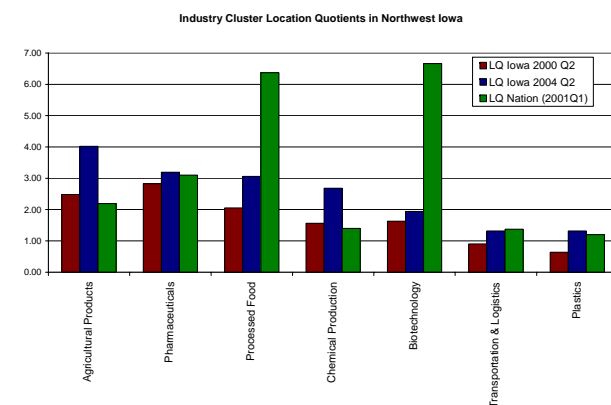
Processed Food Industry Cluster

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.

Processed Food Competitiveness

Processed Food has very high location quotients in Northwest Iowa, as do complimentary industries such as agriculture and biotechnology.

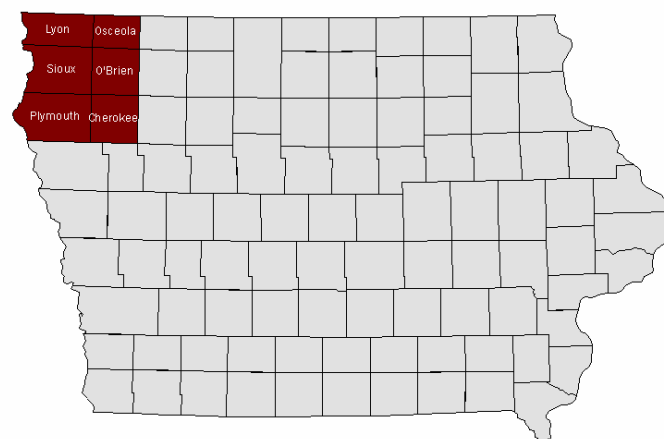


WHAT IS PROCESSED FOOD?

Processed Food is the transformation of livestock and agricultural products into products for intermediate or final consumption.

- starch and vegetable oil manufacturing
- confectionery manufacturing
- frozen food manufacturing
- fruit and vegetable canning and drying
- dairy products
- ice cream and frozen food manufacturing
- bread and bakery product manufacturing

Northwest Iowa Region



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

**Processed Food Core
Regional Average Wage
\$31,582**

**Total Regional Employment
45,084**

**Processed Food
Core Regional Employment
366**

**Processed Food Support Industries Re-
gional Employment
102**

Northwest Iowa High-Wage High-Growth Occupations in Processed Food

OCCUPATIONAL TITLE	2000 ESTIMATED EMPLOYMENT	2010 PROJECTED EMPLOYMENT	TOTAL GROWTH 2000-2010	2004 MEDIAN ANNUAL SALARY
Truck Drivers, Heavy & Tractor-Trailer	3,000	3,510	510	\$31,949
Food Batchmakers	1,640	1,890	250	\$27,726
Truck Drivers, Light or Delivery Services	1,525	1,710	185	\$25,917
General & Operations Managers	1,805	1,980	175	\$74,256
Welders, Cutters, Solderers, & Brazers	595	715	120	\$25,646
First-Line Supervisors/Managers of Construction Trades & Extraction Workers	785	890	105	\$35,298
Team Assemblers	1,630	1,730	100	\$26,978
Industrial Truck & Tractor Operators	800	880	80	\$26,312
First-Line Supervisors/Managers of Mechanics, Installers, & Repairers	385	460	75	\$33,779
First-Line Supervisors/Managers of Production & Operating Workers	1,045	1,110	65	\$38,126
Butchers & Meat Cutters	280	345	65	\$30,618
Network & Computer Systems Administrators	110	170	60	\$35,838

Note: The Northwest Region includes Cherokee, Lyon, O'Brien, Osceola, Plymouth, and Sioux Counties. The occupations listed are the top 12 with 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 Processed Food, 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.

Processed Food Suppliers

Agricultural products provide the primary inputs for Processed Food. Animal and crop production provide a competitive edge to processed food companies located in Northwest Iowa.

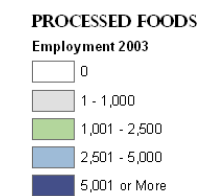
Education

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 Processed Food cluster.

Programs

- | | |
|----------------------|---------------|
| Agri-food technology | Agri-business |
| Animal Science | Biology |
| Dairy Science | Chemistry |
| Agriculture | Plant Science |

PROCESSED FOODS CORE INDUSTRY EMPLOYMENT 2003



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"Working to Create the Success"

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