



NORTHWEST IOWA
Developers Coalition

"Charting A Course For Success"

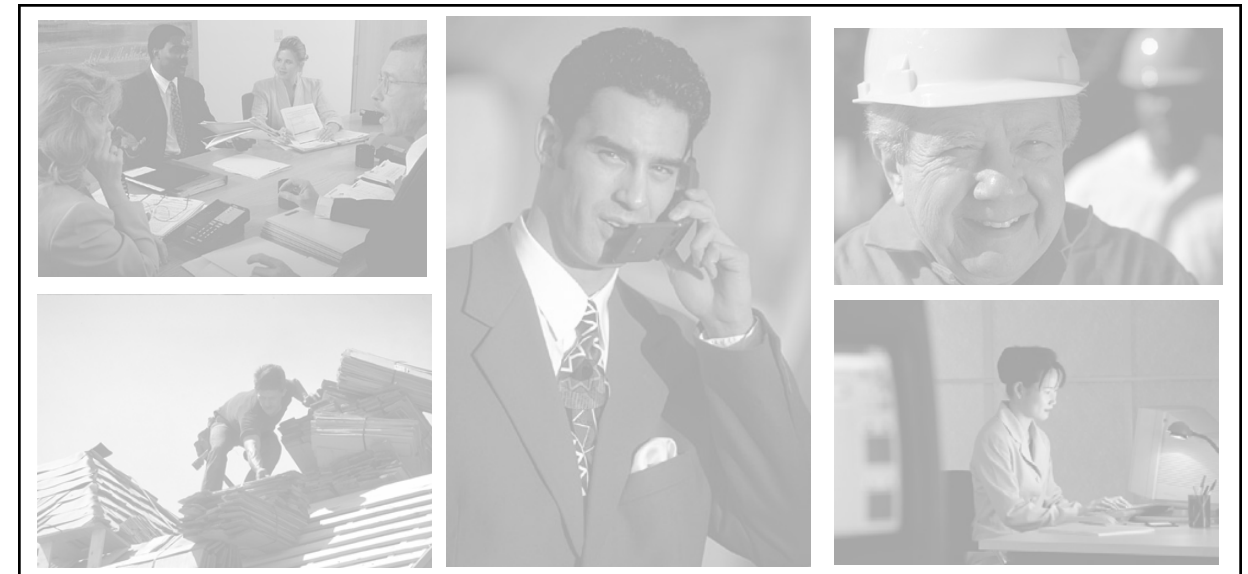
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Regional
Industry Cluster Overview
Transportation and Logistics
2005



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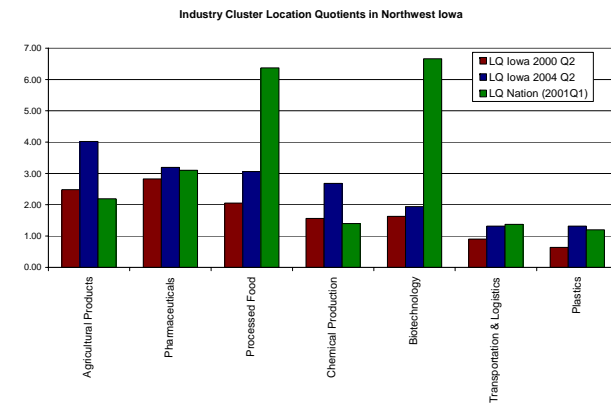
Transportation and Logistics Industry Cluster

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.

Transportation and Logistics Competitiveness

Transportation and Logistics has very high location quotients in Northwest Iowa. This cluster provides necessary support to other competitive industries.

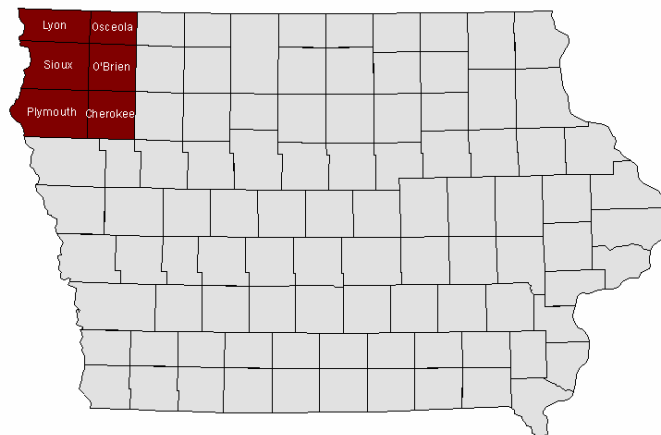


WHAT IS TRANSPORTATION AND LOGISTICS?

Transportation and Logistics refers to industries providing transportation of cargo, and warehousing and storage for goods.

- *nonscheduled air transportation*
- *inland water transportation*
- rail transportation
- truck transportation,
- *warehousing and storage*

Northwest Iowa Region



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

**Transportation and Logistics Core
Regional Average Wage
\$31,584**

**Total Regional Employment
45,084**

**Transportation and Logistics
Core Regional Employment
2,094**

**Transportation and Logistics Support
Industries Regional Employment
2,407**

Northwest Iowa High-Wage, High-Growth Occupations in Transportation & Logistics

OCCUPATIONAL TITLE	2000 ESTIMATED EMPLOYMENT	2010 PROJECTED EMPLOYMENT	TOTAL GROWTH 2000-2010	2004 MEDIAN ANNUAL SALARY
Truck Drivers, Heavy and Tractor-Trailer	1605	2010	405	\$31,949
Truck Drivers, Light or Delivery Services	540	635	95	\$25,917
First-Line Supervisors/Managers of Transportation and Material-Moving Machine and Vehicle Operators	100	120	20	\$34,237
Industrial Truck and Tractor Operators	75	95	20	\$26,312
Ambulance Drivers and Attendants, Except Emergency Medical Technicians	40	55	15	*
General and Operations Managers	50	60	10	\$74,256
Dispatchers, Except Police, Fire, and Ambulance	65	75	10	\$34,611
Automotive Service Technicians and Mechanics	20	30	10	\$28,850
Locomotive Engineers	45	55	10	*
Advertising and Promotions Managers	0	5	5	\$38,293
Sales Managers	0	5	5	\$62,442
Computer and Information Systems Managers	0	5	5	\$54,642
Human Resources Managers	0	5	5	\$50,440
Transportation, Storage, and Distribution Managers	25	30	5	\$51,314

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 transportation and warehousing, 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.

Transportation and Logistics Suppliers

Transportation and logistics contributes to the basic infrastructure for the region.

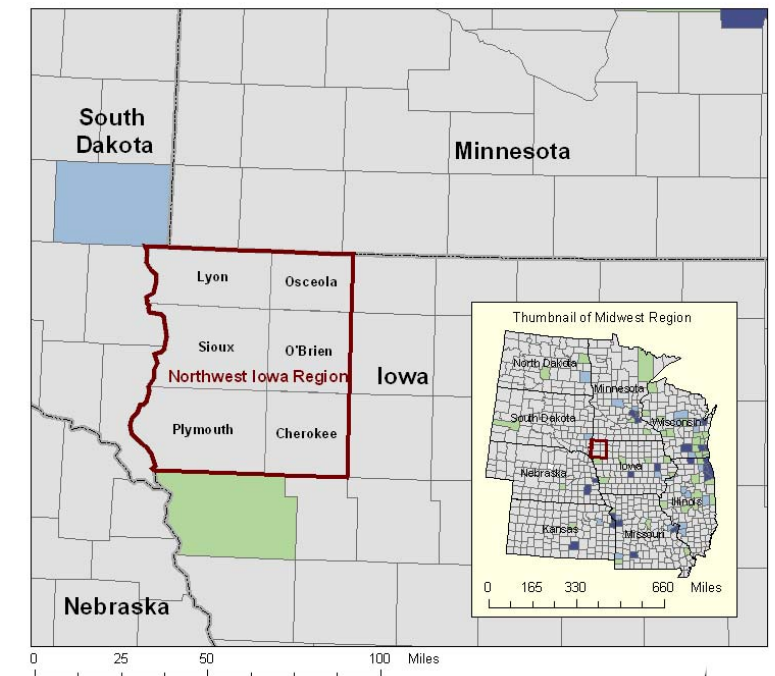
Education

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 Transportation and Logistics cluster.

Programs

- Automotive Technology
- Truck and Diesel Technology
- Automotive Service and Body Technology

TRANSPORTATION AND LOGISTICS CORE INDUSTRY EMPLOYMENT 2003



**TRANSPORTATION & LOGISTICS
Employment 2003**

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

