



# Target Industry Cluster Analysis

**Southeast Iowa Region, Iowa**



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Target Industry Clusters

# 01 overview

**Southeast Iowa Region, IA**

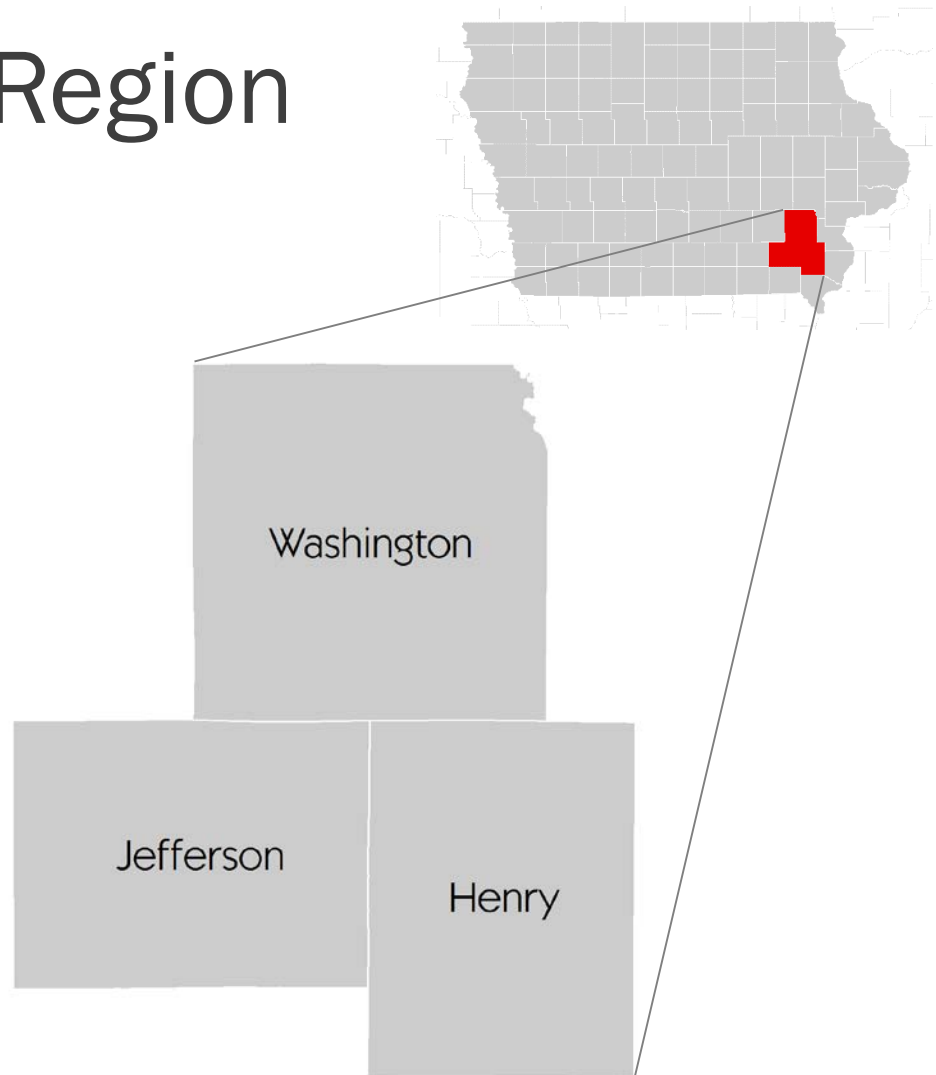
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## Overview

# Southeast Iowa Region

The Southeast Iowa Region is comprised of three Iowa counties. State Highway 34 passes through the central part of the region connecting to I-35 to the West and I-74 to the East.

- Henry
- Jefferson
- Washington



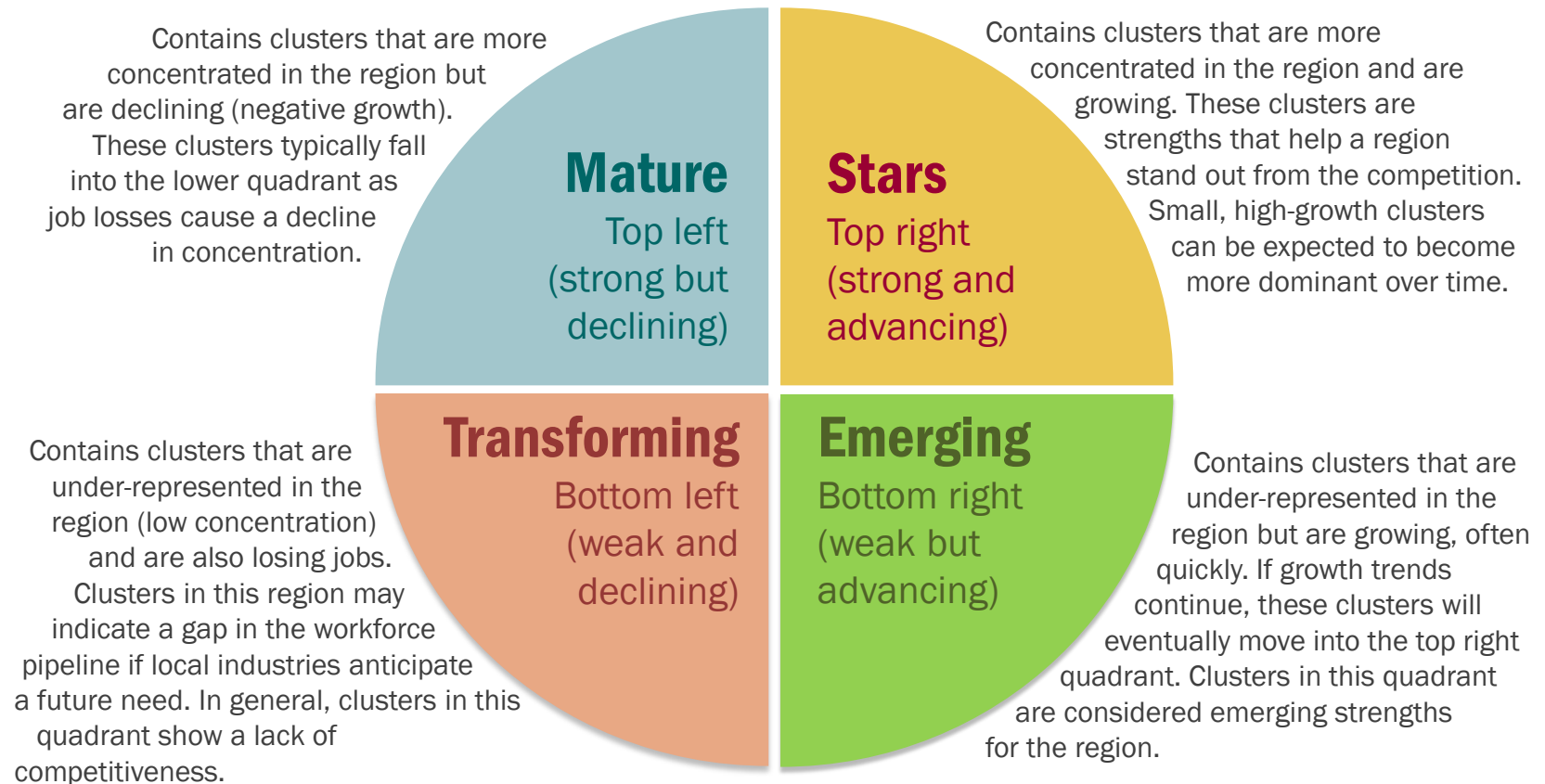
# 02 industry cluster analysis

Southeast Iowa Region, IA

## Industry cluster analysis

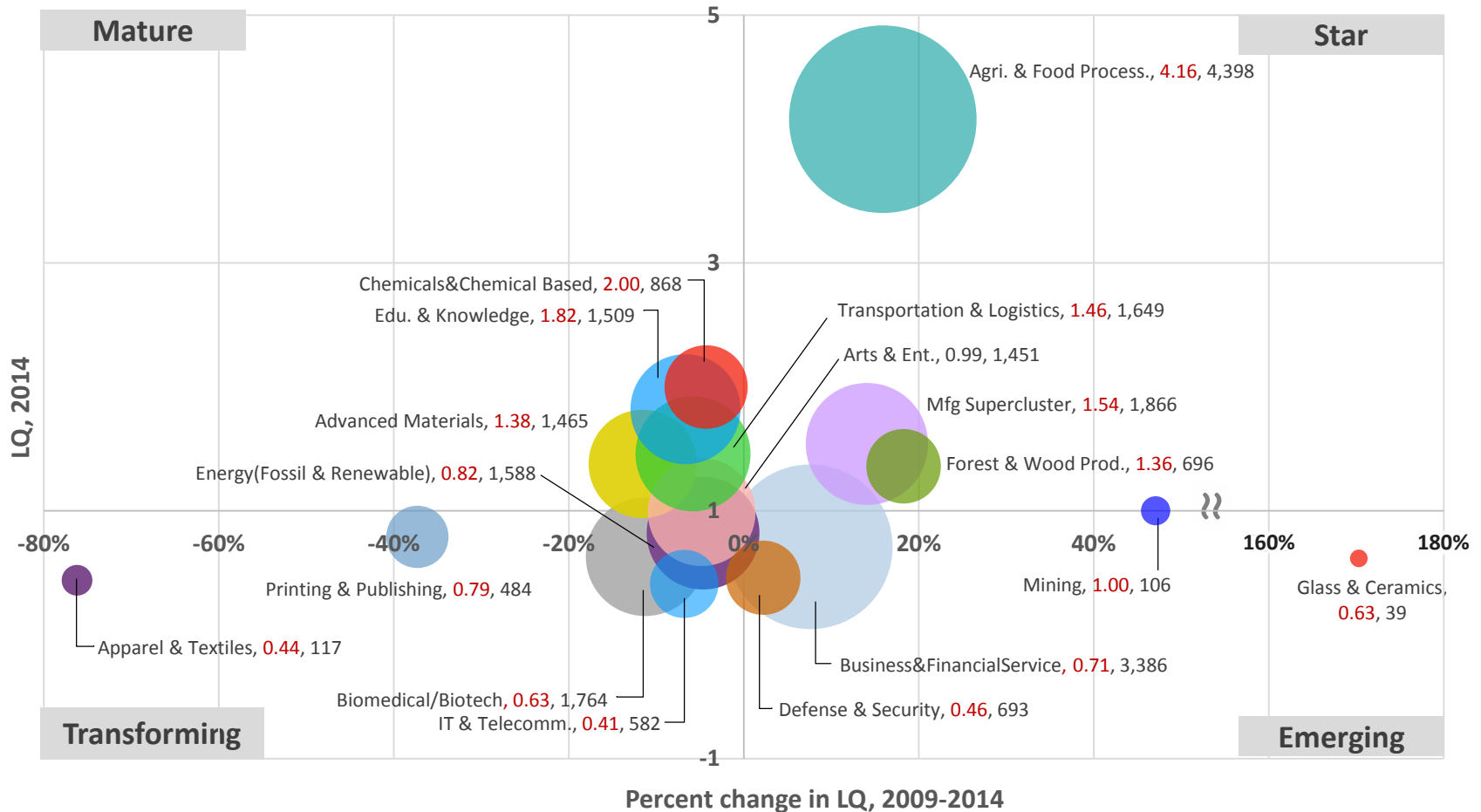
# How to interpret cluster data results

The graph's four quadrants tell a different story for each cluster.



## Industry and occupation

# Industry cluster bubble chart



Note: Glass & Ceramics cluster has too few jobs

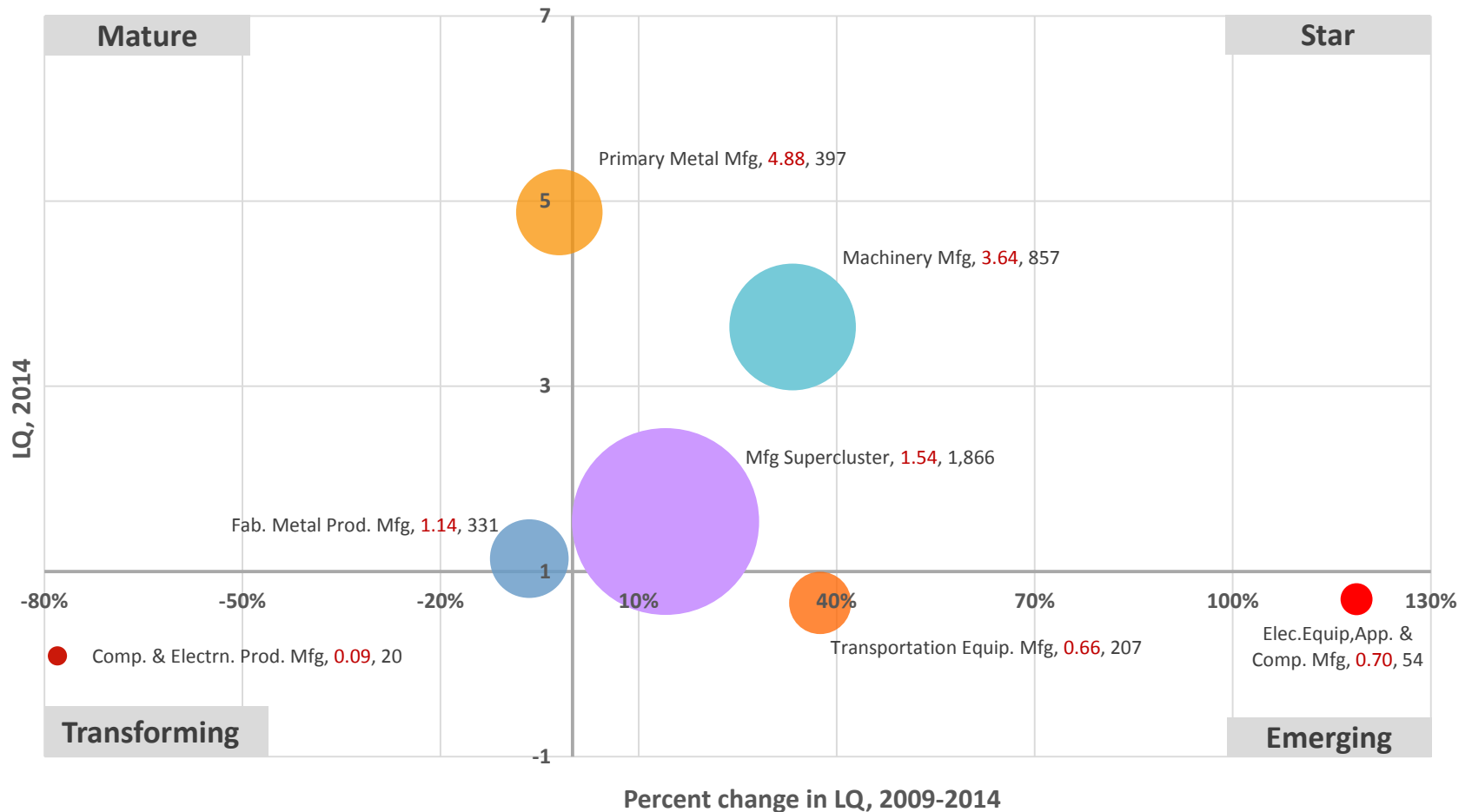
### section 02

Source: EMSI Class of Worker 2014.4 (QCEW, non-QCEW, self-employed and extended proprietors).

Note: Label includes cluster name, LQ 2014, and Employment 2014; NAICS 2012 definitions

## Industry and occupation

# Manufacturing sub-cluster bubble chart



Note: Computer & Electronic Prod Manufacturing and Electrical Equipment, Appliance & Component Manufacturing clusters have too few jobs

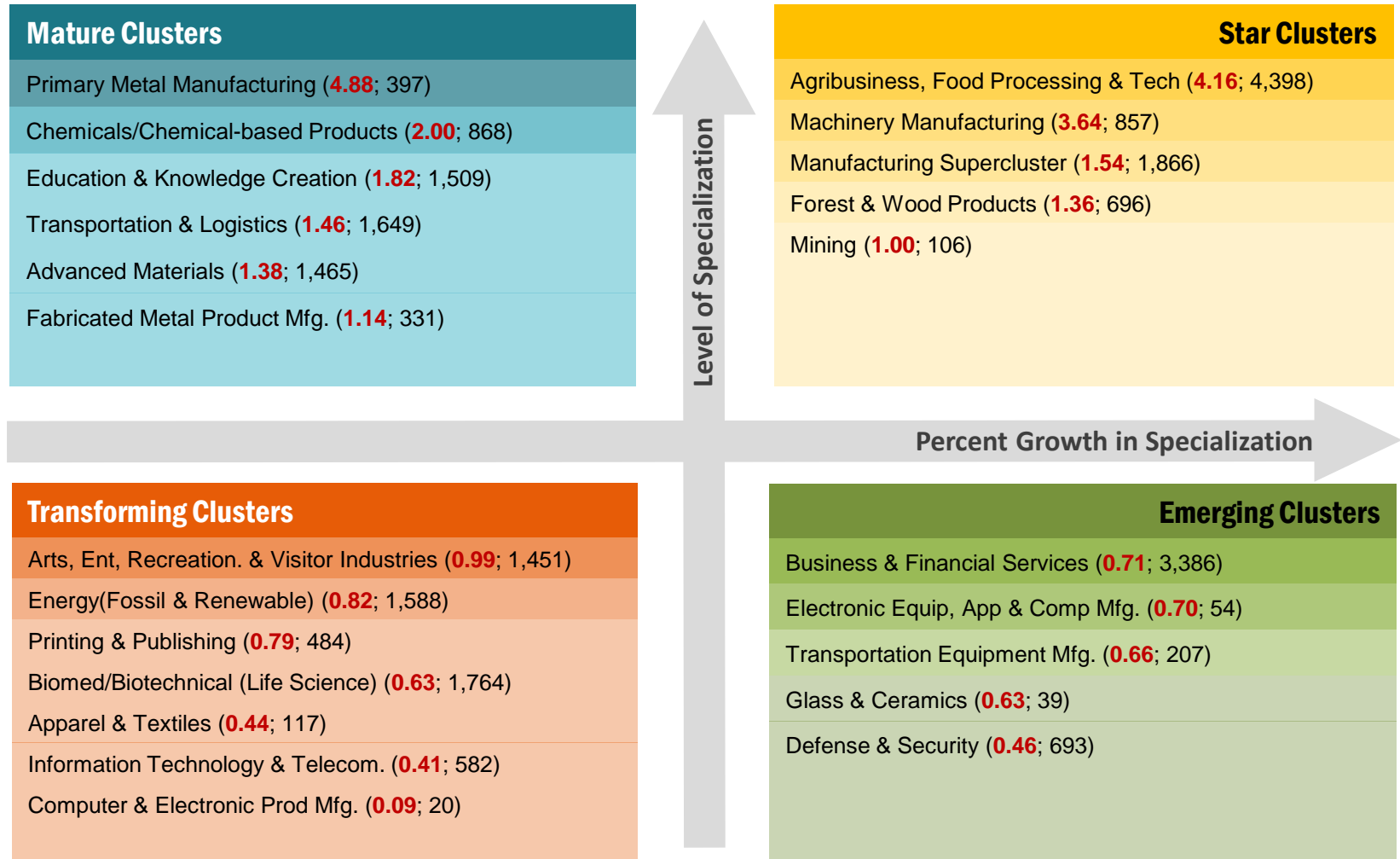
### section 02

Source: EMSI Class of Worker 2014.4 (QCEW, non-QCEW, self-employed and extended proprietors).

Note: Label includes cluster name, LQ 2014, and Employment 2014; NAICS 2012 definition



## Industry cluster analysis



### section 02

NOTE: The first number after each cluster represents its location quotient while the second number represents the number of total jobs (full and part time jobs by place of work) in that cluster in the region in 2014. The clusters are sorted in decreasing order by location quotient.

## Industry and occupation

# Bubble chart interpretation

### Mature Industries

Six industry clusters in the Southeast Iowa Region are in the Maturing stage: Primary Metal Manufacturing, Chemicals/Chemical-based Products, Education & Knowledge Creation, Transportation & Logistics, Advanced Materials and Fabricated Metal Product Mfg. These industries are relatively concentrated, but their growth is trending downward. It is worth noting, however, that the Southeast Iowa Region may find it worthwhile to invest in efforts to shore up the concentration of these industries.

### Transforming Industries

Transforming clusters capture the mix of industries that are experiencing relative decline and limited export capability. In the Southeast Iowa Region, Arts, Ent, Recreation. & Visitor Industries; Energy; Printing & Publishing; Biomed/Biotechnical (Life Science); Apparel & Textiles; Information Technology & Telecom.; and Computer & Electronic Prod Mfg. are all Transforming clusters. Any amount of growth in these industries would require relatively large investments.

### Star Industries

Star industry clusters are highly concentrated, exporting and still experiencing growth in the region. The most highly concentrated of the Star industry clusters in the Southeast Iowa Region is Agribusiness, Food Processing & Technology. Its location quotient is 4.16, indicating that the cluster is 4 times more concentrated in the region compared to the U.S. The other strong clusters in the region are Machinery Manufacturing, Manufacturing Supercluster, and Forest & Wood Products. Mining is specialized but has a low number of jobs.

### Emerging Industries

Industry clusters that may be poised for future growth are classified as “Emerging.” There are five Emerging clusters in the Southeast Iowa Region. Top three that have the highest jobs are Business & Financial Services, Transportation Equipment Mfg., and Defense & Security. The other two are Electrical Equip., App. & Comp. Mfg. and Glass & Ceramics.

# 03 target industry clusters

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**Agribusiness, Food  
Processing and Technology**

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**Business and Financial  
Services**

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**Advanced Material**

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**Energy**

## Shift-Share Analysis by Top Industry Sectors: Southeast Iowa Region

### Agribusiness, Food Processing and Technology Cluster

| Industries   | Jobs 2014 | National Trend, 2009-2014 | Industry Trend, 2009-2014 | Cumulative Expected Growth | Regional Performance, 2009-2014 |
|--|-----------|---------------------------|---------------------------|----------------------------|---------------------------------|
| Animal Production  | 1,864     | 140                       | -179                      | -39                        | ↑ 53                            |
| Poultry Processing   | 622       | 36                        | -53                       | -17                        | ↑ 158                           |
| Crop Production  | 603       | 38                        | -34                       | 4                          | ↑ 102                           |
| Farm Supplies Merchant Wholesalers                           | 292       | 16                        | 0                         | 16                         | ↑ 70                            |
| Farm Machinery and Equipment Manufacturing                   | 267       | 8                         | 15                        | 23                         | ↑ 143                           |
| Farm and Garden Machinery and Equipment Merchant Wholesalers | 207       | 14                        | -1                        | 13                         | ↑ 16                            |
| Grain and Field Bean Merchant Wholesalers                    | 106       | 7                         | 3                         | 10                         | -2                              |
| Soil Preparation, Planting, and Cultivating                  | 103       | 7                         | 11                        | 18                         | -3                              |
| Postharvest Crop Activities (except Cotton Ginning)          | 71        | 4                         | 1                         | 5                          | ↑ 8                             |
| Farm Labor Contractors and Crew Leaders                      | 61        | 4                         | 3                         | 7                          | 0                               |
| Other Animal Food Manufacturing                              | 39        | 3                         | -3                        | 0                          | -6                              |
| Retail Bakeries  | 37        | 2                         | 4                         | 6                          | ↑ 1                             |
| Animal (except Poultry) Slaughtering                         | 37        | 2                         | -3                        | -1                         | ↑ 16                            |
| Livestock Merchant Wholesalers                               | 21        | 3                         | -4                        | -1                         | -16                             |
| Farm Management Services                                     | 21        | 2                         | 2                         | 4                          | -8                              |

Note: Upward arrow (↑) indicates regional competitiveness.

#### section 03

## Top 15 Inputs by Dollars: Southeast Iowa Region

### Agribusiness, Food Processing and Technology Cluster

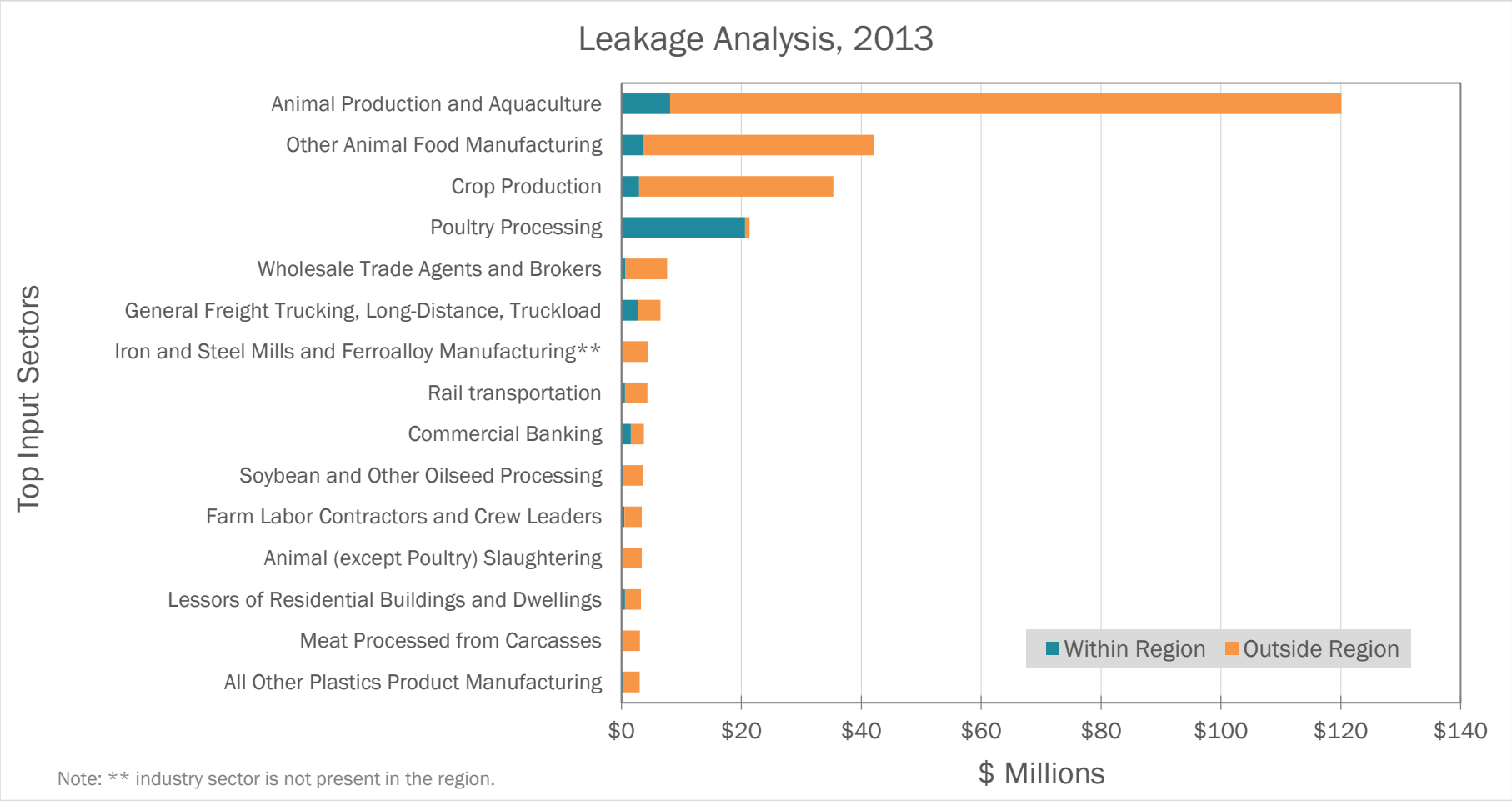
| Industries  | Estimated Input (\$ Millions), 2013 | % In-Region | % Out of Region |
|---|-------------------------------------|-------------|-----------------|
| Animal Production and Aquaculture                   | 120.1                               | 7%          | 93%             |
| Other Animal Food Manufacturing                     | 42.0                                | 9%          | 91%             |
| Crop Production                                     | 35.3                                | 8%          | 92%             |
| Poultry Processing                                  | 21.4                                | 96%         | 4%              |
| Wholesale Trade Agents and Brokers                  | 7.6                                 | 9%          | 91%             |
| General Freight Trucking, Long-Distance, Truckload  | 6.5                                 | 43%         | 57%             |
| Iron and Steel Mills and Ferroalloy Manufacturing** | 4.4                                 | 0%          | 100%            |
| Rail transportation                                 | 4.3                                 | 14%         | 86%             |
| Commercial Banking                                  | 3.7                                 | 42%         | 58%             |
| Soybean and Other Oilseed Processing                | 3.5                                 | 9%          | 91%             |
| Farm Labor Contractors and Crew Leaders             | 3.4                                 | 15%         | 85%             |
| Animal (except Poultry) Slaughtering                | 3.4                                 | 2%          | 98%             |
| Lessors of Residential Buildings and Dwellings      | 3.3                                 | 18%         | 82%             |
| Meat Processed from Carcasses                       | 3.1                                 | 0.4%        | 99.6%           |
| All Other Plastics Product Manufacturing            | 3.0                                 | 7.6%        | 92.4%           |

Note: \*\* industry sector is not present in the region.

#### section 03

# Top 15 Inputs by Dollars: Southeast Iowa Region

## Agribusiness, Food Processing and Technology Cluster



**section 03**

## Top Occupations: Southeast Iowa Region

### Agribusiness, Food Processing and Technology Cluster

| Occupations  | Jobs 2014 | % Change, 2009-2014 | Median Hourly Earnings, \$ 2014 | Entry Level Education          |
|--|-----------|---------------------|---------------------------------|--------------------------------|
| Farmers, Ranchers, and Other Agricultural Managers   | 2,076     | 3%                  | \$12.1                          | High school diploma            |
| Farmworkers and Laborers, Crop, Nursery, and Greenhouse                                      | 266       | 14%                 | \$11.5                          | Less than high school          |
| Meat, Poultry, and Fish Cutters and Trimmers   | 140       | 30%                 | \$10.7                          | Less than high school          |
| Farm Equipment Mechanics and Service Technicians   | 107       | 29%                 | \$16.7                          | High school diploma            |
| Laborers and Freight, Stock, and Material Movers, Hand                                       | 86        | 25%                 | \$12.5                          | Less than high school          |
| Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products | 86        | 23%                 | \$20.1                          | High school diploma            |
| Slaughterers and Meat Packers  | 77        | 24%                 | \$10.3                          | Less than high school          |
| Production Workers, All Other  | 61        | 39%                 | \$11.5                          | High school diploma            |
| Packaging and Filling Machine Operators and Tenders  | 53        | 20%                 | \$12.2                          | High school diploma            |
| Animal Trainers  | 53        | 10%                 | \$11.6                          | High school diploma            |
| Packers and Packagers, Hand  | 51        | 24%                 | \$8.8                           | Less than high school          |
| Nonfarm Animal Caretakers  | 50        | 35%                 | \$10.2                          | Less than high school          |
| Food Processing Workers, All Other   | 49        | 32%                 | \$11.7                          | Less than high school          |
| Heavy and Tractor-Trailer Truck Drivers  | 48        | 20%                 | \$16.8                          | Postsecondary non-degree award |
| Agricultural Equipment Operators   | 46        | 31%                 | \$13.8                          | Less than high school          |

Note: SOC (Standard Occupation Classification) 5-digit occupations are included by jobs in 2014.

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## Shift-Share Analysis by Top Industry Sectors: Southeast Iowa Region

### Business and Financial Services

| Industries   | Jobs 2014 | National Trend, 2009-2014 | Industry Trend, 2009-2014 | Cumulative Expected Growth | Regional Performance, 2009-2014 |
|--|-----------|---------------------------|---------------------------|----------------------------|---------------------------------|
| Securities Brokerage   | 469       | 5                         | 1                         | 6                          | ↑ 393                           |
| Portfolio Management   | 404       | 14                        | 107                       | 121                        | ↑ 93                            |
| Investment Advice  | 341       | 19                        | -2                        | 17                         | ↑ 71                            |
| Insurance Agencies and Brokerages                                    | 333       | 18                        | 24                        | 42                         | ↑ 58                            |
| Other Accounting Services  | 126       | 8                         | -5                        | 3                          | ↑ 11                            |
| Offices of Lawyers   | 124       | 9                         | -8                        | 1                          | ↑ 6                             |
| Lessors of Nonresidential Buildings (except Miniwarehouses)          | 119       | 5                         | 15                        | 20                         | ↑ 29                            |
| Custom Computer Programming Services                                 | 112       | 8                         | 15                        | 23                         | -15                             |
| Other Activities Related to Real Estate                              | 106       | 7                         | 7                         | 14                         | -3                              |
| Administrative Management and General Management Consulting Services | 93        | 8                         | 10                        | 18                         | -32                             |
| Miscellaneous Intermediation   | 92        | 6                         | 25                        | 31                         | -23                             |
| Advertising Agencies   | 78        | 2                         | 0                         | 2                          | ↑ 50                            |
| Lessors of Other Real Estate Property                                | 74        | 5                         | 6                         | 11                         | 0                               |
| Offices of Certified Public Accountants                              | 65        | 5                         | -1                        | 4                          | 0                               |
| Residential Property Managers  | 61        | 3                         | 7                         | 10                         | ↑ 9                             |

Note: Upward arrow (↑) indicates regional competitiveness.

#### section 03



## Top 15 Inputs by Dollars: Southeast Iowa Region

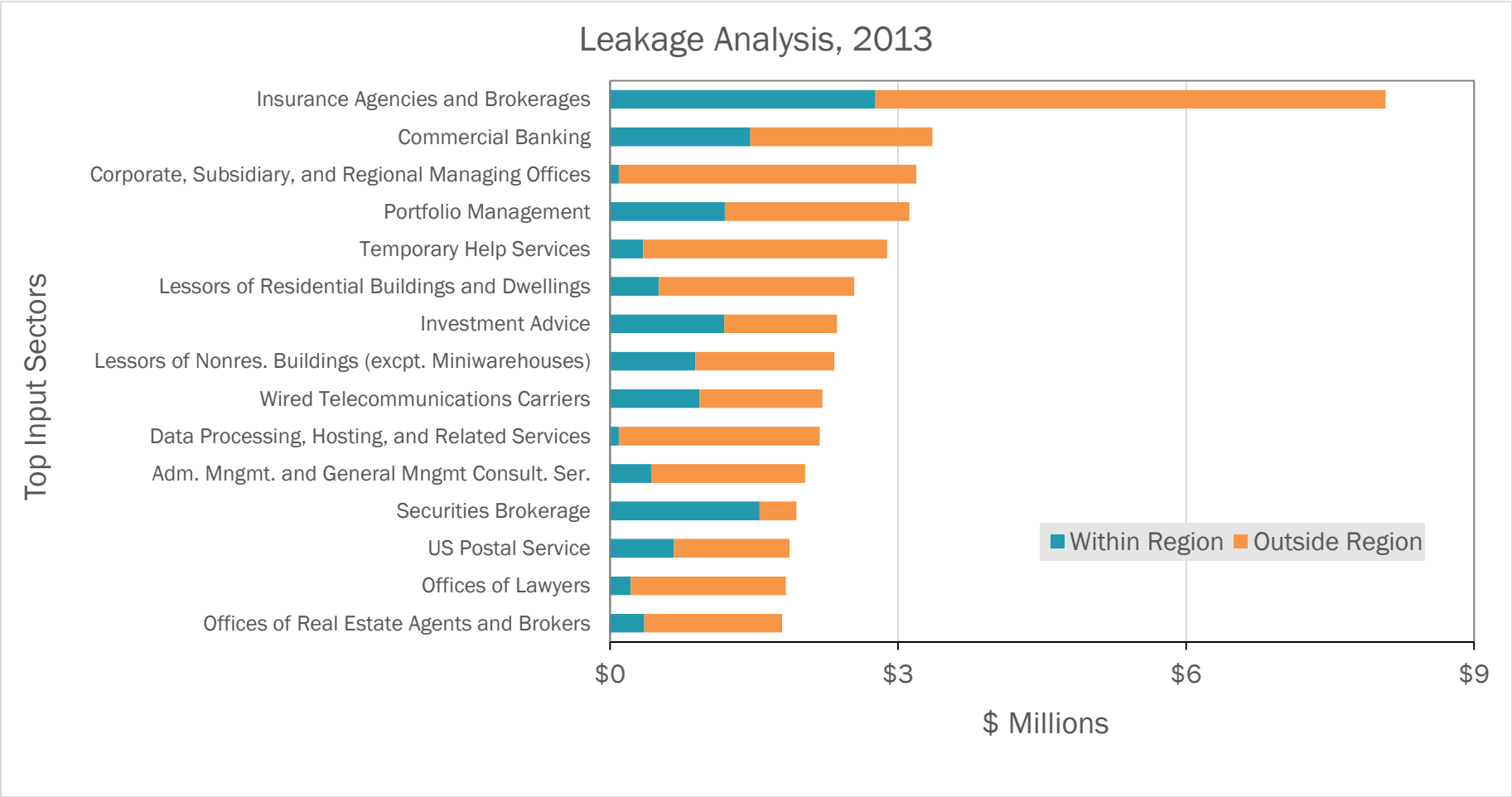
### Business and Financial Services

| Industries  | Estimated Input<br>(\$ Millions), 2013 | % In-Region | % Out of Region |
|---|--|-------------|-----------------|
| Insurance Agencies and Brokerages                                       | 8.1                                    | 34%         | 66%             |
| Commercial Banking  | 3.4                                    | 44%         | 56%             |
| Corporate, Subsidiary, and Regional Managing Offices                    | 3.2                                    | 3%          | 97%             |
| Portfolio Management  | 3.1                                    | 38%         | 62%             |
| Temporary Help Services   | 2.9                                    | 12%         | 88%             |
| Lessors of Residential Buildings and Dwellings                          | 2.5                                    | 20%         | 80%             |
| Investment Advice   | 2.4                                    | 50%         | 50%             |
| Lessors of Nonresidential Buildings (except Miniwarehouses)             | 2.3                                    | 38%         | 62%             |
| Wired Telecommunications Carriers                                       | 2.2                                    | 42%         | 58%             |
| Data Processing, Hosting, and Related Services                          | 2.2                                    | 4%          | 96%             |
| Administrative Management and General Management<br>Consulting Services | 2.0                                    | 21%         | 79%             |
| Securities Brokerage  | 1.9                                    | 80%         | 20%             |
| US Postal Service   | 1.9                                    | 36%         | 64%             |
| Offices of Lawyers  | 1.8                                    | 12%         | 88%             |
| Offices of Real Estate Agents and Brokers                               | 1.8                                    | 20%         | 80%             |

#### section 03

# Top 15 Inputs by Dollars: Southeast Iowa Region

## Business and Financial Services



**section 03**

Source: EMSI Class of Worker 2014.4 (QCEW, non-QCEW, self-employed and extended proprietors).

## Top Occupations: Southeast Iowa Region

### Business and Financial Services

| Occupations   | Jobs 2014 | % Change, 2009-2014 | Median Hourly Earnings, \$ 2014 | Entry Level Education           |
|---|-----------|---------------------|---------------------------------|---------------------------------|
| Personal Financial Advisors   | 414       | 79%                 | \$22.5                          | Bachelor's degree               |
| Securities, Commodities, and Financial Services Sales Agents                    | 334       | 93%                 | \$16.6                          | Bachelor's degree               |
| Insurance Sales Agents  | 249       | 55%                 | \$20.8                          | High school diploma             |
| Real Estate Sales Agents  | 214       | 18%                 | \$11.0                          | High school diploma             |
| Accountants and Auditors  | 134       | 8%                  | \$22.0                          | Bachelor's degree               |
| Financial Managers  | 94        | 81%                 | \$33.2                          | Bachelor's degree               |
| Property, Real Estate, and Community Association Managers                       | 91        | 42%                 | \$13.5                          | High school diploma             |
| Management Analysts   | 90        | -20%                | \$25.6                          | Bachelor's degree               |
| Bookkeeping, Accounting, and Auditing Clerks                                    | 80        | 18%                 | \$13.6                          | High school diploma             |
| Office Clerks, General  | 77        | 51%                 | \$13.4                          | High school diploma             |
| Secretaries and Administrative Assistants, Except Legal, Medical, and Executive | 69        | 23%                 | \$13.6                          | High school diploma             |
| Financial Analysts  | 69        | 38%                 | \$22.8                          | Bachelor's degree               |
| First-Line Supervisors of Non-Retail Sales Workers                              | 59        | 34%                 | \$13.2                          | High school diploma             |
| Lawyers   | 51        | 6%                  | \$33.5                          | Doctoral or professional degree |
| Managers, All Other   | 51        | 13%                 | \$15.7                          | High school diploma             |

Note: SOC (Standard Occupation Classification) 5-digit occupations are included by jobs in 2014.

#### section 03

## Shift-Share Analysis by Top Industry Sectors: Southeast Iowa Region

### Advanced Materials

| Industries  | Jobs 2014 | National Trend, 2009-2014 | Industry Trend, 2009-2014 | Cumulative Expected Growth | Regional Performance, 2009-2014 |
|---|-----------|---------------------------|---------------------------|----------------------------|---------------------------------|
| All Other Plastics Product Manufacturing  | 310       | 26                        | -5                        | 21                         | -52                             |
| Iron Foundries  | 266       | 15                        | 1                         | 16                         | ↑ 47                            |
| Polystyrene Foam Product Manufacturing  | 109       | 5                         | -1                        | 4                          | ↑ 47                            |
| Surgical Appliance and Supplies Manuf.  | 106       | 8                         | -7                        | 1                          | ↑ 2                             |
| Other Com. and Serv. Ind. Machinery Manuf.  | 96        | 9                         | -14                       | -5                         | -25                             |
| Machine Shops   | 84        | 5                         | 9                         | 14                         | ↑ 11                            |
| Other Nonferrous Metal Found. (except Die-Casting)  | 65        | 5                         | -2                        | 3                          | -1                              |
| Industrial Mold Manufacturing   | 65        | 2                         | 3                         | 5                          | ↑ 31                            |
| Nonferrous Metal Die-Casting Foundries  | 51        | 1                         | 4                         | 5                          | ↑ 27                            |
| Other Fabricated Wire Product Manufacturing   | 51        | 1                         | -2                        | -1                         | ↑ 40                            |
| Testing Laboratories  | 37        | 3                         | 3                         | 6                          | -8                              |
| Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology) | 35        | 1                         | 0                         | 1                          | ↑ 15                            |
| All Other Miscel. Chem. Prod. and Prep. Manuf.  | 34        | 2                         | 1                         | 3                          | ↑ 5                             |
| Industrial Valve Manufacturing  | 34        | 4                         | 3                         | 7                          | -24                             |
| Paint and Coating Manufacturing   | 33        | 0                         | 0                         | 0                          | ↑ 29                            |

Note: Upward arrow (↑) indicates regional competitiveness.

#### section 03

## Top 15 Inputs by Dollars: Southeast Iowa Region

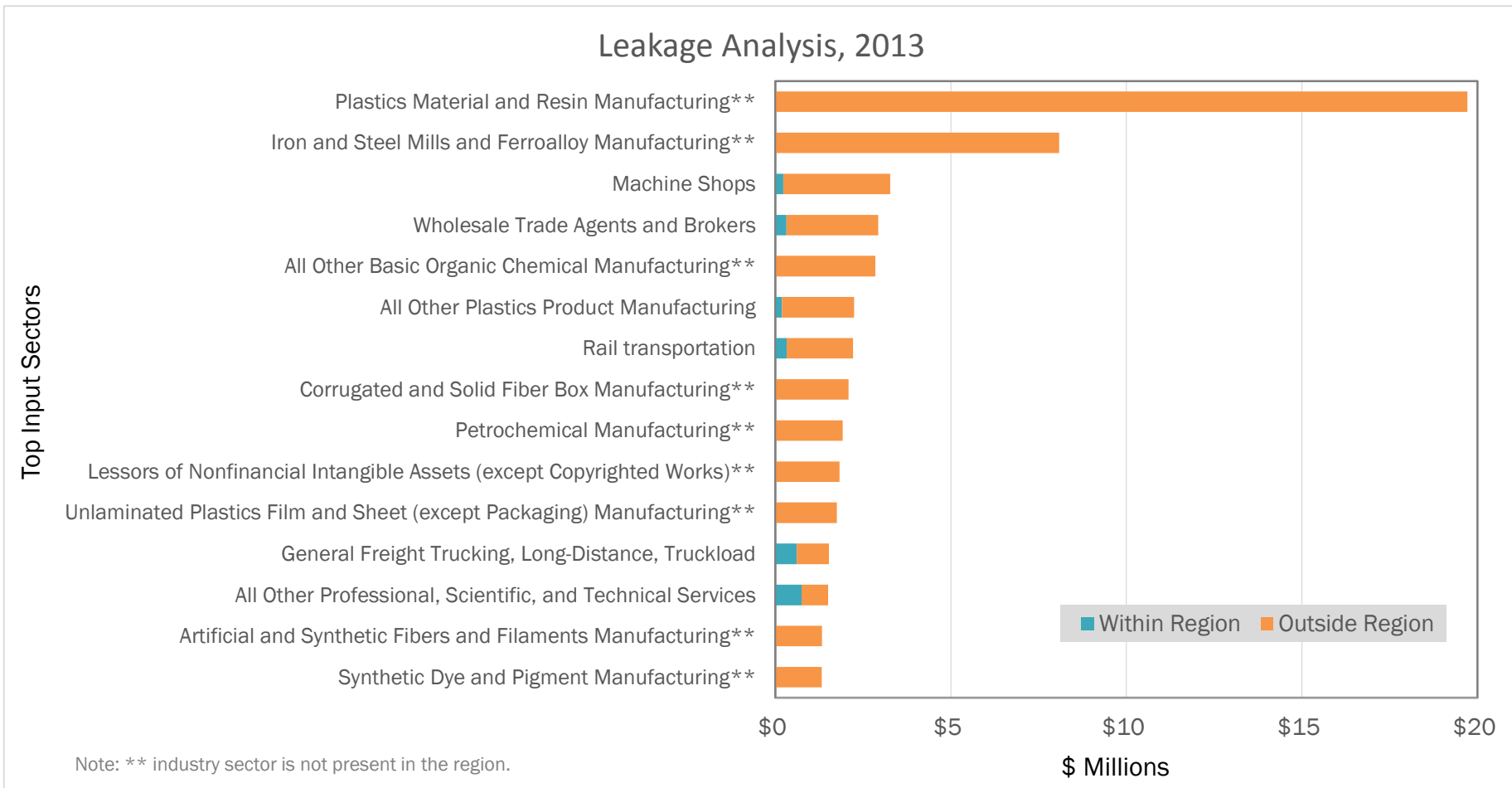
### Advanced Materials

| Industries   | Estimated Input<br>(\$ Millions), 2013 | % In-Region | % Out of Region |
|--|--|-------------|-----------------|
| Plastics Material and Resin Manufacturing**                            | 19.7                                   | 0%          | 100%            |
| Iron and Steel Mills and Ferroalloy Manufacturing**                    | 8.1                                    | 0%          | 100%            |
| Machine Shops  | 3.3                                    | 7%          | 93%             |
| Wholesale Trade Agents and Brokers                                     | 2.9                                    | 11%         | 89%             |
| All Other Basic Organic Chemical Manufacturing**                       | 2.9                                    | 0%          | 100%            |
| All Other Plastics Product Manufacturing                               | 2.2                                    | 8%          | 92%             |
| Rail transportation  | 2.2                                    | 15%         | 85%             |
| Corrugated and Solid Fiber Box Manufacturing**                         | 2.1                                    | 0%          | 100%            |
| Petrochemical Manufacturing**  | 1.9                                    | 0%          | 100%            |
| Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)** | 1.8                                    | 0%          | 100%            |
| Unlaminated Plastics Film and Sheet (except Packaging) Manufacturing** | 1.7                                    | 0%          | 100%            |
| General Freight Trucking, Long-Distance, Truckload                     | 1.5                                    | 40%         | 60%             |
| All Other Professional, Scientific, and Technical Services             | 1.5                                    | 50%         | 50%             |
| Artificial and Synthetic Fibers and Filaments Manufacturing**          | 1.3                                    | 0%          | 100%            |
| Synthetic Dye and Pigment Manufacturing**                              | 1.3                                    | 0%          | 100%            |

Note: \*\* industry sector is not present in the region.

## Top 15 Inputs by Dollars: Southeast Iowa Region

### Advanced Materials



## Top Occupations: Southeast Iowa Region

### Advanced Materials

| Occupations   | Jobs 2014 | % Change, 2009-2014 | Median Hourly Earnings, \$ 2014 | Entry Level Education          |
|---|-----------|---------------------|---------------------------------|--------------------------------|
| Molding, Coremaking, and Casting Machine Setters, Operators, and Tenders, Metal and Plastic               | 100       | -11%                | \$11.5                          | High school diploma            |
| Machinists  | 70        | 21%                 | \$16.4                          | High school diploma            |
| Production Workers, All Other   | 61        | 2%                  | \$11.5                          | High school diploma            |
| Team Assemblers   | 61        | -24%                | \$13.9                          | High school diploma            |
| Inspectors, Testers, Sorters, Samplers, and Weighers  | 52        | -10%                | \$17.4                          | High school diploma            |
| First-Line Supervisors of Production and Operating Workers  | 51        | -11%                | \$20.8                          | Postsecondary non-degree award |
| Foundry Mold and Coremakers   | 38        | -3%                 | \$17.9                          | High school diploma            |
| Computer-Controlled Mach. Tool Operators, Metal and Plastic   | 38        | 9%                  | \$17.8                          | High school diploma            |
| Grinding, Lapping, Polishing, and Buffing Machine Tool Setters, Operators, and Tenders, Metal and Plastic | 34        | 0%                  | \$15.2                          | High school diploma            |
| Maintenance and Repair Workers, General   | 28        | -10%                | \$18.3                          | High school diploma            |
| Cutting, Punching, and Press Machine Setters, Operators, and Tenders, Metal and Plastic                   | 28        | -3%                 | \$15.3                          | High school diploma            |
| Mult. Mach. Tool Setters, Operat., and Tend., Met. and Plastic  | 26        | -10%                | \$14.4                          | High school diploma            |
| Packers and Packagers, Hand   | 23        | -15%                | \$8.8                           | Less than high school          |
| Welders, Cutters, Solderers, and Brazers  | 23        | -15%                | \$16.1                          | High school diploma            |
| Coat., Paint., and Spray. Mach. Set., Operators, and Tenders  | 23        | 15%                 | \$14.5                          | High school diploma            |

Note: SOC (Standard Occupation Classification) 5-digit occupations are included by jobs in 2014.

#### section 03

## Shift-Share Analysis by Top Industry Sectors: Southeast Iowa Region

### Energy

| Industries  | Jobs 2014 | National Trend, 2009-2014 | Industry Trend, 2009-2014 | Cumulative Expected Growth | Regional Performance, 2009-2014 |
|---|-----------|---------------------------|---------------------------|----------------------------|---------------------------------|
| Gasoline Stations with Convenience Stores                         | 383       | 28                        | -12                       | 16                         | -7                              |
| Plumb., Heat., and AC Contractors                                 | 190       | 15                        | -5                        | 10                         | -22                             |
| Heating Equip. (except Warm Air Furn.) Manuf.                     | 169       | 23                        | -27                       | -4                         | -129                            |
| Elect. Contract. Other Wiring Instal. Contract.                   | 106       | 7                         | -6                        | 1                          | 6                               |
| Miscellaneous Intermediation                                      | 92        | 6                         | 25                        | 31                         | -23                             |
| Water and Sewer Line and Related Structures Construction          | 89        | 4                         | -6                        | -2                         | 38                              |
| Crude Petro and Natural Gas Extraction                            | 61        | 3                         | 3                         | 6                          | 18                              |
| Engineering Services  | 57        | 4                         | -1                        | 3                          | 0                               |
| Other Heavy and Civil Engineering Construction                    | 49        | 3                         | -6                        | -3                         | 5                               |
| Other Scientific and Tech. Consulting Services                    | 39        | 2                         | 2                         | 4                          | 4                               |
| Testing Laboratories  | 37        | 3                         | 3                         | 6                          | -8                              |
| R&D in the Phys., Engineering and Life Sciences (except Biotech.) | 35        | 1                         | 0                         | 1                          | 15                              |
| All Other Miscel. Elect. Equip. and Comp. Manuf.                  | 30        | 0                         | 0                         | 0                          | 28                              |
| Other Gasoline Stations   | 27        | 3                         | -2                        | 1                          | -8                              |
| Power and Com. Line and Related Struc. Constr.                    | 26        | 2                         | 4                         | 6                          | -7                              |

Note: Upward arrow (↑) indicates regional competitiveness.

#### section 03



## Top 15 Inputs by Dollars: Southeast Iowa Region

### Energy

| Industries   | Estimated Input<br>(\$ Millions),<br>2013 | % In-Region | % Out of Region |
|--|---|-------------|-----------------|
| Crude Petroleum and Natural Gas Extraction                             | 10.5                                      | 1%          | 99%             |
| Petroleum Refineries   | 3.6                                       | 23%         | 77%             |
| Iron and Steel Mills and Ferroalloy Manufacturing**                    | 2.9                                       | 0%          | 100%            |
| Paint and Coating Manufacturing  | 2.4                                       | 17%         | 83%             |
| Engineering Services   | 1.7                                       | 32%         | 68%             |
| Heating Equipment (except Warm Air Furnaces) Manufacturing             | 1.7                                       | 67%         | 33%             |
| Wholesale Trade Agents and Brokers                                     | 1.3                                       | 9%          | 91%             |
| All Other Plastics Product Manufacturing                               | 1.2                                       | 9%          | 91%             |
| Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)** | 1.1                                       | 0%          | 100%            |
| Offices of Lawyers   | 1.1                                       | 11%         | 89%             |
| Administrative Management and General Management Consulting Services   | 1.0                                       | 19%         | 81%             |
| Lessors of Residential Buildings and Dwellings                         | 0.9                                       | 19%         | 81%             |
| All Other Professional, Scientific, and Technical Services             | 0.9                                       | 46%         | 54%             |
| Lessors of Nonresidential Buildings (except Miniwarehouses)            | 0.9                                       | 30%         | 70%             |
| Corrugated and Solid Fiber Box Manufacturing**                         | 0.8                                       | 0%          | 100%            |

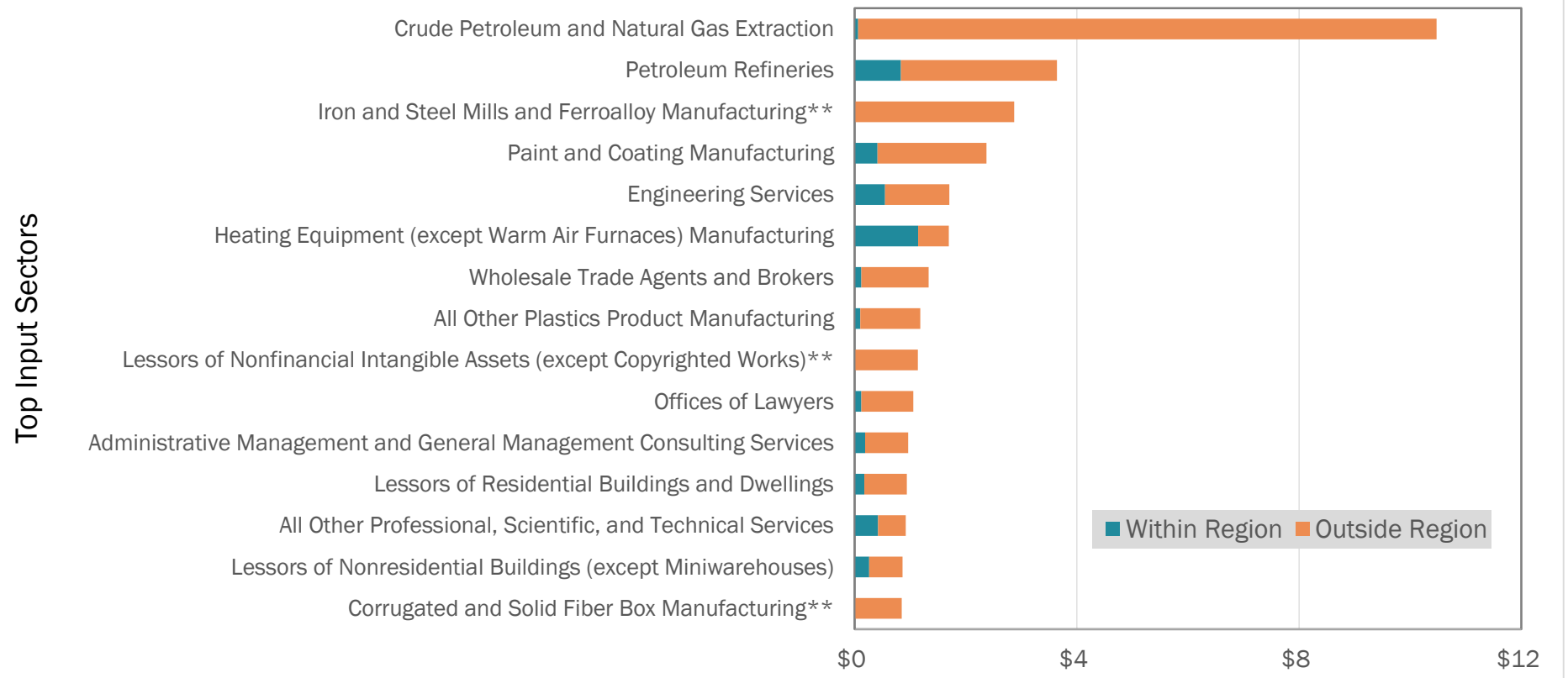
Note: \*\* industry sector is not present in the region.

### section 03

# Top 15 Inputs by Dollars: Southeast Iowa Region

## Energy

Leakage Analysis, 2013



Note: \*\* industry sector is not present in the region.

## Top Occupations: Southeast Iowa Region

### Energy

| Occupations  | Jobs 2014 | % Change, 2009-2014 | Median Hourly Earnings, \$ 2014 | Entry Level Education          |
|--|-----------|---------------------|---------------------------------|--------------------------------|
| Cashiers   | 260       | 1%                  | \$8.5                           | Less than high school          |
| Construction Laborers  | 58        | 26%                 | \$12.3                          | Less than high school          |
| Plumbers, Pipefitters, and Steamfitters                        | 53        | -4%                 | \$15.3                          | High school diploma            |
| Electricians   | 46        | 10%                 | \$19.0                          | High school diploma            |
| First-Line Supervisors of Retail Sales Workers                 | 42        | -5%                 | \$13.3                          | High school diploma            |
| Personal Financial Advisors                                    | 41        | 24%                 | \$22.5                          | Bachelor's degree              |
| Carpenters   | 31        | 7%                  | \$13.7                          | High school diploma            |
| Team Assemblers  | 30        | -38%                | \$13.9                          | High school diploma            |
| Heating, AC, and Refrigeration Mechanics and Installers        | 29        | -6%                 | \$16.8                          | Postsecondary non-degree award |
| First-Line Super. of Const. Trades and Extraction Workers      | 29        | 12%                 | \$17.6                          | High school diploma            |
| Comb. Food Prep. and Serv. Workers, Including Fast Food        | 25        | 9%                  | \$8.6                           | Less than high school          |
| General and Operations Managers                                | 25        | 0%                  | \$31.6                          | Bachelor's degree              |
| Securities, Commodities, and Financial Services Sales Agents   | 25        | 9%                  | \$16.6                          | Bachelor's degree              |
| Production Workers, All Other                                  | 24        | -27%                | \$11.5                          | High school diploma            |
| Operating Engineers and Other Construction Equipment Operators | 21        | 40%                 | \$16.5                          | High school diploma            |

Note: SOC (Standard Occupation Classification) 5-digit occupations are included by jobs in 2014.

#### section 03

# Report Contributors

This report was prepared by the Purdue Center for Regional Development, in partnership with the Southern Rural Development Center and USDA Rural Development, in support of the Stronger Economies Together program.



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This report was supported, in part, by grant from the USDA Rural Development through the auspices of the Southern Rural Development Center. It was produced in support of the Stronger Economies Together (SET) program.

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June 2015