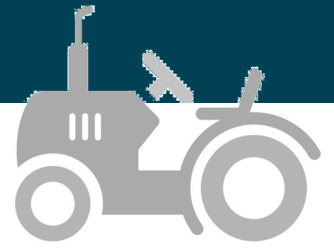


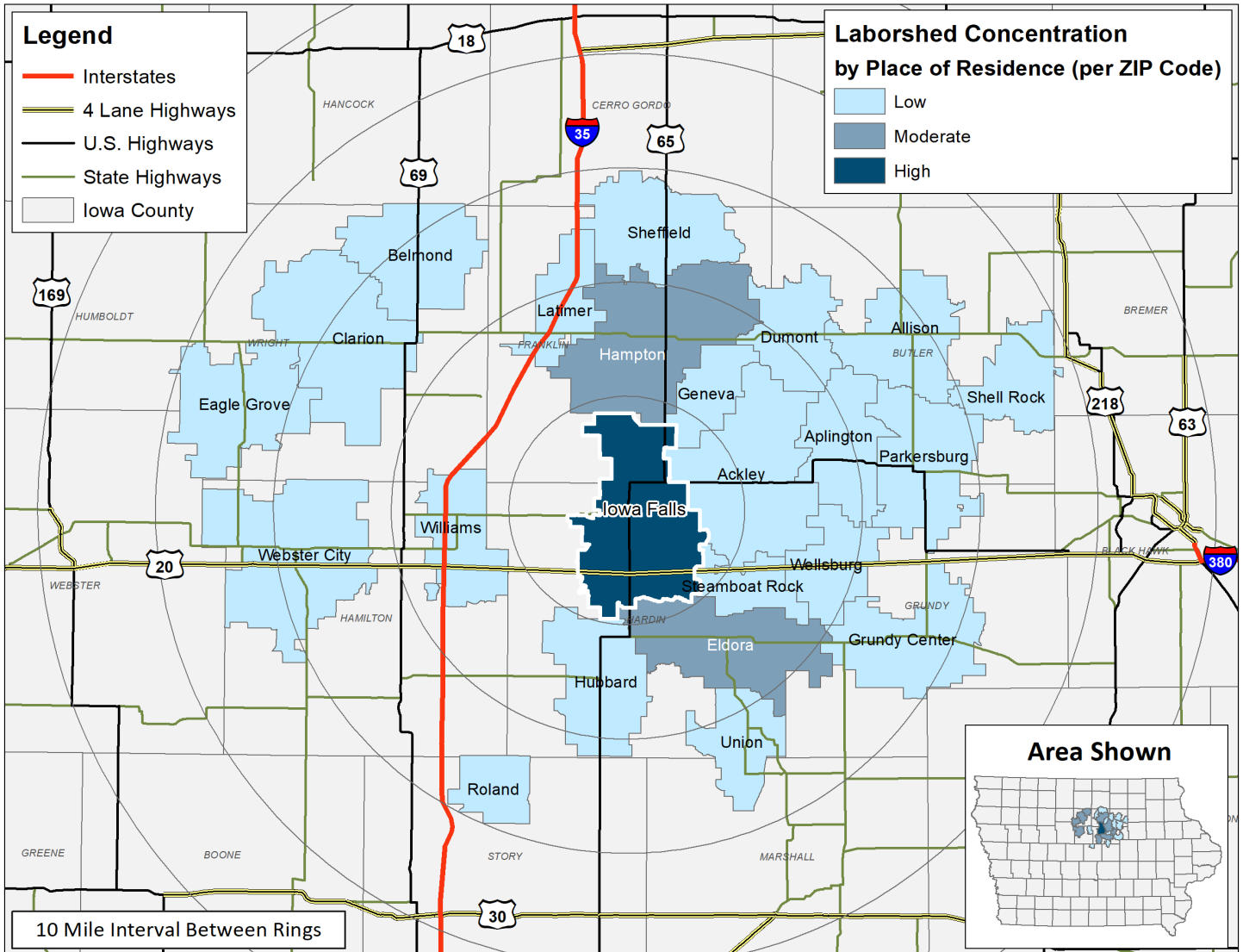
LABOR CHARACTERISTICS

AGRICULTURE



IOWA FALLS, IA LABORSHED AREA

**CONCENTRATION OF RESPONDENTS WITHIN THE LABORSHED AREA
WITH TRANSFERABLE EXPERIENCE/SKILLS BY PLACE OF RESIDENCE**



Workers who have transferable experience/skills in the industry are currently commuting an average of 5 miles one way for work. Those who are likely to change/accept employment are willing to commute an average of 33 miles one way for the right employment opportunity.

FOR MORE INFORMATION REGARDING THE IOWA FALLS, IA, IA LABORSHED, CONTACT:

LABOR CHARACTERISTICS

AGRICULTURE

ESTIMATED AVAILABLE LABOR PER OCCUPATIONAL CATEGORY:

- Agricultural Workers, All Other - 224
- Bookkeeping, Accounting, and Auditing Clerks - 336
- Bus and Truck Mechanics and Diesel Engine Specialists - 108
- Business Operations Specialists, All Other - 338
- Carpenters - 223
- Chief Executives - 562
- Farmers, Ranchers, and Other Agricultural Managers - 1,904
- Farmworkers and Laborers, Crop, Nursery, and Greenhouse - 110
- First-Line Supervisors of Farming, Fishing, and Forestry Workers - 113
- First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers - 116
- First-Line Supervisors of Production and Operating Workers - 558
- First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators - 106
- General and Operations Managers - 225
- Heavy and Tractor-Trailer Truck Drivers - 783
- Industrial Production Managers - 124
- Industrial Truck and Tractor Operators - 105
- Installation, Maintenance, and Repair Workers, All Other - 560
- Laborers and Freight, Stock, and Material Movers, Hand - 104
- Landscaping and Groundskeeping Workers - 672
- Light Truck or Delivery Services Drivers - 107
- Management Analysts - 119
- Managers, All Other - 1,902
- Production Workers, All Other - 1,343
- Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products - 448
- Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products - 114

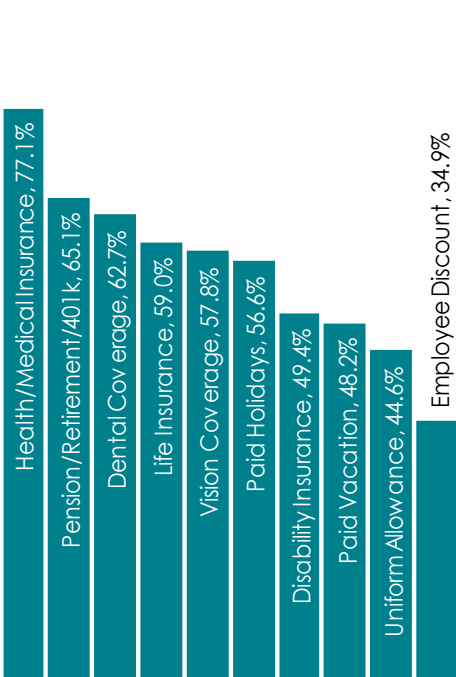
AN ESTIMATED TOTAL OF **11,304** PEOPLE IN THE LABORSHED AREA

UNDEREMPLOYMENT (ESTIMATED):

- Low hours - 1.0% (11)
- Low income - 1.0% (11)
- Mismatch of skills - 3.0% (33)
- Total - 5.0% (55)

(Individuals counted only once when estimating Total Underemployment.)

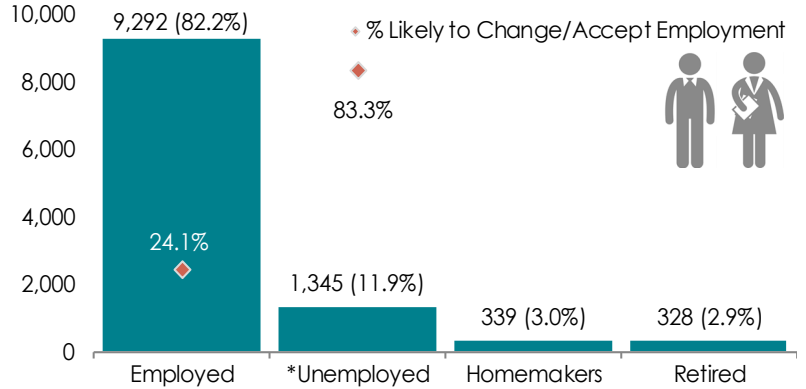
CURRENT BENEFITS:



DESIRED BENEFITS:



ESTIMATED TOTAL BY EMPLOYMENT STATUS (PERCENTAGE):



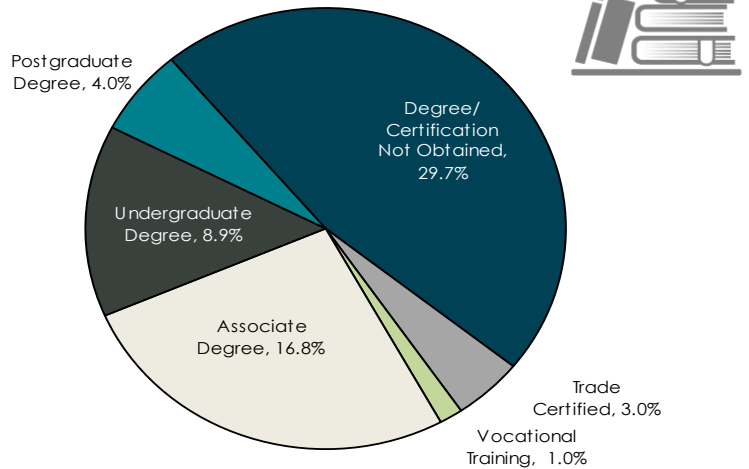
*Employment status is self-identified by the survey respondent. The unemployment percentage does not reflect the unemployment rate published by the U.S. Bureau of Labor Statistics, which applies a stricter definition.

EMPLOYMENT STATS:

- 51.0% paid an hourly wage
- 89.1% are/were employed full-time
- 10.9% are/were employed part-time
- 27.7% are/were self-employed
- 10.8% hold two or more jobs
- Currently working an average of 47 hours/week

EDUCATIONAL LEVEL:

(63.4% HAVE AN EDUCATION BEYOND HIGH SCHOOL)



TOP JOB SEARCH RESOURCES:

(For those seeking employment opportunities, by use.)

- Internet - 66.7%
 - www.indeed.com
 - www.facebook.com
 - www.craigslist.org
- Networking through friends, family or acquaintances - 29.0%
- Newspapers - 24.7%
- IowaWORKS Centers - 21.5%
 - Times Citizen - Iowa Falls

WORKPLACE FLEXIBILITY:

(by percent of interest)

- Job teams - 77.4%
- Cross-training - 68.8%
- Job sharing - 35.5%
- Varied shifts - 31.3%
- Seasonal work - 48.4%
- Temporary work - 46.7%

LABOR CHARACTERISTICS

AGRICULTURE

| OCCUPATION | OCCUPATIONAL CODE | MEAN WAGE | ENTRY WAGE | EXPERIENCED WAGE | MEDIAN WAGE | MEAN ANNUAL SALARY |
|--|-------------------|-----------|------------|------------------|-------------|--------------------|
| Agricultural Equipment Operators | 45-2091 | \$18.61 | \$14.28 | \$20.77 | \$17.25 | \$38,700 |
| Agricultural Inspectors | 45-2011 | \$25.99 | \$22.91 | \$27.53 | \$25.99 | \$54,057 |
| Bookkeeping, Accounting, and Auditing Clerks | 43-3031 | \$17.44 | \$11.87 | \$20.23 | \$16.15 | \$36,277 |
| Bus and Truck Mechanics and Diesel Engine Specialists | 49-3031 | \$19.99 | \$16.41 | \$21.77 | \$20.49 | \$41,569 |
| Business Operations Specialists, All Other | 13-1199 | \$24.61 | \$15.15 | \$29.33 | \$21.76 | \$51,179 |
| Farmworkers, Farm, Ranch, and Aquacultural Animals | 45-2093 | \$13.18 | \$11.32 | \$14.11 | \$13.29 | \$27,415 |
| First-Line Supervisors of Office and Administrative Support Workers | 43-1011 | \$24.93 | \$19.64 | \$27.57 | \$23.14 | \$51,856 |
| Heavy and Tractor-Trailer Truck Drivers | 53-3032 | \$19.74 | \$14.72 | \$22.25 | \$18.77 | \$41,061 |
| Industrial Machinery Mechanics | 49-9041 | \$20.31 | \$16.09 | \$22.43 | \$20.55 | \$42,254 |
| Industrial Truck and Tractor Operators | 53-7051 | \$16.55 | \$13.28 | \$18.18 | \$16.30 | \$34,419 |
| Laborers and Freight, Stock, and Material Movers, Hand | 53-7062 | \$14.16 | \$10.35 | \$16.07 | \$13.75 | \$29,462 |
| Light Truck or Delivery Services Drivers | 53-3033 | \$15.81 | \$10.48 | \$18.47 | \$11.99 | \$32,882 |
| Maintenance and Repair Workers, General | 49-9071 | \$19.84 | \$14.58 | \$22.46 | \$18.97 | \$41,258 |
| Managers, All Other | 11-9199 | \$47.41 | \$26.65 | \$57.78 | \$49.74 | \$98,606 |
| Market Research Analysts and Marketing Specialists | 13-1161 | \$27.01 | \$16.96 | \$32.04 | \$27.08 | \$56,181 |
| Production, Planning, and Expediting Clerks | 43-5061 | \$19.31 | \$13.52 | \$22.21 | \$17.99 | \$40,172 |
| Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products | 41-4012 | \$28.50 | \$16.53 | \$34.49 | \$26.06 | \$59,287 |
| Shipping, Receiving, and Traffic Clerks | 43-5071 | \$17.87 | \$13.04 | \$20.28 | \$17.81 | \$37,167 |
| Transportation, Storage, and Distribution Managers | 11-3071 | \$40.73 | \$28.67 | \$46.76 | \$34.44 | \$84,716 |

The 2018 Iowa Wage data for the Iowa Falls, IA Laborshed area was produced by the Labor Force & Occupational Analysis Bureau to provide communities local information on wages by occupation. The source of the wage and employment data is based on the May 2017 OES estimates. Additional occupational wage and employment data can be found at www.iowalmi.gov/laborshed.