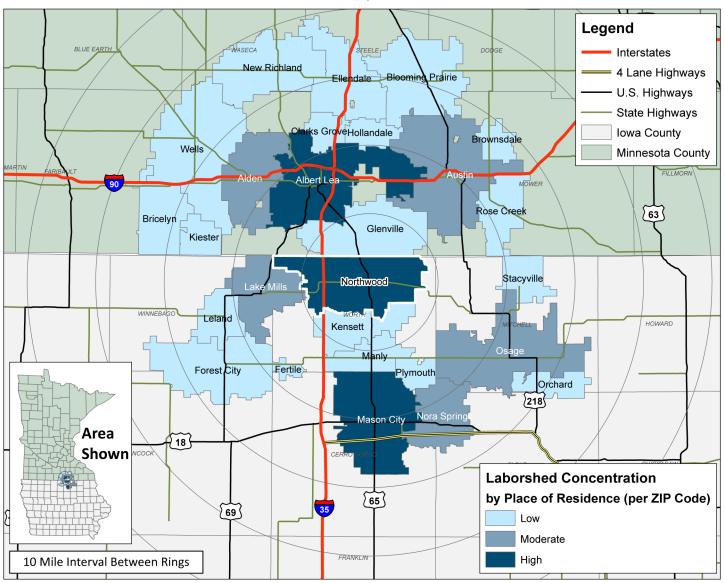
LABOR CHARACTERISTICS BIOTECHNOLOGY



NORTHWOOD 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 11 miles one way for work. Those who are likely to change/accept employment are willing to commute an average of 24 miles one way for the right employment opportunity.

FOR MORE INFORMATION REGARDING THE NORTHWOOD, IA LABORSHED, CONTACT:



Winn-Worth Betco 203 A North 1st Avenue West, PO Box 93 Lake Mills, Iowa 50450 Phone: (641) 592-0800

E-mail: director@winn-worthbeco.com www.winn-worthbetco.com

LABOR CHARACTERISTICS

BIOTECHNOLOGY

ESTIMATED AVAILABLE LABOR PER OCCUPATIONAL CATEGORY:

- Bakers 723
- Computer & Information Systems Managers 357
- Dietetic Technicians 361
- Engineers, All Other 359
- Farmers, Ranchers, & Other Agricultural Managers 5,423
- Food Batchmakers 364
- Installation, Maintenance, & Repair Workers 2,895
- Laborers & Freight, Stock, & Material Movers, Hand 724
- Maintenance & Repair Workers, General -
- Market Research Analysts & Marketing Specialists 358
- Medical Scientists, Except Epidemiologists 360
- Pharmacy Technicians 362
- Production Workers, All Other 8,316
- Registered Nurses 2,169
- Stationary Engineers & Boiler Operators 365
- Supervisors of Farming, Fishing, & Forestry Workers 722
- Supervisors of Production & Operating Workers 2,170
- Water & Wastewater Treatment Plant & System Operators 366

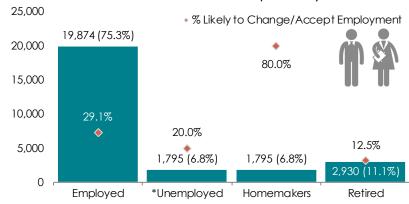
AN ESTIMATED TOTAL OF 26,394 PEOPLE IN THE LABORSHED AREA

UNDEREMPLOYMENT (ESTIMATED):

- Low hours 0.0%
- Low income 0.0%
- Mismatch of skills 1.4% (74)
- Total 1.4% (74)

(Individuals counted only once when estimating Total Underemployment.)

ESTIMATED TOTAL BY EMPLOYMENT STATUS (PERCENTAGE):



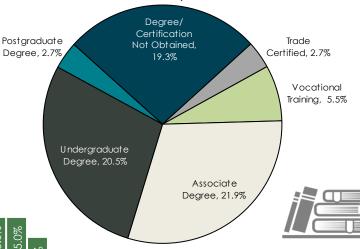
^{*}Employment status is self-identified by the survey respondent. The unemployment percentage does not reflect the unemployment rate published by the U.S. Bureau of Labor Statistics, which applies a stricter definition.

EMPLOYMENT STATS:

- 70.8% paid an hourly wage
- 89.0% are/were employed full-time
- 11.0% are/were employed part-time
- 24.7% are/were self-employed
- 14.5% hold two or more jobs
- Currently working an average of 47 hours/week

EDUCATIONAL LEVEL:

(72.6% HAVE AN EDUCATION BEYOND HIGH SCHOOL)



CURRENT BENEFITS:

Health/Medical Insurance, 89.4%
Pension/Retirement/401k, 84.8%
Life Insurance, 72.7%
Disability Insurance, 71.2%
Paid Holidays, 68.2%
Paid Holidays, 68.2%
Vision Coverage, 68.2%
Prescription Drug Coverage, 63.6%
Paid Sick Leave, 51.5%

DESIRED BENEFITS:

Pension/Retirement/401k, 95.0%

DentalCov erage, 90.0%

Health/Medical Insurance, 90.0%

Paid Sick Leav e, 90.0%

Paid Vacation, 90.0%

Disability Insurance, 85.0%

Life Insurance, 85.0%

Paid Holidays, 85.0%

Vision Cov erage, 85.0%

Hiring Bonuses, 80.0%

TOP JOB SEARCH RESOURCES:

(For those seeking employment opportunities, by use.)

- Internet 57.6%
- www.indeed.com
- www.iowajobs.org
- www.linkedin.com
- Networking through friends, family or acquaintances - 27.3%
- Newspapers 25.8%
- IowaWORKS Centers 24.2%

WORKPLACE FLEXIBILITY:

(by percent of interest)

- Cross-training 85.0%
- Job teams 75.0%
- Job sharing 40.0%
- Varied shifts 30.0%Seasonal work 33.3%
- Temporary work 33.3%



LABOR CHARACTERISTICS

BIOTECHNOLOGY

OCCUPATION	OCCUPATIONAL CODE	MEAN WAGE	ENTRY WAGE	EXPERIENCED WAGE	MEDIAN WAGE	MEAN ANNUAL SALARY
Computer and Information Systems Managers	11-3021	\$45.46	\$30.98	\$52.69	\$42.14	\$94,548
Architectural and Engineering Managers	11-9041	\$47.22	\$37.43	\$52.11	\$47.00	\$98,218
Bakers	51-3011	\$11.26	\$8.36	\$12.71	\$10.41	\$23,425
Butchers and Meat Cutters	51-3021	\$12.40	\$9.91	\$13.64	\$11.60	\$25,791
Chemical Equipment Operators and Tenders	51-9011	\$16.24	\$12.98	\$17.87	\$15.43	\$33,784
Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	13-1041	\$28.42	\$21.68	\$31.79	\$28.78	\$59,105
Cutting and Slicing Machine Setters, Operators, and Tenders	51-9032	\$13.95	\$10.83	\$15.52	\$13.13	\$29,026
Engineers, All Other	17-2199	\$36.30	\$20.77	\$44.06	\$34.45	\$75,503
Environmental Scientists and Specialists, Including Health	19-2041	\$30.51	\$22.80	\$34.36	\$29.70	\$63,454
First-Line Supervisors of Non-Retail Sales Workers	41-1012	\$30.74	\$21.54	\$35.34	\$28.17	\$63,942
First-Line Supervisors of Production and Operating Workers	51-1011	\$26.31	\$18.43	\$30.25	\$26.22	\$54,731
Food Batchmakers	51-3092	\$15.17	\$11.22	\$17.15	\$15.48	\$31,555
Food Cooking Machine Operators and Tenders	51-3093	\$15.85	\$13.52	\$17.02	\$15.97	\$32,978
Industrial Engineers	17-2112	\$34.49	\$24.27	\$39.60	\$33.55	\$71,734
Inspectors, Testers, Sorters, Samplers, and Weighers	51-9061	\$19.19	\$14.40	\$21.58	\$18.18	\$39,915
Installation, Maintenance, and Repair Workers, All Other	49-9099	\$19.20	\$15.95	\$20.83	\$19.13	\$39,945
Laborers and Freight, Stock, and Material Movers, Hand	53-7062	\$16.13	\$12.34	\$18.02	\$15.67	\$33,552
Licensed Practical and Licensed Vocational Nurses	29-2061	\$19.60	\$17.26	\$20.76	\$19.23	\$40,762
Maintenance and Repair Workers, General	49-9071	\$17.84	\$13.47	\$20.02	\$17.99	\$37,107
Market Research Analysts and Marketing Specialists	13-1161	\$30.73	\$14.31	\$38.94	\$23.38	\$63,918
Pharmacy Technicians	29-2052	\$14.54	\$11.61	\$16.01	\$14.56	\$30,250
Physicians and Surgeons, All Other	29-1069	\$118.21	N.A.	N.A.	N.A.	\$245,876
Registered Nurses	29-1141	\$27.54	\$21.79	\$30.41	\$27.40	\$57,274

The 2018 Iowa Wage data for the Northwood 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.