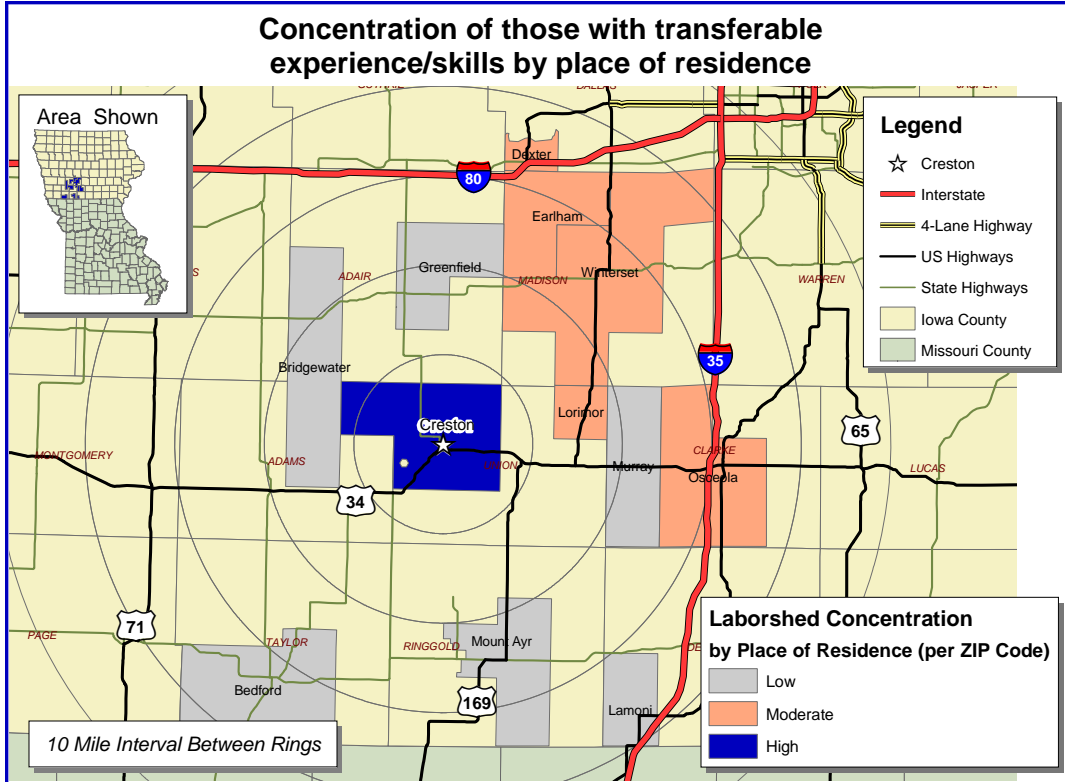


Labor Characteristics

Finance, Insurance, & Real Estate

Union County, Iowa



Potential Available Labor Per Occupational Category:

Business Operations:

- Executives & Directors - 260
- Managers - 263
- Accountants & Auditors - 174
- Financial Analysts - 86
- Loan Officers - 81
- Operation Research Analysts - 76
- Cashiers & Tellers - 348
- Bookkeeping & Accounting Clerks - 88
- Accounting Clerks - 94
- License Clerks - 75
- Customer Service Representatives - 266
- Loan Interviewers - 171
- Insurance Claims & Policy Processors - 91
- Receptionists, Secretaries, & Office Supports - 345

Sales:

- Insurance Sales Agents - 96
- Securities & Commodities Sales Agents - 170
- Real Estate Agents - 85
- Sales Related Workers - 93

An estimated total of 2,862 people in the Laborshed area

Workers who have transferable experience/skills in the Laborshed area are currently commuting an average of 16 miles one way for work. Those who are willing to change/accept employment are willing to commute an average of 22 miles one way for the right employment opportunity.

Employment Status:

84.4% Employed

- 18.5% of the employed are willing to change employment

3.1% Unemployed

9.4% Homemakers, Not Employed

3.1% Retired

Education Levels:

- 87.5% Education beyond high school
- 3.1% Vocational training
- 25.0% Associate degree
- 28.1% Undergraduate degree
- 3.1% Postgraduate degree

Flexibility in the Workplace:

(by percent of interest)

- Cross-training - 87.5%
- Varied shifts (2nd, 3rd, & split) - 25.0%
- Job sharing - 87.5%
- Job teams - 50.0%
- Seasonal work - 0.0%
- Temporary work - 14.3%

Other Facts:

- 50.0% paid an annual salary
- 81.3% are/were employed full-time
- 6.3% are/were employed part-time
- 9.4% are/were self-employed
- 15.4% hold two or more jobs
- Currently working an average of 42 hrs/week
- Prefer to work an average of 38 hours/week

Current Benefits:

- Health/medical insurance - 100%
- Pension/retirement/401K - 77.8%
- Paid vacation - 44.4%
- Paid holidays - 44.4%
- Life insurance - 44.4%
- Dental coverage - 37.0%
- Paid sick leave - 18.5%
- Disability insurance - 14.8%
- Vision coverage - 7.4%

Desired Benefits:

(by percent of interest)

- Health/medical insurance - 85.7%
- Paid vacation - 57.1%
- Pension/retirement/401K - 57.1%
- Paid holidays - 42.9%
- Dental coverage - 28.6%
- Paid sick leave - 28.6%
- Vision coverage - 14.3%
- Life insurance - 14.3%

Top Advertising Media:

(for those seeking employment opportunities)

- Local/Regional Newspapers
 - The Des Moines Register
 - Creston News Advertiser
- The Internet
 - www.careerbuilder.com
 - www.monster.com
 - www.iowaworkforce.org
- Networking through friends, family, & acquaintances
- Iowa Workforce Development Centers

Underemployment:

Total Underemployment - 3.1%

- Low hours - 0.0%
- Mismatch of skills - 3.1%
- Low income - 0.0%

IWD only counts individuals once when estimating Total Underemployment.



For more information on the Union County Laborshed Analysis, contact:

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Information was compiled by Iowa Workforce Development using 2009 data.

Occupation	Occupational Code	Mean Wage	Entry Wage	Experienced Wage	Median Wage
Accountants and Auditors	13-2011	\$ 21.82	\$ 15.28	\$ 25.09	\$ 18.20
Administrative Services Managers	11-3011	\$ 21.10	\$ 13.25	\$ 25.03	\$ 20.28
Appraisers and Assessors of Real Estate	13-2021	\$ 19.54	\$ 14.40	\$ 22.11	\$ 18.52
Bill and Account Collectors	43-3011	\$ 12.40	\$ 11.14	\$ 13.03	\$ 12.66
Bookkeeping, Accounting, and Auditing Clerks	43-3031	\$ 12.28	\$ 8.89	\$ 13.96	\$ 12.04
Business Operations Specialists, All Other	13-1199	\$ 21.23	\$ 10.63	\$ 26.53	\$ 18.92
Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	13-1041	\$ 25.58	\$ 16.35	\$ 30.19	\$ 23.35
Court, Municipal, and License Clerks	43-4031	\$ 14.65	\$ 11.66	\$ 16.14	\$ 14.97
Customer Service Representatives	43-4051	\$ 11.33	\$ 8.73	\$ 12.62	\$ 10.51
Employment, Recruitment, and Placement Specialists	13-1071	\$ 17.21	\$ 11.62	\$ 20.01	\$ 17.39
Executive Secretaries and Administrative Assistants	43-6011	\$ 14.33	\$ 11.15	\$ 15.91	\$ 13.38
Financial Managers	11-3031	\$ 38.10	\$ 18.51	\$ 47.90	\$ 34.62
First-Line Supervisors/Managers of Office and Administrative Support Workers	43-1011	\$ 19.92	\$ 13.49	\$ 23.13	\$ 19.27
Human Resources, Training, and Labor Relations Specialists, All Other	13-1079	\$ 14.34	N.A.	\$ 18.45	\$ 7.06
Insurance Sales Agents	41-3021	\$ 12.25	\$ 6.41	\$ 15.16	\$ 15.12
Loan Interviewers and Clerks	43-4131	\$ 12.42	\$ 10.58	\$ 13.34	\$ 12.67
Loan Officers	13-2072	\$ 26.38	\$ 17.25	\$ 30.94	\$ 25.35
Management Analysts	13-1111	\$ 52.90	\$ 36.36	\$ 61.17	\$ 45.84
Office Clerks, General	43-9061	\$ 10.37	\$ 6.94	\$ 12.09	\$ 10.59
Purchasing Agents, Except Wholesale, Retail, and Farm Products	13-1023	\$ 18.13	\$ 11.74	\$ 21.32	\$ 17.51
Receptionists and Information Clerks	43-4171	\$ 9.98	\$ 7.07	\$ 11.43	\$ 9.89
Secretaries, Except Legal, Medical, and Executive	43-6014	\$ 12.13	\$ 9.19	\$ 13.60	\$ 11.25
Telemarketers	41-9041	\$ 13.50	\$ 9.61	\$ 15.44	\$ 14.80
Tellers	43-3071	\$ 11.13	\$ 9.69	\$ 11.84	\$ 10.70
Training and Development Specialists	13-1073	\$ 15.53	\$ 10.98	\$ 17.80	\$ 13.96

This Iowa Wage Survey for the Iowa Workforce Development (IWD) Region 14 service area was produced by the Labor Force & Occupational Analysis to provide communities local information on wages by occupation. This publication was developed specifically for the IWD Region 14 service area. The source of the wage and employment data is the 2007 Iowa Wage Survey. Additional data from the Iowa Wage Survey for individual counties, Iowa Workforce Development regions, and by industry statewide are available on the Iowa Workforce Development web site located at www.iowaworkforce.org.