

STATE OF IOWA

2004 ANNUAL PROFILE

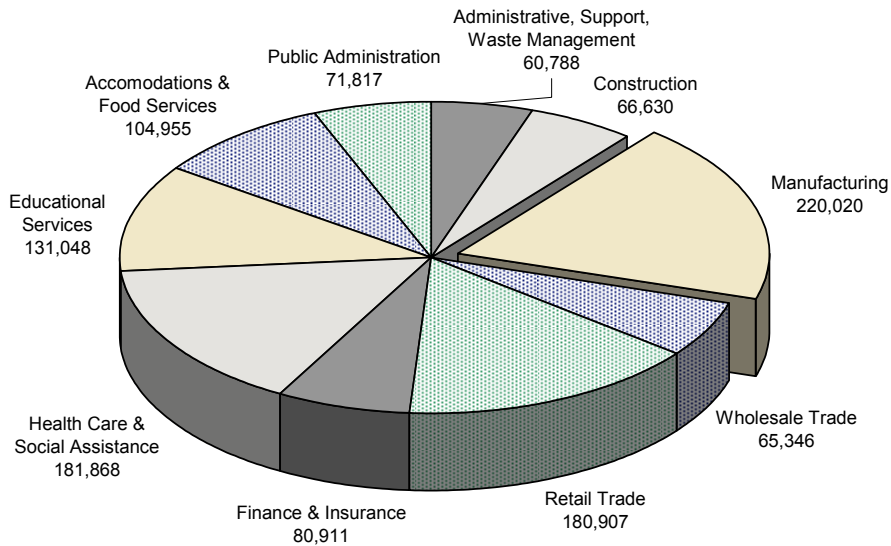
Executive Summary

As of 2003, the State of Iowa's largest sector was Manufacturing, representing 15.7 percent of total covered employment. The state's total employment remained essentially the same as 2002, but the average annual wage increased by 1.04 percent to a total of \$30,708 for all industries. Iowa ranks 40 out of 51 nationally in average annual wage.

The average weekly wage for all industries was \$591 for 2003. This represents an increase of 1.04 percent since 2002. The highest weekly wage for a sector was in Utilities, averaging \$1,084 with gross wages of nearly \$600 million. The Management of Companies & Enterprises sector had the largest percentage increase in average weekly wage of 20.98 percent and also reported a 12.89 percent increase in employment.



2003 Top 10 Industry Sectors in Iowa by Employment



Note: All industries shown represent public and private ownership

Iowa's Largest Sector, Manufacturing

Based on Annual 2003 Employment by Industry

Iowa's largest industry, Manufacturing, supplied 220,020 jobs to Iowans during 2003. Covered employment has been on a steady decline since 1998 due in part to advances in technology and movement of work domestically and internationally.

The largest industries in this sector are Food Manufacturing and Machinery Manufacturing, which comprise 36.7 percent of covered employment. Some of the top employers in this sector (by employment) are Deere & Co, Tyson Fresh Meats, Rockwell Collins, Pella Corporation and Maytag Corporation.

QUICK FACTS

Covered Employment (2003)

Total Employment	1,404,476
Average Weekly Wage (AWW)	\$591
AWW Rank Among All 50 States <i>Including District of Columbia</i>	40
Largest Sector: Manufacturing	220,020

Census Statistics

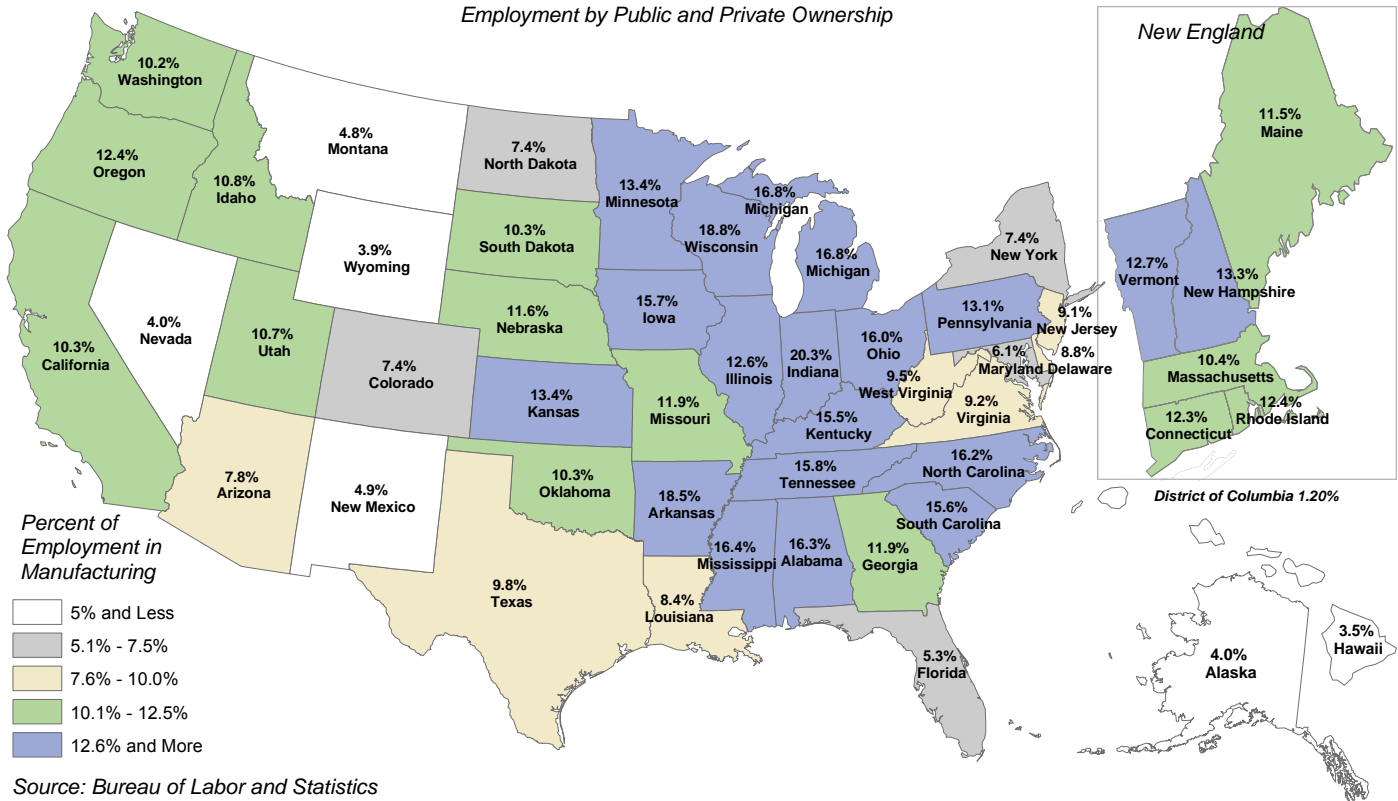
		Rank
2003 Population	2,944,062	30
Growth % since 1990	6.0%	45
2003 Unemployment Rate	4.5%	42
2002 Per Capita Personal Income	\$28,089	32
2000 Median Household Income	\$39,469	31

Rank based on all states and District of Columbia

2004 QUARTERLY CENSUS OF EMPLOYMENT AND WAGES PROFILE

2003 Percentage of Employment in Manufacturing per State

Employment by Public and Private Ownership

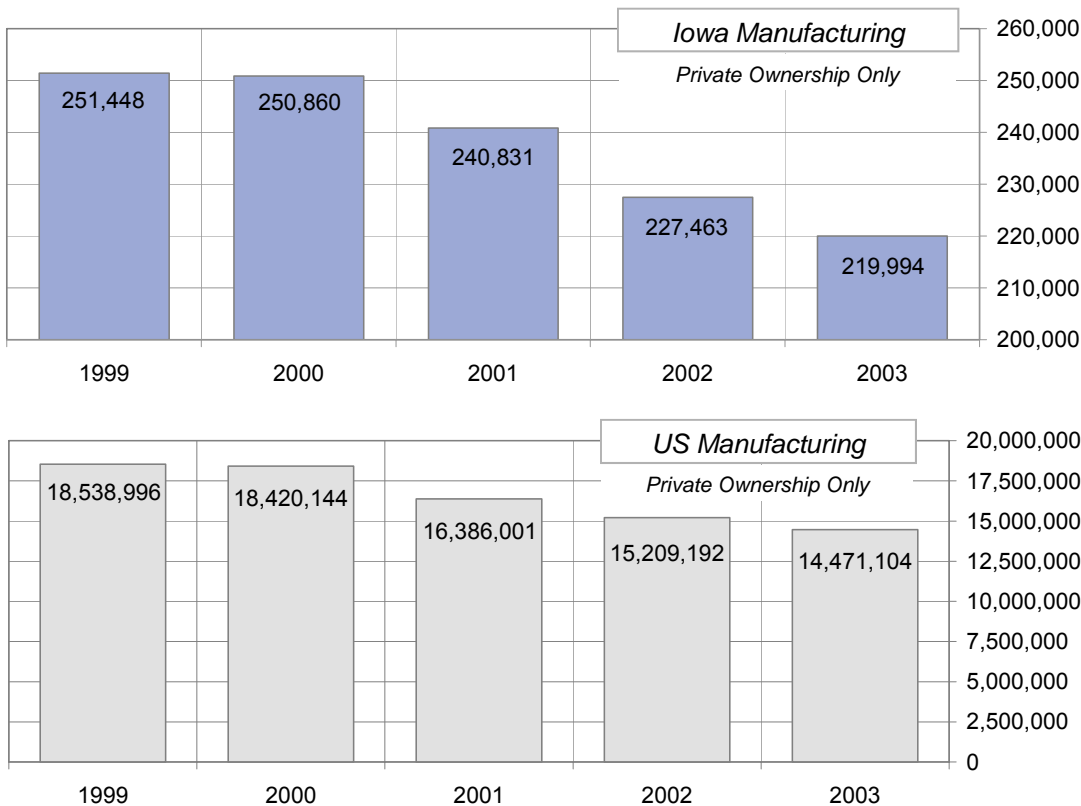


Percent of Employment in Manufacturing

- 5% and Less
- 5.1% - 7.5%
- 7.6% - 10.0%
- 10.1% - 12.5%
- 12.6% and More

Source: Bureau of Labor and Statistics

1999 - 2003 Covered Employment in Manufacturing: Iowa vs. United States



QUICK FACTS

Employment in Manufacturing Comparisons From 1999 - 2003

- Iowa's employment in Manufacturing decreased 12.51%
- U.S. employment in Manufacturing decreased 21.94%

2004 QUARTERLY CENSUS OF EMPLOYMENT AND WAGES PROFILE

2003 Covered Employment for All Industries by Public & Private Ownership

	Number of Firms	Employment	*AWW	**Difference
11-Agriculture, Forestry, Fishing & Hunting	1,526	12,180	\$ 465	-0.54%
111-Crop Production	432	2,810	\$ 451	-1.99%
112-Animal Production	791	7,407	\$ 468	0.47%
113-Forestry and Logging	13	31	\$ 479	-11.43%
114-Fishing, Hunting & Trapping	5	7	\$ 744	40.00%
115-Support Activities for Ag/Forestry	285	1,924	\$ 471	-2.19%
21-Mining	192	1,860	\$ 757	-3.07%
211-Oil & Gas Extraction	0	0	\$ -	0.00%
212-Mining (except Oil and Gas)	189	1,849	\$ 755	-3.14%
213-Support Activities for Mining	4	11	\$ 1,009	22.22%
22-Utilities	468	10,580	\$ 1,084	0.61%
2211-Electrical Power Generation	309	8,681	\$ 1,130	0.86%
2212-Natural Gas Distribution	61	702	\$ 1,146	-5.77%
2213-Water, Sewage and Other Systems	99	1,198	\$ 714	3.01%
23-Construction	9,252	66,630	\$ 684	0.96%
236-Construction of Buildings	2,715	15,504	\$ 666	-0.65%
237-Heavy & Civil Engineering Construction	984	10,998	\$ 818	1.74%
238-Specialty Trade Contractors	5,553	40,128	\$ 654	1.38%
31-33 Manufacturing	4,342	220,020	\$ 767	-3.28%
311-Food Mfg	589	49,406	\$ 699	-1.64%
312-Beverage & Tobacco Product Mfg	36	1,345	\$ 677	9.53%
313-Textile Mills Mfg	17	178	\$ 658	-0.56%
314-Textile Product Mills Mfg	70	891	\$ 423	1.37%
315-Apparel Mfg	47	1,855	\$ 491	-10.82%
316-Leather & Allied Product Mfg	19	616	\$ 536	-23.86%
321-Wood Product Mfg	203	11,473	\$ 668	-2.18%
322-Paper Mfg	53	4,554	\$ 817	-1.45%
323-Printing & Related Support Activities	380	8,691	\$ 630	-2.52%
324-Petroleum & Coal Products Mfg	21	479	\$ 744	0.21%
325-Chemical Mfg	194	7,284	\$ 906	0.44%
326-Plastics & Rubber Products Mfg	195	13,666	\$ 715	-4.64%
327-Nonmetallic Mineral Product Mfg	390	6,489	\$ 730	-9.94%
331-Primary Metal Mfg	85	7,216	\$ 889	-3.74%
332-Fabricated Metal Product Mfg	605	19,372	\$ 684	-6.40%
333-Machinery Mfg	496	31,304	\$ 915	-2.51%
334-Computer & Electronic Product Mfg	127	11,494	\$ 1,076	-8.58%
335-Electrical Equipment, Appliance Mfg	60	11,073	\$ 863	-7.10%
336-Transportation Equipment Mfg	196	18,347	\$ 697	-1.62%
337-Furniture & Related Product Mfg	262	9,036	\$ 712	0.89%
339-Miscellaneous Mfg	298	5,250	\$ 705	2.18%
42-Wholesale Trade	6,992	65,346	\$ 757	-1.90%
423-Merchant Wholesalers, Durable Gds	2,991	28,395	\$ 755	-2.64%
424-Merchant Wholesalers, NonDurable	2,683	31,089	\$ 746	-2.60%
425-Wholesale Electronics Mkt, Agents	1,318	5,863	\$ 824	6.04%

* AWW - Average Weekly Wage

** Difference - Change in employment from 2002 to 2003

2004 QUARTERLY CENSUS OF EMPLOYMENT AND WAGES PROFILE

2003 Covered Employment for All Industries by Public & Private Ownership

	Number of Firms	Employment	*AWW	**Difference
44-45 Retail Trade	13,584	180,907	\$ 383	-0.89%
441-Motor Vehicle & Parts Dealers	1,813	22,120	\$ 629	-1.95%
442-Furniture & Home Furnishing Stores	669	5,120	\$ 494	2.98%
443-Electronics & Appliance Stores	805	6,041	\$ 574	-3.70%
444-Building Materials, Garden Equipment	1,506	16,552	\$ 502	0.21%
445-Food & Beverage Stores	1,010	35,758	\$ 303	-3.82%
446-Health & Personal Care Stores	893	9,592	\$ 450	0.94%
447-Gasoline Stations	1,986	18,425	\$ 262	-2.17%
448-Clothing & Clothing Accessory Stores	1,337	11,558	\$ 284	-0.53%
451-Sporting Goods, Hobby, Music Stores	770	7,372	\$ 293	2.80%
452-General Merchandise Stores	610	34,052	\$ 311	2.00%
453-Miscellaneous Store Retailers	1,773	10,522	\$ 312	-4.30%
454-Non-Store Retailers	413	3,795	\$ 493	7.39%
48-49-Transportation & Warehousing	3,816	56,347	\$ 649	-0.12%
481-Air Transportation	45	525	\$ 532	-4.89%
482-Rail Transportation	0	0	\$ -	0.00%
483-Water Transportation	7	243	\$ 871	-34.85%
484-Truck Transportation	2,487	27,167	\$ 644	1.59%
485-Transit & Ground Passenger Transportation	160	3,005	\$ 300	0.81%
486-Pipeline Transportation	51	281	\$ 1,295	6.44%
487-Scenic & Sightseeing Transportation	3	10	\$ 200	25.00%
488-Support Activities for Transportation	304	2,470	\$ 623	-11.41%
491-Postal Service	337	9,452	\$ 791	-3.24%
492-Couriers & Messengers	222	5,185	\$ 603	-3.28%
493-Warehousing & Storage	201	8,008	\$ 643	5.65%
51-Information	1,827	34,199	\$ 703	-4.41%
511-Publishing Industries	484	10,651	\$ 713	-3.00%
512-Motion Picture & Sound Recording	178	1,916	\$ 239	-0.21%
515-Broadcasting (except Internet)	158	3,046	\$ 622	-2.47%
516-Internet Publishing/Broadcasting	30	236	\$ 936	-11.94%
517-Telecommunications	660	9,926	\$ 812	-4.40%
518-ISP, Web Portals, Data Processing	212	7,833	\$ 714	-7.86%
519-Other Information Services	105	593	\$ 338	-1.50%
52-Finance & Insurance	6,051	80,911	\$ 878	1.25%
521-Monetary Authorities/Central Bank	D*	D*	D*	D*
522-Credit Intermediation	2,440	37,817	\$ 785	3.02%
523-Securities, Commodities etc	804	2,939	\$ 1,311	-4.08%
524-Insurance Carriers & Related Activities	2,761	39,879	\$ 935	-0.10%
525-Funds, Trusts, Other Financial Activities	46	277	\$ 825	27.65%
53-Real Estate, Rental, Leasing	2,988	14,951	\$ 533	1.10%
531-Real Estate	2,278	9,402	\$ 526	2.87%
532-Rental & Leasing Services	685	5,334	\$ 517	-1.82%
533-Lessors of Nonfinancial Assets	26	215	\$ 1,238	-0.46%

* AWW - Average Weekly Wage

** Difference - Change in employment from 2002 to 2003

2004 QUARTERLY CENSUS OF EMPLOYMENT AND WAGES PROFILE

2003 Covered Employment for All Industries by Public & Private Ownership

	Number of Firms	Employment	*AWW	**Difference
54-Professional, Scientific, Technical Services	6,659	37,832	\$ 779	-0.80%
541-Professional, Scientific, Technical	6,659	37,832	\$ 779	-0.80%
55-Management of Companies & Enterprises	407	8,598	\$ 1,032	12.89%
551-Management of Companies & Enterprises	407	8,598	\$ 1,032	12.89%
56-Administrative, Support, Waste Management	3,921	60,788	\$ 405	-1.20%
561-Administrative & Support Services	3,564	57,880	\$ 397	-1.60%
562-Waste Mgmt & Remediation Services	356	2,909	\$ 564	7.58%
61-Educational Services	2,238	131,048	\$ 589	1.03%
611-Educational Services	2,238	131,048	\$ 589	1.03%
62-Health Care & Social Assistance	7,442	181,868	\$ 591	0.90%
621-Ambulatory & Healthcare Services	4,292	43,297	\$ 892	1.47%
622-Hospitals	197	63,324	\$ 668	0.94%
623-Nursing & Residential Care Facilities	1,154	52,832	\$ 370	-0.14%
624-Social Assistance	1,800	22,416	\$ 311	2.16%
71-Arts, Entertainment & Recreation	1,373	22,199	\$ 319	-1.98%
711-Performing Arts, Spectator Sports	306	3,258	\$ 319	-8.97%
712-Museums, Historical Sites, etc.	91	949	\$ 377	7.35%
713-Amusement, Gambling, Recreation	977	17,992	\$ 315	-1.06%
72-Accommodations & Food Services	6,537	104,955	\$ 194	0.53%
721-Accommodations	735	14,906	\$ 287	-2.72%
722-Food Services & Drinking Places	5,802	90,049	\$ 179	1.09%
81-Other Services (except Public Administration)	7,708	41,441	\$ 400	-1.49%
811-Repair & Maintenance	2,990	14,437	\$ 497	-2.33%
812-Personal & Laundry Services	2,119	12,179	\$ 336	0.89%
813-Religious, Grant Making, Civic Orgs	1,742	13,387	\$ 370	-2.35%
814-Private Households	857	1,438	\$ 253	-4.58%
92-Public Administration	2,747	71,817	\$ 648	0.26%
921-Executive, Legislative, Gov't Support	1,159	44,594	\$ 558	-0.05%
922-Justice, Public Order, Safety	313	7,982	\$ 837	0.05%
923-Admin of Human Resources	286	8,816	\$ 739	-0.69%
924-Admin of Environmental Programs	405	2,091	\$ 775	-3.01%
925-Admin of Housing Programs	30	160	\$ 704	1.27%
926-Admin of Economic Programs	529	6,843	\$ 812	7.54%
927-Space Research & Technology	0	0	\$ -	0.00%
928-National Security/Int'l Affairs	26	1,331	\$ 889	-10.37%

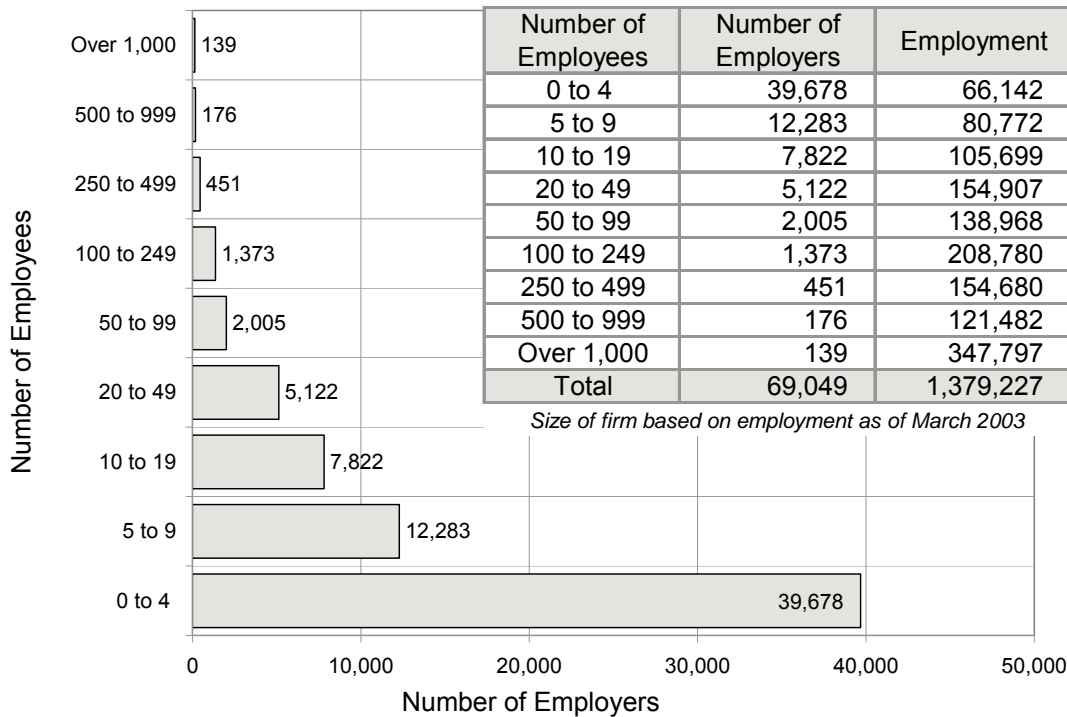
* AWW - Average Weekly Wage, ** Difference - Change in employment from 2002 to 2003

2003 Covered Employment by Industry

The largest sector by employment is Manufacturing with 220,020 employees, followed by Healthcare & Social Assistance (181,868). These two sectors account for 28.6 percent of all covered employment in Iowa. The largest 3 digit sub-sector (industry) is Educational Services (131,048), followed by Food & Drinking Places (90,049). The two and three-digit industry employment shown on pages 4-6 encompasses all ownerships, public and private.

2004 QUARTERLY CENSUS OF EMPLOYMENT AND WAGES PROFILE

2003 Size of Firm in Iowa



QUICK FACTS

Size of Firm In Iowa

- 315 firms in Iowa employ over 500 workers, totaling 469,279 employees

2003 Size of Firm of Iowa's Largest Industrial Sector

31-33 - Manufacturing				
Number of Employees	Number of Establishments	Employment	Total Wages	Average Quarterly Wage
0-4	1,549	2,811	\$ 20,647,166	\$ 6,927
5-9	791	5,270	\$ 35,134,317	\$ 6,726
10-19	565	7,811	\$ 57,361,309	\$ 7,363
20-49	628	19,561	\$ 159,567,854	\$ 8,209
50-99	348	24,357	\$ 211,207,158	\$ 8,673
100-249	284	43,796	\$ 409,310,056	\$ 9,329
250-499	94	32,393	\$ 346,897,692	\$ 10,693
500-999	53	33,589	\$ 352,381,945	\$ 10,502
Over 1,000	26	49,991	\$ 529,428,018	\$ 10,540
Total	4,338	219,579	\$ 2,121,935,515	Average \$9,650

Size of firm based on employment as of March 2003

QUICK FACTS

Size of Firm of Iowa's Largest Industrial Sector

- 79 manufacturing firms in Iowa employ over 500 workers, totaling 83,580 employees

2003 Size of Firm Summary

Fewer than 1.5 percent of Iowa's largest employers (250+ employees) employ 45.2 percent of all covered workers, while over 75.3 percent of firms employ fewer than ten employees each. These small firms account for only 10.6 percent of Iowa's workforce.

However, in the manufacturing sector the largest firms account for the largest percentage of employment partly because it is common in this industry for employers to have large production facilities which require many employees. The manufacturing sector's average quarterly wage of \$9,650 exceeds the average quarterly wage for all industries, which is \$7,584.

2004 QUARTERLY CENSUS OF EMPLOYMENT AND WAGES PROFILE

2003 100 Largest Employers by Employment Based on Annual Employment

Rank	Name of Company	Industry
1	Hy-Vee	Retail Trade
2	Wal-Mart	Retail Trade
3	University of Iowa	Educational Services
4	Deere & Co	Manufacturing
5	US Postal Service	Transportation
6	Principal Financial Group	Finance & Insurance
7	Tyson Fresh Meats	Manufacturing
8	Rockwell Collins	Manufacturing
9	Iowa State University	Educational Services
10	Fareway Stores	Retail Trade
11	Pella Corporation	Manufacturing
12	Des Moines Independent School District	Educational Services
13	Maytag Corporation	Manufacturing
14	Iowa Health-Des Moines	Health Services
15	Target	Retail Trade
16	Mercy Hospital Medical Center-Des Moines	Health Services
17	Winnebago Industries	Manufacturing
18	Casey's Marketing	Retail Trade
19	United Parcel Service	Transportation
20	Iowa Dept of Transportation	Government
21	MidAmerican Energy Corporation	Utilities
22	Mercy Health Services-Dubuque	Health Services
23	Cedar Rapids School District	Educational Services
24	Care Initiatives	Health Services
25	MCI Payroll Services	Business Services
26	Mercy Medical Center-North Iowa	Health Services
27	Genesis Medical Center	Health Services
28	Communications Data Services	Business Services
29	Heartland Express	Transportation
30	Davenport Community School District	Educational Services
31	Wells Fargo Home Mortgage	Finance & Insurance
32	CRST Inc	Transportation
33	Menards	Retail Trade
34	Nationwide Insurance Company	Finance & Insurance
35	Covenant Medical Center	Health Services
36	Younkers	Retail Trade
37	Pioneer Hi-Bred	Wholesale Trade
38	Electrolux Home Products	Manufacturing
39	Good Samaritan Society	Health Services
40	ABCM Corp	Health Services
41	Iowa Department of Human Services	Government
42	Excel Corporation	Manufacturing
43	St Lukes Methodist Hospital-Cedar Rapids	Health Services
44	Access Direct Telemarketing	Business Services
45	K-Mart	Retail Trade
46	University of Northern Iowa	Educational Services
47	Qwest Corp	Information
48	JC Penney	Retail Trade
49	Life Investors Insurance of Iowa	Finance & Insurance
50	City of Des Moines	Government

2004 QUARTERLY CENSUS OF EMPLOYMENT AND WAGES PROFILE

2003 100 Largest Employers by Employment

Based on Annual Employment

Rank	Name of Company	Industry
51	ALCOA Inc	Manufacturing
52	Swift & Co	Manufacturing
53	Wells Dairy	Manufacturing
54	Sioux City Community School District	Educational Services
55	Sears Roebuck & Co	Retail Trade
56	NCS Pearson	Information
57	Mercy Medical Center-Cedar Rapids	Health Services
58	Isle of Capri/Rhythm City Casinos (IOC Services)	Arts & Entertainment
59	Kirkwood Community College	Educational Services
60	Wells Fargo Financial	Finance & Insurance
61	Dubuque Community School District	Educational Services
62	Iowa Department of Judicial Administration	Government
63	The HON Company	Manufacturing
64	Iowa City Community School District	Educational Services
65	Des Moines Area Community College	Educational Services
66	Walgreen Company	Retail Trade
67	US Dept of Agriculture	Government
68	Wellmark Inc	Finance & Insurance
69	APAC Customer Services	Business Services
70	Allen Memorial Hospital	Health Services
71	BFS North America	Manufacturing
72	Interstate Power & Light Company	Utilities
73	Foods Inc (Dahl's)	Retail Trade
74	John Morrell & Company	Manufacturing
75	Waterloo Community School District	Educational Services
76	Red Lobster-Olive Garden	Accommodations/Food Services
77	Wells Fargo Bank NA	Finance & Insurance
78	Farmland Foods	Manufacturing
79	US Bank Association	Finance & Insurance
80	West Des Moines Community School District	Educational Services
81	City of Cedar Rapids	Government
82	Marsh Group	Finance & Insurance
83	Polk County	Government
84	Vermeer Manufacturing	Manufacturing
85	Council Bluffs Community School District	Educational Services
86	Kraft Pizza Company	Manufacturing
87	Great River Medical Center	Health Services
88	Area Educational Agency 267	Educational Services
89	Bertch Cabinet Company	Manufacturing
90	St Lukes Regional Medical Center-Sioux City	Health Services
91	Kineth Hotels	Accommodations/Food Services
92	Iowa Health Physicians	Health Services
93	Von Maur Inc	Retail Trade
94	Ameristar Casino	Arts & Entertainment
95	Applebee's Neighborhood Grill	Accommodations/Food Services
96	Archer-Daniels-Midland	Manufacturing
97	Pizza Hut	Accommodations/Food Services
98	Best Buy Stores	Retail Trade
99	Dept of Veterans Affairs Medical Center	Government
100	Sedona Staffing	Business Services

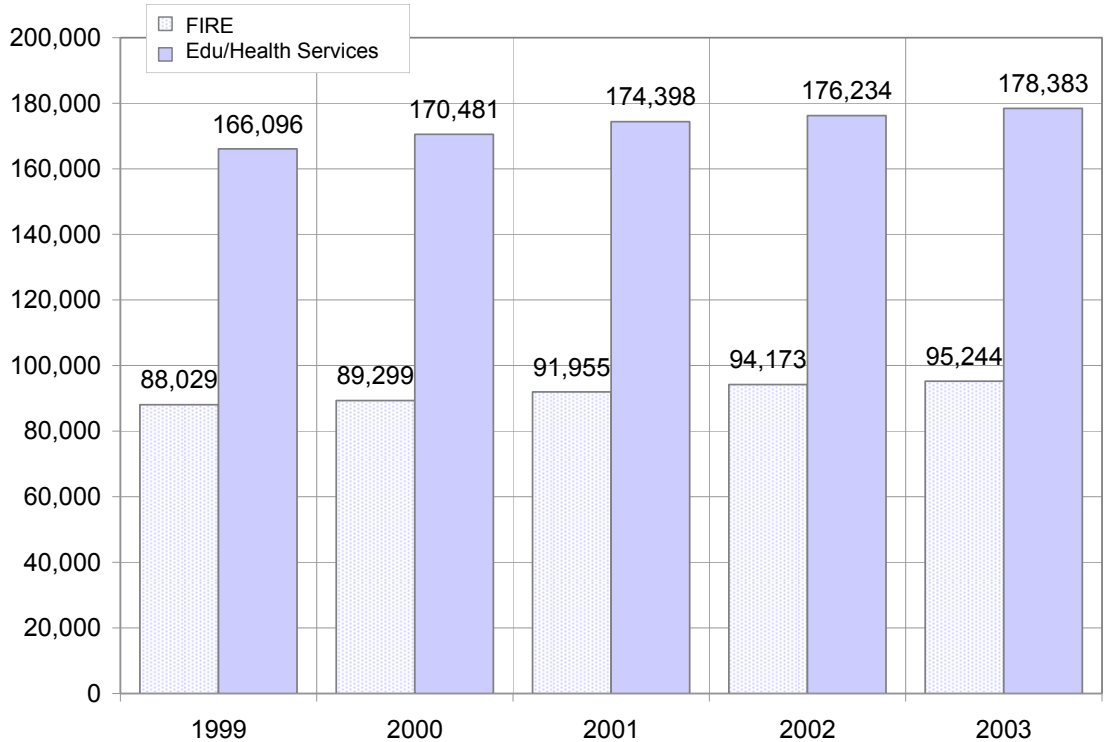
2004 QUARTERLY CENSUS OF EMPLOYMENT AND WAGES PROFILE

QUICK FACTS

Largest Growing Sectors by Employment From 1999 - 2003

- Education & Health Care Services increased 12,287 in employment
- Finance, Insurance, & Real Estate increased 7,215 in employment

Iowa's Top Two Largest Growing Sectors by Employment: 1999-2003
Based on Annual 2003 Employment by Private Industry

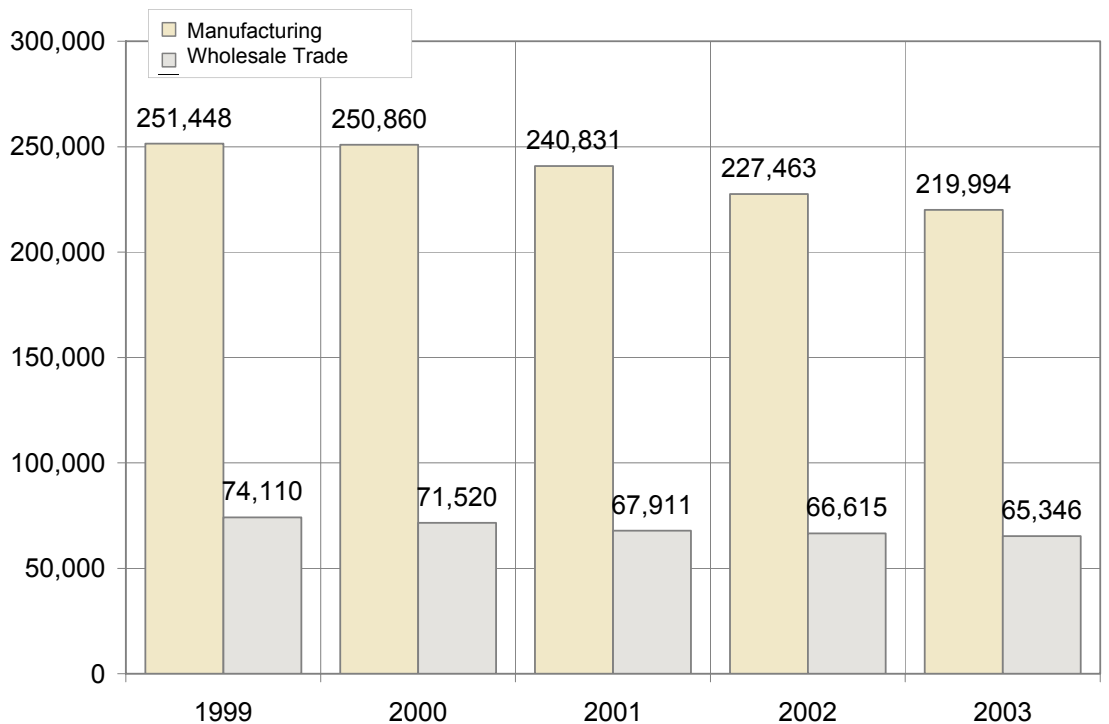


QUICK FACTS

Declining Sectors by Employment From 1999 - 2003

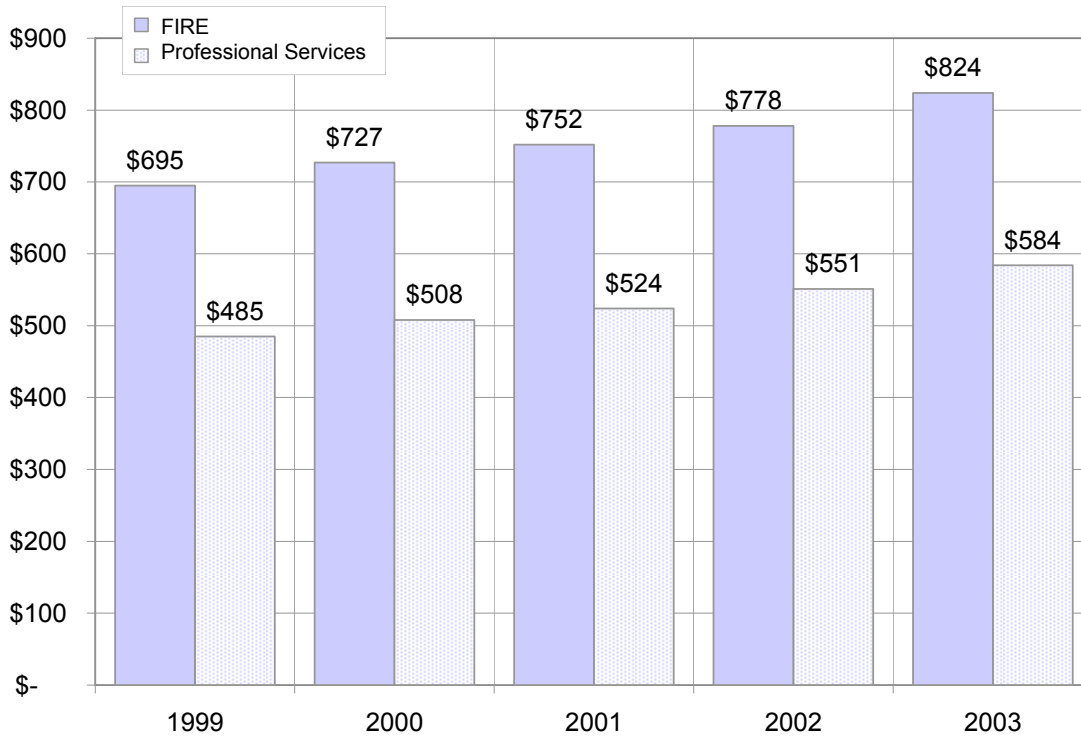
- Manufacturing decreased 31,454 in employment
- Wholesale Trade decreased 8,764 in employment

Iowa's Top Two Declining Sectors by Employment: 1999-2003
Based on Annual 2003 Employment by Private Industry



2004 QUARTERLY CENSUS OF EMPLOYMENT AND WAGES PROFILE

Iowa's Top Two Largest Growing Sectors by Average Weekly Wage: 1999-2003
Based on Annual 2003 Employment by Private Industry

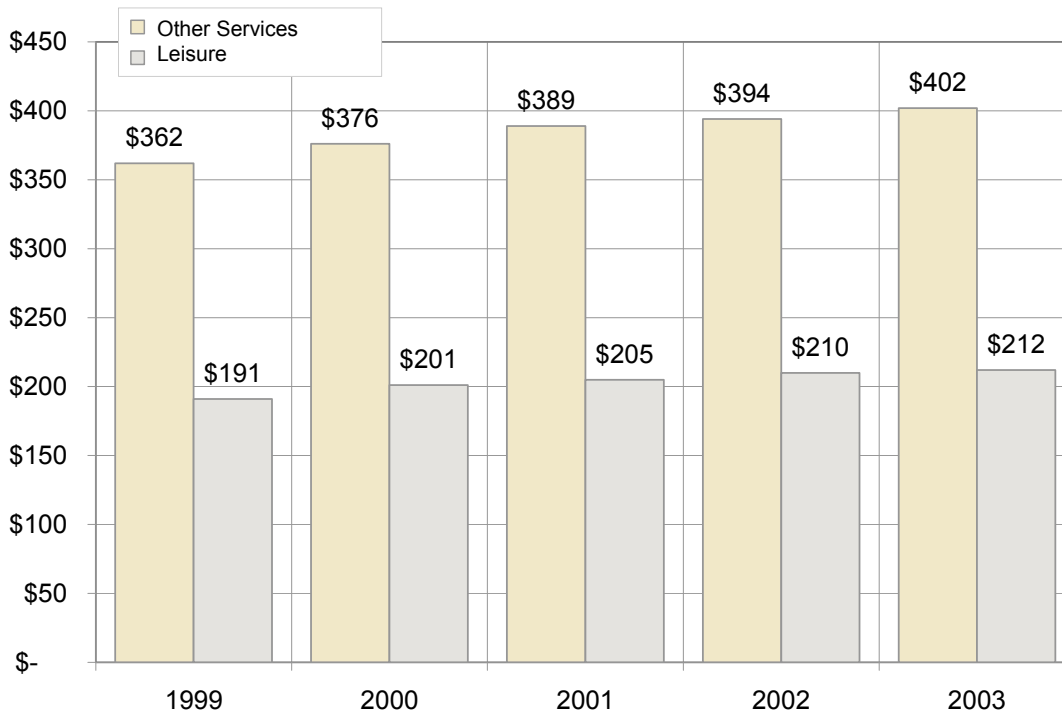


QUICK FACTS

Largest Growing Sectors by Average Annual Wage From 1999 - 2003

- Finance, Insurance, & Real Estate increased \$129 in average weekly wage
- Professional Services increased \$99 in average weekly wage

Iowa's Top Two Slowest Growing Sectors by Average Weekly Wage: 1999-2003
Based on Annual 2003 Employment by Private Industry



QUICK FACTS

Slowest Growing Sectors by Average Annual Wage From 1999 - 2003

- Leisure & Hospitality increased \$21 in average weekly wage
- Other Services increased \$40 in average weekly wage

2004 QUARTERLY CENSUS OF EMPLOYMENT AND WAGES PROFILE

CONTACT INFO

Iowa Workforce
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Employment
Statistics Bureau

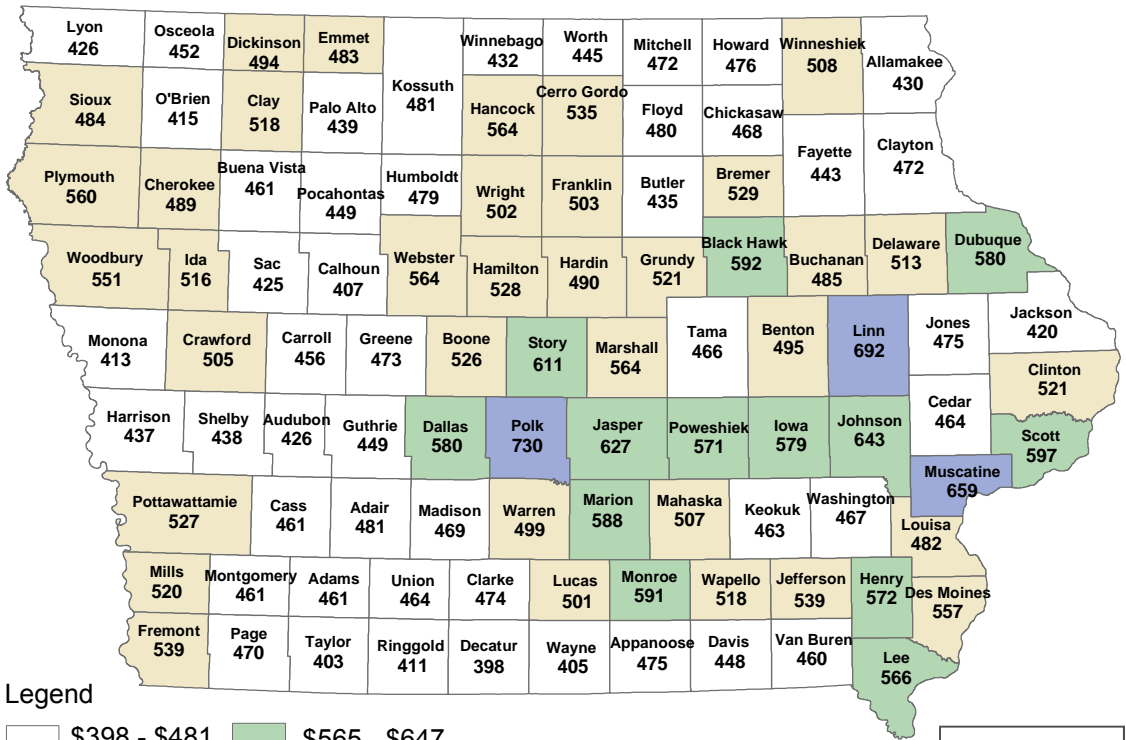
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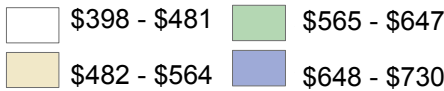
*Equal opportunity employer/
program. Auxiliary aids and
services are available upon
request to individuals with
disabilities.*

TTY 515-281-4748;
1-800-831-1399

2003 Average Weekly Wage for All Industries by County



Legend



IOWA WORKFORCE DEVELOPMENT
1000 East Grand Avenue
Des Moines, Iowa 50319-0200
OFFICIAL BUSINESS
PENALTY FOR PRIVATE USE \$300

