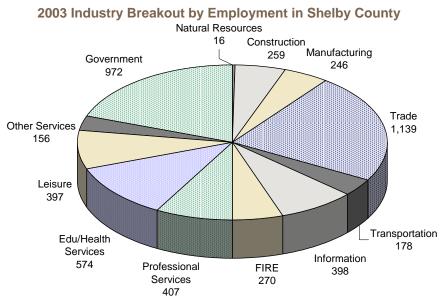
SHELBY 2004 ANNUAL COUNTY PROFILE

Executive Summary

As of 2003, Shelby County's largest private sector was Trade, representing 22.73 percent (1,139) of the county's total covered employment of 5,011. The county's total employment increased by 1.23 percent since 2002 and the average annual wage increased by 2.32 percent to \$22,770 for all industries.

Shelby County's average weekly wage for all industries was \$438 for 2003. This was an increase of 2.34 percent since 2002. The highest average weekly wage for a private sector was in Transportation & Utilities, averaging \$638 with gross total wages of \$5.9 million. The Wholesale Trade sector had the largest percentage increase in average weekly wage of 8.30 percent (\$39) between 2002 and 2003.





Note: Government includes public education and health institutions

Ten Largest Employers by Employment Based on Annual 2003 Employment by Private Industry

Rank	Name of Company	Industry					
1	Communications Data Services	Information					
2	ZC Sterling Ins Agency	Business Services					
3	Variety Distributors	Wholesale Trade					
4	American Baptist Homes Of Midwest	Health Services					
5	Salem Lutheran Homes	Health Services					
6	Panama Transfer	Transport./Warehousing					
7	Hy-Vee Food Stores	Retail Trade					
8	Western Engineering Co	Construction					
9	Farm Service Cooperative	Wholesale Trade					
10	Shelby Co State Bank	Finance & Insurance					

QUICK FACTS

Covered Employment (2003)											
		%									
Total Employment	5,011	0.36 ¹									
Average Weekly Wage	\$438	74.1²									
Largest Private Sector: Wholesale & Retail Trade	1,139	0.46 ³									
 Percent is based on statewide covered employment of 1,404,476 Percent is based on statewide average weekly wage of \$591 Percent is based on statewide covered sector employment Census Statistics 											
2003 Population	12,717	Rank 61									
Growth % since 1990	71										
2003 Unemployment Rate	84										
2002 Per Capita Personal Income	\$26,236	46									
2000 Median Household Income	\$37,442	40									

Ranking based on Iowa's 99 counties

2003 Covered Employment and Reporting Units by Industry in Shelby Cour										
Reporting Units				E	Employmen	loyment				
2002	2003	% Change		2002	2003	% Change				
441	458	3.85%	Total All Industries	4,950	5,011	1.23%				
399	416	4.26%	Private Business	3,995	4,039	1.10%				
4	4	0.00%	Ag/Natural Resources & Mining	16	16	0.00%				
48	49	2.08%	Construction	260	259	-0.38%				
14	15	7.14%	Manufacturing	261	246	-5.75%				
111	118	6.31%	Trade	1,169	1,139	-2.57%				
43	47	9.30%	Wholesale Trade	558	518	-7.17%				
69	71	2.90%	Retail Trade	611	622	1.80%				
22	21	-4.55%	Transportation & Utilities	184	178	-3.26%				
11	10	-9.09%	Information	401	398	-0.75%				
45	44	-2.22%	Finance, Insurance, and Real Estate	264	270	2.27%				
44	50	13.64%	Professional & Business Services	356	407	14.33%				
31	32	3.23%	Education & Health Services	583	574	-1.54%				
37	39	5.41%	Leisure & Hospitality	351	397	13.11%				
33	34	3.03%	Other Services	150	156	4.00%				
42	42	0.00%	Government	956	972	1.67%				
5	6	20.00%	State	18	17	-5.56%				
29	29	0.00%	Local	875	893	2.06%				
8	7	-12.50%	Federal	62	62	0.00%				

2003 Covered Employment and Reporting Units by Industry in Shelby County

QUICK FACTS

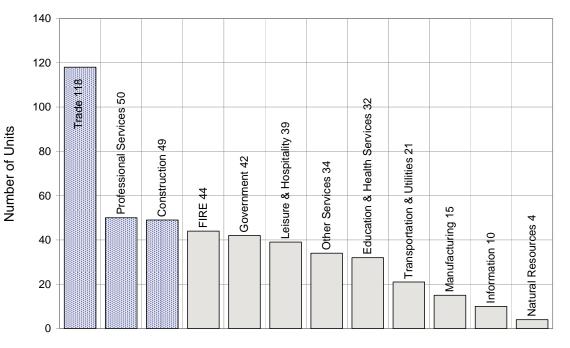


Wholesale & Retail Trade 118

> Professional Services 50

Construction 49





Trade - Wholesale & Retail Trade F.I.R.E. - Finance, Insurance, & Real Estate;

Natural Resources - Agriculture, Natural Resources, & Mining.

Average Annual Wage							Avera	ide V	Weekly Wage	
						-		-		
	2002 2003 % Change			% Change		2	2002	2003		% Change
\$	22,254	\$	22,770	2.32%	Total All Industries	\$	428	\$	438	2.34%
\$	21,509	\$	22,038	2.46%	Private Business	\$	414	\$	424	2.42%
\$	20,321	\$	19,929	-1.93%	Ag/Natural Resources & Mining	\$	391	\$	383	-2.05%
\$	28,786	\$	30,248	5.08%	Construction	\$	554	\$	582	5.05%
\$	29,337	\$	31,124	6.09%	Manufacturing	\$	564	\$	599	6.21%
\$	20,172	\$	20,824	3.23%	Trade	\$	388	\$	400	3.09%
\$	24,417	\$	26,456	8.35%	Wholesale Trade	\$	470	\$	509	8.30%
\$	16,295	\$	16,100	-1.20%	Retail Trade	\$	313	\$	310	-0.96%
\$	31,087	\$	33,168	6.70%	Transportation & Utilities	\$	598	\$	638	6.69%
\$	22,148	\$	21,246	-4.07%	Information	\$	426	\$	409	-3.99%
\$	27,320	\$	28,503	4.33%	Finance, Insurance, Real Estate	\$	525	\$	548	4.38%
\$	23,548	\$	24,270	3.07%	Professional & Business Services	\$	453	\$	467	3.09%
\$	19,239	\$	20,392	5.99%	Education & Health Services	\$	370	\$	392	5.95%
\$	7,297	\$	6,846	-6.17%	Leisure & Hospitality	\$	140	\$	132	-5.71%
\$	19,378	3 \$ 20,037 3.40%			Other Services	\$	373	\$	385	3.22%
\$	25,343	\$	25,812	1.85%	Government	\$	487	\$	496	1.85%
\$	35,477	\$	35,891	1.17%	State	\$	682	\$	690	1.17%
\$	24,635	\$	25,101	1.89%	Local	\$	474	\$	483	1.90%
\$	32,803	\$ 33,286 1.47%			Federal	\$	631	\$	640	1.43%

2003 Average Annual and Weekly Wage by Industry in Shelby County

2003 Average Weekly Wage for All Industries by County

Lyon 426	Osceola 452	Dickinso 494	n Emmet 483		v	Vinnebag 432	jo Wor 44		litchell 472	Howa		Winnesl 508	niek Allam	akee		QUIC
Sioux 484	O'Brien 415	Clay 518	Palo Alt 439		suth 31	Hancock 564	Cerro G 535	;	Floyd 480	Chicka 46			Clas	30 (ton)		
Plymouth 560	Cherokee 489	Buena Vis 461	ta Pocahont 449		boldt 79	Wright 502	Frank 503		Butler 435	Bren 52		Fayet 443		72		Avera Wage C
Woodbur 551	/ Ida 516	Sac 425	Calhou 407		oster 64	Hamilto 528	n Hard 490		Grundy 521	Black I 59		Bucha 485	nan 51		buque 580	
Monon 3 413	a Craw 50			ireene 473	Вос 52		Story 611	Marsh 564	all	⁻ ama 466		nton 95	Linn 692	Jones 475	Jackson 420 Clinton	S
			ubon Gut 26 4	hrie 49	Dallas 580	Po 73		Jasper 627		veshiek 571		owa 579	Johnson 643	Cedar 464	521 Scott 597	Amc
	Pottawattan 527	nie Ca 46		air 1 31	Madiso 469		ren	arion 588	Maha 50		(eoki 463	uk	hington 467 <mark> </mark>	Muscat 659 ouisa 482		lowa
}	520	ontgomer 461	V Adams 461	Unic 46		Clarke 474	Lucas 501		nroe 91	Wapell 518	lo J	efferso 539	h Henry 572	Des Moine	es	Sta
Legend	Fremont 539	Page 470	Taylor 403	Ringg 41		Decatur 398	Wayne 405		anoose 175	Davis 448	v	an Bure 460	en Lee 560			N
•	- \$481		\$565	- \$64	47								- Contraction	}		
\$482	- \$564		\$648	- \$73	30											* preli

QUICK FACTS

Average Weekly Wage Comparisons

Shelby \$438

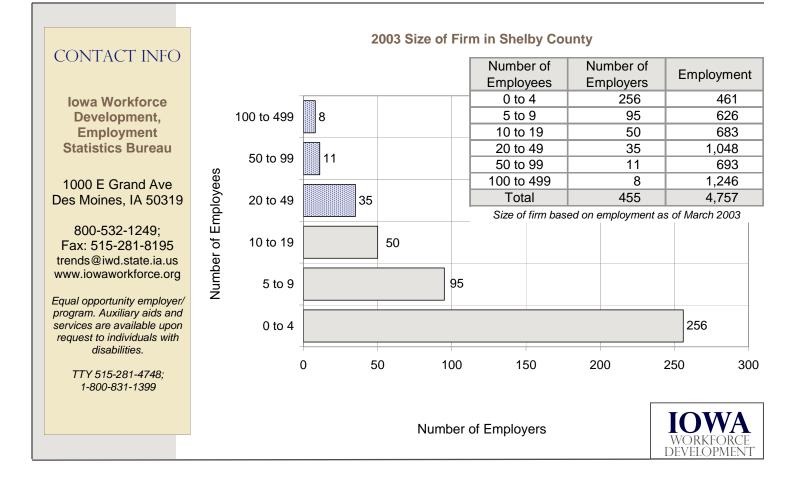
Rank Among All 99 Iowa Counties -84-

> Statewide \$591

Nation* \$726

* preliminary data

2004 QUARTERLY CENSUS OF EMPLOYMENT AND WAGES PROFILE





PENALTY FOR PRIVATE USE \$300

IOWA WORKFORCE DEVELOPMENT 1000 East Grand Avenue Des Moines, Iowa 50319-0209