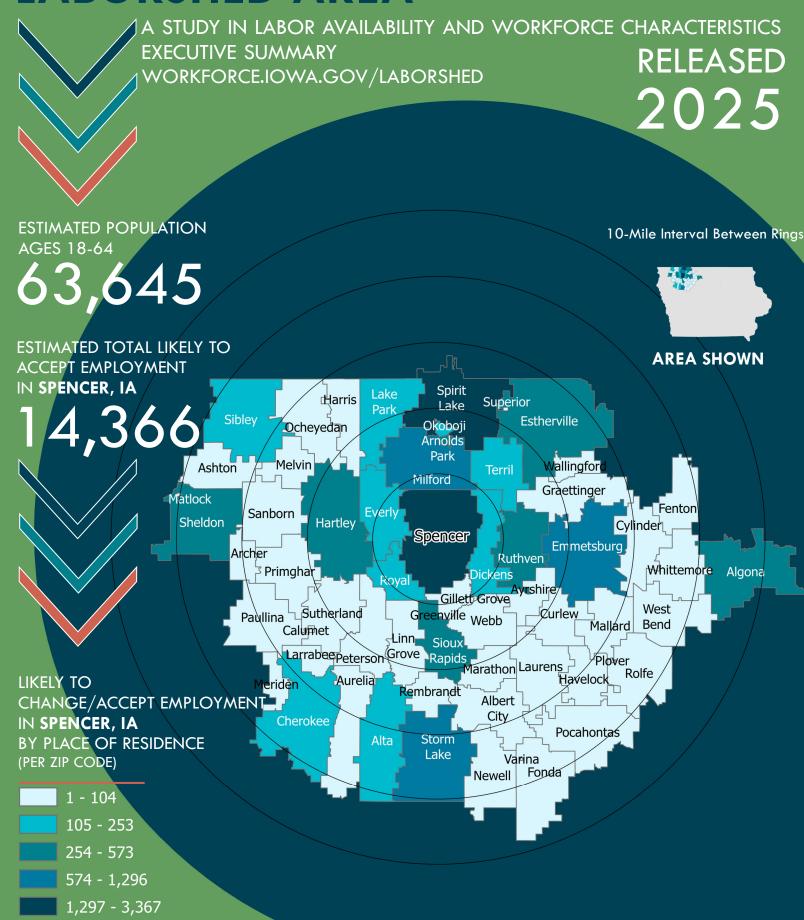
SPENCER, IOWA LABORSHED AREA



A Laborshed area is defined by its commuting pattern and illustrates which communities contribute to an employment center's workforce and at what level. To determine the boundaries of a Laborshed area, local employers supply the residential ZIP codes of each of their employees. The data in this publication reflects characteristics specific to the workforce in the Spencer Laborshed area.

The employed are currently commuting an average of-



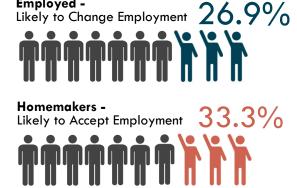
Spencer LABORSHED ANALYSIS

EMPLOYMENT STATUS (ESTIMATED TOTAL)*

(54,353) 85.4% **Employed** 9.1% (5,792) *Unemployed 1.5% (955) Homemakers

4.0% (2,546) Retired

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



BREAKOUT OF THE EMPLOYED BY INDUSTRY (ESTIMATED TOTAL*)

Unemployed -Likely to Accept Employment 62.2%

Likely to Accept Employment

TOP CURRENT BENEFITS OF THE **FULL-TIME EMPLOYED** *Totals may vary due to rounding.

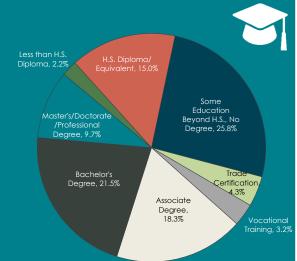
(10,001)	(99)												Paid Sick Leave/ PTO/ Vacation Health/Medical	98.4% 92.7%		
Wholesale & Retail Trade, 18.4% (1	Healthcare, 17.6% (9,566)	9.7% (5,272)				6.7% (3,642)		•		2)			Insurance Pension/ Retirement/401k	90.7%		
												8	Paid Holiday	88.2%		
			6			ervices, 6		³ Government, 5.3% (2,881)	,555)	Personal Services, 4.4% (2,392		7	Dental Coverage	84.1%		
					(5,109)	(4,457)	(4,294)	Professional Services,		nt, 5.3%	⁴ Agriculture, 4.7% (2,555)	es, 4.4%	(652)	0	Vision Coverage	81.7%
			9, 9.4%				8.2% (4		Profess	(3,533)	vernme	culture, 4	al Servic	al Servic c, 1.2%	†	Life Insurance
		¹ Finance,	Manufacturing,		² Transportation, 7.9%			ဒ္ဓိ	⁴ Agric	Person	nent/Rec		Disability Insurance	75.2 %		
			Manu	Construction,	ınsporta		Education, 6.5%				Entertainment/Rec,		Flex Spending Account	57.7%		
					² Tro		Ed				ᇤ	R _X	Prescription Drug Coverage	51.2%		
¹ Finance, Insurance, & Real Estate ² Transportation, Communications, & Utilities ³ Public Administration, Government ⁴ Agriculture, Forestry, & Mining																

EMPLOYED: LIKELY TO CHANGE

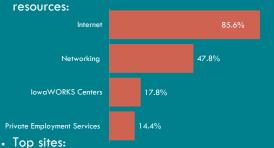
- An estimated 12,043 employed individuals likely to change their current employment situation for an opportunity in Spencer.
- Current occupational categories:

Professional, Paraprofessional, Technical	26.3%
Production, Construction, Material Moving	25.3%
Services	15.4%
Managerial	13.2%
Sales	9.9%
Clerical	6.6%
Agricultural	3.3%

- Current median wages: \$
 - \$20.00/hour and \$64,000/year
 - \$25.00/hour attracts 66%
 - \$27.44/hour attracts 75%
- 82.8% have an education beyond HS



- · 20.4% are actively seeking employment
- Most frequently identified iob search



· Top newspapers:



NEWS Spencer Daily Reporter Dickinson County News Spirit Lake

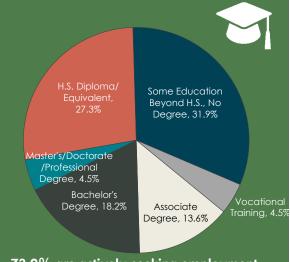
- Commute:
 - Currently commuting an average of 12 miles/16 minutes (one-way) to work
 - · Willing to commute an average of 27 miles/33 minutes (one-way) to work

UNEMPLOYED: LIKELY TO ACCEPT

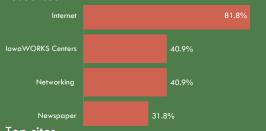
- An estimated 700 unemployed individuals are likely to accept employment in Spencer.
- Former occupational categories:

Managerial	20.0%
Production, Construction, Material Moving	20.0%
Sales	20.0%
Professional, Paraprofessional, Technical	15.0%
Services	15.0%
Clerical	10.0%
Agricultural	0.0%

- Median wages: \$
 - \$15.00/hour lowest willing to accept
 - \$16.56/hour attracts 66%
 - \$18.00/hour attracts 75%
- 72.7% have an education beyond HS



- 73.9% are actively seeking employment
- Most frequently identified job search resources:



• Top sites:

www.indeed.com www linkedin com www.facebook.com • Top newspapers:

NEWS Dickinson County News Spirit Lake Estherville Daily News Iowa City Press-Citizen

- Commute:
 - Willing to commute an average of 25 miles/30 minutes (one-way) to work



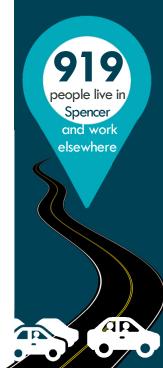
The Laborshed survey collects information regarding the out commute for an employment center.

The out commute for Spencer is estimated at 15.7 percentapproximately 919 people living in Spencer work in other communities.

Most of those who are out commuting are working in Spirit Lake, Des Moines, and Storm Lake, IA.

Over one-fourth (33.3%) of out commuters are likely to change employment (approximately 306 people).

55.6% earn an annual salary median salary is \$97,500/year 38.9% earn an hourly wage median wage is \$30.00/hour.



EDUCATION OF AVAILABLE LABOR BY INDUSTRY OF CURRENT OR FORMER EMPLOYMENT

Data on this page is specific to only those survey respondents that reported they are likely to change or accept employment.

Industry	Education Beyond HS	Some Education Beyond HS, No Degree Obtained	Trade Certification/ Vocational Training	Associate Degree	Bachelor's Degree or Above
Agriculture, Forestry, & Mining	**	**	**	**	**
Construction	**	**	**	**	**
Education	100%	25.0%	12.5%	0.0%	62.5%
Entertainment & Recreation	**	**	**	**	**
Finance, Insurance, & Real Estate	100%	16.7%	0.0%	16.7%	66.7%
Government & Public Administration	100%	30.0%	10.0%	20.0%	40.0%
Healthcare & Social Services	71.4%	21.4%	0.0%	35.7%	14.3%
Manufacturing	73.4%	6.7%	0.0%	20.0%	46.7%
Personal Services	**	**	**	**	**
Professional Services	91.7%	16.7%	8.3%	16.7%	50.0%
Transportation, Communication, & Utilities	66.6%	0.0%	22.2%	33.3%	11.1%
Wholesale & Retail Trade	76.7%	50.0%	3.3%	6.7%	16.7%

Top percentages among industries per education level are highlighted in the table. **Insufficient survey data/refused

\$15.25

WAGES OF AVAILABLE LABOR BY INDUSTRY OF CURRENT OR FORMER EMPLOYMENT



**Insufficient survey data/refused. A lack of data for a particular industry is not necessarily indicative that there were no (or few) individuals surveyed within that industry. Rather, it may be that there simply were no respondents within that industry that also reported that they are likely to change or accept employment.

Note: A wide variety of occupations are included within these industry categories. Industry classification is based upon the respondent's reported current or former employer. Two respondents that work for a manufacturer will be classified within the manufacturing industry even if, for example, one respondent is a custodian and the other is an accountant.

UNDEREMPLOYMENT

Transportation, Communication, & Utilities

Wholesale & Retail Trade

The underemployed are working fewer than 35 hours per week but desire more hours (**inadequate hours**); in positions that do not meet their skill or education level, or have worked for higher wages at previous employment (**mismatch of skills**); or are earning wages equal to or less than the national poverty level and work 35 or more hours per week (**low income**).

	Percent Surveyed	Estimated Total		Percent Surveyed	Estimated Total
Inadequate Hours	1.7%	205	Mismatch of Skills	7.9%	951
\$ Low Income	0.2%	24	\(\sum_{\tau}\)†Total	9.1%	1,096

†Individuals may be underemployed for more than one reason but are counted only once for total estimated underemployment.

Note: To be counted as underemployed in any category an individual must be currently employed and likely to change their current employment situation.





\$48,000