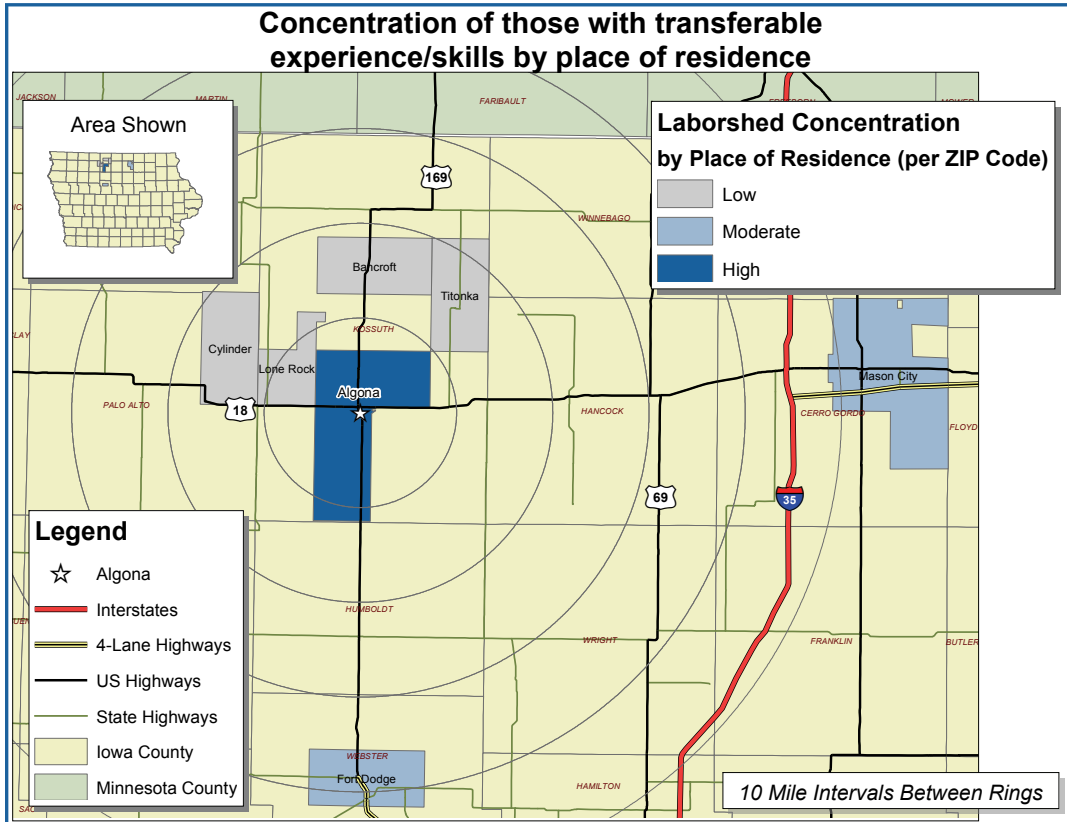


# Labor Characteristics

## Finance, Insurance, & Real Estate

### Kossuth County, IA Laborshed



### Estimated Potential Available Labor Per Occupational Category:

- Business Operations:**
- Chief Executives - 692
  - Managers - 346
  - Supervisors - 171
  - Clerks - 350
  - Customer Service Reps - 342

- Professional Services:**
- Accountants - 170
  - Graphic Designers - 180
  - Financial Specialists - 343
  - Installation, Maintenance, Repair Workers - 169
  - Insurance Sales Agents - 166
  - Loan Officers - 176
  - Production Workers, All Other - 177
  - Securities, Commodities, & Financial Services Sales Agents - 178

**An estimated total of 3,460 people in the Laborshed area**



Workers who have transferable experience/skills in the industry are currently commuting an average of 4 miles one way for work. Those who are willing to change/accept employment are willing to commute an average of 7 miles one way for the right employment opportunity.

### Employment Status:

#### 85.0% Employed

- 23.5% of the employed are willing to change employment

#### 5.0% Unemployed

#### 5.0% Homemakers, Not Employed

#### 5.0% Retired

### Education Levels:

- 80.0% Education beyond high school
- 5.0% Trade certified
- 10.0% Associate degree
- 40.0% Undergraduate degree
- 5.0% Postgraduate degree

### Workplace Flexibility:

(by percent of interest)

- Cross-training - 80.0%
- Varied shifts (2nd, 3rd, & split) - 0.0%
- Job sharing - 60.0%
- Job teams - 40.0%
- Seasonal work - 60.0%
- Temporary work - 20.0%

### Other Facts:

- 65.0% paid an annual salary
- 75.0% are/were employed full-time
- 20.0% are/were employed part-time
- 5.0% are/were self-employed
- 11.8% hold two or more jobs
- Currently working an average of 41 hrs/week

### Current Benefits:

- Health/medical insurance - 100%
- Pension/retirement/401K - 73.3%
- Dental coverage - 60.0%
- Paid vacation - 46.7%
- Disability insurance - 40.0%
- Vision coverage - 33.3%
- Life insurance - 20.0%
- Paid time off - 20.0%

### Desired Benefits:

(by percent of interest)

- Health/medical insurance - 100%
- Pension/retirement/401K - 80.0%
- Dental coverage - 60.0%
- Paid vacation - 60.0%
- Vision coverage - 40.0%
- Disability insurance - 20.0%
- Life insurance - 20.0%
- Paid holidays - 20.0%
- Paid sick leave - 20.0%
- Paid time off - 20.0%
- Prescription drug coverage - 20.0%

### Top Advertising Media:

(for those seeking employment opportunities)

- The Internet
  - [www.careerbuilder.com](http://www.careerbuilder.com)
  - [www.monster.com](http://www.monster.com)
- Local/Regional Newspapers
  - Algona Upper Des Moines
  - The Des Moines Register
- Iowa Workforce Development Centers
- Networking through friends, family, or acquaintances

### Underemployment:

Total Underemployment - 0.0%

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

IWD only counts individuals once when estimating Total Underemployment.

### For more information regarding the Kossuth County Laborshed Analysis, contact:

Kossuth/Palo Alto County  
Economic Development Corp.  
106 S Dodge St, Ste 210  
Algona, IA 50511  
Phone: 515-295-7979  
Fax: 515-295-8873  
Email: [kcedc@kossuthia.com](mailto:kcedc@kossuthia.com)  
[www.kossuth-edc.com](http://www.kossuth-edc.com)  
[www.paloaltoiowa.com](http://www.paloaltoiowa.com)

Information compiled by Iowa Workforce Development using Laborshed data released 2010.

Occupation	Occupational Code	Mean Wage	Entry Wage	Experienced Wage	Median Wage
Accountants and Auditors	13-2011	\$ 23.47	\$ 16.24	\$ 27.08	\$ 21.59
Appraisers and Assessors of Real Estate	13-2021	\$ 17.48	\$ 14.57	\$ 18.93	\$ 15.45
Bookkeeping, Accounting, and Auditing Clerks	43-3031	\$ 13.78	\$ 9.74	\$ 15.81	\$ 13.24
Business Operations Specialists, All Other	13-1199	\$ 18.65	\$ 11.53	\$ 22.21	\$ 17.05
Chief Executives	11-1011	\$ 48.32	\$ 16.49	\$ 64.23	\$ 46.20
Claims Adjusters, Examiners, and Investigators	13-1031	\$ 21.44	\$ 16.39	\$ 23.96	\$ 20.73
Compensation, Benefits, and Job Analysis Specialists	13-1072	\$ 24.62	\$ 19.66	\$ 27.10	\$ 24.07
Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	13-1041	\$ 24.53	\$ 20.34	\$ 26.63	\$ 23.39
Cost Estimators	13-1051	\$ 22.78	\$ 18.87	\$ 24.73	\$ 22.13
Customer Service Representatives	43-4051	\$ 12.81	\$ 9.65	\$ 14.39	\$ 12.00
Employment, Recruitment, and Placement Specialists	13-1071	\$ 17.47	\$ 11.96	\$ 20.23	\$ 17.81
Financial Managers	11-3031	\$ 40.35	\$ 26.43	\$ 47.31	\$ 38.51
Financial Specialists, All Other	13-2099	\$ 25.89	\$ 14.04	\$ 31.80	\$ 21.90
First-Line Supervisors/Managers of Office and Administrative Support Workers	43-1011	\$ 19.69	\$ 13.53	\$ 22.77	\$ 19.56
Graphic Designers	27-1024	\$ 14.70	\$ 10.77	\$ 16.66	\$ 13.07
Human Resources, Training, and Labor Relations Specialists, All Other	13-1079	\$ 17.94	\$ 12.17	\$ 20.83	\$ 17.92
Installation, Maintenance, and Repair Workers, All Other	49-9099	\$ 17.43	\$ 12.90	\$ 19.70	\$ 16.91
Insurance Sales Agents	41-3021	\$ 27.33	\$ 14.52	\$ 33.74	\$ 21.53
Loan Interviewers and Clerks	43-4131	\$ 15.96	\$ 12.78	\$ 17.56	\$ 14.83
Loan Officers	13-2072	\$ 26.67	\$ 16.79	\$ 31.62	\$ 23.81
Management Analysts	13-1111	\$ 35.19	\$ 24.56	\$ 40.52	\$ 37.32
Managers, All Other	11-9199	\$ 26.03	\$ 10.51	\$ 33.78	\$ 22.62
Production Workers, All Other	51-9199	\$ 12.95	\$ 10.40	\$ 14.23	\$ 12.54
Purchasing Agents, Except Wholesale, Retail, and Farm Products	13-1023	\$ 20.59	\$ 14.78	\$ 23.50	\$ 19.53
Real Estate Brokers	41-9021	\$ 28.20	\$ 21.64	\$ 31.48	\$ 29.62
Securities, Commodities, and Financial Services Sales Agents	41-3031	\$ 27.93	\$ 17.34	\$ 33.24	\$ 23.49
Training and Development Specialists	13-1073	\$ 24.35	\$ 16.41	\$ 28.30	\$ 24.84
Wholesale and Retail Buyers, Except Farm Products	13-1022	\$ 22.91	\$ 14.45	\$ 27.14	\$ 19.74

This Iowa Wage Survey for Iowa Workforce Development (IWD) Region 3/4 service area was produced by the Labor Force & Occupational Analysis Bureau to provide communities local information on wages by occupation. This publication was developed specifically for the IWD Region 3/4 service area. The source of the wage and employment data is the 2009 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](http://www.iowaworkforce.org).