

DSMUUSA

RESEARCH RESOURCES

MARLENA BANDURSKI

Vice President of Research



THREE WAYS THAT WE HELP

Through Partnership sponsored or hosted data sites

Sharing customized material from licensed platforms

Consulting on free resources

JOBSEQ

- Economic, workforce, demographic data
- Primary source of labor availability and wage data for RFIs
- Geography to the ZIP Code level



Greater Des Moines (DSM), Manufacturing Sector (100 Workers)

SOC	Title	New Employer Demand	Empl (Place of Residence) ¹	Unempl ¹	Regional Avg Wage	National Avg Wage	Empl Extended	Unempl Extended	Potential Candidates per Opening
51-2092	Team Assemblers	7	3,661	164	\$40,900	\$42,100	787	42	546
51-1011	First-Line Supervisors of Production and Operating Workers	4	2,056	27	\$65,900	\$71,800	1,692	35	521
51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	3	1,294	37	\$47,700	\$49,600	4,777	278	444
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	3	7,929	492	\$41,100	\$38,900	1,935	83	2,807
51-9111	Packaging and Filling Machine Operators and Tenders	3	1,216	57	\$35,700	\$40,700	14,805	795	425
51-2028	Electrical, Electronic, and Electromechanical Equipment Assemblers, Except Coil Winders, Tapers, and Finishers	2	459	22	\$39,900	\$43,600	47	3	241
11-1021	General and Operations Managers	2	10,372	130	\$102,100	\$126,100	11,614	147	5,251
17-2112	Industrial Engineers	2	981	12	\$98,500	\$101,900	4,187	51	496
49-9041	Industrial Machinery Mechanics	2	1,155	17	\$62,300	\$63,400	7,109	132	586
51-4041	Machinists	2	759	26	\$51,700	\$53,400	1,994	31	393
49-9071	Maintenance and Repair Workers, General	2	4,061	96	\$47,500	\$49,100	453	20	2,078
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	2	4,521	77	\$83,300	\$79,300	840	10	2,299
43-5071	Shipping, Receiving, and Inventory Clerks	2	1,912	83	\$42,300	\$42,200	17,180	794	997
51-4121	Welders, Cutters, Solderers, and Brazers	2	1,597	48	\$50,700	\$52,600	11,309	497	822
13-2011	Accountants and Auditors	1	4,324	41	\$76,900	\$88,300	4,627	65	4,365

Source: JobsEQ®, <http://www.chmuraecon.com/jobseq>
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JobsEQ 1

GAZELLE.AI

- Business intelligence platform
- Domestic and international company records
- Deep industry research

31111 - Dog and Cat Food Manufacturing

EXECUTIVE SUMMARY

DESCRIPTION

This U.S. industry comprises establishments primarily engaged in manufacturing dog and cat food from ingredients, such as grains, oilseed mill products, and meat products.

Industries in the Food Manufacturing subsector transform livestock and agricultural products into products for intermediate or final consumption. The industry groups are distinguished by the raw materials (generally of animal or vegetable origin) processed into food products. The food products manufactured in these establishments are typically sold to wholesalers or retailers for distribution to consumers, but establishments primarily engaged in retailing bakery and candy products made on the premises not for immediate consumption are included. Establishments primarily engaged in manufacturing beverages are classified in Subsector 312, Beverage and Tobacco Product Manufacturing.

OCCUPATIONAL PROFILE

TOP OCCUPATIONS	INDUSTRY SHARE	SALARY	TREND
Mixing and Blending Machine Setters, Operators, a...	11.9%	\$ 34.5k	↑
Packaging and Filling Machine Operators and Tend...	9.0%	\$ 32.9k	↑
Heavy and Tractor-Trailer Truck Drivers	6.4%	\$ 39.1k	↑
Laborers and Freight, Stock, and Material Movers, H...	5.5%	\$ 29.2k	↑
First-Line Supervisors of Production and Operating ...	4.1%	\$ 56.1k	↑
Food Batchmakers	3.9%	\$ 31.2k	↑
Sales Representatives, Wholesale and Manufacturi...	3.2%	\$ 62.8k	↑
Industrial Truck and Tractor Operators	2.7%	\$ 36.5k	↑
General and Operations Managers	2.5%	\$ 108.3k	↑
Maintenance and Repair Workers, General	2.4%	\$ 39.1k	↑

Source: U.S. Bureau of Labor Statistics

REVENUES \$28.2B
PROFITS \$6.6B
PROFIT MARGIN 23.3%
ESTABLISHMENTS 1,114
EMPLOYEES 26,251
AVG. SALARY \$45.8k

VALUE CHAIN ANALYSIS

SUPPLIER INDUSTRY NAME

NAICS	SUPPLIER INDUSTRY NAME	VALUES
332431	Metal Can Manufacturing	\$1.2B
311611	Animal (except Poultry) Slaughtering	\$1.2B
311612	Meat Processed from Carcasses	\$1.1B
312140	Distilleries	\$1.1B
332439	Other Metal Container Manufacturing	\$769.6M
311224	Soybean and Other Oilseed Processing	\$572.9M
551114	Corporate, Subsidiary, and Regional Managing Offices	\$535.7M
311221	Wet Corn Milling	\$474.6M
311225	Fats and Oils Refining and Blending	\$358.1M
325199	All Other Basic Organic Chemical Manufacturing	\$355.5M
322220	Paper Bag and Coated and Treated Paper Manufacturing	\$221.0M
322211	Corrugated and Solid Fiber Box Manufacturing	\$212.8M
484121	General Freight Trucking, Long-Distance, Truckload	\$197.1M
311211	Flour Milling	\$164.4M
325411	Medicinal and Botanical Manufacturing	\$164.3M
424410	General Line Grocery Merchant Wholesalers	\$154.5M
424490	Other Grocery and Related Products Merchant Wholesalers	\$152.7M
311514	Dry, Condensed, and Evaporated Dairy Product Manufacturing	\$146.4M
484110	General Freight Trucking, Local	\$100.9M
325193	Ethyl Alcohol Manufacturing	\$79.2M
484122	General Freight Trucking, Long-Distance, Less Than Truckload	\$78.6M
541330	Engineering Services	\$78.3M
311613	Rendering and Meat Byproduct Processing	\$76.3M
424210	Drugs and Druggists' Sundries Merchant Wholesalers	\$71.3M
424690	Other Chemical and Allied Products Merchant Wholesalers	\$71.1M
524210	Insurance Agencies and Brokerages	\$64.2M
326113	Unlaminated Plastics Film and Sheet (except Packaging) Manufacturing	\$60.7M
484220	Specialized Freight (except Used Goods) Trucking, Local	\$59.0M

BUYER INDUSTRY NAME

NAICS	BUYER INDUSTRY NAME	VALUES
541940	Veterinary Services	\$4.3B
336112	Light Truck and Utility Vehicle Manufacturing	\$24.8M
336360	Motor Vehicle Seating and Interior Trim Manufacturing	\$21.6M
722513	Limited-Service Restaurants	\$17.5M
325199	All Other Basic Organic Chemical Manufacturing	\$17.3M
325211	Plastics Material and Resin Manufacturing	\$14.5M
238210	Electrical Contractors and Other Wiring Installation Contractors	\$12.6M
311611	Animal (except Poultry) Slaughtering	\$12.2M
517312	Wireless Telecommunications Carriers (except Satellite)	\$11.9M
517311	Wired Telecommunications Carriers	\$11.8M
311612	Meat Processed from Carcasses	\$11.4M
238220	Plumbing, Heating, and Air-Conditioning Contractors	\$11.4M
722511	Full-Service Restaurants	\$11.2M
236220	Commercial and Institutional Building Construction	\$11.1M
325110	Petrochemical Manufacturing	\$10.9M
326199	All Other Plastics Product Manufacturing	\$10.4M
336390	Other Motor Vehicle Parts Manufacturing	\$8.3M
515210	Cable and Other Subscription Programming	\$8.2M
238910	Site Preparation Contractors	\$7.0M
238990	All Other Specialty Trade Contractors	\$6.9M
522110	Commercial Banking	\$6.9M
236118	Residential Remodelers	\$6.8M
336111	Automobile Manufacturing	\$6.8M
561730	Landscaping Services	\$6.5M
236115	New Single-Family Housing Construction (except For-Sale Builders)	\$6.4M
331110	Iron and Steel Mills and Ferroalloy Manufacturing	\$6.3M
523930	Investment Advice	\$6.2M

SITE TO DO BUSINESS

- Digital real estate tools
- Augments Esri data found in LOIS
- Ring studies, flood maps, pictometry

Database USA / Data Vu

Obtain lists of businesses in the U.S. by location, type of business, name or by using NAICS codes. The lists can be downloaded and used for analysis purposes on a map or as prospect lists. Contact name, title and telephone are included in most entries.



CoreLogic RiskMeter

700 LOCUST ST DES MOINES, IA 50309
LOCATION ACCURACY: EXCELLENT

Map Satellite

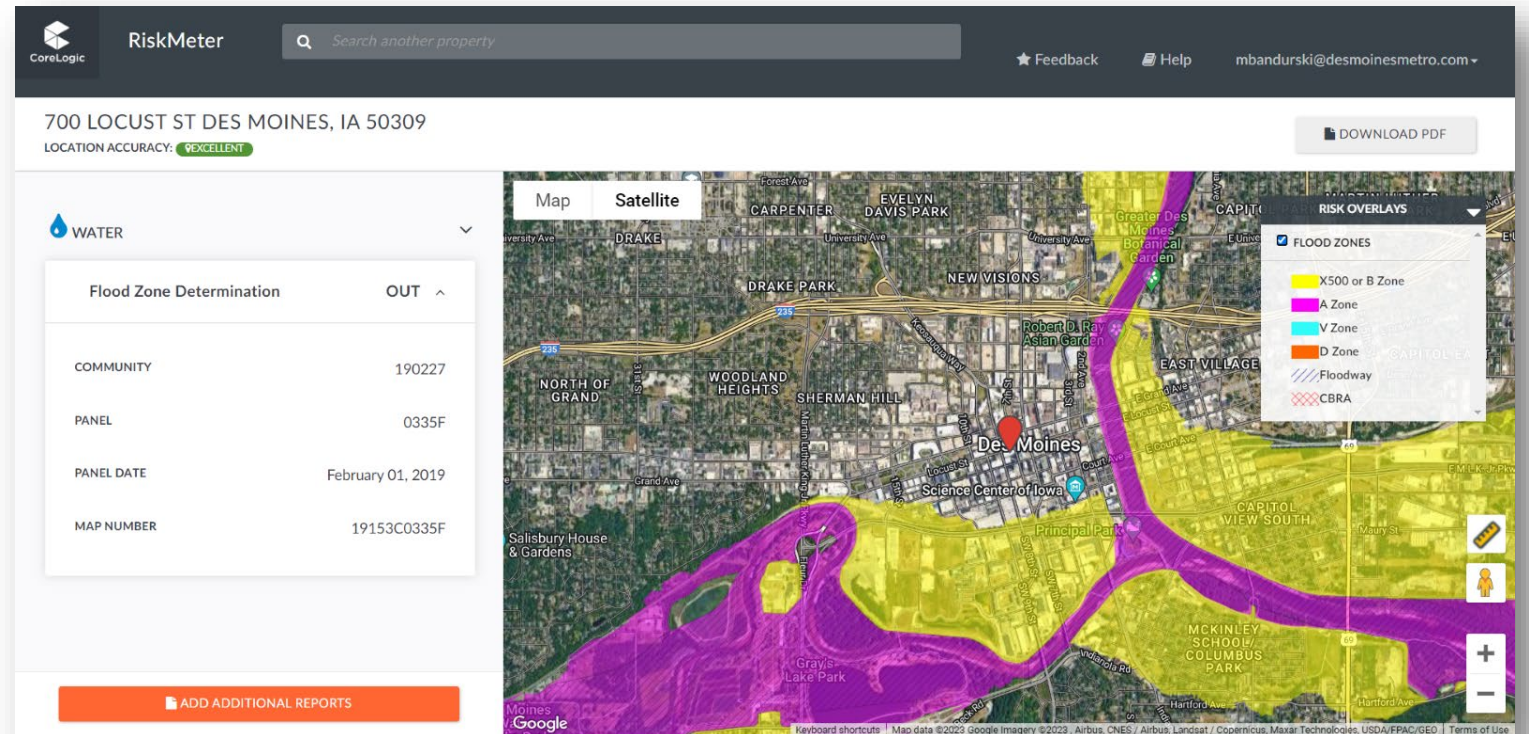
WATER	
Flood Zone Determination	OUT
COMMUNITY	190227
PANEL	0335F
PANEL DATE	February 01, 2019
MAP NUMBER	19153C0335F

ADD ADDITIONAL REPORTS

RISK OVERLAYS

- FLOOD ZONES

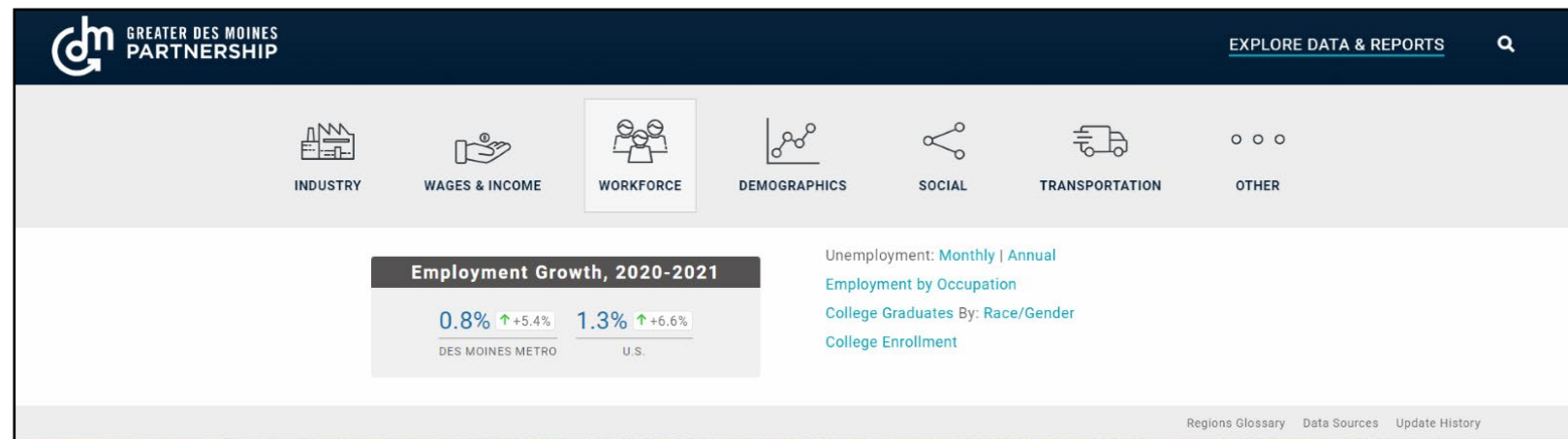
- X500 or B Zone
- A Zone
- V Zone
- D Zone
- Floodway
- CBRA



THE DATA HUB

- Faster loading new interface
- County and regional data
- Use LOIS if city-level demographics needed

DataDSMUSA.com



COLI CALCULATOR

- Access on our **Statistics** page
- Data collected locally and with national partners
- Updated quarterly

Types

Household Type	Los Angeles-Long Beach, CA	Des Moines, IA	National Average
Married Couple with Children Under 6	\$9,907	\$5,665	\$6,596
Married Couple with Children 6-17	\$11,491	\$6,683	\$7,749
Home Owner	\$11,018	\$6,437	\$7,286
Renter	\$6,730	\$3,150	\$4,146

Index Comparison

Category	Los Angeles-Long Beach, CA	Des Moines, IA	National Average
Composite (100%)	150.2	86.5	100.0
Grocery (15.73%)	110.7	98.4	100.0
Housing (28.10%)	239.8	69.2	100.0
Utilities (9.06%)	111.3	86.3	100.0
Transportation (8.53%)	124.9	87.7	100.0
Healthcare (4.83%)	109.5	95.5	100.0
Miscellaneous (33.75%)	116.6	93.8	100.0

Average Price Comparison

Item	Los Angeles-Long Beach, CA	Des Moines, IA	National Average
Steak	\$14.31	\$12.55	\$13.74
Ground Beef	\$5.47	\$5.06	\$5.32
Sausage	\$5.49	\$4.92	\$4.93
Frying Chicken	\$2.14	\$1.84	\$1.59
Chunk Light Tuna	\$1.38	\$1.10	\$1.20
Whole Milk	\$3.86	\$3.86	\$3.59
Eggs	\$4.53	\$3.39	\$3.43
Margarine	\$1.61	\$1.47	\$1.50

DON'T FORGET LOIS

- Community-provided data and annual updates by UNI
- Esri demographics, maps and more

GROWING BUSINESS HERE

DSM USA | Living Here | Growing Business Here | Working Here | About | News & Media | Calendars | Membership Directory

Alex Lynch | Senior Director of Business Attraction
(515) 286-4958
alynch@DSMpartnership.com

Greater Des Moines Partnership
Counties: Adair(IA), Dallas(IA), Guthrie(IA), Jasper(IA), Madison(IA), Marion(IA), Marshall(IA), Polk(IA), Poweshiek(IA), Warren(IA)

OVERVIEW

The cost of doing business in DSM is 12% below the national average. Cost of living is typically 10-12% lower overall; currently, it's 14% lower! Our average commute is 20 minutes.

Population

Population By Age 2023	Population By Age 2028
65 & Older	65 & Older

A photograph of three people walking on a paved path through a forest. The entire image is overlaid with a semi-transparent red color. The people are walking away from the camera. The person on the left is a woman with braids, wearing a light-colored jacket and dark leggings. The person in the middle is a woman wearing a patterned top and dark shorts. The person on the right is a man wearing a red t-shirt, dark shorts, and a hat. The background consists of many trees with dense foliage.

Foot Traffic

PLACER.AI

Relatively new to Partnership

Used for retail and Downtown foot traffic tracking

Other modules being introduced

Property Overview

Mar 1 - Aug 31, 2023



Metrics

Downtown DSM
8th St, Des Moines, IA 50314

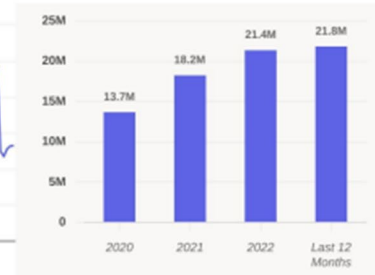
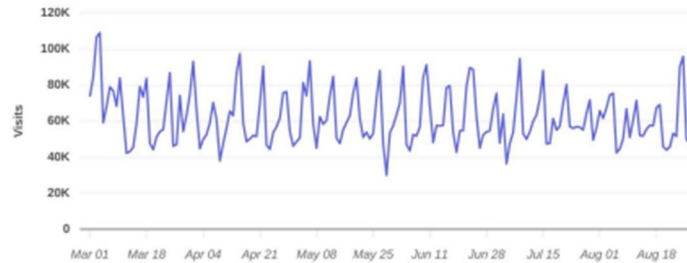
Visits	11.4M	Avg. Dwell Time	277 min
Visits / sq ft	N/A	Panel Visits	510.9K
Size - sq ft	N/A	Visits YoY	-0.1%
Visitors	2.2M	Visits Yo2Y	+15.6%
Visit Frequency	5.12	Visits Yo3Y	+94.9%

Mar 1st, 2023 - Aug 31st, 2023
Data provided by Placer Labs Inc. (www.placer.ai)



Visits Trend

Downtown DSM
8th St, Des Moines, IA



Daily | Visits | Mar 1st, 2023 - Aug 31st, 2023
Data provided by Placer Labs Inc. (www.placer.ai)



THANK YOU

Marlena Bandurski | MBandurski@DSMpartnership.com | 515-286-4953

DSMWUSA

