

IOWA WORKFORCE DEVELOPMENT
**QUARTERLY
INDUSTRY REVIEW**

2011 1st Quarter

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Lake Mills Jobs Move to Mexico

Lake Mills—As reported by the *Belmond Independent*—Two hundred employees at Cummins Filter were finally given notice of their last day at work. The plant will transfer more production to Mexico on April 8. The decision to close much of the factory has been modified and delayed several times since the first

announcement in August 2009. Last year about 400 jobs were lost to Mexico, but some work continued. Now, beginning in April, only about 150 remaining employees will work in the plant on a "permanent" basis.



Photo: courtesy of colemanequip.com

**WESTERN IOWA
MANUFACTURING**

Hawarden—As reported by the *Sioux City Journal*—Blaming falling livestock supplies in the region, Superior Farms last week cut 32 jobs at its lamb slaughter and processing plant in Hawarden.

The move dealt another economic blow to the Northwest Iowa community of about 2,400. Earlier last month, Staples Promotional Products closed its headwear manufacturing plant in

Western Iowa Continued on Page 2

**CENTRAL IOWA
MANUFACTURING**

Lake Mills—As reported by the *Belmond Independent*—Two hundred employees at Cummins Filter were finally given notice of their last day at work. The plant will transfer more production to Mexico on April 8. The decision to close much of the factory has been modified and delayed several times since the first announcement in August 2009. Last year about 400 jobs were lost to Mexico, but some work continued. Now, beginning in April, only about 150 remaining employees will work in the plant on a "permanent" basis.

Central Iowa Continued on Page 4

**EASTERN IOWA
MANUFACTURING**

Oelwein—As reported by the *Oelwein Daily Register*—Oelwein's Industrial Park will soon have a new 50,000 sq. ft. building added to it when Quality Plus Manufacturing moves its operations there.

Quality Plus President Dan Forsyth, in making the announcement that Quality Plus Manufacturing, now located in Hazleton, will be moving to the Oelwein Industrial Park stated "Quality Plus Manufacturing is pleased to relocate in Oelwein. While going through the

Eastern Iowa Continued on Page 7

WESTERN IOWA

MANUFACTURING

Continued from Page 1—Hawarden—Hawarden, eliminating 20 jobs.

"Those are kind of a couple hard knocks in a community our size, when you lose 40 to 50 jobs back to back," city administrator Gary Tucker said.

The most recent losses came as Superior Farms eliminated the further processing department at the plant the Davis, Calif. -based packer purchased last fall from Iowa Lamb Corp.

The decision leaves the Hawarden plant with z employees involved in sales, livestock procurement and harvesting.

The case-ready processing work done at the Northwest Iowa facility will be transferred to Superior Farm's plant in Denver.

"We have two facilities that were not running at capacity," Superior Farms spokeswoman Angela Gentry said. "We were not seeing livestock move through the Iowa facility to the degree we were hoping. As of now, it makes more efficient sense for us and our customers to have that work being done in Denver, until the livestock numbers increase."

According to the American Sheep Industry Association, demand for lamb was down 10 percent in 2009, a livestock costs and subsequent retail prices increased. In the last 20 years, U.S. farmers and ranchers have reduced their sheep herds nearly in half, according to the association.

"If we can do a good job of increasing demand for lamb, we can hopefully convince producers to increase supply," Gentry said.

The displaced Superior Farms workers are eligible for severance pay, as well as assistance in finding new employment, she said.

Hull—*As reported by the Hull Sioux County Index-Reporter*—Agropur, the Hull-based cheese and whey producer, will add 10 full-time positions during the next round of expansion, slated to begin soon.

"We have some good things going right now," said Agropur general manager Tim Czmowski.

"We will add those positions to meet the demands of a 24-hour, 7-day per week production schedule. We have to match up the demand on our farms."

Czmowski hopes to add the new jobs during the next couple of months in advance of milk flushing season in the spring, seen as the peak time for the production of cows milk.

Agropur is the new name of the former Green Meadows and Trega Foods.

The positions will be in the following areas: the cheese department, the whey department and in maintenance. The primary job in both the cheese and whey departments will be in packaging.

Proposed maintenance jobs will center on operation of the boiler, knowledge of ammonia systems and mechanical skills for the upkeep of production equipment and the facility.

As stated, Agropur will begin a 7-day production cycle.

New employees at Agropur will receive full benefits, medical insurance including dental and vision and short-term and long-term disability. Employees have the option of joining the matching 401k.

The salary is competitive, starting at \$12.80 per hour, with shift bonuses for working either nights or on Sundays.

Sioux City—*As reported by the Sioux City Journal*—A \$6 million expansion of American Pop Corn Co.'s microwave popcorn manufacturing operations in Sioux City is nearing completion.

In mid-April, the makers of Jolly Time popcorn anticipates opening the new 43,000-square-foot plant, being built just south of the Sioux City company's existing 41st Street factory in Leeds.

Hiring also has begun for the new plant, which will start with two more production lines, said company president Garry Smith. There will be room for up to six more lines as future growth dictates, Smith said, which will create up to 18 jobs.

The original plant, built in 1988 as consumers increasingly switched to microwave popcorn, has eight production lines.

WESTERN IOWA

MANUFACTURING

Continued from Page 2—Sioux City—American Pop Com, which employs 150 people in Sioux City, expects to create at least 17 new jobs with its latest expansion.

Sales of Jolly Time's Healthy Pop microwave popcorn is driving the expansion.

After Weight Watchers endorsed Jolly Time's Healthy Pop, demand for the 94 percent fat free variety exploded nearly overnight.

"It was a huge spike once those packages started hitting the shelves" in January 2009, said Tom Elsen, vice president of marketing for American Pop Corn Co.

The official nod from Weight Watchers, an influential national weight-loss group, assured health-conscious consumers nationwide that Healthy Pop is a quality low-fat product, Smith said.

The soaring demand was reminiscent of the sky high sales of Jolly Time's Blast-O-Butter microwave popcorn in the 1990s.

"It became our best-selling product and one of the best in the nation within months," Smith said of the buttery, theater-style product.

Sioux City—As reported by the *Des Moines Register*—Global Foods Processing Inc. will expand its operation in Sioux City with the construction of a facility on the site of the former John Morrell & Co. meat-packing plant, the company has announced.

The company already has a plant in Sioux City that employs 175 people. The \$10 million expansion would add nearly 200 jobs.

Global Foods plans to build a 67,000-square-foot building on 10 acres at the former Morrell site. Construction could begin later this year.

Global Foods said the expansion is needed to meet growing pork exports.

INFORMATION

Red Oak—As reported by the *Omaha World-Herald*—DirecTV has opened a dispatch center at Red Oak, Iowa, moving its operation from Stanton, Iowa, while adding about 70 more employees.

DirecTV said the center serves as the connection between customers and technicians who work on direct TV installations. The center expects to hire more as its business expands and eventually employ about 150 people.

Dave Baker, senior vice president, and Mary Ellen Baumgardt, vice president, recently took part in a grand-opening ceremony for the center.

FINANCE & INSURANCE

Carroll—As reported by the *Coon Rapids Enterprise*—American Home Shield officials have confirmed its Carroll operation will be hiring 81 people over a three to four month period. The total number of employees at the AHS facility in Carroll is 470. Our staffing model is seasonably driven, and these hires are in line with what we've seen in

prior years, said Shelley Thomas, a spokesperson for American Home Shield. AHS is owned by ServiceMaster Co., one of the world's largest residential and commercial service companies.

ADMINISTRATIVE & WASTE SERVICES

Sergeant Bluff—As reported by the *Daily Times-Herald*—Roughly 250 workers at a call center in northwest Iowa are set to be laid off.

Stream Global Services has announced that it's laying off staffers at its Sergeant Bluffs facility over the next two months.

The company cited a decline in volume by one of its clients in making the cuts. It notified workers on Monday.

Sergeant Bluff—As reported by the *Associated Press*—A call center in northwest Iowa plans to hire 500 more workers.

KMEG-TV reports the announcement from Stream Global Services comes about two weeks after it announced it would lay off 250

WESTERN IOWA

ADMINISTRATIVE & WASTE SERVICES

Continued from Page 3—Sergeant Bluff—employees at its customer service and tech support call center in Sergeant Bluffs.

Stream Global says the new hires at the Sergeant Bluffs facility are due to new services offerings for one of its client.

The layoffs were to be effective May 15. It wasn't immediately clear how that would be affected.

EDUCATIONAL SERVICES

Royal—As reported by the *Sioux City Journal*—Clay Central Everly school superintendent Bob Raymer said that the district gave layoff notices to faculty members last week (week of February 7). While most were termination notices, some were changes of assignment.

The layoffs come in an effort to bring the district's budget in line, and are aimed at reducing the projected \$750,000 shortfall for the coming school year, Raymer said.

The elimination of what will be about 13 full-time-equivalent positions should pare about \$700,000 from next year's budget, Raymer added. That would bring faculty members to 28, compared to the present 41, he said.

CENTRAL IOWA

MANUFACTURING

Kanawha—As reported by the *Mason City Globe-Gazette*—Officials at Kiefer Built Inc. in Kanawha are being tight-lipped about what exactly is happening with the company, but layoffs have reportedly occurred.

Kathye Gaines, branch manager at Consumer Credit Counseling Services in Mason City, said she is part of a Rapid Response Team that is meeting Kiefer Built employees March 8 at the Kanawha fire station.

Employees receive information that can help them make decisions about where to go from here.

Kerry Koonce, spokeswoman for Iowa Works, also known as Iowa Workforce Development, in Des Moines, said a Rapid Response Team is assembled whenever there is a layoff of 25 or more employees.

The meetings are planned in cooperation with the company, Koonce said.

A manufacturer of livestock equipment, horse and cargo trailers and flatbeds, Kiefer Built was founded in 1974 by Arden Kiefer. It has employed as many as 100 people.

Kanawha—As reported by the *Britt News-Tribune*—Keeping the doors open at Kiefer Built in Kanawha "is huge," said Hancock County Economic Development Director Dwight Widen.

"It's about a rural way of life," said Widen on Friday. "This is great news."

Stellar Industries of Garner announced it would acquire the business that produces horse, livestock, cargo and industrial trailers. Stellar, an employee-owned and operated business, manufactures hydraulic truck-mounted equipment.

Stellar Industries Communications Manager Donna Popp-Bruesewitz said about 30 were employed in the Kiefer Built plant. Company officials were working with state officials and hoped to rehire as many hourly employees as available, able, "and additional help as needed" in the future, she said.

Plans are to begin operation of the Kanawha plant in about two weeks, she added.

The name will remain "in some form .. but the official name has not been finalized yet," she said.

CENTRAL IOWA

WHOLESALE TRADE

Johnston—As reported by the *Des Moines Register*—Pioneer Hi-Bred's latest expansion will include 138 jobs, 100,000 square feet of greenhouses and millions of bugs.

The company won an estimated \$7 million in state income tax credits from the Iowa Economic Development Board Thursday for its planned \$32 million expansion of its greenhouse research facilities at its headquarters in Johnston.

The company also will expand a work force that now totals 2,400 in Polk County and 3,000 statewide, with seed production facilities in Algona, Cherokee, Durant, Dysart, Hedrick, Mount

Pleasant, Reinbeck, Renwick and Toledo, plus research facilities at Dallas Center, Sheldahl and Marion.

The new Johnston facilities will include an insectary that will breed more than 250 million corn borers, rootworms and other pests for Pioneer to use to test the resistances of new strains of corn and soybeans.

The expansion may begin in the second quarter of this year at the Pioneer campus on Northwest 82nd Street. The credits applied to state corporate income taxes would begin in 2016.

The expansion is the latest for Pioneer, which added 400 workers

and about 50,000 square feet of laboratory and greenhouse space in 2007. The company is bolstering its competition with biotech rivals Monsanto, Syngenta and Dow Agro-sciences for new generations of genetically engineered corn and soybean seeds.

RETAIL TRADE

Des Moines—As reported by the *Des Moines Register*—J.C. Penney's store at Southridge Mall in Des Moines will close June 1 as a part of a company-wide plan to cull its lesser-performing outlets, the retailer said Monday.

Spokesman Joey Thomas said some of the retailer's 76 employees at Southridge will be offered jobs in other stores. "Those eligible associates who don't remain with the company will receive separation benefits," Thomas said, including help finding jobs elsewhere in the community.

No decision has been made as to how the store liquidation will occur, Thomas said.

TRANSPORTATION & WAREHOUSING

Des Moines—As reported by the *Waterloo-Cedar Falls Courier*—About 80 mostly part-time jobs will be lost when UPS closes its Des Moines billing center.

UPS told Des Moines television station KCCI that it also will close a center in Columbia, S.C. That will cost Columbia about 110 full and part-time jobs.

UPS says the closing won't affect the remaining 1,350 drivers and other workers in Des Moines.

The closing will take more than a year, and the company says it will try to find other UPS jobs for the 190 workers.

INFORMATION

Des Moines—As reported by the *Des Moines Register*—The *Des Moines Register* announced an advertising restructuring and other changes that will result in about 10 employee layoffs.

The company said new positions would be added but gave no details.

"Our number one goal is to provide result-driven, multi-media solutions to our business clients, and with this restructure we are better able to deliver on that commitment," said Register Publisher Laura Hollingsworth. "I understand these changes impact our employees and their families and truly appreciate their hard work and commitment."

FINANCE & INSURANCE

Des Moines—As reported by the *Quad-City Times*—Wells Fargo & Co. said it is laying off 200 employees in its home mortgage division.

The workers were hired as short-term employees to help the San Francisco-based company work through home loan applications. Applications accelerated in 2010 as a federal government program helped homeowners who owed more on their homes than they were worth refinance the loans.

CENTRAL IOWA

FINANCE & INSURANCE

Continued from Page 5—Des Moines—"Now that the application volume has started to slow, we're having to notify these shorter term assignment workers that their assignments are ending," said spokesman Jason Menke.

The workers were given a 60-day notice.

Newton—*As reported by the Des Moines Register*—Marsh Inc. is shelving an idea for a \$5.3 million expansion that could have brought 150 jobs to Newton.

"Due to recent changes in our business, we have decided to table this venture for the time being and may reassess if future conditions allow," Matt Seifert, managing director for Marsh U.S. Consumer, wrote Friday in an e-mail to employees.

Seifert also noted that Marsh had never committed to expanding in Newton. A company spokeswoman declined to comment.

In October, the Iowa Economic Development Board approved a \$450,000 forgivable loan, job training assistance and tax credits for the project. Newton would have offered a \$90,000 tax abatement, state documents show. The potential expansion was seen as a much-needed boost for Newton, a city that lost hundreds of jobs when Whirlpool Corp. bought Maytag and closed its factory and headquarters in 2007. Windstream, the Arkansas company that purchased Iowa Telecommunications, said in October it would cut 146 of its 265 jobs in Newton, a city of about 14,800.

The expansion under consideration would have supported Marsh's operations in Des Moines, Newton and Urbandale. Marsh U.S. Consumer designs, sells and administers insurance-related risk management and financial service programs. It has 1,000 employees in Urbandale, 175 in Des Moines and 50 in Newton.

Marsh U.S. Consumer is a subsidiary of Marsh Inc., a unit of Marsh & McLennan Co., a publicly traded company with 52,000 employees.

MANAGEMENT OF COMPANIES

Eldora—*As reported by the Mason City Globe-Gazette*— An Eldora-based company that makes athletic clothing is closing its doors, costing the jobs of 10 Iowans and about 95 workers in North Carolina.

Chief executive Stephen Throssel of Dodger Industries said there have been a lot of tears shed for the central Iowa company. It began in 1940 as Dodger Gym Co. in Fort Dodge.

There are 10 administrative workers in Eldora, around 95 factory workers in Clinton, N.C. It will take the company another six weeks to fill its last orders and sell off its assets.

Throssel said that foreign competition, lower market share and clothing prices were higher obstacles than the company could surmount.

He said Dodger Industries tried to downsize size and restructure, but "the recession just knocked us off our pins."

Eldora—*As reported by the Des Moines Register*— The owners of Dodger Industries say the Eldora business has been sold to a North Carolina company.

The Greene Co. has purchased the name and intellectual property rights, along with some inventory, Stephen Throssel, Dodger's chief executive, said.

He said no further information is available about the deal.

The company said it planned to close its Iowa and North Carolina operations, laying off 10 workers in Eldora and 95 workers in a factory in Clinton, N.C. The company, which celebrated its 70th year in 2010, cited foreign competition and the recession among its reasons for closing.

ADMINISTRATIVE & WASTE SERVICES

Des Moines—*As reported by the Omaha World-Herald*—Iowa Workforce Development is proposing closing three dozen field offices and cutting 100 jobs to meet Gov. Terry Branstad's proposed budget.

Agency Director Teresa Wahlert outlined the plan to a legislative subcommittee March 17th.

CENTRAL IOWA

ADMINISTRATIVE & WASTE SERVICES

Continued from Page 6—Des Moines—She has proposed closing 39 of the 55 state's field offices and maintaining 16 regional offices. She said the state would move computers and other technology from the closing offices to the state's public libraries, where many jobless workers go to look for jobs and write resumes.

In all, about 75 state employment workers would be cut. Nearly 35 positions are vacant.

Wahlert said many of the offices that would close have limited hours and part-time staffs.

Branstad's budget would cut the agency's funding by 6.3 percent to about \$15.7 million.

PUBLIC ADMINISTRATION

Des Moines—As reported by the *Waterloo-Cedar Falls Courier*—Iowa's human services chief said he expects his state agency will have to cut 236 positions through layoffs and attrition in light of expected budget cuts and no funding for salary adjustments in the fiscal year that begins July 1.

Chuck Palmer, director of the state Department of Human Services, said his department currently has 5,029 state-funded positions while the latest fiscal 2012 budget projections will provide enough state money to support 4,777 positions.

In a memo to DHS staff, Palmer said he expected that half of the 236 positions that need to be reduced could be managed by keeping funded positions vacant.

DHS spokesman Roger Munns said employee layoffs would be considered "a last resort." He said the total number of employees that could be laid off would be "close to 120," with the rest being managed by not filling vacancies and attrition.

Palmer said the proposed fiscal 2012 funding level recommended by the governor would have "unavoidable consequences." He also said his agency will continue to explore ways to be more efficient but the priorities will be to protect the most vulnerable Iowans who depend on DHS services.

The most significant impact of the proposed staff reductions would be in DHS field operations, he said.

"Of the total 236 positions that we need to reduce, about half - an estimated 135 - will come from the field, including income maintenance workers and social workers," Palmer wrote.

EASTERN IOWA

MANUFACTURING

Continued from Page 1—Oelwein—process of procuring a new location for our manufacturing plant, it became apparent that Oelwein is the best choice for us."

Cedar Rapids—As reported by the *Cedar Rapids Gazette*—Boeing's big win in the Defense Department's \$30 billion aerial refueling tanker program will mean 200 Iowa jobs at Rockwell Collins.

Rockwell is a full partner on the Boeing team, although it also had equipment on the rival bid of EADS North America that was not selected, Rockwell Collins spokeswoman Pam Tvrdy said.

The program is one of the biggest military contracts in history. Although EADS North America planned to assemble its aircraft in Alabama, the company's European roots fueled "buy-American" sentiment from Boeing supporters.

Boeing has said the project will mean 50,000 jobs nationwide, 800 total in Iowa, with more than 800 suppliers in more than 40 states.

Rockwell Collins will provide the flight deck, aircraft networks, surveillance/air-traffic-management equipment, communications gear and navigation gear on Boeing's NewGen tanker. The flight deck will be the same technology Rockwell Collins is supplying for Boeing's long-awaited 787 Dreamliner passenger jet.

EASTERN IOWA

MANUFACTURING

Charles City—As reported by the *Waterloo-Cedar Falls Courier*—A dozen people were laid off at a chicken processor in Charles City that began production less than two months ago.

"We expect this to be short term," said Greg Abbiatti, general manager of Bushman Family Farms, which opened in mid-November.

At the moment "we are a little overstaffed," he said.

Abbiatti said he hopes the employees can be hired back in March.

The plant produces organic and antibiotic-free chickens.

Davenport—As reported by the *Des Moines Register*—The city of Davenport and a manufacturer want the state to help with a \$31 million expansion that would create 68 jobs.

Davenport is expected to ask the Iowa Department of Economic Development Board for a \$250,000 grant to help with \$1.65 million in railroad, road and water improvements at the city's industrial park that would help Phoenix Closures and other companies there.

Phoenix Closures, which makes injection-molded caps for food products, proposes building a \$30.5 million, 254,000-square-foot plant on 20 acres that would employ 68 workers.

The Naperville, Ill. company said the new operation would accommodate new product lines.

The company seeks high-quality-jobs tax credits and \$394,294 in job training assistance. Davenport also would provide a \$5.37 million rebate in the form of tax increment financing over 15 years.

Muscatine—As reported by the *Muscatine Journal*—A Muscatine plant is shipping nearly 20 jobs to Lakeville, Minn.

Nennah, Wis. -based Menasha Co. announced it will relocate the majority of its production and some key equipment from its Muscatine manufacturing and warehouse/fulfillment facilities at 3206 Hershey Ave.

Nineteen of the company's 74 Muscatine workers will be affected by the move. A small number of positions will be created at the Lakeville facility, and Muscatine employees can apply for those jobs, Nancy Whitton, a spokeswoman for the company, said in a news release.

Whitton said the company will begin moving the equipment in March and expects to finish by the end of April.

Menasha Packaging Co. president Mike Waite said the relocation will improve production and save the company money.

The company's Muscatine plant, which opened in 2001, will continue to provide warehousing, fulfillment, some manufacturing, customer service, design and sales support.

Further information was unavailable.

Menasha Packaging Co. is a subsidiary of Menasha Corp. It was founded in 1849. The company provides graphic consumer packaging, merchandising solutions, corrugated packaging, food packaging and shipping containers.

The company employs about 3,200 people nationwide, with sales approaching \$1 billion.

West Union—As reported by the *Oelwein Daily Register*—Signode Engineered Products announced it would be closing its West Union assembly plant.

"This difficult decision is not a reflection on the skills and dedication of the workforce," said Manager Larry Huinker.

He reported that the company would be moving production to another plant with similar capabilities to reduce increasing manufacturing and engineering costs.

Production at the West Union plant, which makes high-speed automated packaging equipment, will end in July.

The closure will eliminate jobs for eight employees. The company will provide severance benefits and career transition assistance to the employees.

Signode is a division of Illinois Tool Works Inc.

EASTERN IOWA

RETAIL TRADE

Grundy Center—As reported by the *Grundy Register*—Long-running rumors were confirmed, as Grundy County's lone General Motors dealership announced that it had sold its final car.

Liberty Motors manager Ross Hamilton confirmed that it had been the dealership's final day of operation, affecting 10 employees.

"It's a very hard day," he said. "There's been a GM dealership in this town for (a long time)."

"We're sorry to be closing. The employees are sorry ... we had a lot of great customers."

Hamilton said the dealership has been for sale for a little more than a year. He said the ownership group that purchased Smith Motors and turned it into Liberty had hoped to open several dealerships across the state.

"That never came about and they had no desire to keep one store," he said.

Since the dealership hit the market, Hamilton said there had been a couple of potential buyers, including one recently. The dealership was originally slated to close Dec. 31, but the owners kept it open to give the buyer more time to secure financing.

"The last buyer fell through last Friday," Hamilton said. When that fell through ..."

Hamilton said the closing likely signals more than the end of a dealership.

"With the way GM is restructuring there won't be another GM dealership in Grundy Center," he said. "They're looking to move more toward the larger cities."

Vinton—As reported by the *Vinton Cedar Valley Times*—For Vinton residents there are a few certain things; death, taxes, and doing your Sunday grocery shopping at Roy's.

Sunday shopping will be put on hiatus as Roy's Vinton location will be closing March 12, leaving the Shellsburg location as the last remaining Roy's.

Roy's Foods, owned by Roy Fish, started in Shellsburg before branching out to Vinton a few years ago, taking up residence in the old Food Pride building.

"It was an economic decision," Fish said. "If you don't have the sales you can't stay open."

INFORMATION

Cedar Rapids—As reported by the *Cedar Rapids Corridor Business Journal*—Go Daddy's plans for growth are ongoing and they're going on now. This past week, the national company, which has a newly opened facility in Hiawatha, announced that it planned to hire about 350 new employees across America, with about 100 of those landing in the Corridor building.

"Go Daddy plans to keep the momentum as we build-out our Hiawatha facility," said Lane Jarvis, vice president of human relations for Go Daddy.

She went on to say that over the next few years, the company plans to double the Hiawatha headcount. Right now, the facility employs about 300 workers.

"We would consider just under 600 to be at full capacity for our facility at One Parsons Drive," Ms. Jarvis said.

The 100 jobs being added to the Hiawatha location will mostly be customer care positions, officials said. However, it was also said that "Go Daddy will also be adding several other corporate positions to the Hiawatha office this year."

Company officials said the additional jobs would be added in "the coming weeks."

This growth is right on pace with what the company anticipated when it opened last year. At the time, company officials said the building was intended to eventually house somewhere between 500 and 600 workers.

When the 55,000-square-foot facility first opened last July, it had more than 80 employees, many of whom had moved from the Cedar Rapids office where Go Daddy was located before purchasing the Hiawatha facility. Additionally, about a dozen employees had transferred from the company's Arizona headquarters.

Then, just a few months ago, company officials said that it was closing 2010 with about 200 employees, with plans to hire about another 100. Those 100 have come, and now even more are on their way.

"Go Daddy is one of the few companies to see growth in what has been a struggling economy over these last several years," said

EASTERN IOWA

INFORMATION

Continued from Page 9—Cedar Rapids—spokeswoman Elizabeth Driscoll last September. In fact, the company has doubled its size in fewer than four years.

The company's vice president for public relations went on to say that, "We've been able to grow as the Internet has exploded... When you have that kind of customer need, hiring good people is very important."

Go Daddy, which is the world's largest web-hosting and domain name registrar, caused much excitement when it opened in the community of 6,500.

"I understand there are a lot of younger people who are leaving the great state of Iowa because they don't think they can find the jobs they are looking for," said Hiawatha mayor Tom Theis at the time. "This proves otherwise. I think Go Daddy is exactly the type of company they would want to work for, and we want to make Hiawatha the type of place they'd want to live."

Company officials say that the customer care workers will earn about \$14 an hour with additional bonuses and commissions available.

Hiawatha—*As reported by the Des Moines Register*—PAETEC Holding Corp. is closing its network operations center in Cedar Rapids and moving it to Rochester, N.Y., taking 50 jobs there.

The decision was made last fall to close the center, based largely on the fact the technical talent pool is deeper in the Rochester region, CEO Arunas Chesonis said Monday.

"We get 10 times as many qualified applications here than we do in Iowa for a technical opening," Chesonis told the Rochester Democrat and Chronicle.

PAETEC employs 834 people in the Rochester area, home of its headquarters. Some of the 50 positions being added are being filled by people relocating from Iowa.

Iowa City—*As reported by the Iowa City Press-Citizen*—A software company is expanding operations in Iowa City, including adding 24 new jobs.

MetaCommunications, a developer of project management software and collaboration tools for marketing and creative departments, has begun its expansion, according to a news release from the company. The new jobs include four professional positions in sales, marketing, document/training and software engineering, according to the release.

"The release of our new software products marks a major event for our business and a major expansion of the markets we serve," Robert T. Long, president of MetaCommunications, said in a statement.

"We are excited that the results of our research and development investments of the past several years are ready for market, and we are looking forward to launching the sales and marketing efforts."

The expansion is connected to the company releasing three new software products. The Iowa City office for MetaCommunications is at 1210 S. Gilbert St.

FINANCE & INSURANCE

Cedar Rapids—*As reported by the Cedar Rapids Gazette*—AEGON announced plans to eliminate about 20 positions on its Transamerica Life & Protection's Operational Services team in Cedar Rapids.

The Transamerica Life & Protection division includes business operations of affiliated AEGON companies offering life and health insurance and financial products.

"Over the past two years, in a challenging business environment, AEGON has taken a number of steps to improve business performance, lower expenses, and sharpen our focus on core businesses," said Cindy Nodorft, AEGON manager of corporate communications. This includes realigning some of our divisions to operate more effectively.

"Transamerica Life & Protection's Operational Services team will be reducing staff in order to better align its resources with the needs of the business."

Nodorft said the job eliminations are occurring across multiple locations in the United States.

EASTERN IOWA

FINANCE & INSURANCE

Continued from Page 10—Cedar Rapids—"We are working closely with our employees and those impacted will be able to apply for openings in the company,"

Nodorft said. "Employees who do not remain with one of our companies will be provided a minimum of 60 days paid notice. Those who stay until their termination date will be provided separation pay and benefits as well as job placement assistance."

AEGON on Dec. 1 announced that it will reduce the number of employees in its U.S. operations by 400 to 500 positions, or about 5 percent of its U.S. work force over the next two years.

The Dutch-based global insurer also is rebranding a majority of its retail products sold in the United States as Transamerica.

Waterloo—*As reported by the Waterloo-Cedar Falls Courier*—United Healthcare is closing its Waterloo call center, which will put about 50 employees out of work.

The decision came about 2 1/2 years after the Minnetonka, Minn.-based insurance company doubled its full-time work force at the center.

"As with any business, we continually evaluate our organizational structure to ensure that we are best serving our customers needs while operating efficiently and effectively," said Greg Thompson, regional spokesman for United Healthcare.

Call center staffers respond to inquiries about health benefits, such as claims, payments, services covered, information on network physicians and reimbursement. The Waterloo center doubled its employee roster in the summer of 2008, when it hired 25 new full-time workers.

Waterloo is a relatively minor piece in the United Healthcare call center network, Thompson said.

The closure of the Waterloo office, one of 14 call centers

in United Healthcare's network, will get under way in March and will be completed in May, Thompson said. He added that Waterloo is the only closure currently scheduled.

Now, the company has determined that it would be good business strategy to integrate the Waterloo center with larger offices in Louisville, Ky., and Duluth, Minn., Thompson said.

"We are providing all affected employees with outplacement assistance, and these employees also have the opportunity to apply for other job openings throughout United-Health Group," Thompson said. "This will not impact or disrupt the service we provide to our customers in any way."

A receptionist at the local center said employees and management were not available and referred inquiries to the corporate office.

ADMINISTRATIVE & WASTE SERVICES

Cedar Rapids—*As reported by the Des Moines Register*—RuffaloCODY, a Cedar Rapids fundraiser and enrollment manager, said it plans to add about 75 professional and technical positions to its staff - both locally and across the country - with an average annual salary of \$40,000.

The company also plans to add 7,500 square feet to its Capital Drive Southwest location in Cedar Rapids. The company now has space for about 70 workers. RuffaloCODY has a corporate office at Kirkwood Community College.

"To better meet the needs of our clients and reach the significant goals we've set for 2011, we plan to begin hiring for these positions in early February," said All Ruffalo, RuffaloCODY's chief executive.

The company says it employs more than 3,600 people across the United States and Canada, including about 360 full-time staff. Offices in Cedar Rapids represent nearly half of its full-time employment.

Oelwein—*As reported by the Oelwein Daily Register*—One of Oelwein's largest employers, WS Live, creates 25 new call center jobs and gives employees a wage increase.

For Oelwein residents looking for work, WS Live brings good news and 25 new positions to the area. The downtown call center recently expanded business with an existing client as well as signed a deal with a new client. The additional business allows WS Live to raise the wage of daytime call center agents and bring on 25 additional full-time jobs, which includes one supervisor position.

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ADMINISTRATIVE & WASTE SERVICES

Continued from Page 11—Cedar Rapids—Suzi Whitman, Call Center Manager at WS Live, commented, "We are privileged to have such great people working for us, and I'm thrilled to be able to hire so many new agents. We are also looking forward to the new inbound call."

WS Live's Oelwein facility has traditionally handled outbound telemarketing programs; however, the new client will mark the first inbound sales program.

"This is to go along with a new inbound program. Customers will be calling the center for service and sales," said Marketing Manager Aaron Kannowski.

He reported that they are also adding employees at their Dubuque call center.

"We're expanding our business and bringing it into the call centers," he said.

According to Kannowski the new positions will be filled by March 21.

EDUCATIONAL SERVICES

Cedar Rapids—*As reported by the Omaha World-Herald*—Fifty employees of the Grant Wood Area Education Agency have been told they will be laid off in June.

Grant Wood spokesman George Held said the layoffs are mostly the result of anticipated cuts in state funding. Iowa has yet to approve a state budget, but Gov. Terry Branstad has proposed a \$20 million cut for area education agencies.

The layoffs won't be official until the state passes its budget, but Cedar Rapids-based Grant Wood was required by job contracts to announce the losses.

The workers will stay on the job until the end of the fiscal year in June.