

# Regional Workforce Overview

Emsi Q1 2017 Data Set

March 2017

Emsi



Moscow, Idaho 83843

# Parameters

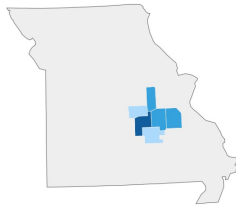
## Regions

| Code  | Description           |
|-------|-----------------------|
| 29055 | Crawford County, MO   |
| 29065 | Dent County, MO       |
| 29073 | Gasconade County, MO  |
| 29125 | Maries County, MO     |
| 29161 | Phelps County, MO     |
| 29221 | Washington County, MO |

## Datarun

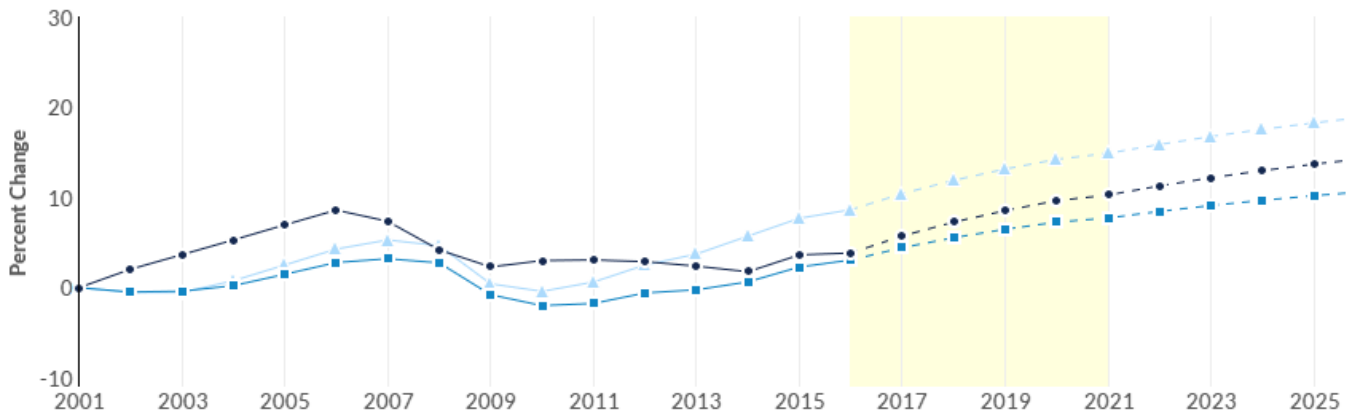
2017.1 - QCEW Employees, Non-QCEW Employees, and Self-Employed

# Economy Overview



|                                      |         |
|--------------------------------------|---------|
| Population (2016)                    | 133.6K  |
| Jobs (2016)                          | 45.6K   |
| Earnings (2016)                      | \$40.5K |
| COL Adjusted Average Earnings (2016) | \$43.7K |
| Unemployed (10/2016)                 | 2.7K    |
| Completions (2015)                   | 2.7K    |
| GRP (2016)                           | \$3.2B  |
| Exports (2016)                       | \$5.3B  |
| Imports (2016)                       | \$6.4B  |

## Regional Trends



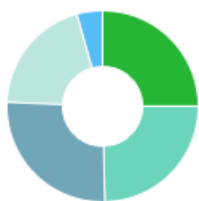
| Region   | 2016 Jobs   | 2021 Jobs   | Change    | % Change |
|----------|-------------|-------------|-----------|----------|
| ● Region | 45,564      | 48,383      | 2,819     | 6.2%     |
| ■ State  | 3,067,194   | 3,205,926   | 138,732   | 4.5%     |
| ▲ Nation | 157,312,564 | 166,373,509 | 9,060,945 | 5.8%     |

## 2016 Gender Demographics



| Gender  | 2016 Population | 2016 Percent |
|---------|-----------------|--------------|
| Females | 65,585          | 49.1%        |
| Males   | 68,024          | 50.9%        |

## 2016 Age Cohort Demographics



| Age Cohort        | 2016 Population | 2016 Percent |
|-------------------|-----------------|--------------|
| Under 20 years    | 33,373          | 25.0%        |
| 20 to 39 years    | 32,942          | 24.7%        |
| 40 to 59 years    | 34,792          | 26.0%        |
| 60 to 79 years    | 26,683          | 20.0%        |
| 80 years and over | 5,819           | 4.4%         |

## 2016 Race/Ethnicity Demographics



| Race/Ethnicity                  | 2016 Population | 2016 Percent |
|---------------------------------|-----------------|--------------|
| All Other Race/Ethnicities      | 3,307           | 2.5%         |
| White, Hispanic                 | 2,066           | 1.5%         |
| Black, Non-Hispanic             | 2,071           | 1.5%         |
| Two or More Races, Non-Hispanic | 2,248           | 1.7%         |
| White, Non-Hispanic             | 123,916         | 92.7%        |

## 2016 Educational Attainment



| Education Level            | 2016 Population | 2016 Percent |
|----------------------------|-----------------|--------------|
| Less Than 9th Grade        | 8,621           | 9.6%         |
| 9th Grade to 12th Grade    | 8,565           | 9.5%         |
| High School Diploma        | 34,446          | 38.2%        |
| Some College               | 16,624          | 18.4%        |
| Associate's Degree         | 6,008           | 6.7%         |
| Bachelor's Degree          | 9,043           | 10.0%        |
| Graduate Degree and Higher | 6,836           | 7.6%         |

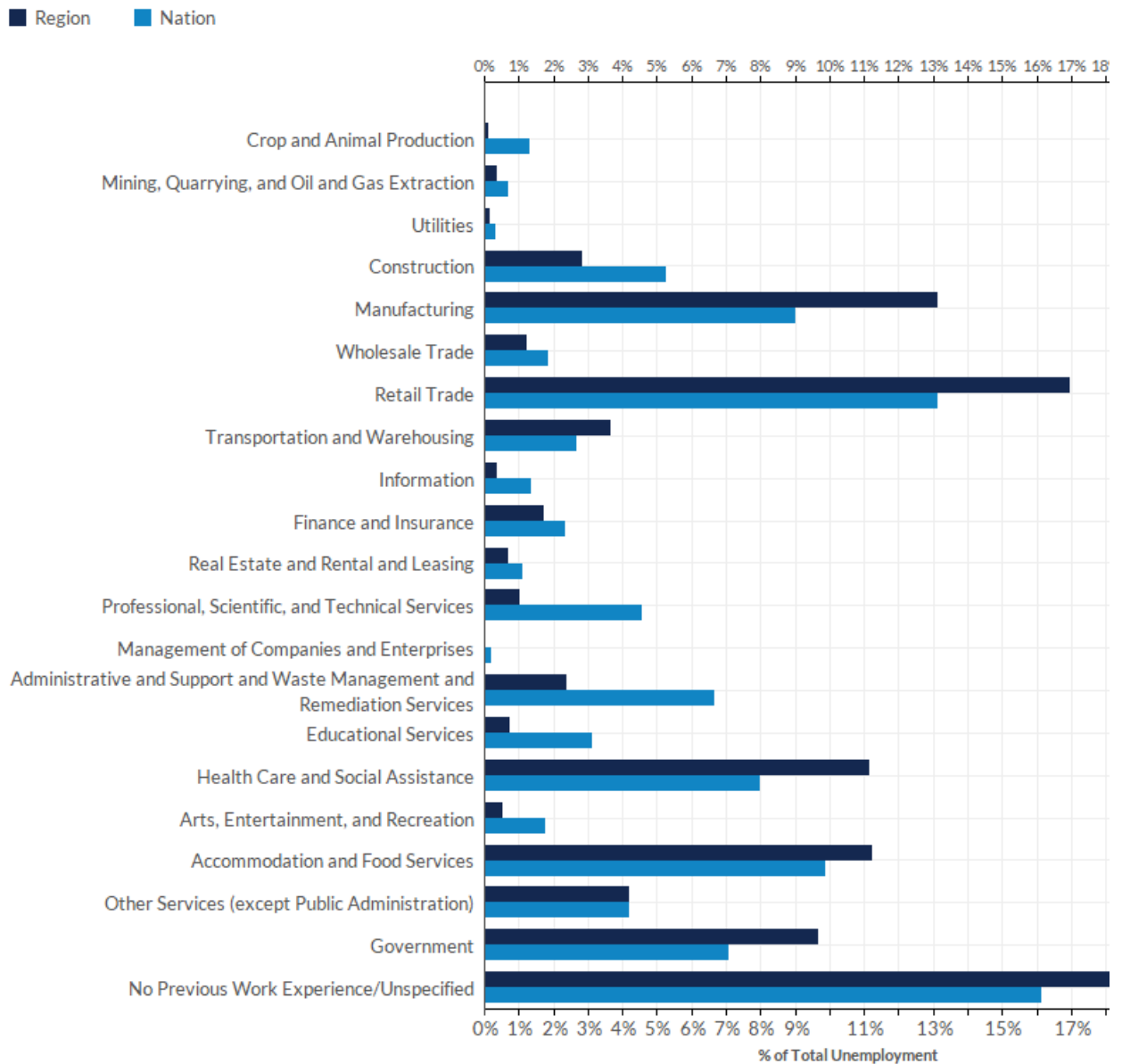
### Top Program Completions

| CIP | Program   | Completions (2015) |
|-----|---|--------------------|
| 14  | Engineering   | 1,639              |
| 15  | Engineering technologies and engineering-related fields       | 267                |
| 11  | Computer and information sciences and support services        | 238                |
| 51  | Health professions and related programs                       | 95                 |
| 40  | Physical sciences   | 92                 |
| 26  | Biological and biomedical sciences                            | 68                 |
| 52  | Business, management, marketing, and related support services | 62                 |
| 42  | Psychology  | 48                 |
| 27  | Mathematics and statistics                                    | 43                 |
| 47  | Mechanic and repair technologies/technicians                  | 24                 |

# Unemployment by Industry

2,660

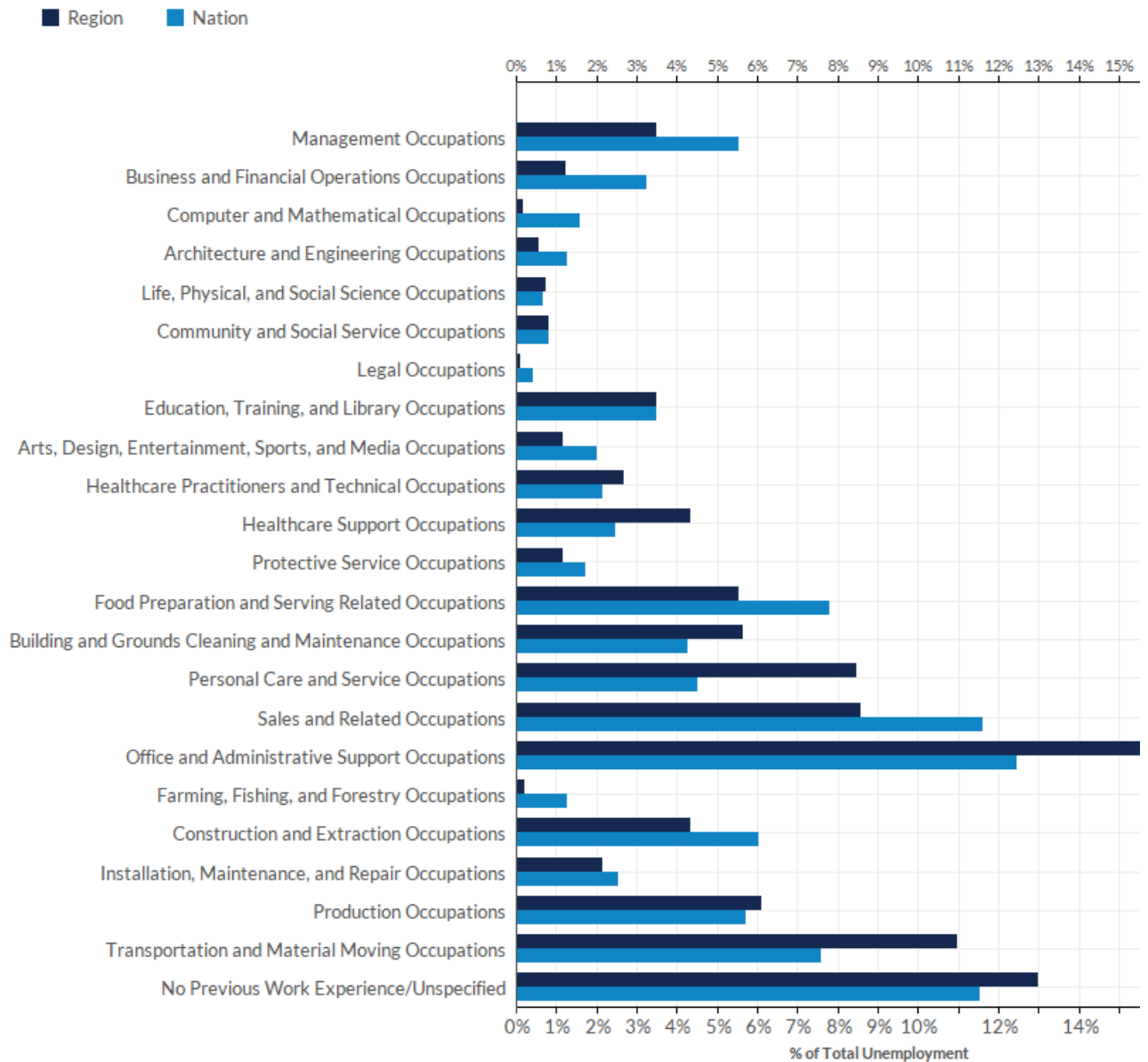
Total Unemployment (10/2016)



# Unemployment by Occupation

2,660

Total Unemployment (10/2016)



## Jobs by Industry

45,564  
Total Jobs (2016)

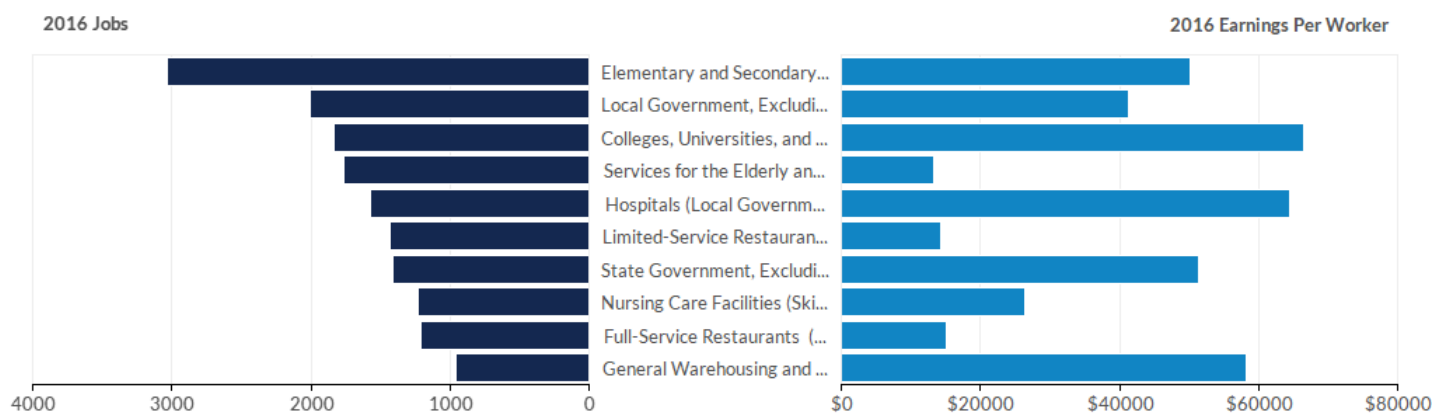
49.7%  
Male  
(National: 51.5%)

50.3%  
Female  
(National: 48.5%)

| NAICS | Industry   | 2016<br>Jobs |
|-------|--|--------------|
| 11    | Crop and Animal Production   | 488          |
| 21    | Mining, Quarrying, and Oil and Gas Extraction                            | 148          |
| 22    | Utilities  | 130          |
| 23    | Construction   | 2,199        |
| 31    | Manufacturing  | 5,752        |
| 42    | Wholesale Trade  | 1,264        |
| 44    | Retail Trade   | 5,376        |
| 48    | Transportation and Warehousing   | 2,290        |
| 51    | Information  | 313          |
| 52    | Finance and Insurance  | 1,219        |
| 53    | Real Estate and Rental and Leasing                                       | 414          |
| 54    | Professional, Scientific, and Technical Services                         | 806          |
| 55    | Management of Companies and Enterprises                                  | 227          |
| 56    | Administrative and Support and Waste Management and Remediation Services | 1,111        |
| 61    | Educational Services   | 189          |
| 62    | Health Care and Social Assistance  | 6,171        |
| 71    | Arts, Entertainment, and Recreation                                      | 320          |
| 72    | Accommodation and Food Services  | 3,530        |
| 81    | Other Services (except Public Administration)                            | 2,277        |
| 90    | Government   | 11,339       |
| 99    | Unclassified Industry  | 0            |

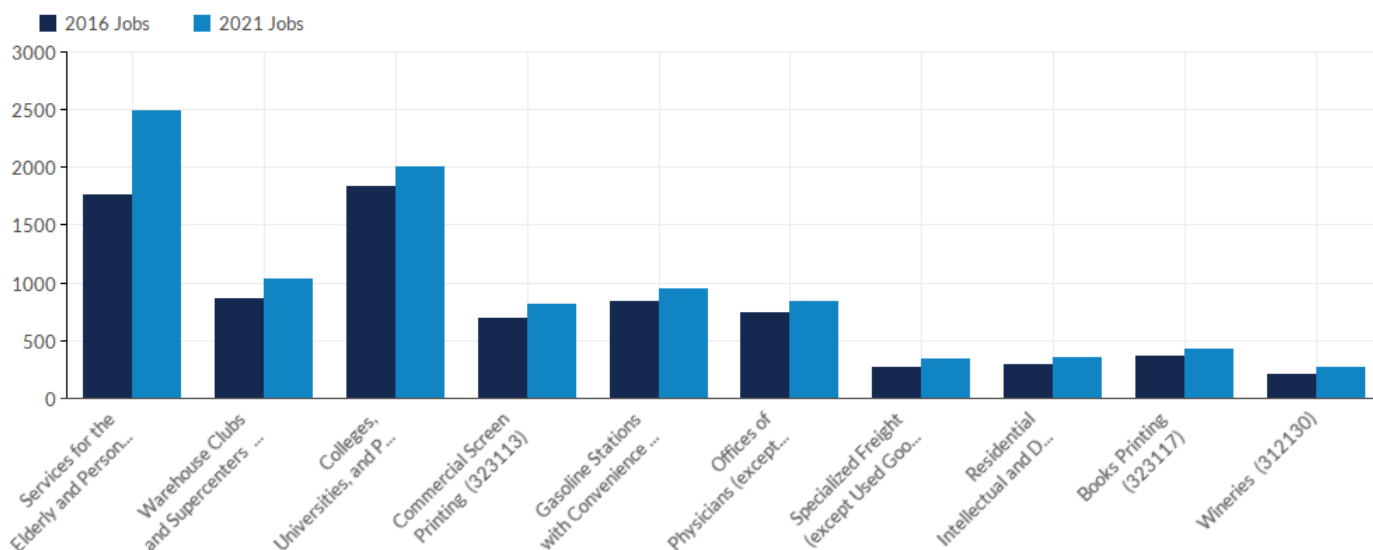


# Largest Industries



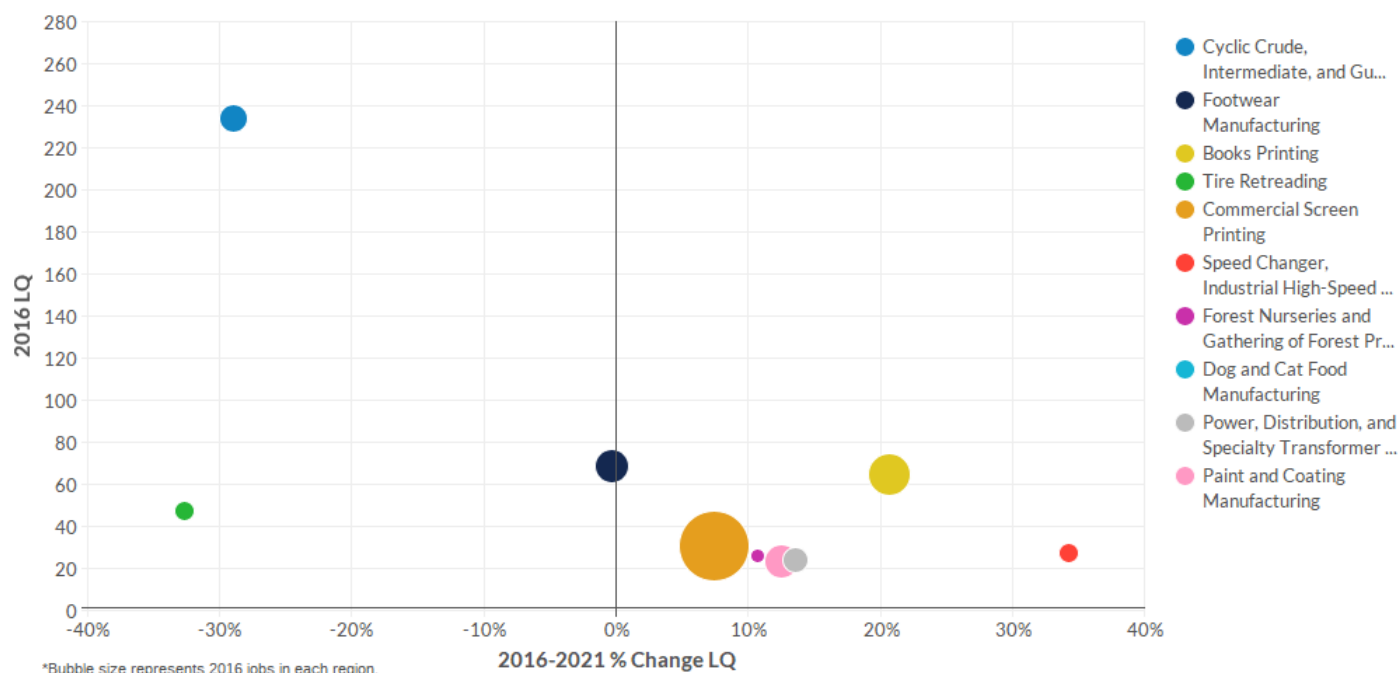
| Industry  | 2016 Jobs | 2021 Jobs | Change in Jobs (2016-2021) | % Change | 2016 Earnings Per Worker |
|---|-----------|-----------|----------------------------|----------|--------------------------|
| Elementary and Secondary Schools (Local Government)                 | 3,028     | 3,031     | 3                          | 0%       | \$50,106                 |
| Local Government, Excluding Education and Hospitals                 | 2,007     | 2,028     | 21                         | 1%       | \$41,377                 |
| Colleges, Universities, and Professional Schools (State Government) | 1,836     | 2,001     | 165                        | 9%       | \$66,477                 |
| Services for the Elderly and Persons with Disabilities              | 1,762     | 2,484     | 722                        | 41%      | \$13,260                 |
| Hospitals (Local Government)  | 1,576     | 1,598     | 22                         | 1%       | \$64,417                 |
| Limited-Service Restaurants   | 1,432     | 1,460     | 28                         | 2%       | \$14,312                 |
| State Government, Excluding Education and Hospitals                 | 1,407     | 1,392     | -15                        | -1%      | \$51,451                 |
| Nursing Care Facilities (Skilled Nursing Facilities)                | 1,230     | 1,256     | 26                         | 2%       | \$26,407                 |
| Full-Service Restaurants  | 1,206     | 1,209     | 3                          | 0%       | \$15,031                 |
| General Warehousing and Storage                                     | 961       | 949       | -12                        | -1%      | \$58,250                 |

## Fastest Growing Industries



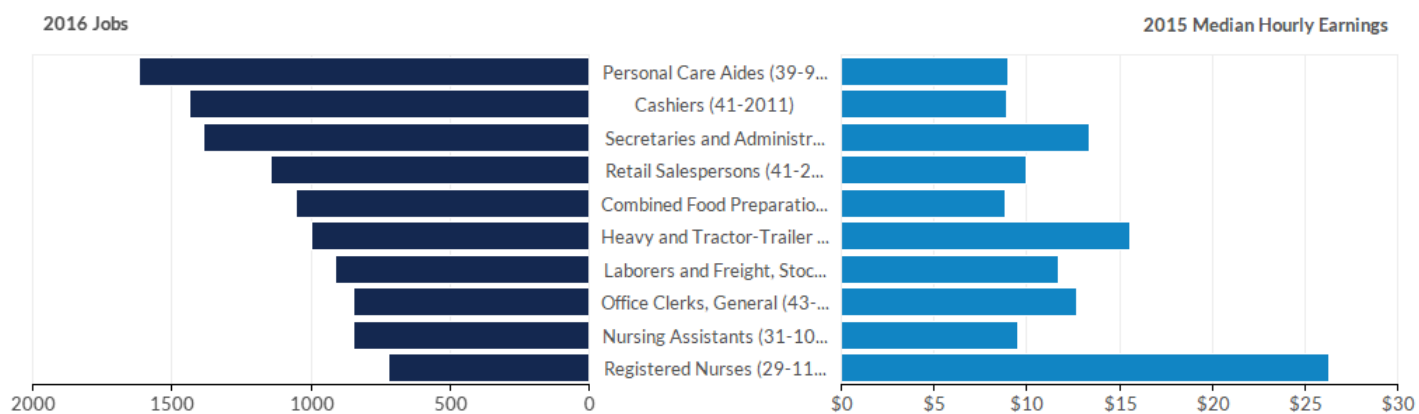
| Industry  | 2016 Jobs | 2021 Jobs | Change in Jobs (2016-2021) | % Change | 2016 Earnings Per Worker |
|---|-----------|-----------|----------------------------|----------|--------------------------|
| Services for the Elderly and Persons with Disabilities              | 1,762     | 2,484     | 722                        | 41%      | \$13,260                 |
| Warehouse Clubs and Supercenters                                    | 857       | 1,036     | 178                        | 21%      | \$31,824                 |
| Colleges, Universities, and Professional Schools (State Government) | 1,836     | 2,001     | 165                        | 9%       | \$66,477                 |
| Commercial Screen Printing  | 695       | 820       | 124                        | 18%      | \$30,638                 |
| Gasoline Stations with Convenience Stores                           | 838       | 941       | 103                        | 12%      | \$20,167                 |
| Offices of Physicians (except Mental Health Specialists)            | 745       | 834       | 90                         | 12%      | \$105,809                |
| Specialized Freight (except Used Goods) Trucking, Local             | 272       | 340       | 68                         | 25%      | \$42,983                 |
| Residential Intellectual and Developmental Disability Facilities    | 286       | 350       | 64                         | 23%      | \$28,271                 |
| Books Printing  | 366       | 426       | 60                         | 16%      | \$43,382                 |
| Wineries  | 210       | 265       | 55                         | 26%      | \$16,464                 |

## Highest Industry Location Quotient



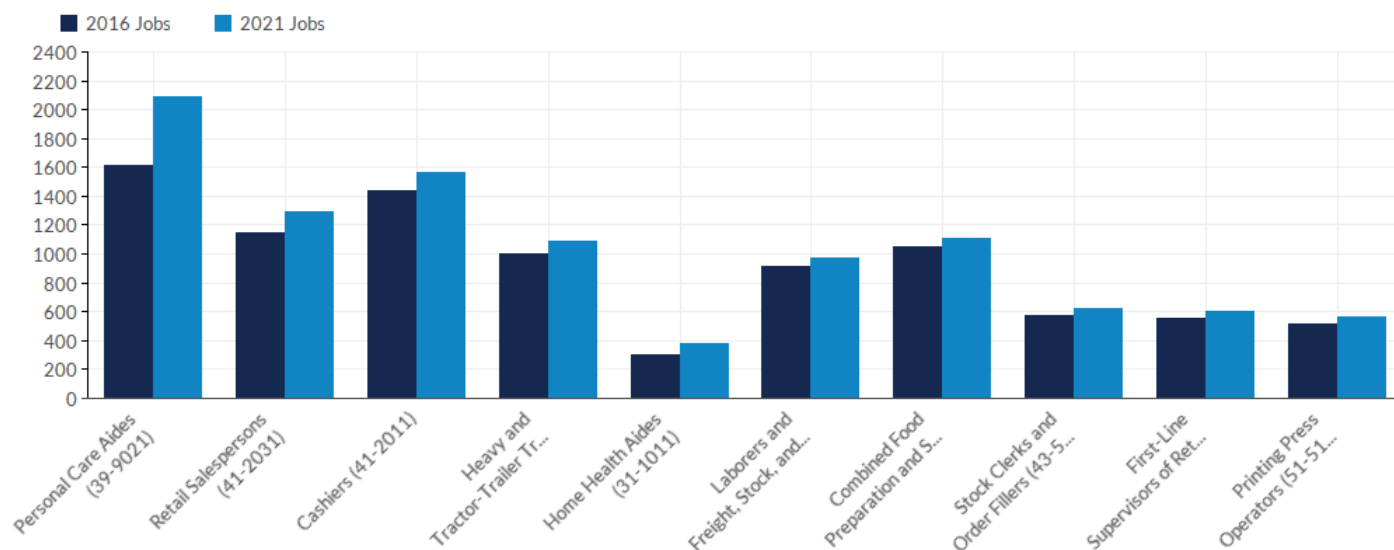
| Industry  | 2016 Jobs | 2021 Jobs | % Change | 2016 LQ | 2021 LQ | % Change LQ | 2016 Earnings Per Worker |
|---|-----------|-----------|----------|---------|---------|-------------|--------------------------|
| Cyclic Crude, Intermediate, and Gum and Wood Chemical Manufacturing | 213       | 168       | -21%     | 234.31  | 166.39  | -29%        | \$59,443                 |
| Footwear Manufacturing  | 267       | 260       | -3%      | 68.95   | 68.72   | 0%          | \$31,416                 |
| Books Printing  | 366       | 426       | 16%      | 64.34   | 77.68   | 21%         | \$43,382                 |
| Tire Retreading   | 89        | 66        | -26%     | 47.43   | 31.94   | -33%        | \$50,068                 |
| Commercial Screen Printing  | 695       | 820       | 18%      | 30.66   | 32.95   | 7%          | \$30,638                 |
| Speed Changer, Industrial High-Speed Drive, and Gear Manufacturing  | 95        | 128       | 34%      | 27.53   | 36.96   | 34%         | \$57,456                 |
| Forest Nurseries and Gathering of Forest Products                   | 20        | 25        | 28%      | 25.94   | 28.73   | 11%         | \$44,061                 |
| Dog and Cat Food Manufacturing                                      | 174       | 217       | 24%      | 24.75   | 26.81   | 8%          | \$60,116                 |
| Power, Distribution, and Specialty Transformer Manufacturing        | 177       | 213       | 20%      | 23.94   | 27.19   | 14%         | \$68,644                 |
| Paint and Coating Manufacturing                                     | 269       | 310       | 15%      | 23.24   | 26.16   | 13%         | \$76,587                 |

# Largest Occupations



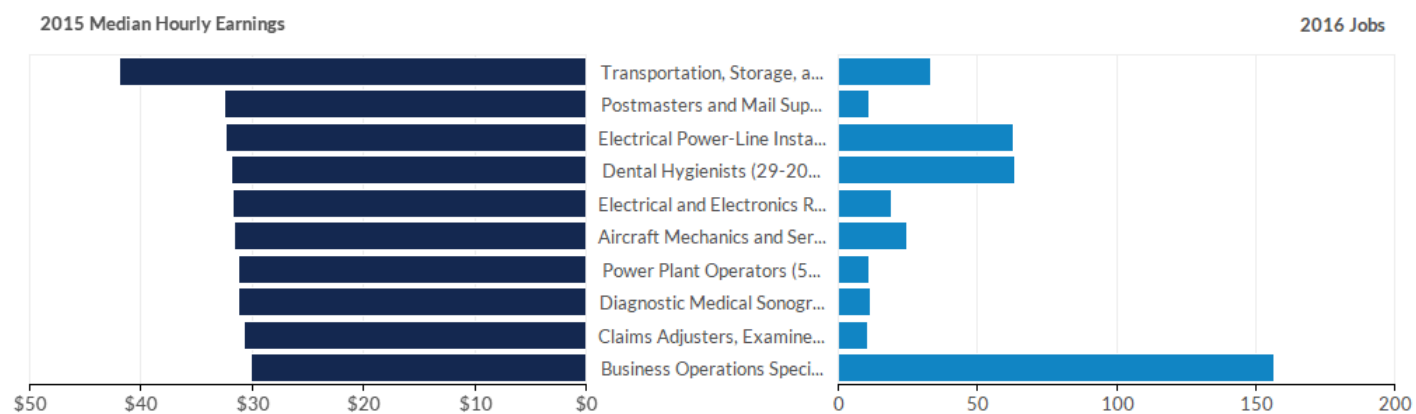
| Occupation  | 2016 Jobs | 2021 Jobs | Change in Jobs (2016-2021) | % Change | 2015 Median Hourly Earnings |
|---|-----------|-----------|----------------------------|----------|-----------------------------|
| Personal Care Aides   | 1,616     | 2,085     | 469                        | 29%      | \$9.00                      |
| Cashiers  | 1,433     | 1,564     | 131                        | 9%       | \$8.92                      |
| Secretaries and Administrative Assistants, Except Legal, Medical, and Executive | 1,384     | 1,418     | 34                         | 2%       | \$13.40                     |
| Retail Salespersons   | 1,145     | 1,289     | 144                        | 13%      | \$9.94                      |
| Combined Food Preparation and Serving Workers, Including Fast Food              | 1,051     | 1,105     | 55                         | 5%       | \$8.84                      |
| Heavy and Tractor-Trailer Truck Drivers   | 999       | 1,088     | 89                         | 9%       | \$15.55                     |
| Laborers and Freight, Stock, and Material Movers, Hand                          | 912       | 968       | 55                         | 6%       | \$11.72                     |
| Office Clerks, General  | 848       | 892       | 44                         | 5%       | \$12.68                     |
| Nursing Assistants  | 846       | 886       | 40                         | 5%       | \$9.51                      |
| Registered Nurses   | 719       | 756       | 37                         | 5%       | \$26.32                     |

# Fastest Growing Occupations



| Occupation   | 2016 Jobs | 2021 Jobs | Change in Jobs (2016-2021) | % Change | 2015 Median Hourly Earnings |
|--|-----------|-----------|----------------------------|----------|-----------------------------|
| Personal Care Aides  | 1,616     | 2,085     | 469                        | 29%      | \$9.00                      |
| Retail Salespersons  | 1,145     | 1,289     | 144                        | 13%      | \$9.94                      |
| Cashiers   | 1,433     | 1,564     | 131                        | 9%       | \$8.92                      |
| Heavy and Tractor-Trailer Truck Drivers                            | 999       | 1,088     | 89                         | 9%       | \$15.55                     |
| Home Health Aides  | 296       | 382       | 86                         | 29%      | \$11.15                     |
| Laborers and Freight, Stock, and Material Movers, Hand             | 912       | 968       | 55                         | 6%       | \$11.72                     |
| Combined Food Preparation and Serving Workers, Including Fast Food | 1,051     | 1,105     | 55                         | 5%       | \$8.84                      |
| Stock Clerks and Order Fillers                                     | 571       | 620       | 50                         | 9%       | \$9.40                      |
| First-Line Supervisors of Retail Sales Workers                     | 555       | 600       | 45                         | 8%       | \$14.92                     |
| Printing Press Operators   | 518       | 562       | 44                         | 9%       | \$15.45                     |

# Highest Paying Occupations



| Occupation  | 2016 Jobs | 2021 Jobs | Change in Jobs (2016-2021) | % Change | 2015 Earnings Per Worker |
|---|-----------|-----------|----------------------------|----------|--------------------------|
| Transportation, Storage, and Distribution Managers                        | 33        | 35        | 2                          | 6%       | \$41.89                  |
| Postmasters and Mail Superintendents                                      | 11        | 10        | -1                         | -9%      | \$32.52                  |
| Electrical Power-Line Installers and Repairers                            | 63        | 60        | -3                         | -5%      | \$32.39                  |
| Dental Hygienists   | 63        | 71        | 8                          | 13%      | \$31.88                  |
| Electrical and Electronics Repairers, Commercial and Industrial Equipment | 19        | 20        | 1                          | 5%       | \$31.73                  |
| Aircraft Mechanics and Service Technicians                                | 25        | 26        | 1                          | 4%       | \$31.64                  |
| Power Plant Operators   | 11        | 12        | 1                          | 9%       | \$31.30                  |
| Diagnostic Medical Sonographers   | 12        | 13        | 1                          | 8%       | \$31.29                  |
| Claims Adjusters, Examiners, and Investigators                            | 11        | 11        | 0                          | 0%       | \$30.75                  |
| Business Operations Specialists, All Other                                | 157       | 163       | 6                          | 4%       | \$30.15                  |

# Job Postings Summary

37,128

Unique Postings (Feb 2016 - Feb 2017)  
404,329 Total Postings

11 : 1

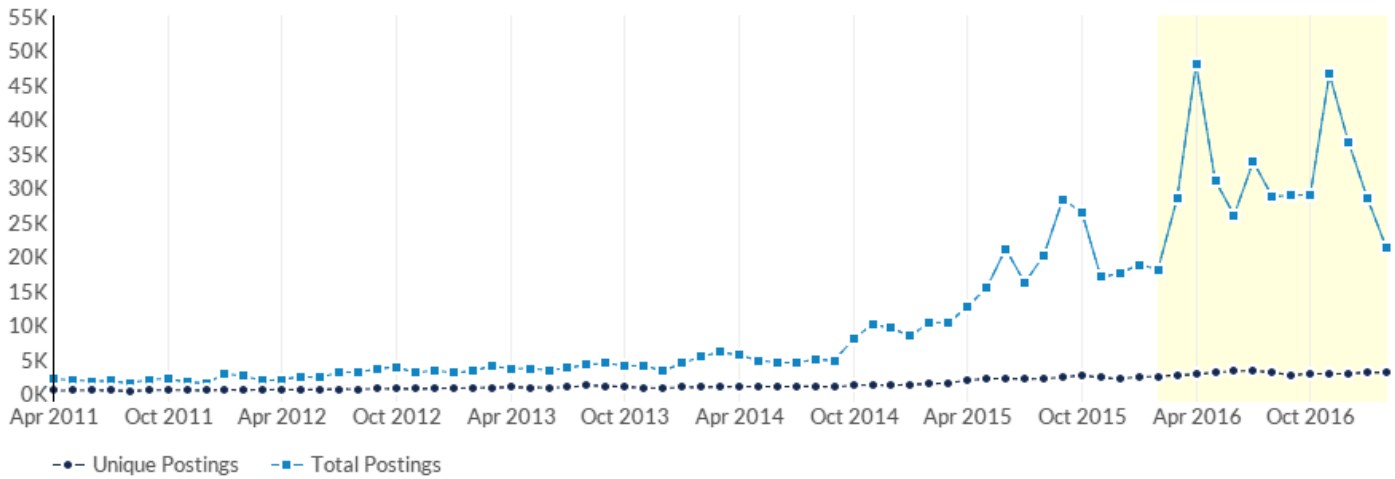
Posting Intensity (Feb 2016 - Feb 2017)

Regional Average: 11 : 1

There were 404,329 total job postings for your selection from February 2016 to February 2017, of which 37,128 were unique. These numbers give us a Posting Intensity of 11-to-1, meaning that for every 11 postings there is 1 unique job posting.

This is close to the Posting Intensity for all other occupations and companies in the region (11-to-1), indicating that they are putting average effort toward hiring for this position.

## Total vs. Unique Postings Trend



# Top Cities Posting

















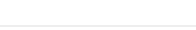
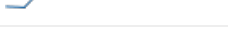






















| City              | Total/Unique (Feb 2016 - Feb 2017) | Posting Intensity | Unique Postings Trend (Feb 2016 - Feb 2017) |
|-------------------|------------------------------------|-------------------|---|
| Rolla, MO         | 84,595 / 12,145                    | 7:1               |   |
| Salem, MO         | 23,748 / 3,109                     | 8:1               |   |
| Saint James, MO   | 20,014 / 2,247                     | 9:1               |   |
| Cuba, MO          | 13,792 / 1,730                     | 8:1               |   |
| Potosi, MO        | 15,126 / 1,524                     | 10:1              |   |
| Owensville, MO    | 14,571 / 1,415                     | 10:1              |   |
| Hermann, MO       | 12,597 / 1,053                     | 12:1              |   |
| Belle, MO         | 12,975 / 1,028                     | 13:1              |   |
| Vienna, MO        | 11,013 / 846                       | 13:1              |   |
| Steelville, MO    | 10,498 / 778                       | 13:1              |   |
| Cadet, MO         | 11,342 / 689                       | 16:1              |   |
| Gasconade, MO     | 11,310 / 658                       | 17:1              |   |
| Tiff, MO          | 9,146 / 649                        | 14:1              |   |
| Bland, MO         | 11,067 / 630                       | 18:1              |   |
| Bourbon, MO       | 10,749 / 624                       | 17:1              |   |
| Richwoods, MO     | 9,625 / 617                        | 16:1              |   |
| Edgar Springs, MO | 9,487 / 584                        | 16:1              |   |
| Newburg, MO       | 10,232 / 575                       | 18:1              |   |
| Leasburg, MO      | 10,208 / 541                       | 19:1              |   |
| Irondale, MO      | 9,634 / 509                        | 19:1              |   |

























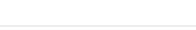
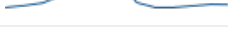
















# Top Companies Posting

| Company                               | Total/Unique (Feb 2016 - Feb 2017) | Posting Intensity | Unique Postings Trend (Feb 2016 - Feb 2017) |
|---------------------------------------|------------------------------------|-------------------|---|
| Tri National Sales Co                 | 52,984 / 1,474                     | 36:1              |   |
| Hogan Transports                      | 55,922 / 1,416                     | 39:1              |   |
| CRST Van Expedited, Inc.              | 19,957 / 1,069                     | 19:1              |   |
| USA Truck, Inc.                       | 27,692 / 871                       | 32:1              |   |
| Phelps County Regional Medical Center | 4,735 / 831                        | 6:1               |   |
| Platinum Supplemental Insurance Inc   | 23,394 / 728                       | 32:1              |   |
| Wal- Mart Stores, Inc.                | 3,204 / 685                        | 5:1               |   |
| Parlon Corp                           | 6,016 / 672                        | 9:1               |   |
| CRST International, Inc.              | 3,966 / 666                        | 6:1               |   |
| Dollar General Corporation            | 3,196 / 653                        | 5:1               |   |
| C.R. England, Inc.                    | 6,620 / 481                        | 14:1              |   |
| Fluent Inc.                           | 1,157 / 475                        | 2:1               |   |
| McDonald's Corporation                | 1,773 / 410                        | 4:1               |   |
| Sonic Drive-In                        | 991 / 396                          | 3:1               |   |
| Celadon Group, Inc.                   | 3,073 / 389                        | 8:1               |   |
| Barr-Nunn Transportation, Inc.        | 3,871 / 387                        | 10:1              |   |
| Schilli Corporation                   | 11,737 / 386                       | 30:1              |   |
| Pizza Hut, Inc.                       | 2,067 / 382                        | 5:1               |   |
| Gentiva Health Services, Inc.         | 907 / 333                          | 3:1               |   |
| Uber Baby LLC                         | 3,551 / 330                        | 11:1              |   |

# Top Posted Occupations

| Occupation (O*NET)   | Total/Unique (Feb 2016 - Feb 2017) | Posting Intensity   | Unique Postings Trend (Feb 2016 - Feb 2017)   |
|--|------------------------------------|---|---|
| Heavy and Tractor-Trailer Truck Drivers                            | 278,094 / 16,395                   | 17 : 1   |    |
| Registered Nurses  | 13,390 / 1,929                     | 7 : 1    |    |
| First-Line Supervisors of Retail Sales Workers                     | 3,961 / 941                        | 4 : 1    |    |
| Insurance Sales Agents   | 26,134 / 850                       | 31 : 1   |    |
| Retail Salespersons  | 4,981 / 834                        | 6 : 1    |    |
| First-Line Supervisors of Food Preparation and Serving Workers     | 2,620 / 679                        | 4 : 1    |    |
| Combined Food Preparation and Serving Workers, Including Fast Food | 2,321 / 558                        | 4 : 1    |    |
| Interviewers, Except Eligibility and Loan                          | 1,002 / 401                        | 2 : 1    |    |
| Physical Therapists  | 1,802 / 396                        | 5 : 1    |    |
| Licensed Practical and Licensed Vocational Nurses                  | 2,269 / 367                        | 6 : 1    |    |
| Cashiers   | 1,929 / 355                        | 5 : 1  |  |
| Personal Care Aides  | 853 / 309                          | 3 : 1  |  |
| Occupational Therapists  | 1,423 / 296                        | 5 : 1  |  |
| Police Patrol Officers   | 2,300 / 284                        | 8 : 1  |  |
| Food Service Managers  | 1,053 / 278                        | 4 : 1  |  |
| Customer Service Representatives                                   | 1,255 / 272                        | 5 : 1  |  |
| Speech-Language Pathologists                                       | 1,143 / 271                        | 4 : 1  |  |
| Family and General Practitioners                                   | 1,163 / 269                        | 4 : 1  |  |
| Laborers and Freight, Stock, and Material Movers, Hand             | 1,968 / 263                        | 7 : 1  |  |
| Internists, General  | 1,106 / 242                        | 5 : 1  |  |

# Top Posted Job Titles

| Job Title  | Total/Unique (Feb 2016 - Feb 2017) | Posting Intensity  | Unique Postings Trend (Feb 2016 - Feb 2017)   |
|--|------------------------------------|--|---|
| Truck Drivers                                      | 187,760 / 8,264                    | 23:1    |    |
| Commercial Driver's License (CDL) Drivers          | 49,860 / 4,388                     | 11:1    |    |
| Flatbed Drivers                                    | 12,142 / 1,238                     | 10:1    |    |
| Owner Operators                                    | 13,074 / 1,062                     | 12:1    |    |
| Sales Representatives                              | 22,159 / 791                       | 28:1    |    |
| Travel Nurses - Cardiac Catheterization Laboratory | 6,451 / 770                        | 8:1     |    |
| Customer Service Representatives                   | 2,465 / 716                        | 3:1     |    |
| Registered Nurses                                  | 4,338 / 699                        | 6:1     |    |
| Over the Road (OTR) Drivers                        | 6,697 / 689                        | 10:1    |    |
| Regional Truck Drivers                             | 7,935 / 632                        | 13:1  |  |
| Retail Sales Associates                            | 2,600 / 539                        | 5:1   |  |
| Physicians   | 1,976 / 490                        | 4:1   |  |
| Cooks  | 2,076 / 446                        | 5:1   |  |
| Sales Managers                                     | 2,051 / 424                        | 5:1   |  |
| Restaurant Managers                                | 1,755 / 415                        | 4:1   |  |
| Restaurant Crew Team Members                       | 1,412 / 357                        | 4:1   |  |
| Physical Therapists                                | 1,539 / 346                        | 4:1   |  |
| Licensed Practical Nurses (LPN)                    | 2,214 / 341                        | 6:1   |  |
| Delivery Drivers                                   | 2,493 / 338                        | 7:1   |  |
| Occupational Therapists                            | 1,386 / 284                        | 5:1   |  |

## Top Hard Skills

| Skill                  | Postings with Skill |
|------------------------|---------------------|
| Recruitment            | 9,669               |
| Driving                | 8,748               |
| Insurance              | 5,507               |
| Training               | 5,092               |
| Road Transport         | 4,847               |
| Cargos                 | 4,529               |
| Sales                  | 3,889               |
| Customer Service       | 3,622               |
| Health Care            | 3,253               |
| Management             | 3,248               |
| Cleaning               | 3,120               |
| Retailing              | 2,896               |
| Life Insurance         | 2,528               |
| Nursing                | 2,224               |
| Information Technology | 2,223               |
| Innovation             | 1,997               |
| Communications         | 1,969               |
| Restaurant Operation   | 1,824               |
| Health Insurance       | 1,687               |
| Hazardous Materials    | 1,653               |

## Top Soft Skills

| Skill                           | Postings with Skill |
|---------------------------------|---------------------|
| Scheduling (Project Management) | 4,999               |
| Leadership                      | 1,071               |
| Leading                         | 1,008               |
| Learning                        | 703                 |
| Listening                       | 526                 |
| Ethics                          | 400                 |
| Cleanliness                     | 355                 |
| Coordinating                    | 331                 |
| Speech                          | 262                 |
| Mental Health                   | 232                 |
| Active Listening                | 183                 |
| Critical Thinking               | 160                 |
| Telephone Skills                | 131                 |
| Career Development              | 121                 |
| Depth Perception                | 73                  |
| Literacy                        | 61                  |
| Creativity                      | 55                  |
| Team Building                   | 52                  |
| Endurance                       | 51                  |
| Personal Grooming               | 51                  |

## Top Certifications

| Certification   | Postings with Certification |
|---|-----------------------------|
| Commercial Driver's License (CDL)                           | 11,942                      |
| Registered Nurse  | 1,820                       |
| Licensed Practical Nurse                                    | 423                         |
| Certified Benefits Professional                             | 245                         |
| Board Certified   | 229                         |
| Nurse Practitioner  | 218                         |
| Certified Nursing Assistant                                 | 136                         |
| Transportation Worker Identification Credential (TWIC) Card | 124                         |
| Certified Distance Learning Administrator                   | 106                         |
| Patient Care Technician                                     | 89                          |
| Certified Medical Assistant                                 | 88                          |
| Medical License   | 77                          |
| Licensed Vocational Nurses                                  | 71                          |
| Physical Security Professional                              | 63                          |
| Family Nursing Practitioner                                 | 57                          |
| Medical Technologist  | 57                          |
| Licensed Clinical Social Worker (LCSW)                      | 35                          |
| Critical Care Registered Nurse (CCRN)                       | 31                          |
| Licensed Master Social Worker                               | 31                          |
| Certified Apartment Property Supervisor                     | 30                          |

# Appendix A - Data Sources and Calculations

## Input-Output Data

The input-output model in this report is Emsi's gravitational flows multi-regional social account matrix model (MR-SAM). It is based on data from the Census Bureau's Current Population Survey and American Community Survey; as well as the Bureau of Economic Analysis' National Income and Product Accounts, Input-Output Make and Use Tables, and Gross State Product data. In addition, several Emsi in-house data sets are used, as well as data from Oak Ridge National Labs on the cost of transportation between counties.

## Cost of Living Data

Emsi cost of living data is based on the Cost of Living Index published quarterly by the Council for Community and Economic Research (C2ER).

## Completers Data

The completers data in this report is taken directly from the national IPEDS database published by the U.S. Department of Education's National Center for Education Statistics.

## Demographic Data

The demographic data in this report is compiled from several sources using a specialized process. Sources include annual population estimates and population projections from the US Census Bureau, birth and mortality rates from the US Health Department, and projected regional job growth.

## Industry Data

Emsi industry data have various sources depending on the class of worker. (1) For QCEW Employees, Emsi primarily uses the QCEW (Quarterly Census of Employment and Wages), with supplemental estimates from County Business Patterns. (2) Non-QCEW employees data are based on a number of sources including QCEW, Current Employment Statistics, County Business Patterns, BEA State and Local Personal Income reports, the National Industry-Occupation Employment Matrix (NIOEM), the American Community Survey, and Railroad Retirement Board statistics. (3) Self-Employed and Extended Proprietor classes of worker data are primarily based on the American Community Survey, Nonemployer Statistics, and BEA State and Local Personal Income Reports. Projections for QCEW and Non-QCEW Employees are informed by NIOEM and long-term industry projections published by individual states.

## Institution Data

The institution data in this report is taken directly from the national IPEDS database published by the U.S. Department of Education's National Center for Education Statistics.

## Unemployment Data

The unemployment data in this report comes from the Bureau of Labor Statistics' Local Area Unemployment Statistics and is updated every two months.

## Educational Attainment Data

Emsi's educational attainment numbers are based on Emsi's demographic data and the American Community Survey. By combining these sources, Emsi interpolates for missing years and projects data at the county level. Educational attainment data cover only the population aged 25 years or more and indicate the highest level achieved.

## Occupation Data

Emsi occupation employment data are based on final Emsi industry data and final Emsi staffing patterns. Wage estimates are based

on Occupational Employment Statistics (QCEW and Non-QCEW Employees classes of worker) and the American Community Survey (Self-Employed and Extended Proprietors). Occupational wage estimates also affected by county-level Emsi earnings by industry.

## CareerBuilder/Emsi Job Postings

Job postings are collected from various sources and processed/enriched by Careerbuilder to provide information such as standardized company name, occupation, skills, and geography. Emsi performs additional filtering and processing to improve compatibility with Emsi data.

## State Data Sources

This report uses state data from the following agencies: Alabama Department of Industrial Relations; Alaska Department of Labor and Workforce Development; Arizona Department of Administration, Office of Employment and Population Statistics; Arkansas Department of Workforce Services; California Labor Market Information Department; Colorado Department of Labor and Employment; Connecticut did not provide us with a data source; Delaware Office of Occupational and Labor Market Information, Delaware Wages 2004; District of Columbia Department of Employment Services; Florida Department of Economic Opportunity; Georgia Department of Labor, Workforce Information and Analysis, Occupational Information Services Unit; Hawaii Department of Labor and Industrial Relations, Research and Statistics Office; Idaho Department of Labor; Illinois Department of Employment Security, Employment Projections; Indiana Department of Workforce Development; Iowa Workforce Development; Kansas Department of Labor, Labor Market Information Services, Kansas Wage Survey; Kentucky Office of Employment and Training; Louisiana Department of Labor; Maine did not provide us with a data source; Maryland Department of Labor, Licensing and Regulation, Office of Labor Market Analysis and Information; Massachusetts Executive Office of Labor and Workforce Development; Michigan Department of Labor and Economic Growth, Bureau of Labor Market Information and Strategic Initiatives; Minnesota Department of Employment and Economic Development; Mississippi Department of Employment Security; Missouri Department of Economic Development; Montana Department of Labor and Industry, Research and Analysis Bureau; Nebraska Workforce Development; Nevada Department of Employment, Training and Rehabilitation, Information Development and Processing Division, Research and Analysis Bureau; New Hampshire Department of Employment Security; New Jersey Department of Labor and Workforce Development; New Mexico Department of Labor, Bureau of Economic Research and Analysis; New York Department of Labor, Division of Research and Statistics; North Carolina Department of Commerce, Labor and Economic Analysis Division; North Dakota Job Service, Labor Market Information Center; Ohio Department of Job and Family Services, Labor Market Information Division; Oklahoma Employment Security Commission; Oregon Employment Department, Oregon Labor Market Information System; Pennsylvania Department of Labor and Industry, Center for Workforce Information and Analysis; Rhode Island did not provide us with a data source; South Carolina Employment Security Commission, Labor Market Information Department; South Dakota Department of Labor, Labor Market Information Division; Tennessee Department of Labor and Workforce Development, Research and Statistics Division; Texas Workforce Commission; Utah Department of Workforce Services; Vermont did not provide us with a data source; Virginia Employment Commission, Economic Information Services; Washington State Employment Security Department, Labor Market and Economic Analysis Branch; West Virginia Bureau of Employment Programs, Research Information & Analysis Division; Wisconsin Department of Workforce Development, Bureau of Workforce Information; Wyoming Department of Employment, Research and Planning