

Business Supportive Services

2006 Annual Update

Analysis for the counties of Lawrence and Mercer

Industries Included in the Business Supportive Services Cluster

- Office administrative services
- Employment services
- Business support services
- Travel arrangement and reservation services
- Investigation and security services
- Services to buildings and dwellings
- Other support services

Top 5 Employing Industries 82.86% of Cluster Jobs

- Janitorial services
- Security and armored car services
- Temporary help services
- Telephone call centers
- Landscaping services

(1) Number of individual establishments or physical location of a certain economic activity.

(2) Location Quotient (LQ) is a statistical measure that compares the concentration of employment in a local industry cluster to the concentration of employment in the same cluster statewide or nationally. An LQ of greater than 1.0 suggests that a locale has a competitive advantage within a cluster and is producing goods or services in excess of the local consumption, thus resulting in exportation of goods or services. An LQ of less than one suggests that an industry is falling behind local demand and is importing the good or service.

Cluster Statistics

Based on the North American Industrial Classification System (NAICS)	West Central Region
Employer Units ¹	172
Number of Jobs	2,707
Net Change in Job Volume (2002-2006)	305
Percent Change in Job Volume (2002-2006)	12.70%
Cluster Jobs as a Percent of Total Regional Jobs	3.43%
Average Annual Wages	\$20,507
Estimated Cluster Payroll	\$56,000,000
State Location Quotient ² (LQ)	0.72
Percent Change from 2002 State Location Quotient	10.04%
National Location Quotient ² (LQ)	0.58
Percent Change from 2002 National Location Quotient	8.26%

Job Volume by County

Less than 1,500 Jobs
Lawrence
Mercer

Five Most Common Occupations and Second Quarter 2007 Wages*

Regional high priority occupations for this region are shown in *italics*.

Janitors and cleaners, except maids and housekeeping cleaners	\$17,014
Security guards	\$22,298
Landscaping and groundskeeping workers	\$18,616
Building cleaning workers, all other	\$25,355
Maids and housekeeping cleaners	\$15,454

Competitive Industries by National LQ (2006)

Individual industries could demonstrate a high LQ due to the uniqueness of the business's primary function rather than competitiveness factors.

Telephone call centers	1.66
Carpet and upholstery cleaning services	1.44
Security and armored car services	1.32
Janitorial services	1.30
Credit bureaus	1.27

*Top occupations determined by a staffing pattern provided by Economic Modeling Specialists, Inc. (EMSI). Staffing patterns are based on the available NAICS codes at the 5-digit level. Second quarter 2007 wages are reflective of the averages for the West Central Workforce Investment Area.

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Healthcare and Social Assistance

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Industries Included in the Healthcare and Social Assistance Cluster

- Physicians
- Dentists
- Other health practitioners
- Outpatient care centers
- Medical and diagnostic laboratories
- Home health care services
- Ambulatory health care services
- General medical & surgical hospitals
- Nursing care facilities
- Residential mental health facilities
- Community care facilities for the elderly
- Other residential care facilities
- Individual and family services
- Emergency and other relief services
- Vocational rehabilitation services
- Child day care services

Top 5 Employing Industries 86.39% of Cluster Jobs

- General medical/surgical hospitals
- Individual and family services
- Offices of physicians
- Outpatient care centers
- Offices of other health practitioners

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Cluster Statistics

Based on the North American Industrial Classification System (NAICS)	West Central Region
Employer Units ¹	757
Number of Jobs	11,443
Net Change in Job Volume (2002-2006)	695
Percent Change in Job Volume (2002-2006)	6.50%
Cluster Jobs as a Percent of Total Regional Jobs	14.51%
Average Annual Wages	\$32,756
Estimated Cluster Payroll	\$375,000,000
State Location Quotient ² (LQ)	1.22
Percent Change from 2002 State Location Quotient	-1.83%
National Location Quotient ² (LQ)	1.45
Percent Change from 2002 National Location Quotient	1.27%

Job Volume by County

Less than 5,000 Jobs	Greater than 5,000 Jobs
Lawrence	Mercer

Five Most Common Occupations and Second Quarter 2007 Wages*

Regional high priority occupations for this region are shown in *italics*.

<i>Registered nurses</i>	\$43,410
<i>Child care workers</i>	\$18,554
Physicians and surgeons	\$129,043
<i>Office clerks, general</i>	\$21,549
<i>Home health aides</i>	\$20,114

Competitive Industries by National LQ (2006)

Individual industries could demonstrate a high LQ due to the uniqueness of the business's primary function rather than competitiveness factors.

Outpatient care centers	3.41
Individual and family services	2.59
Offices of other health practitioners	2.30
Other ambulatory health care services	2.08
General medical and surgical hospitals	1.48

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Logistics and Transportation

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Industries Included in the Logistics and Transportation Cluster

- Other specialized trucking, local
- General freight trucking, local
- General freight trucking, long distance
- Used household and office goods moving
- Other specialized trucking, long distance

Top 5 Employing Industries 100% of Cluster Jobs

- General freight trucking, long-distance
- Other specialized trucking, local
- General freight trucking, local
- Used household and office goods moving
- Other specialized trucking, long-distance

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Cluster Statistics

Based on the North American Industrial Classification System (NAICS)	West Central Region
Employer Units ¹	89
Number of Jobs	1,320
Net Change in Job Volume (2002-2006)	369
Percent Change in Job Volume (2002-2006)	38.80%
Cluster Jobs as a Percent of Total Regional Jobs	1.67%
Average Annual Wages	\$38,537
Estimated Cluster Payroll	\$51,000,000
State Location Quotient ² (LQ)	1.51
Percent Change from 2002 State Location Quotient	39.09%
National Location Quotient ² (LQ)	1.57
Percent Change from 2002 National Location Quotient	36.64%

Job Volume by County

Less than 500 Jobs	Greater than 500 Jobs
Lawrence	Mercer

Five Most Common Occupations and Second Quarter 2007 Wages*

Regional high priority occupations for this region are shown in *italics*.

<i>Truck drivers, heavy and tractor-trailer</i>	\$32,490
<i>Truck drivers, light or delivery services</i>	\$20,030
<i>Driver/sales workers</i>	\$22,485
<i>Laborers and freight, stock, and material movers, hand</i>	\$22,547
Cargo and freight agents	\$35,651

Competitive Industries by National LQ (2006)

Individual industries could demonstrate a high LQ due to the uniqueness of the business's primary function rather than competitiveness factors.

Other specialized trucking, local	3.16
General freight trucking, long-distance	1.55
General freight trucking, local	1.17

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Manufacturing

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Industries Included in the Manufacturing Cluster

- Sawmills and wood preservation
- Plywood /engineered wood product manufacturing
- Other wood product manufacturing
- Converted paper product mfg.
- Plastics product manufacturing
- Rubber product manufacturing
- Forging and stamping
- Cutlery and hand tool manufacturing
- Architectural and structural metals manufacturing
- Boiler, tank and shipping container manufacturing
- Spring /wire product manufacturing
- Machine shops and threaded product manufacturing
- Coating, engraving and heat treating metals
- Other fabricated metal product mfg.

Top 5 Employing Industries

69.26% of Cluster Jobs

- Coating, engraving, and heat treating metals
- Other fabricated metal product mfg.
- Forging and stamping
- Plastics product mfg.
- Machine shops, threaded product manufacturing

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Cluster Statistics

Based on the North American Industrial Classification System (NAICS)	West Central Region
Employer Units ¹	143
Number of Jobs	5,611
Net Change in Job Volume (2002-2006)	-363
Percent Change in Job Volume (2002-2006)	-6.10%
Cluster Jobs as a Percent of Total Regional Jobs	7.12%
Average Annual Wages	\$42,597
Estimated Cluster Payroll	\$239,000,000
State Location Quotient ² (LQ)	2.12
Percent Change from 2002 State Location Quotient	2.08%
National Location Quotient ² (LQ)	2.83
Percent Change from 2002 National Location Quotient	2.28%

Job Volume by County

Less than 2,000 Jobs	Greater than 2,000 Jobs
Lawrence	Mercer

Most Common Occupations and Second Quarter 2007 Wages*

Regional high priority occupations for this region are shown in *italics*.

<i>Team assemblers</i>	\$22,464
<i>First-line supervisors/managers of production and operating workers</i>	\$47,174
<i>Laborers and freight, stock, and material movers, hand</i>	\$22,547
Helpers--Production workers	\$23,566
Coating, painting, and spraying machine setters, operators, and tenders	\$27,747
Cutting, punching, and press machine setters, operators, and tenders,	\$26,645

Competitive Industries by National LQ (2006)

Individual industries could demonstrate a high LQ due to the uniqueness of the business's primary function rather than competitiveness factors.

Coating, engraving, and heat treating metals	13.29
Forging and stamping	10.39
Boiler, tank, and shipping container manufacturing	5.69
Other fabricated metal product manufacturing	5.15
Plywood and engineered wood product manufacturing	4.81

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Skilled Trades

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Industries Included in the Skilled Trades Cluster

- Residential building construction
- Nonresidential building construction
- Building foundation and exterior contractors
- Building equipment contractors
- Building finishing contractors
- Other specialty trade contractors

Top 5 Employing Industries

66.60% of Cluster Jobs

- Residential building construction
- Electrical contractors
- Plumbing and HVAC contractors
- All other specialty trade contractors
- Site preparation contractors

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Cluster Statistics

Based on the North American Industrial Classification System (NAICS)	West Central Region
Employer Units ¹	451
Number of Jobs	2,557
Net Change in Job Volume (2002-2006)	-214
Percent Change in Job Volume (2002-2006)	-7.70%
Cluster Jobs as a Percent of Total Regional Jobs	3.24%
Average Annual Wages	\$36,788
Estimated Cluster Payroll	\$94,000,000
State Location Quotient ² (LQ)	0.80
Percent Change from 2002 State Location Quotient	-9.87%
National Location Quotient ² (LQ)	0.65
Percent Change from 2002 National Location Quotient	-15.97%

Job Volume by County

Less than 1,500 Jobs

Lawrence
Mercer

Five Most Common Occupations and Second Quarter 2007 Wages*

Regional high priority occupations for this region are shown in *italics*.

<i>Carpenters</i>	\$28,912
<i>Construction laborers</i>	\$26,416
<i>First-line supervisors/managers of construction trades and extraction</i>	\$45,386
<i>Construction managers</i>	\$78,146
<i>Painters, construction and maintenance</i>	\$37,294

Competitive Industries by National LQ (2006)

Individual industries could demonstrate a high LQ due to the uniqueness of the business's primary function rather than competitiveness factors.

Siding contractors	3.66
Other building exterior contractors	1.39
All other specialty trade contractors	1.18

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