



### Gallatin Labor Shed Analysis

Tennessee Department of Economic and Community Development  
Center for Economic Research in Tennessee (CERT)

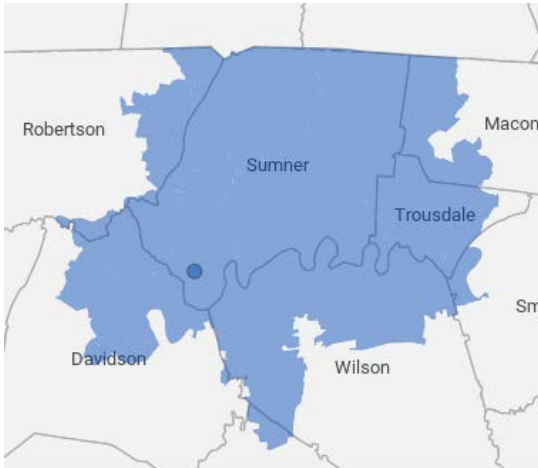
September 20, 2016

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## LABOR SHED

### Zip Codes within a 30 Minute Drive of Gallatin



37022	Bethpage
37031	Castalian Springs
37048	Cottontown
37049	Cross Plains
37066	Gallatin
37072	Goodlettsville
37074	Hartsville
37075	Hendersonville
37077	Hendersonville
37087	Lebanon
37115	Madison

37122	Mount Juliet
37138	Old Hickory
37148	Portland
37186	Westmoreland
37188	White House
37189	Whites Creek
37206	Nashville
37207	Nashville
37208	Nashville
37216	Nashville
37228	Nashville

## LABOR SHED ANALYSIS

Characteristic	Gallatin Labor Shed
<b>Population, 2014</b>	463,353
25 to 64 Years	252,294
<b>Percent of Total Population, by Age</b>	
Under 5 years	6.7%
5 to 9 years	6.8%
10 to 14 years	6.7%
15 to 19 years	6.3%
20 to 24 years	6.2%
25 to 29 years	6.4%
30 to 34 years	7.0%
35 to 39 years	6.7%
40 to 44 years	7.0%
45 to 49 years	7.1%
50 to 54 years	7.5%
55 to 59 years	6.9%
60 to 64 years	5.8%
65 to 69 years	4.5%
70 to 74 years	3.3%
75 to 79 years	2.1%
80 to 84 years	1.6%
85 years and over	1.3%
<b>Percent of Total Population, by Gender</b>	
% Male	48.3%
% Female	51.7%
<b>Employment, 2016</b>	180,433
<b>Job Growth, 2011-2016</b>	30,428 (20.3%)
<b>Educational Attainment, Age 25 to 64</b>	
High School diploma and higher	88.2%
Associate's degree and higher	34.3%
Bachelor's degree and higher	26.4%

## SUMNER COUNTY

Note: ZIP Code unavailable for data below.

Characteristic	Sumner County
<b>Labor Force</b>	93,251
Employed	89,567
Unemployed	3,684
Unemployment Rate	4.0%
<b>Available Labor</b>	3190
Discouraged Workers	220
Unemployed	2,900
Partially Unemployed	70

Sources:

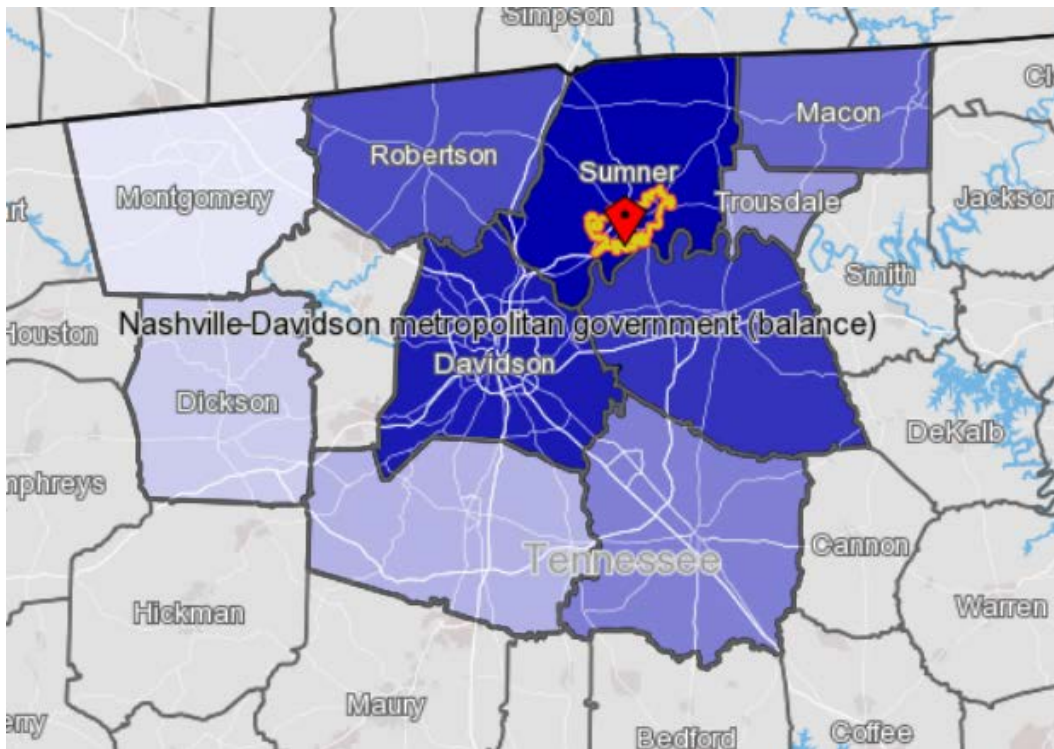
- (a) Population Estimates: U.S. Census Bureau, U.S. Census Bureau, American Community Survey 2014 5-Year Estimates
- (b) Educational Attainment: U.S. Census Bureau American Community Survey 2014 5-Year Estimates, Age 25 to 64 years.
- (c) Labor Force Estimates, July 2016: BLS LAUS, Not Seasonally Adjusted for local areas
- (d) Available Labor Estimates, April 2016 Tennessee Department of Labor and Workforce Development. Available labor includes:
  1. Discouraged workers – persons who want jobs but have given up searching because they do not think they can find work. To be classified as discouraged, one must have searched for work during the prior year and be explicitly reported as currently available for work;
  2. Unemployed workers – persons who did not find work at all during the survey week and were currently available for work; and
  3. Partially unemployed – persons who worked less than full time during the survey week.

## COMMUTING PATTERNS

### Place of Residence for Gallatin Workers

- **21,991:** number of people working in the City of Gallatin in 2014
- **60.4%** of workers in the City of Gallatin live in Sumner County
- **39.6%** of workers in Gallatin reside in other counties, including Davidson County (8.6% of Gallatin workers), Wilson County (4.5% of Gallatin workers), and Robertson County (3.8% of Gallatin workers).

Place of Residence	Number of Gallatin Workers	Share of Gallatin Workers
<b>All Counties</b>	<b>21,991</b>	<b>100.0%</b>
Sumner County, TN	13,280	60.4%
Davidson County, TN	1,899	8.6%
Wilson County, TN	993	4.5%
Robertson County, TN	833	3.8%
Macon County, TN	771	3.5%
Rutherford County, TN	415	1.9%
Trousdale County, TN	388	1.8%
Williamson County, TN	220	1.0%
Dickson County, TN	193	0.9%
Montgomery County, TN	190	0.9%
All Other Locations	2,809	12.8%

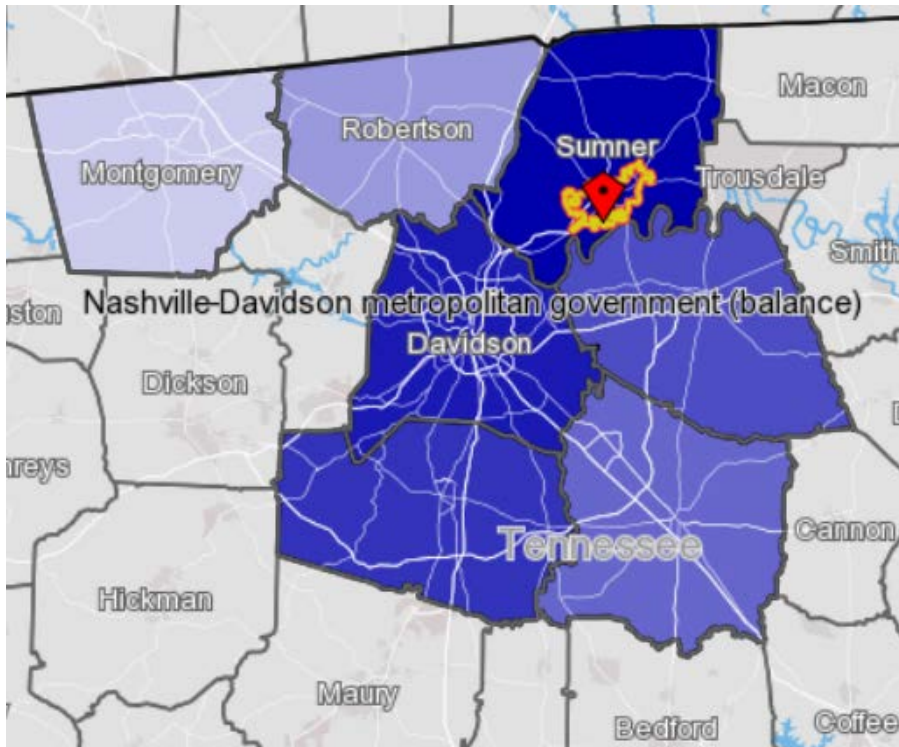


Source: onthemap.ces.census.gov (2014)

### Place of Work for Gallatin Residents

- **14,295:** number of Gallatin residents which were employed in 2014
- **40.2%** of Gallatin's employed residents live in Sumner County
- **59.8%** of Gallatin's employed residents work in other counties, including Davidson County (30.3% of Gallatin's employed residents), Williamson County (4.4% of Gallatin's employed residents), and Wilson County (3.8% of Gallatin's employed residents).

Place of Work	Number of Gallatin's Employed Residence	Share of Gallatin's Employed Residents
<b>All Counties</b>	<b>14,295</b>	<b>100.0%</b>
Sumner County, TN	5,746	40.2%
Davidson County, TN	4,331	30.3%
Williamson County, TN	636	4.4%
Wilson County, TN	538	3.8%
Rutherford County, TN	497	3.5%
Shelby County, TN	363	2.5%
Robertson County, TN	350	2.4%
Knox County, TN	170	1.2%
Montgomery County, TN	154	1.1%
Hamilton County, TN	151	1.1%
All Other Locations	1,359	9.5%



Source: onthemap.ces.census.gov (2014)

## HIGHLY CONCENTRATED NON-MANUFACTURING INDUSTRIES

### Employment Concentration in the Gallatin Labor Shed<sup>1</sup> in 2015

This data has been filtered to include industries which grew from 2010 to 2015 and have a high employment concentration. Employment concentration reflects an industry's share of regional employment relative to the industry's share of national employment. A high concentration signifies the industry is highly concentrated in the area.

NAICS Code	Industry	2015 Jobs	2010-2015 % Change in Jobs	2015 Employment Concentration (National Average = 1.00)
<b>Sector 23: Construction</b>				
238140	Masonry Contractors	595	44%	3.35
238160	Roofing Contractors	486	9%	2.18
<b>Sector 42: Wholesale Trade</b>				
423120	Motor Vehicle Supplies and New Parts Merchant Wholesalers	605	39%	2.86
423130	Tire and Tube Merchant Wholesalers	269	32%	7.68
423390	Other Construction Material Merchant Wholesalers	106	22%	3.43
424210	Drugs and Druggists' Sundries Merchant Wholesalers	1,067	42%	4.2
424720	Petroleum and Petroleum Products Merchant Wholesalers (except Bulk Stations and Terminals)	354	3%	4.24
424950	Paint, Varnish, and Supplies Merchant Wholesalers	132	25%	5.23
<b>Sector 44-45: Retail Trade</b>				
441120	Used Car Dealers	620	72%	3.22
441310	Automotive Parts and Accessories Stores	1,135	50%	2.46
444210	Outdoor Power Equipment Stores	107	26%	2.73
452112	Discount Department Stores	2,415	9%	2.22
453310	Used Merchandise Stores	477	49%	2.22
<b>Sector 48-49: Transportation and Warehousing</b>				
485510	Charter Bus Industry	194	104%	5.16
488490	Other Support Activities for Road Transportation	274	4%	5.81
488510	Freight Transportation Arrangement	653	198%	2.53
492110	Couriers and Express Delivery Services	3,130	39%	4.56
493110	General Warehousing and Storage	2,513	64%	2.86
493190	Other Warehousing and Storage	129	102%	2.34
<b>Sector 51: Information</b>				
512210	Record Production	20	5%	8.11
512220	Integrated Record Production/Distribution	13	8%	3.04
<b>Sector 52: Finance and Insurance</b>				
522291	Consumer Lending	356	221%	2.69
524114	Direct Health and Medical Insurance Carriers	1,460	64%	3.13
524292	Third Party Administration of Insurance and Pension Funds	1,819	26%	8.2
524298	All Other Insurance Related Activities	200	26%	2.11
532120	Truck, Utility Trailer, and RV Rental and Leasing	206	13%	2.33
<b>Sector 54: Professional, Scientific, and Technical Services</b>				
541214	Payroll Services	2,434	43%	10.63
541611	Administrative Management and General Management Consulting Services	3,777	265%	6.07
541850	Outdoor Advertising	132	277%	2.84
541921	Photography Studios, Portrait	227	12%	3.84
<b>Sector 56: Administrative and Support and Waste Management and Remediation Services</b>				

<sup>1</sup> Region consisting of 22 zip codes outlined on page 1.

NAICS Code	Industry	2015 Jobs	2010-2015 % Change in Jobs	2015 Employment Concentration (National Average = 1.00)
561311	Employment Placement Agencies	1,340	2%	4.15
561613	Armored Car Services	168	25%	4.34
561920	Convention and Trade Show Organizers	157	85%	2.44
562910	Remediation Services	216	21%	2.15
<b>Sector 62: Health Care and Social Assistance</b>				
621420	Outpatient Mental Health and Substance Abuse Centers	1,180	10%	4.41
621511	Medical Laboratories	1,170	47%	4.9
622110	General Medical and Surgical Hospitals	13,895	101%	2.44
624210	Community Food Services	282	182%	6.81
624310	Vocational Rehabilitation Services	969	43%	2.31
<b>Sector 81: Other Services (except Public Administration)</b>				
811113	Automotive Transmission Repair	49	9%	2.1

Source: Economic Modeling Specialists Intl.

## HIGHLY CONCENTRATED MANUFACTURING INDUSTRIES

### Employment Concentration in the Gallatin Labor Shed<sup>2</sup> in 2015

This data has been filtered to include industries which grew from 2010 to 2015 and have a high employment concentration. Employment concentration reflects an industry's share of regional employment relative to the industry's share of national employment. A high concentration signifies the industry is highly concentrated in the area.

NAICS Code	Industry	2015 Jobs	2010-2015 % Change in Jobs	2015 Employment Concentration (National Average = 1.00)
316998	All Other Leather Good and Allied Product Manufacturing	25	79%	2.02
322211	Corrugated and Solid Fiber Box Manufacturing	336	77%	2.87
322220	Paper Bag and Coated and Treated Paper Manufacturing	183	186%	2.39
322299	All Other Converted Paper Product Manufacturing	44	120%	2.17
326112	Plastics Packaging Film and Sheet (including Laminated) Manufacturing	52	4%	2.22
326130	Laminated Plastics Plate, Sheet (except Packaging), and Shape Manufacturing	186	403%	8.08
327320	Ready-Mix Concrete Manufacturing	354	8%	3.12
327331	Concrete Block and Brick Manufacturing	270	85%	11.25
327991	Cut Stone and Stone Product Manufacturing	73	70%	2.06
331492	Secondary Smelting, Refining, and Alloying of Nonferrous Metal (except Copper and Aluminum)	223	248%	16.86
331512	Steel Investment Foundries	52	63%	3.42
332119	Metal Crown, Closure, and Other Metal Stamping (except Automotive)	179	118%	2.62
332311	Prefabricated Metal Building and Component Manufacturing	500	42%	13.43
332323	Ornamental and Architectural Metal Work Manufacturing	208	75%	4.28
332996	Fabricated Pipe and Pipe Fitting Manufacturing	269	10%	5.62
333511	Industrial Mold Manufacturing	101	181%	2.01
333514	Special Die and Tool, Die Set, Jig, and Fixture Manufacturing	443	10%	5.38
333999	All Other Miscellaneous General Purpose Machinery	163	106%	3.19

<sup>2</sup> Region consisting of 22 zip codes outlined on page 1.

Gallatin Industry Analysis

NAICS Code	Industry	2015 Jobs	2010-2015 % Change in Jobs	2015 Employment Concentration (National Average = 1.00)
	Manufacturing			
335228	Other Major Household Appliance Manufacturing	248	167%	16.8
335932	Noncurrent-Carrying Wiring Device Manufacturing	68	33%	5.05
336213	Motor Home Manufacturing	54	50%	2.59
336330	Motor Vehicle Steering and Suspension Components (except Spring) Manufacturing	587	10%	12.73
336370	Motor Vehicle Metal Stamping	1,703	146%	16.48
336390	Other Motor Vehicle Parts Manufacturing	384	15%	2.04
337910	Mattress Manufacturing	220	5%	7.48

Source: Economic Modeling Specialists Intl.



## JOB POSTINGS

### Occupations with 10+ Unique Job Postings per Month (on Average) in the Gallatin Labor Shed<sup>3</sup>

Unique job postings represent the number of online job advertisements listed by different companies on career sites and job boards in the region. Employers may list one job posting on many different career sites and job boards; duplicate job postings have been removed to account for this practice.

SOC Code	Occupation	Avg. Unique Job Postings per Month (Jul 2015 - Jul 2016)	Average Monthly Hires (2015)
11-2022	Sales Managers	16	11
11-3031	Financial Managers	15	14
11-9051	Food Service Managers	44	21
11-9111	Medical and Health Services Managers	20	6
11-9141	Property, Real Estate, and Community Association Managers	13	5
11-9199	Managers, All Other	18	4
11-1021	General and Operations Managers	26	60
13-1023	Purchasing Agents, Except Wholesale, Retail, and Farm Products	38	3
13-1151	Training and Development Specialists	12	5
13-1199	Business Operations Specialists, All Other	10	11
15-1132	Software Developers, Applications	10	6
15-1151	Computer User Support Specialists	20	12
17-2112	Industrial Engineers	15	9
19-3031	Clinical, Counseling, and School Psychologists	12	1
25-1099	Postsecondary Teachers	19	8
27-1026	Merchandise Displayers and Window Trimmers	26	1
29-1063	Internists, General	20	0
29-1069	Physicians and Surgeons, All Other	19	3
29-1123	Physical Therapists	18	3
29-1127	Speech-Language Pathologists	10	1
29-1141	Registered Nurses	216	29
29-1171	Nurse Practitioners	10	3
29-2034	Radiologic Technologists	11	2
29-2052	Pharmacy Technicians	29	14
29-2061	Licensed Practical and Licensed Vocational Nurses	37	26
29-2071	Medical Records and Health Information Technicians	16	5
31-1011	Home Health Aides	41	9
31-1014	Nursing Assistants	35	39
31-9092	Medical Assistants	15	12
33-3051	Police and Sheriff's Patrol Officers	12	5
33-9032	Security Guards	36	8
35-1012	First-Line Supervisors of Food Preparation and Serving Workers	118	40
35-2014	Cooks, Restaurant	32	48
35-2021	Food Preparation Workers	12	42
35-3021	Combined Food Preparation and Serving Workers, Including Fast	65	151
35-3031	Waiters and Waitresses	28	120
35-9021	Dishwashers	14	19
35-9031	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	10	17

<sup>3</sup> Region consisting of 22 zip codes outlined on page 1.

Gallatin Industry Analysis

SOC Code	Occupation	Avg. Unique Job Postings per Month (Jul 2015 - Jul 2016)	Average Monthly Hires (2015)
37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	16	36
37-2012	Maids and Housekeeping Cleaners	10	21
39-5012	Hairdressers, Hairstylists, and Cosmetologists	17	11
39-9021	Personal Care Aides	65	16
41-1011	First-Line Supervisors of Retail Sales Workers	197	32
41-1012	First-Line Supervisors of Non-Retail Sales Workers	32	5
41-2011	Cashiers	55	110
41-2031	Retail Salespersons	147	108
41-3021	Insurance Sales Agents	17	6
41-3031	Securities, Commodities, and Financial Services Sales Agents	16	2
41-3099	Sales Representatives, Services, All Other	24	25
41-4012	Sales Representatives, Wholesale and Manufacturing, Except	12	21
41-9011	Demonstrators and Product Promoters	19	2
41-9022	Real Estate Sales Agents	14	3
43-1011	First-Line Supervisors of Office and Administrative Support	38	35
43-3031	Bookkeeping, Accounting, and Auditing Clerks	10	44
43-3071	Tellers	15	4
43-4051	Customer Service Representatives	73	74
43-5081	Stock Clerks and Order Fillers	73	82
43-6013	Medical Secretaries	19	4
43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	13	68
49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	13	11
49-2022	Telecommunications Equipment Installers and Repairers, Except	18	4
49-3023	Automotive Service Technicians and Mechanics	15	17
49-9071	Maintenance and Repair Workers, General	41	33
51-1011	First-Line Supervisors of Production and Operating Workers	28	19
51-9198	Helpers--Production Workers	12	49
53-3031	Driver/Sales Workers	17	8
53-3032	Heavy and Tractor-Trailer Truck Drivers	1,578	61
53-3033	Light Truck or Delivery Services Drivers	39	16
53-7051	Industrial Truck and Tractor Operators	16	34
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	38	168

Source: Economic Modeling Specialists Intl.

## POSTSECONDARY EDUCATIONAL PROGRAMS

### Top Programs in the Gallatin Labor Shed<sup>4</sup>, by Number of Graduates

The top 20 programs (by number of graduates) offered by postsecondary education institutions within the Gallatin Labor shed are listed below.

CIP Code	Program	Regional Completions (2015)	Regional Job Openings (2015)	Regional Employment in Related Jobs (2016)	Institution(s) in Region
47.06	Vehicle Maintenance and Repair Technologies	575	177	3,644	Lincoln College of Technology-Nashville; TCAT-Hartsville
24.01	Liberal Arts and Sciences, General Studies and Humanities	564	62	1,235	Volunteer State Community College; Cumberland University; American Baptist College
47.03	Heavy/Industrial Equipment Maintenance Technologies	358	98	1,569	Lincoln College of Technology-Nashville; TCAT-Hartsville
51.38	Registered Nursing, Nursing Administration, Nursing Research and Clinical Nursing	266	404	5,614	Cumberland University; Middle Tennessee School of Anesthesia Inc
51.09	Allied Health Diagnostic, Intervention, and Treatment Professions	258	107	1,410	Volunteer State Community College; Cumberland University;
12.04	Cosmetology and Related Personal Grooming Services	163	18	463	Genesis Career College-Lebanon; Regency Beauty Institute-North Nashville; Volunteer Beauty Academy-Madison; Nashville Barber and Style Academy; Miller-Motte Technical College-Madison
51.08	Allied Health and Medical Assisting Services	163	186	3,407	Nashville College of Medical Careers; Volunteer State Community College; Miller-Motte Technical College-Madison; TCAT-Hartsville; Genesis Career College-Lebanon
52.02	Business Administration, Management and Operations	127	603	16,333	Volunteer State Community College; Cumberland University
51.12	Medicine	90	56	652	Meharry Medical College
43.01	Criminal Justice and Corrections	82	352	6,027	Volunteer State Community College; Cumberland University
49.02	Ground Transportation	79	269	8,537	Miller-Motte Technical College-Madison
48.05	Precision Metal Working	79	174	2,838	TCAT-Hartsville; Miller-Motte Technical College-Madison
50.04	Design and Applied Arts	61	78	1,711	Nossi College of Art; Watkins College of Art Design & Film; Cumberland University
51.07	Health and Medical Administrative Services	60	415	9,159	Volunteer State Community College; Nashville College of Medical Careers
13.01	Education, General	57	244	5,633	Volunteer State Community College; Cumberland University
51.04	Dentistry	54	10	98	Meharry Medical College
51.99	Health Professions and Related Clinical Sciences, Other	52	13	206	Volunteer State Community College

<sup>4</sup> Region consisting of 22 zip codes outlined on page 1.

Gallatin Industry Analysis

<b>CIP Code</b>	<b>Program</b>	<b>Regional Completions (2015)</b>	<b>Regional Job Openings (2015)</b>	<b>Regional Employment in Related Jobs (2016)</b>	<b>Institution(s) in Region</b>
51.39	Practical Nursing, Vocational Nursing and Nursing Assistants	49	393	6,089	TCAT-Hartsville
13.13	Teacher Education and Professional Development, Specific Subject Areas	48	237	5,434	Cumberland University; Fisk University
46.03	Electrical and Power Transmission Installers	43	114	1,879	Miller-Motte Technical College-Madison

Source: Economic Modeling Specialists Intl.

## CLUSTER ANALYSIS

### Top 10 Clusters in the Gallatin Labor Shed<sup>5</sup>

Economic Modeling Specialists Intl. (EMSI) identifies regional clusters. Cluster performance is determined by the following industry performance metrics: earnings, job growth, regional competitiveness, regional specialization and gross regional product (GRP).

The clusters provide below are an initial starting point. **Local knowledge should be applied** in identification of regional clusters.

- The highest ranked cluster in the Gallatin Labor Shed is Local Health Services, with a score of 59 (out of 100) points.
- The average cluster score in the Gallatin Labor Shed is 17 (out of 100) points. This is not a benchmark against other regions; it only compares the relative performance of your clusters to each other.
- Clusters ranked higher than 17 are above average for your region. Top clusters have a score of at least 23. (This threshold is determined by applying the average deviation (plus or minus 6) to the average cluster score of 17.)

Source: Economic Modeling Specialists Intl. (EMSI)

The clusters in this analysis are defined according to the methodology of Harvard Business School's U.S. Cluster Mapping Project. EMSI has made modifications to the Harvard clusters in order to integrate additional data.

#### 1. Local Health Services – Overall Cluster Score of 59

NAICS	Industry	Jobs	Score
339116	Dental Laboratories	30	9
446110	Pharmacies and Drug Stores	1,177	13
446130	Optical Goods Stores	107	9
532291	Home Health Equipment Rental	53	10
621111	Offices of Physicians (except Mental Health Specialists)	3,678	31
621112	Offices of Physicians, Mental Health Specialists	31	11
621210	Offices of Dentists	1,368	15
621310	Offices of Chiropractors	147	10
621320	Offices of Optometrists	141	9
621330	Offices of Mental Health Practitioners (except Physicians)	31	9
621340	Offices of Physical, Occupational and Speech Therapists, and Audiologists	203	10
621399	Offices of All Other Miscellaneous Health Practitioners	136	11
621410	Family Planning Centers	29	9
621420	Outpatient Mental Health and Substance Abuse Centers	1,200	16
621492	Kidney Dialysis Centers	285	12
621493	Freestanding Ambulatory Surgical and Emergency Centers	46	9

NAICS	Industry	Jobs	Score
621498	All Other Outpatient Care Centers	246	15
621511	Medical Laboratories	1,250	22
621512	Diagnostic Imaging Centers	16	8
621610	Home Health Care Services	649	9
621991	Blood and Organ Banks	44	10
622110	General Medical and Surgical Hospitals	15,069	100
622210	Psychiatric and Substance Abuse Hospitals	146	18
623110	Nursing Care Facilities (Skilled Nursing Facilities)	2,141	13
623210	Residential Intellectual and Developmental Disability Facilities	254	8
623220	Residential Mental Health and Substance Abuse Facilities	71	7
623311	Continuing Care Retirement Communities	483	9
623312	Assisted Living Facilities for the Elderly	510	10
623990	Other Residential Care Facilities	116	8
812210	Funeral Homes and Funeral Services	199	10
812220	Cemeteries and Crematories	36	9
903622	Hospitals (Local Government)	92	9

<sup>5</sup> Region consisting of 22 zip codes outlined on page 1.

**2. Textile Manufacturing – Overall Cluster Score of 43**

NAICS	Industry	Jobs	Score
313230	Nonwoven Fabric Mills	476	51
313310	Textile and Fabric Finishing Mills	129	13

**3. Trailers, Motor Homes, and Appliances - Overall Cluster Score of 38**

NAICS	Industry	Jobs	Score
335228	Other Major Household Appliance Manufacturing	283	38

**4. Business Services – Overall Cluster Score of 36**

NAICS	Industry	Jobs	Score
485320	Limousine Service	51	8
518210	Data Processing, Hosting, and Related Services	262	15
541214	Payroll Services	2,686	63
541310	Architectural Services	45	12
541320	Landscape Architectural Services	46	10
541330	Engineering Services	1,199	20
541511	Custom Computer Programming Services	120	12
541512	Computer Systems Design Services	848	18
541513	Computer Facilities Management Services	31	9

NAICS	Industry	Jobs	Score
541611	Administrative Management and General Management Consulting Services	4,067	46
541614	Process, Physical Distribution, and Logistics Consulting Services	61	15
541690	Other Scientific and Technical Consulting Services	93	13
541990	All Other Professional, Scientific, and Technical Services	26	11
551112	Offices of Other Holding Companies	36	13
551114	Corporate, Subsidiary, and Regional Managing Offices	3,092	31
561311	Employment Placement Agencies	1,338	12
561422	Telemarketing Bureaus and Other Contact Centers	371	11
561920	Convention and Trade Show Organizers	178	12

**5. Automotive – Overall Cluster Score of 34**

NAICS	Industry	Jobs	Score
331512	Steel Investment Foundries	47	15
336310	Motor Vehicle Gasoline Engine and Engine Parts Manufacturing	31	9
336330	Motor Vehicle Steering and Suspension Components (except Spring) Manufacturing	585	28
336350	Motor Vehicle Transmission and Power Train Parts Manufacturing	227	13

NAICS	Industry	Jobs	Score
336360	Motor Vehicle Seating and Interior Trim Manufacturing	177	11
336370	Motor Vehicle Metal Stamping	1,806	46
336390	Other Motor Vehicle Parts Manufacturing	364	11
336999	All Other Transportation Equipment Manufacturing	11	9

**6. Insurance Services – Overall Cluster Score of 28**

NAICS	Industry	Jobs	Score
524113	Direct Life Insurance Carriers	54	14
524114	Direct Health and Medical Insurance Carriers	1,647	33
524126	Direct Property and Casualty Insurance Carriers	132	12

NAICS	Industry	Jobs	Score
524130	Reinsurance Carriers	36	13
524291	Claims Adjusting	18	10
524298	All Other Insurance Related Activities	207	13

**7. Local Financial Services – Overall Cluster Score of 24**

NAICS	Industry	Jobs	Score
522110	Commercial Banking	1,543	22
522130	Credit Unions	197	10
524210	Insurance Agencies and Brokerages	598	13

NAICS	Industry	Jobs	Score
524292	Third Party Administration of Insurance and Pension Funds	1,886	33
541213	Tax Preparation Services	184	10
561440	Collection Agencies	364	13

**8. Upstream Metal Manufacturing – Overall Cluster Score of 23**

NAICS	Industry	Jobs	Score
331221	Rolled Steel Shape Manufacturing	116	16
331492	Secondary Smelting, Refining, and Alloying of Nonferrous Metal (except Copper and Aluminum)	244	37

NAICS	Industry	Jobs	Score
332119	Metal Crown, Closure, and Other Metal Stamping (except Automotive)	183	14
332618	Other Fabricated Wire Product Manufacturing	73	12

**9. Downstream Metal Products – Overall Cluster Score of 22**

NAICS	Industry	Jobs	Score
332311	Prefabricated Metal Building and Component Manufacturing	479	29
332312	Fabricated Structural Metal Manufacturing	180	10

NAICS	Industry	Jobs	Score
332321	Metal Window and Door Manufacturing	23	9
332323	Ornamental and Architectural Metal Work Manufacturing	213	15

**10. Local Logistical Services – Overall Cluster Score of 21**

NAICS	Industry	Jobs	Score
484110	General Freight Trucking, Local	84	9
484122	General Freight Trucking, Long-Distance, Less Than Truckload	311	12
484210	Used Household and Office Goods Moving	163	10
484220	Specialized Freight (except Used Goods) Trucking, Local	189	10
485111	Mixed Mode Transit Systems	111	29
492110	Couriers and Express Delivery Services	3,179	26

NAICS	Industry	Jobs	Score
492210	Local Messengers and Local Delivery	44	8
531130	Lessors of Miniwarehouses and Self-Storage Units	90	12
532111	Passenger Car Rental	109	10
532120	Truck, Utility Trailer, and RV (Recreational Vehicle) Rental and Leasing	231	13
562111	Solid Waste Collection	143	10
621910	Ambulance Services	77	9

Source: Economic Modeling Specialists Intl. (EMSI)