



Gallatin Labor Shed Analysis

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

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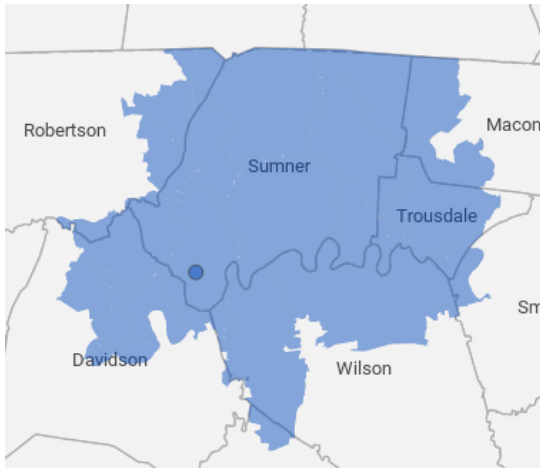
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GALLATIN LABOR SHED

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	
Population, 2017	492,025	
25 to 64 Years	265,068	
By Age Range	<i>No.</i>	<i>Percent</i>
Under 20	127,035	25.8%
20 to 39	130,905	26.6%
40 to 59	132,229	26.9%
60 to 79	87,202	17.7%
80 and over	14,654	3.0%
By Sex		
% Male	48.2%	
% Female	51.8%	
Educational Attainment, Age 25 - 64 (2015)		
High School diploma and higher	88.8%	
Some College, No degree and higher	58.7%	
Associate's degree and higher	35.3%	
Bachelor's degree and higher	27.6%	

SUMNER COUNTY

Note: Zip Code level data is unavailable.

Characteristic	Sumner County (12-month average)	Sumner County (September 2017)
Labor Force	93,995	96,206
Employed	90,795	93,964
Unemployed	3,200	2,242
Unemployment Rate	3.4%	2.3%

Sources:

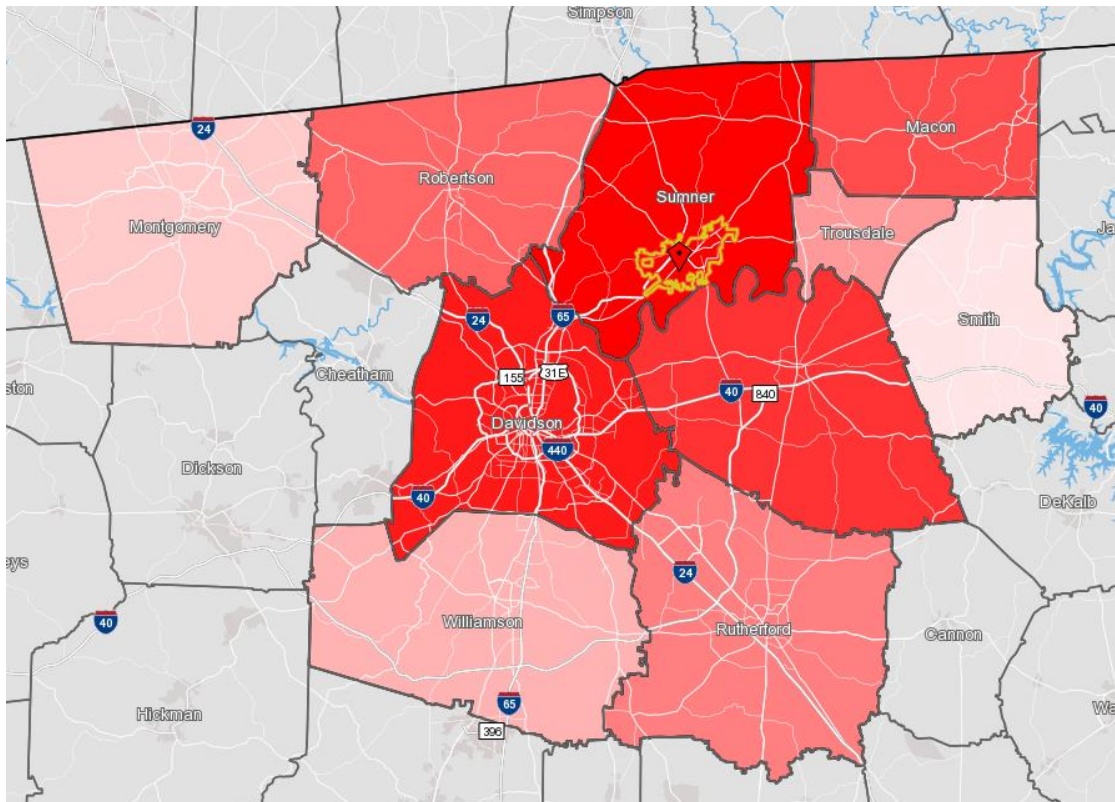
- (a) Population Estimates: Economic Modeling Specialists Intl.
- (b) Educational Attainment: U.S. Census Bureau, 2015 American Community Survey 5-Year Estimates
- (c) Labor Force Estimates, (October 2016 - September 2017): BLS LAUS, Not Seasonally Adjusted for local areas

COMMUTING PATTERNS

Place of Residence for Gallatin Workers

- **21,579**: number of people working in the City of Gallatin in 2015
- **60.6%** of workers in the City of Gallatin live in Sumner County
- **39.4%** of workers in the City of Gallatin reside in other counties, including Davidson County (8.9% of Gallatin workers), Wilson County (4.7% of Gallatin workers), and Macon County (3.7% of Gallatin workers).

Place of Residence	Number of Gallatin Workers	Share of Gallatin Workers
All Counties	21,579	100.0%
Sumner County, TN	13,071	60.6%
Davidson County, TN	1,921	8.9%
Wilson County, TN	1,013	4.7%
Macon County, TN	803	3.7%
Robertson County, TN	756	3.5%
Rutherford County, TN	439	2.0%
Trousdale County, TN	406	1.9%
Williamson County, TN	203	0.9%
Montgomery County, TN	199	0.9%
Smith County, TN	164	0.8%
All Other Locations	2,604	12.1%

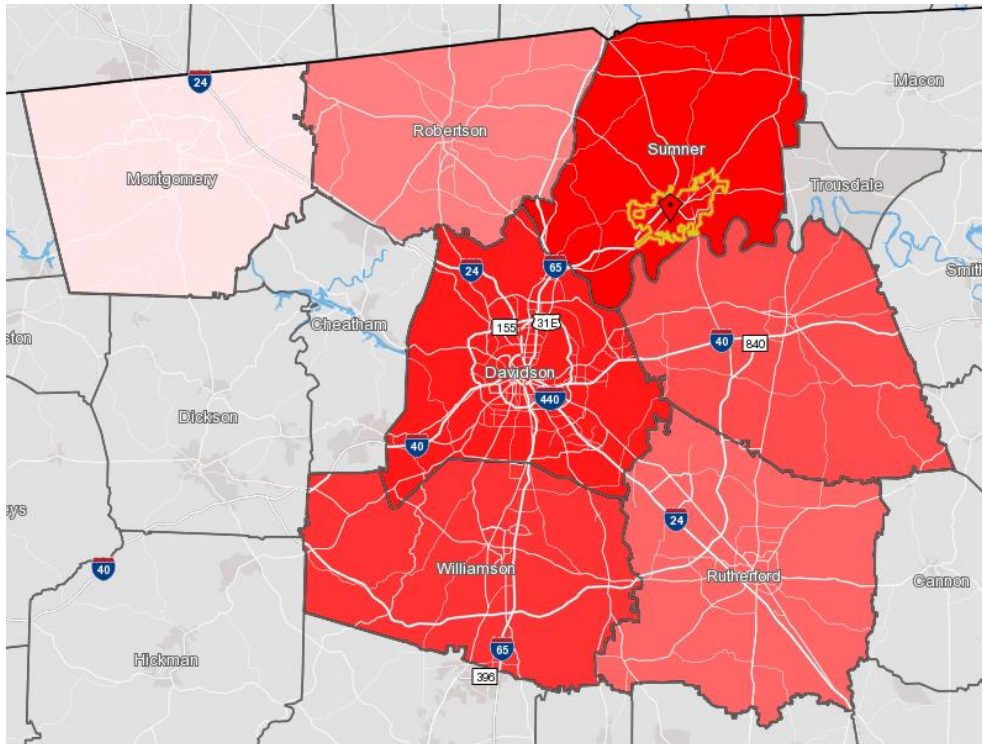


Source: onthemap.ces.census.gov (2015)

Place of Work for Gallatin Residents

- **13,871:** number of Gallatin residents which were employed in 2015
- **41.6%** of Gallatin’s employed residents also work in Sumner County
- **58.4%** of Gallatin’s employed residents work in other counties, including Davidson County (30.6% of Gallatin’s employed residents), Williamson County (4.8% of Gallatin’s employed residents), and Wilson County (3.6% of Gallatin’s employed residents).

Place of Work	Number of Gallatin's Employed Residents	Share of Gallatin's Employed Residents
All Counties	13,871	100.0%
Sumner County, TN	5,771	41.6%
Davidson County, TN	4,244	30.6%
Williamson County, TN	666	4.8%
Wilson County, TN	504	3.6%
Rutherford County, TN	402	2.9%
Robertson County, TN	370	2.7%
Shelby County, TN	268	1.9%
Hamilton County, TN	154	1.1%
Knox County, TN	134	1.0%
Montgomery County, TN	118	0.9%
All Other Locations	1,240	8.9%



Source: onthemap.ces.census.gov (2015)

HIGHLY CONCENTRATED NON-MANUFACTURING INDUSTRIES

Employment Concentration in the Gallatin Labor Shed¹ in 2015

This data has been filtered to include industries which grew from 2012 to 2017 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	Description	2017 Jobs	2012-2017 % Change in Jobs	2017 Employment Concentration (National Average = 1.00)
Sector 23: Construction				
237310	Highway, Street, and Bridge Construction	871	10%	2.09
238140	Masonry Contractors	555	73%	2.87
Sector 42: Wholesale Trade				
423110	Automobile and Other Motor Vehicle Merchant Wholesalers	751	51%	5.07
423120	Motor Vehicle Supplies and New Parts Merchant Wholesalers	741	1%	3.48
423390	Other Construction Material Merchant Wholesalers	105	44%	3.17
423990	Other Miscellaneous Durable Goods Merchant Wholesalers	204	56%	2.07
424210	Drugs and Druggists' Sundries Merchant Wholesalers	1,271	86%	4.92
424320	Men's and Boys' Clothing and Furnishings Merchant Wholesalers	87	102%	2.45
424950	Paint, Varnish, and Supplies Merchant Wholesalers	59	20%	2.31
Sector 44-45: Retail Trade				
441120	Used Car Dealers	754	63%	3.54
441310	Automotive Parts and Accessories Stores	1,263	33%	2.66
441320	Tire Dealers	549	29%	2.36
444210	Outdoor Power Equipment Stores	125	54%	3.11
451140	Musical Instrument and Supplies Stores	87	53%	2.21
452112	Discount Department Stores	3,053	5%	2.88
453310	Used Merchandise Stores	835	29%	3.62
453991	Tobacco Stores	132	193%	2.49
454113	Mail-Order Houses	422	2%	2.64
Sector 48-49: Transportation and Warehousing				
485111	Mixed Mode Transit Systems	127	5%	14.11
485510	Charter Bus Industry	249	92%	6.62
488510	Freight Transportation Arrangement	829	145%	3.03
492110	Couriers and Express Delivery Services	3,266	39%	4.44
493110	General Warehousing and Storage	4,175	62%	3.89
Sector 51: Information				
512210	Record Production	24	85%	9.64
Sector 52: Finance and Insurance				
522291	Consumer Lending	560	173%	4.14
524114	Direct Health and Medical Insurance Carriers	2,325	75%	4.89
524292	Third Party Administration of Insurance and Pension Funds	2,142	78%	8.50
Sector 53: Real Estate and Rental and Leasing				
532120	Truck, Utility Trailer, and RV (Recreational Vehicle) Rental and Leasing	266	59%	2.69
532230	Video Tape and Disc Rental	39	18%	3.08

¹ Region consisting of 22 zip codes outlined on page 1.

Gallatin Industry Analysis

NAICS Code	Description	2017 Jobs	2012-2017 % Change in Jobs	2017 Employment Concentration (National Average = 1.00)
Sector 54: Professional, Scientific, and Technical Services				
541214	Payroll Services	1,540	31%	7.16
541611	Administrative Management and General Management Consulting Services	1,707	259%	2.26
541850	Outdoor Advertising	122	259%	2.47
Sector 56: Administrative and Support and Waste Management and Remediation Services				
561440	Collection Agencies	333	11%	2.03
561613	Armored Car Services	176	30%	4.68
561920	Convention and Trade Show Organizers	166	24%	2.45
562910	Remediation Services	271	26%	2.59
Sector: 61: Educational Services				
611410	Business and Secretarial Schools	50	22%	4.61
611420	Computer Training	38	217%	1.99
Sector 62: Health Care and Social Assistance				
621511	Medical Laboratories	1,467	60%	5.68
624210	Community Food Services	316	153%	6.56
Sector 71: Arts, Entertainment, and Recreation				
711211	Sports Teams and Clubs	261	53%	2.29
Sector 81: Other Services (except Public Administration)				
811198	All Other Automotive Repair and Maintenance	75	108%	2.66
812332	Industrial Launderers	448	0%	5.51
813110	Religious Organizations	4,399	7%	2.04

Source: Economic Modeling Specialists Intl.

HIGHLY CONCENTRATED MANUFACTURING INDUSTRIES

Employment Concentration in the Gallatin Labor Shed² in 2015

This data has been filtered to include industries which grew from 2012 to 2017 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	Description	2017 Jobs	2012-2017 % Change in Jobs	2017 Employment Concentration (National Average = 1.00)
Sector 311: Food Manufacturing				
311615	Poultry Processing	677	30%	2.32
Sector 314: Textile Product Mills				
314999	All Other Miscellaneous Textile Product Mills	156	140%	3.78
Sector 322: Paper Manufacturing				
322211	Corrugated and Solid Fiber Box Manufacturing	401	74%	3.42
322220	Paper Bag and Coated and Treated Paper Manufacturing	197	194%	2.65
322299	All Other Converted Paper Product Manufacturing	48	100%	2.18
Sector 325: Chemical Manufacturing				
325130	Synthetic Dye and Pigment Manufacturing	41	78%	2.51
325920	Explosives Manufacturing	97	439%	10.83
Sector 326: Plastics and Rubber Products Manufacturing				
326112	Plastics Packaging Film and Sheet (including Laminated) Manufacturing	58	16%	2.17
326130	Laminated Plastics Plate, Sheet (except Packaging), and Shape Manufacturing	189	205%	7.58
Sector 327: Nonmetallic Mineral Product Manufacturing				
327320	Ready-Mix Concrete Manufacturing	406	31%	3.38
327331	Concrete Block and Brick Manufacturing	414	149%	16.23
327991	Cut Stone and Stone Product Manufacturing	83	22%	2.05
Sector 331: Primary Metal Manufacturing				
331221	Rolled Steel Shape Manufacturing	132	2%	5.03
331492	Secondary Smelting, Refining, and Alloying of Nonferrous Metal (except Copper and Aluminum)	239	64%	18.57
Sector 332: Fabricated Metal Product Manufacturing				
332119	Metal Crown, Closure, and Other Metal Stamping (except Automotive)	149	198%	2.26
332323	Ornamental and Architectural Metal Work Manufacturing	247	65%	4.77
332618	Other Fabricated Wire Product Manufacturing	108	14%	3.40
332996	Fabricated Pipe and Pipe Fitting Manufacturing	293	15%	6.43
Sector 333: Machinery Manufacturing				
333318	Other Commercial and Service Industry Machinery Manufacturing	239	351%	3.03
333511	Industrial Mold Manufacturing	117	89%	2.30
Sector 334: Computer and Electronic Part Manufacturing				
334614	Software and Other Prerecorded Compact Disc, Tape, and Record Reproducing	27	29%	2.06
Sector 335: Electrical Equipment, Appliance, and Component Manufacturing				
335228	Other Major Household Appliance Manufacturing	351	381%	22.94

² Region consisting of 22 zip codes outlined on page 1.

Gallatin Industry Analysis

NAICS Code	Description	2017 Jobs	2012-2017 % Change in Jobs	2017 Employment Concentration (National Average = 1.00)
335311	Power, Distribution, and Specialty Transformer Manufacturing	102	240%	3.13
335313	Switchgear and Switchboard Apparatus Manufacturing	241	2091%	5.60
335932	Noncurrent-Carrying Wiring Device Manufacturing	133	478%	9.78
Sector 336: Transportation Equipment Manufacturing				
336320	Motor Vehicle Electrical and Electronic Equipment Manufacturing	250	2400%	3.25
336330	Motor Vehicle Steering and Suspension Components (except Spring) Manufacturing	681	25%	13.58
336370	Motor Vehicle Metal Stamping	2,189	168%	19.80
336390	Other Motor Vehicle Parts Manufacturing	489	16%	2.46
Sector 337: Furniture and Related Product Manufacturing				
337910	Mattress Manufacturing	261	3%	8.26
Sector 339: Miscellaneous Manufacturing				
339920	Sporting and Athletic Goods Manufacturing	118	37%	2.17

Source: Economic Modeling Specialists Intl.

IT OCCUPATIONS

SOC	Description	People that Work in Sumner County (Could Live Anywhere)			People that Live in Sumner County (Could Work Anywhere)	2016 Net Commuters
		2016 Jobs	2011 - 2016 % Change	Median Hourly Earnings	2016 Resident Workers	
11-3021	Computer and Information Systems Managers	112	56%	\$43.75	202	-90
15-1121	Computer Systems Analysts	119	55%	\$30.29	231	-112
15-1122	Information Security Analysts	16	45%	\$32.66	33	-17
15-1131	Computer Programmers	49	40%	\$30.50	104	-55
15-1132	Software Developers, Applications	88	47%	\$37.66	186	-98
15-1133	Software Developers, Systems Software	62	72%	\$36.74	128	-66
15-1134	Web Developers	27	50%	\$24.62	53	-26
15-1141	Database Administrators	25	32%	\$36.85	48	-23
15-1142	Network and Computer Systems Administrators	87	30%	\$34.38	155	-68
15-1143	Computer Network Architects	33	38%	\$42.89	66	-33
15-1151	Computer User Support Specialists	168	34%	\$21.03	295	-127
15-1152	Computer Network Support Specialists	57	36%	\$27.14	105	-48
15-1199	Computer Occupations, All Other	53	33%	\$31.18	108	-55
43-9011	Computer Operators	35	21%	\$18.99	63	-28

Source: Economic Modeling Specialists Intl.

JOB POSTINGS

Occupations with 10+ Unique Monthly Job Postings (on Average) in Sumner County

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 postings have been removed to account for this practice.

SOC Code	Occupation	Avg. Unique Job Postings per Month (October 2016 - September 2017)	Avg. Monthly Hires (2016)
Management Occupations			
11-2022	Sales Managers	13	11
11-9051	Food Service Managers	60	20
11-9111	Medical and Health Services Managers	13	6
11-9141	Property, Real Estate, and Community Association Managers	14	6
11-9199	Managers, All Other	11	7
11-1021	General and Operations Managers	31	64
Business and Financial Operations Occupations			
13-1023	Purchasing Agents, Except Wholesale, Retail, and Farm Products	15	3
13-2011	Accountants and Auditors	10	25
Computer and Mathematical Occupations			
15-1151	Computer User Support Specialists	16	12
Architecture and Engineering Occupations			
17-2112	Industrial Engineers	21	7
Education, Training, and Library Occupations			
25-1099	Postsecondary Teachers	18	9
Arts, Design, Entertainment, Sports, and Median Occupations			
27-1026	Merchandise Displayers and Window Trimmers	22	2
Healthcare Practitioners and Technical Occupations			
29-1021	Dentists, General	10	1
29-1051	Pharmacists	12	10
29-1062	Family and General Practitioners	44	1
29-1063	Internists, General	54	0
29-1065	Pediatricians, General	13	0
29-1067	Surgeons	23	0
29-1069	Physicians and Surgeons, All Other	72	3
29-1123	Physical Therapists	25	3
29-1126	Respiratory Therapists	18	1
29-1127	Speech-Language Pathologists	14	2
29-1141	Registered Nurses	245	29
29-1171	Nurse Practitioners	17	2
29-2034	Radiologic Technologists	17	2
29-2052	Pharmacy Technicians	27	17
29-2055	Surgical Technologists	17	1
29-2061	Licensed Practical and Licensed Vocational Nurses	39	29
29-2071	Medical Records and Health Information Technicians	13	5
29-2099	Health Technologists and Technicians, All Other	11	0
Healthcare Support Occupations			
31-1011	Home Health Aides	19	8
31-1014	Nursing Assistants	31	41
31-9092	Medical Assistants	16	9

Gallatin Industry Analysis

SOC Code	Occupation	Avg. Unique Job Postings per Month (October 2016 - September 2017)	Avg. Monthly Hires (2016)
Protective Service Occupations			
33-9032	Security Guards	38	8
Food Preparation and Serving Related Occupations			
35-1011	Chefs and Head Cooks	14	5
35-1012	First-Line Supervisors of Food Preparation and Serving Workers	167	44
35-2012	Cooks, Institution and Cafeteria	15	9
35-2014	Cooks, Restaurant	67	51
35-2021	Food Preparation Workers	18	47
35-3011	Bartenders	14	20
35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	76	203
35-3031	Waiters and Waitresses	42	122
35-3041	Food Servers, Nonrestaurant	17	12
35-9021	Dishwashers	22	20
35-9031	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	17	20
Building and Grounds Cleaning and Maintenance Occupations			
37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	32	44
37-2012	Maids and Housekeeping Cleaners	15	23
Personal Care and Service Occupations			
39-5012	Hairdressers, Hairstylists, and Cosmetologists	18	10
39-9021	Personal Care Aides	26	22
Sales and Related Occupations			
41-1011	First-Line Supervisors of Retail Sales Workers	198	42
41-1012	First-Line Supervisors of Non-Retail Sales Workers	20	5
41-2011	Cashiers	93	117
41-2022	Parts Salespersons	12	5
41-2031	Retail Salespersons	151	124
41-3021	Insurance Sales Agents	27	9
41-3031	Securities, Commodities, and Financial Services Sales Agents	14	3
41-3099	Sales Representatives, Services, All Other	19	25
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	11	22
41-9011	Demonstrators and Product Promoters	24	6
41-9022	Real Estate Sales Agents	26	2
Office and Administrative Support Occupations			
43-1011	First-Line Supervisors of Office and Administrative Support Workers	42	37
43-3071	Tellers	19	4
43-4051	Customer Service Representatives	83	78
43-4111	Interviewers, Except Eligibility and Loan	13	8
43-5081	Stock Clerks and Order Fillers	96	86
43-6013	Medical Secretaries	22	4
43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	10	72
Installation, Maintenance, and Repair Occupations			
49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	13	11
49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers	22	4
49-3023	Automotive Service Technicians and Mechanics	17	22
49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	14	6

Gallatin Industry Analysis

SOC Code	Occupation	Avg. Unique Job Postings per Month (October 2016 - September 2017)	Avg. Monthly Hires (2016)
49-9071	Maintenance and Repair Workers, General	56	33
Production Occupations			
51-1011	First-Line Supervisors of Production and Operating Workers	27	18
51-9199	Production Workers, All Other	16	18
Transportation and Material Moving Occupations			
53-1031	First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators	10	6
53-3031	Driver/Sales Workers	24	10
53-3032	Heavy and Tractor-Trailer Truck Drivers	1,684	61
53-3033	Light Truck or Delivery Services Drivers	88	17
53-3041	Taxi Drivers and Chauffeurs	209	4
53-7051	Industrial Truck and Tractor Operators	16	35
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	23	202

Source: Economic Modeling Specialists Intl.

POSTSECONDARY EDUCATIONAL PROGRAMS

Top Programs in the Gallatin Labor Shed³, 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 (2016)	Regional Job Openings (2016)	Regional Employment in Related Jobs (2017)	Institution(s) in Region
24.0101	Liberal Arts and Sciences/Liberal Studies	648	95	1,122	Volunteer State Community College
47.0302	Heavy Equipment Maintenance Technology/Technician	260	41	340	Lincoln College of Technology-Nashville
47.0604	Automobile/Automotive Mechanics Technology/Technician	244	151	1,376	Lincoln College of Technology-Nashville; Tennessee College of Applied Technology-Hartsville
47.0613	Medium/Heavy Vehicle and Truck Technology/Technician	223	198	1,766	Lincoln College of Technology-Nashville
51.0904	Emergency Medical Technology/Technician (EMT Paramedic)	208	18	265	Volunteer State Community College
51.3801	Registered Nursing/Registered Nurse	199	317	3,170	Cumberland University
47.0603	Autobody/Collision and Repair Technology/Technician	117	51	442	Lincoln College of Technology-Nashville
51.0801	Medical/Clinical Assistant	110	121	785	Nashville College of Medical Careers; Genesis Career College-Lebanon; Miller-Motte Technical College-Madison
49.0205	Truck and Bus Driver/Commercial Vehicle Operator and Instructor	105	818	6,286	Miller-Motte Technical College-Madison
51.1201	Medicine	97	44	590	Meharry Medical College
12.0401	Cosmetology/Cosmetologist, General	82	63	426	Genesis Career College-Lebanon; Volunteer Beauty Academy-Madison; Image Maker Beauty Institute; Music City Barber College; Miller-Motte Technical College-Madison; Nashville Barber and Style Academy
43.0107	Criminal Justice/Police Science	77	78	962	Volunteer State Community College
52.0201	Business Administration and Management, General	77	822	8,209	Volunteer State Community College; Cumberland University
51.3804	Nurse Anesthetist	67	8	122	Middle Tennessee School of Anesthesia Inc
48.0508	Welding Technology/Welder	59	52	376	Miller-Motte Technical College-Madison; Tennessee College of Applied Technology-Hartsville
51.0401	Dentistry	53	7	85	Meharry Medical College
51.9999	Health Professions and Related Clinical Sciences, Other	51	19	244	Volunteer State Community College
13.0101	Education, General	50	419	4,561	Cumberland University; Volunteer State Community College
51.3901	Licensed Practical/Vocational Nurse Training	50	101	1,313	Tennessee College of Applied Technology-Hartsville
42.0101	Psychology, General	48	8	90	Fisk University; Cumberland University

Source: Economic Modeling Specialists Intl.

³ Region consisting of 22 zip codes outlined on page 1.

CLUSTER ANALYSIS

Top 10 Clusters in the Gallatin Labor Shed⁴

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 Insurance Services, with a score of 78 (out of 100) points.
- The average cluster score in the Gallatin Labor Shed is 30 (out of 100) points. This is not a benchmark against other regions; it only compares the relative performance of your clusters to each other.
- Top clusters must have a score of at least 41. This threshold is determined by applying the average deviation (plus or minus 11) to the average cluster score 30.

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. Insurance Services – Overall Cluster Score of 78

NAICS	Industry	Jobs	Score
524113	Direct Life Insurance Carriers	64	21
524114	Direct Health and Medical Insurance Carriers	2,101	88
524126	Direct Property and Casualty Insurance Carriers	127	21
524127	Direct Title Insurance Carriers	15	21

NAICS	Industry	Jobs	Score
524130	Reinsurance Carriers	46	22
524291	Claims Adjusting	28	14
524298	All Other Insurance Related Activities	68	17

2. Automotive – Overall Cluster Score of 70

NAICS	Industry	Jobs	Score
331512	Steel Investment Foundries	54	21
336211	Motor Vehicle Body Manufacturing	15	16
336310	Motor Vehicle Gasoline Engine and Engine Parts Manufacturing	34	15
336330	Motor Vehicle Steering and Suspension Components (except Spring) Manufacturing	662	47

NAICS	Industry	Jobs	Score
336350	Motor Vehicle Transmission and Power Train Parts Manufacturing	123	17
336360	Motor Vehicle Seating and Interior Trim Manufacturing	152	14
336370	Motor Vehicle Metal Stamping	2,055	98
336390	Other Motor Vehicle Parts Manufacturing	488	26

3. Trailers, Motor Homes, and Appliances - Overall Cluster Score of 70

NAICS	Industry	Jobs	Score
335228	Other Major Household Appliance Manufacturing	322	70

4. Local Government – Overall Cluster Score of 64

NAICS	Industry	Jobs	Score
903999	Local Government, Excluding Education and Hospitals	7,331	64

5. Textile Manufacturing – Overall Cluster Score of 62

NAICS	Industry	Jobs	Score
313230	Nonwoven Fabric Mills	425	72
313310	Textile and Fabric Finishing Mills	99	18

⁴ Region consisting of 22 zip codes outlined on page 1.

Gallatin Industry Analysis

6. Business Services – Overall Cluster Score of 53

NAICS	Industry	Jobs	Score
518210	Data Processing, Hosting, and Related Services	365	28
541214	Payroll Services	1,466	85
541310	Architectural Services	45	22
541320	Landscape Architectural Services	38	16
541330	Engineering Services	847	31
541511	Custom Computer Programming Services	165	20
541512	Computer Systems Design Services	502	28
541513	Computer Facilities Management Services	39	15
541611	Administrative Management and General Management Consulting Services	1,501	45
541614	Process, Physical Distribution, and Logistics Consulting Services	145	27

NAICS	Industry	Jobs	Score
541618	Other Management Consulting Services	10	18
541690	Other Scientific and Technical Consulting Services	198	25
541990	All Other Professional, Scientific, and Technical Services	88	22
551112	Offices of Other Holding Companies	33	22
551114	Corporate, Subsidiary, and Regional Managing Offices	3,287	77
561210	Facilities Support Services	43	14
561311	Employment Placement Agencies	1,049	19
561422	Telemarketing Bureaus and Other Contact Centers	204	15
561920	Convention and Trade Show Organizers	160	18

7. Local Health Services – Overall Cluster Score of 52

NAICS	Industry	Jobs	Score
339116	Dental Laboratories	13	12
446110	Pharmacies and Drug Stores	1,138	23
446130	Optical Goods Stores	128	15
532291	Home Health Equipment Rental	34	16
621111	Offices of Physicians (except Mental Health Specialists)	2,954	54
621112	Offices of Physicians, Mental Health Specialists	44	17
621210	Offices of Dentists	1,297	26
621310	Offices of Chiropractors	151	15
621320	Offices of Optometrists	121	15
621330	Offices of Mental Health Practitioners (except Physicians)	84	16
621340	Offices of Physical, Occupational and Speech Therapists, and Audiologists	234	15
621399	Offices of All Other Miscellaneous Health Practitioners	86	17
621410	Family Planning Centers	24	13
621420	Outpatient Mental Health and Substance Abuse Centers	934	22
621492	Kidney Dialysis Centers	242	18
621493	Freestanding Ambulatory Surgical and Emergency Centers	140	17
621498	All Other Outpatient Care Centers	157	21

NAICS	Industry	Jobs	Score
621511	Medical Laboratories	1,358	40
621512	Diagnostic Imaging Centers	12	14
621610	Home Health Care Services	781	17
621991	Blood and Organ Banks	40	15
621999	All Other Miscellaneous Ambulatory Health Care Services	115	22
622110	General Medical and Surgical Hospitals	6,828	100
623110	Nursing Care Facilities (Skilled Nursing Facilities)	2,293	26
623210	Residential Intellectual and Developmental Disability Facilities	274	13
623220	Residential Mental Health and Substance Abuse Facilities	109	10
623311	Continuing Care Retirement Communities	405	14
623312	Assisted Living Facilities for the Elderly	520	17
623990	Other Residential Care Facilities	102	12
812210	Funeral Homes and Funeral Services	213	17
812220	Cemeteries and Crematories	56	16
902622	Hospitals (State Government)	65	16
903622	Hospitals (Local Government)	355	15

8. Local Financial Services – Overall Cluster Score of 50

NAICS	Industry	Jobs	Score
522110	Commercial Banking	1,551	51
522130	Credit Unions	179	18
524210	Insurance Agencies and Brokerages	606	24

NAICS	Industry	Jobs	Score
524292	Third Party Administration of Insurance and Pension Funds	2,006	67
541213	Tax Preparation Services	199	16
561440	Collection Agencies	312	21

9. Local Hospitality Establishments – Overall Cluster Score of 42

NAICS	Industry	Jobs	Score
453220	Gift, Novelty, and Souvenir Stores	153	13
611620	Sports and Recreation Instruction	158	12
713910	Golf Courses and Country Clubs	472	16
713940	Fitness and Recreational Sports Centers	376	12
713950	Bowling Centers	76	12
722310	Food Service Contractors	267	14

NAICS	Industry	Jobs	Score
722320	Caterers	187	13
722410	Drinking Places (Alcoholic Beverages)	433	14
722511	Full-Service Restaurants	7,502	42
722513	Limited-Service Restaurants	7,410	54
722514	Cafeterias, Grill Buffets, and Buffets	271	15
722515	Snack and Nonalcoholic Beverage Bars	639	15

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10. Distribution and Electronic Commerce – Overall Cluster Score of 42

NAICS	Industry	Jobs	Score
423210	Furniture Merchant Wholesalers	20	15
423220	Home Furnishing Merchant Wholesalers	39	16
423420	Office Equipment Merchant Wholesalers	58	17
423440	Other Commercial Equipment Merchant Wholesalers	74	19
423450	Medical, Dental, and Hospital Equipment and Supplies Merchant Wholesalers	405	29
423510	Metal Service Centers and Other Metal Merchant Wholesalers	242	22
423610	Electrical Apparatus and Equipment, Wiring Supplies, and Related Equipment Merchant Wholesalers	93	19
423620	Household Appliances, Electric Housewares, and Consumer Electronics Merchant Wholesalers	23	17
423690	Other Electronic Parts and Equipment Merchant Wholesalers	40	19
423810	Construction and Mining (except Oil Well) Machinery and Equipment Merchant Wholesalers	98	20
423830	Industrial Machinery and Equipment Merchant Wholesalers	516	26
423840	Industrial Supplies Merchant Wholesalers	107	19
423850	Service Establishment Equipment and Supplies Merchant Wholesalers	77	19
423860	Transportation Equipment and Supplies (except Motor Vehicle) Merchant Wholesalers	17	17
423910	Sporting and Recreational Goods and Supplies Merchant Wholesalers	37	15
423940	Jewelry, Watch, Precious Stone, and Precious Metal Merchant Wholesalers	16	13
424120	Stationery and Office Supplies Merchant Wholesalers	56	17
424130	Industrial and Personal Service Paper Merchant Wholesalers	137	24
424210	Drugs and Druggists' Sundries Merchant Wholesalers	1,190	47

NAICS	Industry	Jobs	Score
424470	Meat and Meat Product Merchant Wholesalers	31	14
424480	Fresh Fruit and Vegetable Merchant Wholesalers	55	14
424690	Other Chemical and Allied Products Merchant Wholesalers	161	23
424720	Petroleum and Petroleum Products Merchant Wholesalers (except Bulk Stations and Terminals)	100	14
424820	Wine and Distilled Alcoholic Beverage Merchant Wholesalers	190	26
424910	Farm Supplies Merchant Wholesalers	40	16
424920	Book, Periodical, and Newspaper Merchant Wholesalers	34	22
424930	Flower, Nursery Stock, and Florists' Supplies Merchant Wholesalers	24	15
424950	Paint, Varnish, and Supplies Merchant Wholesalers	57	20
424990	Other Miscellaneous Nondurable Goods Merchant Wholesalers	29	16
425120	Wholesale Trade Agents and Brokers	758	47
454111	Electronic Shopping	135	18
454113	Mail-Order Houses	410	20
493110	General Warehousing and Storage	3,912	58
493190	Other Warehousing and Storage	25	14
532412	Construction, Mining, and Forestry Machinery and Equipment Rental and Leasing	74	29
532490	Other Commercial and Industrial Machinery and Equipment Rental and Leasing	122	23
561499	All Other Business Support Services	12	15
561910	Packaging and Labeling Services	87	13

Source: Economic Modeling Specialists Intl. (EMSI)