

**Business Case
Business Services & HQ
Cluster**

**Sumner County, TN
45 Minute Drive Time**



**1598 GreenLea Boulevard
Gallatin, TN 37066**

615-206-6624

www.forwardsumner.org

Parameters

Industries:

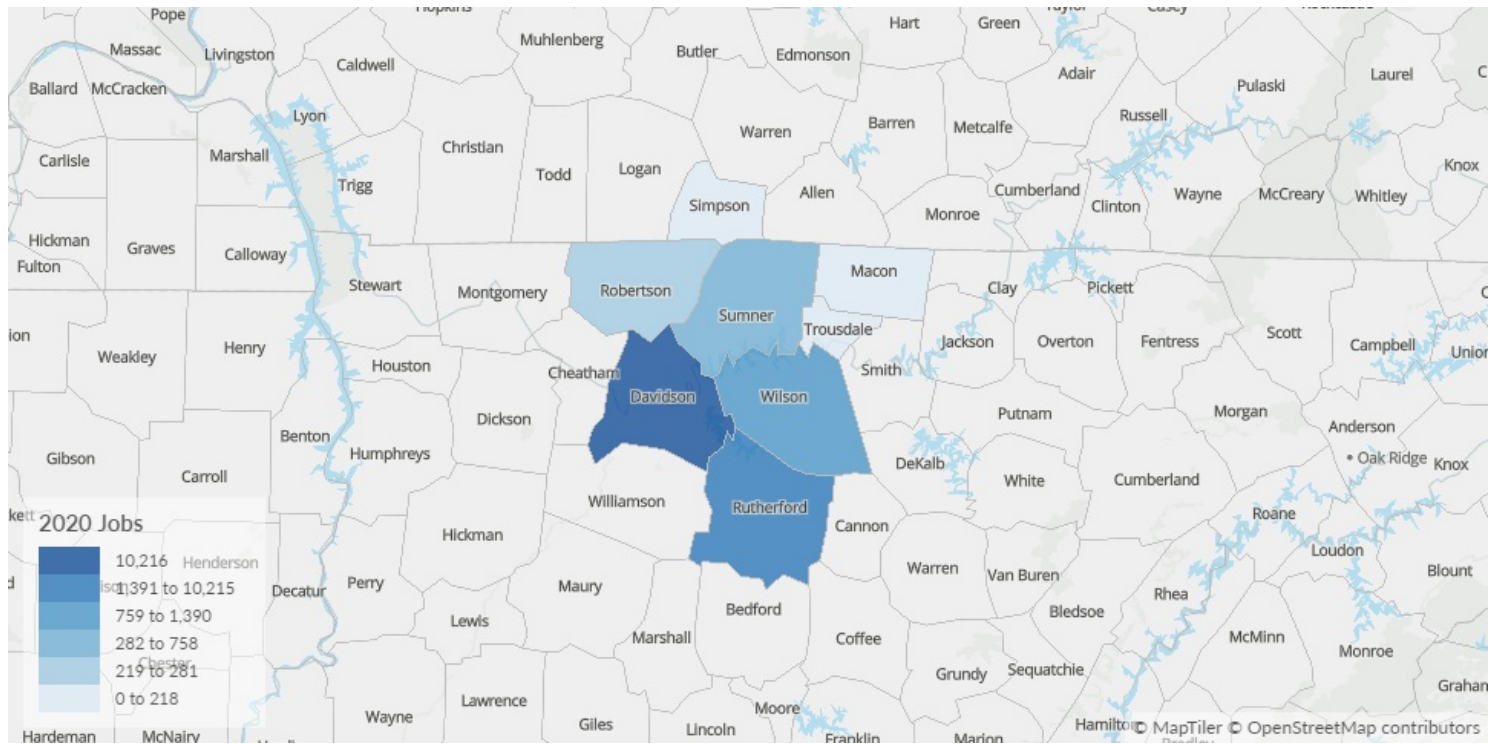
Code	Description
5511	Management of Companies and Enterprises

Regions:

Code	Description	Code	Description
21213	Simpson County, KY	47149	Rutherford County, TN
47037	Davidson County, TN	47165	Sumner County, TN
47111	Macon County, TN	47169	Trousdale County, TN
47147	Robertson County, TN	47189	Wilson County, TN

Datarun: 2021.1 – QCEW Employees, Non-QCEW Employees, and Self-Employed

Management of Companies and Enterprises for Sumner 45 DT vs. Nation

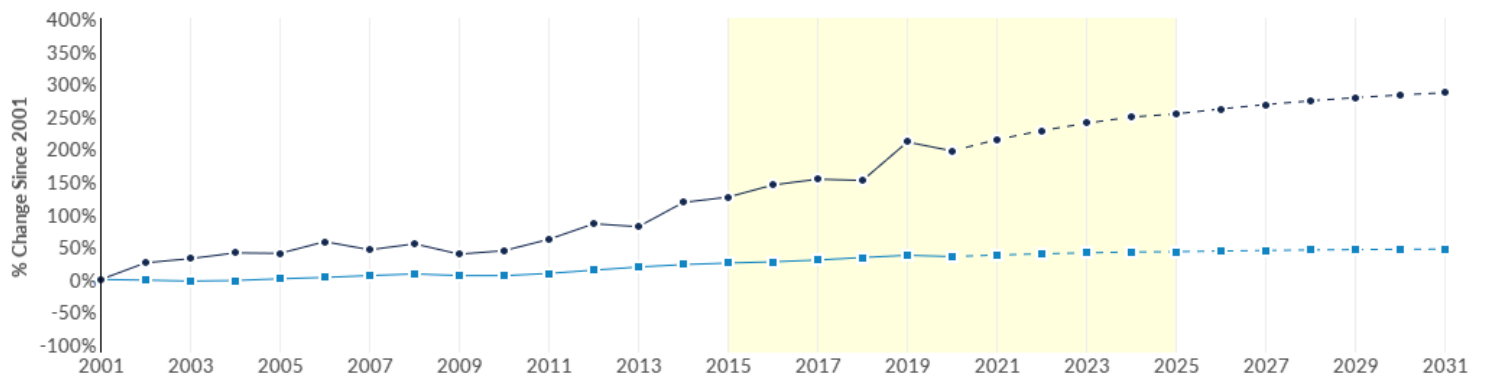


Executive Summary

<h2>363</h2> <p>Payrolled Business Locations</p> <p>Payrolled business locations increased by 114 over the last 5 years.</p>	<h2>12,901</h2> <p>Jobs</p> <p>Jobs increased by 3,074 over the last 5 years. Projected to increase by 2,465 over the next 5 years.</p>	<h2>1.02</h2> <p>Concentration</p> <p>Regional job concentration is 1.02 times the national job concentration.</p>	<h2>\$157.9K</h2> <p>Earnings Per Job</p> <p>Regional earnings per job are \$9.9K above the national earnings per job of \$147.9K.</p>
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- Jobs for Management of Companies and Enterprises increased by 3,074 jobs (31.3%) from 2015-2020, outpacing the national growth rate of 7.9%. The industry is projected to increase by 2,465 jobs (19.1%) from 2020-2025, outpacing the national growth rate of 5.6%.
- Regional job concentration for Management of Companies and Enterprises is 1.02 times the national job concentration. In other words, there are 2% more jobs at Management of Companies and Enterprises in this region than we would expect to find in the average region.
- Cost of labor in the region is above average. The regional earnings per job for Management of Companies and Enterprises is \$157.9K, which is \$9.9K above the national average of \$147.9K.

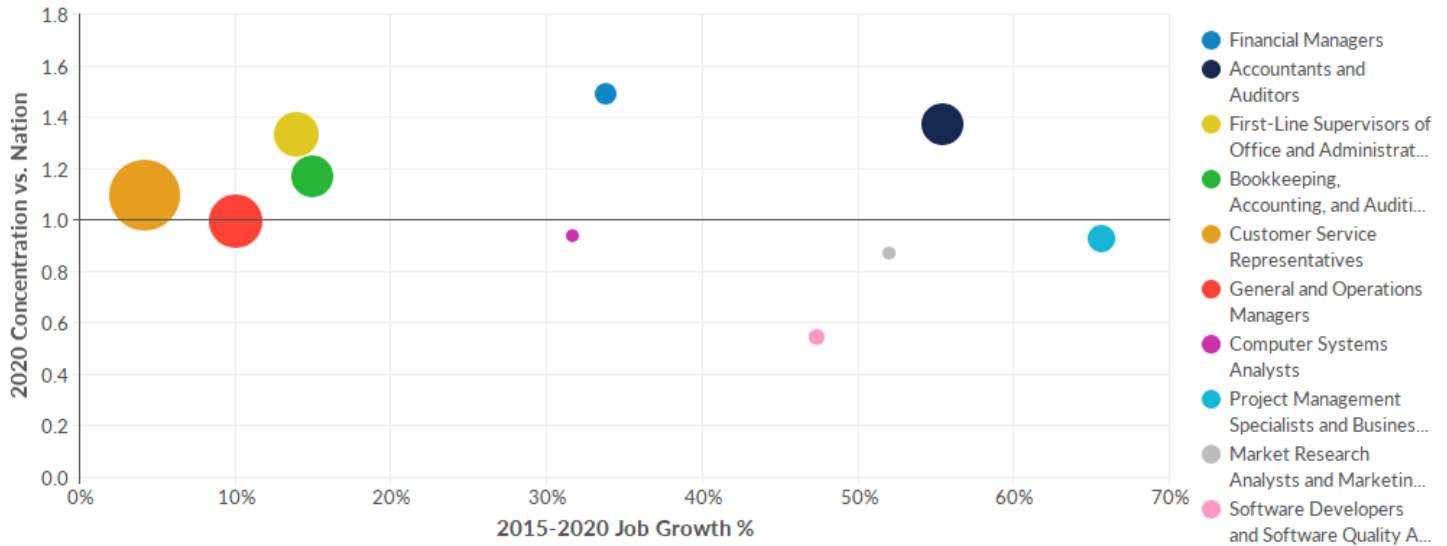
Regional Trends



Region	2015 Jobs	2020 Jobs	2025 Jobs	Change	2015-2020 Growth %	2020-2025 Growth %
● Sumner 45 DT	9,827	12,901	15,367	5,540	31.3%	19.1%
■ Nation	2,200,398	2,374,870	2,507,072	306,674	7.9%	5.6%

Workforce Availability

Key occupations for Management of Companies and Enterprises have an overall concentration of 1.09, indicating above average workforce availability. These occupations experienced overall job growth of 22.6% from 2015-2020, indicating that the regional talent pool is increasing.



SOC	Key Occupation	Concentration	2015 Jobs	2020 Jobs	2025 Jobs	Median Hourly Earnings	Average Hourly Earnings
11-3031	Financial Managers	1.49	4,211	5,632	6,317	\$52.10/hr	\$59.46/hr
13-2011	Accountants and Auditors	1.37	6,799	10,568	11,503	\$31.30/hr	\$35.25/hr
43-1011	First-Line Supervisors of Office and Administrative Support Workers	1.33	9,529	10,853	11,182	\$27.09/hr	\$28.85/hr
43-3031	Bookkeeping, Accounting, and Auditing Clerks	1.17	8,910	10,242	10,607	\$20.15/hr	\$21.39/hr
43-4051	Customer Service Representatives	1.10	16,708	17,409	18,221	\$16.73/hr	\$17.62/hr
11-1021	General and Operations Managers	1.00	11,966	13,163	14,311	\$47.56/hr	\$57.52/hr
15-1211	Computer Systems Analysts	0.94	2,395	3,154	3,418	\$37.15/hr	\$40.10/hr
13-1198	Project Management Specialists and Business Operations Specialists, All Other	0.93	4,105	6,798	7,254	\$27.03/hr	\$29.91/hr
	Total	1.09	69,859	85,640	92,139		\$34.30/hr

13-1161	Market Research Analysts and Marketing Specialists	0.87	2,257	3,430	4,007	\$27.69/hr	\$31.15/hr
15-1256	Software Developers and Software Quality Assurance Analysts and Testers	0.54	2,979	4,390	5,319	\$44.38/hr	\$44.86/hr
	Total	1.09	69,859	85,640	92,139		\$34.30/hr

Supply Chain Requirements

72%

Satisfied In-Region

72% of the goods and services that Management of Companies and Enterprises require to operate are provided within the region.

NAICS	Industry	Total Requirements	% Satisfied In-Region
533110	Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	\$93,863,019	97.9%
541512	Computer Systems Design Services	\$68,986,909	86.7%
519130	Internet Publishing and Broadcasting and Web Search Portals	\$57,568,620	4.6%
541110	Offices of Lawyers	\$56,715,394	87.4%
522110	Commercial Banking	\$54,958,283	97.6%
541611	Administrative Management and General Management Consulting Services	\$52,420,863	98.3%
531110	Lessors of Residential Buildings and Dwellings	\$51,605,574	75.9%
531210	Offices of Real Estate Agents and Brokers	\$40,190,850	99.3%
531120	Lessors of Nonresidential Buildings (except Miniwarehouses)	\$33,991,447	89.8%
523920	Portfolio Management	\$33,749,328	66.7%

Appendix A - Data Sources and Calculations

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.

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.

Staffing Patterns Data

The staffing pattern data in this report are compiled from several sources using a specialized process. For QCEW and Non-QCEW Employees classes of worker, sources include Occupational Employment Statistics, the National Industry-Occupation Employment Matrix, and the American Community Survey. For the Self-Employed and Extended Proprietors classes of worker, the primary source is the American Community Survey, with a small amount of information from Occupational Employment Statistics.

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.

State Data Sources

This report uses state data from the following agencies: 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