Occupation Snapshot Report

Office and Administrative Support Occupations 45 Minute Drive Time



1598 GreenLea Boulevard Gallatin, TN 37066

615-206-6624

www.forwardsumner.org

Emsi Q1 2021 Data Set | www.economicmodeling.com

Report Parameters

37 Occupations

| 43-1011 | First-Line Supervisors of Office and Admi |
|---------|---|
| 43-3011 | Bill and Account Collectors |
| 43-3021 | Billing and Posting Clerks |
| 43-3031 | Bookkeeping, Accounting, and Auditing Cl. |
| 43-3051 | Payroll and Timekeeping Clerks |

| 43-3061 | Procurement Clerks | | |
|---------------------------------------|-----------------------------|--|--|
| 43-3071 | Tellers | | |
| 43-3099 | Financial Clerks, All Other | | |
| 43-4011 | Brokerage Clerks | | |
| See Appendix A for all 37 Occupations | | | |

7 Counties

| 47037 | Davidson County, TN | 47165 | Sumner County, TN |
|-------|-----------------------|-------|-----------------------|
| 47125 | Montgomery County, TN | 47187 | Williamson County, TN |
| 47147 | Robertson County, TN | 47189 | Wilson County, TN |
| 47149 | Rutherford County, TN | | |

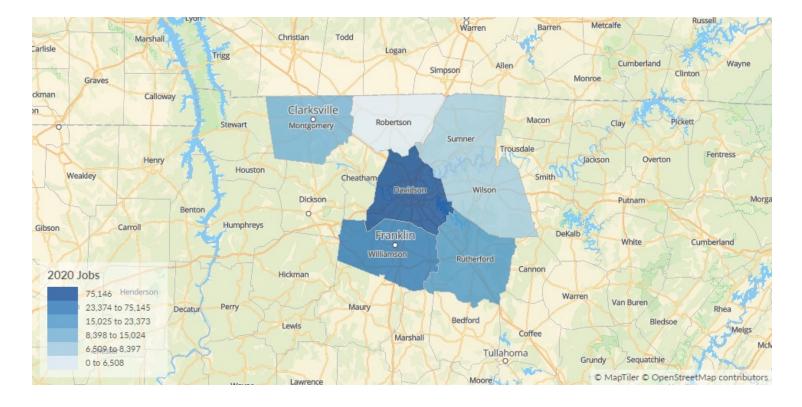
Class of Worker

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

The information in this report pertains to the chosen occupations and geographical areas.

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Workforce Map



Executive Summary

Aggressive Hiring Competition Over an Average Supply of Regional Talent

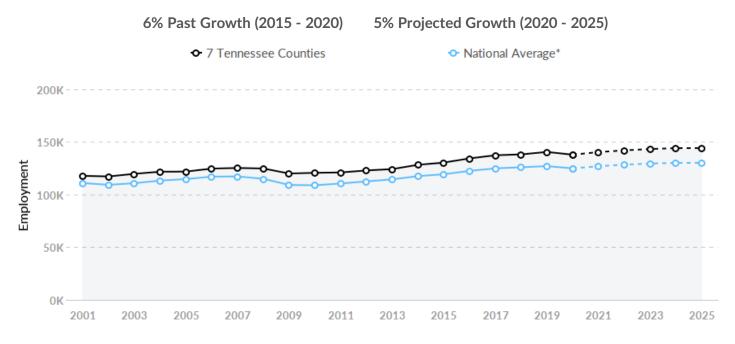


*National average values are derived by taking the national value for your occupations and scaling it down to account for the difference in overall workforce size between the nation and your area. In other words, the values represent the national average adjusted for region size.

Supply (Jobs)

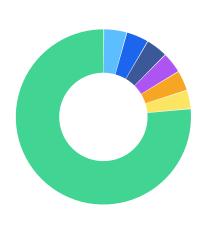
Supply Is Higher Than the National Average

The regional vs. national average employment helps you understand if the supply of your occupations is a strength or weakness for your area, and how it is changing relative to the nation. An average area of this size would have 124,960* employees, while there are 138,000 here. This higher than expected supply may make it easier to find candidates. The gap between expected and actual employment is expected to remain roughly the same over the next 5 years.



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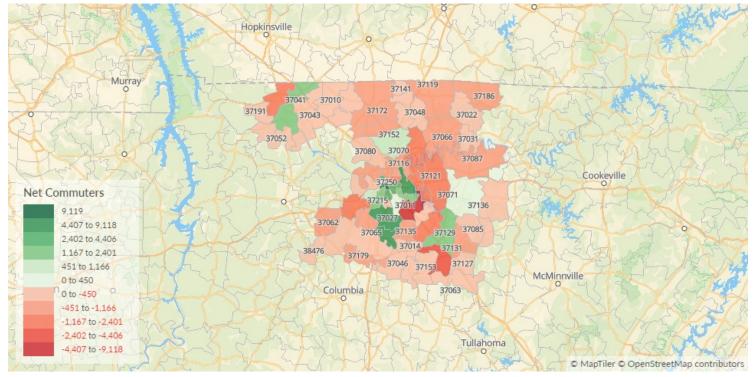
Most Jobs are Found in the Business Support Services Industry Sector



| | Industry | % of Occupation in Industry (2020) |
|---|---|---------------------------------------|
| | Business Support Services | 4.3% |
| • | Agencies, Brokerages, and Other Insurance Related Activities | 4.1% |
| | Offices of Physicians | 4.0% |
| | Management of Companies and Enterprises | 3.9% |
| • | Accounting, Tax Preparation, Bookkeeping, and Payroll Services | 3.7% |
| | Depository Credit Intermediation | 3.4% |
| | Other | 76.6% |
| | | |

Place of Work vs Place of Residence

Understanding where talent in the region currently works compared to where talent lives can help you optimize site decisions. For example, the #1 ranked ZIP for employment ranks #31 for resident workers. The top ZIP for resident workers is 37013.



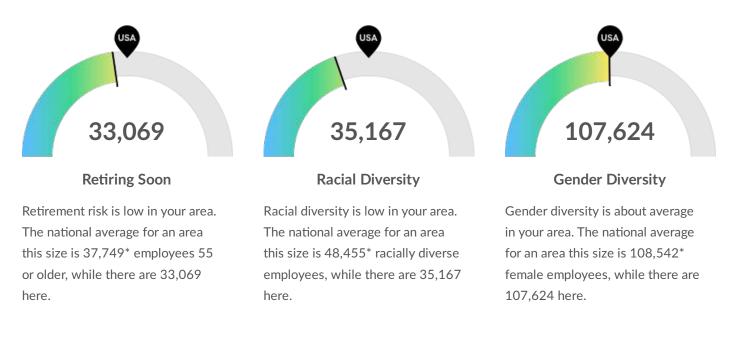
Where Talent Works

| ZIP | Name | 2020 Employment |
|-------|---------------------------|--------------------|
| 37203 | Nashville, TN (in Davids | 10,744 |
| 37027 | Brentwood, TN (in Willi | 9,546 |
| 37067 | Franklin, TN (in Williams | 8,619 |
| 37214 | Nashville, TN (in Davids | 8,327 |
| 37211 | Nashville, TN (in Davids | 5,352 |

Where Talent Lives

| ZIP | Name | 2020 Workers |
|-------|--------------------------|-----------------|
| 37013 | Antioch, TN (in Davidso | 6,357 |
| 37211 | Nashville, TN (in Davids | 5,280 |
| 37075 | Hendersonville, TN (in S | 4,722 |
| 37027 | Brentwood, TN (in Willi | 4,388 |
| 37122 | Mount Juliet, TN (in Wil | 4,156 |

Retirement Risk Is Low, While Overall Diversity Is Low



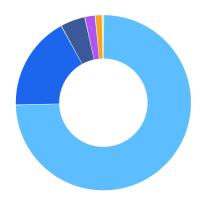
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Demographic Details

Occupation Age Breakdown

| | | % of Jobs | Jobs |
|--|---------|-----------|--------|
| | • 14-18 | 1.0% | 1,361 |
| | 19-24 | 10.0% | 13,793 |
| | • 25-34 | 23.8% | 32,903 |
| | 35-44 | 20.7% | 28,527 |
| | 45-54 | 20.5% | 28,348 |
| | 55-64 | 17.4% | 24,024 |
| | 65+ | 6.6% | 9,045 |

Occupation Race/Ethnicity Breakdown



| | % of Jobs | Jobs |
|--|-----------|---------|
| • White | 74.5% | 102,834 |
| Black or African American | 17.4% | 24,046 |
| Hispanic or Latino | 4.6% | 6,311 |
| Asian | 1.9% | 2,622 |
| Two or More Races | 1.3% | 1,766 |
| American Indian or Alaska Native | 0.2% | 315 |
| Native Hawaiian or Other Pacific Islander | 0.1% | 106 |



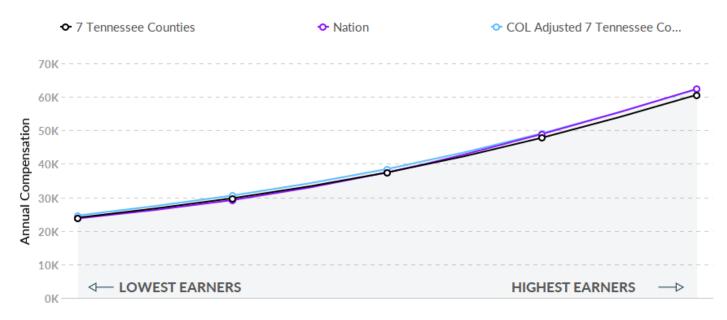
Occupation Gender Breakdown



Compensation

Talent Is the Same Cost as the Nation

In 2019, the median compensation for your occupations in your area is \$37,428. Based on the national median wage of \$37,446 for this position, this means you will spend about 0% less to employ your occupations here. However, their actual purchasing power will be 3% greater than the national median when we adjust for regional cost of living (which is 3% lower than average).





Demand

| 3,446 | Employers Competing | 27,490 |) Unique Job Postings | 35 Day | Median Duration |
|----------------------------|---|----------|---|----------|---|
| | yers in the region who posted fo ob over the last 12 months. | | er of unique postings for this job ver the last 12 months. | | n is the same as what's typical in the region. |
| 10K | Monthly Unique Postings Estimated Hires Per Month* | | | | |
| 8K 6K 4K 2K 0K | | | | | |
| | Jan 2017 | Jan 2018 | Jan 2019 | Jan 2020 | Jan 2021 |

| Occupation | - Avg Monthly Postings (Mar 2020 Feb 2021) | - Avg Monthly Hires (Mar 2020 Feb 2021) |
|---|---|--|
| Customer Service Representatives | 1,186 | 1,604 |
| First-Line Supervisors of Office and Administrative Support Workers | 582 | 669 |
| Bookkeeping, Accounting, and Auditing Clerks | 481 | 779 |

*A hire is reported by the Quarterly Workforce Indicators when an individual's Social Security Number appears on a company's payroll and was not there the quarter before. Emsi hires are calculated using a combination of Emsi jobs data, information on separation rates from the Bureau of Labor Statistics (BLS), and industry-based hires data from the Census Bureau.

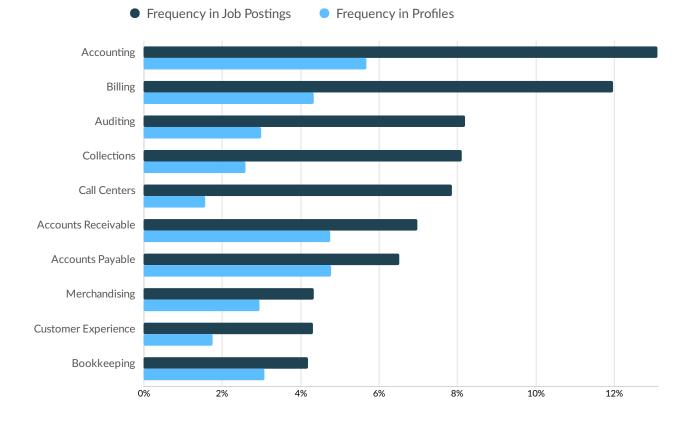
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| Occupation | Avg Monthly Postings (Mar 2020 - Feb 2021) | Avg Monthly Hires (Mar 2020 - Feb 2021) |
|--|---|--|
| Secretaries and Administrative Assistants, Except Legal, Medical, and Executive | 528 | 940 |
| Hotel, Motel, and Resort Desk Clerks | 391 | 228 |
| Medical Secretaries and Administrative Assistants | 377 | 139 |
| Executive Secretaries and Executive Administrative Assistants | 244 | 182 |
| Office Clerks, General | 258 | 1,327 |
| Bill and Account Collectors | 181 | 118 |
| Receptionists and Information Clerks | 211 | 544 |
| Shipping, Receiving, and Inventory Clerks | 207 | 345 |
| Tellers | 118 | 82 |
| Human Resources Assistants, Except Payroll and Timekeeping | 145 | 53 |
| Billing and Posting Clerks | 144 | 211 |
| Payroll and Timekeeping Clerks | 100 | 63 |
| Production, Planning, and Expediting Clerks | 103 | 165 |
| Interviewers, Except Eligibility and Loan | 91 | 134 |
| Office and Administrative Support Workers, All Other | 111 | 64 |
| Order Clerks | 80 | 71 |
| Loan Interviewers and Clerks | 136 | 69 |
| Dispatchers, Except Police, Fire, and Ambulance | 62 | 80 |
| Legal Secretaries and Administrative Assistants | 53 | 45 |
| Reservation and Transportation Ticket Agents and Travel Clerks | 37 | 39 |
| Insurance Claims and Policy Processing Clerks | 20 | 74 |
| Cargo and Freight Agents | 14 | 27 |
| New Accounts Clerks | 13 | 38 |
| Couriers and Messengers | 12 | 32 |
| | | |

| Occupation | Avg Monthly Postings (Mar 2020 - Feb 2021) | Avg Monthly Hires (Mar 2020 - Feb 2021) |
|--|---|--|
| File Clerks | 7 | 33 |
| Library Assistants, Clerical | 5 | 22 |
| Weighers, Measurers, Checkers, and Samplers, Recordkeeping | 2 | 30 |
| Procurement Clerks | 1 | 18 |
| Brokerage Clerks | 0 | 24 |
| Statistical Assistants | 0 | 12 |

| Top Companies | Unique Postings | Top Job Titles | Unique Postings |
|---------------------------------|-----------------|--------------------------------|-----------------|
| Randstad N.V. | 999 | Customer Service Representativ | 1,145 |
| Creative Financial Staffing LLC | 319 | Administrative Assistants | 1,055 |
| Aerotek, Inc. | 288 | Receptionists | 426 |
| HCA Holdings, Inc. | 263 | Customer Service Associates | 286 |
| Robert Half International Inc. | 258 | Accounts Payable Specialists | 216 |

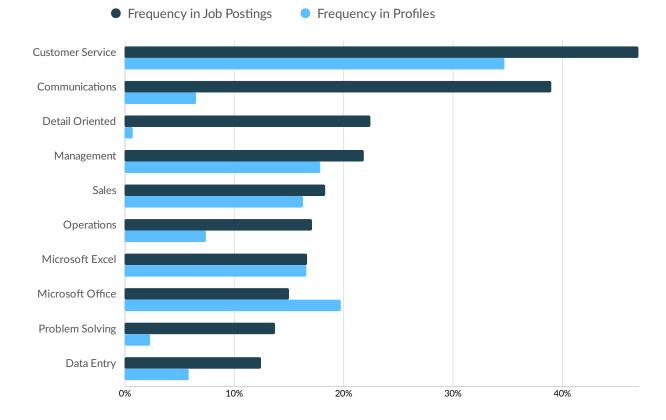
Top Hard Skills



| Skills | Postings | % of Total Postings | Profiles | % of Total Profiles |
|---------------------|----------|---------------------|----------|---------------------|
| Accounting | 979 | 13% | 3,643 | 6% |
| Billing | 895 | 12% | 2,781 | 4% |
| Auditing | 612 | 8% | 1,922 | 3% |
| Collections | 606 | 8% | 1,660 | 3% |
| Call Centers | 588 | 8% | 1,004 | 2% |
| Accounts Receivable | 522 | 7% | 3,050 | 5% |
| Accounts Payable | 487 | 7% | 3,065 | 5% |
| Merchandising | 324 | 4% | 1,890 | 3% |
| Customer Experience | 322 | 4% | 1,128 | 2% |
| Bookkeeping | 313 | 4% | 1,968 | 3% |

Top Common Skills

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| Skills | Postings | % of Total Postings | Profiles | % of Total Profiles |
|------------------|----------|---------------------|----------|---------------------|
| Customer Service | 3,507 | 47% | 22,233 | 35% |
| Communications | 2,912 | 39% | 4,206 | 7% |
| Detail Oriented | 1,677 | 22% | 492 | 1% |
| Management | 1,635 | 22% | 11,437 | 18% |
| Sales | 1,370 | 18% | 10,433 | 16% |
| Operations | 1,277 | 17% | 4,754 | 7% |
| Microsoft Excel | 1,247 | 17% | 10,604 | 17% |
| Microsoft Office | 1,122 | 15% | 12,667 | 20% |
| Problem Solving | 1,025 | 14% | 1,489 | 2% |
| Data Entry | 930 | 12% | 3,755 | 6% |

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Graduate Pipeline



12 Programs

27 programs can train for this job, while only 12 programs have produced completers in this region.



138 Completions (2019)

The completions from all regional institutions for all degree types.



15,298 Openings (2019)

The average number of openings for an occupation in the region is 157.

| Top Programs | Completions (2019) | Top Schools | Completions (2019) |
|---------------------------------|--------------------|---------------------------------|--------------------|
| Medical Office Assistant/Specia | 43 | Hussian College-Daymar Colleg | 46 |
| Executive Assistant/Executive S | 34 | Tennessee State University | 31 |
| Office Management and Superv | 31 | Nashville State Community Coll | 26 |
| Accounting Technology/Technic | 18 | Tennessee College of Applied Te | 20 |
| Administrative Assistant and Se | 11 💼 | Tennessee College of Applied Te | 14 |

Appendix A (Occupations)

| Code | Description | Code | Description |
|---------|--|---------|---|
| 43-1011 | First-Line Supervisors of Office and Administrative Support Workers | 43-4071 | File Clerks |
| | | 43-4081 | Hotel, Motel, and Resort Desk Clerks |
| 43-3011 | Bill and Account Collectors | | Interviewers, Except Eligibility and |
| 43-3021 | Billing and Posting Clerks | 43-4111 | Loan |
| 43-3031 | Bookkeeping, Accounting, and Auditing Clerks | 43-4121 | Library Assistants, Clerical |
| | | 43-4131 | Loan Interviewers and Clerks |
| 43-3051 | Payroll and Timekeeping Clerks | 43-4141 | New Accounts Clerks |
| 43-3061 | Procurement Clerks | | |
| 43-3071 | Tellers | 43-4151 | Order Clerks |
| 43-3099 | Financial Clerks, All Other | 43-4161 | Human Resources Assistants, Except Payroll and Timekeeping |
| 43-4011 | Brokerage Clerks | 43-4171 | Receptionists and Information Clerks |
| 43-4021 | Correspondence Clerks | 43-4181 | Reservation and Transportation Ticket Agents and Travel Clerks |
| 43-4041 | Credit Authorizers, Checkers, and Clerks | 43-4199 | Information and Record Clerks, All |
| 43-4051 | Customer Service Representatives | -U -I// | Other |
| 10 1001 | | 43-5011 | Cargo and Freight Agents |

| Code | Description | Code | Description |
|---------|---|---------|---|
| 43-5021 | Couriers and Messengers | 43-6013 | Medical Secretaries and Administrative Assistants |
| 43-5032 | Dispatchers, Except Police, Fire, and Ambulance | 43-6014 | Secretaries and Administrative |
| 43-5061 | Production, Planning, and Expediting Clerks | 43-0014 | Assistants, Except Legal, Medical, and Executive |
| 43-5071 | Shipping, Receiving, and Inventory Clerks | 43-9041 | Insurance Claims and Policy Processing Clerks |
| | | 43-9061 | Office Clerks, General |
| 43-5111 | Weighers, Measurers, Checkers, and Samplers, Recordkeeping | 43-9111 | Statistical Assistants |
| 43-6011 | Executive Secretaries and Executive Administrative Assistants | 43-9199 | Office and Administrative Support Workers, All Other |
| 43-6012 | Legal Secretaries and Administrative Assistants | | |