

WESTMARC

Business Labor Market Survey



Who We Are

- Our Expertise: Workforce and Economic Development Research/Web Services
- Surveyed over 2,000,000 businesses nationwide
- Provide easy to use web applications with information as the foundation for everything we do
- Our Focus: Demand-driven information systems that give communities a competitive edge

Scope of the Business Survey

Attempted Contact	The total number of employers targeted.	3,776
Outside of Scope	Employers with wrong phone numbers and no new number and employers with less than 20 employees.	945
Net Base	Number of employers where contact was attempted minus employers outside of scope.	2,831
In-Scope Employers Responding	Number of employers who responded to the survey.	1,004
Response Rate	The percent of employers who responded to the survey.	35.46%

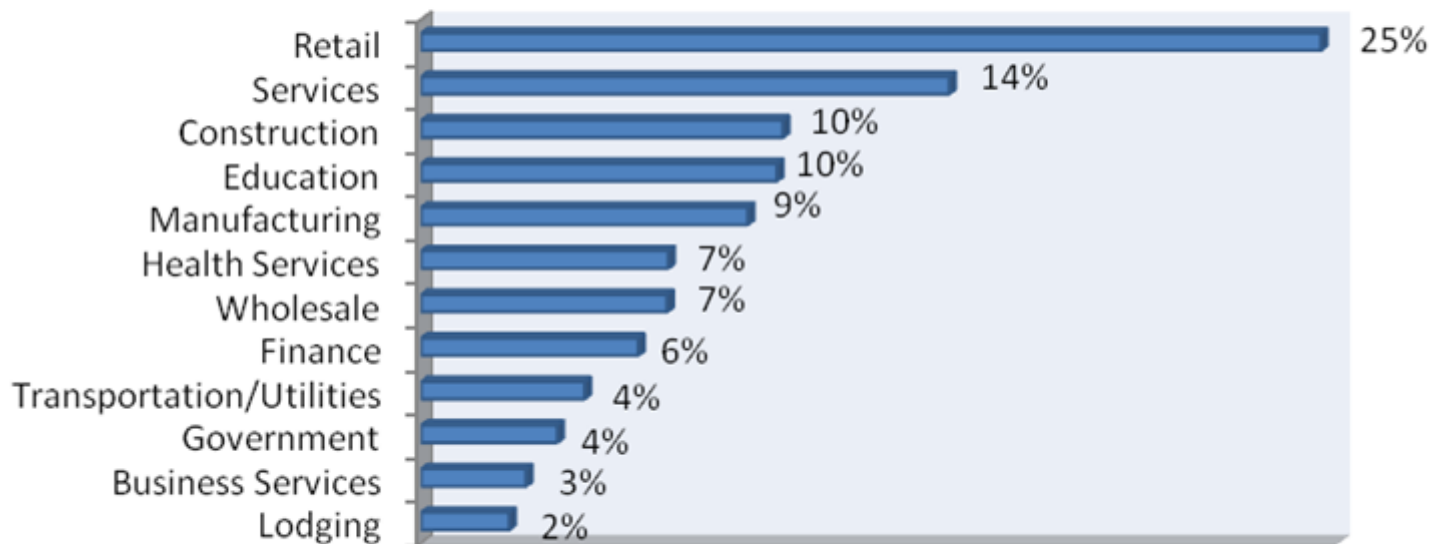


The Headlines

Labor Market Analysis
The Avenues of Success in the
West Valley

Employers by Industry

Industry Breakdown Western Maricopa County



Top 10 Growth Occupations

O*NET Code	Occupational Title	Growth [1]	Turnover ^[2]	Demand [3]
43405100	Customer Service / Call Center Representatives	18%	10%	28%
53103100	First-Line Supervisors or Managers of Transportation and Material-Moving Ma	11%	9%	21%
53706100	Vehicle and Equipment Cleaners	10%	20%	31%
53102100	Foremen of Helpers, Laborers, and Material Movers	10%	6%	16%
15106100	Database Administrators	9%	20%	29%
43301100	Bill and Account Collectors	9%	7%	16%
41203150	Vehicle Salespersons	8%	25%	33%
41203100	Salespersons (Retail)	8%	12%	20%
15107100	Network Administrator	8%	4%	12%
35901100	Buspersons and Barbacks	7%	26%	33%

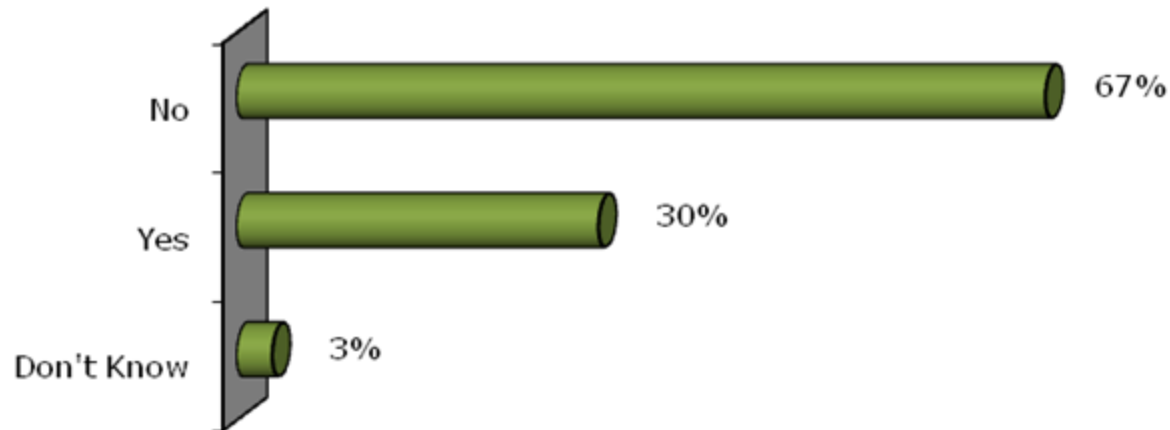
[1] Growth is calculated as new jobs being created, divided by the number currently employed.

[2] Turnover is the ratio of employees quitting or leaving a position of employment compared to the number hired in a certain period.

[3] Demand is literally the combination of Growth (from new positions being created) and Turnover (people cycling through the same jobs) divided by the number currently employed.

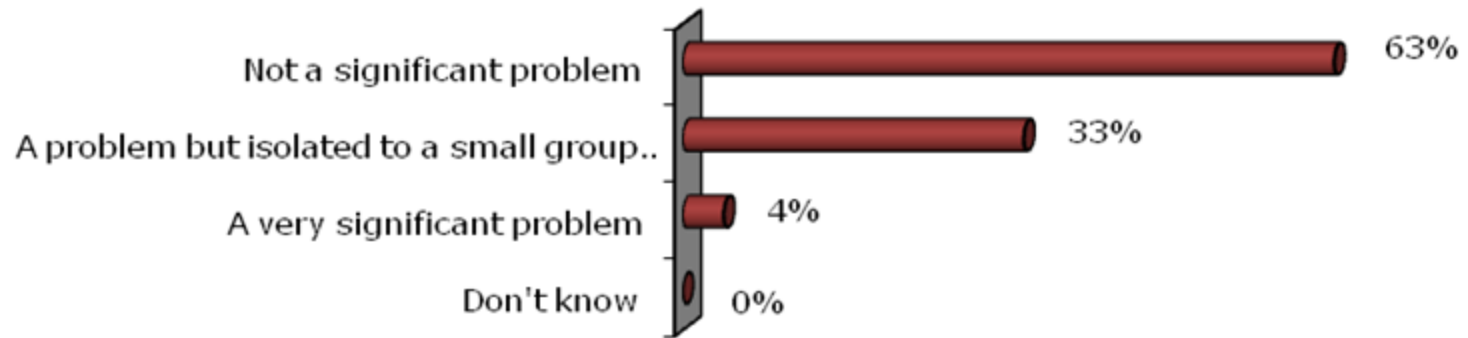
Workplace Literacy Affecting Productivity of Workers

Do you believe that deficiencies of workplace literacy are a significant problem affecting productivity among your workers?

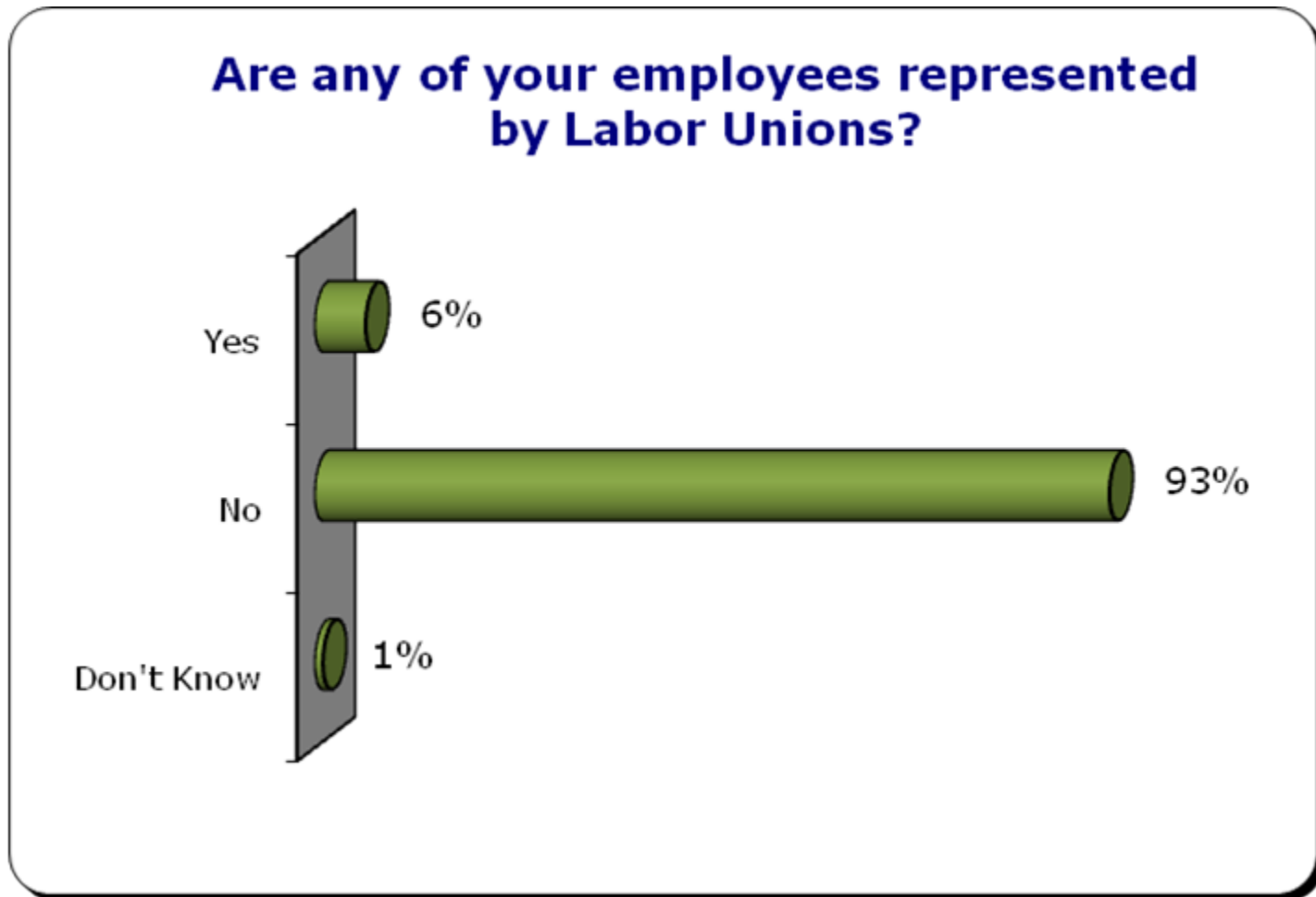


Employee Absenteeism Description

How would you describe employee absenteeism in your company?

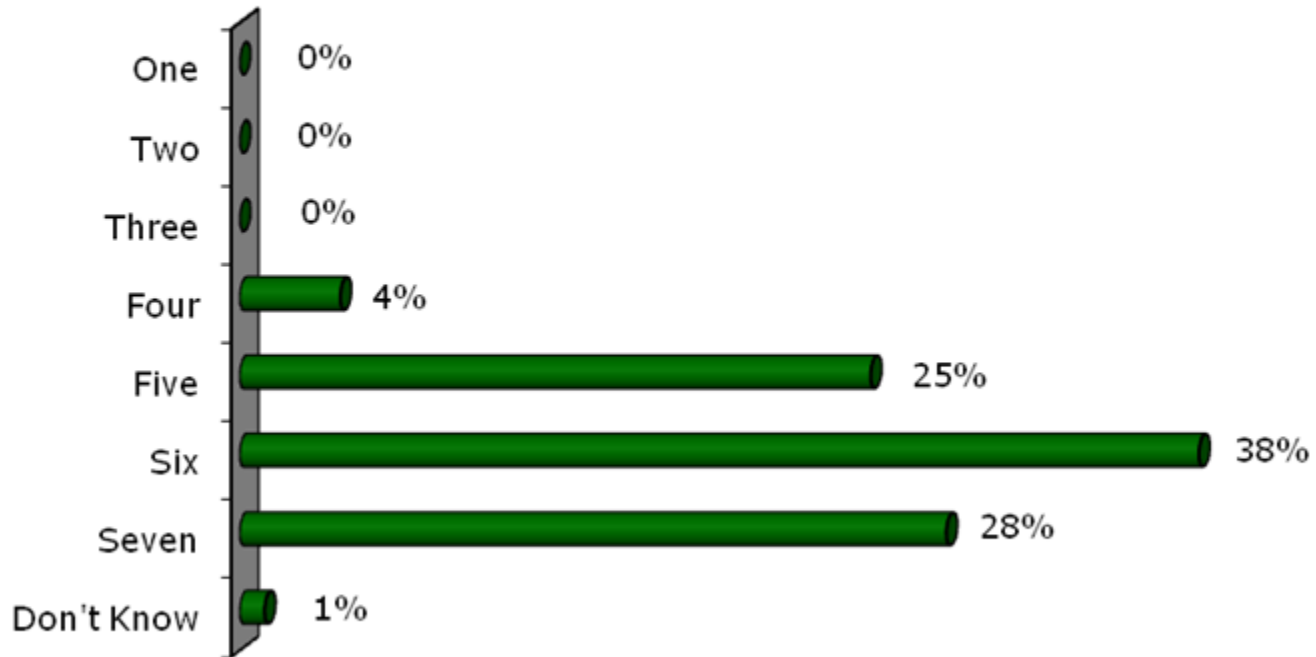


Labor Union Representation



Productivity of your Company's Workforce

On scale of 1 to 7, 1 being the least productive 7 being the most productive, how would you rate the productivity of your companys workforce?





www.usworks.com/WESTMARC

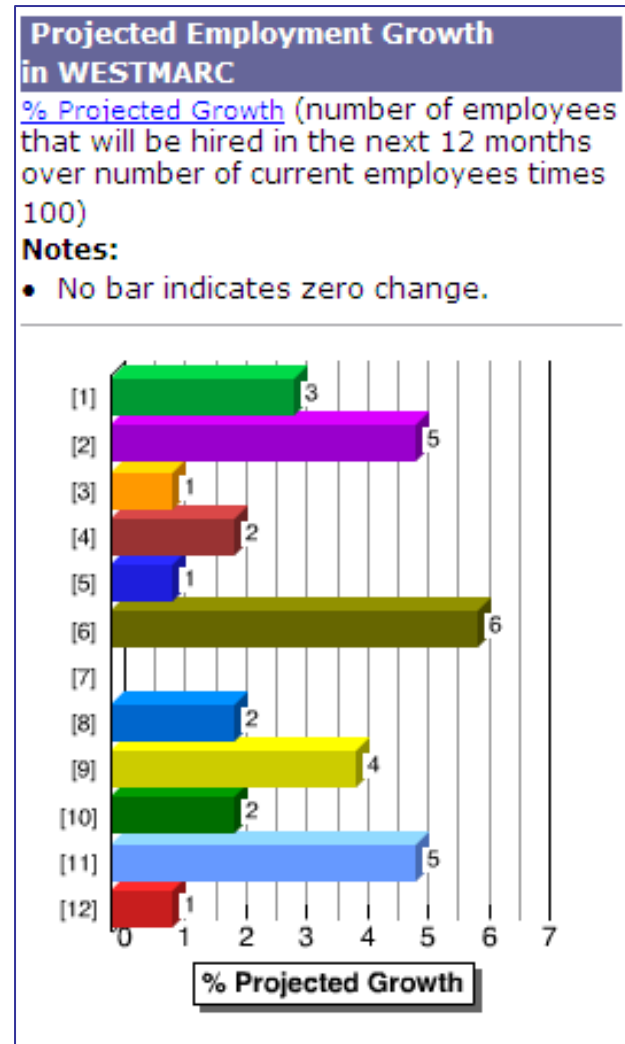
Key Findings

- The West Valley is Still Growing
- High Quality Workers are Available
- Turnover and Growth Drive Demand for New Workers
- West Valley Employers Draw Workers from the entire Phoenix metro area
- The Labor Supply is much broader than the traditional unemployment rate measure
- Growth/Expansion Opportunities Seen in Transportation, Wholesale Trade, Non-Store Retailing, Health Care and Education

West Valley is Still Growing

Four Industries Lead the Way:

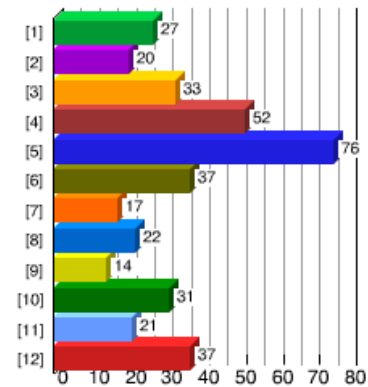
- Health Care
- Construction
- Transportation
- Retail



Workers are Available

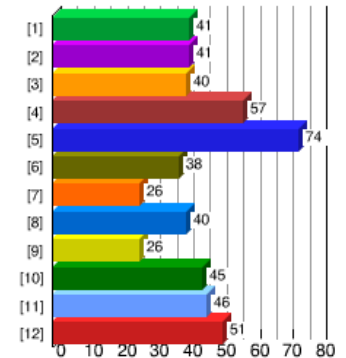
- Average time to fill non-experienced positions less than 30 days
- Average time to fill experienced positions just over 40 days
- Government major exception to trend

Average Time to Fill Openings (in days) - Non-Experienced in WESTMARC
 Average Time to Fill Openings (in days) - Non-Experienced
 Notes:



Average Time to Fill Openings - Non-Experienced

Average Time to Fill Openings (in days) - Experienced in WESTMARC
 Average Time to Fill Openings (in days) - Experienced
 Notes:



Average Time to Fill Openings - Experienced

Overall Demand for Workers is Strong

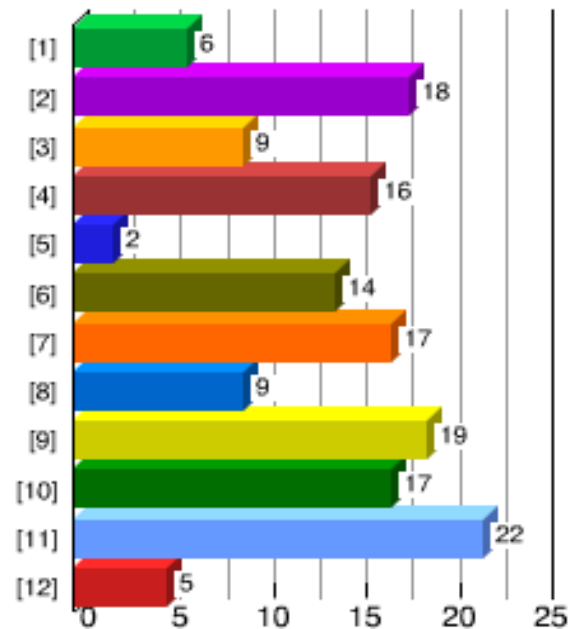
Industry
[1] Business Services
[2] Construction
[3] Education
[4] Finance
[5] Government
[6] Health Services
[7] Lodging
[8] Manufacturing
[9] Retail
[10] Services
[11] Transportation/Utilities
[12] Wholesale

Projected Demand in WESTMARC

% Projected Demand - Next 12 Months

Notes:

- No bar indicates zero change.



% Projected Demand - Next 12 Months

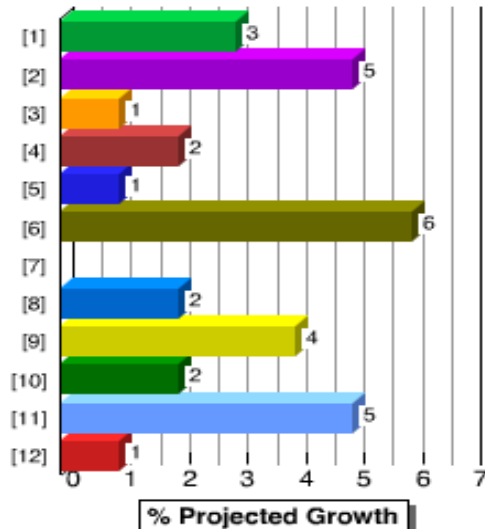
Turnover and Growth Drive Worker Demand

Projected Employment Growth in WESTMARC

% Projected Growth (number of employees that will be hired in the next 12 months over number of current employees times 100)

Notes:

- No bar indicates zero change.

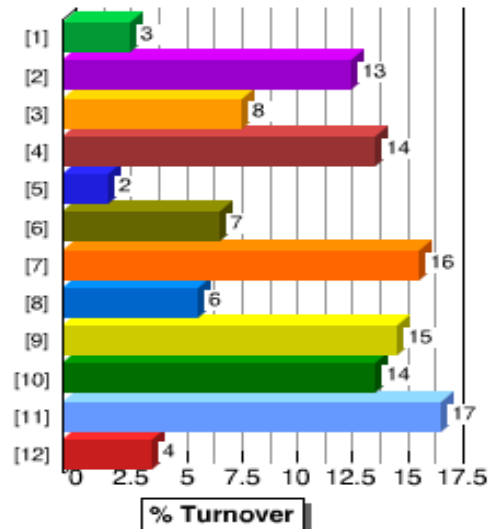


Turnover in WESTMARC

% Turnover

Notes:

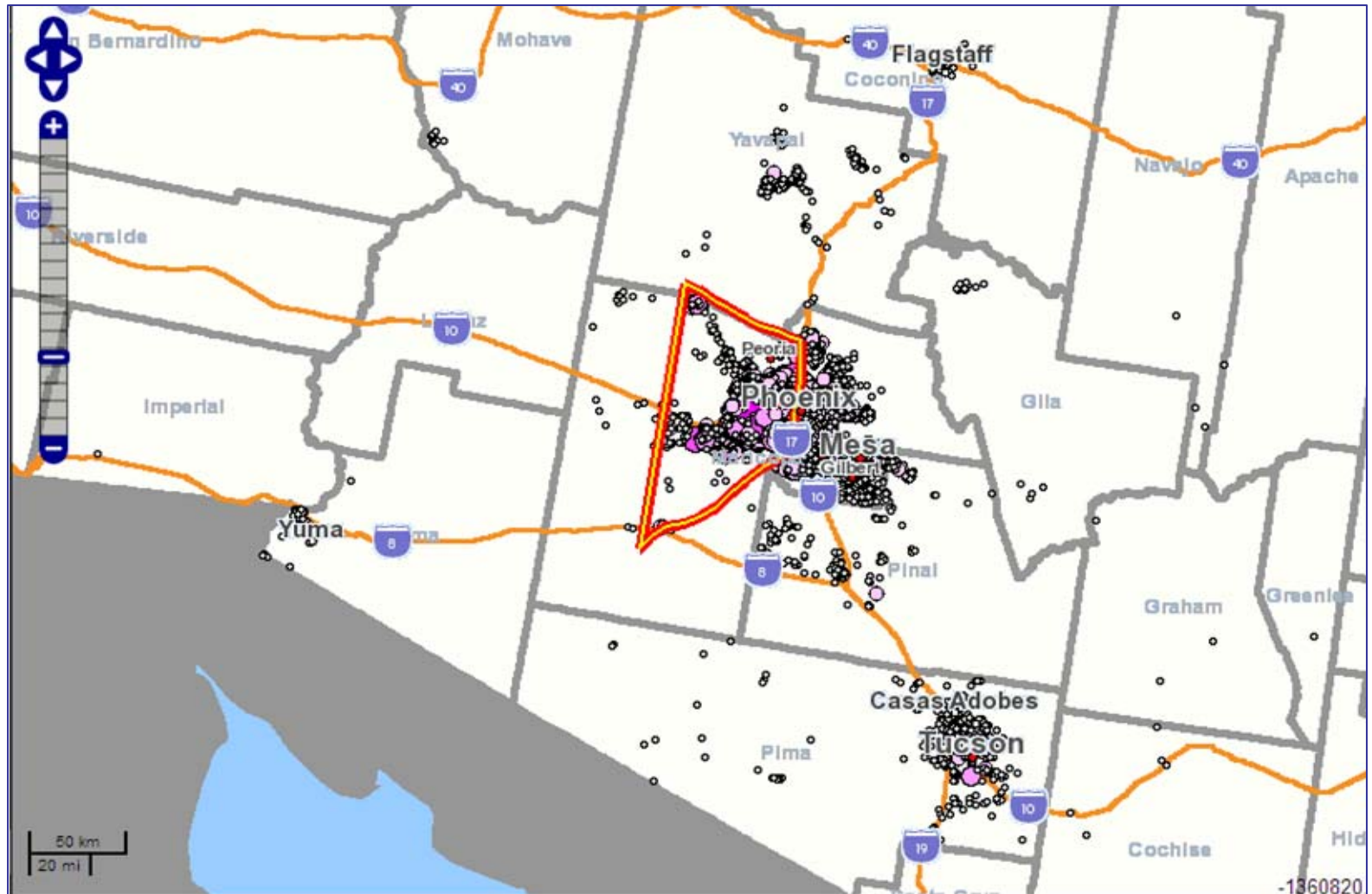
- No bar indicates zero change.



Industry

- [1] Business Services
- [2] Construction
- [3] Education
- [4] Finance
- [5] Government
- [6] Health Services
- [7] Lodging
- [8] Manufacturing
- [9] Retail
- [10] Services
- [11] Transportation/Utilities
- [12] Wholesale

Recruitment Market for the West Valley is entire Phoenix Metro



Available Labor Supply is Huge

- Using the traditional Unemployment Rate misses the job changers
- These “post it note” employees are the prime recruitment stock
- Job changers represent 80% of the available labor supply
- Overall supply in Phoenix Metro is over 450,000 individuals

Numerous Avenues to Future Success

Future Avenues of Success:

- Transportation
- Wholesale Trade
- Non-Store Retailing
- Health Care
- Education



Your New Economic Development Support Tools

The screenshot displays the USWorks website interface. At the top, a dark blue header contains the text "USWorks for the West Valley Communities" on the left, "Brought to you by WESTMARC" in the center, and "HELP" and "SIGN IN" links on the right. Below the header is a search bar with the placeholder text "Find an Occupation" and a "SEARCH" button. The main content area is divided into a left sidebar and a main panel. The sidebar includes links for "Home", "Occupations", "Industry", "WestMarc Reports" (with sub-links for "Prospect Report Package", "Area Profile Report Package", and "Occupational Report Package"), "Community Directory", "Survey Details", and "Sponsor" (WESTMARC). The main panel features a "WestMarc Reports" title above a grid of report packages. The "Occupations" section is highlighted, showing three packages: "[Prospect Report Package]" (Create a Prospect Report.), "[Occupational Report Package]" (Create an Occupational Profile Report.), and "[Area Profile Report Package]" (Create an Area Profile Report.). A footer bar contains navigation links: "about the survey", "about USWorks for Professionals", "privacy", "recommended settings", and "questions, comments & suggestions". Below the footer, it states "Survey Design, Data Collection, Web Design & Programming by ERISS Corp. Workforce Intelligence Online™" and "Copyright © 2008 ERISS Corp. Confidential and Proprietary Version: 2.0".

USWorks for the West Valley Communities

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HELP
SIGN IN

Find an Occupation **SEARCH**

Home
Occupations
Industry

WestMarc Reports

- Prospect Report Package
- Area Profile Report Package
- Occupational Report Package

Community Directory
Survey Details

Sponsor
WESTMARC

WestMarc Reports

Occupations

- [Prospect Report Package]**
Create a Prospect Report.
- [Occupational Report Package]**
Create an Occupational Profile Report.
- [Area Profile Report Package]**
Create an Area Profile Report.

about the survey | about USWorks for Professionals | privacy | recommended settings | questions, comments & suggestions

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