

## Region Info

### Region: SOIC

County Areas: Beckham, Oklahoma (40009), Blaine, Oklahoma (40011), Caddo, Oklahoma (40015), Canadian, Oklahoma (40017), Comanche, Oklahoma (40031), Cotton, Oklahoma (40033), Custer, Oklahoma (40039), Dewey, Oklahoma (40043), Grady, Oklahoma (40051), Greer, Oklahoma (40055), Harmon, Oklahoma (40057), Jackson, Oklahoma (40065), Jefferson, Oklahoma (40067), Kingfisher, Oklahoma (40073), Kiowa, Oklahoma (40075), McClain, Oklahoma (40087), Roger Mills, Oklahoma (40129), Stephens, Oklahoma (40137), Tillman, Oklahoma (40141), Washita, Oklahoma (40149)

## Selected Industries

| NAICS Code | Description                                                              |
|------------|--------------------------------------------------------------------------|
| 11         | Agriculture, Forestry, Fishing and Hunting                               |
| 21         | Mining, Quarrying, and Oil and Gas Extraction                            |
| 22         | Utilities                                                                |
| 23         | Construction                                                             |
| 31-33      | Manufacturing                                                            |
| 42         | Wholesale Trade                                                          |
| 44-45      | Retail Trade                                                             |
| 48-49      | Transportation and Warehousing                                           |
| 51         | Information                                                              |
| 52         | Finance and Insurance                                                    |
| 53         | Real Estate and Rental and Leasing                                       |
| 54         | Professional, Scientific, and Technical Services                         |
| 55         | Management of Companies and Enterprises                                  |
| 56         | Administrative and Support and Waste Management and Remediation Services |
| 61         | Educational Services                                                     |
| 62         | Health Care and Social Assistance                                        |
| 71         | Arts, Entertainment, and Recreation                                      |
| 72         | Accommodation and Food Services                                          |
| 81         | Other Services (except Public Administration)                            |
| 90         | Government                                                               |

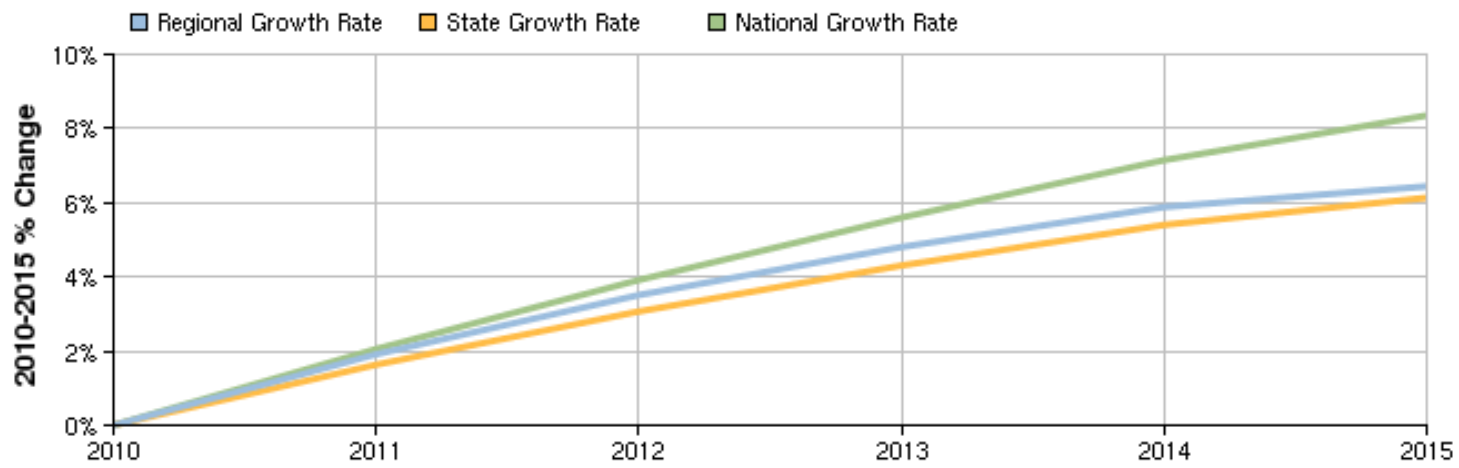
## Executive Summary

| Basic Information                   |          |
|-------------------------------------|----------|
| 2010 Industry Jobs                  | 266,810  |
| 2015 Industry Jobs                  | 283,995  |
| Total Change                        | 17,185   |
| Total % Change                      | 6.44%    |
| Current Average Earnings per Worker | \$38,627 |

| Economic Indicators                          |        |
|----------------------------------------------|--------|
| 2010 Location Quotient                       | 1.00   |
| 2015 Location Quotient                       | 1.00   |
| Shift Share: Regional Competitiveness Effect | -974   |
| Shift Share: Industrial Mix Effect           | -4,127 |
| Shift Share: National Effect                 | 22,286 |

Source: EMSI Complete Employment - 3rd Quarter 2010

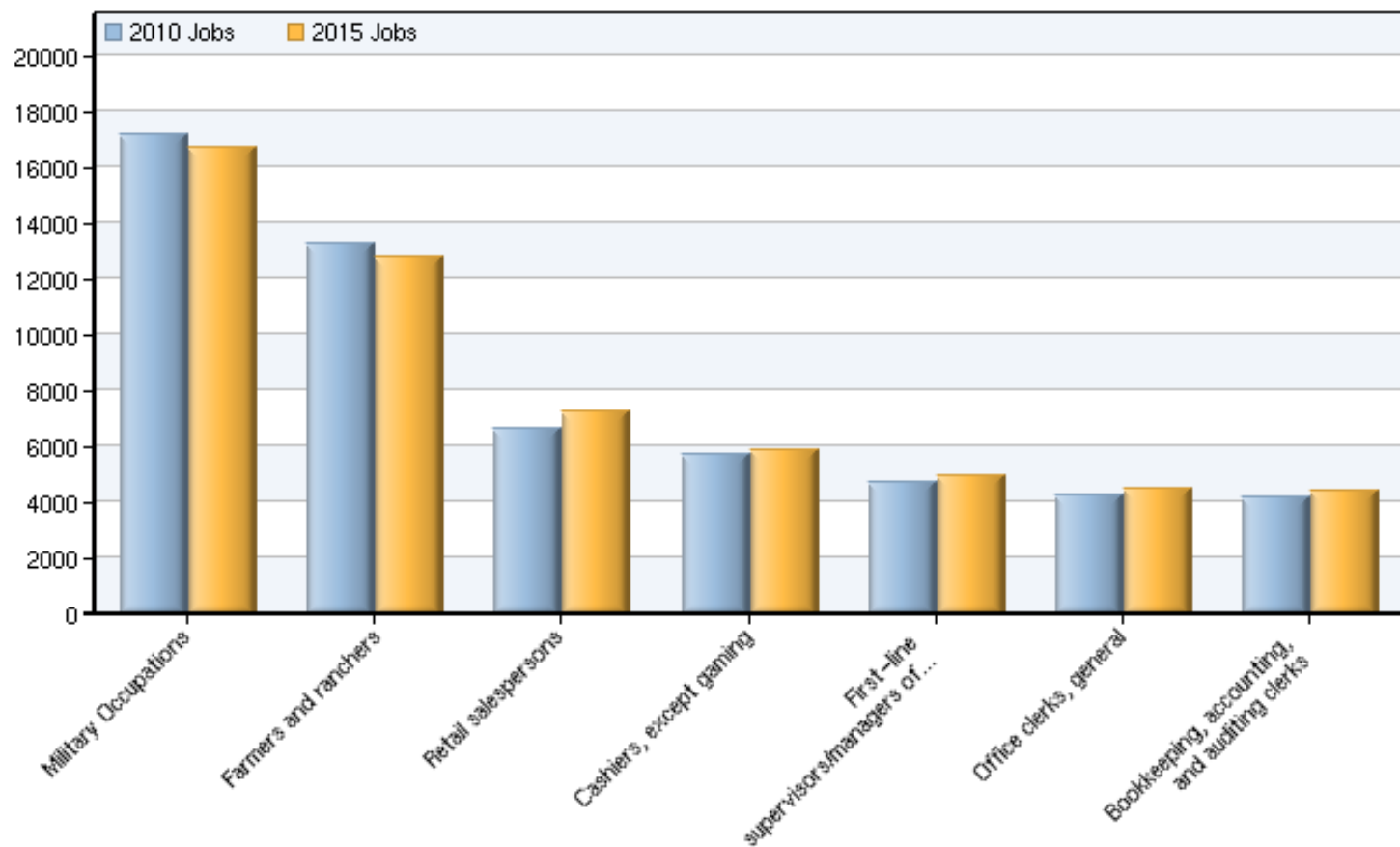
## Industry Change Summary



| Description    | 2010 Jobs   | 2015 Jobs   | Change     | % Change | Current EPW | 2009 Establishments |
|----------------|-------------|-------------|------------|----------|-------------|---------------------|
| Regional Total | 266,810     | 283,995     | 17,185     | 6%       | \$38,627    | 13,501              |
| State Total    | 2,099,451   | 2,228,214   | 128,763    | 6%       | \$42,462    | 101,950             |
| National Total | 172,073,593 | 186,446,413 | 14,372,820 | 8%       | \$50,104    | 9,059,313           |

Source: EMSI Complete Employment - 3rd Quarter 2010

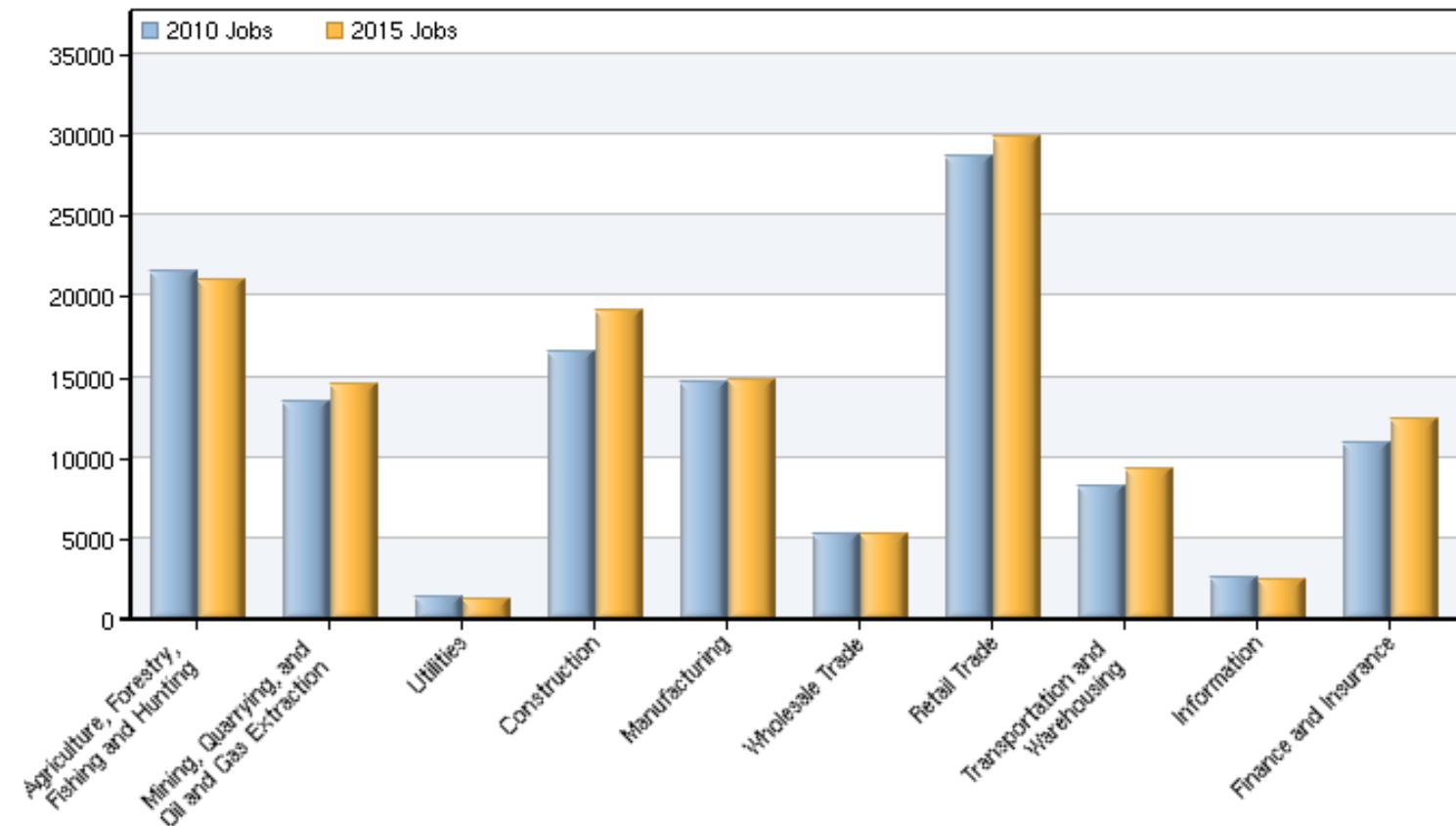
## Top Occupations In Selected Industries



| SOC Code | Name                                                    | 2010 Jobs | 2015 Jobs | Change | % Change |
|----------|---------------------------------------------------------|-----------|-----------|--------|----------|
| 55-9999  | Military Occupations                                    | 17,171    | 16,727    | -444   | -3%      |
| 11-9012  | Farmers and ranchers                                    | 13,242    | 12,735    | -507   | -4%      |
| 41-2031  | Retail salespersons                                     | 6,645     | 7,263     | 618    | 9%       |
| 41-2011  | Cashiers, except gaming                                 | 5,714     | 5,845     | 131    | 2%       |
| 41-1011  | First-line supervisors/managers of retail sales workers | 4,681     | 4,936     | 255    | 5%       |
| 43-9061  | Office clerks, general                                  | 4,214     | 4,498     | 284    | 7%       |
| 43-3031  | Bookkeeping, accounting, and auditing clerks            | 4,116     | 4,395     | 279    | 7%       |

Source: EMSI Complete Employment - 3rd Quarter 2010

## Industry Breakdown



| NAICS Code | Description                                                              | 2010 Jobs      | 2015 Jobs      | Current EPW     | 2009 Establishments |
|------------|--------------------------------------------------------------------------|----------------|----------------|-----------------|---------------------|
| 11         | Agriculture, Forestry, Fishing and Hunting                               | 21,583         | 21,045         | \$17,673        | 247                 |
| 21         | Mining, Quarrying, and Oil and Gas Extraction                            | 13,467         | 14,576         | \$69,363        | 603                 |
| 22         | Utilities                                                                | 1,318          | 1,191          | \$90,251        | 84                  |
| 23         | Construction                                                             | 16,551         | 19,073         | \$34,510        | 1,458               |
| 31-33      | Manufacturing                                                            | 14,632         | 14,873         | \$54,714        | 486                 |
| 42         | Wholesale Trade                                                          | 5,190          | 5,305          | \$44,822        | 626                 |
| 44-45      | Retail Trade                                                             | 28,668         | 29,827         | \$24,980        | 1,844               |
| 48-49      | Transportation and Warehousing                                           | 8,266          | 9,308          | \$44,756        | 660                 |
| 51         | Information                                                              | 2,510          | 2,471          | \$39,888        | 194                 |
| 52         | Finance and Insurance                                                    | 10,899         | 12,337         | \$31,617        | 875                 |
| 53         | Real Estate and Rental and Leasing                                       | 8,287          | 9,918          | \$20,750        | 474                 |
| 54         | Professional, Scientific, and Technical Services                         | 9,058          | 10,426         | \$33,284        | 1,058               |
| 55         | Management of Companies and Enterprises                                  | 432            | 433            | \$49,168        | 34                  |
| 56         | Administrative and Support and Waste Management and Remediation Services | 10,633         | 12,248         | \$22,790        | 669                 |
| 61         | Educational Services                                                     | 2,053          | 2,285          | \$25,666        | 71                  |
| 62         | Health Care and Social Assistance                                        | 19,574         | 21,200         | \$31,547        | 1,124               |
| 71         | Arts, Entertainment, and Recreation                                      | 3,241          | 3,782          | \$17,033        | 106                 |
| 72         | Accommodation and Food Services                                          | 15,811         | 16,649         | \$15,467        | 855                 |
| 81         | Other Services (except Public Administration)                            | 12,704         | 13,245         | \$19,259        | 872                 |
| 90         | Government                                                               | 61,933         | 63,802         | \$61,113        | 1,163               |
|            | <b>Total</b>                                                             | <b>266,810</b> | <b>283,995</b> | <b>\$38,627</b> | <b>13,501</b>       |

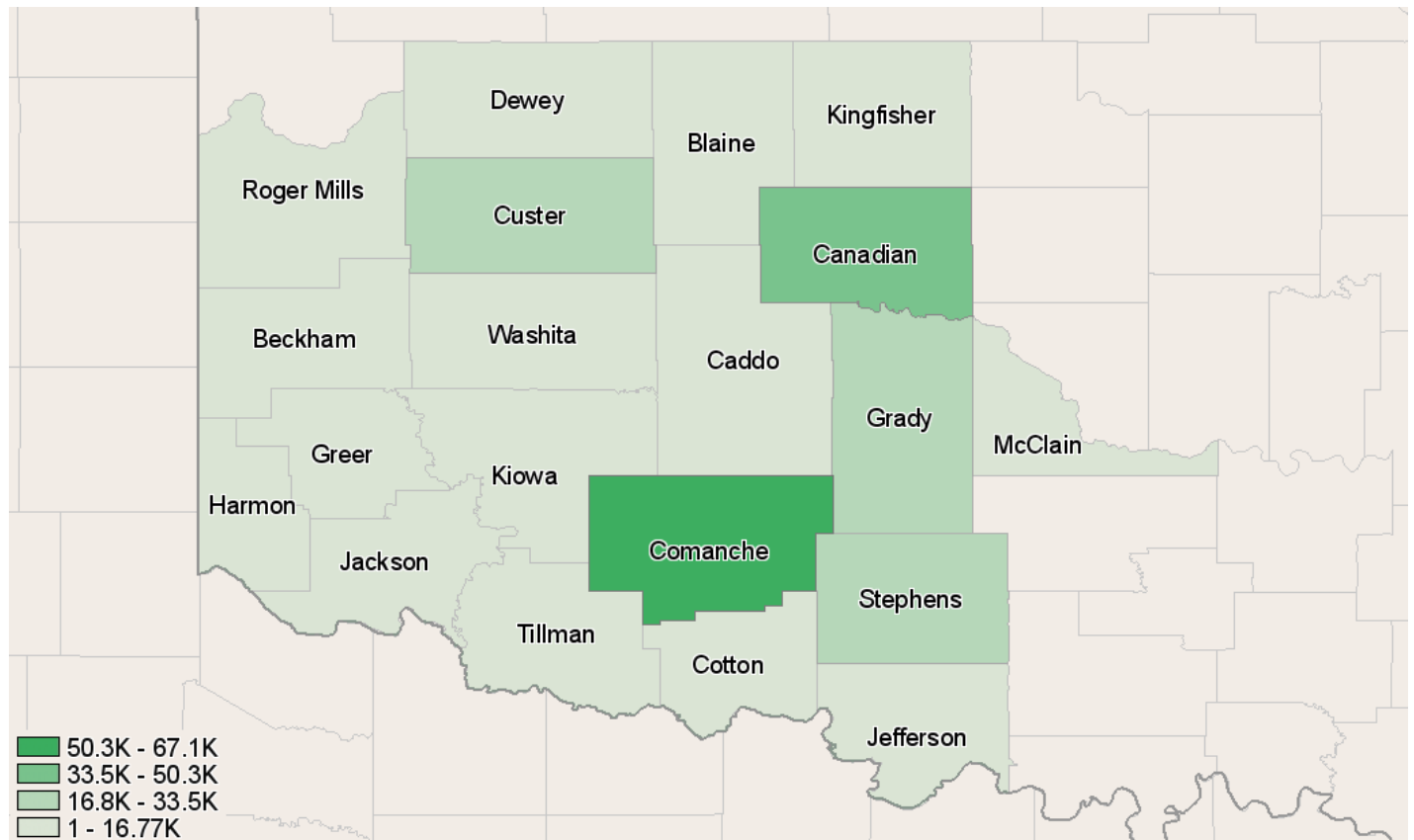
Source: EMSI Complete Employment - 3rd Quarter 2010

## Top Regional Business In Selected Industries

| Primary<br>NAICS Code | Description                                                                  | Business Name                 | Local<br>Employees |
|-----------------------|------------------------------------------------------------------------------|-------------------------------|--------------------|
| 326211                | Tire Manufacturing (except Retreading)                                       | Goodyear Tire & Rubber Co     | 2,300              |
| 423830                | Industrial Machinery and Equipment Merchant<br>Wholesalers                   | J-w Power Co                  | 2,287              |
| 622110                | General Medical and Surgical Hospitals                                       | Comanche County Memorial Hosp | 1,900              |
| 813110                | Religious Organizations                                                      | Church Of Christ              | 1,405              |
| 622110                | General Medical and Surgical Hospitals                                       | Reynolds Army Community Hosp  | 1,300              |
| 336399                | All Other Motor Vehicle Parts Manufacturing                                  | Atc Drivetrain Inc            | 1,000              |
| 622110                | General Medical and Surgical Hospitals                                       | Jackson County Memorial       | 800                |
| 621340                | Offices of Physical, Occupational and Speech Therapists,<br>and Audiologists | Jcmh Rehabilitation Svc       | 800                |
| 713290                | Other Gambling Industries                                                    | Newcastle Gaming Ctr          | 800                |
| 452111                | Department Stores (except Discount Department Stores)                        | Wal-mart Discount Cities      | 750                |

Source: Nielsen Claritas Business-Facts®

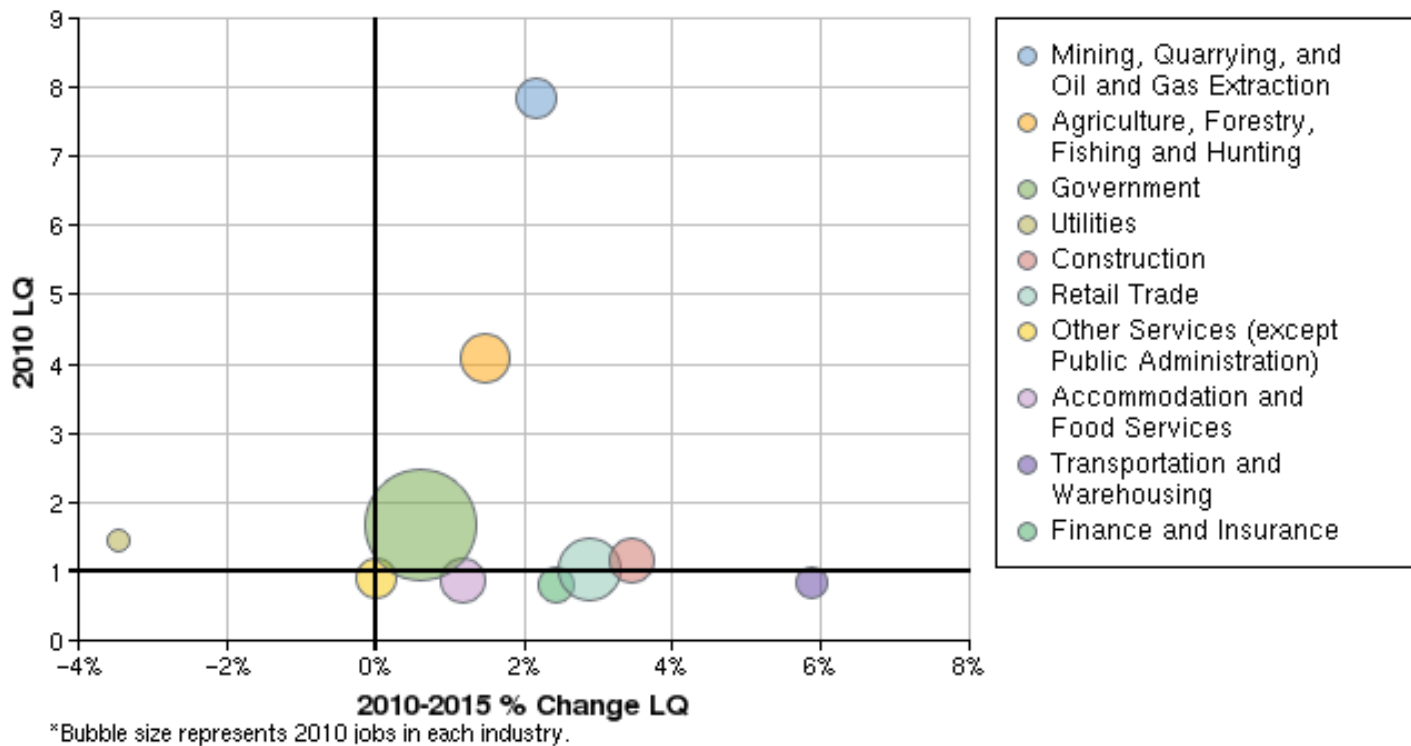
## Industry Distribution



| County                  | 2010 Jobs |
|-------------------------|-----------|
| Comanche, OK (40031)    | 67,088    |
| Canadian, OK (40017)    | 42,699    |
| Stephens, OK (40137)    | 23,430    |
| Grady, OK (40051)       | 21,787    |
| Custer, OK (40039)      | 17,126    |
| Jackson, OK (40065)     | 14,767    |
| Beckham, OK (40009)     | 13,894    |
| Caddo, OK (40015)       | 12,199    |
| McClain, OK (40087)     | 12,182    |
| Kingfisher, OK (40073)  | 9,177     |
| Blaine, OK (40011)      | 6,296     |
| Washita, OK (40149)     | 4,507     |
| Kiowa, OK (40075)       | 4,032     |
| Tillman, OK (40141)     | 3,470     |
| Cotton, OK (40033)      | 3,193     |
| Dewey, OK (40043)       | 3,003     |
| Jefferson, OK (40067)   | 2,306     |
| Greer, OK (40055)       | 2,289     |
| Roger Mills, OK (40129) | 1,873     |
| Harmon, OK (40057)      | 1,492     |

Source: EMSI Complete Employment - 3rd Quarter 2010

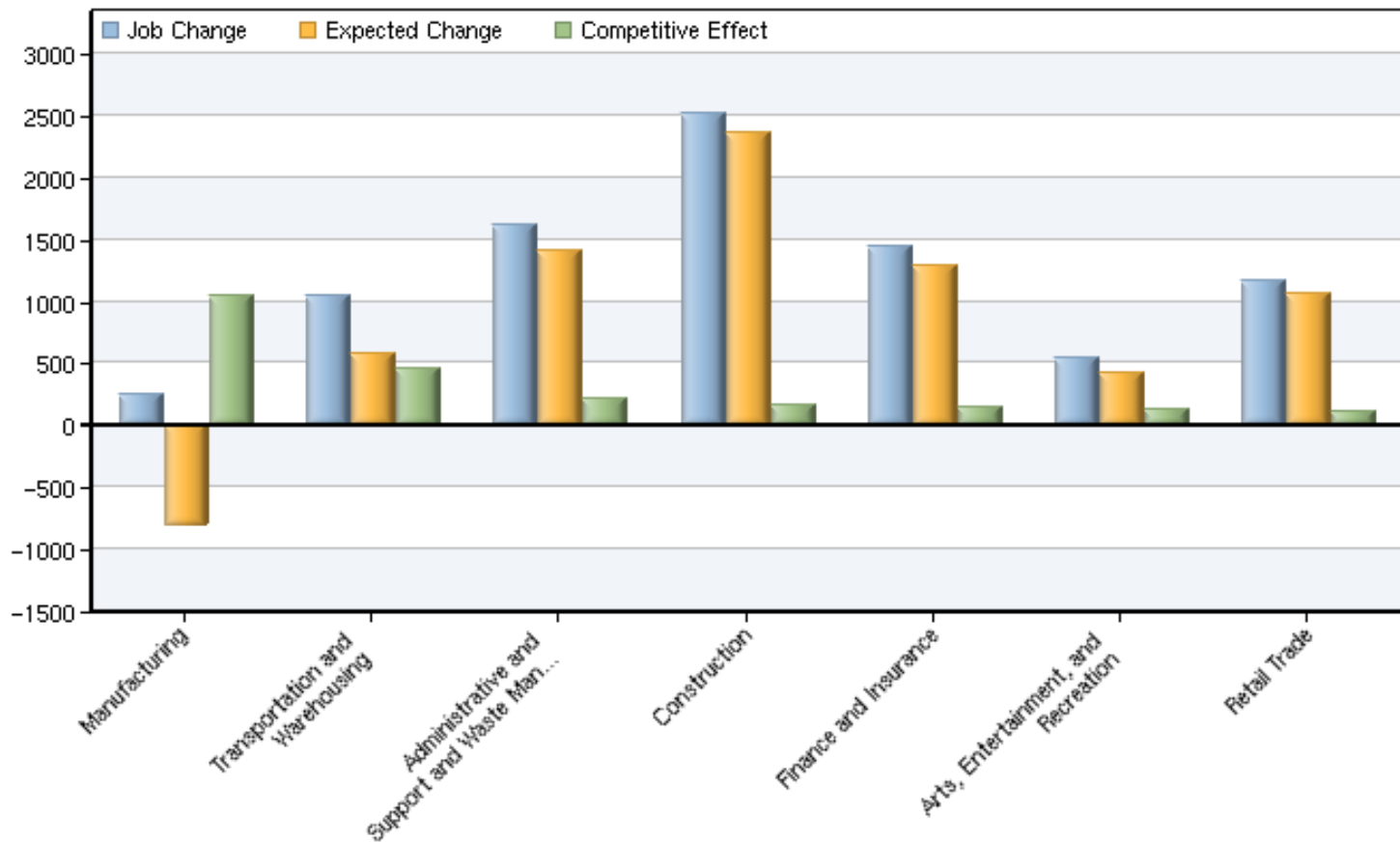
## Location Quotient Breakdown



| NAICS Code   | Description                                                              | 2010 Jobs      | 2010 LQ     | 2015 LQ     |
|--------------|--------------------------------------------------------------------------|----------------|-------------|-------------|
| 21           | Mining, Quarrying, and Oil and Gas Extraction                            | 13,467         | 7.85        | 8.02        |
| 11           | Agriculture, Forestry, Fishing and Hunting                               | 21,583         | 4.08        | 4.14        |
| 90           | Government                                                               | 61,933         | 1.67        | 1.68        |
| 22           | Utilities                                                                | 1,318          | 1.44        | 1.39        |
| 23           | Construction                                                             | 16,551         | 1.16        | 1.20        |
| 44-45        | Retail Trade                                                             | 28,668         | 1.04        | 1.07        |
| 81           | Other Services (except Public Administration)                            | 12,704         | 0.89        | 0.89        |
| 72           | Accommodation and Food Services                                          | 15,811         | 0.86        | 0.87        |
| 48-49        | Transportation and Warehousing                                           | 8,266          | 0.85        | 0.90        |
| 52           | Finance and Insurance                                                    | 10,899         | 0.82        | 0.84        |
| 31-33        | Manufacturing                                                            | 14,632         | 0.77        | 0.85        |
| 53           | Real Estate and Rental and Leasing                                       | 8,287          | 0.67        | 0.67        |
| 56           | Administrative and Support and Waste Management and Remediation Services | 10,633         | 0.67        | 0.69        |
| 62           | Health Care and Social Assistance                                        | 19,574         | 0.66        | 0.64        |
| 71           | Arts, Entertainment, and Recreation                                      | 3,241          | 0.56        | 0.59        |
| 42           | Wholesale Trade                                                          | 5,190          | 0.55        | 0.55        |
| 51           | Information                                                              | 2,510          | 0.50        | 0.48        |
| 54           | Professional, Scientific, and Technical Services                         | 9,058          | 0.49        | 0.49        |
| 61           | Educational Services                                                     | 2,053          | 0.33        | 0.33        |
| 55           | Management of Companies and Enterprises                                  | 432            | 0.15        | 0.14        |
| <b>Total</b> |                                                                          | <b>266,810</b> | <b>1.00</b> | <b>1.00</b> |

Source: EMSI Complete Employment - 3rd Quarter 2010

## Shift Share Breakdown



| NAICS Code | Description                                                              | Job Change    | Ind Mix Effect | Nat Growth Effect | Expected Change | Competitive Effect |
|------------|--------------------------------------------------------------------------|---------------|----------------|-------------------|-----------------|--------------------|
| 31-33      | Manufacturing                                                            | 241           | -2,034         | 1,222             | -812            | 1,052              |
| 48-49      | Transportation and Warehousing                                           | 1,042         | -105           | 690               | 585             | 456                |
| 56         | Administrative and Support and Waste Management and Remediation Services | 1,615         | 516            | 888               | 1,404           | 210                |
| 23         | Construction                                                             | 2,522         | 976            | 1,382             | 2,358           | 165                |
| 52         | Finance and Insurance                                                    | 1,438         | 384            | 910               | 1,294           | 144                |
| 71         | Arts, Entertainment, and Recreation                                      | 541           | 146            | 271               | 417             | 124                |
| 44-45      | Retail Trade                                                             | 1,159         | -1,340         | 2,395             | 1,055           | 105                |
| 21         | Mining, Quarrying, and Oil and Gas Extraction                            | 1,109         | -70            | 1,125             | 1,055           | 54                 |
| 55         | Management of Companies and Enterprises                                  | 1             | -22            | 36                | 14              | -13                |
| 61         | Educational Services                                                     | 232           | 98             | 172               | 270             | -38                |
| 42         | Wholesale Trade                                                          | 115           | -252           | 434               | 182             | -67                |
| 22         | Utilities                                                                | -127          | -168           | 110               | -58             | -70                |
| 11         | Agriculture, Forestry, Fishing and Hunting                               | -538          | -2,262         | 1,803             | -459            | -78                |
| 72         | Accommodation and Food Services                                          | 838           | -371           | 1,321             | 950             | -112               |
| 51         | Information                                                              | -39           | -106           | 210               | 104             | -142               |
| 53         | Real Estate and Rental and Leasing                                       | 1,631         | 1,113          | 692               | 1,805           | -174               |
| 54         | Professional, Scientific, and Technical Services                         | 1,368         | 810            | 757               | 1,567           | -198               |
| 81         | Other Services (except Public Administration)                            | 541           | -168           | 1,061             | 893             | -353               |
| 90         | Government                                                               | 1,869         | -2,340         | 5,173             | 2,833           | -964               |
| 62         | Health Care and Social Assistance                                        | 1,626         | 1,068          | 1,635             | 2,703           | -1,077             |
|            | <b>Total</b>                                                             | <b>17,184</b> | <b>-4,127</b>  | <b>22,286</b>     | <b>18,159</b>   | <b>-974</b>        |

Source: EMSI Complete Employment - 3rd Quarter 2010



# Data Sources and Calculations

## Industry Data

In order to capture a complete picture of industry employment, EMSI basically combines covered employment data from Quarterly Census of Employment and Wages (QCEW) produced by the Department of Labor with total employment data in Regional Economic Information System (REIS) published by the Bureau of Economic Analysis (BEA), augmented with County Business Patterns (CBP) and Nonemployer Statistics (NES) published by the U.S. Census Bureau. Projections are based on the latest available EMSI industry data, 15-year past local trends in each industry, growth rates in statewide and (where available) sub-state area industry projections published by individual state agencies, and (in part) growth rates in national projections from the Bureau of Labor Statistics.

## Occupation Data

Organizing regional employment information by occupation provides a workforce-oriented view of the regional economy. EMSI's occupation data are based on EMSI's industry data and regional staffing patterns taken from the Occupational Employment Statistics program (U.S. Bureau of Labor Statistics). Wage information is partially derived from the American Community Survey. The occupation-to-program (SOC-to-CIP) crosswalk is based on one from the U.S. Department of Education, with customizations by EMSI.

## Nielsen Claritas Business-Facts®

EMSI business-level data is a subset of the Nielsen Claritas Business-Facts database, which in turn is derived from infoUSA. This dataset includes the names, NAICS codes, local employees, and locations of more than 13 million US businesses. The following text from Nielsen Claritas explains how the data are collected:

"Over 13 million business and professional records are available in Business-Facts, which can be used for a broad range of sales and marketing applications. To ensure accuracy, this database is refreshed monthly and delivered quarterly as part of the standard license agreement. Telephone verification of each business by infoUSA, Inc. assures the accuracy of such vital business data elements as Standard Industrial Classification (SIC) Codes/North American Industry Classification System (NAICS) Codes, ownership, location and employment. . . The Business-Facts database begins with a collection of data from infoUSA. Once data is received, Nielsen Claritas performs several data cleansing routines, such as name standardization, address standardization, and removing duplicate or erroneous records. Nielsen Claritas then geo-codes the entire database to ensure latitude and longitude coordinates are available for each business."

## Location Quotient

Location quotient (LQ) is a way of quantifying how concentrated a particular industry, cluster, occupation, or demographic group is in a region as compared to the nation. It can reveal what makes a particular region unique in comparison to the national average.

## Shift Share

Shift share is a standard regional analysis method that attempts to determine how much of regional job growth can be attributed to national trends and how much is due to unique regional factors.

## State Data Sources

This report uses state data from the following agencies: Oklahoma Employment Security Commission.