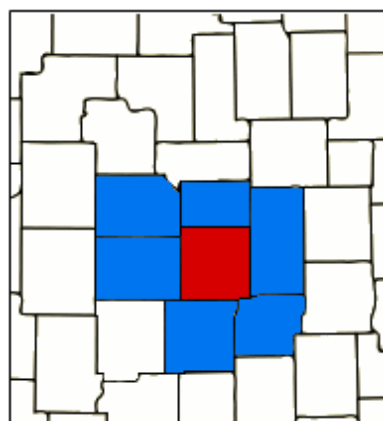


# WAGE RATE COMPARISONS

## Sample Report



## ANYTOWN/BIG COUNTY, USA AREA LABOR MARKET



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MARKET  
COMPETITIVENESS

OCCUPATIONAL  
WAGES

COMPARATIVE  
ADVANTAGE

# ANYTOWN/BIGCOUNTY AREA LABOR MARKET WAGE RATE COMPARISONS

## SELECTED JOB CLASSIFICATIONS AND MARKET AREAS

A contributing factor in doing business is labor costs. While workforce quality and skill availability are very important in achieving productivity and being competitive, higher labor costs may be the necessary trade off. Some businesses are highly sensitive to all business costs when operating margins and global competition don't allow the necessary pricing in the market place.

According to the Area Development Site and Facility Planning's 2008 Annual Survey, Labor Costs ranked number two in importance out of twenty-five site selection factors. The only factor ranking higher was Highway Accessibility. Labor factors have moved up in importance due primarily to global competition.

The current market salary and wage rates for Anytown, Somewhere compare highly favorable with other state and national labor markets. The following comparisons are: 12.6 percent more favorable than Midwest State; 26.1 percent more favorable than National USA; 60.1 percent more favorable than East Coast MSA; and 69.4 percent more favorable than West Coast MSA.

Job Classification*	Survey Average*	Midwest State	National USA	East Coast MSA	West Coast MSA
<b>Management</b>					
Marketing & Sales Managers	\$86,355	\$96,600	\$114,400	\$126,120	\$142,250
Human Resources Managers	\$57,031	\$80,970	\$103,920	\$122,530	\$136,060
General & Operations Managers	\$66,151	\$104,440	\$107,970	\$122,660	\$130,210
Transportation Managers	\$57,269	\$81,870	\$84,520	\$87,630	\$94,450
Education Administrators	\$66,970	\$78,430	\$77,220	\$92,990	\$58,480
Medical Services Managers	\$65,107	\$77,260	\$88,750	\$108,010	\$104,300
Financial/Controller Manager	\$62,675	\$98,790	\$110,640	\$117,260	\$137,640
Administrative/Office Managers	\$43,067	\$68,870	\$79,500	\$92,200	\$89,410
<b>Business &amp; Financial Operations</b>					
Buyers & Purchasing Agents	\$43,882	\$53,380	\$57,630	\$66,760	\$66,280
Accountants & Auditors	\$43,084	\$60,560	\$68,310	\$68,740	\$77,020
<b>Computer &amp; Mathematical</b>					
Computer Programmers	\$59,074	\$67,560	\$73,470	\$81,910	\$84,230
Database Administrators	\$50,553	\$62,400	\$72,900	\$79,860	\$87,320
Network Systems Administrators	\$51,873	\$58,100	\$69,570	\$77,950	\$86,920
<b>Architecture &amp; Engineering</b>					
Electrical/Electronic Engineers	\$44,250	\$76,130	\$87,100	\$101,630	\$92,900
Industrial Engineers	\$72,761	\$69,400	\$75,740	\$83,260	\$87,900
Mechanical Engineers	\$56,071	\$68,950	\$78,200	\$87,650	\$90,860
Engineering Technicians	\$51,037	\$54,760	\$56,560	\$56,650	\$72,970
<b>Miscellaneous</b>					
Chemists & Materials Scientists	\$56,118	\$70,480	\$76,500	\$89,450	\$91,240
Teachers K-12	\$37,343	\$48,150	\$53,315	\$60,380	\$61,940

Job Classification*	Survey Average	Missouri State**	National USA**	East Coast MSA	West Coast MSA
<b>Sales and Related Occupations</b>					
Cashiers	\$9.89	\$8.68	\$9.08	\$9.79	\$12.22
Retail Salesperson	\$8.71	\$12.01	\$12.04	\$12.50	\$13.95
Sales Representatives Commercial	\$21.43	\$27.76	\$29.55	\$33.81	\$32.34
<b>Office &amp; Administrative Support</b>					
Bookkeeping and Accounting & Assembly Clerks	\$13.66	\$15.14	\$16.25	\$18.66	\$20.64
Customer Service Representatives	\$14.26	\$14.90	\$15.28	\$18.25	\$19.43
Office/File Clerks	\$12.30	\$13.33	\$12.90	\$13.14	\$15.93
Receptionists & Information Clerks	\$11.57	\$11.29	\$12.21	\$13.82	\$15.94
Secretaries & Administrative Assistants	\$12.40	\$20.14	\$20.35	\$23.10	\$24.89
Data Entry Operators	\$13.01	\$12.69	\$13.04	\$14.54	\$15.27
<b>Production Occupations</b>					
Line Supervisors/Foreman	\$20.27	\$24.44	\$25.72	\$28.20	\$30.52
Electronics Assemblers	\$13.56	\$14.85	\$14.14	\$15.90	\$15.61
Metal Fabricators and Fitters	\$13.73	\$16.48	\$16.28	\$18.93	\$21.70
Team Assemblers	\$14.57	\$12.73	\$13.28	\$14.00	\$14.32
Production Assembly/Other Workers	\$15.15	\$20.98	\$15.79	\$13.50	\$14.55
Computer Equipment Operators	\$16.44	\$14.64	\$16.60	\$18.24	\$19.94
Machine Tool Operators	\$14.03	\$14.59	\$14.15	\$16.84	\$14.55
Machinists	\$17.15	\$17.13	\$18.03	\$20.24	\$22.15
Tool & Die Makers	\$19.36	\$23.50	\$23.17	\$22.18	\$26.57
Welding & Brazing Workers	\$14.27	\$15.88	\$17.01	\$20.69	\$20.00
Inspectors, Testers & Sorters	\$16.29	\$17.11	\$16.29	\$18.65	\$17.21
Laborer and Production Helpers	\$9.46	\$11.01	\$11.21	\$11.98	\$12.07
<b>Transportation and Material Moving</b>					
Truck Drivers/Heavy	\$16.55	\$18.32	\$18.62	\$20.62	\$20.83
Truck Drivers/Light Delivery	\$14.10	\$14.10	\$14.55	\$16.46	\$17.12
Fork Lift and Equipment Operators	\$16.02	\$13.81	\$14.78	\$16.12	\$19.59
Warehouse Laborers & Material Movers	\$12.43	\$12.36	\$11.87	\$13.91	\$13.73
<b>Miscellaneous</b>					
Licensed Practical Nurse	\$16.34	\$16.43	\$19.28	\$23.82	\$27.21
Nursing Aides/Orderlies	\$9.85	\$10.41	\$11.84	\$14.02	\$16.20
Clinical Laboratory Technologists	\$20.36	\$24.77	\$25.99	\$26.72	\$35.03
Registered Nurse	\$24.52	\$27.24	\$31.31	\$39.16	\$46.35
Janitors and Cleaners	\$11.08	\$10.66	\$11.30	\$13.57	\$13.56
Automotive Technicians & Mechanics	\$17.60	\$16.78	\$18.05	\$20.53	\$23.71
Industrial Machinery Mechanics	\$20.07	\$20.94	\$21.77	\$23.25	\$30.15
Construction Laborers	\$14.74	\$18.57	\$15.51	\$22.11	\$21.28
<b>Overall Averages (All Salary and Wage)</b>	<b>\$16.12</b>	<b>\$18.55</b>	<b>\$20.32</b>	<b>\$25.81</b>	<b>\$27.31</b>

\*This data column could be survey data or Bureau of Labor Statistics (BLS) data if county or counties are large enough for the public database.