

Workforce Summary Report

Bluefield, WV MSA

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Introduction

This report summarizes demographic and workforce data researched via EMSI and Census On-The-Map data sources by the AEP Economic and Business Development Research Group.

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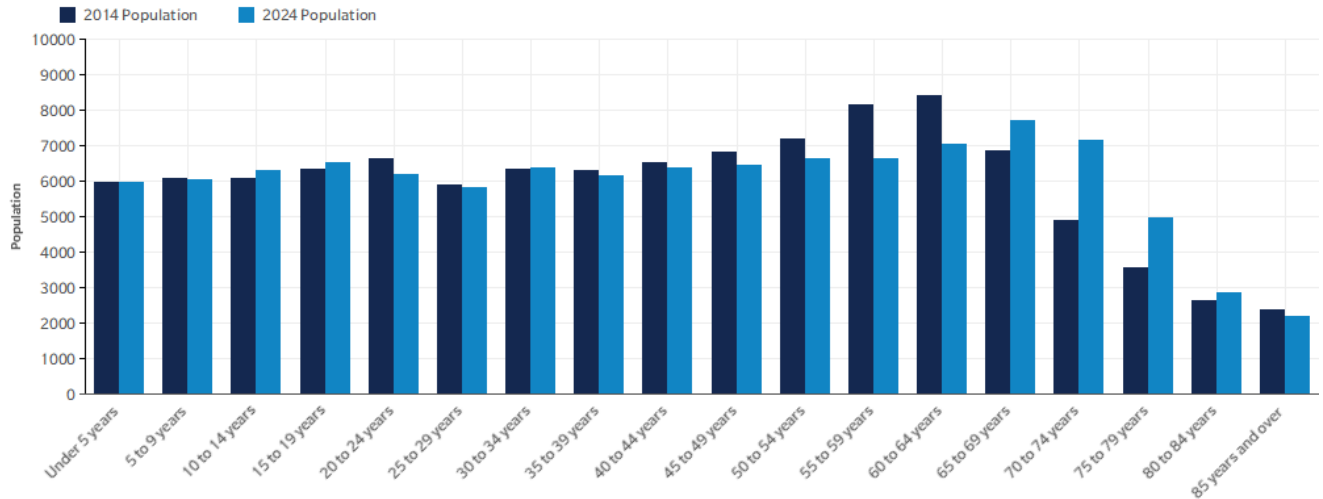
Demographic Overview

Cohort Totals

Area	2014 Population	2024 Population	Change	% Change
Bluefield WV-VA MSA	106,928	107,297	369	0%
State	10,230,753	10,698,787	468,034	5%
Nation	319,076,238	332,026,922	12,950,684	4%
Total	329,413,919	342,833,006	13,419,087	4%

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2015.1 Class of Worker

Population by Age



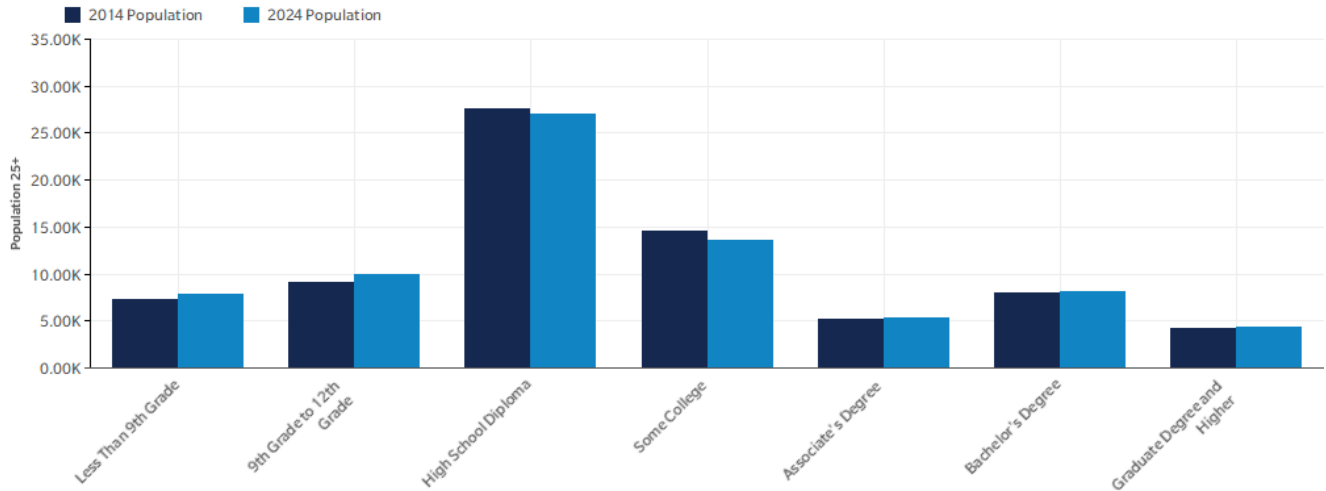
Age	2014 Population	2024 Population	Change	% Change	2014 % of Cohort
Under 5 years	5,953	5,980	27	0%	5.57%
5 to 9 years	6,069	6,034	-35	-1%	5.68%
10 to 14 years	6,056	6,300	244	4%	5.66%
15 to 19 years	6,340	6,511	171	3%	5.93%

Age	2014 Population	2024 Population	Change	% Change	2014 % of Cohort
20 to 24 years	6,633	6,184	-449	-7%	6.20%
25 to 29 years	5,890	5,802	-88	-1%	5.51%
30 to 34 years	6,351	6,372	21	0%	5.94%
35 to 39 years	6,296	6,155	-141	-2%	5.89%
40 to 44 years	6,523	6,354	-169	-3%	6.10%
45 to 49 years	6,811	6,440	-371	-5%	6.37%
50 to 54 years	7,199	6,647	-552	-8%	6.73%
55 to 59 years	8,154	6,644	-1,510	-19%	7.63%
60 to 64 years	8,393	7,039	-1,354	-16%	7.85%
65 to 69 years	6,834	7,719	885	13%	6.39%
70 to 74 years	4,880	7,151	2,271	47%	4.56%
75 to 79 years	3,543	4,951	1,408	40%	3.31%
80 to 84 years	2,633	2,846	213	8%	2.46%
85 years and over	2,369	2,169	-200	-8%	2.22%
Total	106,928	107,297	369	0%	100.00%

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2015.1 Class of Worker

Educational Attainment Overview

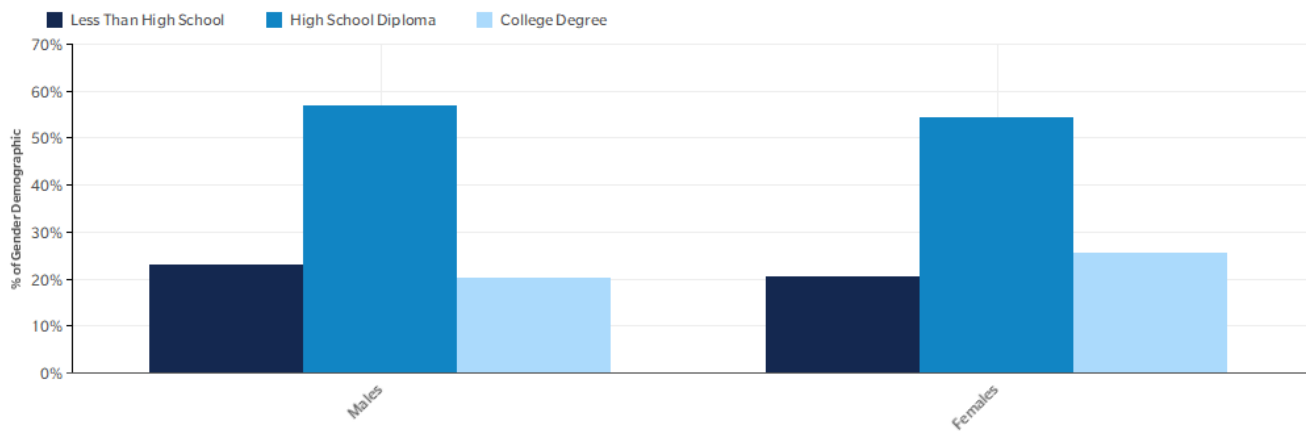
Population by Education Level



Education Level	2014 Population	2024 Population	2014 % of Population	2014 State % Population	2014 Nat. % Population
Less Than 9th Grade	7,244	7,827	10%	6%	7%
9th Grade to 12th Grade	9,102	9,986	12%	8%	8%
High School Diploma	27,590	27,006	36%	28%	28%
Some College	14,520	13,623	19%	20%	21%
Associate's Degree	5,217	5,354	7%	7%	8%
Bachelor's Degree	8,037	8,111	11%	19%	18%
Graduate Degree and Higher	4,167	4,381	5%	13%	11%
Total	75,876	76,288	100%	100%	100%

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2015.1 Class of Worker

Gender by Educational Attainment

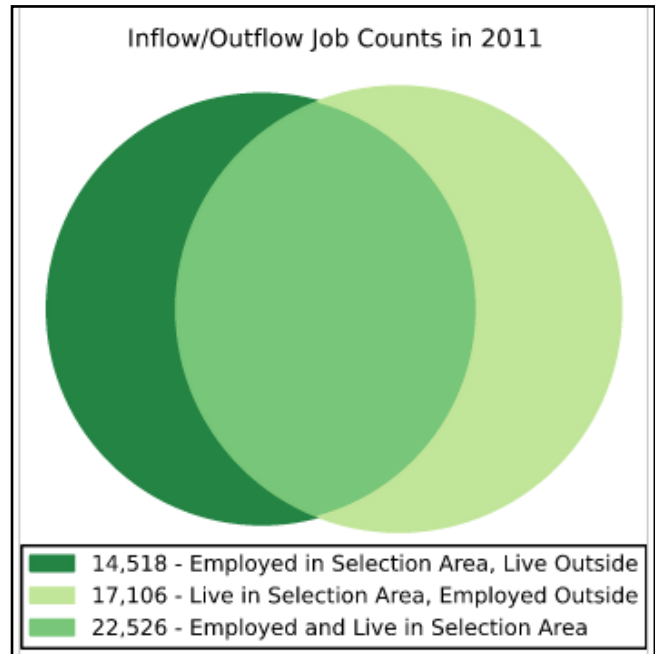


Gender	2014 Population	2024 Population	2014 Less Than High School	2014 High School Diploma	2014 College Degree
Males	36,350	36,782	8,320	20,670	7,359
Females	39,526	39,506	8,025	21,440	10,061
Total	75,876	76,288	16,346	42,110	17,420

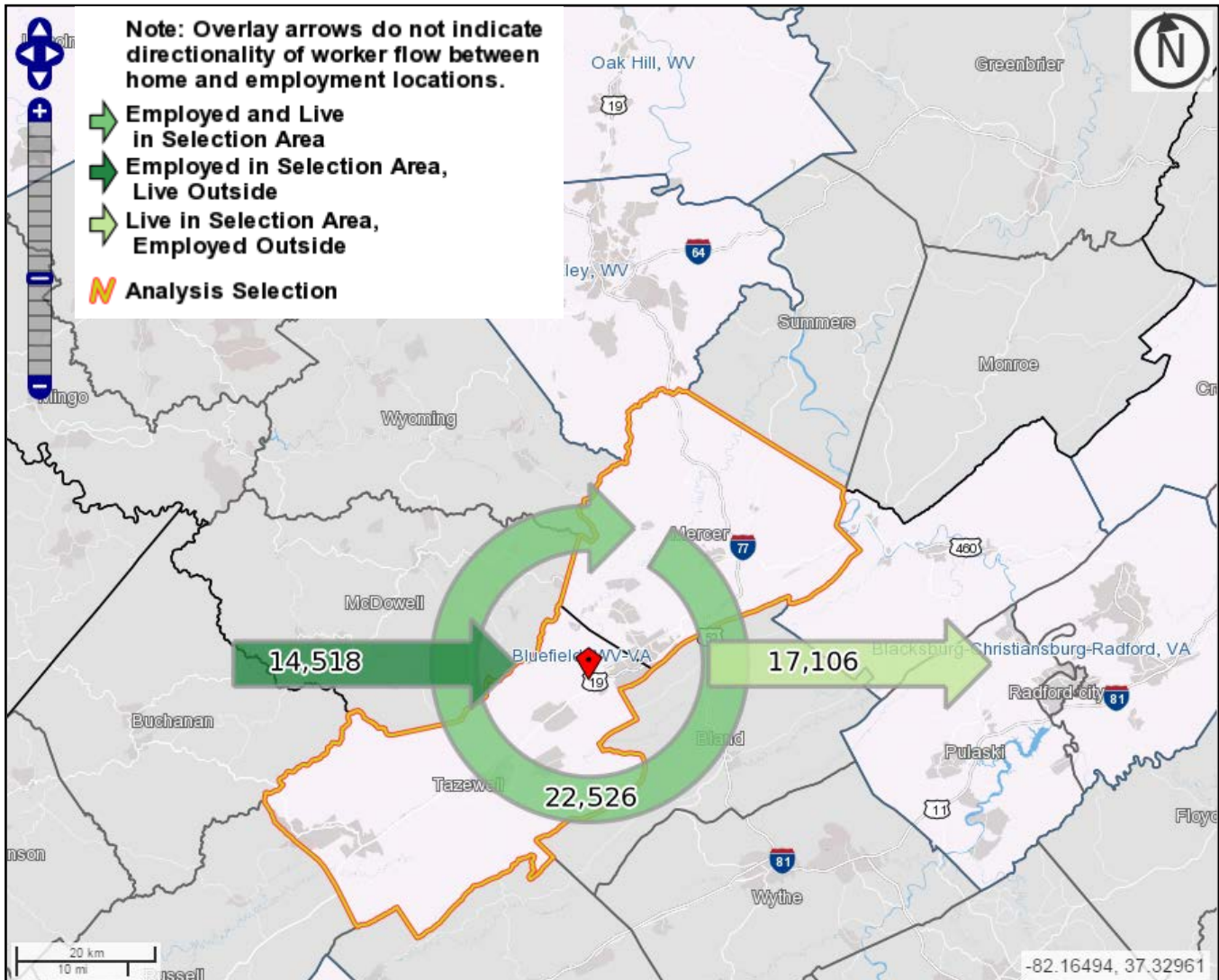
Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2015.1 Class of Worker

Inflow/Outflow Analysis

Inflow/Outflow Job Counts (Primary Jobs) 2011		
	Count	Share
Employed in the Selection Area	37,044	100.0%
Employed in the Selection Area but Living Outside	14,518	39.2%
Employed and Living in the Selection Area	22,526	60.8%
Living in the Selection Area	39,632	100.0%
Living in the Selection Area but Employed Outside	17,106	43.2%
Living and Employed in the Selection Area	22,526	56.8%



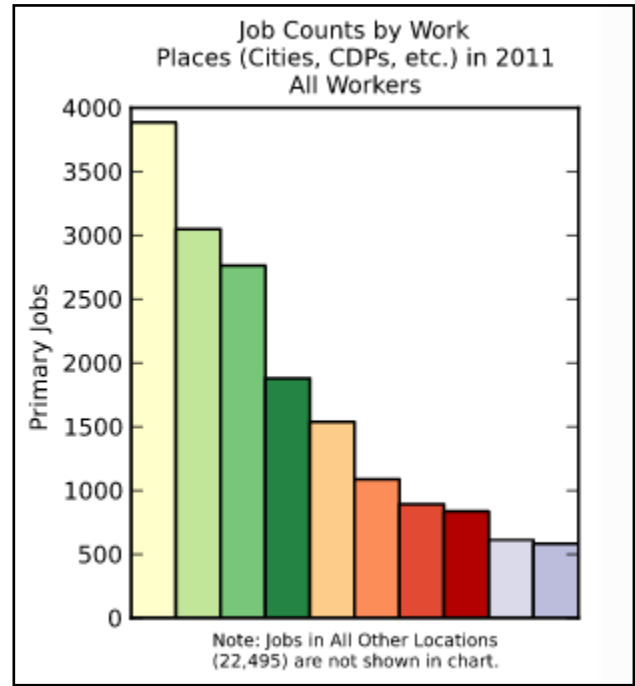
Source: US Census On-The-Map, 2015



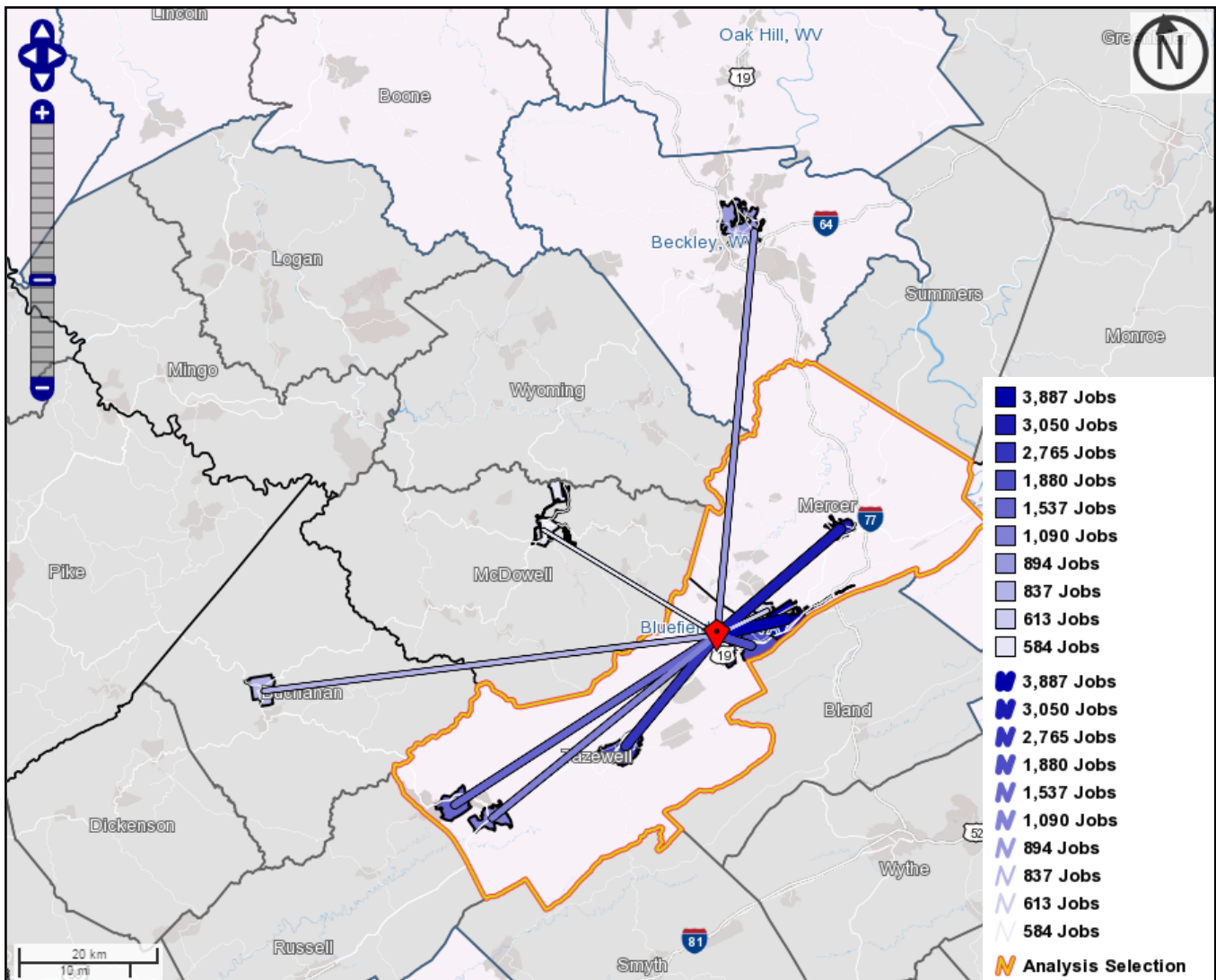
Work Destination Analysis

Jobs Counts by Places (Cities, CDPs, etc.) Where Workers are Employed - Primary Jobs 2011

	Count	Share
All Places (Cities, CDPs, etc.)	39,632	100.0%
Bluefield city, WV	3,887	9.8%
Princeton city, WV	3,050	7.7%
Tazewell town, VA	2,765	7.0%
Bluefield town, VA	1,880	4.7%
Richlands town, VA	1,537	3.9%
Claypool Hill CDP, VA	1,090	2.8%
Beckley city, WV	894	2.3%
Grundy town, VA	837	2.1%
Brush Fork CDP, WV	613	1.5%
Welch city, WV	584	1.5%
All Other Locations	22,495	56.8%



Source: US Census On-The-Map, 2015



Location Quotient

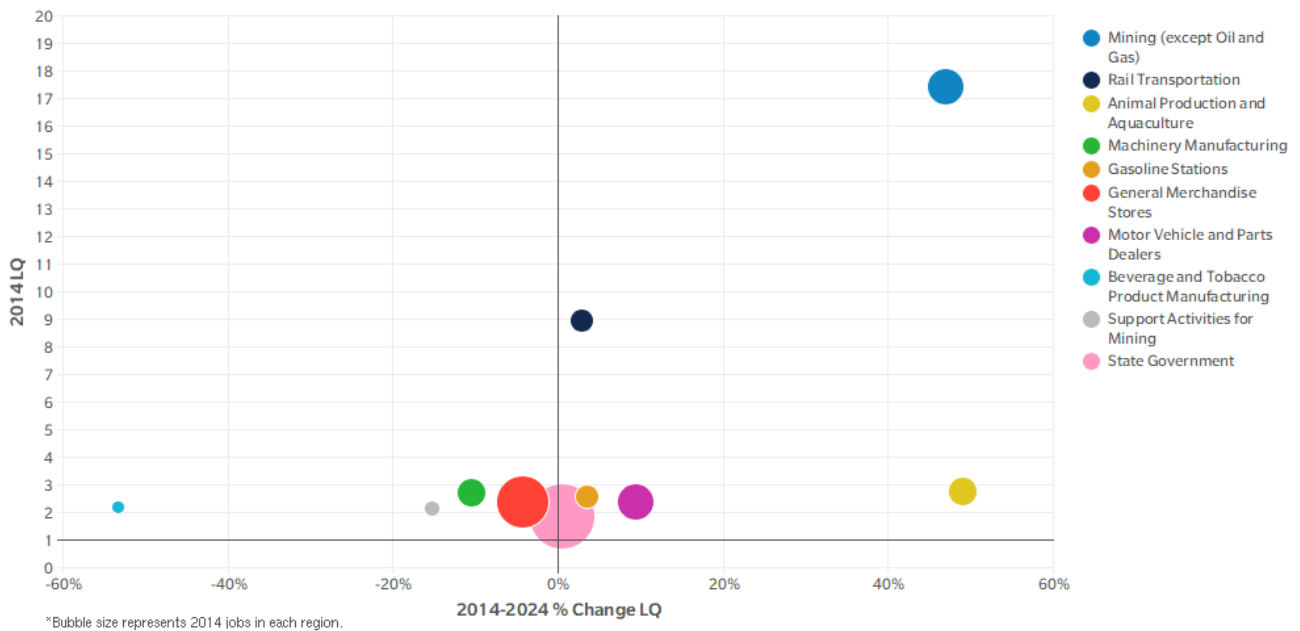
Determining location quotient for an industry quantifies how concentrated an industry is in a region compared to a larger geographic area (for example, a state or nation). According to EMSI, the basic uses for location quotient include:

- To determine which industries make the regional economy unique
- To identify the “export orientation” of an industry and identify the most export-oriented industries in the region
- To identify emerging export industries beginning to bring money into the region
- To identify endangered export industries that could erode the region’s economic base

Top 20 Industries (3-Digit Level)

The chart below illustrates the top ten industries with the highest location quotient. The top 20 industries are detailed in the table below the chart.

Highest Industry Location Quotient



Industry	2014 Jobs	2024 Jobs	% Change	2014 LQ	2024 LQ	% Change LQ	2014 Earnings Per Worker
Mining (except Oil and Gas)	1,159	1,771	53%	17.41	25.58	47%	\$39,792
Rail Transportation	566	547	-3%	8.96	9.22	3%	\$71,868
Animal Production and Aquaculture	810	1,088	34%	2.77	4.13	49%	\$20,596
Machinery Manufacturing	817	688	-16%	2.69	2.41	-10%	\$60,310
Gasoline Stations	586	543	-7%	2.57	2.65	3%	\$18,942
General Merchandise Stores	1,910	1,873	-2%	2.38	2.28	-4%	\$24,208
Motor Vehicle and Parts Dealers	1,216	1,299	7%	2.37	2.59	9%	\$43,856
Beverage and Tobacco Product Manufacturing	124	58	-53%	2.19	1.02	-53%	\$60,489
Support Activities for Mining	264	255	-3%	2.14	1.81	-15%	\$76,687
State Government	2,451	2,372	-3%	1.85	1.86	1%	\$44,060
Electrical Equipment, Appliance, and Component Manufacturing	175	176	1%	1.78	2.00	12%	\$51,136
Repair and Maintenance	1,002	964	-4%	1.75	1.63	-7%	\$37,877
Wood Product Manufacturing	184	169	-8%	1.73	1.66	-4%	\$34,649
Building Material and Garden Equipment	539	611	13%	1.66	1.88	13%	\$30,579

Industry	2014 Jobs	2024 Jobs	% Change	2014 LQ	2024 LQ	% Change LQ	2014 Earnings Per Worker
and Supplies Dealers							
Fabricated Metal Product Manufacturing	629	596	-5%	1.63	1.55	-5%	\$50,378
Health and Personal Care Stores	481	518	8%	1.60	1.67	5%	\$41,655
Local Government	5,619	5,741	2%	1.59	1.65	4%	\$47,482
Nonmetallic Mineral Product Manufacturing	163	126	-22%	1.48	1.13	-24%	\$51,387
Waste Management and Remediation Services	153	225	47%	1.47	2.06	39%	\$45,238
Forestry and Logging	40	44	10%	1.38	1.71	24%	\$43,685

Industry Overviews (Top 10 Location Quotient Industries)

The following industry summaries were identified using the top ten location quotient industries. Where available, the top five employers for each industry are provided.

Industry Summary for Mining (except Oil and Gas)

1,159 Jobs (2014) 1,641% above National average	52.7% % Change (2014-2024) Nation: 13.9%	\$39,792 Avg. Earnings Per Job (2014) Nation: \$80,845
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Top Regional Businesses

Business Name	Industry	Local Employees
Regal Rock Inc.	Other Crushed and Broken Stone Mining and Quarrying (212319)	160

Knox Creek Coal Corporation	Bituminous Coal Underground Mining (212112)	150
Extra Energy Inc.	Bituminous Coal and Lignite Surface Mining (212111)	60
Pounding Mill Quarry Corporation	Crushed and Broken Limestone Mining and Quarrying (212312)	56
Xmv 35	Bituminous Coal and Lignite Surface Mining (212111)	31

Source: Equifax Business-Level Data

Industry Summary for Rail Transportation

566 Jobs (2014) 796% above National average	-3.4% % Change (2014-2024) Nation: 2.9%	\$71,868 Avg. Earnings Per Job (2014) Nation: \$85,190
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Top Regional Businesses

(Not Available for this Industry)

Industry Summary for Animal Production and Aquaculture

810 Jobs (2014) 177% above National average	34.4% % Change (2014-2024) Nation: -1.2%	\$20,596 Avg. Earnings Per Job (2014) Nation: \$27,347
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Top Regional Businesses

(Not Available for this Industry)

Industry Summary for Machinery Manufacturing

817 Jobs (2014) 169% above National average	-15.7% % Change (2014-2024) Nation: 3.2%	\$60,310 Avg. Earnings Per Job (2014) Nation: \$78,713
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Top Regional Businesses

Business Name	Industry	Local Employees
Caterpillar Global Mining Virginia Llc	Construction Machinery Manufacturing (333120)	797

Joy Mining Machinery Supplies	Mining Machinery and Equipment Manufacturing (333131)	202
Russell County Respiratory	All Other Miscellaneous General Purpose Machinery Manufacturing (333999)	40
Norris Screen & Manufacturing, Inc.	Mining Machinery and Equipment Manufacturing (333131)	33
Princeton Machinery Service Inc	Fluid Power Cylinder and Actuator Manufacturing (333995)	27

Source: Equifax Business-Level Data

Industry Summary for Gasoline Stations

586 Jobs (2014) 157% above National average	-7.5% % Change (2014-2024) Nation: -2.0%	\$18,942 Avg. Earnings Per Job (2014) Nation: \$23,191
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Top Regional Businesses

Business Name	Industry	Local Employees
Cnx Gas Company, Llc.	Other Gasoline Stations (447190)	101
Kroger	Gasoline Stations with Convenience Stores (447110)	77
Sheetz Store 458	Gasoline Stations with Convenience Stores (447110)	18
Chevron Corporation	Other Gasoline Stations (447190)	12
Bud's Shopping Center	Gasoline Stations with Convenience Stores (447110)	11

Source: Equifax Business-Level Data

Industry Summary for General Merchandise Stores

1,910 Jobs (2014) 138% above National average	-2.0% % Change (2014-2024) Nation: 12.3%	\$24,208 Avg. Earnings Per Job (2014) Nation: \$26,779
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Top Regional Businesses

Business Name	Industry	Local Employees
Walmart	Department Stores (except Discount Department Stores) (452111)	315

Walmart	Department Stores (except Discount Department Stores) (452111)	249
Walmart Supercenter	Warehouse Clubs and Supercenters (452910)	230
J. C. Penney Company, Inc	Department Stores (except Discount Department Stores) (452111)	198
J. C. Penney Company, Inc	Department Stores (except Discount Department Stores) (452111)	198

Source: Equifax Business-Level Data

Industry Summary for Motor Vehicle and Parts Dealers

1,216 Jobs (2014) 137% above National average	6.9% % Change (2014-2024) Nation: 7.0%	\$43,856 Avg. Earnings Per Job (2014) Nation: \$51,337
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Top Regional Businesses

Business Name	Industry	Local Employees
Cole Chevrolet-cadillac, Inc.	New Car Dealers (441110)	427
Ramey Motors Inc.	New Car Dealers (441110)	140
Worldwide Equipment Inc	New Car Dealers (441110)	90
Cole Truck Parts	Automotive Parts and Accessories Stores (441310)	75
Ramey Chevrolet Incorporated	New Car Dealers (441110)	61

Source: Equifax Business-Level Data

Industry Summary for Beverage and Tobacco Product Manufacturing

124 Jobs (2014) 119% above National average	-53.4% % Change (2014-2024) Nation: 9.4%	\$60,489 Avg. Earnings Per Job (2014) Nation: \$70,849
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Top Regional Businesses

Business Name	Industry	Local Employees
Kolmar Products Corp. Wis.	Soft Drink Manufacturing (312111)	52

The Pepsi Bottling Group	Soft Drink Manufacturing (312111)	46
Pepsi Cola Bottling Company	Soft Drink Manufacturing (312111)	20
Coca-cola	Soft Drink Manufacturing (312111)	3
Bluefield Beverage Warehouse 4	Soft Drink Manufacturing (312111)	2

Source: Equifax Business-Level Data

Industry Summary for Support Activities for Mining

264 Jobs (2014) 114% above National average	-3.4% % Change (2014-2024) Nation: 25.0%	\$76,687 Avg. Earnings Per Job (2014) Nation: \$94,397
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Top Regional Businesses

Business Name	Industry	Local Employees
Gasco Drilling, Inc	Drilling Oil and Gas Wells (213111)	70
Bluestone Coal	Support Activities for Coal Mining (213113)	34
Bmi Mountaineer Marketing	Support Activities for Coal Mining (213113)	16
Virginia Vulcanizing Inc	Support Activities for Coal Mining (213113)	5
Black Bear Processing Llc	Support Activities for Coal Mining (213113)	4

Source: Equifax Business-Level Data

Industry Summary for State Government

2,451 Jobs (2014) 85% above National average	-3.2% % Change (2014-2024) Nation: 5.5%	\$44,060 Avg. Earnings Per Job (2014) Nation: \$68,621
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