

Industry Snapshot

Finance and Insurance

Emsi Q2 2018 Data Set

April 2018



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Parameters

Industries

11 items selected. See Appendix A for details.

Regions

| Code | Description |
|-------|---------------------------------|
| 19100 | Dallas-Fort Worth-Arlington, TX |

Timeframe

-

Datarun

2018.2 - Employees

Finance and Insurance WSNCT Targeted Industry Sector in Dallas-Fort Worth-Arlington, TX

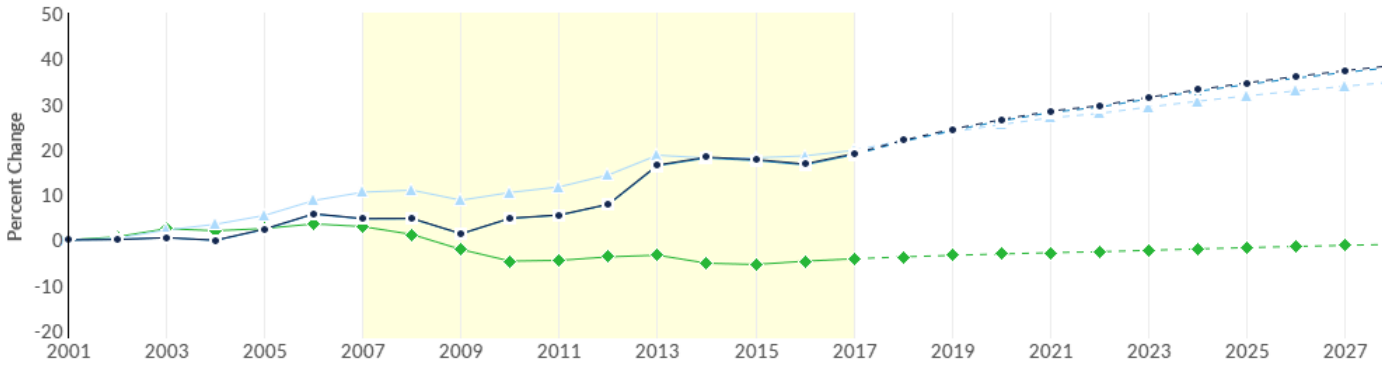
Industry Summary for Finance and Insurance WSNCT Targeted Industry Sector

| | | |
|---|---|---|
| 83,628 Jobs (2017) 15% above National average | +13.7% % Change (2007-2017) Nation: -6.9% | \$101,051 Avg. Earnings Per Job (2017) Nation: \$97,944 |
|---|---|---|

Industry Detail

| | |
|-------------------------------------|----------------------------|
| Payrolled Business Locations (2017) | 2,714 |
| Jobs Multiplier | 5 |
| Unemployed | Only Available for 2-Digit |

Regional Trends



| Region | 2007 Jobs | 2017 Jobs | Change | % Change |
|----------------------------|-----------|-----------|----------------------|----------|
| ● Region | 73,559 | 83,628 | 10,069 | 13.7% |
| ■ WSNCT Dallas and Tarrant | 74,139 | 84,180 | 10,041 | 13.5% |
| ▲ State | 233,786 | 253,298 | 19,512 | 8.3% |
| ◆ Nation | 3,301,621 | 3,073,840 | 227,781 ⁻ | -6.9% |

Occupations Employed by these Industries

| Description | Employed in Industry Group (2017) | % of Total Jobs in Industry Group (2017) |
|---|-----------------------------------|--|
| Tellers | 9,681 | 11.6% |
| Customer Service Representatives | 7,360 | 8.8% |
| Insurance Claims and Policy Processing Clerks | 6,144 | 7.3% |
| Securities, Commodities, and Financial Services Sales Agents | 4,653 | 5.6% |
| First-Line Supervisors of Office and Administrative Support Workers | 4,466 | 5.3% |

Industry Gender Breakdown



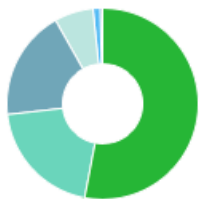
| Gender | 2017 Jobs | 2017 Percent |
|---------|-----------|--------------|
| Males | 32,993 | 39.5% |
| Females | 50,635 | 60.5% |

Industry Age Breakdown



| Age | 2017 Jobs | 2017 Percent |
|-------|-----------|--------------|
| 14-18 | 88 | 0.1% |
| 19-24 | 5,711 | 6.8% |
| 25-34 | 21,779 | 26.0% |
| 35-44 | 22,197 | 26.5% |
| 45-54 | 18,721 | 22.4% |
| 55-64 | 12,312 | 14.7% |
| 65+ | 2,820 | 3.4% |

Industry Race/Ethnicity Breakdown



| Race/Ethnicity | 2017 Jobs | 2017 Percent |
|---|-----------|--------------|
| White | 44,322 | 53.0% |
| Black or African American | 16,893 | 20.2% |
| Hispanic or Latino | 15,570 | 18.6% |
| Asian | 5,492 | 6.6% |
| Two or More Races | 1,002 | 1.2% |
| American Indian or Alaska Native | 292 | 0.3% |
| Native Hawaiian or Other Pacific Islander | 57 | 0.1% |

Industry Requirements

| Purchases from | In-region Purchases | Imported Purchases | Total Purchases |
|---|---------------------|--------------------|-----------------|
| Insurance Agencies and Brokerages | \$2,954,175,109 | \$81,884,511 | \$3,036,059,620 |
| Commercial Banking | \$920,439,905 | \$414,208 | \$920,854,113 |
| Third Party Administration of Insurance and Pension Funds | \$587,070,440 | \$697,891 | \$587,768,330 |
| Investment Advice | \$539,848,179 | \$744,081 | \$540,592,260 |
| Direct Property and Casualty Insurance Carriers | \$442,863,645 | \$580,751 | \$443,444,396 |

Top Regional Businesses

| Business Name | Industry Name | Business Size |
|--------------------------------|---|---------------|
| Federal Reserve Bank Of Dallas | Commercial Banking (522110) | 1,265 |
| Comerica Inc | Commercial Banking (522110) | 1,000 |
| Colonial Savings | Commercial Banking (522110) | 690 |
| United American Insurance Co | Direct Life Insurance Carriers (524113) | 633 |
| Texas Capital Bank | Commercial Banking (522110) | 575 |

Business Data by DatabaseUSA.com is third-party data provided by Emsi to its customers as a convenience, and Emsi does not endorse or warrant its accuracy or consistency with other published Emsi data.

Appendix A - Industries

| Code | Description |
|--------|--|
| 522110 | Commercial Banking |
| 522120 | Savings Institutions |
| 522130 | Credit Unions |
| 522210 | Credit Card Issuing |
| 522310 | Mortgage and Nonmortgage Loan Brokers |
| 524113 | Direct Life Insurance Carriers |
| 524114 | Direct Health and Medical Insurance Carriers |
| 524126 | Direct Property and Casualty Insurance Carriers |
| 524127 | Direct Title Insurance Carriers |
| 524128 | Other Direct Insurance (except Life, Health, and Medical) Carriers |
| 524130 | Reinsurance Carriers |

Appendix B - Data Sources and Calculations

Industry Data

Emsi industry data have various sources depending on the class of worker. (1) For QCEW Employees, Emsi primarily uses the QCEW (Quarterly Census of Employment and Wages), with supplemental estimates from County Business Patterns. (2) Non-QCEW employees data are based on a number of sources including QCEW, Current Employment Statistics, County Business Patterns, BEA State and Local Personal Income reports, the National Industry-Occupation Employment Matrix (NIOEM), the American Community Survey, and Railroad Retirement Board statistics. (3) Self-Employed and Extended Proprietor classes of worker data are primarily based on the American Community Survey, Nonemployer Statistics, and BEA State and Local Personal Income Reports. Projections for QCEW and Non-QCEW Employees are informed by NIOEM and long-term industry projections published by individual states.

Input-Output Data

The input-output model in this report is Emsi's gravitational flows multi-regional social account matrix model (MR-SAM). It is based on data from the Census Bureau's Current Population Survey and American Community Survey; as well as the Bureau of Economic Analysis' National Income and Product Accounts, Input-Output Make and Use Tables, and Gross State Product data. In addition, several Emsi in-house data sets are used, as well as data from Oak Ridge National Labs on the cost of transportation between counties.

Staffing Patterns Data

The staffing pattern data in this report are compiled from several sources using a specialized process. For QCEW and Non-QCEW Employees classes of worker, sources include Occupational Employment Statistics, the National Industry-Occupation Employment Matrix, and the American Community Survey. For the Self-Employed and Extended Proprietors classes of worker, the primary source is the American Community Survey, with a small amount of information from Occupational Employment Statistics.

DatabaseUSA.com Business-Level Data

Data for individual businesses is provided by DatabaseUSA.com, which maintains a database of more than 14 million U.S. business entities. Note that in aggregate it will not be consistent with Emsi labor market data due to differences in definitions, methodology, coverage, and industry/geographic classification.

State Data Sources

This report uses state data from the following agencies: Texas Workforce Commission

| Industry Snapshot of Finance and Insurance in Dallas-Fort Worth-Arlington, TX MSA, 2017q4 | | | | | | | | | | | | |
|---|--|----------------------------------|---------------|------|----------------|---------------------|-----------------------|---------------------------|-----------|-----------|---------|--------------|
| | | Current | | | 5-Year History | | | 10-Year Forecast | | | | |
| | | Four Quarters Ending with 2017q4 | | | Total Change | Empl Last 'n' Years | Avg Ann % Chg in Empl | Separations (Approximate) | | | Growth | |
| NAICS | Industry | Empl | Avg Ann Wages | LQ | Empl | 1 3 5 | Region | Total New Demand | Exits | Transfers | Empl | Avg Ann Rate |
| 521110 | Monetary Authorities-Central Bank | 1,044 | \$102,657 | 2.27 | 8 | | 0.2% | 699 | 301 | 535 | -137 | -1.4% |
| 522110 | Commercial Banking | 37,902 | \$93,508 | 1.19 | 3,258 | | 1.8% | 42,089 | 14,868 | 23,716 | 3,505 | 0.9% |
| 522120 | Savings Institutions | 1,586 | \$97,109 | 0.56 | -314 | | -3.6% | 1,719 | 617 | 984 | 118 | 0.7% |
| 522130 | Credit Unions | 4,388 | \$59,910 | 0.69 | 723 | | 3.7% | 4,761 | 1,708 | 2,724 | 329 | 0.7% |
| 522190 | Other Depository Credit Intermediation | 391 | \$115,357 | 1.48 | -48 | | -2.3% | 410 | 150 | 240 | 19 | 0.5% |
| 522210 | Credit Card Issuing | 3,317 | \$170,666 | 1.59 | 780 | | 5.5% | 4,076 | 1,246 | 2,177 | 653 | 1.8% |
| 522220 | Sales Financing | 15,961 | \$86,911 | 6.90 | 7,744 | | 14.2% | 20,397 | 6,079 | 10,625 | 3,693 | 2.1% |
| 522291 | Consumer Lending | 5,091 | \$80,633 | 1.93 | -1,027 | | -3.6% | 6,866 | 2,040 | 3,421 | 1,405 | 2.5% |
| 522292 | Real Estate Credit | 16,645 | \$93,944 | 2.77 | -7,464 | | -7.1% | 23,281 | 6,777 | 11,342 | 5,163 | 2.7% |
| 522293 | International Trade Financing | 155 | \$92,434 | 1.16 | -77 | | -7.7% | 206 | 62 | 104 | 41 | 2.4% |
| 522294 | Secondary Market Financing | 1,511 | \$129,085 | 3.38 | -302 | | -3.6% | 2,025 | 606 | 1,013 | 406 | 2.4% |
| 522298 | All Other Nondepository Credit Intermediation | 2,877 | \$69,724 | 1.66 | -4 | | 0.0% | 3,874 | 1,152 | 1,932 | 790 | 2.5% |
| 522310 | Mortgage and Nonmortgage Loan Brokers | 3,744 | \$104,377 | 1.68 | 754 | | 4.6% | 5,851 | 1,645 | 2,704 | 1,502 | 3.4% |
| 522320 | Financial Transactions Processing, Reserve, and Clearinghouse Activities | 5,773 | \$84,065 | 1.79 | 1,275 | | 5.1% | 8,698 | 2,506 | 4,110 | 2,082 | 3.1% |
| 522390 | Other Activities Related to Credit Intermediation | 7,148 | \$77,430 | 3.33 | -390 | | -1.1% | 10,355 | 3,029 | 5,005 | 2,320 | 2.9% |
| 523110 | Investment Banking and Securities Dealing | 3,248 | \$224,893 | 0.89 | -906 | | -4.8% | 3,263 | 996 | 2,009 | 259 | 0.8% |
| 523120 | Securities Brokerage | 9,227 | \$144,262 | 1.34 | 1,313 | | 3.1% | 9,289 | 2,828 | 5,714 | 747 | 0.8% |
| 523130 | Commodity Contracts Dealing | 171 | \$84,155 | 0.49 | -57 | | -5.6% | 191 | 54 | 110 | 27 | 1.5% |
| 523140 | Commodity Contracts Brokerage | 244 | \$107,880 | 0.99 | 50 | | 4.7% | 249 | 75 | 152 | 22 | 0.9% |
| 523210 | Securities and Commodity Exchanges | 59 | \$85,705 | 0.43 | 2 | | 0.9% | 67 | 18 | 37 | 11 | 1.8% |
| 523910 | Miscellaneous Intermediation | 3,417 | \$149,895 | 3.97 | 257 | | 1.6% | 4,316 | 1,173 | 2,136 | 1,007 | 2.6% |
| 523920 | Portfolio Management | 5,289 | \$184,852 | 0.98 | 1,217 | | 5.4% | 6,688 | 1,857 | 3,336 | 1,496 | 2.5% |
| 523930 | Investment Advice | 6,787 | \$135,556 | 1.29 | 2,659 | | 10.5% | 8,713 | 2,391 | 4,301 | 2,022 | 2.6% |
| 523991 | Trust, Fiduciary, and Custody Activities | 875 | \$113,782 | 1.82 | -80 | | -1.7% | 1,114 | 308 | 553 | 253 | 2.6% |
| 523999 | Miscellaneous Financial Investment Activities | 1,313 | \$127,247 | 1.84 | 612 | | 13.4% | 1,708 | 470 | 840 | 399 | 2.7% |
| 524113 | Direct Life Insurance Carriers | 6,062 | \$88,620 | 1.06 | 240 | | 0.8% | 6,905 | 2,203 | 3,654 | 1,048 | 1.6% |
| 524114 | Direct Health and Medical Insurance Carriers | 4,412 | \$69,456 | 0.49 | -3,230 | | -10.4% | 6,608 | 1,849 | 2,941 | 1,818 | 3.5% |
| 524126 | Direct Property and Casualty Insurance Carriers | 18,914 | \$75,792 | 1.66 | 5,491 | | 7.1% | 17,985 | 6,503 | 10,765 | 717 | 0.4% |
| 524127 | Direct Title Insurance Carriers | 2,956 | \$102,115 | 1.96 | 656 | | 5.1% | 3,021 | 1,040 | 1,722 | 259 | 0.8% |
| 524128 | Other Direct Insurance (except Life, Health, and Medical) Carriers | 868 | \$133,016 | 1.66 | -551 | | -9.4% | 823 | 298 | 494 | 31 | 0.3% |
| 524130 | Reinsurance Carriers | 306 | \$135,078 | 0.49 | -320 | | -13.3% | 321 | 108 | 179 | 34 | 1.1% |
| 524210 | Insurance Agencies and Brokerages | 31,164 | \$78,159 | 1.43 | 9,149 | | 7.2% | 39,560 | 14,165 | 19,521 | 5,874 | 1.7% |
| 524291 | Claims Adjusting | 2,789 | \$84,479 | 1.43 | 781 | | 6.8% | 3,622 | 1,067 | 1,699 | 856 | 2.7% |
| 524292 | Third Party Administration of Insurance and Pension Funds | 6,737 | \$74,879 | 1.37 | 1,606 | | 5.6% | 9,278 | 2,734 | 4,345 | 2,199 | 2.9% |
| 524298 | All Other Insurance Related Activities | 3,119 | \$82,298 | 1.39 | 1,190 | | 10.1% | 4,319 | 1,252 | 1,992 | 1,074 | 3.0% |
| 525110 | Pension Funds | 78 | \$81,276 | 1.65 | -51 | | -9.6% | 98 | 32 | 49 | 17 | 2.0% |
| 525120 | Health and Welfare Funds | 5 | \$66,753 | 0.09 | -99 | | -45.7% | 6 | 2 | 3 | 1 | 1.8% |
| 525190 | Other Insurance Funds | 15 | \$197,012 | 0.49 | -717 | | -54.1% | 18 | 6 | 9 | 3 | 1.8% |
| 525910 | Open-End Investment Funds | 33 | \$155,407 | 1.31 | -157 | | -29.7% | 41 | 14 | 20 | 7 | 1.9% |
| 525920 | Trusts, Estates, and Agency Accounts | 39 | \$91,909 | 0.80 | -710 | | -44.6% | 50 | 17 | 25 | 9 | 2.0% |
| 525990 | Other Financial Vehicles | 129 | \$76,951 | 1.28 | -165 | | -15.2% | 169 | 56 | 82 | 32 | 2.2% |
| 52 | Finance and Insurance | 215,789 | \$96,098 | 1.45 | 23,098 | | 2.3% | 263,643 | 84,554 | 136,979 | 42,111 | 1.8% |
| | Total - All Industries | 3,732,465 | \$59,188 | 1.00 | 484,114 | | 2.8% | 5,135,893 | 1,898,220 | 2,534,060 | 703,613 | 1.7% |
| Source: JobsEQ® Data as of 2017Q4 Note: Figures may not sum due to rounding. | | | | | | | | | | | | |