



## Industry Spotlight

# CLEX - Business Services and Financial Services

Greater Lexington Bluegrass Alliance Region



Commerce Lexington  
Economic Development  
330 E Main Street, Suite 205  
Lexington, KY 40507  
859-254-4447  
[www.locateinlexington.com](http://www.locateinlexington.com)

Spotlight Summary ..... 3

Industry Snapshot ..... 4

Staffing Pattern ..... 5

Geographic Distribution ..... 6

Employment Distribution by Type ..... 7

Establishments ..... 8

GDP & Productivity..... 9

Supply Chain: Top Suppliers ..... 10

Postsecondary Programs Linked to CLEX - Business Services and Financial Services..... 11

Greater Lexington Bluegrass Alliance Region Regional Map ..... 12

Data Notes..... 13

Industry Definition ..... 14

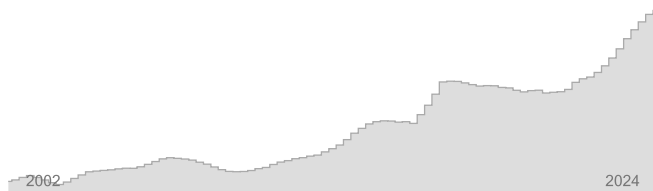
Region Definition..... 16

FAQ ..... 17

# Spotlight Summary

CLEX - Business Services and Financial Services  
Greater Lexington Bluegrass Alliance Region – 2024Q1

## EMPLOYMENT



**19,561**

Regional employment / **9,924,279** in the nation

## WAGES



**\$96,306**

Avg Wages per Worker / **\$119,582** in the nation

**4.7%** ↑

Avg Ann % Change Last 10 Years / **+1.8%** in the U.S.



**5.1%**

% of Total Employment / **6.0%** in the U.S.

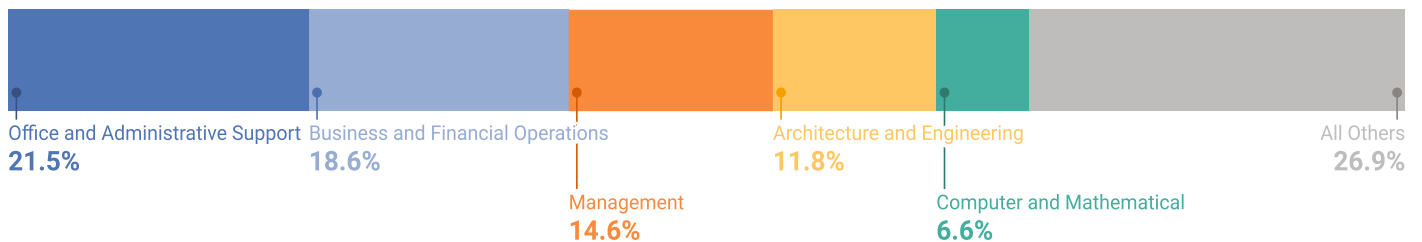


**3.1%** ↑

Avg Ann % Change Last 10 Years / **+3.1%** in the U.S.



## TOP OCCUPATION GROUPS



## TOP INDUSTRIES

Avg Ann % Change in Employment, Last 10 Years

**5.4%** ↑



Corporate, Subsidiary, and Regional Managing Offices

**2.8%** ↑



Engineering Services

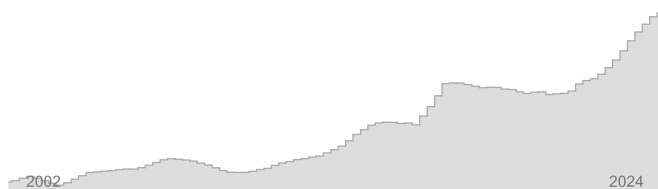
**6.1%** ↑



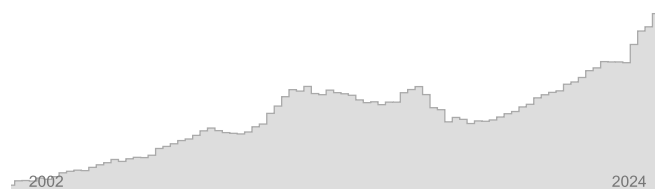
Administrative Management and General Management Consulting Services

# Industry Snapshot

## EMPLOYMENT



## WAGES

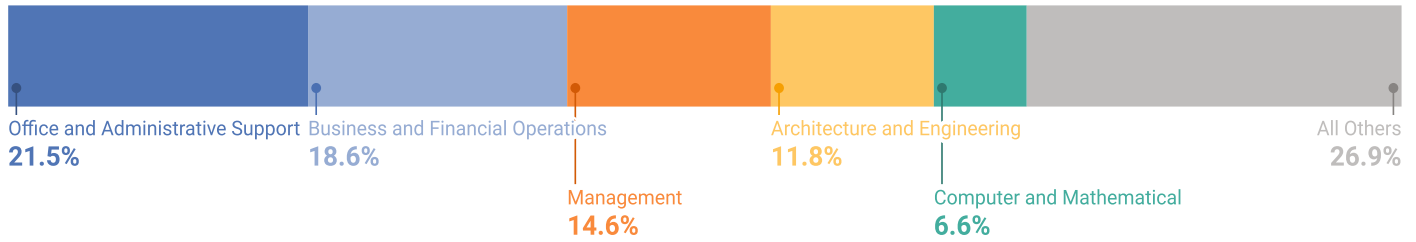


6-Digit Industry	Empl	Avg Ann Wages	LQ	5yr History	Annual Demand	Forecast Ann Growth
Corporate, Subsidiary, and Regional Managing Offices	4,738	\$147,702	0.82		447	0.9%
Engineering Services	3,278	\$101,897	1.13		254	0.2%
Administrative Management and General Management Consulting Services	1,718	\$72,134	0.75		158	0.7%
Employment Placement Agencies	1,691	\$45,563	2.70		178	0.1%
Telemarketing Bureaus and Other Contact Centers	1,227	\$40,672	1.46		138	-0.2%
All Other Professional, Scientific, and Technical Services	945	\$72,584	0.83		88	0.8%
Payroll Services	696	\$93,058	1.31		64	0.1%
Architectural Services	564	\$102,274	1.09		47	0.0%
Process, Physical Distribution, and Logistics Consulting Services	375	\$87,501	0.92		35	0.8%
Facilities Support Services	368	\$41,233	0.82		46	1.1%
Remaining Component Industries	3,961	\$85,326	0.58		365	0.2%
<b>CLEX - Business Services and Financial Services</b>	<b>19,561</b>	<b>\$96,306</b>	<b>0.84</b>		<b>1,822</b>	<b>0.5%</b>

Employment is one of the broadest and most timely measures of a region's economy. Fluctuations in the number of jobs shed light on the health of an industry. A growing employment base creates more opportunities for regional residents and helps a region grow its population.

Since wages and salaries generally compose the majority of a household's income, the annual average wages of a region affect its average household income, housing market, quality of life, and other socioeconomic indicators.

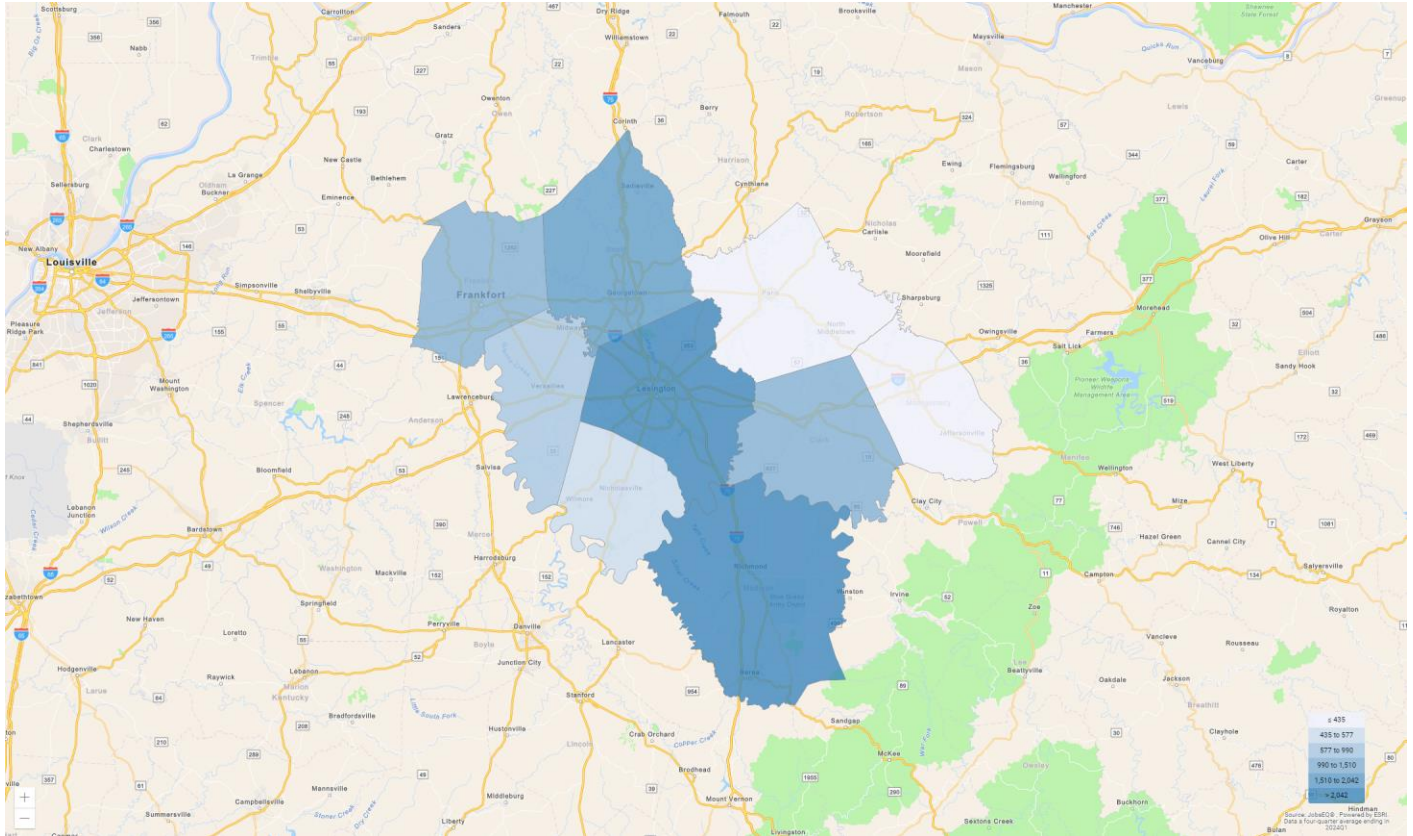
# Staffing Pattern



6-digit Occupation	Empl	Avg Ann Wages	Annual Demand
Customer Service Representatives	996	\$38,900	131
General and Operations Managers	931	\$131,800	83
Bookkeeping, Accounting, and Auditing Clerks	529	\$48,600	59
Accountants and Auditors	521	\$75,900	44
Managers, All Other	515	\$111,600	39
Civil Engineers	493	\$100,200	31
Management Analysts	425	\$101,100	38
Human Resources Specialists	379	\$67,600	35
First-Line Supervisors of Office and Administrative Support Workers	378	\$69,600	35
Office Clerks, General	369	\$41,400	42
Remaining Component Occupations	13,982	\$67,300	1,333
<b>Total</b>	<b>19,517</b>		

 The mix of occupations points to the ability of a region to support an industry and its flexibility to adapt to future demand. Industry wages are a component of the cost of labor for regional employers.

# Geographic Distribution



Region	Empl	Region	Empl
Fayette County, Kentucky	12,177	Woodford County, Kentucky	577
Madison County, Kentucky	2,042	Jessamine County, Kentucky	436
Scott County, Kentucky	1,510	Montgomery County, Kentucky	243
Clark County, Kentucky	1,400	Bourbon County, Kentucky	184
Franklin County, Kentucky	991		

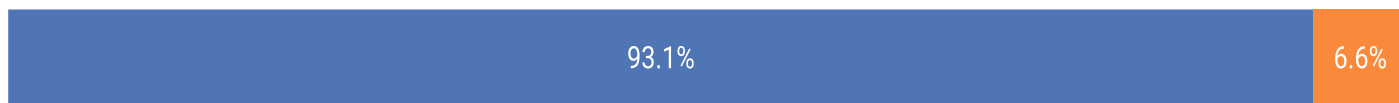
Source: JobsEQ®

 The geographic distribution of industry employment by place of work illustrates the impact on labor force demand and commuting patterns.

# Employment Distribution by Type

The table below shows the employment mix by ownership type for CLEX - Business Services and Financial Services for the Greater Lexington Bluegrass Alliance Region. Four of these ownership types — federal, state, and local government and the private sector — together constitute “Covered Employment” (employment covered by the Unemployment Insurance programs of the United States and reported via the Quarterly Census of Employment and Wages).

“Self-Employment” refers to unincorporated self-employment and represents workers whose primary job is self-employment (that is, these data do not include workers whose primary job is a wage-and-salary position that is supplemented with self-employment).



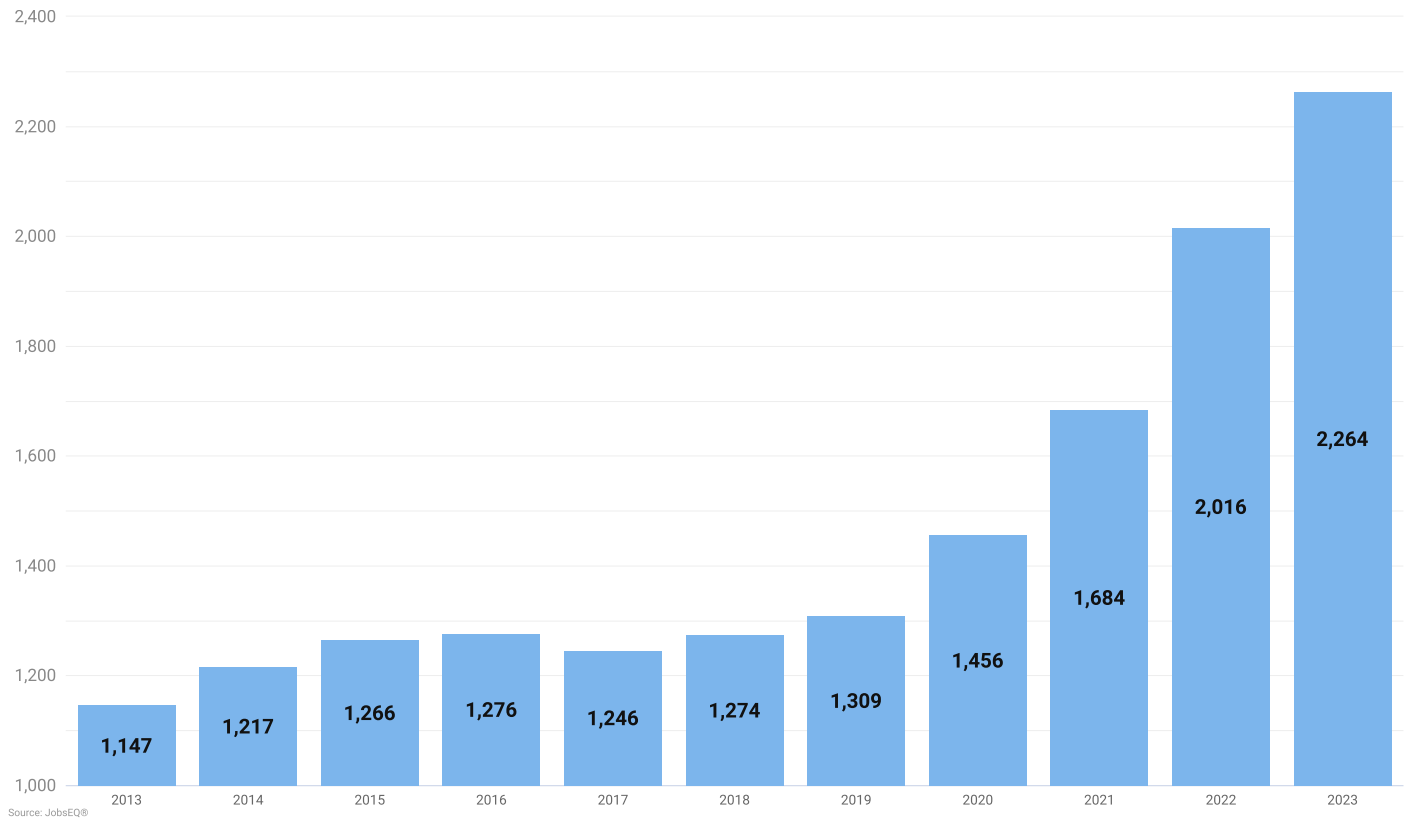
	Empl	%
Private	18,218	93.1%
Self-Employment	1,295	6.6%
Local Government	12	0.1%
State Government	4	0.0%
Federal Government	32	0.2%
Other Non-Covered	0	0.0%


Source: JobsEQ®

 Strong entrepreneurial activity is indicative of growing industries. Using self-employment as a proxy for entrepreneurs, a higher share of self-employed individuals within a regional industry points to future growth.

# Establishments

In 2023, there were 2,264 CLEX - Business Services and Financial Services establishments in the Greater Lexington Bluegrass Alliance Region (per covered employment establishment counts), an increase from 1,147 establishments ten years earlier in 2013.



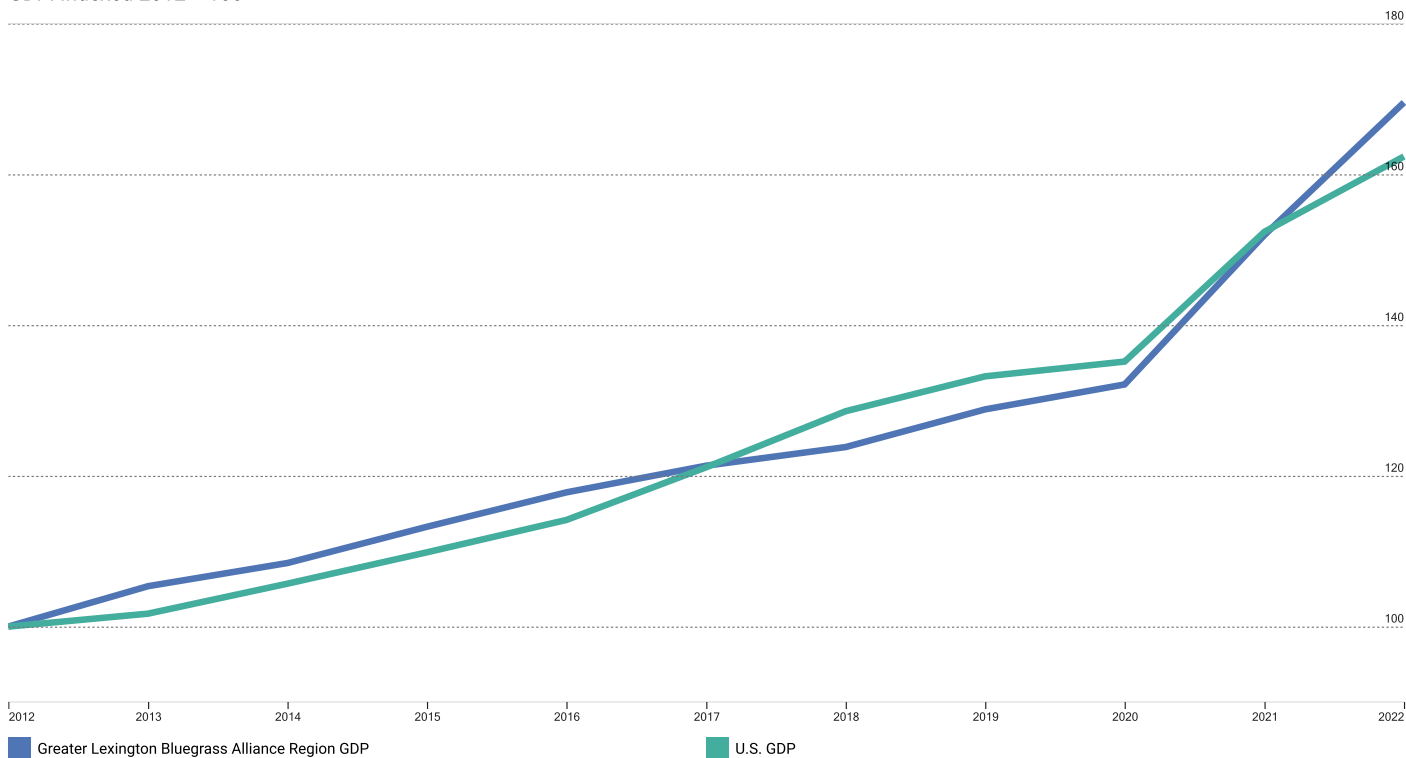
 New business formations are an important source of job creation in a regional economy, spurring innovation and competition, and driving productivity growth. Establishment data can provide an indicator of growth in businesses by counting each single location (such as a factory or a store) where business activity takes place, and with at least one employee.



# GDP & Productivity

In 2022, CLEX - Business Services and Financial Services produced \$2.1 billion in GDP for the Greater Lexington Bluegrass Alliance Region.

GDP: Indexed 2012 = 100



## 4.6 %

Industry Share of Total GDP /  
7.7 % in the nation



## 5.4 % ↑

Avg Ann % Change Last 10 Yrs /  
5.0 % in the nation



## \$209k

Output per Worker /  
\$322k in the nation



💡 Gross domestic product (GDP) is the most comprehensive measure of regional economic activity, and an industry's contribution to GDP is an important indicator of regional industry strength. It is a measure of total value-added to a regional economy in the form of labor income, proprietor's income, and business profits, among others. GDP values shown on this page are nominal GDP data.

💡 Growth in productivity (output per worker) leads to increases in wealth and higher average standards of living in a region.

# Supply Chain: Top Suppliers

As of 2024Q1, CLEX - Business Services and Financial Services in the Greater Lexington Bluegrass Alliance Region are estimated to make \$1.5 billion in annual purchases from suppliers in the United States with about 57% or \$0.9 billion of these purchases being made from businesses located in the Greater Lexington Bluegrass Alliance Region.



<b>6-digit Supplier Industries</b>	<b>Purchases from In-Region (\$M)</b>	<b>Purchases from Out-of-Region (\$M)</b>
Commercial Banking	\$38.5	\$14.6
Residential Property Managers	\$42.9	\$5.9
Investment Banking and Securities Intermediation	\$14.1	\$33.6
Temporary Help Services	\$47.2	<\$0.1
Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services	\$27.7	\$18.3
Remaining Supplier Industries	\$708.8	\$591.3
<b>Total</b>	<b>\$879.2</b>	<b>\$663.7</b>

 Supplier-buyer networks can indicate local linkages between industries, regional capacity to support growth in an industry, and potential leakage of sales out of the region.

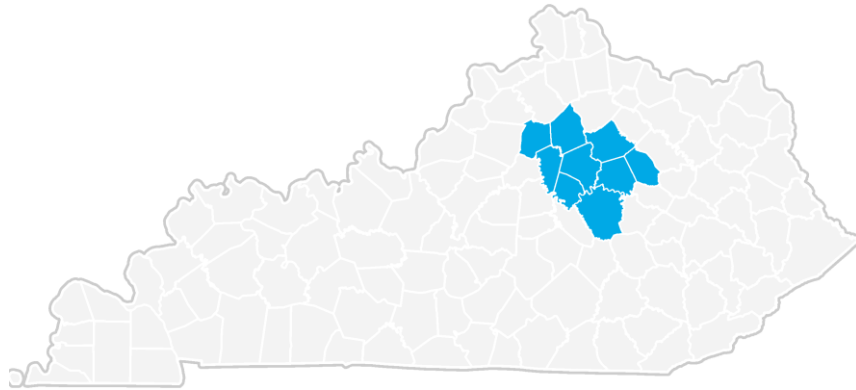
# Postsecondary Programs Linked to CLEX - Business Services and Financial Services

Program	Awards
<b>Bluegrass Community and Technical College</b>	
Computer and Information Sciences, General	511
Drafting and Design Technology/Technician, General	40
Licensed Practical/Vocational Nurse Training	571
Medical Administrative/Executive Assistant and Medical Secretary	267
<b>Eastern Kentucky University</b>	
Industrial Safety Technology/Technician	120
<b>University of Kentucky</b>	
Business/Commerce, General	484
Civil Engineering, General	102
Finance, General	297
Marketing/Marketing Management, General	383
Mechanical Engineering	196

Source: [JobsEQ®](#)

-  The number of graduates from postsecondary programs in the region identifies the pipeline of future workers as well as the training capacity to support industry demand.
-  Among postsecondary programs at schools located in the Greater Lexington Bluegrass Alliance Region, the sampling above identifies those most linked to occupations relevant to CLEX - Business Services and Financial Services. For a complete list see JobsEQ®, <http://www.chmuraecon.com/jobseq>

# Greater Lexington Bluegrass Alliance Region Regional Map



# Data Notes

- Industry employment and wages (including total regional employment and wages) are as of 2024Q1 and are based upon BLS QCEW data, imputed by Chmura where necessary, and supplemented by additional sources including Census ZBP data. Employment forecasts are modeled by Chmura and are consistent with BLS national-level 10-year forecasts.
- Occupation employment is as of 2024Q1 and is based on industry employment and local staffing patterns calculated by Chmura and utilizing BLS OEWS data. Wages by occupation are as of 2024, utilizing BLS OEWS data and imputed by Chmura.
- GDP is derived from BEA data and imputations by Chmura. Productivity (output per worker) is calculated by Chmura using industry employment and wages as well as GDP and BLS output data. Supply chain modeling including purchases by industry are developed by Chmura.
- Postsecondary awards are per the NCES and are for the 2021-2022 academic year.
- Establishment counts are per the BLS QCEW data.
- Figures may not sum due to rounding.

# Industry Definition

CLEX - Business Services and Financial Services is defined as the following NAICS industries:

Code	Description
485310	Taxi and Ridesharing Services
485320	Limousine Service
485999	All Other Transit and Ground Passenger Transportation
521110	Monetary Authorities-Central Bank
522180	Savings Institutions and Other Depository Credit Intermediation
522210	Credit Card Issuing
522220	Sales Financing
522291	Consumer Lending
522292	Real Estate Credit
522299	International, Secondary Market, and All Other Nondepository Credit Intermediation
522310	Mortgage and Nonmortgage Loan Brokers
522320	Financial Transactions Processing, Reserve, and Clearinghouse Activities
522390	Other Activities Related to Credit Intermediation
523150	Investment Banking and Securities Intermediation
523160	Commodity Contracts Intermediation
523210	Securities and Commodity Exchanges
523910	Miscellaneous Intermediation
523991	Trust, Fiduciary, and Custody Activities
523999	Miscellaneous Financial Investment Activities
525910	Open-End Investment Funds
525990	Other Financial Vehicles
532112	Passenger Car Leasing
533110	Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)
541199	All Other Legal Services
541214	Payroll Services
541310	Architectural Services
541320	Landscape Architectural Services
541330	Engineering Services
541340	Drafting Services
541611	Administrative Management and General Management Consulting Services
541612	Human Resources Consulting Services
541614	Process, Physical Distribution, and Logistics Consulting Services
541618	Other Management Consulting Services
541690	Other Scientific and Technical Consulting Services
541930	Translation and Interpretation Services
541990	All Other Professional, Scientific, and Technical Services
551111	Offices of Bank Holding Companies
551112	Offices of Other Holding Companies
551114	Corporate, Subsidiary, and Regional Managing Offices
561210	Facilities Support Services
561311	Employment Placement Agencies
561312	Executive Search Services
561330	Professional Employer Organizations
561421	Telephone Answering Services
561422	Telemarketing Bureaus and Other Contact Centers
561450	Credit Bureaus
561920	Convention and Trade Show Organizers



# Region Definition

**Greater Lexington Bluegrass Alliance Region is defined as the following counties:**

Bourbon County, Kentucky

---

Clark County, Kentucky

---

Fayette County, Kentucky

---

Franklin County, Kentucky

---

Jessamine County, Kentucky

---

Madison County, Kentucky

---

Montgomery County, Kentucky

---

Scott County, Kentucky

---

Woodford County, Kentucky

---



# FAQ

## **What is (LQ) location quotient?**

Location quotient is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an industry (or occupation) as the nation. An LQ of 2.00 would mean the region has twice the expected employment compared to the nation and an LQ of 0.50 would mean the region has half the expected employment in comparison to the nation.

## **What is annual demand?**

Annual demand is a of the sum of the annual projected growth demand and separation demand. Separation demand is the number of jobs required due to separations—labor force exits (including retirements) and turnover resulting from workers moving from one occupation into another. Note that separation demand does not include all turnover—it does not include when workers stay in the same occupation but switch employers. Growth demand is the increase or decrease of jobs expected due to expansion or contraction of the overall number of jobs.

## **What is the difference between industry wages and occupation wages?**

Industry wages and occupation wages are estimated via separate data sets, often the time periods being reported do not align, and wages are defined slightly differently in the two systems (for example, certain bonuses are included in the industry wages but not the occupation wages). It is therefore common that estimates of the average industry wages and average occupation wages in a region do not match exactly.