

Workforce UPDATE

SEPTEMBER 2015



Unemployment in Northwest Ohio went from 4.6% in April 2015 to 4.8% in June 2015. This is a full percentage point decrease from last June. The June seasonally adjusted unemployment was 5.3% for the nation, while in Ohio it was stable at 5.2%.

The total available workforce for Northwest Ohio - which includes all employed and unemployed people - was 620,200 as of June 2015, which was up from 613,400 in June 2014. The number of people in the workforce is increasing while the unemployment is declining. This is a possible sign of workforce retirements or people

no longer seeking employment.

Wanted Analytics identified 19,034 job openings advertised in Northwest Ohio as of June 2015. The number one and two jobs in demand in our area continue to be Heavy and Tractor-trailer Truck Drivers followed by retail sales.

Five of the top ten non-manufacturing corporations hiring were in healthcare fields. This area represented 8% of all advertised openings. The top three leading occupation categories in the region

by number of openings advertised were: transportation, retail sales, and office service support. These three categories represent 40% of all positions advertised during the second quarter of 2015.

The Regional Growth Partnership and JobsOhio, in collaboration with Owens Community College, Northwest State Community College, NORED, and OhioMeansJobs Lucas County offer this quarterly snapshot of the economic status in Northwest Ohio. This data tracks the vitality of our regional economy as well as offering insights into business development trends and issues.

Top 10 Corporations Hiring

1. ProMedica
2. Mercy
3. HCR ManorCare
4. Health Partners
5. Blanchard Valley Health System
6. Lowe's
7. University of Toledo
8. Hogan Transportation
9. NSP, Inc
10. Hub Group Trucking

Top 5 Open Occupations

1. Heavy and Tractor Trailer Truck Drivers
2. Registered Nurses
3. First Line Supervisors of Retail Sales Workers
4. Retail Salespersons
5. Industrial Engineers

Top 10 Manufacturers Hiring

1. Dana Corporation
2. Owens-Illinois
3. Cooper Tire & Rubber Company
4. U.S. Express
5. Oldcastle
6. Campbell Soup Company
7. Whirlpool
8. Advanced Drainage Systems
9. Pepsico
10. Parker Hannifin

Top 5 Open Manufacturing Occupations

1. Industrial Engineer
2. Heavy and Tractor - Trailer Truck Drivers
3. First Line Supervisors of Production Workers
4. Maintenance and Repair Workers
5. Mechanical Engineers

Source: Wanted Analytics

Trucking Forward in Northwest Ohio

The trucking industry didn't go away in the aftermath of the country's recession. It actually has grown robust. Recent freight volume forecasts by the American Trucking Association project increases by nearly 29% across the next 11 years and cite trucking retaining its crown as the dominant mode of freight transportation.

Intermodal freight will be the second fastest-growing mode of product delivery (4.5% annually through 2021 and increasing 5.3% per year thereafter). The number of in-use Class 8 trucks will grow from 3.56 million in 2015 to 3.98 million by 2026.

The trucking service industry is creating many employment opportunities for Northwest Ohio. The current retirement of long-time drivers leaving the industry has created a shortage of drivers and a surplus of loads left on docks. This same problem is America's blessing, however: Jobs are readily available for those looking for well-paying, gainful employment. The investment in transportation infrastructure attracts businesses to this area.

Ed Nagle, president / CEO of Nagle Companies, addresses transportation infrastructure with heartfelt passion: "It's important that trucking remain strong. If our industry collapses, so does our economy. Every day, we say, 'If you got it, a truck brought it!' It is primarily trucks delivering America's goods now and will continue to do so for the foreseeable future.

"With the exception of land," Nagle continues, "everything around you — whether the raw materials themselves or the finished products — was on a truck at some point. Our greatest



Ed Nagle, Nagle Companies president / CEO

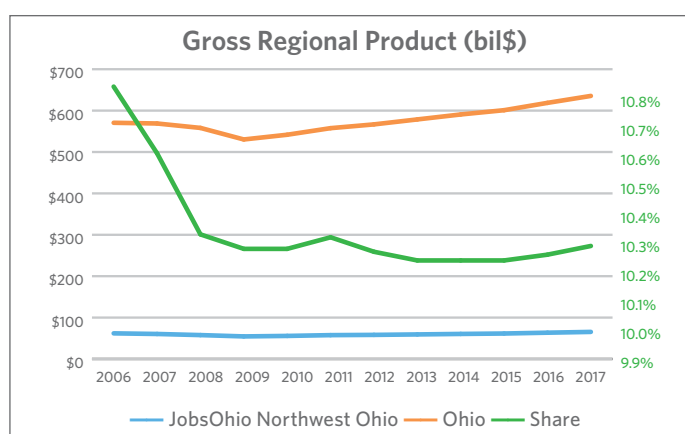
challenge is bringing people into this honorable profession. Currently our industry is retiring more drivers than we are bringing in. Add the fact that approximately 20% of existing drivers are of retirement age. In the next three to five years, they will be leaving the industry as well.

"The basic values of work, responsibility, dependability, and integrity are the foundation blocks of employment in this industry. While it is understandable that very few people appreciate truck drivers and their vehicles, imagine what our nation would be like without the infrastructure of heavy truck distribution. America runs on trucking," said Nagle.

Truck drivers with safe records and good work history can average \$60,000-plus per year and still be home most weekends. Many trucking companies have altered routes to attract more drivers by getting them home sooner.

Len Johnson, recruiter for glass-transporting giant Maverick Transportation, LLC said, "We have people making great money, more than \$80,000, by being out on the road for long stretches. For many others, younger in age, we at Maverick and other companies work to create new, shorter runs that bring them home two or three times weekly, if not each night."

The economy in Northwest Ohio will grow through the trucking service industry. It is one of the greatest business and employment opportunities in the region. For more information about the industry, go to the Toledo Trucking Association website, www.toledotrucking.com. This site will inspire and excite one to investigate the important careers available in the trucking service industry.



Gross Regional Product

- All dollars are in 2014 real/constant dollars
- Dollars are reported in billions
- Data were pulled on 12/10/15

Becoming a Safe, Professional Truck Driver

Nearly 2,400 job openings existed for heavy and tractor-trailer truck drivers as of June 2015 throughout northwest Ohio, making the truck driving profession the area's leading open job occupation, according to Wanted Analytics marketplace data.

In the next five years, JobsOhio Network for Northwest Ohio projects 21,300 transportation and warehousing jobs, further showing the need for truck drivers. Most of these positions require a Commercial Driver's License (CDL).

The median wage for truck drivers, heavy and tractor-trailer is \$18.03 per hour, according to the most recent Bureau of Labor Statistics report. It is not unusual for such workers to earn \$40,000-\$60,000 annually with full benefits.

Owens Community College offers truck driving training to gain a CDL. The program's training on city, county and state highways teaches students the skills and experience needed to operate such equipment in all types of traffic situations. Besides classroom and hands-on training, free lifetime assistance is provided in finding employment.

Safety is the core of every successful trucking company. Owens is focused on the safety training students receive in its classes, knowing good habits established from the beginning are carried throughout one's career as a professional driver. That is why Owens Community College has

chosen to use the "Tractor-Trailer Driver Training" curriculum generated by J.J. Keller & Associates, Inc., according to Blackie Blackwell, manager of Owens truck driving program.

"The Keller material is updated on what seems almost a daily basis and offers informative visuals covering a wide range of topics critical to the truck driving industry," Blackwell said. "Crucial to learning safe driving skills are the actual range and road training a person receives. Owens provides extensive time not in simulators but actual tractors, using several different models to provide experiences in automatics as well as varied-speed manuals."

Owens truck driving students benefit from training at Responderville, a multi-acre facility on the Owens Toledo-area Campus that replicates a small town with narrow roads and tight turns.

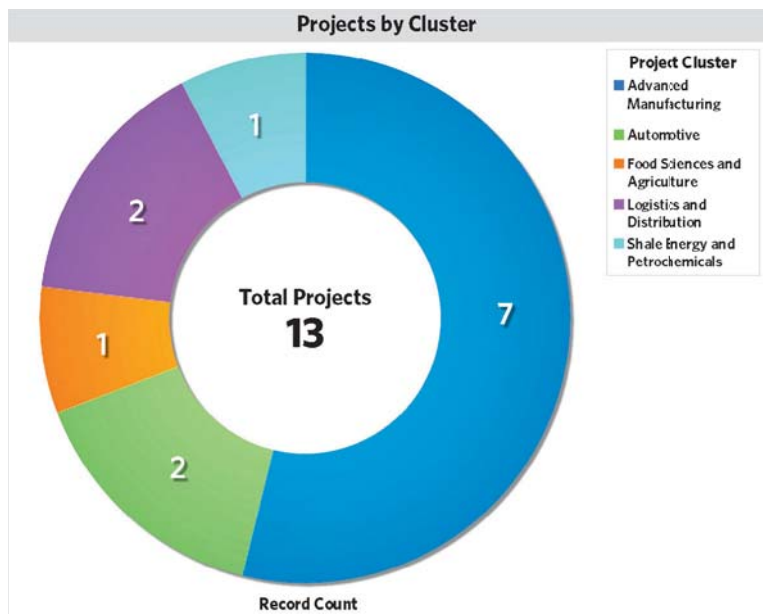
"Students get a genuine feeling for driving in difficult conditions without presenting any risk to pedestrians, other drivers or themselves," Blackwell said.

Owens staffs classes with quality instructors who have compiled outstanding performance records and many combined years of experience. All have personally piloted 18-wheelers on the nation's highways prior to coaching students.



The Owens program produces road-ready drivers every four weeks. The competitive tuition comes with generous options (including financial aid for the six-credit course) and job-assistance opportunities. Of greater importance, however, is that the graduate drivers will be promoting commerce at the same time they are cautious, considerate and clued in to what keeps the roads safe for everybody.

To learn more about the Owens Community College CDL truck driving program, contact Blackwell at (567) 661-2689 or dennis_blackwell2@owens.edu.



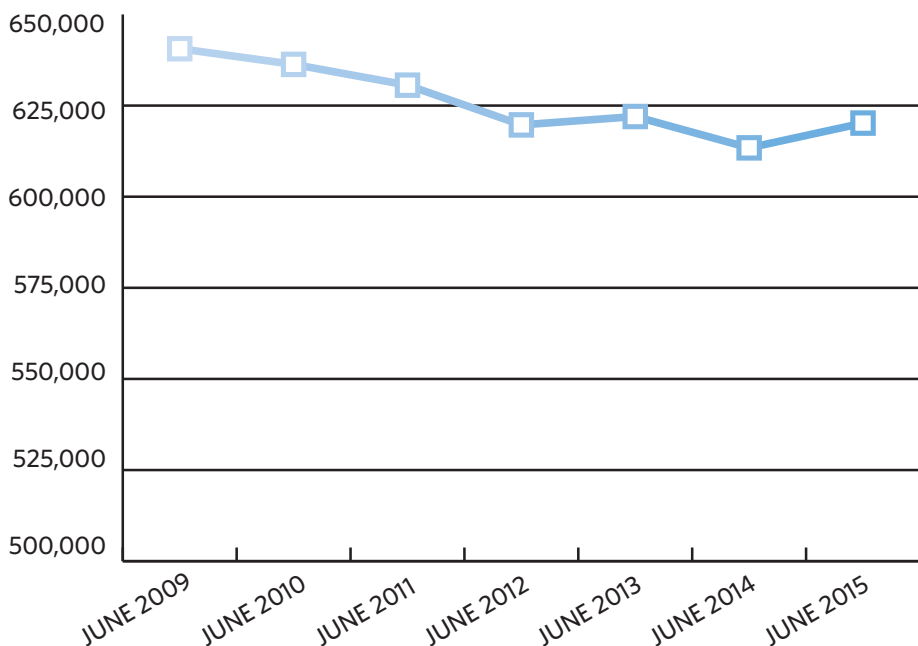
JOBSONIO AND INVESTMENT - 2ND QUARTER 2015

630 Jobs Created

3,560 Jobs Retained

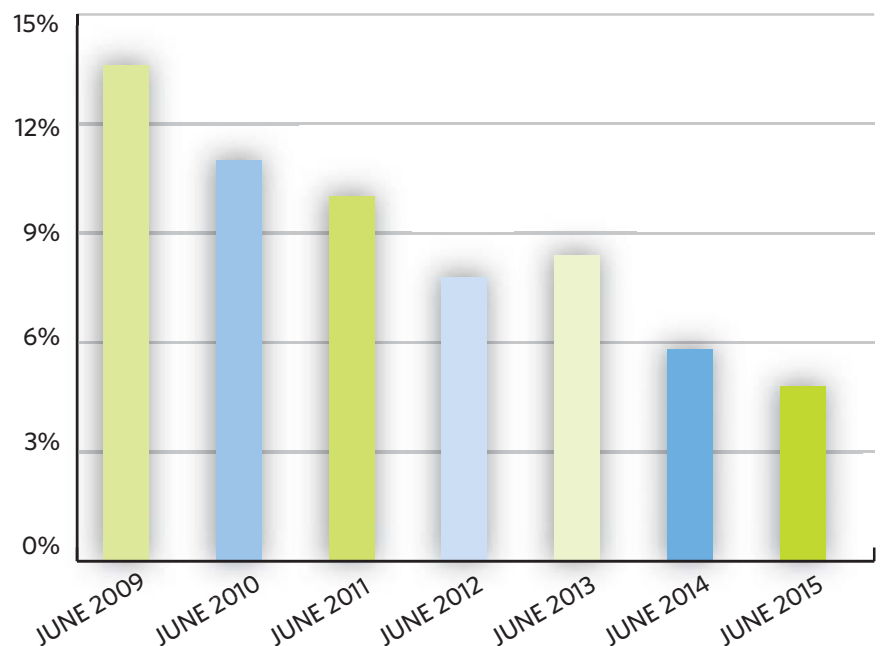
\$133,119,295 Capital Investment

TOTAL AVAILABLE WORKFORCE NORTHWEST OHIO



Source: OhioLMI

UNEMPLOYMENT RATE NORTHWEST OHIO



Source: OhioLMI

For more information about Workforce Update, contact garyjcorrigan@aol.com.