

**THE
HANCOCK COUNTY, INDIANA
AREA
LABOR AVAILABILITY REPORT**

September, 2007

**Compiled and Prepared by
THE PATHFINDERS**



Dallas, Texas

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INTRODUCTION

The Pathfinders has employed its experience in workforce assessments for corporate site-selection clients and civilian workforce assessments for the Department of Defense in locations that faced military base closures to produce this evaluation of the Hancock County, Indiana area workforce. The information presented in this report has been developed independently of the client, and the client has not influenced the findings.

The Pathfinders functions as a site-selection consultant to many of America's largest corporations, including companies such as AT&T, DuPont, Celanese, 3M Corporation, IMC Global, Singapore Aerospace, AIG, UPS, and Lockheed Martin. The question that most often drives the search for a new business location is whether the candidate location has the workforce needed, and a workforce analysis has been a key component of the site searches conducted for these clients. Senior human resources executives from among corporate clients assisted in refining this methodology and report format. Companies making location decisions based upon these surveys have reported that when staffing actually began, the numbers reported by The Pathfinders proved to be accurate.

In a poll of its corporate clients, The Pathfinders found that those clients' experiences suggest that new hires for new operations typically do not come from the ranks of the unemployed. Instead, these clients and other companies staff a new operation principally with individuals who are working but who desire better jobs and who appear to possess the skills, education, and experience to qualify them for those better jobs. By that definition, those individuals can be considered "underemployed" and are identified as such in this report. The type of quality employer that the Hancock County region is attempting to attract will typically hire people who come from this group. As a consequence, The Pathfinders was retained to quantify the extent to which underemployment exists in the area, as well as to document the cost, skills, experience, and education of that hidden workforce. This report represents the objective and professional view of The Pathfinders with regard to workforce availability, cost, skills, and quality that a new employer can expect in the Hancock County region.



SUMMARY OF FINDINGS

- The Hancock County area, referred to in this report as the “labor shed”, has a household population of approximately 744,800 and a civilian labor force of approximately 412,300.
- The labor shed has a pool of approximately 20,100 unemployed persons who are actively seeking work.
- A new employer will be able to attract employees from an additional pool of about 26,500 workers. These individuals are currently employed and have indicated an interest in changing jobs.
- These potentially available workers are referred to in this report as the “underemployed” because they appear to possess the skills, experience, and education to qualify them for the pay rates at which they would take a new job.
- The desired pay rates of these underemployed workers are reasonable when compared to their existing pay rates. The median current pay rate of the underemployed workers is \$15.02 per hour, and the median desired pay rate of the underemployed workers is \$15.22 per hour.
- About 25% of the underemployed workers would take a new job for \$12.30 per hour or less. At the upper end, the 25% most qualified and experienced will command more than \$19.81 per hour.
- Roughly 2,800 people, neither employed nor seeking work, might re-enter the workforce for the proper job.
- In total, the Hancock County area has 49,400 available workers for new or expanding businesses.



METHODOLOGY

Published government statistics report wages and employment for the entire workforce of an area, even though most of that workforce has no interest in changing jobs. This report, prepared by The Pathfinders, includes data on those people in the area who desire to change jobs and who would be potential candidate workers for a new employer. As opposed to average wages, this report quantifies the number of those workers available for an employer in various wage ranges. Also included as potential workers are the unemployed who are actively seeking work and that segment of individuals who might consider re-entering the workforce for a good job.

The first step in assessing the workforce of the Hancock County area was to determine the boundaries of the area to be assessed. To accomplish this task, The Pathfinders applied the same reasoning that would be used during a site search for a corporate client considering the area as a potential location. The Hancock County survey area includes those locations from which workers might be drawn to a new employer and is referred to in this report as the “labor shed”. This labor shed consists of Hancock, Henry, Madison, Rush and Shelby Counties and portions of Marion County in Indiana.

Once the labor shed was identified, a random sample of telephone numbers of qualified respondents in the labor shed was obtained for use in the Computer Assisted Telephone Interviewing or CATI system.

The Pathfinders then conducted telephone interviews with individuals throughout the Hancock County region. Those individuals were proportionally stratified across age, household income, and zip codes. The purpose of these interviews was to ascertain availability for work with a new employer; determine desired pay rates; and, collect information on such factors as age, education, commuting patterns, experience, and skills. The data obtained as a result of those interviews enabled The Pathfinders to apply and employ a proprietary methodology that accurately determined the existence of underemployment as defined in the introduction.



The Pathfinders applied a proprietary process to the analysis of the data to correct for invalid responses. For example, those persons indicating they would take a new job but also indicating the desire for increased or decreased pay that is unreasonable are not counted in the results.

This process considers that to be counted as underemployed, an individual must be currently employed and willing to take another job at a pay rate commensurate with personal skills, education, and experience.

Current pay alone is not the qualifying factor for underemployment status in this study. Individuals, for example, making \$7.50 per hour, possessing no high school degree or skills, and being in the workforce for less than one year may consider themselves to be underemployed but are not considered to be so in this report. On the other hand, education, skills, and experience may qualify the person making \$22.00 per hour as truly underemployed.

Sufficient interviews were completed with qualified individuals to produce results for that entire population group which vary by no more than plus or minus 5 percentage points. If the survey were repeated 100 times, 95 times out of 100 the results would be the same as those resulting from a survey of every individual in the entire population.

Irrespective of the fact that the methodology employed is scientifically proven to produce such results, it is perhaps even more important to note that companies making location decisions based upon these surveys have reported that when staffing actually began, the numbers reported by The Pathfinders proved to be accurate.



ASSESSMENT OF THE WORKFORCE

The Hancock County area labor shed has a household population of approximately 744,800. The civilian labor force numbers approximately 412,300, and the labor shed contains approximately 20,100 unemployed people who are actively seeking work.

The results of this assessment determined that approximately 26,500 workers can be defined as underemployed: those individuals who are currently working but would take a better job if offered by a new or existing employer and who appear to possess the skills, education, and experience to qualify them to do so. Further, the results suggest that an additional 2,800 people who are not currently employed or actively seeking work would consider re-entering the workforce. In total, the Hancock County area has approximately 49,400 available workers for new or existing employers.

AVAILABLE WORKERS

Number of underemployed workers	26,500
Number of unemployed persons who are actively seeking work	20,100
Number of persons who are not working, but would consider re-entering the workforce	2,800
Total Number of Workers Available for Employers	49,400

The reader is cautioned that, while the number of underemployed workers identified in the region, as well as their skills, experience, education, and costs, is accurate, all of those individuals may not be acceptable candidates for an employer. Their previous work records, stability, integrity, intelligence, appearance, and other factors are not considered in this report.



These underemployed workers might also be termed “upgraders”. They desire to move into an upgraded job and appear to possess the skills, education, and experience to enable them to do so. The pay rates they expect to achieve range from under \$8.00 to over \$30.00 per hour.

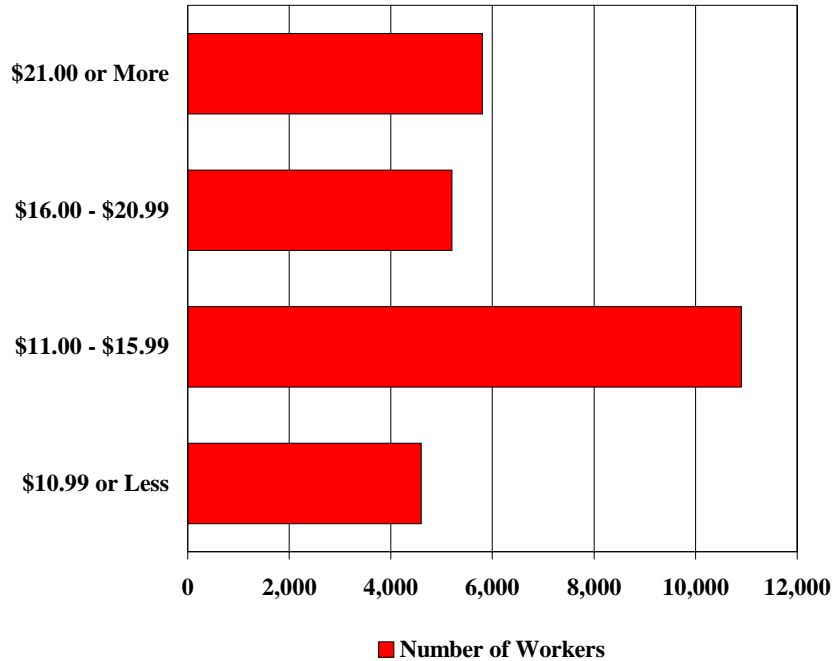
The following data represent the desired pay rates of the underemployed individuals in the labor shed. Many workers expressed their wage requirements in weekly, monthly, or annual terms, but all wage figures in this report are presented in hourly rates. Selected conversions may add perspective to the hourly rates. Figures presented below are rounded and based on a 40-hour workweek.

CONVERSION CHART

Hourly	Weekly	Monthly	Annually
\$ 8.00	\$ 320.00	\$ 1,387.00	\$ 16,640.00
\$ 10.00	\$ 400.00	\$ 1,733.00	\$ 20,800.00
\$ 12.00	\$ 480.00	\$ 2,080.00	\$ 24,960.00
\$ 14.00	\$ 560.00	\$ 2,427.00	\$ 29,120.00
\$ 16.00	\$ 640.00	\$ 2,773.00	\$ 33,280.00
\$ 18.00	\$ 720.00	\$ 3,120.00	\$ 37,440.00
\$ 20.00	\$ 800.00	\$ 3,467.00	\$ 41,600.00
\$ 22.00	\$ 880.00	\$ 3,813.00	\$ 45,760.00
\$ 24.00	\$ 960.00	\$ 4,160.00	\$ 49,920.00
\$ 26.00	\$ 1,040.00	\$ 4,507.00	\$ 54,080.00
\$ 28.00	\$ 1,120.00	\$ 4,853.00	\$ 58,240.00
\$ 30.00	\$ 1,200.00	\$ 5,200.00	\$ 62,400.00
\$ 32.00	\$ 1,280.00	\$ 5,547.00	\$ 66,560.00
\$ 34.00	\$ 1,360.00	\$ 5,893.00	\$ 70,720.00



DESIRED WAGE RATES PER HOUR BY RANGE
26,500 Underemployed Workers



NUMBER OF UNDEREMPLOYED WORKERS AVAILABLE
AT SPECIFIC WAGE RATES PER HOUR (rounded)

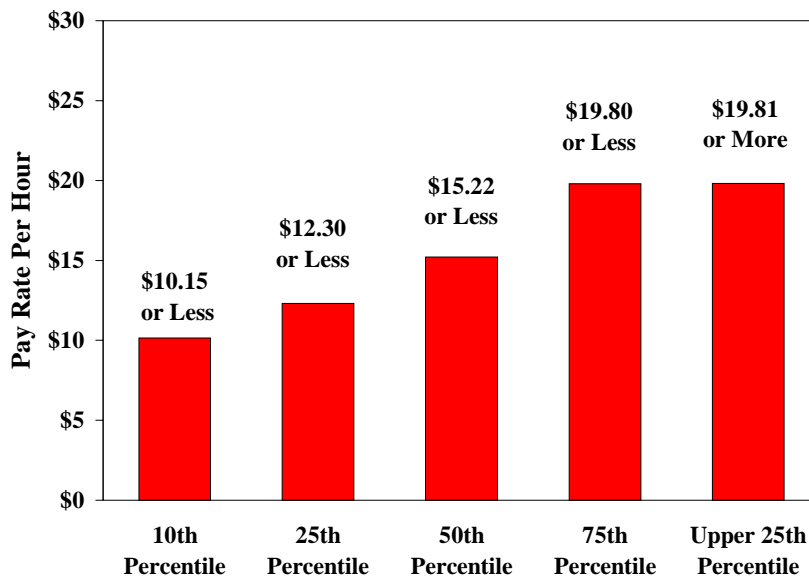
<u>\$7.99 or Less</u> 600	<u>\$8.00 - \$8.99</u> 1,100	<u>\$9.00 - \$9.99</u> 600	<u>\$10.00 - \$10.99</u> 2,300	<u>\$11.00 - \$11.99</u> 1,700
<u>\$12.00 - \$12.99</u> 1,100	<u>\$13.00 - \$13.99</u> 2,900	<u>\$14.00 - \$14.99</u> 2,300	<u>\$15.00 - \$15.99</u> 2,900	<u>\$16.00 - \$16.99</u> 2,300
<u>\$17.00 - \$17.99</u> 600	<u>\$18.00 - \$18.99</u> 600	<u>\$19.00 - \$19.99</u> 1,100	<u>\$20.00 - \$20.99</u> 600	<u>\$21.00 - \$21.99</u> 1,100
<u>\$22.00 - \$22.99</u> 600	<u>\$23.00 - \$23.99</u> 600	<u>\$24.00 - \$24.99</u> 100	<u>\$25.00 - \$25.99</u> 1,700	<u>\$26.00 or More</u> 1,700



Utilizing the desired wage information as illustrated in the preceding charts, the following conclusions can be drawn concerning the underemployed workers in the Hancock County area:

- 10% of the underemployed workers will require \$10.15 per hour or less to change jobs.
- 25% of the underemployed workers will require \$12.30 per hour or less to change jobs.
- 50% of the underemployed workers will require \$15.22 per hour or less to change jobs.
- 75% of the underemployed workers will require \$19.80 per hour or less to change jobs.
- The upper 25% of the underemployed workers will require wages beginning at \$19.81 per hour and extending upward to over \$30.00 per hour. These are the most qualified and experienced workers.

DESIRED WAGE RATES BY PERCENTILE



**MEDIAN DESIRED PAY RATES BY SKILLS
OF UNDEREMPLOYED WORKERS
The Hancock County Area Labor Shed**

Skills	Desired Pay
Office Operations	\$15.52
Warehouse/Materials Handling	\$14.23
Manufacturing/Assembly/Fabrication	\$15.02
Medical/Health Sciences	\$14.90
Maintenance/Installation/Repair	\$16.65
Technician/Quality Assurance	\$19.40
Information Technology	\$18.40
Telecommunications	\$18.90
Electronics/Engineering	\$15.90
Software Development/Programming	\$11.90

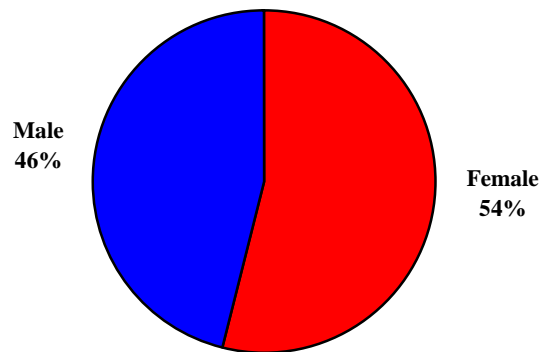


CHARACTERISTICS OF UNDEREMPLOYED WORKERS

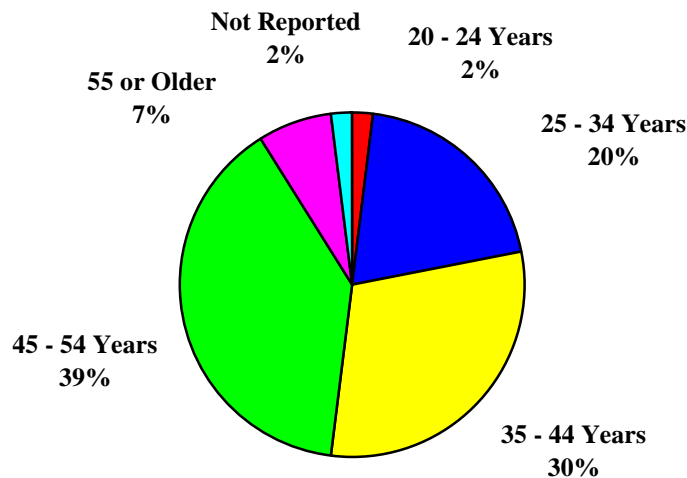
The Hancock County Area Labor Shed

The following charts provide information on various characteristics of the underemployed workers in the labor shed. As these data relate solely to those individuals in the labor shed who are underemployed, they will vary from data representative of the population as a whole.

UNDEREMPLOYED WORKERS - GENDER

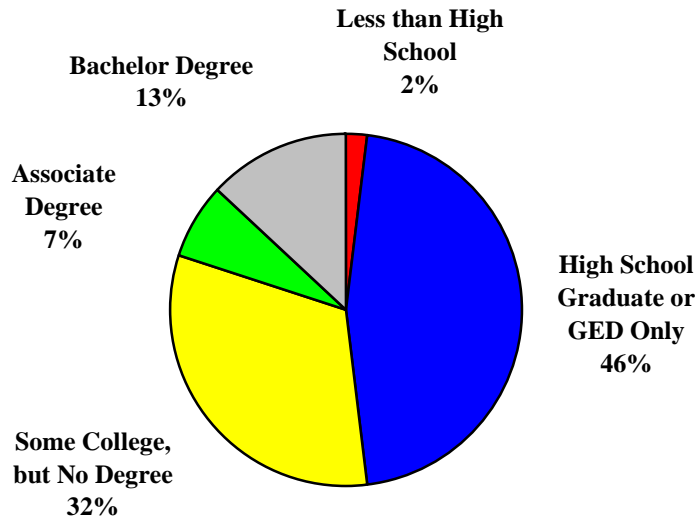


UNDEREMPLOYED WORKERS - AGE

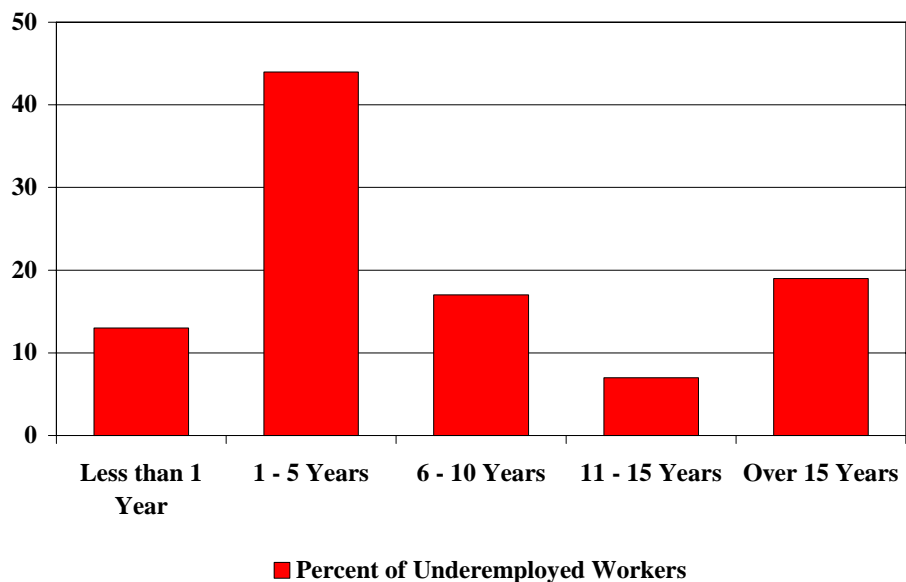


CHARACTERISTICS OF UNDEREMPLOYED WORKERS

EDUCATION

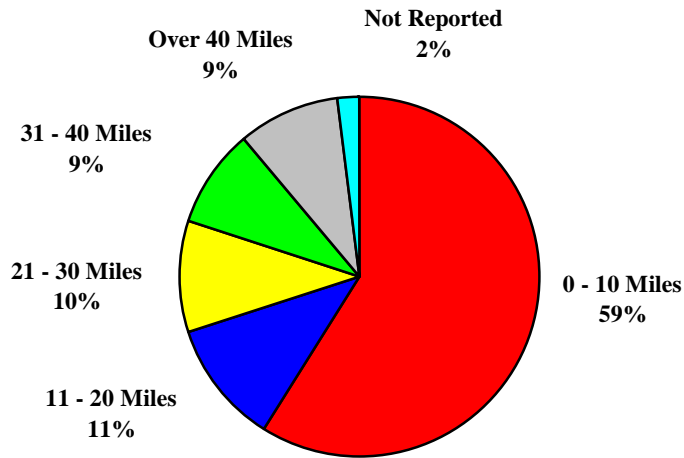


LENGTH OF TIME IN CURRENT JOB

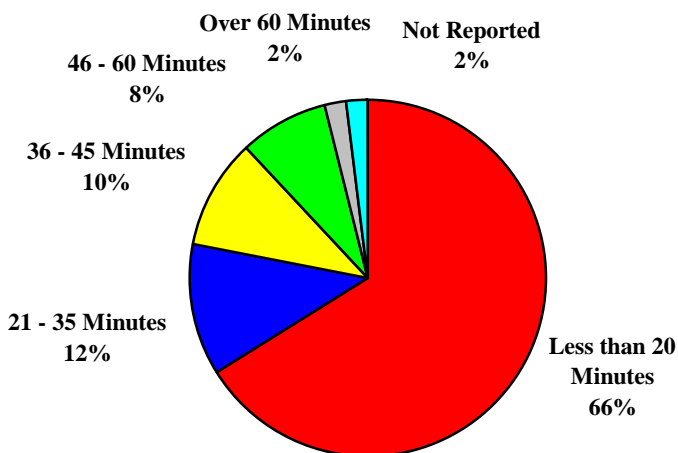


CHARACTERISTICS OF UNDEREMPLOYED WORKERS

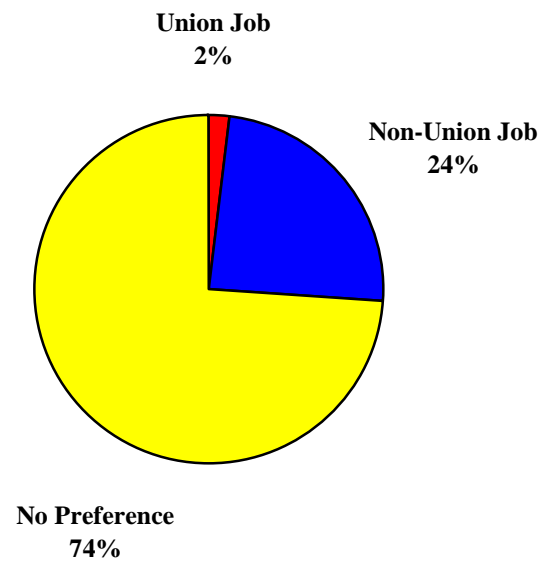
CURRENT COMMUTE DISTANCE



CURRENT COMMUTE TIME

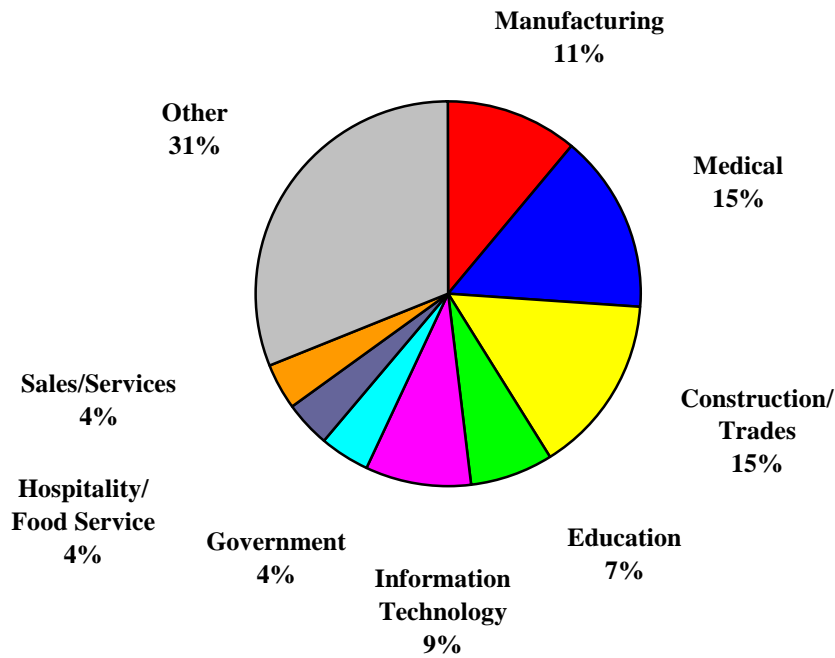


UNION PREFERENCE



CHARACTERISTICS OF UNDEREMPLOYED WORKERS

CURRENT SECTOR OF EMPLOYMENT



* The “Other” category of current employment for the underemployed workers in the Hancock County area includes those sectors with less than 4% representation. Those sectors are spread across a wide variety of categories, including, among others, office/clerical and finance/insurance/real estate.



EXPERIENCE AND SKILLS – UNDEREMPLOYED WORKERS

The Hancock County Area Labor Shed

The experience and skills categories used in this report are designed to provide accurate workforce data for employers which fall into one or more of the following four broad groups:

- manufacturing, assembly, fabrication or other industrial operations;
- back office, data processing, call centers, information technology, customer service or sales operations;
- distribution or transportation operations; and,
- biotechnology, pharmaceuticals or medical research operations.

The experience and skills categories are purposefully similar in order to present the most accurate worker availability for operations in one of those four groups.

An employee in the front office of a manufacturing operation will be considered to have “manufacturing” experience but may only have “office” skills. Someone with “manufacturing” experience may not have “manufacturing” skills, but could have “materials handling” skills if they work in shipping or receiving. “Sales and customer service” experience crosses many other experience and skills categories and ideally would be possessed by anyone with customer contact to any degree.

The similarities between the skills and experience categories are designed to ensure inclusiveness considering the multitude of tasks and job titles present in most business, government and institutional operations. Additionally, what may appear to some observers as redundancy is, in reality, a proven mechanism to cross-check the validity of responses and to identify the degree to which workplace and professional competencies are truly transferable to new positions and employers.



EMPLOYMENT EXPERIENCE OF UNDEREMPLOYED WORKERS**The Hancock County Area Labor Shed****26,500 Underemployed Workers**

Experience Category*	Total Number of Persons Experienced**	Percentage
Customer Service	17,800	67%
Warehouse/Distribution/Transportation	16,700	63%
Manufacturing/Assembly/Fabrication	15,600	59%
Sales	12,200	46%
Office Operations	11,700	44%
Maintenance/Installation/Repair	10,300	39%
Medical/Health Sciences	7,400	28%
Call Center	4,000	15%
Telecommunications	3,400	13%
Electronics/Engineering	3,400	13%
Information Technology	2,400	9%

* Individuals polled may have experience in more than one job classification.

** Rounded



EMPLOYMENT SKILLS OF UNDEREMPLOYED WORKERS**The Hancock County Area Labor Shed****26,500 Underemployed Workers**

Skills*	Total Number of Persons Skilled**	Percentage
Warehouse/Materials Handling	16,200	61%
Office Operations	13,300	50%
Manufacturing/Assembly/Fabrication	13,300	50%
Medical/Health Sciences	8,000	30%
Technician/Quality Assurance	7,400	28%
Maintenance/Installation/Repair	6,400	24%
Information Technology	4,000	15%
Telecommunications	3,400	13%
Electronics/Engineering	2,400	9%
Software Development/Programming	1,100	4%

* **Individuals polled may have skills in more than one job classification.**

** **Rounded**



**FACTORS AFFECTING JOB DESIRABILITY
THE HANCOCK COUNTY AREA LABOR SHED
26,500 UNDEREMPLOYED WORKERS**

In an effort to identify those factors most important to the Hancock County area's underemployed workers relative to consideration of an employer's desirability, the surveyed individuals were asked to rate the following job factors on a scale of 1 to 5, with 5 being "extremely important" and 1 being "not important". The table below presents the ratings for each factor.

Factor	5 Extremely Important	4 Very Important	3 Important	2 Somewhat Important	1 Not Important
Salary	43%	43%	9%	4%	1%
Location	28%	37%	24%	9%	2%
Insurance Benefits	69%	24%	4%	1%	2%
Retirement Benefits	59%	26%	9%	2%	4%
Physical Working Environment	28%	33%	22%	10%	7%
On-Site Child Care	4%	4%	4%	16%	72%
Paid Training Programs	33%	41%	17%	2%	7%
Flexible Work Schedule	20%	35%	35%	1%	9%
Opportunity for Advancement	48%	41%	7%	1%	3%
Financial Stability of the Company	73%	17%	7%	2%	1%
Reputation of the Company	46%	39%	9%	2%	4%
Size of the Company	4%	9%	39%	24%	24%



In the table below, the factors are presented in order by “extremely important”. Bear in mind that the scores should be viewed in relation to each other. In other words, respondents ranked opportunity for advancement as more “extremely important” as a job factor than paid training programs, although such a ranking does not mean that workers in the Hancock County area consider paid training programs to be unimportant in their evaluation of new job opportunities.

Factor	Extremely Important
Financial Stability of the Company	73%
Insurance Benefits	69%
Retirement Benefits	59%
Opportunity for Advancement	48%
Reputation of the Company	46%
Salary	43%
Paid Training Programs	33%
Location	28%
Physical Working Environment	28%
Flexible Work Schedule	20%
On-Site Child Care	4%
Size of the Company	4%



EMPLOYERS' VIEWS OF THE THE INDIANAPOLIS AREA TOTAL WORKFORCE

In developing a profile of existing workers in the Indianapolis region, The Pathfinders considered such factors as labor availability, productivity, unionization, attitudes, costs, and education. The analysis was based upon surveys conducted with senior management and human resources professionals from companies located in the labor shed. Each of these companies operated in the industrial, commercial, or service sectors. The interview sampling was sufficiently large to make valid workforce judgments.

As determined from the employer interviews, the following table reflects the various methods used to recruit workers in the Indianapolis region and the percent of employers utilizing that method. Many use more than one method, therefore, the percentages will not add to 100%.

Recruiting Method	% of Employers
Word of Mouth	78%
Newspaper	71%
Referrals	71%
Internet	70%
Walk-Ins	60%
Staffing Service	48%
Job Fair	40%
Sign/Job Board	39%
Colleges	32%
Recruiters	30%
Trade Journals	19%
State Agency	17%
Other*	6%

* Other includes, among others, Radio/TV spots.

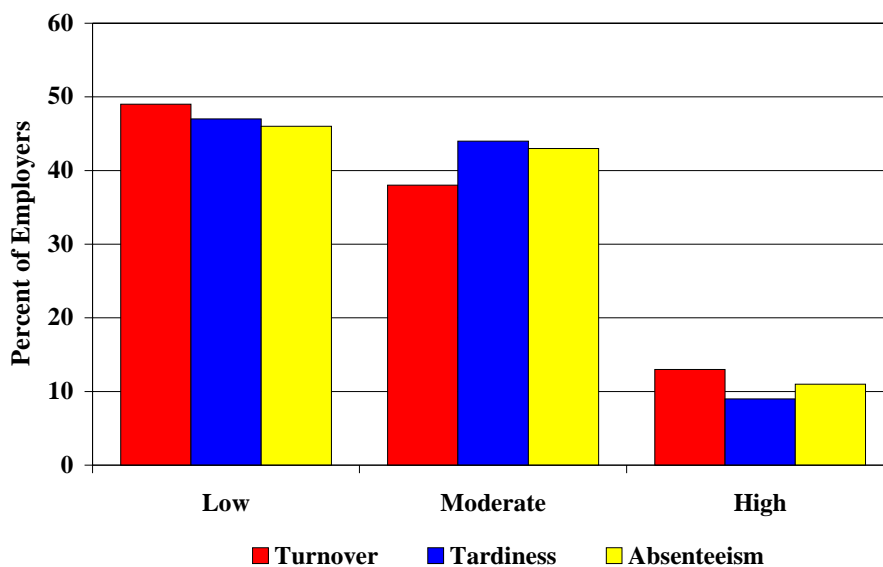


Employers interviewed were asked to provide subjective views of their workers, in addition to objective and quantitative measurements of labor productivity, availability, attitudes, and costs.

Additionally, employers with operations in other regions of the United States were asked to compare their experiences in those other areas with their experiences in the Indianapolis region. 57% of the companies interviewed stated that their local operations were comparable to or better than the operations in other locations in terms of profitability and production. This is indicative not only of good management but also of a productive workforce.

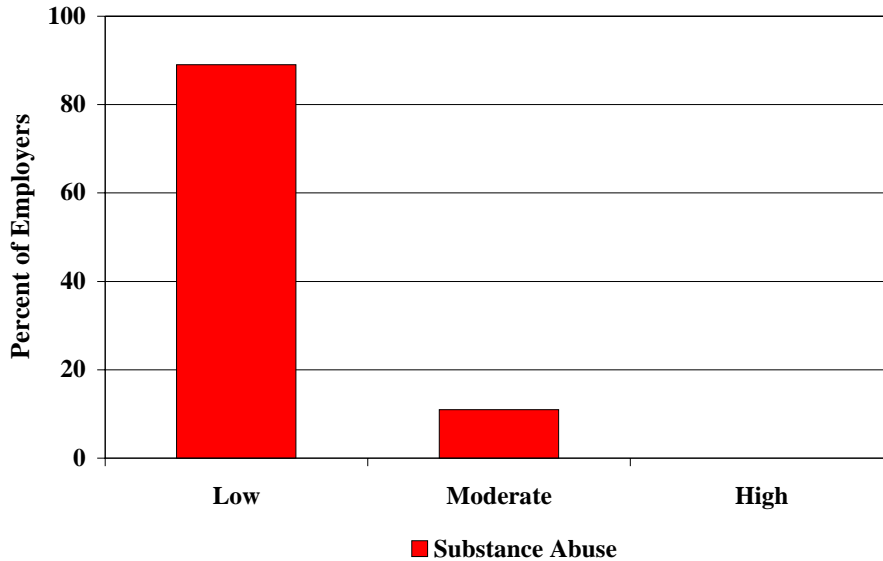
Based upon the experience of The Pathfinders in evaluating labor forces in numerous locations, a definite correlation between productivity, absenteeism, tardiness, turnover, and substance abuse appears to exist. That correlation goes beyond the fact that an absent worker is obviously unproductive. Rather, those factors are indicative of an employee’s attitude toward the job. The chart below shows the percent of employers rating for turnover, tardiness and absenteeism in the Indianapolis region.

**PERCENT OF EMPLOYERS RATING
THE INDIANAPOLIS AREA TOTAL WORKFORCE**



Also included in this correlation is the degree of substance abuse found in the workplace. In the Indianapolis region, 73% of the employers interviewed stated their companies tested for substance abuse, primarily pre-employment. As seen below, substance abuse within the individual companies’ workforces was reported “Low” by 89% of the employers.

SUBSTANCE ABUSE RATINGS



In consideration of all factors, 72% of the employers in the Indianapolis area rated the productivity of the workforce as “Good” to “Excellent”. Worker reliability received high marks from 67% of the employers.

**PERCENT OF EMPLOYERS RATING
THE INDIANAPOLIS AREA TOTAL WORKFORCE**

Category	Excellent	Good	Fair	Poor
Worker Productivity	8%	64%	28%	0%
Worker Reliability	10%	57%	26%	7%
Worker Attitudes	4%	63%	30%	3%



The educational competencies of employees are additional factors used to evaluate an area’s labor force. In the Indianapolis area, 30% of the employers interviewed rated the local public schools as “Good” to “Excellent”, and 59% of the employers rated the local community colleges and technical schools as “Good” to “Excellent”.

Employers gave the following ratings to their employees relative to competency in reading, writing, and calculations.

**PERCENT OF EMPLOYERS RATING
THE INDIANAPOLIS AREA TOTAL WORKFORCE**

Category	Excellent	Good	Fair	Poor
Reading Competency	9%	49%	37%	5%
Writing Competency	6%	34%	45%	15%
Calculations Competency	5%	41%	47%	7%

A common employer complaint relates to the shortage of skilled and technical workers. The availability of these workers in the Indianapolis region must be viewed from the perspective of comparative availability when other areas of the state and nation are considered. Skilled and technical workers are in great demand and difficult to find in the vast majority of locations.

Of the companies in the labor shed interviewed, 47% considered skilled worker availability to be “Good” to “Excellent”, while 46% considered it to be “Fair”. The availability of technical workers in the labor shed was rated “Good” to “Excellent” by 51% of the interviewed companies and “Fair” by 45%.



The following table provides a composite portrait of employers' experiences with and opinions of workers in the Indianapolis region. Taken in context with the data gathered and presented in the workforce survey, a balanced profile of the attributes of individuals available to fill the labor needs of new and expanding firms is provided.

**PERCENT OF EMPLOYERS RATING
THE INDIANAPOLIS AREA TOTAL WORKFORCE**

Category	Excellent	Good	Fair	Poor
Availability of Skilled Workers	3%	44%	46%	7%
Availability of Unskilled Workers	10%	57%	29%	4%
Availability of Professional Workers	10%	61%	28%	1%
Availability of Technical Workers	3%	48%	45%	4%
Worker Productivity	8%	64%	28%	0%
Worker Reliability	10%	57%	26%	7%
Worker Attitudes	4%	63%	30%	3%
Reading Competency	9%	49%	37%	5%
Writing Competency	6%	34%	45%	15%
Calculations Competency	5%	41%	47%	7%
Teamwork Skills	6%	64%	27%	3%
Entry Level Skills	2%	53%	41%	4%



COMPARISONS OF EMPLOYERS RATINGS

TOTAL WORKFORCE

The Indianapolis Area Labor Shed /

Locations Previously Surveyed

In the course of workforce surveys, local employers are asked to rate their workers on a number of factors. Those factors include: worker productivity; worker reliability and attitudes; reading/writing competency; calculations competency; entry level skills; availability of skilled workers; availability of unskilled workers; availability of technical workers; and, availability of professional workers. Local employers are asked to rate each factor either “Excellent”, “Good”, “Fair”, or “Poor”.

The purpose of these interviews and ratings is not only to determine how local employers rate their workers but also to provide a means for comparing local ratings to those of all locations surveyed during the past eighteen months. Such comparison will enable you to assess your employers’ ratings of their workers in contrast to the body of thousands of employer ratings recorded in that period.

The following charts present the comparative results for each factor. They compare the percentages of the Indianapolis area employers who rated their workers “Excellent”, “Good”, “Fair”, or “Poor” on each factor with the “Highest” rating of that factor in all areas surveyed in the last eighteen months and the “Median” rating for that factor in all areas surveyed during that time. As a result, the “Highest” and “Median” ratings do not add to 100%.

For example, 64% of the Indianapolis area employers rated “Worker Productivity” as “Good”. Of all the locations surveyed during the last eighteen months, the “Median” for that rating is 57%, and the “Highest” rating recorded in the “Good” category is 76%. The same comparison applies for each of the other factors.

In these charts, the Indianapolis area is shown as “Indy Area”.



WORKER PRODUCTIVITY

Excellent		Good		Fair		Poor	
Highest	46%	Highest	76%	Highest	33%	Highest	11%
Indy Area	8%	Indy Area	64%	Indy Area	28%	Indy Area	0%
Median	21%	Median	57%	Median	16%	Median	3%

WORKER RELIABILITY

Excellent		Good		Fair		Poor	
Highest	43%	Highest	76%	Highest	44%	Highest	14%
Indy Area	10%	Indy Area	57%	Indy Area	26%	Indy Area	7%
Median	15%	Median	52%	Median	21%	Median	6%

WORKER ATTITUDES

Excellent		Good		Fair		Poor	
Highest	30%	Highest	77%	Highest	40%	Highest	19%
Indy Area	4%	Indy Area	63%	Indy Area	30%	Indy Area	3%
Median	14%	Median	61%	Median	20%	Median	4%

WORKER READING COMPETENCY

Excellent		Good		Fair		Poor	
Highest	24%	Highest	76%	Highest	55%	Highest	27%
Indy Area	9%	Indy Area	49%	Indy Area	37%	Indy Area	5%
Median	8%	Median	50%	Median	37%	Median	7%



WORKER WRITING COMPETENCY

Excellent		Good		Fair		Poor	
Highest	16%	Highest	74%	Highest	60%	Highest	30%
Indy Area	6%	Indy Area	34%	Indy Area	45%	Indy Area	15%
Median	6%	Median	52%	Median	34%	Median	8%

WORKER CALCULATIONS COMPETENCY

Excellent		Good		Fair		Poor	
Highest	24%	Highest	69%	Highest	62%	Highest	43%
Indy Area	5%	Indy Area	41%	Indy Area	47%	Indy Area	7%
Median	7%	Median	43%	Median	42%	Median	14%

WORKER TEAMWORK SKILLS

Excellent		Good		Fair		Poor	
Highest	36%	Highest	86%	Highest	33%	Highest	7%
Indy Area	6%	Indy Area	64%	Indy Area	27%	Indy Area	3%
Median	11%	Median	64%	Median	20%	Median	5%

WORKER ENTRY LEVEL SKILLS

Excellent		Good		Fair		Poor	
Highest	18%	Highest	80%	Highest	57%	Highest	31%
Indy Area	2%	Indy Area	53%	Indy Area	41%	Indy Area	4%
Median	5%	Median	51%	Median	34%	Median	9%



AVAILABILITY OF SKILLED WORKERS

Excellent		Good		Fair		Poor	
Highest	24%	Highest	60%	Highest	71%	Highest	47%
Indy Area	3%	Indy Area	44%	Indy Area	46%	Indy Area	7%
Median	6%	Median	36%	Median	41%	Median	18%

AVAILABILITY OF UNSKILLED WORKERS

Excellent		Good		Fair		Poor	
Highest	53%	Highest	75%	Highest	50%	Highest	17%
Indy Area	10%	Indy Area	57%	Indy Area	29%	Indy Area	4%
Median	27%	Median	49%	Median	20%	Median	5%

AVAILABILITY OF PROFESSIONAL WORKERS

Excellent		Good		Fair		Poor	
Highest	19%	Highest	64%	Highest	63%	Highest	54%
Indy Area	10%	Indy Area	61%	Indy Area	28%	Indy Area	1%
Median	6%	Median	33%	Median	38%	Median	23%

AVAILABILITY OF TECHNICAL WORKERS

Excellent		Good		Fair		Poor	
Highest	18%	Highest	58%	Highest	60%	Highest	54%
Indy Area	3%	Indy Area	48%	Indy Area	45%	Indy Area	4%
Median	4%	Median	34%	Median	42%	Median	20%



EMPLOYER OPINIONS ON SKILLS / TRAINING THE INDIANAPOLIS AREA TOTAL WORKFORCE

Employers in the Indianapolis region were asked to give their opinions concerning any general or basic skills they felt were lacking in the workforce. The employers responding to this question cited work ethics including initiative, responsibility and professionalism as being, in their opinions, most needed by the area workforce. Closely following work ethics was communications skills, which includes reading and writing. Other skills lacking in the workforce as mentioned by the surveyed employers included math, computer, and problem solving skills.

Additionally, employers were asked which jobs were the most difficult to fill and which were the easiest to fill. In the Indianapolis area, the easiest job openings to fill appear to be in the category of office/clerical, followed by customer service and general labor. The hardest appear to be in the technical area, including experienced mechanics and machine operators. Other job openings cited as being difficult to fill include professional workers in the fields of information technology, medicine and sales.

Further, local employers were asked about training methods and also about training programs that could be offered by local educational providers that would be beneficial to their operations. The employers responding stated that typically they train their workers in-house, but some do use outside training either on a regular or occasional basis.

PERCENTAGE OF EMPLOYERS

	Yes	No	Sometimes
Use Outside Training	3%	44%	46%

The participating employers cited training programs in computer skills would be helpful to them in their operations. Also, courses dealing with technical skills were mentioned as well as basic skills and work ethics.



NATIONAL COMPARATIVE OBSERVATIONS

As a matter of course in site-selection projects, The Pathfinders evaluates published government workforce statistics. Those statistics, however, depict the entire workforce while only a minority segment of those workers will be considered for or have an interest in new jobs with a company. The characteristics of the select, underemployed workforce group represented in this report may vary significantly from the workforce as a whole as reported in published government data.

Accordingly, the information presented in the workforce report for the Hancock County region covers those members of the workforce who are, by virtue of their underemployment, potential candidates for new jobs. Existing employers, or new employers recruited to the Hancock County region, typically will not depend heavily on the unemployed to staff a new operation or to fill vacancies in existing operations caused by turnover or expansions. Companies look to the ranks of people who are already employed but are seeking to better themselves. Those individuals in that category who appear to possess the education, skills, and experience to merit a better job are classified as underemployed.

The workforce report issued by The Pathfinders documents the availability of underemployed workers as well as the skills, experience, education, and costs of individuals in that hidden workforce in the Hancock County region. This section of the report provides a comparison of the characteristics of the labor shed's underemployed workforce with the underemployed workforces in other communities previously surveyed throughout the nation. A prospect company considering the Hancock County region as a location will judge its workforce on a comparative basis. This section of the report will allow local economic development professionals to view the region's workforce in relation to others across the country. Also included in this section is a comparison of the Indianapolis Region labor shed with those labor sheds surveyed by The Pathfinders that are one million or more in population. The comparative data for other locations used in the following charts and tables reflect information accumulated over the past eighteen months.



Locations Used In Comparative Analysis

In the various charts which follow this page, this labor shed is compared with others for the purpose of making the data meaningful. In the charts, figures for this labor shed are shown alongside the “lowest”, “median” and “highest” figures from other workforce surveys conducted by The Pathfinders. The comparisons are with communities and counties representing both larger and smaller and those similar in size to this labor shed. They are also scattered throughout the nation, and a partial listing of locations from which the “low”, “median” and “high” data reported are derived includes:

Albany, NY	Cullman County, AL	Lake Havasu, AZ	Rutherford County, TN
Albuquerque, NM	Culpeper County, VA	Laramie, WY	Salem, IL
Allegany County, MD	Danville, IL	LaSalle, IL	San Marcus, TX
Amarillo, TX	Daytona Beach, FL	Lea County, NM	Scranton, PA
Anderson, IN	Decatur, AL	Lebanon, KY	Sequin, TX
Ardmore, OK	Eastern Shore, MD	Lee’s Summit, MO	Seneca County, NY
Ashland, KY	Elizabethtown, KY	Lexington, KY	Shasta County, CA
Atascadero, CA	Evansville, IN	Long Island, NY	Shelby County, AL
Atlanta, GA	Fairfield County, OH	Longview, TX	Shreveport, LA
Auburn, AL	Fargo, ND	Louisville, KY	Sikeston, MO
Baldwin County, AL	Fauquier County, VA	Madison, SD	Silver City, NM
Bay County, FL	Fulton County, KY	McDowell County, NC	Spartanburg, SC
Bedford, TX	Grant County, NM	Moberly, MO	Spokane, WA
Beeville, TX	Grant County, WA	Mobile, AL	Springfield, IL
Binghamton, NY	Grays Harbor, WA	Mohawk Valley, NY	Sullivan County, NY
Birmingham, AL	Greene County, NY	Monroe County, NY	Sumter County, SC
Boone County, IN	Grenada, MS	Montgomery, AL	Syracuse, NY
Bowie, TX	Harrison County, IN	Moorhead, MN	Tallahassee, FL
Bryan/College Station, TX	Hazleton, PA	Muncie, IN	Taylor, TX
Buffalo, NY	Henderson, KY	New Braunfels, TX	Terre Haute, IN
Bullitt County, KY	Hancock County, IN	New York City, NY	Tioga County, NY
Cambridge, MD	Hernando County, FL	Obion County, TN	Tipton County, IN
Campbellsville, KY	Hillsdale County, MI	Ontario County, NY	Tomball, TX
Cape Girardeau, MO	Hudson Valley, NY	Oswego County, NY	Tupelo, MS
Casper, WY	Huntsville, AL	Owsley County, KY	Tuscaloosa, AL
Centralia, IL	Hurst, TX	Pampa, TX	Ulster County, NY
Champaign County, IL	Hutto, TX	Panama City, FL	Vermillion County, IN
Chattanooga, TN	Independence, MO	Pensacola, FL	Vineland, NJ
Cheyenne, WY	Indianapolis, IN	Polk County, NC	Warren County, VA
Cleveland County, NC	Jackson, MS	Ponca City, OK	Watertown, SD
Clinton, SC	Jackson County, MO	Prescott Valley, AZ	Wilkes-Barre, PA
Conroe, TX	Jay County, IN	Reno, NV	Williamsport, PA
Corpus Christi, TX	Kalamazoo, MI	Rutherford County, NC	Yankton, SD



The workforce report documented the number of underemployed workers in the labor shed who would be available for an employer at various pay rates ranging from \$8.00 per hour or below to \$30.00 per hour or above and who appear to have the skills, experience, and education to justify the desired pay rates. The table below shows that 25% (lower quartile) of the underemployed workers in the labor shed would take a new job for \$12.30 per hour or less. In locations surveyed over the past eighteen months, the lowest desired pay rate in the lower quartile of underemployed workers was \$8.98 per hour or less, the median \$11.43 or less, and the highest desired pay rate was \$18.73 per hour or less.

DESIRED WAGES (per hour) – LOWER QUARTILE

The Hancock County Area / Locations Surveyed Over the Past 18 Months

Desired Wage Hancock County Labor Shed	Lowest Desired Wage Locations Surveyed Past 18 Months	Median Desired Wage Locations Surveyed Past 18 Months	Highest Desired Wage Locations Surveyed Past 18 Months
\$12.30 or Less	\$8.98 or Less	\$11.43 or Less	\$18.73 or Less

Those underemployed workers in the upper quartile have more education, better skills, and greater experience. Yet based on current pay rates, they are considered to be underemployed. In the labor shed, the underemployed individuals in the upper 25% desire \$19.81 per hour or more. In locations surveyed over the past eighteen months, the lowest desired pay rate in the upper quartile of underemployed workers was \$15.87 or more, the median \$21.36 or more, and the highest was \$39.06 per hour or more.

DESIRED WAGES (per hour) – UPPER QUARTILE

The Hancock County Area / Locations Surveyed Over the Past 18 Months

Desired Wage Hancock County Labor Shed	Lowest Desired Wage Locations Surveyed Past 18 Months	Median Desired Wage Locations Surveyed Past 18 Months	Highest Desired Wage Locations Surveyed Past 18 Months
\$19.81 or More	\$15.87 or More	\$21.36 or More	\$39.06 or More



With regard to the Indianapolis Region labor shed, the table below shows that 25% (lower quartile) of underemployed workers would take a new job for \$11.50 per hour or less. In other labor sheds with populations of one million or more, surveys conducted indicated the lowest desired pay rate in the lower quartile of underemployed workers was \$10.24 per hour or less, the median \$12.84 or less, and the highest desired pay rate was \$18.73 per hour or less.

DESIRED WAGES (per hour) – LOWER QUARTILE

Indianapolis Region / Other Regions Surveyed with Populations of One Million or More

Desired Wage Indianapolis Region	Lowest Desired Wage Other Regions	Median Desired Wage Other Regions	Highest Desired Wage Other Regions
\$11.50 or Less	\$10.24 or Less	\$12.84 or Less	\$18.73 or Less

In the Indianapolis Region labor shed, the underemployed individuals in the upper 25% desire \$20.09 per hour or more. In other labor sheds with populations of one million or more, surveys conducted indicated the lowest desired pay rate in the upper quartile of underemployed workers was \$19.24 or more, the median \$25.53 or more, and the highest was \$39.06 per hour or more.

DESIRED WAGES (per hour) – UPPER QUARTILE

Indianapolis Region / Other Regions Surveyed with Populations of One Million or More

Desired Wage Indianapolis Region	Lowest Desired Wage Other Regions	Median Desired Wage Other Regions	Highest Desired Wage Other Regions
\$20.09 or More	\$19.24 or More	\$25.53 or More	\$39.06 or More



The following charts compare the percentages of underemployed workers in the Hancock County region who have experience in various fields of employment with the percentages of underemployed workers in locations surveyed over the past eighteen months who have the same type of experience. In the charts, the Hancock County region is referred to as “labor shed”. Comparisons are also given for the Indianapolis Region labor shed and other labor sheds with populations of one million or more. In these charts, the Indianapolis Region labor shed is referred to as “Indy”.

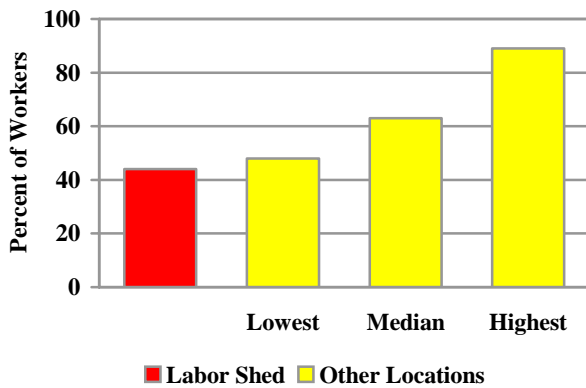
The experience charts are followed by skills charts, which compare the percentages of underemployed workers in the Hancock County region who possess various types of employment skills with the percentages of underemployed workers in locations surveyed over the past eighteen months who possess the same skills. In the charts, the Hancock County region is referred to as “labor shed”. Comparisons are also given for the Indianapolis Region labor shed and other labor sheds with populations of one million or more. In these charts, the Indianapolis Region labor shed is referred to as “Indy”.



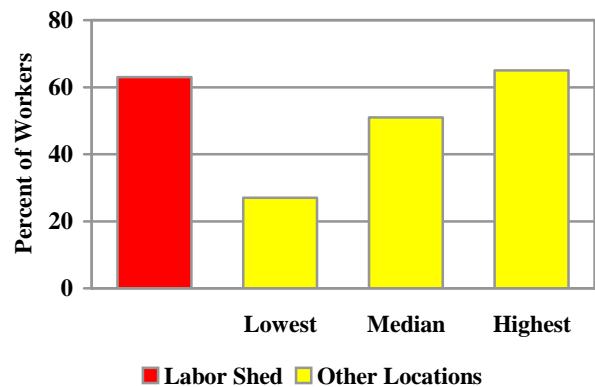
COMPARISON OF EXPERIENCE UNDEREMPLOYED WORKERS

**The Hancock County Area /
Locations Surveyed Over the Past 18 Months**

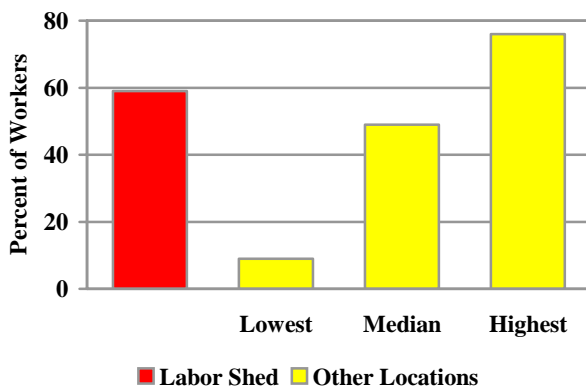
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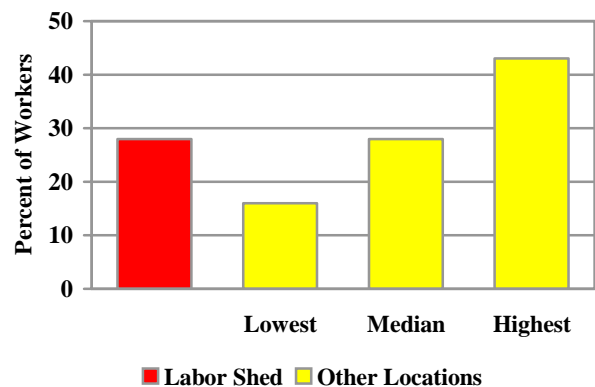
**WAREHOUSE / DISTRIBUTION /
TRANSPORTATION**



**MANUFACTURING / ASSEMBLY /
FABRICATION**



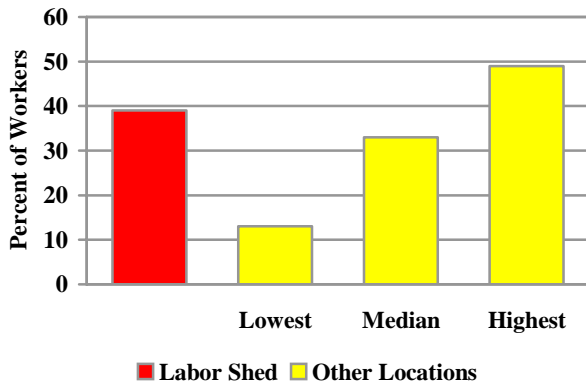
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HEALTH SCIENCES**



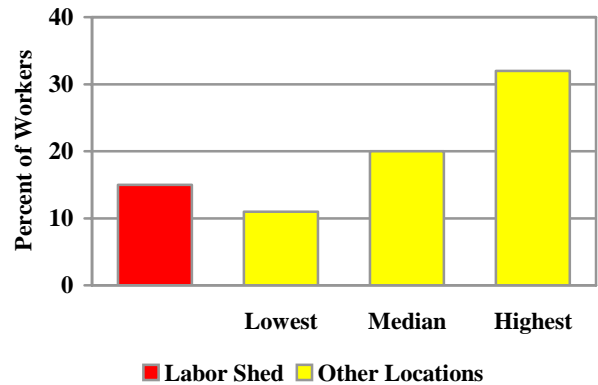
**COMPARISON OF EXPERIENCE
UNDEREMPLOYED WORKERS**

**The Hancock County Area /
Locations Surveyed Over the Past 18 Months**

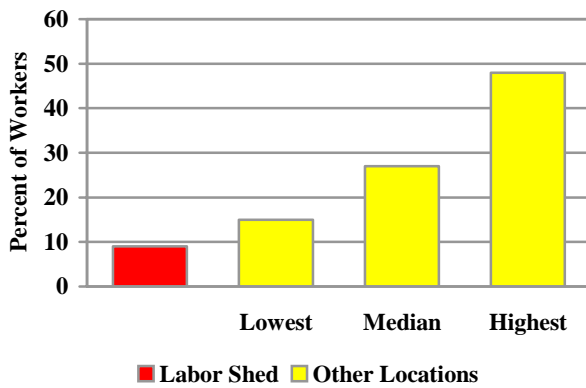
**MAINTENANCE /
INSTALLATION / REPAIR**



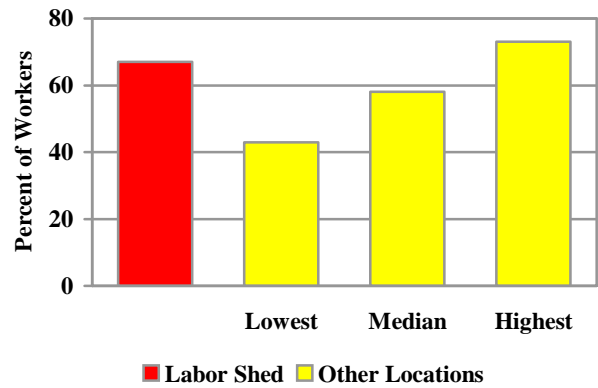
CALL CENTER



INFORMATION TECHNOLOGY

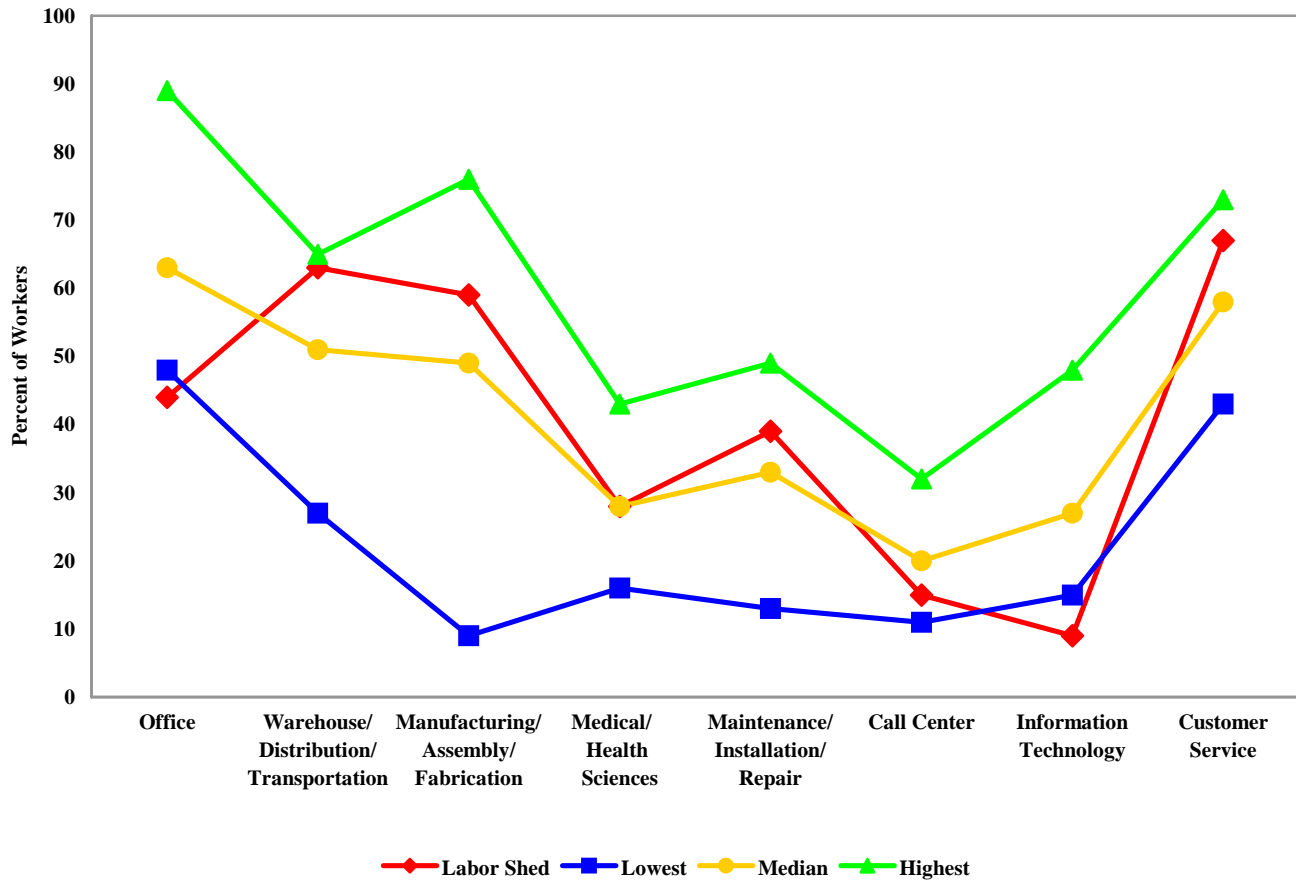


CUSTOMER SERVICE



**SUMMARY COMPARISON OF EXPERIENCE
UNDEREMPLOYED WORKERS**

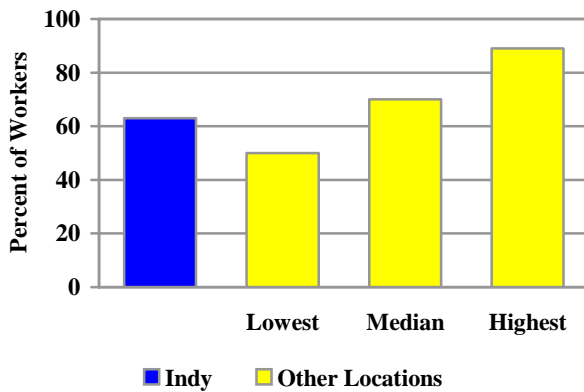
**The Hancock County Area /
Locations Surveyed Over the Past 18 Months**



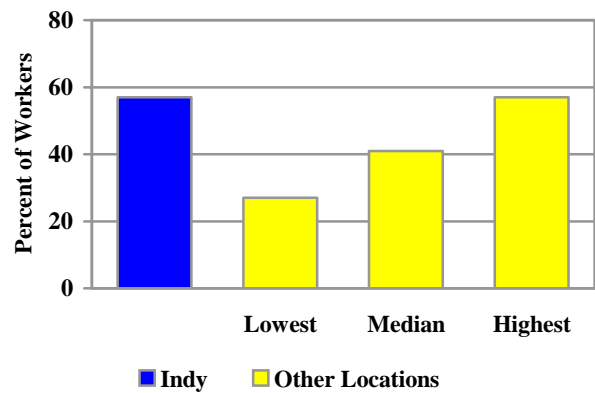
**COMPARISON OF EXPERIENCE
UNDEREMPLOYED WORKERS**

**The Indianapolis Region / Other Regions Surveyed
(populations of one million or more)**

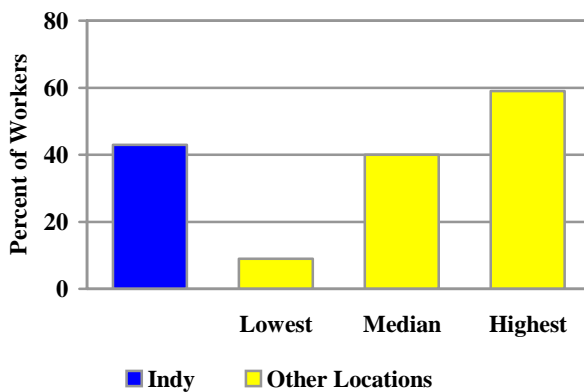
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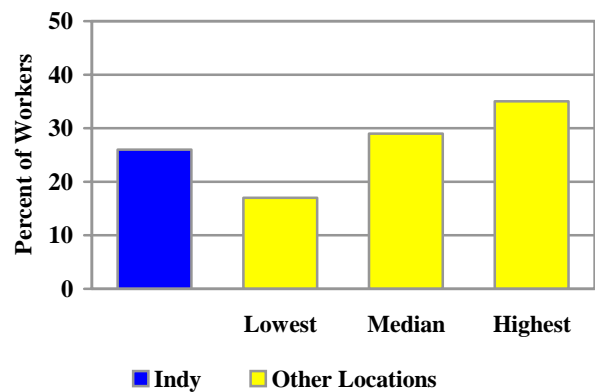
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TRANSPORTATION**



**MANUFACTURING / ASSEMBLY /
FABRICATION**



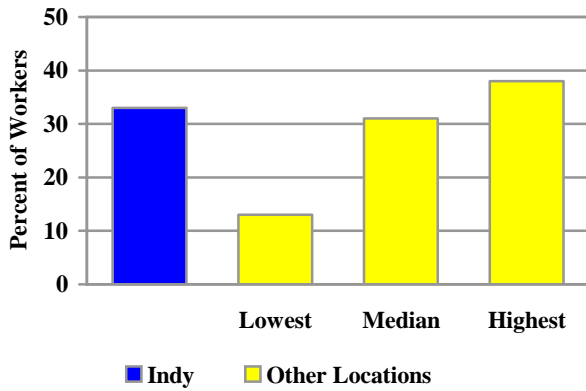
**MEDICAL /
HEALTH SCIENCES**



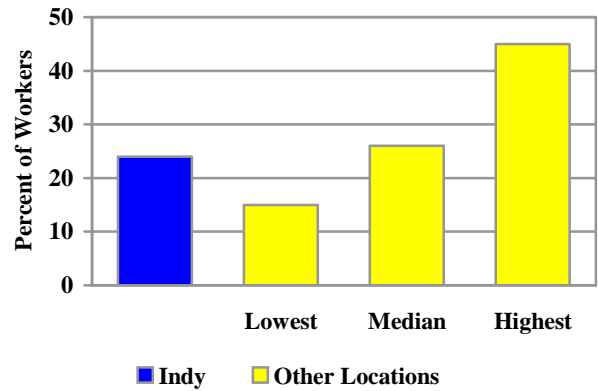
**COMPARISON OF EXPERIENCE
UNDEREMPLOYED WORKERS**

**The Indianapolis Region / Other Regions Surveyed
(populations of one million or more)**

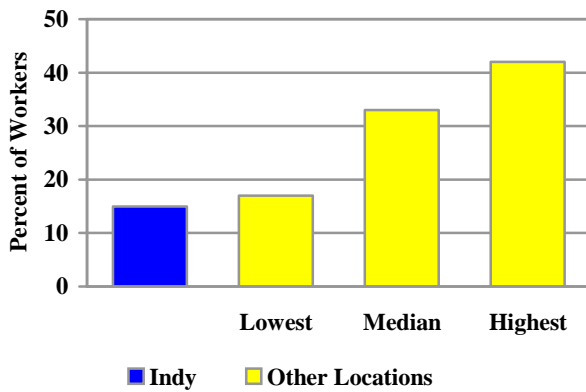
**MAINTENANCE /
INSTALLATION / REPAIR**



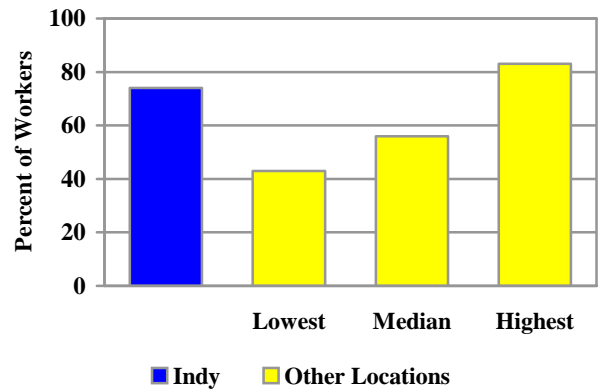
CALL CENTER



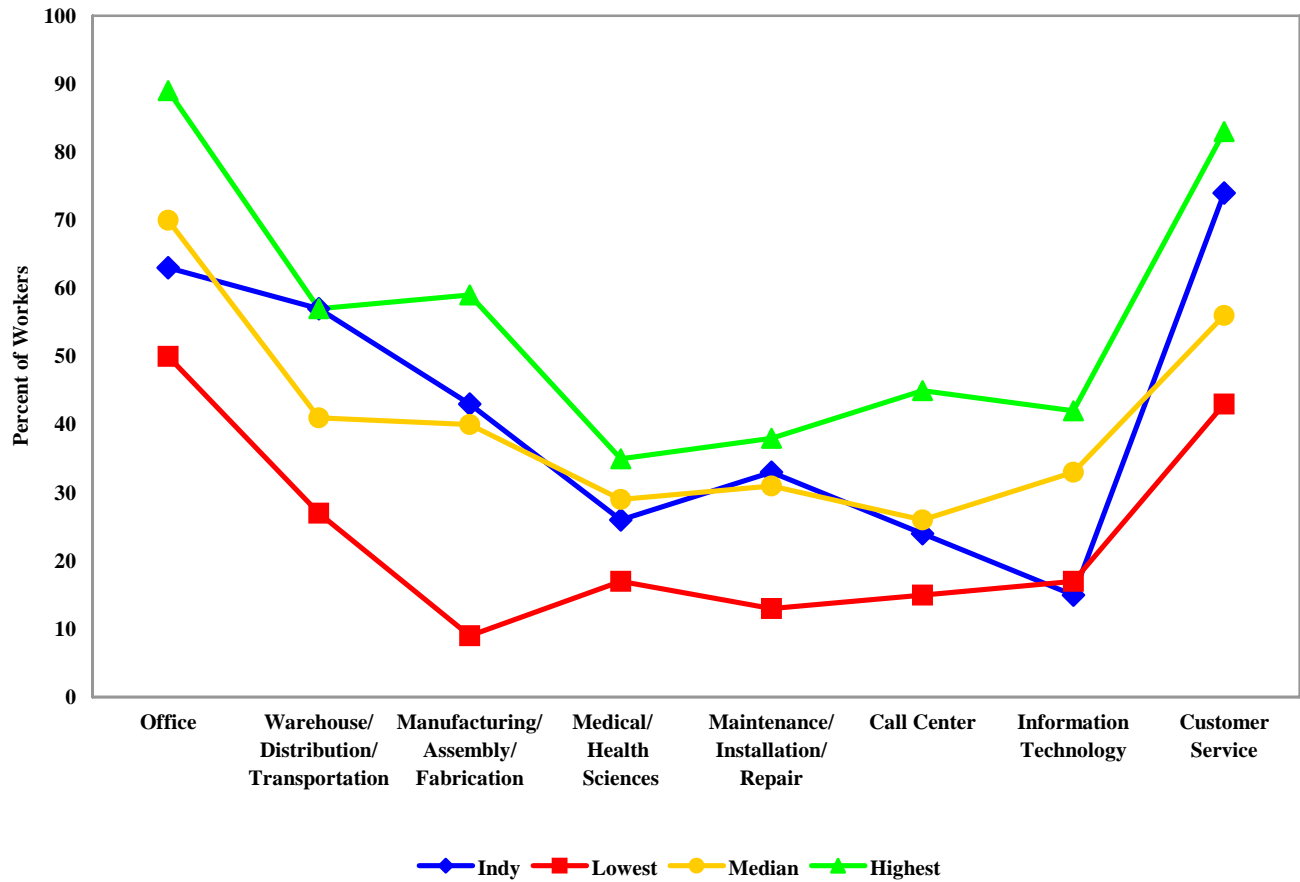
INFORMATION TECHNOLOGY



CUSTOMER SERVICE



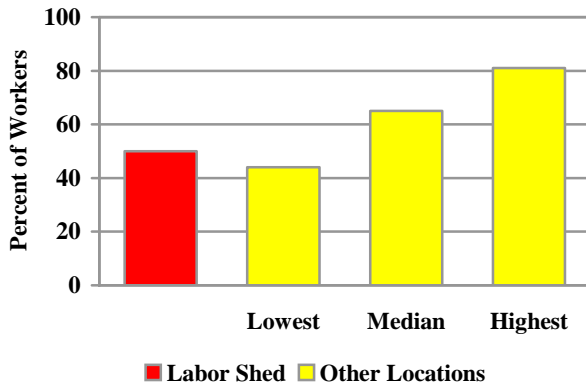
**SUMMARY COMPARISON OF EXPERIENCE
UNDEREMPLOYED WORKERS
The Indianapolis Region / Other Regions Surveyed
(populations of one million or more)**



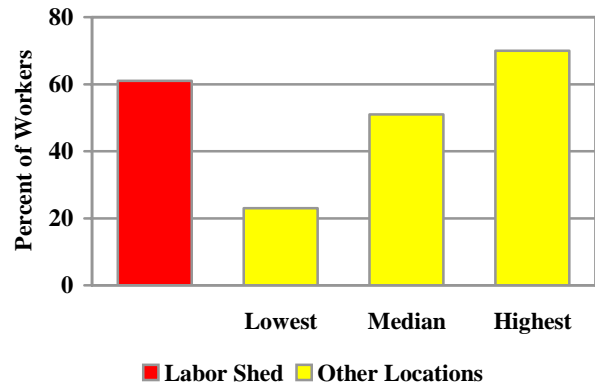
COMPARISON OF SKILLS UNDEREMPLOYED WORKERS

The Hancock County Area / Locations Surveyed Over the Past 18 Months

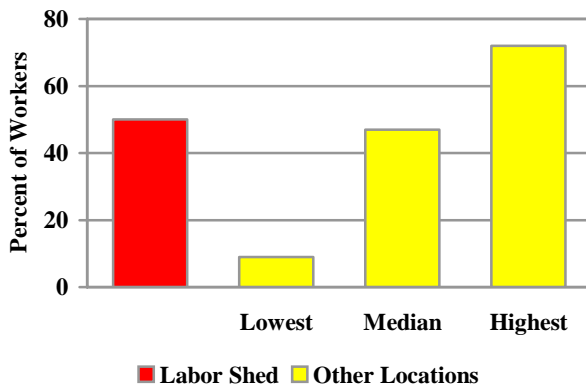
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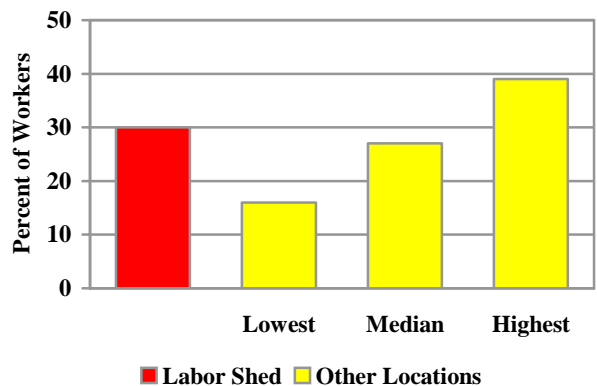
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HANDLING**



**MANUFACTURING / ASSEMBLY /
FABRICATION**



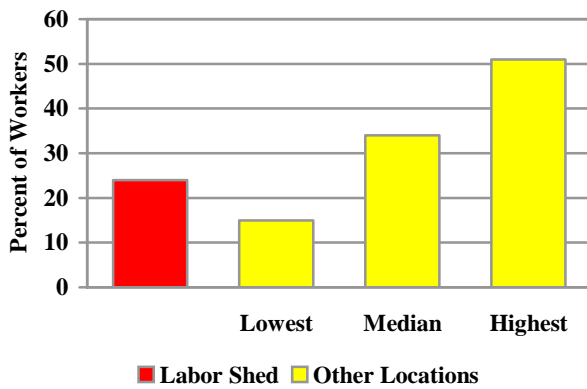
**MEDICAL /
HEALTH SCIENCES**



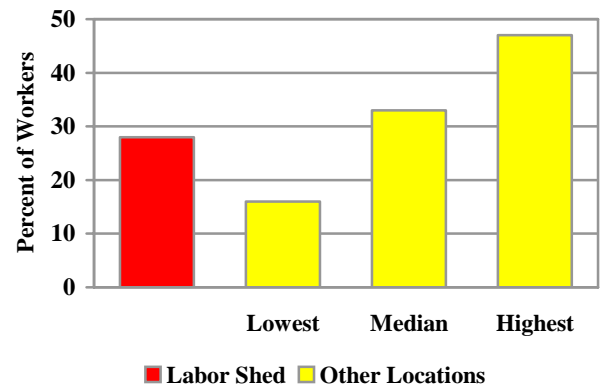
COMPARISON OF SKILLS UNDEREMPLOYED WORKERS

The Hancock County Area / Locations Surveyed Over the Past 18 Months

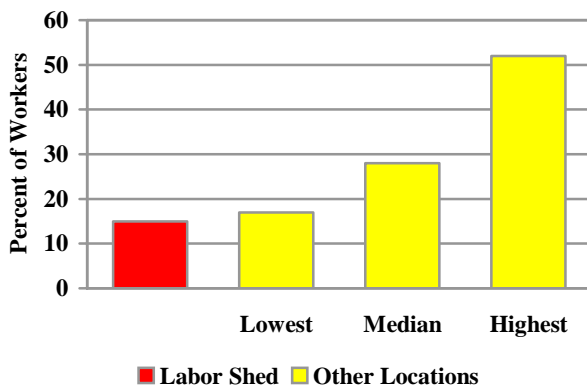
**MAINTENANCE /
INSTALLATION / REPAIR**



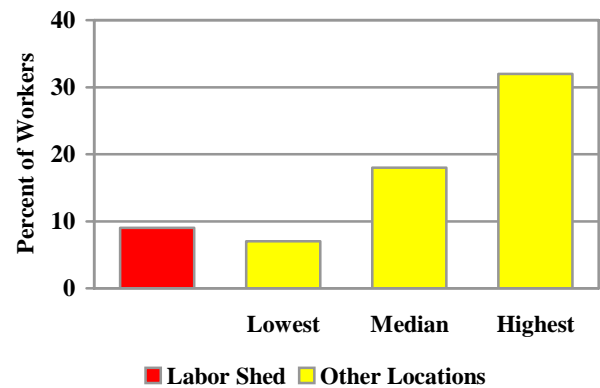
**TECHNICIAN / QUALITY
ASSURANCE**



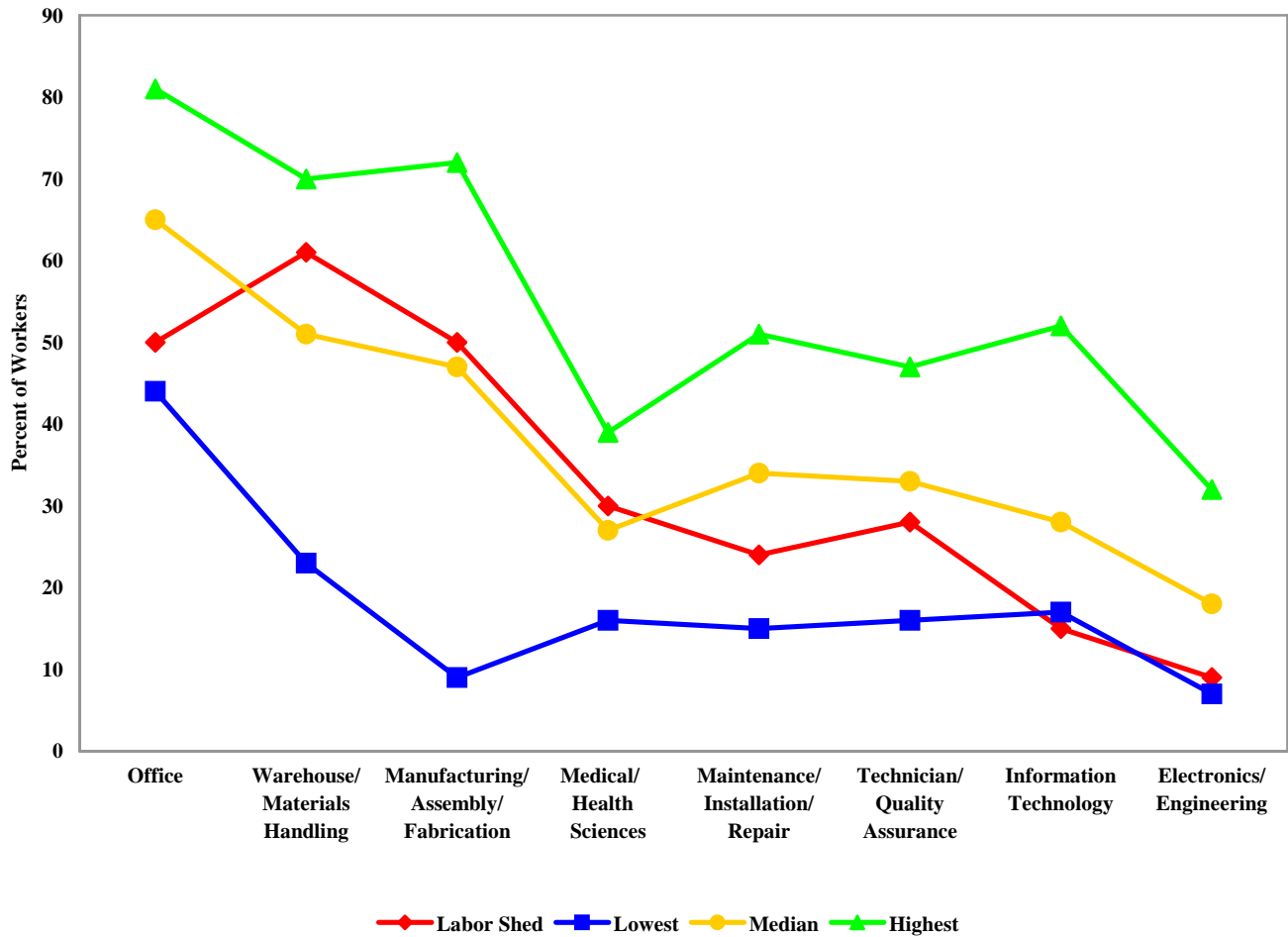
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ELECTRONICS / ENGINEERING



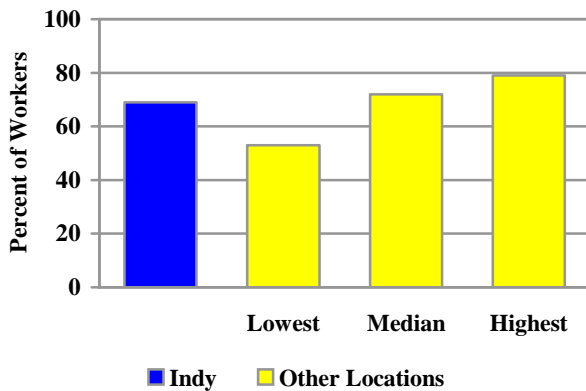
**SUMMARY COMPARISON OF SKILLS
UNDEREMPLOYED WORKERS
The Hancock County Area /
Locations Surveyed Over the Past 18 Months**



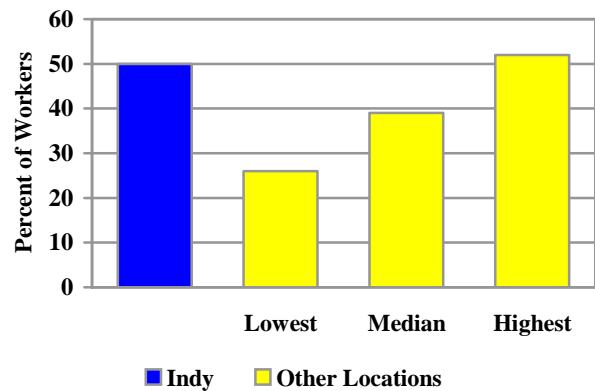
**COMPARISON OF SKILLS
UNDEREMPLOYED WORKERS**

**The Indianapolis Region / Other Regions Surveyed
(populations of one million or more)**

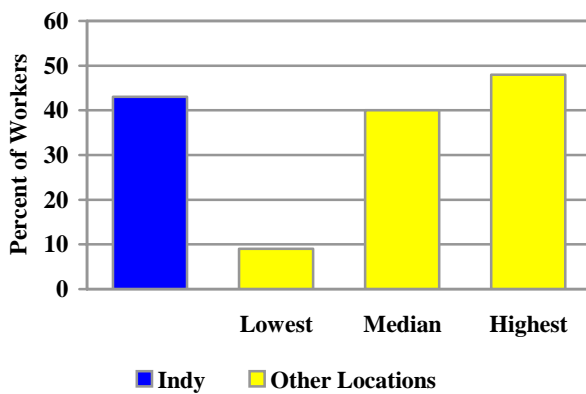
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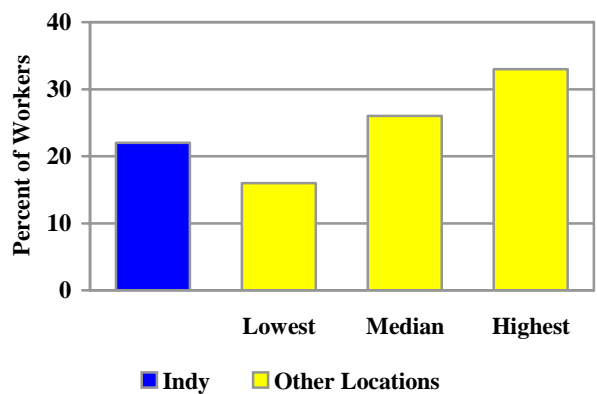
**WAREHOUSE / MATERIALS
HANDLING**



**MANUFACTURING / ASSEMBLY /
FABRICATION**



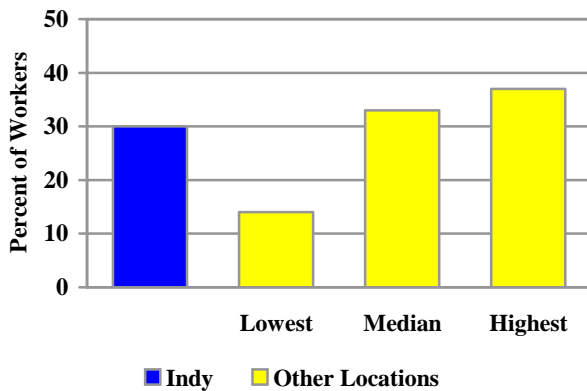
**MEDICAL /
HEALTH SCIENCES**



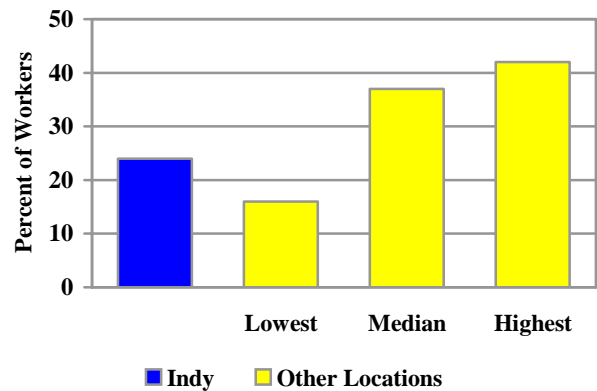
COMPARISON OF SKILLS UNDEREMPLOYED WORKERS

The Indianapolis Region / Other Regions Surveyed
(populations of one million or more)

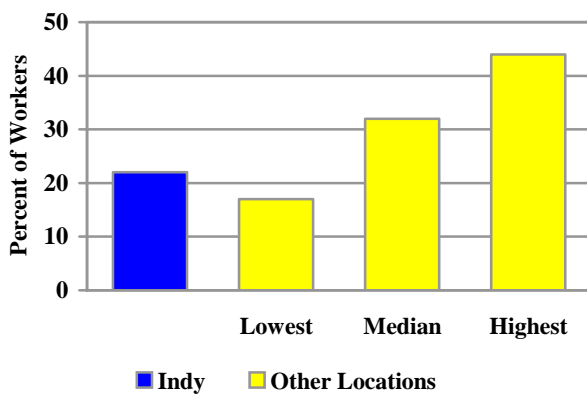
**MAINTENANCE /
INSTALLATION / REPAIR**



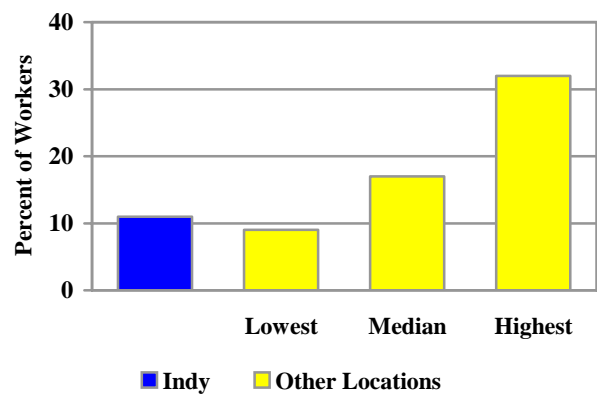
**TECHNICIAN / QUALITY
ASSURANCE**



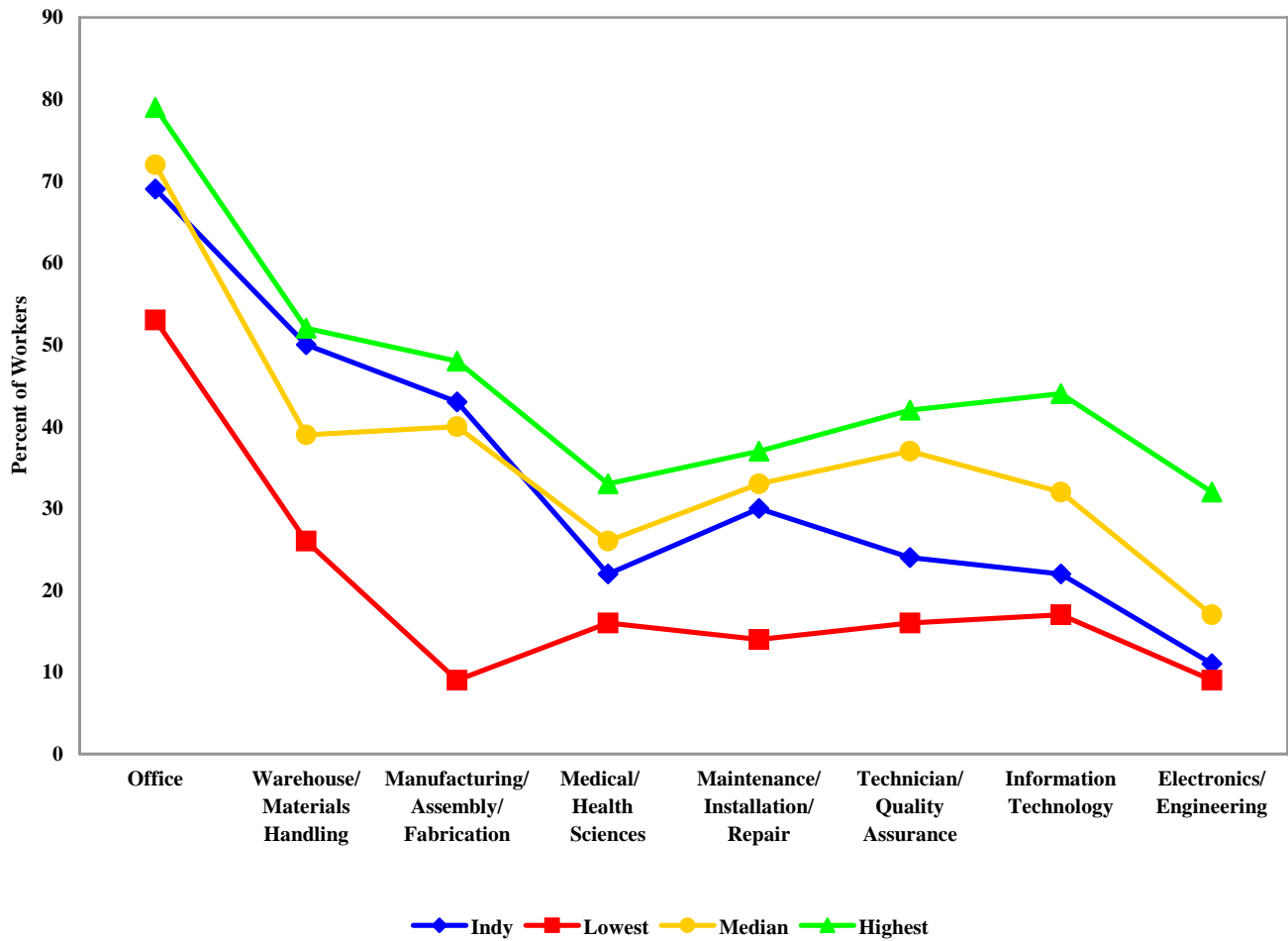
INFORMATION TECHNOLOGY



ELECTRONICS / ENGINEERING



SUMMARY COMPARISON OF SKILLS
UNDEREMPLOYED WORKERS
The Indianapolis Region / Other Regions Surveyed
(populations of one million or more)



CLOSING REMARKS

The foregoing report represents an assessment of the underemployment that exists in the Hancock County region. It includes a set of important interlocking measurements of the number of underemployed workers, their cost, skills, experience, education, reliability, productivity, and other related factors. The information allows the economic development professional and the site-selection team to view the area in comparison to other locations.

Attention should be given to the “Employers’ Views of the Indianapolis Area Total Workforce” section of this report in which local employers’ views of the characteristics of local workers are compared with employers’ views in other locations where the identical questions have been asked in identical fashion.

Similarly, attention should be given to the final section of this report, “National Comparative Observations”, which compares, employing an identical methodology, the costs, experience, and skills of the Hancock County labor shed’s underemployed workers with those underemployed workers in locations surveyed by The Pathfinders over the past eighteen months. This section also includes comparisons of the Indianapolis region with other regions surveyed that have populations of one million or more.

While the number of underemployed workers in the Hancock County region, including their cost, skills, and experience, is the focus of this report, the data should be interpreted in a comparative perspective just as the corporate site selector will in deciding among competing locations.

For Informational Purposes:

The Hancock County Area Civilian Workforce.....	412,300
Largest Workforce Surveyed by The Pathfinders	3,452,000
Median Workforce Surveyed by The Pathfinders	138,400
Smallest Workforce Surveyed by The Pathfinders.....	3,350
Number of Locations Surveyed by The Pathfinders.....	312





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