MAYOR'S OFFICE OF EMPLOYMENT DEVELOPMENT

## Industry Analysis

**July 1, 2005 – December 31, 2006**

# Demographics and Distribution of Placements by Industry and Occupation


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## Introduction

The Baltimore City Mayor's Office of Employment Development regularly produces an analysis of its customers' placements into unsubsidized jobs. This report covers an 18 month period, from July 1, 2005 through December 31, 2006, Program Year 2005 or PY'05 and the first six months of Program Year 2006 or PY'06. Employers who hired MOED customers were coded according to the North American Industry Classification System (NAICS) (Appendix 1) and positions – according to Standard Occupational Classification (SOC) (Appendix 2). The analysis was prepared for MOED's management team for the purpose of operational and strategic planning. This section presents general demographic characteristics of the MOED customers who obtained employment, the distribution of placements by industry and occupational category, and a list of employers who hired more than 20 customers.

## Major findings

During the period between July 1, 2005 and December 31, 2006, the Mayor's Office of Employment Development (MOED) placed 6,279 customers with more than 2,200 employers. The average hourly wage of these customers was $9.56, an increase of $0.72 since 2001[1]. In total, since 2001 MOED has placed 27,680 customers. The percent of customers receiving benefits has been declining for the past three of years but showed an increase in the first half of PY'06 reaching the 72% level.

***Top Industries and Occupations***
Administrative/Support Services and Health Care/Social Assistance are the industries that hired the majority of MOED customers, 25% and 16%, respectively. Occupations popular among MOED customers were Office/Administrative Support and Sales that combined accounted for 31% of all the placements.

***Average Hourly Wages by Industry and Occupational Categories***
Of all the industries the Professional, Scientific, and Technical Services industry category paid the highest average hourly wages ($14.31). Although, there are occupations within that and other industries that pay even higher average hourly wages, such as Architecture and Engineering ($30.63) and Computer/Mathematical ($22.99).

In contrast, we found that the Accommodation/Food Services industry paid the lowest average wages ($7.50 an hour). However, among all occupational categories, Food Preparation ($7.92) and Sales ($8.10) workers received the lowest hourly wages. (see the pie-chart below).

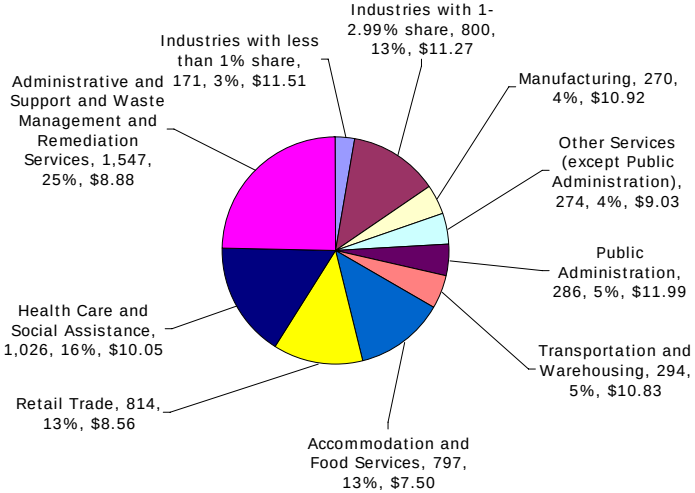
***Benefits by Industry and Occupational Categories***
Benefits were offered to 90% of workers by employers in the following industry categories: Management of Companies, Wholesale Trade and Manufacturing. In contrast, the fewest benefits were provided to workers in the Accommodation/Food Services industry. The analysis showed that occupations and industries paying lower wages also provide less medical benefits to their employees.

The highest grade level of 50% of MOED customers was high school diploma/GED. Thirty-three percent of customers did not finish high school. The analysis showed that those who have at least some post high school education make on average 11% more than those who have only a high school diploma, and 29% more than those who did not finish high school.

[1] Real wages (adjusted for inflation) have decreased by 4.6% since PY'01.

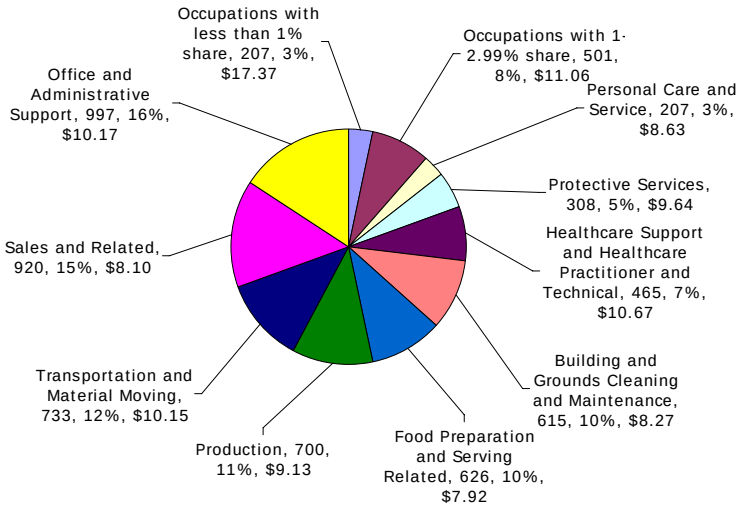
## Placements by Industry Category

## 07/01/2005 - 12/31/2006




## Placements by Occupational Category

## 07/01/2005 - 12/31/2006




**Total Number of Placements is 6,279**

## Demographics

Demographic characteristics of MOED's customers that were placed changed slightly since 2004. During PY'05 and PY'06 the average age of those placed was 28 compared to 34 in PY'04. Now, MOED places as many women as men, whereas in PY'04 only 40% of MOED customers were female. The percent of those who obtained at least a high school diploma or its equivalent as well those who completed at least a Bachelor's Degree increased during the period of this report. These indicators are lower than those for Baltimore City residents. However, the percent of MOED customers who have only a high school diploma or its equivalent is higher than all Baltimore City residents.

### Demographics of MOED Placed Customers and Baltimore City Residents

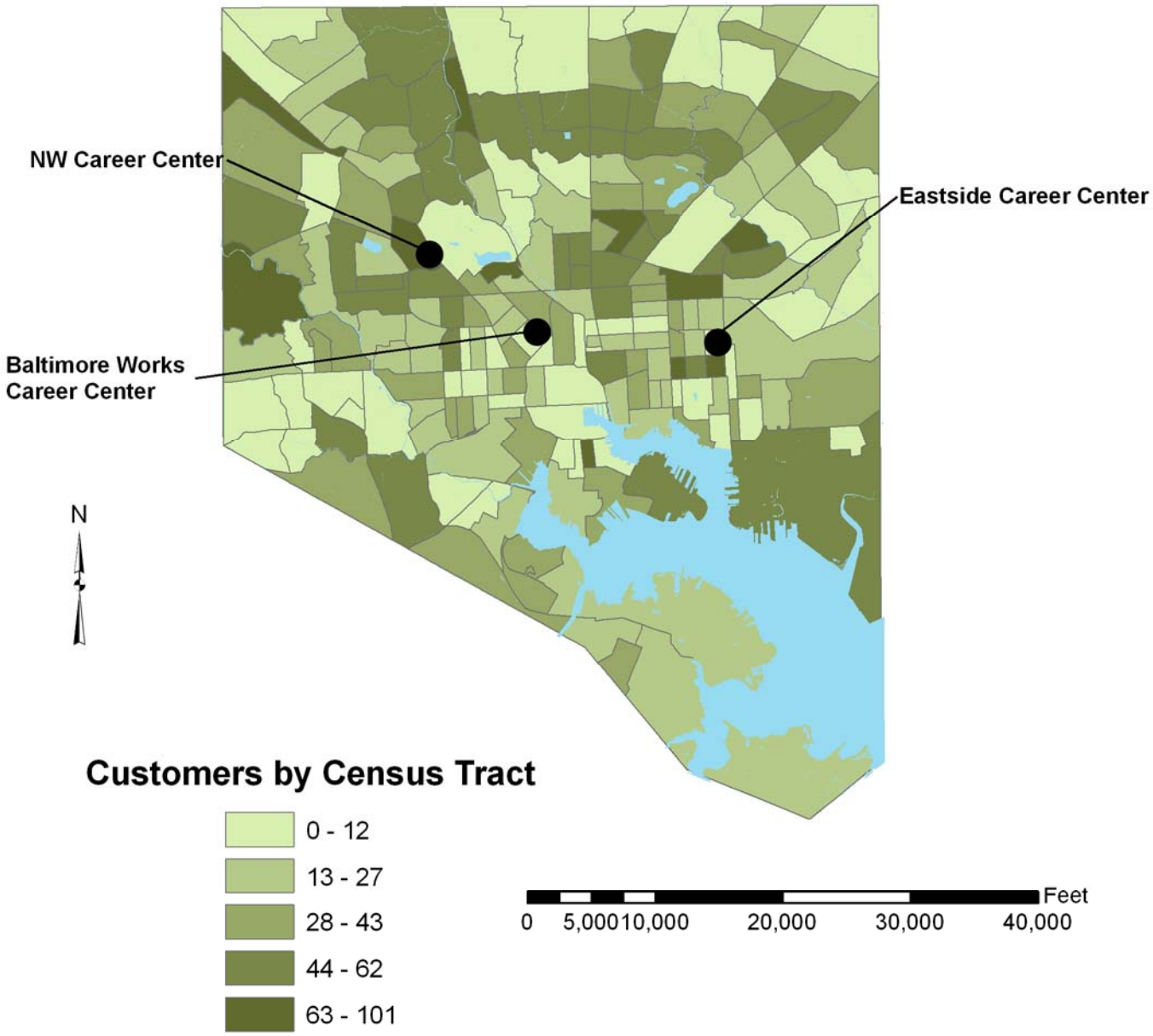
| | **MOED Customers 07/01/2005 - 12/31/2006** | **MOED Customers 07/01/2004 - 12/31/2005** | **Baltimore City Residents - 2005** |
|---|---|---|---|
| Median Age | 28 | 34 | 35.7 |
| Male/Female | 49.5% / 50.5% | 40% / 60% | 46% / 54% |
| Completed HS or Equivalent (People 25 and Older)* | 73% | 71% | 76% |
| Completed a Bachelor's Degree or Higher (People 25 and Older) | 7% | 5% | 23% |
| | | | |
| **Educational Attainment** | | | |
| Less than HS diploma | 33% | Not available | 24% |
| HS Diploma/GED | 50% | Not available | 32% |
| Post HS | 13% | Not available | 22% |
| College Grad and higher | 4% | Not available | 22% |

* Includes everybody who has AT LEAST a High School Diploma

The vast majority of those placed by MOED lived in Baltimore City (see Map 1). MOED also placed approximately 9% of its customers who reside outside the city (Map 2).

# MOED Placed Customers Residing in Baltimore City by Census Tract

## July 1, 2005 - December 31, 2006




**Total Number of Placements is 6,279**

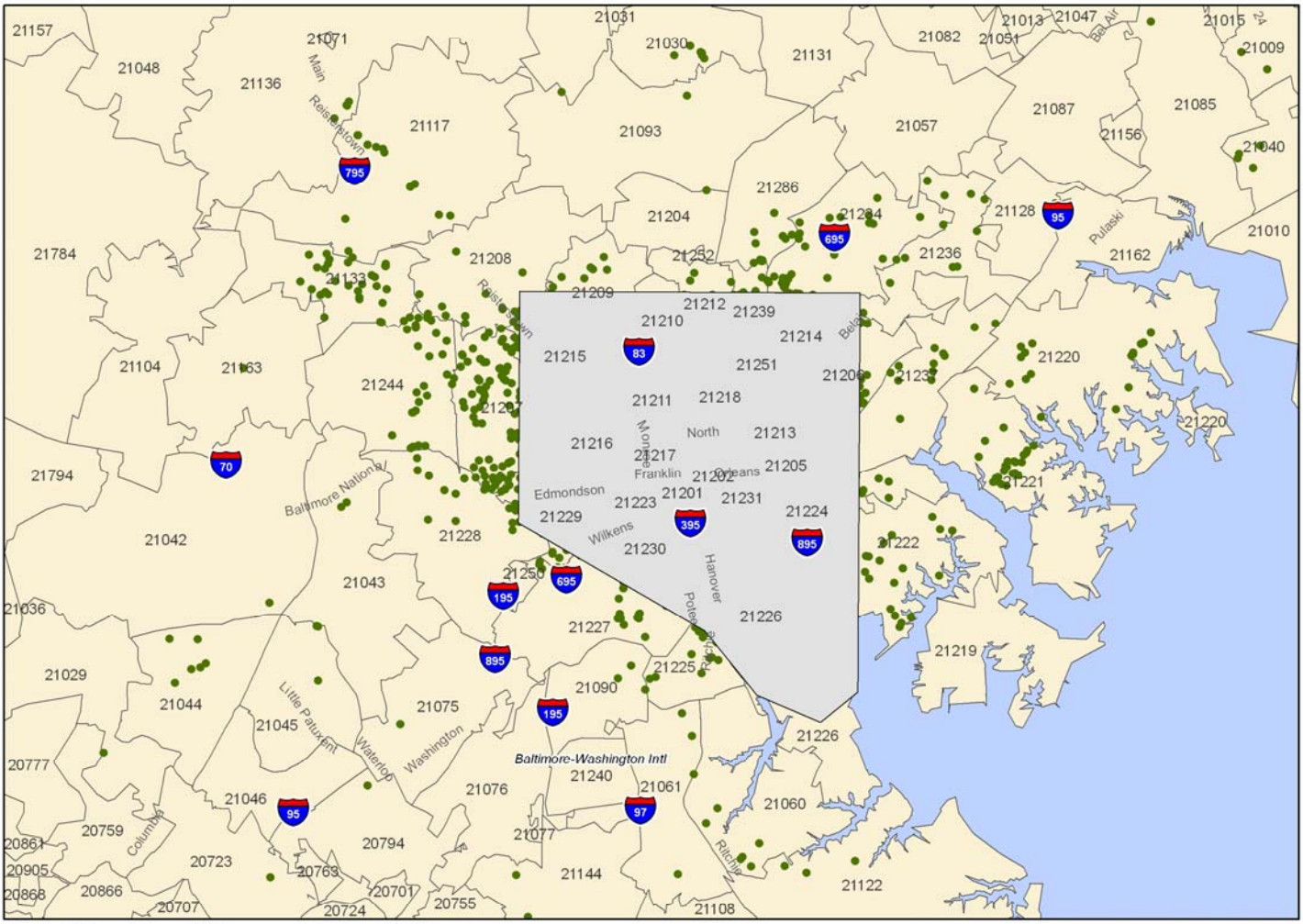
**Number Residing in City is 5,677**

* Unable to map 75 customer addresses

MOED/PEDS
August 2007

Map 2

# MOED Placed Customers Residing Outside of Baltimore City
## July 1, 2005 - December 31, 2006




**Total Number of Placements is 6,279**
**Number Residing Outside of City is 527**

*** Unable to map 75 customer addresses**

**MOED/PEDS**
**August 2007**

## Distribution of Placements by Industry and Occupational Categories

During the 18 month period between July 1, 2005 and December 31, 2006, more than 2,200 employers representing almost every industry hired MOED customers (Appendix 3a). The highest percentage of MOED customers were hired by companies in the Administrative/Support Services industry category. These employers hired 25% of all the customers and paid an average wage of $8.88 an hour. The HealthCare/Social Services industry hired 16% of those placed and paid an average wage of $10.05 an hour. The highest wages were paid to customers placed with the companies that fall under the Professional/Scientific/Technical Services ($14.31) and the Management of Companies ($12.74) industry categories.

MOED customers were placed in positions in every occupational category (Appendix 3b). The largest occupational category was Office/Administrative Support followed by Sales. These positions paid an average of $10.17 and $8.10 an hour, respectively. The highest paid jobs were Architecture/Engineering ($30.63) and Computer/Mathematical ($22.99) occupations. Food Preparation positions paid the lowest wage of $7.92 an hour.

Further analysis shows what types of jobs MOED customers obtained when placed with companies in the two largest industry categories: HealthCare and Administrative Support (Appendix 4). The majority of MOED customers placed in the Administrative Support industry worked in Production and Building/Grounds Cleaning positions. These occupational categories are closely followed by Office/Administrative Support, Transportation and Protective Services occupations. Within the second largest industry category, HealthCare/Social Assistance, more than one-third were hired for Healthcare Support positions. Office/Administrative Support and Building/Grounds Cleaning positions constituted 15% each.

We also looked at the industries that employed MOED customers in Office/Administrative and Sales positions which are the two largest occupational categories. Administrative/Support and Healthcare employers hired the majority of MOED customers for Office/Administrative Support positions. At the same time, Retail Trade and Accommodation/Food Services companies hired most of customers for Sales positions.

## Top Employers

Appendix 5 shows a list of top employers that hired 20 or more MOED customers between July 1, 2005 and December 31, 2006. The Staff Management employment firm 1st on the list, hiring 2.4% of all MOED customers. McDonalds hiring 2% of all MOED customers is second, and the Johns Hopkins Hospital hired 1.2% of all MOED customers.

# Description of Industry Categories

## North American Industry Classification System (NAICS)

| | |
|---|---|
| **Accommodation and Food Services** | **The Accommodation and Food Services sector** comprises establishments providing customers with lodging and/or preparing meals, snacks, and beverages for immediate consumption. The sector includes both accommodation and food services establishments because the two activities are often combined at the same establishment.<br><br>Excluded from this sector are civic and social organizations; amusement and recreation parks; theaters; and other recreation or entertainment facilities providing food and beverage services. |
| **Administrative and Support and Waste Management and Remediation Services** | **The Administrative and Support and Waste Management and Remediation Services sector** comprises establishments performing routine support activities for the day-to-day operations of other organizations. These essential activities are often undertaken in-house by establishments in many sectors of the economy. Activities performed include: office administration, hiring and placing of personnel, document preparation and similar clerical services, solicitation, collection, security and surveillance services, cleaning, and waste disposal services. |
| **Agriculture, Forestry, Fishing and Hunting** | **The Agriculture, Forestry, Fishing and Hunting sector** comprises establishments primarily engaged in growing crops, raising animals, harvesting timber, and harvesting fish and other animals from a farm, ranch, or their natural habitats. The sector distinguishes two basic activities: agricultural production and agricultural support activities. |
| **Arts, Entertainment, and Recreation** | **The Arts, Entertainment, and Recreation sector** includes a wide range of establishments that operate facilities or provide services to meet varied cultural, entertainment, and recreational interests of their patrons. This sector comprises (1) establishments that are involved in producing, promoting, or participating in live performances, events, or exhibits intended for public viewing; (2) establishments that preserve and exhibit objects and sites of historical, cultural, or educational interest; and (3) establishments that operate facilities or provide services that enable patrons to participate in recreational activities or pursue amusement, hobby, and leisure-time interests. |
| **Construction** | **The construction sector** comprises establishments primarily engaged in the construction of buildings or engineering projects (e.g., highways and utility systems). Establishments primarily engaged in the preparation of sites for new construction and establishments primarily engaged in subdividing land for sale as building sites also are included in this sector. Construction work done may include new work, additions, alterations, or maintenance and repairs.<br><br>Subsector 236, Construction of Buildings, comprises establishments of the general contractor type and operative builders involved in the construction of buildings. Subsector 237, Heavy and Civil Engineering Construction, comprises establishments involved in the construction of engineering projects. Subsector 238, Specialty Trade Contractors, comprises establishments engaged in specialty trade activities generally needed in the construction of all types of buildings. |

| | |
|---|---|
| **Educational Services** | **The Educational Services sector** comprises establishments that provide instruction and training in a wide variety of subjects. This instruction and training is provided by specialized establishments, such as schools, colleges, universities, and training centers. These establishments may be privately owned and operated for profit or not for profit, or they may be publicly owned and operated. They may also offer food and accommodation services to their students. |
| **Finance and Insurance** | **The Finance and Insurance sector** comprises establishments primarily engaged in financial transactions (transactions involving the creation, liquidation, or change in ownership of financial assets) and/or in facilitating financial transactions. Three principal types of activities are identified:<br><br>1. Raising funds by taking deposits and/or issuing securities and, in the process, incurring liabilities.<br>2. Pooling of risk by underwriting insurance and annuities.<br>3. Providing specialized services facilitating or supporting financial intermediation, insurance, and employee benefit programs. |
| **Health Care and Social Assistance** | **The Health Care and Social Assistance sector** comprises establishments providing health care and social assistance for individuals. The sector includes both health care and social assistance because it is sometimes difficult to distinguish between the boundaries of these two activities. The industries in this sector are arranged on a continuum starting with those establishments providing medical care exclusively, continuing with those providing health care and social assistance, and finally finishing with those providing only social assistance. The services provided by establishments in this sector are delivered by trained professionals. All industries in the sector share this commonality of process, namely, labor inputs of health practitioners or social workers with the requisite expertise. Many of the industries in the sector are defined based on the educational degree held by the practitioners included in the industry. |
| **Information** | **The Information sector** comprises establishments engaged in the following processes: (a) producing and distributing information and cultural products, (b) providing the means to transmit or distribute these products as well as data or communications, and (c) processing data.<br><br>The main components of this sector are the publishing industries, including software publishing, and both traditional publishing and publishing exclusively on the Internet; the motion picture and sound recording industries; the broadcasting industries, including traditional broadcasting and those broadcasting exclusively over the Internet; the telecommunications industries; the industries known as Internet service providers and web search portals, data processing industries, and the information services industries. |
| **Manufacturing** | **The Manufacturing sector** comprises establishments engaged in the mechanical, physical, or chemical transformation of materials, substances, or components into new products. The assembling of component parts of manufactured products is considered manufacturing, except in cases where the activity is appropriately classified in Sector 23, Construction.<br><br>Establishments in the Manufacturing sector are often described as plants, factories, or mills and characteristically use power-driven machines and materials-handling equipment. However, establishments that transform materials or substances into new products by hand or in the worker's home and those engaged in selling to the general public products made on the same premises from which they are sold, such as bakeries, candy stores, and custom tailors, may also be included in this sector. |
| **Other Services (except Public Administration)** | **The Other Services (except Public Administration) sector** comprises establishments engaged in providing services not specifically provided for elsewhere in the classification system. Establishments in this sector are primarily engaged in activities, such as equipment and machinery repairing, promoting or administering religious activities, grantmaking, advocacy, and providing drycleaning and laundry services, personal care services, death care services, pet care services, photofinishing services, temporary parking services, and dating services.<br><br>Private households that engage in employing workers on or about the premises in activities primarily concerned with the operation of the household are included in this sector. |

| | |
|---|---|
| **Professional, Scientific, and Technical Services** | **The Professional, Scientific, and Technical Services sector** comprises establishments that specialize in performing professional, scientific, and technical activities for others. These activities require a high degree of expertise and training. Activities performed include: legal advice and representation; accounting, bookkeeping, and payroll services; architectural, engineering, and specialized design services; computer services; consulting services; research services; advertising services; photographic services; translation and interpretation services; veterinary services; and other professional, scientific, and technical services.<br><br>This sector excludes establishments primarily engaged in providing a range of day-to-day office administrative services, such as financial planning, billing and recordkeeping, personnel, and physical distribution and logistics. These establishments are classified in Sector 56, Administrative and Support and Waste Management and Remediation Services. |
| **Public Administration** | **The Public Administration sector** consists of establishments of federal, state, and local government agencies that administer, oversee, and manage public programs and have executive, legislative, or judicial authority over other institutions within a given area. These agencies also set policy, create laws, adjudicate civil and criminal legal cases, provide for public safety and for national defense. In general, government establishments in the Public Administration sector oversee governmental programs and activities that are not performed by private establishments. Establishments in this sector typically are engaged in the organization and financing of the production of public goods and services, most of which are provided for free or at prices that are not economically significant. |
| **Real Estate and Rental and Leasing** | **The Real Estate and Rental and Leasing sector** comprises establishments primarily engaged in renting, leasing, or otherwise allowing the use of tangible or intangible assets, and establishments providing related services. The major portion of this sector comprises establishments that rent, lease, or otherwise allow the use of their own assets by others. The assets may be tangible, as is the case of real estate and equipment, or intangible, as is the case with patents and trademarks. |
| **Retail Trade** | **The Retail Trade sector** comprises establishments engaged in retailing merchandise, generally without transformation, and rendering services incidental to the sale of merchandise. This sector comprises two main types of retailers: store and nonstore retailers. |
| **Transportation and Warehousing** | **The Transportation and Warehousing sector** includes industries providing transportation of passengers and cargo, warehousing and storage for goods, scenic and sightseeing transportation, and support activities related to modes of transportation. Establishments in these industries use transportation equipment or transportation related facilities as a productive asset. The modes of transportation are air, rail, water, road, and pipeline.<br><br>The Transportation and Warehousing sector distinguishes three basic types of activities: subsectors for each mode of transportation, a subsector for warehousing and storage, and a subsector for establishments providing support activities for transportation. In addition, there are subsectors for establishments that provide passenger transportation for scenic and sightseeing purposes, postal services, and courier services. |
| **Utilities** | **The Utilities sector** comprises establishments engaged in the provision of the following utility services: electric power, natural gas, steam supply, water supply, and sewage removal. |
| **Wholesale Trade** | **The Wholesale Trade sector** comprises establishments engaged in wholesaling merchandise, generally without transformation, and rendering services incidental to the sale of merchandise. The merchandise described in this sector includes the outputs of agriculture, mining, manufacturing, and certain information industries, such as publishing.<br><br>This sector comprises two main types of wholesalers: merchant wholesalers that sell goods on their own account and business to business electronic markets, agents, and brokers that arrange sales and purchases for others generally for a commission or fee. |

**Appendix 2**

# Detailed List of Occupation Categories

## Standard Occupational Classification (SOC) System

**Architecture and Engineering Occupations** include Architects, Surveyors, and Cartographers; Engineers; and Drafters, Engineering, and Mapping Technicians.

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**Building and Grounds Cleaning and Maintenance Occupations** include Supervisors, Building and Grounds Cleaning and Maintenance Workers; Building Cleaning and Pest Control Workers; and Grounds Maintenance Workers.

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**Business and Financial Operations Occupations** include Business Operations Specialists; and Financial Specialists.

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**Community and Social Services Occupations** include Counselors, Social Workers, and Other Community and Social Service Specialists; and Religious Workers.

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**Construction and Extraction Occupations** include Supervisors, Construction and Extraction Workers; Construction Trades Workers; Helpers, Construction Trades; Other Construction and Related Workers; and Extraction Workers.

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**Education, Training, and Library Occupations** include Postsecondary Teachers; Primary, Secondary, and Special Education School Teachers; Other Teachers and Instructors; Librarians, Curators, and Archivists; and Other Education, Training, and Library Occupations.

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**Food Preparation and Serving Related Occupations** include Supervisors, Food Preparation and Serving Workers; Cooks and Food Preparation Workers; Food and Beverage Serving Workers; and Other Food Preparation and Serving Related Workers.

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**Installation, Maintenance, and Repair Occupations** include Supervisors of Installation, Maintenance, and Repair Workers; Electrical and Electronic Equipment Mechanics, Installers, and Repairers; Vehicle and Mobile Equipment Mechanics, Installers, and Repairers; and Other Installation, Maintenance, and Repair Occupations.

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**Legal Occupations** include Lawyers, Judges, and Related Workers; and Legal Support Workers.

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**Life, Physical, and Social Science Occupations** include Life Scientists; Physical Scientists; Social Scientists and Related Workers; and Life, Physical, and Social Science Technicians.

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**Management Occupations** include Top Executives; Advertising, Marketing, Promotions, Public Relations, and Sales Managers; Operations Specialties Managers; and Other Management Occupations.

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**Office and Administrative Support Occupations** include Supervisors, Office and Administrative Support Workers; Communications Equipment Operators; Financial Clerks; Information and Record Clerks; Material Recording, Scheduling, Dispatching, and Distributing Workers; Secretaries and Administrative Assistants; and Other Office and Administrative Support Workers.

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**Personal Care and Service Occupations** include Supervisors, Personal Care and Service Workers; Animal Care and Service Workers; Entertainment Attendants and Related Workers; Funeral Service Workers; Personal Appearance Workers; Transportation, Tourism, and Lodging Attendants; and Other Personal Care and Service Workers.

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**Production Occupations** include Supervisors, Production Workers; Assemblers and Fabricators; Food Processing Workers; Metal Workers and Plastic Workers; Printing Workers; Textile, Apparel, and Furnishings Workers; Woodworkers; Plant and System Operators; and Other Production Occupations.

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**Protective Service Occupations** include First-Line Supervisors/Managers, Protective Service Workers; Fire Fighting and Prevention Workers; Law Enforcement Workers; and Other Protective Service Workers.

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**Sales and Related Occupations** include Supervisors, Sales Workers; Retail Sales Workers; Sales Representatives, Services; Sales Representatives, Wholesale and Manufacturing; and Other Sales and Related Workers.

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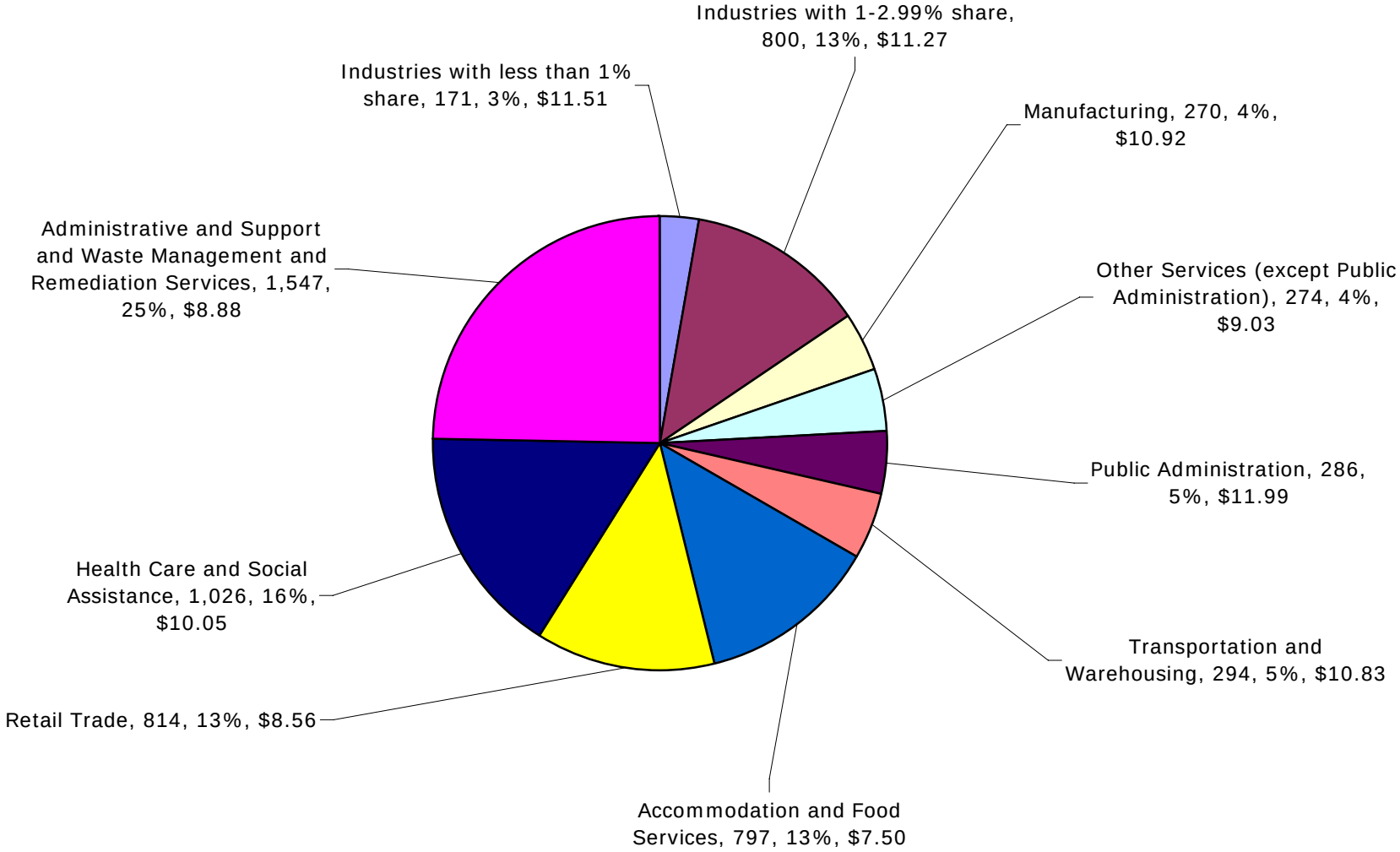
**Transportation and Material Moving Occupations** include Supervisors, Transportation and Material Moving Workers; Air Transportation Workers; Motor Vehicle Operators; Rail Transportation Workers; Water Transportation Workers; Other Transportation Workers; and Material Moving Workers.

# Placements by Industry Category
## 07/01/2005 - 12/31/2006

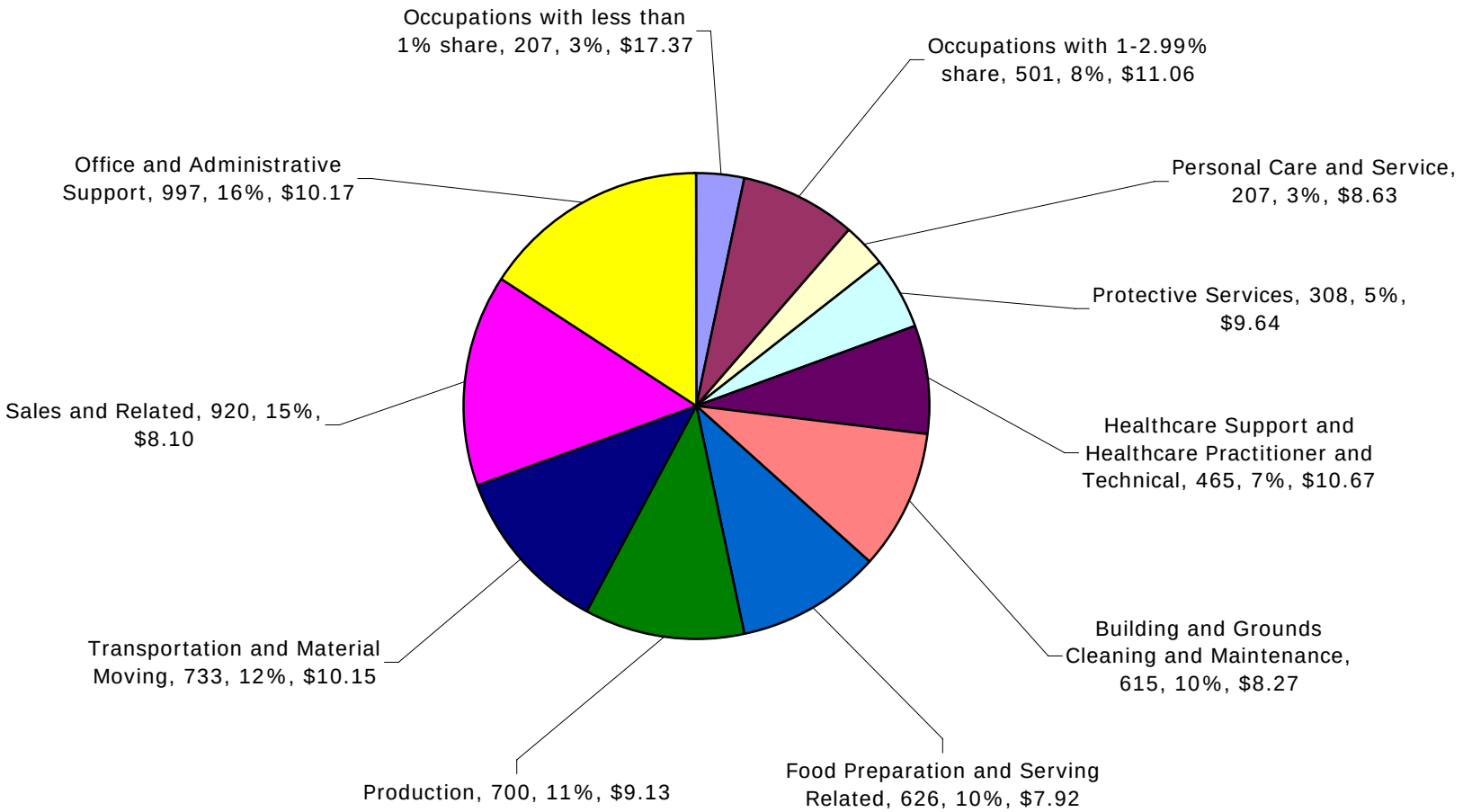
Total Number of Placements is **6,279**




* **Industries with less than 1% share** include Management of Companies and Enterprises (2, 0%, $12.74); Real Estate and Rental and Leasing (37, 0.6%, $10.11); Utilities (39, 0.6%, $11.81); Information Industries (42, 0.7%, $12.37); Unclassified Establishments (17, 0.3%, $12.11), and Unknown (34, 0.5%, $11.25).
** **Industries with 1-2.99% share** include Arts, Entertainment, and Recreation (68, 1.1%, $8.59); Professional, Scientific, and Technical Services (109, 1.7%, $14.31); Wholesale Trade (145, 2.3%, $10.73); Educational Services (159, 2.5%, $10.92); Construction (161, 2.6%, $11.51); Finance and Insurance (158, 2.6%, $10.92) Industries.

## Placements by Occupational Category
## 07/01/2005 - 12/31/2006

Total Number of Placements is **6,279**




* **Occupations with less than 1% share** include Military (2, 0%, $10.03); Legal (4, 0.1%, $18.50); Architecture and Engineering (8, 0.1%, $30.63); Art, Design, Entertainment, Sports, and Media (8, 0.1%, $14.06); Life, Physical, and Social Science (9, 0.1%, $13.62); Computer and Mathematical (36, 0.6%, $22.99); Management (57, 0.9%, $17.32); Business and Financial Operations (60, 0.9%, $11.72) and Unknown (23, 0.4%, $21.84) Occupations.

** **Occupations with 1-2.99% share** include Education, Training, and Library (100, 1.6%, $10.33); Community and Social Services (102, 1.6%, $11.89); Construction and Extraction (117, 1.9%, $11.56); Installation, Maintenance, and Repair (182, 2.9%, $10.66) Occupations.

## Occupations of Customers Placed in the Top Two Industries, 07/01/2005 - 12/31/2006

| | Administrative and Support and Waste Management and Remediation Services | |
|---|---|---|
| **Occupational Category (SOC)** | **#** | **%** |
| Production | 287 | 18.6% |
| Building and Grounds Cleaning and Maintenance | 263 | 17.0% |
| Office and Administrative Support | 255 | 16.5% |
| Transportation and Material Moving | 237 | 15.3% |
| Protective Services | 231 | 14.9% |
| Food Preparation and Serving Related | 68 | 4.4% |
| Sales and Related | 59 | 3.8% |
| Healthcare Support | 41 | 2.7% |
| Installation, Maintenance, and Repair | 26 | 1.7% |
| Construction and Extraction | 22 | 1.4% |
| Business and Financial Operations | 15 | 1.0% |
| Personal Care and Service | 10 | 0.6% |
| Unknown | 7 | 0.5% |
| Management | 6 | 0.4% |
| Community and Social Services | 6 | 0.4% |
| Healthcare Practitioner and Technical | 4 | 0.3% |
| Computer and Mathematical | 3 | 0.2% |
| Architecture and Engineering | 3 | 0.2% |
| Education, Training, and Library | 2 | 0.1% |
| Life, Physical, and Social Science | 1 | 0.1% |
| Legal | 1 | 0.1% |
| **Total** | **1,547** | **100.0%** |

| | Health Care and Social Assistance | |
|---|---|---|
| **Occupational Category (SOC)** | **#** | **%** |
| Healthcare Support | 354 | 34.5% |
| Office and Administrative Support | 158 | 15.4% |
| Building and Grounds Cleaning and Maintenance | 154 | 15.0% |
| Personal Care and Service | 112 | 10.9% |
| Food Preparation and Serving Related | 76 | 7.4% |
| Community and Social Services | 47 | 4.6% |
| Education, Training, and Library | 33 | 3.2% |
| Healthcare Practitioner and Technical | 19 | 1.9% |
| Transportation and Material Moving | 16 | 1.6% |
| Installation, Maintenance, and Repair | 12 | 1.2% |
| Production | 12 | 1.2% |
| Protective Services | 9 | 0.9% |
| Management | 7 | 0.7% |
| Sales and Related | 5 | 0.5% |
| Computer and Mathematical | 4 | 0.4% |
| Life, Physical, and Social Science | 4 | 0.4% |
| Unknown | 2 | 0.2% |
| Business and Financial Operations | 1 | 0.1% |
| Legal | 1 | 0.1% |
| Architecture and Engineering | 0 | 0.0% |
| Construction and Extraction | 0 | 0.0% |
| **Total** | **1,026** | **100.0%** |

## Industries Hiring MOED Customers for Top Two Occupations, 07/01/2005 - 12/31/2006

| | Office and Administrative Support | |
|---|---|---|
| **Industry Category (NAICS)** | **#** | **%** |
| Administrative and Support and Waste Management and Remediation Services | 255 | 25.6% |
| Health Care and Social Assistance | 158 | 15.8% |
| Retail Trade | 103 | 10.3% |
| Public Administration | 80 | 8.0% |
| Finance and Insurance | 76 | 7.6% |
| Transportation and Warehousing | 71 | 7.1% |
| Other Services (except Public Administration) | 52 | 5.2% |
| Professional, Scientific, and Technical Services | 37 | 3.7% |
| Educational Services | 37 | 3.7% |
| Construction | 28 | 2.8% |
| Accommodation and Food Services | 26 | 2.6% |
| Manufacturing | 19 | 1.9% |
| Wholesale trade | 12 | 1.2% |
| Information | 9 | 0.9% |
| Arts, Entertainment, and Recreation | 9 | 0.9% |
| Real Estate and Rental and Leasing | 8 | 0.8% |
| Utilities | 7 | 0.7% |
| Unknown | 5 | 0.5% |
| Unclassified Establishments | 4 | 0.4% |
| Management of Companies and Enterprises | 1 | 0.1% |
| **Total** | **997** | **100.0%** |

| | Sales and Related | |
|---|---|---|
| **Industry Category (NAICS)** | **#** | **%** |
| Retail Trade | 460 | 50.0% |
| Accommodation and Food Services | 223 | 24.2% |
| Administrative and Support and Waste Management and Remediation Services | 59 | 6.4% |
| Finance and Insurance | 53 | 5.8% |
| Other Services (except Public Administration) | 31 | 3.4% |
| Arts, Entertainment, and Recreation | 19 | 2.1% |
| Manufacturing | 11 | 1.2% |
| Construction | 9 | 1.0% |
| Professional, Scientific, and Technical Services | 8 | 0.9% |
| Wholesale trade | 7 | 0.8% |
| Utilities | 6 | 0.7% |
| Transportation and Warehousing | 5 | 0.5% |
| Real Estate and Rental and Leasing | 5 | 0.5% |
| Health Care and Social Assistance | 5 | 0.5% |
| Public Administration | 5 | 0.5% |
| Unknown | 4 | 0.4% |
| Educational Services | 4 | 0.4% |
| Information | 3 | 0.3% |
| Unclassified Establishments | 2 | 0.2% |
| Management of Companies and Enterprises | 1 | 0.1% |
| **Total** | **920** | **100.0%** |

# Employers who hired 20 or more MOED customers between 07/01/2005 and 12/31/2006

| Employer Name | Placements | | Industry Category (NAICS) |
|---|---|---|---|
| | # | % | |
| Staff Management | 151 | 2.4% | Administrative and Support Services |
| McDonalds | 124 | 2.0% | Accommodation and Food Services |
| Broadway Services Inc | 102 | 1.6% | Administrative and Support Services |
| Aramark | 99 | 1.6% | Administrative and Support Services |
| Wendy's | 79 | 1.3% | Accommodation and Food Services |
| Johns Hopkins Hospital | 77 | 1.2% | Health Care and Social Assistance |
| Allen Family Foods Inc | 57 | 0.9% | Wholesale Trade |
| Wal-Mart | 55 | 0.9% | Retail Trade |
| Self Pride | 54 | 0.9% | Health Care and Social Assistance |
| Stop Shop & Save | 53 | 0.8% | Retail Trade |
| Chimes Inc | 48 | 0.8% | Health Care and Social Assistance |
| U.S. Postal service | 48 | 0.8% | Retail Trade |
| Spherion | 47 | 0.7% | Administrative and Support Services |
| Kelly Services | 46 | 0.7% | Administrative and Support Services |
| Sinai Hospital | 44 | 0.7% | Health Care and Social Assistance |
| Addecco Employment Services | 43 | 0.7% | Administrative and Support Services |
| Banquets & More | 40 | 0.6% | Accommodation and Food Services |
| Safe Management | 40 | 0.6% | Administrative and Support Services |
| Forman Mills | 39 | 0.6% | Retail Trade |
| Baltimore City Public School System | 38 | 0.6% | Educational Services |
| Jones Networking | 38 | 0.6% | Administrative and Support Services |
| Personnel Plus | 38 | 0.6% | Administrative and Support Services |
| Abacus Corp | 37 | 0.6% | Administrative and Support Services |
| Safeway | 34 | 0.5% | Retail Trade |
| Abacus Corp | 33 | 0.5% | Administrative and Support Services |
| Aerotek | 33 | 0.5% | Administrative and Support Services |
| PAJ Business Staffing, Inc. | 33 | 0.5% | Administrative and Support Services |
| Allines Placement | 31 | 0.5% | Administrative and Support Services |
| University of Maryland | 31 | 0.5% | Educational Services |
| Up to Date Laundry | 31 | 0.5% | Other Services (Except Public Administration) |
| Burger King | 30 | 0.5% | Accommodation and Food Services |
| Popeye's | 30 | 0.5% | Accommodation and Food Services |
| Securitas Security Services | 27 | 0.4% | Administrative and Support Services |
| CVS Pharmacy | 26 | 0.4% | Retail Trade |
| GMC Lending | 26 | 0.4% | Finance and Insurance |
| Future Care | 25 | 0.4% | Health Care and Social Assistance |
| Randstad | 25 | 0.4% | Administrative and Support Services |
| Rite Aide Corp | 25 | 0.4% | Retail Trade |
| Admiral Security | 23 | 0.4% | Administrative and Support Services |
| BathFitters | 23 | 0.4% | Construction |
| Shoppers Food & Pharmacy | 23 | 0.4% | Retail Trade |
| Rockland Industries Inc | 22 | 0.4% | Manufacturing |
| Family Dollar Stores | 21 | 0.3% | Retail Trade |
| Good Samaritan Hospital | 21 | 0.3% | Health Care and Social Assistance |
| KFC (Kentucky Fried Chicken) | 21 | 0.3% | Accommodation and Food Services |
| Star Associates | 21 | 0.3% | Administrative and Support Services |
| Mercy Hospital | 20 | 0.3% | Health Care and Social Assistance |
| United Equity Mortgage | 20 | 0.3% | Finance and Insurance |
| **Total** | **6,279** | **100%** | |