PAY & PERKS SURVEY

2024 RESULTS





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"The Pay & Perks Survey: 2024 Results" was prepared by the Abilene Industrial Foundation dba the Abilene Regional Growth Alliance. Every effort has been made to ensure the accuracy of this information at the time of publication. Comments and inquiries on the subject matter should be addressed to the Abilene Regional Growth Alliance at 325-677-7241 or info@abileneind.com.

Introduction

Thank you!

We're thrilled to present the first Pay & Perks Survey Report!

Thank you to all of the businesses that participated in the survey. The time and attention you committed made this report possible and has resulted in a useful tool not only for our existing employers but also for any company considering an investment in our community.

A special thank you to Dr. Wade Ashby and Dr. Doug McIntyre for conducting the survey and analyzing the data. This report would not be possible without their hard work and dedication.

Finally, we'd like to express our gratitude to all the organizations and stakeholders who have supported this initiative. Your commitment to sharing insights and fostering a thriving business environment has made a lasting impact.

If you have any questions, I encourage you to reach out to myself or to the team.

Onward!



Doug Peters

President & CEO

Acknowledgments

Abilene Regional Growth Alliance

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Danielle Robertson, Senior Director of Mission Services

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Goodwill West Texas Keith White, Owner & CEO

• Datroo Technologies

The Abilene Regional Growth Alliance sent 1,078 emails inviting organizations to participate in the survey. Almost 240 organizations accesssed the survey, with 110 organizations completing the survey. Only the data from the completed surveys has been tabulated. The response rate of completed surveys was 10.2%

Figure 1: Breakdown Categories of Organizations



Figure 2: Organizations by Sector



The participating organizations ranged from 1 employee to over 500 with most of the organizations below 50 employees. The payroll for the last fiscal year was mostly under one million dollars but about 10% were over ten million dollars.

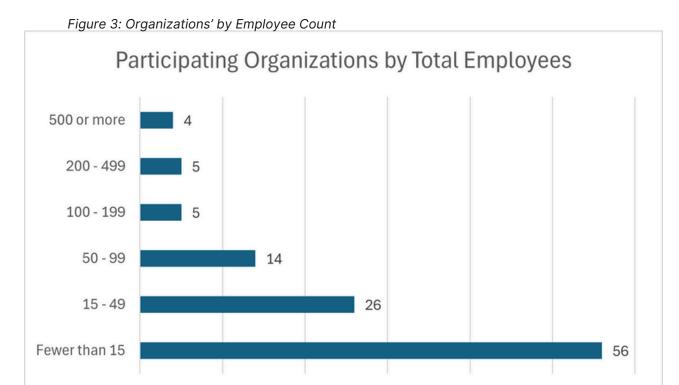
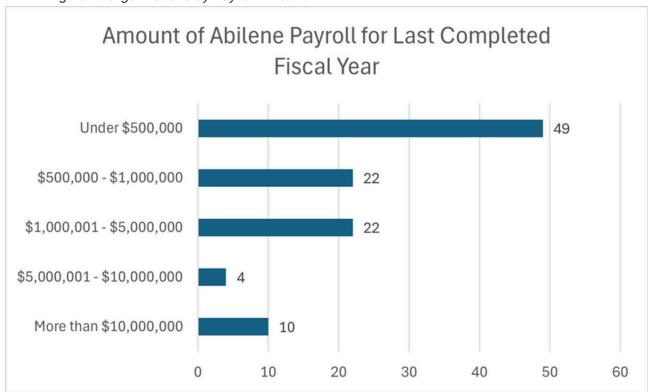


Figure 4: Organizations by Payroll Amount



The organizations in Abilene also discuss their diversity. Of the participating organizations, 66% stated that at least half their workforce was female, and 19.5% of the organizations had at least half their workforce comprised of underrepresented minorities.

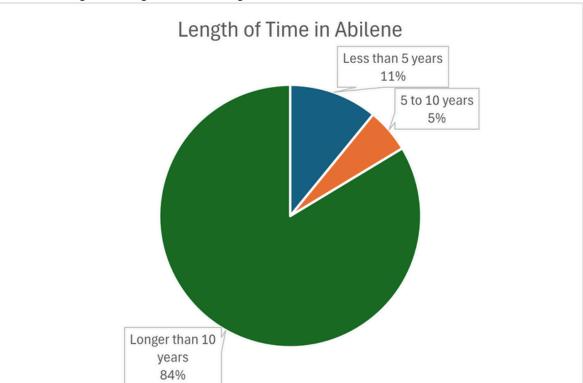


Figure 5: Organizations Length of Time in Abilene

Figure 6: Ownership by Veteran, Female, and Minority

5% VETERAN OWNED

23% FEMALE OWNED

5% MINORITY OWNED

Most organizations plan to increase or not change the size of their workforce during the next year. Approximately 83.6% of the organizations expect less than 25% of their workforce to retire in the next five years.

Figure 7: Plans to Change in Workforce Size in next 12 Months

Plans to Change Workforce Over Next 12 Months

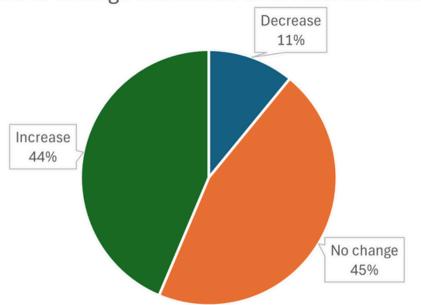
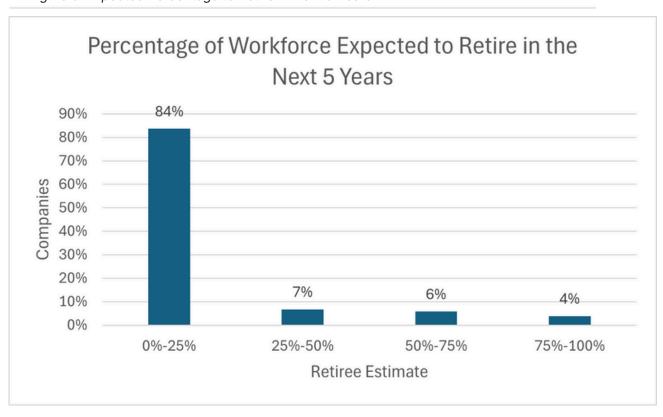


Figure 8: Expected Percentage to Retire in Next 5 Years



The previous 12-month period showed a variety of changes in workforce size in the various sectors. Looking forward to the next year, there appears to be mostly no change or growth; however, some sectors anticipate a decrease in their workforce size.

Table 1: Percent Change in Workforce in Last 12 Months

Sectors	Average	Min	Max
Accommodation and Food Service	17%	-6%	96%
Arts, Culture, and Educational Services	2%	-2%	12%
Construction	28%	0%	100%
Finance and Insurance	-12%	-200%	100%
Health Care and Social Assistance	-2%	-50%	25%
Information	-24%	-88%	0%
Manufacturing	7%	-17%	29%
Other	8%	-6%	38%
Professional, Scientific, and Technical Services	9%	-20%	50%
Real Estate and Rental Leasing	9%	0%	60%
Wholesale & Retail Trade	17%	-67%	100%

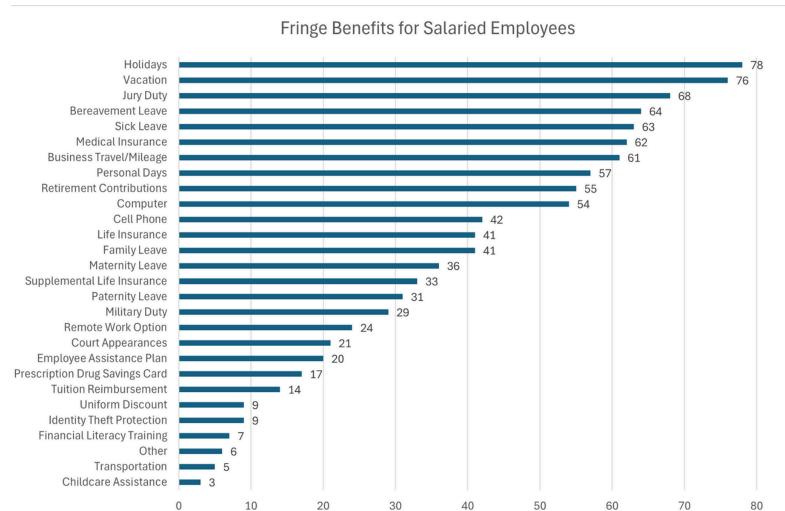
Table 2: Percent of Predicted Workforce Change in Next 12 Months

Sector	Change Over Next	t 12	
	Decrease	No Change	Increase
Accommodation and Food Service	0.00%	90.00%	10.00%
Arts, Culture, and Educational Services	10.00%	30.00%	60.00%
Construction	16.67%	33.33%	50.00%
Finance and Insurance	12.50%	62.50%	25.00%
Health Care and Social Assistance	4.76%	42.86%	52.38%
Information	20.00%	20.00%	60.00%
Manufacturing	0.00%	60.00%	40.00%
Other	11.11%	44.44%	44.44%
Professional, Scientific, and Technical Services	7.14%	35.71%	57.14%
Real Estate and Rental Leasing	14.29%	57.14%	28.57%
Wholesale & Retail Trade	26.67%	33.33%	40.00%
Overall	10.91%	45.45%	43.64%

FRINGE BENEFITS



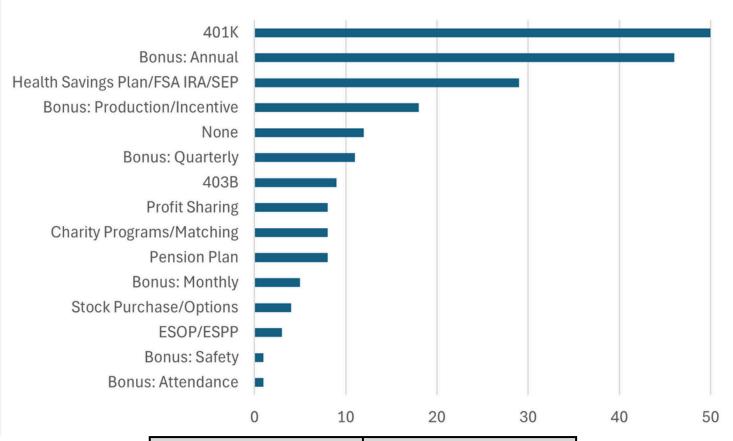
Figure 9: Count of Organizations' Specific Fringe Benefits for Salaried Employees



Benefit	Number of Organizations	Percentage of Organizations
Holidays	78	70.91%
Vacation	76	69.09%
Jury Duty	68	61.82%
Bereavement Leave	64	58.18%
Sick Leave	63	57.27%
Medical Insurance	62	56.36%
Business Travel	61	55.45%

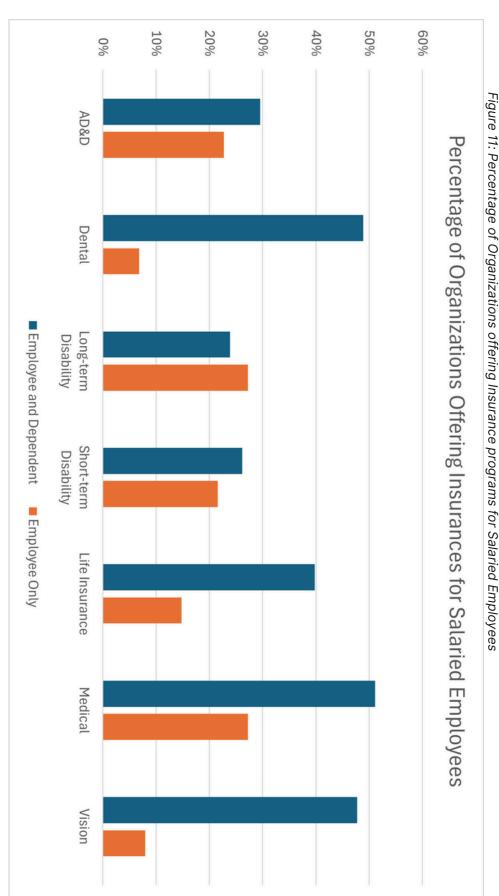
Figure 10: Count of Organizations Offering Specific Financial Incentives for Salaried Employees

Organizations Offering Financial Incentives for Salaried Employees



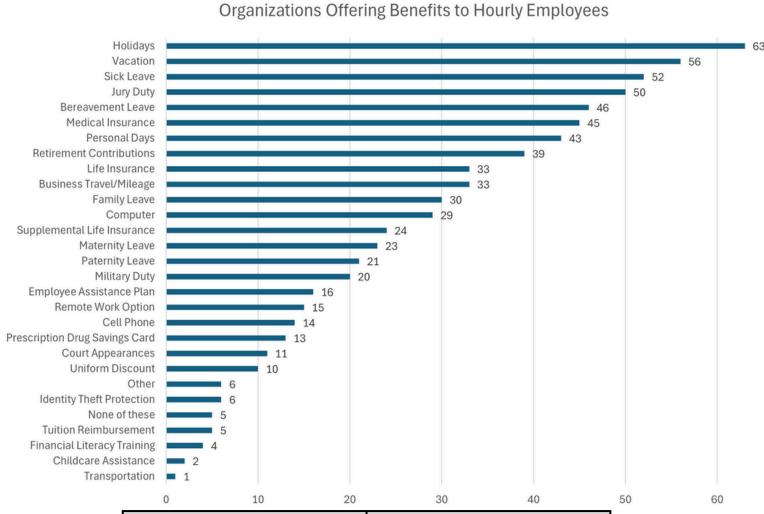
Incentive	Percentage of Organizations
401K	45.45%
Bonus: Annual	41.82&
Health Savings Plan/FSA IRA/SEP	26.36%
Bonus: Production/Incentive	16.36%
None	10.91%
Bonus: Quarterly	10%
403B	8.18%

Figure 11: Descentage of Organizations offering Insurance programs for Salaried



Hourly Employees

Figure 12: Count of Organizations Offering Specific Fringe Benefits for Hourly Employees

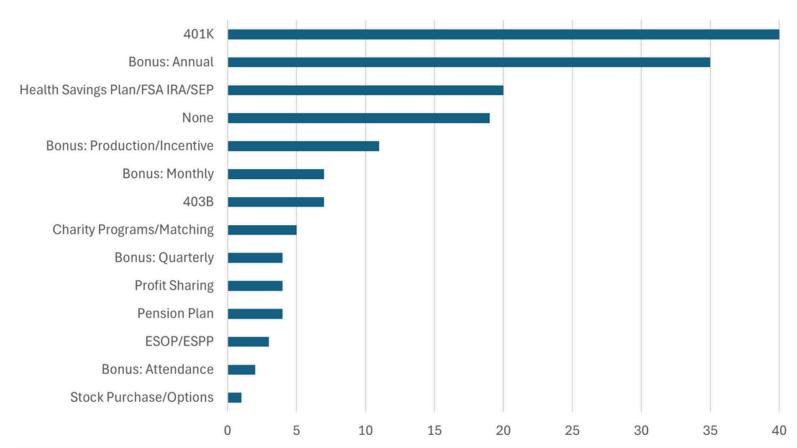


Benefits	Percentage of Businesses
Holidays	57.27%
Vacation	50.91%
Sick leave	47.27%
Jury Duty	45.45%
Bereavement Leave	41.82%
Medical Insurance	40.91%
Personal Days	39.09%

Hourly Employees

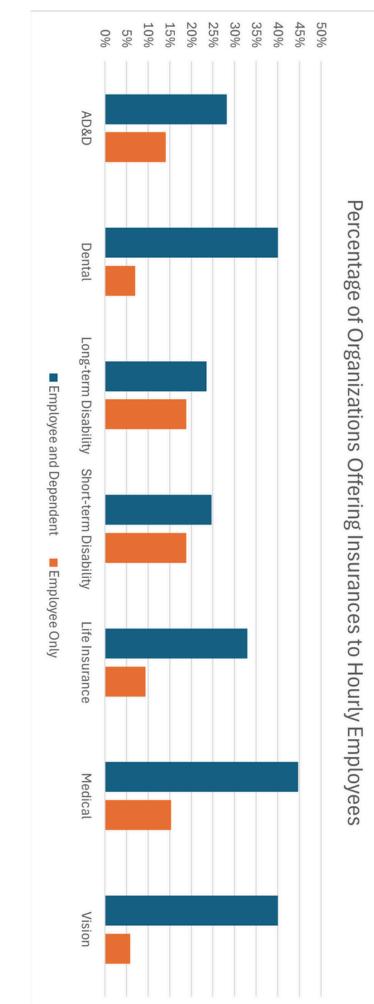
Figure 13: Count of Organizations Offering Specific Financial Incentives for Hourly Employees

Financial Incentive for Hourly Employees



Incentive	Percentage of Organizations
401K	36.36%
Bonus: Annual	31.82%
Health Savings Plan/FSA IRA/SEP	18.18%
None	17.27%
Bonus: Production/Incentive	10%
Bonus: Monthly	6.36%
403B	6.36%

Figure 14: Percentage of organizations offering Insurance Programs for Hourly Employees



WAGES



							Leadership	Executive and								Туре	
																е	ı
Research & Development	Quality Management	Sales (without marketing)	Marketing (without sales)	Marketing/Sales (If Combined)	Manufacturing/Production	Human Resources	Engineering	Division Head	Controller (if not top finance sexecutive)	Administration	Vice President of Financial Services	Information Systems / Chief Sy	Chief Financial Officer	Executive Vice President / Schief Operating Officer	CEO/President	Position Litle	7 F: F: F: F: F: F: F: F: F: F: F: F: F:
Salary (≥80%)	Salary (50%-80%)	Hourly (50%-80%)	Salary (≥80%)	Salary (50%-80%)	Salary (≥80%)	Salary (≥80%)	Salary (50%-80%)	Salary (≥80%)	Salary (≥80%)	Salary (≥80%)	Salary (≥80%)	Salary (≥80%)	Salary (≥80%)	Salary (≥80%)	Salary (≥80%)	Payment Structure	Common
₩	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	,	
71,128	82,254	66,473	57,091	58,312	64,806	69,923	91,886	67,101	107,281	59,544	83,400	143,468	171,955	115,769	182,659	Average	
↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	25th	Ė
64,878	82,254	45,679	42,000	40,531	59,709	56,500	81,628	59,375	77,500	37,505	70,000	63,750	80,000	85,000	73,750	25th Percentile	Base
₩	↔	↔	₩	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	7	Base Salary
65,000	82,254	52,358	55,000	59,500	71,167	67,000	90,755	65,400	100,000	54,025	75,000	93,000	100,000	100,000	127,500	Median	
↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	75tr	•
71,250	82,254	70,500	65,000	75,750	73,084	76,616	101,579	83,532	129,545	66,250	90,000	166,888	160,000	127,500	186,250	75th Percentile	
50%	50%	67%	7%	80%	50%	38%	33%	33%	42%	50%	14%	33%	63%	45%	44%	% Paying	Other
\$ 5,200	Unclear	\$ 16,000	\$ 2,000	\$ 30,000	\$ 5,200	\$ 5,700	\$ 10,000	\$ 5,000	\$ 30,000	\$ 10,000	\$ 4,000	\$ 68,000	\$ 10,000	\$ 19,650	\$ 17,300	(if paid) Median	Other Compensation

72,837	\$	\$ 57,354		7	66,598	\$	Salary (≥80%)	Payroll Supervisor	
48,470	↔	\$ 40,000		\$	37,809	↔	Hourly (50%-80%)	Payroll Clerk	
86,464	↔	\$ 70,000		\$ 6	75,133	↔	Salary (≥80%)	General Accounting Manager	
78,750	↔	\$ 63,271		\$ 4	63,436	↔	Salary (≥80%)	Financial Analyst	
128,522	↔	\$ 107,500		\$ 8	103,522	↔	Salary (≥80%)	Corporate Controller	
71,882	↔	\$ 42,000		\$	48,254	↔	Salary (50%-80%)	Billing Manager	Accounting
38,800	\$	\$ 35,600			37,200	₩	Hourly (50%-80%)	Administrative & Marketing Assistant	Finance and
92,173	\$	\$ 85,800		\$ 6	110,804	↔	Salary (≥80%)	Accounting Department Supervisor	
50,500	\$	\$ 41,430		\$	45,646	\$	Hourly (50%-80%)	Accounting Clerk	
78,296	↔	\$ 60,471		\$ 4	65,012	↔	Salary (50%-80%)	Accountant, Senior	
60,916	\$	\$ 56,826		\$ 4	50,940	\$	Salary (≥80%)	Accountant	
Percentile % Paying	75th F	Median	rcentile	25th Pei	Average		Structure		- ype
		Salary	Base				Common Paymen	Docition Title	T
		75th Percentile 60,916 78,296 50,500 92,173 38,800 71,882 128,522 78,750 86,464 48,470 72,837	adian 75th Percentile 56,826 \$ 60,916 60,471 \$ 78,296 41,430 \$ 50,500 85,800 \$ 92,173 35,600 \$ 38,800 42,000 \$ 71,882 07,500 \$ 128,522 63,271 \$ 78,750 70,000 \$ 86,464 40,000 \$ 48,470 57,354 \$ 72,837	Median 75th Percentile \$ 56,826 \$ 60,916 \$ 60,471 \$ 78,296 \$ 41,430 \$ 50,500 \$ 85,800 \$ 92,173 \$ 35,600 \$ 38,800 \$ 107,500 \$ 71,882 \$ 63,271 \$ 78,750 \$ 70,000 \$ 86,464 \$ 40,000 \$ 48,470 \$ 57,354 \$ 72,837	Base Salary 5th Percentile Median 75th Percentile 44,340 \$ 56,826 \$ 60,916 44,000 \$ 60,471 \$ 78,296 37,600 \$ 41,430 \$ 50,500 67,742 \$ 85,800 \$ 92,173 34,800 \$ 35,600 \$ 38,800 82,500 \$ 107,500 \$ 71,882 47,957 \$ 63,271 \$ 86,464 33,500 \$ 40,000 \$ 48,470 42,000 \$ 57,354 \$ 72,837	Base Salary Average 25th Percentile Median 75th Percentile 50,940 \$ 44,340 \$ 56,826 \$ 60,916 65,012 \$ 44,000 \$ 60,471 \$ 78,296 45,646 \$ 37,600 \$ 41,430 \$ 50,500 110,804 \$ 67,742 \$ 85,800 \$ 92,173 37,200 \$ 34,800 \$ 35,600 \$ 38,800 48,254 \$ 38,500 \$ 42,000 \$ 71,882 103,522 \$ 82,500 \$ 63,271 \$ 78,750 63,436 \$ 47,957 \$ 63,271 \$ 86,464 37,809 \$ 33,500 \$ 40,000 \$ 48,470 66,598 \$ 42,000 \$ 57,354 \$ 72,837	Base Salary Average 25th Percentile Median 75th Percentile \$ 50,940 \$ 44,340 \$ 56,826 \$ 60,916 \$ 65,012 \$ 44,000 \$ 60,471 \$ 78,296 \$ 45,646 \$ 37,600 \$ 41,430 \$ 50,500 \$ 110,804 \$ 67,742 \$ 85,800 \$ 50,500 \$ 37,200 \$ 34,800 \$ 35,600 \$ 38,800 \$ 48,254 \$ 38,500 \$ 42,000 \$ 71,882 \$ 63,436 \$ 47,957 \$ 63,271 \$ 78,750 \$ 37,809 \$ 33,500 \$ 40,000 \$ 48,470 \$ 66,598 \$ 42,000 \$ 57,354 \$ 72,837	yment Base Salary ire Average 25th Percentile Median 75th Percentile 50%) \$ 50,940 \$ 44,340 \$ 56,826 \$ 60,916 50%) \$ 65,012 \$ 44,000 \$ 60,471 \$ 78,296 30%) \$ 45,646 \$ 37,600 \$ 41,430 \$ 50,500 30%) \$ 110,804 \$ 67,742 \$ 85,800 \$ 92,173 30%) \$ 37,200 \$ 34,800 \$ 35,600 \$ 38,800 (0%) \$ 48,254 \$ 38,500 \$ 42,000 \$ 71,882 (0%) \$ 103,522 \$ 82,500 \$ 107,500 \$ 71,882 (0%) \$ 63,436 \$ 47,957 \$ 63,271 \$ 78,750 \$ 63,436 \$ 47,957 \$ 70,000 \$ 86,464 \$ 30%) \$ 37,809 \$ 33,500 \$ 40,000 \$ 48,470 \$ 66,598 \$ 42,000 \$ 57,354 \$ 72,837	Common Payment Base Salary Structure Average 25th Percentile Median 75th Percentile Salary (280%) \$ 50,940 \$ 44,340 \$ 56,826 \$ 60,916 Salary (50%-80%) \$ 65,012 \$ 44,000 \$ 60,471 \$ 78,296 Hourly (50%-80%) \$ 45,646 \$ 37,600 \$ 41,430 \$ 50,500 Salary (280%) \$ 110,804 \$ 67,742 \$ 85,800 \$ 92,173 Hourly (50%-80%) \$ 37,200 \$ 34,800 \$ 35,600 \$ 38,800 Salary (280%) \$ 48,254 \$ 38,500 \$ 107,500 \$ 71,882 Salary (280%) \$ 103,522 \$ 82,500 \$ 107,500 \$ 78,750 Salary (280%) \$ 63,436 \$ 47,957 \$ 63,271 \$ 78,750 Salary (280%) \$ 75,133 \$ 66,500 \$ 40,000 \$ 86,464 Hourly (50%-80%) \$ 37,809 \$ 33,500 \$ 63,271 \$ 72,837

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Training Manager	Safety Manager	Safety Coordinator	Recruiter	Human Resources Generalist	Human Resources Assistant	Human Resources Assistant	Human Resources Manager	Director of Human Resources	Compensation/Benefits Administrator	Position little	7
Salary (≥80%)	Salary (≥80%)	Salary (50%-80%)	Salary (≥80%)	Salary (50%-80%)	Salary (≥80%)	Hourly (50%-80%)	Salary (≥80%)	Salary (≥80%)	Salary (50%-80%)	Structure	Common
\$	↔	↔	↔	↔	↔	↔	↔	↔	↔	Α	
101,105	76,404	54,116	55,552	53,803	41,542	44,798	60,651	90,419	64,492	Average	
↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	25th	
71,427	75,702	48,000	57,000	50,605	38,071	40,500	50,000	75,000	55,930	25th Percentile	Base
↔	↔	↔	↔	↔	↔	↔	↔	↔	↔		Base Salary
72,100	76,404	56,000	57,100	52,460	41,542	44,860	63,000	90,000	61,859	Median	У
↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	75t/	
110,000	77,106	64,580	58,000	59,099	45,014	47,500	65,000	100,000	74,150	75th Percentile	
20	33%	0	20%	25%	0	0	33%	31	0	% Paying	Otl
20% \$	% \$	0%)%	\$	0% \$	0% \$	% \$	31% \$	0% \$		her Co
27,200	5,200	1	Unclear	5,200	-	-	9,000	10,000	1	(if paid) Median	Other Compensation

				Services and Legal	Adminstrative					- y Da	Topo
Team Leader	Switchboard Operator	Staff Attorney	Secretary/ Administrative Assistant	Paralegal	Operations Manager	Office Supervisor/ Administrator	Mail Clerk	Data Entry Operator	Clerk	r OsitiOII i Itie	Docition Title
Salary (≥80%)	Salary (≥80%)	Salary (≥80%)	Salary (≥80%)	Salary (50%-80%)	Salary (≥80%)	Salary (50%-80%)	Hourly (50%-80%)	Salary (≥80%)	Hourly (50%-80%)	Structure	Common Payment
\$ 55,500	\$ 30,412	\$ 124,801	\$ 34,854	\$ 53,275	\$ 81,644	\$ 48,336	\$ 30,623	\$ 26,275	\$ 41,600	Average	
\$ 53,250	\$ 30,080	\$ 64,000	\$ 30,350 \$	\$ 47,445	\$ 49,500	\$ 39,830 \$	\$ 17,595	\$ 17,630	\$ 36,000	25th Percentile	Bas
\$ 55,500	\$ 30,160	\$ 75,000	\$ 35,000	\$ 48,000	\$ 53,000	\$ 50,906	\$ 35,173	\$ 31,750	\$ 45,000	Median	Base Salary
\$ 57,750	\$ 30,618	\$ 135,298	\$ 41,081	\$ 59,000	\$ 99,466	\$ 62,500	\$ 45,926	\$ 40,395	\$ 47,000	75th Percentile	
0%	0%	50%	50% \$	25%	0%	29% \$	100%	0% \$	0% \$	% Paying	Othe
+	\$	\$ 60,750	\$ 17,850	\$ 43,500	\$	\$ 37,000	Unclear	\$	\$	(if paid) Median	Other Compensation

Туре	Position Title	Common Payment Structure	Average	Base 25th Percentile	Base Salary entile Median	75th Percentile		Other Compensation
	Applications Systems Analyst/Programmer	Salary (≥80%)	\$ 67,706	\$ 60,000	₩	65,960	65,960 \$ 73,538	\$
	Database Administrator	Salary (≥80%)	\$ 59,243	\$ 52,500	\$	60,000	60,000 \$ 71,673	€
	Help Desk Specialist	Salary (50%-80%)	\$ 42,287	\$ 36,651	↔	49,000	49,000 \$ 56,561	↔
Information Systems	Information Systems Manager	Salary (≥80%)	\$ 96,321	\$ 53,250	↔	91,334	91,334 \$ 107,450	↔
	Network Administrator	Salary (50%-80%)	\$ 55,061	\$ 43,327	\$	63,755	63,755 \$ 72,500	\$
	Network/PC Support Technician	Salary (50%-80%)	\$ 45,330	\$ 35,000	↔	48,027	48,027 \$ 63,630	₩
	Web Designer	Salary (50%-80%)	\$ 49,341	\$ 42,500	↔	60,000	60,000 \$ 61,512	↔

	Material Management and Purchasing Clerk Purchasing	Buyer	Engineer Engineering Supervisor/Manager	Design Engineer	Type Fosition The	
Purchasing Manager Hourly (50%-80%) \$	Hourly (≥80%)	Salary (50%-80%)	Salary (≥80%)	Hourly (≥80%)	Structure	Common Payment
\$ 51,682	\$ 34,420 \$	\$ 48,383	\$ 78,525	\$ 101,202	Average	
\$ 42,000 \$	\$ 34,210	\$ 45,075	\$ 24,000	\$ 95,601 \$	25th Percentile	Bas
\$ 45,000	\$ 34,420	\$ 48,383	\$ 100,000	\$ 101,202	Median	Base Salary
\$ 58,887	\$ 34,630	\$ 51,692	\$ 110,000	\$ 106,802	75th Percentile	
0% \$	0% \$	100% \$	25% \$	0% \$	% Paying	Othe
⇔	₩	\$ 5,200	\$ 31,000	\$	% Paying (if paid) Median	Other Compensation

							and Maintenance	Manufacturing,										1 900	Type
Welder	Warehouse Worker	Shipping & Receiving Supervisor	Shipper/Receiver	Service Manager	Production Supervisor	Material Handler	Manufacturing Manager	Maintenance Person	Maintenance Mechanic	Maintenance Manager	Machine Operator	Laborer	Groundskeeper	General Labor	Facilities Manager	Electrician	Custodian/Janitor	i OsitiOii i itio	Dosition Title
Hourly (50%-80%)	Hourly (≥80%)	Salary (≥80%)	Hourly (≥80%)	Salary (≥80%)	Salary (50%-80%)	Hourly (≥80%)	Salary (50%-80%)	Hourly (50%-80%)	Hourly (50%-80%)	Salary (≥80%)	Salary (50%-80%)	Hourly (50%-80%)	Hourly (50%-80%)	Hourly (≥80%)	Salary (≥80%)	Hourly (≥80%)	Hourly (≥80%)	Structure	Common Payment
↔	\$	↔	↔	↔	↔	\$	↔	↔	↔	\$	\$	\$	\$	\$	\$	\$	\$	Ave	
41,667	28,540	62,275	34,757	78,667	44,167	29,140	92,000	40,628	57,353	87,344	46,600	32,750	41,447	35,383	66,939	59,501	25,721	Average	
↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	25th P	
37,500	23,750	60,913	33,520	49,000	34,250	27,070	63,000	41,600	58,240	72,016	34,800	24,500	37,170	28,500	54,000	57,250	17,550	25th Percentile	Base
↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	\$	↔	↔	↔	↔	↔	↔	↔		Base Salary
45,000	29,140	62,275	34,300	60,000	37,500	29,140	92,000	48,000	60,000	84,032	48,200	30,500	40,000	31,200	67,500	59,501	33,100	Median	У
↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	75t	
47,500 100%	33,930	63,638	35,537	99,000	56,500	31,210	121,000	50,000	60,000	101,016	60,000	38,750	45,000 100%	41,740	81,774	61,751	35,083	75th Percentile	
100%	0%	50%	0%	33%	33%	0%	100%	100%	100%	67%	100%	100%	100%	100%	20%	0%	100%	% Paying	Oth
↔	↔	↔	↔	↔	↔	↔	↔	↔	↔	₩	↔	↔	↔	↔	↔	↔	↔		er Con
2,750	-	5,200	ı	5,000	1,000	-	20,000	5,000	3,540	10,000	3,540	3,540	5,000	2,080	5,000	-	3,540	(if paid) Median	Other Compensation

		Common	Base Salary				Other Con	Other Compensation
Туре	Position litle	Structure	Average	25th Percentile Median	Median	75th Percentile	% Paying	% Paying (if paid) Median
	Quality Assurance Manager Salary (≥80%)	Salary (≥80%)	\$ 75,851	\$ 66,014	\$ 74,000	\$ 83,837	20%	\$ 5,200
Quality Assurance	Quality Assurance Technician	Hourly (50%-80%)	37,110	\$ 30,750	\$ 36,720	\$ 43,080	0%	+
	Quality Engineer	Salary (≥80%)	\$ 60,000	\$ 60,000	\$ 60,000	000,09 \$	0%	\$
	Construction Worker	Hourly (≥80%)	\$ 48,663	\$ 47,994	\$ 50,000	\$ 50,000	0%	+
	Heavy Equipment Operator Hourly (≥80%)		\$ 50,710	\$ 48,565	\$ 50,710	\$ 52,855	0%	⇔
Transportation	Project Foreman	Hourly (≥80%)	\$ 64,374	\$ 63,437	\$ 64,374	\$ 65,311	0%	€
and Construction	Project Manager	Salary (≥80%)	\$ 59,667	\$ 56,243	\$ 73,091	\$ 75,000	0%	€
	Truck Driver, Heavy	Hourly (≥80%)	\$ 55,000	\$ 55,000	\$ 55,000	\$ 55,000	0%	€
	Vehicle Mechanic	Hourly (≥80%)	\$ 54,090	\$ 49,885	\$ 54,090	\$ 58,295	0%	€

υ .	0%	\$ 65,375	58,750	- S	\$ 53,625	60,333	↔	Unclear	Food Service Manager/Restaurant Manager	
	0%	\$ 29,500	3 21,540	\$1	\$ 3,781	18,087	↔	Hourly (≥80%)	Food Service Worker	Hospitality
\$ -	0%	\$ 68,700	60,000	\$	\$ 53,160	62,174	\$	Salary (50%-80%)	Event Coordinator	
\$ -	0%	\$ 39,047	34,365	0 \$	\$ 29,500	34,182	\$	Hourly (≥80%)	Cashier/Clerk	
\$ 25,000	67%	\$ 43,500	36,000	\$	\$ 16,625	36,937	↔	Salary (50%-80%)	Sales Representative	
\$ 15,000	57%	\$ 94,250	49,000	\$	\$ 36,416	66,451	\$	Salary (50%-80%)	Sales Manager	
\$ 2,200	50%	\$ 53,605	46,500	↔	\$ 41,250	47,312	↔	Salary (≥80%)	Marketing Service Specialist/Coordinator	
\$ 2,000	29%	\$ 109,223	76,000	0 \$	\$ 56,500	86,409	\$	Salary (≥80%)	Marketing Director	
\$ 5,000	20%	\$ 83,500	81,500	∞ ↔	\$ 78,658	80,658	↔	Salary (≥80%)	Market Development Manager (Senior)	Market E Marketing, Sales, and Manager Sales Services (Senior)
\$ 3,630	20%	\$ 60,000	53,460	C \$	\$ 31,300	46,900	\$	Salary (50%-80%)	Graphic Artist	
+	0%	\$ 45,000	42,500	0 \$	\$ 36,370	41,156	↔	Hourly (≥80%)	Customer Service Representative	
\$	0%	\$ 66,420	52,500	0 \$	\$ 37,500	51,420	\$	Salary (50%-80%)	Customer Service Manager	
\$ 6,730	50%	\$ 77,557	3 70,000	0 \$	\$ 63,650	70,805	\$	Salary (50%-80%)	Nurse, Registered (RN)	
\$	0%	\$ 53,413	3 49,980	3	\$ 25,003	35,618	↔	Hourly (≥80%)	Nurse, Licensed Practical (LPN)	Medical, Dental, and Social Services
\$	0%	\$ 36,619	35,298	7 \$	\$ 17,657	24,418	\$	Hourly (≥80%)	Certified Nursing Assistant	Health,
\$ 2,450	17%	\$ 52,600	46,500	3 \$	\$ 36,933	51,104	\$	Salary (50%-80%)	Case Manager	
(if paid) Median	% Paying	75th Percentile	Median	ile	25th Percentile	Average		Structure	r OsitiOII Title	- ypa
Other Compensation	Other		Salary	Base Salary				Common Payment	Docition Title	Topo

RECRUITMENT



The survey included an optional section at the end discussing recruitment. In this section, approximately 40 organizations participated.

Figure 15: Count of Organizations by Labor Type

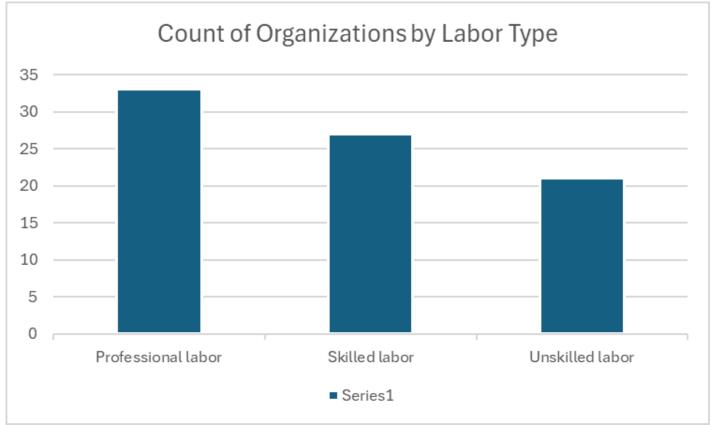


Figure 16: Sources for Recruiting Employees

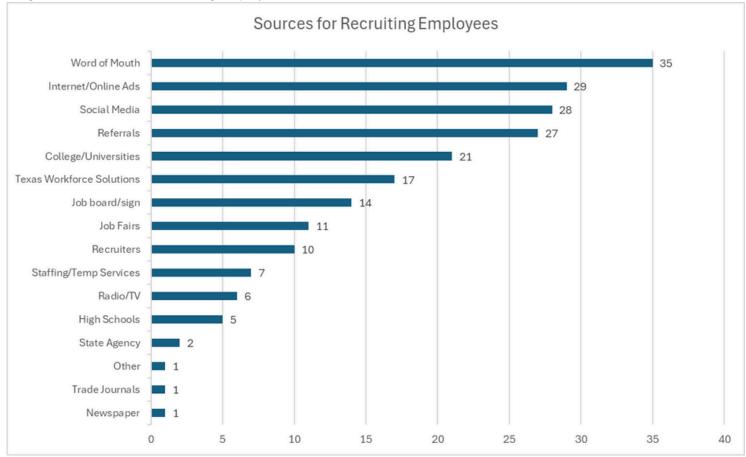


Figure 17: Employee Recruitment by Labor Type

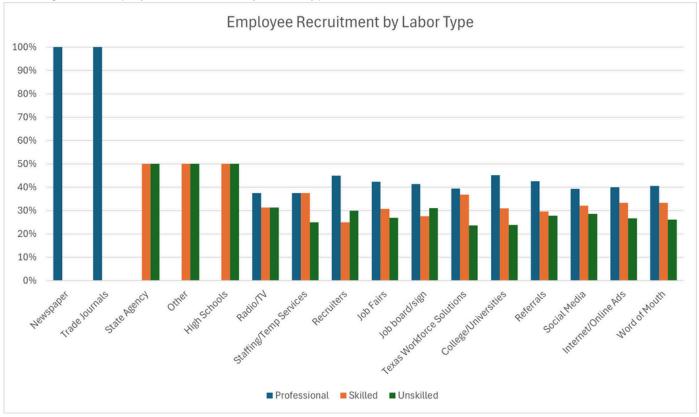


Table 4: Geographic Locations for Recruitment

Region	Unskilled	Skilled	Professional	Total
Taylor County	21	24	28	73
Other Big Country Counties	11	12	19	42
Other Outside of Texas	1	3	7	11
Other Texas	1	7	11	19
San Angelo Area	2	3	10	15
Dallas/Fort Worth Area	0	6	11	17
Lubbock area	0	5	11	16
Midland/Odessa Area	0	2	9	11
Austin/San Antonio Area	0	1	6	7

Table 5: Difficulty in Recruiting Employees

Difficulty	Unskilled	Skilled	Professional
Not Difficult	33%	4%	4%
Moderately Difficult	57%	64%	54%
Very Difficult	10%	32%	43%

Table 6: Compensation Change in Last Year

Compensation Change	Unskilled	Skilled	Professional
Not Changed	5%	4%	10%
Minor Increase	38%	42%	41%
Significant Increase	57%	54%	48%

Table 7: Tests And Checks for Employment

Test or Check	Count
None of these	8
Drug testing: Return-to-Work Drug Testing: Suspicion/Cause Nicotine Check	10
Post accident drug testing	10
Skills Assessment	10
Random drug testing	11
Pre-employment drug testing	17
Pre-employment driver's license check	18
Pre-employment criminal background check	31

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