

# Labor Market Information: Let the Data Work for You

## Business Success Symposium Wytheville Meeting Center, VA

September 9, 2025

---

Mario Camardella, CEcD

Economic Information & Analytics

[LMI@VirginiaWorks.gov](mailto:LMI@VirginiaWorks.gov)

# Introduction

## 01. Introduction

Labor Market Information (LMI), what it means and how it can be useful to your business.

## 03. LMI Applications

Interpreting LMI  
Review of workforce area breakdown by industry, occupations, and wages

## 02. Demographics

Basic population statistics  
Characteristics of WF area

## 04. Industry

Leading Industries  
Largest Employers  
Trend Analysis

## 05. LMI Value Summary

Economic Analysis  
Industry Size & Geography  
Occupational Employment  
Wage Estimates

# LMI Applications

**Career Guidance:** Assist students, job seekers, and educators align with in demand career paths.

**Industry Insights:** Identify key industries and top employers to make informed labor market decisions.

**Workforce Analysis:** Understand occupational makeup for regional gap analysis and develop a long-term strategy.

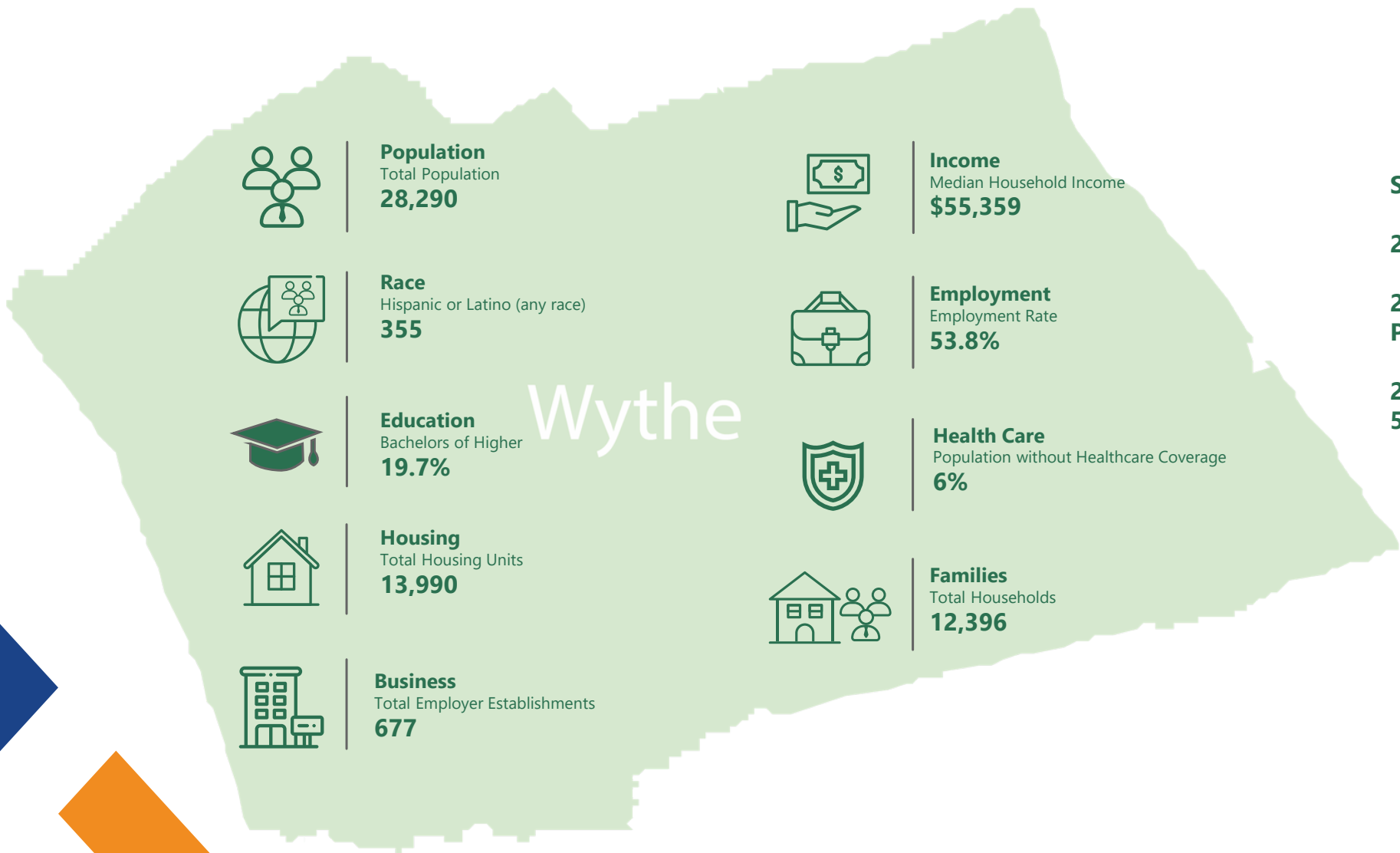
**Wage Data:** Compare occupational wages by industry for recruiting, retention, & cost planning.

**Economic Development:** Inform policy, planning, and investment with regional labor trends.



# Demographics – Wythe County, VA

Use All Sources!



Sources:

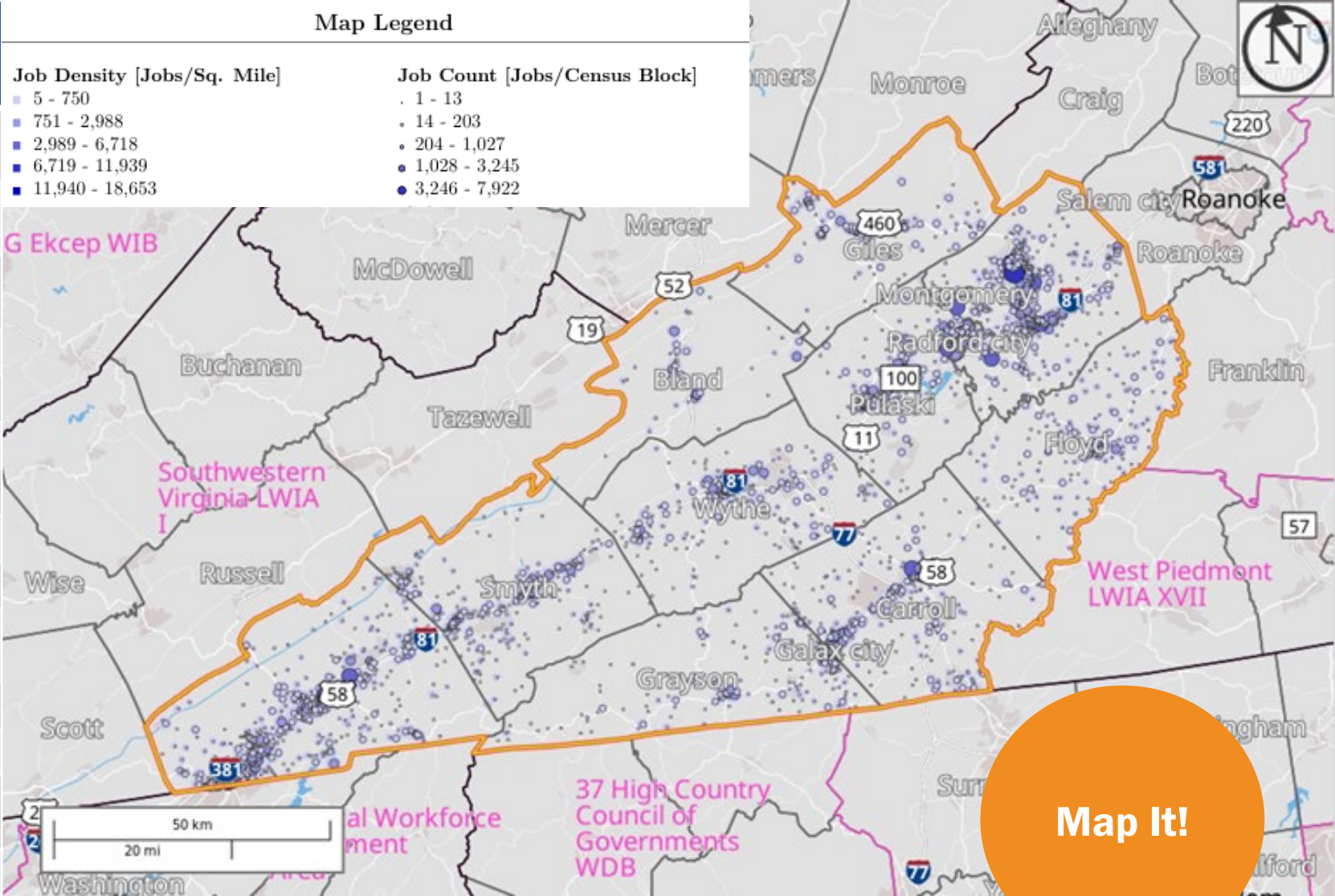
2020 Decennial Census

2021 Economic Surveys Business Patterns

2023 American Community Survey 5-year Estimates

New River / Mt. Rogers (LWIA II) Covered Establishments, Employment, and Wages 4Q2024

|                        | Establishments    | Employment          | Average weekly wages |
|------------------------|-------------------|---------------------|----------------------|
| United States          | 12,265,395        | 156,202,874         | \$1,507.00           |
| Virginia<br>(% of US)  | 320,884<br>(2.6%) | 4,142,634<br>(2.7%) | \$1,546.00<br>(103%) |
| Region II<br>(% of VA) | 10,953<br>(3.4%)  | 150,611<br>(3.6%)   | \$966.93<br>(62.5%)  |
| Bland                  | 144               | 1,993               | \$1,292.00           |
| Carroll                | 661               | 5,854               | \$816.00             |
| Floyd                  | 531               | 3,821               | \$849.00             |
| Giles                  | 453               | 5,134               | \$1,061.00           |
| Grayson                | 357               | 3,368               | \$767.00             |
| Greene                 | 546               | 3,975               | \$876.00             |
| Montgomery             | 2,645             | 44,389              | \$1,224.00           |
| Pulaski                | 889               | 15,389              | \$1,056.00           |
| Smyth                  | 806               | 11,493              | \$974.00             |
| Washington             | 1,606             | 20,655              | \$963.00             |
| Wythe                  | 927               | 11,699              | \$922.00             |
| Bristol City           | 617               | 10,799              | \$954.00             |
| Galax City             | 401               | 5,690               | \$809.00             |
| Radford City           | 370               | 6,352               | \$974.00             |



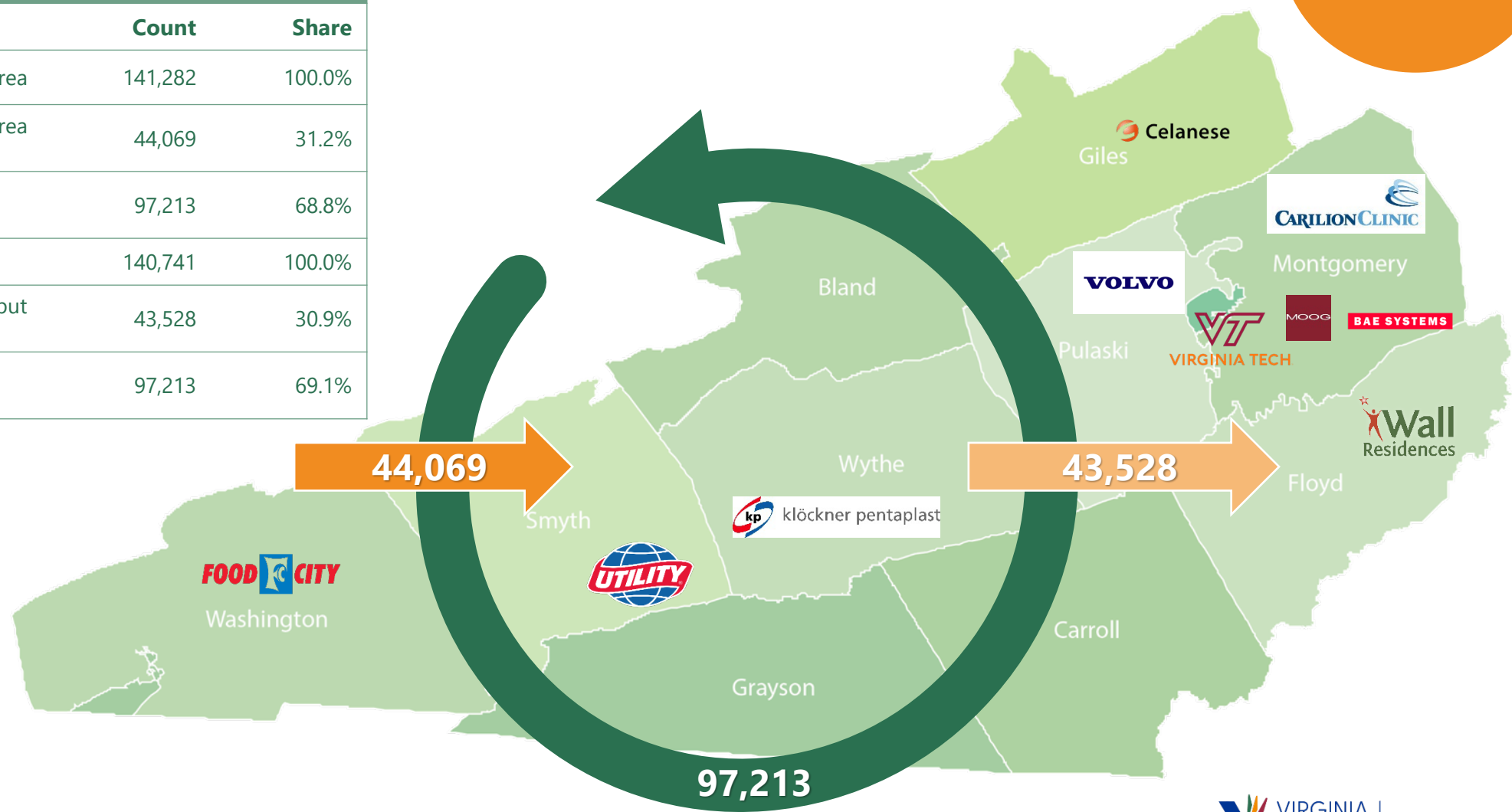
Source: Virginia Works analysis of Bureau of Labor Statistics data & US Census On-the-Map



# New River / Mt. Rogers (LWIA II) - Commuting Overview

Show  
Action!

| Inflow/Outflow Counts of All jobs for Selection Area 2022 |         |        |
|-----------------------------------------------------------|---------|--------|
| Worker Totals and Flows                                   | Count   | Share  |
| Employed in the selection area                            | 141,282 | 100.0% |
| Employed in the selection area but living outside         | 44,069  | 31.2%  |
| Employed and living in the selection area                 | 97,213  | 68.8%  |
| Living in the selection area                              | 140,741 | 100.0% |
| Living in the selection area but employed outside         | 43,528  | 30.9%  |
| Living and employed in the Selection Area                 | 97,213  | 69.1%  |

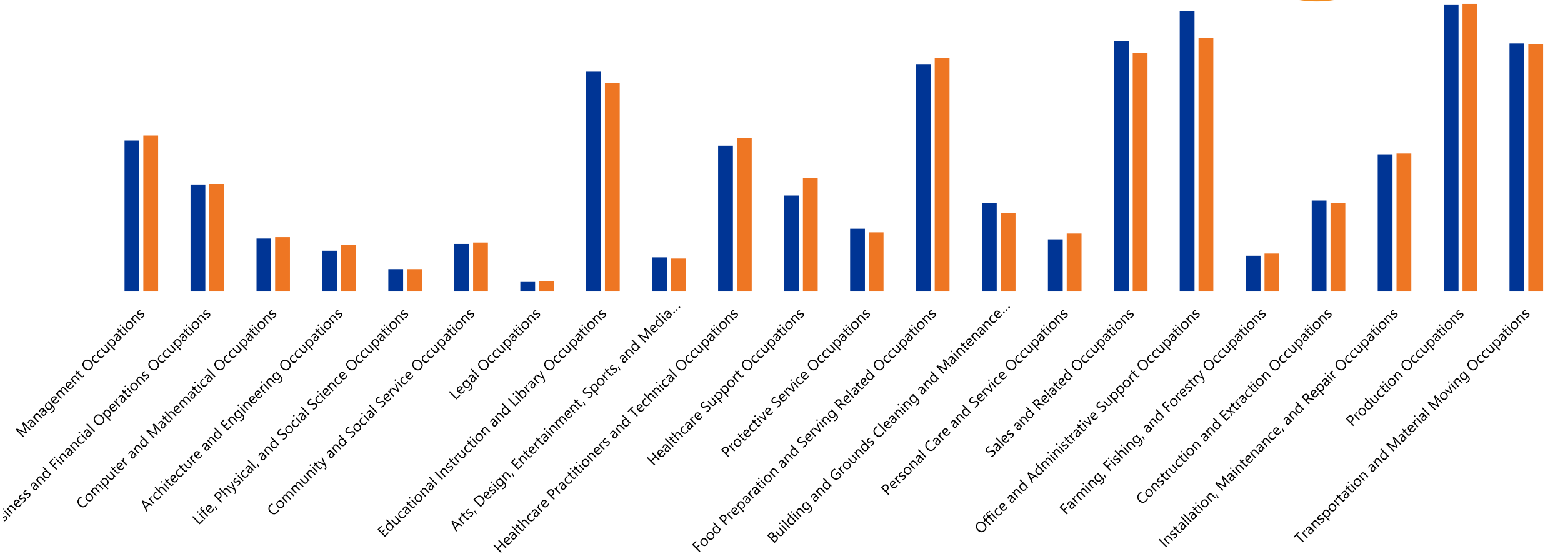


# New River / Mt. Rogers (LWIA II) Employment Projections, 2022 v. 2032

Occupational employment projections are available for 2-year & 10-year projections.

Track Time Series!

2022 2032

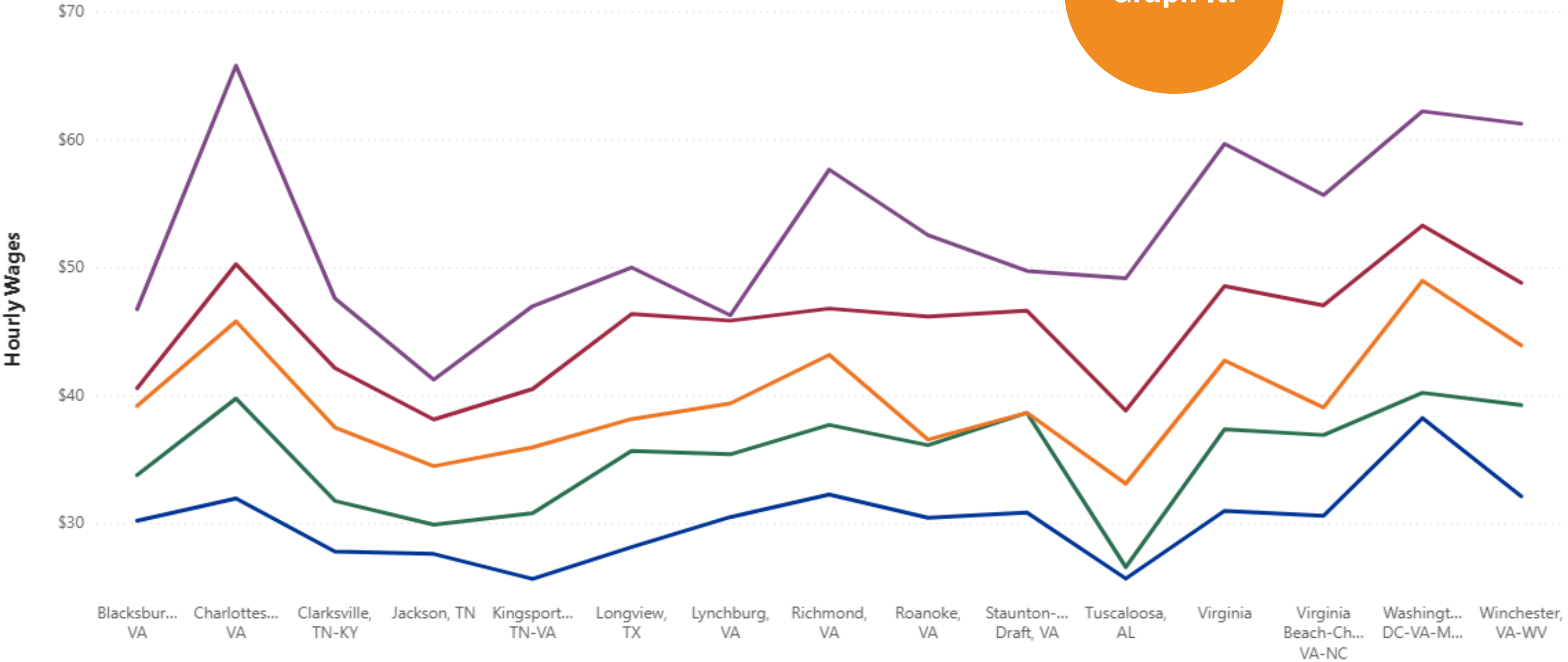


Source: Virginia Works analysis of Bureau of Labor Occupational Projections

# MSA Wage Comparison – Registered Nurses

Hourly Wages by Percentile and Area

10th Percentile 25th Percentile Median 75th Percentile 90th Percentile

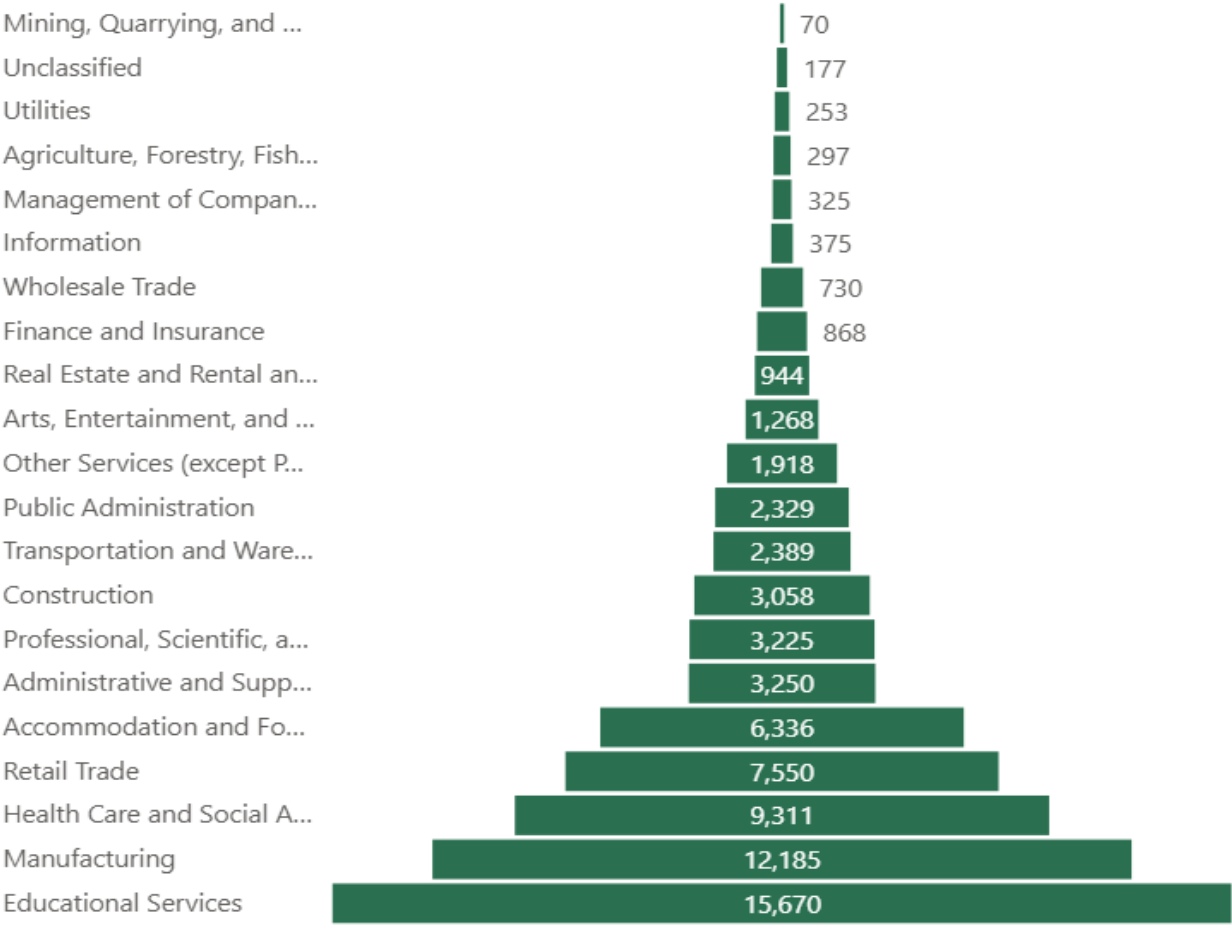


Graph It!

Source: Virginia Works analysis of BLS OEWS data using Microsoft PowerBI

# Regional Employment by Industry and Corresponding Employers

## Employment by Industry Sector (2-Digit NAICS)



## Top 50 Employers (QCEW 2024Q3)

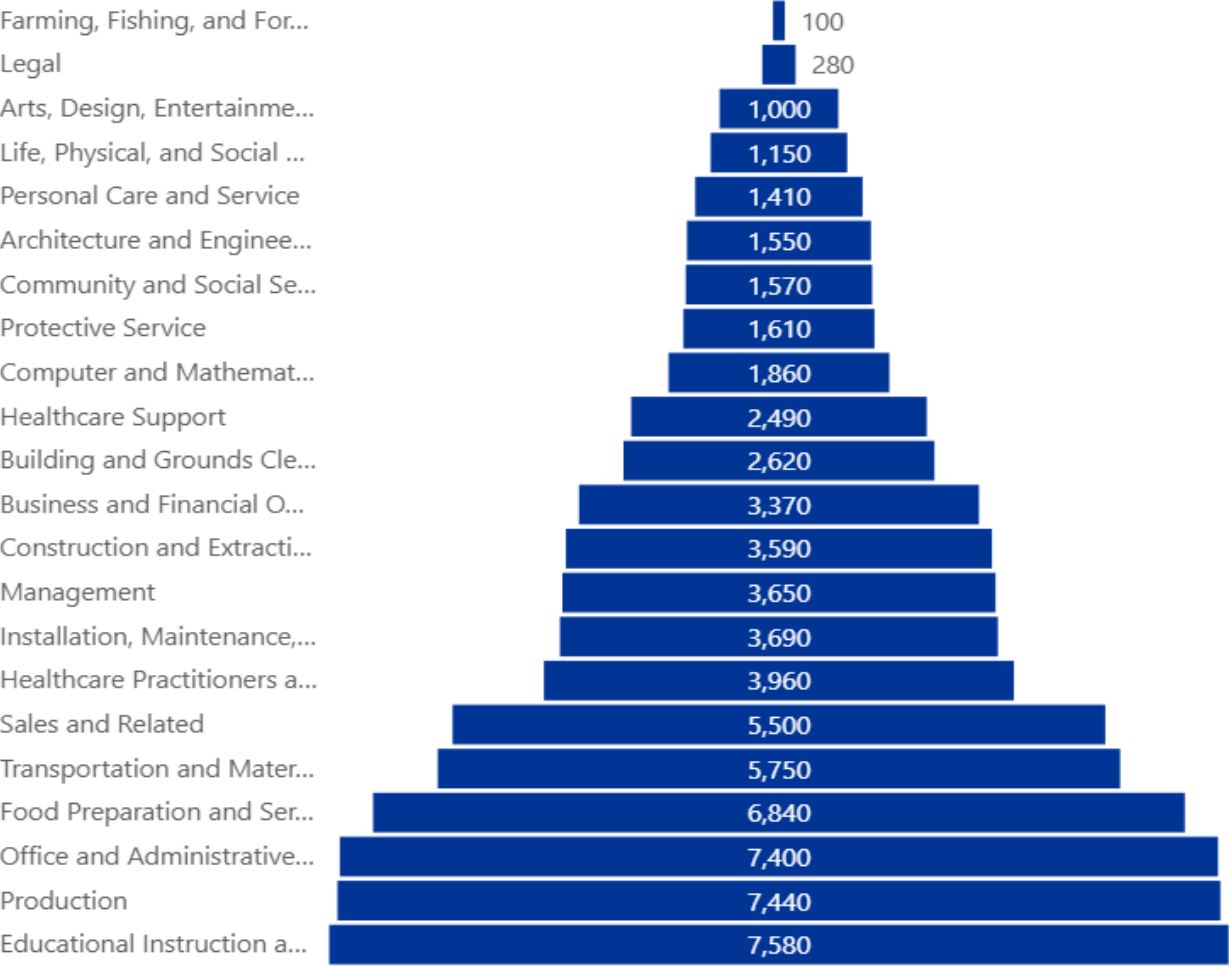
| Employer Name                                       | Rank | Industry Sub-Sector (3-digit NAICS)                          |
|-----------------------------------------------------|------|--------------------------------------------------------------|
| Wail Residences                                     | 24   | Nursing and Residential Care Facilities                      |
| Town of Christiansburg                              | 23   | Executive, Legislative, and Other General Government Support |
| Food Lion                                           | 22   | Food and Beverage Stores                                     |
| Shelor Motor Mile Inc                               | 21   | Motor Vehicle and Parts Dealers                              |
| Precision Pipeline LLC                              | 20   | Heavy and Civil Engineering Construction                     |
| Giles County School Board                           | 19   | Educational Services                                         |
| Lexington Rowe Furniture Inc                        | 18   | Furniture and Related Product Manufacturing                  |
| Giles Memorial Hospital                             | 17   | Hospitals                                                    |
| County of Montgomery                                | 16   | Executive, Legislative, and Other General Government Support |
| Town of Blacksburg                                  | 15   | Executive, Legislative, and Other General Government Support |
| Kroger                                              | 14   | Food and Beverage Stores                                     |
| Celanese Acetate                                    | 13   | Chemical Manufacturing                                       |
| Kollmorgen Corporation                              | 12   | Electrical Equipment, Appliance, and Component Manufacturing |
| New River Valley Community Services                 | 11   | Social Assistance                                            |
| Pulaski County School Board                         | 10   | Educational Services                                         |
| Moog Inc                                            | 9    | Electrical Equipment, Appliance, and Component Manufacturing |
| Bae Systems Ordnance Systems                        | 8    | Chemical Manufacturing                                       |
| HCA Virginia Health System                          | 7    | Hospitals                                                    |
| Wal Mart                                            | 6    | General Merchandise Retailers                                |
| Carilion New River Valley Medical Center            | 5    | Hospitals                                                    |
| Radford University                                  | 4    | Educational Services                                         |
| Montgomery County School Board                      | 3    | Educational Services                                         |
| Volvo Group North America Inc                       | 2    | Transportation Equipment Manufacturing                       |
| Virginia Polytechnic Institute and State University | 1    | Educational Services                                         |

## Area

|                                |                                      |           |                     |                                          |                                          |
|--------------------------------|--------------------------------------|-----------|---------------------|------------------------------------------|------------------------------------------|
| Blacksburg-Christiansburg-R... | Harrisonburg                         | Lynchburg | Roanoke             | Virginia                                 | Washington-Arlington-Alexa...<br>VA part |
| Charlottesville                | Kingsport-Bristol-Bristol VA<br>part | Richmond  | Staunton-Waynesboro | Virginia<br>Beach-Norfolk-Newport New... | Winchester VA part                       |

# Major Occupations and Wages

## Employment by Major Occupation Group



## Median Hourly Wages by Major Occupation Group



### Area

|                                      |                          |                    |                  |
|--------------------------------------|--------------------------|--------------------|------------------|
| Blacksburg-Christiansburg-Radford... | Charlottesville, VA      | Clarksville, TN-KY | Harrisonburg, VA |
| Jackson, TN                          | Kingsport-Bristol, TN-VA | Longview, TX       | Lynchburg, VA    |



## **Comprehensive Employment & Wage Data By Industry & Location**

- Useful for understanding regional economic conditions & benchmarking against competitors.



## **Detailed Wage Data By Occupation & Geographic Area**

- Prepare salary analysis, estimate budgeting, & target recruitment locations.



## **Annual Planning Process & Strategic Decision-making**

- Helpful in workforce planning, site location decisions, & expansion projections.
- Follow regular employment & earnings data by industry sectors.
- Track occupational growth projections, employment trends, wage inflation, industry movement.

## Virginia Works - Economic Information & Analytics Division

- [Data Download Center](#) and [Press Releases / Reports](#)

## Bureau of Labor Statistics – Federal-State Cooperative Programs

- [Occupational Employment & Wages Statistics](#) (OEWS) - annual estimates of employment and wages for over 800 occupations in 22 major occupational groups based on a survey of business establishments covering wage and salary workers in nonfarm and nonmilitary establishments and does not include the self-employed, owners and partners in unincorporated firms, household workers, or unpaid family workers.
- [Quarterly Census of Employment & Wages](#) (QCEW) – detailed employment & wages data reported by employers covering 95% of US jobs. Monthly & quarterly counts of workers covered by unemployment insurance programs. Provides total payroll & average wages paid. Categorized by industry and available for localities.

[U.S. Bureau of Economic Analysis \(BEA\)](#) – Official statistics of the economy, GDP, income, etc.

[O\\*NET OnLine](#) – comprehensive resource for finding and learning about occupations.

[FRED Federal Reserve Economic Data \(St. Louis Fed\)](#) – Comprehensive resource



**Thank you!**

Labor Market Information Requests:  
[LMI@VirginiaWorks.gov](mailto:LMI@VirginiaWorks.gov)