

2017 Annual Summary of Quarterly Census of Employment and Wages

Introduction

South Dakota's Quarterly Census of Employment and Wages publication displays information about workers covered by South Dakota Unemployment Insurance law and the Unemployment Compensation for Federal Employees (UCFE) program. Covered workers include employees who are paid a wage or salary during the year; it excludes the self-employed and unpaid family workers. Wage and salaried workers are covered regardless of type of ownership. Employees working at privately owned businesses and federal, state and local government agencies are all included.

However, not all employees are covered workers. South Dakota wage and salaried workers not covered by South Dakota Unemployment Insurance law include railroad employees, government elected officials, election workers, work-study students and religious organization employees. (Some religious organizations may opt to provide unemployment insurance coverage to their employees; therefore, would be included in this publication. Nonprofit organizations may or may not be covered by unemployment insurance, depending upon whether or not they meet specific employment requirements.

Smaller businesses may also be exempted from coverage if they do not meet unemployment insurance law minimum payroll and employment criteria. Businesses who hire only a few workers on a part-time or seasonal basis, such as agricultural businesses, make up a large part of the exempted group.

Each employer in South Dakota who is covered by unemployment insurance is assigned an industry classification and a county code. The industry classification is determined by the business activity and type of ownership and the county code is determined by worksite location (store, branch, office, etc.).

Only data from covered employers is included in this publication. State laws protect confidentiality of individual employer data. Data are not presented if an industry classification consists of less than two employers.

The data in this annual online summary is based on the unemployment insurance reports submitted by South Dakota employers and data gathered by the Labor Market Information Center (LMIC) in cooperation with the U.S. Bureau of Labor Statistics. Although the unemployment insurance reports are based on employer serial number, the LMIC gathers additional data by establishment. A covered employer could include one or more establishments. Those establishments could be conducting business at one or more worksite locations. Each establishment is given an industry and county code. Data for 2017 in this publication are preliminary and subject to revision. Because of late reporting by covered private and government employers, some data in this publication may be imputed.

| Average Number of Covered Workers and Wages by Ownership and Supersector 2017 | | |
|--|----------------------|-----------------|
| | Number of Workers | Annual Pay |
| Private Ownership | | |
| Natural Resources & Mining | 6,646 | \$41,459 |
| Construction | 22,350 | \$47,387 |
| Manufacturing | 43,081 | \$47,877 |
| Trade, Transportation & Utilities | 86,428 | \$38,279 |
| Information | 5,720 | \$47,228 |
| Financial Activities | 28,761 | \$57,507 |
| Professional & Business Services | 31,267 | \$55,289 |
| Education & Health Services | 66,897 | \$49,429 |
| Leisure & Hospitality Services | 46,964 | \$16,459 |
| Other Services | 11,077 | \$31,405 |
| Total Private Ownership | 349,191 | \$42,344 |
| Public Administration | | |
| Federal Government | 11,350 | \$64,412 |
| State Government | 14,934 | \$49,358 |
| Local Government | 47,279 | \$35,548 |
| Total Government | 73,564 | \$42,804 |
| Statewide Total | 422,755 | \$42,424 |
| Totals may not add due to rounding. Data subject to revision. Produced by the Labor Market Information Center, South Dakota Department of Labor and Regulation, in cooperation with the U.S. Bureau of Labor Statistics. | | |

Summary of 2017 Trends

Number of Covered Workers

The number of employees covered by unemployment insurance in 2017 was 422,755 workers. This represents an increase of 0.5 percent from 2016. This chart indicates that six industries showed worker gains while four industries decreased and one industry remained unchanged during 2017. In 2017, the number of covered wage and salaried workers equaled 96.0 percent of South Dakota's wage and salaried workers. Covered workers are counted at their place of work. A person who works for more than one covered employer is counted at each job.

| Average Number of Covered Workers by Ownership and Supersector | | | |
|---|----------------|----------------|-------------------|
| | 2016 | 2017 | Percent Change |
| Private Ownership | | | |
| Natural Resources and Mining | 6,426 | 6,646 | 3.4% |
| Construction | 22,797 | 22,350 | -2.0% |
| Manufacturing | 42,157 | 43,081 | 2.2% |
| Trade, Transportation and Utilities | 87,393 | 86,428 | -1.1% |
| Information | 5,765 | 5,720 | -0.8% |
| Financial Activities | 28,810 | 28,761 | -0.2% |
| Professional and Business Services | 31,257 | 31,267 | 0.0% |
| Education and Health Services | 65,247 | 66,897 | 2.5% |
| Leisure and Hospitality Services | 46,732 | 46,964 | 0.5% |
| Other Services | 10,919 | 11,077 | 1.4% |
| Total Private Ownership | 347,503 | 349,191 | 0.5% |
| Public Administration | | | |
| Federal Government | 11,316 | 11,350 | 0.3% |
| State Government | 14,873 | 14,934 | 0.4% |
| Local Government | 46,774 | 47,279 | 1.1% |
| Total Government | 72,963 | 73,564 | 0.8% |
| Statewide Total | 420,466 | 422,755 | 0.5% |
| Data subject to revision. Produced by the Labor Market Information Center, South Dakota Department of Labor and Regulation, in cooperation with the U.S. Bureau of Labor Statistics. | | | |

Annual Pay of Covered Workers

Annual pay reflects total compensation paid to covered workers in the form of wages, salaries, bonuses, commission and overtime pay during the year. Annual pay is calculated by dividing total payroll by the average number of workers. The statewide annual pay for workers covered by unemployment insurance for 2017 was \$42,424. This represents an increase of 3.1 percent from 2016.

Annual pay is affected by the number of hours worked and the rate of pay. Full-time workers normally have higher annual pay than part-time workers. Many of the industries with the lowest annual pay have a sizable percentage of part-time jobs. Industry specific annual pay is determined by the mix of full-time and part-time workers and high-paying and low-paying jobs. The Leisure and Hospitality industry group has the lowest industry annual pay of \$16,459 because these types of businesses typically hire many part-time workers. Federal government workers have the highest annual pay at \$64,412.

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| Annual Pay of Covered Workers by Ownership and Supersector | | | |
|---|-----------------|-----------------|---------------------------|
| | 2016 | 2017 | Percent Change |
| Private Ownership | | | |
| Natural Resources and Mining | \$40,821 | \$41,459 | 1.6% |
| Construction | \$47,680 | \$47,387 | -0.6% |
| Manufacturing | \$45,987 | \$47,877 | 4.1% |
| Trade, Transportation and Utilities | \$37,535 | \$38,279 | 2.0% |
| Information | \$46,739 | \$47,228 | 1.0% |
| Financial Activities | \$55,399 | \$57,507 | 3.8% |
| Professional and Business Services | \$52,668 | \$55,289 | 5.0% |
| Education and Health Services | \$48,011 | \$49,429 | 3.0% |
| Leisure and Hospitality Services | \$16,053 | \$16,459 | 2.5% |
| Other Services | \$30,250 | \$31,405 | 3.8% |
| Total Private Ownership | \$41,131 | \$42,344 | 2.9% |
| Public Administration | | | |
| Federal Government | \$62,364 | \$64,412 | 3.3% |
| State Government | \$48,598 | \$49,358 | 1.6% |
| Local Government | \$33,954 | \$35,548 | 4.7% |
| Total Government | \$41,346 | \$42,804 | 3.5% |
| Statewide Total | \$41,168 | \$42,424 | 3.1% |
| Data subject to revision. Produced by the Labor Market Information Center, South Dakota Department of Labor and Regulation, in cooperation with the U.S. Bureau of Labor Statistics. | | | |

The table below shows the number of establishments, average number of workers and annual pay by supersector and sector. The sector tabulations provide more detailed information about the types of business activities taking place in the state. (Each different employer worksite location is counted as a separate establishment.)

| South Dakota Covered Workers and Pay by Supersector and Sector 2017 | | | |
|--|-------------------------------------|--------------------------------------|-----------------------|
| Supersector and Sector | Number of Establishments | Average Number of Workers | Annual Pay |
| Natural Resources and Mining | 1,074 | 6,646 | \$41,459 |
| Agriculture, Forestry, Fishing and Hunting | 1,001 | 5,777 | \$38,595 |
| Mining | 73 | 869 | \$60,499 |
| Construction | 4,109 | 22,350 | \$47,387 |
| Construction | 4,109 | 22,350 | \$47,387 |
| Manufacturing | 1,129 | 43,081 | \$47,877 |
| Manufacturing | 1,129 | 43,081 | \$47,877 |
| Trade, Transportation and Utilities | 8,478 | 86,428 | \$38,279 |
| Wholesale Trade | 2,784 | 20,988 | \$58,427 |
| Retail Trade | 4,068 | 53,002 | \$27,784 |
| Transportation and Warehousing | 1,451 | 10,444 | \$43,035 |
| Utilities | 175 | 1,994 | \$80,281 |
| Information | 600 | 5,720 | \$47,228 |
| Information | 600 | 5,720 | \$47,228 |
| <i>Table continued on next page</i> | | | |

| South Dakota Covered Workers and Pay by Supersector and Sector 2017 | | | |
|--|--------------------------|---------------------------|-----------------|
| Supersector and Sector | Number of Establishments | Average Number of Workers | Annual Pay |
| Financial Activities | 3,395 | 28,761 | \$57,507 |
| Finance and Insurance | 2,272 | 24,967 | \$60,835 |
| Real Estate and Rental and Leasing | 1,123 | 3,794 | \$35,603 |
| Professional and Business Services | 5,472 | 31,267 | \$55,289 |
| Professional, Scientific and Technical Services | 3,372 | 13,349 | \$59,436 |
| Management of Companies and Enterprises | 216 | 4,904 | \$102,825 |
| Administrative & Support & Waste Mgmt. & Remediation Service | 1,884 | 13,014 | \$33,123 |
| Education and Health Services | 2,850 | 66,897 | \$49,429 |
| Educational Services | 363 | 3,744 | \$29,763 |
| Health Care and Social Assistance | 2,487 | 63,152 | \$50,596 |
| Leisure and Hospitality Services | 3,296 | 46,964 | \$16,459 |
| Arts, Entertainment and Recreation | 695 | 6,693 | \$17,774 |
| Accommodation and Food Services | 2,601 | 40,271 | \$16,241 |
| Other Services | 2,292 | 11,077 | \$31,405 |
| Other Services, except Public Administration | 2,292 | 11,077 | \$31,405 |
| Public Administration | 2,432 | 73,564 | \$42,804 |
| Federal Government | 716 | 11,350 | \$64,412 |
| State Government | 869 | 14,934 | \$49,358 |
| Local Government | 847 | 47,279 | \$35,548 |
| Totals may not add due to rounding. Data subject to revision. Produced by the Labor Market Information Center, South Dakota Department of Labor and Regulation, in cooperation with the U.S. Bureau of Labor Statistics. | | | |

Narrative Analysis with Tables & Graphs, by Supersector

Natural Resources & Mining Supersector

The **Natural Resources and Mining** supersector is made up of the agriculture, forestry, fishing and hunting sector and the mining sector. Businesses in this supersector grow crops, raise livestock or extract natural mineral solids at a mine site, to name just a few examples.

| South Dakota Covered Workers and Pay 2017 | | | |
|--|--------------------------|---------------------------|------------|
| Supersector, Sector and Subsector | Number of Establishments | Average Number of Workers | Annual Pay |
| Natural Resources and Mining | 1,074 | 6,646 | \$41,459 |
| Agriculture, Forestry, Fishing and Hunting | 1,001 | 5,777 | \$38,595 |
| Crop Production | 414 | 1,729 | \$37,024 |
| Animal Production | 408 | 3,450 | \$38,459 |
| Forestry and Logging | 36 | 122 | \$37,282 |
| Fishing, Hunting and Trapping | 3 | 12 | \$26,453 |
| Agriculture and Forestry Support Activities | 140 | 465 | \$46,024 |
| Mining | 73 | 869 | \$60,499 |
| Oil and Gas Extraction | 4 | 24 | \$89,304 |
| Mining, except Oil and Gas | 52 | 824 | \$59,732 |
| Support Activities for Mining | 17 | 21 | \$57,672 |
| Totals may not add due to rounding. Data subject to revision. Produced by the Labor Market Information Center, South Dakota Department of Labor and Regulation, in cooperation with the U.S. Bureau of Labor Statistics. | | | |

Agriculture, Forestry, Fishing and Hunting

NAICS Sector 11

The **Agriculture, Forestry, Fishing and Hunting** sector added 200 workers (3.6 percent) from 2016 to 2017, for an annual average employment level of 5,777. The annual pay for 2017 was \$38,595, a \$422 (1.1 percent) increase compared to 2016. The Agriculture, Forestry, Fishing and Hunting (NAICS 11) sector ranked 13th in employment and establishment rank. This sector ranked 12th in average annual pay at \$38,595.

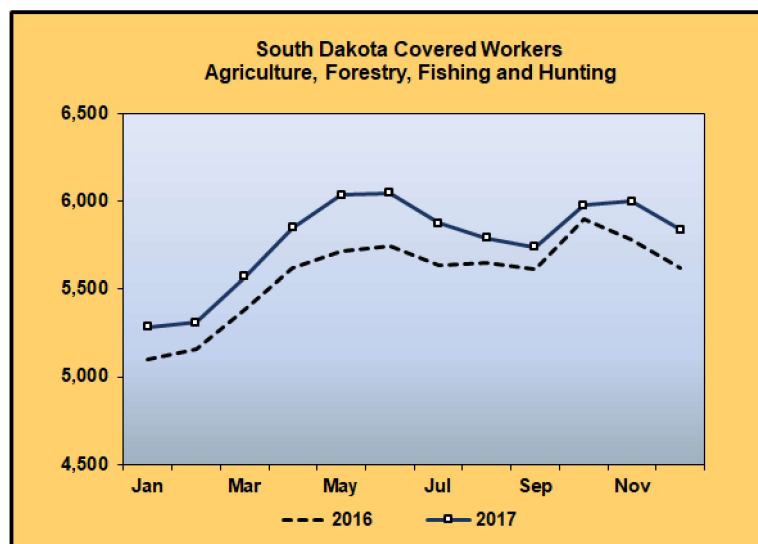
The Agriculture, Forestry, Fishing and Hunting sector includes establishments mainly engaged in growing crops, raising animals, harvesting timber, and harvesting fish and other animals from a farm, ranch, or their natural habitats. The establishments in this sector are often described as farms, ranches, dairies, greenhouses, nurseries, orchards, or hatcheries. A farm may consist of a single tract of land or a number of separate tracts which may be held under different tenures. For example, one tract may be owned by the farm operator and another rented. It may be operated by the operator alone or with the assistance of members of the household or hired employees, or it may be operated by a partnership, corporation, or other type of organization.

Three of the five subsectors reported gains in workers between 2016 and 2017. Establishments in **Support Activities for Agriculture and Forestry** (NAICS 115) had a 5.4 percent gain, followed by **Animal Production** (NAICS 112) gaining 3.8 percent, and **Crop Production** (NAICS 111) tallying a 3.4 percent rise. Establishments in **Forestry and Logging** (NAICS 113) declined by 1.6 percent and **Fishing, Hunting and Trapping** (NAICS 114) lost 20.0 percent.

Actual worker numbers in order of highest to the lowest are: Animal Production (3,450), Crop Production (1,729), Support Activities for Agriculture and Forestry (465), Forestry and Logging (122) and Fishing, Hunting and Trapping (12).

Three of the five subsectors showed an annual wage increase in 2017. Within the sector, Fishing, Hunting and Trapping led the way with a \$3,996 increase (17.8 percent). Crop Production had the largest decline (1.9 percent) in annual pay.

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Actual worker numbers in order of highest to the lowest are: Animal Production (3,198), Crop Production (1,610), Support Activities for Agriculture and Forestry (436), Forestry and Logging (120) and Fishing, Hunting and Trapping (14).

All 22 NAICS sectors showed annual wage increases in 2015. The Agriculture, Forestry, Fishing and Hunting sector ranked 11th with an annual pay increase of \$1,141. Within the sector, Fishing, Hunting and Trapping (NAICS 114) led the way with a \$3,319 increase (16.4 percent). All five subsectors in Agriculture, Forestry, Fishing and Hunting had annual pay increases in 2015.

Mining, Quarrying, and Oil and Gas Extraction

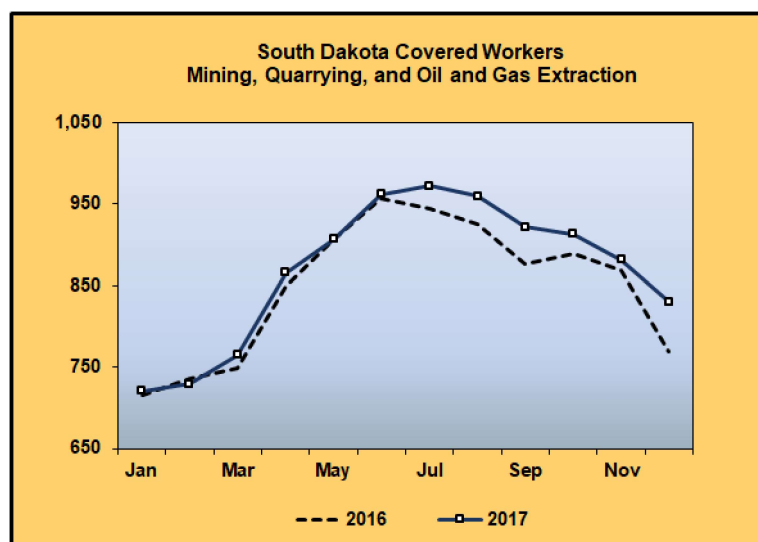
NAICS Sector 21

The **Mining, Quarrying and Oil and Gas Extraction** sector gained 20 workers (2.4 percent) between 2016 and 2017. This gain brought the total for the entire sector to 869 workers. Two of the three subsectors gained workers, while one lost workers. The average annual pay for this sector increased by \$2,290 (3.9 percent), bringing the average annual pay to \$60,499 in 2017. This sector ranked fourth among the higher paying industries; annual pay has remained stable for the past several years.

The **Mining (Except Oil & Gas)** subsector (NAICS 212) added 25 employees (3.1 percent). This subsector includes activities such as engaging in mining, mine site development and beneficiating (i.e., preparing) metallic minerals and nonmetallic minerals, including coal. The increase is likely related to the mining activities in the western part of South Dakota. As the demand and production for metals such as iron, gold, silver and copper ore increases, so will the need for establishments to fill positions. Over the past year this subsector gained one establishment.

Support Activities for Mining (NAICS 213) gained 3 workers (16.7 percent). The increase brought the total worker level in this subsector to 21 workers in 2017. This subsector provides support services, on a contract or fee basis, required for mining and quarrying of minerals and for the extraction of oil and gas. Establishments performing exploration (except geophysical surveying and mapping) for minerals on a contract or fee basis are included in this subsector. Exploration includes traditional prospecting methods, such as taking core samples and making geological observations at prospective sites.

The **Oil and Gas Extraction** (NAICS 211) subsector lost 8 workers (25.0 percent) between 2016 and 2017. The decrease brought the total employment level to 24 workers. This industry is comprised of establishments primarily engaged in operating and/or developing oil and gas field properties, and establishments primarily engaged in recovering liquid hydrocarbons from oil and gas field gasses.



Construction Supersector

The **Construction** supersector is made up of one sector, construction. Businesses within this supersector erect buildings and other structures, perform alterations, installation, maintenance and repairs.

| South Dakota Covered Workers and Pay 2017 | | | |
|--|--------------------------|---------------------------|-----------------|
| Supersector, Sector and Subsector | Number of Establishments | Average Number of Workers | Annual Pay |
| Construction | 4,109 | 22,350 | \$47,387 |
| Construction | 4,109 | 22,350 | \$47,387 |
| Construction of Buildings | 1,326 | 5,711 | \$45,252 |
| Heavy and Civil Engineering Construction | 428 | 3,542 | \$58,421 |
| Specialty Trade Contractors | 2,355 | 13,097 | \$45,333 |
| Totals may not add due to rounding. Data subject to revision. Produced by the Labor Market Information Center, South Dakota Department of Labor and Regulation, in cooperation with the U.S. Bureau of Labor Statistics. | | | |

Construction

NAICS Sector 23

The **Construction** sector is divided into three subsectors:

The **Construction of Buildings** (NAICS 236) subsector is defined as establishments that perform new work, additions, alterations, maintenance and repairs.

Work performed in the **Heavy and Civil Engineering Construction** (NAICS 237) subsector includes establishments whose primary activity is the construction of entire engineering projects, and includes specialty trade contractors whose primary activity is the production of a specific component for such projects.

The **Specialty Trade Contractors** (NAICS 238) subsector is defined as establishments whose primary activity is performing specific activities involved in building construction such as pouring concrete, site preparation, plumbing, painting, etc. Specialty trade contractors usually perform most of their work at the construction site, although they may have shops where they perform prefabrication and other work.

Worker levels within the Construction sector have remained relatively stable the past couple of years, however, there was a decrease between 2016 and 2017. Over the year, a reduction of 448 workers (2.0 percent) was felt. The number of establishments increased by 48, bringing the total to 4,109 establishments in 2017. The average annual pay for this sector decreased slightly by \$292 (0.6 percent), bringing the average annual pay to \$47,387 in 2017. In South Dakota, the Construction sector ranked ninth in annual pay among all sectors in 2017. From 2016 to 2017 this sector ranked sixth overall in employment.

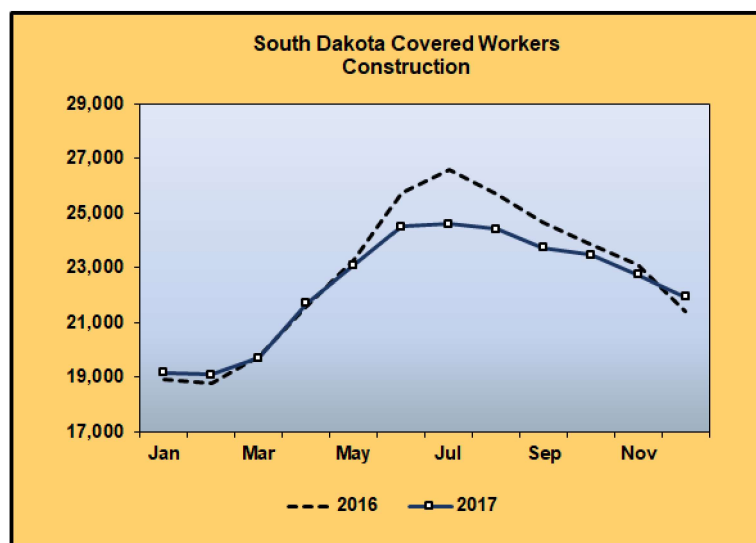
Annual pay increased in two of the three subsectors:

- Construction of Buildings increased by \$511 (1.1 percent)
- Specialty Trade increased by \$1,530 (3.5 percent)
- Heavy and Civil Engineering decreased by \$6,439 (9.9 percent)

Over the year, all three subsectors have shown an increase in establishments. Specialty Trade and Heavy and Civil Engineering subsectors gained 23 and 21 establishments, respectively, and Construction of Buildings gained four establishments.

Two of the three subsectors' worker levels decreased from 2016. Heavy and Civil Engineering Construction (NAICS 237) subsector lost 394 workers (10.0 percent). Utility system construction establishments lost workers in 2017. The Construction of Buildings (NAICS 236) subsector declined by 128 workers (2.2 percent) in 2017. Both residential and nonresidential building tapered off. The Specialty Trade Contractors (NAICS 238) subsector gained 74 workers (0.6 percent) to bring the subsector's total to 13,097 workers. Building equipment contractors performing electrical, plumbing and other miscellaneous duties are categorized within specialty trade contractors.

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Manufacturing Supersector

The **Manufacturing** supersector contains one sector, manufacturing. Businesses within this supersector transform materials, substances or components into new products.

| South Dakota Covered Workers and Pay 2017 | | | |
|---|--------------------------|---------------------------------|-----------------|
| Supersector, Sector and Subsector | Number of Establishments | Average Number of Workers | Annual Pay |
| Manufacturing | 1,129 | 43,081 | \$47,877 |
| Manufacturing | 1,129 | 43,081 | \$47,877 |
| Food Manufacturing | 137 | 10,093 | \$45,937 |
| Beverage and Tobacco Product Manufacturing | 22 | 227 | \$26,110 |
| Textile Mills | * | * | * |
| Textile Product Mills | 24 | 511 | \$38,053 |
| Apparel Manufacturing | 3 | 47 | \$33,071 |
| Leather and Allied Product Manufacturing | 3 | 10 | \$14,267 |
| Wood Product Manufacturing | 61 | 2,034 | \$46,131 |
| Paper Manufacturing | 11 | 706 | \$51,390 |
| Printing and Related Support Activities | 98 | 1,296 | \$43,380 |
| Petroleum and Coal Products Manufacturing | * | * | * |
| Chemical Manufacturing | 42 | 1,090 | \$60,461 |
| Plastics and Rubber Products Manufacturing | 54 | 1,534 | \$45,963 |
| Nonmetallic Mineral Product Manufacturing | 86 | 1,672 | \$57,187 |
| Primary Metal Manufacturing | 9 | 631 | \$52,464 |
| Fabricated Metal Product Manufacturing | 186 | 3,997 | \$45,842 |
| Machinery Manufacturing | 119 | 6,453 | \$50,555 |
| Computer and Electronic Product Manufacturing | 36 | 1,955 | \$41,438 |
| Electrical Equipment and Appliance Manufacturing | 15 | 435 | \$42,359 |
| Transportation Equipment Manufacturing | 50 | 2,920 | \$50,040 |
| Furniture and Related Product Manufacturing | 72 | 2,507 | \$37,532 |
| Miscellaneous Manufacturing | 98 | 4,955 | \$54,655 |
| *Data was suppressed to prevent disclosure of confidential information. Totals may not add due to rounding. Data subject to revision. Produced by the Labor Market Information Center, South Dakota Department of Labor and Regulation, in cooperation with the U.S. Bureau of Labor Statistics. | | | |

Manufacturing

NAICS Sectors 31-33

In 2017, the manufacturing industry increased its employment level by 924 workers (2.2 percent) for an average of 43,081 workers. The number of establishments decreased, with a two establishments loss for a total of 1,129 statewide. This industry sector is comprised of both durable and nondurable goods manufacturing. Establishments included in durable goods manufacturing are engaged in manufacturing goods with a normal life expectancy of three or more years. These items typically consist of higher dollar products, such as machinery, furniture, building materials and electronic equipment. Non-durable goods typically consist of food and beverage products, clothing and paper products. Manufacturing is the processing of converting raw materials, components or parts into finished products that meet a customer's expectations or specifications. Manufacturing commonly employs a man-machine setup with division of labor in a large-scale production. Manufacturing is closely connected with engineering and industrial design.

In 2017, 10 of the 21 subsectors showed gains in the number of workers, an improvement compared to the six that gained workers in 2016. The following industries gained workers:

- Food Manufacturing (NAICS 311): 753 workers (8.1 percent)
- Beverage and Tobacco Product Manufacturing (NAICS 312): 13 workers (6.1 percent)
- Textile Product Mills (NAICS 314): 24 workers (4.9 percent)
- Apparel Manufacturing (NAICS 315): 11 workers (30.6 percent)
- Chemical Manufacturing (NAICS 325): 5 workers (0.5 percent)
- Plastics and Rubber Products Manufacturing (NAICS 326): 109 workers (7.6 percent)
- Nonmetallic Mineral Product Manufacturing (NAICS 327): 67 workers (4.2 percent)
- Fabricated Metal Product Manufacturing (NAICS 332): 173 workers (4.5 percent)
- Computer and Electronic Product Manufacturing (NAICS 334): 139 workers (7.7 percent)
- Miscellaneous Manufacturing (NAICS 339): 97 workers (2.0 percent)

Despite overall gain in workers for this industry, eight of the 21 subsectors experienced decreased worker levels. Worker loss occurred within the sectors of Machinery Manufacturing (NAICS 333): 200 workers (3.0 percent); Primary Metal Manufacturing (NAICS 331): 115 workers (15.4 percent); Wood Product Manufacturing (NAICS 321): 103 workers (4.8 percent); Electrical Equipment and Appliance Manufacturing (NAICS 335): 23 workers (5.0 percent); Transportation Equipment Manufacturing (NAICS 336): 12 workers (0.4 percent); Printing and Related Support Activities (NAICS 323): 8 workers (0.6 percent); Furniture and Related Product Manufacturing (NAICS 337): 6 workers (0.2 percent); and Paper Manufacturing (NAICS 322): 2 workers (0.3 percent). Textile Mills (NAICS 313), Leather and Allied Product Manufacturing (NAICS 316), and Petroleum and Coal Products Manufacturing (NAICS 324) remained unchanged from 2016.

The 2017 annual pay for the manufacturing sector was \$47,877, an increase of 4.1 percent compared to the 2016 level of \$45,987. Annual pay increased in 19 of the 21 manufacturing subsectors:

- Apparel Manufacturing (NAICS 315): \$5,012 (17.9 percent)
- Textile Product Mills (NAICS 314): \$2,954 (8.4 percent)
- Primary Metal Manufacturing (NAICS 331): \$3,634 (7.4 percent)
- Transportation Equipment Manufacturing (NAICS 336): \$3,273 (7.0 percent)
- Machinery Manufacturing (NAICS 333): \$3,067 (6.5 percent)
- Wood Product Manufacturing (NAICS 321): \$2,720 (6.3 percent)
- Miscellaneous Manufacturing (NAICS 339): \$2,270 (5.2 percent)
- Petroleum and Coal Products Manufacturing (NAICS 324): \$5,564 (4.6 percent)
- Chemical Manufacturing (NAICS 325): \$2,397 (4.1 percent)
- Plastics and Rubber Products Manufacturing (NAICS 326): \$1,741 (3.9 percent)
- Paper Manufacturing (NAICS 322): \$1,914 (3.9 percent)
- Nonmetallic Mineral Product Manufacturing (NAICS 327): \$1,957 (3.5 percent)
- Electrical Equipment Manufacturing (NAICS 335): \$1,436 (3.5 percent)
- Food Manufacturing (NAICS 311): \$1,268 (2.8 percent)
- Fabricated Metal Product Manufacturing (NAICS 332): \$1,249 (2.8 percent)
- Printing and Related Support Activities (NAICS 323): \$1,055 (2.5 percent)
- Textile Mills (NAICS 313): \$408 (1.6 percent)

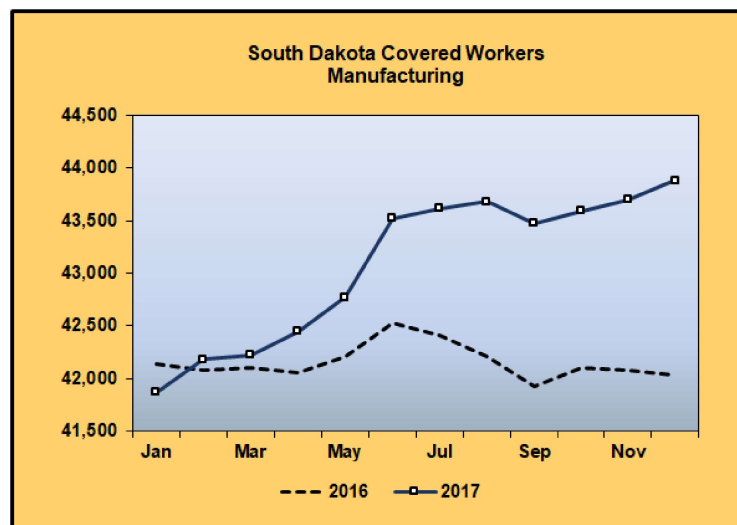
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- Computer and Electronic Product Manufacturing (NAICS 334): \$535 (1.3 percent)
- Furniture and Related Product Manufacturing (NAICS 337): \$98 (0.3 percent)

While most of the manufacturing subsectors had an increase in annual salary, annual pay fell in two subsectors:

- Beverage and Tobacco Product Manufacturing (NAICS 312): \$329 (1.2 percent)
- Leather and Allied Product Manufacturing (NAICS 316): \$2,516 (15.0 percent)

Overall, the manufacturing sector increased its number of workers from 2016 to 2017 and the manufacturing sector continues to see increases in annual pay. Conservative, but steady growth has been the overall trend in the past few years.



Trade, Transportation and Utilities Supersector

The **Trade, Transportation and Utilities** supersector is comprised of the wholesale trade sector, the retail trade sector, the transportation and warehousing sector, and the utilities sector. Businesses within this supersector sell or arrange the sale of goods and supplies and retail merchandise to the public, provide transportation of passengers or cargo or generate and/or distribute electricity, gas or water.

| South Dakota Covered Workers and Pay 2017 | | | |
|--|--------------------------|---------------------------|-----------------|
| Supersector, Sector and Subsector | Number of Establishments | Average Number of Workers | Annual Pay |
| Trade, Transportation and Utilities | 8,478 | 86,428 | \$38,279 |
| Wholesale Trade | 2,784 | 20,988 | \$58,427 |
| Merchant Wholesalers, Durable Goods | 1,080 | 9,455 | \$60,122 |
| Merchant Wholesalers, Nondurable Goods | 1,119 | 10,130 | \$52,946 |
| Electronic Markets and Agents and Broker | 585 | 1,404 | \$86,517 |
| Retail Trade | 4,068 | 53,002 | \$27,784 |
| Motor Vehicle and Parts Dealers | 564 | 7,801 | \$46,824 |
| Furniture and Home Furnishings Stores | 182 | 1,449 | \$33,532 |
| Electronics and Appliance Stores | 182 | 1,469 | \$40,299 |
| Building Material and Garden Supply Store | 412 | 5,650 | \$32,168 |
| Food and Beverage Stores | 341 | 9,452 | \$19,550 |
| Health and Personal Care Stores | 247 | 1,947 | \$32,639 |
| Gasoline Stations | 623 | 6,849 | \$20,380 |
| Clothing and Clothing Accessories Stores | 376 | 2,633 | \$16,957 |
| Sporting Goods, Hobby, Book and Music Stores | 204 | 2,345 | \$21,154 |
| General Merchandise Stores | 238 | 9,650 | \$23,178 |
| Table continued on next page | | | |

| South Dakota Covered Workers and Pay, continued 2017 | | | |
|--|--------------------------|---------------------------|-----------------|
| Supersector, Sector and Subsector | Number of Establishments | Average Number of Workers | Annual Pay |
| Miscellaneous Store Retailers | 477 | 2,621 | \$23,210 |
| Nonstore Retailers | 222 | 1,136 | \$44,989 |
| Transportation and Warehousing | 1,451 | 10,444 | \$43,035 |
| Air Transportation | 31 | 302 | \$38,627 |
| Truck Transportation | 1,032 | 5,317 | \$47,881 |
| Transit and Ground Passenger Transportation | 99 | 1,310 | \$20,856 |
| Pipeline Transportation | 11 | 89 | \$96,901 |
| Scenic and Sightseeing Transportation | 14 | 110 | \$22,144 |
| Support Activities for Transportation | 145 | 954 | \$49,218 |
| Postal Service | 13 | 31 | \$20,072 |
| Couriers and Messengers | 70 | 1,573 | \$42,335 |
| Warehousing and Storage | 36 | 757 | \$40,495 |
| Utilities | 175 | 1,994 | \$80,281 |
| Utilities | 175 | 1,994 | \$80,281 |
| Totals may not add due to rounding. Data subject to revision. Produced by the Labor Market Information Center, South Dakota Department of Labor and Regulation, in cooperation with the U.S. Bureau of Labor Statistics. | | | |

Wholesale Trade

NAICS Sector 42

The **Wholesale Trade** sector comprises establishments engaged in wholesaling merchandise and rendering services incidental to the sale of merchandise. The wholesaling process is in an intermediate step in the distribution of merchandise as they sell merchandise to other businesses and normally operate from a warehouse or office. The Wholesale Trade sector is made up of three subsectors:

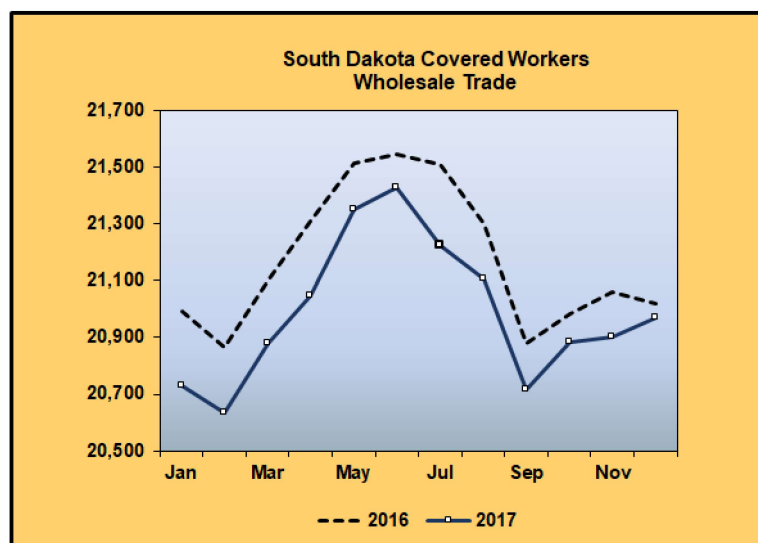
- Merchant Wholesalers, Durable Goods (NAICS 423)
- Merchant Wholesalers, Nondurable Goods (NAICS 424)
- Electronic Markets and Agents and Brokers (NAICS 425)

The Wholesale Trade sector experienced its first drop in employment numbers since the last reduction in numbers in 2009. This sector lost 162 employees (0.8 percent) from 2016 to 2017, decreasing to 20,988 employees. The average annual pay increased by \$1,476 (2.6 percent) from the prior year.

Merchant Wholesale, Durable Goods had the biggest growth in the number of workers within the sector with the addition of 22 workers. This sector has consistently grown in employment numbers since 2003. The average annual pay increased by \$1,013 (1.7 percent) from 2016 to 2017. Businesses in this subsector sell capital or durable goods to other businesses. These wholesalers generally buy and sell goods on their own account. Durable goods are new or used items that have a normal life expectancy of three years or more, yielding utility over time rather than being completely consumed in one use. Durable goods include motor vehicles, household appliances, furniture, sporting goods, jewelry, toys, construction materials and parts. There were some small gains of workers within the Miscellaneous Durable Goods, Appliance and Electric Goods, and Hardware and Plumbing Merchant Wholesalers industry groups.

The **Merchant Wholesale, Nondurable Goods** subsector had an average annual wage of \$51,134 in 2016 and \$52,946 in 2017, a gain of \$1,812 (3.5 percent). This subsector, which has shown consistent employee growth for more than a decade, experienced its first loss in employees since 2005, losing 120 employees over the year. Establishments in this industry sell nondurable goods to other businesses. Nondurable goods or consumables are the opposite of durable goods. They may be defined as goods that are immediately consumed in one use or ones that have a lifespan of less than three years. These wholesale trade establishments are involved in wholesaling products, including paper and paper products, chemicals, drugs, petroleum, food, apparel, newspapers and flowers and nursery stock.

The final subsector is **Electronic Markets and Agents and Brokers**. Despite a loss in establishments and employees over the year, this subsector's annual pay increased by \$2,738 (3.3 percent). This subsector has the highest annual pay of the three subsectors with an annual wage of \$86,517 in 2017. Brokers and agents in this subsector act on behalf of buyers or sellers in the wholesale distribution of durable or nondurable goods. Wholesale agents arrange for the sale of goods owned by others, normally on a fee or commission basis. Agents and brokers do not take title to the products being sold. Manufacturing sales representatives make up a portion of this industry.



Retail Trade

NAICS Sectors 44-45

The **Retail Trade** sector had a decrease over the year in establishments and worker levels, losing 262 establishments and 873 workers (-1.6 percent). This is the first drop in worker levels since 2010. The average annual pay rose by 1.3 percent to \$27,784. Retail Trade is ranked second in the number of establishments (4,068) and employment levels (53,002 workers). Advanced technology has played a role in how people shop. This has caused some brick and mortar stores to focus more on an online presence, with some stepping away from offering storefronts. Some establishments offer self-checkouts and many offer phone apps for those who prefer to shop that way, all of which may have contributed to the decrease in workers.

Two of the 12 subsectors had increases in establishments, worker levels and annual pay.

Furniture and Home Furnishings Stores (NAICS 442) grew 0.6 percent (8 workers) from 2016 to 2017, increasing its worker level to 1,449 in 2017. This subsector's annual pay increased by \$721 to \$33,532 in 2017. Houseware, chinaware, carpet, furniture, mattress and window treatment stores are all included in this subsector.

Building Material and Garden Supply Stores (NAICS 444) added one store, 46 workers (0.8 percent) and the annual pay increased by \$435 (1.4 percent) in 2017. Establishments include hardware stores, home improvement centers, garden centers, lumber yards and paint stores.

The other subsectors had combinations of losses and gains in establishments, worker levels and annual pay. Of the remaining subsectors, one increased in establishments, three gained in workers and all except one had gains in annual pay.

Motor Vehicle and Parts Dealers (NAICS 441) added 27 workers over the year to total 7,801 workers. The 2017 annual pay was \$46,824, which is an increase of \$603 (1.3 percent) from the previous year. Boat dealers, utility trailer dealers, new and used car dealers, motor home dealers and tire dealers belong to this subsector.

The **Electronics and Appliance Stores** (NAICS 443) subsector had decreases in establishments, worker levels and annual pay from 2016 to 2017. Worker levels dropped 8.5 percent (136 workers), dipping to 1,469 workers in 2017. Annual pay lost 4 percent over the year, dropping the annual pay by \$1,666. Establishments include camera shops, computer stores, appliance stores and sewing machine stores.

Food and Beverage Stores (NAICS 445) dropped in both establishments and worker numbers with a loss of 132 workers. On a positive note, annual pay rose by \$314 over the year, an increase of 1.6 percent. Included in this subsector is convenience food stores, fish markets, fruit markets, butcher shops and grocery stores. These stores operate from fixed point-of-sale locations and they have specialized equipment for displaying food and beverage products.

The **Health and Personal Care Stores** (NAICS 446) subsector had the biggest percentage increase of workers in the Retail Trade sector with a gain of 185 workers (10.5 percent) over the year. Annual pay went from \$31,990 in 2016 to \$32,639 in 2017, a gain of \$649 over the year. Establishments in this subsector include pharmacies, beauty supply stores, nutrition stores and sunglass stores.

With the addition of 100 workers over the year, **Gasoline Stations** (NAICS 447) had the second biggest growth in the number of workers in the sector. The annual pay increased by \$456 (2.3 percent). Gasoline stations with and without convenience stores and truck stops are examples of establishments in this subsector. New hires are needed as customers continue to seek one-stop shopping conveniences to facilitate fast-paced lifestyles.

The **Clothing and Clothing Accessories Stores** (NAICS 448) subsector had a loss of 74 workers (2.7 percent) and a gain in annual pay of \$61 (0.4 percent) from 2016 to 2017. Retail establishments in this subsector include shoes, luggage, jewelry, T-shirt shops, maternity and family clothing stores.

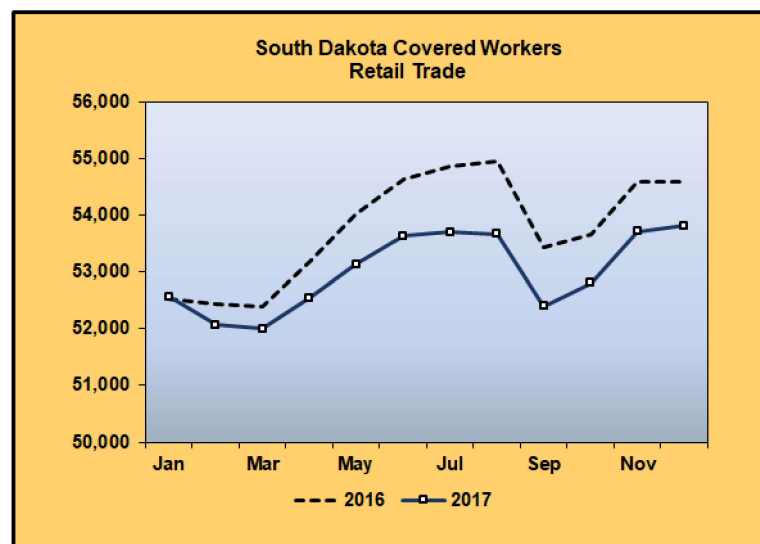
Worker levels in **Sports Hobby, Music Instrument, Book Stores** (NAICS 451) decreased over the year with a loss of 41 workers (1.7 percent). Annual pay increased by \$380, making the 2017 annual pay average \$21,154. Industries in this subsector are involved in retailing sporting equipment, musical instruments and other specific leisure activities. Sewing supply stores, book stores, hobby shops and toy stores are examples of establishments that would be included in this subsector.

The **General Merchandise Stores** (NAICS 452) subsector had decreases in establishments and worker levels from 2016 to 2017. The worker levels dropped 5.6 percent (576 workers) to total 9,650 workers in 2017. Annual pay increased by 0.9 percent over the year, rising to \$211. Department

stores, supercenters, dollar stores and general stores are the type of establishments included in this subsector. Many stores closed, citing lack of revenue and the increased presence of online shopping.

From 2016 to 2017, **Miscellaneous Store Retailers** (NAICS 453) subsector had losses in establishments and worker levels. Over the year, the subsector lost 12 establishments and 119 workers, but gained \$321 in annual pay. Retail establishments in this subsector include florists, souvenir stores, gift shops, art dealers, cigar stores, mobile home dealers, antique shops, pet shops, fireworks shops and cemetery memorial dealers.

Nonstore Retailers (NAICS 454) had the largest percentage worker loss at 12.3 percent. This subsector lost 160 workers from 2016 to 2017. Establishments in this subsector include direct selling of merchandise, temporary produce stands, vending machine merchandisers, web retailers and home shopping television orders. The losses in this subsector were mainly attributed to electronic shopping and mail-order houses.



Transportation and Warehousing

NAICS Sectors 48-49

The **Transportation and Warehousing** sector includes industries that provide passenger and cargo transportation, warehousing and storage for goods, scenic and sightseeing transportation, and support activities for transportation. It is common for a business in this sector to operate a network of facilities, workers and equipment over a widespread area.

The Transportation and Warehousing sector splits into several subsectors:

- Each mode of passenger and cargo transportation (i.e. air, rail, water, road and pipeline)
- Warehousing and storage
- Establishments providing support activities for transportation
- Establishments providing passenger transportation for scenic and sightseeing purposes
- Postal services and courier services

After a year of worker losses, the Transportation and Warehousing sector's workforce grew with the addition of 52 workers (0.5 percent). This sector also had an increase of 11 establishments and \$380 annual pay increase from 2016 to 2017.

Air Transportation (NAICS 481) had the largest percentage loss in annual pay over the year with a loss of 5.3 percent (\$2,144). With a percentage increase of 16.2 percent, this subsector gained 42 workers from 2016 to 2017. Industries in this subsector provide air transportation of passengers and/or cargo using an aircraft.

The largest decrease of workers came in the **Truck Transportation** (NAICS 484) subsector. This subsector had the largest number of workers in this sector and accounted for more than half of the sector's workforce. The Truck Transportation subsector lost 108 workers (2.0 percent) over the year. The new level totaled 5,317 workers in 2017. Much of the loss can be attributed to general freight trucking. Establishments included in this subsector are used furniture movers, farm product haulers (local and long-distance) and container trucking services (local and long-distance).

The **Transit and Ground Passenger Transportation** (NAICS 485) subsector gained 22 workers (1.7 percent) in 2017. The worker level went from 1,288 in 2016 to 1,310 in 2017. The annual pay increased by 2.5 percent, or \$516, to \$20,856 in 2017. This subsector includes charter bus services, limousine services, school bus services and shuttle services.

The **Pipeline Transportation** (NAICS 486) subsector had the largest percentage increase in annual pay in the sector. With a 3.6 percent (\$3,384) increase, the annual pay went from \$93,517 in 2016 to \$96,901 in 2017. This subsector added six workers (7.2 percent) over the year. This subsector uses pipelines to transport products, such as crude oil, natural gas, refined petroleum products and slurry.

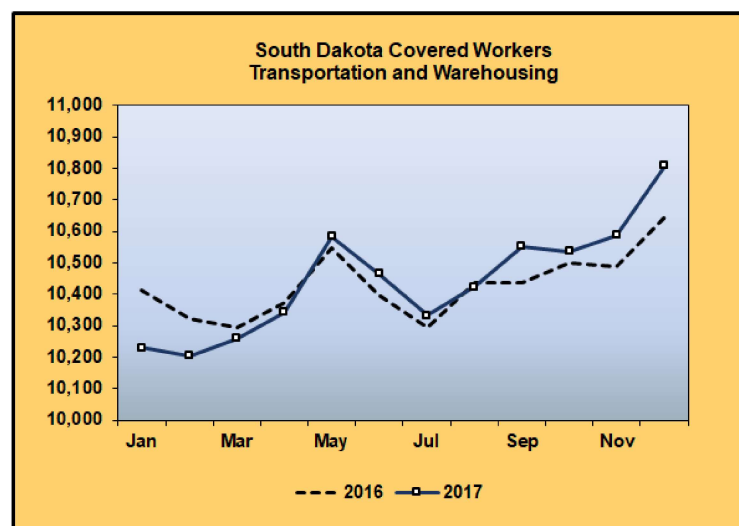
The number of workers in the **Scenic and Sightseeing Transportation** (NAICS 487) subsector increased by 17 workers (18.3 percent) in 2017. The annual pay had a net loss in 2017 decreasing by 0.5 (\$118). Industries in this subsector utilize transportation to provide recreation and entertainment. It can include establishments such as sightseeing buses, scenic helicopter rides and charter fishing boat services.

The **Support Activities for Transportation** (NAICS 488) subsector experienced a decrease of 17 workers in 2017 to a worker level of 954. This subsector's annual pay increased over the year with a gain of \$1,030, or 2.1 percent. The total annual pay in 2016 was \$48,188 and increased to \$49,218 in 2017. Establishments provide services including air traffic control, motor vehicle towing and freight transportation arrangement.

The number of workers in the **Postal Service** (NAICS 491) subsector stayed stable over the year with a loss of one worker (3.1 percent) in 2017. Annual pay increased by \$391, or 2.0 percent. Annual pay for 2016 was \$19,681 and increased to \$20,072 in 2017.

The **Couriers and Messengers** (NAICS 492) increased its workforce, adding 44 workers (2.9 percent) over the year. The average annual pay grew by \$1,135 from 2016 to 2017. Couriers and Messengers provide intercity and/or local delivery of parcels and documents without operating under a universal service obligation. The restriction to small parcels partly distinguishes these establishments from those in the transportation industries. Messengers, who usually deliver within a metropolitan or single urban area, may use bicycle, foot, small truck or van.

With the addition of 45 workers (6.3 percent) from 2016 to 2017, the **Warehousing and Storage** (NAICS 493) subsector had the largest increase in the number of workers. Annual pay in 2017 was \$40,495, which is a gain of \$716 (1.8 percent) from the previous year. Establishments in this subsector include refrigerated warehousing, grain elevator storage, lumber storage terminals, bulk petroleum storage and general warehousing and storage.



Utilities

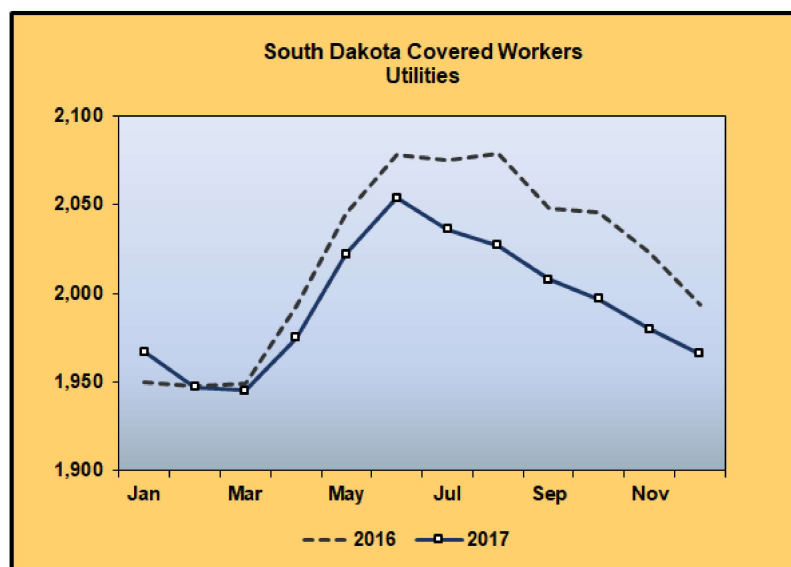
NAICS Sector 22

The **Utilities** sector (NAICS 22) only contains one subsector, Utilities (NAICS 221). The Utilities sector gained three establishments, but lost 25 workers (1.2 percent) over the year. As of 2017, there were 1,994 workers in the Utilities sector. The annual pay for 2017 was \$80,281, an increase of \$1,943 (2.5 percent) compared to 2016. As in past years, the Utilities sector's annual pay ranks near the top among all sectors. Only one sector had a greater annual pay average than Utilities in 2017.

Establishments in this subsector provide electric power, natural gas, steam supply, water supply and sewage removal through a permanent infrastructure of lines, mains and pipes. Within this sector, the specific activities associated with the utilities services provided vary by utility. Electric power encompasses transmission and distribution; natural gas includes distribution; steam supply involves distribution; water supply offers treatment and distribution; and sewage removal includes collection and disposal of waste. Waste management services are excluded from this sector because they do not use sewer systems or sewage treatment facilities, however, they do collect, treat and dispose waste materials.

Although the Utilities sector is toward the bottom in overall total employment numbers among the sectors, the importance of the workers is critical. These workers provide services so that consumers can enjoy simple pleasures like television, heat and lights, and much more.

Continued on next page



Information Supersector

The **Information** supersector contains one sector, information. Businesses within this supersector distribute information and cultural products or process data.

| South Dakota Covered Workers and Pay 2017 | | | |
|--|--------------------------|---------------------------|-----------------|
| Supersector, Sector and Subsector | Number of Establishments | Average Number of Workers | Annual Pay |
| Information | 600 | 5,720 | \$47,228 |
| Information | 600 | 5,720 | \$47,228 |
| Publishing Industries, except Internet | 160 | 1,320 | \$37,042 |
| Motion Picture and Sound Recording Industries | 85 | 602 | \$15,865 |
| Broadcasting, except Internet | 59 | 1,025 | \$40,566 |
| Telecommunications | 156 | 2,574 | \$60,735 |
| Data Processing, Hosting and Related Services | 88 | 134 | \$67,488 |
| Other Information Services (Internet Publishing & Broadcasting) | 52 | 65 | \$72,971 |
| Totals may not add due to rounding. Data subject to revision. Produced by the Labor Market Information Center, South Dakota Department of Labor and Regulation, in cooperation with the U.S. Bureau of Labor Statistics. | | | |

Information

NAICS Sector 51

The **Information** sector is composed of establishments engaged in publishing, internet publishing, motion picture and sound recording, broadcasting, telecommunications, providing internet service, data processing and all other information services. The "information economy" of our world includes both the concept of industries primarily producing, processing and distributing information, as well as the trend of industries using available information and information technology to increase productivity.

The Information sector lost 44 workers (0.8 percent) over the year, going from 5,764 workers in 2016 to 5,720 workers in 2017. Worker levels for this sector have been on a downward trend since the last increase in 2014. With an increase of 1.0 percent, annual pay rose by \$486 over the year to \$47,228.

Over the past 10 years, the **Publishing Industries, Except Internet** (NAICS 511) subsector has been on a downward trend with worker levels. In 2017, the number of employees dropped by 71 (5.1 percent) which calculates a new total of 1,320. Annual pay rose by 4.7 percent, an increase of \$1,665 in 2017. Newspaper publishers, book publishers, software publishers and discount coupon book publishers are examples of establishments included in this subsector.

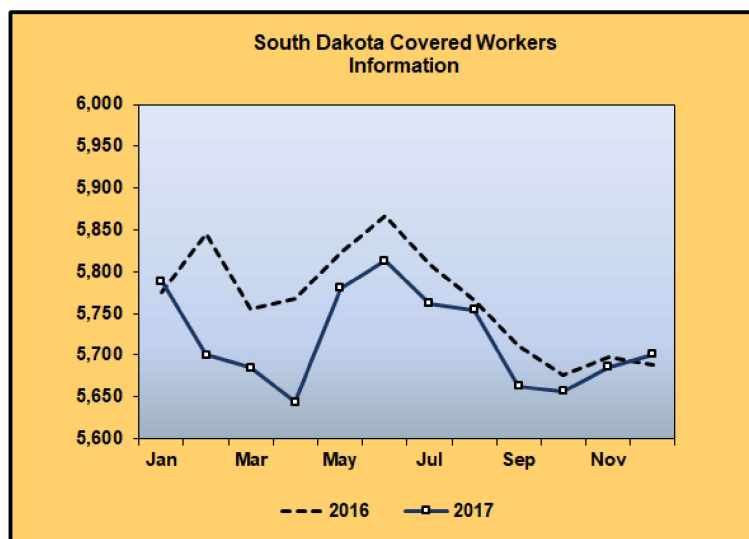
Motion Picture and Sound Recording Industries (NAICS 512) had the largest increase in the number of employees from 2016 to 2017 with the addition of 39 workers (6.9 percent). Annual pay grew by \$97 to \$15,865 in 2017. Establishments in this subsector include television show production, film distribution agencies, music publishers, drive-in movie theaters and audio recording restoration services.

Worker levels in the **Broadcasting (Except Internet)** (NAICS 515) subsector decreased by 36 workers (3.4 percent) in 2017. Annual pay increased to \$40,566 in 2017, which is an increase of \$309 from the year prior. This subsector includes radio, television, cable and other subscription programming.

Telecommunications (NAICS 517) had very small percentage changes in 2017 in both the number of workers and annual pay. With an increase of 0.6 percent, the number of workers rose by 16. Annual pay gained \$25 over the year to \$60,735 in 2017. Wired broadband internet service providers, cellular telephone services, satellite telecommunication resellers and radar station operations are some examples of the establishments in this subsector.

The **Data Processing, Hosting and Related Services** (NAICS 518) subsector had very minimal changes in worker levels and establishments with a loss in each area in 2017. Annual pay increased by 3.4 percent, or \$2,215, in 2017. Establishments included in this subsector include data entry services, media streaming services, web hosting and computer data storage services.

The **Other Information Services** (NAICS 519) subsector had an increase of seven workers, or 12.1 percent. Annual pay decreased in this subsector by \$4,873 (6.3 percent) for a 2017 average of \$72,971 compared to the 2016 average of \$77,844. The main components of this subsector are news syndicates, libraries, archives, exclusive internet publishing and/or broadcasting, and web search portals.



Financial Activities Supersector

The **Financial Activities** supersector is comprised of the finance and insurance sector and the real estate and rental and leasing sector. Businesses within this supersector are involved in financial transactions or renting or leasing tangible or intangible assets.

| South Dakota Covered Workers and Pay 2017 | | | |
|--|--------------------------|---------------------------|-----------------|
| Supersector, Sector and Subsector | Number of Establishments | Average Number of Workers | Annual Pay |
| Financial Activities | 3,395 | 28,761 | \$57,507 |
| Finance and Insurance | 2,272 | 24,967 | \$60,835 |
| Credit Intermediation and Related Activities | 827 | 16,534 | \$58,434 |
| Securities, Commodity Contracts and Investments | 356 | 1,072 | \$112,906 |
| Insurance Carriers and Related Activities | 1,060 | 7,353 | \$58,640 |
| Funds, Trusts and Other Financial Vehicles | 29 | 8 | \$63,438 |
| Real Estate and Rental and Leasing | 1,123 | 3,794 | \$35,603 |
| Real Estate | 963 | 2,866 | \$34,825 |
| Rental and Leasing Services | 154 | 877 | \$37,167 |
| Lessors of Nonfinancial Intangible Assets | 6 | 52 | \$51,373 |
| Totals may not add due to rounding. Data subject to revision. Produced by the Labor Market Information Center, South Dakota Department of Labor and Regulation, in cooperation with the U.S. Bureau of Labor Statistics. | | | |

Finance and Insurance

NAICS 52

The **Finance and Insurance** industry lost 57 workers (0.2 percent) over the year, dipping to an annual average employment level of 24,967 in 2017. The average annual pay increased by 3.7 percent (\$2,181) to reach \$60,835 in 2017. This sector had the third highest average annual wage among the sectors.

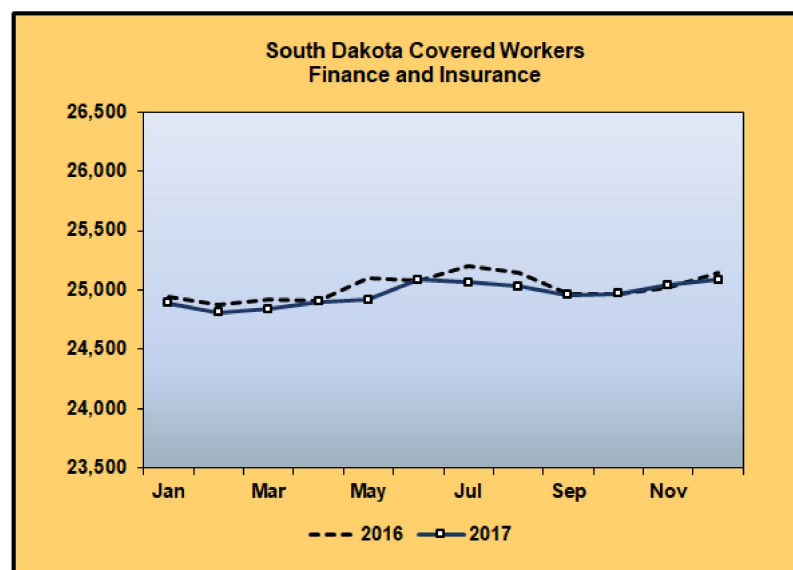
The Finance and Insurance sector comprises establishments that are primarily engaged in financial transactions and/or facilitating financial transactions by three principal types of activities. The first activity is to raise funds by taking deposits or issuing securities and incurring liabilities. The second activity is to pool risk by underwriting insurance and annuities. The third activity is to provide specialized services facilitating or supporting financial intermediation, insurance, and employee benefit programs.

The number of workers in the **Credit Intermediation and Related Activities** (NAICS 522) subsector decreased by 66 workers (0.4 percent) which brought the total number of workers to 16,534 for 2017. Annual pay for 2016 was \$56,682 and \$58,434 in 2017, an increase of \$1,752 or 3.1 percent over the year. This subsector includes establishments primarily engaged in accepting deposits (or share deposits) and in lending funds from these deposits. Traditional commercial banking and credit union establishments contributed to the worker gains while credit card issuing and sales financing establishments were responsible for worker losses.

The **Securities, Commodity Contracts, Other Financial Investments and Related Activities** (NAICS 523) subsector had the largest increase of workers in the sector with the addition of 76 workers (7.6 percent). The average annual wage rose by 4.9 percent with an increase of \$5,250 in 2017. This subsector includes security brokerages and investment banking establishments which act as agents or brokers between buyers and sellers of securities and commodities. Investment advice and portfolio management activities are also included in this subsector.

Insurance Carriers and Related Activities (NAICS 524) experienced worker losses from 2016 to 2017, with a decrease of 61 workers. The average annual worker total was 7,353 workers in 2017, compared to 7,414 workers in 2016. Annual pay increased by 3.8 percent, or \$2,130, from 2016 to 2017. This subsector includes establishments involved in selling annuities and insurance policies, claims adjusting and third-party administration of insurance and pension funds.

The **Funds, Trusts, and Other Financial Vehicles** (NAICS 525) subsector experienced a decrease of five workers in 2017 to a worker level of eight. This subsector experienced the largest increase in annual pay with a gain of \$12,857 or 25.4 percent. The total annual pay in 2016 was \$50,581 and increased to \$63,438 in 2017. This sector includes insurance and employee benefit funds and other investment pools and funds.



Real Estate and Rental and Leasing

NAICS Sector 53

The **Real Estate and Rental and Leasing** sector gained seven workers (0.2 percent) from 2016 to 2017 for a total of 3,794 workers. This industry showed an annual average pay of \$35,603, increasing by \$1,709 (5.0 percent) over the same period.

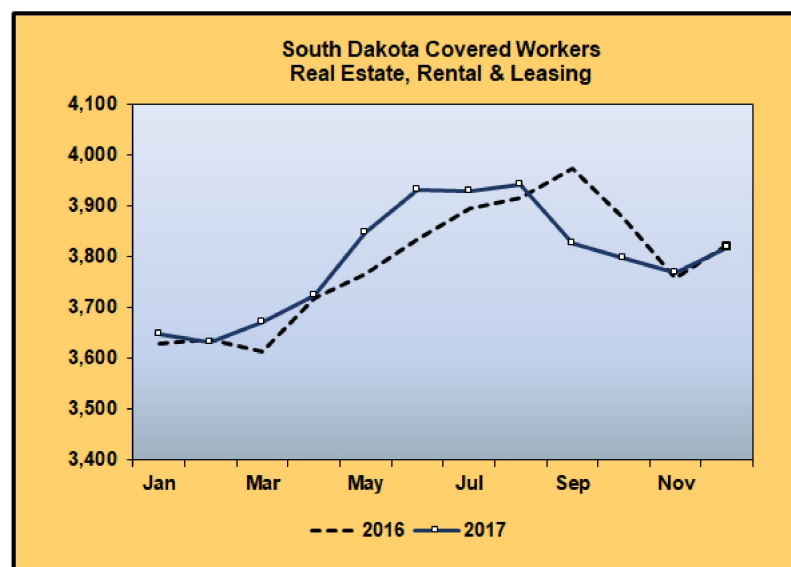
The sector is comprised of three subsectors: **Real Estate** (NAICS 531); **Rental and Leasing Services** (NAICS 532); and **Lessors of Nonfinancial Intangible Assets** (NAICS 533). Most workers in this industry, approximately 75 percent, are employed in the real estate subsector.

The **Real Estate** (NAICS 531) subsector had a positive worker change and positive annual pay change from 2016 to 2017. The net gain of jobs totaled 26 workers, an increase of 0.9 percent. Annual average pay strengthened (5.0 percent) to \$34,825. Establishments in the Real Estate subsector are primarily engaged in renting or leasing real estate, managing real estate, selling, buying or renting real estate, and providing listing services, appraisal, consulting, or escrow services. Within the Real Estate subsector, activities related to real estate were responsible for most of the worker gains. This industry group is comprised of establishments involved in activities such as managing real estate for others and appraising real estate. Residential property management, such as apartments and condominiums, along with nonresidential property management are within this grouping. This group also gained workers while lessors of real estate and offices of real estate agents and brokers industry groups lost workers.

Worker loss occurred in the subsector **Rental and Leasing Services** (NAICS 532). In 2017, the number of workers decreased by 25 (2.8 percent). The average annual pay within this subsector rose, with an increase of \$1,913 (5.4 percent). Establishments included in this subsector provide a wide array of tangible goods, such as automobiles, computers, consumer goods and industrial machinery and equipment to customers in return for a periodic rental or lease payment. Consumer goods rental such as electronics, appliances and other personal and household type goods contributed

to the worker loss. General rental centers and machinery and equipment rental only had small losses of workers. Some of the worker loss was offset by gains in automotive equipment rental. These establishments generally operate from a retail-like facility. Some establishments offer only short-term rental, others only longer-term leases, and some provide both services.

The **Lessors of Nonfinancial Intangible Assets** (NAICS 533) subsector gained eight workers during 2017. This subsector had a small representation in terms of total workers. Businesses in this subsector own patents, trademarks and franchise agreements, which they allow others to use or reproduce for a fee; they may or may not have created those assets. Establishments which provide brand name licensing, franchise agreements, industrial design licensing, patent buying and licensing, and trademark licensing belong in this industry. Oil royalty leasing is also grouped in this subsector.



Professional and Business Services Supersector

The **Professional and Business Services** supersector is comprised of the professional, scientific and technical services sector; the management of companies sector; and the administrative and support and waste management and remediation services sector. Businesses within this supersector perform professional services, hold securities of companies or perform routine support activities for the day-to-day operations of other businesses.

| South Dakota Covered Workers and Pay 2017 | | | |
|---|--------------------------|---------------------------|----------------|
| Supersector, Sector and Subsector | Number of Establishments | Average Number of Workers | Annual Pay |
| Professional and Business Services | 5,472 | 31,267 | \$55,2 |
| Professional, Scientific and Technical Services | 3,372 | 13,349 | \$59,4 |
| Professional and Technical Services | 3,372 | 13,349 | \$59,4 |
| Management of Companies and Enterprises | 216 | 4,904 | \$102,8 |
| Management of Companies and Enterprises | 216 | 4,904 | \$102,8 |
| Administration & Support, & Waste Mgmt. & Remediation Services | 1,884 | 13,014 | \$33,1 |
| Administrative and Support Services | 1,751 | 12,118 | \$32,5 |
| Waste Management and Remediation Services | 133 | 897 | \$40,6 |

Totals may not add due to rounding.

Data subject to revision.

Produced by the Labor Market Information Center, South Dakota Department of Labor and Regulation, in cooperation with the U.S. Bureau of Labor Statistics.

Professional, Scientific and Technical Services

NAICS Sector 54

From 2016 to 2017, the **Professional, Scientific, and Technical Services** sector increased by 454 workers (3.5 percent) for a total annual average employment level of 13,349. This industry also experienced growth in wages. The average annual pay for 2017 increased by \$1,869 (3.2 percent) for a new average of \$59,436.

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. The establishments in this sector specialize according

to expertise and provide these services to clients in a variety of industries and, in some cases, to households. 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. Human capital, the collection of skills, knowledge, or other intangible assets of individuals that can be used to create economic value, is a major input in the delivery of these services. Establishments make available the knowledge and skills of their employees working on individual assignments or in teams to deliver this service to customers. The individual industries of this sector are defined based on the expertise and training of the services provider.

The distinguishing feature of the Professional, Scientific, and Technical Services (NAICS 541) subsector is the fact that most of the industries grouped in it have production processes that are almost wholly dependent on worker skills. In most of these industries, equipment and materials are not of major importance, unlike health care, for example, where high-tech machines and materials are important collaborating inputs to labor skills in the production of health care. Thus, the establishments classified in this subsector sell expertise. Much of the expertise requires degrees, though not in every case.

The following six industry groups within the Professional, Scientific, and Technical Services subsector experienced worker increases from 2016 to 2017:

- Legal Services (NAICS 5411)
- Accounting, Tax Preparation, Bookkeeping, and Payroll Services (NAICS 5412)
- Computer Systems Design and Related Services (NAICS 5415)
- Management, Scientific, and Technical Consulting Services (NAICS 5416)
- Advertising, Public Relations, and Related Services (NAICS 5418)
- Other Professional, Scientific, and Technical Services (NAICS 5419)

The **Computer Systems Design and Related Services** industry group contributed most to the increase in the number of workers in the sector for 2017. This industry group comprises establishments primarily engaged in providing expertise in the field of information technologies through one or more of the following activities: (1) writing, modifying, testing and supporting software to meet the needs of a particular customer; (2) planning and designing computer systems that integrate computer hardware, software and communication technologies; (3) on-site management and operation of clients' computer systems and/or data processing facilities; and (4) other professional and technical computer-related advice and services.

- Legal Services (NAICS 5411)
- Accounting, Tax Preparation, Bookkeeping and Payroll Services (NAICS 5412)
- Architectural, Engineering and Related Services (NAICS 5413)
- Specialized Design Services (NAICS 5414)
- Computer Systems Design and Related Services (NAICS 5415)
- Management, Scientific, and Technical Consulting Services (5416)
- Scientific Research and Development Services (NAICS 5417)
- Other Professional, Scientific and Technical Services (NAICS 5419)

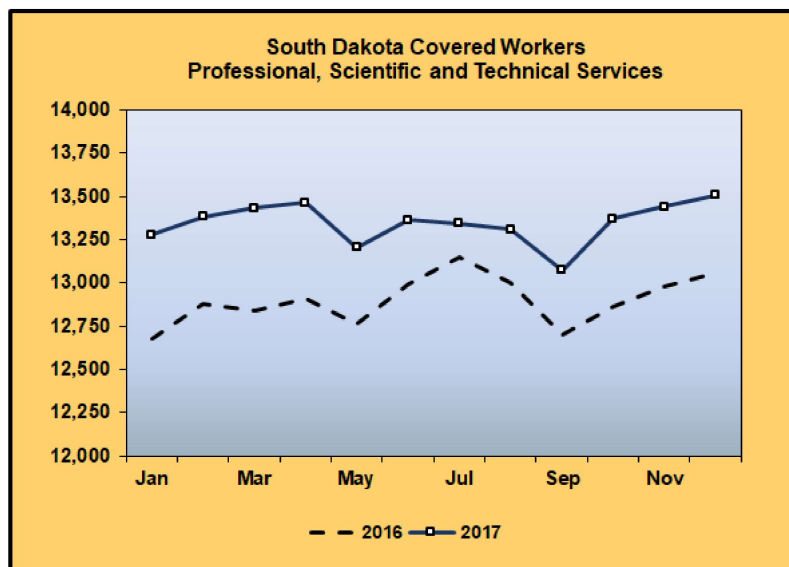
Next, was **Management, Scientific, and Technical Consulting Services**. Establishments in this group primarily engage in providing advice and assistance to businesses and other organizations. Administrative management consulting services and general business management services provide a full range of activities for their clients.

Accounting, Tax Preparation, Bookkeeping, and Payroll Services was the other industry group that shared a significant portion of the increase of workers in the sector. This industry group includes establishments primarily engaged in providing services, such as auditing of accounting records, designing accounting systems, preparing financial statements, developing budgets, preparing tax returns, processing payrolls, bookkeeping, and billing.

The following three industry groups within the Professional, Scientific, and Technical Services subsector experienced worker decreases from 2016 to 2017:

- Architectural, Engineering, and Related Services (NAICS 5413)
- Specialized Design Services (NAICS 5414)
- Scientific Research and Development Services (NAICS 5417)

The **Architectural, Engineering, and Related Services** and **Specialized Design Services** industry groups experienced slight decreases in worker levels for 2017. The industry group that experienced the greatest loss of workers, although still somewhat small, was **Scientific Research and Development Services**. This industry group consists of establishments engaged in conducting original investigation undertaken on a systematic basis to gain new knowledge (research) and/or the application of research findings or other scientific knowledge for the creation of new or significantly improved products or processes (experimental development).



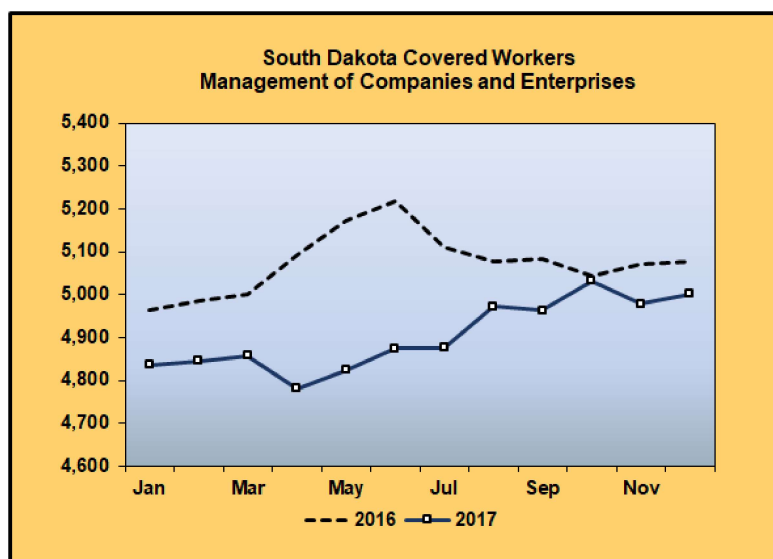
Management of Companies and Enterprises

NAICS Sector 55

Establishments in the **Management of Companies and Enterprises** sector hold the securities of (or other equity interests in) companies and enterprises for the purposes of owning a controlling interest or influencing management decisions. This sector's establishments also administer, oversee and manage establishments of the company or enterprise and that normally undertake the strategic or organizational planning and decision-making role of the company's enterprise. Most workers are in high-level management positions.

For the first time since 2009, the sector experienced a decrease in the average number of workers from one year to the next. Although the sector experienced worker level decreases, the number of establishments increased for the 14th consecutive year and the annual average pay per worker increased for the sixth consecutive year.

From 2016 to 2017, average annual pay jumped by \$6,218, an increase of 6.4 percent. Over this period, the sector added two establishments and lost 153 workers. This equaled a 3.0 percent decrease in worker levels. The sector still retained its ranking of the highest paying sector in 2017 with an average annual pay of \$102,825. Annual pay for this sector tends to be noticeably higher than other sectors mostly due to the highly skilled occupations needed for establishments in this category. A majority of the occupations in these establishments are high-level management positions.



Administrative and Support, Waste Management and Remediation Services

NAICS Sector 56

A 2.0 percent decrease in the average number of workers for the **Administrative and Support, Waste Management and Remediation Services** sector occurred in 2017, with a loss of 267 workers. The average number of workers equaled 13,014. The average annual pay for this sector increased \$2,010 (6.5 percent) for an annual average of \$33,123.

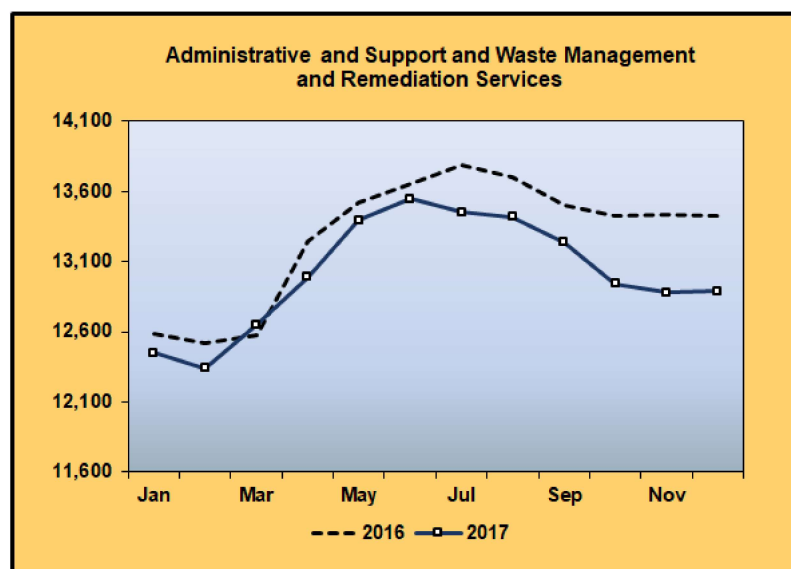
Most of the employment in the industry belongs to the **Administration and Support Services** (NAICS 561) subsector. This subsector experienced a loss of 280 workers (-2.3 percent) in 2017. However, wages did rise 6.7 percent to an annual average of \$32,563. Establishments in this subsector engage in activities that support the day-to-day operations of other organizations. The processes employed in this subsector (e.g., general

management, personnel administration, clerical activities, cleaning activities) are often integral parts of the activities of establishments found in all sectors of the economy.

Business support services are most responsible for the loss of workers within this subsector. This industry group comprises establishments engaged in performing activities that are ongoing routine business support functions that businesses and organizations traditionally do for themselves. Travel arrangement and reservations services also suffered worker loss in 2017. Airline, car rental, hotel and restaurant reservation services are all categorized in this subsector and are seeing declines in requests for assistance. Consumers with internet and smartphone technology options are becoming their own agents as they make travel arrangements for themselves.

Significant job gains were felt for establishments engaged in employment services, investigation and security services, and services to buildings and dwellings. Employment services are an important and practical labor supply strategy for employers across South Dakota who benefit from the specialized day-to-day services provided by them. Investigation and security services continue to gain employment as the importance for home security and personal safety rises.

The other subsector in this industry is **Waste Management and Remediation Services** (NAICS 562). Establishments in this subsector collect, treat and dispose of waste materials. This can include local hauling of waste materials; sorting recyclable materials from the trash stream; providing for the cleanup of contaminated buildings, mine sites, soil or ground water; and providing septic pumping and other miscellaneous waste management services. The average number of workers for this subsector increased by 14 (1.6 percent) in 2017. Annual pay showed an increase of \$1,165 (3.0 percent) for an annual average of \$40,650. Much of the wage increase came from waste treatment and disposal services whereas the employment increase came from waste collection services.



Education and Health Services Supersector

The **Education and Health Services** supersector is comprised of the education services sector and the health services and social assistance sector. Businesses within this supersector provide instruction and training or provide health care and social assistance to individuals.

| South Dakota Covered Workers and Pay 2017 | | | |
|--|--------------------------|---------------------------|-----------------|
| Supersector, Sector and Subsector | Number of Establishments | Average Number of Workers | Annual Pay |
| Education and Health Services | 2,850 | 66,897 | \$49,429 |
| Educational Services | 363 | 3,744 | \$29,763 |
| Educational Services | 363 | 3,744 | \$29,763 |
| Health Care and Social Assistance | 2,487 | 63,152 | \$50,596 |
| Ambulatory Health Care Services | 1,421 | 17,097 | \$75,492 |
| Hospitals | 65 | 25,037 | \$54,347 |
| Nursing and Residential Care Facilities | 354 | 13,024 | \$27,488 |
| Social Assistance | 647 | 7,994 | \$23,248 |
| Totals may not add due to rounding. Data subject to revision. Produced by the Labor Market Information Center, South Dakota Department of Labor and Regulation, in cooperation with the U.S. Bureau of Labor Statistics. | | | |

Educational Services

NAICS Sector 61

After seeing employment increase each year from 2002 to 2015, the private **Educational Services** industry has now lost employment for the second straight year. In 2017, the sector decreased by 33 workers (-0.9 percent) for a total of 3,744. The average annual wage for 2017 was \$29,763, a decrease of \$537 (-1.8 percent) from 2016.

The Educational Services sector is made up of 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 also offer food and accommodation services to their students. Instruction is provided in diverse settings, such as educational institutions, the workplace or the home, and through diverse means, such as correspondence, television, the internet, or other electronic and distance learning methods.

Establishments in this sector are privately owned and operate for profit or not for profit. Publicly owned educational establishments like universities, colleges and schools for the visually impaired and deaf that are state supported are usually owned and operated by state governments, and are not included in this analysis. Statistics for those types of establishments are analyzed under the public administration sector.

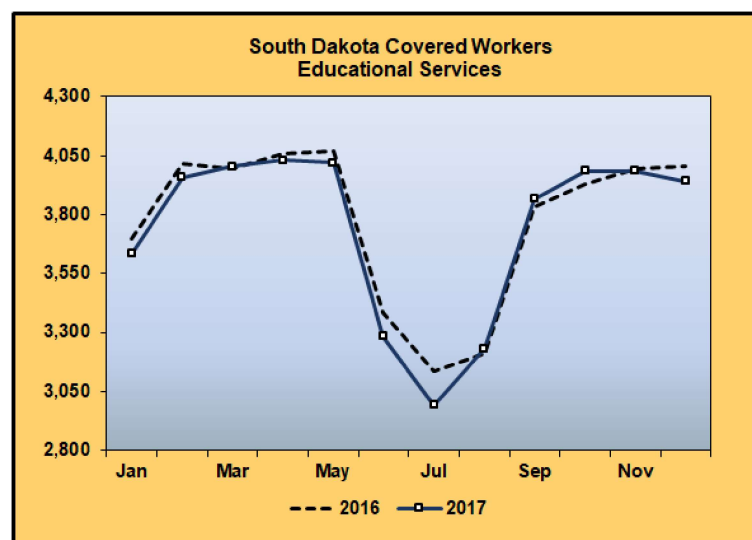
Educational Services is comprised of one subsector, also called **Educational Services** (NAICS 611). Within the subsector are the following industry groups:

- Elementary and Secondary Schools (NAICS 6111)
- Junior Colleges (NAICS 6112)
- Colleges and Universities (NAICS 6113)
- Business, Computer and Management Training (NAICS 6114)
- Technical and Trade Schools (NAICS 6115)
- Other Schools and Instruction (NAICS 6116)
- Educational Support Services (NAICS 6117)

The dip in worker levels can mostly be attributed to employment losses at junior colleges and schools offering business, computer and management training. Worker gains were seen for colleges and universities along with the other schools and instruction industry group, which contains fine arts schools, sports instruction and language schools.

The Educational Service sector is widely considered counter-cyclical. Typically, when the economy is doing well and unemployment is low, more adults opt to work. More career and job prospects for working adults leads to lower enrollment, decreased profit and a lower need for teachers/instructors at schools.

Although employment in Educational Services slightly diminished in 2017, education remains important for most people. Receiving more education has been shown to be highly correlated to the types and number of jobs available to an individual, along with earnings and the time frame for advancement through a career. Lifelong learning is important in acquiring new knowledge and upgrading skills, as well as developing values, beliefs, and habits, particularly in this age of rapid technological and economic changes.



Health Care and Social Assistance

NAICS Sector 62

The **Health Care and Social Assistance** sector saw employment and wages rise in 2017. Along with having the highest amount of employment and the highest amount of wages paid out in South Dakota, the sector is also one of the steadiest and fastest growing. The number of workers in 2017 increased by 1,682 (2.7 percent) for a total of 63,152. Average annual pay increased \$1,497 (3.0 percent) for a total of \$50,596 per worker for the year. The Health Care and Social Assistance sector is made up of the following four subsectors:

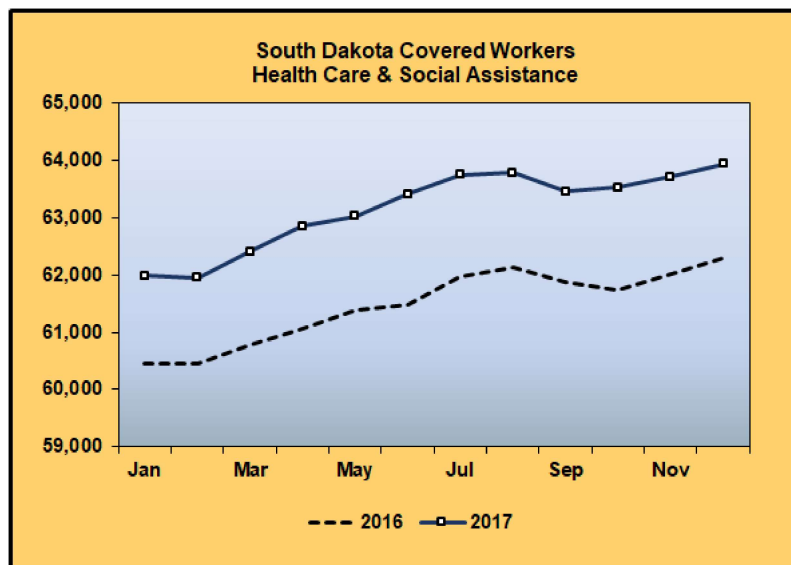
- Ambulatory Health Care Services (NAICS 621)
- Hospitals (NAICS 622)
- Nursing and Residential Care Facilities (NAICS 623)
- Social Assistance (NAICS 624)

Establishments in the **Ambulatory Health Care Services** subsector provide health care services directly or indirectly to ambulatory patients and do not usually provide inpatient services. Health practitioners in this subsector provide outpatient services, with the facilities and equipment not usually being the most significant part of the production process. This subsector consists of offices of physicians, dentists or other health practitioners; outpatient care centers; medical and diagnostic laboratories; home health care services; and other ambulatory health care services. The subsector gained 760 workers (4.7 percent) in 2017 for a total of 17,097. The average annual wage decreased; however, it was a small decrease of \$436 (-0.6 percent).

The **Hospitals** subsector is comprised of establishments providing medical, diagnostic, and treatment services that include physician, nursing and other health services to inpatients and the specialized accommodation services required by inpatients. Many of the inpatient health services can only be provided using the specialized facilities and equipment that are significant and vital to the production process. Hospitals may also provide outpatient services as a secondary activity. The number of workers in the subsector increased by 771 (3.2 percent) to 25,037. This subsector displayed the most increase in average annual wage of the four subsectors, increasing by \$2,914 (5.7 percent) to a yearly average of \$54,347.

The **Nursing and Residential Care Facilities** subsector provides residential care combined with either nursing, supervisory or other types of health and social services care as required by the residents. The facilities are a significant part of the production process. The subsector grew slightly in employment and wages. Employment rose 1.5 percent to 13,024 workers. Average annual wages rose 1.9 percent to \$27,488 per worker.

Establishments in the **Social Assistance** subsector provide a wide variety of social assistance services directly to their clients. These services do not include residential or accommodation services, except on a short stay basis. This was the only subsector in the Health Care and Social Assistance sector to lose employment. Workers decreased by 47 workers (-0.6 percent) in 2017, to total 7,994. The annual average wage rose by 1.7 percent to \$23,248. Day care and preschool establishments helped offset some of the worker losses.



Leisure and Hospitality Services Supersector

The **Leisure and Hospitality Services** supersector is comprised of the arts, entertainment and recreation sector, and the accommodation and food services sector. Businesses within this supersector provide cultural, recreational or entertainment services or provides customers with lodging and/or food for immediate consumption.

| South Dakota Covered Workers and Pay 2017 | | | |
|--|--------------------------|---------------------------|-----------------|
| Supersector, Sector and Subsector | Number of Establishments | Average Number of Workers | Annual Pay |
| Leisure and Hospitality Services | 3,296 | 46,964 | \$16,459 |
| Arts, Entertainment and Recreation | 695 | 6,693 | \$17,774 |
| Performing Arts and Spectator Sports | 146 | 1,259 | \$17,832 |
| Museums, Historical Sites, Zoos and Parks | 47 | 609 | \$26,033 |
| Amusements, Gambling and Recreation | 502 | 4,825 | \$16,717 |
| <i>Table continued on next page</i> | | | |

| South Dakota Covered Workers and Pay, continued 2017 | | | |
|--|--------------------------|---------------------------|-----------------|
| Supersector, Sector and Subsector | Number of Establishments | Average Number of Workers | Annual Pay |
| Accommodation and Food Services | 2,601 | 40,271 | \$16,241 |
| Accommodation | 613 | 8,726 | \$19,379 |
| Food Services and Drinking Places | 1,988 | 31,545 | \$15,373 |
| Totals may not add due to rounding. Data subject to revision. Produced by the Labor Market Information Center, South Dakota Department of Labor and Regulation, in cooperation with the U.S. Bureau of Labor Statistics. | | | |

Arts, Entertainment and Recreation

NAICS Sector 71

For 2017, the **Arts, Entertainment and Recreation** sector showed an increase of 189 workers (2.3 percent) for a total worker level of 6,693. The average annual wage also grew. From 2016 to 2017, the average annual wage rose 2.3 percent to \$17,774.

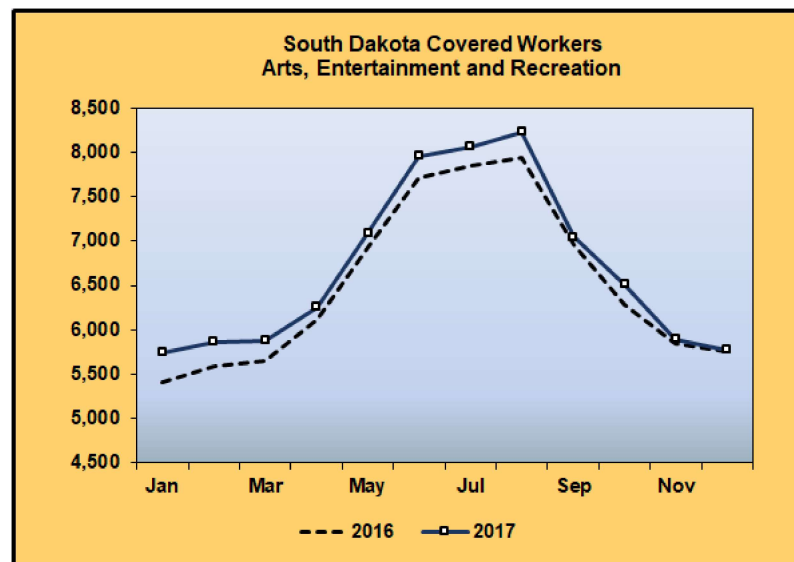
The Arts, Entertainment and Recreation sector includes a wide range of establishments that operate facilities or provide services to meet varied cultural, entertainment, and recreational interests of their patrons. The following three subsectors make up the sector:

- Performing Arts, Spectator Sports and Related Industries (NAICS 711)
- Museums, Historical Sites and Similar Institutions (NAICS 712)
- Amusements, Gambling and Recreation Industries (NAICS 713)

The **Performing Arts, Spectator Sports and Related Industries** subsector involves establishments that produce or organize and promote live presentations involving the performances of actors and actresses, singers, dancers, musical groups and artists, athletes and other entertainers, including independent (i.e., freelance) entertainers and the establishments that manage their careers. Worker levels remained stable, losing only 10 workers in 2017 for a new total of 1,259. Average annual pay grew 4.0 percent to \$17,832. Spectator sports such as semiprofessional sports teams and clubs and establishments involved in operating racetracks felt most of the worker loss. Offsetting that industry group's employment loss establishments involved in promoting performing arts and sports.

Establishments in the **Museums, Historical Sites and Similar Institutions** subsector engage in the preservation and exhibition of objects, sites, and natural wonders of historical, cultural and/or educational value. This subsector saw an increase of 27 workers (4.6 percent) for a total of 609. Wages also increased \$694 (2.7 percent) to an annual average of \$26,033.

Most responsible for the employment increase in the Arts, Entertainment and Recreation sector was the **Amusement, Gambling and Recreations Industries** subsector. Establishments in the subsector (1) operate facilities where patrons can primarily engage in sports, recreation, amusement or gambling activities and/or (2) provide other amusement and recreation services, such as supplying and servicing amusement devices in places of business operated by others; operating sports teams, clubs, or leagues engaged in playing games for recreational purposes; and guiding tours without using transportation equipment. Not all establishments are covered in this recreational subsector. Other sectors also provide recreational services. The subsector gained 172 employees (3.7 percent) for a total of 4,825 in 2017. Average annual wages only slightly increased by 1.7 percent to a yearly average of \$16,717 per worker.



Accommodation and Food Services

NAICS Sector 72

The **Accommodation and Food Service** sector gained 43 workers in 2017, an increase of 0.1 percent. Wages also increased. The annual average wage of a worker in the sector was \$16,241, up \$401 (2.5 percent) from 2016. Establishments in this sector provide 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.

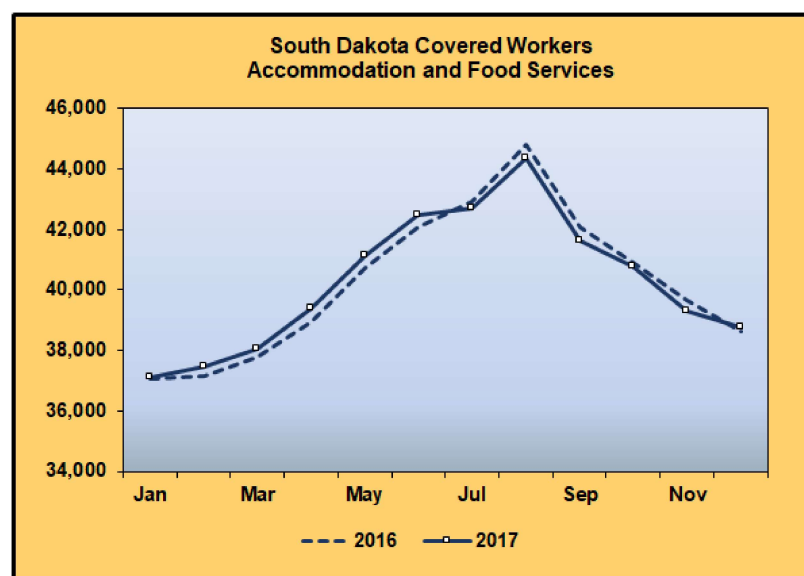
Between the two subsectors, **Accommodation** (NAICS 721) saw negative growth in employment. The subsector decreased by 130 workers (-1.5 percent) for a total of 8,726. The annual average pay increased 2.3 percent to \$19,379 per worker. Establishments provide lodging or short-term accommodations for travelers, vacationers and others. There is a wide range of establishments in these industries. Some only provide lodging while others also provide meals, laundry services and recreational facilities. Lodging establishments are classified in this subsector even if the complementary services generate more revenue. There are three industry groups within this subsector. Traveler accommodation was most responsible for the worker loss whereas RV parks and campgrounds and room and board housing remained stable.

The **Food Services and Drinking Places** (NAICS 722) subsector saw positive growth in employment from 2016 to 2017. The subsector increased by 173 workers (0.6 percent) for a total of 31,545. The annual average pay increased 2.7 percent to \$15,373. Establishments prepare meals, snacks and beverages to customer order for immediate on/off premises consumption. Some provide food and drink only. Others provide combinations of seating, wait staff services and incidental amenities, such as limited entertainment. While worker totals in the drinking places industry group (e.g., bars, taverns or nightclubs) fell, special food services (e.g., food service contractors, caterers and mobile food services) and restaurants and other eating places added workers over the year.

Establishments, there was a decrease of 26 workers bringing the number of workers to 6,504 in 2016. The average annual wage for this sector was \$17,372 in 2016; which was a \$131 decrease from the previous year.

This sector includes a variety of establishments that operate facilities or provide services to meet varied cultural, entertainment, and recreational interests of their patrons. Three subsectors form the **Arts, Entertainment and Recreation** sector:

- Performing Arts, Spectator Sports and Related Industries (NAICS 711)



Continued on next page

Other Services Supersector

The **Other Services** supersector contains one sector, other services. Businesses within this supersector provide services not elsewhere specified, including repairs and personal care.

| South Dakota Covered Workers and Pay 2017 | | | |
|--|--------------------------|---------------------------|-----------------|
| Supersector, Sector and Subsector | Number of Establishments | Average Number of Workers | Annual Pay |
| Other Services | 2,292 | 11,077 | \$31,405 |
| Other Services, except Public Administration | 2,292 | 11,077 | \$31,405 |
| Repair and Maintenance | 1,044 | 4,376 | \$38,830 |
| Personal and Laundry Services | 521 | 2,950 | \$23,895 |
| Religious, Grantmaking, Civic, Professional and Similar Organizations | 512 | 3,544 | \$29,191 |
| Private Households | 215 | 207 | \$19,371 |
| Totals may not add due to rounding. Data subject to revision. Produced by the Labor Market Information Center, South Dakota Department of Labor and Regulation, in cooperation with the U.S. Bureau of Labor Statistics. | | | |

Other Services (except Public Administration)

NAICS Sector 81

The **Other Services (except Public Administration)** sector includes a wide variety of establishments which offer an array of services. Four subsectors form the sector:

- Repair and Maintenance (NAICS 811)
- Personal and Laundry Services (NAICS 812)
- Religious, Grantmaking, Civic, Professional and Similar Organizations (NAICS 813)
- Private Households (NAICS 814)

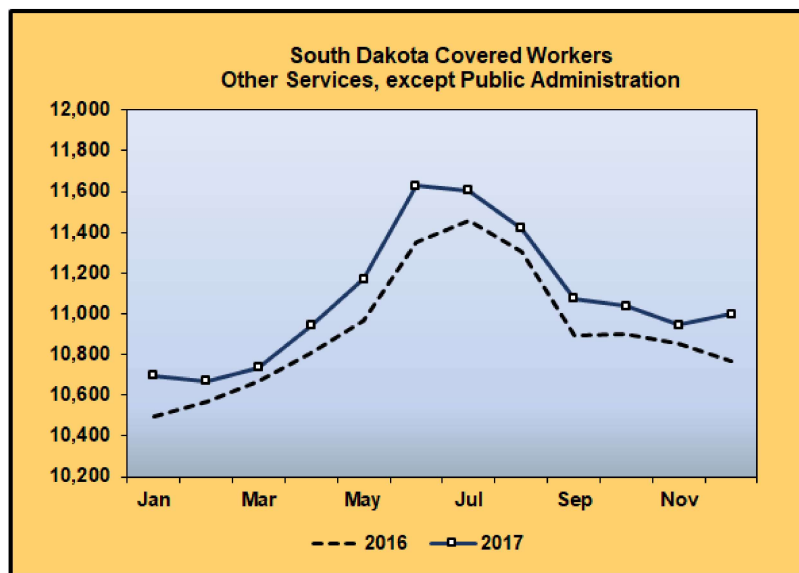
The highest amount of employment growth from 2016 to 2017 occurred in the **Repair and Maintenance** subsector. The number of workers rose to 4,376, a 3.4 percent growth. The average annual wage also grew. The yearly wage per worker increased \$1,427 (3.8 percent) to \$38,830. The establishments in this subsector restore machinery, equipment and other products to working order. These establishments also typically provide general or routine maintenance on such products. Many establishments will serve both businesses and personal households ensuring a nice complementary customer base.

The next highest employment growth occurred in the **Personal and Laundry Services** subsector. The average number of workers in 2017 was 2,950, an increase of 68 (2.4 percent). The annual average wage increased 1.9 percent to \$23,895. This subsector includes establishments that provide personal and laundry services to individuals, households and businesses. Services performed include personal care services; death care services; laundry and dry-cleaning services; and a wide range of other personal services, such as pet care (except veterinary) services, photofinishing services, temporary parking services and dating services.

The **Religious, Grantmaking, Civic, Professional and Similar Organizations** subsector had a small employment decline over the year. The subsector lost 14 workers for a total of 3,544. On a constructive note, average annual wages grew at a pace of 4.4 percent to \$29,191. These establishments organize and promote religious activities; support various causes through grantmaking; advocate various social and political causes; and promote and defend the interests of their members.

Private Households also saw a decrease in employment. The subsector lost 16 workers, a decrease of 7.2 percent, equaling a total of 207 workers. Average annual wages increased 6.7 percent to \$19,371. Establishments in the subsector are private households employ workers on or about the premises in activities primarily concerned with the operation of the household. Private household workers may include cooks, maids, butlers, gardeners, caretakers and other maintenance workers.

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Public Administration Supersector

The **Public Administration** supersector contains information on federal, state and local governments. Tribal governments are now included in local government. A change in federal law requires Indian tribes to be classified similarly to state and local governments.

| South Dakota Covered Workers and Pay 2017 | | | |
|--|--------------------------|---------------------------|-----------------|
| Supersector and Sector | Number of Establishments | Average Number of Workers | Annual Pay |
| Public Administration | 2,432 | 73,564 | \$42,804 |
| Federal Government | 716 | 11,350 | \$64,412 |
| Federal Government | 716 | 11,350 | \$64,412 |
| State Government | 869 | 14,934 | \$49,358 |
| State Government Education | 26 | 5,924 | \$52,651 |
| State Government, excluding education | 843 | 9,010 | \$47,194 |
| Local Government | 847 | 47,279 | \$35,548 |
| Local Government Education | 215 | 25,339 | \$36,572 |
| Local Government, excluding ed. tribal government* | 554 | 14,199 | \$34,477 |
| Local Tribal Government excluding education | 46 | 5,807 | \$33,760 |
| Local Tribal Government Education | 32 | 1,934 | \$35,367 |
| (See below for a separate table of the Local Tribal Government data, including sums.) | | | |
| Totals may not add due to rounding. Data subject to revision. Produced by the Labor Market Information Center, South Dakota Department of Labor and Regulation, in cooperation with the U.S. Bureau of Labor Statistics. | | | |

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| South Dakota Covered Workers and Pay 2017 | | | |
|--|-----------------------------|------------------------------------|-----------------|
| | Number of Establishments | Average Number of Workers | Annual Pay |
| Local Tribal Government | 78 | 7,741 | \$34,162 |
| Local Tribal Government Education | 32 | 1,934 | \$35,367 |
| Local Tribal Government excluding education | 46 | 5,807 | \$33,760 |
| Totals may not add due to rounding. Data subject to revision. Produced by the Labor Market Information Center, South Dakota Department of Labor and Regulation, in cooperation with the U.S. Bureau of Labor Statistics. | | | |

Public Administration

Federal Government

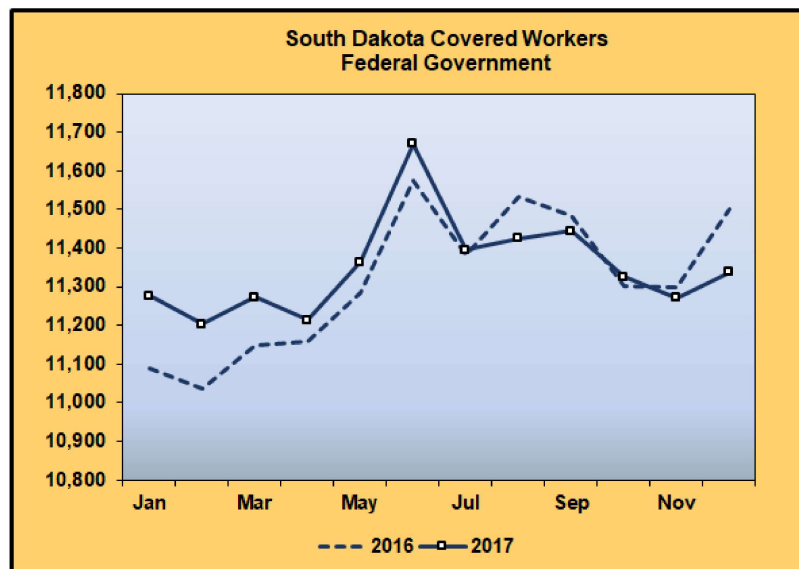
The number of **Federal Government** workers increased by 34 (0.3 percent) from 2016 to 2017 to a new total of 11,350. During 2017, the federal government sector showed a \$2,048 (or 3.3 percent) increase in annual pay for a new level of \$64,412. This annual pay remains one of the highest paying industries in South Dakota.

Federal government is a system that divides power between a strong central national government and smaller local and state governments that remain integrated to one another by the national government. Federal government systems usually have a constitution that specifies what areas of public life it controls and what areas of public life the state/local governments control. Federal government works best in large countries where diverse groups of people with diverse needs exist in a common culture.

General Medical and Surgical Hospital establishments providing diagnostic and medical treatment to inpatients with a wide variety of medical conditions saw an uptick of 67 workers between 2016 and 2017. Veteran hospitals and health care facilities are included in this category.

Administration of Human Resource Programs was one area of need throughout 2017. The number of workers increased by 41 jobs or 10.2 percent. Worker levels have steadily improved in the last several years. This industry comprises government establishments primarily engaged in the planning, administration, and coordination of programs for assistance, training, counseling and other services to veterans and their dependents or heirs. This industry includes Veterans' Affairs offices that maintain connections and coordinate activities with other service organizations and governmental agencies.

Worker levels in the Regulation of Agricultural Marketing and Commodities slumped by 43 workers to 959 between 2016 and 2017. Annual pay rose 5.3 percent to \$68,321 over the year. Establishments included in this industry are primarily engaged in the planning, administration and coordination of agricultural programs for production, marketing and utilization, including educational and promotional activities.



State Government

State Government worker numbers showed a minor increase of 61 workers (or 0.4 percent) from 2016 to 2017 for a new total of 14,934 employees. The growth was comprised of small increases in several agencies. In the same time frame, state government showed an increase in annual pay to \$49,358, which equates to 1.6 percent growth.

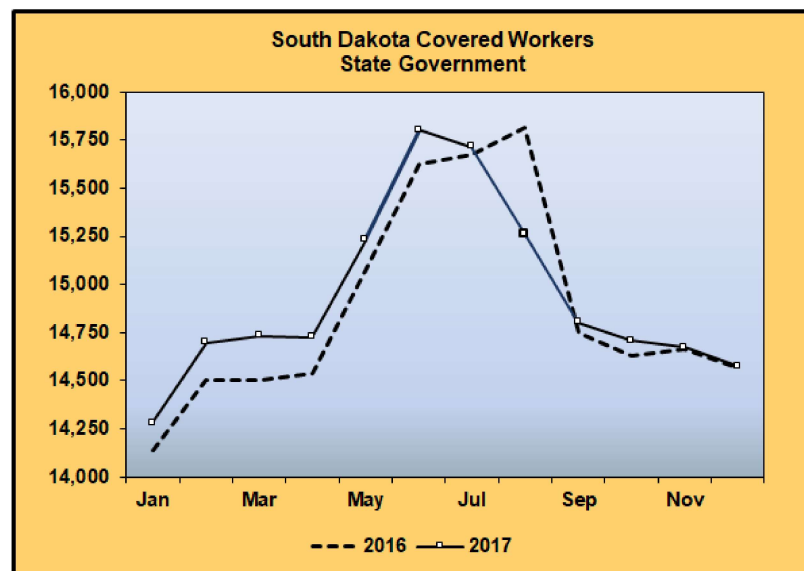
State government makes and enforces laws for a state. In the United States, state governments have certain reserved powers, which are powers and responsibilities not specifically granted to the federal government in the U.S. Constitution. A state government generally regulates trade within its borders, establishes regulations for local corporations, oversees and tends to the needs of the area and local governments, regulates the educational system and sets licensing rules for those who practice in the state.

Administration of Educational Programs was one area of worker growth during 2017. Worker levels rose by 15, bringing the total to 1,329. Also, annual pay slightly increased by \$705 to \$48,093 (or 1.5 percent).

The Educational Program industry comprises government establishments primarily engaged in the central coordination, planning, supervision and administration of funds, policies, intergovernmental activities, statistical reports and data collection, and centralized programs for educational administration. Government scholarship programs are included in this industry. State education departments, university regents or boards and educational statistical centers are all included. Work study and student labor earnings are not covered under unemployment insurance laws and therefore excluded.

Colleges, universities and professional schools expanded slightly, adding employees throughout 2017. Employment levels increased by 13 to attain a figure of 5,924. Annual pay rose to \$52,651, an improvement from \$51,553 in 2016. These establishments furnish academic courses and grant degrees at baccalaureate or graduate levels.

Establishments belonging in Administration of General Economic Programs had a slight increase of workers in 2017. Employment figures finished the year gaining eight workers. This group includes economic development agencies, small business development agencies and agencies responsible for the regulation of agricultural marketing and commodities programs.



Local Government

Local Government worker levels grew by 505 workers (or 1.1 percent) from 2016 to 2017 for a new figure of 47,279 employees. For this same period, local government also showed a \$1,551 (or 4.6 percent) increase in annual pay for a new level of \$35,548.

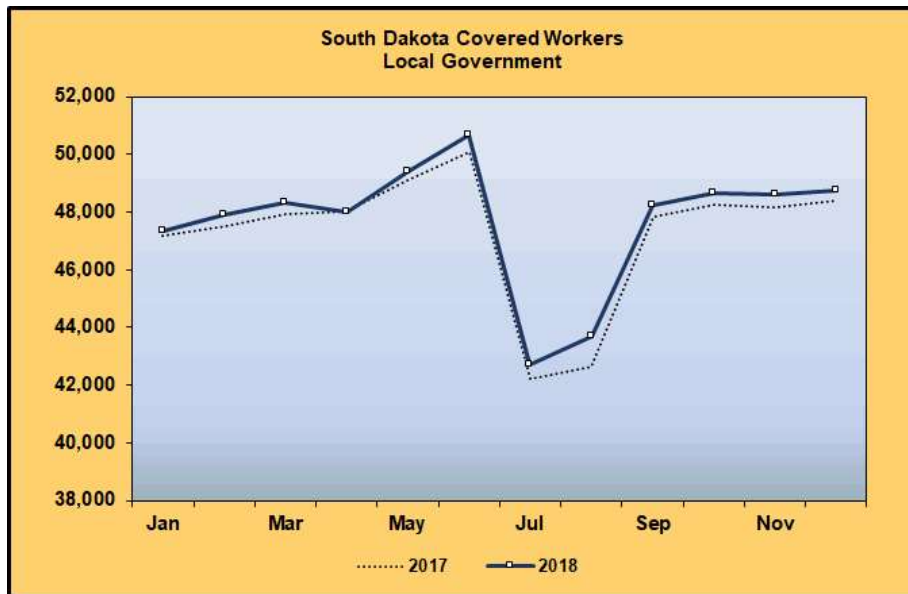
Local governments are the administrative body for small geographic areas, such as a cities, towns and counties. Local governments typically control the area within their borders, but cannot establish or enforce laws beyond this area. The powers granted to a local government come from the state. Local governments elect officials, enact taxes and perform many other duties done at other levels of government, but on a smaller scale.

Educational services experienced growth in its worker levels throughout 2017. This industry grew by 416 workers. Establishments, including schools, colleges, universities and training centers, provide instruction and training in a wide variety of subjects.

Executive, legislative offices and general government showed improvement in employment levels in 2017 with a gain of 162 workers. Council and boards of commissioners are a component of these government establishments. Other general government support agencies and tribal governments expanded as well. Tribal government has been included in local government since 2001.

Some of the employment growth can be attributed to population increases and migration into South Dakota's larger cities as well as the expansion of city programs to meet the needs of the constituents.

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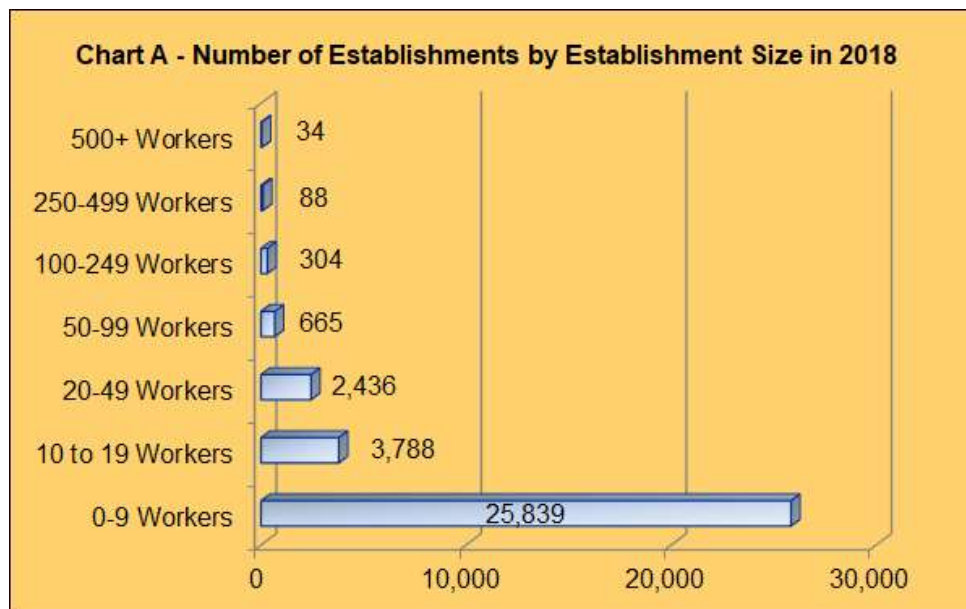


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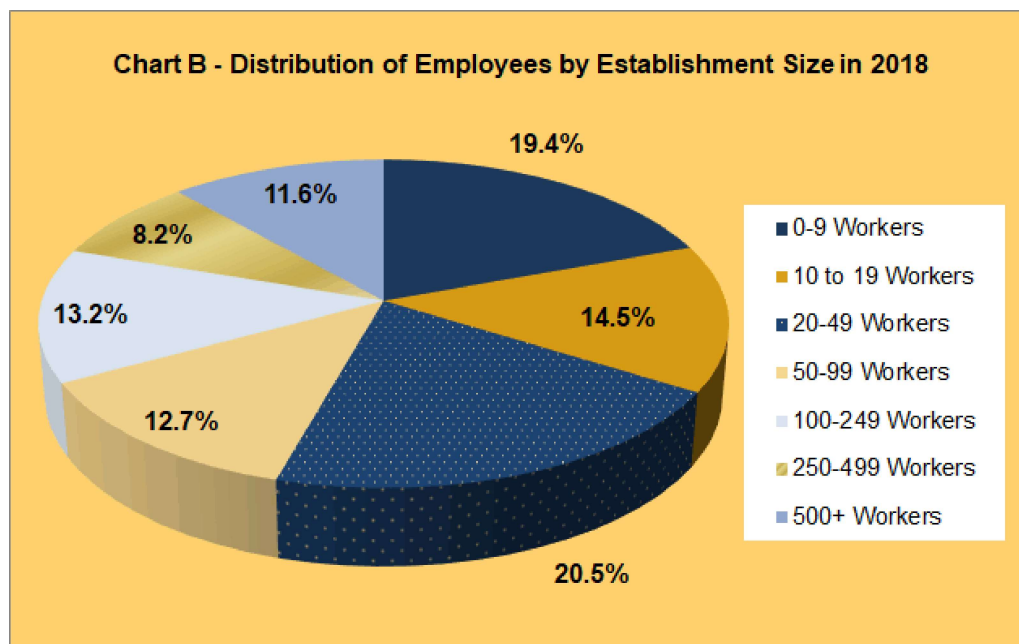
Covered Workers & Annual Pay by Establishment Size

Establishment size data provides a comparison of the number of small and large businesses in South Dakota. The average number of workers at the worksite location determines establishment size. A worksite is generally defined as a single physical location at which predominantly one type of economic activity is conducted.

Chart A displays the number of South Dakota establishments by establishment size. This chart shows small businesses are predominate in South Dakota. During 2017, the 0-9 workers size class had the largest number of establishments, accounting for 77.8 percent of all establishments.



The distribution of employees by establishment size shows a different picture than the distribution of establishments. Smaller businesses have a much smaller slice of the pie. Chart B indicates that smaller businesses (less than 10 workers) employed only 19.5 percent of the covered workers in South Dakota in 2017. The number of workers is evenly dispersed among the establishment size groups.



Continued on next page

| Number of Private Establishments, Workers and Pay By Establishment Size and By Supersector 2017 | | | | | | | |
|--|------------|--------------|--------------|--------------|----------------|----------------|-------------|
| Supersector | 0-9 | 10-19 | 20-49 | 50-99 | 100-249 | 250-499 | 500+ |
| Natural Resources & Mining | | | | | | | |
| Establishments | 933 | 88 | 39 | 11 | 3 | 0 | 0 |
| Workers | 3,042 | 1,171 | 1,094 | 748 | 592 | 0 | 0 |
| Annual Pay | \$37,546 | \$41,935 | \$41,265 | \$46,080 | \$55,073 | \$0 | \$0 |
| Construction | | | | | | | |
| Establishments | 3,573 | 297 | 188 | 40 | 11 | * | * |
| Workers | 8,675 | 3,923 | 5,404 | 2,850 | 1,498 | * | * |
| Annual Pay | \$37,642 | \$46,617 | \$54,509 | \$59,439 | \$57,213 | * | * |
| Manufacturing | | | | | | | |
| Establishments | 634 | 155 | 166 | 84 | 55 | 23 | 12 |
| Workers | 1,987 | 2,125 | 5,085 | 5,721 | 9,219 | 7,224 | 11,720 |
| Annual Pay | \$34,523 | \$40,610 | \$46,758 | \$49,129 | \$49,493 | \$49,076 | \$49,325 |
| Trade, Transportation & Utilities | | | | | | | |
| Establishments | 6,272 | 1,266 | 670 | 179 | 64 | 26 | * |
| Workers | 18,759 | 17,028 | 19,599 | 11,955 | 9,566 | 8,969 | * |
| Annual Pay | \$39,808 | \$37,030 | \$42,364 | \$40,220 | \$37,556 | \$27,469 | * |
| Information | | | | | | | |
| Establishments | 470 | 59 | 48 | 18 | 3 | * | * |
| Workers | 1,003 | 805 | 1,451 | 1,189 | 419 | * | * |
| Annual Pay | \$47,014 | \$42,349 | \$43,792 | \$42,421 | \$57,601 | * | * |
| Financial Activities | | | | | | | |
| Establishments | 2,944 | 256 | 126 | 28 | 27 | 8 | 6 |
| Workers | 7,171 | 3,378 | 3,746 | 1,943 | 4,288 | 3,159 | 5,076 |
| Annual Pay | \$50,486 | \$55,269 | \$69,044 | \$64,899 | \$67,256 | \$48,659 | \$54,840 |
| Professional & Business Services | | | | | | | |
| Establishments | 4,820 | 355 | 207 | 51 | 31 | 6 | 2 |
| Workers | 9,223 | 4,799 | 6,067 | 3,446 | 4,416 | 1,928 | 1,388 |
| Annual Pay | \$54,838 | \$47,648 | \$49,476 | \$55,482 | \$50,066 | \$89,090 | \$79,303 |
| Education & Health Services | | | | | | | |
| Establishments | 1,910 | 397 | 301 | 145 | 71 | 16 | 10 |
| Workers | 5,769 | 5,380 | 9,167 | 9,773 | 11,133 | 5,118 | 20,557 |
| Annual Pay | \$38,643 | \$39,983 | \$38,274 | \$40,297 | \$44,327 | \$45,265 | \$68,044 |
| <i>Table continued on next page.</i> | | | | | | | |

| Number of Private Establishments, Workers and Pay, continued By Establishment Size and By Supersector 2017 | | | | | | | |
|---|------------|--------------|--------------|--------------|----------------|----------------|-------------|
| Supersector | 0-9 | 10-19 | 20-49 | 50-99 | 100-249 | 250-499 | 500+ |
| Leisure & Hospitality Services | | | | | | | |
| Establishments | 1,857 | 689 | 596 | 120 | 30 | 0 | 0 |
| Workers | 6,799 | 9,629 | 17,417 | 7,946 | 4,017 | 0 | 0 |
| Annual Pay | \$14,515 | \$14,813 | \$16,134 | \$18,357 | \$20,760 | \$0 | \$0 |
| Other Services | | | | | | | |
| Establishments | 2,033 | 193 | 48 | 12 | 6 | 0 | 0 |
| Workers | 5,525 | 2,490 | 1,391 | 779 | 892 | 0 | 0 |
| Annual Pay | \$31,457 | \$32,678 | \$31,459 | \$36,319 | \$23,152 | \$0 | \$0 |
| Total Private Ownership | | | | | | | |
| Establishments | 25,446 | 3,755 | 2,389 | 688 | 301 | 84 | 32 |
| Workers | 67,952 | 50,728 | 70,421 | 46,351 | 46,040 | 27,838 | 39,861 |
| Annual Pay | \$39,241 | \$36,220 | \$38,422 | \$41,023 | \$44,852 | \$43,017 | \$60,519 |

Continued on next page

Covered Workers and Annual Pay by County

The table below indicates 45.5 percent (30) of the counties showed worker growth from 2016 to 2017. The highest percentage gains occurred in Jerauld, Lincoln and Perkins counties. The largest absolute gains occurred in Lincoln, Minnehaha and Pennington counties.

Decreases in the number of covered workers occurred in 54.5 percent of the counties in South Dakota. The greatest percentage decreases happened in Sanborn, Douglas and Hanson counties, and the largest absolute losses occurred in Davison, Brown, Hughes and Brookings counties.

The map below provides information on the percentage change in the average number of covered workers in South Dakota's counties from 2016 to 2017.

| Number of Covered Workers by County 2017 | | | | | | | | |
|---|--------|--------|----------------|--|---------------|---------|---------|----------------|
| County | 2016 | 2017 | Percent Change | | County | 2016 | 2017 | Percent Change |
| Aurora | 872 | 900 | 3.2% | | Hyde | 534 | 540 | 1.1% |
| Beadle | 8,562 | 8,518 | -0.5% | | Jackson | 712 | 733 | 2.9% |
| Bennett | 888 | 883 | -0.6% | | Jerauld | 1,365 | 1,503 | 10.1% |
| Bon Homme | 1,762 | 1,753 | -0.5% | | Jones | 440 | 428 | -2.7% |
| Brookings | 18,498 | 18,390 | -0.6% | | Kingsbury | 1,735 | 1,699 | -2.1% |
| Brown | 20,939 | 20,711 | -1.1% | | Lake | 4,850 | 4,886 | 0.7% |
| Brule | 1,862 | 1,880 | 1.0% | | Lawrence | 11,775 | 11,696 | -0.7% |
| Buffalo | 518 | 511 | -1.4% | | Lincoln | 20,785 | 21,922 | 5.5% |
| Butte | 2,837 | 2,847 | 0.4% | | Lyman | 1,435 | 1,408 | -1.9% |
| Campbell | 479 | 475 | -0.8% | | McCook | 1,354 | 1,321 | -2.4% |
| Charles Mix | 3,397 | 3,418 | 0.6% | | McPherson | 606 | 592 | -2.3% |
| Clark | 1,015 | 1,008 | -0.7% | | Marshall | 1,651 | 1,612 | -2.4% |
| Clay | 5,664 | 5,824 | 2.8% | | Meade | 6,878 | 7,051 | 2.5% |
| Codington | 15,872 | 15,853 | -0.1% | | Mellette | 326 | 329 | 0.9% |
| Corson | 851 | 847 | -0.5% | | Miner | 725 | 740 | 2.1% |
| Custer | 2,331 | 2,334 | 0.1% | | Minnehaha | 124,334 | 125,451 | 0.9% |
| Davison | 12,432 | 12,150 | -2.3% | | Moody | 2,367 | 2,468 | 4.3% |
| Day | 1,934 | 1,936 | 0.1% | | Oglala Lakota | 3,717 | 3,703 | -0.4% |
| Deuel | 1,367 | 1,348 | -1.4% | | Pennington | 56,351 | 57,096 | 1.3% |
| Dewey | 2,199 | 2,153 | -2.1% | | Perkins | 1,215 | 1,275 | 4.9% |
| Douglas | 1,139 | 1,093 | -4.0% | | Potter | 868 | 848 | -2.3% |
| Edmunds | 1,217 | 1,220 | 0.2% | | Roberts | 3,579 | 3,552 | -0.8% |
| Fall River | 2,450 | 2,442 | -0.3% | | Sanborn | 574 | 548 | -4.5% |
| Faulk | 600 | 608 | 1.3% | | Spink | 2,391 | 2,365 | -1.1% |
| Grant | 3,752 | 3,801 | 1.3% | | Stanley | 1,315 | 1,290 | -1.9% |

Table continued on next page.

**Number of Covered Workers by County, continued
2017**

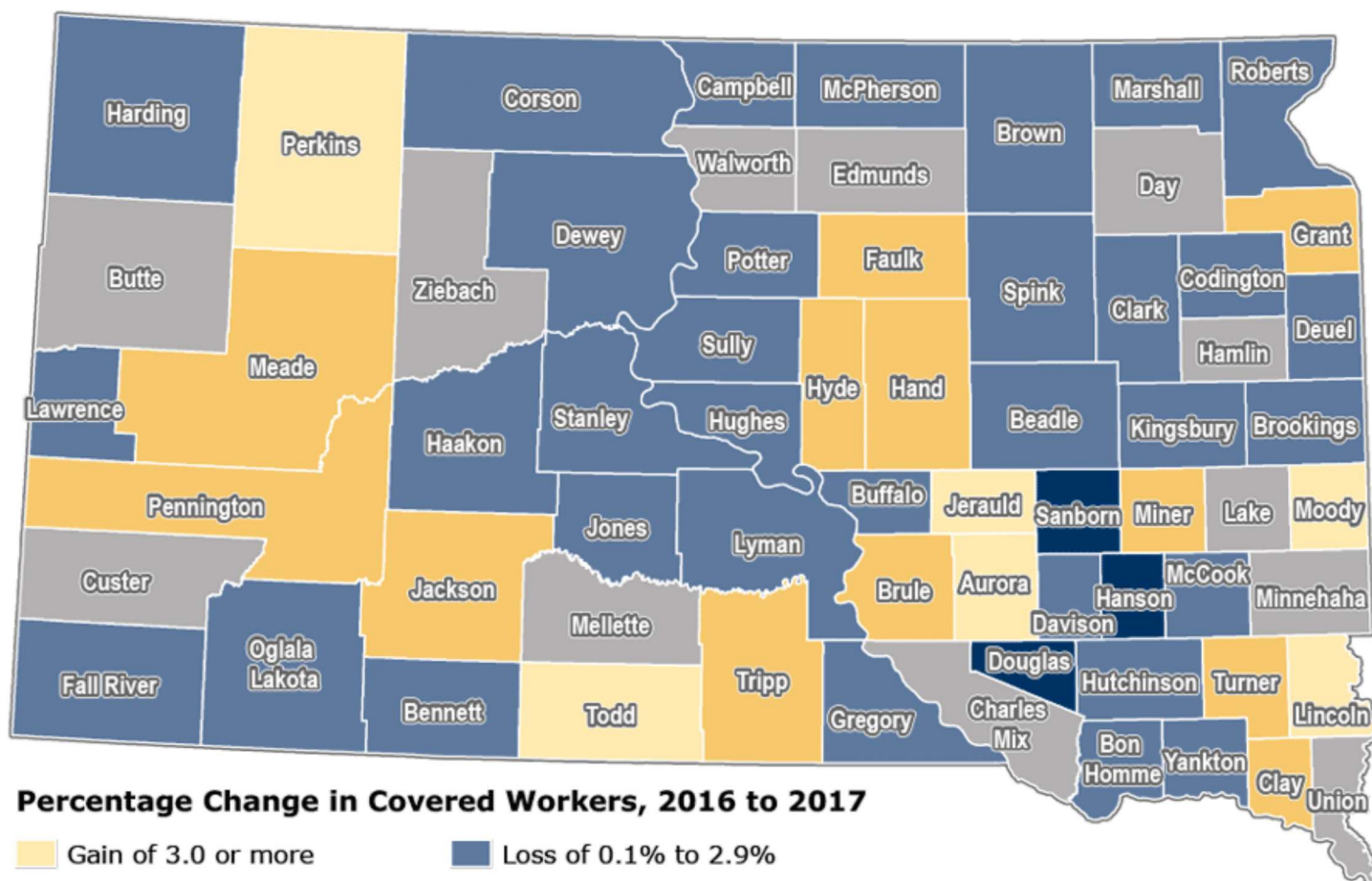
| County | 2016 | 2017 | Percent Change | County | 2016 | 2017 | Percent Change |
|------------|--------|--------|----------------|----------|--------|--------|----------------|
| Gregory | 1,504 | 1,488 | -1.1% | Sully | 588 | 582 | -1.0% |
| Haakon | 790 | 785 | -0.6% | Todd | 2,844 | 2,944 | 3.5% |
| Hamlin | 1,902 | 1,906 | 0.2% | Tripp | 2,125 | 2,148 | 1.1% |
| Hand | 1,379 | 1,394 | 1.1% | Turner | 2,062 | 2,106 | 2.1% |
| Hanson | 628 | 606 | -3.5% | Union | 9,547 | 9,625 | 0.8% |
| Harding | 442 | 440 | -0.5% | Walworth | 2,177 | 2,192 | 0.7% |
| Hughes | 10,888 | 10,779 | -1.0% | Yankton | 12,641 | 12,596 | -0.4% |
| Hutchinson | 2,621 | 2,605 | -0.6% | Ziebach | 303 | 304 | 0.3% |

Totals may not add due to rounding.

Data subject to revision.

Produced by the Labor Market Information Center, South Dakota Department of Labor and Regulation, in cooperation with the U.S. Bureau of Labor Statistics.

The map below provides information on the percentage change in the average number of covered workers in South Dakota's counties from 2016 to 2017.



Annual Pay for Covered Workers by County

The table below shows annual pay for covered workers by county for 2016 and 2017. The county with the highest annual pay for 2017 was Union County at \$54,475.

The majority of South Dakota's counties experienced increases in annual pay. The highest percentage gains occurred in Haakon, Aurora and McPherson counties. The map below shows the percentage change in each county from 2016 to 2017. The largest actual numeric gains occurred in Union, Haakon and Lake counties.

| Annual Pay for Covered Workers by County 2017 | | | | | | | | |
|--|----------|----------|-------------------|-------|---------------|----------|----------|-------------------|
| County | 2016 | 2017 | Percent Change | | County | 2016 | 2017 | Percent Change |
| Aurora | \$30,816 | \$32,789 | 6.4% | | Hyde | \$38,185 | \$38,031 | -0.4% |
| Beadle | \$38,330 | \$38,843 | 1.3% | | Jackson | \$28,001 | \$29,189 | 4.2% |
| Bennett | \$30,141 | \$31,784 | 5.5% | | Jerauld | \$34,848 | \$36,450 | 4.6% |
| Bon Homme | \$32,659 | \$33,864 | 3.7% | | Jones | \$28,347 | \$29,002 | 2.3% |
| Brookings | \$41,457 | \$42,648 | 2.9% | | Kingsbury | \$34,760 | \$35,756 | 2.9% |
| Brown | \$39,819 | \$41,407 | 4.0% | | Lake | \$38,026 | \$40,166 | 5.6% |
| Brule | \$30,776 | \$31,338 | 1.8% | | Lawrence | \$33,274 | \$34,649 | 4.1% |
| Buffalo | \$36,673 | \$38,740 | 5.6% | | Lincoln | \$47,049 | \$48,452 | 3.0% |
| Butte | \$32,613 | \$32,880 | 0.8% | | Lyman | \$28,862 | \$29,650 | 2.7% |
| Campbell | \$32,452 | \$32,921 | 1.4% | | McCook | \$34,239 | \$34,912 | 2.0% |
| Charles Mix | \$32,455 | \$33,590 | 3.5% | | McPherson | \$29,905 | \$31,818 | 6.4% |
| Clark | \$32,075 | \$32,515 | 1.4% | | Marshall | \$35,997 | \$37,890 | 5.3% |
| Clay | \$35,944 | \$37,088 | 3.2% | | Meade | \$38,511 | \$39,295 | 2.0% |
| Codington | \$37,192 | \$38,820 | 4.4% | | Mellette | \$26,013 | \$25,575 | -1.7% |
| Corson | \$34,813 | \$36,653 | 5.3% | | Miner | \$31,986 | \$32,902 | 2.9% |
| Custer | \$33,552 | \$34,326 | 2.3% | | Minnehaha | \$46,207 | \$47,448 | 2.7% |
| Davison | \$37,682 | \$39,216 | 4.1% | | Moody | \$36,839 | \$37,787 | 2.6% |
| Day | \$30,020 | \$31,902 | 6.3% | | Oglala Lakota | \$37,938 | \$39,913 | 5.2% |
| Deuel | \$39,661 | \$40,179 | 1.3% | | Pennington | \$39,972 | \$41,198 | 3.1% |
| Dewey | \$37,189 | \$39,061 | 5.0% | | Perkins | \$30,627 | \$31,609 | 3.2% |
| Douglas | \$33,409 | \$34,202 | 2.4% | | Potter | \$32,951 | \$34,811 | 5.6% |
| Edmunds | \$36,989 | \$37,630 | 1.7% | | Roberts | \$33,133 | \$33,814 | 2.1% |
| Fall River | \$34,987 | \$36,269 | 3.7% | | Sanborn | \$31,197 | \$31,912 | 2.3% |
| Faulk | \$32,297 | \$31,882 | -1.3% | | Spink | \$35,474 | \$36,530 | 3.0% |
| Grant | \$38,487 | \$40,001 | 3.9% | | Stanley | \$34,303 | \$34,164 | -0.4% |
| Gregory | \$29,715 | \$30,673 | 3.2% | | Sully | \$34,611 | \$36,673 | 6.0% |
| Haakon | \$35,222 | \$37,536 | 6.6% | | Todd | \$35,578 | \$36,215 | 1.8% |
| Hamlin | \$34,922 | \$36,620 | 4.9% | Tripp | \$32,930 | \$34,500 | 4.8% | |
| Table continued on next page. | | | | | | | | |

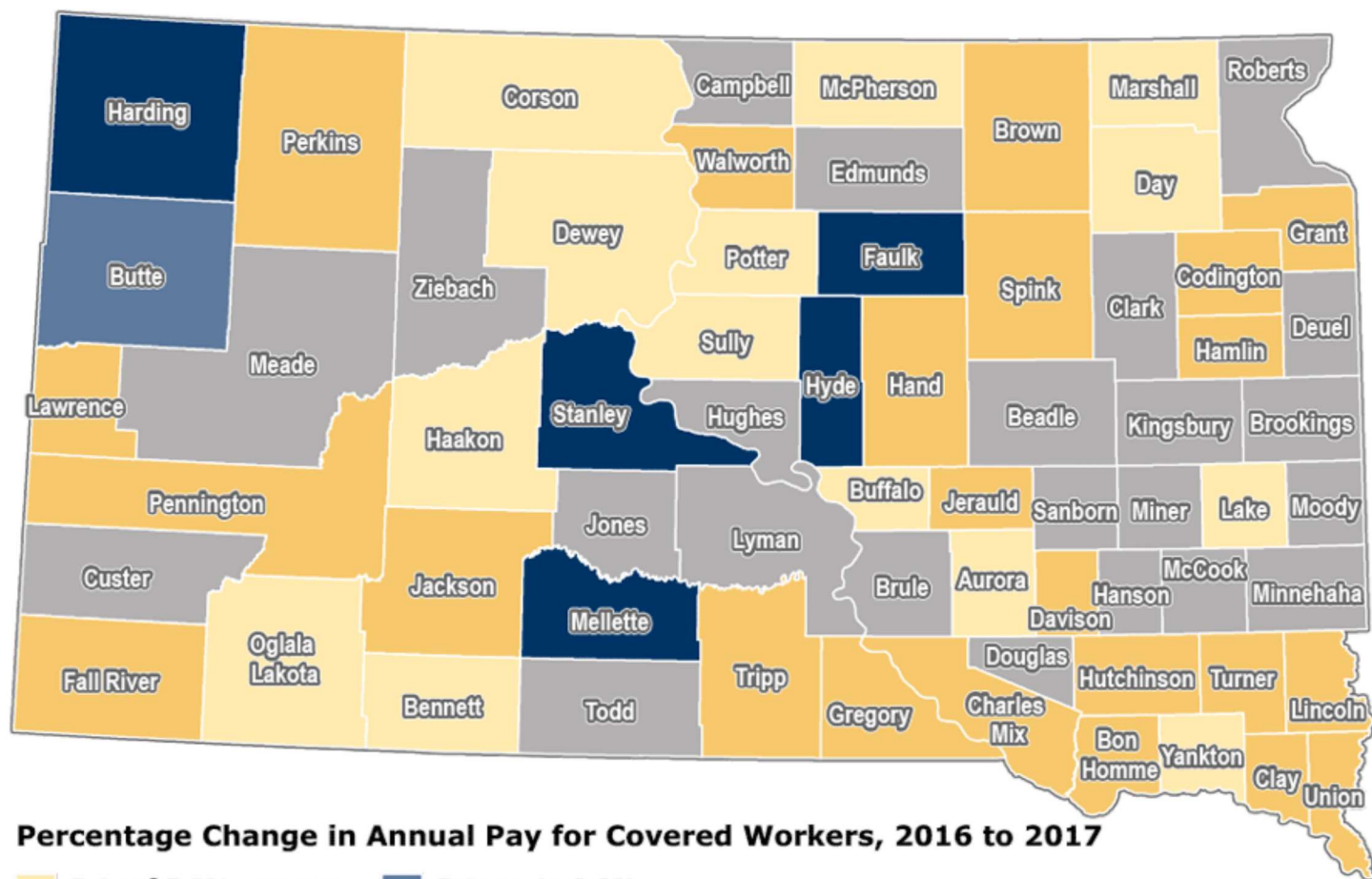
Table continued on next page.

| Annual Pay for Covered Workers by County, continued 2017 | | | | | | | | |
|---|----------|----------|-------------------|--|----------|----------|----------|-------------------|
| County | 2016 | 2017 | Percent Change | | County | 2016 | 2017 | Percent Change |
| Hand | \$32,399 | \$33,831 | 4.4% | | Turner | \$33,168 | \$34,726 | 4.7% |
| Hanson | \$35,826 | \$36,636 | 2.3% | | Union | \$52,142 | \$54,475 | 4.5% |
| Harding | \$39,036 | \$38,119 | -2.3% | | Walworth | \$32,805 | \$33,838 | 3.1% |
| Hughes | \$42,101 | \$43,141 | 2.5% | | Yankton | \$39,490 | \$41,496 | 5.1% |
| Hutchinson | \$33,505 | \$35,037 | 4.6% | | Ziebach | \$33,098 | \$33,990 | 2.7% |

Data subject to revision.

Produced by the Labor Market Information Center, South Dakota Department of Labor and Regulation, in cooperation with the U.S. Bureau of Labor Statistics.

The map below shows the percentage change in each county from 2016 to 2017.



Establishments, Private Ownership Only, by County and Size

| Number of Establishments by Size of Establishment, by County Private Ownership Only 2017 | | | | | | | |
|---|------------|--------------|--------------|--------------|----------------|----------------|-------------|
| County | 0-9 | 10-19 | 20-49 | 50-99 | 100-249 | 250-499 | 500+ |
| Aurora | 71 | 9 | 3 | 2 | 1 | 0 | 0 |
| Beadle | 471 | 94 | 56 | 11 | 7 | 1 | 1 |
| Bennett | 55 | 10 | 6 | 0 | 0 | 0 | 0 |
| Bon Homme | 162 | 15 | 7 | 4 | 0 | 0 | 0 |
| Brookings | 793 | 137 | 86 | 31 | 6 | 5 | 3 |
| Brown | 1,088 | 190 | 120 | 27 | 20 | 2 | 3 |
| Brule | 212 | 25 | 12 | 3 | 0 | 0 | 0 |
| Buffalo | 13 | 4 | 0 | 0 | 0 | 0 | 0 |
| Butte | 317 | 46 | 20 | 3 | 0 | 0 | 0 |
| Campbell | 54 | 4 | 3 | 2 | 0 | 0 | 0 |
| Charles Mix | 238 | 50 | 16 | 3 | 1 | 0 | 0 |
| Clark | 119 | 17 | 6 | 0 | 0 | 0 | 0 |
| Clay | 287 | 44 | 25 | 4 | 7 | 0 | 0 |
| Codington | 933 | 138 | 102 | 27 | 7 | 8 | 1 |
| Corson | 38 | 3 | 2 | 0 | 0 | 0 | 0 |
| Custer | 291 | 24 | 11 | 3 | 1 | 0 | 0 |
| Davison | 574 | 110 | 78 | 21 | 18 | 4 | 0 |
| Day | 145 | 30 | 14 | 5 | 0 | 0 | 0 |
| Deuel | 141 | 11 | 8 | 3 | 1 | 0 | 0 |
| Dewey | 89 | 14 | 6 | 0 | 0 | 0 | 0 |
| Douglas | 88 | 19 | 5 | 4 | 0 | 0 | 0 |
| Edmunds | 131 | 11 | 8 | 2 | 0 | 0 | 0 |
| Fall River | 246 | 18 | 14 | 1 | 1 | 0 | 0 |
| Faulk | 65 | 7 | 2 | 2 | 0 | 0 | 0 |
| Grant | 267 | 39 | 26 | 10 | 3 | 1 | 0 |
| Gregory | 184 | 21 | 7 | 1 | 1 | 0 | 0 |
| Haakon | 77 | 10 | 3 | 2 | 1 | 0 | 0 |
| Hamlin | 176 | 17 | 12 | 3 | 1 | 0 | 0 |
| Hand | 114 | 20 | 9 | 3 | 1 | 0 | 0 |
| Hanson | 78 | 8 | 2 | 1 | 0 | 0 | 0 |
| Harding | 44 | 5 | 1 | 1 | 0 | 0 | 0 |
| Hughes | 615 | 103 | 48 | 19 | 3 | 2 | 0 |
| <i>Table continued on next page.</i> | | | | | | | |

Number of Establishments by Size of Establishment, by County, continued
Private Ownership Only
2017

| County | 0-9 | 10-19 | 20-49 | 50-99 | 100-249 | 250-499 | 500+ |
|---------------|------------|--------------|--------------|--------------|----------------|----------------|-------------|
| Hutchinson | 190 | 24 | 23 | 3 | 2 | 0 | 0 |
| Hyde | 44 | 8 | 3 | 1 | 0 | 0 | 0 |
| Jackson | 53 | 8 | 3 | 0 | 0 | 0 | 0 |
| Jerauld | 86 | 8 | 2 | 2 | 1 | 0 | 1 |
| Jones | 44 | 7 | 3 | 0 | 0 | 0 | 0 |
| Kingsbury | 156 | 26 | 11 | 4 | 0 | 0 | 0 |
| Lake | 366 | 49 | 30 | 10 | 5 | 0 | 0 |
| Lawrence | 1,003 | 122 | 57 | 16 | 14 | 3 | 0 |
| Lincoln | 1,566 | 226 | 156 | 33 | 17 | 5 | 4 |
| Lyman | 77 | 13 | 6 | 0 | 1 | 0 | 0 |
| McCook | 183 | 20 | 7 | 2 | 0 | 0 | 0 |
| McPherson | 67 | 5 | 4 | 1 | 0 | 0 | 0 |
| Marshall | 148 | 16 | 6 | 2 | 2 | 0 | 0 |
| Meade | 662 | 87 | 46 | 6 | 1 | 0 | 0 |
| Mellette | 27 | 2 | 1 | 0 | 0 | 0 | 0 |
| Miner | 77 | 6 | 5 | 2 | 0 | 0 | 0 |
| Minnehaha | 5,571 | 903 | 662 | 245 | 104 | 30 | 14 |
| Moody | 151 | 19 | 8 | 5 | 2 | 0 | 0 |
| Oglala Lakota | 75 | 13 | 7 | 1 | 0 | 0 | 0 |
| Pennington | 3,508 | 539 | 402 | 103 | 42 | 9 | 3 |
| Perkins | 116 | 10 | 8 | 1 | 2 | 0 | 0 |
| Potter | 101 | 9 | 6 | 1 | 0 | 0 | 0 |
| Roberts | 202 | 25 | 15 | 5 | 1 | 1 | 0 |
| Sanborn | 56 | 6 | 2 | 1 | 0 | 0 | 0 |
| Spink | 200 | 29 | 8 | 2 | 0 | 0 | 0 |
| Stanley | 108 | 18 | 9 | 2 | 1 | 0 | 0 |
| Sully | 71 | 9 | 3 | 0 | 0 | 0 | 0 |
| Todd | 61 | 9 | 8 | 0 | 0 | 0 | 0 |
| Tripp | 197 | 23 | 20 | 3 | 1 | 0 | 0 |
| Turner | 247 | 23 | 8 | 4 | 1 | 0 | 0 |
| Union | 563 | 77 | 52 | 15 | 13 | 3 | 1 |

Table continued on next page.

| Number of Establishments by Size of Establishment, by County, continued Private Ownership Only 2017 | | | | | | | |
|---|---------------|--------------|--------------|--------------|----------------|----------------|-------------|
| County | 0-9 | 10-19 | 20-49 | 50-99 | 100-249 | 250-499 | 500+ |
| Walworth | 183 | 33 | 9 | 6 | 1 | 0 | 0 |
| Yankton | 633 | 96 | 63 | 8 | 11 | 9 | 1 |
| Ziebach | 18 | 5 | 0 | 0 | 0 | 0 | 0 |
| Total | 24,986 | 3,726 | 2,371 | 682 | 302 | 83 | 32 |
| Data subject to revision. Produced by the Labor Market Information Center, South Dakota Department of Labor and Regulation, in cooperation with the U.S. Bureau of Labor Statistics. | | | | | | | |

Continued on next page

Metropolitan Statistical Area (MSA) Information

| Rapid City MSA Covered Workers and Pay 2017 | | | |
|---|-----------------------------|-------------------------|-----------------|
| Supersector and Sector | Number of Establishments | Number of Workers | Annual Pay |
| Natural Resources & Mining | 68 | 270 | \$38,258 |
| Agriculture, Forestry, Fishing & Hunting | 47 | 173 | \$33,411 |
| Mining | 21 | 96 | \$47,393 |
| Construction | 715 | 4,819 | \$45,994 |
| Construction | 715 | 4,819 | \$45,994 |
| Manufacturing | 181 | 2,816 | \$46,359 |
| Manufacturing | 181 | 2,816 | \$46,359 |
| Trade, Transportation & Utilities | 1,284 | 13,682 | \$35,181 |
| Wholesale Trade | 318 | 2,358 | \$53,923 |
| Retail Trade | 715 | 9,588 | \$27,871 |
| Transportation & Warehousing | 229 | 1,451 | \$43,313 |
| Utilities | 22 | 286 | \$84,358 |
| Information | 103 | 824 | \$43,958 |
| Information | 103 | 824 | \$43,958 |
| Financial Activities | 609 | 3,898 | \$49,700 |
| Finance & Insurance | 329 | 3,014 | \$54,873 |
| Real Estate & Rental & Leasing | 280 | 884 | \$32,065 |
| Professional & Business Services | 1,128 | 5,234 | \$53,153 |
| Professional, Scientific & Technical Services | 706 | 2,308 | \$55,159 |
| Management of Companies & Enterprises | 39 | 820 | \$104,604 |
| Administrative & Support & Waste Mgmt. & Remediation Services | 383 | 2,106 | \$30,922 |
| Education & Health Services | 546 | 11,370 | \$51,277 |
| Educational Services | 84 | 602 | \$32,040 |
| Health Care & Social Assistance | 462 | 10,768 | \$52,352 |
| <i>Table continued on next page.</i> | | | |

| Rapid City MSA, continued Covered Workers and Pay 2017 | | | |
|---|---------------------------------|--------------------------|-------------------|
| Supersector and Sector | Number of Establishments | Number of Workers | Annual Pay |
| Leisure & Hospitality Services | 689 | 10,048 | \$18,295 |
| Arts, Entertainment & Recreation | 148 | 1,192 | \$20,724 |
| Accommodation & Food Services | 541 | 8,991 | \$17,973 |
| Other Services | 415 | 2,331 | \$30,786 |
| Other Services, except Public Administration | 415 | 2,331 | \$30,786 |
| Public Administration | 225 | 11,054 | \$46,709 |
| Federal Government | 90 | 3,124 | \$63,220 |
| State Government | 88 | 1,526 | \$48,894 |
| Local Government | 47 | 6,404 | \$38,134 |
| Totals may not add due to rounding. Data subject to revision. Produced by the Labor Market Information Center, South Dakota Department of Labor and Regulation, in cooperation with the U.S. Bureau of Labor Statistics. | | | |

Continued on next page

| Sioux Falls MSA Covered Workers and Pay 2017 | | | |
|---|---------------------------------|--------------------------|-------------------|
| Supersector and Sector | Number of Establishments | Number of Workers | Annual Pay |
| Natural Resources & Mining | 91 | 655 | \$38,200 |
| Agriculture, Forestry, Fishing & Hunting | 85 | 575 | \$36,847 |
| Mining | 6 | 80 | \$47,921 |
| Construction | 1,223 | 8,313 | \$50,868 |
| Construction | 1,223 | 8,313 | \$50,868 |
| Manufacturing | 319 | 13,916 | \$48,120 |
| Manufacturing | 319 | 13,916 | \$48,120 |
| Trade, Transportation & Utilities | 2,645 | 31,907 | \$41,462 |
| Wholesale Trade | 1,040 | 7,885 | \$63,961 |
| Retail Trade | 1,118 | 18,605 | \$30,185 |
| Transportation & Warehousing | 464 | 5,071 | \$44,435 |
| Utilities | 23 | 346 | \$91,570 |
| Information | 187 | 2,578 | \$55,884 |
| Information | 187 | 2,578 | \$55,884 |
| Financial Activities | 1,168 | 15,465 | \$63,045 |
| Finance & Insurance | 810 | 13,784 | \$65,644 |
| Real Estate & Rental & Leasing | 358 | 1,681 | \$41,738 |
| Professional & Business Services | 2,013 | 14,513 | \$57,671 |
| Professional, Scientific & Technical Services | 1,254 | 6,133 | \$66,307 |
| Management of Companies & Enterprises | 80 | 2,439 | \$94,412 |
| Administrative & Support & Waste Mgmt. & Remediation Services | 679 | 5,941 | \$33,672 |
| Education & Health Services | 842 | 30,177 | \$55,431 |
| Educational Services | 122 | 1,812 | \$27,912 |
| Health Care & Social Assistance | 720 | 28,365 | \$57,189 |
| <i>Table continued on next page.</i> | | | |

| Sioux Falls MSA, continued Covered Workers and Pay 2017 | | | |
|---|-----------------------------|-------------------------|-----------------|
| Supersector and Sector | Number of Establishments | Number of Workers | Annual Pay |
| Leisure & Hospitality Services | 817 | 15,473 | \$16,950 |
| Arts, Entertainment & Recreation | 203 | 2,970 | \$17,127 |
| Accommodation & Food Services | 614 | 12,503 | \$16,908 |
| Other Services | 726 | 3,902 | \$34,747 |
| Other Services, except Public Administration | 726 | 3,902 | \$34,747 |
| Public Administration | 273 | 13,901 | \$47,962 |
| Federal Government | 82 | 2,727 | \$70,611 |
| State Government | 78 | 1,484 | \$49,593 |
| Local Government | 114 | 9,690 | \$41,339 |
| Totals may not add due to rounding. Data subject to revision. Produced by the Labor Market Information Center, South Dakota Department of Labor and Regulation, in cooperation with the U.S. Bureau of Labor Statistics. | | | |

Continued on next page

Metropolitan Statistical Area (MSA) Information

| Rapid City MSA Number of Establishments, Workers & Pay by Establishment Size and by Supersector 2017 | | | | | | | |
|---|------------|--------------|--------------|--------------|----------------|----------------|-------------|
| Supersector | 0-9 | 10-19 | 20-49 | 50-99 | 100-249 | 250-499 | 500+ |
| Natural Resources and Mining | | | | | | | |
| Establishments | 62 | 2 | 4 | 0 | 0 | 0 | 0 |
| Workers | 126 | 22 | 121 | 0 | 0 | 0 | 0 |
| Annual Pay | \$37,076 | \$33,001 | \$40,762 | \$0 | \$0 | \$0 | \$0 |
| Construction | | | | | | | |
| Establishments | 596 | 72 | 35 | 8 | 4 | 0 | 0 |
| Workers | 1,571 | 956 | 1,062 | 581 | 649 | 0 | 0 |
| Annual Pay | \$36,903 | \$44,186 | \$50,743 | \$52,423 | \$57,142 | \$0 | \$0 |
| Manufacturing | | | | | | | |
| Establishments | 119 | 23 | 28 | 4 | 6 | 1 | 0 |
| Workers | 337 | 314 | 820 | 248 | 801 | 0 | 0 |
| Annual Pay | \$32,585 | \$36,884 | \$45,303 | \$45,185 | \$59,727 | \$0 | \$0 |
| Trade, Transportation and Utilities | | | | | | | |
| Establishments | 947 | 183 | 109 | 31 | 11 | 2 | * |
| Workers | 3,033 | 2,452 | 3,216 | 2,248 | 1,567 | 615 | * |
| Annual Pay | \$33,857 | \$35,600 | \$39,191 | \$38,430 | \$31,234 | \$25,466 | * |
| Information | | | | | | | |
| Establishments | 82 | 9 | 7 | 5 | 0 | 0 | 0 |
| Workers | 152 | 118 | 210 | 345 | 0 | 0 | 0 |
| Annual Pay | \$48,808 | \$37,680 | \$38,828 | \$46,964 | \$0 | \$0 | \$0 |
| Financial Activities | | | | | | | |
| Establishments | 530 | 47 | 26 | 2 | 2 | * | * |
| Workers | 1,167 | 617 | 786 | 145 | 284 | * | * |
| Annual Pay | \$46,396 | \$55,806 | \$53,979 | \$62,637 | \$59,295 | * | * |
| <i>Table continued on next page.</i> | | | | | | | |

| Rapid City MSA, continued Number of Establishments, Workers & Pay by Establishment Size and by Supersector 2017 | | | | | | | |
|---|------------|--------------|--------------|--------------|----------------|----------------|-------------|
| Supersector | 0-9 | 10-19 | 20-49 | 50-99 | 100-249 | 250-499 | 500+ |
| Professional and Business Services | | | | | | | |
| Establishments | 1,010 | 66 | 41 | 7 | 2 | 2 | 0 |
| Workers | 1,799 | 902 | 1,133 | 436 | 331 | 633 | 0 |
| Annual Pay | \$50,238 | \$44,572 | \$45,402 | \$47,732 | \$63,016 | \$86,117 | \$0 |
| Education and Health Services | | | | | | | |
| Establishments | 381 | 70 | 61 | 18 | 12 | 3 | * |
| Workers | 961 | 935 | 1,894 | 1,278 | 2,115 | 840 | * |
| Annual Pay | \$44,795 | \$47,642 | \$39,761 | \$49,102 | \$47,631 | \$63,738 | * |
| Leisure and Hospitality Services | | | | | | | |
| Establishments | 371 | 143 | 135 | 34 | 6 | 0 | 0 |
| Workers | 1,263 | 2,010 | 3,988 | 2,233 | 689 | 0 | 0 |
| Annual Pay | \$16,716 | \$16,832 | \$18,144 | \$19,991 | \$20,840 | \$0 | \$0 |
| Other Services | | | | | | | |
| Establishments | 363 | 35 | 13 | 3 | 0 | 0 | 0 |
| Workers | 1,055 | 466 | 361 | 214 | 0 | 0 | 0 |
| Annual Pay | \$30,134 | \$32,952 | \$34,514 | \$38,435 | \$0 | \$0 | \$0 |
| Total Private Ownership | | | | | | | |
| Establishments | 4,461 | 650 | 459 | 112 | 44 | 9 | 3 |
| Workers | 11,463 | 8,791 | 13,591 | 7,727 | 6,672 | 2,718 | 4,466 |
| Annual Pay | \$37,007 | \$35,793 | \$35,623 | \$37,501 | \$43,555 | \$54,601 | \$54,036 |
| *Data was suppressed to prevent disclosure of confidential information. Totals may not add due to rounding. Data subject to revision. Produced by the Labor Market Information Center, South Dakota Department of Labor and Regulation, in cooperation with the U.S. Bureau of Labor Statistics. | | | | | | | |

Metropolitan Statistical Area (MSA) Information

| Sioux Falls MSA Number of Establishments, Workers and Pay by Establishment Size and Supersector 2017 | | | | | | | |
|---|------------|--------------|--------------|--------------|----------------|----------------|-------------|
| Supersector | 0-9 | 10-19 | 20-49 | 50-99 | 100-249 | 250-499 | 500+ |
| Natural Resources and Mining | | | | | | | |
| Establishments | 79 | 5 | 4 | 3 | 0 | 0 | 0 |
| Workers | 259 | 58 | 135 | 203 | 0 | 0 | 0 |
| Annual Pay | \$39,505 | \$27,431 | \$40,604 | \$38,013 | \$0 | \$0 | \$0 |
| Construction | | | | | | | |
| Establishments | 1,016 | 101 | 79 | 22 | 5 | 0 | 0 |
| Workers | 2,529 | 1,308 | 2,256 | 1,604 | 617 | 0 | 0 |
| Annual Pay | \$39,130 | \$49,034 | \$55,279 | \$60,397 | \$61,880 | \$0 | \$0 |
| Manufacturing | | | | | | | |
| Establishments | 175 | 47 | 42 | 28 | 18 | 5 | 4 |
| Workers | 530 | 642 | 1,184 | 1,906 | 2,956 | 1,374 | 5,325 |
| Annual Pay | \$40,027 | \$41,743 | \$49,073 | \$53,629 | \$51,769 | \$52,517 | \$44,340 |
| Trade, Transportation & Utilities | | | | | | | |
| Establishments | 1,911 | 396 | 218 | 76 | 30 | 14 | * |
| Workers | 5,190 | 5,342 | 6,501 | 5,262 | 4,596 | 5,016 | * |
| Annual Pay | \$47,383 | \$39,363 | \$46,839 | \$43,004 | \$40,370 | \$29,986 | * |
| Information | | | | | | | |
| Establishments | 148 | 14 | 13 | 7 | 3 | * | * |
| Workers | 241 | 202 | 413 | 450 | 49 | * | * |
| Annual Pay | \$65,406 | \$61,692 | \$51,348 | \$43,823 | \$57,601 | * | * |
| Financial Activities | | | | | | | |
| Establishments | 973 | 101 | 55 | 12 | 17 | 5 | 5 |
| Workers | 2,258 | 1,317 | 1,700 | 883 | 2,836 | 1,963 | 4,509 |
| Annual Pay | \$56,391 | \$58,950 | \$78,187 | \$75,242 | \$73,049 | \$55,547 | \$56,435 |
| <i>Table continued on next page.</i> | | | | | | | |

Sioux Falls MSA, continued
Number of Establishments, Workers and Pay
by Establishment Size and Supersector
2017

| Supersector | 0-9 | 10-19 | 20-49 | 50-99 | 100-249 | 250-499 | 500+ |
|---|------------|--------------|--------------|--------------|----------------|----------------|-------------|
| Professional & Business Services | | | | | | | |
| Establishments | 1,724 | 139 | 101 | 30 | 15 | 2 | 2 |
| Workers | 3,181 | 1,920 | 3,054 | 2,041 | 2,366 | 562 | 1,388 |
| Annual Pay | \$64,368 | \$48,781 | \$55,432 | \$57,569 | \$49,564 | \$43,483 | \$79,303 |
| Education & Health Services | | | | | | | |
| Establishments | 545 | 112 | 101 | 52 | 20 | 6 | 6 |
| Workers | 1,644 | 1,562 | 3,101 | 3,533 | 3,057 | 2,062 | 15,218 |
| Annual Pay | \$38,940 | \$38,440 | \$45,187 | \$41,491 | \$38,958 | \$36,663 | \$70,133 |
| Leisure & Hospitality Services | | | | | | | |
| Establishments | 370 | 187 | 199 | 48 | 11 | * | 0 |
| Workers | 1,576 | 2,651 | 5,928 | 3,188 | 1,494 | * | 0 |
| Annual Pay | \$16,400 | \$15,954 | \$16,361 | \$18,932 | \$18,101 | * | \$0 |
| Other Services | | | | | | | |
| Establishments | 626 | 70 | 21 | 6 | 3 | 0 | 0 |
| Workers | 1,549 | 917 | 660 | 369 | 408 | 0 | 0 |
| Annual Pay | \$35,399 | \$35,068 | \$30,360 | \$40,961 | \$32,940 | \$0 | \$0 |
| Total Private Ownership | | | | | | | |
| Establishments | 7,567 | 1,172 | 833 | 284 | 122 | 35 | 18 |
| Workers | 18,957 | 15,917 | 24,931 | 19,439 | 18,749 | 11,899 | 27,008 |
| Annual Pay | \$45,834 | \$39,018 | \$43,053 | \$44,180 | \$47,197 | \$38,612 | \$62,969 |

*Data was suppressed to prevent disclosure of confidential information.

Totals may not add due to rounding.

Data subject to revision.

Produced by the Labor Market Information Center, South Dakota Department of Labor and Regulation, in cooperation with the U.S. Bureau of Labor Statistics.