



EDCC Partnership

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People inspired. Data driven.

Lightcast Community provides trusted labor market data, analytics, and expert guidance that empowers economic and workforce development organizations to make informed decisions and navigate the increasingly complex world of work.

Our data helps drive strategies that attract jobs, identify up- and reskilling opportunities, and develop effective policy. As a result, local residents enjoy greater prosperity and increased economic mobility. Lightcast Community serves more than 650 clients in the US and Canada.

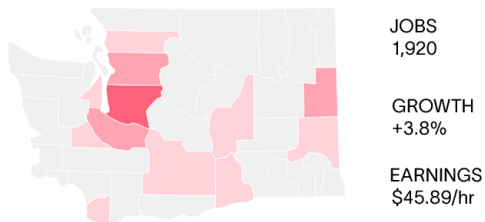
Headquartered in Boston, Massachusetts, and Moscow, Idaho, Lightcast is active in more than 30 countries and has offices in the United Kingdom, Italy, New Zealand, and India. Lightcast is backed by global private equity leader KKR. For more, visit www.lightcast.io



Developer

Developer gives economic and workforce development professionals local labor market analytics to help their communities thrive. Bringing together an unparalleled combination of labor market data and economic analysis in one user friendly software.

LABOR MARKET INFORMATION



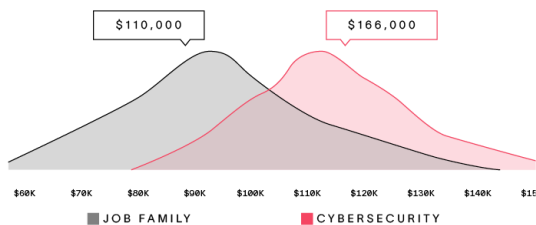
18 billion data points curated from dozens of government data sources (QCEW, OES, etc.) updated quarterly.*

JOB POSTING ANALYTICS



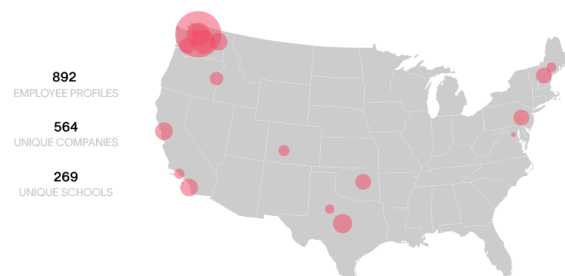
Hundreds of millions of online job openings with filters by company, job title, skills, keywords, and more updated monthly.

COMPENSATION DATA



Over 40M individual compensation observations firmly anchored in robust government data sources updated quarterly.

RESUMES AND PROFILES



>120M U.S. individuals' employment and education profiles by company, job title, industry, alma mater, and skill set updated quarterly.

- Regional industry (2 to 6-digit NAICS), occupation (2 to 5-digit SOC), demographic, and education data
- Unsuppressed data to the state, MSA, county, zip-code and census-tract level including historical data back to 2001 and projections out to 10 years
- Custom impact scenarios on jobs, earnings, and sales of 6-digit industries
- Job posting analytics that cover posting intensity, skills, certifications, occupations, job titles, and companies
- Resume and profile analytics by individual people, job titles, industry, skills, company, and alma mater
- Intuitive maps, filters, and tables
- Exportable reports in PDF, Excel, and Word

1-Year Pricing

| Org Size (Based on Region Population) | Duration | Seats* | Annual Price |
|---------------------------------------|-----------|--------|--------------|
| 0-50,000 | 12 months | 3 | \$5,000 |
| 50,000-200,000 | 12 months | 3 | \$8,000 |
| 200,000+ | 12 months | 3 | \$12,000 |
| Add-Ons (Optional) | | | |
| National Data | 12 months | 3 | \$3,000 |
| Profile Analytics | 12 months | 3 | \$2,500 |
| Business Listings | 12 months | 3 | \$2,500 |

DATASETS INCLUDE

- Regions
- Industries
- Occupations
- Education
- Input/Output
- Company
- Job Postings



TRAINING & CUSTOMER SUPPORT

Included with the Developer subscription is access to a **dedicated customer support representative and unlimited training**. Your customer support representative will be an immediate resource to you in teaching and training of the tool, providing information about updates and additional features, and be your go-to point of contact for all things Lightcast over the course of your subscription.

2-Year Pricing

| Org Size (Based on Region Population) | Duration | Seats* | Annual Price |
|--|-----------------|---------------|---------------------|
| 0-50,000 | 24 months | 3 | \$4,000 |
| 50,000-200,000 | 24 months | 3 | \$7,000 |
| 200,000+ | 24 months | 3 | \$10,000 |
| Add-Ons (Optional) | | | |
| National Data | 24 months | 3 | \$3,000 |
| Profile Analytics | 24 months | 3 | \$2,500 |
| Business Listings | 24 months | 3 | \$2,500 |

DATASETS INCLUDE

- Regions
- Industries
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- Input/Output
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- Job Postings

Data Overview

Industry Data

(2- to 6-digit NAICS)

Jobs: current year, start year (back to 2001), end year (projected 10 years forward) for the selected zip code, county, MSA, state, or nation (based on subscription level)

Job change: total change and percentage change

Regional, state, and national trends

Earnings: current year, historic wages, and salaries; current year and historic supplements; current year and historic total earnings (wages/salaries plus supplements); cost-of-living adjusted wages, salaries and total earnings

Occupations employed by industry: the percentage of jobs in a given industry that are in a specific occupation

Location quotient: measure of concentration for current year, start year, and end year

Shift share: a standard method of regional economic analysis that separates regional job growth into its component causes

Establishments: current and historical by private-sector industry (back to 2004)

Demographics: age, gender, and race/ethnicity breakouts by industry for current year

Unemployment: estimate of total unemployed persons by county, MSA, state, or nation by 2-digit NAICS code

Multipliers: regional jobs, sales, and earnings multipliers, plus the change in

taxes on production and imports (TPI), by industry from Emsi Burning Glass's multi-regional social accounting matrix model

Industry sales (output): Industry sales to both industries and consumers

- **Exported sales:** a given industry's total annual sales to industries and consumers not inside a defined region
- **In-region sales:** a given industry's total annual sales to industries and consumers inside a defined region
- **Total regional sales:** a given industry's total annual sales, both to other industries and to consumers

Supply chain: the purchases a given industry makes from all other industries

- **Demand met in-region:** the amount spent by industries and consumers on essential goods inside the defined region for the given industry

- **Imports:** the amount spent by industries and consumers on essential goods outside of the defined region for the given industry
- **Total regional demand:** the total amount spent by industries and consumers on the given industry

Gross regional product: total economic value generated by an industry, in terms of total earnings, property income, and tax revenue

Occupation Data

(2- to 5-digit SOC)

Jobs: current year, start year (back to 2001), end year (projected 10 years forward) for the selected zip code, county, MSA, state, or nation (based on subscription level)

Job change: total change and percentage change

Job postings: current postings by occupation

Regional, state, and national trends

Location quotient: Measure of concentration by current year, start year, end year

Openings: Estimated employment change and turnover for an occupation

Earnings: median, average hourly, percentile (10th, 25th, 75th, 90th) for current year; cost-of-living adjusted median, average, and percentile

Industries employing this occupation: a percentage of regional occupations divided up among regional industries

Shift share: a standard method of regional economic analysis that attempts to separate regional job growth into its component causes

Education: education level for detailed (5-digit) occupations, regional completions/graduates, and institutional completions/graduates

Demographics: age, gender, and race/ethnicity breakdowns by occupation for current year

Unemployment: Estimate of total unemployed persons by county, MSA, state, or nation by 2-digit SOC code

Demographic Data

Population: current year, start year (back to 2001), end year (projected 10 years forward) for the selected county, MSA, state, or nation (based on subscription level)

Percentage of population: current year, start year (back to 2001), end year

(projected 10 years forward) for the selected county, MSA, state, or nation

Change: total change and percentage change

Location quotient: Measure of concentration for current year, start year, and end year

Job Posting Analytics

Monthly total and de-duplicated (unique) postings by:

- Company
- City
- Job title
- Top posted occupation
- Top and most relevant skills and certifications

Filter postings by education level, industry (2- and 6-digit), keyword, company type (staffing vs. non-staffing), company name, skills and certifications, job title, occupation, and region.

Job posting profiles for over 400,000 unique companies

Unique postings vs. hires (for standard occupations)

Posting intensity: The ratio of total job postings to de-duplicated job posting

Education and Program Data

- Regional completions/graduates by program
- Completions/graduates by institution
- Completions/graduates by award level
- Target occupations by program

Profile Analytics

A database of aggregated professional online profiles and resumes by:

- Job title
- Skill or certification
- School
- Program
- Employer
- Occupation (SOC or O*NET code)
- Industry
- Region (state, MSA, county, city)
- Contact info

Contact

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