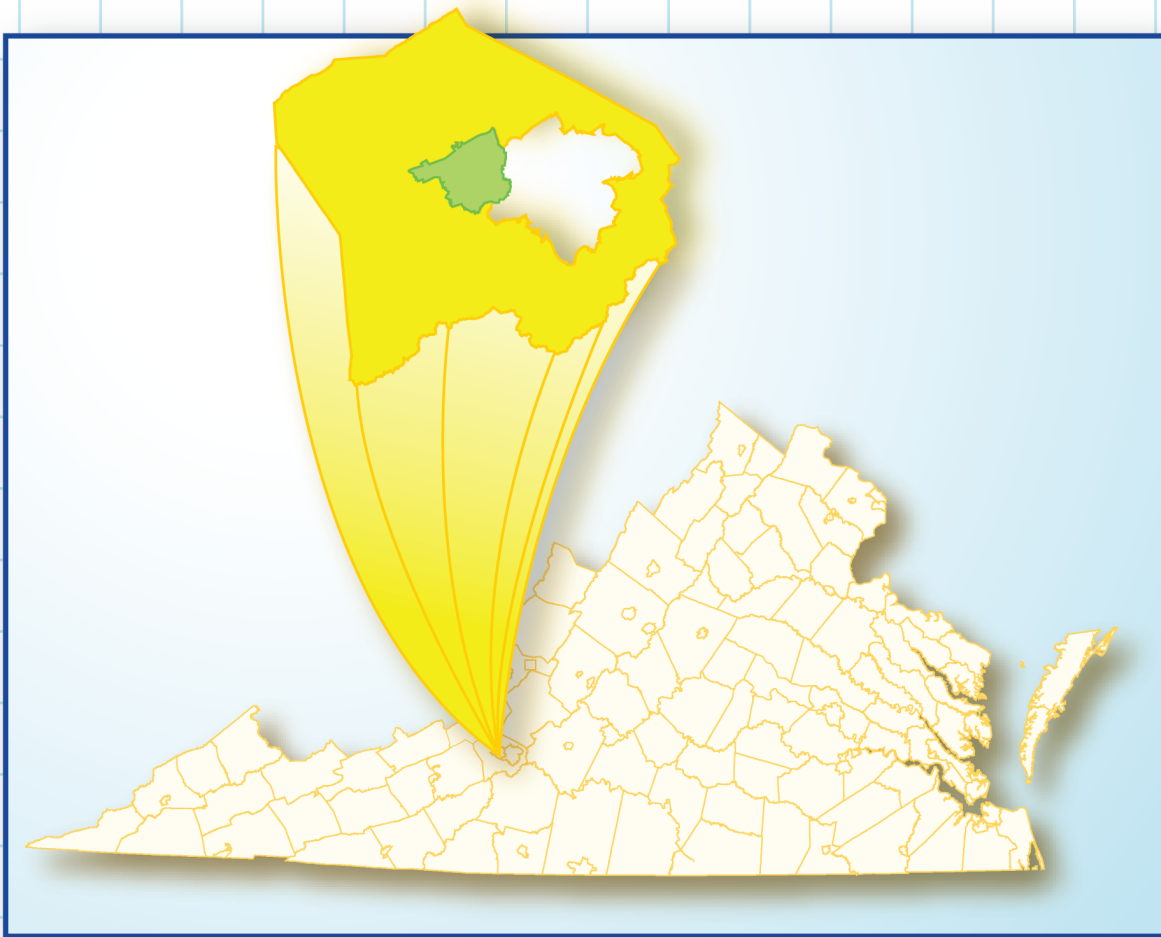


Virginia

COMMUNITY PROFILE

Salem city



Virginia Employment Commission

703 East Main Street • Richmond, Virginia 23219

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I. Introduction

This report provides a community profile of Salem city. It is intended to complement the information found in our Virginia Workforce Connection application, which can be accessed online at:

www.VirginiaLMI.com

The report is divided into three major sections. The first contains a profile of regional demographic characteristics and trends, the second supplies similar information for the regional economy, and the third provides a profile of regional education characteristics.

II. Demographic Profile

Overview

This Demographic Profile provides an in-depth analysis of the population in Salem city. Most of the data is produced by the U.S. Census Bureau, and includes demographic characteristics such as age, race/ethnicity, and gender.



Related Terms and Definitions

Ability to speak English

For people who speak a language other than English at home, the response represents the person's own perception of his or her ability to speak English. Because census questionnaires are usually completed by one household member, the responses may represent the perception of another household member.

Age

The age classification is based on the age of the person in complete years as of April 1, 2010. The age of the person usually was derived from their date of birth information. Their reported age was used only when date of birth information was unavailable.

Gender

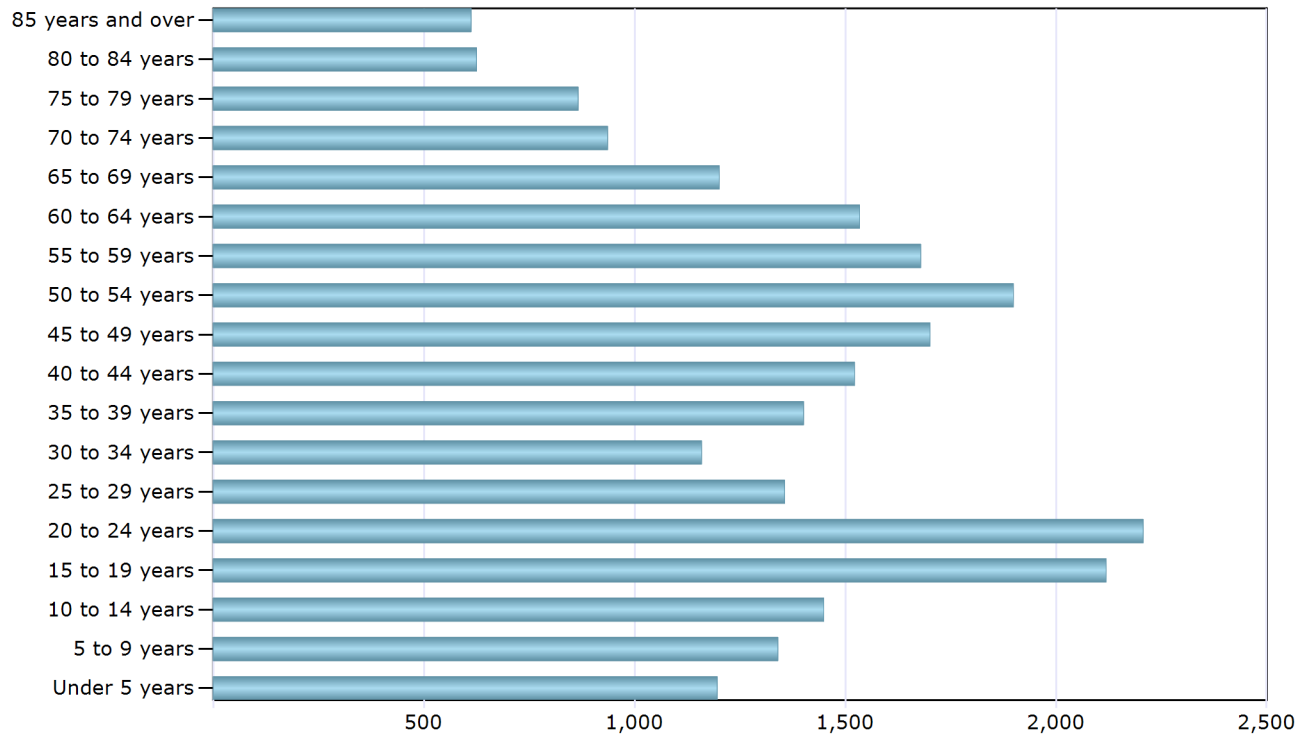
The data on gender were derived from answers to a question that was asked of all people. Individuals were asked to mark either "male" or "female" to indicate their gender. For most cases in which gender was not reported, it was determined by the appropriate entry from the person's given (i.e., first) name and household relationship. Otherwise, gender was imputed according to the relationship to the householder and the age of the person.

Race

The concept of race as used by the Census Bureau reflects self-identification by people according to the race or races with which they most closely identify. The categories are sociopolitical constructs and should not be interpreted as being scientific or anthropological in nature. Furthermore, the race categories include both racial and national-origin groups.

Please note: In the past, our population by race/ethnicity data has always excluded the Hispanic ethnicity from each race category. Starting in January 2013, each race category now includes all ethnicities.

Population by Age



| | Salem city | Virginia | United States |
|--------------------------|---------------|------------------|--------------------|
| Under 5 years | 1,196 | 509,625 | 20,201,362 |
| 5 to 9 years | 1,340 | 511,849 | 20,348,657 |
| 10 to 14 years | 1,449 | 511,246 | 20,677,194 |
| 15 to 19 years | 2,119 | 550,965 | 22,040,343 |
| 20 to 24 years | 2,207 | 572,091 | 21,585,999 |
| 25 to 29 years | 1,356 | 564,342 | 21,101,849 |
| 30 to 34 years | 1,159 | 526,077 | 19,962,099 |
| 35 to 39 years | 1,401 | 540,063 | 20,179,642 |
| 40 to 44 years | 1,522 | 568,865 | 20,890,964 |
| 45 to 49 years | 1,701 | 621,155 | 22,708,591 |
| 50 to 54 years | 1,899 | 592,845 | 22,298,125 |
| 55 to 59 years | 1,679 | 512,595 | 19,664,805 |
| 60 to 64 years | 1,534 | 442,369 | 16,817,924 |
| 65 to 69 years | 1,201 | 320,302 | 12,435,263 |
| 70 to 74 years | 936 | 229,502 | 9,278,166 |
| 75 to 79 years | 866 | 173,929 | 7,317,795 |
| 80 to 84 years | 625 | 130,801 | 5,743,327 |
| 85 years and over | 612 | 122,403 | 5,493,433 |
| | 24,802 | 8,001,024 | 308,745,538 |

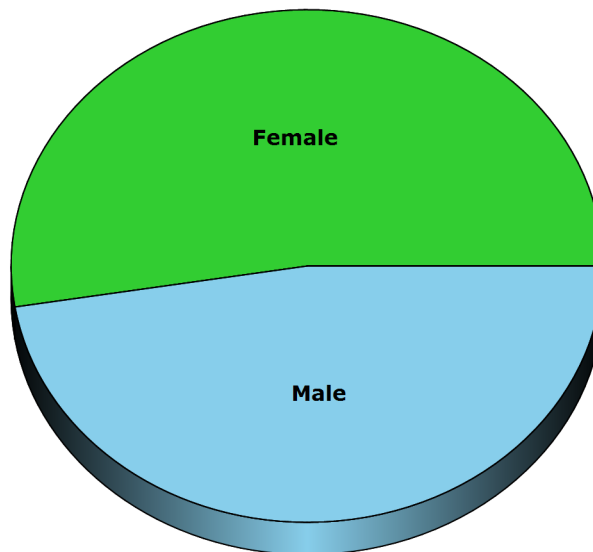
Source: 2010 Census.

Population by Race/Ethnicity

| | Salem city | Virginia | United States |
|--------------------------------------|------------|-----------|---------------|
| Total | | | |
| Total Population | 24,802 | 8,001,024 | 308,745,538 |
| Race | | | |
| White | 21,872 | 5,486,852 | 223,553,265 |
| Black or African American | 1,763 | 1,551,399 | 38,929,319 |
| American Indian or Alaska Native | 62 | 29,225 | 2,932,248 |
| Asian | 402 | 439,890 | 14,674,252 |
| Native Hawaiian/Pacific Islander | 6 | 5,980 | 540,013 |
| Other | 323 | 254,278 | 19,107,368 |
| Multiple Races | 374 | 233,400 | 9,009,073 |
| Ethnicity | | | |
| Not Hispanic or Latino (of any race) | 24,201 | 7,369,199 | 258,267,944 |
| Hispanic or Latino (of any race) | 601 | 631,825 | 50,477,594 |

Source: 2010 Census.

Population by Gender

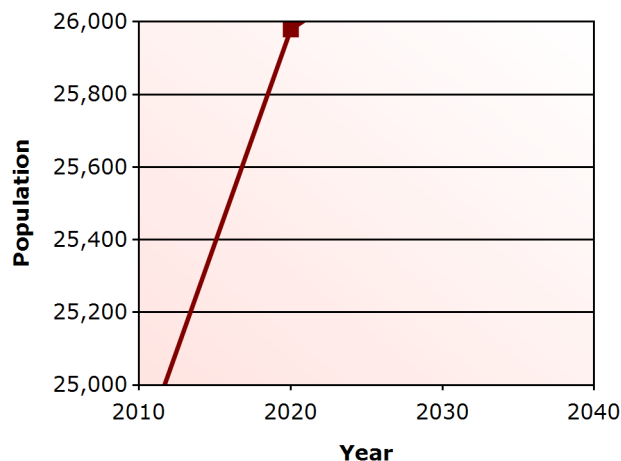


| | Salem city | Virginia | United States |
|---------------|---------------|------------------|--------------------|
| Male | 11,767 | 3,925,983 | 151,781,326 |
| Female | 13,035 | 4,075,041 | 156,964,212 |
| | 24,802 | 8,001,024 | 308,745,538 |

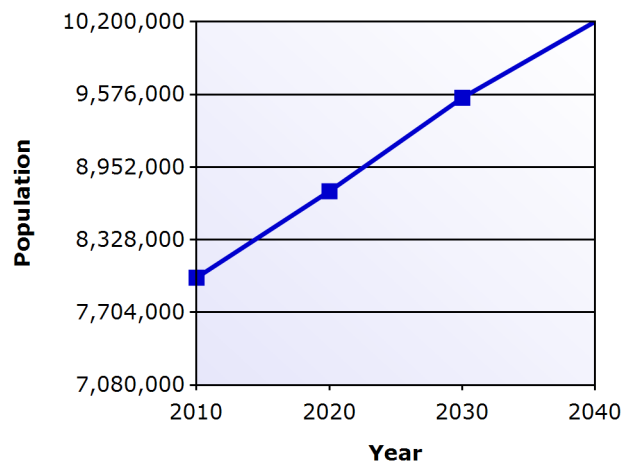
Source: 2010 Census.

Population Change

Salem city



Virginia



| | Salem city | (% change) | Number Change | Virginia | (% change) |
|------|------------|------------|---------------|------------|------------|
| 2000 | 24,747 | | | 7,079,030 | |
| 2010 | 24,802 | 0.22 % | | 8,001,024 | 13.02 % |
| 2020 | 25,979 | 4.75 % | | 8,744,273 | 9.29 % |
| 2030 | 26,256 | 1.07 % | | 9,546,958 | 9.18 % |
| 2040 | 26,165 | -0.35 % | | 10,201,530 | 6.86 % |

Source: U.S. Census Bureau, Weldon Cooper Center for Public Service.

Did you know...

you can log on to our website today and see population counts from each Decennial Census all the way back to 1900? Looking for annual population estimates? We have those too, all the way back to the 1970s!

For this data and more, visit us on the web at:

www.VirginiaLMI.com

United States™
Census
2010

| Number Change |
|------------------|
| |
| |
| |
| |

Population Projections by Age and Gender

| | 2020 | | 2030 | | 2040 | |
|--------------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | Female | Male | Female | Male | Female | Male |
| Under 5 years | 585 | 660 | 606 | 684 | 603 | 680 |
| 5 to 9 years | 697 | 671 | 727 | 699 | 729 | 701 |
| 10 to 14 years | 743 | 808 | 741 | 806 | 765 | 832 |
| 15 to 19 years | 1,071 | 1,042 | 1,047 | 1,019 | 1,089 | 1,059 |
| 20 to 24 years | 1,192 | 1,052 | 1,222 | 1,079 | 1,215 | 1,073 |
| 25 to 29 years | 769 | 806 | 734 | 770 | 716 | 751 |
| 30 to 34 years | 771 | 723 | 751 | 704 | 768 | 720 |
| 35 to 39 years | 759 | 698 | 844 | 776 | 804 | 739 |
| 40 to 44 years | 656 | 624 | 811 | 771 | 787 | 749 |
| 45 to 49 years | 767 | 726 | 764 | 723 | 847 | 802 |
| 50 to 54 years | 825 | 761 | 666 | 614 | 819 | 756 |
| 55 to 59 years | 913 | 815 | 768 | 686 | 762 | 681 |
| 60 to 64 years | 1,029 | 870 | 823 | 697 | 662 | 560 |
| 65 to 69 years | 804 | 710 | 830 | 732 | 707 | 624 |
| 70 to 74 years | 692 | 573 | 863 | 715 | 695 | 575 |
| 75 to 79 years | 558 | 386 | 695 | 481 | 710 | 491 |
| 80 to 84 years | 367 | 202 | 487 | 268 | 604 | 333 |
| 85 years and over | 465 | 189 | 464 | 189 | 540 | 220 |
| | 13,663 | 12,316 | 13,843 | 12,413 | 13,822 | 12,346 |
| | 25,979 | | 26,256 | | 26,168 | |

Source: Weldon Cooper Center for Public Service.

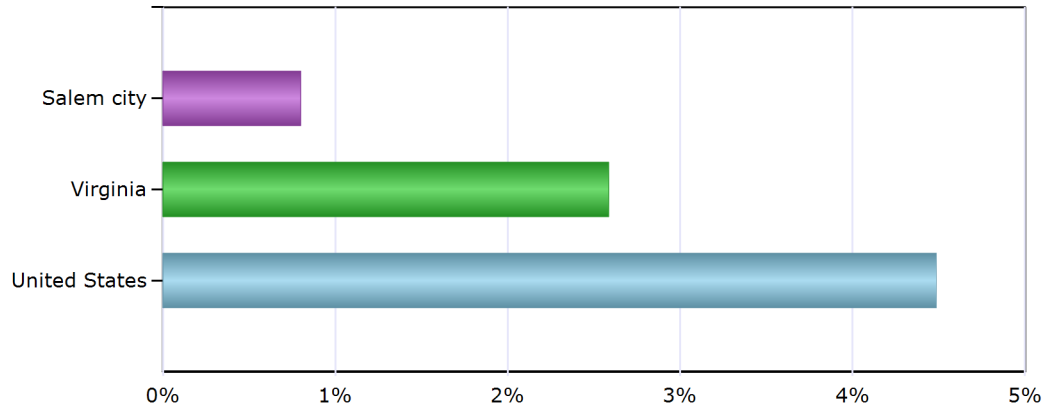
Population Projections by Race/Ethnicity

| | 2020 | 2030 | 2040 |
|----------------------------------|--------|--------|--------|
| Total | | | |
| Total Population | 25,979 | 26,256 | 26,165 |
| Race | | | |
| White | 21,508 | 20,153 | 17,560 |
| Black or African American | 1,797 | 1,582 | 1,323 |
| Asian | 719 | 1,262 | 2,107 |
| Other | 574 | 583 | 524 |
| Ethnicity | | | |
| Hispanic or Latino (of any race) | 1,382 | 2,676 | 4,651 |

Source: Weldon Cooper Center for Public Service.

English Language Skills

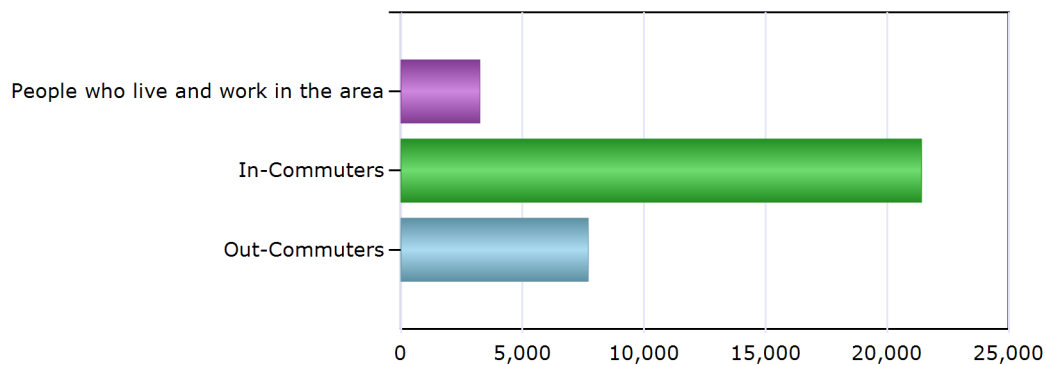
(Age 5 and over that speak English less than well)



| | Total | Speak English less than well | Percent |
|----------------------|-------------|------------------------------|---------|
| Salem city | 23,908 | 191 | 0.80% |
| Virginia | 7,800,044 | 201,628 | 2.58% |
| United States | 298,691,202 | 13,400,003 | 4.49% |

Source: U.S. Census Bureau
American Community Survey, 2012-2016.

Commuting Patterns



| Commuting Patterns | |
|--|--------|
| People who live and work in the area | 3,247 |
| In-Commuters | 21,410 |
| Out-Commuters | 7,704 |
| Net In-Commuters (In-Commuters minus Out-Commuters) | 13,706 |

Source: U.S. Census Bureau,
OnTheMap Application and LEHD Origin-Destination Employment Statistics, 2014.

Top 10 Places Residents are Commuting To

| Area | Workers |
|-------------------------|---------|
| Roanoke city, VA | 2,900 |
| Roanoke County, VA | 1,998 |
| Montgomery County, VA | 304 |
| Botetourt County, VA | 290 |
| Henrico County, VA | 144 |
| Lynchburg city, VA | 129 |
| Franklin County, VA | 112 |
| Fairfax County, VA | 109 |
| Chesterfield County, VA | 90 |
| Richmond city, VA | 90 |

Top 10 Places Workers are Commuting From

| Area | Workers |
|-----------------------|---------|
| Roanoke County, VA | 5,875 |
| Roanoke city, VA | 4,714 |
| Botetourt County, VA | 1,233 |
| Montgomery County, VA | 1,194 |
| Franklin County, VA | 1,072 |
| Bedford County, VA | 980 |
| Craig County, VA | 299 |
| Floyd County, VA | 292 |
| Pulaski County, VA | 275 |
| Henry County, VA | 249 |

Source: U.S. Census Bureau,
OnTheMap Application and LEHD Origin-Destination Employment Statistics, 2014.

Please Note: Commuting patterns data is no longer produced from the Decennial Census. As an alternative, we are providing commuting data from the U.S. Census Bureau's OnTheMap application and LEHD Origin-Destination Employment Statistics program. Since this data is produced from an entirely different data set, it is not advisable to compare the new data with previously released commuting patterns. For more information about the OnTheMap application or the LEHD program, please visit the following website:

<http://lehd.ces.census.gov>

III. Economic Profile

Overview

The Economic Profile of Salem city consists primarily of data produced by the Virginia Employment Commission, U.S. Census Bureau, and the Bureau of Labor Statistics.



Related Terms and Definitions

Average Weekly Wage

Computed as average quarterly wages divided by 13.

Consumer Price Index (CPI)

The Consumer Price Index measures the average change over time in the prices paid by urban consumers for a representative market basket of consumer goods and services.

Local Employment Dynamics (LED)

The Local Employment Dynamics Program at the Census Bureau, together with its state partners, provides employment information at the county, city, and Workforce Investment Area level. This information tracks workers in different industries by age and gender and provides statistics on job creation, separation, turnover, and wages.

Quarterly Census of Employment & Wages (QCEW)

A federal/state cooperative program that collects and compiles employment and wage data for workers covered by state unemployment insurance (UI) laws and the federal civilian workers covered by Unemployment Compensation for Federal Employees (UCFE). These data are maintained at the state in micro and macro levels and also sent to BLS quarterly.

Unemployment Insurance (UI)

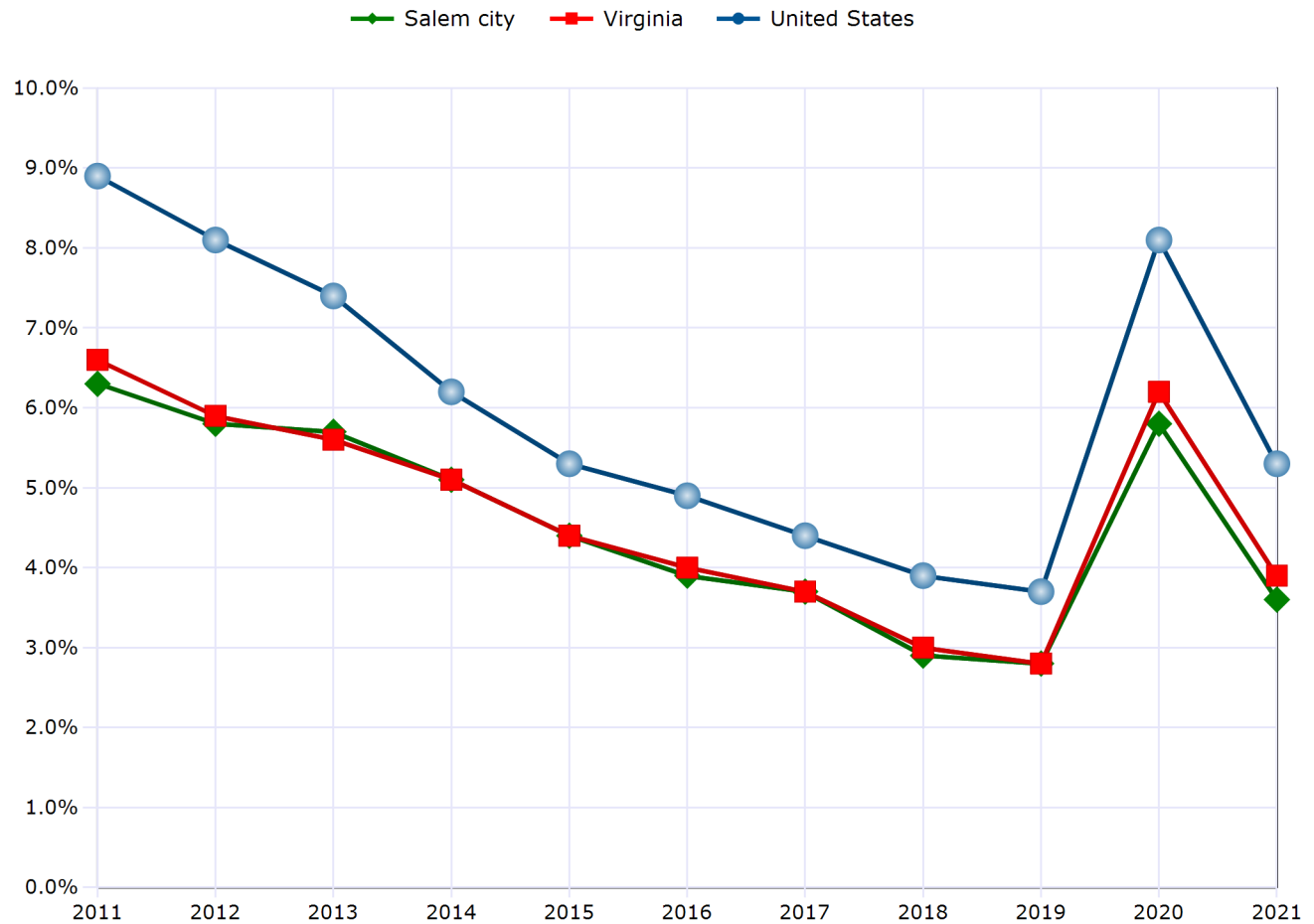
Unemployment insurance is a program for the accumulation of funds paid by employers to be used for the payment of unemployment insurance to workers during periods of unemployment which are beyond the workers' control. Unemployment insurance replaces a part of the worker's wage loss if he becomes eligible for payments.

Unemployment Rate

The number of unemployed people as a percentage of the labor force.

Unemployment Rates

Trends

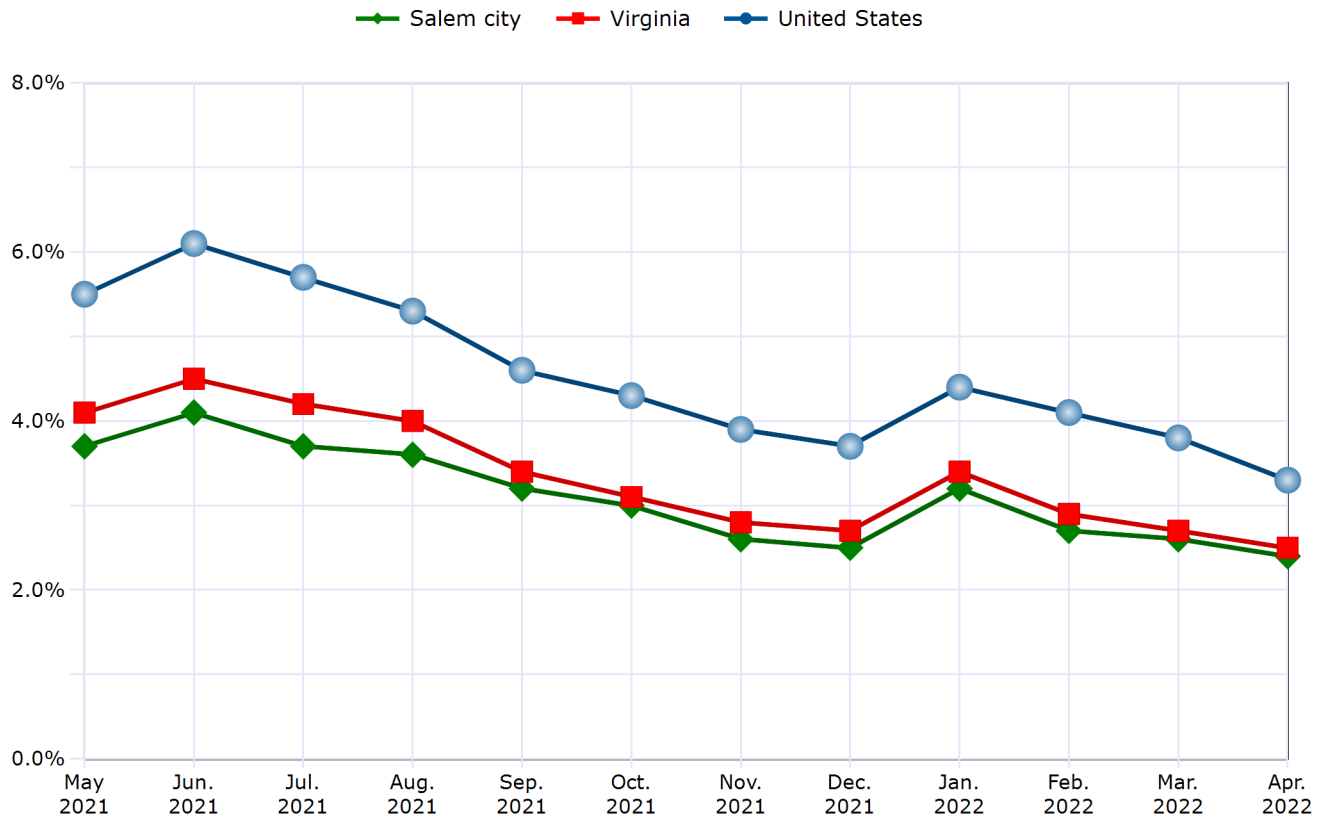


| | Salem city | Virginia | United States |
|-------------|------------|----------|---------------|
| 2011 | 6.3% | 6.6% | 8.9% |
| 2012 | 5.8% | 5.9% | 8.1% |
| 2013 | 5.7% | 5.6% | 7.4% |
| 2014 | 5.1% | 5.1% | 6.2% |
| 2015 | 4.4% | 4.4% | 5.3% |
| 2016 | 3.9% | 4.0% | 4.9% |
| 2017 | 3.7% | 3.7% | 4.4% |
| 2018 | 2.9% | 3.0% | 3.9% |
| 2019 | 2.8% | 2.8% | 3.7% |
| 2020 | 5.8% | 6.2% | 8.1% |
| 2021 | 3.6% | 3.9% | 5.3% |

Source: Virginia Employment Commission, Economic Information & Analytics, Local Area Unemployment Statistics.

Unemployment Rates

Past 12 Months



| | Salem city | Virginia | United States |
|------------------|------------|----------|---------------|
| May 2021 | 3.7% | 4.1% | 5.5% |
| Jun. 2021 | 4.1% | 4.5% | 6.1% |
| Jul. 2021 | 3.7% | 4.2% | 5.7% |
| Aug. 2021 | 3.6% | 4.0% | 5.3% |
| Sep. 2021 | 3.2% | 3.4% | 4.6% |
| Oct. 2021 | 3.0% | 3.1% | 4.3% |
| Nov. 2021 | 2.6% | 2.8% | 3.9% |
| Dec. 2021 | 2.5% | 2.7% | 3.7% |
| Jan. 2022 | 3.2% | 3.4% | 4.4% |
| Feb. 2022 | 2.7% | 2.9% | 4.1% |
| Mar. 2022 | 2.6% | 2.7% | 3.8% |
| Apr. 2022 | 2.4% | 2.5% | 3.3% |

Source: Virginia Employment Commission, Economic Information & Analytics, Local Area Unemployment Statistics.

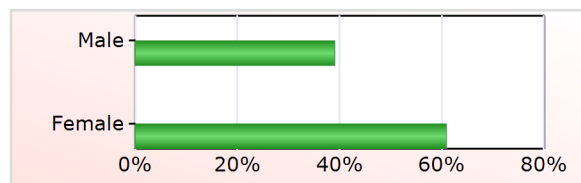
Characteristics of the Insured Unemployed

Total number of claimants:

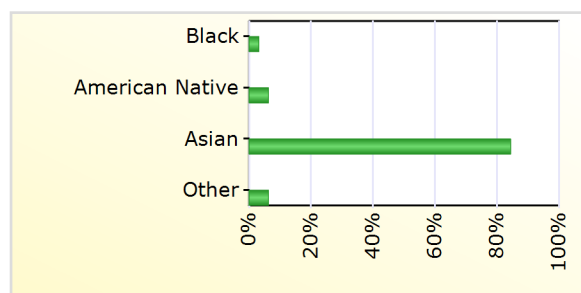
■ Salem city - (claimants)

■ Virginia - (64 claimants)

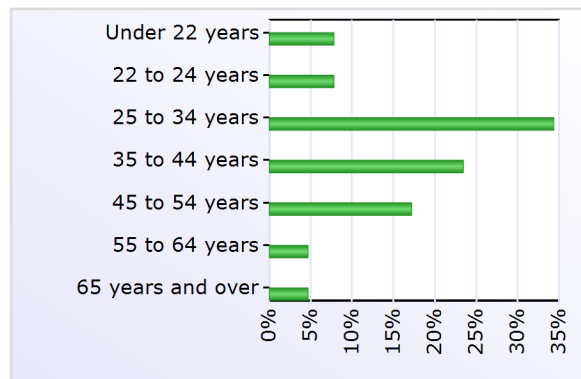
| Gender | Salem city | Virginia |
|-------------|------------|----------|
| Male | | 25 |
| Female | | 39 |
| Unspecified | | |



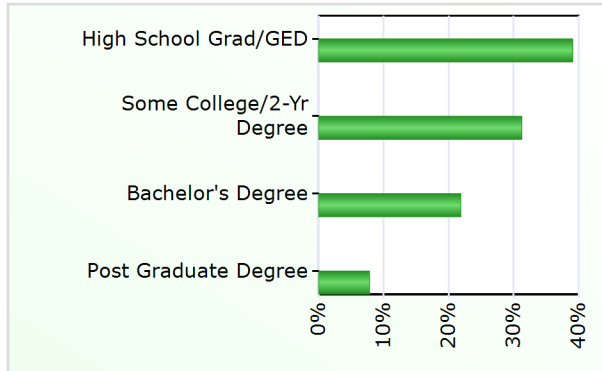
| Race | Salem city | Virginia |
|--------------------|------------|----------|
| White | | |
| Black | | 2 |
| American Native | | 4 |
| Asian | | 54 |
| Other | | 4 |
| Hispanic or Latino | | |



| Age | Salem city | Virginia |
|-------------------|------------|----------|
| Under 22 years | | 5 |
| 22 to 24 years | | 5 |
| 25 to 34 years | | 22 |
| 35 to 44 years | | 15 |
| 45 to 54 years | | 11 |
| 55 to 64 years | | 3 |
| 65 years and over | | 3 |
| Unknown | | |



| Education | Salem city | Virginia |
|--------------------------|------------|----------|
| 8th Grade or Less | | |
| Some High School | | |
| High School Grad/GED | | 25 |
| Some College/2-Yr Degree | | 20 |
| Bachelor's Degree | | 14 |
| Some Graduate School | | |
| Post Graduate Degree | | 5 |
| Unknown | | |

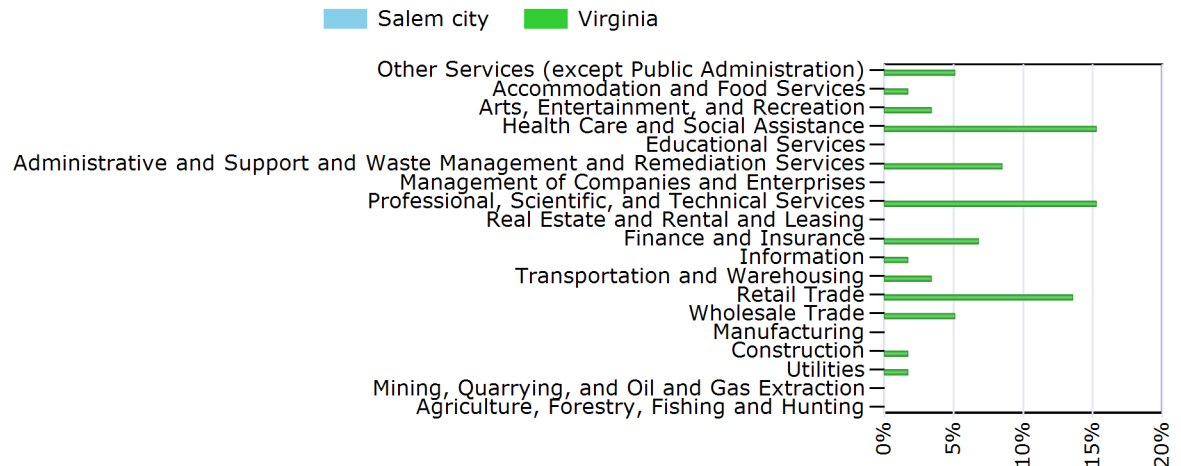


Source: Virginia Employment Commission, Economic Information & Analytics, Characteristics of the Insured Unemployed, March 2022.

Characteristics of the Insured Unemployed

Top 5 Industries With Largest Number of Claimants in Salem city

(excludes unclassified)



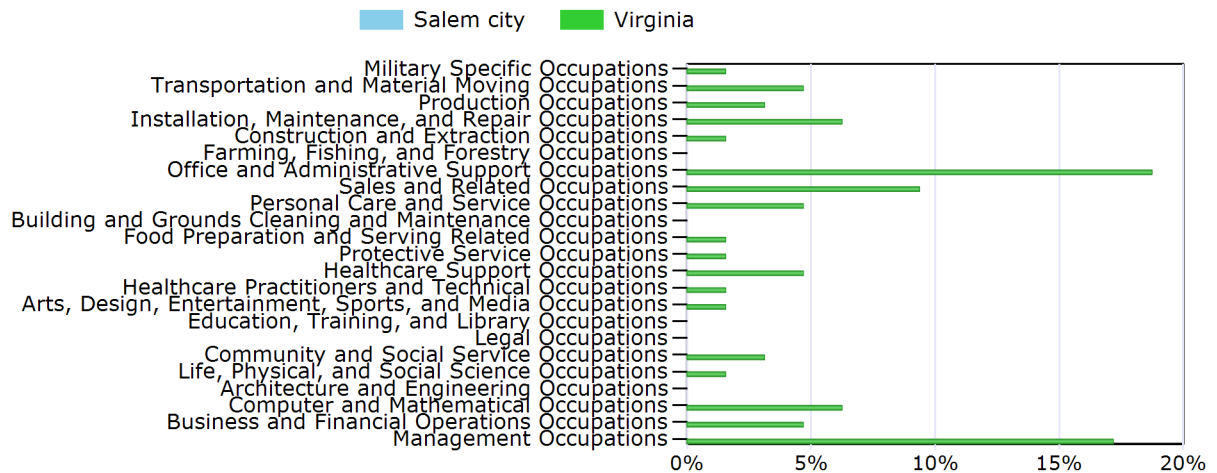
| Industry | Salem city | Virginia |
|--|------------|----------|
| Agriculture, Forestry, Fishing and Hunting | | |
| Mining, Quarrying, and Oil and Gas Extraction | | |
| Utilities | | 1 |
| Construction | | 1 |
| Manufacturing | | |
| Wholesale Trade | | 3 |
| Retail Trade | | 8 |
| Transportation and Warehousing | | 2 |
| Information | | 1 |
| Finance and Insurance | | 4 |
| Real Estate and Rental and Leasing | | |
| Professional, Scientific, and Technical Services | | 9 |
| Management of Companies and Enterprises | | |
| Administrative and Support and Waste Management and Remediation Services | | 5 |
| Educational Services | | |
| Health Care and Social Assistance | | 9 |
| Arts, Entertainment, and Recreation | | 2 |
| Accommodation and Food Services | | 1 |
| Other Services (except Public Administration) | | 3 |
| Unclassified | | 10 |

Source: Virginia Employment Commission, Economic Information & Analytics, Characteristics of the Insured Unemployed, March 2022.

Characteristics of the Insured Unemployed

Top 5 Occupation Groups With Largest Number of Claimants in Salem city

(excludes unknown occupations)

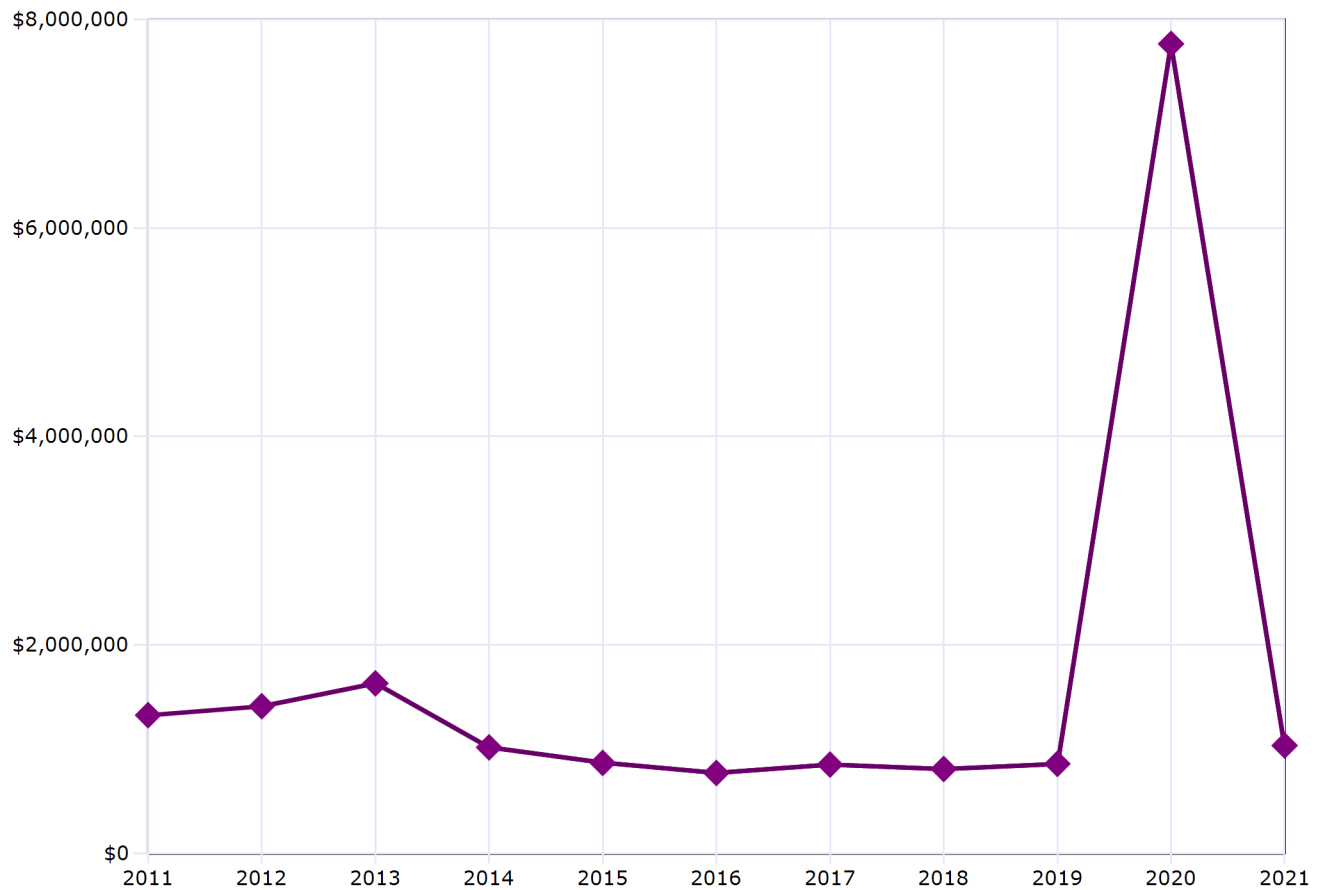


| Occupation | Salem city | Virginia |
|--|------------|----------|
| Management Occupations | | 11 |
| Business and Financial Operations Occupations | | 3 |
| Computer and Mathematical Occupations | | 4 |
| Architecture and Engineering Occupations | | |
| Life, Physical, and Social Science Occupations | | 1 |
| Community and Social Service Occupations | | 2 |
| Legal Occupations | | |
| Education, Training, and Library Occupations | | |
| Arts, Design, Entertainment, Sports, and Media Occupations | | 1 |
| Healthcare Practitioners and Technical Occupations | | 1 |
| Healthcare Support Occupations | | 3 |
| Protective Service Occupations | | 1 |
| Food Preparation and Serving Related Occupations | | 1 |
| Building and Grounds Cleaning and Maintenance Occupations | | |
| Personal Care and Service Occupations | | 3 |
| Sales and Related Occupations | | 6 |
| Office and Administrative Support Occupations | | 12 |
| Farming, Fishing, and Forestry Occupations | | |
| Construction and Extraction Occupations | | 1 |
| Installation, Maintenance, and Repair Occupations | | 4 |
| Production Occupations | | 2 |
| Transportation and Material Moving Occupations | | 3 |
| Military Specific Occupations | | 1 |
| Unknown Occupation Code | | 4 |

Source: Virginia Employment Commission, Economic Information & Analytics, Characteristics of the Insured Unemployed, March 2022.

Unemployment Insurance Payments

Trends

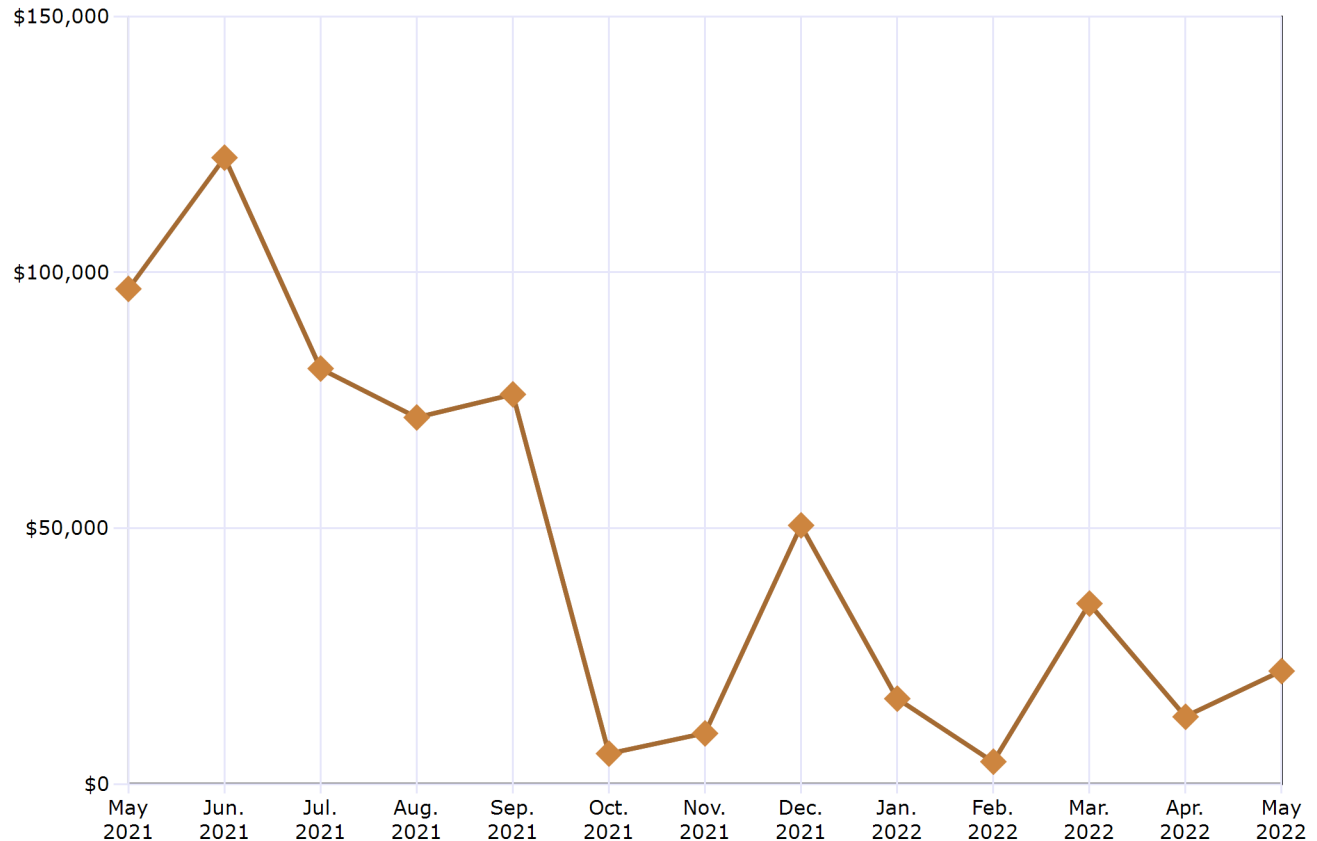


| | Salem city | | Virginia | |
|-------------|------------|-------------|------------|-----------------|
| | Weeks Paid | Amount Paid | Weeks Paid | Amount Paid |
| 2011 | 5,123 | \$1,328,013 | 2,242,341 | \$612,702,314 |
| 2012 | 5,215 | \$1,413,421 | 2,102,986 | \$592,044,339 |
| 2013 | 5,849 | \$1,632,730 | 1,999,039 | \$574,074,609 |
| 2014 | 3,661 | \$1,019,276 | 1,684,690 | \$490,522,709 |
| 2015 | 2,970 | \$869,710 | 1,198,476 | \$351,290,100 |
| 2016 | 2,520 | \$773,700 | 1,263,292 | \$379,622,081 |
| 2017 | 2,775 | \$854,252 | 1,114,650 | \$336,664,624 |
| 2018 | 2,674 | \$811,911 | 941,154 | \$286,468,017 |
| 2019 | 2,652 | \$861,129 | 867,371 | \$269,014,541 |
| 2020 | 29,968 | \$7,765,192 | 8,600,869 | \$2,279,487,650 |
| 2021 | 3,585 | \$1,036,853 | 1,601,885 | \$458,078,646 |

Source: Virginia Employment Commission, Economic Information & Analytics, Unemployment Insurance Program.

Unemployment Insurance Payments

Past 12 Months



| | Salem city | | Virginia | |
|------------------|------------|-------------|------------|--------------|
| | Weeks Paid | Amount Paid | Weeks Paid | Amount Paid |
| May 2021 | 335 | \$96,785 | 172,687 | \$48,509,239 |
| Jun. 2021 | 420 | \$122,423 | 165,442 | \$46,213,815 |
| Jul. 2021 | 285 | \$81,218 | 143,303 | \$40,341,532 |
| Aug. 2021 | 247 | \$71,661 | 115,346 | \$33,627,145 |
| Sep. 2021 | 253 | \$76,177 | 85,447 | \$25,371,568 |
| Oct. 2021 | 18 | \$5,972 | 55,216 | \$16,476,374 |
| Nov. 2021 | 30 | \$9,921 | 75,491 | \$19,892,797 |
| Dec. 2021 | 147 | \$50,572 | 75,214 | \$25,780,308 |
| Jan. 2022 | 42 | \$16,707 | 23,336 | \$7,852,580 |
| Feb. 2022 | 15 | \$4,391 | 24,947 | \$8,087,894 |
| Mar. 2022 | 102 | \$35,294 | 42,744 | \$14,031,624 |
| Apr. 2022 | 40 | \$13,169 | 40,683 | \$13,128,003 |
| May 2022 | 70 | \$22,102 | 44,617 | \$14,080,748 |

Source: Virginia Employment Commission,
Unemployment Insurance Program.

Employers by Size of Establishment

| | Salem city | Virginia |
|--------------------------------|--------------|----------------|
| 0 to 4 employees | 502 | 188,066 |
| 5 to 9 employees | 200 | 40,310 |
| 10 to 19 employees | 157 | 29,195 |
| 20 to 49 employees | 115 | 21,473 |
| 50 to 99 employees | 41 | 7,259 |
| 100 to 249 employees | 16 | 3,657 |
| 250 to 499 employees | 6 | 1,111 |
| 500 to 999 employees | *** | 364 |
| 1000 and over employees | *** | 246 |
| | 1,041 | 291,681 |

Employment by Size of Establishment

| | Salem city | Virginia |
|--------------------------------|---------------|------------------|
| 0 to 4 employees | 831 | 253,352 |
| 5 to 9 employees | 1,326 | 266,889 |
| 10 to 19 employees | 2,173 | 397,090 |
| 20 to 49 employees | 3,606 | 646,318 |
| 50 to 99 employees | 2,893 | 499,682 |
| 100 to 249 employees | 2,230 | 540,718 |
| 250 to 499 employees | 2,194 | 379,029 |
| 500 to 999 employees | *** | 250,699 |
| 1000 and over employees | *** | 676,728 |
| | 18,939 | 3,910,505 |

Note: Asterisks (***) indicate non-disclosable data.

'Zero; no employment' typically represents new startup firms or sole-proprietorships.

Source: Virginia Employment Commission, Economic Information & Analytics, Quarterly Census of Employment and Wages (QCEW), 4th Quarter (October, November, December) 2021.

50 Largest Employers

- | | |
|--|--|
| 1. U.S. Department of Veterans Affairs | 26. Mac 'n Bob's Deli |
| 2. City of Salem School Board | 27. The Virginia Baptist Children's Home |
| 3. City of Salem | 28. Virginia Department of State Police |
| 4. Yokohama Tire Corp. | 29. Robertson Marketing Group |
| 5. HCA Virginia Health System | 30. Aramark Services |
| 6. Roanoke College | 31. FedEx Ground |
| 7. Carter Machinery Company | 32. Novozymes Biologicals |
| 8. Lake Region Medical | 33. New Millennium |
| 9. US Foodservice | 34. HHS Environmental Services |
| 10. Kroger | 35. KIK International Inc |
| 11. Wal Mart | 36. Chick-fil-A at Salem |
| 12. VDOT | 37. American Medical Response |
| 13. GE Toshiba Automation Systems | 38. PHC of Virginia, LLC |
| 14. Levy Home Entertainment L | 39. VSC Fire and Security Inc |
| 15. Graham White Manufacturing Company | 40. Vistar Eye Center Inc. |
| 16. Lowes' Home Centers, Inc. | 41. Virginia Department of Environmental Quality |
| 17. Onebeacon Services LLC | 42. Lexington Rowe Furniture Inc |
| 18. Salem Health & Rehabilitation Center | 43. Qualichem Incorporated |
| 19. County of Roanoke | 44. Mersen Usa Ace Corporation |
| 20. Express Temporary Services | 45. Hart Motor Company, Inc. |
| 21. Oak Hall Industries | 46. Integrated Textile Solutions, Inc. |
| 22. McDonald's | 47. Chicken Salad Chick |
| 23. Layman Distributing | 48. Servpro of South Roanoke Co |
| 24. Elwood Staffing Services Inc | 49. Summit Helicopters |
| 25. Titus Transport Holdings | 50. SDH Services |

Source: Virginia Employment Commission, *Economic Information & Analytics, Quarterly Census of Employment and Wages (QCEW), 4th Quarter (October, November, December) 2021.*

Did you know...

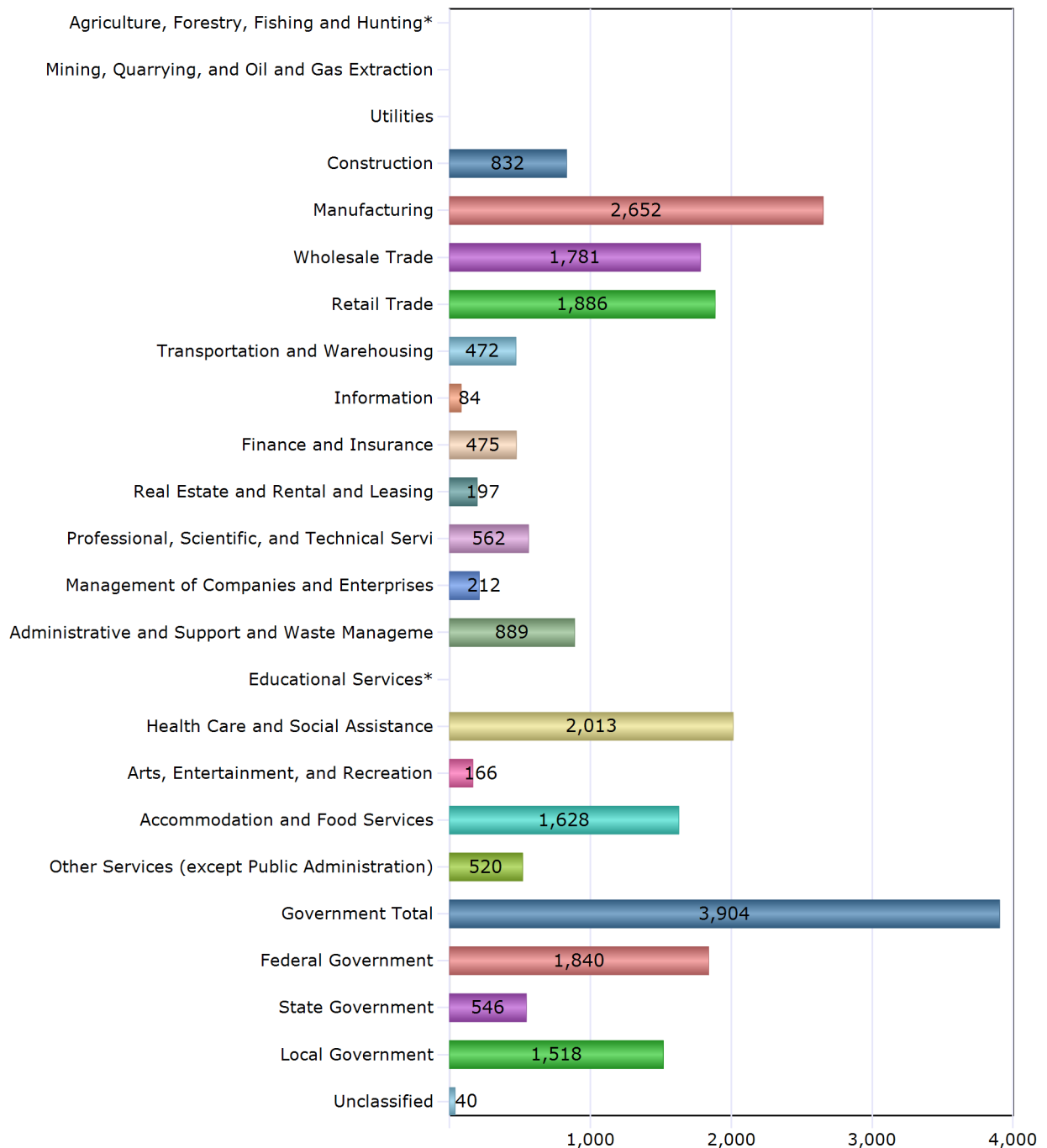
you can search over 300,000 employer listings on our website provided by Infogroup? This easy-to-use feature lets you search for employers by keyword, industry, sales volume, size range, and more!



For this data and more, visit us on the web at:

www.VirginiaLMI.com

Employment by Industry

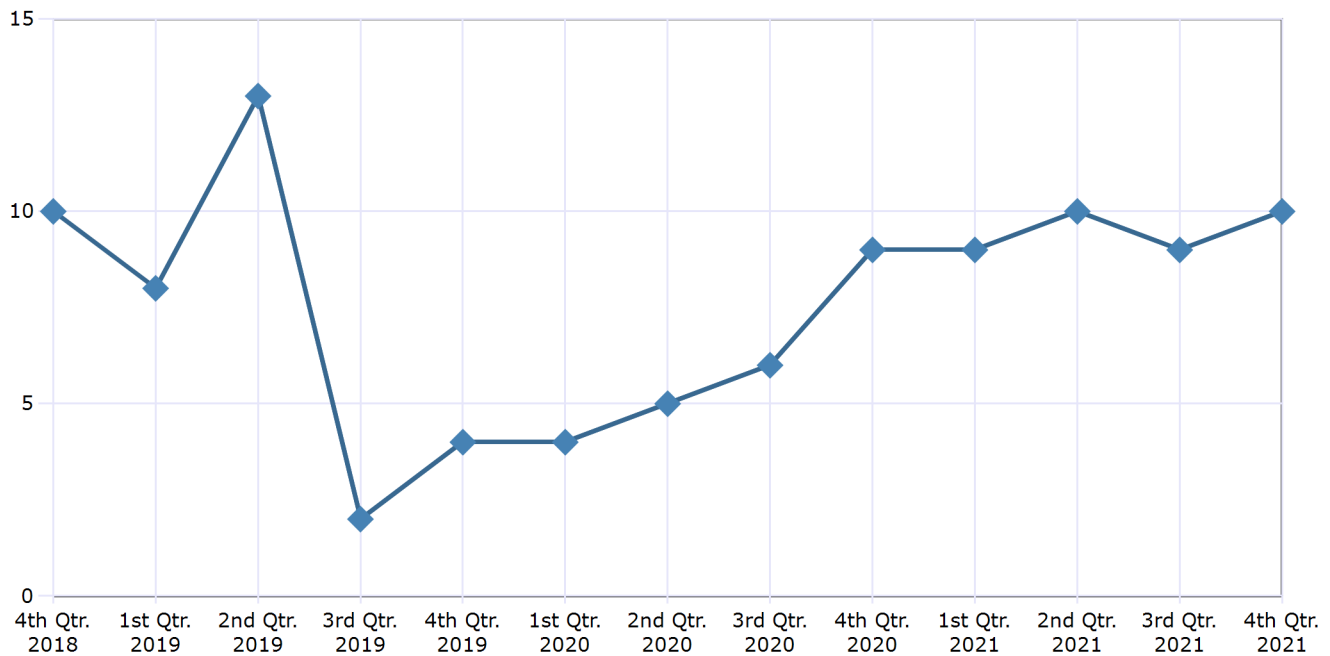


Total: 18,938

Note: Asterisk (*) indicates non-disclosable data.

Source: Virginia Employment Commission, Economic Information & Analytics, Quarterly Census of Employment and Wages (QCEW), 4th Quarter (October, November, December) 2021.

New Startup Firms



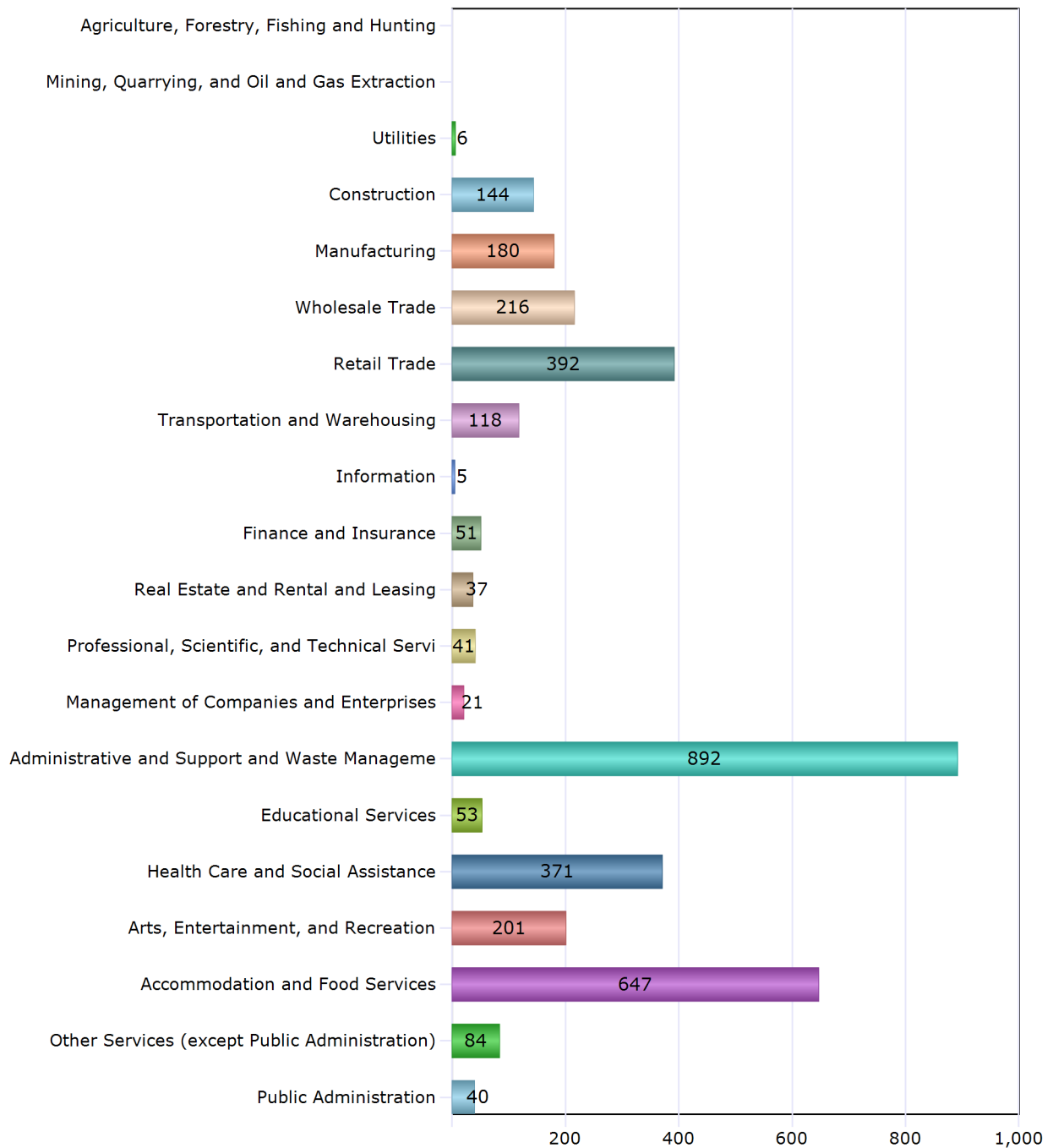
| | Salem city | Virginia |
|---------------|------------|----------|
| 4th Qtr. 2018 | 10 | 3,641 |
| 1st Qtr. 2019 | 8 | 4,381 |
| 2nd Qtr. 2019 | 13 | 4,302 |
| 3rd Qtr. 2019 | 2 | 1,093 |
| 4th Qtr. 2019 | 4 | 4,219 |
| 1st Qtr. 2020 | 4 | 4,299 |
| 2nd Qtr. 2020 | 5 | 3,279 |
| 3rd Qtr. 2020 | 6 | 4,309 |
| 4th Qtr. 2020 | 9 | 4,433 |
| 1st Qtr. 2021 | 9 | 5,190 |
| 2nd Qtr. 2021 | 10 | 4,866 |
| 3rd Qtr. 2021 | 9 | 4,948 |
| 4th Qtr. 2021 | 10 | 5,102 |

Note: The following criteria was used to define new startup firms:

- 1.) Setup and liability date both occurred during 4th Quarter (October, November, December) 2021
- 2.) Establishment had no predecessor UI Account Number
- 3.) Private Ownership
- 4.) Average employment is less than 250
- 5.) For multi-unit establishments, the parent company must also meet the above criteria.

Source: Virginia Employment Commission, Economic Information & Analytics, Quarterly Census of Employment and Wages (QCEW), 4th Quarter (October, November, December) 2021.

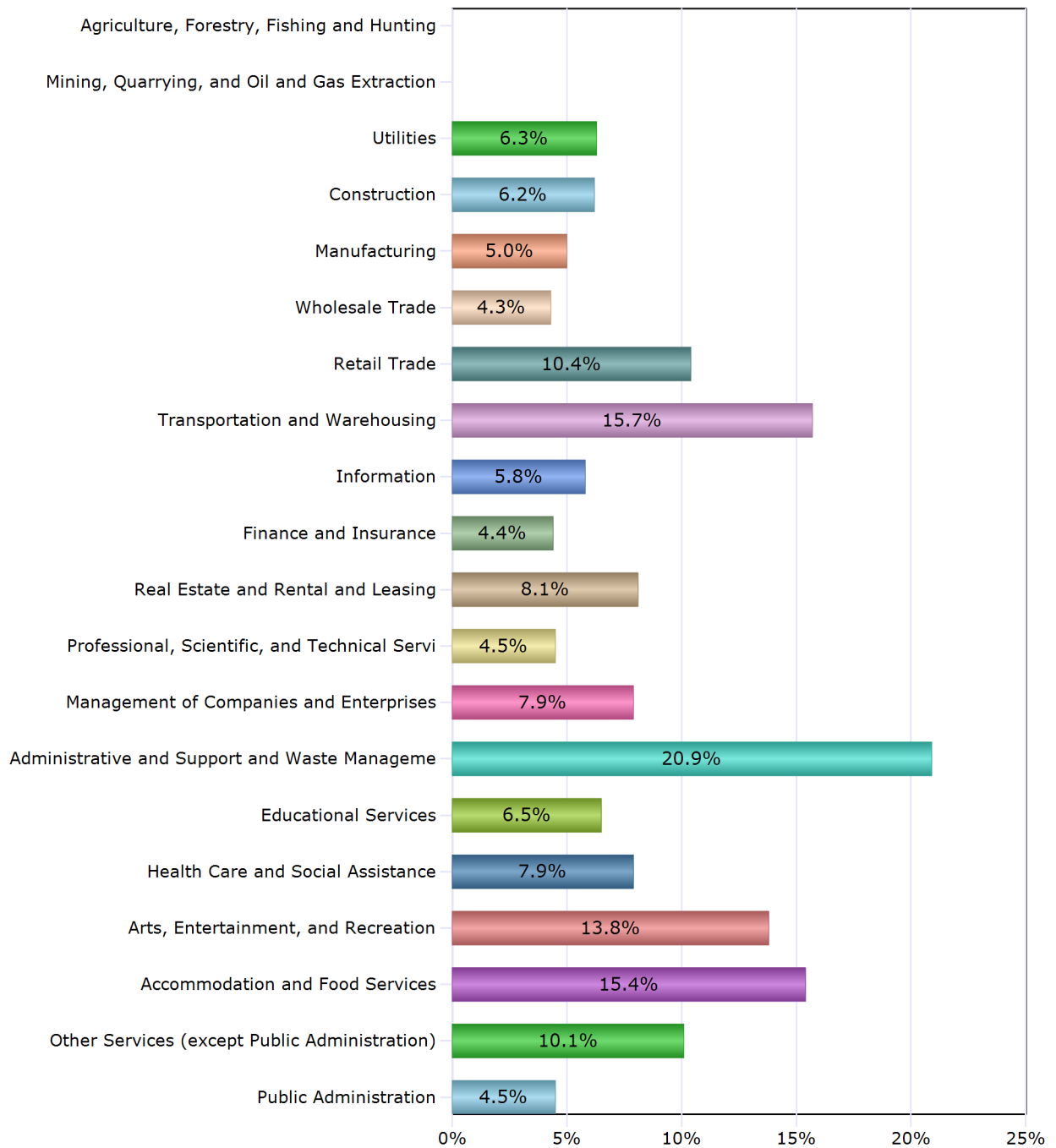
New Hires by Industry



Total: 3,499

Source: U.S. Census Bureau,
Local Employment Dynamics (LED) Program, 2nd Quarter (April, May, June) 2021, all ownerships.

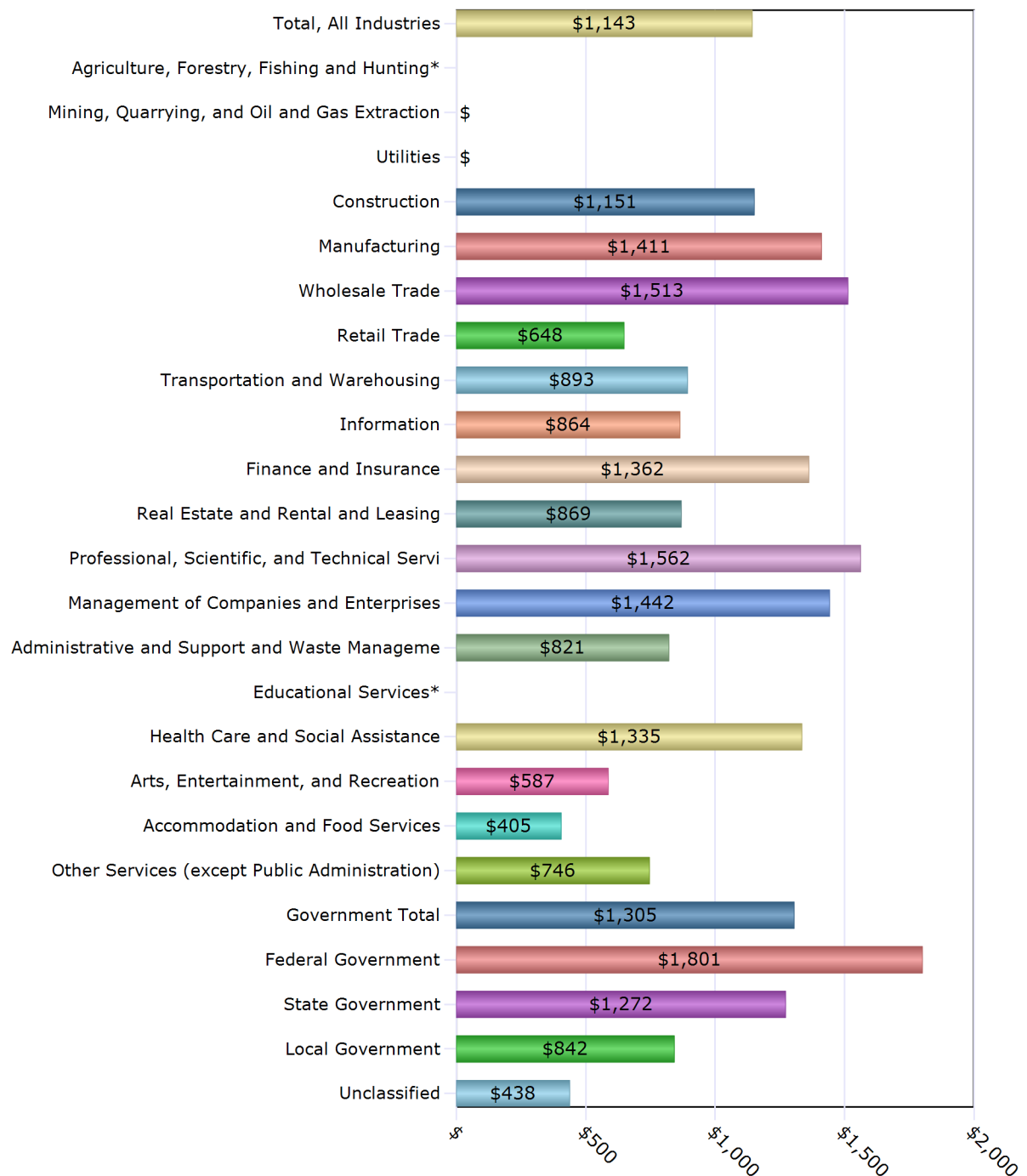
Turnover by Industry



Average: 8.8%

Source: U.S. Census Bureau,
Local Employment Dynamics (LED) Program, 1st Quarter (January, February, March) 2021, all ownerships.

Average Weekly Wage by Industry



Note: Asterisk (*) indicates non-disclosable data.

Source: Virginia Employment Commission, Economic Information & Analytics, Quarterly Census of Employment and Wages (QCEW), 4th Quarter (October, November, December) 2021.

Age of Workers by Industry

| | 14–18 | 19–21 | 22–24 | 25–34 | 35–44 | 45–54 | 55–64 | 65+ |
|--|-------|-------|-------|-------|-------|-------|-------|-------|
| Total, All Industries | 481 | 772 | 975 | 3,948 | 3,964 | 4,227 | 3,858 | 1,404 |
| Agriculture, Forestry, Fishing and Hunting | | | | | | | | |
| Mining, Quarrying, and Oil and Gas Extraction | | | | | | | | |
| Utilities | | | | 12 | 16 | 17 | 13 | 7 |
| Construction | 11 | 36 | 52 | 206 | 272 | 271 | 273 | 96 |
| Manufacturing | 10 | 53 | 79 | 498 | 577 | 669 | 749 | 184 |
| Wholesale Trade | 9 | 36 | 74 | 366 | 412 | 428 | 432 | 106 |
| Retail Trade | 165 | 206 | 155 | 391 | 350 | 378 | 385 | 203 |
| Transportation and Warehousing | 6 | 39 | 34 | 84 | 54 | 48 | 26 | 13 |
| Information | | | 3 | 13 | 19 | 14 | 14 | 2 |
| Finance and Insurance | | 5 | 13 | 89 | 103 | 145 | 134 | 48 |
| Real Estate and Rental and Leasing | 2 | 6 | 8 | 42 | 33 | 35 | 28 | 20 |
| Professional, Scientific, and Technical Services | 6 | 10 | 19 | 125 | 128 | 161 | 126 | 65 |
| Management of Companies and Enterprises | | 4 | 6 | 38 | 42 | 55 | 56 | 13 |
| Administrative and Support and Waste Management | 9 | 53 | 94 | 459 | 415 | 377 | 291 | 92 |
| Educational Services | 6 | 3 | 25 | 170 | 264 | 346 | 299 | 128 |
| Health Care and Social Assistance | 26 | 110 | 230 | 915 | 763 | 766 | 609 | 220 |
| Arts, Entertainment, and Recreation | 26 | 18 | 17 | 42 | 32 | 32 | 28 | 16 |
| Accommodation and Food Services | 191 | 169 | 112 | 294 | 251 | 199 | 147 | 75 |
| Other Services (except Public Administration) | 7 | 18 | 27 | 86 | 97 | 125 | 121 | 69 |
| Public Administration | 3 | 5 | 21 | 101 | 126 | 144 | 112 | 37 |

Source: U.S. Census Bureau,
Local Employment Dynamics (LED) Program, 2nd Quarter (April, May, June) 2021, all ownerships.

What is LED?

Developed by the U.S. Census Bureau, the Local Employment Dynamics (LED) program merges Virginia's Unemployment Compensation wage and employer records with Census demographic data. Read more about LED on the following website:

<http://lehd.did.census.gov/led/>



Industry Employment and Projections

Long Term

| | Employment | | | Percent | |
|--|-------------------|-------------------|--------|---------|--------|
| | Estimated 2014 | Projected 2024 | Change | Total | Annual |
| Total, All Industries | 165,466 | 177,575 | 12,109 | 7.32% | .71% |
| Agriculture, Forestry, Fishing and Hunting | 163 | 177 | 14 | 8.59% | .83% |
| Mining, Quarrying, and Oil and Gas Extraction | 128 | 126 | -2 | -1.56% | -.16% |
| Utilities | *** | *** | *** | | *** |
| Construction | 7,959 | 8,993 | 1,034 | 12.99% | 1.23% |
| Manufacturing | 17,033 | 16,094 | -939 | -5.51% | -.57% |
| Wholesale Trade | *** | *** | *** | | *** |
| Retail Trade | 18,823 | 19,770 | 947 | 5.03% | .49% |
| Transportation and Warehousing | 6,837 | 7,196 | 359 | 5.25% | .51% |
| Information | 1,780 | 1,624 | -156 | -8.76% | -.91% |
| Finance and Insurance | 6,069 | 6,536 | 467 | 7.7% | .74% |
| Real Estate and Rental and Leasing | 1,853 | 1,922 | 69 | 3.72% | .37% |
| Professional, Scientific, and Technical Servi | 7,240 | 8,443 | 1,203 | 16.62% | 1.55% |
| Management of Companies and Enterprises | 4,780 | 4,856 | 76 | 1.59% | .16% |
| Administrative and Support and Waste Manageme | 8,135 | 8,901 | 766 | 9.42% | .9% |
| Educational Services | 12,079 | 13,446 | 1,367 | 11.32% | 1.08% |
| Health Care and Social Assistance | 23,794 | 28,222 | 4,428 | 18.61% | 1.72% |
| Arts, Entertainment, and Recreation | 1,425 | 1,580 | 155 | 10.88% | 1.04% |
| Accommodation and Food Services | 13,068 | 13,627 | 559 | 4.28% | .42% |
| Other Services (except Public Administration) | 5,488 | 5,984 | 496 | 9.04% | .87% |

*Note: Asterisks (***) indicate non-disclosable data.*

Projections data is for Western Virginia (LWDA III). No data available for Salem city.

*Source: Virginia Employment Commission, Economic Information & Analytics,
Long Term Industry and Occupational Projections, 2014-2024.*

Industry Employment and Projections

Short Term

| | Employment | | | Percent | |
|--|-------------------|-------------------|---------|---------|--------|
| | Estimated 2015 | Projected 2017 | Change | Total | Annual |
| Total, All Industries | 3,977,496 | 4,093,656 | 116,160 | 2.92% | 1.45% |
| Agriculture, Forestry, Fishing and Hunting | 4,210 | 4,433 | 223 | 5.3% | 2.61% |
| Mining, Quarrying, and Oil and Gas Extraction | 6,805 | 5,869 | -936 | -13.75% | -7.13% |
| Utilities | 10,717 | 10,695 | -22 | -.21% | -.1% |
| Construction | 185,026 | 195,598 | 10,572 | 5.71% | 2.82% |
| Manufacturing | 232,632 | 233,073 | 441 | .19% | .09% |
| Wholesale Trade | 110,001 | 111,188 | 1,187 | 1.08% | .54% |
| Retail Trade | 412,345 | 421,889 | 9,544 | 2.31% | 1.15% |
| Transportation and Warehousing | 112,837 | 117,619 | 4,782 | 4.24% | 2.1% |
| Information | 69,554 | 68,654 | -900 | -1.29% | -.65% |
| Finance and Insurance | 131,712 | 136,266 | 4,554 | 3.46% | 1.71% |
| Real Estate and Rental and Leasing | 52,593 | 53,535 | 942 | 1.79% | .89% |
| Professional, Scientific, and Technical Servi | 394,584 | 409,625 | 15,041 | 3.81% | 1.89% |
| Management of Companies and Enterprises | 74,086 | 75,252 | 1,166 | 1.57% | .78% |
| Administrative and Support and Waste Manageme | 224,339 | 236,780 | 12,441 | 5.55% | 2.74% |
| Educational Services | 365,350 | 372,071 | 6,721 | 1.84% | .92% |
| Health Care and Social Assistance | 427,570 | 446,476 | 18,906 | 4.42% | 2.19% |
| Arts, Entertainment, and Recreation | 56,096 | 57,991 | 1,895 | 3.38% | 1.68% |
| Accommodation and Food Services | 334,516 | 349,857 | 15,341 | 4.59% | 2.27% |
| Other Services (except Public Administration) | 133,850 | 136,332 | 2,482 | 1.85% | .92% |

*Note: Asterisks (***) indicate non-disclosable data.*

Projections data is for Virginia Statewide. No data available for Salem city.

*Source: Virginia Employment Commission, Economic Information & Analytics,
Short Term Industry and Occupational Projections, 2015-2017.*

Occupation Employment and Projections

Long Term

| | Employment | | | Openings | | |
|--|-------------------|-------------------|----------|-------------------|--------|-------|
| | Estimated 2014 | Projected 2024 | % Change | Replace -ments | Growth | Total |
| Total, All Occupations | 165,466 | 177,575 | 7.32% | 3,930 | 1,361 | 5,291 |
| Management Occupations | 6,122 | 6,553 | 7.04% | 143 | 45 | 188 |
| Business and Financial Operations Occupations | 7,581 | 8,218 | 8.4% | 160 | 66 | 226 |
| Computer and Mathematical Occupations | 3,138 | 3,523 | 12.27% | 46 | 40 | 86 |
| Architecture and Engineering Occupations | 2,154 | 2,219 | 3.02% | 54 | 10 | 64 |
| Life, Physical, and Social Science Occupations | 943 | 1,060 | 12.41% | 26 | 13 | 39 |
| Community and Social Service Occupations | 2,984 | 3,457 | 15.85% | 65 | 48 | 113 |
| Legal Occupations | 1,022 | 1,112 | 8.81% | 18 | 9 | 27 |
| Education, Training, and Library Occupations | 8,183 | 9,177 | 12.15% | 174 | 99 | 273 |
| Arts, Design, Entertainment, Sports, and Media Occupations | 1,964 | 2,023 | 3% | 47 | 10 | 57 |
| Healthcare Practitioners and Technical Occupations | 12,805 | 14,509 | 13.31% | 290 | 171 | 461 |
| Healthcare Support Occupations | 5,491 | 6,826 | 24.31% | 123 | 134 | 257 |
| Protective Service Occupations | 4,897 | 5,458 | 11.46% | 109 | 57 | 166 |
| Food Preparation and Serving Related Occupations | 13,136 | 13,836 | 5.33% | 495 | 79 | 574 |
| Building and Grounds Cleaning and Maintenance Occupations | 5,027 | 5,370 | 6.82% | 102 | 35 | 137 |
| Personal Care and Service Occupations | 5,448 | 6,164 | 13.14% | 113 | 72 | 185 |
| Sales and Related Occupations | 18,251 | 19,059 | 4.43% | 548 | 82 | 630 |
| Office and Administrative Support Occupations | 26,585 | 27,690 | 4.16% | 567 | 164 | 731 |
| Farming, Fishing, and Forestry Occupations | 302 | 297 | -1.66% | 7 | | 7 |
| Construction and Extraction Occupations | 7,793 | 8,525 | 9.39% | 117 | 74 | 191 |
| Installation, Maintenance, and Repair Occupations | 7,408 | 8,032 | 8.42% | 174 | 65 | 239 |
| Production Occupations | 12,186 | 11,795 | -3.21% | 263 | 25 | 288 |
| Transportation and Material Moving Occupations | 12,046 | 12,672 | 5.2% | 287 | 63 | 350 |

*Note: Asterisks (***) indicate non-disclosable data.*

Projections data is for Western Virginia (LWDA III). No data available for Salem city.

Source: Virginia Employment Commission, Economic Information & Analytics, Long Term Industry and Occupational Projections, 2014-2024.

Occupation Employment and Projections

Short Term

| | Employment | | | Openings | | |
|--|-------------------|-------------------|----------|-------------------|--------|---------|
| | Estimated 2015 | Projected 2017 | % Change | Replace -ments | Growth | Total |
| Total, All Occupations | 3,977,496 | 4,093,656 | 2.92% | 92,736 | 59,171 | 151,907 |
| Management Occupations | 211,684 | 216,918 | 2.47% | 4,446 | 2,618 | 7,064 |
| Business and Financial Operations Occupations | 276,201 | 284,397 | 2.97% | 4,962 | 4,098 | 9,060 |
| Computer and Mathematical Occupations | 203,891 | 212,732 | 4.34% | 2,536 | 4,451 | 6,987 |
| Architecture and Engineering Occupations | 78,184 | 79,032 | 1.08% | 1,861 | 488 | 2,349 |
| Life, Physical, and Social Science Occupations | 33,613 | 34,156 | 1.62% | 820 | 278 | 1,098 |
| Community and Social Service Occupations | 53,847 | 56,057 | 4.1% | 1,101 | 1,105 | 2,206 |
| Legal Occupations | 43,892 | 44,747 | 1.95% | 712 | 428 | 1,140 |
| Education, Training, and Library Occupations | 243,781 | 249,029 | 2.15% | 5,092 | 2,624 | 7,716 |
| Arts, Design, Entertainment, Sports, and Media Occupations | 61,233 | 62,553 | 2.16% | 1,408 | 678 | 2,086 |
| Healthcare Practitioners and Technical Occupations | 205,158 | 211,360 | 3.02% | 4,160 | 3,102 | 7,262 |
| Healthcare Support Occupations | 90,672 | 94,357 | 4.06% | 1,859 | 1,842 | 3,701 |
| Protective Service Occupations | 105,361 | 107,514 | 2.04% | 2,354 | 1,081 | 3,435 |
| Food Preparation and Serving Related Occupations | 327,173 | 342,449 | 4.67% | 14,249 | 7,644 | 21,893 |
| Building and Grounds Cleaning and Maintenance Occupations | 151,649 | 157,036 | 3.55% | 2,839 | 2,694 | 5,533 |
| Personal Care and Service Occupations | 155,803 | 163,251 | 4.78% | 3,230 | 3,728 | 6,958 |
| Sales and Related Occupations | 423,418 | 432,998 | 2.26% | 13,691 | 4,790 | 18,481 |
| Office and Administrative Support Occupations | 554,516 | 566,160 | 2.1% | 11,737 | 5,962 | 17,699 |
| Farming, Fishing, and Forestry Occupations | 6,868 | 7,147 | 4.06% | 168 | 141 | 309 |
| Construction and Extraction Occupations | 187,792 | 195,659 | 4.19% | 2,884 | 4,098 | 6,982 |
| Installation, Maintenance, and Repair Occupations | 152,257 | 156,081 | 2.51% | 3,384 | 2,080 | 5,464 |
| Production Occupations | 181,313 | 183,120 | 1% | 3,937 | 1,364 | 5,301 |
| Transportation and Material Moving Occupations | 229,190 | 236,903 | 3.37% | 5,304 | 3,878 | 9,182 |

*Note: Asterisks (***) indicate non-disclosable data.*

Projections data is for Virginia Statewide. No data available for Salem city.

Source: Virginia Employment Commission, Economic Information & Analytics, Short Term Industry and Occupational Projections, 2015-2017.

Error: Subreport could not be shown.

Declining Occupations

| | Employment | | | Openings | | |
|---|----------------|----------------|----------|---------------|--------|-------|
| | Estimated 2014 | Projected 2024 | % Change | Replace-ments | Growth | Total |
| Postal Service Mail Sorters, Processors, and Processing Machine Operators | 256 | 174 | -32.03% | 3 | 0 | 3 |
| Switchboard Operators, Including Answering Service | *** | *** | *** | *** | *** | *** |
| Molding, Coremaking, and Casting Machine Setters, Operators, and Tenders, Metal and Plastic | 223 | 165 | -26.01% | 3 | 0 | 3 |
| Postal Service Mail Carriers | 331 | 251 | -24.17% | 6 | 0 | 6 |
| Mail Clerks and Mail Machine Operators, Except Postal Service | 116 | 91 | -21.55% | 2 | 0 | 2 |
| Cutting, Punching, and Press Machine Setters, Operators, and Tenders, Metal and Plastic | 258 | 206 | -20.16% | 3 | 0 | 3 |
| Cooks, Fast Food | 286 | 234 | -18.18% | 8 | 0 | 8 |
| Welding, Soldering, and Brazing Machine Setters, Operators, and Tenders | 194 | 162 | -16.5% | 6 | 0 | 6 |
| Tire Builders | *** | *** | *** | *** | *** | *** |
| Sewing Machine Operators | 107 | 91 | -14.95% | 1 | 0 | 1 |
| Procurement Clerks | *** | *** | *** | *** | *** | *** |
| Broadcast Technicians | *** | *** | *** | *** | *** | *** |
| Helpers--Production Workers | 800 | 726 | -9.25% | 26 | 0 | 26 |
| Electrical and Electronic Equipment Assemblers | 286 | 261 | -8.74% | 4 | 0 | 4 |
| Bookkeeping, Accounting, and Auditing Clerks | 2,023 | 1,847 | -8.7% | 20 | 0 | 20 |
| Print Binding and Finishing Workers | 132 | 121 | -8.33% | 2 | 0 | 2 |
| Mixing and Blending Machine Setters, Operators, and Tenders | 136 | 125 | -8.09% | 3 | 0 | 3 |
| Dishwashers | 449 | 414 | -7.8% | 19 | 0 | 19 |
| New Accounts Clerks | 103 | 96 | -6.8% | 2 | 0 | 2 |
| Paper Goods Machine Setters, Operators, and Tenders | 428 | 399 | -6.78% | 6 | 0 | 6 |

Note: Asterisks (***) indicate non-disclosable data.

Projections data is for Western Virginia (LWDA III). No data available for Salem city.

Source: Virginia Employment Commission, Economic Information & Analytics, Long Term Industry and Occupational Projections, 2014-2024.

Consumer Price Index (CPI)

All Urban Consumers (CPI-U)

| | Jan. | Feb. | Mar. | Apr. | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Ann. | % chg |
|-------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-------|
| 2012 | 226.665 | 227.663 | 229.392 | 230.085 | 229.815 | 229.478 | 229.104 | 230.379 | 231.407 | 231.317 | 230.221 | 229.601 | 229.594 | 2.1 |
| 2013 | 230.280 | 232.166 | 232.773 | 232.531 | 232.945 | 233.504 | 233.596 | 233.877 | 234.149 | 233.546 | 233.069 | 233.049 | 232.957 | 1.5 |
| 2014 | 233.916 | 234.781 | 236.293 | 237.072 | 237.900 | 238.343 | 238.250 | 237.852 | 238.031 | 237.433 | 236.151 | 234.812 | 236.736 | 1.6 |
| 2015 | 233.707 | 234.722 | 236.119 | 236.599 | 237.805 | 238.638 | 238.654 | 238.316 | 237.945 | 237.838 | 237.336 | 236.525 | 237.017 | 0.1 |
| 2016 | 236.916 | 237.111 | 238.132 | 239.261 | 240.229 | 241.018 | 240.628 | 240.849 | 241.428 | 241.729 | 241.353 | 241.432 | 240.007 | 1.3 |
| 2017 | 242.839 | 243.603 | 243.801 | 244.524 | 244.733 | 244.955 | 244.786 | 245.519 | 246.819 | 246.663 | 246.669 | 246.524 | 245.120 | 2.1 |
| 2018 | 247.867 | 248.991 | 249.554 | 250.546 | 251.588 | 251.989 | 252.006 | 252.146 | 252.439 | 252.885 | 252.038 | 251.233 | 251.107 | 2.4 |
| 2019 | 251.712 | 252.776 | 254.202 | 255.548 | 256.092 | 256.143 | 256.571 | 256.558 | 256.759 | 257.346 | 257.208 | 256.974 | 255.657 | 1.8 |
| 2020 | 257.971 | 258.678 | 258.115 | 256.389 | 256.394 | 257.797 | 259.101 | 259.918 | 260.280 | 260.388 | 260.229 | 260.474 | 258.811 | 1.2 |
| 2021 | 261.582 | 263.014 | 264.877 | 267.054 | 269.195 | 271.696 | 273.003 | 273.567 | 274.310 | 276.589 | 277.948 | 278.802 | 270.970 | 4.7 |
| 2022 | 281.148 | 283.716 | 287.504 | | | | | | | | | | | |

Urban Wage Earners and Clerical Workers (CPI-W)

| | Jan. | Feb. | Mar. | Apr. | May | Jun. | Jul. | Aug. | Sep. | Oct. | Nov. | Dec. | Ann. | % chg |
|-------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-------|
| 2012 | 223.216 | 224.317 | 226.304 | 227.012 | 226.600 | 226.036 | 225.568 | 227.056 | 228.184 | 227.974 | 226.595 | 225.889 | 226.229 | 2.1 |
| 2013 | 226.520 | 228.677 | 229.323 | 228.949 | 229.399 | 230.002 | 230.084 | 230.359 | 230.537 | 229.735 | 229.133 | 229.174 | 229.324 | 1.4 |
| 2014 | 230.040 | 230.871 | 232.560 | 233.443 | 234.216 | 234.702 | 234.525 | 234.030 | 234.170 | 233.229 | 231.551 | 229.909 | 232.771 | 1.5 |
| 2015 | 228.294 | 229.421 | 231.055 | 231.520 | 232.908 | 233.804 | 233.806 | 233.366 | 232.661 | 232.373 | 231.721 | 230.791 | 231.810 | -0.4 |
| 2016 | 231.061 | 230.972 | 232.209 | 233.438 | 234.436 | 235.289 | 234.771 | 234.904 | 235.495 | 235.732 | 235.215 | 235.390 | 234.076 | 1.0 |
| 2017 | 236.854 | 237.477 | 237.656 | 238.432 | 238.609 | 238.813 | 238.617 | 239.448 | 240.939 | 240.573 | 240.666 | 240.526 | 239.051 | 2.1 |
| 2018 | 241.919 | 242.988 | 243.463 | 244.607 | 245.770 | 246.196 | 246.155 | 246.336 | 246.565 | 247.038 | 245.933 | 244.786 | 245.146 | 2.5 |
| 2019 | 245.133 | 246.218 | 247.768 | 249.332 | 249.871 | 249.747 | 250.236 | 250.112 | 250.251 | 250.894 | 250.644 | 250.452 | 249.222 | 1.7 |
| 2020 | 251.361 | 251.935 | 251.375 | 249.515 | 249.521 | 251.054 | 252.636 | 253.597 | 254.004 | 254.076 | 253.826 | 254.081 | 252.248 | 1.2 |
| 2021 | 255.296 | 256.843 | 258.935 | 261.237 | 263.612 | 266.412 | 267.789 | 268.387 | 269.086 | 271.552 | 273.042 | 273.925 | 265.510 | 5.3 |
| 2022 | 276.296 | 278.943 | 283.176 | | | | | | | | | | | |

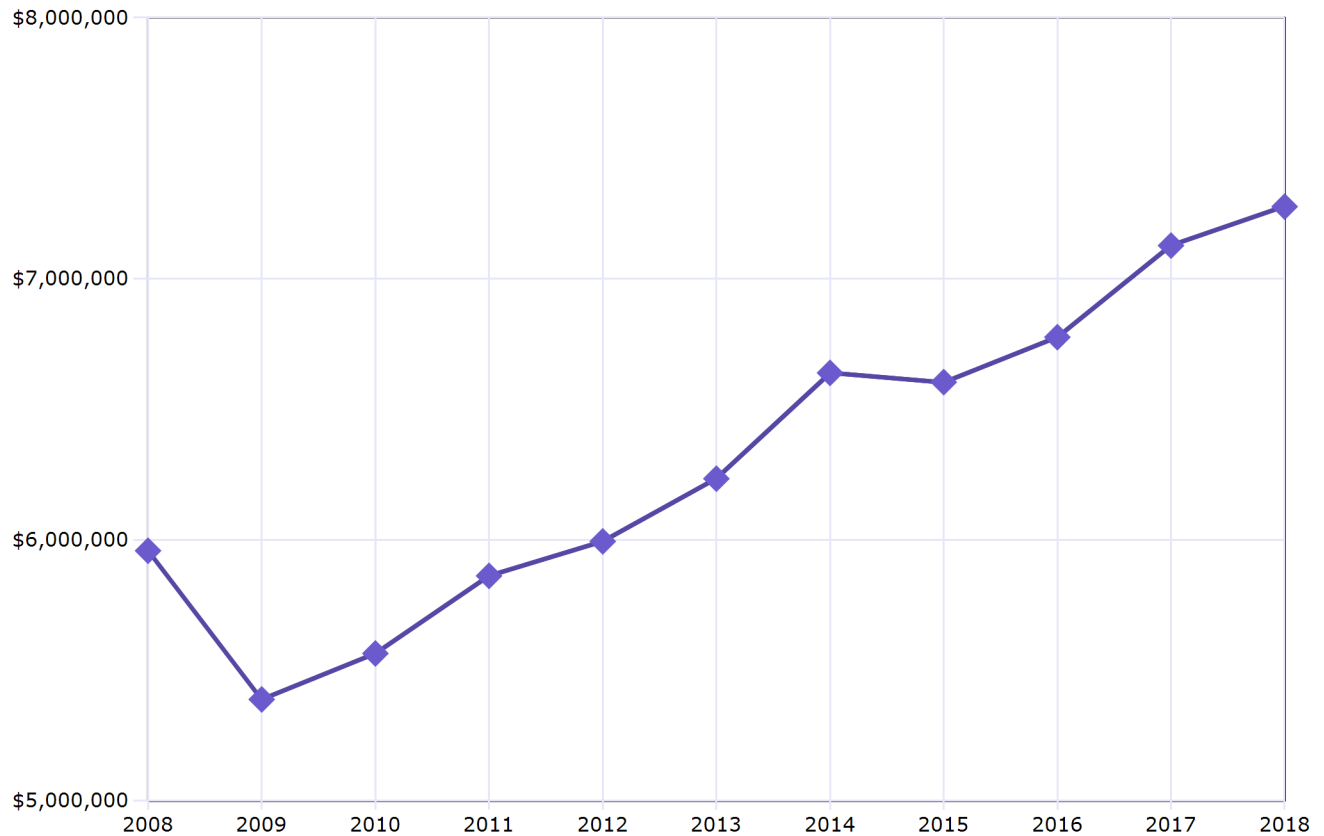
Note: CPI data is for the United States only. No data available for Salem city.

The CPI-U includes expenditures by urban wage earners and clerical workers, professional, managerial, and technical workers, the self-employed, short-term workers, the unemployed, retirees and others not in the labor force. The CPI-W only includes expenditures by those in hourly wage earning or clerical jobs.

Source: Bureau of Labor Statistics,
Consumer Price Indexes (CPI) Program.

Local Option Sales Tax

Trends



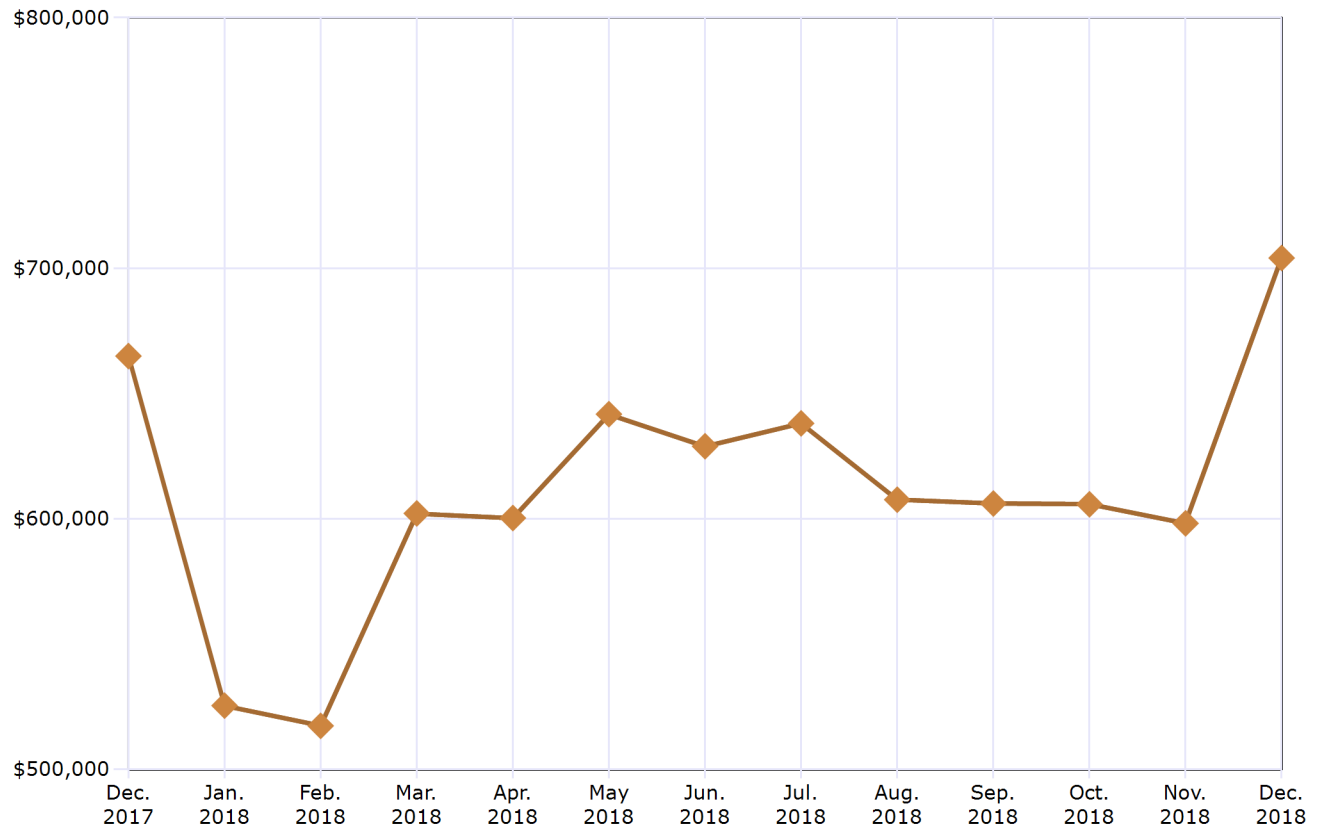
| | Salem city | Virginia |
|-------------|-------------|-----------------|
| 2008 | \$5,957,671 | \$1,032,815,078 |
| 2009 | \$5,388,142 | \$979,594,664 |
| 2010 | \$5,564,259 | \$992,820,512 |
| 2011 | \$5,861,505 | \$1,035,981,229 |
| 2012 | \$5,993,591 | \$1,080,663,042 |
| 2013 | \$6,233,878 | \$1,093,292,668 |
| 2014 | \$6,639,232 | \$1,131,194,860 |
| 2015 | \$6,603,788 | \$1,179,611,271 |
| 2016 | \$6,775,949 | \$1,202,257,995 |
| 2017 | \$7,126,984 | \$1,232,981,515 |
| 2018 | \$7,276,218 | \$1,282,022,261 |

Note: This data is based on Virginia sales tax revenues deposited, rather than the actual taxable sales figures as reported on a dealer's return.

Source: Virginia Department of Taxation, Revenue Forecasting.

Local Option Sales Tax

Past 12 Months



| | Salem city | Virginia |
|------------------|------------|---------------|
| Dec. 2017 | \$664,961 | \$123,193,863 |
| Jan. 2018 | \$525,473 | \$90,794,207 |
| Feb. 2018 | \$517,417 | \$90,576,093 |
| Mar. 2018 | \$602,180 | \$107,834,402 |
| Apr. 2018 | \$600,347 | \$102,372,977 |
| May 2018 | \$641,787 | \$110,211,496 |
| Jun. 2018 | \$628,976 | \$112,529,037 |
| Jul. 2018 | \$638,118 | \$107,211,401 |
| Aug. 2018 | \$607,649 | \$109,428,585 |
| Sep. 2018 | \$606,123 | \$105,468,340 |
| Oct. 2018 | \$605,820 | \$107,742,243 |
| Nov. 2018 | \$598,222 | \$112,348,128 |
| Dec. 2018 | \$704,106 | \$125,505,352 |

Note: This data is based on Virginia sales tax revenues deposited, rather than the actual taxable sales figures as reported on a dealer's return.

Source: Virginia Department of Taxation, Revenue Forecasting.

IV. Education Profile

Overview

The Education Profile for Salem city provides an assortment of data collected from the United States Census Bureau and the National Center for Education Statistics (NCES).



Related Terms and Definitions

Associate's degree

An award that normally requires at least two but less than four years of full-time equivalent college work.

Bachelor's degree

An award that normally requires at least four but not more than five years of full-time equivalent college-level work.

Post-baccalaureate certificate

An award that requires completion of an organized program of study equivalent to 18 semester credit hours beyond the bachelor's. It is designed for persons who have completed a bachelor's degree, but do not meet the requirements of a master's degree.

Master's degree

An award that requires the successful completion of a program of study of at least the full-time equivalent of one but not more than two academic years of work beyond the bachelor's degree.

Post-master's certificate

An award that requires completion of an organized program of study equivalent to 24 semester credit hours beyond the master's degree, but does not meet the requirements of academic degrees at the doctor's level.

Doctor's degree

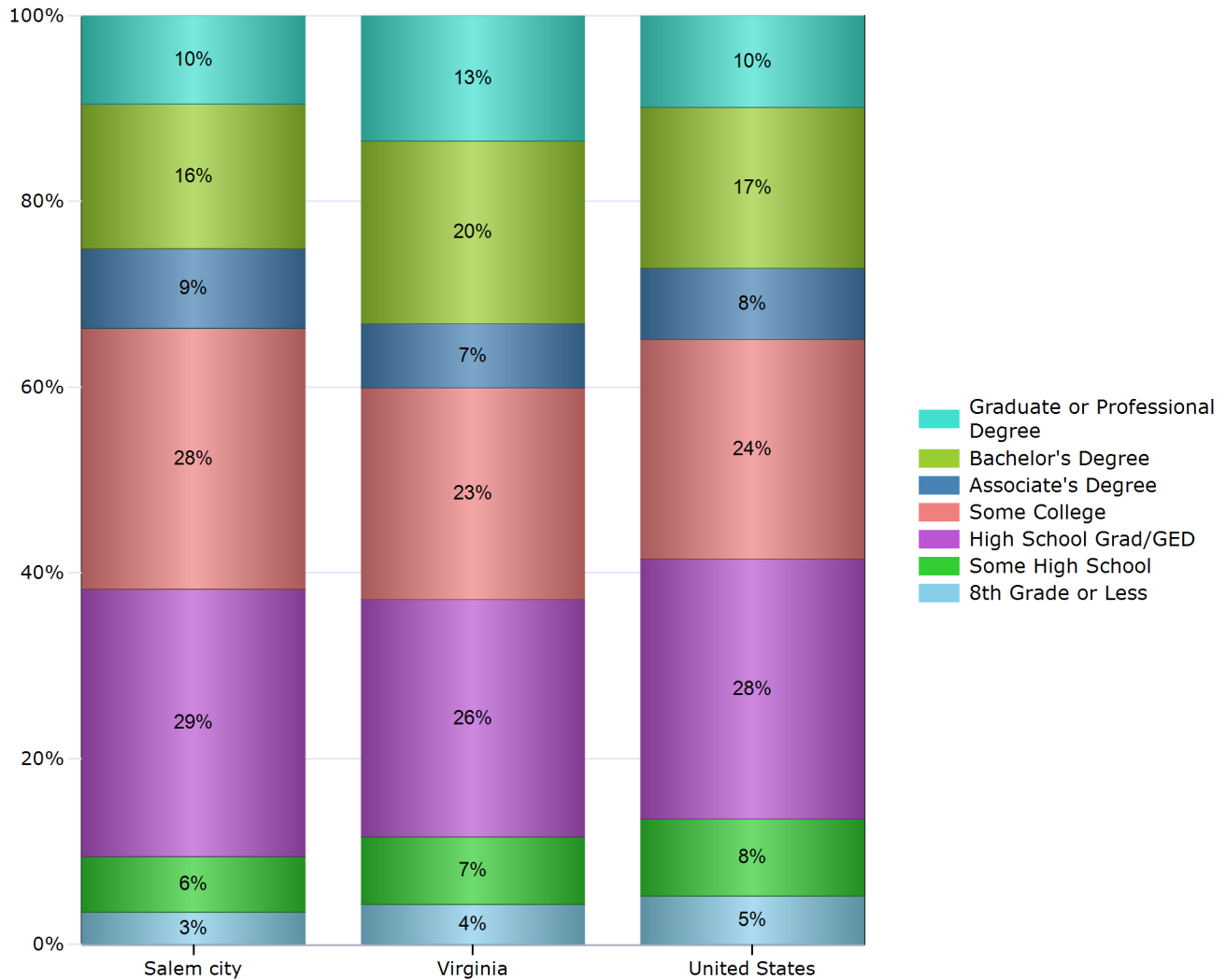
The highest award a student can earn for graduate study.

First-professional degree

An award that requires completion of a program that meets all of the following criteria: (1) completion of the academic requirements to begin practice in the profession; (2) at least two years of college work prior to entering the program; and (3) a total of at least six academic years of college work to complete the degree program, including prior required college work plus the length of the professional program itself.

Educational Attainment

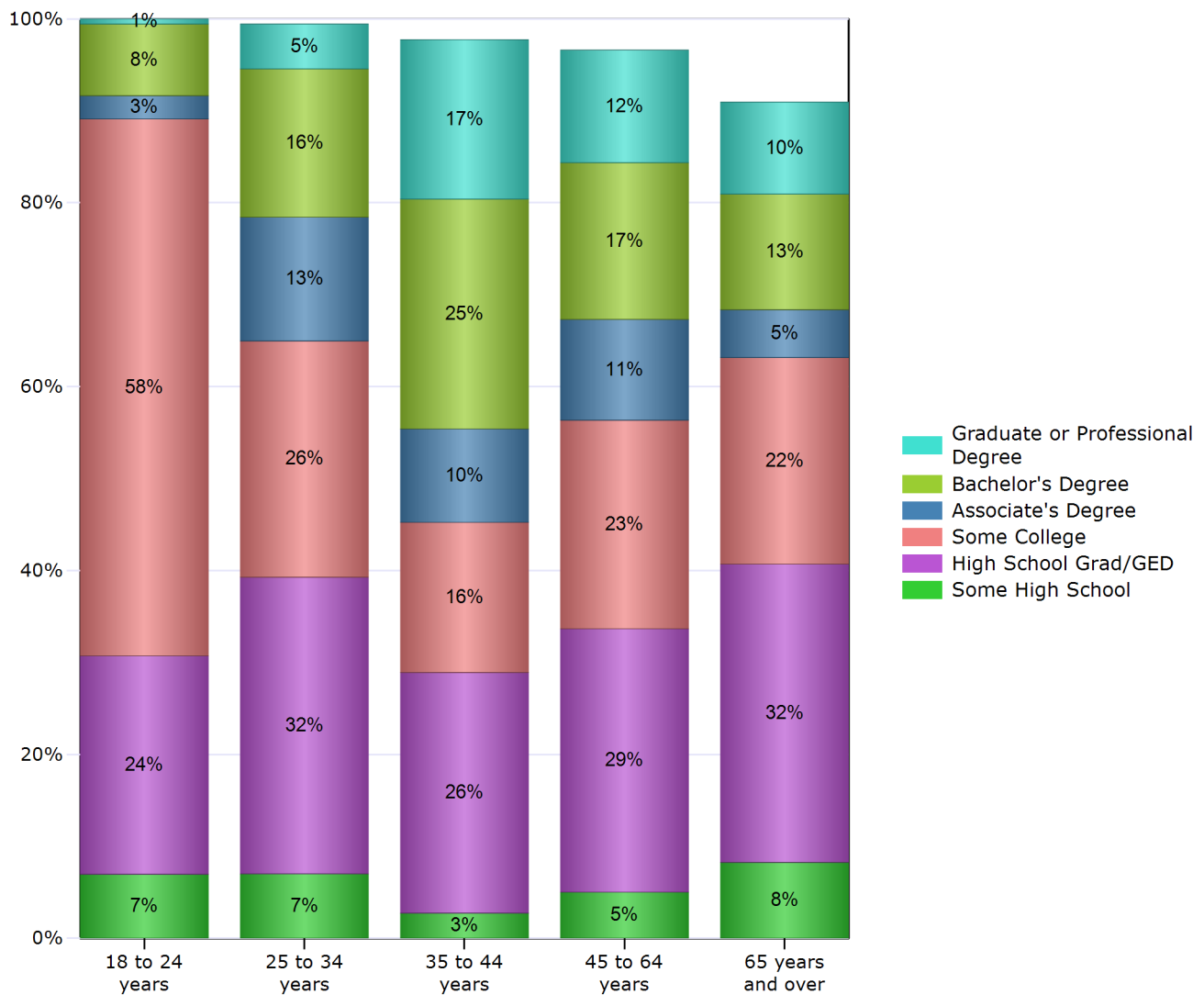
(Population 18 years and over)



| | Salem city | Virginia | United States |
|--|---------------|------------------|--------------------|
| 8th Grade or Less | 703 | 275,329 | 12,639,425 |
| Some High School | 1,212 | 464,075 | 20,093,117 |
| High School Grad/GED | 5,833 | 1,633,105 | 68,044,371 |
| Some College | 5,686 | 1,457,887 | 57,431,237 |
| Associate's Degree | 1,736 | 440,219 | 18,586,866 |
| Bachelor's Degree | 3,152 | 1,258,661 | 42,027,629 |
| Graduate or Professional Degree | 1,929 | 862,686 | 24,008,551 |
| | 20,251 | 6,391,962 | 242,831,196 |

Source: U.S. Census Bureau
American Community Survey, 2011-2015.

Educational Attainment by Age

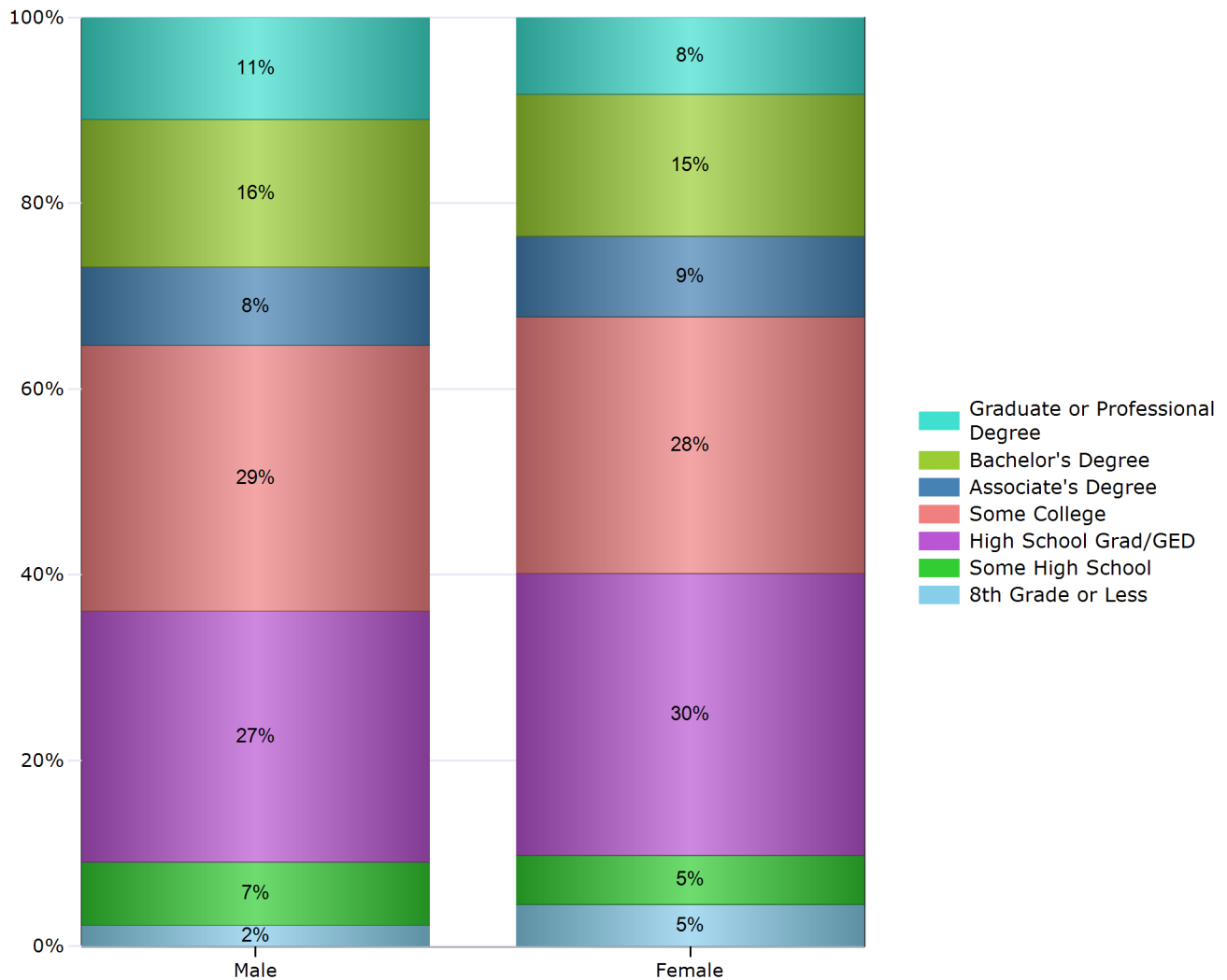


| | 18 - 24 | 25 - 34 | 35 - 44 | 45 - 64 | 65+ | Total |
|--|--------------|--------------|--------------|--------------|--------------|---------------|
| 8th Grade or Less | | 16 | 66 | 229 | 392 | 703 |
| Some High School | 234 | 201 | 80 | 339 | 358 | 1,212 |
| High School Grad/GED | 799 | 926 | 765 | 1,938 | 1,405 | 5,833 |
| Some College | 1,964 | 737 | 477 | 1,535 | 973 | 5,686 |
| Associate's Degree | 85 | 386 | 297 | 742 | 226 | 1,736 |
| Bachelor's Degree | 262 | 463 | 730 | 1,153 | 544 | 3,152 |
| Graduate or Professional Degree | 19 | 140 | 507 | 829 | 434 | 1,929 |
| | 3,363 | 2,869 | 2,922 | 6,765 | 4,332 | 20,251 |

Source: U.S. Census Bureau
American Community Survey, 2011-2015.

Educational Attainment by Gender

(Population 18 years and over)

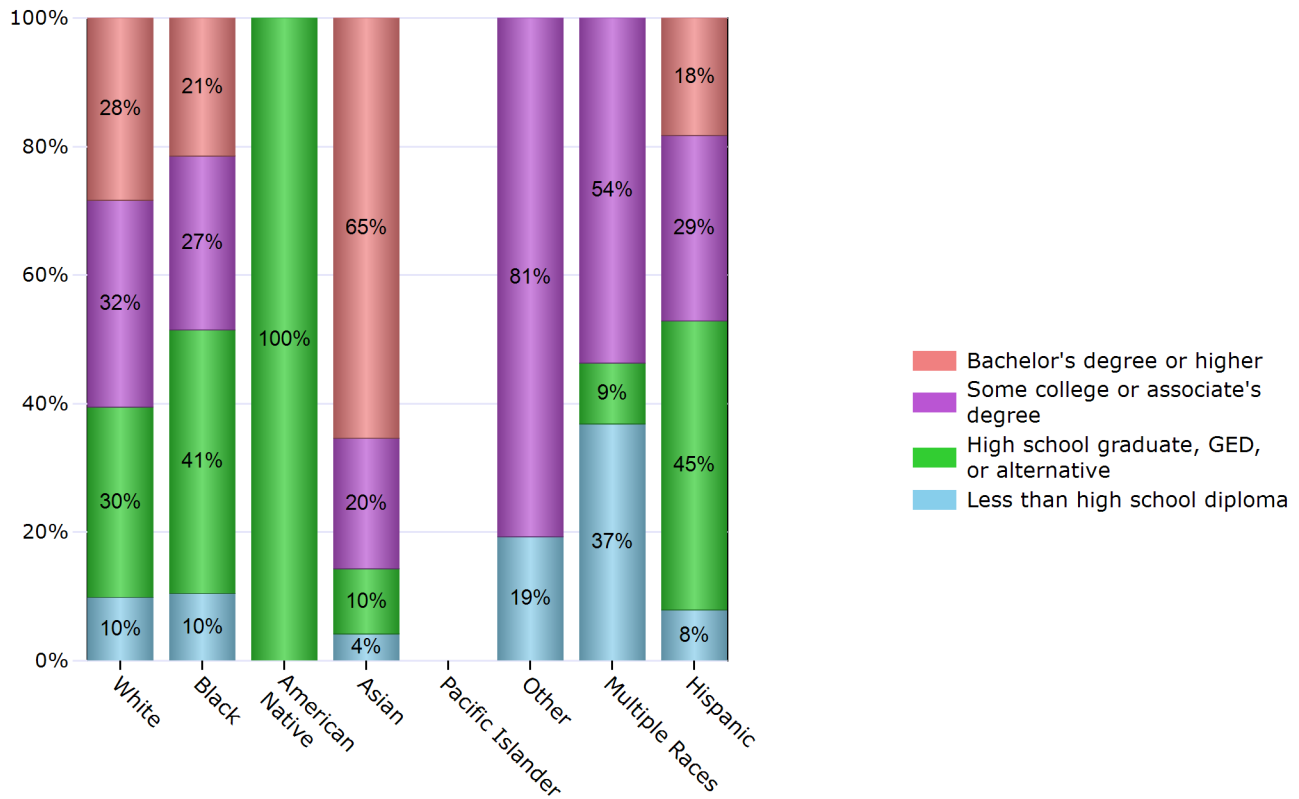


| | Male | Female | Total |
|--|--------------|---------------|---------------|
| 8th Grade or Less | 215 | 488 | 703 |
| Some High School | 637 | 575 | 1,212 |
| High School Grad/GED | 2,544 | 3,289 | 5,833 |
| Some College | 2,690 | 2,996 | 5,686 |
| Associate's Degree | 794 | 942 | 1,736 |
| Bachelor's Degree | 1,496 | 1,656 | 3,152 |
| Graduate or Professional Degree | 1,032 | 897 | 1,929 |
| | 9,408 | 10,843 | 20,251 |

Source: U.S. Census Bureau
American Community Survey, 2011-2015.

Educational Attainment by Race/Ethnicity

(Population 25 years and over)



| | Less than high school diploma | High school grad, GED, or alternative | Some college or associate's degree | Bachelor's degree or higher | Total |
|----------------------------------|-------------------------------|---------------------------------------|------------------------------------|-----------------------------|---------------|
| Race | | | | | |
| White | 1,495 | 4,483 | 4,878 | 4,295 | 15,151 |
| Black or African American | 124 | 485 | 320 | 254 | 1,183 |
| American Indian or Alaska Native | 0 | 18 | 0 | 0 | 18 |
| Asian | 16 | 39 | 78 | 251 | 384 |
| Native Hawaiian/Pacific Islander | 0 | 0 | 0 | 0 | 0 |
| Other | 11 | 0 | 46 | 0 | 57 |
| Multiple Races | 35 | 9 | 51 | 0 | 95 |
| Ethnicity | | | | | |
| Hispanic or Latino (of any race) | 29 | 165 | 106 | 67 | 367 |
| | 1,710 | 5,199 | 5,479 | 4,867 | 17,255 |

Source: U.S. Census Bureau
American Community Survey, 2011-2015.

Graduate Data Trends

Salem city

| | Cert. <1 yr. | Cert. 1-2 yrs. | Assoc. | Cert. 2-4 yrs. | BA | Cert. Post-BA | MA | Cert. Post-MA | Ph.D. | 1st Prof. |
|-------------|-----------------|-------------------|--------|-------------------|-----|------------------|----|------------------|-------|--------------|
| 2006 | 29 | 471 | 462 | | 424 | | 9 | | | |
| 2007 | 23 | 345 | 611 | | 452 | | 17 | | | |
| 2008 | | | | | | | | | | |
| 2009 | 117 | 329 | 635 | | 508 | | 10 | | | |
| 2010 | 171 | 447 | 837 | | 498 | | 16 | | | |
| 2011 | 117 | 367 | 922 | | 505 | | 14 | | | |
| 2012 | 67 | 219 | 618 | | 504 | | 15 | | | |
| 2013 | 67 | 161 | 456 | | 517 | | 16 | | | |
| 2016 | 14 | 94 | 227 | | 546 | | 14 | | | |

Note: This table only reflects degrees completed from institutions within Salem city

Virginia Statewide

| | Cert. <1 yr. | Cert. 1-2 yrs. | Assoc. | Cert. 2-4 yrs. | BA | Cert. Post-BA | MA | Cert. Post-MA | Ph.D. | 1st Prof. |
|-------------|-----------------|-------------------|--------|-------------------|--------|------------------|--------|------------------|-------|--------------|
| 2006 | 4,213 | 4,298 | 14,431 | 102 | 39,247 | 608 | 12,429 | 225 | 1,440 | 2,490 |
| 2007 | 4,478 | 3,686 | 15,519 | 116 | 40,381 | 650 | 12,781 | 252 | 1,516 | 2,626 |
| 2008 | 5,197 | 3,813 | 16,207 | 134 | 39,160 | 725 | 13,802 | 334 | 1,080 | 2,168 |
| 2009 | 6,259 | 4,587 | 17,179 | 85 | 40,233 | 756 | 15,445 | 300 | 925 | 2,064 |
| 2010 | 7,648 | 8,158 | 21,014 | 374 | 45,361 | 915 | 18,889 | 601 | 2,100 | 2,598 |
| 2011 | 6,972 | 12,557 | 24,306 | 473 | 49,109 | 1,055 | 20,697 | 727 | 2,329 | 2,658 |
| 2012 | 8,825 | 12,801 | 26,199 | 620 | 53,051 | 1,215 | 21,516 | 686 | 2,095 | 3,298 |
| 2013 | 8,153 | 12,179 | 25,854 | 484 | 54,778 | 1,067 | 22,782 | 706 | 2,230 | 2,963 |
| 2016 | 8,643 | 11,912 | 25,125 | 608 | 61,852 | 2,032 | 24,717 | 640 | 2,328 | 2,931 |

Source: U.S. Department of Education,
Institute of Education Sciences (IES).

Did you know...

you can search over 2,300 school listings online
provided by the U.S. Department of Education?

For this data and more, visit us on the web at:

www.VirginiaLMI.com



Training Providers

Virginia Western Community College

3093 Colonial Ave
Roanoke, VA 24015

Phone: (540) 857-7311

<http://viriniawestern.edu/>

Number of 2016 graduates: 1,181

Hollins University

7916 Williamson Rd Nw
Roanoke, VA 24020

Phone: (540) 362-6000

<http://www.hollins.edu>

Number of 2016 graduates: 237

Roanoke College

221 College Lane
Salem, VA 24153

Phone: (540) 375-2500

<http://www.roanoke.edu>

Number of 2016 graduates: 500

Ferrum College

215 Ferrum Mountain Road
Ferrum, VA 24088

Phone: (540) 365-2121

<http://www.ferrum.edu>

Number of 2016 graduates: 228

National College of Business and Tech.

1813 East Main Street
Salem, VA 24153

Phone: (540) 986-1800

<http://https://www.an.edu/locations/>

Number of 2016 graduates: 395

Bar Palma Beauty Careers Academy

3535 D Franklin Rd Sw
Roanoke, VA 24014

Phone: (540) 343-0153 ext. 2

<http://roanoke.paulmitchell.edu>

Number of 2016 graduates: 29

Jefferson College of Health Sciences

101 Elm Avenue Se
Roanoke, VA 24013

Phone: (888) 985-8483

<http://www.jchs.edu>

Number of 2016 graduates: 352

ECPI Technical College

5234 Airport Rd
Roanoke, VA 24012

Phone: (540) 563-8080

<http://www.skyline.edu>

Number of 2016 graduates:

Dabney S Lancaster Community College

1000 Dabney Drive
Clifton Forge, VA 24422

Phone: (540) 863-2800

<http://www.dslcc.edu>

Number of 2016 graduates: 273

Tap This Valley Works Cet

108 N. Jefferson Street, Suite 503
Roanoke, VA 24016

Phone: (540) 767-6220

<http://www.tapintohope.org>

Number of 2016 graduates:

*Source: U.S. Department of Education,
Institute of Education Sciences (IES), 2016.*