

**MEETING OF THE BOARD OF
DIRECTORS OF THE
ARLINGTON ECONOMIC DEVELOPMENT CORPORATION**

**AGENDA
MARCH 19, 2024 AT 4:30p.m.
ARLINGTON CITY HALL
COUNCIL BRIEFING ROOM
3RD FLOOR
101 W. ABRAM STREET
ARLINGTON, TX 76010**

Members of the public who wish to speak on a listed agenda item for action will be asked for their comments at the appropriate time.

- I. Call to Order
- II. Consideration of Minutes
 - A. February 20, 2024 Meeting
- III. Standing Reports
 - A. Financial Report
 - B. Real Estate Report
 - C. Industry Spotlight Report
- IV. Executive Director's Report
 - A. Organizational Chart & Staffing
- V. Executive Session

Discussion of matters permitted by the following sections of V.T.C.A, Government Code, Chapter 551:

 - A. Section 551.087, Deliberation Regarding Economic Development Negotiations
 1. Offers of Incentives to Business Prospects
 - B. Section 551.072, Deliberation Regarding Real Property
 1. Discussion regarding the possible purchase, exchange, lease, or value of real property for eligible projects of the Arlington Economic Development Corporation.
- VI. Future Agenda Items
- VII. Adjourn

**MEETING OF THE BOARD OF DIRECTORS
OF THE
ARLINGTON ECONOMIC DEVELOPMENT CORPORATION**

**MINUTES OF THE
ARLINGTON ECONOMIC DEVELOPMENT CORPORATION
BOARD OF DIRECTORS
February 20, 2024**

The Board of Directors of the Arlington Economic Development Corporation convened in Regular Session on February 20, 2024, at 4:30 p.m., in Arlington City Hall, 3rd Floor, 101 W. Abram Street, Arlington, Texas, with the meeting being open to the public and notice of said meeting, giving the date, place and subject thereof, having been posted as prescribed by V.T.C.A., Government Code, Chapter 551, with the following members present, to-wit:

Board Members:

Michael Jacobson	§	President
Mojoy Haddad	§	Vice President
Jollyn Mwisongo	§	Secretary
John Whiteley	§	Treasurer
Gerald Alley	§	Board Member
Carmenza Moreno	§	Board Member

Absent:

Kate Miller	§	Board Member
-------------	---	--------------

And

Lyndsay Mitchell	Interim Executive Director
Marty Wieder	Executive Director
Trey Yelverton	City Manager
Gus Garcia	Director of Economic Development
Jonathan Moss	Senior Attorney
Jasmine Amo	Specialist
Marcus Young	Economic Development Specialist
Erin Clark	Public Funds Administrator
Stephanie Dimas	Senior Public Funds Analyst
Raja Saravanan	Business Intelligence and Marketing Analyst
Kevin McGlaun	Real Estate Consultant
Erica Yingling	Coordinator

I. Call to Order

President M. Jacobson called the meeting to order at 4:31 p.m.

II. Consideration of Minutes

A. January 16, 2024 Meeting

Vice President M. Haddad made a motion to approve the minutes of the January 16, 2024 Board meeting. Seconded by Board Member G. Alley, the motion carried with 4 ayes and 0 nays.

APPROVED

Treasurer J. Whiteley arrived at 4:33 p.m.

III. Standing Reports

- A. Financial Report
- B. Real Estate Report
- C. Industry Spotlight Report

No questions or comments were stated.

Secretary J. Mwisongo arrived at 4:36 p.m.

IV. Small Business Program Update

Jasmine Amo, EDC Specialist, provided information relative to the Small Business Program.

V. Economic Development Update

Lyndsay Mitchell, Interim Executive Director, provided information relative to Arlington Economic Development.

VI. Items for Action:

A. Resolution

Approve a resolution authorizing the President of the Board of Directors to execute an amended Performance Agreement with Bell Textron Inc. relative to the development of a 50,000 square foot facility to house system integration labs and the creation of Primary Jobs. The amendment is to correct the property address for the system integration labs.

Lyndsay Mitchell, Interim Executive Director, presented the resolution for consideration.

Board Member G. Alley made a motion to approve the resolution. Seconded by Treasurer J. Whiteley, the motion carried with 6 ayes and 0 nays.

AEDC RESOLUTION NO. 24-003

B. Resolution

Following a public hearing held in accordance with Section 505.159 of the Texas Local Government Code, consider a resolution authorizing the President of the Board of Directors to execute a Funding Agreement by and between the Arlington Economic Development Corporation and the City of Arlington relative to the repair and replacement of water infrastructure along West Main Street.

Approve a resolution authorizing the President of the Board of Directors to execute a Funding Agreement by and between the Arlington Economic Development Corporation and the City of Arlington relative to the repair and replacement of water infrastructure along West Main Street.

Lyndsay Mitchell, Interim Executive Director, presented the resolution for consideration.

Board Member G. Alley made a motion to approve the resolution. Seconded by Secretary J. Mwisongo, the motion carried with 6 ayes and 0 nays.

AEDC RESOLUTION NO. 24-004

VII. Executive Session

At 5:22 p.m., President M. Jacobson announced that the Board would convene in Executive Session.

Discussion of matters permitted by the following sections of V.T.C.A, Government Code, Chapter 551:

- A. Section 551.087, Deliberation Regarding Economic Development Negotiations
 - 1. Offers of Incentives to Business Prospects

At 6:45 p.m., President M. Jacobson announced the Executive Session was adjourned, and the Board immediately reconvened in Open Session.

VIII. Future Agenda Items

IX. Adjourn

There being no further business, the meeting was adjourned at 6:46 p.m.

COA Expenditures by Cost Center

Budget Structure
 Amount Type
 Period
 Cost Center Hierarchy
 From Budget Date
 To Budget Date

Non-Operating Budget
 Activity
 FY24 - Jan
 Economic Development Corporation
 10/1/2023
 9/30/2024

Cost Center	Budget Appropriation	Current Monthly Expenditures	Expenditures to Date	Encumbrances	Actuals + Encumbrances	Unexpended Balance	%Exp
CC973005 Economic Development Corporation Projects	69,016,963	1,001,500	1,001,500	23,380	1,024,880	67,992,083	1.49%
61000:Purchase/Contract	69,016,963	1,001,500	1,001,500	23,380	1,024,880	67,992,083	1.49%
CC973010 Economic Development Corporation Operations	3,918,114	182,130	465,561	158,136	623,697	3,294,417	15.92%
50000:Salaries and Wages	674,492	28,306	136,625	-	136,625	537,867	20.26%
55000:Benefits	174,572	7,689	32,184	-	32,184	142,388	18.44%
60000:Supplies	150,000	37,016	67,979	-	67,979	82,021	45.32%
61000:Purchase/Contract	700,000	92,923	119,475	157,244	276,719	423,281	39.53%
62000:Utilities	20,000	-	-	-	-	20,000	0.00%
63000:Maintenance and Repair	1,000,000	1,935	9,141	216	9,357	990,643	0.94%
65000:Miscellaneous Expense	755,000	9,763	70,318	26	70,344	684,656	9.32%
66000:Travel and Training	438,050	4,498	29,619	650	30,269	407,781	6.91%
67000:Interdepartmental Expense	6,000	-	220	-	220	5,780	3.67%

SALES TAX REVENUES

TOTAL	8,027,612	Sales Month	Revenue Received
	2,121,335	October 2023	December 2023
	2,016,327	November 2023	January 2024
	2,254,491	December 2023	February 2024
	1,635,459	January 2024	March 2024
		February 2024	April 2024
		March 2024	May 2024
		April 2024	June 2024
		May 2024	July 2024
		June 2024	August 2024
		July 2024	September 2024
		August 2024	October 2024
		September 2024	November 2024

COA Expenditures by Cost Center

Budget Structure
Amount Type
Period
Cost Center Hierarchy
From Budget Date
To Budget Date

Non-Operating Budget
 Activity
 FY24 - Jan
 Economic Development Corporation
 10/1/2023
 9/30/2024

Cost Center	Budget Appropriation	Current Monthly Expenditures	Expenditures to Date	Encumbrances	Actuals + Encumbrances	Unexpended Balance	%Exp
CC973005 Economic Development Corporation Projects	69,016,963	1,001,500	1,001,500	23,380	1,024,880	67,992,083	1.49%
61000:Purchase/Contract	69,016,963	1,001,500	1,001,500	23,380	1,024,880	67,992,083	1.49%
SC0533 - Special Services	-	1,000,000	1,000,000	-	1,000,000	(1,000,000)	0.00%
SC0574 - Professional Services	69,016,963	1,500	1,500	23,380	24,880	68,992,083	0.04%
CC973010 Economic Development Corporation Operations	3,918,114	182,130	465,561	158,136	623,697	3,294,417	15.92%
50000:Salaries and Wages	674,492	28,306	136,625	-	136,625	537,867	20.26%
SC50002 - Salaries: Operations	674,492	28,306	126,755	-	126,755	547,737	18.79%
SC50010 - Salaries: Terminal Pay	-	-	9,869	-	9,869	(9,869)	0.00%
55000:Benefits	174,572	7,689	32,184	-	32,184	142,388	18.44%
SC0805 - Deferred Comp 401K Payable	-	-	-	-	-	-	0.00%
SC0809 - Cigna Life Insurance Payable	-	-	-	-	-	-	0.00%
SC0810 - L-T Disability Payable	-	-	-	-	-	-	0.00%
SC50004 - Benefits: Longevity/Stability	210	-	168	-	168	42	80.00%
SC55000 - Benefits : Worker's Comp	763	43	184	-	184	579	24.17%
SC55001 - Benefits : Employee Retirement	72,626	3,174	13,757	-	13,757	58,869	18.94%
SC55002 - Benefits : Disability Income Plan	1,484	70	310	-	310	1,174	20.88%
SC55003 - Benefits : Employee Insurance	64,022	2,342	9,581	-	9,581	54,441	14.97%
SC55005 - Benefits : Medicare	9,779	413	1,986	-	1,986	7,793	20.31%
SC55008 - Benefits : Thrift Plan	18,096	1,202	4,419	-	4,419	13,677	24.42%
SC55009 - Benefits : Car Allowance	5,200	400	1,571	-	1,571	3,629	30.22%
SC55010 - Benefits : Phone Allowance	2,392	46	208	-	208	2,184	8.68%
60000:Supplies	150,000	37,016	67,979	-	67,979	82,021	45.32%
SC0500 - Office Supplies less than \$5,000	10,000	136	611	-	611	9,389	6.11%
SC0514 - Other Supplies	3,000	-	-	-	-	3,000	0.00%
SC0516 - Supplies/Computer Hardware	22,000	2,880	4,051	-	4,051	17,949	18.41%
SC0517 - Office Furniture less than \$5,000	60,000	-	-	-	-	60,000	0.00%
SC0521 - Cost Of Food & Beverage	25,000	-	-	-	-	25,000	0.00%
SC0531 - Rental	30,000	-	-	-	-	30,000	0.00%
SC0675 - Supplies/Computer Software	-	34,000	63,317	-	63,317	(63,317)	0.00%
61000:Purchase/Contract	700,000	92,923	119,475	157,244	276,719	423,281	39.53%
SC0533 - Special Services	500,000	77,943	81,302	140,800	222,102	277,898	44.42%
SC0574 - Professional Services	200,000	14,980	38,173	16,444	54,617	145,383	27.31%
62000:Utilities	20,000	-	-	-	-	20,000	0.00%
SC0578 - Electric Service	20,000	-	-	-	-	20,000	0.00%
63000:Maintenance and Repair	1,000,000	1,935	9,141	216	9,357	990,643	0.94%
SC0583 - Maintenance of Buildings	1,000,000	1,935	9,141	216	9,357	990,643	0.94%
65000:Miscellaneous Expense	755,000	9,763	70,318	26	70,344	684,656	9.32%
SC0658 - Advertising	750,000	9,763	70,318	26	70,344	679,656	9.38%
SC0735 - Employee Reimbursement - non travel/training	5,000	-	-	-	-	5,000	0.00%
66000:Travel and Training	438,050	4,498	29,619	650	30,269	407,781	6.91%
SC0668 - Membership	50,000	264	17,339	-	17,339	32,661	34.68%
SC0669 - Training	10,000	2,339	3,464	650	4,114	5,886	41.14%
SC0670 - Registration	78,050	-	1,200	-	1,200	76,850	1.54%
SC0671 - Travel	50,000	1,896	7,617	-	7,617	42,383	15.23%
SC0675 - Supplies/Computer Software	250,000	-	-	-	-	250,000	0.00%
67000:Interdepartmental Expense	6,000	-	220	-	220	5,780	3.67%
SC0633 - General Services Charges	6,000	-	220	-	220	5,780	3.67%

**FD8050 Arlington Economic Development Corporation
 CC973005 Economic Development Corporation Projects
 FY23 EDC Project Expenditures Detail by Month**

NOTE: There were no project related expenditures in October, November, and December

JANUARY

Amount	Transaction Date	Payee	Purpose
1,000,000.00	1/24/2024	Miscellaneous Payee: Bell Textron AEDC Performance Agreement grant #2	
1,500.00	1/26/2024	TERRY RUTLAND	Center Street Gateway Project: construction fence removal
1,001,500.00			

Summary by Project

1,000,000.00	Bell Textron
1,500.00	Center Street Gateway Project
1,001,500.00	

Economic Development Corporation

Pro Forma

Report Date: 03.06.2024

FD8050 CC 973010 (Operations) and CC 973005 (Projects)

	ACTUALS			PROJECTIONS							
	1 FY21	2 FY22	3 FY23	4 FY24	5 FY25	6 FY26	7 FY27	8 FY28	9 FY29	10 FY30	11 FY31
Beginning Balance	-	10,853,564	33,352,739	49,183,947	35,721,280	30,721,280	25,721,280	20,721,280	15,721,280	10,721,280	5,721,280
Revenues											
Sales Tax Revenue	11,164,714	24,115,528	23,849,011	23,276,930	23,975,238	24,694,495	25,435,330	26,198,390	26,984,341	27,793,872	28,627,688
Interest	-	137,745	1,161,268	1,967,358	893,032	768,032	643,032	518,032	94,328	64,328	34,328
Miscellaneous Revenue	-	2	24,750	-	-	-	-	-	-	-	-
Reserve for Incr/Decr in FMV of Investments	-	(877,675)	-	-	-	-	-	-	-	-	-
Reserve for Accrued Comp Absences	-	(10,666)	-	-	-	-	-	-	-	-	-
Total Revenues	11,164,714	23,364,934	25,035,029	25,244,288	24,868,270	25,462,527	26,078,362	26,716,422	27,078,669	27,858,199	28,662,016
Interfund Transfers											
Transfer to General Fund	-	(227,363)	(254,250)	(261,878)	(269,734)	(277,826)	(286,161)	(294,745)	(303,588)	(312,695)	(322,076)
Total Transfers	-	(227,363)	(254,250)	(261,878)	(269,734)	(277,826)	(286,161)	(294,745)	(303,588)	(312,695)	(322,076)
Expenditures											
	FY21	FY22	FY23	FY24	FY25	FY26	FY27	FY28	FY29	FY30	FY31
EDC Operations											
YTD Actuals (see monthly budget report)	(311,151)	(638,396)	(1,318,221)	(623,697)	-	-	-	-	-	-	-
Remaining current year budget for EDC Operations	-	-	-	(3,294,417)	-	-	-	-	-	-	-
Projected future budget	-	-	-	-	(3,035,657)	(3,126,727)	(3,220,529)	(3,317,145)	(3,416,659)	(3,519,159)	(3,624,734)
Total Operations	(311,151)	(638,396)	(1,318,221)	(3,918,114)	(3,035,657)	(3,126,727)	(3,220,529)	(3,317,145)	(3,416,659)	(3,519,159)	(3,624,734)
EDC Capital Expenditures											
	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-
Total Capital Expenditures	-	-	-	-	-	-	-	-	-	-	-
Projects - Active Incentive Agreements											
Bell Textron Inc.	-	-	(1,000,000)	(1,500,000)	-	-	-	-	-	-	-
Six Flags Southeast Project / Intercon Environmental	-	-	(286,316)	-	-	-	-	-	-	-	-
Center Street Gateway Project	-	-	(5,845,034)	-	-	-	-	-	-	-	-
First Rate	-	-	(500,000)	(500,000)	(500,000)	-	-	-	-	-	-
TMAC	-	-	-	(50,000)	(50,000)	-	-	-	-	-	-
Small Business Initiatives	-	-	-	(550,000)	-	-	-	-	-	-	-
Sportec (startup incentive)	-	-	-	-	(750,000)	(250,000)	-	-	-	-	-
Sportec (hiring grant)	-	-	-	-	(10,000)	(10,000)	(12,500)	-	-	-	-
Town North Redevelopment	-	-	-	-	-	-	-	(2,361,600)	-	-	-
Go For Three / Sheraton redevelopment	-	-	-	-	(2,333,333)	(2,333,333)	(7,333,333)	(2,333,333)	(2,333,333)	(2,333,333)	(1,000,000)
FBO property acquisition / airport development	-	-	-	(9,500,000)	-	-	-	-	-	-	-
Total Active Incentive Projects	-	-	(7,631,350)	(12,100,000)	(3,643,333)	(2,593,333)	(7,345,833)	(4,694,933)	(2,333,333)	(2,333,333)	(1,000,000)
Projects - Proposed and Potential											
* prior year * funding available for new projects ^ ^ ^	-	-	-	-	(5,000,000)	(5,000,000)	(5,000,000)	(5,000,000)	(5,000,000)	(5,000,000)	(5,000,000)
* current year * funding available for new projects	-	-	-	(22,426,964)	(17,919,545)	(19,464,641)	(15,225,839)	(18,409,598)	(21,025,089)	(21,693,012)	(23,715,206)
Total Available for Projects	-	-	-	(22,426,964)	(22,919,545)	(24,464,641)	(20,225,839)	(23,409,598)	(26,025,089)	(26,693,012)	(28,715,206)
TOTAL EXPENDITURES	(311,151)	(638,396)	(8,949,571)	(38,445,077)	(29,598,536)	(30,184,701)	(30,792,201)	(31,421,676)	(31,775,081)	(32,545,504)	(33,339,939)
Ending Balance	10,853,564	33,352,739	49,183,947	35,721,280	30,721,280	25,721,280	20,721,280	15,721,280	10,721,280	5,721,280	721,280

Italics indicate projections

^ ^ ^ "prior year funding available for new projects" is a placeholder to demonstrate that there are funds leftover from prior years that can be utilized during any year for any adopted project; these amounts will change periodically as this pro forma is updated

REVENUE Assumptions:

Sales Tax Revenue projections based on City's General Fund assumptions multiplied by .25 (25%), and out years beginning FY25 assume 3% growth
Interest projections based on the prior year ending balance multiplied by 4%

Operations EXPENDITURE Assumptions:

FY24 operations expenditure projections based on proposed budget, which includes one-time expenditure of \$1m for tenant improvement expenses at Choctaw Stadium
FY25 shows 3% growth minus \$1m for the one-time construction costs at Choctaw Stadium in FY24
FY26 and beyond operations expenditure projections assume 3% growth

Projects EXPENDITURE Assumptions:

Bell Textron payment years based on project commencement/completion deadlines per the agreement
Town North payment projected in FY28 based on 12/31/2027 project completion deadlines; timing subject to change
Six Flags Southeast Project: actual expenditure includes purchase price and closing costs
Center Street Gateway Project: projection includes purchase price, attorneys fees and commissions; additional closing costs to be determined
First Rate will be paid \$500k per year for three years for a total of \$1.5m
Partnership with Texas Manufacturing Assistance Center (TMAC) are estimated expenditures per year for a total of \$150k total
Current year funding available for new projects = current year revenue estimate minus operations and all known project expenses

City of Arlington Office Overview

March 2024 Report



ARLINGTON/MANSFIELD SUBMARKET

The Arlington/Mansfield Submarket is geared toward distribution and manufacturing functions. As a result, warehouses and industrial parks are more likely to be built in this area than office facilities. The City of Arlington has one of the most educated labor forces in Texas, ranking second in the state for the percentage of adults with a bachelor's degree or higher, which is a result of the high concentration of institutions of higher learning found in the area. These include the University of Texas at Arlington, Tarrant County College Southeast Campus, and Arlington Baptist University. Adjacent to Globe Life Park, The Cordish Companies opened Texas Live!, which serves as a regional entertainment district. The activity goes hand in hand with the \$1 billion Globe Life Field, which opened in late 2020. In addition, the retractable-roof stadium will keep the Rangers in Arlington through 2054.

12 Mo Deliveries in SF

17.9K

12 Mo Net Absorption in SF

(40.9K)

Vacancy Rate

10.7%

Market Asking Rent Growth

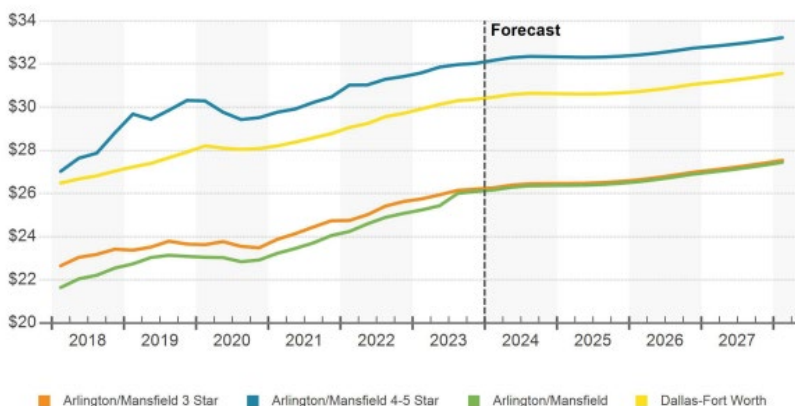
3.7%

KEY INDICATORS

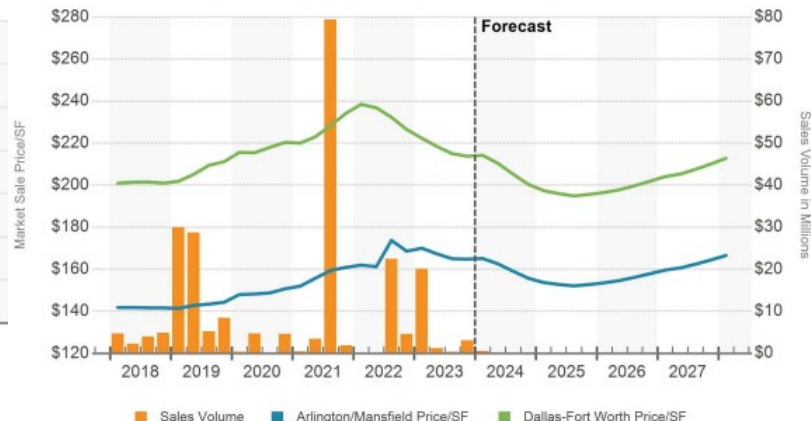
Current Quarter	RBA	Vacancy Rate	Market Asking Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
4 & 5 Star	2,162,584	15.0%	\$32.13	18.5%	(4,732)	0	8,424
3 Star	7,310,950	11.6%	\$26.25	13.7%	6,906	0	33,190
1 & 2 Star	5,194,427	7.6%	\$23.49	9.9%	(21,829)	0	0
Submarket	14,667,961	10.7%	\$26.14	13.1%	(19,655)	0	41,614

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	0.3%	12.6%	12.3%	21.7%	1989 Q1	7.5%	1998 Q2
Net Absorption SF	(40.9K)	213,386	(75,000)	1,115,044	1985 Q1	(257,559)	2010 Q1
Deliveries SF	17.9K	245,329	19,562	1,171,681	1985 Q1	3,236	1991 Q3
Market Asking Rent Growth	3.7%	1.8%	1.5%	17.8%	1997 Q1	-19.7%	1988 Q2
Sales Volume	\$6M	\$22.4M	N/A	\$87.9M	2021 Q3	\$0	1995 Q3

MARKET ASKING RENT PER SF



SALES VOLUME & PRICE PER SF



City of Arlington Office Overview

March 2024 Report

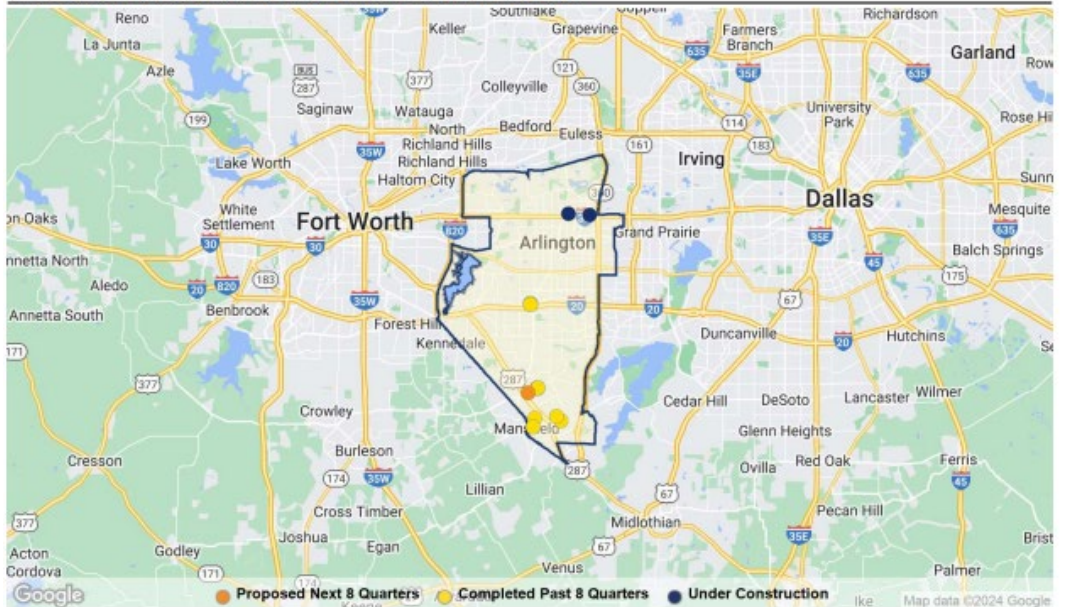


ARLINGTON/MANSFIELD
SUBMARKET

PROPERTIES UNDER CONSTRUCTION

All-Time Annual Avg. Square Feet	Delivered Square Feet Past 8 Qtrs	Delivered Square Feet Next 8 Qtrs	Proposed Square Feet Next 8 Qtrs
242,632	59,382	41,614	2,800

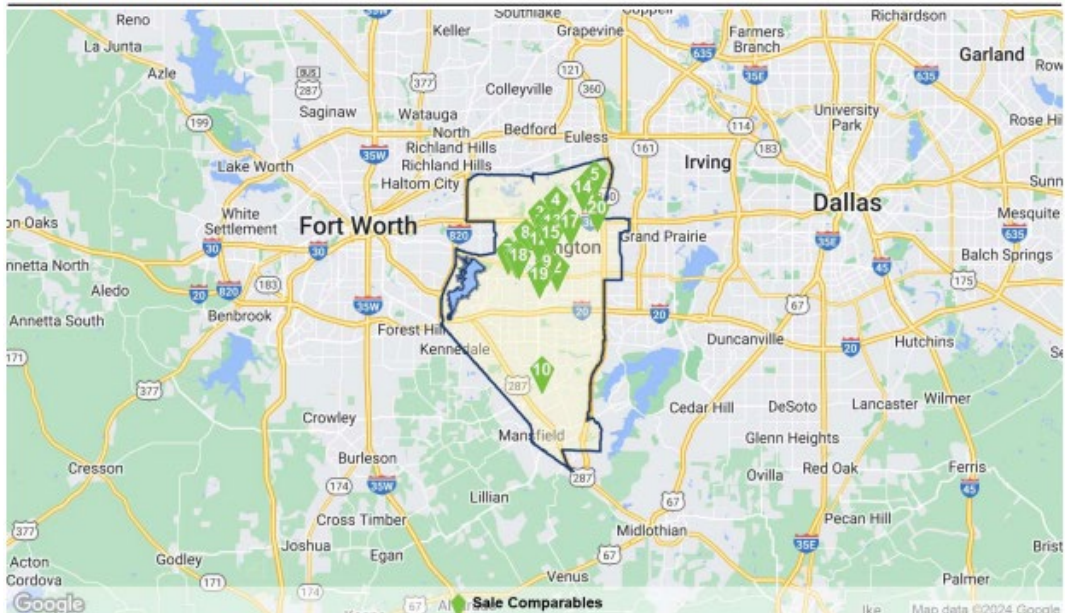
PAST 8 QUARTERS DELIVERIES, UNDER CONSTRUCTION, & PROPOSED



PROPERTIES FOR SALE (PAST 12 MOS)

Sale Comparables	Avg. Cap Rate	Avg. Price/SF	Avg. Vacancy At Sale
55	7.7%	\$117	15.2%

SALE COMPARABLE LOCATIONS

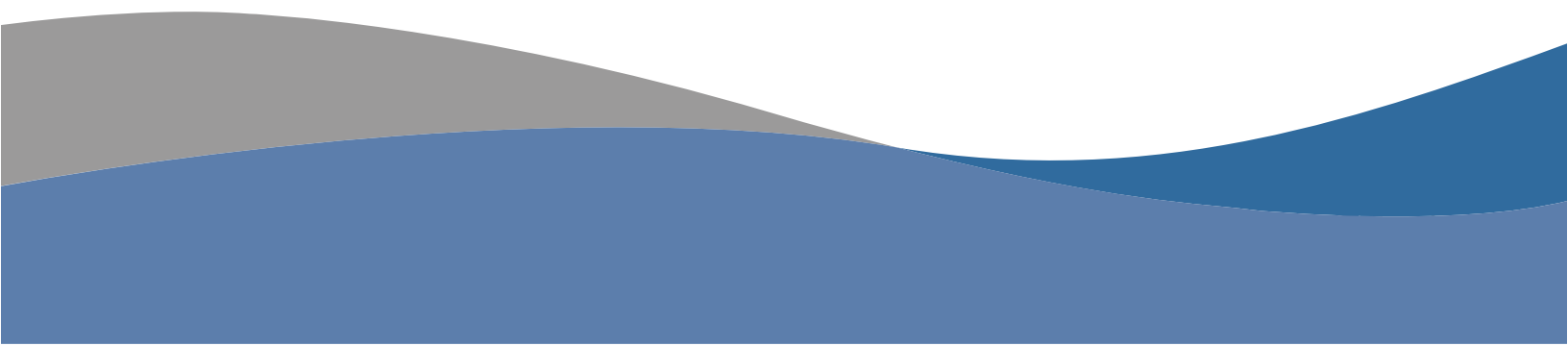




Industry Spotlight

Agencies, Brokerages, and Other Insurance Related Activities

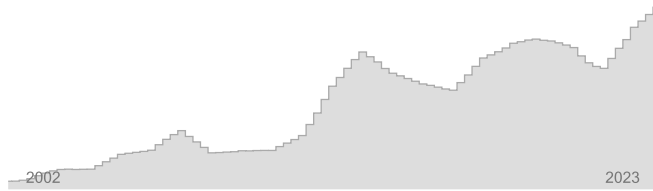
Arlington, TX



Industry Snapshot..... 4
Staffing Pattern 5
Employment Distribution by Type..... 6
Sector Strategy Pathways..... 7
Postsecondary Programs Linked to Agencies, Brokerages, and Other Insurance Related Activities..... 8
Arlington, TX Regional Map..... 9
Data Notes..... 10
FAQ..... 11

Agencies, Brokerages, and Other Insurance Related Activities Arlington, TX – 2023Q3

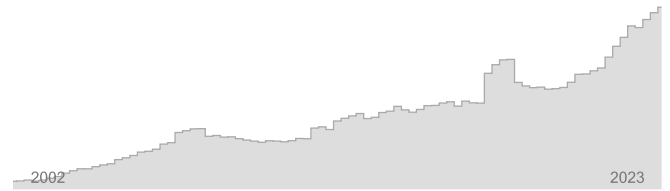
EMPLOYMENT



2,128

Regional employment / 1,453,229 in the nation

WAGES



\$89,784

Avg Wages per Worker / \$95,186 in the nation

1.7% ↑

Avg Ann % Change Last 10 Years / **+2.9%** in the US



1.2%

% of Total Employment / **0.9%** in the US



3.7% ↑

Avg Ann % Change Last 10 Years / **+3.9%** in the US

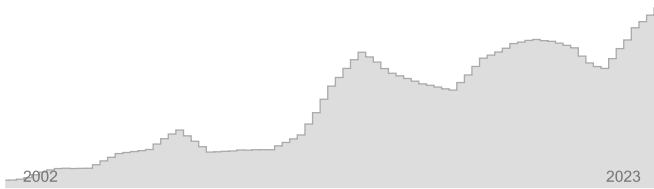


TOP OCCUPATION GROUPS

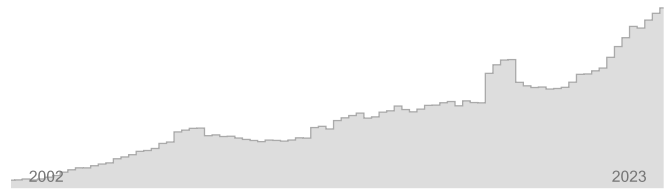


Industry Snapshot


EMPLOYMENT



WAGES



4-Digit Industry	Empl	Avg Ann Wages	LQ	5yr History	Annual Demand	Forecast Ann Growth
Agencies, Brokerages, and Other Insurance Related Activities	2,128	\$89,784	1.33		218	1.5%

 Employment is one of the broadest and most timely measures of a region's economy. Fluctuations in the number of jobs shed light on the health of an industry. A growing employment base creates more opportunities for regional residents and helps a region grow its population.

 Since wages and salaries generally compose the majority of a household's income, the annual average wages of a region affect its average household income, housing market, quality of life, and other socioeconomic indicators.

Staffing Pattern



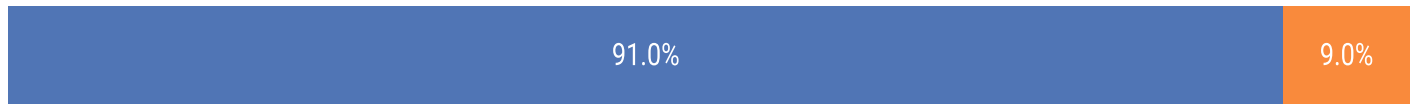
6-digit Occupation	Empl	Avg Ann Wages	Annual Demand
Insurance Sales Agents	628	\$62,500	63
Customer Service Representatives	264	\$45,700	40
Insurance Claims and Policy Processing Clerks	164	\$55,800	16
Claims Adjusters, Examiners, and Investigators	131	\$73,800	11
General and Operations Managers	110	\$153,700	12
Insurance Underwriters	61	\$72,400	5
First-Line Supervisors of Office and Administrative Support Workers	59	\$74,000	7
Office Clerks, General	53	\$38,200	7
Managers, All Other	45	\$156,200	4
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	45	\$42,100	5
Remaining Component Occupations	553	\$86,700	58
Total	2,113		

 The mix of occupations points to the ability of a region to support an industry and its flexibility to adapt to future demand. Industry wages are a component of the cost of labor for regional employers.

Employment Distribution by Type

The table below shows the employment mix by ownership type for Agencies, Brokerages, and Other Insurance Related Activities for the Arlington, TX. Four of these ownership types — federal, state, and local government and the private sector — together constitute “Covered Employment” (employment covered by the Unemployment Insurance programs of the United States and reported via the Quarterly Census of Employment and Wages).

“Self-Employment” refers to unincorporated self-employment and represents workers whose primary job is self-employment (that is, these data do not include workers whose primary job is a wage-and-salary position that is supplemented with self-employment).

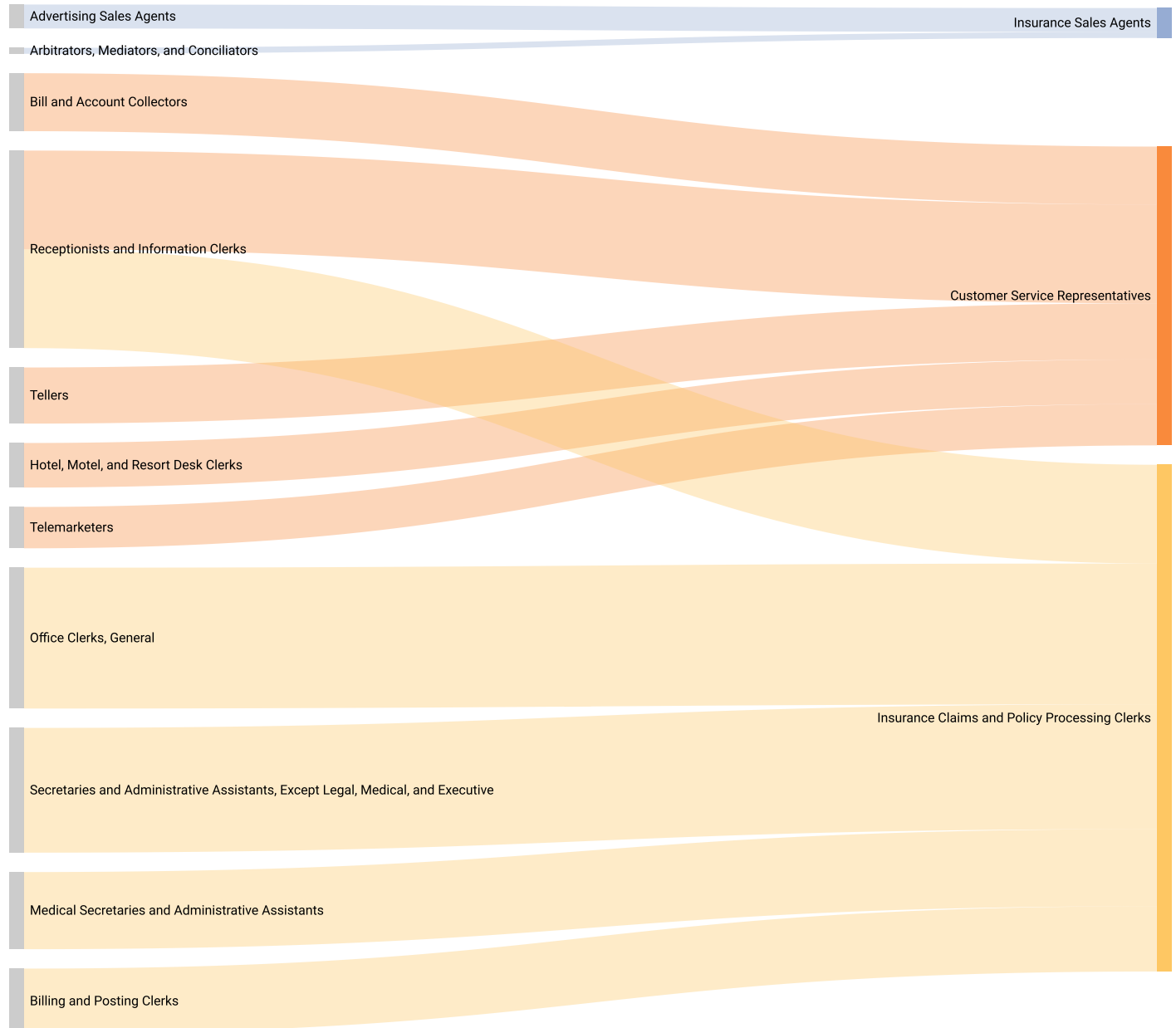



	Empl	%
Private	1,937	91.0%
Self-Employment	191	9.0%
Other Non-Covered	0	0.0%

Source: JobsEQ®

 Strong entrepreneurial activity is indicative of growing industries. Using self-employment as a proxy for entrepreneurs, a higher share of self-employed individuals within a regional industry points to future growth.

Sector Strategy Pathways





 The graphics on this page illustrate relationships and potential movement (from left to right) between occupations that share similar skill sets. Developing career pathways as a strategy promotes industry employment growth and workforce engagement.

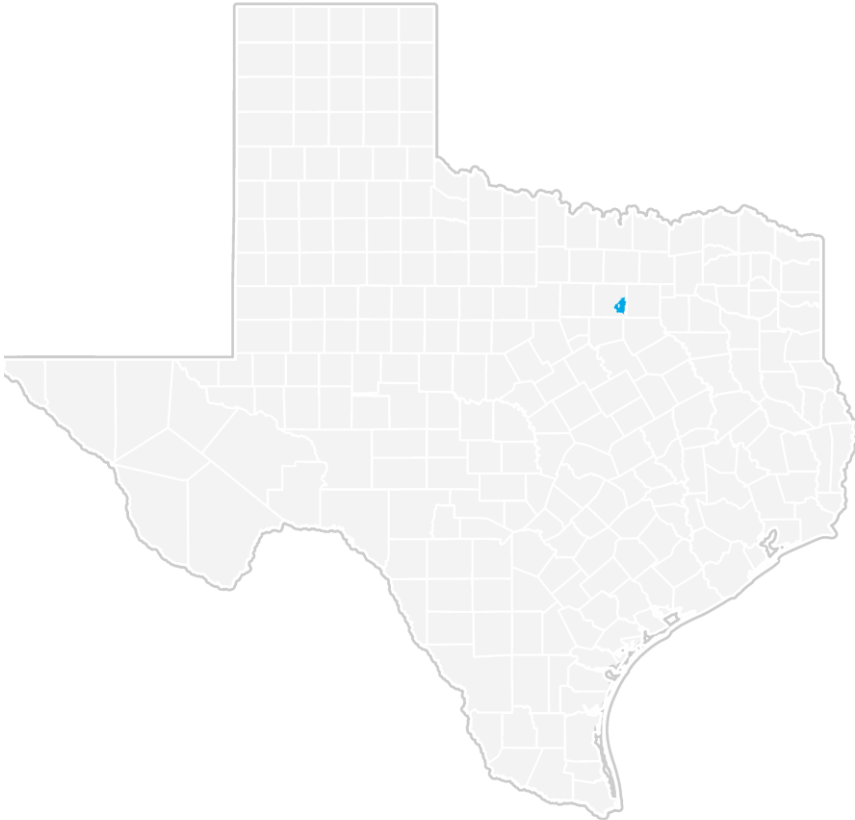
Postsecondary Programs Linked to Agencies, Brokerages, and Other Insurance Related Activities

Program	Awards
The University of Texas at Arlington	
Accounting	183
Business Administration and Management, General	966
Computer and Information Sciences, General	253
Computer Science	235
Family Practice Nurse/Nursing	1,188
Information Science/Studies	258
Marketing/Marketing Management, General	263
Nursing Administration	297
Public Administration	163
Registered Nursing/Registered Nurse	3,249

Source: [JobsEQ®](#)

-  The number of graduates from postsecondary programs in the region identifies the pipeline of future workers as well as the training capacity to support industry demand.
-  Among postsecondary programs at schools located in the Arlington, TX, the sampling above identifies those most linked to occupations relevant to Agencies, Brokerages, and Other Insurance Related Activities. For a complete list see JobsEQ®, <http://www.chmuraecon.com/jobseq>

Arlington, TX Regional Map



Data Notes

- Industry employment and wages (including total regional employment and wages) are as of 2023Q3 and are based upon BLS QCEW data, imputed by Chmura where necessary, and supplemented by additional sources including Census ZBP data. Employment forecasts are modeled by Chmura and are consistent with BLS national-level 10-year forecasts.
- Occupation employment is as of 2023Q3 and is based on industry employment and local staffing patterns calculated by Chmura and utilizing BLS OEWS data. Wages by occupation are as of 2023, utilizing BLS OEWS data and imputed by Chmura.
- GDP is derived from BEA data and imputations by Chmura. Productivity (output per worker) is calculated by Chmura using industry employment and wages as well as GDP and BLS output data. Supply chain modeling including purchases by industry are developed by Chmura.
- Postsecondary awards are per the NCES and are for the 2021-2022 academic year.
- Establishment counts are per the BLS QCEW data.
- Figures may not sum due to rounding.

FAQ

What is (LQ) location quotient?

Location quotient is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an industry (or occupation) as the nation. An LQ of 2.00 would mean the region has twice the expected employment compared to the nation and an LQ of 0.50 would mean the region has half the expected employment in comparison to the nation.

What is annual demand?

Annual demand is a of the sum of the annual projected growth demand and separation demand. Separation demand is the number of jobs required due to separations—labor force exits (including retirements) and turnover resulting from workers moving from one occupation into another. Note that separation demand does not include all turnover—it does not include when workers stay in the same occupation but switch employers. Growth demand is the increase or decrease of jobs expected due to expansion or contraction of the overall number of jobs.

What is the difference between industry wages and occupation wages?

Industry wages and occupation wages are estimated via separate data sets, often the time periods being reported do not align, and wages are defined slightly differently in the two systems (for example, certain bonuses are included in the industry wages but not the occupation wages). It is therefore common that estimates of the average industry wages and average occupation wages in a region do not match exactly.