

# U.S. SECURITIES INDUSTRY EMPLOYMENT REPORT 2Q 2012

**RESEARCH REPORT** 

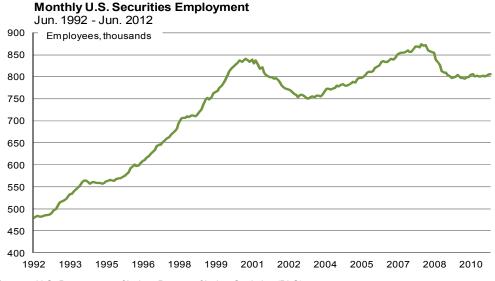
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### **U.S. SECURITIES INDUSTRY EMPLOYMENT**



Source: U.S. Department of Labor, Bureau of Labor Statistics (BLS) Note: May and June 2012 data are preliminary.

#### Summary

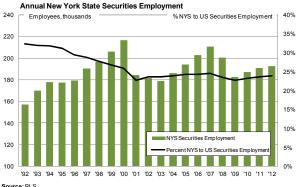
U.S. securities industry employment increased by 6,800 positions in 2Q'12, according to the U.S. Department of Labor's Bureau of Labor Statistics (BLS).<sup>1</sup> As of end-June, there were 807,000 people employed by the industry, a 0.8 percent increase from 1Q'12, but a 0.5 percent decrease year-over-year (y-o-y). It was the first quarterly increase after three consecutive quarterly declines in U.S. securities industry employment, coming after encouraging industry results in the previous quarter, when broker-dealers posted a quarterly net income of \$7.5 billion.<sup>2</sup> However, the second quarter of 2012 brought mixed news for the securities industry: while unemployment dipped to 8.2 percent from 8.6 in 1Q'12, GDP growth slowed to 1.5 percent from 2.0 percent and the European sovereign debt crisis continued to create uncertainty for global financial markets. Securities industry employment remains 7.7 percent below its all-time high of 874,500 in June 2008, although it sits 1.4 percent above the post-crisis low of 795,600 jobs in March 2010.

The tri-state area (Connecticut, New Jersey, and New York) gained 1,900 securities industry jobs in 2Q'12, employing 260,900 people at the end of June 2012, a 0.7 percent increase quarter-over-quarter (q-o-q), but a 0.8 percent decline from year-over-year (y-o-y). The increase in securities industry employment in the tri-state area was due to increase in New York State and Connecticut of 2,500 and 300 jobs, respectively, while employment in New Jersey declined by 900 jobs. The tri-state area accounts for 32.3 percent of the securities industry employment nationwide, down slightly from 32.4 percent in both the previous quarter and 2Q'11.

Securities industry employment in NYS increased to 192,700 in 2Q'12, a 1.3 percent increase q-o-q and a 0.4 percent increase y-o-y. Gains were recorded only in New York City (up 3,300 jobs); however, the rest of the state lost 800 positions. Year-over-year, securities industry employment in NYC increased by 1,300 jobs, while the rest of NYS lost 600 positions in the same period.

<sup>&</sup>lt;sup>1</sup> BLS securities employment numbers are comprised of the total number of people on the payroll on the week of the 12th of every month, including those whose layoffs have been announced but are not yet effective and temporary workers hired inhouse by the firm; as such, employment numbers may not accurately reflect the ongoing layoff announcements within the securities industry and larger financial sector. Recent national, state and city employment figures are all preliminary and subject to revision. For more information about data collection, please contact the BLS at (<u>www.bls.gov</u>). <sup>2</sup> SIFMA <u>DataBank</u>





Source: BLS Note: June 2012 data are preliminary, end of year data except 2012.

## NEW YORK STATE SECURITIES INDUSTRY EMPLOYMENT

New York State securities industry employment increased to 192,700 jobs in 2Q'12, a gain of 1.3 percent (or 2,500 securities industry jobs). This quarterly increase erased the loses from the two previous quarters and pushed y-o-y into positive territory. The securities industry added 700 positions in NYS since June 2011, an increase of 0.4 percent, while nationwide securities industry employment fell by 0.5 percent during the same period. Outside of NYC, securities industry employment fell in NYS by 800 positions, or 3.9 percent in 2Q'12. However, NYS remains the central U.S. hub for the securities sector. After recording a low of 22.7 percent of nationwide employment in 4Q'09, the concentration of securities industry jobs in NYS has slowly increased since and finished 2Q'12 at 23.9 percent.

NYS faces increasing competition from other states that offer generous incentives, provided to encourage firms to relocate to lower-cost and lower-tax areas, an option especially tempting after the financial crisis. Despite this competition, NYS has fared well as securities industry employment in NYS has rebounded by 7.4 percent (13,200 jobs) from the post-crises low of 179,500 jobs in January 2010, compared to only 1.3 percent growth nationwide over the same period.

Stastics indicate that changes in securities industry employment have a large impact on the NYS economy. According to the Bureau of Economic Analysis, every additional securities industry job translates directly to additional 2.84 jobs in all industries and each additional dollar paid to securities industry employees results in additional \$1.83 of earnings by all households state-wide. In addition, the New York State Comptroller estimates that 1 in 13 jobs in NYS are directly or indirectly linked to the securities industry.<sup>3</sup>

The securities industry is also very important to the NYS budget, due to business and personal taxes paid by this sector and its employees. According to the New York State Comptroller, securities industry activity continues to generate a disproportionate share of state tax revenues. While accounting for 2.2 percent of total NYS nonfarm employment, the securities industry contributed 14 percent of total NYS tax revenues in fiscal year 2010-2011.<sup>4</sup>

<sup>4</sup> Ibid.

<sup>&</sup>lt;sup>3</sup> DiNapoli, Thomas P., <u>The Securities in New York City</u>, Report 10-2011, October 11, 2011.

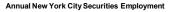
EMPLOYMENT



New York City securities industry employment grew by 3,300 jobs to 173,000 in 2Q'12, a 1.9 percent increase from the previous quarter, following two consecutive quarters of losses in securities industry employment. Year-over-year, securities industry employment in NYC increased by 1,300 positions, or 0.8 percent.

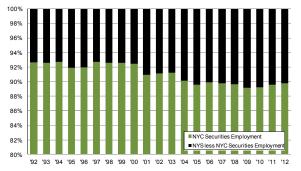
NEW YORK CITY SECURITIES INDUSTRY

With securities industry employment increasing in NYC but falling in other areas of NYS by 800 jobs, the city now accounts for 89.8 percent of the NYS securities industry employment (up slightly from 89.2 percent end-March and from 89.0 percent end-June 2011). Although the concentration of NYS securities industry jobs in NYC has slowly shrunk since reaching a high of 93.7 percent in December 1990, the securities industry remains very important to the NYC economy. According to the Office of the New York State Comptroller, one in eight jobs in the NYC is either directly or indirectly associated with the securities industry. The securities industry also accounts for a disproportionate share of NYC's tax revenues. In fiscal year 2010-2011, the industry contributed about 7 percent of total tax revenues, while accounting for 4.4 percent of total employment.<sup>5</sup>





NYC's Share of NYS Securities Industry Employment



Source: BLS Note: June 2012 data are preliminary, end of year data except 2012.

#### <sup>5</sup> Ibid.

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## SECURITIES INDUSTRY EMPLOYMENT CHARTS

|        | One Month N |       |            |            | Percent of O |         |         |           |
|--------|-------------|-------|------------|------------|--------------|---------|---------|-----------|
| Date   | US          | NYS   | NYC        | Tri-State* | US           | NYS     | NYC     | Tri-State |
| Jan-03 | · · /       | 0.8   | 0.8        | 1.5        | (0.04%)      | 0.51%   | 0.55%   | 5.79%     |
| Feb-03 |             | 0.7   | 0.6        | 0.9        | 0.43%        | 0.44%   | 0.41%   | 2.02%     |
| Mar-03 |             | 0.1   | 0.2        | 0.3        | 0.59%        | 0.06%   | 0.14%   | 0.84%     |
| Apr-03 |             | 1.3   | 0.6        | 1.7        | 0.92%        | 0.82%   | 0.41%   | 4.73%     |
| May-03 |             | 0.2   | 0.4        | (0.1)      | 0.71%        | 0.12%   | 0.27%   | (0.27%)   |
| Jun-03 |             | 2.4   | 2.3        | 2.6        | 1.60%        | 1.50%   | 1.55%   | 2.27%     |
| Jul-03 |             | 2.2   | 1.6        | 2.6        | 1.28%        | 1.35%   | 1.06%   | 2.89%     |
| Aug-03 |             | 1.2   | 2.3        | 2.2        | 0.70%        | 0.73%   | 1.51%   | 4.52%     |
| Sep-03 |             | (1.2) | (1.2)      | (1.4)      | 0.29%        | (0.72%) | (0.78%) | (2.21%)   |
| Oct-03 |             | 2.4   | 1.7        | 2.4        | 0.79%        | 1.46%   | 1.11%   | 1.46%     |
| Nov-03 |             | 1.2   | 1.1        | 1.5        | 1.00%        | 0.72%   | 0.71%   | 2.59%     |
| Dec-03 |             | 1.5   | 1.3        | 1.9        | 0.74%        | 0.89%   | 0.83%   | 3.86%     |
| Jan-04 |             | (1.4) | (0.8)      | (1.8)      | 0.45%        | (0.82%) | (0.51%) | (7.43%)   |
| Feb-04 |             | 1.6   | 1.2        | 1.9        | 0.92%        | 0.95%   | 0.77%   | 3.69%     |
| Mar-04 |             | 1.2   | 1.1        | 1.4        | 1.06%        | 0.71%   | 0.70%   | 1.42%     |
| Apr-04 |             | 2.0   | 2.2        | 2.5        | 0.72%        | 1.17%   | 1.38%   | 6.17%     |
| May-04 |             | 0.1   | (0.1)      | 0.1        | 0.55%        | 0.06%   | (0.06%) | 0.06%     |
| Jun-04 |             | 3.0   | 3.2        | 3.5        | 1.54%        | 1.73%   | 1.99%   | 5.01%     |
| Jul-04 |             | 1.9   | 1.9        | 3.2        | 0.68%        | 1.08%   | 1.16%   | 7.08%     |
| Aug-04 |             | 1.0   | 0.9        | 1.2        | (0.05%)      | 0.56%   | 0.54%   | 1.96%     |
| Sep-04 | . ,         | (1.7) | (1.8)      | (1.9)      | (0.71%)      | (0.95%) | (1.08%) | (2.33%)   |
| Oct-04 | . ,         | (2.1) | (2.3)      | (2.2)      | (0.39%)      | (1.18%) | (1.39%) | (0.79%)   |
| Nov-04 |             | 1.5   | 1.2        | 2.4        | 0.43%        | 0.85%   | 0.74%   | 3.89%     |
| Dec-04 |             | 0.9   | 0.9        | 1.0        | 0.11%        | 0.51%   | 0.55%   | 0.84%     |
| Jan-05 | . ,         | (2.7) | (3.0)      | (2.4)      | (0.41%)      | (1.52%) | (1.82%) | (1.26%)   |
| Feb-05 |             | 1.3   | 1.0        | 1.7        | 0.16%        | 0.74%   | 0.62%   | 3.51%     |
| Mar-05 | . ,         | (0.7) | (0.9)      | (0.5)      | (0.04%)      | (0.40%) | (0.55%) | 0.24%     |
| Apr-05 |             | (2.6) | (1.7)      | (2.5)      | (0.23%)      | (1.48%) | (1.05%) | (1.88%)   |
| May-05 |             | -     | (0.1)      | (0.3)      | 0.23%        | -       | (0.06%) | (0.21%)   |
| Jun-05 |             | 1.3   | 1.4        | 1.8        | 0.75%        | 0.75%   | 0.87%   | 3.07%     |
| Jul-05 |             | 4.2   | 3.8        | 5.1        | 0.33%        | 2.22%   | 2.23%   | 4.93%     |
| Aug-05 |             | 0.7   | 0.5        | 0.5        | 0.43%        | 0.36%   | 0.29%   | 0.29%     |
| Sep-05 |             | (3.8) | (3.7)      | (4.8)      | (0.16%)      | (1.96%) | (2.12%) | (4.83%)   |
| Oct-05 |             | 0.8   | 0.5        | 0.3        | 0.81%        | 0.42%   | 0.29%   | (0.25%)   |
| Nov-05 |             | 0.8   | 0.6        | 0.9        | 0.43%        | 0.42%   | 0.35%   | 1.24%     |
| Dec-05 |             | 2.0   | 1.7        | 2.1        | 0.08%        | 1.04%   | 0.99%   | 1.55%     |
| Jan-06 |             | (1.3) | (1.0)      | (1.1)      | 0.10%        | (0.67%) | (0.58%) | 0.03%     |
| Feb-06 |             | 1.2   | 1.1<br>0.7 | 1.1        | 0.80%        | 0.62%   | 0.64%   | 0.12%     |
| Mar-06 |             | 0.6   |            | 0.5        | 0.48%        | 0.31%   | 0.40%   | 0.41%     |
| Apr-06 |             | (0.2) | (0.3)      | 1.0        | 0.28%        | (0.10%) | (0.17%) | 2.59%     |
| May-06 |             | 0.7   | 0.7        | 0.8        | 0.10%        | 0.36%   | 0.40%   | 1.46%     |
| Jun-06 |             | 4.9   | 4.9        | 5.4        | 0.25%        | 2.51%   | 2.80%   | 4.08%     |
| Jul-06 |             | 3.8   | 3.4        | 5.7        | 0.82%        | 1.90%   | 1.89%   | 6.77%     |
| Aug-06 |             | 0.9   | 1.0        | 1.2        | 0.37%        | 0.44%   | 0.55%   | 1.58%     |
| Sep-06 |             | (4.0) | (3.7)      | (5.2)      | 0.16%        | (1.95%) | (2.01%) | (5.07%)   |
| Oct-06 |             | 0.4   | 0.1        | 1.2        | 1.02%        | 0.20%   | 0.06%   | 2.31%     |
| Nov-06 |             | 1.0   | 1.0        | 1.2        | 0.35%        | 0.50%   | 0.55%   | 1.45%     |
| Dec-06 | . ,         | 0.6   | 0.4        | 0.3        | (0.17%)      | 0.30%   | 0.22%   | 0.01%     |
| Jan-07 |             | (1.7) | (1.2)      | (1.1)      | (0.05%)      | (0.84%) | (0.66%) | 0.59%     |
| Feb-07 |             | 0.8   | 0.6        | 0.7        | 0.43%        | 0.40%   | 0.33%   | (0.07%)   |
| Mar-07 |             | 0.3   | 0.2        | 0.2        | 0.35%        | 0.15%   | 0.11%   | 0.24%     |
| Apr-07 | · · ·       | 0.5   | -          | 1.3        | (0.24%)      | 0.25%   | -       | 2.05%     |
| May-07 |             | 0.6   | 0.5        | 1.0        | 0.55%        | 0.30%   | 0.28%   | 1.60%     |
| Jun-07 |             | 5.9   | 5.3        | 6.7        | 0.90%        | 2.90%   | 2.91%   | 5.49%     |
| Jul-07 |             | 3.7   | 3.6        | 5.5        | 0.27%        | 1.77%   | 1.92%   | 6.44%     |
| Aug-07 |             | 0.2   | 0.6        | 0.2        | 0.18%        | 0.09%   | 0.31%   | 0.35%     |
| Sep-07 |             | (4.2) | (4.0)      | (5.8)      | (0.08%)      | (1.97%) | (2.09%) | (5.65%)   |
| Oct-07 |             | 1.1   | 0.8        | 1.5        | 0.36%        | 0.53%   | 0.43%   | 1.27%     |
| Nov-07 |             | 0.7   | 0.6        | 1.0        | 0.42%        | 0.33%   | 0.32%   | 1.15%     |
| Dec-07 | (3.4)       | -     | (0.2)      | (0.2)      | (0.40%)      | -       | (0.11%) | 0.15%     |

Source: BLS

\* Tri-State area refers to states of Connecticut, New Jersey, and New York

### SECURITIES INDUSTRY EMPLOYMENT REPORT

|        | One Month N | et Change |            |           | Percent of O | ne Month Ne | et Change |           |
|--------|-------------|-----------|------------|-----------|--------------|-------------|-----------|-----------|
| Date   | US          | NYS       | NYC        | Tri-State | US           | NYS         | NYC       | Tri-State |
| Jan-08 | (0.3)       | (1.4)     | (1.5)      | (0.7)     | (0.03%)      | (0.66%)     | (0.79%)   | (0.13%)   |
| Feb-08 | 6.3         | (0.3)     | (0.3)      | (0.1)     | 0.74%        | (0.14%)     | (0.16%)   | 0.48%     |
| Mar-08 | 5.1         | (1.3)     | (1.3)      | (1.3)     | 0.59%        | (0.62%)     | (0.69%)   | (0.10%)   |
| Apr-08 |             | (0.8)     | (0.9)      | (1.6)     | 0.02%        | (0.39%)     | (0.48%)   | (2.36%)   |
| May-08 |             | (0.8)     | (0.9)      | (0.8)     | (0.24%)      | (0.39%)     | (0.49%)   | (0.13%)   |
| Jun-08 |             | 3.5       | 3.3        | 4.3       | 0.92%        | 1.70%       | 1.79%     | 4.46%     |
| Jul-08 |             | 2.7       | 2.7        | 3.1       | (0.55%)      | 1.29%       | 1.44%     | 2.02%     |
| Aug-08 |             | 0.5       | 0.6        | 0.3       | 0.34%        | 0.24%       | 0.32%     | 0.37%     |
| Sep-08 |             | (7.7)     | (7.3)      | (9.9)     | (1.55%)      | (3.62%)     | (3.83%)   | (8.88%)   |
| Oct-08 | . ,         | (2.6)     | (1.9)      | (2.8)     | (0.20%)      | (1.27%)     | (1.04%)   | (1.65%)   |
| Nov-08 | · · /       | (0.9)     | (0.8)      | (1.5)     | (0.03%)      | (0.44%)     | (0.44%)   | (1.59%)   |
| Dec-08 | • • •       | (0.0)     | (0.0)      | (1.3)     | (0.21%)      | (0.50%)     | (0.55%)   | (0.44%)   |
| Jan-09 |             | (4.8)     | (4.5)      | (6.9)     | (1.82%)      | (2.39%)     | (0.55%)   | (8.39%)   |
| Feb-09 |             | (4.0)     | (4.3)      | (0.9)     | (0.96%)      | (1.18%)     | (1.26%)   | (2.76%)   |
| Mar-09 | . ,         | (2.3)     | (2.2)      | . ,       | . ,          | (1.34%)     | (1.39%)   | . ,       |
| Apr-09 | · · /       | • • •     | . ,        | (3.1)     | (0.66%)      | . ,         | . ,       | (2.35%)   |
| •      | . ,         | (3.1)     | (2.9)      | (2.8)     | (1.59%)      | (1.62%)     | (1.70%)   | (1.75%)   |
| May-09 | . ,         | (1.9)     | (1.8)      | (2.8)     | (0.53%)      | (1.01%)     | (1.07%)   | (3.33%)   |
| Jun-09 | · · /       | (0.6)     | (0.6)      | (0.7)     | (0.01%)      | (0.32%)     | (0.36%)   | (0.01%)   |
| Jul-09 | . ,         | 1.2       | 1.2        | 1.9       | (0.48%)      | 0.65%       | 0.73%     | 2.34%     |
| Aug-09 | . ,         | (1.3)     | (1.3)      | (1.4)     | (0.43%)      | (0.70%)     | (0.78%)   | (0.40%)   |
| Sep-09 | • • •       | (2.8)     | (2.5)      | (3.9)     | (0.51%)      | (1.51%)     | (1.51%)   | (4.74%)   |
| Oct-09 |             | (0.2)     | (0.4)      | 0.1       | 0.30%        | (0.11%)     | (0.25%)   | 1.27%     |
| Nov-09 |             | (0.1)     | -          | 0.1       | 0.11%        | (0.05%)     | -         | 0.85%     |
| Dec-09 |             | 0.3       | 0.2        | 0.2       | 0.36%        | 0.16%       | 0.12%     | (0.04%)   |
| Jan-10 | · · · ·     | (2.8)     | (2.8)      | (3.7)     | (0.80%)      | (1.54%)     | (1.72%)   | (4.37%)   |
| Feb-10 | . ,         | 1.0       | 1.0        | 1.0       | (0.06%)      | 0.56%       | 0.63%     | 1.05%     |
| Mar-10 | · · /       | 0.3       | 0.1        | 0.3       | (0.11%)      | 0.17%       | 0.06%     | 0.17%     |
| Apr-10 |             | (0.7)     | (0.7)      | (0.7)     | 0.40%        | (0.39%)     | (0.44%)   | (0.15%)   |
| May-10 |             | 0.3       | 0.4        | 0.3       | (0.06%)      | 0.17%       | 0.25%     | 0.65%     |
| Jun-10 |             | 4.2       | 4.1        | 5.5       | 0.78%        | 2.33%       | 2.55%     | 6.02%     |
| Jul-10 | 1.2         | 2.3       | 2.2        | 2.1       | 0.15%        | 1.25%       | 1.34%     | 1.29%     |
| Aug-10 |             | 1.0       | 1.0        | 1.4       | (0.53%)      | 0.54%       | 0.60%     | 2.05%     |
| Sep-10 |             | (3.1)     | (2.8)      | (4.1)     | 0.21%        | (1.65%)     | (1.67%)   | (4.84%)   |
| Oct-10 | (2.4)       | (0.7)     | (0.9)      | (0.9)     | (0.30%)      | (0.38%)     | (0.55%)   | (0.80%)   |
| Nov-10 | 0.2         | 1.1       | 1.1        | 1.3       | 0.02%        | 0.60%       | 0.67%     | 1.47%     |
| Dec-10 | 2.4         | 1.8       | 1.7        | 2.4       | 0.30%        | 0.97%       | 1.03%     | 2.91%     |
| Jan-11 | (2.0)       | (0.5)     | (0.5)      | (1.2)     | (0.25%)      | (0.27%)     | (0.30%)   | (2.18%)   |
| Feb-11 | 3.0         | 1.1       | 1.1        | 1.4       | 0.37%        | 0.59%       | 0.66%     | 1.67%     |
| Mar-11 | 2.0         | (0.1)     | -          | (0.1)     | 0.25%        | (0.05%)     | -         | (0.27%)   |
| Apr-11 | (1.0)       | (0.7)     | (0.9)      | (0.7)     | (0.12%)      | (0.37%)     | (0.54%)   | (0.15%)   |
| May-11 | (0.8)       | 0.3       | 0.4        | 0.5       | (0.10%)      | 0.16%       | 0.24%     | 0.80%     |
| Jun-11 | 6.9         | 4.9       | 4.7        | 5.3       | 0.86%        | 2.62%       | 2.81%     | 2.39%     |
| Jul-11 | 1.5         | 1.0       | 1.1        | 1.6       | 0.18%        | 0.52%       | 0.64%     | 2.23%     |
| Aug-11 | 0.7         | 1.2       | 1.2        | 0.6       | 0.09%        | 0.62%       | 0.69%     | (0.62%)   |
| Sep-11 |             | (1.6)     | (1.3)      | (2.5)     | (0.90%)      | (0.82%)     | (0.75%)   | (3.15%)   |
| Oct-11 |             | -         | (0.6)      | (0.3)     | 0.17%        | -           | (0.35%)   | (0.64%)   |
| Nov-11 |             | -         | 0.3        | (0.2)     | (0.17%)      | -           | 0.17%     | (0.20%)   |
| Dec-11 |             | (2.0)     | (1.7)      | (2.2)     | (0.22%)      | (1.04%)     | (0.99%)   | (1.69%)   |
| Jan-12 | · · /       | 1.5       | 1.1        | 1.0       | (0.68%)      | 0.79%       | 0.64%     | (0.73%)   |
| Feb-12 |             | (1.2)     | (0.9)      | (0.7)     | 0.18%        | (0.62%)     | (0.52%)   | 0.91%     |
| Mar-12 |             | (0.7)     | (1.2)      | (1.2)     | (0.02%)      | (0.37%)     | (0.70%)   | (1.44%)   |
| Apr-12 | . ,         | (0.3)     | (0.4)      | (0.6)     | (0.29%)      | (0.16%)     | (0.24%)   | (0.81%)   |
| May-12 | . ,         | 1.1       | 1.5        | 0.5       | (0.03%)      | 0.58%       | 0.89%     | (0.52%)   |
| Jun-12 |             | 1.7       | 2.2        | 2.0       | (0.05%)      | 0.89%       | 1.29%     | 1.98%     |
| 001112 | 0.0         |           | <i>L.L</i> | 2.0       | 1.1770       | 0.0070      | 1.2070    | 1.0070    |

Source: BLS

Note: U.S. data for May and June and regional data for June are preliminary.

### SECURITIES INDUSTRY EMPLOYMENT REPORT

| Securities Inc | lustry Empl | oyment (em | ployees in <sup>•</sup> | thousands) |          |       |            |          |          |
|----------------|-------------|------------|-------------------------|------------|----------|-------|------------|----------|----------|
|                |             | Change     |                         | Change     |          |       | Change     |          |          |
|                |             | From Prior |                         | From Prior | NYS % of |       | From Prior | NYC as % | NYC as % |
| Year End       | US          | Year (US)  |                         | Year (NYS) | US       |       | Year (NYC) | of NYS   | of US    |
| 1980           | 243.7       | 13.77%     | 94.8                    | 15.47%     | 38.90%   | 90.0  | 14.80%     | 94.94%   | 36.93%   |
| 1981           | 267.0       | 9.56%      | 105.0                   | 10.76%     | 39.33%   | 99.6  | 10.67%     | 94.86%   | 37.30%   |
| 1982           | 283.8       | 6.29%      | 108.9                   | 3.71%      | 38.37%   | 102.7 | 3.11%      | 94.31%   | 36.19%   |
| 1983           | 328.3       | 15.68%     | 125.0                   | 14.78%     | 38.07%   | 117.5 | 14.41%     | 94.00%   | 35.79%   |
| 1984           | 341.1       | 3.90%      | 129.2                   | 3.36%      | 37.88%   | 121.7 | 3.57%      | 94.20%   | 35.68%   |
| 1985           | 367.5       | 7.74%      | 137.6                   | 6.50%      | 37.44%   | 130.0 | 6.82%      | 94.48%   | 35.37%   |
| 1986           | 417.1       | 13.50%     | 157.1                   | 14.17%     | 37.66%   | 148.8 | 14.46%     | 94.72%   | 35.67%   |
| 1987           | 456.3       | 9.40%      | 172.7                   | 9.93%      | 37.85%   | 163.0 | 9.54%      | 94.38%   | 35.72%   |
| 1988           | 438.7       | (3.86%)    | 160.3                   | (7.18%)    | 36.54%   | 150.4 | (7.73%)    | 93.82%   | 34.28%   |
| 1989           | 426.9       | (2.69%)    | 154.1                   | (3.87%)    | 36.10%   | 144.0 | (4.26%)    | 93.45%   | 33.73%   |
| 1990           | 453.1       | 6.14%      | 161.3                   | 4.67%      | 35.60%   | 151.1 | 4.93%      | 93.68%   | 33.35%   |
| 1991           | 459.3       | 1.37%      | 157.2                   | (2.54%)    | 34.23%   | 146.6 | (2.98%)    | 93.26%   | 31.92%   |
| 1992           | 485.9       | 5.79%      | 157.2                   | -          | 32.35%   | 145.7 | (0.61%)    | 92.68%   | 29.99%   |
| 1993           | 531.5       | 9.38%      | 170.0                   | 8.14%      | 31.98%   | 157.4 | 8.03%      | 92.59%   | 29.61%   |
| 1994           | 560.2       | 5.40%      | 178.0                   | 4.71%      | 31.77%   | 165.0 | 4.83%      | 92.70%   | 29.45%   |
| 1995           | 568.8       | 1.54%      | 177.4                   | (0.34%)    | 31.19%   | 163.0 | (1.21%)    | 91.88%   | 28.66%   |
| 1996           | 608.3       | 6.94%      | 179.3                   | 1.07%      | 29.48%   | 164.9 | 1.17%      | 91.97%   | 27.11%   |
| 1997           | 659.9       | 8.48%      | 190.2                   | 6.08%      | 28.82%   | 176.3 | 6.91%      | 92.69%   | 26.72%   |
| 1998           | 711.0       | 7.74%      | 196.7                   | 3.42%      | 27.67%   | 182.1 | 3.29%      | 92.58%   | 25.61%   |
| 1999           | 766.4       | 7.79%      | 205.8                   | 4.63%      | 26.85%   | 190.5 | 4.61%      | 92.57%   | 24.86%   |
| 2000           | 836.9       | 9.20%      | 216.7                   | 5.30%      | 25.89%   | 200.3 | 5.14%      | 92.43%   | 23.93%   |
| 2001           | 810.2       | (3.19%)    | 184.1                   | (15.04%)   | 22.72%   | 167.4 | (16.43%)   | 90.93%   | 20.66%   |
| 2002           | 770.7       | (4.88%)    | 181.7                   | (1.30%)    | 23.58%   | 165.6 | (1.08%)    | 91.14%   | 21.49%   |
| 2003           | 755.3       | (2.00%)    | 178.6                   | (1.71%)    | 23.65%   | 162.9 | (1.63%)    | 91.21%   | 21.57%   |
| 2004           | 779.1       | 3.15%      | 186.2                   | 4.26%      | 23.90%   | 167.8 | 3.01%      | 90.12%   | 21.54%   |
| 2005           | 797.5       | 2.36%      | 194.1                   | 4.24%      | 24.34%   | 173.9 | 3.64%      | 89.59%   | 21.81%   |
| 2006           | 834.6       | 4.65%      | 202.7                   | 4.43%      | 24.29%   | 182.2 | 4.77%      | 89.89%   | 21.83%   |
| 2007           | 857.3       | 2.72%      | 210.6                   | 3.90%      | 24.57%   | 189.0 | 3.73%      | 89.74%   | 22.05%   |
| 2008           | 855.4       | (0.22%)    | 200.5                   | (4.80%)    | 23.44%   | 179.7 | (4.92%)    | 89.63%   | 21.01%   |
| 2009           | 803.4       | (6.08%)    | 182.3                   | (9.08%)    | 22.69%   | 162.5 | (9.57%)    | 89.14%   | 20.23%   |
| 2010           | 803.3       | (0.01%)    | 187.0                   | 2.58%      | 23.28%   | 166.9 | 2.71%      | 89.25%   | 20.78%   |
| 2011           | 804.5       | 0.15%      | 190.6                   | 1.93%      | 23.69%   | 170.7 | 2.28%      | 89.56%   | 21.22%   |

Source: SIC Codes US and NY through 1989, BLS 1990 forward

### SECURITIES INDUSTRY EMPLOYMENT REPORT

| ecurities Indu   | ustry Empl     | loyment (em    | ployees in     |                    |                  |                | <u>.</u>           |                  |                  |
|------------------|----------------|----------------|----------------|--------------------|------------------|----------------|--------------------|------------------|------------------|
|                  |                | Change         |                | Change             |                  |                | Change             |                  |                  |
| Dete             |                | From Prior     |                | From Prior         | NYS % of         |                | From Prior         | NYC as %         | NYC as %         |
| Date             | US             | Year (US)      |                | Year (NYS)         | US               |                | Year (NYC)         | of NYS           | of US            |
| Jan-08<br>Feb-08 | 857.0<br>863.3 | (0.03%)        | 209.2<br>208.9 | (0.66%)            | 24.41%           | 187.5<br>187.2 | (0.79%)            | 89.63%           | 21.88%<br>21.68% |
| Mar-08           | 868.4          | 0.70%<br>1.29% | 208.9          | (0.81%)<br>(1.42%) | 24.20%<br>23.91% | 187.2          | (0.95%)<br>(1.64%) | 89.61%<br>89.55% |                  |
| Apr-08           | 868.6          |                |                | . ,                |                  |                |                    |                  | 21.41%           |
| •                |                | 1.32%          | 206.8          | (1.80%)            | 23.81%           | 185.0          | (2.12%)            | 89.46%           | 21.30%           |
| May-08           | 866.5          | 1.07%          | 206.0          | (2.18%)            | 23.77%           | 184.1          | (2.59%)            | 89.37%           | 21.25%           |
| Jun-08           | 874.5          | 2.01%          | 209.5          | (0.52%)            | 23.96%           | 187.4          | (0.85%)            | 89.45%           | 21.43%           |
| Jul-08           | 869.7          | 1.45%          | 212.2          | 0.76%              | 24.40%           | 190.1          | 0.58%              | 89.59%           | 21.86%           |
| Aug-08           | 872.7          | 1.80%          | 212.7          | 1.00%              | 24.37%           | 190.7          | 0.90%              | 89.66%           | 21.85%           |
| Sep-08           | 859.2          | 0.22%          | 205.0          | (2.66%)            | 23.86%           | 183.4          | (2.96%)            | 89.46%           | 21.35%           |
| Oct-08           | 857.5          | 0.02%          | 202.4          | (3.89%)            | 23.60%           | 181.5          | (3.97%)            | 89.67%           | 21.17%           |
| Nov-08           | 857.2          | (0.01%)        | 201.5          | (4.32%)            | 23.51%           | 180.7          | (4.39%)            | 89.68%           | 21.08%           |
| Dec-08           | 855.4          | (0.22%)        | 200.5          | (4.80%)            | 23.44%           | 179.7          | (4.92%)            | 89.63%           | 21.01%           |
| Jan-09           | 839.8          | (1.82%)        | 195.7          | (2.39%)            | 23.30%           | 175.2          | (2.50%)            | 89.52%           | 20.86%           |
| Feb-09           | 831.7          | (2.77%)        | 193.4          | (3.54%)            | 23.25%           | 173.0          | (3.73%)            | 89.45%           | 20.80%           |
| Mar-09           | 826.2          | (3.41%)        | 190.8          | (4.84%)            | 23.09%           | 170.6          | (5.06%)            | 89.41%           | 20.65%           |
| Apr-09           | 813.1          | (4.95%)        | 187.7          | (6.38%)            | 23.08%           | 167.7          | (6.68%)            | 89.34%           | 20.62%           |
| May-09           | 808.8          | (5.45%)        | 185.8          | (7.33%)            | 22.97%           | 165.9          | (7.68%)            | 89.29%           | 20.51%           |
| Jun-09           | 808.7          | (5.46%)        | 185.2          | (7.63%)            | 22.90%           | 165.3          | (8.01%)            | 89.25%           | 20.44%           |
| Jul-09           | 804.8          | (5.92%)        | 186.4          | (7.03%)            | 23.16%           | 166.5          | (7.35%)            | 89.32%           | 20.69%           |
| Aug-09           | 801.3          | (6.32%)        | 185.1          | (7.68%)            | 23.10%           | 165.2          | (8.07%)            | 89.25%           | 20.62%           |
| Sep-09           | 797.2          | (6.80%)        | 182.3          | (9.08%)            | 22.87%           | 162.7          | (9.46%)            | 89.25%           | 20.41%           |
| Oct-09           | 799.6          | (6.52%)        | 182.1          | (9.18%)            | 22.77%           | 162.3          | (9.68%)            | 89.13%           | 20.30%           |
| Nov-09           | 800.5          | (6.42%)        | 182.0          | (9.23%)            | 22.74%           | 162.3          | (9.68%)            | 89.18%           | 20.27%           |
| Dec-09           | 803.4          | (6.08%)        | 182.3          | (9.08%)            | 22.69%           | 162.5          | (9.57%)            | 89.14%           | 20.23%           |
| Jan-10           | 797.0          | (0.80%)        | 179.5          | (1.54%)            | 22.52%           | 159.7          | (1.72%)            | 88.97%           | 20.04%           |
| Feb-10           | 796.5          | (0.86%)        | 180.5          | (0.99%)            | 22.66%           | 160.7          | (1.11%)            | 89.03%           | 20.18%           |
| Mar-10           | 795.6          | (0.97%)        | 180.8          | (0.82%)            | 22.72%           | 160.8          | (1.05%)            | 88.94%           | 20.21%           |
| Apr-10           | 798.8          | (0.57%)        | 180.1          | (1.21%)            | 22.55%           | 160.1          | (1.48%)            | 88.90%           | 20.04%           |
| May-10           | 798.3          | (0.63%)        | 180.4          | (1.04%)            | 22.60%           | 160.5          | (1.23%)            | 88.97%           | 20.11%           |
| Jun-10           | 804.5          | 0.14%          | 184.6          | 1.26%              | 22.95%           | 164.6          | 1.29%              | 89.17%           | 20.46%           |
| Jul-10           | 805.7          | 0.29%          | 186.9          | 2.52%              | 23.20%           | 166.8          | 2.65%              | 89.25%           | 20.70%           |
| Aug-10           | 801.4          | (0.25%)        | 187.9          | 3.07%              | 23.45%           | 167.8          | 3.26%              | 89.30%           | 20.94%           |
| Sep-10           | 803.1          | (0.04%)        | 184.8          | 1.37%              | 23.01%           | 165.0          | 1.54%              | 89.29%           | 20.55%           |
| Oct-10           | 800.7          | (0.34%)        | 184.1          | 0.99%              | 22.99%           | 164.1          | 0.98%              | 89.14%           | 20.49%           |
| Nov-10           | 800.9          | (0.31%)        | 185.2          | 1.59%              | 23.12%           | 165.2          | 1.66%              | 89.20%           | 20.63%           |
| Dec-10           | 803.3          | (0.01%)        | 187.0          | 2.58%              | 23.28%           | 166.9          | 2.71%              | 89.25%           | 20.78%           |
| Jan-11           | 801.3          | (0.26%)        | 186.5          | 2.30%              | 23.27%           | 166.4          | 2.40%              | 89.22%           | 20.77%           |
| Feb-11           | 804.3          | 0.11%          | 187.6          | 2.91%              | 23.32%           | 167.5          | 3.08%              | 89.29%           | 20.83%           |
| Mar-11           | 806.3          | 0.36%          | 187.5          | 2.85%              | 23.25%           | 167.5          | 3.08%              | 89.33%           | 20.77%           |
| Apr-11           | 805.3          | 0.24%          | 186.8          | 2.47%              | 23.20%           | 166.6          | 2.52%              | 89.19%           | 20.69%           |
| May-11           | 804.5          | 0.14%          | 187.1          | 2.63%              | 23.26%           | 167.0          | 2.77%              | 89.26%           | 20.76%           |
| Jun-11           | 811.4          | 1.00%          | 192.0          | 5.32%              | 23.66%           | 171.7          | 5.66%              | 89.43%           | 21.16%           |
| Jul-11           | 812.9          | 1.18%          | 193.0          | 5.87%              | 23.74%           | 172.8          | 6.34%              | 89.53%           | 21.26%           |
| Aug-11           | 813.6          | 1.27%          | 194.2          | 6.53%              | 23.87%           | 174.0          | 7.08%              | 89.60%           | 21.39%           |
| Sep-11           | 806.3          | 0.36%          | 192.6          | 5.65%              | 23.89%           | 172.7          | 6.28%              | 89.67%           | 21.42%           |
| Oct-11           | 807.7          | 0.54%          | 192.6          | 5.65%              | 23.85%           | 172.1          | 5.91%              | 89.36%           | 21.31%           |
| Nov-11           | 806.3          | 0.36%          | 192.6          | 5.65%              | 23.89%           | 172.4          | 6.09%              | 89.51%           | 21.38%           |
| Dec-11           | 804.5          | 0.14%          | 190.6          | 4.55%              | 23.69%           | 170.7          | 5.05%              | 89.56%           | 21.22%           |
| Jan-12           | 799.0          | (0.55%)        | 192.1          | 5.38%              | 24.04%           | 171.8          | 5.72%              | 89.43%           | 21.50%           |
| Feb-12           | 800.4          | (0.37%)        | 190.9          | 4.72%              | 23.85%           | 170.9          | 5.17%              | 89.52%           | 21.35%           |
| Mar-12           | 800.2          | (0.40%)        | 190.2          | 4.33%              | 23.77%           | 169.7          | 4.43%              | 89.22%           | 21.21%           |
| Apr-12           | 797.9          | (0.68%)        | 189.9          | 4.17%              | 23.80%           | 169.3          | 4.18%              | 89.15%           | 21.22%           |
| May-12           | 797.7          | (0.71%)        | 191.0          | 4.77%              | 23.94%           | 170.8          | 5.11%              | 89.42%           | 21.41%           |
| Jun-12           | 807.0          | 0.45%          | 192.7          | 5.70%              | 23.88%           | 173.0          | 6.46%              | 89.78%           | 21.44%           |

Source: BLS

Note: U.S. data for May and June and regional data for June are preliminary.

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