



**Professional, Scientific and Technical (PST)  
Services Strategy Group**

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The EDC logo is located in the bottom left corner of the slide. It features the letters "EDC" in white, followed by the blue circular icon with the white stylized wave.

## PST Issues

- Developing a quantifiable profile of the “Silent Economy” of professional, scientific and technical (PST) services.
- Creating and increasing awareness of the PST services impact on the local economy.
- Developing actionable, measurable and accountable initiatives to increase retention and expand service opportunities for established and new local providers to the MSA.




## PST Definition

Professional, Scientific and Technical (PST) Services sector covers establishments with “people” that specialize in performing professional, scientific, technical activities for others.



## PST Attributes

- Human Capital is the major input
- High level of expertise and knowledge
- On assignment basis
- Individuals or teams responsible for service delivery
- Not about machines or materials
- Almost wholly dependent on worker skills
- Most require advanced degrees

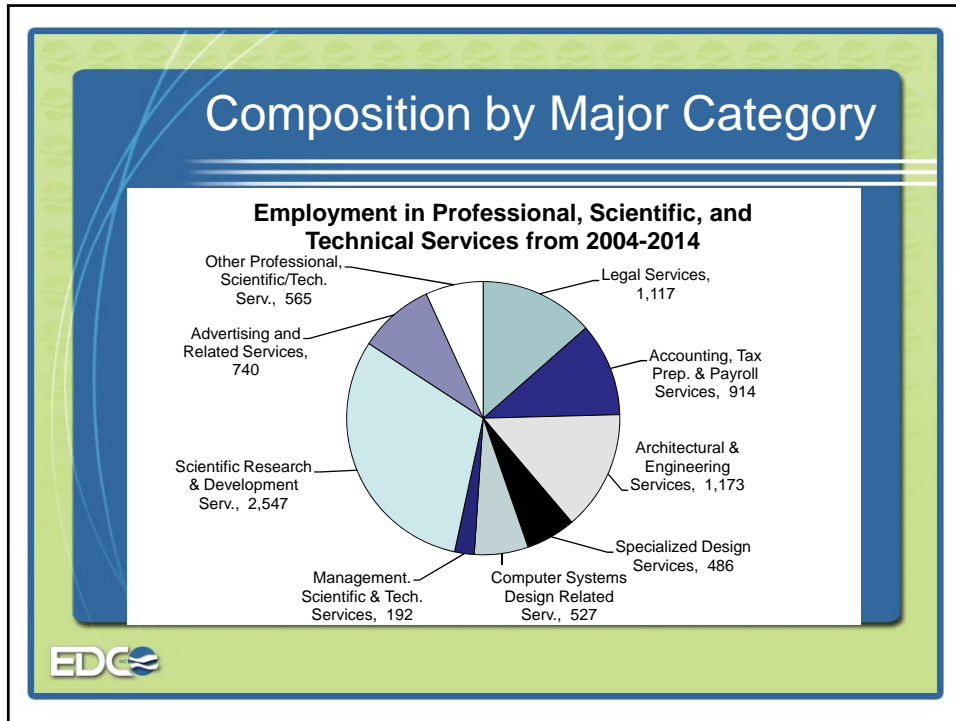


## Examples of PST firms in the MSA

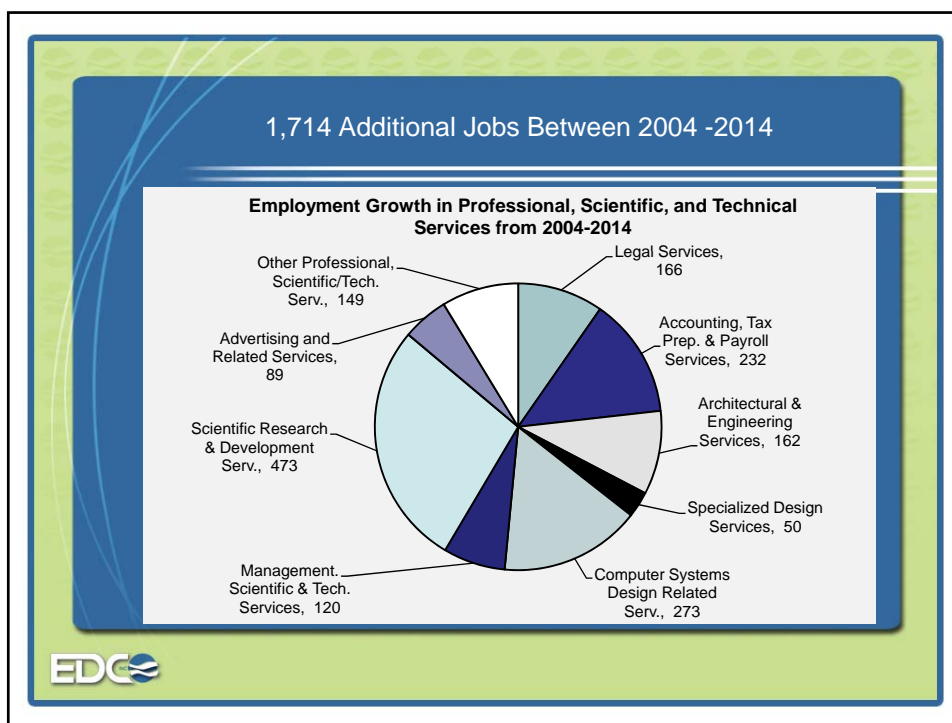
### Local Companies in the Industry Sector

PSA Dewberry	Volt Workforce Solutions
SCSI	ATS
Clifton Gunderson	McGladrey & Pullen
eServ	STS Consultants
Farnsworth Group	Heyl, Royster, Volker & Allen
Foth & Van Dyke	Daxcon Engineering
Hasselberg, Williams, Grebe, Snodgrass & Birdsall	





- ### These are Well Paying Jobs
- Average wage 1<sup>st</sup> Quarter 2005 was \$68,120
  - Generally have full employee benefits
  - Long term opportunities
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## Next Steps

- Explore jobs titles in the sub sectors
- Explore sub sector growth projections
- Formulate awareness strategies to promote importance of sector and skills availability
- Formulate strategies for retention and expansion of service providers and positions

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## Recommendation to EDGE

The recommendation from the Professional Technical Strategy Group is that the group create two strategies that will be proposed at a future EDGE meeting:

- Awareness campaign to promote the economic importance of the industry sector and the skills that are currently available in this region
- Retention and expansion strategies include conducting service provider company surveys to seek current and future growth needs.

