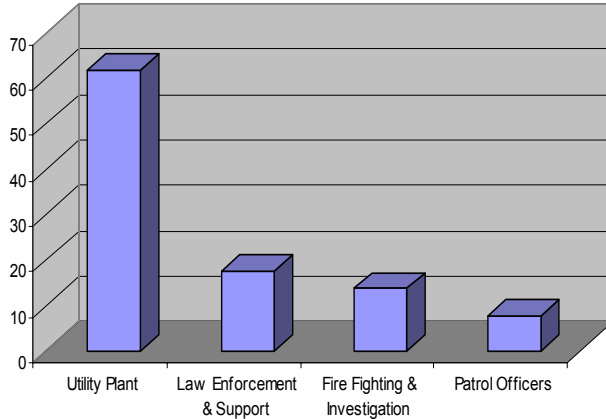
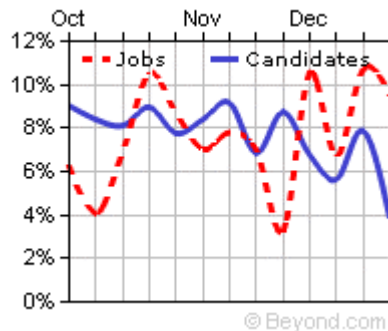


**Top Candidate Sectors – Percentage of Industry  
Public Utilities & Services**



**Public Utilities and Services Employment Trends  
(Percentage of Network – October 2006 to December 2006)**



**Public Utilities & Services Employment Forecast  
(Source: Bureau of Labor Statistics: Occupational Outlook Handbook, 2006-2007)**

- Employment in water and sewage utilities is expected to grow from 9-17% through 2014.
- Jobs in water and sewage are expected to increase as the population and the economy grow.

**You can effectively reach this market.  
Here is how we can help.**

The Beyond.com Network is comprised of more than 11,000 general, local and niche-industry web sites that together have the power to reach more than **25 million business professional contacts** through its network community, with thousands of new members added each day. A complete listing of the Beyond.com Network sites can be found at: [www.Beyond.com/Network](http://www.Beyond.com/Network).

The Public Utilities & Services Military & Government Delivery Channel captures and delivers information tailored to meet the individual needs and goals of the business professional and corporate organization. In addition to searching for a new job, candidate, or industry-related resource materials, Beyond.com can help create a customized recruitment, marketing or advertising campaign that will effectively reach your company's targeted audience.

Branding and advertising opportunities include:

- Job Posting Packages
- E-Mail Marketing and Sponsorships
- Corporate Branding
- Corporate Spotlights
- Alerts and Keyword Purchases

| Network Statistics                     |            |
|--|------------|
| Monthly Visitors                       | >3 million |
| Page Views                             | 20 million |
| Public Utilities & Services Statistics |            |
| Resumes                                | 42K        |
| Job Postings                           | 5K         |
| Channel Sites                          | 23         |
| Contacts                               | 155K       |

| Top 10 Candidate Positions (%)     |         |
|------------------------------------|---------|
| 1. Power Generating Plant Operator | (13.49) |
| 2. Power Plant Equipment Operator  | (12.11) |
| 3. Power Distributor & Dispatcher  | (7.96)  |
| 4. Water Treatment Plant Operator  | (7.61)  |
| 5. Waste Treatment Plant Operator  | (6.23)  |
| 6. Criminal Investigator           | (4.84)  |
| 7. Insurance Fraud Investigator    | (3.81)  |
| 8. Gas Distribution Plant Operator | (3.46)  |
| 9. Police Patrol Officer           | (3.11)  |
| 10. Special Agent                  | (3.11)  |

| Top 5 Cities with Open Positions |  |
|----------------------------------|--|
| 1. Washington, DC                |  |
| 2. Boston, MA                    |  |
| 3. San Francisco, CA             |  |
| 4. Dallas, TX                    |  |
| 5. Las Vegas, NV                 |  |

# Public Utilities & Services 4QT06 Industry Outlook

## The Beyond.com Network

By using the power of the Beyond.com Network, your company can be as broad or as specific as necessary in its search to target the critical audience to maximize the value of your recruiting, marketing or advertising campaign. You can target national, regional, state, city, specialty or industry-specific areas. Located below are a few listings of top states, key word searches and web sites that should be considered:

| Top 10 States for Candidate Registrations (%) |
|---|
| 1. Texas (11.05)                              |
| 2. California (9.78)                          |
| 3. Illinois (9.69)                            |
| 4. Pennsylvania (8.33)                        |
| 5. New York (5.61)                            |
| 6. Michigan (4.59)                            |
| 7. Florida (4.59)                             |
| 8. Georgia (3.83)                             |
| 9. New Jersey (3.66)                          |
| 10. Ohio (3.06)                               |

**Top Public Utilities & Services Key Words Searched by Candidates:**  
Technician, Sheriff, Security Officer, Investigator, Fire Fighter, Fire Inspector, and Child Support Investigator

### City Sites

|                      |                    |                 |
|----------------------|--------------------|-----------------|
| PhillyJobs.com       | ManhattanJobs.com  | SeattleJobs.com |
| BaltimoreJobsite.com | PittsburghJobs.com | PhoenixJobs.com |
| BostonJobsite.com    | AlbanyJobsite.com  | ChicagoJob.net  |

### Industry Sites

|                   |                              |                            |
|-------------------|------------------------------|----------------------------|
| Publicworks.com   | Firefighterjobsite.com       | ProtectiveServicesJobs.com |
| UtilitiesJobs.com | FirePreventionSpecialist.com | UrbanPlannerJobs.com       |
| PoliceJobsite.com | ChildSupportInvestigator.com | LawenforcementJobsite.com  |

## Key Public Utilities & Services

In addition to the extensive reach of the Beyond.com Network, it is also important to understand key demographics for the Public Utilities and Services Delivery Channel such as years of experience, educational background, length of job search and candidate personality traits. As you can see, 45.42% of our network candidates have a 2 year college degree or higher, 62.69% have 5 or more years experience and more than 48% of candidates have chosen the Beyond.com Network within the first 2 weeks of their job search. This translates into a significant opportunity for your company to tap into a highly-talented, knowledgeable and fresh candidate pool.

| Experience Level | %     |
|------------------|-------|
| Less than 1 year | 8.99  |
| 1-3 Years        | 16.64 |
| 3-5 Years        | 11.68 |
| 5-10 Years       | 19.87 |
| 10-15 Years      | 14.50 |
| 15-20 Years      | 13.96 |
| 21+ Years        | 14.36 |

| Educational Background | %     |
|------------------------|-------|
| Post Graduate Degree   | 9.32  |
| 4 Year College Degree  | 22.27 |
| 2 Year College Degree  | 13.83 |
| Some College           | 21.98 |
| High School Diploma    | 32.61 |

| Length of Job Search | %     |
|----------------------|-------|
| Just Started         | 38.17 |
| 2 Weeks              | 10.47 |
| 4 Weeks              | 8.71  |
| 6 Weeks              | 5.97  |
| 2 Months             | 7.44  |
| 3 Months             | 7.97  |
| 6 Months             | 8.28  |
| 9 Months             | 2.45  |
| 12 Months            | 2.02  |
| Over 1 Year          | 8.52  |

**Channel Personality Type: ISFJ** (Introvert, Sensor, Feeler, Judger). ISFJ traits include: cautious, gentle, and thoughtful; hesitant until they know people well then affectionate and caring; very literal and aware of the physical world; uncompromising about personal standards and easily offended; diligent and conscientious, organized and decisive. The most important thing to ISFJs is living a stable, predictable life and helping people in real ways.

## Start with Us...

**Beyond.com will help maximize your campaign today. Contact us now at [LPSales@Beyond.com](mailto:LPSales@Beyond.com) or by dialing 1-866-694-5627. Together we will help you Go Beyond!**