



Intermediate Unit 1 - Southwest Corner

Labor Market Analysis



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Introduction

Career Technical Education (CTE) prepares youth and adults to be college and career ready by providing core academic and technical skills required in future jobs and to become lifelong learners.

In partnership with high schools, career centers, community and technical colleges, and four-year universities, CTE integrates academics into a rigorous and relevant curriculum. In 2018, the Strengthening Career and Technical Education for the 21st Century Act (Perkins V) was passed into law. The law updated the Carl D. Perkins Career Technical Education Act of 2006 to ensure that state and local communities provide opportunities to all young people – particularly those from historically underserved groups through relevant CTE programs. One of the significant changes in the Perkins V was the introduction of a comprehensive local needs assessment (CLNA) that requires data-driven decision-making on local spending. This process involves reviewing several indicators, including student performance data, program quality, educator development, access to programs, and labor market needs in collaboration with a diverse body of stakeholders, including educators, business and industry partners, parents, and others.

Rapid changes in technology and economic impacts are causing the skill requirements of employers to constantly evolve. Workforce training and education programs must keep pace with these changing requirements to promote business competitiveness and spur economic growth. At the same time, job seekers, students and workers are continuously making decisions about their careers, identifying career interest and goals, planning an education to achieve these goals, and/or re-evaluating career paths that needs re-training. Labor market intelligence can provide guidance to make informed decisions about occupations that have strong potential and career growth. Employers can find the talent needed for their businesses to thrive. Using labor market information allows regions and communities to bridge the skill gaps that may exist between the supply and demand for skilled workers.

The U.S. Department of Education organizes occupations in the same field of work that require similar skills into 16 career clusters. Career clusters can help students, parents and educators focus their plans towards obtaining the necessary knowledge, competencies, and training for success. In collaboration with the Bureau of Labor Statistics, each state produces employment and occupation statistics. Linking this labor market data with career clusters can provide powerful insight to support critical decisions.

The purpose of this report is to analyze the current and future labor market profile of the region so that education and community leaders can address unmet needs, improve access to CTE programs and thus maintain an adequately skilled local workforce and long-term economic stability of the region.





An analysis of regional workforce and education data can assist to answer critical questions that can enable decision-making and result in positive outcomes for their students.

This is done in three main sections:

District Overview

This section includes demographic information and regional CTE statistics. Data from the United States Census Bureau is used to present attributes of the target population. CTE program and enrollment data from regional school districts is used to examine how local students are preparing to meet the demands of the labor market.

Industry Overview

This section includes analysis of the high-level sectors of businesses involved in the production of goods and services in the region. Using regional labor market workforce data, top employing industries and occupations that represent the region's workforce are identified.

Career Cluster Analysis

This section includes detailed analysis of top clusters and high-value occupations. Linking regional labor market data to career clusters, analysis is conducted to identify market demand and median wages for each cluster. Further, a thorough review is presented of each high-value cluster and occupations associated with it.

Career Technical Education (CTE) prepares youth and adults to be college and career ready by providing core academic and technical skills required in future jobs and to become lifelong learners.

District Overview

Demographics provide an understanding of the different characteristics of a region, such as age, race, and education level, that can be used to analyze and forecast economic activity. The American Community Survey (ACS) is an ongoing demographics survey program conducted by the United States Census Bureau that provides information about the nation and its people.

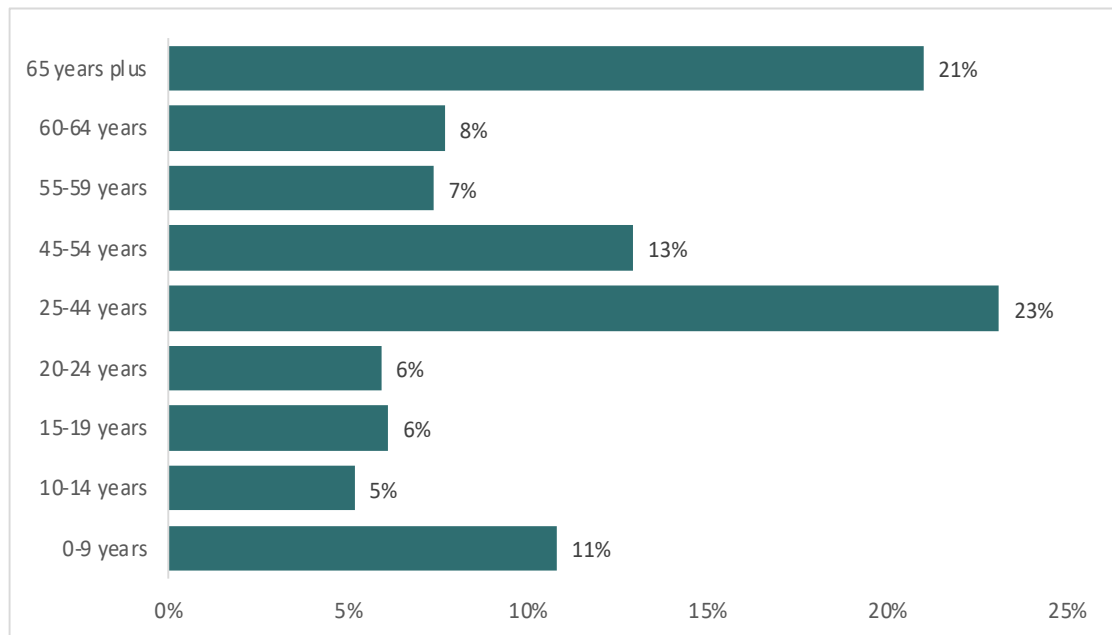
Intermediate Unit 1 – Southwest Corner Workforce Development Area serves Washington and Greene counties in Pennsylvania and includes 19 school districts and 3 career technology centers.

As per the last census (2022), the combines population of these two counties is 245,412 residents.

The largest segment of the population in this region is in the age range of 25-44 years of age at 23 percent.



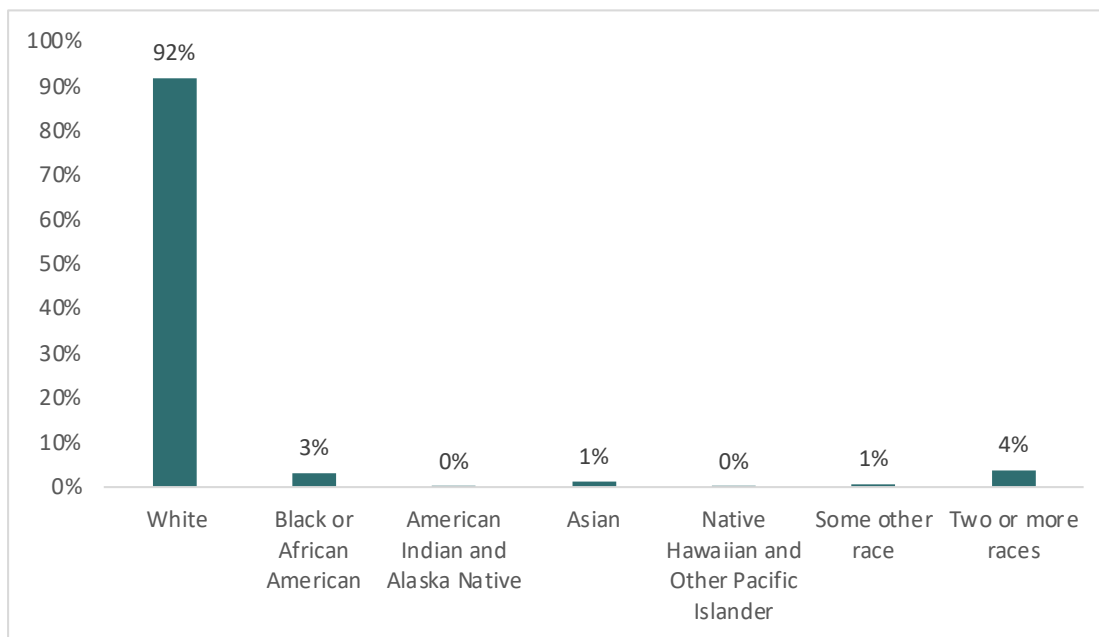
Population by Age



Source: United States Census, American Community Survey, 2022

The majority of the population in this region is White at 92 percent.

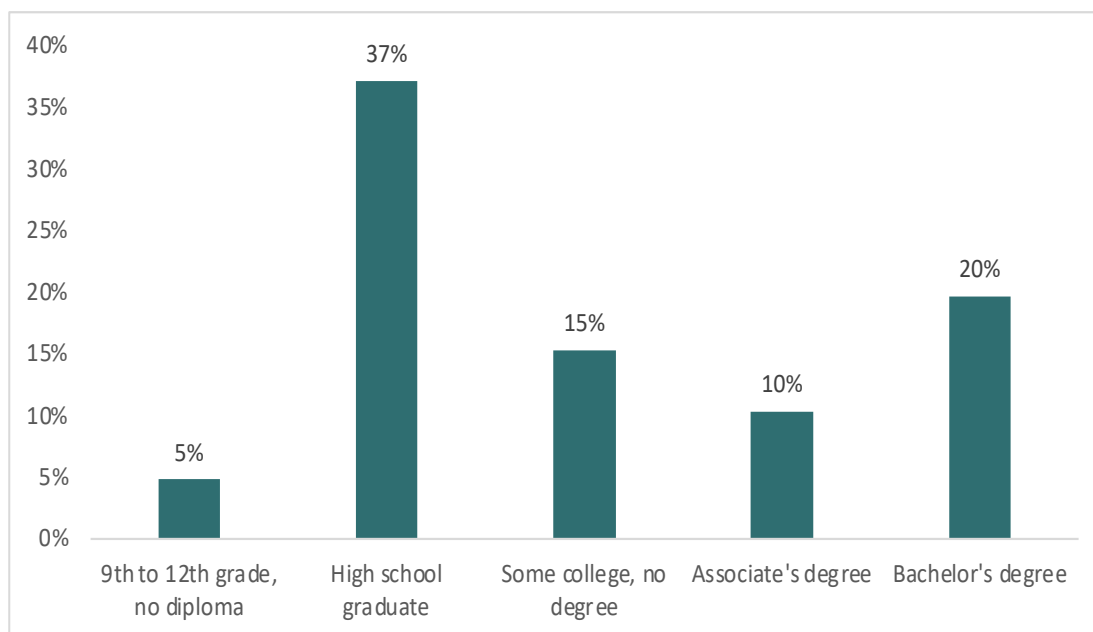
Population by Race



Source: United States Census, American Community Survey, 2022

Approximately 37 percent of the population has a high school degree and 20 percent have a Bachelor's degree.

Population by Education Attainment

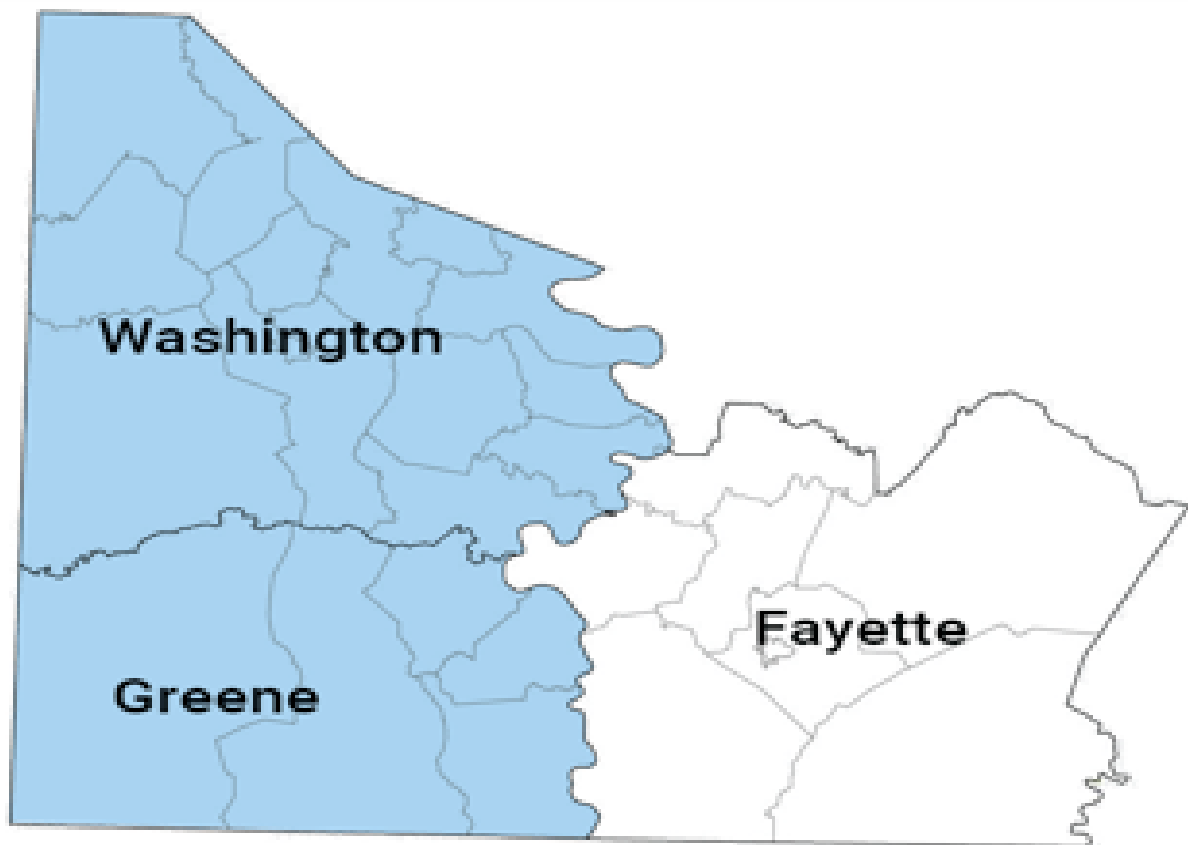


Source: United States Census, American Community Survey, 2022

Workforce Region

The state of Pennsylvania is divided into 23 Workforce Development Areas (WDAs) that consist of designated geographic areas in which state and local partners collaborate to provide workforce services. The main purpose of the WDA is to develop and maintain a quality workforce for the region. Intermediate Unit 1 (IU1) serves Washington and Greene counties, which are part of the Southwest Corner WDA.

Based on guidance by the Bureau of Labor Statistics, the Pennsylvania Department of Labor and Industry produces employment estimates and wages for each of these WDAs. All labor market data used in this report is for the Southwest Corner WDA, which includes Washington and Greene counties.



Industry Overview

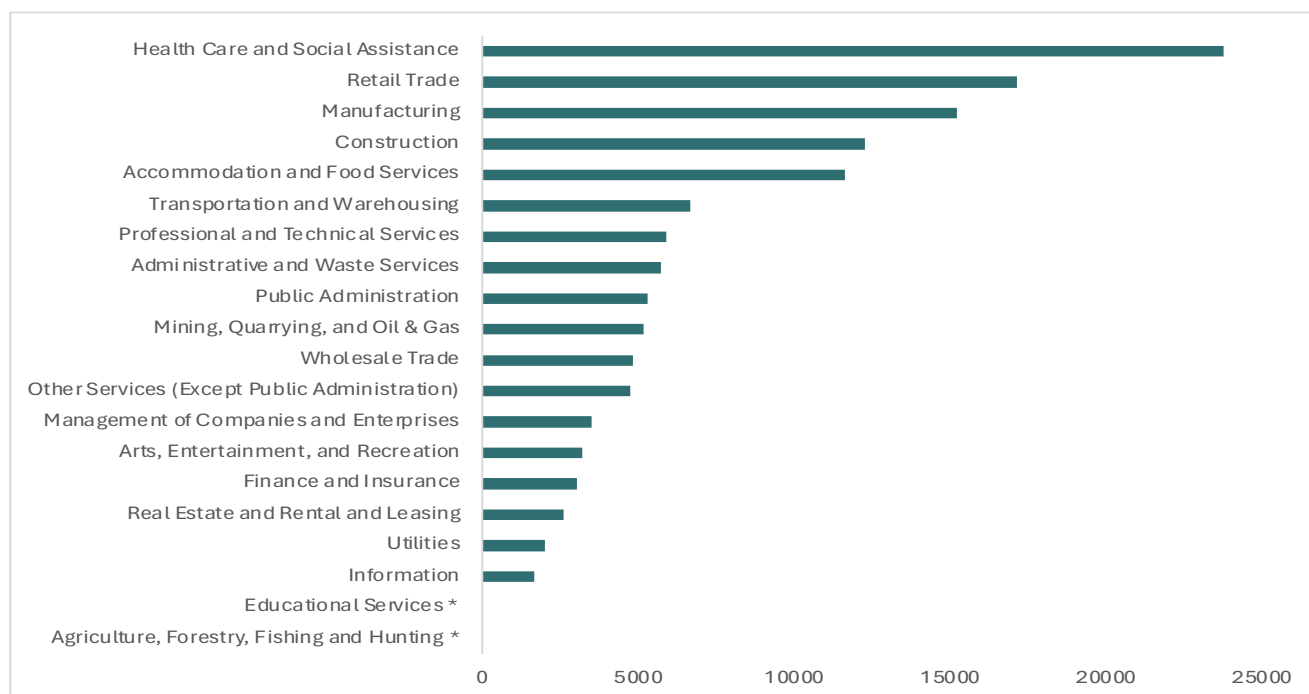
Employment is one of the key indicators of the health of an economy. In this section, attention is paid to industries and occupations that make up the current labor market. Industries consist of groups of companies that are related based on their primary business activities and the goods and services they produce. Identifying the concentration of industries in a particular geography helps understand what businesses drives market activity in that region.

To gain perspective on the businesses who employ workers, data from the Quarterly Census of Employment and Wages, produced by the Pennsylvania Department of Labor and Workforce Development is examined. This data is organized according to the North American Industry Classification System (NAICS). This system is the standard used by federal statistical agencies to classify business establishments first into general industry sectors and then subdivided into detailed categories.

The top five employing industries in the Southwest Corner Workforce Development Area are:

1. Health Care and Social Assistance
2. Retail Trade
3. Manufacturing
4. Construction
5. Accommodation and Food Services

Industry Graph

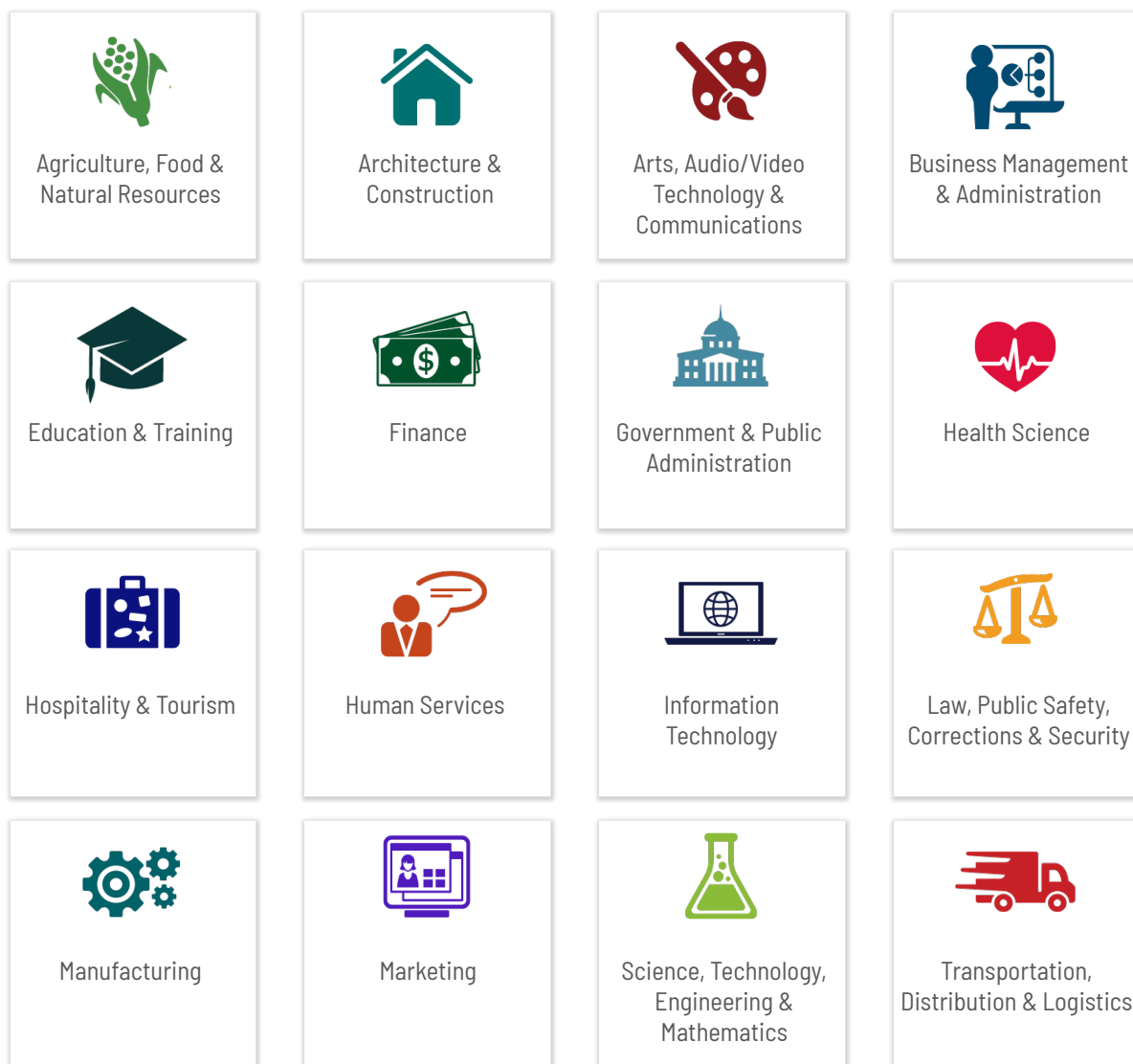


Source: Quarterly Census of Employment and Wages, 2022

* No data available for these industries

Career Cluster Analysis

The National Career Clusters® Framework consists of 16 career clusters, representing 79 career pathways, and serves as an organizing tool for CTE programs, curriculum design, and instruction. A cluster is a group of occupations in the same field of work that require similar skills. Each cluster is further divided into different pathways that are grouped by the knowledge and skills required for occupations in these careers.



For a detailed description of each cluster, refer to [Appendix A](#).

This framework functions as a guide to help learners and job seekers navigate their interests and passions, and thus, helping them choose educational pathways that lead to a career option of their interest. Identifying the top clusters can further guide them to choose education programs that will prepare them for the top jobs in the region.

For this report, top career clusters are identified by examining data from the Occupational Employment and Wage Statistics and the 2020-2030 Occupational Employment Projections produced by the Pennsylvania Department of Labor and Industry . The data is for the Southwest Corner Workforce Development Area (WDA), which includes Washington and Greene counties. To offer cluster-level comparisons and analysis, occupation data is linked with O*NET career cluster data.

The tables below include rankings of all sixteen career clusters by annual openings, median wage, growth, and high-value. High-value clusters are defined as clusters that highest in demand (as denoted by annual openings) with median wages above \$35,000 and stable or positive growth.

Top Career Clusters by Annual Openings

CLUSTER	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH
Hospitality & Tourism	2,843	\$26,059	2390	17%
Business Management & Administration	2,326	\$49,049	160	1%
Marketing	1,852	\$41,064	140	1%
Architecture & Construction	1,641	\$58,117	700	4%
Transportation, Distribution & Logistics	1,371	\$44,230	830	8%
Manufacturing	1,043	\$51,898	470	5%
Health Science	767	\$60,315	290	3%
Law, Public Safety, Corrections & Security	574	\$51,956	400	9%
Human Services	472	\$36,657	530	14%
Education & Training	352	\$61,212	210	6%
Finance	271	\$68,464	230	8%
Agriculture, Food & Natural Resources	167	\$48,738	60	4%
Science, Technology, Engineering & Mathematics	124	\$92,356	150	10%
Information Technology	93	\$75,774	40	3%
Government & Public Administration	70	\$64,107	30	4%
Arts, Audio/Video Technology & Communications	68	\$61,558	50	8%

Source: Pennsylvania Department of Labor and Industry

Top Career Clusters by Median Wage

CLUSTER	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH
Science, Technology, Engineering & Mathematics	124	\$92,356	150	10%
Information Technology	93	\$75,774	40	3%
Finance	271	\$68,464	230	8%
Government & Public Administration	70	\$64,107	30	4%
Arts, Audio/Video Technology & Communications	68	\$61,558	50	8%
Education & Training	352	\$61,212	210	6%
Health Science	767	\$60,315	290	3%
Architecture & Construction	1,641	\$58,117	700	4%
Law, Public Safety, Corrections & Security	574	\$51,956	400	9%
Manufacturing	1,043	\$51,898	470	5%
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Agriculture, Food & Natural Resources	167	\$48,738	60	4%
Transportation, Distribution & Logistics	1,371	\$44,230	830	8%
Marketing	1,852	\$41,064	140	1%
Human Services	472	\$36,657	530	14%
Hospitality & Tourism	2,843	\$26,059	2390	17%

Source: Pennsylvania Department of Labor and Industry






Top Career Clusters by Growth

CLUSTER	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH
Hospitality & Tourism	2,843	\$26,059	2390	17%
Human Services	472	\$36,657	530	14%
Science, Technology, Engineering & Mathematics	124	\$92,356	150	10%
Law, Public Safety, Corrections & Security	574	\$51,956	400	9%
Arts, Audio/Video Technology & Communications	68	\$61,558	50	8%
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Architecture & Construction	1,641	\$58,117	700	4%
Agriculture, Food & Natural Resources	167	\$48,738	60	4%
Government & Public Administration	70	\$64,107	30	4%
Information Technology	93	\$75,774	40	3%
Health Science	767	\$60,315	290	3%
Marketing	1,852	\$41,064	140	1%
Business Management & Administration	2,326	\$49,049	160	1%

Source: Pennsylvania Department of Labor and Industry

The top five high-value clusters for the region are highlighted below in this report. Such clusters are of the greatest value to students in that they are projected to offer the jobs with the most opportunity and a living wage. Hence, such clusters can be targeted by both educators and learners.

High-Value Cluster Ranking

RANK		CLUSTER	ANNUAL OPENINGS	MEDIAN WAGE	PROJECTED NEW JOBS	GROWTH
1		Business Management & Administration	2,326	\$49,049	160	1%
2		Marketing	1,852	\$41,064	140	1%
3		Architecture & Construction	1,641	\$58,117	700	4%
4		Transportation, Distribution & Logistics	1,371	\$ 44,230	830	8%
5		Manufacturing	1,043	\$51,898	470	5%

Career Cluster Occupations

Cluster analysis can provide accurate insight regarding potential job opportunities. For each of the top five high-value clusters identified in the previous section, the top five occupations are examined on the following pages.

Occupations within each of these clusters are ranked by annual openings, median wage, growth, and high-value. High-value occupations are characterized as being highest in demand (as denoted by annual openings) with median wages greater than \$35,000 and stable or positive growth.





Business Management & Administration

Top 10 Occupations by Annual Openings

OCCUPATION	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH
Office Clerks, General	422	\$37,480	-70	-2%
Stockers and Order Fillers	332	\$31,930	180	9%
Customer Service Representatives	279	\$36,860	10	1%
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	257	\$38,610	-200	-7%
General and Operations Managers	198	\$94,010	170	8%
Bookkeeping, Accounting, and Auditing Clerks	190	\$41,930	-10	-1%
First-Line Supervisors of Office and Administrative Support Workers	143	\$58,610	0	0
Receptionists and Information Clerks	113	\$29,030	40	5%
Human Resources Specialists	78	\$59,200	90	13%
Postal Service Mail Carriers	33	\$51,710	30	7%

Top 10 Occupations by Median Wage

OCCUPATION	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH
Computer and Information Systems Managers	20	\$133,410	30	14%
Purchasing Managers	5	\$127,590	10	20%
Human Resources Managers	13	\$115,150	20	15%
Industrial Production Managers	16	\$104,480	10	5%
General and Operations Managers	198	\$94,010	170	8%
Management Analysts	22	\$77,760	30	16%
Operations Research Analysts	1	\$76,190	0	0
Compensation, Benefits, and Job Analysis Specialists	5	\$69,990	10	25%
Training and Development Specialists	18	\$66,060	10	6%
Executive Secretaries and Executive Administrative Assistants	24	\$62,710	-60	-19%

Top 10 Occupations by Growth

OCCUPATION	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH
Compensation, Benefits, and Job Analysis Specialists	5	\$69,990	10	25%
Meeting, Convention, and Event Planners	4	\$56,130	10	25%
Purchasing Managers	5	\$127,590	10	20%
Management Analysts	22	\$77,760	30	16%
Human Resources Managers	13	\$115,150	20	15%
Computer and Information Systems Managers	20	\$133,410	30	14%
Human Resources Specialists	78	\$59,200	90	13%
Postal Service Clerks	17	\$54,180	20	11%
Stockers and Order Fillers	332	\$31,930	180	9%
General and Operations Managers	198	\$94,010	170	8%

Top High-Value Occupations

OCCUPATION	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH
Customer Service Representatives	279	\$36,860	10	1%
General and Operations Managers	198	\$94,010	170	8%
Human Resources Specialists	78	\$59,200	90	13%
Postal Service Mail Carriers	33	\$51,710	30	7%
Management Analysts	22	\$77,760	30	16%
Computer and Information Systems Managers	20	\$133,410	30	14%
Training and Development Specialists	18	\$66,060	10	6%
Postal Service Clerks	17	\$54,180	20	11%
Industrial Production Managers	16	\$104,480	10	5%
Human Resources Managers	13	\$115,150	20	15%



Marketing

Top 10 Occupations by Annual Openings

OCCUPATION	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH
Retail Salespersons	644	\$28,000	60	1%
Cashiers	601	\$23,380	-190	-5%
First-Line Supervisors of Retail Sales Workers	145	\$42,020	-50	-3%
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	141	\$73,890	70	5%
Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	71	\$51,290	80	15%
Real Estate Sales Agents	70	\$68,310	0	0
Counter and Rental Clerks	36	\$35,610	30	11%
Market Research Analysts and Marketing Specialists	33	\$52,780	50	19%
Sales Managers	28	\$123,600	40	15%
Property, Real Estate, and Community Association Managers	24	\$73,680	20	7%

Top 10 Occupations by Median Wage

OCCUPATION	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH
Sales Managers	28	\$123,600	40	15%
Marketing Managers	12	\$119,990	20	17%
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	8	\$78,180	-10	-9%
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	141	\$73,890	70	5%
Property, Real Estate, and Community Association Managers	24	\$73,680	20	7%
Real Estate Sales Agents	70	\$68,310	0	0
Public Relations Specialists	17	\$61,090	30	20%
Market Research Analysts and Marketing Specialists	33	\$52,780	50	19%
Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	71	\$51,290	80	15%
First-Line Supervisors of Retail Sales Workers	145	\$42,020	-50	-3%

Top 10 Occupations by Growth

OCCUPATION	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH
Public Relations Specialists	17	\$61,090	30	20%
Market Research Analysts and Marketing Specialists	33	\$52,780	50	19%
Marketing Managers	12	\$119,990	20	17%
Sales Managers	28	\$123,600	40	15%
Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	71	\$51,290	80	15%
Counter and Rental Clerks	36	\$35,610	30	11%
Property, Real Estate, and Community Association Managers	24	\$73,680	20	7%
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	141	\$73,890	70	5%
Retail Salespersons	644	\$28,000	60	1%
Advertising Sales Agents	5	***	0	0

Top High-Value Occupations

OCCUPATION	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	141	\$73,890	70	5%
Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	71	\$51,290	80	15%
Counter and Rental Clerks	36	\$35,610	30	11%
Market Research Analysts and Marketing Specialists	33	\$52,780	50	19%
Sales Managers	28	\$123,600	40	15%
Property, Real Estate, and Community Association Managers	24	\$73,680	20	7%
Public Relations Specialists	17	\$61,090	30	20%
Marketing Managers	12	\$119,990	20	17%

*** Indicates no annual openings, median wages, or projected new jobs data available for this occupation in this region.



Architecture & Construction

Top 10 Occupations by Annual Openings

OCCUPATION	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH
Construction Laborers	571	\$47,720	310	6%
Operating Engineers and Other Construction Equipment Operators	238	\$55,220	60	3%
First-Line Supervisors of Construction Trades and Extraction Workers	140	\$79,600	50	4%
Electricians	99	\$66,050	90	11%
Carpenters	98	\$48,680	40	4%
Roustabouts, Oil and Gas	73	\$38,190	-10	-2%
Plumbers, Pipefitters, and Steamfitters	63	\$90,750	40	7%
Highway Maintenance Workers	56	\$46,510	20	4%
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	47	\$48,630	30	7%
Service Unit Operators, Oil and Gas	42	\$40,590	-30	-8%

Top 10 Occupations by Median Wage

OCCUPATION	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH
Construction Managers	39	\$130,520	40	9%
Electrical Power-Line Installers and Repairers	19	\$94,250	20	10%
Plumbers, Pipefitters, and Steamfitters	63	\$90,750	40	7%
Civil Engineers	33	\$80,100	20	5%
First-Line Supervisors of Construction Trades and Extraction Workers	140	\$79,600	50	4%
Cost Estimators	20	\$73,930	0	0
Stationary Engineers and Boiler Operators	3	\$72,390	0	0
Electricians	99	\$66,050	90	11%
Operating Engineers and Other Construction Equipment Operators	238	\$55,220	60	3%
Architectural and Civil Drafters	18	\$54,440	0	0

Top 10 Occupations by Growth

OCCUPATION	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH
Millwrights	2	***	10	50%
Helpers—Pipelayers, Plumbers, Pipefitters, and Steamfitters	9	***	10	13%
Electricians	99	\$66,050	90	11%
Electrical Power-Line Installers and Repairers	19	\$94,250	20	10%
Construction Managers	39	\$130,520	40	9%
Plumbers, Pipefitters, and Steamfitters	63	\$90,750	40	7%
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	47	\$48,630	30	7%
Painters, Construction and Maintenance	31	\$46,010	20	6%
Construction Laborers	571	\$47,720	310	6%
Civil Engineers	33	\$80,100	20	5%

Top High-Value Occupations

OCCUPATION	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH
Construction Laborers	571	\$47,720	310	6%
Operating Engineers and Other Construction Equipment Operators	238	\$55,220	60	3%
First-Line Supervisors of Construction Trades and Extraction Workers	140	\$79,600	50	4%
Electricians	99	\$66,050	90	11%
Carpenters	98	\$48,680	40	4%
Plumbers, Pipefitters, and Steamfitters	63	\$90,750	40	7%
Highway Maintenance Workers	56	\$46,510	20	4%
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	47	\$48,630	30	7%
Construction Managers	39	\$130,520	40	9%
Civil Engineers	33	\$80,100	20	5%

*** Indicates no annual openings, median wages, or projected new jobs data available for this occupation in this region.



Transportation, Distribution & Logistics

Top 10 Occupations by Annual Openings

OCCUPATION	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH
Heavy and Tractor-Trailer Truck Drivers	419	\$50,320	240	7%
Laborers and Freight, Stock, and Material Movers, Hand	403	\$36,180	250	9%
Cleaners of Vehicles and Equipment	104	\$28,600	60	9%
Automotive Service Technicians and Mechanics	81	\$45,230	0	0
Packers and Packagers, Hand	63	\$29,820	20	5%
Industrial Truck and Tractor Operators	59	\$38,350	30	6%
Mobile Heavy Equipment Mechanics, Except Engines	57	\$54,850	50	10%
Dispatchers, Except Police, Fire, and Ambulance	45	\$46,150	40	9%
Billing and Posting Clerks	38	\$39,380	10	3%
Bus and Truck Mechanics and Diesel Engine Specialists	36	\$49,240	40	12%

Top 10 Occupations by Median Wage

OCCUPATION	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH
Transportation, Storage, and Distribution Managers	16	\$96,600	20	12%
Logisticians	17	\$75,900	40	29%
Mobile Heavy Equipment Mechanics, Except Engines	57	\$54,850	50	10%
Heavy and Tractor-Trailer Truck Drivers	419	\$50,320	240	7%
Bus and Truck Mechanics and Diesel Engine Specialists	36	\$49,240	40	12%
Aircraft Mechanics and Service Technicians	6	\$47,820	10	20%
Wellhead Pumpers	7	\$46,840	0	0
Dispatchers, Except Police, Fire, and Ambulance	45	\$46,150	40	9%
Automotive Service Technicians and Mechanics	81	\$45,230	0	0
Billing and Posting Clerks	38	\$39,380	10	3%

Top 10 Occupations by Growth

OCCUPATION	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH
Logisticians	17	\$75,900	40	29%
Aircraft Mechanics and Service Technicians	6	\$47,820	10	20%
Transportation, Storage, and Distribution Managers	16	\$96,600	20	12%
Bus and Truck Mechanics and Diesel Engine Specialists	36	\$49,240	40	12%
Captains, Mates, and Pilots of Water Vessels	11	***	10	10%
Mobile Heavy Equipment Mechanics, Except Engines	57	\$54,850	50	10%
Dispatchers, Except Police, Fire, and Ambulance	45	\$46,150	40	9%
Laborers and Freight, Stock, and Material Movers, Hand	403	\$36,180	250	9%
Cleaners of Vehicles and Equipment	104	\$28,600	60	9%
Heavy and Tractor-Trailer Truck Drivers	419	\$50,320	240	7%

Top High-Value Occupations

OCCUPATION	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH
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Laborers and Freight, Stock, and Material Movers, Hand	403	\$36,180	250	9%
Industrial Truck and Tractor Operators	59	\$38,350	30	6%
Mobile Heavy Equipment Mechanics, Except Engines	57	\$54,850	50	10%
Dispatchers, Except Police, Fire, and Ambulance	45	\$46,150	40	9%
Billing and Posting Clerks	38	\$39,380	10	3%
Bus and Truck Mechanics and Diesel Engine Specialists	36	\$49,240	40	12%
Logisticians	17	\$75,900	40	29%
Transportation, Storage, and Distribution Managers	16	\$96,600	20	12%
Aircraft Mechanics and Service Technicians	6	\$47,820	10	20%

*** Indicates no annual openings, median wages, or projected new jobs data available for this occupation in this region.



Manufacturing

Top 10 Occupations by Annual Openings

OCCUPATION	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH
Maintenance and Repair Workers, General	177	\$46,690	120	7%
First-Line Supervisors of Production and Operating Workers	104	\$66,890	50	5%
Industrial Machinery Mechanics	101	\$58,660	180	20%
Welders, Cutters, Solderers, and Brazers	98	\$48,780	50	6%
Multiple Machine Tool Setters, Operators, and Tenders, Metal and Plastic	63	\$46,410	10	2%
Chemical Equipment Operators and Tenders	62	***	40	7%
First-Line Supervisors of Mechanics, Installers, and Repairers	56	\$70,220	50	9%
Inspectors, Testers, Sorters, Samplers, and Weighers	54	\$46,860	-40	-8%
Machinists	40	\$47,180	10	3%
Computer Numerically Controlled Tool Operators	40	\$47,780	-40	-9%

Top 10 Occupations by Median Wage

OCCUPATION	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH
Electrical and Electronics Repairers, Powerhouse, Substation, and Relay	2	\$98,580	0	0
First-Line Supervisors of Mechanics, Installers, and Repairers	56	\$70,220	50	9%
First-Line Supervisors of Production and Operating Workers	104	\$66,890	50	5%
Mechanical Engineering Technologists and Technicians	1	\$60,980	0	0
Electrical and Electronic Engineering Technologists and Technicians	8	\$60,530	10	13%
Computer Numerically Controlled Tool Programmers	4	\$60,070	10	33%
Industrial Machinery Mechanics	101	\$58,660	180	20%
Chemical Technicians	13	\$54,170	10	9%
Medical Equipment Repairers	10	\$53,870	0	0
Maintenance Workers, Machinery	9	\$52,660	10	11%

Top 10 Occupations by Growth

OCCUPATION	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH
Computer Numerically Controlled Tool Programmers	4	\$60,070	10	33%
Coin, Vending, and Amusement Machine Servicers and Repairers	3	***	10	33%
Industrial Machinery Mechanics	101	\$58,660	180	20%
Sewing Machine Operators	8	***	10	17%
Production, Planning, and Expediting Clerks	29	\$49,980	30	13%
Electrical and Electronic Engineering Technologists and Technicians	8	\$60,530	10	13%
Maintenance Workers, Machinery	9	\$52,660	10	11%
Chemical Technicians	13	\$54,170	10	9%
First-Line Supervisors of Mechanics, Installers, and Repairers	56	\$70,220	50	9%
Chemical Equipment Operators and Tenders	62	***	40	7%

Top High-Value Occupations

OCCUPATION	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH
Maintenance and Repair Workers, General	177	\$46,690	120	7%
First-Line Supervisors of Production and Operating Workers	104	\$66,890	50	5%
Industrial Machinery Mechanics	101	\$58,660	180	20%
Welders, Cutters, Solderers, and Brazers	98	\$48,780	50	6%
Multiple Machine Tool Setters, Operators, and Tenders, Metal and Plastic	63	\$46,410	10	2%
First-Line Supervisors of Mechanics, Installers, and Repairers	56	\$70,220	50	9%
Machinists	40	\$47,180	10	3%
Production, Planning, and Expediting Clerks	29	\$49,980	30	13%
Coating, Painting, and Spraying Machine Setters, Operators, and Tenders	18	\$41,700	10	6%
Chemical Technicians	13	\$54,170	10	9%

*** Indicates no annual openings, median wages, or projected new jobs data available for this occupation in this region.

Regional Occupations

Finally, to better understand the overall employment landscape of the Southwest Corner Workforce Development Area (WDA), the top twenty occupations, overall, are listed by annual openings, median wages, growth, and high-value. This type of analysis provides a broader picture of occupations with the highest demand, wages, and growth across all clusters within the region.

Top 20 Occupations by Annual Openings

OCCUPATION	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH	CLUSTER
Fast Food and Counter Workers	1,417	\$22,660	1010	17%	Hospitality & Tourism
Retail Salespersons	644	\$28,000	60	1%	Marketing
Cashiers	601	\$23,380	-190	-5%	Marketing
Construction Laborers	571	\$47,720	310	6%	Architecture & Construction
Office Clerks, General	422	\$37,480	-70	-2%	Business Management & Administration
Heavy and Tractor-Trailer Truck Drivers	419	\$50,320	240	7%	Transportation, Distribution & Logistics
Laborers and Freight, Stock, and Material Movers, Hand	403	\$36,180	250	9%	Transportation, Distribution & Logistics
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	354	\$29,640	200	8%	Hospitality & Tourism
Stockers and Order Fillers	332	\$31,930	180	9%	Business Management & Administration
Customer Service Representatives	279	\$36,860	10	1%	Business Management & Administration
Waiters and Waitresses	277	\$28,820	300	27%	Hospitality & Tourism
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	257	\$38,610	-200	-7%	Business Management & Administration
Hairdressers, Hairstylists, and Cosmetologists	251	\$28,150	360	20%	Human Services
Security Guards	249	\$34,840	280	18%	Law, Public Safety, Corrections & Security
Operating Engineers and Other Construction Equipment Operators	238	\$55,220	60	3%	Architecture & Construction
Nursing Assistants	209	\$36,100	50	3%	Health Science
General and Operations Managers	198	\$94,010	170	8%	Business Management & Administration
Bookkeeping, Accounting, and Auditing Clerks	190	\$41,930	-10	-1%	Business Management & Administration
Maintenance and Repair Workers, General	177	\$46,690	120	7%	Manufacturing
Maids and Housekeeping Cleaners	152	\$28,870	80	8%	Hospitality & Tourism

Top 20 Occupations by Median Wage

OCCUPATION	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH	CLUSTER
Architectural and Engineering Managers	15	\$151,490	10	5%	Science, Technology, Engineering & Mathematics
Computer and Information Systems Managers	20	\$133,410	30	14%	Business Management & Administration
Construction Managers	39	\$130,520	40	9%	Architecture & Construction
Pharmacists	10	\$129,310	-30	-9%	Health Science
Financial Managers	40	\$127,960	90	23%	Finance
Purchasing Managers	5	\$127,590	10	20%	Business Management & Administration
Sales Managers	28	\$123,600	40	15%	Marketing
Marketing Managers	12	\$119,990	20	17%	Marketing
Human Resources Managers	13	\$115,150	20	15%	Business Management & Administration
Nurse Practitioners	34	\$109,520	140	45%	Health Science
Chemical Engineers	3	\$105,430	10	50%	Science, Technology, Engineering & Mathematics
Education Administrators, Kindergarten through Secondary	18	\$104,530	10	4%	Education & Training
Industrial Production Managers	16	\$104,480	10	5%	Business Management & Administration
Lawyers	10	\$103,090	30	19%	Law, Public Safety, Corrections & Security
Medical and Health Services Managers	30	\$101,700	70	25%	Health Science
Electrical and Electronics Repairers, Powerhouse, Substation, and Relay	2	\$98,580	0	0	Manufacturing
Materials Engineers	1	\$97,460	0	0	Science, Technology, Engineering & Mathematics
Electrical Engineers	19	\$97,010	30	12%	Science, Technology, Engineering & Mathematics
Transportation, Storage, and Distribution Managers	16	\$96,600	20	12%	Transportation, Distribution & Logistics
Mathematical Science Teachers, Postsecondary	2	\$94,470	0	0	Education & Training

Top 20 Occupations by Growth

OCCUPATION	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH	CLUSTER
Cooks, Restaurant	130	\$29,250	320	62%	Hospitality & Tourism
Chemical Engineers	3	\$105,430	10	50%	Science, Technology, Engineering & Mathematics
Physician Assistants	2	***	10	50%	Health Science
Millwrights	2	***	10	50%	Architecture & Construction
Writers and Authors	2	\$74,150	10	50%	Arts, Audio/Video Technology & Communications
Nurse Practitioners	34	\$109,520	140	45%	Health Science
Bartenders	118	\$21,390	180	35%	Hospitality & Tourism
Chemists	8	\$81,500	20	33%	Science, Technology, Engineering & Mathematics
Health Specialties Teachers, Postsecondary	4	***	10	33%	Education & Training
Producers and Directors	4	***	10	33%	Arts, Audio/Video Technology & Communications
Computer Numerically Controlled Tool Programmers	4	\$60,070	10	33%	Manufacturing
Funeral Home Managers	3	***	10	33%	Human Services
Social Workers, All Other	3	***	10	33%	Human Services
Farm Equipment Mechanics and Service Technicians	3	***	10	33%	Agriculture, Food & Natural Resources
Coin, Vending, and Amusement Machine Servicers and Repairers	3	***	10	33%	Manufacturing
Dining Room and Cafeteria Attendants and Bartender Helpers	30	\$24,520	40	31%	Hospitality & Tourism
Logisticians	17	\$75,900	40	29%	Transportation, Distribution & Logistics
Waiters and Waitresses	277	\$28,820	300	27%	Hospitality & Tourism
Dishwashers	80	\$24,720	100	26%	Hospitality & Tourism
Medical and Health Services Managers	30	\$101,700	70	25%	Health Science

Top 20 High-Value Occupations

OCCUPATION	ANNUAL OPENINGS	MEDIAN WAGES	PROJECTED NEW JOBS	GROWTH	CLUSTER
Construction Laborers	571	\$47,720	310	6%	Architecture & Construction
Heavy and Tractor-Trailer Truck Drivers	419	\$50,320	240	7%	Transportation, Distribution & Logistics
Laborers and Freight, Stock, and Material Movers, Hand	403	\$36,180	250	9%	Transportation, Distribution & Logistics
Customer Service Representatives	279	\$36,860	10	1%	Business Management & Administration
Operating Engineers and Other Construction Equipment Operators	238	\$55,220	60	3%	Architecture & Construction
Nursing Assistants	209	\$36,100	50	3%	Health Science
General and Operations Managers	198	\$94,010	170	8%	Business Management & Administration
Maintenance and Repair Workers, General	177	\$46,690	120	7%	Manufacturing
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	141	\$73,890	70	5%	Marketing
First-Line Supervisors of Construction Trades and Extraction Workers	140	\$79,600	50	4%	Architecture & Construction
Accountants and Auditors	119	\$73,020	140	12%	Finance
Medical Assistants	119	\$36,320	80	9%	Health Science
First-Line Supervisors of Production and Operating Workers	104	\$66,890	50	5%	Manufacturing
Industrial Machinery Mechanics	101	\$58,660	180	20%	Manufacturing
Electricians	99	\$66,050	90	11%	Architecture & Construction
Welders, Cutters, Solderers, and Brazers	98	\$48,780	50	6%	Manufacturing
Carpenters	98	\$48,680	40	4%	Architecture & Construction
Elementary School Teachers, Except Special Education	96	\$62,360	40	3%	Education & Training
Police and Sheriff's Patrol Officers	82	\$73,030	40	4%	Law, Public Safety, Corrections & Security
Human Resources Specialists	78	\$59,200	90	13%	Business Management & Administration

*** Indicates no annual openings, median wages, or projected new jobs data available for this occupation in this region.

In Review

Summary & Recommendations

The use of updated labor market information is an important tool for a region to ensure that its learners have career opportunities with life-sustaining wages and employers have a steady pipeline of qualified workers. District leaders can use labor market information to identify gaps in program offerings, address unmet needs and improve access of their CTE programs.

The goal of this report is to provide regional labor market information to local leaders so they can better position their CTE programs to prepare students to access high-value occupations in their region.

Analysis of regional workforce data indicates that the top employing industries in this region are: Health Care and Social Assistance, Retail Trade, Manufacturing, Construction, and Accommodation and Food Services. Growing occupations within these industries are included in the Industry Overview section of this report.

Further, it can be concluded that the top high-value career clusters in the region that have strong demand and can provide good career opportunities are:

- Business Management & Administration
- Marketing
- Architecture & Construction
- Transportation, Distribution & Logistics
- Manufacturing

A detailed analysis of top occupations within each of these cluster is included in the Career Cluster Occupation section of this report.

Based on this report, CTE programs in the region need to focus their efforts to align program offerings with these high-value clusters and top occupations within these clusters. Participating in these CTE programs will provide learners with the technical skills and credentials needed to accelerate growth and individual opportunity. The ability to meet workforce demands will allow better labor market alignment in the region.



Agriculture, Food &
Natural Resources

This cluster is focused on the production, processing, marketing, distribution, financing, and development of agricultural commodities and resources including food, fiber, wood products, natural resources, horticulture, and other plant and animal products or resources.



Architecture &
Construction

This cluster is focused on careers in designing, planning, managing, building and maintaining the built environment.



Arts, Audio/Video
Technology &
Communications

This cluster is focused on designing, producing, exhibiting, performing, writing, and publishing multimedia content including visual and performing arts and design, journalism and entertainment services.



Business Management
& Administration

This cluster is focused on careers in planning, organizing, directing and evaluating business functions essential to efficient and productive business operations.



Education & Training

This cluster is focused on planning, managing and providing education and training services, and related learning support services.



Finance

This cluster is focused on planning, services for financial and investment planning, banking, insurance, and business financial management.



Government & Public Administration

This cluster is focused on planning and performing government functions at the local, state and federal levels, including governance, national security, foreign service, planning, revenue and taxation, and regulations.



Health Science

This cluster is focused on planning, managing, and providing therapeutic services, diagnostic services, health informatics, support services, and biotechnology research and development.



Hospitality & Tourism

This cluster is focused on management, marketing and operations of restaurants and other food services, lodging, attractions, recreation events and travel related services.



Human Services

This cluster is focused on preparing individuals for employment in careers that relate to families and human needs such as counseling and mental health services, family and community services, personal care and consumer services.



Information Technology

This cluster is focused on building linkages in information technology occupations for entry level, technical and professional careers related to the design, development, support and management of hardware, software, multimedia and systems integration services.



Law, Public Safety,
Corrections & Security

This cluster is focused on planning, managing, and providing legal, public safety and protective services and homeland security, including professional and technical support services.



Manufacturing

This cluster is focused on planning, managing and performing the processing of materials into intermediate or final products and related professional and technical support activities such as production planning and control, maintenance and manufacturing, and process engineering.



Marketing

This cluster is focused on planning, managing and performing marketing activities to reach organizational objectives.



Science, Technology,
Engineering &
Mathematics

This cluster is focused on planning, managing and providing scientific research and professional and technical services (e.g., physical science, social science, engineering) including laboratory and testing services, and research and development services.



Transportation,
Distribution & Logistics

This cluster is focused on planning, management, and movement of people, materials, and goods by road, pipeline, air, rail and water and related professional support services such as transportation infrastructure planning and management, logistics services, mobile equipment and facility maintenance.

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