

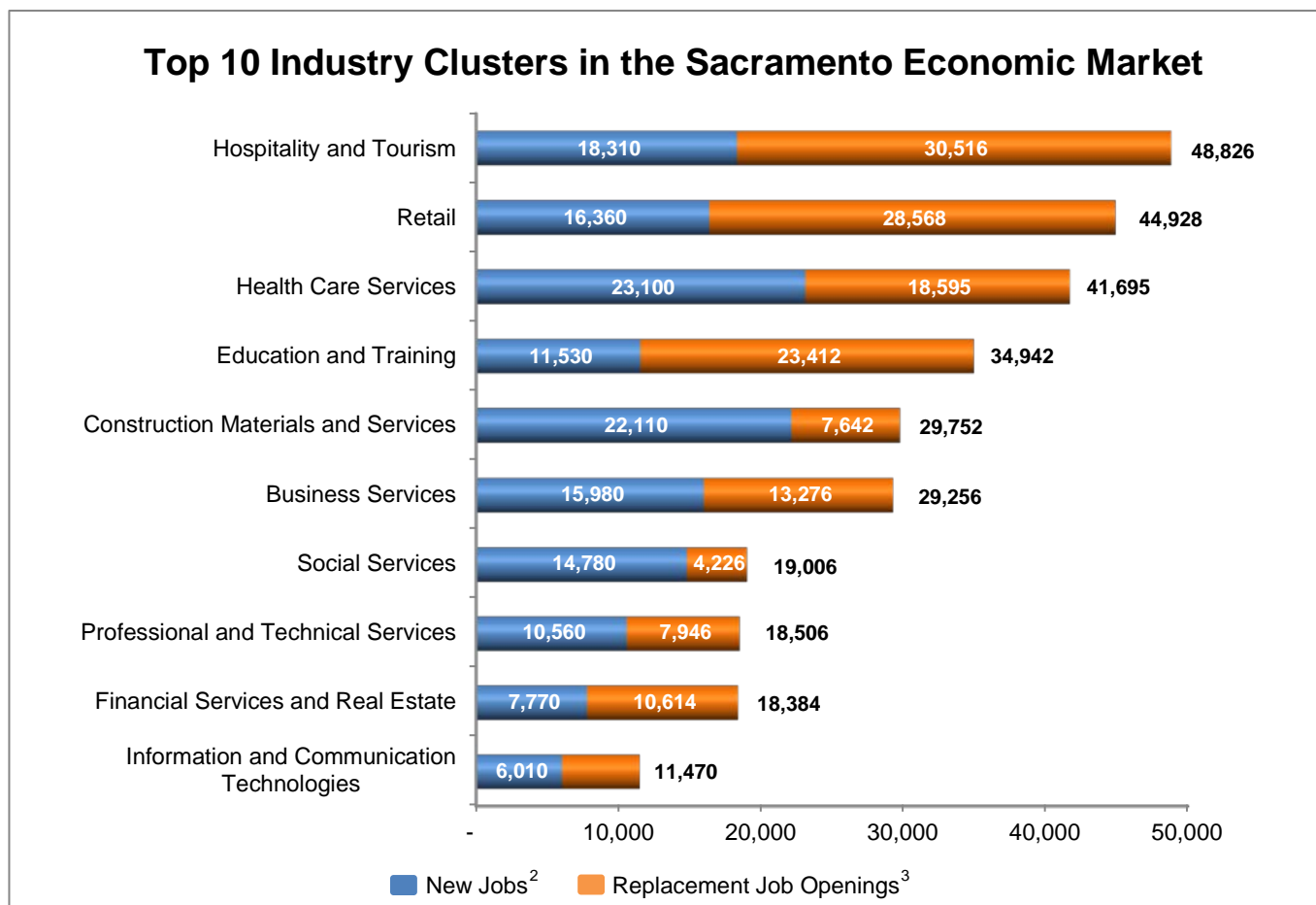
Sacramento Economic Market: Reaching New Heights

Alpine, El Dorado, Nevada, Placer, Sacramento, Sutter, Yolo, and Yuba Counties

As part of the California Employment Development Department's 2015 Labor Day campaign, we highlight our *Regional Economic Analysis Profiles*. Each profile focuses on future employment demand of economic market industry clusters and features them as primary investment opportunities for the California workforce development system. The goal of each profile is to identify industry clusters and associated occupations with the largest number of total projected job openings.¹

Why Industry Clusters?

Industry clusters are groups of associated industries in an economic market that stimulate the creation of new businesses and job opportunities in a particular field. The application of workforce and economic development resources toward the continual development of industry clusters will help stimulate economic growth and boost the number of employment opportunities for the labor force. To view complete *Regional Economic Analysis Profiles*, go to www.labormarketinfo.edd.ca.gov/Regional_Economic_Analysis_Profiles.html.



Source: California Employment Development Department, *Projections of Employment 2012-2022*. Industry and occupational employment projections for 2012-2022 in this report are not directly comparable to the published 2012-2022 employment projections available online at www.labormarketinfo.edd.ca.gov.

¹ Total projected job openings are the sum of new jobs and replacement job openings.

² New jobs are only openings due to growth and do not include job decline. If an occupation's employment change is negative, there is no job growth and new jobs are set to zero.

³ Replacement job openings estimate the number of job openings created when workers retire or permanently leave an occupation and need to be replaced.

Hospitality and Tourism Cluster — Top Occupations by Education Level

The table below identifies top occupations with the most total projected job openings, categorized by entry-level education requirements, within the Hospitality and Tourism cluster. This industry cluster includes interrelated industries such as eating establishments, hotels and motels, casinos, museums, and sightseeing transportation. The table shows total projected job openings and median hourly and annual wages in the economic market. Also included are online job advertisements for the Sacramento Economic Market, extracted from The Conference Board Help Wanted OnLine™ (HWOL) data series over a recent 120-day period.

Occupations	Total Projected 2012-2022 Job Openings ⁴	2015 Median Hourly Wage ⁵	2015 Median Annual Wage ⁵	Job Ads ⁶
Requires a Bachelor's Degree or Higher				
Coaches and Scouts	333	N/A	\$25,440	256
General and Operations Managers	293	\$46.15	\$96,004	437
Recreation Workers	73	\$11.28	\$23,470	113
Meeting, Convention, and Event Planners	66	\$22.22	\$46,220	62
Sales Managers	37	\$50.27	\$104,562	534
Requires Some College, Postsecondary Non-Degree Award, or Associate's Degree				
Massage Therapists	30	\$17.85	\$37,125	141
Skincare Specialists	21	\$12.79	\$26,600	61
Web Developers	18	\$31.84	\$66,229	839
Hairdressers, Hairstylists, and Cosmetologists	12	\$11.61	\$24,151	289
Computer User Support Specialists	5	\$26.58	\$55,292	1,238
Requires a High School Diploma or Equivalent or Less				
Combined Food Preparation and Serving Workers, Including Fast Food	9,885	\$9.43	\$19,609	738
Waiters and Waitresses	8,339	\$9.25	\$19,250	487
Cooks, Restaurant	2,972	\$11.61	\$24,147	617
Cooks, Fast Food	2,889	\$9.29	\$19,311	64
First-Line Supervisors of Food Preparation and Serving Workers	2,263	\$14.19	\$29,513	1,033

Common Skills and Work Activities

Grouping occupations by education levels allows individuals to better gauge the potential for skills transference and upward mobility within the Hospitality and Tourism cluster. Workers employed within this cluster span all skill levels and share skills and work activities both within the cluster and in many other industry clusters. According to the U.S. Department of Labor's Occupational Information Network (O*NET), the most commonly shared skills for the occupations listed above include active listening, critical thinking, monitoring, reading comprehension, and speaking.

In addition to shared skills, these occupations also have many work activities in common. These include communicating with supervisors, peers, or subordinates; establishing and maintaining interpersonal relationships; and organizing, planning, and prioritizing work.

⁴ For the 2012-2022 period, the total projected job openings reflect the sum of new and replacement jobs.

⁵ EDD/LMID Occupational Employment Statistics; Median wage is the point at which half of workers earn more and half earn less. The wages are from the 2015 first quarter and do not include self-employed or unpaid family workers.

⁶ The data from The Conference Board Help Wanted OnLine™ (HWOL) data series reflects occupations with the highest number of online job advertisements in 120 day period ending August 5, 2015.

Retail Cluster — Top Occupations by Education Level

The table below identifies top occupations with the most total projected job openings, categorized by entry-level education requirements, within the Retail cluster. This industry cluster includes interrelated industries such as grocery and department stores, dollar stores, retail pharmacies, and clothing specialty stores. The table shows total projected job openings and median hourly and annual wages in the economic market. Also included are online job advertisements for the Sacramento Economic Market, extracted from The Conference Board Help Wanted OnLine™ (HWOL) data series over a recent 120-day period.

Occupations	Total Projected 2012-2022 Job Openings ⁷	2015 Median Hourly Wage ⁸	2015 Median Annual Wage ⁸	Job Ads ⁹
Requires a Bachelor's Degree or Higher				
General and Operations Managers	581	\$46.15	\$96,004	437
Pharmacists	313	\$66.76	\$138,853	212
Sales Managers	288	\$50.27	\$104,562	534
Loan Officers	60	\$29.78	\$61,938	450
Cost Estimators	59	\$31.78	\$66,100	108
Requires Some College, Postsecondary Non-Degree Award, or Associate's Degree				
Heavy and Tractor-Trailer Truck Drivers	85	\$19.17	\$39,869	2,620
Computer, Automated Teller, and Office Machine Repairers	45	\$19.40	\$40,362	12
First-Line Supervisors of Production and Operating Workers	38	\$28.22	\$58,685	474
Hairdressers, Hairstylists, and Cosmetologists	37	\$11.61	\$24,151	289
Computer User Support Specialists	16	\$26.58	\$55,292	1,238
Requires a High School Diploma or Equivalent or Less				
Retail Salespersons	12,399	\$11.87	\$24,706	1,723
Cashiers	10,309	\$10.91	\$22,697	499
Stock Clerks and Order Fillers	3,672	\$12.31	\$25,601	599
First-Line Supervisors of Retail Sales Workers	3,042	\$18.83	\$39,168	1,422
Combined Food Preparation and Serving Workers, Including Fast Food	1,282	\$9.43	\$19,609	738

Common Skills and Work Activities

Grouping occupations by education levels allows individuals to better gauge the potential for skills transference and upward mobility within the Retail cluster. Workers employed within this cluster span all skill levels and share skills and work activities both within the cluster and in many other industry clusters. According to the U.S. Department of Labor's Occupational Information Network (O*NET), the most commonly shared skills for the occupations listed above include critical thinking, speaking, active listening, monitoring, and reading comprehension.

In addition to shared skills, these occupations also have many work activities in common. These include establishing and maintaining interpersonal relationships; organizing, planning, and prioritizing work; and communicating with supervisors, peers, or subordinates.

⁷ For the 2012-2022 period, the total projected job openings reflect the sum of new and replacement jobs.

⁸ EDD/LMID Occupational Employment Statistics; Median wage is the point at which half of workers earn more and half earn less. The wages are from the 2015 first quarter and do not include self-employed or unpaid family workers.

⁹ The data from The Conference Board Help Wanted OnLine™ (HWOL) data series reflects occupations with the highest number of online job advertisements in 120 day period ending August 5, 2015.

Health Care Services Cluster — Top Occupations by Education Level

The table below identifies top occupations with the most total projected job openings, categorized by entry-level education requirements, within the Health Care Services cluster. This industry cluster includes interrelated industries such as acute care and outpatient hospitals, nursing homes and rehabilitation centers, adult day care centers, and community service agencies for the elderly. The table shows total projected job openings and median hourly and annual wages in the economic market. Also included are online job advertisements for the Sacramento Economic Market, extracted from The Conference Board Help Wanted OnLine™ (HWOL) data series over a recent 120-day period.

Occupations	Total Projected 2012-2022 Job Openings ¹⁰	2015 Median Hourly Wage ¹¹	2015 Median Annual Wage ¹¹	Job Ads ¹²
Requires a Bachelor's Degree or Higher				
Medical and Health Services Managers	692	\$60.42	\$125,666	1,059
Physical Therapists	399	\$47.11	\$97,975	534
Physician Assistants	380	\$52.30	\$108,781	178
Nurse Practitioners	346	\$53.01	\$110,242	71
General and Operations Managers	309	\$46.15	\$96,004	437
Requires Some College, Postsecondary Non-Degree Award, or Associate's Degree				
Registered Nurses	6,323	\$52.28	\$108,739	3,405
Medical Assistants	2,588	\$17.12	\$35,623	538
Nursing Assistants	2,078	\$14.63	\$30,423	200
Licensed Practical and Licensed Vocational Nurses	1,552	\$27.78	\$57,776	495
Dental Hygienists	1,139	\$48.86	\$101,628	113
Requires a High School Diploma or Equivalent or Less				
Personal Care Aides	1,921	\$10.85	\$22,569	854
Medical Secretaries	1,815	\$17.93	\$37,305	798
Receptionists and Information Clerks	1,023	\$13.67	\$28,443	559
Maids and Housekeeping Cleaners	940	\$10.64	\$22,127	683
Home Health Aides	781	\$11.24	\$23,389	314

Common Skills and Work Activities

Grouping occupations by education levels allows individuals to better gauge the potential for skills transference and upward mobility within the Health Care Services cluster. Workers employed within this cluster span all skill levels and share skills and work activities both within the cluster and in many other industry clusters. According to the U.S. Department of Labor's Occupational Information Network (O*NET), the most commonly shared skills for the occupations listed above include active listening, critical thinking, reading comprehension, social perceptiveness, monitoring, and speaking.

In addition to shared skills, these occupations also have many work activities in common. These include establishing and maintaining interpersonal relationships; identifying objects, actions, and events; assisting and caring for others; and organizing, planning, and prioritizing work.

¹⁰ For the 2012-2022 period, the total projected job openings reflect the sum of new and replacement jobs.

¹¹ EDD/LMID Occupational Employment Statistics; Median wage is the point at which half of workers earn more and half earn less. The wages are from the 2015 first quarter and do not include self-employed or unpaid family workers.

¹² The data from The Conference Board Help Wanted OnLine™ (HWOL) data series reflects occupations with the highest number of online job advertisements in 120 day period ending August 5, 2015.