

## San Joaquin Valley Economic Market: Reaching New Heights

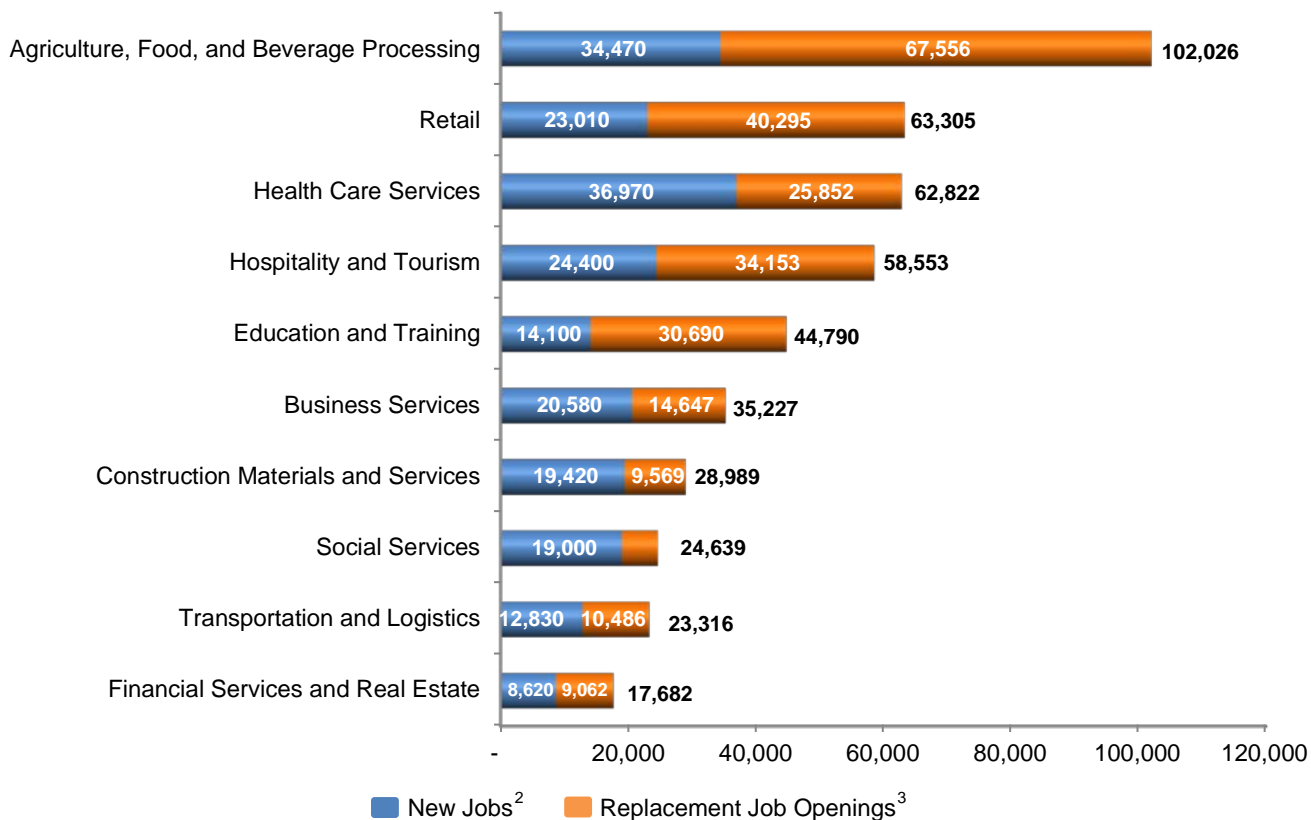
Fresno, Kern, Kings, Madera, Merced, San Joaquin, Stanislaus and Tulare Counties

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.<sup>1</sup>

### 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 [http://www.labormarketinfo.edd.ca.gov/Regional\\_Economic\\_Analysis\\_Profiles.html](http://www.labormarketinfo.edd.ca.gov/Regional_Economic_Analysis_Profiles.html).

### Top 10 Industry Clusters in the San Joaquin Valley Economic Market



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](http://www.labormarketinfo.edd.ca.gov).

<sup>1</sup> Total projected job openings are the sum of new jobs and replacement job openings.

<sup>2</sup> 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.

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

# Agriculture, Food and Beverage Processing 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 Agriculture, Food, and Beverage Processing cluster.

This industry cluster includes establishments primarily engaged in growing crops, raising animals, and manufacturing food and beverages, as well as support activities for crop and animal production. 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 San Joaquin Valley 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 <sup>4</sup>	2015 Median Hourly Wage <sup>5</sup>	2015 Median Annual Wage <sup>5</sup>	Job Ads <sup>6</sup>
<b>Requires a Bachelor's Degree or Higher</b>				
General and Operations Managers	464	\$42.81	\$89,056	442
Accountants and Auditors	327	\$30.32	\$63,070	991
Industrial Production Managers	310	\$40.47	\$84,190	99
Food Scientists and Technologists	176	\$28.49	\$59,271	28
Financial Managers	141	\$46.24	\$96,180	402
<b>Requires Some College, Postsecondary Non-Degree Award, or Associate's Degree</b>				
Heavy and Tractor-Trailer Truck Drivers	729	\$19.02	\$39,581	9,158
First-Line Supervisors of Production and Operating Workers	601	\$26.82	\$55,800	1,269
Agricultural and Food Science Technicians	294	\$17.06	\$35,493	52
Electrical and Electronics Repairers, Commercial and Industrial Equipment	48	\$28.71	\$59,716	17
Computer User Support Specialists	29	\$24.13	\$50,190	1,094
<b>Requires a High School Diploma or Equivalent or Less</b>				
Farmworkers and Laborers, Crop, Nursery, and Greenhouse	56,782	\$9.14	\$19,023	178
Graders and Sorters, Agricultural Products	3,666	\$9.18	\$19,083	22
Farmers, Ranchers, and Other Agricultural Managers	2,972	\$43.69	\$90,875	91
Packers and Packagers, Hand	2,871	\$9.66	\$20,082	130
Agricultural Equipment Operators	2,854	\$10.34	\$21,507	65

## 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 Agriculture, Food, and Beverage Processing 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, active listening, and monitoring.

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

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

<sup>5</sup> 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.

<sup>6</sup> 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 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 San Joaquin Valley 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 <sup>7</sup>	2015 Median Hourly Wage <sup>8</sup>	2015 Median Annual Wage <sup>8</sup>	Job Ads <sup>9</sup>
<b>Requires a Bachelor's Degree or Higher</b>				
General and Operations Managers	684	\$42.81	\$89,056	442
Pharmacists	537	\$67.48	\$140,360	340
Sales Managers	403	\$39.98	\$83,159	438
Loan Officers	88	\$36.54	\$76,002	410
Accountants and Auditors	56	\$30.32	\$63,070	991
<b>Requires Some College, Postsecondary Non-Degree Award, or Associate's Degree</b>				
First-Line Supervisors of Production and Operating Workers	94	\$26.82	\$55,800	1,269
Heavy and Tractor-Trailer Truck Drivers	88	\$19.02	\$39,581	9,158
Computer, Automated Teller, and Office Machine Repairers	64	\$19.46	\$40,480	20
Hairdressers, Hairstylists, and Cosmetologists	54	\$10.13	\$21,069	542
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	35	\$21.62	\$44,968	696
<b>Requires a High School Diploma or Equivalent or Less</b>				
Cashiers	16,792	\$10.04	\$20,885	759
Retail Salespersons	16,662	\$10.87	\$22,599	2,531
Stock Clerks and Order Fillers	5,098	\$11.29	\$23,466	1,162
First-Line Supervisors of Retail Sales Workers	4,090	\$18.91	\$39,329	2,058
Combined Food Preparation and Serving Workers, Including Fast Food	1,817	\$9.37	\$19,477	844

### 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, 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; communicating with supervisors, peers, or subordinates; and making decisions and solving problems.

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

<sup>8</sup> 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.

<sup>9</sup> 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 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 San Joaquin Valley 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 <sup>10</sup>	2015 Median Hourly Wage <sup>11</sup>	2015 Median Annual Wage <sup>11</sup>	Job Ads <sup>12</sup>
<b>Requires a Bachelor's Degree or Higher</b>				
Medical and Health Services Managers	974	\$53.63	\$111,555	1,039
Physical Therapists	581	\$44.45	\$92,465	1,275
Family and General Practitioners	575	\$82.92	\$172,469	278
Physician Assistants	521	\$54.22	\$112,775	381
Nurse Practitioners	519	\$54.33	\$112,997	161
<b>Requires Some College, Postsecondary Non-Degree Award, or Associate's Degree</b>				
Registered Nurses	8,554	\$41.33	\$85,963	6,348
Nursing Assistants	4,403	\$12.10	\$25,174	541
Medical Assistants	4,143	\$13.82	\$28,750	799
Licensed Practical and Licensed Vocational Nurses	2,416	\$24.40	\$50,751	748
Dental Assistants	1,475	\$15.44	\$32,101	555
<b>Requires a High School Diploma or Equivalent or Less</b>				
Medical Secretaries	2,975	\$16.72	\$34,792	1,218
Home Health Aides	2,138	\$10.51	\$21,850	347
Receptionists and Information Clerks	1,759	\$12.38	\$25,750	2,539
Personal Care Aides	1,587	\$9.40	\$19,558	894
Maids and Housekeeping Cleaners	1,146	\$9.65	\$20,061	991

### 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 and social perceptiveness.

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 monitor processes, materials, or surroundings.

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

<sup>11</sup> 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.

<sup>12</sup> 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.