

# CONNECTICUT'S INDUSTRIES AND OCCUPATIONS



## FORECAST 2014

Opportunity • Guidance • Support

CONNECTICUT  
DEPARTMENT  
OF LABOR



Connecticut Employment Projections  
Summer 2006

## INTRODUCTION

John F. Kennedy once said, “Change is the law of life, and those who look only to the past or present are certain to miss the future.” In Connecticut, many of our leading industries and occupations in the past have changed in the present, and many of those will again change in the future. For example, in the 1960s, close to half of our workers or 420,000 were employed in manufacturing, while less than four percent or approximately 34,000 were employed in health care. Today, nearly 12 percent or 188,000 persons work in the healthcare industry, while only 197,000 hold manufacturing jobs. And a majority of those jobs have evolved from unskilled production workers to mainly high-skilled production along with engineering and technical jobs.

As a planning tool, this publication will help assess how technology and growth will continue to affect our industrial make-up and the types of careers in demand over the next decade. By doing so, employment and training specialists, counselors, students, and others who need information on future employment will have the tools necessary to make informed career choices.

## ACKNOWLEDGEMENT

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Questions concerning this report may be addressed to the Job Development Unit at the Connecticut Department of Labor, (860) 263-6280. Additional Labor Market Information is available on the Web at [www.ctdol.state.ct.us/lmi](http://www.ctdol.state.ct.us/lmi) or by calling (860) 263-6275.



**M. Jodi Rell, Governor  
State of Connecticut**

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## **INSIGHTS INTO CONNECTICUT'S FUTURE ECONOMIC DIRECTION**

- Total employment in Connecticut is expected to increase by more than 150,000 or 8.5% over the 10-year period 2004 and 2014. In addition, another 420,000 workers will be needed to replace those that leave the workforce due to retirement or for other reasons.
- Connecticut's industrial make-up, along with the rest of the nation, will continue its shift from a manufacturing-based to a service-based economy. By 2014, Connecticut's manufacturing industry will employ just under 10% of the workforce, higher than the 8.2% at the national level.
- All of the top ten industries expected to create the most new jobs during the projection period are found in the service sector. The education and health services sector will account for half of these industries and provide more than one-third of all new employment opportunities. Additionally, two of the top ten industries can be found in business and professional services, two in hospitality and food services, and one in financial services.
- Sixty percent of the twenty fastest growing occupations in Connecticut will require a minimum of a Bachelor's or Master's degree and command salaries in excess of \$75,000 annually. These occupations include: Computer Software Engineers, Network Systems Analysts, Personal Financial Advisors, and Physical Therapists. The remaining career opportunities will require some form of short/long-term training on the job or an Associate's degree, and can earn salaries ranging from \$25,000-\$56,000 per year depending upon the position and the job candidate's knowledge area and experience.
- As measured by the number of new jobs created, nearly half of Connecticut's leading careers will be management, professional and technical occupations. These include Healthcare Support and Practitioners (+14.5%, 13,700 new jobs), Business and Financial Operations (+12.6%, 11,500 new jobs), Management (+11.6% or 10,800 new jobs), Education and Training (+9.0%, 10,200 new jobs), and Computers and Mathematical occupations (+19% growth, 9,400 new jobs).
- Sales and Related occupations will generate 16,280 new jobs, followed by Food Preparation and Serving occupations, projected to grow nearly 15,000, and Personal Care and Services occupations, increasing by more than 9,000. Only Production occupations are expected to see reduction in their numbers, down slightly more than 4,000. However, replacement of workers who leave the workforce in this group will provide close to 3,000 jobs annually.
- When looking at total job openings, which include replacement workers, a majority will require only short-term on-the-job training for employment. This positive dynamic will open the door for numerous members (i.e., displaced workers, first-time workers) of our state's workforce looking to establish or reestablish a foothold in today's fast paced economy.
- According to the Bureau of Economic Analysis, Connecticut's per capita income rose over 5.5% from 2004-2005, eclipsing the national average of 4.6%. Examining both ends of the wage spectrum, occupations that call for advanced levels of education and professional degrees were paid more than those associated with less education and fewer skills in demand. For example, jobs requiring Doctoral and/or professional degrees made on average more than \$110,000 annually and those needing only short-term on-the-job training earned just over \$25,000 per year.

## **PROJECTIONS METHODOLOGY**

**Industry Projections:** Time series of average annual employment are developed at the four digit North American Industry Classification System (NAICS) level for the state. The principle source for the industry time series is the Quarterly Census of Employment and Wages Report (QCEW) for Connecticut. These time series are the foundation for developing industry employment projections. Additional data, such as projected population, labor force, and school enrollment are used as variables in the development of the initial projections. Once these are completed, they are reviewed and adjusted using knowledge of the industrial and local conditions, such as expected expansions and contractions of employers within the state, technological changes, and government grants and tax incentives, which are not considered in the historical data.

Implicit in the industry projections process are the following major assumptions: fluctuations in economic activity due to normal business cycles will continue to occur; there will be no major war or catastrophe that will radically alter our basic industrial structure; work patterns will not change significantly over the projections period.

**Occupational Projections:** Occupational forecasting represents an attempt to quantify the likely changes in Connecticut's economy throughout the current decade, including the shifting utilization of the state's workforce. The process of creating occupational projections brings together a variety of inputs, including the industrial makeup of our economy, the diversity of work performed across industries, and the anticipated demand for goods and services that drives the state's growth. Together these inputs work to construct a complete and coherent picture of anticipated occupational opportunities for Connecticut's citizens.

Occupational projections are the result of applying industry specific staffing patterns to long-term industry projections. Using the North American Industry Classification System (NAICS), Connecticut's economy is divided into detailed industries using data provided by the state's Unemployment Insurance program. Analysis with respect to each of these industries is performed, creating base (2004) and target-year (2014) totals that form the groundwork for the occupational projections.

With this structure in place, industry specific staffing patterns are applied to the base-year industry totals. These staffing patterns arise from survey data collected from some 21,000 Connecticut employers over a three-year cycle through the Occupational Employment Statistics program. Surveyed employers from most sectors of the economy indicate the number of persons they employ in individual occupations, resulting in a comprehensive snapshot of worker utilization. Staffing patterns are created for each industry surveyed, and their application to industry totals results in base-year occupational projections. Not surveyed under the OES program are self-employed, agricultural, and domestic workers.

The process of creating target-year projections is the same as that for the base-year, though adjustments in staffing patterns are required to reflect anticipated changes in worker utilization over time. Emerging technologies and shifting priorities will increase the demand for some occupations while making others obsolete. The Bureau of Labor Statistics endeavors

to account for these occupational shifts through change factors, which are applied to base-year staffing patterns to create adjusted target-year patterns.

The final step in creating complete statewide occupational projections requires the estimation of self-employed persons not covered by the state's Unemployment Insurance program. The Bureau of Labor Statistics analyzes the proportion of workers in each occupation who are self-employed, and uses this data to compute occupation specific ratios. The ratios are applied to the all industry occupational totals in both the base- and target-year, resulting in estimates of self-employed persons in the workforce by occupation.

Projected job openings in the economy represent opportunities for employment in Connecticut over the projections period. Openings can be divided into two categories: those that arise from economic growth in an occupation and those that arise from the need to replace workers permanently leaving an occupation. Workers who permanently leave their occupation – due to retirement, death, career change, or any other reason – are a significant source of occupational opportunities. However, when a worker moves from one company to another within the same occupation, this is considered turnover, and does not affect the number of openings in that occupation. A negative net change (or growth) for any occupation is treated as zero when added to replacement numbers. The Bureau of Labor Statistics provides occupation specific replacement rates that are applied to base-year projections, creating estimates of replacement need openings for the projection period.

**Limitations:** Users should view employment projections as indicators of the relative magnitude and probable direction rather than absolute numbers. Other factors, such as the supply of workers in a given occupation, will influence the demand for jobs.

# OUR INDUSTRIES



## CURRENT and PROJECTED EMPLOYMENT by MAJOR INDUSTRY GROUPS

Industry Title	Employment		10 Year Change	
	2004	2014	Net	Percent
<b>Total, All Occupations</b>	<b>1,760,690</b>	<b>1,910,870</b>	<b>150,180</b>	<b>8.5%</b>
<b>Self-Employed and Unpaid Workers, Primary Job</b>	<b>122,800</b>	<b>130,440</b>	<b>7,640</b>	<b>6.2%</b>
<b>Agriculture, Forestry, Fishing and Hunting</b>	<b>5,540</b>	<b>5,680</b>	<b>140</b>	<b>2.5%</b>
<b>Utilities</b>	<b>8,660</b>	<b>8,410</b>	<b>-250</b>	<b>-2.9%</b>
<b>Construction</b>	<b>65,810</b>	<b>70,210</b>	<b>4,400</b>	<b>6.7%</b>
Construction of Buildings	14,060	14,460	400	2.8%
Heavy and Civil Engineering Construction	6,340	6,160	-180	-2.8%
Specialty Trade Contractors	45,410	49,590	4,180	9.2%
<b>Manufacturing</b>	<b>197,190</b>	<b>186,730</b>	<b>-10,460</b>	<b>-5.3%</b>
Food Manufacturing	7,200	6,780	-420	-5.8%
Beverage and Tobacco Product Manufacturing	1,090	1,450	360	33.0%
Textile Mills	1,050	570	-480	-45.7%
Textile Product Mills	1,300	1,230	-70	-5.4%
Wood Product Manufacturing	1,810	1,940	130	7.2%
Paper Manufacturing	5,620	4,700	-920	-16.4%
Printing and Related Support Activities	8,410	7,180	-1,230	-14.6%
Chemical Manufacturing	17,290	18,030	740	4.3%
Plastics and Rubber Products Manufacturing	7,630	7,280	-350	-4.6%
Nonmetallic Mineral Product Manufacturing	2,690	2,750	60	2.2%
Primary Metal Manufacturing	4,560	4,350	-210	-4.6%
Fabricated Metal Product Manufacturing	33,730	33,200	-530	-1.6%
Machinery Manufacturing	18,690	16,540	-2,150	-11.5%
Computer and Electronic Product Manufacturing	15,370	13,860	-1,510	-9.8%
Electrical Equipment, Appliances and Component Mfg	10,410	9,190	-1,220	-11.7%
Transportation Equipment Manufacturing	43,130	41,300	-1,830	-4.2%
Furniture and Related Product Manufacturing	3,460	3,740	280	8.1%
Miscellaneous Manufacturing	12,570	11,540	-1,030	-8.2%
<b>Wholesale Trade</b>	<b>65,790</b>	<b>71,380</b>	<b>5,590</b>	<b>8.5%</b>
Merchant Wholesalers, Durable Goods	31,570	33,690	2,120	6.7%
Merchant Wholesalers, Nondurable Goods	21,370	22,680	1,310	6.1%
Wholesale Electronic Markets and Agents and Brokers	12,850	15,010	2,160	16.8%

Industry Title	Employment		10 Year Change	
	2004	2014	Net	Percent
<b>Retail Trade</b>	<b>193,060</b>	<b>210,450</b>	<b>17,390</b>	<b>9.0%</b>
Motor Vehicle and Parts Dealers	22,900	27,020	4,120	18.0%
Furniture and Home Furnishings Stores	8,410	9,640	1,230	14.6%
Electronics and Appliance Stores	6,100	6,620	520	8.5%
Building Material, Garden Equipment and Supplies Dealers	16,010	18,670	2,660	16.6%
Food and Beverage Stores	43,890	46,170	2,280	5.2%
Health and Personal Care Stores	14,470	15,190	720	5.0%
Gasoline Stations	6,310	6,430	120	1.9%
Clothing and Clothing Accessories Stores	20,170	22,640	2,470	12.2%
Sporting Goods, Hobby, Book, and Music Stores	9,250	9,830	580	6.3%
General Merchandise Stores	24,940	28,080	3,140	12.6%
Miscellaneous Store Retailers	11,330	10,900	-430	-3.8%
Nonstore Retailers	9,290	9,260	-30	-0.3%
<b>Transportation and Warehousing</b>	<b>40,790</b>	<b>43,970</b>	<b>3,180</b>	<b>7.8%</b>
Air Transportation	1,850	2,400	550	29.7%
Rail Transportation	1,960	1,880	-80	-4.1%
Truck Transportation	7,090	7,280	190	2.7%
Transit and Ground Passenger Transport	11,590	12,740	1,150	9.9%
Support Activities for Transportation	3,700	4,290	590	15.9%
Couriers and Messengers	7,250	6,990	-260	-3.6%
Warehousing and Storage	6,040	7,050	1,010	16.7%
<b>Information</b>	<b>38,970</b>	<b>44,100</b>	<b>5,130</b>	<b>13.2%</b>
Publishing Industries	12,470	13,960	1,490	11.9%
Motion Picture and Sound Recording Industries	2,220	2,980	760	34.2%
Broadcasting (except Internet)	4,510	5,490	980	21.7%
Telecommunications	13,770	14,410	640	4.6%
Internet Service Providers, Web Search, and Data Processing	4,190	5,030	840	20.0%
Other Information Services	1,190	1,420	230	19.3%
<b>Finance and Insurance</b>	<b>120,550</b>	<b>131,130</b>	<b>10,580</b>	<b>8.8%</b>
Credit Intermediation and Related Activities	31,660	33,320	1,660	5.2%
Securities, Commodity Contracts, Other Financial	18,400	23,850	5,450	29.6%
Insurance Carriers and Related Activities	65,640	68,310	2,670	4.1%
Funds, Trusts, and Other Financial Vehicles	4,750	5,550	800	16.8%
<b>Real Estate and Rental and Leasing</b>	<b>20,260</b>	<b>22,230</b>	<b>1,970</b>	<b>9.7%</b>
Real Estate	13,500	15,080	1,580	11.7%
Rental and Leasing Services	6,070	6,190	120	2.0%

Industry Title	Employment		10 Year Change	
	2004	2014	Net	Percent
<b>Professional, Scientific, and Technical Services</b>	<b>87,760</b>	<b>100,780</b>	<b>13,020</b>	<b>14.8%</b>
<b>Management of Companies and Enterprises</b>	<b>25,490</b>	<b>26,640</b>	<b>1,150</b>	<b>4.5%</b>
<b>Administrative and Support and Waste Management and Remediation Services</b>	<b>84,250</b>	<b>95,500</b>	<b>11,250</b>	<b>13.4%</b>
Administrative and Support Services	78,210	88,470	10,260	13.1%
Waste Management and Remediation Service	6,040	7,030	990	16.4%
<b>Educational Services</b>	<b>152,290</b>	<b>165,260</b>	<b>12,970</b>	<b>8.5%</b>
<b>Health Care and Social Assistance</b>	<b>221,660</b>	<b>260,370</b>	<b>38,710</b>	<b>17.5%</b>
Ambulatory Health Care Services	71,710	87,000	15,290	21.3%
Hospitals	59,150	64,590	5,440	9.2%
Nursing and Residential Care Facilities	57,200	64,360	7,160	12.5%
Social Assistance	33,600	44,420	10,820	32.2%
<b>Arts, Entertainment, and Recreation</b>	<b>45,670</b>	<b>53,110</b>	<b>7,440</b>	<b>16.3%</b>
Performing Arts, Spectator Sports, and Related Industries	4,770	5,520	750	15.7%
Museums, Historical Sites, and Similar Institution	2,000	2,330	330	16.5%
Amusement, Gambling, and Recreation Industries	38,900	45,260	6,360	16.3%
<b>Accommodation and Food Services</b>	<b>103,030</b>	<b>116,230</b>	<b>13,200</b>	<b>12.8%</b>
Accommodation	11,220	13,990	2,770	24.7%
Food Services and Drinking Places	91,810	102,240	10,430	11.4%
<b>Other Services (Except Government)</b>	<b>56,150</b>	<b>61,380</b>	<b>5,230</b>	<b>9.3%</b>
Repair and Maintenance	14,500	15,610	1,110	7.7%
Personal and Laundry Services	18,980	21,260	2,280	12.0%
Religious, Grantmaking, Civic, Professional, and Similar Organizations	15,610	17,140	1,530	9.8%
Private Households	7,050	7,370	320	4.5%
<b>Government</b>	<b>104,270</b>	<b>106,150</b>	<b>1,880</b>	<b>1.8%</b>
Federal Government	20,190	19,080	-1,110	-5.5%
State Government, Excluding Education and Hospitals	38,600	39,000	400	1.0%
Local Government, Excluding Education and Hospitals	45,480	48,080	2,600	5.7%

# OUR OCCUPATIONS



## CURRENT and PROJECTED EMPLOYMENT by MAJOR OCCUPATIONAL GROUPS

Occupational Group	Employment		10 Year Change
	2004	2014	
<b>TOTAL, ALL GROUPS</b>	<b>1,760,690</b>	<b>1,910,870</b>	<b>8.5%</b>
<b>Management Occupations</b>	<b>93,250</b>	<b>104,050</b>	<b>11.6%</b>
<b>Professional and Technical Occupations</b>	<b>485,300</b>	<b>545,120</b>	<b>12.3%</b>
Business and Financial Operations Occupations	91,740	103,270	12.6%
Computer and Mathematical Occupations	47,890	57,260	19.6%
Architecture and Engineering Occupations	39,940	42,140	5.5%
Life, Physical, and Social Science Occupations	20,490	22,810	11.3%
Community and Social Services Occupations	31,990	37,440	17.0%
Legal Occupations	16,880	18,160	7.6%
Education, Training, and Library Occupations	113,070	123,270	9.0%
Arts, Design, Entertainment, Sports, and Media Occupations	28,550	32,280	13.1%
Healthcare Practitioners and Technical Occupations	94,750	108,490	14.5%
<b>Service Occupations</b>	<b>334,550</b>	<b>377,320</b>	<b>12.8%</b>
Healthcare Support Occupations	50,700	59,050	16.5%
Protective Service Occupations	37,810	40,560	7.3%
Food Preparation and Serving Related Occupations	116,100	131,070	12.9%
Building and Grounds Cleaning and Maintenance Occupations	65,900	73,480	11.5%
Personal Care and Service Occupations	64,040	73,160	14.2%
<b>Sales and Related Occupations</b>	<b>198,420</b>	<b>214,700</b>	<b>8.2%</b>
<b>Office and Administrative Support Occupations</b>	<b>300,310</b>	<b>308,310</b>	<b>2.7%</b>
<b>Farming, Fishing, and Forestry Occupations</b>	<b>4,960</b>	<b>5,200</b>	<b>4.8%</b>
<b>Construction and Extraction Occupations</b>	<b>68,180</b>	<b>73,300</b>	<b>7.5%</b>
<b>Installation, Maintenance, and Repair Occupations</b>	<b>59,250</b>	<b>64,940</b>	<b>9.6%</b>
<b>Production Occupations</b>	<b>119,190</b>	<b>115,100</b>	<b>-3.4%</b>
<b>Transportation and Material Moving Occupations</b>	<b>97,290</b>	<b>102,840</b>	<b>5.7%</b>

# CAREER DIRECTIONS

## Management Occupations

From 2004 to 2014, management occupations, on the whole, will exhibit above average growth as new firms “break ground” and mature companies expand their workforce within the state.

The state’s rebounding financial services sector will contribute to the creation of new financial management positions, with more than 250 annual job openings. Construction managers will find close to 100 annual job openings, despite the downturn in the residential housing market, as government funded initiatives look to enhance the state’s transportation system, thus promoting job creation in the highway, street, and bridge construction industry. A fast growing career in this group is computer and information systems manager, whose primary responsibilities include supervising the customization of computer languages and programs to maximize productivity and profitability and to oversee the integration of advanced information technology systems within the work environment. With 4,520 currently employed throughout the state, this position will see a 14.5% increase, opening up close to 150 career opportunities. With the high growth in health services, some 120 medical and health managers will be needed to fill jobs in hospitals, continuing care facilities, and in government.

## Business and Financial Occupations

Connecticut’s financial sector is well on its way to recovering the jobs lost due to our previous economic recession, as the influx of new companies and the expansions of mature businesses will kick-start job creation at an above average pace over the next ten years.

Global competition and new legal requirements monitoring financial statements of corporations have accelerated demand for accountants and auditors skilled in analyzing financial risk and addressing governance concerns over the long-term, providing over 600 annual job openings from 2004-2014. Financial analysts will find ample employment mostly within private sector firms looking to anticipate future market trends and amply funded philanthropic organizations that need employees with experience in micro-finance and micro lending. Management analysts with knowledge and experience in corporate efficiency skills, such as Lean principles, will find over 100 annual job openings as companies look to add value to their products and increase profitability through the elimination of excess time and unnecessary steps and procedures.

## Computer and Mathematical Occupations

Employment in Computer and Mathematical occupations is forecasted to be one of the State’s strongest drivers of job creation, providing an average of more than 1,600 employment opportunities annually.

As e-commerce and e-business become further embedded in the domestic and global marketplace, employers will need to add greater numbers of information technology professionals to keep up with increasing demand for services and to remain competitive. Computer network systems administrators and data communications analysts with the skills to integrate and/or expand network services (i.e., Internet, online distance learning, etc.) for today’s fast-paced workplace will find some 300 annual job openings for these two occupations. Computer systems analysts will also be in high demand for their ability to analyze current business processing systems and their respective problems and to customize computer programs that can provide value added products and solutions. Computer programmer growth will be relatively flat because new desktop software for writing basic computer language can be easily learned, while more intricate mainframe programming is being combined with job responsibilities of systems analysts and software engineers. Recent news headlines concerning lost military and credit card information have garnered the concern of consumers across the nation, moving employers to heighten

the attention paid to database network security. Database administrators will be called upon to be proactive in their planning, implementing and testing of security measures in order to protect sensitive information (i.e., social security numbers, bank statements, etc.) from current and future security lapses.

### **Architecture and Engineering Occupations**

Engineers of varied academic disciplines will be in high demand through 2014, as employers differing in size and specialization seek out their company's future building blocks of innovation.

Breakthroughs in technology and expanded commercial use within Connecticut's fuel cell development, medical device manufacturing, and nanotechnology sectors have spurred demand for job seekers with backgrounds in chemical, electrical, and mechanical engineering. These engineers will be coveted by employers within the Aerospace, Scientific Research and Development, and Pharmaceutical manufacturing industries as well, providing over 200 new job openings annually. With Connecticut's aircraft industry experiencing a revival in demand for new engines and helicopters, an additional 95 aerospace engineers will be needed to fill employment opportunities each year. Civil engineers will find increased job prospects with the passage of this year's transportation bill aimed at curbing traffic congestion problems plaguing the State's major highway systems. As residential building construction has slowed down over the past year, the development of nonresidential building construction (i.e., commercial building, expansions) appears relatively strong opening up nearly 100 new job openings annually for architects and surveyors.

### **Life, Physical, and Social Sciences Occupations**

The rise of the biotechnology and chemical manufacturing industries has dually served to advance research and development (R&D) activities within the field and positively impact job creation within the state.

Master's and Doctoral level biochemists and medical scientists will find numerous opportunities in R&D facilities throughout the state, as companies expand their workforces in an effort to rein in the effects of patent expirations and create new drugs for their product lines. Dubbed the "fuel cell capital of the United States, Connecticut stands to benefit greatly from the commercialization of this technology and, along with concerns about the environment, new opportunities for chemists and environmental scientists will spring up over this decade. Firms looking to accurately gauge the marketplace, in order to cater to the diverse demands of today's consumer base, will create jobs for market research analysts experienced in defining potential financial services markets, customizing research methodologies, and presenting results from surveys and market studies.

### **Community and Social Services Occupations**

Job seekers within community and social services fields will be presented with numerous opportunities in challenging, yet gratifying, careers focused upon our state's citizens who require physical, mental, and economic assistance.

Medical and public health social workers with a focus in gerontology will also be in high demand because Connecticut's population aged 65 and over is growing, and the necessity to examine and plan their long-term health options is critical. With more and more concern over child abuse and improving the well being of families, child, family, and school social workers will also be in demand. Combined, the need for social workers will exceed 300 per year. Renewed state government and local community efforts, aimed at reducing crime rates by focusing on the mental health and substance abuse problems in local communities, will spark the need for mental health and rehabilitation counselors experienced in coordinating interventions and assisting clients in developing life skills.

## **Legal Occupations**

Legal occupations are forecasted to grow about 7% by 2014 due to the demand for professionals capable of analyzing and interpreting complex federal and state laws and procedures.

Lawyers will see an increasing need for their services as employers and baby-boomers will continue to seek out skilled legal counsel for a variety of issues ranging from government compliance to estate planning. Paralegals will find over 100 new job openings annually since they possess highly sought-after skills in legal research and organization that play a pivotal role in legal proceedings.

## **Education, Training, and Library Occupations**

Connecticut's education, training, and library workforce is forecasted to grow by over 10,000 jobs by 2014. While the Connecticut Department of Education has forecasted a slight drop in public school enrollment during the projection period, there will still be numerous opportunities for job seekers due to an aging workforce and the need for school systems to expand their current workforce in science, technology, engineering, and math (STEM) related courses.

As initial academic preparation of tomorrow's workforce spans from kindergarten to secondary school, administrators across the state will demand academic excellence from their staffs to properly prepare students for their future educational endeavors. This demand will provide over 1,000 annual openings for professionals with academic backgrounds specializing in kindergarten, middle school, and secondary education. Job seekers should be aware that due to a shortage of STEM teachers, some school systems have begun to offer signing bonuses and increased base pay in order to attract these highly sought-after professionals. Teacher assistant positions will increase by over 10% over the next ten years as educational support of teachers through one-on-one assistance plays a larger role in student development in the classroom. Connecticut's school systems will step up their hiring of special education teachers over the next ten years in order to better serve student populations with special needs. These special needs (mental, physical, and psychological) must be addressed since they hamper a student's ability to process coursework and fulfill their true potential. The librarian profession has evolved over the years and will continue to be in demand, as today's professional often possesses bilingual skills to address the needs of a diverse population and tech-savvy enough to conduct online research and/or manage the library's computer systems. Postsecondary teachers within particular areas of study will be in high demand as our state's public and private institutions struggle to keep up with the increasing enrollment of young students seeking an advanced comprehension of academic knowledge and skills pursuant to their career goals. Also, with many older adults attending community colleges and four year educational institutions for work-related or personal reasons, enrollments have been steadily increasing, thus adding to the need for postsecondary teachers and graduate assistants.

Overall, a majority of the state's education related professions will be in demand over the next ten years as the global workplace evolves and our state positions itself to move with it.

## **Arts, Design, Entertainment, Sports, and Media Occupations**

The Arts, Design, Entertainment, Sports, and Media occupations are predicted to grow by 13% during the next ten years, creating more than 3,500 new jobs. Public relations specialists with outgoing personalities and a mastery of persuasive communication will find a large number of job openings within advertising firms and business, professional, labor, and political organizations in Connecticut.

Over the past few years, private sector marketing strategies have become increasingly e-business focused, due to the Internet's rise in consumer usage, relative ease of use, and cost-effectiveness. This change has heightened the demand for graphic designers capable of creating eye-catching websites that not only promote a company's products and services, but their vision and belief systems as well.

Promising developments in the southeast's entertainment industry as well as the government's new property and wage tax credits afforded production companies, will serve to attract visitors and create thousands of jobs for the region. The proposed \$1.5 billion redevelopment of the former Norwich Hospital property will include the construction of a 500,000 square foot school for the arts, 4,200 hotel rooms, a high tech movie studio, and five theme parks. If the proposal goes through it will create high-paying accounting, construction, financial, management, and other service-related opportunities for our state's job seekers.

## **Healthcare Practitioners and Technical Occupations**

Connecticut's healthcare practitioners and technical occupations are forecasted to grow by more than 1,300 jobs annually as healthcare facilities expand their workforces to accommodate increasing demand, and new clinical centers, specializing in the treatment of diseases such as cancer, open.

Registered nurses and licensed practical nurses will find numerous job openings annually through 2014, over 1,300 combined. Both professions play a critical role in analyzing patient symptoms, developing rehabilitation plans, and creating long-term healthcare models for patients in recovery. As an increased number of new medical drugs reach the market, it is the pharmacist's duty to translate complicated information regarding drug dosage and its positive/negative effects not only to patients, but to the physicians that prescribe them as well. Dental hygienists will find numerous openings, not limited to their initial career path, through 2014 as sales representatives for medical equipment suppliers or public advocates for health education in nonprofit organizations. Formally trained physician assistants play a pivotal support role for physicians and will be in high demand over the next ten years because of the therapeutic and diagnostic services they perform. Connecticut's physical therapist workforce is forecasted to increase by over 25% over the next ten years, as the rise in demand for rehabilitation services—ranging from prescribing exercise schedules to relieve muscle pain to aiding infants born with birth defects—steadily rises.

Recent medical school graduates that concentrated in dentistry, general medicine, or anesthesiology will find employers looking to supplement their staffs with employees that have a working knowledge of the latest technological advancements in preventative medicine. Those wishing to establish a private practice will be aided by Connecticut's business friendly initiatives that provide additional funding for low interest, small business loans and grants as well as tax incentives.

## **Service Related Occupations**

Service related occupations that are derived from healthcare support, protective service, food preparation, building and grounds cleaning, and personal care will experience an overall increase of 12.5% from 2004 to 2014. Over 900 total annual openings will be available for home health aides and nursing aides, combined, because of the increased role of support staff in providing healthcare services. Highly trained firefighters and police officers will continue to be in demand since they play a vital role in delivering emergency response services (i.e., forensic analysis, fire suppression, etc.).

As urban areas continue to be redeveloped, such as Adraien's Landing in Hartford and the proposed waterfront area in Bridgeport, new eating and drinking establishments across the state will add to the already growing need for food service workers. A majority of the 5,000 new jobs created over the next ten years, in combined food preparation and waiter/waitresses, will be concentrated in the full service restaurant and limited service eating place industries.

Landscape workers will be indirectly affected positively by the increase of residential and commercial construction within the state. This, along with the aging baby-boomers' increasing use of lawn and landscaping services, will create nearly 500 job openings annually for these workers. Current and future expansions within the Amusement, Gambling, and Recreation industry will create over 400 combined job openings annually for amusement and recreation attendants, ushers and lobby attendants, and various gaming occupations from 2004-2014. Over the next decade, the growing number of elderly and our

state's handicapped citizens suffering from physical disabilities will require assistance with their daily activities (i.e., grooming, shopping, etc.) opening up employment opportunities for personal care aides, over 200 job openings annually.

### **Sales Related Occupations**

Connecticut's sales-related occupations are forecasted to account for over 16,000 new jobs as 2014 comes to a close. A majority of the new jobs require only short-term or moderate on-the-job training, opening the door to employment for those seeking entry-level work or job seekers with limited workplace skills.

Cashiers and retail salespersons will find over 2,000 job openings each on an annual basis, due to the expansion of retail establishments throughout the state and the occupations' relatively high turnover rates. New entrants to the workforce as well as retirees will seek sound, long-term retirement planning advice from financial services agents in greater numbers over the next decade. As a means of remaining financially competitive, a growing number of companies have trimmed or done away with a number of incentives (i.e., healthcare, pension, etc.) previously allotted for retirees, thus the demand for a financial guide that can instruct employees on how to achieve their financial goals with less means. Non-technical wholesale and manufacturing sales representatives with excellent communication skills and product/industry knowledge will be a true asset to established and startup companies as the global marketplace expands, opening up over 200 new jobs annually.

### **Office and Administrative Support Occupations**

Job seekers with up-to-date skills in the latest business and office computer software and techniques will find job openings in small and large business establishments, over 8,000 openings per year. Unfortunately, productivity gains resulting from the increased integration of information technology in the workplace has subsequently lessened demand for some lower skilled office professionals.

Executive, legal, and medical secretaries specializing in communication/presentation, research, and organization are an asset to employers within their respective fields, creating over 200 new job openings annually. Future employment will be limited for data entry keyers, meter readers, office machine operators, order clerks, and stock clerks since computers can be used to process these routine activities in a more cost-effective manner. Accounting clerks will continue to be in demand for their ability to support accountants in the handling of basic and complex problems associated with federal and state tax codes and procedures. Increased demand for specialized services and an increasingly favorable business climate has spawned the expansion of call centers throughout the state, creating over 900 annual openings for customer service representatives. Hotel, motel, and resort desk clerks will see opportunities rise alongside Connecticut's thriving \$10 billion tourism industry that is positioning itself to grow through economic developments such as Adriaen's Landing in Hartford and the expansion of our gaming industry in the southeast region of the state.

### **Construction and Extraction Occupations**

Construction and extraction occupations are forecasted to grow by over 7% over the next ten years, as the rise of highway and commercial building construction offsets some of the initial job losses associated with residential construction. As evidenced in the reduced number of housing permits issued statewide, lower asking prices, and an increase in long-term interest rates, the state's residential real estate market appears to be entering a cooling phase. Yet, due to the influx of new businesses and the expansion of industry heavyweights, the construction of commercial building properties across the state appears relatively strong. These positive developments will provide a good-sized portion of the new construction manager (140 total annual openings), carpenter (290), electrician (230), hazardous materials removal worker (30), and painter (100) jobs over the next decade.

Mass transit improvements appear throughout Connecticut's latest transportation bill that dually tackles major traffic gridlock and offers new opportunities for those seeking construction work. This ambitious initiative will provide a significant portion of the new opportunities designated to concrete finishers, highway maintenance workers, and operating engineers from 2004-2014. Despite the real estate slowdown, homeowners will still seek out skilled drywall installers, roofers, and plumbers from 2004-2014 to perform specialized home improvement (i.e., additions to the home) and scheduled maintenance functions.

### **Installation, Maintenance, and Repair Occupations**

Future demand for most installation, maintenance, and repair occupations will be closely tied to positive developments within some of Connecticut's largest industries. Aircraft service technicians will benefit from an uptick in domestic and foreign demand for aerospace and defense related exports and their coupled repairs. Construction contractors are forecasted to increase their hiring of mobile heavy equipment mechanics experienced with bulldozers, forklifts and other construction equipment to combat the effects of excessive wear and extend the lifespan of their capital investments. HVAC (heating, air conditioning, and refrigeration) professionals will also benefit from the rise in commercial building construction because of their ability to install or repair electric and gas heating and cooling systems and perform energy audits and indoor quality diagnoses. Today's automobile engine is more complex than ever and with the infusion of hybrid technology (electric and gas power) into a growing number of popular vehicles, highly trained automotive technicians' demand is forecasted to rise, growing by over 100 new jobs per year.

### **Production Occupations**

The issues garnering the most attention, in regards to Connecticut's manufacturing industry, have centered around job losses associated with the low cost of outsourcing low end production to foreign countries and technology integration. While the number of jobs in manufacturing has been and will continue to decline both here and at the national level, there are still more than 3,000 workers needed each year to fill vacated positions in Connecticut. The continued drop in enrollments in manufacturing technology programs at technical schools and the high rate of retirement of the current workforce present both a challenge to employers in maintaining economic productivity and an opportunity for recent engineering graduates and displaced workers to fill technical and skilled production jobs.

Job seekers should be aware that production occupations requiring only a basic knowledge of production techniques will be most susceptible to declines, these include: assemblers, bindery and textile workers, and various machine setters. The best employment prospects lie in innovation-based occupations such as: CNC programmers and machinists, mechanical engineers, and tool and die makers which manufacturers have found to be very difficult positions to fill.

### **Transportation and Material Moving Occupations**

The nation's trucking industry is one of the backbones of our domestic economy, shipping over 9 billion tons of freight by means of intercity and local trucks in 2003. The industry on the whole has taken a financial hit because of the spike in imported crude oil, but demand remains high for experienced CDL licensed truck drivers that provide the most prevalent modes of transporting finished goods. Delivery service and tractor-trailer truck drivers will find over 250 jobs each over the next ten years, as employers look to deliver their products from the warehouse to the consumer as quickly as possible. The congestion on our highway system and the increase in crude oil prices have hit our state's labor force as well, forcing its members to consider alternative means of commuting to work through both local bus transit and rail systems, opening up employment opportunities for transit bus drivers over the next ten years (75 annual openings).

# CONNECTICUT OCCUPATIONAL PROJECTIONS STATEWIDE DATA

Occupational Title	Employment		Annual Openings	Avg. Annual Wage	Trng Code*
	2004	2014			
<b>Total, All Occupations</b>	<b>1,760,690</b>	<b>1,910,870</b>	<b>57,533</b>		
<b>Management Occupations</b>	<b>93,250</b>	<b>104,050</b>	<b>2,815</b>		
Chief Executives	2,890	3,260	91	\$162,819	4
General and Operations Managers	19,480	21,970	616	\$121,898	4
Legislators	420	420	6	N/A	4
Advertising and Promotions Managers	640	750	22	\$98,007	4
Marketing Managers	2,710	3,070	87	\$119,475	4
Sales Managers	4,450	5,220	159	\$115,281	4
Public Relations Managers	870	1,000	28	\$96,500	4
Administrative Services Managers	3,230	3,530	93	\$86,392	4
Computer and Information Systems Managers	4,520	5,170	148	\$109,825	4
Financial Managers	9,930	11,100	259	\$110,701	4
Human Resources Managers	2,500	2,790	63	\$103,075	4
Industrial Production Managers	3,180	3,150	62	\$90,820	8
Purchasing Managers	1,090	1,120	27	\$93,019	4
Transportation, Storage, and Distribution Managers	1,180	1,320	38	\$86,667	8
Farm, Ranch, and Other Agricultural Managers	910	1,050	29	\$77,994	4
Construction Managers	3,450	3,740	91	\$97,559	5
Education Administrators, Preschool and Child Care Center/Program	830	970	35	\$49,441	4
Education Administrators, Elementary and Secondary School	2,800	3,010	91	\$97,406	4
Education Administrators, Postsecondary	1,750	1,960	65	\$94,424	4
Education Administrators, All Other	230	250	7	\$79,369	4
Engineering Managers	3,420	3,630	89	\$104,817	4
Food Service Managers	3,740	4,190	106	\$53,360	8
Funeral Directors	220	250	9	\$82,952	6
Lodging Managers	600	720	22	\$48,637	8
Medical and Health Services Managers	3,590	4,070	119	\$94,088	4
Natural Sciences Managers	980	1,080	29	\$106,486	4
Postmasters and Mail Superintendents	220	200	<5	\$62,379	8
Property, Real Estate, and Community Association Managers	2,750	3,190	95	\$61,555	5
Social and Community Service Managers	2,640	3,150	102	\$57,890	5
Managers, All Other	7,950	8,640	223	\$91,706	8
<b>Business and Financial Operations Occupations</b>	<b>91,740</b>	<b>103,270</b>	<b>2,759</b>		
Agents and Business Managers of Artists, Performers, and Athletes	130	170	6	\$100,521	4
Purchasing Agents and Buyers, Farm Products	140	150	6	\$56,363	8
Wholesale and Retail Buyers, Except Farm Products	2,240	2,430	78	\$68,365	8
Purchasing Agents, Except Wholesale, Retail, and Farm Products	4,160	4,300	117	\$57,972	8
Claims Adjusters, Examiners, and Investigators	5,230	5,720	113	\$52,919	9

Occupational Title	Employment		Annual Openings	Avg. Annual Wage	Trng Code*
	2004	2014			
Insurance Appraisers, Auto Damage	180	200	<5	\$51,686	9
Compliance Officers, Exc. Agri., Construction, Health, Safety, Trans.	2,710	2,950	88	\$64,830	9
Cost Estimators	2,760	3,070	93	\$62,598	8
Emergency Management Specialists	100	110	<5	\$72,141	8
Employment, Recruitment, and Placement Specialists	2,810	3,380	100	\$58,928	5
Compensation, Benefits, and Job Analysis Specialists	1,610	1,790	43	\$59,213	5
Training and Development Specialists	3,000	3,460	92	\$54,470	5
Human Resources, Training, and Labor Relations Specialists, All Other	1,530	1,790	52	\$63,896	5
Logisticians	540	590	14	\$66,227	5
Management Analysts	10,930	12,160	273	\$80,152	4
Meeting and Convention Planners	620	730	25	\$56,893	5
Business Operations Specialists, All Other	9,160	10,730	313	\$67,153	5
Accountants and Auditors	20,520	23,370	672	\$67,235	5
Appraisers and Assessors of Real Estate	1,050	1,130	30	\$59,091	7
Budget Analysts	1,110	1,180	25	\$64,731	5
Credit Analysts	1,110	1,210	28	\$72,080	5
Financial Analysts	5,960	7,050	196	\$89,914	5
Personal Financial Advisors	2,520	3,160	97	\$88,774	5
Insurance Underwriters	3,350	3,390	64	\$66,319	5
Financial Examiners	250	270	8	\$79,481	5
Loan Counselors	690	720	14	\$46,255	5
Loan Officers	3,340	3,900	110	\$80,519	5
Tax Examiners, Collectors, and Revenue Agents	1,150	1,170	28	\$63,234	5
Tax Preparers	920	890	15	\$30,742	10
Financial Specialists, All Other	1,910	2,100	52		
<b>Computer and Mathematical Occupations</b>	<b>47,890</b>	<b>57,260</b>	<b>1,605</b>		
Computer and Information Scientists, Research	350	420	12	\$96,705	2
Computer Programmers	7,210	7,250	174	\$74,709	5
Computer Software Engineers, Applications	6,850	9,050	288	\$81,949	5
Computer Software Engineers, Systems Software	3,800	4,830	140	\$84,972	5
Computer Support Specialists	7,360	8,440	199	\$50,661	6
Computer Systems Analysts	9,600	11,350	284	\$75,608	5
Database Administrators	1,870	2,450	77	\$75,312	5
Network and Computer Systems Administrators	4,250	5,310	153	\$68,511	5
Network Systems and Data Communications Analysts	3,190	4,440	162	\$68,572	5
Computer Specialists, All Other	1,150	1,310	29	\$68,317	6
Actuaries	960	1,030	48	\$95,858	4
Operations Research Analysts	880	940	26	\$78,814	3
Statisticians	330	350	10	\$79,948	3
<b>Architecture and Engineering Occupations</b>	<b>39,940</b>	<b>42,140</b>	<b>1,147</b>		
Architects, Except Landscape and Naval	1,700	2,020	52	\$73,984	5
Landscape Architects	480	560	14	\$57,533	5
Surveyors	660	760	32	\$51,375	5
Aerospace Engineers	3,570	3,640	95	\$73,841	5

Occupational Title	Employment		Annual Openings	Avg. Annual Wage	Trng Code*
	2004	2014			
Chemical Engineers	450	520	20	\$80,407	5
Civil Engineers	3,250	3,520	79	\$74,056	5
Computer Hardware Engineers	320	350	8	\$75,873	5
Electrical Engineers	2,180	2,360	60	\$74,781	5
Electronics Engineers, Except Computer	1,620	1,770	47	\$82,429	5
Environmental Engineers	740	920	31	\$75,159	5
Health and Safety Engineers, Except Mining Safety Engineers	320	350	10	\$65,631	5
Industrial Engineers	3,420	3,670	108	\$70,788	5
Marine Engineers and Naval Architects	310	300	15	\$73,872	5
Materials Engineers	890	920	27	N/A	5
Mechanical Engineers	6,200	6,230	172	\$70,625	5
Nuclear Engineers	420	440	14	N/A	5
Engineers, All Other	1,490	1,560	36	\$74,137	5
Architectural and Civil Drafters	890	910	27	\$45,228	7
Electrical and Electronics Drafters	620	580	17	\$49,854	7
Mechanical Drafters	2,250	2,180	63	\$50,712	7
Drafters, All Other	160	170	5	\$44,391	7
Aerospace Engineering and Operations Technicians	910	920	20	N/A	6
Civil Engineering Technicians	440	470	12	\$58,095	6
Electrical and Electronic Engineering Technicians	2,280	2,370	56	\$50,160	6
Electro-Mechanical Technicians	330	380	12	\$45,054	6
Environmental Engineering Technicians	210	260	9	\$47,760	6
Industrial Engineering Technicians	950	990	24	\$51,089	6
Mechanical Engineering Technicians	1,290	1,330	31	\$45,749	6
Engineering Technicians, Except Drafters, All Other	840	900	26	\$50,467	6
Surveying and Mapping Technicians	380	400	16	\$41,776	10
Drafters, Engineering, and Mapping Technicians, All Other	180	190	<5	\$44,390	0
<b>Life, Physical, and Social Science Occupations</b>	<b>20,490</b>	<b>22,810</b>	<b>740</b>		
Agricultural and Food Scientists	280	300	6	N/A	2
Biochemists and Biophysicists	1,400	1,540	57	\$94,244	2
Microbiologists	920	990	36	\$54,378	2
Epidemiologists	210	220	5	\$72,892	3
Medical Scientists, Except Epidemiologists	1,790	2,130	65	\$84,462	2
Life Scientists, All Other	120	130	<5	\$63,058	5
Physicists	340	370	15	\$72,371	2
Chemists	1,870	1,940	69	\$72,830	5
Materials Scientists	210	230	9	\$74,914	5
Environmental Scientists and Specialists, Including Health	690	750	18	\$66,662	3
Geoscientists, Except Hydrologists and Geographers	180	200	5	\$70,696	3
Physical Scientists, All Other	120	130	<5	\$75,128	5
Economists	360	360	11	\$71,799	3
Market Research Analysts	3,280	3,840	141	\$74,321	5
Survey Researchers	430	510	19	N/A	5
Clinical, Counseling, and School Psychologists	2,850	3,130	90	\$68,112	2

Occupational Title	Employment		Annual Openings	Avg. Annual Wage	Trng Code*
	2004	2014			
Urban and Regional Planners	310	340	13	\$68,296	3
Social Scientists and Related Workers, All Other	520	590	18	\$70,788	3
Biological Technicians	1,010	1,130	29	\$43,063	6
Chemical Technicians	810	880	28	\$43,451	6
Nuclear Technicians	230	230	7	N/A	6
Social Science Research Assistants	400	450	14	N/A	6
Environmental Science and Protection Technicians, Including Health	390	430	13	\$45,657	6
Forest and Conservation Technicians	130	130	<5	\$68,817	6
Life, Physical, and Social Science Technicians, All Other	740	830	26	\$48,312	6
<b>Community and Social Services Occupations</b>	<b>31,990</b>	<b>37,440</b>	<b>1,159</b>		
Substance Abuse and Behavioral Disorder Counselors	1,130	1,380	51	\$39,234	3
Educational, Vocational, and School Counselors	3,360	3,730	113	\$53,969	3
Marriage and Family Therapists	210	270	10	\$46,637	3
Mental Health Counselors	1,890	2,390	93	\$40,040	3
Rehabilitation Counselors	4,080	4,790	165	\$36,711	3
Counselors, All Other	200	250	8	\$42,328	3
Child, Family, and School Social Workers	5,000	5,560	141	\$53,673	5
Medical and Public Health Social Workers	2,120	2,620	86	\$52,815	5
Mental Health and Substance Abuse Social Workers	2,490	3,010	95	\$44,983	3
Social Workers, All Other	260	330	11	\$45,146	5
Health Educators	460	530	16	\$49,466	3
Probation Officers and Correctional Treatment Specialists	1,150	1,190	24	\$61,117	5
Social and Human Service Assistants	7,890	9,330	283	\$38,284	10
Community and Social Service Specialists, All Other	740	980	37	\$42,828	5
Clergy	660	710	19	\$47,158	3
Counselors, Social, and Religious Workers, All Other	210	220	<5	N/A	0
<b>Legal Occupations</b>	<b>16,880</b>	<b>18,160</b>	<b>318</b>		
Lawyers	10,780	11,330	193	\$113,534	1
Administrative Law Judges, Adjudicators, and Hearing Officers	200	210	<5	\$79,335	4
Judges, Magistrate Judges, and Magistrates	260	290	7	\$122,449	4
Paralegals and Legal Assistants	4,620	5,300	104	\$47,934	6
Court Reporters	130	140	<5	N/A	7
Law Clerks	310	320	<5	\$41,174	5
Title Examiners, Abstractors, and Searchers	100	100	<5	\$48,138	10
Legal and Related Workers, All Other	420	430	<5	\$52,979	5
<b>Education, Training, and Library Occupations</b>	<b>113,070</b>	<b>123,270</b>	<b>3,390</b>		
Business Teachers, Postsecondary	1,030	1,050	25	\$85,769	3
Computer Science Teachers, Postsecondary	510	540	14	\$70,196	3
Mathematical Science Teachers, Postsecondary	470	500	14	\$65,161	3
Engineering Teachers, Postsecondary	290	320	10	\$84,656	2
Biological Science Teachers, Postsecondary	830	900	25	\$88,516	2
Atmospheric, Earth, Marine, and Space Sciences Teachers, Postsec	130	140	<5	N/A	2
Chemistry Teachers, Postsecondary	200	210	6	\$76,823	2
Physics Teachers, Postsecondary	200	220	6	\$86,504	2

Occupational Title	Employment		Annual Openings	Avg. Annual Wage	Trng Code*
	2004	2014			
Anthropology and Archeology Teachers, Postsecondary	160	180	5	N/A	2
Economics Teachers, Postsecondary	230	250	7	\$96,736	2
Political Science Teachers, Postsecondary	210	230	7	\$81,337	2
Psychology Teachers, Postsecondary	480	520	14	\$72,902	2
Sociology Teachers, Postsecondary	120	120	<5	\$68,940	2
Health Specialties Teachers, Postsecondary	2,300	2,400	62	N/A	3
Nursing Instructors and Teachers, Postsecondary	410	430	12	\$67,765	2
Education Teachers, Postsecondary	380	410	11	\$53,203	2
Law Teachers, Postsecondary	280	290	8	N/A	1
Art, Drama, and Music Teachers, Postsecondary	880	920	24	\$63,548	3
Communications Teachers, Postsecondary	150	150	<5	N/A	2
English Language and Literature Teachers, Postsecondary	690	740	20	\$62,179	3
Foreign Language and Literature Teachers, Postsecondary	500	520	14	\$61,628	3
History Teachers, Postsecondary	290	320	9	\$74,750	2
Philosophy and Religion Teachers, Postsecondary	300	310	8	\$69,287	2
Graduate Teaching Assistants	1,530	1,600	42	N/A	5
Recreation and Fitness Studies Teachers, Postsecondary	210	230	7	\$58,309	3
Vocational Education Teachers, Postsecondary	870	920	25	\$44,125	4
Postsecondary Teachers, All Other	3,160	3,370	93	N/A	2
Preschool Teachers, Except Special Education	6,830	8,420	241	\$28,848	7
Kindergarten Teachers, Except Special Education	1,910	2,040	36	\$54,378	5
Elementary School Teachers, Except Special Education	18,140	18,990	486	\$57,165	5
Middle School Teachers, Except Special and Vocational Education	10,150	10,980	306	\$57,594	5
Vocational Education Teachers, Middle School	220	260	9	\$58,575	4
Secondary School Teachers, Except Special and Vocational Education	12,730	13,530	438	\$58,207	5
Vocational Education Teachers, Secondary School	1,860	2,030	69	\$59,749	4
Special Education Teachers, Preschool, Kindergarten, and Elementary	3,040	3,230	92	\$57,748	5
Special Education Teachers, Middle School	1,400	1,520	45	\$58,595	5
Special Education Teachers, Secondary School	1,740	1,750	43	\$61,475	5
Adult Literacy, Remedial Education, and GED Teachers and Instructors	1,130	1,250	25	\$48,986	5
Self-Enrichment Education Teachers	1,990	2,290	54	\$44,636	8
Teachers and Instructors, All Other	5,850	6,630	133	\$50,558	5
Archivists, Curators, and Museum Technicians	390	430	12	\$43,910	3
Librarians	2,350	2,710	93	\$56,777	3
Library Technicians	2,020	2,220	95	\$32,259	7
Instructional Coordinators	1,130	1,210	25	\$74,719	3
Teacher Assistants	22,580	25,080	687	\$24,844	11
Education, Training, and Library Workers, All Other	300	310	6	\$63,262	5
<b>Arts, Design, Entertainment, Sports, and Media Occupations</b>	<b>28,550</b>	<b>32,280</b>	<b>911</b>		
Art Directors	960	1,070	31	\$79,396	4
Fine Artists, Including Painters, Sculptors, and Illustrators	730	800	23	N/A	9
Multi-Media Artists and Animators	720	840	27	\$47,423	5
Artists and Related Workers, All Other	130	140	<5	\$55,256	9
Commercial and Industrial Designers	1,030	1,100	21	\$61,087	5

Occupational Title	Employment		Annual Openings	Avg. Annual Wage	Trng Code*
	2004	2014			
Floral Designers	1,070	1,090	16	\$28,236	10
Graphic Designers	2,990	3,380	79	\$47,750	5
Interior Designers	1,090	1,200	26	\$52,897	6
Merchandise Displayers and Window Trimmers	620	700	16	\$28,440	10
Set and Exhibit Designers	110	120	<5	\$49,415	5
Art and Design Workers, All Other	720	770	9	\$50,191	5
Actors	410	470	11	N/A	9
Producers and Directors	960	1,200	38	\$71,533	4
Athletes and Sports Competitors	230	270	8	\$41,360	9
Coaches and Scouts	1,790	1,970	53	\$33,585	9
Umpires, Referees, and Other Sports Officials	130	160	6	\$28,920	9
Dancers	250	290	20	N/A	9
Choreographers	500	600	41	\$40,806	8
Musicians and Singers	860	1,030	34	\$58,968	9
Announcers	570	590	15	N/A	9
News Analysts, Reporters and Correspondents	820	890	23	\$89,300	4
Public Relations Specialists	3,110	3,600	94	\$56,277	5
Editors	1,880	2,220	79	\$55,623	5
Technical Writers	1,190	1,280	44	\$59,055	5
Writers and Authors	1,570	1,750	45	\$67,081	5
Interpreters and Translators	350	440	13	\$51,529	9
Media and Communication Workers, All Other	310	350	8	\$49,936	9
Audio and Video Equipment Technicians	800	930	33	\$39,050	9
Broadcast Technicians	470	570	22	\$34,403	6
Sound Engineering Technicians	170	210	9	\$44,768	7
Photographers	1,370	1,480	39	\$36,160	9
Camera Operators, Television, Video, and Motion Picture	240	300	11	N/A	10
Film and Video Editors	110	140	6	\$59,238	5
<b>Healthcare Practitioners and Technical Occupations</b>	<b>94,750</b>	<b>108,490</b>	<b>3,111</b>		
Chiropractors	510	580	17	\$99,095	1
Dentists	2,880	3,010	37	\$170,095	1
Orthodontists	190	190	<5	\$194,330	1
Dietitians and Nutritionists	570	620	20	\$56,849	5
Optometrists	670	750	26	\$110,430	1
Pharmacists	2,750	3,190	97	\$90,834	1
Anesthesiologists	1,140	1,340	35	\$169,607	1
Family and General Practitioners	2,010	2,340	60	\$157,067	1
Internists, General	1,700	1,990	52	\$137,736	1
Obstetricians and Gynecologists	700	820	21	\$154,320	1
Pediatricians, General	660	760	19	\$137,410	1
Psychiatrists	570	620	13	\$161,070	1
Surgeons	1,230	1,440	38	\$175,101	1
Physicians and Surgeons, All Other	1,490	1,670	38	\$136,593	1
Physician Assistants	930	1,100	31	\$81,970	5

Occupational Title	Employment		Annual Openings	Avg. Annual Wage	Trng Code*
	2004	2014			
Podiatrists	240	250	7	\$130,118	1
Registered Nurses	31,890	36,020	1,081	\$63,303	6
Audiologists	140	150	5	\$62,006	1
Occupational Therapists	1,550	1,850	51	\$64,242	3
Physical Therapists	3,120	3,920	111	\$71,329	3
Radiation Therapists	760	950	36	\$92,580	6
Recreational Therapists	930	950	25	\$43,543	5
Respiratory Therapists	1,230	1,400	58	\$53,122	6
Speech-Language Pathologists	1,480	1,630	52	\$70,512	3
Veterinarians	1,040	1,140	35	\$107,111	1
Health Diagnosing and Treating Practitioners, All Other	1,050	1,240	42	\$133,835	5
Medical and Clinical Laboratory Technologists	2,090	2,430	90	\$55,572	5
Medical and Clinical Laboratory Technicians	1,490	1,680	59	\$38,937	6
Dental Hygienists	3,120	3,850	100	\$62,772	6
Cardiovascular Technologists and Technicians	670	840	29	\$47,209	6
Diagnostic Medical Sonographers	680	840	29	\$62,741	6
Nuclear Medicine Technologists	340	390	12	\$68,041	6
Radiologic Technologists and Technicians	2,910	3,430	107	\$53,111	6
Emergency Medical Technicians and Paramedics	2,860	3,160	63	\$34,424	7
Dietetic Technicians	360	410	10	\$34,914	10
Pharmacy Technicians	2,880	3,320	81	\$28,501	10
Psychiatric Technicians	1,110	1,170	20	\$45,279	10
Respiratory Therapy Technicians	210	250	7	\$43,186	6
Surgical Technologists	1,040	1,080	17	\$45,575	7
Veterinary Technologists and Technicians	1,000	1,260	39	\$33,668	6
Licensed Practical and Licensed Vocational Nurses	7,880	9,100	294	\$50,283	7
Medical Records and Health Information Technicians	1,540	1,820	50	\$35,751	6
Opticians, Dispensing	870	910	19	\$44,922	9
Orthotists and Prosthetists	180	220	7	\$56,798	5
Health Technologists and Technicians, All Other	630	740	22	\$45,606	7
Occupational Health and Safety Specialists	830	870	19	\$59,739	5
Athletic Trainers	260	330	13	\$39,875	5
Healthcare Practitioners and Technical Workers, All Other	460	510	13	\$65,417	7
<b>Healthcare Support Occupations</b>	<b>50,700</b>	<b>59,050</b>	<b>1,611</b>		
Home Health Aides	10,240	12,760	386	\$26,021	11
Nursing Aides, Orderlies, and Attendants	24,410	26,560	535	\$27,985	7
Psychiatric Aides	540	620	15	\$27,344	11
Occupational Therapist Assistants	410	470	12	\$43,508	6
Physical Therapist Assistants	650	840	30	\$40,009	6
Physical Therapist Aides	420	520	17	\$25,787	11
Massage Therapists	690	790	23	\$47,465	7
Dental Assistants	3,350	4,140	172	\$35,177	10
Medical Assistants	4,860	6,490	253	\$31,576	10
Medical Equipment Preparers	440	480	12	\$28,931	11

Occupational Title	Employment		Annual Openings	Avg. Annual Wage	Trng Code*
	2004	2014			
Medical Transcriptionists	1,080	1,310	43	\$35,137	7
Pharmacy Aides	690	780	22	\$21,942	11
Veterinary Assistants and Laboratory Animal Caretakers	1,100	1,240	34	\$23,966	11
Healthcare Support Workers, All Other	1,780	2,010	56	\$33,244	11
<b>Protective Service Occupations</b>	<b>37,810</b>	<b>40,560</b>	<b>1,331</b>		
Supervisors/Managers of Correctional Officers	630	600	19	\$66,815	8
Supervisors/Managers of Police and Detectives	1,530	1,610	59	\$68,870	8
Supervisors/Managers of Fire Fighting and Prevention Workers	950	1,060	50	\$68,735	8
Supervisors/Managers, Protective Service Workers, All Other	510	530	15	\$46,650	8
Fire Fighters	3,870	4,270	152	\$49,428	9
Fire Inspectors and Investigators	280	310	11	\$54,403	8
Correctional Officers and Jailers	4,420	4,780	127	\$46,875	10
Detectives and Criminal Investigators	1,110	1,170	36	\$61,940	8
Fish and Game Wardens	130	130	<5	\$45,044	6
Parking Enforcement Workers	130	130	<5	\$30,884	11
Police and Sheriff's Patrol Officers	7,320	7,860	243	\$52,358	9
Animal Control Workers	240	260	18	\$34,414	10
Private Detectives and Investigators	270	300	9	\$47,455	8
Gaming Surveillance Officers and Gaming Investigators	770	930	33	N/A	10
Security Guards	12,210	12,810	325	\$24,689	11
Crossing Guards	1,290	1,420	54	\$24,180	11
Lifeguards, Ski Patrol, Other Recreational Protective Service Workers	1,290	1,490	109	\$21,027	11
Protective Service Workers, All Other	850	910	65	\$32,725	11
<b>Food Preparation and Serving Related Occupations</b>	<b>116,100</b>	<b>131,070</b>	<b>6,164</b>		
Chefs and Head Cooks	3,260	3,600	131	\$41,850	8
Supervisors/Managers of Food Preparation and Serving Workers	8,120	9,230	304	\$34,340	8
Cooks, Fast Food	5,070	5,790	228	\$20,538	11
Cooks, Institution and Cafeteria	4,610	5,200	202	\$29,073	10
Cooks, Restaurant	6,810	7,710	301	\$26,438	9
Cooks, Short Order	2,180	2,330	82	\$23,142	11
Cooks, All Other	200	210	7	\$34,068	10
Food Preparation Workers	14,270	16,480	726	\$22,135	11
Bartenders	6,240	6,960	318	\$20,396	11
Combined Food Preparation and Serving Workers, Including Fast Food	17,740	20,050	1,000	\$19,501	11
Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	6,780	7,730	537	\$18,280	11
Waiters and Waitresses	26,050	29,210	1,656	\$19,918	11
Food Servers, Nonrestaurant	2,530	2,830	115	\$23,570	11
Dining Room and Cafeteria Attendants and Bartender Helpers	3,690	4,190	173	\$18,870	11
Dishwashers	5,450	6,060	245	\$19,053	11
Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	2,570	2,910	115	\$19,755	11
Food Preparation and Serving Related Workers, All Other	450	530	22	\$20,131	11
<b>Building and Grounds Cleaning and Maintenance Occupations</b>	<b>65,900</b>	<b>73,480</b>	<b>2,065</b>		
Supervisors/Managers of Housekeeping and Janitorial Workers	2,580	2,950	98	\$40,375	8
Supervisors/Managers of Landscaping, Lawn Service, Groundskeeping	2,090	2,320	43	\$52,320	8

Occupational Title	Employment		Annual Openings	Avg. Annual Wage	Trng Code*
	2004	2014			
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	31,320	34,360	898	\$24,770	11
Maids and Housekeeping Cleaners	13,790	15,620	472	\$22,512	11
Pest Control Workers	450	510	13	\$34,353	10
Landscaping and Groundskeeping Workers	14,260	16,110	495	\$28,118	11
Pesticide Handlers, Sprayers, and Applicators, Vegetation	310	360	11	\$33,850	10
Tree Trimmers and Pruners	350	400	13	\$43,447	11
Building and Grounds Cleaning and Maintenance Workers, All Other	720	830	21	\$29,714	11
<b>Personal Care and Service Occupations</b>	<b>64,040</b>	<b>73,160</b>	<b>2,459</b>		
Gaming Supervisors	810	950	31	N/A	8
Slot Key Persons	540	630	21	N/A	7
Supervisors/Managers of Personal Service Workers	2,740	3,120	107	\$42,900	8
Animal Trainers	210	230	6	\$29,975	10
Nonfarm Animal Caretakers	1,820	1,970	61	\$21,336	11
Gaming Dealers	3,870	4,000	135	N/A	7
Gaming and Sports Book Writers and Runners	380	410	15	\$21,698	11
Gaming Service Workers, All Other	1,010	1,220	51	N/A	10
Ushers, Lobby Attendants, and Ticket Takers	1,000	1,190	75	\$18,097	11
Amusement and Recreation Attendants	2,120	2,570	105	\$22,166	11
Locker Room, Coatroom, and Dressing Room Attendants	270	330	13	\$20,996	11
Entertainment Attendants and Related Workers, All Other	280	330	14	N/A	10
Embalmers	260	310	11	\$48,065	7
Funeral Attendants	450	570	21	\$25,146	11
Barbers	1,640	1,840	66	\$25,106	7
Hairdressers, Hairstylists, and Cosmetologists	10,750	12,160	348	\$28,829	7
Manicurists and Pedicurists	1,710	2,090	71	\$22,481	7
Shampooers	500	570	17	\$19,541	11
Skin Care Specialists	830	980	31	\$28,575	7
Baggage Porters and Bellhops	260	300	12	\$23,437	11
Concierges	100	120	5	\$26,255	10
Tour Guides and Escorts	460	530	19	\$20,365	10
Transportation Attendants, Exc. Flight Attendants & Baggage Porters	110	120	<5	\$23,275	11
Child Care Workers	14,110	15,460	520	\$22,349	11
Personal and Home Care Aides	5,840	7,480	258	\$21,179	11
Fitness Trainers and Aerobics Instructors	3,950	4,620	158	\$45,430	7
Recreation Workers	6,560	7,400	234	\$27,694	11
Residential Advisors	600	720	25	\$31,484	10
Personal Care and Service Workers, All Other	680	730	20	\$20,457	11
<b>Sales and Related Occupations</b>	<b>198,420</b>	<b>214,700</b>	<b>8,102</b>		
Supervisors/Managers of Retail Sales Workers	18,630	20,010	473	\$43,185	8
Supervisors/Managers of Non-Retail Sales Workers	9,510	9,760	205	\$80,820	8
Cashiers	47,410	48,380	2,404	\$20,123	11
Gaming Change Persons and Booth Cashiers	1,490	1,610	85	N/A	11
Counter and Rental Clerks	3,720	4,250	195	\$26,411	11
Parts Salespersons	2,290	2,190	66	\$31,604	10

Occupational Title	Employment		Annual Openings	Avg. Annual Wage	Trng Code*
	2004	2014			
Retail Salespersons	51,500	58,720	2,594	\$26,995	11
Advertising Sales Agents	2,150	2,500	77	\$58,896	10
Insurance Sales Agents	7,890	8,050	205	\$67,918	5
Securities, Commodities, and Financial Services Sales Agents	6,790	8,400	238	\$133,337	5
Travel Agents	1,730	1,560	39	\$34,717	7
Sales Representatives, Services, All Other	3,710	4,240	124	\$73,755	10
Sales Representatives, Wholesale & Mfg, Technical & Scientific Prod.	6,960	7,460	233	\$82,071	10
Sales Representatives, Wholesale & Mfg, Except Technical & Scientific	20,410	22,700	764	\$72,200	10
Demonstrators and Product Promoters	830	940	29	\$31,962	10
Real Estate Brokers	1,410	1,570	44	\$80,525	8
Real Estate Sales Agents	2,560	2,870	82	\$73,059	7
Sales Engineers	1,830	2,040	76	\$84,734	5
Telemarketers	4,760	4,250	78	\$27,620	11
Door-To-Door Sales Workers, News and Street Vendors, and Related	550	590	17	\$37,554	11
Sales and Related Workers, All Other	2,300	2,610	75	\$44,354	10
<b>Office and Administrative Support Occupations</b>	<b>300,310</b>	<b>308,310</b>	<b>8,233</b>		
Supervisors/Managers of Office and Administrative Support Workers	19,490	20,210	490	\$51,260	8
Switchboard Operators, Including Answering Service	3,010	2,780	77	\$26,984	11
Telephone Operators	1,120	850	29	\$32,385	11
Communications Equipment Operators, All Other	130	120	<5	\$37,328	11
Bill and Account Collectors	4,550	5,080	139	\$36,033	11
Billing and Posting Clerks and Machine Operators	7,460	7,450	127	\$35,300	10
Bookkeeping, Accounting, and Auditing Clerks	26,510	27,620	607	\$37,735	10
Gaming Cage Workers	470	490	24	N/A	11
Payroll and Timekeeping Clerks	2,590	2,870	96	\$37,949	10
Procurement Clerks	1,110	1,110	29	\$39,101	11
Tellers	5,970	5,940	294	\$25,293	11
Brokerage Clerks	1,400	1,520	30	\$42,973	10
Correspondence Clerks	310	290	9	\$35,320	11
Court, Municipal, and License Clerks	1,550	1,690	48	\$37,582	11
Credit Authorizers, Checkers, and Clerks	470	310	9	\$38,836	11
Customer Service Representatives	30,620	35,530	947	\$35,758	10
Eligibility Interviewers, Government Programs	910	860	24	\$48,914	10
File Clerks	2,960	2,250	88	\$24,498	11
Hotel, Motel, and Resort Desk Clerks	1,600	1,970	109	\$22,134	11
Interviewers, Except Eligibility and Loan	2,670	3,020	104	\$31,794	11
Library Assistants, Clerical	1,670	1,770	77	\$24,742	11
Loan Interviewers and Clerks	1,770	1,720	24	\$33,751	11
New Accounts Clerks	620	610	16	\$28,676	8
Order Clerks	3,300	2,540	74	\$32,130	11
Human Resources Assistants, Except Payroll and Timekeeping	1,770	1,960	58	\$39,294	11
Receptionists and Information Clerks	14,150	16,160	549	\$27,728	11
Reservation and Transportation Ticket Agents and Travel Clerks	1,200	1,270	38	N/A	11
Information and Record Clerks, All Other	1,260	1,260	20	\$36,227	11

Occupational Title	Employment		Annual Openings	Avg. Annual Wage	Trng Code*
	2004	2014			
Financial, Information, and Record Clerks, All Other	680	670	<5	N/A	0
Cargo and Freight Agents	620	620	14	N/A	10
Couriers and Messengers	930	870	21	\$27,086	11
Police, Fire, and Ambulance Dispatchers	1,330	1,450	40	\$36,431	10
Dispatchers, Except Police, Fire, and Ambulance	2,160	2,250	56	\$36,482	10
Meter Readers, Utilities	270	140	8	\$44,420	11
Postal Service Clerks	1,300	1,190	34	\$48,894	11
Postal Service Mail Carriers	4,900	4,470	154	\$46,805	11
Postal Service Mail Sorters, Processors, Machine Operators	2,720	2,480	72	\$44,023	11
Production, Planning, and Expediting Clerks	4,160	4,160	101	\$43,584	11
Shipping, Receiving, and Traffic Clerks	9,400	9,260	193	\$30,469	11
Stock Clerks and Order Fillers	21,060	20,430	780	\$25,670	11
Weighers, Measurers, Checkers, and Samplers, Recordkeeping	390	360	10	\$33,975	11
Executive Secretaries and Administrative Assistants	22,600	24,090	582	\$43,177	10
Legal Secretaries	2,960	3,040	64	\$41,444	7
Medical Secretaries	5,470	6,230	180	\$33,771	7
Secretaries, Except Legal, Medical, and Executive	25,260	24,450	484	\$34,556	10
Computer Operators	1,810	1,390	39	\$38,245	10
Data Entry Keyers	3,520	3,380	83	\$28,605	10
Word Processors and Typists	2,080	1,930	46	\$32,283	10
Desktop Publishers	430	510	17	\$39,274	7
Insurance Claims and Policy Processing Clerks	6,040	5,780	97	\$35,585	10
Mail Clerks and Mail Machine Operators, Except Postal Service	2,240	1,590	67	\$27,178	11
Office Clerks, General	32,580	33,610	825	\$29,756	11
Office Machine Operators, Except Computer	1,070	860	27	\$28,441	11
Proofreaders and Copy Markers	420	400	9	\$25,721	11
Statistical Assistants	220	230	<5	\$37,419	10
Office and Administrative Support Workers, All Other	3,080	3,260	88	\$35,982	11
<b>Farming, Fishing, and Forestry Occupations</b>	<b>4,960</b>	<b>5,200</b>	<b>155</b>		
Supervisors/Managers of Farming, Fishing, and Forestry Workers	250	270	8	\$43,560	8
Graders and Sorters, Agricultural Products	400	490	19	N/A	8
Agricultural Equipment Operators	240	260	9	N/A	10
Farmworkers and Laborers, Crop, Nursery, and Greenhouse	3,180	3,290	101	\$22,366	11
Farmworkers, Farm and Ranch Animals	260	240	8	\$23,733	11
Farming, Fishing, and Forestry Workers, All Other	320	320	<5	N/A	0
<b>Construction and Extraction Occupations</b>	<b>68,180</b>	<b>73,300</b>	<b>1,844</b>		
Supervisors/Managers of Construction Trades and Extraction Workers	5,520	5,980	140	\$64,660	8
Brickmasons and Blockmasons	1,230	1,310	27	\$55,605	9
Stonemasons	310	340	8	\$52,929	9
Carpenters	12,310	13,220	291	\$46,388	9
Carpet Installers	510	550	12	\$42,848	10
Floor Layers, Except Carpet, Wood, and Hard Tiles	480	530	12	\$37,314	10
Floor Sanders and Finishers	230	240	5	\$35,218	10
Tile and Marble Setters	320	380	11	\$47,548	9

Occupational Title	Employment		Annual Openings	Avg. Annual Wage	Trng Code*
	2004	2014			
Cement Masons and Concrete Finishers	750	820	22	\$45,381	10
Construction Laborers	7,640	7,710	109	\$38,144	10
Paving, Surfacing, and Tamping Equipment Operators	740	810	18	\$36,999	10
Operating Engineers and Other Construction Equipment Operators	2,730	2,950	93	\$52,038	10
Drywall and Ceiling Tile Installers	1,260	1,330	34	\$49,776	10
Tapers	260	270	7	\$48,789	10
Electricians	8,240	8,990	237	\$50,478	9
Glaziers	500	560	16	\$47,365	9
Insulation Workers	500	500	15	\$50,255	10
Painters, Construction and Maintenance	4,170	4,540	101	\$37,843	10
Paperhangers	410	430	8	\$46,571	10
Pipelayers	400	420	11	\$43,743	10
Plumbers, Pipefitters, and Steamfitters	5,930	6,540	197	\$52,573	9
Roofers	1,230	1,350	41	\$42,411	10
Sheet Metal Workers	2,320	2,480	72	\$46,408	9
Structural Iron and Steel Workers	530	570	15	\$60,722	9
Helpers—Brickmasons, Blockmasons, Stonemasons, Tile & Marble Setters	710	760	35	\$38,358	11
Helpers—Carpenters	810	870	40	\$29,934	11
Helpers—Electricians	580	590	24	\$28,312	11
Helpers—Pipelayers, Plumbers, Pipefitters, and Steamfitters	490	550	27	\$30,699	11
Helpers—Roofers	210	230	11	\$26,731	11
Helpers, Construction Trades, All Other	290	240	12	\$25,273	11
Construction and Building Inspectors	1,000	1,210	43	\$57,401	8
Fence Erectors	530	580	13	\$35,330	10
Hazardous Materials Removal Workers	600	780	34	\$36,398	10
Highway Maintenance Workers	2,500	2,640	50	\$43,682	10
Rail-Track Laying and Maintenance Equipment Operators	100	90	<5	N/A	10
Septic Tank Servicers and Sewer Pipe Cleaners	250	300	12	\$38,341	10
Construction and Related Workers, All Other	530	540	9	\$35,646	10
Earth Drillers, Except Oil and Gas	370	390	9	\$42,451	10
Explosives Workers, Ordnance Handling Experts, and Blasters	160	170	8	\$51,576	10
<b>Installation, Maintenance, and Repair Occupations</b>	<b>59,250</b>	<b>64,940</b>	<b>1,914</b>		
Supervisors/Managers of Mechanics, Installers, and Repairers	4,580	5,080	165	\$65,190	8
Computer, Automated Teller, and Office Machine Repairers	2,390	2,460	36	\$43,926	7
Telecommunications Equip. Installers, Repairers, Exc. Line Installers	1,550	1,740	51	\$47,121	9
Avionics Technicians	380	420	13	\$49,898	7
Electric Motor, Power Tool, and Related Repairers	130	130	<5	\$34,374	7
Electrical and Electronics Installers, Repairers, Trans. Equipment	150	180	6	\$41,576	7
Electrical and Electronics Repairers, Commercial, Industrial Equipment	1,030	1,090	28	\$47,334	7
Electrical and Electronics Repairers, Powerhouse, Substation	400	380	9	\$56,683	7
Electronic Equipment Installers and Repairers, Motor Vehicles	300	330	10	\$36,368	7
Electronic Home Entertainment Equipment Installers and Repairers	530	550	13	\$38,189	7
Security and Fire Alarm Systems Installers	610	650	16	\$40,132	7
Aircraft Mechanics and Service Technicians	740	870	31	\$48,392	7

Occupational Title	Employment		Annual Openings	Avg. Annual Wage	Trng Code*
	2004	2014			
Automotive Body and Related Repairers	3,120	3,330	84	\$37,955	9
Automotive Service Technicians and Mechanics	10,470	11,990	431	\$40,193	7
Bus and Truck Mechanics and Diesel Engine Specialists	2,460	2,680	86	\$43,764	7
Mobile Heavy Equipment Mechanics, Except Engines	620	670	19	\$48,240	7
Rail Car Repairers	130	120	<5	N/A	9
Motorboat Mechanics	360	460	19	\$43,916	9
Motorcycle Mechanics	220	290	12	\$34,527	9
Outdoor Power Equipment and Other Small Engine Mechanics	540	610	21	\$34,445	10
Bicycle Repairers	170	180	9	\$22,350	10
Tire Repairers and Changers	490	500	22	\$23,906	11
Mechanical Door Repairers	240	250	8	\$46,164	10
Control and Valve Installers and Repairers, Except Mechanical Door	580	540	15	\$53,153	10
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	4,490	5,000	111	\$47,619	9
Home Appliance Repairers	480	510	15	\$35,696	9
Industrial Machinery Mechanics	1,640	1,630	33	\$45,086	9
Maintenance and Repair Workers, General	11,540	12,750	342	\$38,718	10
Maintenance Workers, Machinery	820	840	21	\$37,395	11
Millwrights	300	310	8	\$43,733	9
Electrical Power-Line Installers and Repairers	1,010	1,010	32	\$60,518	9
Telecommunications Line Installers and Repairers	1,510	1,680	58	\$41,658	9
Medical Equipment Repairers	340	390	15	\$43,163	6
Precision Instrument and Equipment Repairers, All Other	380	410	14	\$52,360	10
Coin, Vending, and Amusement Machine Servicers and Repairers	800	810	21	\$33,062	10
Locksmiths and Safe Repairers	240	250	10	\$44,852	10
Riggers	110	110	<5	N/A	11
Helpers—Installation, Maintenance, and Repair Workers	1,170	1,300	53	\$27,874	11
Installation, Maintenance, and Repair Workers, All Other	1,690	1,840	54	\$37,853	10
<b>Production Occupations</b>	<b>119,190</b>	<b>115,100</b>	<b>2,967</b>		
Supervisors/Managers of Production and Operating Workers	9,460	9,300	198	\$57,975	8
Aircraft Structure, Surfaces, Rigging, and Systems Assemblers	520	520	15	\$40,590	9
Coil Winders, Tapers, and Finishers	420	310	10	\$26,644	11
Electrical and Electronic Equipment Assemblers	3,580	3,150	85	\$29,583	11
Electromechanical Equipment Assemblers	2,400	2,200	57	\$30,457	11
Engine and Other Machine Assemblers	650	650	18	\$47,711	11
Structural Metal Fabricators and Fitters	1,570	1,610	41	\$33,499	10
Fiberglass Laminators and Fabricators	150	150	<5	\$29,605	10
Team Assemblers	11,680	11,410	302	\$29,025	10
Timing Device Assemblers, Adjusters, and Calibrators	280	280	7	\$32,126	10
Assemblers and Fabricators, All Other	1,860	1,880	50	\$27,773	10
Bakers	3,040	3,370	104	\$24,547	9
Butchers and Meat Cutters	1,060	1,130	30	\$39,216	9
Meat, Poultry, and Fish Cutters and Trimmers	410	510	20	\$23,031	11
Food Batchmakers	380	380	9	\$25,432	11
Food Cooking Machine Operators and Tenders	200	200	5	\$27,173	11

Occupational Title	Employment		Annual Openings	Avg. Annual Wage	Trng Code*
	2004	2014			
Computer-Controlled Machine Tool Operators, Metal and Plastic (M/P)	1,970	1,990	35	\$38,449	10
Numerical Tool and Process Control Programmers	440	460	9	\$45,412	9
Extruding and Drawing Machine Setters, Operators, and Tenders, M/P	1,520	1,240	51	\$32,760	10
Forging Machine Setters, Operators, and Tenders, M/P	370	350	5	\$31,061	10
Rolling Machine Setters, Operators, and Tenders, M/P	760	710	17	\$32,740	10
Cutting, Punching, Press Machine Setters, Operators, and Tenders, M/P	4,490	3,690	104	\$30,877	10
Drilling and Boring Machine Tool Setters, Operators, and Tenders, M/P	1,020	930	30	\$30,114	10
Grinding, Lapping, Polishing, Buffing Machine Tool Setters, Oprs., Tenders	2,070	1,870	40	\$30,960	10
Lathe and Turning Machine Tool Setters, Operators, and Tenders, M/P	2,030	1,920	39	\$37,157	10
Milling and Planing Machine Setters, Oprs., and Tenders, M/P	710	670	12	\$35,396	10
Machinists	8,230	8,140	192	\$37,935	9
Molding, Coremaking, Casting Machine Setters, Oprs., Tenders, M/P	2,210	1,980	55	\$30,785	10
Multiple Machine Tool Setters, Operators, and Tenders, M/P	1,260	1,240	35	\$35,172	10
Tool and Die Makers	2,930	2,890	66	\$49,420	9
Welders, Cutters, Solderers, and Brazers	2,540	2,540	72	\$39,894	9
Welding, Soldering, and Brazing Machine Setters, Operators, Tenders	540	530	15	\$34,124	10
Heat Treating Equipment Setters, Operators, and Tenders, M/P	810	820	26	\$32,475	10
Lay-Out Workers, M/P	100	90	<5	\$35,076	10
Plating and Coating Machine Setters, Operators, and Tenders, M/P	1,130	1,090	25	\$30,175	10
Tool Grinders, Filers, and Sharpeners	280	270	9	\$37,843	10
Metal Workers and Plastic Workers, All Other	460	400	11	\$33,829	10
Bindery Workers	1,100	900	29	\$28,292	11
Job Printers	510	510	12	\$36,877	9
Prepress Technicians and Workers	1,120	1,000	26	\$39,599	7
Printing Machine Operators	2,550	2,400	59	\$36,078	10
Laundry and Dry-Cleaning Workers	3,190	3,340	102	\$22,766	10
Pressers, Textile, Garment, and Related Materials	790	750	12	\$21,911	11
Sewing Machine Operators	1,150	1,030	14	N/A	10
Shoe and Leather Workers and Repairers	160	170	6	\$22,156	9
Sewers, Hand	130	130	<5	\$27,334	11
Tailors, Dressmakers, and Custom Sewers	980	1,020	21	\$26,500	9
Textile Bleaching and Dyeing Machine Operators and Tenders	160	110	<5	N/A	10
Textile Cutting Machine Setters, Operators, and Tenders	130	120	<5	\$23,540	10
Textile Knitting and Weaving Machine Setters, Operators, and Tenders	130	70	<5	\$26,827	9
Textile Winding, Twisting, Drawing Mach. Setters, Operators, Tenders	190	100	<5	\$23,733	10
Upholsterers	240	240	6	\$35,442	9
Textile, Apparel, and Furnishings Workers, All Other	370	310	9	\$27,823	11
Cabinetmakers and Bench Carpenters	1,600	1,720	52	\$35,066	9
Furniture Finishers	320	280	6	\$33,947	9
Sawing Machine Setters, Operators, and Tenders, Wood	190	180	5	\$28,404	10
Woodworking Machine Setters, Operators, Tenders, Except Sawing	380	340	10	\$32,211	10
Nuclear Power Reactor Operators	140	140	<5	N/A	9
Power Plant Operators	220	220	6	\$55,106	9
Stationary Engineers and Boiler Operators	430	450	11	\$48,168	9

Occupational Title	Employment		Annual Openings	Avg. Annual Wage	Trng Code*
	2004	2014			
Water and Liquid Waste Treatment Plant and System Operators	870	930	36	\$43,316	9
Chemical Plant and System Operators	490	500	16	\$46,164	9
Plant and System Operators, All Other	180	190	7	\$39,369	9
Chemical Equipment Operators and Tenders	730	750	26	\$39,192	10
Separating, Filtering, Clarifying, Machine Setters, Operators, Tenders	130	150	6	N/A	10
Crushing, Grinding, Polishing Machine Setters, Operators, and Tenders	360	390	12	\$29,514	10
Grinding and Polishing Workers, Hand	430	400	11	\$30,572	10
Mixing and Blending Machine Setters, Operators, and Tenders	1,080	1,130	33	\$36,109	10
Cutters and Trimmers, Hand	130	140	<5	\$28,445	11
Cutting and Slicing Machine Setters, Operators, and Tenders	760	730	16	\$32,333	10
Extruding, Forming, Pressing, Compact Mach. Setters, Oprs, Tenders	580	540	15	\$28,303	10
Furnace, Kiln, Oven, Drier, and Kettle Operators and Tenders	160	160	<5	\$34,470	10
Inspectors, Testers, Sorters, Samplers, and Weighers	7,420	7,120	169	\$37,243	10
Jewelers and Precious Stone and Metal Workers	290	340	10	\$46,927	7
Dental Laboratory Technicians	640	670	17	\$34,995	9
Ophthalmic Laboratory Technicians	350	350	8	\$36,907	10
Packaging and Filling Machine Operators and Tenders	4,100	4,010	81	\$27,214	11
Coating, Painting, Spraying Machine Setters, Operators, Tenders	1,260	1,240	33	\$30,165	10
Painters, Transportation Equipment	610	630	17	\$35,793	9
Painting, Coating, and Decorating Workers	190	210	7	\$27,773	11
Photographic Process Workers	380	310	9	\$24,842	10
Photographic Processing Machine Operators	1,050	770	26	\$23,011	11
Semiconductor Processors	130	120	<5	\$30,287	6
Cementing and Gluing Machine Operators and Tenders	280	250	8	\$30,033	10
Cleaning, Washing, Metal Pickling Equipment Operators and Tenders	240	230	7	\$32,272	10
Etchers and Engravers	100	100	<5	N/A	9
Molders, Shapers, and Casters, Except M/P	260	240	6	\$28,576	10
Paper Goods Machine Setters, Operators, and Tenders	850	760	18	\$31,661	10
Helpers-Production Workers	3,210	3,210	90	\$23,896	11
Production Workers, All Other	1,350	1,210	32	\$32,553	10
<b>Transportation and Material Moving Occupations</b>	<b>97,290</b>	<b>102,840</b>	<b>2,734</b>		
Supervisors/Managers of Helpers, Laborers, and Material Movers, Hand	1,930	2,020	55	\$47,015	8
Supervisors/Managers of Transportation and Material-Moving Machine	2,400	2,630	80	\$55,885	8
Airline Pilots, Copilots, and Flight Engineers	210	270	12	\$102,045	5
Commercial Pilots	220	340	18	\$76,760	7
Air Traffic Controllers	160	170	6	\$78,539	9
Ambulance Drivers and Attendants, Except EMTs	300	340	7	\$26,855	10
Bus Drivers, Transit and Intercity	2,100	2,400	75	\$31,934	10
Bus Drivers, School	7,480	8,080	223	\$27,192	11
Driver/Sales Workers	3,880	4,370	113	\$29,243	11
Truck Drivers, Heavy and Tractor-Trailer	14,280	15,320	337	\$39,874	10
Truck Drivers, Light or Delivery Services	13,280	14,570	252	\$30,350	11
Taxi Drivers and Chauffeurs	3,660	4,250	92	\$27,700	11
Motor Vehicle Operators, All Other	430	500	12	\$22,562	11

Occupational Title	Employment		Annual Openings	Avg. Annual Wage	Trng Code*
	2004	2014			
Locomotive Engineers	320	320	9	N/A	10
Railroad Conductors and Yardmasters	320	360	12	N/A	10
Rail Transportation Workers, All Other	110	70	<5	N/A	10
Sailors and Marine Oilers	140	140	5	N/A	11
Captains, Mates, and Pilots of Water Vessels	260	270	9	N/A	8
Parking Lot Attendants	1,560	1,330	46	\$19,688	11
Service Station Attendants	1,530	1,550	71	\$19,174	11
Transportation Inspectors	170	180	5	\$63,865	8
Transportation Workers, All Other	210	280	13	\$26,867	11
Conveyor Operators and Tenders	650	650	19	\$28,299	11
Crane and Tower Operators	380	420	12	\$54,750	9
Excavating and Loading Machine and Dragline Operators	560	600	19	\$46,596	10
Hoist and Winch Operators	120	140	6	\$38,453	10
Industrial Truck and Tractor Operators	5,130	5,470	131	\$31,081	11
Cleaners of Vehicles and Equipment	4,190	4,530	180	\$22,774	11
Laborers and Freight, Stock, and Material Movers, Hand	19,050	19,280	645	\$26,385	11
Machine Feeders and Offbearers	1,350	1,070	37	\$23,723	11
Packers and Packagers, Hand	8,120	8,150	156	\$21,632	11
Refuse and Recyclable Material Collectors	2,140	2,130	55	\$29,883	11
Material Moving Workers, All Other	170	160	5	\$25,212	10

**Note: Only occupations with 2004 employment of 100 or more are shown in this table.**

**\*Training Code**—The *minimum* general education or training required for an individual to be employed in an occupation. The code presented on each table is as follows:

- |  |   |
|--|---|
| 1 - First Professional Degree                        | 7 - Postsecondary Vocational Training       |
| 2 - Doctoral Degree                                  | 8 - Work Experience In A Related Occupation |
| 3 - Master's Degree                                  | 9 - Long-Term On-The-Job Training           |
| 4 - Work Experience Plus Bachelor's Or Higher Degree | 10 - Moderate-Term On-The-Job Training      |
| 5 - Bachelor's Degree                                | 11 - Short-Term On-The-Job Training         |
| 6 - Associate Degree                                 |   |

# “HOT JOBS”



## TOP OCCUPATIONS by MINIMUM EDUCATION and TRAINING REQUIRED

Occupational Title	Employment		Average Annual		Trng Code*
	2004	2014	Openings	Wages	

### *First Professional Degree, Doctoral Degree*

Lawyers	10,780	11,330	193	\$113,534	1
Pharmacists	2,750	3,190	97	\$90,834	1
Family and General Practitioners	2,010	2,340	60	\$157,067	1
Medical Scientists, Except Epidemiologists	1,790	2,130	65	\$84,462	2
Internists, General	1,700	1,990	52	\$137,736	1
Clinical, Counseling, and School Psychologists	2,850	3,130	90	\$68,112	2
Surgeons	1,230	1,440	38	\$175,101	1
Anesthesiologists	1,140	1,340	35	\$169,607	1
Biochemists and Biophysicists	1,400	1,540	57	\$94,244	2
Dentists	2,880	3,010	37	\$170,095	1
Obstetricians and Gynecologists	700	820	21	\$154,320	1
Veterinarians	1,040	1,140	35	\$107,111	1
Pediatricians, General	660	760	19	\$137,410	1
Computer and Information Scientists, Research	350	420	12	\$96,705	2
Microbiologists	920	990	36	\$54,378	2

### *Bachelor's and Master's Degree, Work Experience plus Bachelor's Degree*

Accountants and Auditors	20,520	23,370	672	\$67,235	5
General and Operations Managers	19,480	21,970	616	\$121,898	4
Elementary School Teachers, Except Special Education	18,140	18,990	486	\$57,165	5
Secondary School Teachers, Exc. Special and Vocational Ed	12,730	13,530	438	\$58,207	5
Middle School Teachers, Exc. Special and Vocational Ed	10,150	10,980	306	\$57,594	5
Computer Software Engineers, Applications	6,850	9,050	288	\$81,949	5
Computer Systems Analysts	9,600	11,350	284	\$75,608	5
Management Analysts	10,930	12,160	273	\$80,152	4
Financial Managers	9,930	11,100	259	\$110,701	4
Securities, Commodities, & Financial Services Sales Agents	6,790	8,400	238	\$133,337	5
Insurance Sales Agents	7,890	8,050	205	\$67,918	5
Financial Analysts	5,960	7,050	196	\$89,914	5
Computer Programmers	7,210	7,250	174	\$74,709	5
Mechanical Engineers	6,200	6,230	172	\$70,625	5
Rehabilitation Counselors	4,080	4,790	165	\$36,711	3
Network Systems and Data Communications Analysts	3,190	4,440	162	\$68,572	5
Sales Managers	4,450	5,220	159	\$115,281	4
Network and Computer Systems Administrators	4,250	5,310	153	\$68,511	5
Computer and Information Systems Managers	4,520	5,170	148	\$109,825	4
Child, Family, and School Social Workers	5,000	5,560	141	\$53,673	5
Market Research Analysts	3,280	3,840	141	\$74,321	5
Computer Software Engineers, Systems Software	3,800	4,830	140	\$84,972	5
Medical and Health Services Managers	3,590	4,070	119	\$94,088	4
Educational, Vocational, and School Counselors	3,360	3,730	113	\$53,969	3
Physical Therapists	3,120	3,920	111	\$71,329	3

Occupational Title	Employment		Average Annual		Trng Code*
	2004	2014	Openings	Wages	
Loan Officers	3,340	3,900	110	\$80,519	5
Industrial Engineers	3,420	3,670	108	\$70,788	5
Social and Community Service Managers	2,640	3,150	102	\$57,890	5
Employment, Recruitment, and Placement Specialists	2,810	3,380	100	\$58,928	5
Personal Financial Advisors	2,520	3,160	97	\$88,774	5
Aerospace Engineers	3,570	3,640	95	\$73,841	5
Property, Real Estate, and Community Association Managers	2,750	3,190	95	\$61,555	5
Mental Health and Substance Abuse Social Workers	2,490	3,010	95	\$44,983	3
Public Relations Specialists	3,110	3,600	94	\$56,277	5
Administrative Services Managers	3,230	3,530	93	\$86,392	4
Librarians	2,350	2,710	93	\$56,777	3
Mental Health Counselors	1,890	2,390	93	\$40,040	3
Special Ed. Teachers, Preschool, Kindergarten, Elementary	3,040	3,230	92	\$57,748	5
Training and Development Specialists	3,000	3,460	92	\$54,470	5
Construction Managers	3,450	3,740	91	\$97,559	5
Chief Executives	2,890	3,260	91	\$162,819	4
Education Administrators, Elementary and Secondary School	2,800	3,010	91	\$97,406	4
Medical and Clinical Laboratory Technologists	2,090	2,430	90	\$55,572	5
Engineering Managers	3,420	3,630	89	\$104,817	4
Marketing Managers	2,710	3,070	87	\$119,475	4
Medical and Public Health Social Workers	2,120	2,620	86	\$52,815	5
Civil Engineers	3,250	3,520	79	\$74,056	5
Graphic Designers	2,990	3,380	79	\$47,750	5
Editors	1,880	2,220	79	\$55,623	5
Database Administrators	1,870	2,450	77	\$75,312	5
Sales Engineers	1,830	2,040	76	\$84,734	5

### **Associate Degree**

Registered Nurses	31,890	36,020	1,081	\$63,303	6
Computer Support Specialists	7,360	8,440	199	\$50,661	6
Radiologic Technologists and Technicians	2,910	3,430	107	\$53,111	6
Paralegals and Legal Assistants	4,620	5,300	104	\$47,934	6
Dental Hygienists	3,120	3,850	100	\$62,772	6
Medical and Clinical Laboratory Technicians	1,490	1,680	59	\$38,937	6
Respiratory Therapists	1,230	1,400	58	\$53,122	6
Electrical and Electronic Engineering Technicians	2,280	2,370	56	\$50,160	6
Medical Records and Health Information Technicians	1,540	1,820	50	\$35,751	6
Veterinary Technologists and Technicians	1,000	1,260	39	\$33,668	6
Radiation Therapists	760	950	36	\$92,580	6
Mechanical Engineering Technicians	1,290	1,330	31	\$45,749	6
Physical Therapist Assistants	650	840	30	\$40,009	6
Biological Technicians	1,010	1,130	29	\$43,063	6
Diagnostic Medical Sonographers	680	840	29	\$62,741	6

Occupational Title	Employment		Average Annual		Trng Code*
	2004	2014	Openings	Wages	

### ***Postsecondary Vocational Training, excluding Construction Trades***

Automotive Service Technicians and Mechanics	10,470	11,990	431	\$40,193	7
Hairdressers, Hairstylists, and Cosmetologists	10,750	12,160	348	\$28,829	7
Licensed Practical and Licensed Vocational Nurses	7,880	9,100	294	\$50,283	7
Preschool Teachers, Except Special Education	6,830	8,420	241	\$28,848	7
Medical Secretaries	5,470	6,230	180	\$33,771	7
Fitness Trainers and Aerobics Instructors	3,950	4,620	158	\$45,430	7
Gaming Dealers	3,870	4,000	135	N/A	7
Library Technicians	2,020	2,220	95	\$32,259	7
Bus and Truck Mechanics and Diesel Engine Specialists	2,460	2,680	86	\$43,764	7
Real Estate Sales Agents	2,560	2,870	82	\$73,059	7
Manicurists and Pedicurists	1,710	2,090	71	\$22,481	7
Barbers	1,640	1,840	66	\$25,106	7
Legal Secretaries	2,960	3,040	64	\$41,444	7
Emergency Medical Technicians and Paramedics	2,860	3,160	63	\$34,424	7
Medical Transcriptionists	1,080	1,310	43	\$35,137	7

### ***Long Term Training, Work Experience in a Related Occupation***

Cooks, Restaurant	6,810	7,710	301	\$26,438	9
Carpenters	12,310	13,220	291	\$46,388	9
Police and Sheriff's Patrol Officers	7,320	7,860	243	\$52,358	9
Electricians	8,240	8,990	237	\$50,478	9
Plumbers, Pipefitters, and Steamfitters	5,930	6,540	197	\$52,573	9
Machinists	8,230	8,140	192	\$37,935	9
Fire Fighters	3,870	4,270	152	\$49,428	9
Chefs and Head Cooks	3,260	3,600	131	\$41,850	8
Purchasing Agents, Except Wholesale, Retail, and Farm Products	4,160	4,300	117	\$57,972	8
Claims Adjusters, Examiners, and Investigators	5,230	5,720	113	\$52,919	9
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	4,490	5,000	111	\$47,619	9
Food Service Managers	3,740	4,190	106	\$53,360	8
Bakers	3,040	3,370	104	\$24,547	9
Cost Estimators	2,760	3,070	93	\$62,598	8
Compliance Officers, Except Agriculture, Construction, Health and Safety	2,710	2,950	88	\$64,830	9
Automotive Body and Related Repairers	3,120	3,330	84	\$37,955	9
Wholesale and Retail Buyers, Except Farm Products	2,240	2,430	78	\$68,365	8
Welders, Cutters, Solderers, and Brazers	2,540	2,540	72	\$39,894	9
Sheet Metal Workers	2,320	2,480	72	\$46,408	9
Tool and Die Makers	2,930	2,890	66	\$49,420	9

### ***Moderate On-the-Job Training, Entry Level***

Customer Service Representatives	30,620	35,530	947	\$35,758	10
Sales Representatives, Wholesale & Mfg Exc. Technical & Scientific Products	20,410	22,700	764	\$72,200	10
Bookkeeping, Accounting, and Auditing Clerks	26,510	27,620	607	\$37,735	10
Executive Secretaries and Administrative Assistants	22,600	24,090	582	\$43,177	10
Secretaries, Except Legal, Medical, and Executive	25,260	24,450	484	\$34,556	10
Maintenance and Repair Workers, General	11,540	12,750	342	\$38,718	10

Occupational Title	Employment		Average Annual		Trng Code*
	2004	2014	Openings	Wages	
Truck Drivers, Heavy and Tractor-Trailer	14,280	15,320	337	\$39,874	10
Team Assemblers	11,680	11,410	302	\$29,025	10
Social and Human Service Assistants	7,890	9,330	283	\$38,284	10
Medical Assistants	4,860	6,490	253	\$31,576	10
Sales Representatives, Wholesale and Mfg, Technical & Scientific Products	6,960	7,460	233	\$82,071	10
Cooks, Institution and Cafeteria	4,610	5,200	202	\$29,073	10
Dental Assistants	3,350	4,140	172	\$35,177	10
Inspectors, Testers, Sorters, Samplers, and Weighers	7,420	7,120	169	\$37,243	10
Billing and Posting Clerks and Machine Operators	7,460	7,450	127	\$35,300	10

### **Short-Term On-the-Job Training, Entry Level**

Retail Salespersons	51,500	58,720	2,594	\$26,995	11
Cashiers	47,410	48,380	2,404	\$20,123	11
Waiters and Waitresses	26,050	29,210	1,656	\$19,918	11
Combined Food Preparation and Serving Workers	17,740	20,050	1,000	\$19,501	11
Janitors and Cleaners, Except Maids and Housekeeping	31,320	34,360	898	\$24,770	11
Office Clerks, General	32,580	33,610	825	\$29,756	11
Stock Clerks and Order Fillers	21,060	20,430	780	\$25,670	11
Food Preparation Workers	14,270	16,480	726	\$22,135	11
Teacher Assistants	22,580	25,080	687	\$24,844	11
Laborers and Freight, Stock, and Material Movers, Hand	19,050	19,280	645	\$26,385	11
Receptionists and Information Clerks	14,150	16,160	549	\$27,728	11
Counter Attendants, Cafeteria, Concession, Coffee Shop	6,780	7,730	537	\$18,280	11
Nursing Aides, Orderlies, and Attendants	24,410	26,560	535	\$27,985	11
Child Care Workers	14,110	15,460	520	\$22,349	11
Landscaping and Groundskeeping Workers	14,260	16,110	495	\$28,118	11
Maids and Housekeeping Cleaners	13,790	15,620	472	\$22,512	11
Home Health Aides	10,240	12,760	386	\$26,021	11
Security Guards	12,210	12,810	325	\$24,689	11
Bartenders	6,240	6,960	318	\$20,396	11
Tellers	5,970	5,940	294	\$25,293	11
Personal and Home Care Aides	5,840	7,480	258	\$21,179	11
Truck Drivers, Light or Delivery Services	13,280	14,570	252	\$30,350	11

**\*Training Code (Trng Code)**—The minimum general education or training required for an individual to be employed in an occupation. The code presented on each table is as follows:

- 1 - First Professional Degree**
- 2 - Doctoral Degree**
- 3 - Master's Degree**
- 4 - Work Experience Plus Bachelor's Or Higher Degree**
- 5 - Bachelor's Degree**
- 6 - Associate Degree**
- 7 - Postsecondary Vocational Training**
- 8 - Work Experience In A Related Occupation**
- 9 - Long-Term On-The-Job Training**
- 10 - Moderate-Term On-The-Job Training**
- 11 - Short-Term On-The-Job Training**

## TOP OCCUPATIONS REQUIRING POSTSECONDARY EDUCATION by GROWTH

Occupational Title	Employment		Average Annual		Avg. Annual	Trng
	2004	2014	Growth	Openings	Salary	Code*
Registered Nurses	31,890	36,020	413	1,081	\$63,303	6
Accountants and Auditors	20,520	23,370	285	672	\$67,235	5
General and Operations Managers	19,480	21,970	249	616	\$121,898	4
Computer Software Engineers, Applications	6,850	9,050	220	288	\$81,949	5
Nursing Aides, Orderlies, and Attendants	24,410	26,560	215	535	\$27,985	7
Computer Systems Analysts	9,600	11,350	175	284	\$75,608	5
Securities, Commodities, and Financial Services Sales Agents	6,790	8,400	161	238	\$133,337	5
Preschool Teachers, Except Special Education	6,830	8,420	160	241	\$28,848	7
Automotive Service Technicians and Mechanics	10,470	11,990	152	431	\$40,193	7
Hairdressers, Hairstylists, and Cosmetologists	10,750	12,160	141	348	\$28,829	7
Network Systems and Data Communications Analysts	3,190	4,440	124	162	\$68,572	5
Management Analysts	10,930	12,160	123	273	\$80,152	4
Licensed Practical and Licensed Vocational Nurses	7,880	9,100	122	294	\$50,283	7
Financial Managers	9,930	11,100	117	259	\$110,701	4
Computer Support Specialists	7,360	8,440	109	199	\$50,661	6
Financial Analysts	5,960	7,050	108	196	\$89,914	5
Network and Computer Systems Administrators	4,250	5,310	106	153	\$68,511	5
Computer Software Engineers, Systems Software	3,800	4,830	103	140	\$84,972	5
Elementary School Teachers, Except Special Education	18,140	18,990	85	486	\$57,165	5
Middle School Teachers, Exc. Special and Vocational Education	10,150	10,980	82	306	\$57,594	5
Physical Therapists	3,120	3,920	80	111	\$71,329	3
Secondary School Teachers, Exc. Special and Vocational Ed	12,730	13,530	80	438	\$58,207	5
Sales Managers	4,450	5,220	77	159	\$115,281	4
Medical Secretaries	5,470	6,230	75	180	\$33,771	7
Dental Hygienists	3,120	3,850	74	100	\$62,772	6
Rehabilitation Counselors	4,080	4,790	71	165	\$36,711	3
Paralegals and Legal Assistants	4,620	5,300	67	104	\$47,934	6
Fitness Trainers and Aerobics Instructors	3,950	4,620	67	158	\$45,430	7
Computer and Information Systems Managers	4,520	5,170	66	148	\$109,825	4
Personal Financial Advisors	2,520	3,160	64	97	\$88,774	5
Database Administrators	1,870	2,450	58	77	\$75,312	5
Employment, Recruitment, and Placement Specialists	2,810	3,380	57	100	\$58,928	5
Loan Officers	3,340	3,900	56	110	\$80,519	5
Market Research Analysts	3,280	3,840	56	141	\$74,321	5
Child, Family, and School Social Workers	5,000	5,560	56	141	\$53,673	5
Lawyers	10,780	11,330	55	193	\$113,534	1
Radiologic Technologists and Technicians	2,910	3,430	53	107	\$53,111	6
Mental Health and Substance Abuse Social Workers	2,490	3,010	52	95	\$44,983	3
Social and Community Service Managers	2,640	3,150	52	102	\$57,890	5
Mental Health Counselors	1,890	2,390	50	93	\$40,040	3
Medical and Public Health Social Workers	2,120	2,620	50	86	\$52,815	5
Medical and Health Services Managers	3,590	4,070	49	119	\$94,088	4
Public Relations Specialists	3,110	3,600	49	94	\$56,277	5

Occupational Title	Employment		Average Annual		Avg. Annual Salary	Trng Code*
	2004	2014	Growth	Openings		
Training and Development Specialists	3,000	3,460	46	92	\$54,470	5
Pharmacists	2,750	3,190	44	97	\$90,834	1
Property, Real Estate, and Community Association Managers	2,750	3,190	44	95	\$61,555	5
Graphic Designers	2,990	3,380	39	79	\$47,750	5
Manicurists and Pedicurists	1,710	2,090	38	71	\$22,481	7
Educational, Vocational, and School Counselors	3,360	3,730	37	113	\$53,969	3
Librarians	2,350	2,710	37	93	\$56,777	3
Chief Executives	2,890	3,260	37	91	\$162,819	4
Marketing Managers	2,710	3,070	37	87	\$119,475	4
Editors	1,880	2,220	34	79	\$55,623	5
Medical and Clinical Laboratory Technologists	2,090	2,430	34	90	\$55,572	5
Family and General Practitioners	2,010	2,340	33	60	\$157,067	1
Medical Scientists, Except Epidemiologists	1,790	2,130	33	65	\$84,462	2
Architects, Except Landscape and Naval	1,700	2,020	33	52	\$73,984	5
Real Estate Sales Agents	2,560	2,870	31	82	\$73,059	7
Occupational Therapists	1,550	1,850	30	51	\$64,242	3
Administrative Services Managers	3,230	3,530	30	93	\$86,392	4
Emergency Medical Technicians and Paramedics	2,860	3,160	30	63	\$34,424	7
Internists, General	1,700	1,990	29	52	\$137,736	1
Human Resources Managers	2,500	2,790	29	63	\$103,075	4
Construction Managers	3,450	3,740	29	91	\$97,559	5
Medical Records and Health Information Technicians	1,540	1,820	28	50	\$35,751	6
Clinical, Counseling, and School Psychologists	2,850	3,130	27	90	\$68,112	2
Civil Engineers	3,250	3,520	27	79	\$74,056	5
Veterinary Technologists and Technicians	1,000	1,260	26	39	\$33,668	6
Substance Abuse and Behavioral Disorder Counselors	1,130	1,380	25	51	\$39,234	3
Industrial Engineers	3,420	3,670	25	108	\$70,788	5
Producers and Directors	960	1,200	24	38	\$71,533	4
Medical Transcriptionists	1,080	1,310	23	43	\$35,137	7
Bus and Truck Mechanics and Diesel Engine Specialists	2,460	2,680	22	86	\$43,764	7
Surgeons	1,230	1,440	21	38	\$175,101	1
Education Administrators, Elementary and Secondary School	2,800	3,010	21	91	\$97,406	4
Education Administrators, Postsecondary	1,750	1,960	21	65	\$94,424	4
Engineering Managers	3,420	3,630	21	89	\$104,817	4

**Note: Only occupations with 2004 employment of 500 or more are shown in this table.**

**\*Training Code (Trng Code)**—The *minimum* general education or training required for an individual to be employed in an occupation. The code presented on each table is as follows:

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- 3 - Master's Degree
- 4 - Work Experience Plus Bachelor's Or Higher Degree
- 5 - Bachelor's Degree
- 6 - Associate Degree
- 7 - Postsecondary Vocational Training

## TOP OCCUPATIONS REQUIRING POSTSECONDARY EDUCATION by GROWTH RATE\*

Occupational Title	Employment		10 Year Change	Annual Openings	Avg . Annual Wage	Trng. Code*
	2004	2014				
Network Systems and Data Communications Analysts	3,190	4,440	38.9%	162	\$68,572	5
Computer Software Engineers, Applications	6,850	9,050	32.2%	288	\$81,949	5
Database Administrators	1,870	2,450	30.9%	77	\$75,312	5
Physical Therapist Assistants	650	840	30.4%	30	\$40,009	6
Computer Software Engineers, Systems Software	3,800	4,830	27.0%	140	\$84,972	5
Mental Health Counselors	1,890	2,390	26.6%	93	\$40,040	3
Veterinary Technologists and Technicians	1,000	1,260	25.9%	39	\$33,668	6
Physical Therapists	3,120	3,920	25.6%	111	\$71,329	3
Personal Financial Advisors	2,520	3,160	25.6%	97	\$88,774	5
Network and Computer Systems Administrators	4,250	5,310	25.0%	153	\$68,511	5
Cardiovascular Technologists and Technicians	670	840	25.0%	29	\$47,209	6
Radiation Therapists	760	950	24.8%	36	\$92,580	6
Producers and Directors	960	1,200	24.7%	38	\$71,533	4
Environmental Engineers	740	920	23.9%	31	\$75,159	5
Securities, Commodities, and Financial Services Sales Agents	6,790	8,400	23.7%	238	\$133,337	5
Diagnostic Medical Sonographers	680	840	23.7%	29	\$62,741	6
Dental Hygienists	3,120	3,850	23.6%	100	\$62,772	6
Preschool Teachers, Except Special Education	6,830	8,420	23.4%	241	\$28,848	7
Medical and Public Health Social Workers	2,120	2,620	23.4%	86	\$52,815	5
Substance Abuse and Behavioral Disorder Counselors	1,130	1,380	22.3%	51	\$39,234	3
Manicurists and Pedicurists	1,710	2,090	22.1%	71	\$22,481	7
Medical Transcriptionists	1,080	1,310	21.7%	43	\$35,137	7
Mental Health and Substance Abuse Social Workers	2,490	3,010	21.1%	95	\$44,983	3
Employment, Recruitment, and Placement Specialists	2,810	3,380	20.4%	100	\$58,928	5
Social and Community Service Managers	2,640	3,150	19.6%	102	\$57,890	5
Occupational Therapists	1,550	1,850	19.5%	51	\$64,242	3
Architects, Except Landscape and Naval	1,700	2,020	19.3%	52	\$73,984	5
Aircraft Mechanics and Service Technicians	740	870	18.8%	31	\$48,392	7
Medical Scientists, Except Epidemiologists	1,790	2,130	18.6%	65	\$84,462	2
Medical Records and Health Information Technicians	1,540	1,820	18.3%	50	\$35,751	6
Computer Systems Analysts	9,600	11,350	18.3%	284	\$75,608	5
Financial Analysts	5,960	7,050	18.1%	196	\$89,914	5
Radiologic Technologists and Technicians	2,910	3,430	18.1%	107	\$53,111	6
Meeting and Convention Planners	620	730	18.0%	25	\$56,893	5
Skin Care Specialists	830	980	18.0%	31	\$28,575	7
Editors	1,880	2,220	17.8%	79	\$55,623	5
Physician Assistants	930	1,100	17.7%	31	\$81,970	5
Anesthesiologists	1,140	1,340	17.7%	35	\$169,607	1
Slot Key Persons	540	630	17.6%	21	N/A	7
Rehabilitation Counselors	4,080	4,790	17.5%	165	\$36,711	3
Education Administrators, Preschool and Child Care Center	830	970	17.4%	35	\$49,441	4
Surgeons	1,230	1,440	17.3%	38	\$175,101	1
Sales Managers	4,450	5,220	17.3%	159	\$115,281	4
Business Operations Specialists, All Other	9,160	10,730	17.1%	313	\$67,153	5
Fitness Trainers and Aerobics Instructors	3,950	4,620	17.1%	158	\$45,430	7
Market Research Analysts	3,280	3,840	17.0%	141	\$74,321	5

Occupational Title	Employment		10 Year Change	Annual Job Openings	Avg. Annual Salary	Trng. Code*
	2004	2014				
Internists, General	1,700	1,990	16.9%	52	\$137,736	1
Obstetricians and Gynecologists	700	820	16.8%	21	\$154,320	1
Loan Officers	3,340	3,900	16.8%	110	\$80,519	5
Family and General Practitioners	2,010	2,340	16.4%	60	\$157,067	1
Property, Real Estate, and Community Association Managers	2,750	3,190	16.0%	95	\$61,555	5
Medical and Clinical Laboratory Technologists	2,090	2,430	16.0%	90	\$55,572	5
Pharmacists	2,750	3,190	16.0%	97	\$90,834	1
Public Relations Specialists	3,110	3,600	15.8%	94	\$56,277	5
Advertising and Promotions Managers	640	750	15.7%	22	\$98,007	4
Librarians	2,350	2,710	15.6%	93	\$56,777	3
Licensed Practical and Licensed Vocational Nurses	7,880	9,100	15.5%	294	\$50,283	7
Multi-Media Artists and Animators	720	840	15.5%	27	\$47,423	5
Training and Development Specialists	3,000	3,460	15.4%	92	\$54,470	5
Pediatricians, General	660	760	15.1%	19	\$137,410	1
Farm, Ranch, and Other Agricultural Managers	910	1,050	15.0%	29	\$77,994	4
Computer Support Specialists	7,360	8,440	14.7%	199	\$50,661	6
Paralegals and Legal Assistants	4,620	5,300	14.6%	104	\$47,934	6
Massage Therapists	690	790	14.6%	23	\$47,465	7
Automotive Service Technicians and Mechanics	10,470	11,990	14.5%	431	\$40,193	7
Computer and Information Systems Managers	4,520	5,170	14.5%	148	\$109,825	4
Surveyors	660	760	14.5%	32	\$51,375	5
Public Relations Managers	870	1,000	14.4%	28	\$96,500	4
Respiratory Therapists	1,230	1,400	14.2%	58	\$53,122	6
Chiropractors	510	580	13.9%	17	\$99,095	1
Accountants and Auditors	20,520	23,370	13.9%	672	\$67,235	5
Medical Secretaries	5,470	6,230	13.8%	180	\$33,771	7
Marketing Managers	2,710	3,070	13.6%	87	\$119,475	4
Medical and Health Services Managers	3,590	4,070	13.5%	119	\$94,088	4
Hairdressers, Hairstylists, and Cosmetologists	10,750	12,160	13.1%	348	\$28,829	7
Graphic Designers	2,990	3,380	13.1%	79	\$47,750	5
Registered Nurses	31,890	36,020	13.0%	1,081	\$63,303	6

**Note: Only occupations with 2004 employment of 500 or more are shown in this table.**

\* **Growth Rate** is referred to as 10 Year Change in this table.

\*\***Training Code (Trng Code)**—The *minimum* general education or training required for an individual to be employed in an occupation. The code presented on each table is as follows:

- 1 - First Professional Degree
- 2 - Doctoral Degree
- 3 - Master's Degree
- 4 - Work Experience Plus Bachelor's Or Higher Degree
- 5 - Bachelor's Degree
- 6 - Associate Degree
- 7 - Postsecondary Vocational Training

## TOP OCCUPATIONS by ANNUAL JOB OPENINGS

Occupational Title	Employment		10 Year Change	Annual Job Openings	Avg. Annual Salary	Trng Code*
	2004	2014				
Retail Salespersons	51,500	58,720	14.0%	2,594	\$26,995	11
Cashiers	47,410	48,380	2.1%	2,404	\$20,123	11
Waiters and Waitresses	26,050	29,210	12.1%	1,656	\$19,918	11
Registered Nurses	31,890	36,020	13.0%	1,081	\$63,303	6
Combined Food Preparation and Serving Workers	17,740	20,050	13.0%	1,000	\$19,501	11
Customer Service Representatives	30,620	35,530	16.0%	947	\$35,758	10
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	31,320	34,360	9.7%	898	\$24,770	11
Office Clerks, General	32,580	33,610	3.2%	825	\$29,756	11
Stock Clerks and Order Fillers	21,060	20,430	-3.0%	780	\$25,670	11
Sales Representatives, Wholesale & Mfg, Exc. Techn/Scientific	20,410	22,700	11.2%	764	\$72,200	10
Food Preparation Workers	14,270	16,480	15.5%	726	\$22,135	11
Teacher Assistants	22,580	25,080	11.1%	687	\$24,844	11
Accountants and Auditors	20,520	23,370	13.9%	672	\$67,235	5
Laborers and Freight, Stock, and Material Movers, Hand	19,050	19,280	1.2%	645	\$26,385	11
Bookkeeping, Accounting, and Auditing Clerks	26,510	27,620	4.2%	607	\$37,735	10
Executive Secretaries and Administrative Assistants	22,600	24,090	6.6%	582	\$43,177	10
Receptionists and Information Clerks	14,150	16,160	14.2%	549	\$27,728	11
Counter Attendants, Cafeteria, Food Concession, Coffee Shop	6,780	7,730	13.9%	537	\$18,280	11
Nursing Aides, Orderlies, and Attendants	24,410	26,560	8.8%	535	\$27,985	7
Child Care Workers	14,110	15,460	9.6%	520	\$22,349	11
Landscaping and Groundskeeping Workers	14,260	16,110	13.0%	495	\$28,118	11
Elementary School Teachers, Except Special Education	18,140	18,990	4.7%	486	\$57,165	5
Secretaries, Except Legal, Medical, and Executive	25,260	24,450	-3.2%	484	\$34,556	10
Maids and Housekeeping Cleaners	13,790	15,620	13.3%	472	\$22,512	11
Secondary School Teachers, Except Special and Voc Ed	12,730	13,530	6.3%	438	\$58,207	5
Automotive Service Technicians and Mechanics	10,470	11,990	14.5%	431	\$40,193	7
Home Health Aides	10,240	12,760	24.6%	386	\$26,021	11
Hairdressers, Hairstylists, and Cosmetologists	10,750	12,160	13.1%	348	\$28,829	7
Maintenance and Repair Workers, General	11,540	12,750	10.5%	342	\$38,718	10
Truck Drivers, Heavy and Tractor-Trailer	14,280	15,320	7.3%	337	\$39,874	10
Security Guards	12,210	12,810	4.9%	325	\$24,689	11
Bartenders	6,240	6,960	11.5%	318	\$20,396	11
Middle School Teachers, Except Special and Voc Ed	10,150	10,980	8.1%	306	\$57,594	5
Team Assemblers	11,680	11,410	-2.3%	302	\$29,025	10
Cooks, Restaurant	6,810	7,710	13.2%	301	\$26,438	9
Tellers	5,970	5,940	-0.6%	294	\$25,293	11
Licensed Practical and Licensed Vocational Nurses	7,880	9,100	15.5%	294	\$50,283	7
Carpenters	12,310	13,220	7.4%	291	\$46,388	9
Computer Software Engineers, Applications	6,850	9,050	32.2%	288	\$81,949	5
Computer Systems Analysts	9,600	11,350	18.3%	284	\$75,608	5
Social and Human Service Assistants	7,890	9,330	18.3%	283	\$38,284	10
Management Analysts	10,930	12,160	11.3%	273	\$80,152	4
Financial Managers	9,930	11,100	11.7%	259	\$110,701	4
Personal and Home Care Aides	5,840	7,480	28.2%	258	\$21,179	11
Medical Assistants	4,860	6,490	33.6%	253	\$31,576	10
Truck Drivers, Light or Delivery Services	13,280	14,570	9.8%	252	\$30,350	11

Occupational Title	Employment		10 Year Change	Annual Job Openings	Avg. Annual Salary	Trng Code*
	2004	2014				
Dishwashers	5,450	6,060	11.2%	245	\$19,053	11
Police and Sheriff's Patrol Officers	7,320	7,860	7.3%	243	\$52,358	9
Preschool Teachers, Except Special Education	6,830	8,420	23.4%	241	\$28,848	7
Securities, Commodities, and Financial Services Sales Agents	6,790	8,400	23.7%	238	\$133,337	5
Electricians	8,240	8,990	9.0%	237	\$50,478	9
Recreation Workers	6,560	7,400	12.8%	234	\$27,694	11
Sales Representatives, Wholesale & Mfg, Technical & Scientific	6,960	7,460	7.2%	233	\$82,071	10
Cooks, Fast Food	5,070	5,790	14.1%	228	\$20,538	11
Bus Drivers, School	7,480	8,080	8.1%	223	\$27,192	11
Insurance Sales Agents	7,890	8,050	2.1%	205	\$67,918	5
Cooks, Institution and Cafeteria	4,610	5,200	12.9%	202	\$29,073	10
Computer Support Specialists	7,360	8,440	14.7%	199	\$50,661	6
Plumbers, Pipefitters, and Steamfitters	5,930	6,540	10.2%	197	\$52,573	9
Financial Analysts	5,960	7,050	18.1%	196	\$89,914	5
Counter and Rental Clerks	3,720	4,250	14.1%	195	\$26,411	11
Shipping, Receiving, and Traffic Clerks	9,400	9,260	-1.4%	193	\$30,469	11
Lawyers	10,780	11,330	5.1%	193	\$113,534	1
Machinists	8,230	8,140	-1.0%	192	\$37,935	9
Medical Secretaries	5,470	6,230	13.8%	180	\$33,771	7
Cleaners of Vehicles and Equipment	4,190	4,530	8.1%	180	\$22,774	11
Computer Programmers	7,210	7,250	0.6%	174	\$74,709	5
Dining Room and Cafeteria Attendants and Bartender Helpers	3,690	4,190	13.4%	173	\$18,870	11
Mechanical Engineers	6,200	6,230	0.4%	172	\$70,625	5
Dental Assistants	3,350	4,140	23.5%	172	\$35,177	10
Inspectors, Testers, Sorters, Samplers, and Weighers	7,420	7,120	-4.1%	169	\$37,243	10
Rehabilitation Counselors	4,080	4,790	17.5%	165	\$36,711	3
Network Systems and Data Communications Analysts	3,190	4,440	38.9%	162	\$68,572	5
Sales Managers	4,450	5,220	17.3%	159	\$115,281	4
Fitness Trainers and Aerobics Instructors	3,950	4,620	17.1%	158	\$45,430	7
Packers and Packagers, Hand	8,120	8,150	0.4%	156	\$21,632	11
Postal Service Mail Carriers	4,900	4,470	-8.9%	154	\$46,805	11
Network and Computer Systems Administrators	4,250	5,310	25.0%	153	\$68,511	5
Fire Fighters	3,870	4,270	10.2%	152	\$49,428	9

**\*Training Code (Trng Code)**—The minimum general education or training required for an individual to be employed in an occupation. The code presented on each table is as follows:

- 1—First Professional Degree
- 2—Doctoral Degree
- 3—Master's Degree
- 4—Work Experience Plus Bachelor's Or Higher Degree
- 5—Bachelor's Degree
- 6—Associate Degree
- 7—Postsecondary Vocational Training
- 8—Work Experience In A Related Occupation
- 9—Long-Term On-The-Job Training
- 10—Moderate-Term On-The-Job Training
- 11—Short-Term On-The-Job Training