

ECONOMIC & WORKFORCE DEVELOPMENT through the C A L I F D R N I A C D M M U N I T Y C D L L E S E S

BUSINESS AND WORKFORCE PERFORMANCE IMPROVEMENT INITIATIVE



Regional Industry & Demographic Report for



January 2008

Center of Excellence, Inland Empire Region

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Table of Contents

| Introduction | 1 |
|---|-----|
| GIS Map: Blythe and Needles Study Areas | |
| Industry Analysis | |
| 50 Mile Analysis from Palo Verde College | |
| GIS Map: 50 Mile ring from Palo Verde College | |
| 50 Mile Analysis from PVC's Needles Campus | |
| GIS Map: 50 Mile ring from PVC's Needles Campus | |
| Industry & Occupational Analysis Overview | 7 |
| Data Sources and Calculations | |
| GIS Map: Selected Area for Industry Analysis | |
| NAICS 11: Agriculture, Forestry, Fishing and Hunting | |
| NAICS 21: Mining | |
| NAICS 22: Utilities | |
| NAICS 23: Construction | |
| NAICS 31-33: Manufacturing | |
| NAICS 42: Wholesale Trade | |
| NAICS 44-45: Retail Trade | |
| NAICS 48-49: Transportation and Warehousing | |
| NAICS 51: Information | |
| NAICS 52: Finance and Insurance | |
| NAICS 53: Real Estate and Rental and Leasing | |
| NAICS 54: Professional, Scientific, and Technical Services | |
| NAICS 55: Management of Companies and Enterprises | |
| NAICS 56: Administration & Support, Waste Management & Remediation Services | |
| NAICS 61: Educational Services | |
| NAICS 62: Health Care and Social Assistance | |
| NAICS 71: Arts, Entertainment, and Recreation | 25 |
| NAICS 72: Accommodation and Food Services | |
| NAICS 81: Other Services | |
| NAICS 90: Public Administration | |
| Industry Size and Growth | 29 |
| 2007 Regional Industrial Makeup | |
| 2007 Regional Occupational Makeup | 31 |
| Demographic Analyis Overview | |
| Demographic Analyis Data Sources | |
| | |
| 50 mile Analysis from Palo Verde College | ~ . |
| Market Profile | |
| Age by Sex Profile | |
| Comprohensive Trend Profile | |
| Retail Goods and Services Expenditures | |

| Demographic and Income Profile | |
|---|----|
| California Section - 50 mile Analysis from Palo Verde College | |
| GIS Map | |
| Market Profile | |
| Age by Sex Profile | 65 |
| Comprohensive Trend Profile | |
| Retail Goods and Services Expenditures | |
| Demographic and Income Profile | 77 |
| Arizona Section - 50 mile Analysis from Palo Verde College | |
| GIS Map | 79 |
| Market Profile | |
| Age by Sex Profile | |
| Comprohensive Trend Profile | |
| Retail Goods and Services Expenditures | |
| Demographic and Income Profile | |
| 50 mile Analysis from PVC's Needles Campus | |
| Market Profile | |
| Age by Sex Profile | |
| Comprohensive Trend Profile | |
| Retail Goods and Services Expenditures | |
| Demographic and Income Profile | |
| California Section - 50 mile Analysis from PVC's Needles Campus | |
| GIS Map | |
| Market Profile | |
| Age by Sex Profile | |
| Comprohensive Trend Profile | |
| Retail Goods and Services Expenditures | |
| Demographic and Income Profile | |
| Arizona Section - 50 mile Analysis from PVC's Needles Campus | |
| GIS Map | |
| Market Profile | |
| Age by Sex Profile | |
| Comprohensive Trend Profile | |
| Retail Goods and Services Expenditures | |
| Demographic and Income Profile | |
| Nevada Section - 50 mile Analysis from PVC's Needles Campus | |
| GIS Map | |
| Market Profile | |
| Age by Sex Profile | |
| Comprohensive Trend Profile | |
| Retail Goods and Services Expenditures | |
| Demographic and Income Profile | |

Introduction

This report is intended to assist the decision-making process of Palo Verde College (PVC) administrators and planners in addressing local and regional workforce needs and emerging job opportunities in the workplace as they relate to college programs. The information contained herein can be used to guide program offerings, strengthen grant applications, aid in marketing and student attractions, and support other curricular, economic and workforce development efforts.

This report is designed to provide current industry and demographic data that will:

- Define potential strategic opportunities relative to an industry's emerging trends and workforce needs;
- Influence and inform local college program planning and resource development; and
- Promote a future-oriented and market responsive way of thinking among PVC's key stakeholders.

This report was requested from the Inland Empire Center of Excellence by Palo Verde College and was supported by the Desert Regional Consortium by subsidizing the purchase of a non-California business database. All information was compiled using Environmental System Research Institute's (ESRI) ArcView software, InfoUSA employer databases, or EMSI's CCBenefits software. The report is broken down into sections based upon industry and/or geography that could be independently disseminated or analyzed.

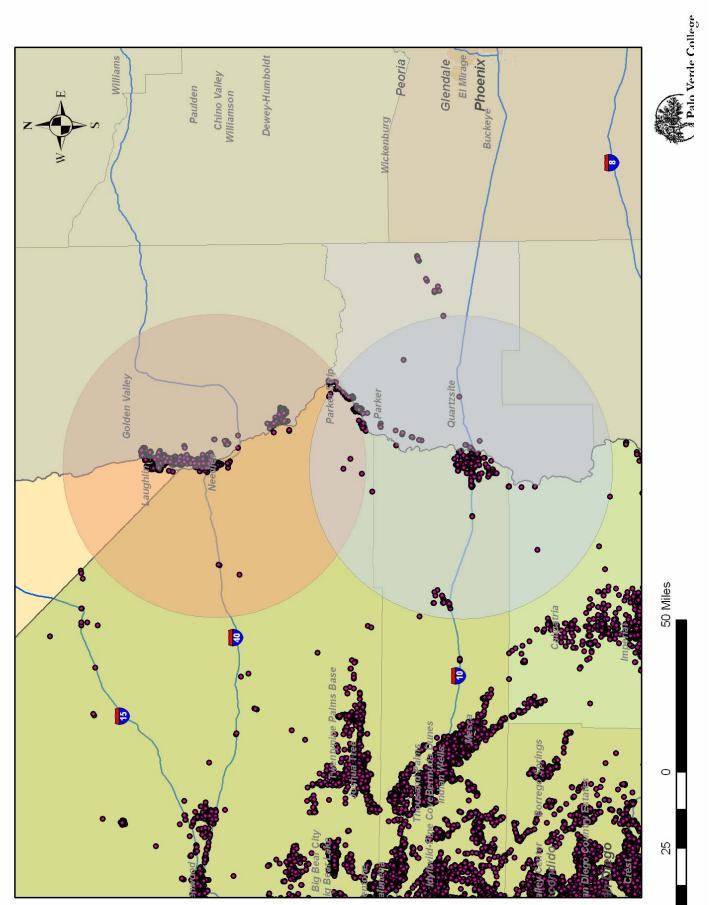
About the Centers of Excellence

The Centers of Excellence (COE) are part of the Business and Workforce Performance Improvement (BWPI) initiative within the California Community College's Economic and Workforce Development Network. The regional COEs are focused on building the capacity of the community colleges in the area of economic and workforce development to enhance their ability to deliver education and training services to businesses and workers in high growth industries, new technologies, and other clusters of opportunities. Centers provide market intelligence regarding workforce trends, increasing awareness and visibility about the colleges economic and workforce development programs and services, and strategically develop partnerships with business and industry.

Important Disclaimer

All representations included in this report have been produced from a secondary review of publicly and/or privately available data and/or research reports. Efforts have been made to qualify and validate the accuracy of the data and the reported findings. The purpose of this analysis is to assist Palo Verde College to respond to emerging market needs for workforce performance improvement. However, neither the Business and Workforce Performance Improvement, Centers of Excellence, COE host District or California Community Colleges Chancellor's Office are responsible for applications or decisions made by recipient community colleges or their representatives based upon this study including components or recommendations.





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Industry Analysis for Palo Verde College

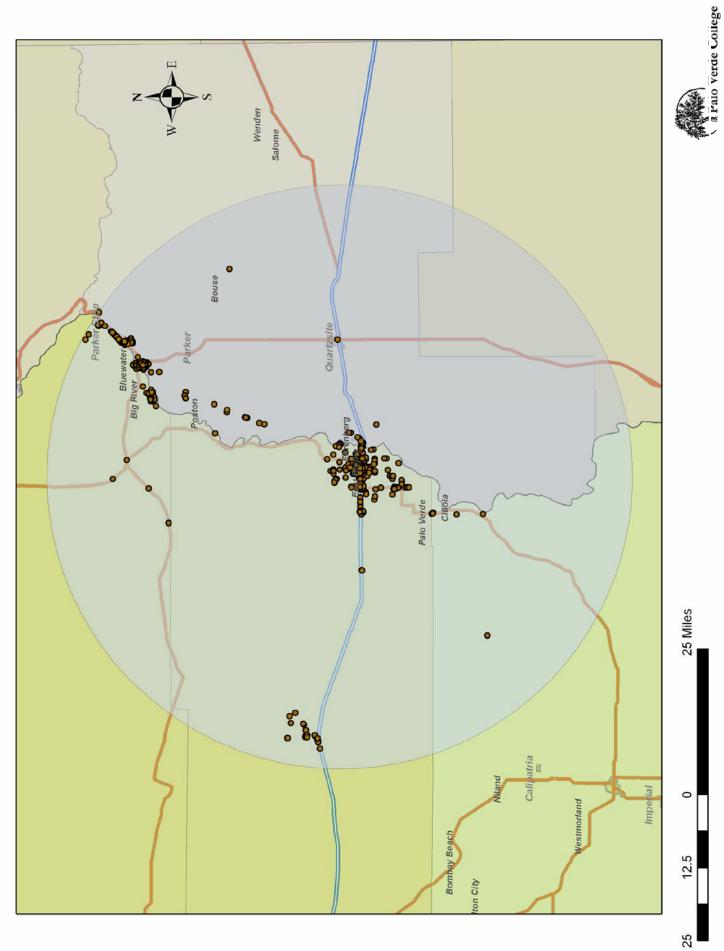
This section provides identification of the business base located within a 50 mile radius of Palo Verde College. This information is derived from the prominent business data publishing firm, InfoUSA, and GIS mapped using ESRI's ArcView software. The data was extracted in September 2007 and is considered valid for use for 1 year (after which the data should be refreshed to ensure accuracy). This information is useful in understanding the current business composition, existence of significant industry clusters, estimated size of workforce, occupations, estimated gross sales activity, and other such information.

In addition to the summary table below, and the following for PVC's Needles Campus, the database has been provided to PVC in electronic form. This business database can be sorted by any of the included fields and used to conduct extensive forms of further analysis.

Note: The business records provided by InfoUSA are self-reported by industry and thus there are some discrepancies, data omissions, and duplications (especially with organizations with multiple offices or a Headquarters location), in spite of being the most accurate data source available. This analysis omits non-classified businesses that did not report a NAICS code.

| NAICS Code | Induction Decoviration | Businesses within 50 miles of PVC | | | |
|-----------------|---|-----------------------------------|---------------------|--|--|
| (2 digit level) | Industry Description | Count | Percentage of total | | |
| 11 | Agriculture, Forestry, Fishing and Hunting | 33 | 2.48% | | |
| 21 | Mining | 1 | 0.08% | | |
| 22 | Utilities | 12 | 0.90% | | |
| 23 | Construction | 67 | 5.03% | | |
| 31-33 | Manufacturing | 31 | 2.33% | | |
| 42 | Wholesale Trade | 57 | 4.28% | | |
| 44-45 | Retail Trade | 218 | 16.38% | | |
| 48-49 | Transportation and Warehousing | 41 | 3.08% | | |
| 51 | Information | 27 | 2.03% | | |
| 52 | Finance and Insurance | 43 | 3.23% | | |
| 53 | Real Estate & Rental and Leasing | 72 | 5.41% | | |
| 54 | Professional, Scientific, and Technical Services | 53 | 3.98% | | |
| 55 | Management of Companies and Enterprises | 0 | 0.00% | | |
| 56 | Administrative and Support and Waste Management and Remediation Services | 36 | 2.70% | | |
| 61 | Educational Services | 35 | 2.63% | | |
| 62 | Health Care and Social Assistance | 84 | 6.31% | | |
| 71 | Arts, Entertainment, and Recreation | 38 | 2.85% | | |
| 72 | Accommodation and Food Services | 187 | 14.05% | | |
| 81 | Other Services | 157 | 11.80% | | |
| 91-99 | Public Administration | 139 | 10.44% | | |
| | TOTAL | 1331 | 100% | | |

Businesses within 50 miles of Palo Verde College



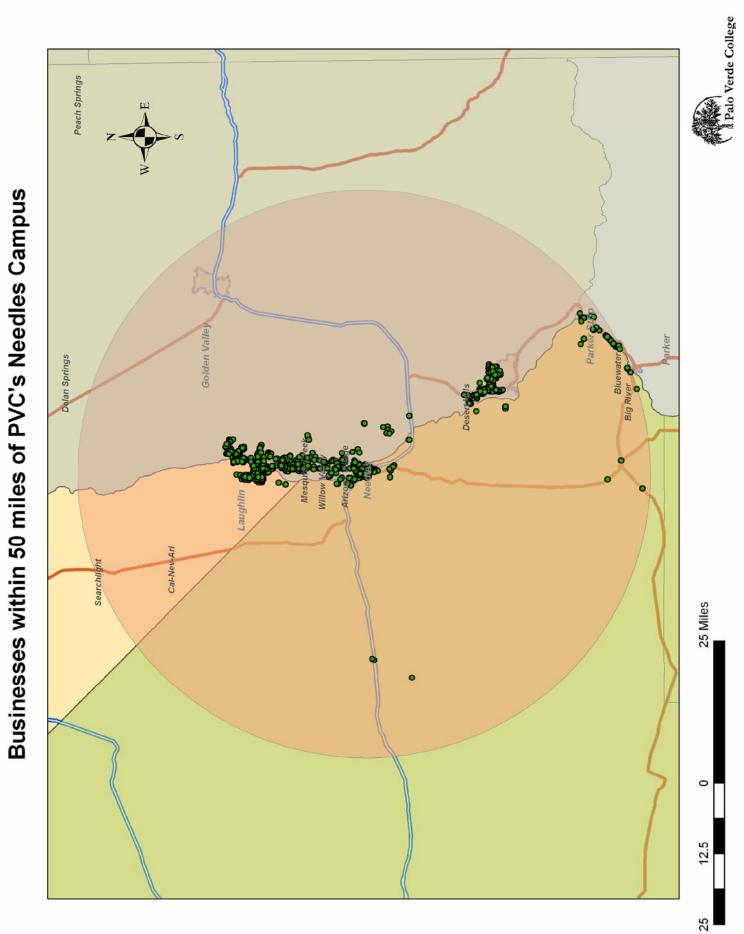
Industry Analysis for PVC's Needles Campus

This section provides identification of the business base located within a 50 mile radius of Palo Verde College's Needles Campus located at Needles High School. This information is derived from the prominent business data publishing firm, InfoUSA, and GIS mapped using ESRI's ArcView software. The data was extracted in September 2007 and is considered valid for use for 1 year (after which the data should be refreshed to ensure accuracy). This information is useful in understanding the current business composition, existence of significant industry clusters, estimated size of workforce, occupations, estimated gross sales activity, and other such information.

In addition to the summary table below, the database has been provided to PVC in electronic form. This business database can be sorted by any of the included fields and used to conduct extensive forms of further analysis.

Note: The business records provided by InfoUSA are self-reported by industry and thus there are some discrepancies, data omissions, and duplications (especially with organizations with multiple offices or a Headquarters location), in spite of being the most accurate data source available. This analysis omits non-classified businesses that did not report a NAICS code.

| NAICS Code | Industry Description | Businesses within 50 miles of PVC | | | |
|-----------------|---|-----------------------------------|---------------------|--|--|
| (2 digit level) | Industry Description | Count | Percentage of total | | |
| 11 | Agriculture, Forestry, Fishing and Hunting | 17 | 0.55% | | |
| 21 | Mining | 3 | 0.10% | | |
| 22 | Utilities | 20 | 0.65% | | |
| 23 | Construction | 370 | 12.07% | | |
| 31-33 | Manufacturing | 102 | 3.33% | | |
| 42 | Wholesale Trade | 129 | 4.21% | | |
| 44-45 | Retail Trade | 545 | 17.78% | | |
| 48-49 | Transportation and Warehousing | 67 | 2.19% | | |
| 51 | Information | 59 | 1.92% | | |
| 52 | Finance and Insurance | 140 | 4.57% | | |
| 53 | Real Estate & Rental and Leasing | 259 | 8.45% | | |
| 54 | Professional, Scientific, and Technical Services | 161 | 5.25% | | |
| 55 | Management of Companies and Enterprises | 0 | 0% | | |
| 56 | Administrative and Support and Waste Management and Remediation Services | 102 | 3.33% | | |
| 61 | Educational Services | 53 | 1.73% | | |
| 62 | Health Care and Social Assistance | 230 | 7.5% | | |
| 71 | Arts, Entertainment, and Recreation | 75 | 2.45% | | |
| 72 | Accommodation and Food Services | 265 | 8.64% | | |
| 81 | Other Services | 335 | 10.93% | | |
| 91-99 | Public Administration | 134 | 4.37% | | |
| | TOTAL | 3066 | 100% | | |



Industry & Occupational Analysis Overview

The following snapshots highlight industry and occupational projections specifically for Palo Verde's service area. For this section of the report, all data was compiled using EMSI's CCBenefit's software. The sub-county region for industry projections (map on next page) was defined using a combination of counties and zip codes as follows:

Whole Counties: La Paz, AZ (4012)

Whole ZIP Codes: 85356 (in Yuma county, AZ), 86403 (in Mohave county, AZ), 86404 (in Mohave county, AZ), 86406 (in Mohave county, AZ), 86409 (in Mohave county, AZ), 86413 (in Mohave county, AZ), 86426 (in Mohave county, AZ), 86429 (in Mohave county, AZ), 86436 (in Mohave county, AZ), 86440 (in Mohave county, AZ), 86442 (in Mohave county, AZ), 86440 (in Clark county, AZ), 86442 (in Mohave county, AZ), 89029 (in Clark county, NV), 89046 (in Clark county, NV), 92225 (in Riverside county, CA), 92226 (in Riverside county, CA), 92267 (in San Bernardino county, CA), 92280 (in San Bernardino county, CA), 92283 (in Imperial county, CA), 92332 (in San Bernardino county, CA), 92363 (in San Bernardino county, CA), 92364 (in San Bernardino county, CA), 9236

Data Sources and Calculations for This Section

Industry Data

In order to capture a complete picture of industry employment, EMSI basically combines covered employment data from Quarterly Census of Employment and Wages (QCEW) produced by the Department of Labor with total employment data in Regional Economic Information System (REIS) published by the Bureau of Economic Analysis (BEA), augmented with County Business Patterns (CBP) and Nonemployer Statistics (NES) published by the U.S. Census Bureau. Projections are based on the latest available EMSI industry data combined with past trends in each industry and the industry growth rates in national projections (Bureau of Labor Statistics) and states' own projections, where available.

Occupation Data

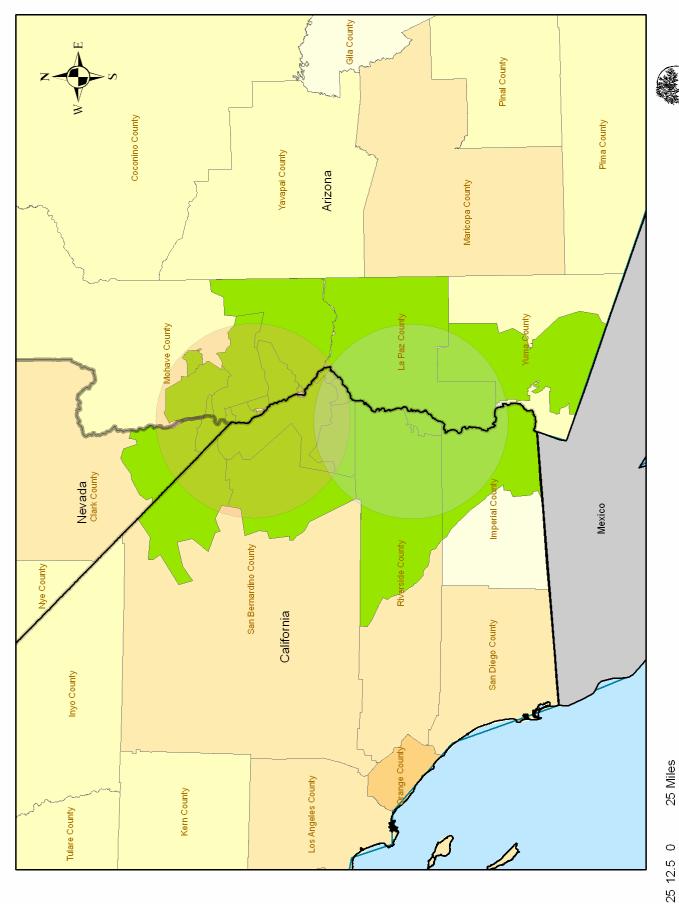
Organizing regional employment information by occupation provides a workforce-oriented view of the regional economy. EMSI's occupation data are based on EMSI's industry data and regional staffing patterns taken from the Occupational Employment Statistics program (U.S. Bureau of Labor Statistics). Wage information is partially derived from the American Community Survey. The occupation-to-program (SOC-to-CIP) crosswalk is based on one from the U.S. Department of Education, with customizations by EMSI.

State Data Sources

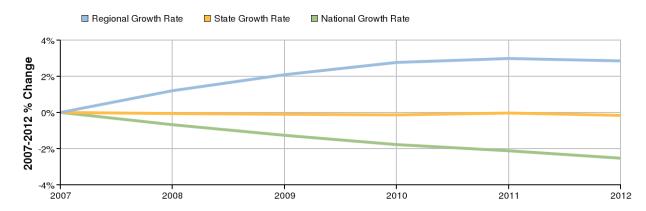
This report uses state data from the following agencies: Arizona Department of Economic Security, Research Administration; California Labor Market Information Department; Nevada Department of Employment, Training and Rehabilitation, Information Development and Processing Division, Research and Analysis Bureau.



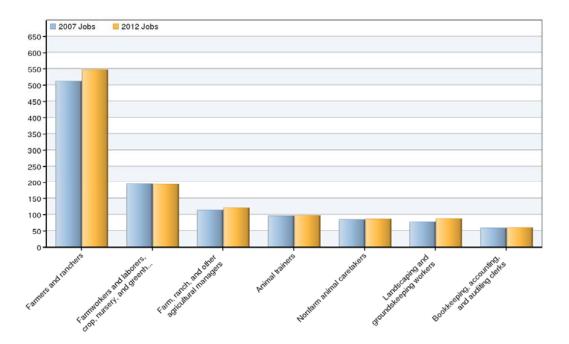




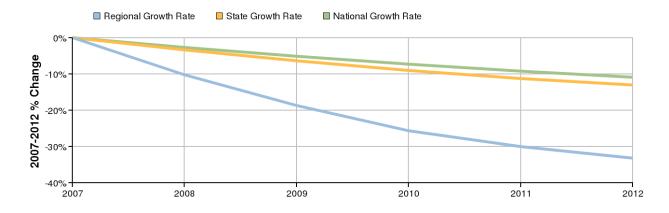




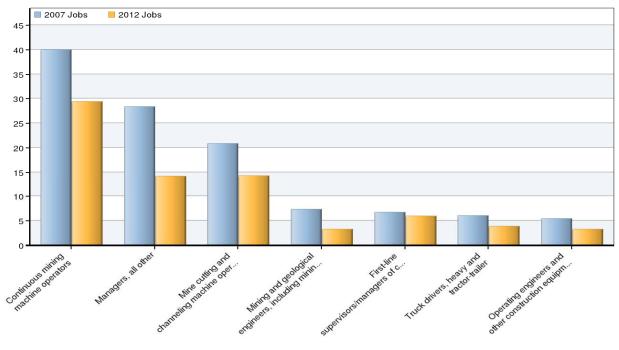
| Description | 2007 Jobs | 2012 Jobs | Change | % Change | EPW |
|----------------|-----------|-----------|---------|-------------|----------|
| Regional Total | 2,134 | 2,195 | 61 | 3% | \$24,367 |
| State Total | 539,667 | 538,790 | -878 | -0% | \$20,562 |
| National Total | 3,869,847 | 3,771,870 | -97,977 | -3% | \$16,816 |



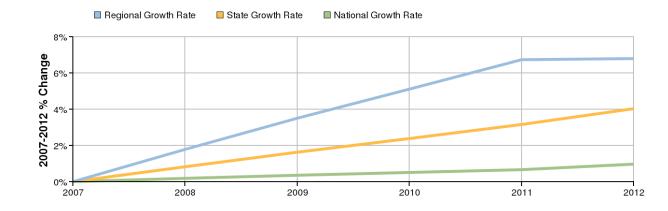
| SOC | Name | 2007 Jobs | 2012 John | Change | % Change |
|---------|--|-----------|-----------|--------|-----------|
| Code | Name | 2007 3003 | 2012 3003 | Change | 70 Change |
| 11-9012 | Farmers and ranchers | 513 | 548 | 35 | 7% |
| 45-2092 | Farmworkers and laborers, crop, nursery, and | 195 | 193 | -2 | -1% |
| 43-2032 | greenhouse | 195 | 193 | -2 | -170 |
| 11-9011 | Farm, ranch, and other agricultural managers | 114 | 122 | 7 | 6% |
| 39-2011 | Animal trainers | 97 | 98 | 1 | 1% |
| 39-2021 | Nonfarm animal caretakers | 85 | 86 | 2 | 2% |
| 37-3011 | Landscaping and groundskeeping workers | 78 | 87 | 10 | 13% |
| 43-3031 | Bookkeeping, accounting, and auditing clerks | 58 | 60 | 1 | 2% |



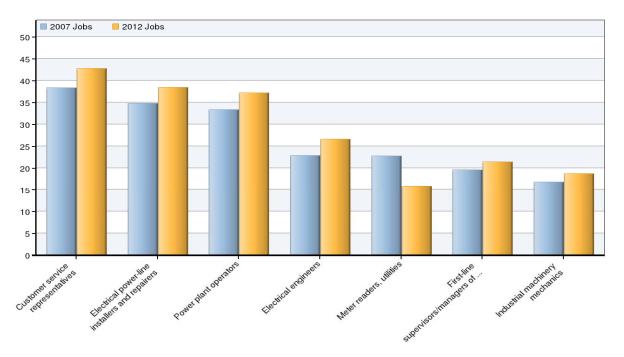
| Description | 2007 Jobs | 2012 Jobs | Change | % Change | EPW |
|----------------|-----------|-----------|---------|-------------|-----------|
| Regional Total | 236 | 158 | -79 | -33% | \$54,458 |
| State Total | 62,596 | 54,420 | -8,176 | -13% | \$105,496 |
| National Total | 861,153 | 767,108 | -94,046 | -11% | \$108,113 |



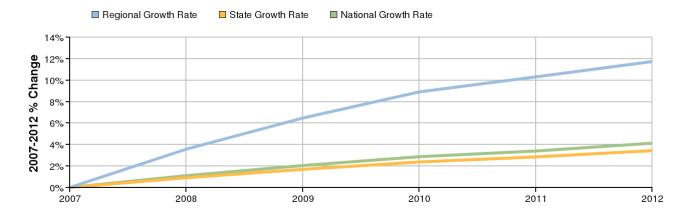
| SOC Code | Name | 2007 Jobs | 2012 Jobs | Change | % Change |
|-------------|---|-----------|-----------|--------|----------|
| 47-5041 | Continuous mining machine operators | 40 | 29 | -11 | -26% |
| 11-9199 | Managers, all other | 28 | 14 | -14 | -50% |
| 47-5042 | Mine cutting and channeling machine operators | 21 | 14 | -7 | -32% |
| 17-2151 | Mining and geological engineers, including mining safety engineers | 7 | 3 | -4 | -56% |
| 47-1011 | First-line supervisors/managers of construction trades and extraction workers | 7 | 6 | -1 | -12% |
| 53-3032 | Truck drivers, heavy and tractor-trailer | 6 | 4 | -2 | -35% |
| 47-2073 | Operating engineers and other construction equipment operators | 5 | 3 | -2 | -40% |



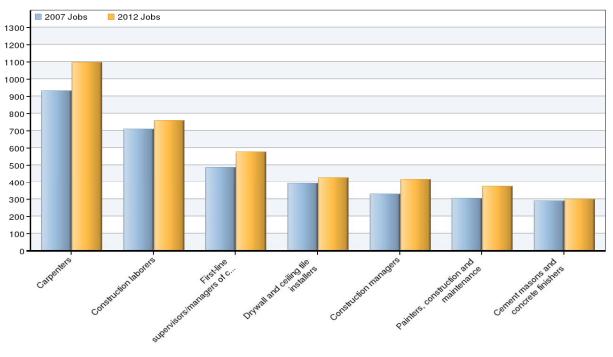
| Description | 2007 Jobs | 2012 Jobs | Change | % Change | EPW |
|----------------|-----------|-----------|--------|-------------|-----------|
| Regional Total | 682 | 728 | 46 | 7% | \$119,542 |
| State Total | 81,435 | 84,715 | 3,279 | 4% | \$136,612 |
| National Total | 597,196 | 602,962 | 5,766 | 1% | \$112,977 |



| SOC | Name | 2007 John | 2012 John | Change | % Change |
|---------|---|-----------|-----------|--------|-----------|
| Code | Name | 2007 3003 | 2012 3003 | Change | 70 Change |
| 43-4051 | Customer service representatives | 38 | 43 | 4 | 11% |
| 49-9051 | Electrical power-line installers and repairers | 35 | 38 | 4 | 10% |
| 51-8013 | Power plant operators | 33 | 37 | 4 | 11% |
| 17-2071 | Electrical engineers | 23 | 27 | 4 | 17% |
| 43-5041 | Meter readers, utilities | 23 | 16 | -7 | -30% |
| 49-1011 | First-line supervisors/managers of mechanics, installers, | 20 | 21 | 2 | 10% |
| 49-1011 | and repairers | 20 | 21 | 2 | 1078 |
| 49-9041 | Industrial machinery mechanics | 17 | 19 | 2 | 12% |

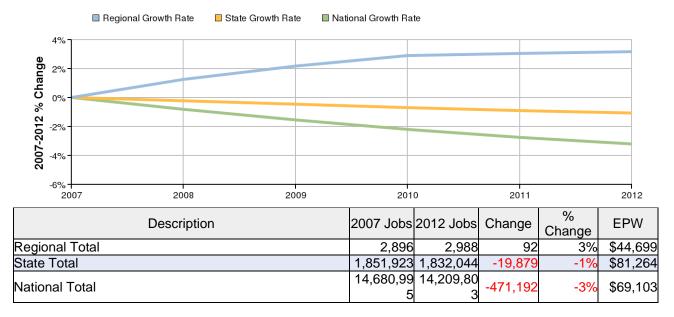


| Description | 2007 Jobs | 2012 Jobs | Change | % Change | EPW |
|----------------|------------|------------|---------|-------------|----------|
| Regional Total | 7,912 | 8,839 | 927 | 12% | \$37,797 |
| State Total | 1,740,888 | 1,800,506 | 59,618 | 3% | \$59,691 |
| National Total | 11,368,601 | 11,836,817 | 468,216 | 4% | \$50,761 |

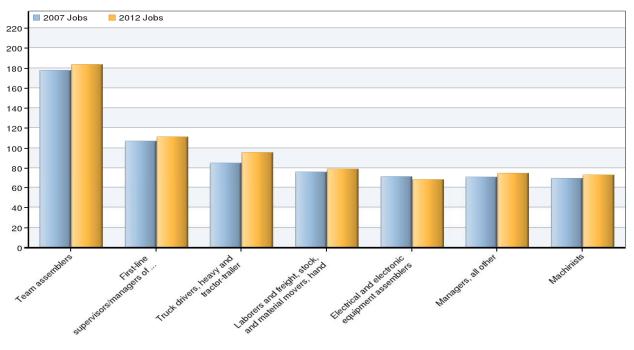


| SOC Code | Name | 2007 Jobs | 2012 Jobs | Change | % Change |
|-------------|---|-----------|-----------|--------|----------|
| 47-2031 | Carpenters | 934 | 1,097 | 163 | 17% |
| 47-2061 | Construction laborers | 711 | 760 | 49 | 7% |
| 47-1011 | First-line supervisors/managers of construction trades and extraction workers | 486 | 578 | 91 | 19% |
| 47-2081 | Drywall and ceiling tile installers | 392 | 429 | 36 | 9% |
| 11-9021 | Construction managers | 330 | 417 | 88 | |
| 47-2141 | Painters, construction and maintenance | 305 | 376 | 71 | 23% |
| 47-2051 | Cement masons and concrete finishers | 289 | 301 | 12 | 4% |

NAICS 31-33: Manufacturing



Industry Change Summary

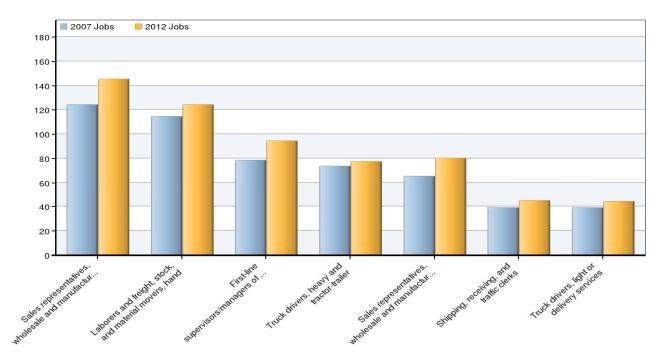


| SOC Code | Name | 2007 Jobs | 2012 Jobs | Change | % Change |
|-------------|---|-----------|-----------|--------|----------|
| | | | | | |
| 51-2092 | Team assemblers | 178 | 183 | 6 | 3% |
| | First-line supervisors/managers of production and operating workers | 107 | 111 | 4 | 4% |
| 53-3032 | Truck drivers, heavy and tractor-trailer | 85 | 96 | 11 | 13% |
| 53-7062 | Laborers and freight, stock, and material movers, hand | 76 | 79 | 3 | 4% |
| 51-2022 | Electrical and electronic equipment assemblers | 71 | 68 | -3 | -4% |
| 11-9199 | Managers, all other | 71 | 75 | 4 | 5% |
| 51-4041 | Machinists | 70 | 73 | 4 | 5% |

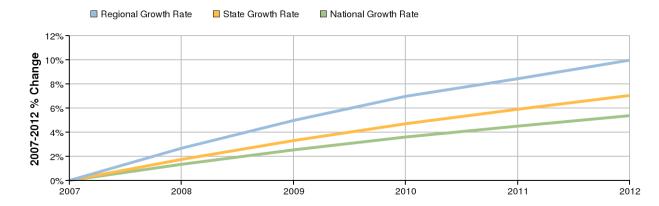
NAICS 42: Wholesale Trade

Regional Growth Rate State Growth Rate National Growth Rate 20% 2007-2012 % Change 15% 10% 5% 0% 2008 2009 2010 2011 2012 2007 % Description 2007 Jobs 2012 Jobs Change EPW Change Regional Total 1,339 1,534 196 15% \$41,543 State Total 984,416 1,035,825 51,409 5% \$69,297 National Total 6,613,331 6,790,268 176,937 3% \$68,510

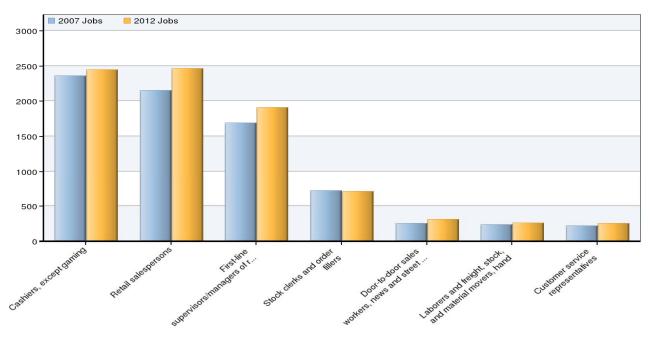
Industry Change Summary



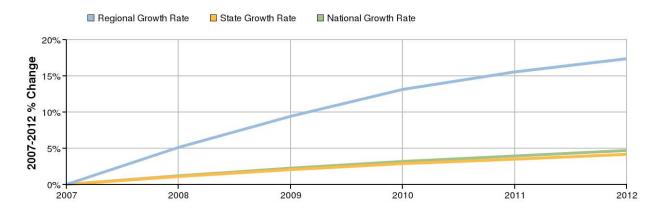
| SOC Code | Name | 2007 Jobs | 2012 Jobs | Change | % Change |
|-------------|--|-----------|-----------|--------|----------|
| 41-4012 | Sales representatives, wholesale and manufacturing, except technical and scientific products | 124 | 145 | 21 | 17% |
| 53-7062 | Laborers and freight, stock, and material movers, hand | 115 | 124 | 10 | 8% |
| 41-1012 | First-line supervisors/managers of non-retail sales workers | 78 | 95 | 16 | 21% |
| 53-3032 | Truck drivers, heavy and tractor-trailer | 74 | 77 | 4 | 5% |
| 41-4011 | Sales representatives, wholesale and manufacturing, technical and scientific products | 65 | 80 | 15 | 23% |
| 43-5071 | Shipping, receiving, and traffic clerks | 39 | 45 | 6 | 15% |
| 53-3033 | Truck drivers, light or delivery services | 39 | 44 | 5 | 13% |



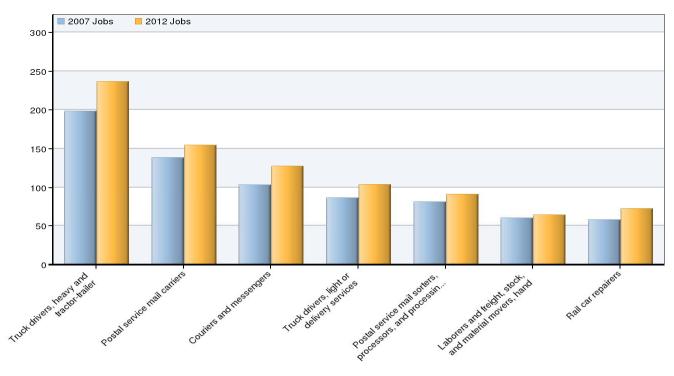
| Description | 2007 Jobs | 2012 Jobs | Change | % Change | EPW |
|----------------|------------|------------|-----------|----------|----------|
| Regional Total | 12,127 | 13,335 | 1,208 | 10% | \$29,515 |
| State Total | 2,758,849 | 2,953,013 | 194,164 | 7% | \$34,002 |
| National Total | 19,408,903 | 20,450,107 | 1,041,204 | 5% | \$29,169 |



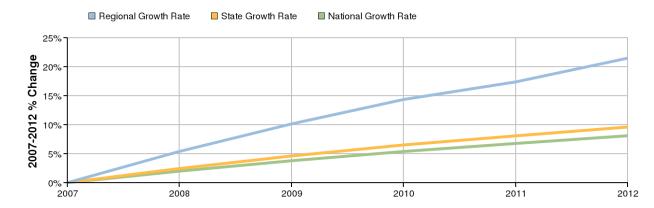
| SOC Code | Name | 2007 Jobs | 2012 Jobs | Change | % Change |
|-------------|--|-----------|-----------|--------|----------|
| 41-2011 | Cashiers, except gaming | 2,360 | 2,447 | 88 | 4% |
| 41-2031 | Retail salespersons | 2,151 | 2,463 | 311 | 14% |
| 41-1011 | First-line supervisors/managers of retail sales workers | 1,692 | 1,912 | 220 | 13% |
| 43-5081 | Stock clerks and order fillers | 721 | 712 | -9 | -1% |
| 21-9091 | Door-to-door sales workers, news and street vendors, and related workers | 252 | 309 | 58 | 23% |
| 53-7062 | Laborers and freight, stock, and material movers, hand | 238 | 258 | 20 | 8% |
| 43-4051 | Customer service representatives | 218 | 252 | 34 | 16% |



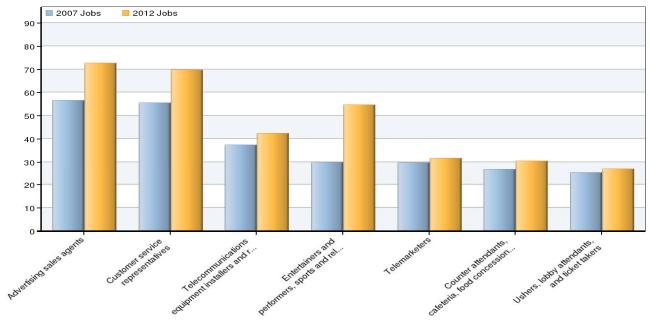
| Description | 2007 Jobs | 2012 Jobs | Change | % Change | EPW |
|----------------|-----------|-----------|---------|-------------|----------|
| Regional Total | 1,442 | 1,692 | 250 | 17% | \$49,061 |
| State Total | 832,253 | 866,845 | 34,593 | 4% | \$54,166 |
| National Total | 6,505,561 | 6,810,259 | 304,698 | 5% | \$50,792 |



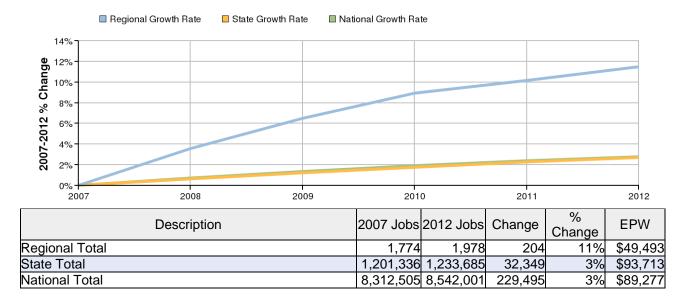
| SOC | Name | 2007 Jobs | 2012 Jobs | Change | % Change |
|---------|---|-----------|-----------|--------|------------|
| Code | Name | 2007 3003 | 2012 0003 | onange | 70 Onlange |
| 53-3032 | Truck drivers, heavy and tractor-trailer | 199 | 236 | 38 | 19% |
| 43-5052 | Postal service mail carriers | 138 | 155 | 17 | 12% |
| 43-5021 | Couriers and messengers | 103 | 128 | 24 | 23% |
| 53-3033 | Truck drivers, light or delivery services | 86 | 104 | 18 | 21% |
| | Postal service mail sorters, processors, and processing | 81 | 91 | 10 | 12% |
| | machine operators | • | • • | | |
| 53-7062 | Laborers and freight, stock, and material movers, hand | 60 | 64 | 4 | 7% |
| 49-3043 | Rail car repairers | 58 | 72 | 14 | 25% |

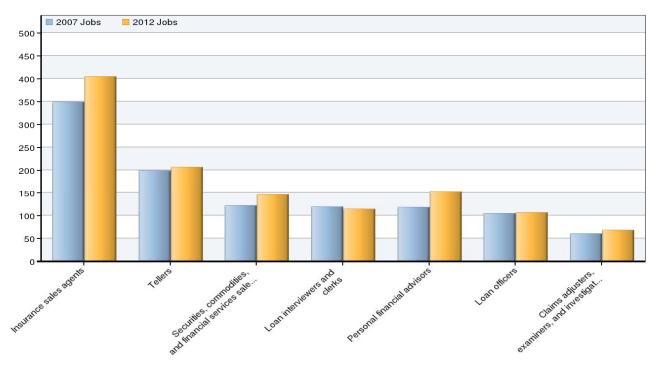


| Description | 2007 Jobs | 2012 Jobs | Change | % Change | EPW |
|----------------|-----------|-----------|---------|-------------|----------|
| Regional Total | 956 | 1,162 | 205 | 21% | \$47,089 |
| State Total | 660,047 | 723,351 | 63,303 | 10% | \$90,777 |
| National Total | 3,654,286 | 3,949,836 | 295,550 | 8% | \$77,869 |

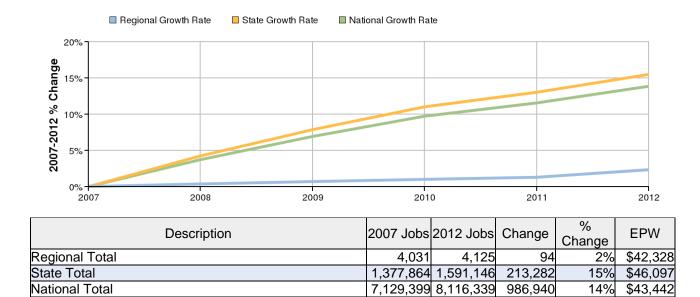


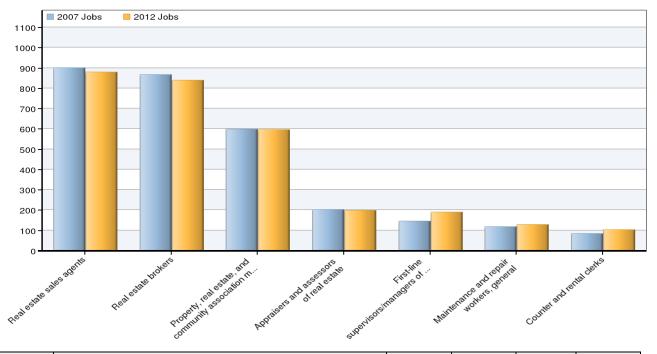
| SOC Code | Name | 2007 Jobs | 2012 Jobs | Change | % Change |
|-------------|---|-----------|-----------|--------|----------|
| 41-3011 | Advertising sales agents | 57 | 73 | 16 | 28% |
| 43-4051 | Customer service representatives | 56 | 70 | 14 | 25% |
| | Telecommunications equipment installers and repairers, except line installers | 37 | 42 | 5 | 13% |
| 27-2099 | Entertainers and performers, sports and related workers, all other | 30 | 55 | 25 | 83% |
| 41-9041 | Telemarketers | 30 | 32 | 2 | 7% |
| 37-31/22 | Counter attendants, cafeteria, food concession, and coffee shop | 27 | 30 | 4 | 14% |
| 39-3031 | Ushers, lobby attendants, and ticket takers | 25 | 27 | 2 | 6% |



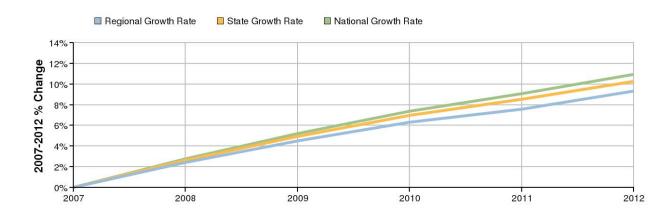


| SOC | Name | 2007 Jobs | 2012 Jobs | Change | % Change |
|---------|---|-----------|-----------|--------|------------|
| Code | - Taino | 2001 0000 | 2012 0000 | enange | /o Onlango |
| 41-3021 | Insurance sales agents | 349 | 405 | 56 | 16% |
| 43-3071 | Tellers | 199 | 207 | 8 | 4% |
| 41-3031 | Securities, commodities, and financial services sales | 122 | 146 | 24 | 20% |
| 41-3031 | agents | 122 | 140 | 24 | 2070 |
| 43-4131 | Loan interviewers and clerks | 119 | 115 | -4 | -4% |
| 13-2052 | Personal financial advisors | 118 | 152 | 34 | 29% |
| 13-2072 | Loan officers | 105 | 106 | 1 | 1% |
| 13-1031 | Claims adjusters, examiners, and investigators | 61 | 68 | 8 | 13% |

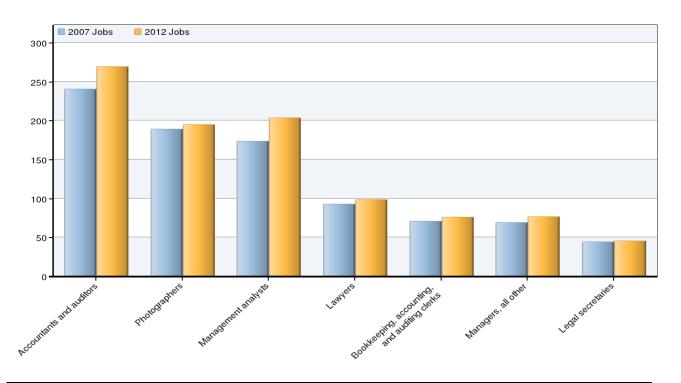




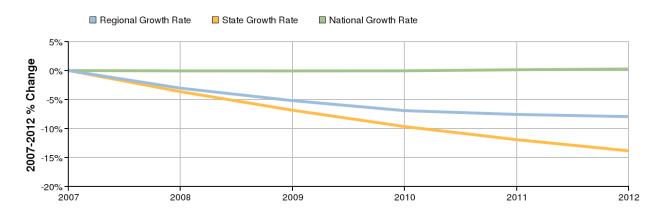
| SOC Code | Name | 2007 Jobs | 2012 Jobs | Change | % Change |
|-------------|---|-----------|-----------|--------|----------|
| 41-9022 | Real estate sales agents | 901 | 881 | -20 | -2% |
| 41-9021 | Real estate brokers | 866 | 839 | -27 | -3% |
| 11-9141 | Property, real estate, and community association managers | 599 | 596 | -3 | -1% |
| 13-2021 | Appraisers and assessors of real estate | 203 | 199 | -4 | -2% |
| 41-1012 | First-line supervisors/managers of non-retail sales workers | 147 | 190 | 43 | 29% |
| 49-9042 | Maintenance and repair workers, general | 118 | 129 | 11 | 10% |
| 41-2021 | Counter and rental clerks | 85 | 103 | 18 | 21% |



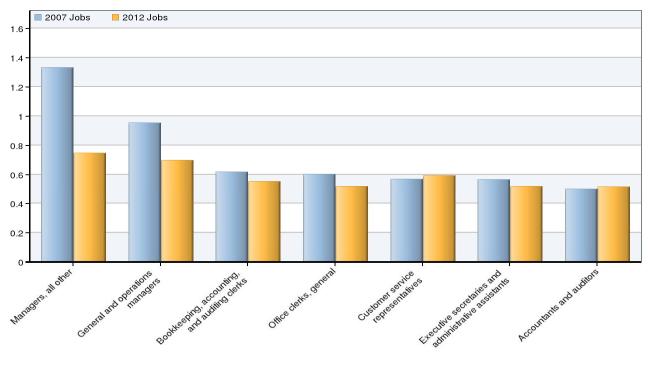
| Description | 2007 Jobs | 2012 Jobs | Change | % Change | EPW |
|----------------|------------|------------|-----------|-------------|----------|
| Regional Total | 2,433 | 2,660 | 227 | 9% | \$38,621 |
| State Total | 2,134,334 | 2,353,088 | 218,753 | 10% | \$71,245 |
| National Total | 12,416,383 | 13,773,015 | 1,356,632 | 11% | \$68,569 |



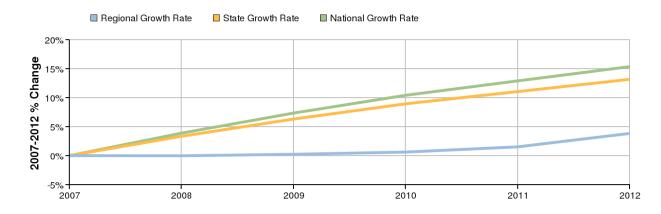
| SOC | Name | 2007 Jobs | 2012 Jobs | Change | % Change |
|---------|--|-----------|-----------|--------|------------|
| Code | Hame | 2007 0000 | 2012 0000 | onange | /o Onlange |
| 13-2011 | Accountants and auditors | 241 | 269 | 29 | 12% |
| 27-4021 | Photographers | 189 | 195 | 5 | 3% |
| 13-1111 | Management analysts | 174 | 204 | 30 | 17% |
| 23-1011 | Lawyers | 93 | 98 | 6 | 6% |
| 43-3031 | Bookkeeping, accounting, and auditing clerks | 71 | 76 | 5 | 8% |
| 11-9199 | Managers, all other | 69 | 77 | 8 | 11% |
| 43-6012 | Legal secretaries | 44 | 46 | 2 | 3% |



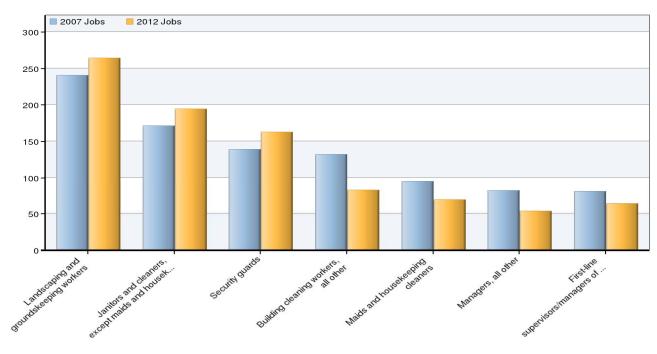
| Description | 2007 Jobs | 2012 Jobs | Change | % Change | EPW |
|----------------|-----------|-----------|---------|-------------|-----------|
| Regional Total | 21 | 20 | -2 | -8% | \$104,031 |
| State Total | 258,469 | 222,656 | -35,813 | -14% | \$94,242 |
| National Total | 1,897,476 | 1,902,573 | 5,097 | 0% | \$99,192 |



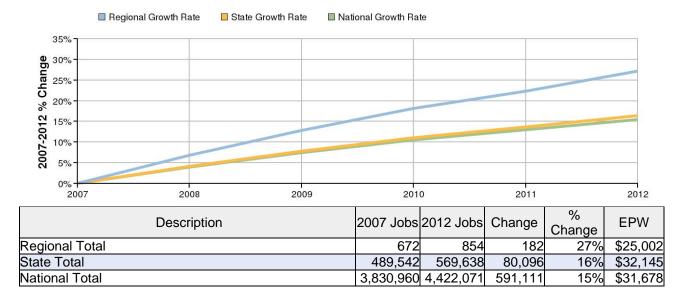
| SOC Code | Name | 2007 Jobs | 2012 Jobs | Change | % Change |
|-------------|---|-----------|-----------|--------|----------|
| 11-9199 | Managers, all other | 1 | 1 | -1 | -44% |
| 11-1021 | General and operations managers | 1 | 1 | 0 | -27% |
| 43-3031 | Bookkeeping, accounting, and auditing clerks | 1 | 1 | 0 | -11% |
| 43-9061 | Office clerks, general | 1 | 1 | 0 | -13% |
| 43-4051 | Customer service representatives | 1 | 1 | 0 | 4% |
| 43-6011 | Executive secretaries and administrative assistants | 1 | 1 | 0 | -8% |
| 13-2011 | Accountants and auditors | 1 | 1 | 0 | 3% |

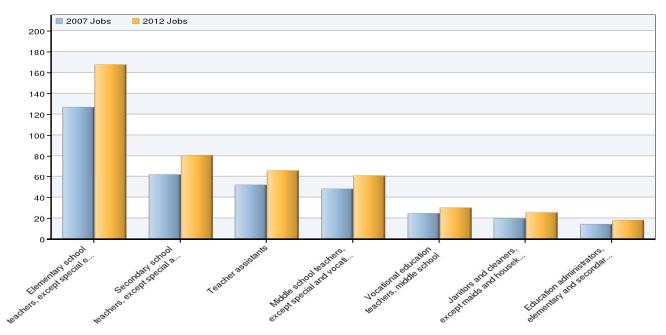


| Description | 2007 Jobs | 2012 Jobs | Change | % Change | EPW |
|----------------|------------|------------|-----------|-------------|----------|
| Regional Total | 2,634 | 2,735 | 101 | 4% | \$22,501 |
| State Total | 1,834,149 | 2,075,463 | 241,314 | 13% | \$31,260 |
| National Total | 11,483,091 | 13,245,457 | 1,762,366 | 15% | \$29,767 |

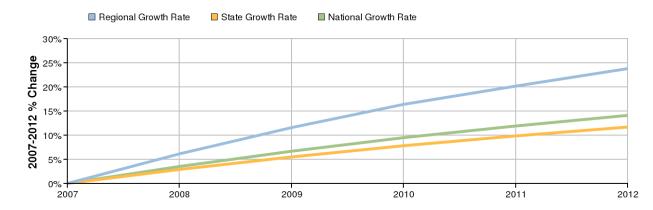


| SOC Code | Name | 2007 Jobs | 2012 Jobs | Change | % Change |
|-------------|--|-----------|-----------|--------|----------|
| | Landscaping and groundskeeping workers | 240 | 264 | 24 | 10% |
| | | 240 | 204 | 24 | 1070 |
| 37-2011 | Janitors and cleaners, except maids and housekeeping | 171 | 195 | 23 | 14% |
| 07 2011 | cleaners | 171 | 100 | 20 | 1470 |
| 33-9032 | Security guards | 139 | 163 | 23 | 17% |
| 37-2019 | Building cleaning workers, all other | 132 | 82 | -50 | -38% |
| 37-2012 | Maids and housekeeping cleaners | 95 | 69 | -26 | -27% |
| 11-9199 | Managers, all other | 82 | 54 | -28 | -34% |
| | First-line supervisors/managers of housekeeping and janitorial workers | 81 | 64 | -16 | -20% |

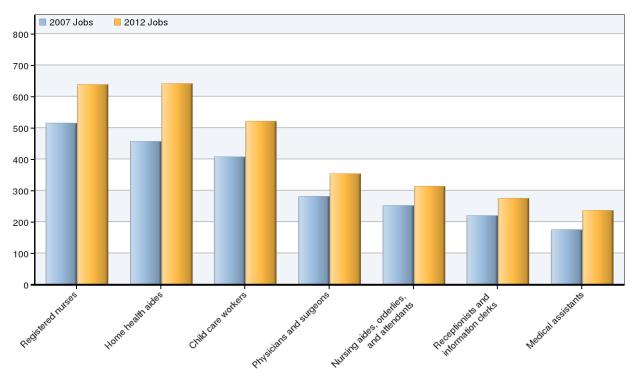




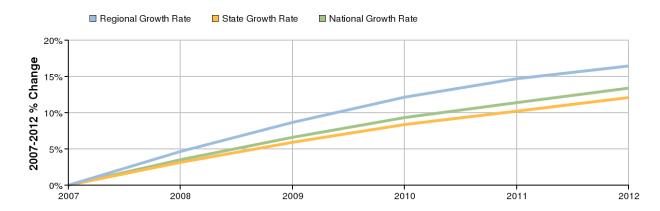
| SOC Code | Name | 2007 Jobs | 2012 Jobs | Change | % Change |
|-------------|--|-----------|-----------|--------|----------|
| 25-2021 | Elementary school teachers, except special education | 127 | 168 | 41 | 32% |
| 25-2031 | Secondary school teachers, except special and vocational education | 62 | 81 | 18 | 30% |
| 25-9041 | Teacher assistants | 52 | 66 | 14 | 28% |
| 25-2022 | Middle school teachers, except special and vocational education | 48 | 61 | 13 | 26% |
| 25-2023 | Vocational education teachers, middle school | 25 | 30 | 5 | 21% |
| 37-2011 | Janitors and cleaners, except maids and housekeeping cleaners | 20 | 25 | 6 | 30% |
| 11-9032 | Education administrators, elementary and secondary school | 14 | 18 | 4 | 27% |



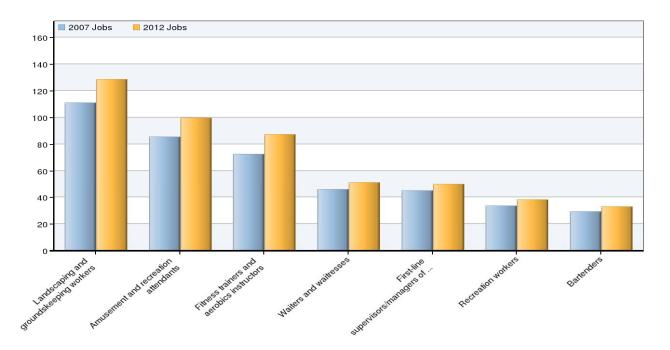
| Description | 2007 Jobs | 2012 Jobs | Change | % Change | EPW |
|----------------|------------|------------|-----------|-------------|----------|
| Regional Total | 6,173 | 7,641 | 1,468 | 24% | \$45,070 |
| State Total | 2,194,463 | 2,450,699 | 256,237 | 12% | \$51,225 |
| National Total | 18,474,059 | 21,077,639 | 2,603,580 | 14% | \$44,979 |



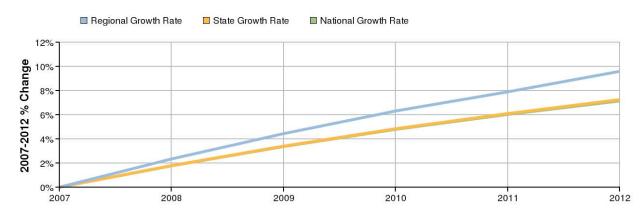
| SOC Code | Name | 2007 Jobs | 2012 Jobs | Change | % Change |
|-------------|--|-----------|-----------|--------|----------|
| 29-1111 | Registered nurses | 515 | 639 | 123 | 24% |
| 31-1011 | Home health aides | 457 | 642 | 185 | 40% |
| 39-9011 | Child care workers | 407 | 522 | 115 | 28% |
| 29-1069 | Physicians and surgeons | 282 | 354 | 72 | 26% |
| 31-1012 | Nursing aides, orderlies, and attendants | 252 | 314 | 62 | 25% |
| 43-4171 | Receptionists and information clerks | 219 | 275 | 56 | 26% |
| 31-9092 | Medical assistants | 176 | 237 | 62 | 35% |



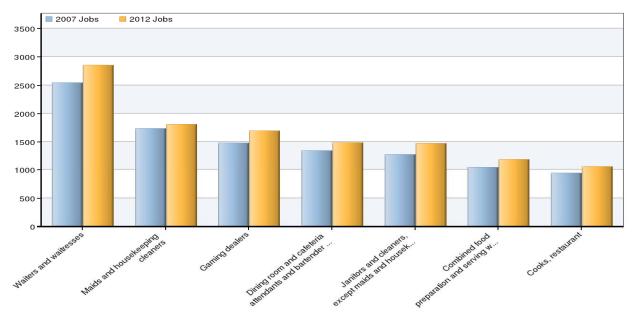
| Description | 2007 Jobs | 2012 Jobs | Change | % Change | EPW |
|----------------|-----------|-----------|---------|-------------|----------|
| Regional Total | 1,264 | 1,471 | 208 | 16% | \$25,049 |
| State Total | 658,158 | 737,684 | 79,526 | 12% | \$38,189 |
| National Total | 3,708,672 | 4,205,046 | 496,374 | 13% | \$32,358 |



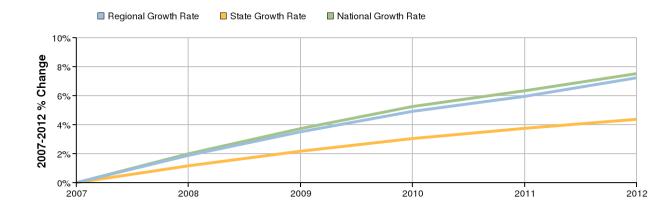
| SOC | Name | 2007 Jobs | 2012 John | Change | % Change |
|---------|---|-----------|-----------|--------|-----------|
| Code | Name | 2007 3003 | 2012 3005 | Change | 70 Change |
| 37-3011 | Landscaping and groundskeeping workers | 111 | 129 | 18 | 16% |
| 39-3091 | Amusement and recreation attendants | 86 | 100 | 14 | 16% |
| 39-9031 | Fitness trainers and aerobics instructors | 73 | 87 | 15 | 20% |
| 35-3031 | Waiters and waitresses | 46 | 51 | 6 | 12% |
| 39-1021 | First-line supervisors/managers of personal service | 45 | 50 | 5 | 12% |
| 59-1021 | workers | 43 | 50 | 5 | 1270 |
| 39-9032 | Recreation workers | 33 | 38 | 5 | 14% |
| 35-3011 | Bartenders | 29 | 33 | 4 | 13% |



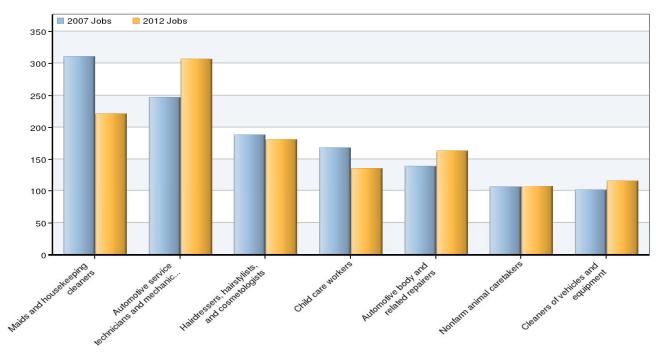
| Description | 2007 Jobs | 2012 Jobs | Change | % Change | EPW |
|----------------|------------|------------|---------|-------------|----------|
| Regional Total | 27,342 | 29,962 | 2,620 | 10% | \$36,907 |
| State Total | 2,016,242 | 2,162,285 | 146,043 | 7% | \$24,003 |
| National Total | 12,246,536 | 13,120,273 | 873,738 | 7% | \$19,498 |



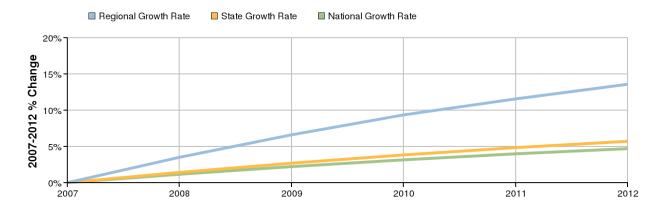
| SOC Code | Name | 2007 Jobs | 2012 Jobs | Change | % Change |
|-------------|--|-----------|-----------|--------|----------|
| 35-3031 | Waiters and waitresses | 2,546 | 2,854 | 308 | 12% |
| 37-2012 | Maids and housekeeping cleaners | 1,737 | 1,808 | 71 | 4% |
| 39-3011 | Gaming dealers | 1,483 | 1,697 | 215 | 14% |
| 35-9011 | Dining room and cafeteria attendants and bartender helpers | 1,347 | 1,486 | 139 | 10% |
| 37-2011 | Janitors and cleaners, except maids and housekeeping cleaners | 1,280 | 1,471 | 191 | 15% |
| 35-3021 | Combined food preparation and serving workers, including fast food | 1,044 | 1,194 | 150 | 14% |
| 35-2014 | Cooks, restaurant | 941 | 1,056 | 116 | 12% |



| Description | 2007 Jobs | 2012 Jobs | Change | % Change | EPW |
|----------------|------------|------------|---------|-------------|----------|
| Regional Total | 4,289 | 4,599 | 310 | 7% | \$23,345 |
| State Total | 1,483,513 | 1,548,348 | 64,835 | 4% | \$25,204 |
| National Total | 10,107,066 | 10,867,100 | 760,034 | 8% | \$24,568 |



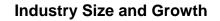
| SOC Code | Name | 2007 Jobs | 2012 Jobs | Change | % Change |
|-------------|--|-----------|-----------|--------|----------|
| | Maids and housekeeping cleaners | 311 | 221 | -90 | -29% |
| | Automotive service technicians and mechanics | 247 | 307 | 60 | |
| 39-5012 | Hairdressers, hairstylists, and cosmetologists | 188 | 181 | -7 | -4% |
| 39-9011 | Child care workers | 168 | 136 | -32 | -19% |
| 49-3021 | Automotive body and related repairers | 139 | 164 | 25 | 18% |
| 39-2021 | Nonfarm animal caretakers | 107 | 108 | 1 | 1% |
| 53-7061 | Cleaners of vehicles and equipment | 101 | 117 | 15 | 15% |

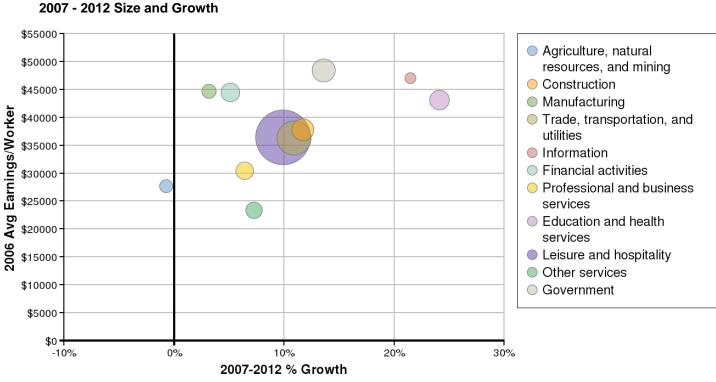


| Description | 2007 Jobs | 2012 Jobs | Change | % Change | EPW |
|----------------|------------|------------|-----------|-------------|----------|
| Regional Total | 8,436 | 9,581 | 1,145 | 14% | \$48,404 |
| State Total | 3,229,664 | 3,413,861 | 184,197 | 6% | \$64,133 |
| National Total | 23,557,246 | 24,662,794 | 1,105,548 | 5% | \$56,370 |

2007 Jobs 📒 2012 Jobs 700 600 500 400 300 200 100 tenenan shoul Eschers. except second Janos and reasest. Police and sherins policers William Occupations Teacher assigning Office dents. Deneral 0

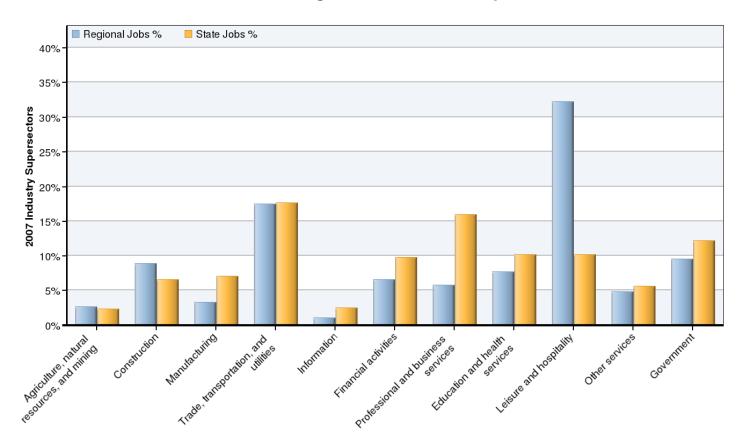
| SOC Code | Name | 2007 Jobs | 2012 Jobs | Change | % Change |
|-------------|---|-----------|-----------|--------|----------|
| 55-9999 | Military Occupations | 592 | 559 | -33 | -6% |
| 25-2021 | Elementary school teachers, except special education | 534 | 627 | 93 | 17% |
| 25-9041 | Teacher assistants | 300 | 340 | 40 | 13% |
| 25-2031 | Secondary school teachers, except special and vocational education | 295 | 342 | 47 | 16% |
| 37-2011 | Janitors and cleaners, except maids and housekeeping cleaners | 214 | 250 | 35 | 16% |
| 43-9061 | Office clerks, general | 191 | 210 | 18 | 10% |
| 33-3051 | Police and sheriff's patrol officers | 137 | 160 | 24 | 17% |





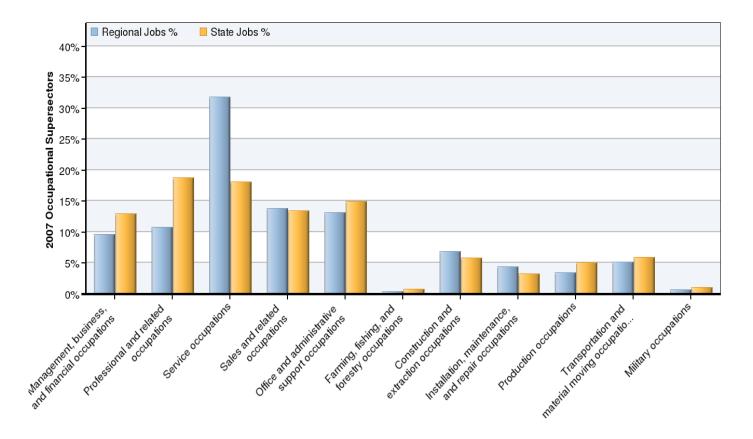
^{*}Bubble size represents 2007 jobs in each supersector.

| Description | 2007 Jobs | 2012 Jobs | Growth | % Growth | 2006 EPW |
|--|-----------|-----------|--------|----------|----------|
| Agriculture, natural resources, and mining | 2,370 | 2,352 | -18 | -1% | \$27,710 |
| Construction | 7,912 | 8,839 | 927 | 12% | \$37,797 |
| Manufacturing | 2,896 | 2,988 | 92 | 3% | \$44,699 |
| Trade, transportation, and utilities | 15,589 | 17,289 | 1,701 | 11% | \$36,299 |
| Information | 956 | 1,162 | 205 | 22% | \$47,089 |
| Financial activities | 5,805 | 6,103 | 297 | 5% | \$44,460 |
| Professional and business services | 5,089 | 5,414 | 326 | 6% | \$30,424 |
| Education and health services | 6,845 | 8,496 | 1,651 | 24% | \$43,122 |
| Leisure and hospitality | 28,606 | 31,434 | 2,828 | 10% | \$36,397 |
| Other services | 4,289 | 4,599 | 310 | 7% | \$23,345 |
| Government | 8,436 | 9,581 | 1,145 | 14% | \$48,404 |



2007 Regional Industrial Makeup

| Description | 2007 Regional Jobs | % Regional Jobs | 2007 State Jobs | % State Jobs |
|--|--------------------|-----------------|-----------------|--------------|
| Agriculture, natural resources, and mining | 2,370 | 2.7% | 602,263 | 2.3% |
| Construction | 7,912 | 8.9% | 1,740,888 | 6.6% |
| Manufacturing | 2,896 | 3.3% | 1,851,923 | 7% |
| Trade, transportation, and utilities | 15,589 | 17.6% | 4,656,954 | 17.6% |
| Information | 956 | 1.1% | 660,047 | 2.5% |
| Financial activities | 5,805 | 6.5% | 2,579,200 | 9.8% |
| Professional and business services | 5,089 | 5.7% | 4,226,953 | 16% |
| Education and health services | 6,845 | 7.7% | 2,684,005 | 10.2% |
| Leisure and hospitality | 28,606 | 32.2% | 2,674,400 | 10.1% |
| Other services | 4,289 | 4.8% | 1,483,513 | 5.6% |
| Government | 8,436 | 9.5% | 3,229,664 | 12.2% |



| Description | 2007 Regional Jobs | % Regional Jobs | 2007 State Jobs | % State Jobs |
|---|-----------------------|--------------------|-----------------|--------------|
| Management, business, and financial occupations | 8,526 | 9.6% | 3,427,432 | 13% |
| Professional and related occupations | 9,592 | 10.8% | 4,938,715 | 18.7% |
| Service occupations | 28,251 | 31.8% | 4,786,696 | 18.1% |
| Sales and related occupations | 12,292 | 13.8% | 3,555,167 | 13.5% |
| Office and administrative support occupations | 11,659 | 13.1% | 3,938,163 | 14.9% |
| Farming, fishing, and forestry occupations | 316 | 0.4% | 213,547 | 0.8% |
| Construction and extraction occupations | 6,065 | 6.8% | 1,528,007 | 5.8% |
| Installation, maintenance, and repair occupations | 3,869 | 4.4% | 863,967 | 3.3% |
| Production occupations | 3,045 | 3.4% | 1,320,936 | 5% |
| Transportation and material moving occupations | 4,577 | 5.2% | 1,547,245 | 5.9% |
| Military occupations | 592 | 0.7% | 269,708 | 1% |