

2008-2018 REGION 10 OCCUPATIONAL PROJECTIONS, LISTED BY MAJOR OCCUPATIONAL GROUPS WITH WAGES AND TOP SKILLS

Standard Occupational Classification (SOC)	Occupational Title	2008 Estimated Employment	2010 Projected Employment	2008-10 Employment Change	Annual Growth Rate (%)	Annual New Jobs	Annual Replacements	Total Annual Openings	2011 Median Hourly Wage	2011 Median Salary	2011 Entry Wage	2011 Entry Salary	2011 Median Wage	2011 Median Salary	2011 Experienced Wage	2011 Experienced Annual Salary	Education/Training Level**	Top Skills***
00-0000	Total, All Occupations	274,015	309,150	35,135	1.3	3,625	6,125	9,745										
11-0000	Management Occupations	20,765	21,930	1,165	0.6	135	365	500										
11-1011	Chief Executives	500	505	5	0.1	0	15	15	\$81.06	168,590	\$40.01	83,229	\$76.88	159,912	\$101.57	211,269	4	C1, SY1, B2, B3, B7, B9
11-1021	General and Operations Managers	1,470	1,560	90	0.6	10	45	50	50.51	105,061	26.28	54,680	44.40	92,351	62.63	130,251	4	B2, B7, B9, B3, B6
11-2021	Marketing Managers	305	335	25	0.8	5	5	10	44.80	93,185	26.04	54,162	42.23	87,857	54.18	112,696	4	B2, B3, S04, S06, B9
11-2022	Sales Managers	470	555	80	1.7	10	10	20	47.08	97,931	26.15	54,393	42.72	88,853	57.55	119,700	4	B9, B2, S06, S04, S01, B3, B6, S05
11-3011	Administrative Services Managers	600	695	95	1.6	10	15	25	43.10	89,651	26.06	54,196	42.68	88,787	51.62	107,379	4	B9, B2, S01, B7, R4, B10
11-3021	Computer and Information Systems Managers	735	855	120	1.6	10	10	25	52.99	110,226	36.52	75,961	48.68	101,251	61.23	127,359	4	B7, B2, B3, C1, B6, B10
11-3031	Financial Managers	835	925	90	1.1	10	15	25	50.23	104,482	29.85	62,080	45.83	95,333	60.42	125,684	4	C1, B3, B2, B7, SY1, B9, B10
11-3051	Industrial Production Managers	645	665	20	0.3	*	25	25	50.51	105,075	29.60	61,549	45.06	93,724	60.98	126,839	8	S01, B3, B6, R3, R4
11-9012	Farmers and Ranchers	7,185	7,010	-175	-0.2	0	45	45	34.89	72,560	23.58	49,049	40.54	84,316	35.38	73,588	9	T4, T5, SY1, B3, T1, B6, T8, T11
11-9021	Construction Managers	485	575	90	1.9	10	5	15	47.96	99,775	24.28	50,499	39.33	81,808	59.81	124,414	5	R4, B2, B3, R3, B9
11-9031	Education Administrators, Preschool and Child Care Center/Program	180	210	30	1.7	5	5	10	16.79	34,929	12.93	26,911	15.37	31,963	18.72	38,938	4	B2, B6, B9, S01, B3, B7, S06, R4
11-9032	Education Administrators, Elementary and Secondary School	760	835	75	1.0	10	25	30	N.A.	79,216	N.A.	59,024	N.A.	79,472	N.A.	89,312	4	B2, B7, B9, B3, B10
11-9039	Education Administrators, All Other	205	265	60	2.9	5	5	10	44.30	92,137	28.86	60,029	46.47	96,664	52.02	108,190	4	
11-9041	Engineering Managers	565	590	25	0.4	5	10	15	54.32	113,005	46.00	95,692	53.43	111,128	58.49	121,662	4	B2, B7, B9, B10, C1, S01, R3, B6, T6, R4
11-9051	Food Service Managers	575	620	50	0.9	5	10	15	22.65	47,103	14.21	29,556	20.97	43,623	26.86	55,877	8	S05, S01, B3, B9, R3, B6, S06, R4
11-9111	Medical and Health Services Managers	770	875	105	1.4	10	15	25	41.16	85,600	26.62	55,371	38.15	79,347	48.42	100,715	4	B7, B9, B2, B3, SY1
11-9141	Property, Real Estate, and Community Association Managers	335	375	35	1.0	5	5	10	22.55	46,906	12.68	26,363	19.10	39,722	27.49	57,178	5	B9, B2, S03, S01, B7
11-9151	Social and Community Service Managers	220	255	35	1.6	5	5	10	23.61	49,120	14.36	29,870	22.83	47,487	28.24	58,745	5	B2, B9, R4, S01, B3, SY1, R3, S06
11-9199	Managers, All Other	1,980	2,200	215	1.1	20	50	75	38.39	79,863	22.31	46,410	34.67	72,094	46.44	96,590	8	
13-0000	Business and Financial Operations Occupations	10,785	12,945	2,155	2.0	215	220	440										
13-1023	Purchasing Agents, Except Wholesale, Retail, and Farm Products	500	580	80	1.6	10	15	20	25.83	53,714	18.62	38,739	24.77	51,519	29.42	61,203	9	B9, B2, B3, SY1, B6, S03, B7
13-1031	Claims Adjusters, Examiners, and Investigators	400	475	75	1.9	10	10	20	26.85	55,852	18.73	38,979	27.07	56,303	30.91	64,288	9	B7, B10, B2, B3, B9
13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	280	375	95	3.4	10	5	15	25.09	52,193	16.49	34,308	23.40	48,671	29.39	61,136	9	B1, B3, B9, C1, B7
13-1051	Cost Estimators	315	400	85	2.7	10	5	15	26.93	56,026	16.77	34,884	25.69	53,442	32.01	66,596	5	B5, B3, B9, B2, SY1
13-1071	Employment, Recruitment, and Placement Specialists	295	390	95	3.2	10	10	20	26.24	54,588	16.30	33,901	31.22	64,931	25.31	52,647	5	B2, B7, B9, S06, B10
13-1072	Compensation, Benefits, and Job Analysis Specialists	345	455	105	3.0	10	10	20	19.35	40,244	13.72	28,545	17.74	36,912	22.16	46,095	5	B2, B3, B7, B9, C1, SY2, B10
13-1073	Training and Development Specialists	395	495	100	2.5	10	10	20	24.26	50,464	15.58	32,405	28.60	59,493	23.32	48,505	5	B9, S02, B4, B7, B2
13-1079	Human Resources, Training, and Labor Relations Specialists, All Other	705	865	160	2.3	15	20	35	26.24	54,588	16.30	33,901	31.22	64,931	25.31	52,647	5	
13-1111	Management Analysts	585	715	130	2.2	15	10	25	33.06	68,759	21.50	44,723	32.55	67,713	38.83	80,777	4	B2, B7, B9, B3, C1
13-1199	Business Operations Specialists, All Other	2,355	2,710	355	1.5	35	50	90	25.64	53,334	14.43	30,014	23.99	49,890	31.25	64,994	5	
13-2011	Accountants and Auditors	2,025	2,500	475	2.3	45	35	80	27.76	57,742	19.33	40,213	26.30	54,717	31.97	66,505	5	B2, B5, B7, B10, B9
13-2051	Financial Analysts	430	495	65	1.5	5	10	15	29.97	62,335	22.11	45,975	28.62	59,521	33.90	70,514	5	B3, B7, B10, B2, C1
13-2072	Loan Officers	620	755	140	2.3	15	5	20	26.71	55,562	18.42	38,306	24.62	51,210	30.87	64,191	10	B9, B2, SY1, B7, B3
15-0000	Computer and Mathematical Occupations	8,125	10,020	1,895	2.3	190	130	315										
15-1021	Computer Programmers	730	750	20	0.3	*	15	15	28.90	60,123	19.92	41,430	33.40	69,469	28.01	58,248	5	T7, B7, C1, B3, B2, T8
15-1031	Computer Software Engineers, Applications	1,990	2,540	555	2.8	55	15	70	31.92	66,401	24.50	50,953	35.64	74,125	30.80	64,081	5	C1, T7, SY2, SY1, SY3
15-1041	Computer Support Specialists	1,075	1,205	130	1.2	15	30	45	23.36	48,583	15.85	32,953	27.11	56,398	22.05	45,877	6	B2, B9, B7, B3, B10
15-1051	Computer Systems Analysts	725	910	185	2.6	20	15	35	32.38	67,348	23.93	49,756	36.61	76,145	30.45	63,328	5	B3, B2, B7, B9, SY2
15-1071	Network and Computer Systems Administrators	590	710	120	2.0	10	10	20	30.84	64,146	20.54	42,709	35.99	74,864	30.17	62,772	5	B3, B7, SY2, C1, SY1, B6, SY3
15-1081	Network Systems and Data Communications Analysts	695	1,055	365	5.3	35	15	50	30.84	64,146	20.54	42,709	35.99	74,864	30.17	62,772	5	SY2, B1, B2, C1, B3, B6, T6, B9, SY3
15-1099	Computer Specialists, All Other	400	455	50	1.3	5	10	15	30.76	63,983	17.60	36,589	37.35	77,680	30.90	64,267	6	
17-0000	Architecture and Engineering Occupations	5,235	5,690	460	0.9	45	115	160										
17-2051	Civil Engineers	310	395	85	2.7	10	5	15	35.89	74,664	25.00	52,013	33.41	69,483	41.34	85,990	5	C1, B3, SY1, B5, T6, B7
17-2112	Industrial Engineers	495	585	90	1.8	10	15	20	34.18	71,104	26.03	54,138	33.69	70,092	38.26	79,788	5	B7, B2, C1, B3, B10
17-2141	Mechanical Engineers	645	685	40	0.6	5	15	20	34.92	72,620	25.51	53,069	34.20	71,135	39.62	82,394	5	C1, B3, B2, SY1, B5, B7
19-0000	Life, Physical, and Social Science Occupations	2,405	2,815	410	1.7	40	70	115										
19-3021	Market Research Analysts	505	600	100	2.0	10	15	25	24.63	51,233	15.15	31,509	29.37	61,095	21.37	44,445	5	B7, B2, C1, B3, SY1, B9, B10
19-4011	Agricultural and Food Science Technicians	250	285	35	1.4	5	10	10	19.02	39,571	11.38	23,657	17.71	36,830	22.85	47,528	6	B7, B3, B10, B2, C1, S01, B9
21-0000	Community and Social Services Occupations	3,585	4,350	765	2.1	75	80	155										
21-1011	Substance Abuse and Behavioral Disorder Counselors	205	245	45	2.2	5	5	10	18.68	38,860	11.82	24,569	18.26	37,966	22.11	46,006	5	B2, S06, B3, B9, B6, S05
21-1012	Educational, Vocational, and School Counselors	570	655	85	1.5	10	10	20	21.80	45,337	16.10	33,487	21.09	43,868	24.65	51,263	3	B2, B9, B7, S06, B3, B10
21-1015	Rehabilitation Counselors	345	385	40	1.2	5	5	10	15.28	31,778	9.85	20,488	13.80	28,709	17.99	37,423	3	B2, B9, S06, S01, B6
21-1021	Child, Family, and School Social Workers	640	740	100	1.6	10	15	25	21.01	43,715	13.09	27,217	19.42	40,388	24.98	51,964	5	B2, B9, B7, S06, B3, B6, S05
21-1022	Medical and Public Health Social Workers	335	450	120	3.6	10	10	20	22.45	46,693	17.29	35,974	21.86	45,476	25.02	52,053	5	B2, S06, B9, S05, B7
21-1093	Social and Human Service Assistants	280	390	110	3.9	10	5	15	12.63	26,276	9.22	19,179	12.48	25,961	14.34	29,825	10	S05, S06, B2, B9, B7, B10
21-1099	Community and Social Service Specialists, All Other	440	540	100	2.3	10	10	20	16.75	34,845	10.36	21,557	15.13	31,486	19			

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Standard Occupational Classification (SOC)	Occupational Title	2008 Estimated Employment	2011 Projected Employment	2008-11 Employment Change	Annual Growth Rate (%)	Annual New Jobs	Annual Replacements	Total Annual Openings	2011 Mean Hourly Wage	2011 Mean Annual Salary	2011 Entry Wage	2011 Entry Annual Salary	2011 Median Wage	2011 Median Salary	2011 Experienced Wage	2011 Experienced Annual Salary	Education/Training Level**	Top Skills***
25-4021	Librarians	395	425	30	0.8	5	10	15	25.04	52,094	14.51	30,187	25.61	53,279	30.32	63,049	5	B7, B2, B9, B10, B6
25-4031	Library Technicians	355	375	25	0.7	*	*	20	14.30	29,742	8.86	18,444	13.09	27,231	17.02	35,390	7	B6, B9, B2, S05, B3, S06
25-9041	Teacher Assistants	2,115	2,360	245	1.2	25	45	70	N.A.	24,254	N.A.	18,425	N.A.	23,940	N.A.	27,168	11	B2, B9, S01, B6, S05, S06
25-9099	Education, Training, and Library Workers, All Other	230	270	40	1.7	5	5	10	19.23	40,004	13.40	27,875	14.95	31,098	22.14	46,069	5	
27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	4,800	5,450	650	1.4	70	120	190										
27-1024	Graphic Designers	650	745	95	1.5	10	20	30	19.71	41,001	13.90	28,919	19.12	39,784	22.61	47,042	5	B2, T6, B9, B10, B3, B7
27-2022	Coaches and Scouts	995	1,265	275	2.8	25	20	45	N.A.	29,855	N.A.	16,803	N.A.	19,411	N.A.	36,382	9	S02, B9, R3, SY1, B6
27-3031	Public Relations Specialists	495	595	100	2.0	10	10	20	22.22	46,200	13.44	27,962	20.75	43,150	26.59	55,318	5	B9, B2, B3, B7, B10
27-3041	Editors	285	275	-10	-0.4	0	10	10	22.53	46,873	13.58	28,241	22.43	46,651	27.01	56,187	5	B7, B10, B2, B3, T8
27-3043	Writers and Authors	230	270	35	1.5	5	5	10	24.00	49,907	12.27	25,518	19.37	40,281	29.86	62,102	5	B7, B10, B2, B9, B3
27-4021	Photographers	310	345	35	1.1	5	5	10	14.60	30,379	8.53	17,745	13.31	27,685	17.65	36,697	9	B2, B9, S06, B3, S01, SY2, B6, T6, B7
29-0000	Healthcare Practitioners and Technical Occupations	13,840	16,660	2,820	2.0	280	275	560										
29-1051	Pharmacists	530	615	85	1.6	10	10	20	47.41	98,626	40.68	84,597	49.12	102,170	50.79	105,641	1	B2, B7, B1, B3, B9
29-1062	Family and General Practitioners	210	250	45	2.1	5	5	10	106.45	221,416	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	1	B2, B3, B9, B8, S06
29-1069	Physicians and Surgeons, All Other	290	330	40	1.4	5	5	10	89.78	186,731	50.48	104,999	N.A.	N.A.	109.42	227,597	1	
29-1111	Registered Nurses	6,005	7,370	1,365	2.3	135	105	240	26.39	54,897	19.46	40,475	25.67	53,378	29.86	62,108	6	S06, B2, S01, B9, B3, B7, S05
29-1122	Occupational Therapists	190	240	55	2.9	5	5	10	31.70	65,927	23.83	49,579	31.32	65,145	35.63	74,100	3	B2, B7, B9, B3, S05, S06
29-1123	Physical Therapists	285	360	75	2.6	5	5	10	33.90	70,516	26.81	55,762	33.96	70,628	37.45	77,894	3	B2, B9, B7, B3, S06, R4
29-2021	Dental Hygienists	260	355	95	3.7	10	5	15	30.57	63,593	27.30	56,787	31.12	64,736	32.21	66,996	6	B2, B9, B3, B7, S06
29-2034	Radiologic Technologists and Technicians	370	420	55	1.5	5	5	10	22.77	47,341	15.80	32,874	26.24	54,574	23.05	47,945	6	B9, B2, T4, S05, S01, B6, T5, S06
29-2041	Emergency Medical Technicians and Paramedics	485	530	45	0.9	5	10	15	13.80	28,694	8.40	17,463	14.30	29,742	16.50	34,311	7	B3, S05, B2, S06, B9
29-2052	Pharmacy Technicians	460	595	135	2.9	15	10	25	14.56	30,289	10.49	21,817	13.86	28,840	16.60	34,524	10	B2, B7, B9, B3, S05, S06
29-2061	Licensed Practical and Licensed Vocational Nurses	1,000	1,175	175	1.8	20	30	50	18.77	39,040	14.98	31,166	19.11	39,754	20.66	42,977	7	B2, B9, B3, B7, S01, S05
29-2071	Medical Records and Health Information Technicians	330	395	65	2.0	5	5	15	19.26	40,066	13.03	27,105	18.76	39,001	22.38	46,547	6	B2, B7, B9, B3, B6, R4
29-9099	Healthcare Practitioners and Technical Workers, All Other	185	225	35	1.9	5	5	10	18.18	37,798	10.76	22,376	16.48	34,280	21.88	45,509	7	
31-0000	Healthcare Support Occupations	7,000	8,795	1,795	2.6	180	80	260										
31-1011	Home Health Aides	1,470	2,105	640	4.4	65	15	80	10.36	21,538	8.25	17,152	10.06	20,923	11.41	23,732	11	B2, S05, B3, S06, B6
31-1012	Nursing Aides, Orderlies, and Attendants	2,830	3,350	520	1.8	50	30	80	12.36	25,708	10.54	21,919	11.85	24,630	13.27	27,602	7	S06, S05, B2, B6, S01
31-9091	Dental Assistants	485	665	180	3.7	20	10	25	16.53	34,369	11.77	24,498	16.84	35,031	18.90	39,305	10	B9, B2, B7, S05, B3
31-9092	Medical Assistants	415	555	140	3.4	15	5	20	14.54	30,240	11.86	24,661	14.13	29,390	15.88	33,031	10	B2, B9, S06, B6, B7
31-9094	Medical Transcriptionists	500	575	75	1.5	5	5	15	13.46	27,991	9.75	20,266	13.69	28,475	15.31	31,852	7	B2, B7, B10, B9, R4
31-9099	Healthcare Support Workers, All Other	625	740	115	1.8	10	5	20	14.11	29,350	10.76	22,384	12.87	26,769	15.79	32,832	11	
33-0000	Protective Service Occupations	3,185	3,605	420	1.3	40	90	130										
33-3012	Correctional Officers and Jailers	615	635	20	0.3	*	*	15	21.41	44,536	16.96	35,276	21.85	45,437	23.64	49,167	10	B2, S06, B9, B3, B6
33-3051	Police and Sheriff's Patrol Officers	610	650	40	0.7	5	15	20	23.21	48,277	18.04	37,524	23.84	49,602	25.80	53,653	9	B2, B3, B6, S06, B9
33-9032	Security Guards	1,120	1,390	270	2.4	25	25	50	10.39	21,600	8.26	17,184	9.65	20,074	11.45	23,808	11	B2, B9, B3, S01, B6, B7, S05, S06
33-9092	Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers	240	260	20	0.8	*	*	20	8.95	18,607	8.04	16,724	8.66	18,028	9.40	19,550	11	SY1, B3, B6, S06, B9
35-0000	Food Preparation and Serving Related Occupations	21,200	23,940	2,740	1.3	275	775	1,050										
35-1012	First-Line Supervisors/Managers of Food Preparation and Serving Workers	1,465	1,625	160	1.1	15	15	30	14.30	29,729	10.21	21,235	13.00	27,045	16.33	33,976	8	B9, B2, S01, S05, R3, B6
35-2011	Cooks, Fast Food	945	1,070	125	1.3	10	25	35	8.53	17,747	8.09	16,814	8.41	17,495	8.76	18,214	11	B2, B9, S01, S05, B3, S06
35-2012	Cooks, Institution and Cafeteria	1,320	1,420	100	0.8	10	35	45	11.88	24,697	8.91	18,534	11.59	24,110	13.36	27,779	10	R4, B2, B3, B6, B7, S05
35-2014	Cooks, Restaurant	1,555	1,760	205	1.3	20	40	60	9.14	19,014	7.95	16,546	8.69	18,093	9.74	20,247	9	S01, B6, B2, B3, SY1, T8, B9
35-2015	Cooks, Short Order	400	415	15	0.4	*	*	10	9.13	18,982	7.91	16,459	8.89	18,475	9.73	20,244	11	B2, S01, S05, R4, B9
35-2021	Food Preparation Workers	1,505	1,620	110	0.7	10	55	65	9.55	19,861	8.27	17,199	9.00	18,725	10.18	21,192	11	B2, B6, B9, S01, R4
35-3011	Bartenders	1,360	1,555	195	1.4	20	50	70	9.01	18,739	8.09	16,817	8.65	17,993	9.47	19,700	11	B2, S05, S06, B9, B3
35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	4,130	4,985	855	2.1	85	90	175	9.20	19,130	8.11	16,867	8.77	18,225	9.74	20,263	11	B2, S05, B9, S01, B6, S06
35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	1,440	1,615	175	1.2	20	105	125	9.04	18,806	8.25	17,147	8.79	18,282	9.44	19,635	11	B2, S05, S06, B9, B3, B7
35-3031	Waiters and Waitresses	4,555	5,085	530	1.2	55	250	305	8.92	18,549	8.11	16,872	8.59	17,871	9.32	19,837	11	B2, S05, S06, B9, S01
35-3041	Food Servers, Nonrestaurant	555	615	60	1.1	5	10	15	9.02	18,765	8.13	16,899	8.81	18,312	9.47	19,698	11	B2, S05, S06, B9, S01
35-9021	Dishwashers	600	690	90	1.5	10	25	35	9.13	18,993	8.23	17,125	8.92	18,543	9.58	19,927	11	R4, B2, S01, B6, B3, T4, T5, T8, S06
35-9031	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	580	650	70	1.2	5	40	45	8.44	17,553	7.98	16,600	8.32	17,297	8.66	18,029	11	B2, B9, S05, S06, S01, S04
37-0000	Building and Grounds Cleaning and Maintenance Occupations	8,860	9,685	825	0.9	85	150	230										
37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	4,675	4,975	300	0.6	30	90	120	12.33	25,641	8.25	17,152	11.52	23,960	14.37	29,886	11	B3, B2, S01, S06, B9, R4
37-2012	Maids and Housekeeping Cleaners	1,700	1,780	80	0.5	10	30	40	9.55	19,846	8.33	17,331	9.21	19,158	10.14	21,103	11	B2, S05, S06, R4, B3, B6, B9
37-3011	Landscaping and Groundskeeping Workers	1,770	2,150	380	2.1	40	20	60	12.48	25,961	9.58	19,915	12.00	24,957	13.93	28,985	11	T4, B2, B3, B9, T5, R4
39-0000	Personal Care and Service Occupations	8,885	10,355	1,470	1.7	150	230	375										
39-1021	First-Line Supervisors/Managers of Personal Service Workers	255	290	35	1.4	5	5	10	16.86	35,069	11.21	23,307	16.01	33,293	19.69	40,949	8	B2, S06, B3, B9, S01
39-3031	Ushers, Lobby Attendants, and Ticket Takers	135	160	25	1.9	5	10	10	8.59	17,875	8.19	17,024	8.48	17,632	8.80	18,300	11	S

2008-2018 REGION 10 OCCUPATIONAL PROJECTIONS, LISTED BY MAJOR OCCUPATIONAL GROUPS WITH WAGES AND TOP SKILLS

Standard Occupational Classification (SOC)	Occupational Title	2008	2011	2014	2017	2018	2011	2014	2017	2018	2011	2014	2017	2018	2011	2014	2017	2018	Top Skills**
		Estimated Employment	Projected Employment	% Change	Annual Growth Rate (%)	Annual New Jobs	Annual Replacements	Total Annual Openings	2011 Mean Hourly Wage	2014 Mean Hourly Wage	2017 Entry Wage	2011 Entry Annual Salary	2014 Median Wage	2017 Median Salary	2011 Experienced Wage	2014 Experienced Annual Salary	2017 Experienced Wage	2018 Experienced Annual Salary	
41-2022	Parts Salespersons	430	455	25	0.6	5	15	20	15.22	31,664	11.70	24,350	14.86	30,908	16.98	35,321	10	B2, B9, S05, B7, S06	
41-2031	Retail Salespersons	7,610	8,390	780	1.0	80	210	290	13.14	27,314	8.37	17,405	10.16	21,127	15.51	32,267	11	B2, S04, B9, S06, S03, S06	
41-3011	Advertising Sales Agents	335	345	10	0.3	*	*	10	18.03	37,501	11.24	23,396	15.04	31,283	21.42	44,553	10	S06, S04, B2, B9, S05	
41-3021	Insurance Sales Agents	825	1,055	230	2.8	25	20	40	27.34	56,854	12.30	25,591	19.01	39,540	34.85	72,485	7	B2, B7, B9, B10, B3, S04, R4	
41-3031	Securities, Commodities, and Financial Services Sales Agents	390	465	75	1.9	10	10	20	36.19	75,290	14.81	30,811	27.74	57,711	46.89	97,530	5	B9, B2, B3, S04, B7, SY2	
41-3099	Sales Representatives, Services, All Other	1,060	1,215	155	1.5	15	25	40	28.35	58,970	13.90	28,913	25.01	52,025	35.57	73,998	8	B9, S04, B2, S06, S03, B7, S05	
41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	845	950	105	1.2	10	20	30	36.71	76,364	19.92	41,422	33.09	68,832	45.11	93,835	8	B9, S04, B2, S06, S03, B7, S05	
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	3,055	3,260	210	0.7	20	70	90	27.30	56,773	15.26	31,747	23.46	48,814	33.31	69,285	8	B9, B2, S04, S06, B3, S03	
41-9022	Real Estate Sales Agents	295	335	45	1.5	5	5	10	16.48	34,281	9.74	20,254	13.71	28,529	19.86	41,295	7	B2, S03, S04, B9, S01, S06	
41-9041	Telemarketers	1,290	1,290	0	0.0	0	30	30	10.17	21,142	8.18	17,016	9.29	19,338	11.15	23,205	11	B9, S04, B2, S05, S06	
41-9099	Sales and Related Workers, All Other	355	400	50	1.4	5	10	15	17.14	35,659	9.66	20,088	15.93	33,128	20.88	43,444	10		
43-0000	Office and Administrative Support Occupations	38,910	43,525	4,615	1.2	500	800	1,300											
43-1011	First-Line Supervisors/Managers of Office and Administrative Support Workers	1,710	1,965	255	1.5	25	40	65	25.88	53,828	15.93	33,129	23.51	48,902	30.85	64,177	8	B2, B9, S01, S06, B3, R3	
43-3021	Billing and Posting Clerks and Machine Operators	810	950	145	1.8	15	15	25	16.79	34,931	12.81	26,643	16.27	33,852	18.79	39,077	11	B2, B7, R4, B3, B9	
43-3031	Bookkeeping, Accounting, and Auditing Clerks	3,800	4,280	480	1.3	50	45	95	15.84	32,954	11.19	23,292	15.30	31,834	18.17	37,784	10	B2, B7, B9, B3, B5, B6, R4, B10	
43-3071	Tellers	860	1,035	175	2.0	15	35	50	11.87	24,674	10.26	21,335	11.61	24,157	12.66	26,344	11	B2, B9, B3, B5, B7, S05	
43-4051	Customer Service Representatives	4,635	5,785	1,150	2.5	115	145	260	14.51	30,178	9.79	20,363	13.98	29,083	16.86	35,085	10	B2, B9, S05, S04, B7	
43-4081	Hotel, Motel, and Resort Desk Clerks	375	425	55	1.5	5	15	20	9.76	20,286	8.55	17,783	9.53	19,823	10.36	21,538	11	S06, S05, B9, B2, S01	
43-4111	Interviewers, Except Eligibility and Loan	315	365	50	1.6	5	10	15	13.82	28,753	9.89	20,574	12.87	26,769	15.79	32,842	11	B2, B9, B7, S05, S06	
43-4121	Library Assistants, Clerical	270	300	25	0.9	5	10	15	15.33	31,903	9.25	19,243	14.92	31,034	18.38	38,235	11	S05, B2, B9, B1, B9	
43-4131	Loan Interviewers and Clerks	255	290	35	1.4	5	5	10	14.50	30,154	11.47	23,859	14.36	29,869	16.01	33,300	11	B2, B9, B7, B3, S06, B10	
43-4151	Order Clerks	755	705	-50	-0.7	0	20	20	14.32	29,793	11.76	24,457	13.74	28,576	15.61	32,461	11	B2, B9, B7, S05, S06	
43-4171	Receptionists and Information Clerks	1,700	1,970	270	1.6	25	45	75	12.92	26,879	9.58	19,936	12.60	26,213	14.59	30,350	11	B9, B2, S05, B7, S01, S06	
43-5052	Postal Service Mail Carriers	520	535	15	0.3	*	15	24.54	51,049	19.74	41,050	26.76	55,668	26.95	56,049	11	B2, S05, B9, S06, R4		
43-5061	Production, Planning, and Expediting Clerks	695	900	200	2.9	20	15	35	23.16	48,172	17.95	37,343	24.11	50,149	25.76	53,587	10	B7, B2, B3, B9, R4	
43-5071	Shipping, Receiving, and Tracing Clerks	1,195	1,200	5	0.0	*	30	30	15.22	31,669	11.03	22,947	14.99	31,170	17.32	36,030	11	B7, B2, SY1, B6, R4	
43-5081	Stock Clerks and Order Fillers	2,795	3,035	240	0.9	25	65	90	11.66	24,254	8.27	17,203	10.52	21,883	13.36	27,779	11	B9, B2, S05, S06, S01, R4	
43-6011	Executive Secretaries and Administrative Assistants	2,155	2,450	295	1.4	30	30	60	19.93	41,462	15.10	31,410	19.38	40,306	22.35	46,487	8	B2, B7, B9, S05, B10	
43-6012	Legal Secretaries	280	335	55	2.0	5	5	10	18.12	37,693	14.80	30,793	18.30	38,057	19.78	41,143	6	B10, B7, B2, B9, B3	
43-6013	Medical Secretaries	810	1,005	195	2.4	20	10	30	15.37	31,975	11.68	24,309	15.02	31,228	17.22	35,808	10	B2, S05, B9, B7, S01, B10	
43-6014	Secretaries, Except Legal, Medical, and Executive	3,240	3,405	165	0.5	15	45	60	15.48	32,186	10.39	21,600	14.61	30,387	18.02	37,478	10	B9, B2, R4, S05, B10	
43-9021	Data Entry Keyers	405	455	45	1.1	5	10	15	13.46	27,992	9.59	19,956	12.58	26,176	15.38	32,010	10	B7, B6, B2, B9, B10	
43-9041	Insurance Claims and Policy Processing Clerks	370	440	65	1.8	5	5	10	15.66	32,582	12.48	25,959	15.14	31,502	17.26	35,893	10	B2, B7, B9, S06, B3, B10	
43-9061	Office Clerks, General	6,000	6,925	925	1.5	90	80	175	15.31	31,854	10.46	21,752	14.60	30,373	17.74	36,906	11	B2, B7, B9, S06, R4, B10	
43-9199	Office and Administrative Support Workers, All Other	525	470	-55	-1.0	0	10	10	11.42	23,745	8.12	16,884	10.19	21,178	13.06	27,175	11		
45-2092	Farmworkers and Laborers, Crop, Nursery, and Greenhouse	255	260	5	0.2	*	*	10	10.95	22,772	8.12	16,889	8.91	18,534	12.36	25,714	11	S06, S01, B3, B6, B2, T4, S05, B9	
45-2093	Farmworkers, Farm and Ranch Animals	385	385	5	0.1	0	10	10	12.44	25,883	10.12	21,051	11.83	24,622	13.61	28,299	11	B2, B7, B6, T4, T5	
47-0000	Construction and Extraction Occupations	12,955	14,720	1,760	1.4	175	225	400											
47-1011	First-Line Supervisors/Managers of Construction Trades and Extraction Workers	1,035	1,180	145	1.4	15	20	35	28.32	58,908	16.82	34,998	25.38	52,800	34.06	70,864	8	B2, S01, B3, B9, R4	
47-2021	Brickmasons and Blockmasons	280	315	35	1.3	5	5	10	21.51	44,745	15.71	32,683	20.76	43,182	24.41	50,776	9	B3, B6, S01, T8, R4	
47-2031	Carpenters	2,870	3,195	320	1.1	30	35	70	19.06	39,626	13.64	28,374	17.67	36,738	21.75	45,252	9	B3, T2, T5, B2, S01, SY1, B5, B6, T8, R4	
47-2051	Cement Masons and Concrete Finishers	630	715	80	1.3	10	15	25	16.75	34,837	13.24	27,554	15.51	32,261	18.50	38,478	10	B6, B2, S01, B3, SY1	
47-2061	Construction Laborers	1,800	2,165	370	2.1	35	10	50	15.51	32,262	11.06	23,003	15.08	31,374	17.74	36,892	10	B9, S01, B2, B3, T4, T5, S06	
47-2073	Operating Engineers and Other Construction Equipment Operators	645	695	50	0.8	5	10	15	18.48	38,440	12.74	26,493	19.43	40,406	21.36	44,414	10	T4, T5, B2, B6, B9	
47-2111	Electricians	1,000	1,150	150	1.5	15	25	40	25.44	52,922	18.28	38,035	25.23	52,482	29.02	60,366	9	T11, T9, B2, B3, T5, T8	
47-2141	Painters, Construction and Maintenance	655	705	50	0.8	5	10	15	18.41	38,293	13.20	27,458	18.38	38,231	21.01	43,711	10	B2, B3, S06, B7, R4	
47-2152	Plumbers, Pipefitters, and Steamfitters	935	1,125	190	2.0	20	20	40	23.87	49,653	14.91	31,005	22.19	46,145	28.35	58,978	9	S01, R4, B3, T5, B2, SY1, B6, B9	
47-2211	Sheet Metal Workers	410	460	50	1.2	5	10	15	22.47	46,742	14.31	29,763	21.62	44,972	26.55	55,231	9	B3, SY1, R4, B5, B2, S01, B6, B7, B9	
47-4051	Highway Maintenance Workers	385	405	20	0.5	*	15	18.26	37,991	13.56	28,208	18.69	38,875	20.62	42,882	10	T4, T5, B2, T1, B6, B9, T11		
47-4099	Construction and Related Workers, All Other	260	320	60	2.3	5	10	15	19.45	40,448	12.43	25,856	15.36	31,959	22.95	47,744	10		
49-0000	Installation, Maintenance, and Repair Occupations	9,535	10,550	1,015	1.1	105	185	290											
49-1011	First-Line Supervisors/Managers of Mechanics, Installers, and Repairers	575	615	40	0.7	5	15	20	27.63	57,473	17.54	36,488	26.50	55,122	32.68	67,967	8	R3, B6, S01, B3, R4	
49-3021	Automotive Body and Related Repairers	390	405	15	0.4	*	10	18.81	39,121	11.47	23,852	18.77	39,036	22.48	46,757	9	T9, B2, C1, B6, T4, B9		
49-3023	Automotive Service Technicians and Mechanics	1,275	1,385	105	0.8	10	25	35	17.17	35,710	11.76	24,445	16.40	34,115	19.87	41,342	7	T1, T9, T11, T2, T8	
49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	530	555	25	0.5	*	15	19.27	40,093	13.99	29,109	19.28	40,121	21.92	45,584	7	T9, T11, T1, T4, T5		
49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	430	600	175	4.1	15	5	25	23.43	48,726	16.29	33,877	22.90	47					

2008-2018 REGION 10 OCCUPATIONAL PROJECTIONS, LISTED BY MAJOR OCCUPATIONAL GROUPS WITH WAGES AND TOP SKILLS

Standard Occupational Classification (SOC)	Occupational Title	2008 Estimated Employment	2018 Projected Employment	2008-18 Employment Change	Annual Growth Rate (%)	Annual New Jobs	Annual Replacements	Total Annual Openings	2011 Mean Hourly Wage	2011 Mean Annual Salary	2011 Entry Wage	2011 Entry Annual Salary	2011 Median Wage	2011 Median Salary	2011 Experienced Wage	2011 Experienced Annual Salary	Education/Training Level**	Top Skills**
51-9199	Production Workers, All Other	1,255	1,255	0	0.0	0	30	30	14.55	30,253	10.82	22,488	13.92	28,954	16.41	34,136	10	
53-0000	Transportation and Material Moving Occupations	23,360	26,785	3,425	1.5	345	490	835										
53-1031	First-Line Supervisors/Managers of Transportation and Material-Moving Machine and Vehicle Operators	410	415	10	0.2	*	10	23.68	49,244	16.34	33,992	22.62	47,056	27.34	56,869	8	B2, R3, B9, B3, R4	
53-3022	Bus Drivers, School	1,095	1,080	-15	-0.1	0	20	11.99	24,937	7.88	16,387	11.18	23,248	14.05	29,212	10	B2, T4, T5, SO6, SO5, B9	
53-3031	Driver/Sales Workers	605	630	25	0.4	5	10	15.61	32,454	8.93	18,564	13.98	29,079	18.95	39,400	11	B2, B9, SO6, B3, SO5	
53-3032	Truck Drivers, Heavy and Tractor-Trailer	10,815	13,520	2,705	2.5	270	195	465	17.63	36,671	13.35	27,761	17.37	36,128	19.77	41,127	11	T4, T5, B6, B2, B3, T8
53-3033	Truck Drivers, Light or Delivery Services	1,490	1,620	130	0.9	15	25	40	13.78	28,664	9.20	19,149	12.97	26,970	16.06	33,423	11	B2, B9, B3, B6, T4, SO6
53-3041	Taxi Drivers and Chauffeurs	370	430	60	1.6	5	5	15	11.16	23,208	8.44	17,549	10.46	21,746	12.52	26,038	11	B2, SO5, T4, B9, SO6, R4
53-7032	Excavating and Loading Machine and Dragline Operators	215	240	25	1.2	5	5	10	18.87	39,253	14.08	29,295	16.98	35,313	21.27	44,232	10	T4, T5, B6, SO1, B2, B3, B9, T11
53-7051	Industrial Truck and Tractor Operators	1,640	1,850	210	1.3	20	50	70	15.33	31,888	11.69	24,311	15.45	32,150	17.15	35,677	11	T4, T5, SO1, T1, B2, B3, B6
53-7061	Cleaners of Vehicles and Equipment	650	680	30	0.5	5	25	25	10.85	22,567	8.34	17,348	10.34	21,510	12.10	25,177	11	T4, T5, T8, B9, R4
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	2,375	2,505	130	0.5	15	75	90	13.50	28,072	9.38	19,509	12.57	26,143	15.56	32,353	11	B2, B3, T5, SO1, B6, B7, B9
53-7063	Machine Feeders and Offbearers	595	600	10	0.2	*	10	13.63	28,357	11.32	23,553	12.43	25,850	14.79	30,758	11	T5, B6, B2, B3, SY1, SO6, B9, R4	
53-7064	Packers and Packers, Hand	1,640	1,625	-15	-0.1	0	25	11.41	23,735	8.28	17,221	10.86	22,594	12.98	26,992	11	B9, B2, B3, SY1, B6, T8	
53-7081	Refuse and Recyclable Material Collectors	255	300	40	1.6	5	10	10	16.17	33,629	11.33	23,573	16.09	33,451	18.59	38,657	11	T4, T5, SO1, B3, B2, SY1, B6, SO6, B9

Legend:

Entry Wage = Average of the lowest third of reported wages for the occupation; **Experienced Wage** = Average of the upper two-thirds of reported wages for the occupation; **Mean Wage** = Average wage computed by dividing the estimated total wage for an occupation by its weighted employment; **Median Wage** = The point at which 50% of the employment was below this wage and 50% was above; **N.A.** = Not Available; Compensation data based on 2011 Iowa Wage Survey unless otherwise noted; Wages for *Compensation, Benefits, and Job Analysis Specialists* based on 2010 OES data; Missing compensation data may be derived from calculation or proration of reported wage/salary data if available.

***Employment Data Suppression** (Occupational employment data may not add up or equal occupational group totals due to rounding and/or suppression of occupations with less than ten total annual openings).

****Education/Training Level** provides categorically the most significant education or training pathway to employment for each occupation according to the U.S. Department of Labor's Bureau of Labor Statistics (BLS). There may be alternative pathways into an occupation, however, as well as additional educational, training, or licensing requirements. Iowa Workforce Development (IWD) will use Iowa requirements when available. The levels are as follows: 1 = First Professional degree; 2 = Doctoral degree; 3 = Master's degree; 4 = Bachelor's or higher degree, plus work experience; 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 Skills** refers to those skills identified through questionnaire responses by sampled workers and occupational experts by the U.S. Department of Labor's Occupational Information Network (O*NET) as being the top five (or more if tied) most important for a particular occupation. These include:

Basic Skills: B1 = Active Learning; B2 = Active Listening; B3 = Critical Thinking; B4 = Learning Strategies; B5 = Mathematics; B6 = Monitoring; B7 = Reading Comprehension; B8 = Science; B9 = Speaking; B10 = Writing;

Complex Problem Solving Skills: C1 = Complex Problem Solving; **Resource Management Skills:** R1 = Management of Financial Resources; R2 = Management of Material Resources; R3 = Management of Personnel Resources; R4 = Time Management;

Social Skills: SO1 = Coordination; SO2 = Instructing; SO3 = Negotiation; SO4 = Persuasion; SO5 = Service Orientation; SO6 = Social Perceptiveness; **Systems Skills:** SY1 = Judgment and Decision Making; SY2 = Systems Analysis; SY3 = Systems Evaluation; and **Technical Skills:** T1 = Equipment Maintenance; T2 = Equipment Selection; T3 = Installation; T4 = Operation and Control; T5 = Operation Monitoring; T6 = Operations Analysis; T7 = Programming; T8 = Quality Control Analysis; T9 = Repairing; T10 = Technology Design; T11 = Troubleshooting.

Sources:

Education/Training Level: Bureau of Labor Statistics, U.S. Department of Labor; **Employment:** 2008-2018 Occupational Projections (based on 2008 annual employment data), Labor Market and Workforce Information Division, Iowa Workforce Development; **Skills:** Occupational Information Network (O*NET), Employment and Training Administration, U.S. Department of Labor; **Wages:** 2011 Iowa Wage Survey estimates, Labor Market and Workforce Information Division, Iowa Workforce Development. Estimates developed from the May 2010 Occupational Employment Statistics (OES) Wage Survey updated to the second quarter of 2011 using the Employment Cost Index.

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