

2008-2018 REGION 13 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 ¹⁰⁰	Top Skills ¹⁰⁰
00-0000	Total, All Occupations	83,450	91,105	7,660	0.9	825	1,865	2,690										
11-0000	Management Occupations	8,620	8,630	10	0.0	20	100	120										
11-1021	General and Operations Managers	415	405	-10	-0.2	0	10	10	\$42.59	\$88,579	\$22.92	\$47,679	\$34.08	\$70,876	\$52.41	\$109,027	4	B2, B7, B9, B3, B6
11-9012	Farmers and Ranchers	5,685	5,535	-150	-0.3	0	35	35	23.13	48,120	14.71	30,589	25.94	53,956	27.35	56,886	9	T4, T5, SY1, B3, T1, B6, T8, T11
11-9199	Managers, All Other	445	475	25	0.6	5	10	15	35.40	73,621	12.01	24,984	36.90	76,761	47.09	97,940	8	
13-0000	Business and Financial Operations Occupations	2,165	2,520	355	1.6	35	40	80										
13-1199	Business Operations Specialists, All Other	325	360	35	1.1	5	5	10	19.58	40,731	11.29	23,488	17.09	35,536	23.72	49,353	5	
13-2011	Accountants and Auditors	510	640	130	2.5	15	10	20	29.40	61,149	18.38	38,230	25.29	52,604	34.91	72,609	5	B2, B5, B7, B10, B9
15-0000	Computer and Mathematical Occupations	425	510	85	2.0	10	10	20										
17-0000	Architecture and Engineering Occupations	415	485	75	1.8	10	10	15										
19-0000	Life, Physical, and Social Science Occupations	460	510	50	1.1	5	15	20										
21-0000	Community and Social Services Occupations	1,785	1,995	215	1.2	20	40	60										
21-1099	Community and Social Service Specialists, All Other	380	435	50	1.3	5	10	15	17.15	35,671	12.30	25,589	16.39	34,102	19.57	40,712	5	
23-0000	Legal Occupations	470	555	85	1.8	10	10	15										
25-0000	Education, Training, and Library Occupations	5,720	6,470	750	1.3	75	135	210										
25-2021	Elementary School Teachers, Except Special Education	1,395	1,615	225	1.6	20	30	55	N.A.	42,000	N.A.	32,691	N.A.	41,540	N.A.	46,656	5	SO2, B9, B4, B2, B1, B6, SO6
25-2022	Middle School Teachers, Except Special and Vocational Education	200	225	20	1.5	5	5	10	N.A.	45,685	N.A.	36,020	N.A.	46,266	N.A.	50,518	5	SO2, B2, B7, B4, SO6, B10
25-2031	Secondary School Teachers, Except Special and Vocational Education	960	1,045	85	0.9	10	30	35	N.A.	39,921	N.A.	28,184	N.A.	39,224	N.A.	45,790	5	SO2, B4, B9, B2, SO1, B3
25-9041	Teacher Assistants	1,125	1,230	105	0.9	10	25	35	N.A.	21,092	N.A.	17,061	N.A.	21,046	N.A.	23,107	11	B2, B9, SO1, B6, SO5, SO6
27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	990	1,065	75	0.8	10	25	35										
29-0000	Healthcare Practitioners and Technical Occupations	4,100	4,690	590	1.4	60	85	145										
29-1062	Family and General Practitioners	215	255	40	1.9	5	5	10	94.98	197,551	58.76	122,214	N.A.	N.A.	113.08	235,219	1	B2, B3, B9, B8, SO6
29-1111	Registered Nurses	1,320	1,510	195	1.5	20	25	40	26.20	54,501	19.73	41,046	25.76	53,564	29.44	61,229	6	SO6, B2, SO1, B9, B3, B7, SO5
29-2052	Pharmacy Technicians	210	265	60	2.9	5	5	10	12.53	26,051	9.85	20,482	12.06	25,086	13.86	28,837	10	B2, B7, B9, B3, SO5, SO6
29-2061	Licensed Practical and Licensed Vocational Nurses	490	570	80	1.6	10	15	25	18.74	38,978	15.29	31,800	18.90	39,309	20.47	42,567	7	B2, B9, B3, B7, SO1, SO5
31-0000	Healthcare Support Occupations	2,870	3,495	625	2.2	65	30	95										
31-1012	Nursing Aides, Orderlies, and Attendants	1,480	1,755	275	1.9	30	15	45	11.82	24,573	10.49	21,815	11.65	24,247	12.47	25,952	7	SO6, SO5, B2, B6, SO1
31-9091	Dental Assistants	185	235	50	2.7	5	5	10	15.00	31,204	11.62	24,170	15.46	32,159	16.69	34,720	10	B9, B2, B7, SO5, B3
33-0000	Protective Service Occupations	1,050	1,165	115	1.1	10	30	40										
33-9032	Security Guards	440	505	65	1.5	5	10	15	11.33	23,558	8.97	18,645	10.96	22,811	12.50	26,015	11	B2, B9, B3, SO1, B6, B7, SO5, SO6
35-0000	Food Preparation and Serving Related Occupations	7,110	7,690	580	0.8	60	240	300										
35-2011	Cooks, Fast Food	420	440	25	0.6	*	*	15	8.47	17,618	7.80	16,229	7.85	16,329	8.81	18,313	11	B2, B9, SO1, SO5, B3, SO6
35-2012	Cooks, Institution and Cafeteria	310	345	35	1.1	5	10	10	11.26	23,422	9.59	19,935	11.11	23,098	12.10	25,166	10	R4, B2, B3, B6, B7, SO5
35-2014	Cooks, Restaurant	545	590	45	0.8	5	15	20	9.93	20,663	8.24	17,140	9.48	19,722	10.78	22,426	9	SO1, B6, B2, B3, SY1, T8, B9
35-2021	Food Preparation Workers	590	620	30	0.5	5	20	25	9.96	20,725	8.39	17,443	9.41	19,588	10.75	22,367	11	B2, B6, B9, SO1, R4
35-3011	Bartenders	510	580	70	1.4	5	20	25	8.66	18,018	8.15	16,949	8.53	17,741	8.92	18,553	11	B2, SO5, SO6, B9, B3
35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	1,880	2,115	235	1.3	25	40	65	8.83	18,357	7.98	16,599	8.39	17,448	9.25	19,237	11	B2, SO5, B9, SO1, B6, SO6
35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	265	280	15	0.6	*	*	20	8.26	17,175	7.85	16,333	7.87	16,371	8.46	17,591	11	B2, SO5, SO6, B9, B3, B7
35-3031	Waiters and Waitresses	1,110	1,170	60	0.5	5	60	65	8.45	17,588	8.14	16,919	8.48	17,648	8.61	17,922	11	B2, SO5, SO6, B9, SO1
35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	280	295	10	0.4	*	*	15	8.47	17,621	8.32	17,294	8.56	17,820	8.55	17,785	11	SO5, SO6, B2, SO1, B6
35-9021	Dishwashers	310	335	30	1.0	5	15	15	8.55	17,779	8.22	17,091	8.59	17,883	8.71	18,122	11	R4, B2, SO1, B6, B3, T4, T5, T8, SO6
37-0000	Building and Grounds Cleaning and Maintenance Occupations	3,050	3,260	205	0.7	20	50	70										
37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	1,185	1,240	55	0.5	5	20	25	11.64	24,227	8.52	17,728	10.96	22,804	13.21	27,477	11	B3, B2, SO1, SO6, B9, R4
37-2012	Maids and Housekeeping Cleaners	915	925	10	0.1	*	*	20	9.13	18,991	8.26	17,185	8.88	18,473	9.57	19,895	11	B2, SO5, SO6, R4, B3, B6, B9
37-3011	Landscaping and Groundskeeping Workers	595	700	105	1.8	10	5	15	12.41	25,809	8.33	17,317	11.22	23,339	14.45	30,056	11	T4, B2, B3, B9, T5, R4
39-0000	Personal Care and Service Occupations	2,995	3,530	535	1.8	55	85	140										
39-5012	Hairdressers, Hairstylists, and Cosmetologists	360	390	30	0.8	5	5	10	12.01	24,981	8.18	16,999	10.54	21,922	13.93	28,972	7	B2, SO5, B3, B9, B1, SY1, SO6
39-9011	Child Care Workers	725	790	60	0.8	5	20	25	9.89	20,571	8.42	17,506	8.80	18,301	10.63	22,103	11	B6, SO5, B9, B3, SO6
39-9021	Personal and Home Care Aides	410	625	215	5.2	20	5	25	10.72	22,293	9.51	19,784	10.56	21,970	11.32	23,547	11	SO5, B2, SO6, B3, B9
41-0000	Sales and Related Occupations	9,200	9,715	515	0.6	55	285	340										
41-1011	First-Line Supervisors/Managers of Retail Sales Workers	1,245	1,330	80	0.6	10	25	35	17.45	36,281	10.99	22,851	16.07	33,435	20.67	42,996	8	B2, SO1, B3, B6, B6, SO5, B9
41-2011	Cashiers	2,560	2,675	115	0.4	10	115	125	8.85	18,395	8.09	16,823	8.62	17,930	9.22	19,180	11	B2, SO5, B9, B5, SO6
41-2022	Parts Salespersons	200	205	5	0.3	*	*	10	14.64	30,451	9.48	19,700	14.12	29,382	17.22	35,827	10	B2, B9, SO5, B7, SO6
41-2031	Retail Salespersons	2,310	2,535	220	1.0	20	65	85	11.46	23,837	8.16	16,974	9.57	19,892	13.10	27,268	11	B2, SO4, B9, SO6, SO3, SO6
41-3021	Insurance Sales Agents	470	505	35	0.7	5	10	15	26.78	55,697	10.46	21,760	19.50	40,556	34.93	72,665	7	B2, B7, B9, B10, B3, SO4, R4
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	715	745	30	0.4	5	15	20	23.92	49,750	14.25	29,658	20.75	43,153	28.75	59,795	8	B9, B2, SO4, SO6, B3, SO3

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41-9041	Telemarketers	340	315	-25	-0.7	0	10	10	10.89	22,646	8.37	17,397	10.65	22,154	12.15	25,270	11	B9, SO4, B2, SO5, SO6
43-0000	Office and Administrative Support Occupations	10,705	11,455	750	0.7	95	225	315										
43-1011	First-Line Supervisors/Managers of Office and Administrative Support Workers	390	440	50	1.3	5	10	15	22.29	46,366	13.70	28,503	22.28	46,326	26.59	55,297	8	B2, B9, SO1, SO6, B3, R3
43-3031	Bookkeeping, Accounting, and Auditing Clerks	1,535	1,660	120	0.8	10	20	30	14.44	30,032	9.02	18,762	14.03	29,172	17.15	35,667	10	B2, B7, B9, B3, B5, B6, R4, B10
43-3071	Tellers	465	510	40	0.9	5	20	25	11.96	24,866	10.15	21,115	11.57	24,065	12.86	26,740	11	B2, B9, B3, B5, B7, SO5
43-4051	Customer Service Representatives	810	1,015	205	2.5	20	25	45	11.08	23,051	8.35	17,361	9.39	19,537	12.45	25,896	10	B2, B9, SO5, SO4, B7
43-4081	Hotel, Motel, and Resort Desk Clerks	340	395	55	1.6	5	10	15	9.11	18,965	8.46	17,599	8.96	18,636	9.45	19,650	11	SO6, SO5, B9, B2, SO1
43-4171	Receptionists and Information Clerks	610	690	80	1.3	10	15	25	12.45	25,892	9.22	19,181	12.27	25,517	14.06	29,247	11	B9, B2, SO5, B7, SO1, SO6
43-5052	Postal Service Mail Carriers	245	235	-5	-0.2	0	10	10	23.24	48,333	18.56	38,597	24.46	50,881	25.58	53,202	11	B2, B3, SO5, SO6, R4
43-5071	Shipping, Receiving, and Traffic Clerks	370	340	-30	-0.8	0	10	10	13.52	28,125	10.02	20,851	13.02	27,085	15.27	31,763	11	B7, B2, SY1, B6, R4
43-5081	Stock Clerks and Order Fillers	815	875	65	0.8	5	20	25	10.58	22,015	8.26	17,183	9.49	19,750	11.75	24,431	11	B9, B2, SO5, SO6, SO1, R4
43-6011	Executive Secretaries and Administrative Assistants	355	390	35	1.0	5	5	10	18.96	39,444	13.55	28,180	18.01	37,460	21.68	45,076	8	B2, B7, B9, SO5, B10
43-6014	Secretaries, Except Legal, Medical, and Executive	1,005	1,015	10	0.1	*	*	15	13.19	27,442	9.49	19,752	12.43	25,844	15.04	31,288	10	B9, B2, R4, SO5, B10
43-9061	Office Clerks, General	1,405	1,545	145	1.0	15	20	35	13.22	27,511	8.97	18,651	12.88	26,774	15.35	31,941	11	B2, B7, B9, SO6, R4, B10
45-0000	Farming, Fishing, and Forestry Occupations	850	860	10	0.1	*	*	25										
47-0000	Construction and Extraction Occupations	3,960	4,510	550	1.4	55	75	130										
47-1011	First-Line Supervisors/Managers of Construction Trades and Extraction Workers	275	305	30	1.1	5	5	10	24.89	51,759	15.08	31,357	24.11	50,144	29.78	61,960	8	B2, SO1, B3, B9, R4
47-2031	Carpenters	370	415	45	1.2	5	5	10	16.76	34,876	12.96	26,958	16.20	33,690	18.67	38,834	9	B3, T2, T5, B2, SO1, SY1, B5, B6, T8, R4
47-2061	Construction Laborers	515	630	115	2.2	10	5	15	15.74	32,742	11.60	24,138	15.55	32,343	17.81	37,043	10	B9, SO1, B2, B3, T4, T5, SO6
47-2111	Electricians	515	605	85	1.7	10	15	20	26.44	54,999	20.68	43,016	28.02	58,288	29.32	60,990	9	T11, T9, B2, B3, T5, T8
47-2152	Plumbers, Pipefitters, and Steamfitters	410	480	75	1.8	5	10	15	25.12	52,259	15.11	31,427	25.33	52,683	30.13	62,675	9	SO1, R4, B3, T5, B2, SY1, B6, B9
49-0000	Installation, Maintenance, and Repair Occupations	3,295	3,600	305	0.9	30	65	100										
49-3023	Automotive Service Technicians and Mechanics	655	695	40	0.6	5	15	15	16.20	33,684	9.57	19,909	14.82	30,834	19.51	40,571	7	T1, T9, T11, T2, T8
49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	245	265	15	0.6	*	*	10	17.10	35,569	11.08	23,041	17.21	35,804	20.11	41,833	7	T9, T11, T1, T4, T5
49-9042	Maintenance and Repair Workers, General	645	720	75	1.2	10	10	20	15.59	32,413	10.60	22,053	15.57	32,376	18.08	37,593	10	T1, T9, B3, T2, T11
51-0000	Production Occupations	7,710	8,455	745	1.0	85	165	250										
51-2092	Team Assemblers	865	965	105	1.2	10	20	30	14.35	29,860	12.41	25,815	14.11	29,354	15.33	31,882	10	SO1, B2, B3, B9, B6, B7
51-4121	Welders, Cutters, Solderers, and Brazers	355	380	25	0.7	5	10	15	15.14	31,507	11.34	23,600	14.95	31,095	17.05	35,460	10	T5, B6, T4, T8, C1, B3, SY1
51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	335	390	50	1.5	5	5	10	11.75	24,431	8.66	17,999	11.02	22,918	13.29	27,646	10	B3, B2, B9, B7, B6, T5
51-9111	Packaging and Filling Machine Operators and Tenders	330	365	35	1.1	5	5	10	12.88	26,806	10.59	22,034	12.50	26,000	14.04	29,192	11	B6, T5, B2, SO1, T8
53-0000	Transportation and Material Moving Occupations	5,510	5,940	430	0.8	45	120	170										
53-3032	Truck Drivers, Heavy and Tractor-Trailer	1,975	2,295	320	1.6	30	35	65	15.58	32,389	10.67	22,189	15.06	31,321	18.02	37,490	11	T4, T5, B6, B2, B3, T8
53-3033	Truck Drivers, Light or Delivery Services	475	500	25	0.5	5	10	10	11.69	24,319	7.98	16,595	10.70	22,258	13.55	28,181	11	B2, B9, B3, B6, T4, SO6
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	605	615	10	0.2	*	*	20	11.93	24,819	9.16	19,064	11.05	22,981	13.32	27,696	11	B2, B3, T5, SO1, B6, B7, 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; 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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