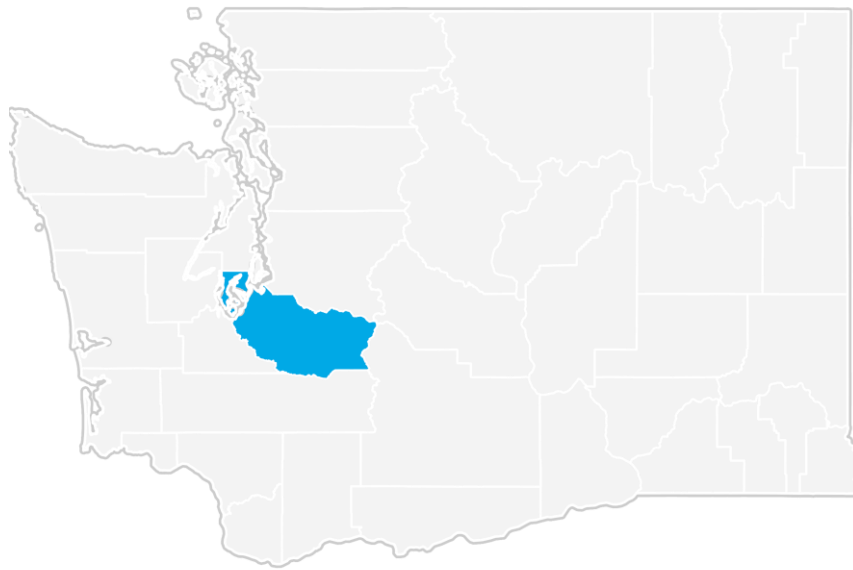


# Economic Overview

## Pierce County, Washington



January 2, 2019

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# Demographic Profile

The population in Pierce County, Washington was 832,896 per American Community Survey data for 2012-2016.

The region has a civilian labor force of 406,206 with a participation rate of 63.6%. Of individuals 25 to 64 in Pierce County, Washington, 25.3% have a bachelor's degree or higher which compares with 31.8% in the nation.

The median household income in Pierce County, Washington is \$61,468 and the median house value is \$239,400.

## Summary<sup>1</sup>

	Percent			Value		
	Pierce County, Washington	Washington	USA	Pierce County, Washington	Washington	USA
<b>Demographics</b>						
Population (ACS)	—	—	—	832,896	7,073,146	318,558,162
Male	49.6%	49.9%	49.2%	413,477	3,529,431	156,765,322
Female	50.4%	50.1%	50.8%	419,419	3,543,715	161,792,840
Median Age <sup>2</sup>	—	—	—	36.0	37.6	37.7
Under 18 Years	24.0%	22.7%	23.1%	200,048	1,604,595	73,612,438
18 to 24 Years	9.7%	9.4%	9.8%	80,749	664,327	31,296,577
25 to 34 Years	14.9%	14.4%	13.6%	123,961	1,020,046	43,397,907
35 to 44 Years	12.9%	13.1%	12.7%	107,044	923,126	40,548,400
45 to 54 Years	13.6%	13.5%	13.6%	113,185	952,858	43,460,466
55 to 64 Years	12.3%	12.9%	12.6%	102,437	915,352	40,061,742
65 to 74 Years	7.5%	8.3%	8.3%	62,680	590,229	26,355,308
75 Years, and Over	5.1%	5.7%	6.2%	42,792	402,613	19,825,324
Race: White	74.4%	77.3%	73.3%	619,585	5,470,566	233,657,078
Race: Black or African American	6.7%	3.6%	12.6%	55,676	256,990	40,241,818
Race: American Indian and Alaska Native	1.2%	1.3%	0.8%	10,151	94,026	2,597,817
Race: Asian	6.0%	7.8%	5.2%	49,787	552,032	16,614,625
Race: Native Hawaiian and Other Pacific Islander	1.4%	0.6%	0.2%	11,457	44,870	560,021
Race: Some Other Race	2.8%	3.9%	4.8%	23,734	276,959	15,133,856
Race: Two or More Races	7.5%	5.3%	3.1%	62,506	377,703	9,752,947
Hispanic or Latino (of any race)	10.1%	12.1%	17.3%	84,021	854,275	55,199,107
<b>Population Growth</b>						
Population (Pop Estimates) <sup>5</sup>	—	—	—	876,764	7,405,743	325,719,178
Population Annual Average Growth <sup>5</sup>	1.3%	1.4%	0.8%	10,428	94,416	2,448,797
<b>Economic</b>						
Labor Force Participation Rate and Size (civilian population 16 years and over)	63.6%	63.9%	63.3%	406,206	3,576,013	159,807,099
Armed Forces Labor Force	2.4%	0.8%	0.4%	15,910	47,291	1,011,641
Veterans, Age 18-64	11.3%	7.0%	5.1%	57,883	311,365	10,165,671
Veterans Labor Force Participation Rate and Size, Age 18-64	78.1%	76.0%	75.4%	45,206	236,704	7,664,089
Median Household Income <sup>2</sup>	—	—	—	\$61,468	\$62,848	\$55,322
Per Capita Income	—	—	—	\$29,750	\$32,999	\$29,829
Poverty Level (of all people)	12.7%	12.7%	15.1%	103,562	883,256	46,932,225

### Summary<sup>1</sup>

	Percent			Value		
	Pierce County, Washington	Washington	USA	Pierce County, Washington	Washington	USA
Households Receiving Food Stamps	15.1%	13.9%	13.0%	46,220	374,145	15,360,951
Mean Commute Time (minutes)	—	—	—	30.5	26.7	26.1
Commute via Public Transportation	3.3%	6.2%	5.1%	12,496	204,595	7,476,312
<b>Educational Attainment, Age 25-64</b>						
No High School Diploma	8.4%	9.0%	11.6%	37,551	342,328	19,478,050
High School Graduate	27.5%	21.9%	26.1%	122,700	835,866	43,788,541
Some College, No Degree	27.3%	24.3%	21.5%	121,788	925,629	36,025,193
Associate's Degree	11.6%	10.5%	8.9%	51,733	400,716	14,962,488
Bachelor's Degree	17.2%	22.2%	20.2%	76,611	845,570	33,845,524
Postgraduate Degree	8.1%	12.1%	11.6%	36,244	461,273	19,368,719
<b>Housing</b>						
Total Housing Units	—	—	—	333,541	2,966,814	134,054,899
Median House Value (of owner-occupied units) <sup>2</sup>	—	—	—	\$239,400	\$269,300	\$184,700
Homeowner Vacancy	2.2%	1.6%	1.8%	4,234	27,211	1,395,797
Rental Vacancy	4.4%	4.1%	6.2%	5,632	44,119	2,855,844
Renter-Occupied Housing Units (% of Occupied Units)	39.2%	37.6%	36.4%	120,436	1,013,225	42,835,169
Occupied Housing Units with No Vehicle Available (% of Occupied Units)	5.8%	7.0%	9.0%	17,816	188,807	10,562,847
<b>Social</b>						
Enrolled in Grade 12 (% of total population)	1.4%	1.3%	1.4%	12,014	95,027	4,433,703
Disconnected Youth <sup>4</sup>	3.3%	2.9%	2.8%	1,365	10,199	485,589
Children in Single Parent Families (% of all children)	31.9%	29.3%	34.7%	60,678	448,808	24,318,038
With a Disability, Age 18-64	12.3%	10.8%	10.3%	62,667	476,199	20,188,257
With a Disability, Age 18-64, Labor Force Participation Rate and Size	43.6%	43.8%	41.0%	27,310	208,358	8,278,834
Foreign Born	9.5%	13.5%	13.2%	79,240	957,185	42,194,354
Speak English Less Than Very Well (population 5 yrs and over)	5.6%	7.6%	8.5%	43,325	504,082	25,440,956
<b>Union Membership</b>						
Total <sup>3</sup>	17.0%	17.7%	10.7%	—	—	—
Private Sector <sup>3</sup>	9.8%	11.0%	6.4%	—	—	—
Manufacturing <sup>3</sup>	22.2%	21.4%	8.7%	—	—	—
Public Sector <sup>3</sup>	47.2%	50.6%	35.1%	—	—	—

Source: [JobsEQ®](#)

1. American Community Survey 2012-2016, unless noted otherwise

2. Median values for certain aggregate regions (such as MSAs) may be estimated as the weighted averages of the median values from the composing counties.

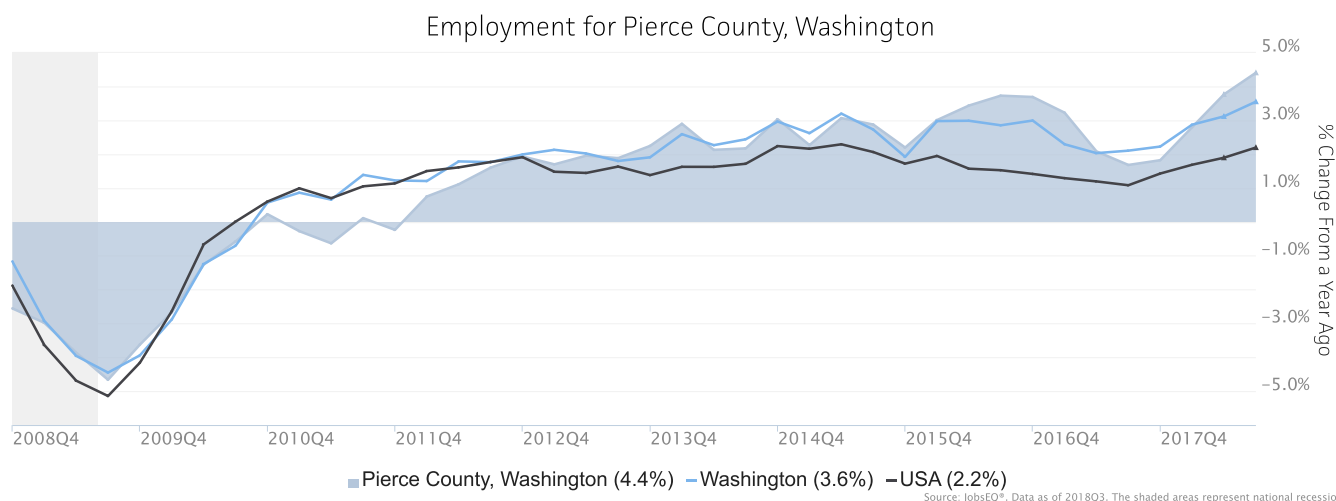
3. 2017; Current Population Survey, unionstats.com, and Chmura; county- and zip-level data are best estimates based upon industry-, MSA-, and state-level data

4. Disconnected Youth are 16-19 year olds who are (1) not in school, (2) not high school graduates, and (3) either unemployed or not in the labor force.

5. Census 2017, annual average growth rate since 2007

# Employment Trends

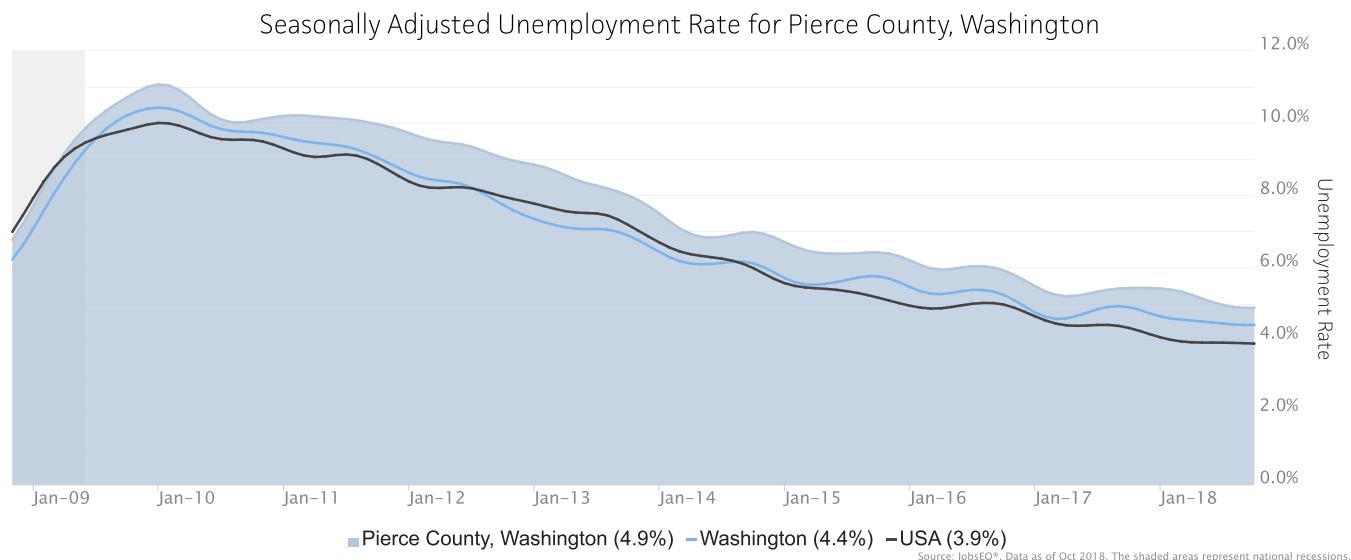
As of 2018Q3, total employment for Pierce County, Washington was 330,219 (based on a four-quarter moving average). Over the year ending 2018Q3, employment increased 4.4% in the region.



Employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and imputed where necessary. Data are updated through 2018Q1 with preliminary estimates updated to 2018Q3.

# Unemployment Rate

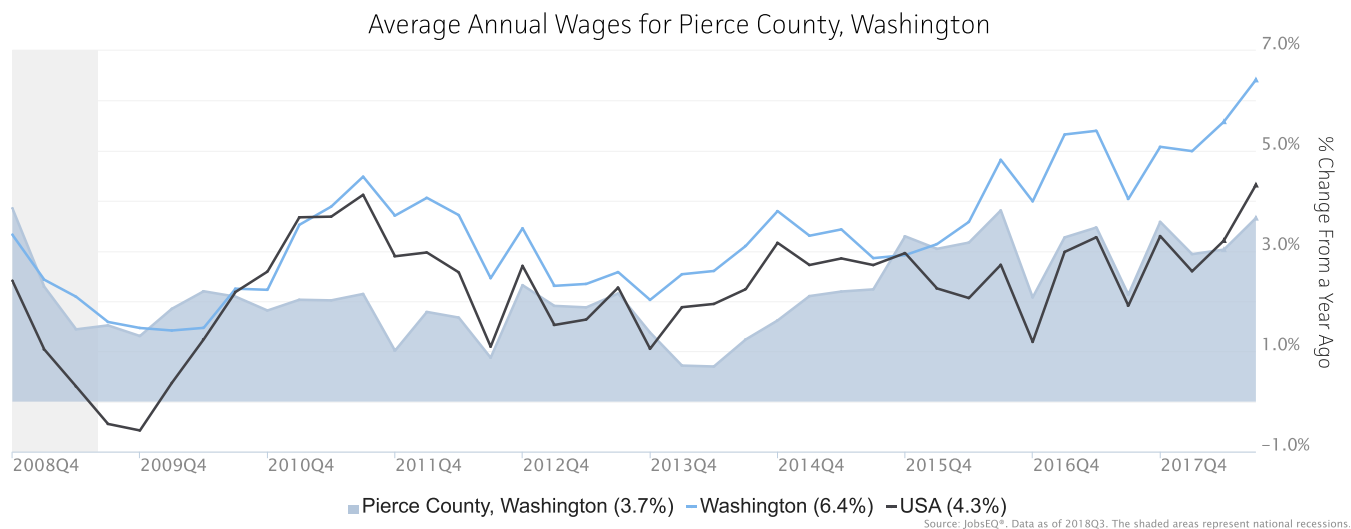
The seasonally adjusted unemployment rate for Pierce County, Washington was 4.9% as of October 2018. The regional unemployment rate was higher than the national rate of 3.9%. One year earlier, in October 2017, the unemployment rate in Pierce County, Washington was 5.4%.



Unemployment rate data are from the Local Area Unemployment Statistics, provided by the Bureau of Labor Statistics and updated through October 2018.

# Wage Trends

The average worker in Pierce County, Washington earned annual wages of \$49,996 as of 2018Q3. Average annual wages per worker increased 3.7% in the region over the preceding four quarters. For comparison purposes, annual average wages were \$55,994 in the nation as of 2018Q3.



Annual average wages per worker data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and imputed where necessary. Data are updated through 2018Q1 with preliminary estimates updated to 2018Q3.

# Cost of Living Index

The Cost of Living Index estimates the relative price levels for consumer goods and services. When applied to wages and salaries, the result is a measure of relative purchasing power. The cost of living is 11.9% higher in Pierce County, Washington than the U.S. average.

Cost of Living Information			
	Annual Average Salary	Cost of Living Index (Base US)	US Purchasing Power
Pierce County, Washington	\$49,996	111.9	\$44,679
Washington	\$63,854	127.4	\$50,110
USA	\$55,994	100.0	\$55,994

Source: [JobsEQ®](#)

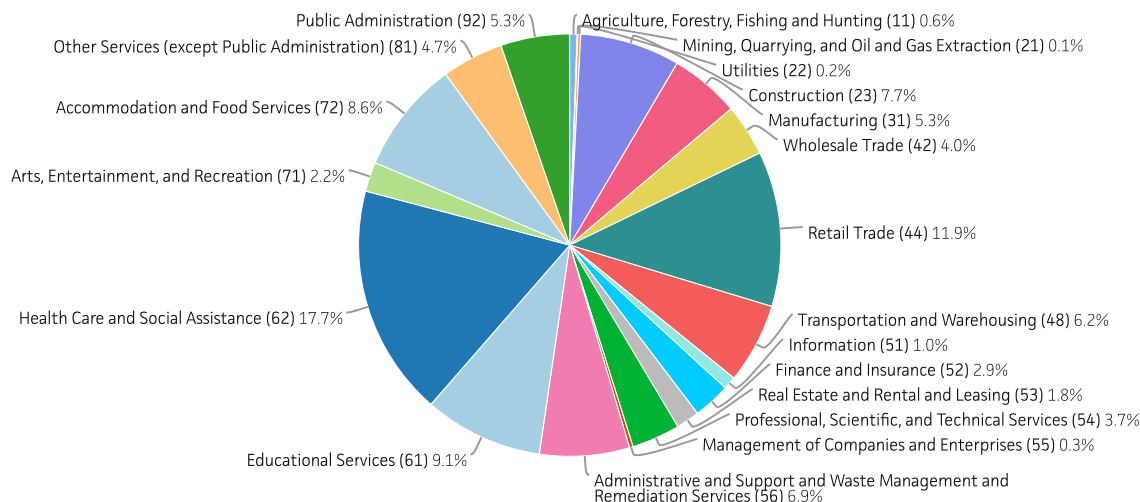
Data as of 2018Q3

Cost of Living per C2ER, data as of 2018q3, imputed by Chmura where necessary.

# Industry Snapshot

The largest sector in Pierce County, Washington is Health Care and Social Assistance, employing 58,534 workers. The next-largest sectors in the region are Retail Trade (39,203 workers) and Educational Services (30,055). High location quotients (LQs) indicate sectors in which a region has high concentrations of employment compared to the national average. The sectors with the largest LQs in the region are Transportation and Warehousing (LQ = 1.40), Construction (1.35), and Health Care and Social Assistance (1.24).

Total Workers for Pierce County, Washington by Industry



Source: JobsEQ®, Data as of 2018Q3

Employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and imputed where necessary. Data are updated through 2018Q1 with preliminary estimates updated to 2018Q3.

Sectors in Pierce County, Washington with the highest average wages per worker are Utilities (\$83,017), Public Administration (\$78,294), and Management of Companies and Enterprises (\$73,716). Regional sectors with the best job growth (or most moderate job losses) over the last 5 years are Administrative and Support and Waste Management and Remediation Services (+6,858 jobs), Construction (+6,754), and Health Care and Social Assistance (+6,480).

Over the next 1 year, employment in Pierce County, Washington is projected to expand by 3,980 jobs. The fastest growing sector in the region is expected to be Health Care and Social Assistance with a +2.1% year-over-year rate of growth. The strongest forecast by number of jobs over this period is expected for Health Care and Social Assistance (+1,241 jobs), Educational Services (+409), and Construction (+355).



NAICS	Industry	Current			5-Year History		1-Year Forecast				
		Four Quarters Ending with 2018q3			Total Change	Avg Ann % Chg in Empl	Separations (Approximate)			---Growth---	
		Empl	Avg Ann Wages	LQ	Empl	Region	Total New Demand	Exits	Transfers	Empl	Avg Ann Rate
11	Agriculture, Forestry, Fishing and Hunting	1,886	\$28,320	0.41	248	2.9%	215	88	116	10	0.5%
21	Mining, Quarrying, and Oil and Gas Extraction	174	\$63,303	0.12	13	1.5%	17	6	12	-1	-0.4%
22	Utilities	699	\$83,017	0.41	42	1.2%	67	23	40	4	0.5%
23	Construction	25,285	\$59,323	1.35	6,754	6.4%	2,851	897	1,599	355	1.4%
31	Manufacturing	17,658	\$62,105	0.65	114	0.1%	1,818	682	1,162	-25	-0.1%
42	Wholesale Trade	13,137	\$65,862	1.04	1,297	2.1%	1,471	523	861	87	0.7%
44	Retail Trade	39,203	\$34,456	1.12	4,356	2.4%	5,577	2,319	2,928	331	0.8%
48	Transportation and Warehousing	20,323	\$51,337	1.40	4,864	5.6%	2,426	924	1,238	264	1.3%
51	Information	3,251	\$58,420	0.50	-158	-0.9%	322	115	201	5	0.2%
52	Finance and Insurance	9,413	\$71,481	0.72	1,131	2.6%	965	341	550	73	0.8%
53	Real Estate and Rental and Leasing	5,872	\$57,488	1.03	759	2.8%	664	274	325	64	1.1%
54	Professional, Scientific, and Technical Services	12,227	\$64,169	0.56	2,294	4.2%	1,218	395	658	164	1.3%
55	Management of Companies and Enterprises	911	\$73,716	0.19	-10	-0.2%	91	31	52	8	0.9%
56	Administrative and Support and Waste Management and Remediation Services	22,690	\$45,307	1.06	6,858	7.5%	2,957	1,116	1,511	329	1.5%
61	Educational Services	30,055	\$48,088	1.11	4,225	3.1%	3,202	1,346	1,448	409	1.4%
62	Health Care and Social Assistance	58,534	\$56,079	1.24	6,480	2.4%	6,781	2,722	2,818	1,241	2.1%
71	Arts, Entertainment, and Recreation	7,428	\$28,064	1.13	-391	-1.0%	1,128	469	575	84	1.1%
72	Accommodation and Food Services	28,513	\$21,505	0.96	5,208	4.1%	4,926	2,049	2,579	298	1.0%
81	Other Services (except Public Administration)	15,561	\$31,201	1.08	-604	-0.8%	1,901	809	963	130	0.8%
92	Public Administration	17,400	\$78,294	1.12	-496	-0.6%	1,704	681	922	101	0.6%
Total - All Industries		330,219	\$49,996	1.00	42,983	2.8%	40,183	15,519	20,683	3,980	1.2%

Source: [JobsEQ®](#)

Employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and imputed where necessary. Data are updated through 2018Q1 with preliminary estimates updated to 2018Q3. Forecast employment growth uses national projections adapted for regional growth patterns.

# Occupation Snapshot

The largest major occupation group in Pierce County, Washington is Office and Administrative Support Occupations, employing 45,746 workers. The next-largest occupation groups in the region are Sales and Related Occupations (32,292 workers) and Food Preparation and Serving Related Occupations (31,078). High location quotients (LQs) indicate occupation groups in which a region has high concentrations of employment compared to the national average. The major groups with the largest LQs in the region are Construction and Extraction Occupations (LQ = 1.28), Community and Social Service Occupations (1.27), and Transportation and Material Moving Occupations (1.23).

Occupation groups in Pierce County, Washington with the highest average wages per worker are Management Occupations (\$117,200), Legal Occupations (\$96,800), and Computer and Mathematical Occupations (\$91,800). The unemployment rate in the region varied among the major groups from 1.8% among Legal Occupations to 7.6% among Food Preparation and Serving Related Occupations.

Over the next 1 year, the fastest growing occupation group in Pierce County, Washington is expected to be Healthcare Support Occupations with a +2.3% year-over-year rate of growth. The strongest forecast by number of jobs over this period is expected for Healthcare Practitioners and Technical Occupations (+373 jobs) and Food Preparation and Serving Related Occupations (+359). Over the same period, the highest separation demand (occupation demand due to retirements and workers moving from one occupation to another) is expected in Food Preparation and Serving Related Occupations (5,514 jobs) and Office and Administrative Support Occupations (5,214).

Occupation Snapshot in Pierce County, Washington, 2018q3

SOC	Occupation	Current						5-Year History		1-Year Forecast				
		Four Quarters Ending with 2018q3  -----2018q3-----						Total Change	Avg Ann % Chg in Empl	--Separations--  ---Growth---				
		Empl	Avg Ann Wages <sup>1</sup>	LQ	Unempl	Rate	Online Job Ads <sup>2</sup>	Empl	Region					
11-0000	Management	16,733	\$117,200	0.84	373	2.0%	863	1,947	2.5%	1,583	464	884	236	1.4%
13-0000	Business and Financial Operations	16,634	\$73,300	0.98	685	3.7%	613	2,055	2.7%	1,739	517	1,019	204	1.2%
15-0000	Computer and Mathematical	6,464	\$91,800	0.67	261	3.0%	449	572	1.9%	536	115	325	96	1.5%
17-0000	Architecture and Engineering	4,016	\$85,600	0.72	103	1.9%	127	350	1.8%	339	104	192	43	1.1%
19-0000	Life, Physical, and Social Science	2,550	\$69,100	0.94	60	2.4%	235	215	1.8%	259	65	161	33	1.3%
21-0000	Community and Social Service	6,711	\$47,100	1.27	166	2.5%	503	319	1.0%	912	291	480	142	2.1%
23-0000	Legal	2,248	\$96,800	0.84	42	1.8%	41	149	1.4%	163	57	80	27	1.2%
25-0000	Education, Training, and Library	21,647	\$52,100	1.17	1,416	6.1%	391	3,001	3.0%	2,317	1,017	969	331	1.5%
27-0000	Arts, Design, Entertainment, Sports, and Media	4,673	\$51,400	0.79	132	2.8%	183	319	1.4%	535	209	270	56	1.2%
29-0000	Healthcare Practitioners and	21,139	\$84,900	1.13	429	1.9%	1,989	2,241	2.3%	1,529	595	560	373	1.8%

### Occupation Snapshot in Pierce County, Washington, 2018q3

SOC	Occupation	Current							5-Year History		1-Year Forecast				
		Four Quarters Ending with 2018q3							Total Change	Avg Ann % Chg in Empl	--Separations--				---Growth--- Avg Ann Rate
		Empl	Avg Ann Wages <sup>1</sup>	LQ	Unempl	Rate	Online Job Ads <sup>2</sup>				Total New Demand	Exits	Transfer	Empl	
	Technical														
31-0000	Healthcare Support	9,518	\$34,500	1.03	497	4.1%	431	1,034	2.3%		1,369	580	571	218	2.3%
33-0000	Protective Service	7,630	\$56,400	1.08	242	2.6%	186	806	2.3%		920	408	449	63	0.8%
35-0000	Food Preparation and Serving Related	31,078	\$28,500	1.09	3,064	7.6%	1,292	5,153	3.7%		5,872	2,471	3,043	359	1.2%
37-0000	Building and Grounds Cleaning and Maintenance	12,063	\$31,500	1.04	864	5.8%	366	2,197	4.1%		1,728	766	806	156	1.3%
39-0000	Personal Care and Service	13,152	\$30,800	1.02	856	5.0%	590	575	0.9%		2,347	1,053	1,000	294	2.2%
41-0000	Sales and Related	32,292	\$40,800	0.96	1,892	4.8%	2,222	2,634	1.7%		4,775	1,970	2,540	265	0.8%
43-0000	Office and Administrative Support	45,746	\$39,600	0.94	3,115	5.0%	1,987	5,979	2.8%		5,512	2,410	2,804	297	0.6%
45-0000	Farming, Fishing, and Forestry	1,090	\$33,100	0.50	99	6.0%	2	188	3.9%		160	40	116	4	0.3%
47-0000	Construction and Extraction	19,470	\$55,600	1.28	1,254	4.9%	382	4,907	6.0%		2,286	707	1,319	260	1.3%
49-0000	Installation, Maintenance, and Repair	12,873	\$49,600	1.02	508	2.7%	652	1,374	2.3%		1,404	469	795	139	1.1%
51-0000	Production	14,639	\$41,500	0.73	1,227	4.8%	500	1,516	2.2%		1,678	624	1,038	17	0.1%
53-0000	Transportation and Material Moving	27,853	\$38,500	1.23	2,274	6.0%	1,244	5,452	4.5%		3,853	1,409	2,111	333	1.2%
	<b>Total - All Occupations</b>	<b>330,219</b>	<b>\$51,200</b>	<b>1.00</b>	<b>n/a</b>	<b>n/a</b>	<b>15,249</b>	<b>42,983</b>	<b>2.8%</b>		<b>41,853</b>	<b>16,342</b>	<b>21,531</b>	<b>3,980</b>	<b>1.2%</b>

Source: [JobsEQ®](#)

Data as of 2018Q3 unless noted otherwise

Note: Figures may not sum due to rounding.

1. Occupation wages are as of 2017 and should be taken as the average for all Covered Employment

2. Data represent found online ads active within the last thirty days in the selected region; data represents a sampling rather than the complete universe of postings. Ads lacking zip code information but designating a place (city, town, etc.) may be assigned to the zip code with greatest employment in that place for queries in this analytic. Due to alternative county-assignment algorithms, ad counts in this analytic may not match that shown in RTI (nor in the popup window ad list).

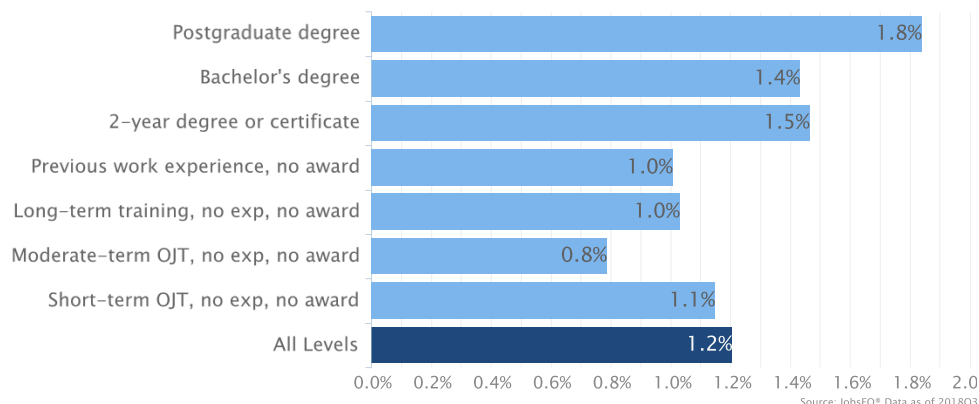
Occupation employment data are estimated via industry employment data and the estimated industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2018Q1, imputed where necessary with preliminary estimates updated to 2018Q3. Wages by occupation are as of 2017 provided by the BLS and imputed where necessary. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns.

. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns.

# Education Levels

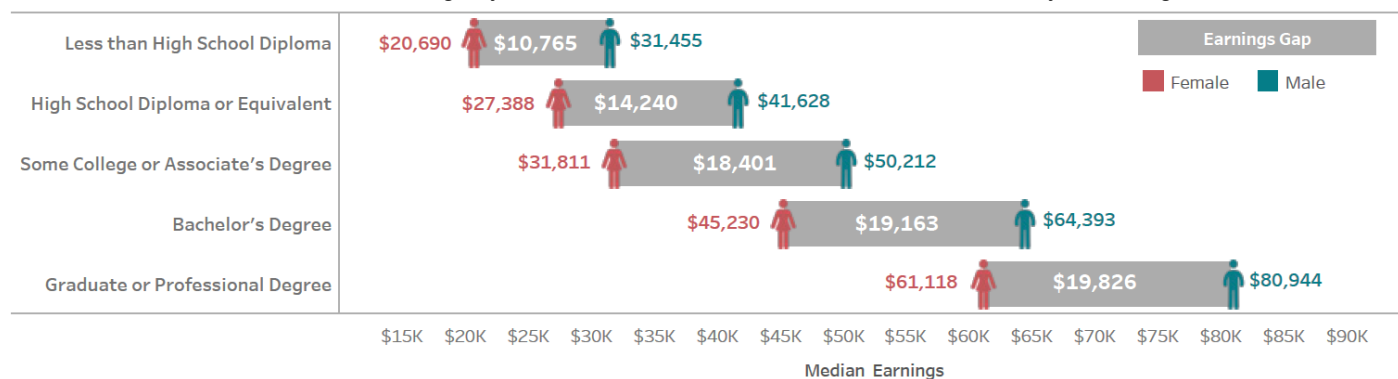
Expected growth rates for occupations vary by the education and training required. While all employment in Pierce County, Washington is projected to grow 1.2% over the next ten years, occupations typically requiring a postgraduate degree are expected to grow 1.8% per year, those requiring a bachelor's degree are forecast to grow 1.4% per year, and occupations typically needing a 2-year degree or certificate are expected to grow 1.5% per year.

Annual Average Projected Job Growth by Training Required for Pierce County, Washington



Employment by occupation data are estimates as of 2018Q3. Education levels of occupations are based on BLS assignments. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns.

Median Annual Earnings by Education Attainment and Sex for Pierce County, Washington

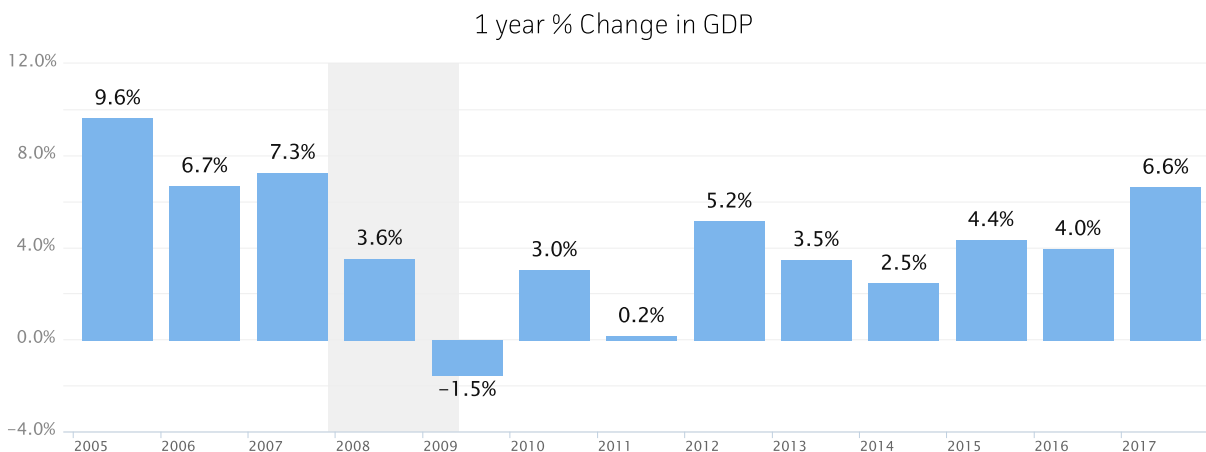


Source: U.S. Census Bureau, 2013-2017 American Community Survey 5-Year Estimates  
 Median earnings in the past 12 months (in 2017 inflation-adjusted dollars) by sex and by educational attainment  
 Universe: Pierce County Population 25 years and over with earnings

Median earning by educational attainment show significant differences with an average median increase of over \$10K for each additional level of education. However, we see an even stronger effect by gender, with women earning less than their male peers, even with higher educational attainments. The median earning for women, across all education levels, is \$16,034 lower than men (\$34,127 vs \$50,161).

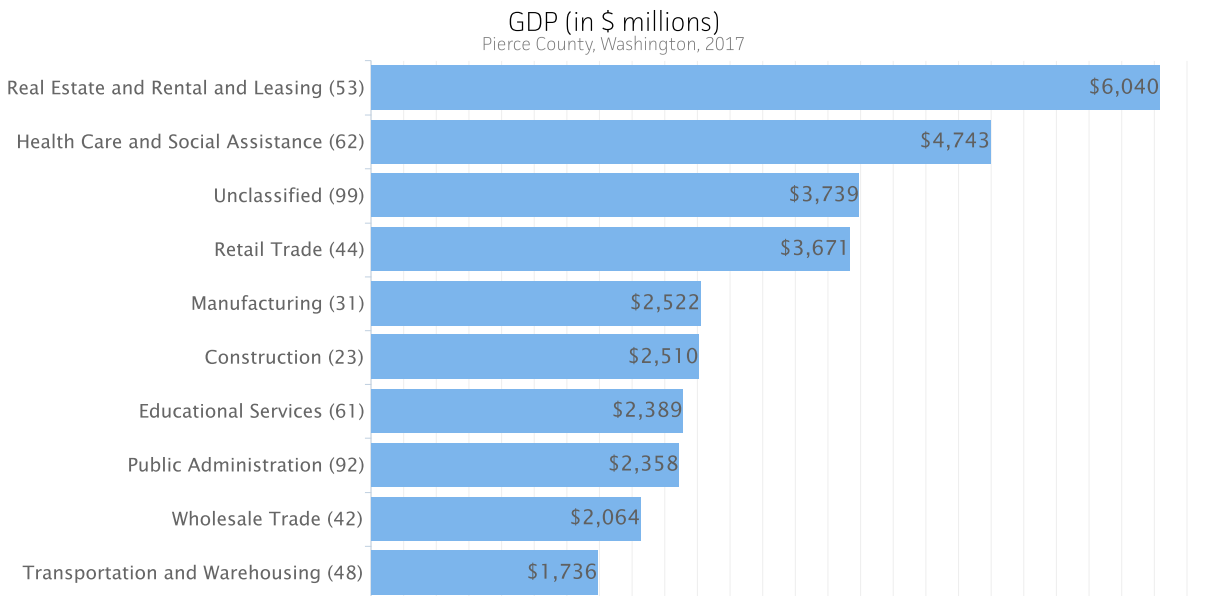
# Gross Domestic Product

Gross Domestic Product (GDP) is the total value of goods and services produced by a region. In 2017, nominal GDP in Pierce County, Washington expanded 6.6%. This follows growth of 4.0% in 2016. As of 2017, total GDP in Pierce County, Washington was \$40,083,415,000.



Gross Domestic Product data are provided by the Bureau of Economic Analysis, imputed by Chmura where necessary, updated through 2017.

Of the sectors in Pierce County, Washington, Real Estate and Rental and Leasing contributed the largest portion of GDP in 2017, \$6,040,183,000. The next-largest contributions came from Health Care and Social Assistance (\$4,742,906,000); Unclassified (\$3,738,667,000); and Retail Trade (\$3,671,110,000).



Gross Domestic Product data are provided by the Bureau of Economic Analysis, imputed by Chmura where necessary, updated through 2017.

# Labor Demand

## Top Job Postings by Employer



Employer Name	Total Ads	Median Wage	Median Wage "n"
Multicare	2,947	\$40,206	66
Catholic Health Initiatives	2,080	\$31,200	1
SunBelt Staffing	1,366		
Department of the Army	1,045	\$27,477	5
Shari's Cafe and Pies	988	\$31,934	1
ProCare Therapy	904	\$62,400	1
Lowes	556		
YMCA of Pierce and Kitsap Counties	527	\$23,941	446
Therapy Travelers	492		
Safeway	454	\$34,840	1
Target	424		
Kaiser Permanente	408	\$30,160	2
MultiCare Health System	397	\$32,623	11
Tacoma Community College	396	\$31,200	178
State of Washington	362	\$63,583	121
Aerotek	349	\$32,485	198
Albertsons Companies	343		
Express Employment Professionals	336	\$31,200	258
State of Washington Dept. of Social and Health ..	333	\$49,867	9
Taco Bell	330		
DaVita	312		
City of Tacoma	309	\$72,322	116
Goodwill of the Olympics and Rainier Region	290		
Robert Half	289	\$38,921	62
WinCo Foods	272		

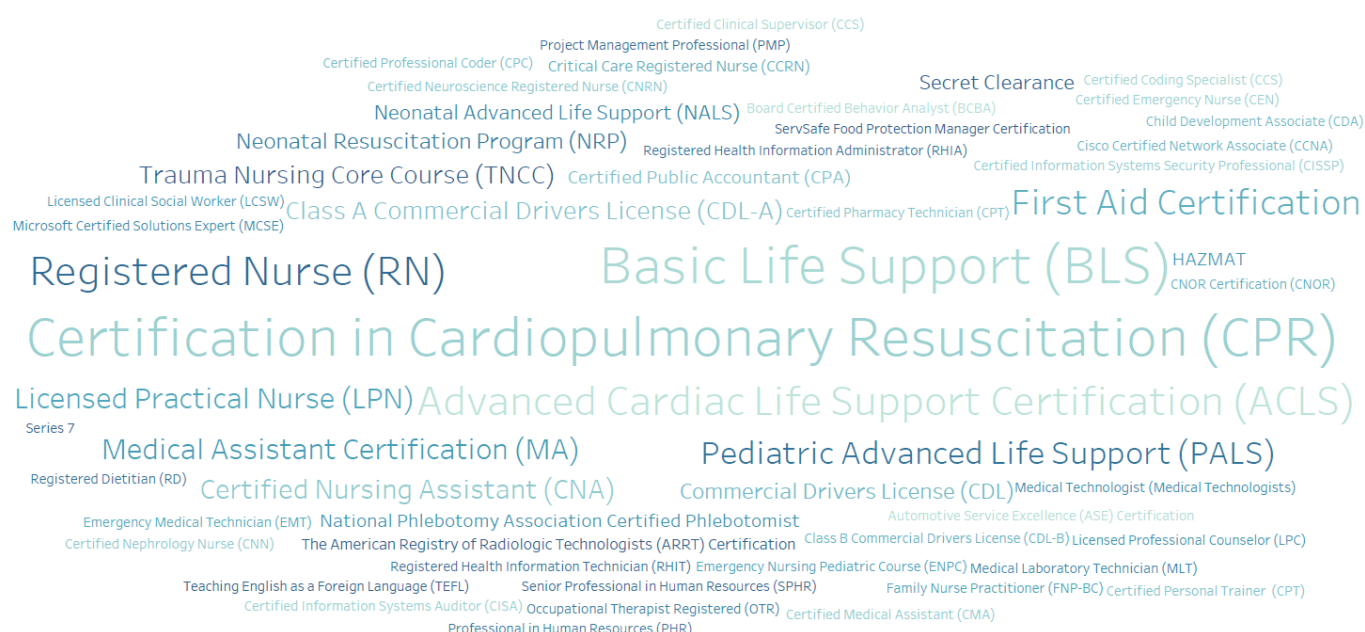
# Top Job Postings by Occupation



Title	Total Ads	Median Wage	Median Wage "n"
Retail Salespersons	5,078	\$26,075	431
Registered Nurses	3,205	\$70,256	130
First-Line Supervisors of Retail Sales Workers	2,314	\$31,600	120
Heavy and Tractor-Trailer Truck Drivers	2,151	\$46,780	459
Laborers and Freight, Stock, and Material Move..	2,051	\$28,447	709
Customer Service Representatives	1,814	\$29,854	363
Combined Food Preparation and Serving Worke..	1,642	\$24,960	201
Maintenance and Repair Workers, General	1,625	\$37,310	310
Social and Human Service Assistants	1,592	\$33,280	470
Secretaries and Administrative Assistants, Exc..	1,536	\$32,448	413
Medical Secretaries	1,508	\$33,036	171
Sales Representatives, Services, All Other	1,415	\$60,706	199
Stock Clerks, Sales Floor	1,304	\$30,160	97
Janitors and Cleaners, Except Maids and House..	1,073	\$27,040	343
Speech-Language Pathologists	1,068	\$74,859	6
First-Line Supervisors of Food Preparation and ..	943	\$29,793	56
Medical and Health Services Managers	925	\$65,000	89
Computer User Support Specialists	898	\$37,440	113
Licensed Practical and Licensed Vocational Nur..	889	\$44,928	27
Stock Clerks- Stockroom, Warehouse, or Storag..	879	\$29,120	196
Bookkeeping, Accounting, and Auditing Clerks	744	\$38,541	191
Cooks, Restaurant	671	\$29,120	82
School Psychologists	663		
Cashiers	657	\$24,960	60
Production Workers, All Other	649	\$28,875	235



## Top Job Postings by Certification



Certificate Name	Total Ads	Median Wage	Median Wage "n"
Certification in Cardiopulmonary Resuscitation..	2,247	\$31,200	262
Basic Life Support (BLS)	2,101	\$68,272	38
Registered Nurse (RN)	1,218	\$71,400	57
Advanced Cardiac Life Support Certification (A..	1,164	\$41,600	7
First Aid Certification	975	\$27,352	258
Pediatric Advanced Life Support (PALS)	728	\$41,600	4
Licensed Practical Nurse (LPN)	656	\$43,701	41
Medical Assistant Certification (MA)	653	\$34,014	20
Certified Nursing Assistant (CNA)	525	\$30,576	59
Trauma Nursing Core Course (TNCC)	470		
Class A Commercial Drivers License (CDL-A)	417	\$48,880	109
Neonatal Resuscitation Program (NRP)	359	\$149,760	1
Commercial Drivers License (CDL)	353	\$45,516	60
Neonatal Advanced Life Support (NALS)	292		
Secret Clearance	251	\$53,927	19
National Phlebotomy Association Certified Phle..	224	\$31,751	2
Certified Public Accountant (CPA)	212	\$93,600	19
HAZMAT	197	\$43,680	24
Critical Care Registered Nurse (CCRN)	156		
The American Registry of Radiologic Technolog..	144		
Certified Medical Assistant (CMA)	130	\$36,278	7
Automotive Service Excellence (ASE) Certificati..	119	\$75,920	2
Emergency Medical Technician (EMT)	106	\$84,344	1
Medical Laboratory Technician (MLT)	102	\$39,062	3
Child Development Associate (CDA)	99	\$29,120	15



# FAQ

## What is a location quotient?

A location quotient (LQ) is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an industry (or occupation) as the nation. An LQ of 2.00 would mean the region has twice the expected employment compared to the nation and an LQ of 0.50 would mean the region has half the expected employment in comparison to the nation.

## What is separation demand?

Separation demand is the number of jobs required due to separations—labor force exits (including retirements) and turnover resulting from workers moving from one occupation into another. Note that separation demand does not include all turnover—it does not include when workers stay in the same occupation but switch employers. The total projected demand for an occupation is the sum of the separation demand and the growth demand (which is the increase or decrease of jobs in an occupation expected due to expansion or contraction of the overall number of jobs in that occupation).

## What is a cluster?

A cluster is a geographic concentration of interrelated industries or occupations. If a regional cluster has a location quotient of 1.25 or greater, the region is considered to possess a *competitive advantage* in that cluster.

## What is the difference between industry wages and occupation wages?

Industry wages and occupation wages are estimated via separate data sets, often the time periods being reported do not align, and wages are defined slightly differently in the two systems (for example, certain bonuses are included in the industry wages but not the occupation wages). It is therefore common that estimates of the average industry wages and average occupation wages in a region do not match exactly.

## What is NAICS?

The North American Industry Classification System (NAICS) is used to classify business establishments according to the type of economic activity. The NAICS Code comprises six levels, from the “all industry” level to the 6-digit level. The first two digits define the top level category, known as the “sector,” which is the level examined in this report.

## What is SOC?

The Standard Occupational Classification system (SOC) is used to classify workers into occupational categories. All workers are classified into one of over 820 occupations according to their occupational definition. To facilitate classification, occupations are combined to form 23 major groups, 96 minor groups, and 449 occupation groups. Each occupation group includes detailed occupations requiring similar job duties, skills, education, or experience.

## About This Report

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