PENNSYLVANIA'S STATE SYSTEM OF HIGHER EDUCATION

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Southeast Pennsylvania's

SUPPLY/ DEMAND GAP ANALYSIS

A report for Pennsylvania's
State System of Higher Education

2016

Pennsylvania's STATE SYSTEM of Higher Education

CONTENTS

GLOSSARY OF TERMS

The following descriptions provide a point of reference to understand terminology as well as the types of data and analysis undertaken in this study, reflecting historic and contemporary narratives.

Fastest Growing: A term used to describe the relative growth (percent change) of an industry or occupation in a given time period. Fastest growing industries and occupations in this study are identified by the highest relative change in jobs between 2014 and 2024.

High Demand: A term used to describe the demand for workers in a given occupation. High demand occupations are identified as having the highest number of new and replacement jobs projected between 2014 and 2024.

Industry Change: A measure of the change in employment within an industry, used to identify whether an industry is growing or declining, as well as the rate of change. Projected changes lay out expectations of growth/decline for specific industries.

Job Postings: The number of unique (de-duplicated) online postings for a job in a given occupation.

Location Quotient: A comparative statistic used to calculate the relative employment concentration of a given industry or occupation against the average employment of the industry in a larger geography (for example, countrywide). Industries with a higher location quotient (usually greater than 1.2) indicate that the region has a comparative advantage or specialization in the production of that good or service or has a high degree of specialization within its workforce.

New and Replacement Jobs: A demand-side estimate of the number of job openings in an occupation that result from new job growth as well as replacement demand. Replacement demand comprises occupation job leavers based on separations, retirement, and death.

Occupation Jobs: A measure of employment within an occupation category, used to identify which occupations have been growing or declining, as well as the rate of change. Projected changes lay out expectations of growth/decline for specific occupation categories.

Sub-regions: Geographic areas within Pennsylvania defined for more focused workforce and education gap analyses. Sub-regions were determined primarily on Partnerships for Regional Economic Performance (PREP) boundaries. PREP is Pennsylvania's network of business assistance partners, designed to help companies start, grow, and prosper. Please refer to Appendix A for mapping of the Sub-regions and PREP boundaries.

ACRONYMS USED

ACS: American Community Survey

BLS: Bureau of Labor Statistics

CIP: Classification of Instructional Programs

DOE: United States Department of Education

DOL: United States Department of Labor

EMSI: Economic Modeling Specialists International

CEW: Center on Education and the Workforce (Georgetown University)

IPEDS: Integrated Postsecondary Education Data System

LAUS: Local Area Unemployment Statistics

LEHD: Longitudinal Employment and Housing Dynamics

NAICS: North American Industry Classification System

NCES: National Center for Education Statistics

OES: Occupational Employment Statistics

O*NET: Occupational Network

PUMS: Public Use Microdata Sample

QCEW: Quarterly Census of Employment and Wages

SOC: Standard Occupational Classification

1. INTRODUCTION

Pennsylvania's State System of Higher Education (State System) comprises 14 universities, four branch campuses, multiple regional centers and the McKeever Environmental Learning Center.[1] The universities are located in rural, suburban, and small-town settings around Pennsylvania. The State System's two educational hubs (with locations in Harrisburg—the Dixon University Center, and Philadelphia—State System @ Center City) offer academic programs through a consortium of public and private colleges and universities.

Per Act 188 of 1982, the State System's mission "is the provision of instruction for undergraduate and graduate students to and beyond the master's degree in the liberal arts and sciences, and in the applied fields, including the teaching profession." In doing so, the State System's purpose is "to provide high quality education at the lowest possible cost to students."[2] Analysis and understanding of the economy and workforce the State System supports, as well as the alignment between education programs and talent needs, further advances the State System's mission and philosophy. This is the goal of the State System's Supply/Demand Gap Analysis Project. It enables effective and targeted strategies and decision-making, grounded in data-driven evidence. Through two earlier reports—'Pennsylvania's Workforce Characteristics Report'[3] and 'Degrees of Value: College Majors and the Pennsylvania State System's Contribution to the Workforce'[4]— foundation was laid for the State System's Supply/Demand Gap Analysis Project. This supply/demand gap analysis report establishes the framework to 'crosswalk' education programs with relevant occupations. This crosswalk establishes the relationship between the workforce

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1 One of the State System's entities, System-wide Functions and Services, is primarily located at the Dixon University Center in Harrisburg and includes: System-wide shared administrative services; System leadership functions of the Chancellor and Board of Governors; some System-wide initiatives and grants managed on behalf of the universities; and the academic, student, and facilities support for the multi-university sites in Harrisburg and Philadelphia.

2 The State System's Economic and Employment Impact on the Commonwealth of Pennsylvania—released April 15, 2015.

3 Pennsylvania's Workforce Characteristics Report—a collaboration between the Pennsylvania State System of Higher Education and Oxford Economics with input from Georgetown University's Center on Education and the Workforce, provides detailed demand-side projections for occupations within Pennsylvania, as well as other labor market intelligence for skilled occupations.

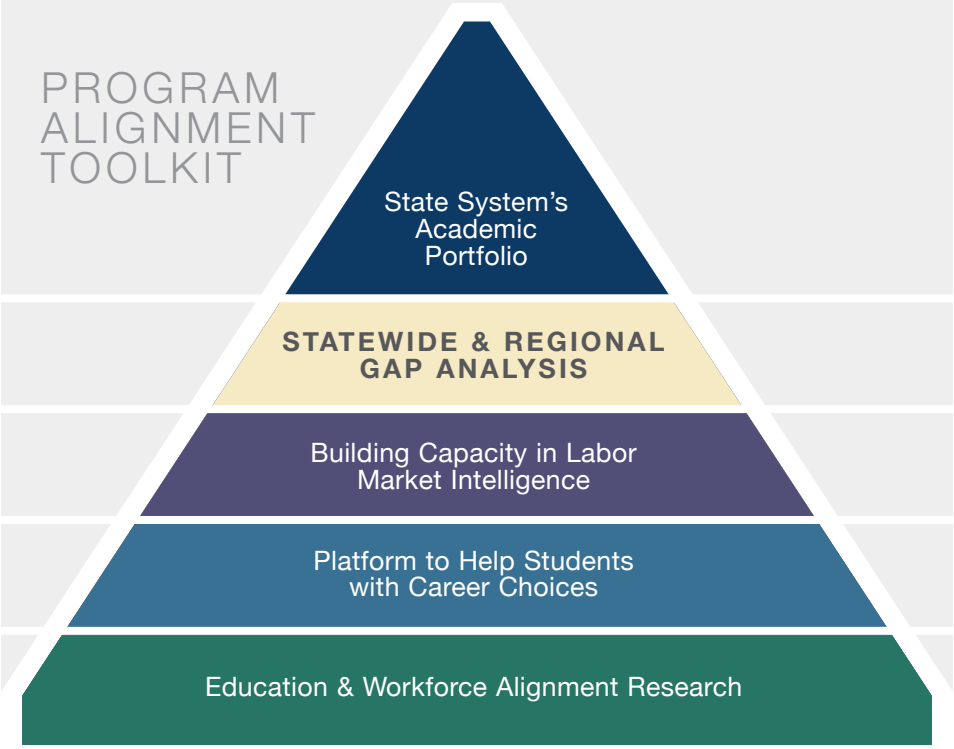
4 *Degrees of Value: College Majors and the Pennsylvania State System's Contribution to the Workforce* is an education and workforce analysis of the Commonwealth with a particular emphasis on the State System's Universities' output produced by Georgetown University's Center on Education and the Workforce.

employed in specific occupations and the degrees that those workers earned. The goal of this report is to understand this relationship in the context of Pennsylvania's projected skilled workforce needs and education output.

This study and the broader set of deliverables under the State System's Supply/Demand Gap Analysis Project will assist universities and education planners by providing an infrastructure of resources for internal planning, as well as external engagement. Understanding key gaps and surpluses within Pennsylvania helps to better align policy and strategic direction in order to continue supporting the talent needs of the Commonwealth.

The results of the State System's Supply/Demand Gap Analysis project will become part the State System's Program Alignment Toolkit (see Figure 1 below) — an infrastructure of resources that are being created to assist the State System's universities to increase their individual and collective impact on Pennsylvania's economy. The Program Alignment Toolkit complements the existing Business Intelligence Environment the State System has created to support data driven decision-making. This environment includes forward-thinking, data-rich projects such as the Financial Risk Dashboard, the Data Warehouse project, and the upcoming Student Success Dashboard.

Fig. 1: Pennsylvania's State System of Higher Education Program Alignment Toolkit Outline



ABOUT PENNSYLVANIA STATE SYSTEM OF HIGHER EDUCATION

Pennsylvania's State System of Higher Education was established by statute on July 1, 1983, although the 14 universities that comprise the State System have a much longer history dating back to the 19th century.

Today, the State System serves over 110,000 students, with learners coming from every county in Pennsylvania, making it among the largest providers of higher education in Pennsylvania and the United States. It also employs more than 12,000 faculty and staff, making it one of the largest employers in the Commonwealth. Nearly 88% of students enrolled in the State System are from Pennsylvania and the vast majority of students remain after graduation—about 80%.*

The State System generates more than $6.7 billion in annual economic activity within Pennsylvania. This economic value in turn supports approximately 62,000 jobs through the State System's direct employment, operational expenditures with vendors and suppliers across Pennsylvania, and spending of those who are employed as a result of the State System's operations.

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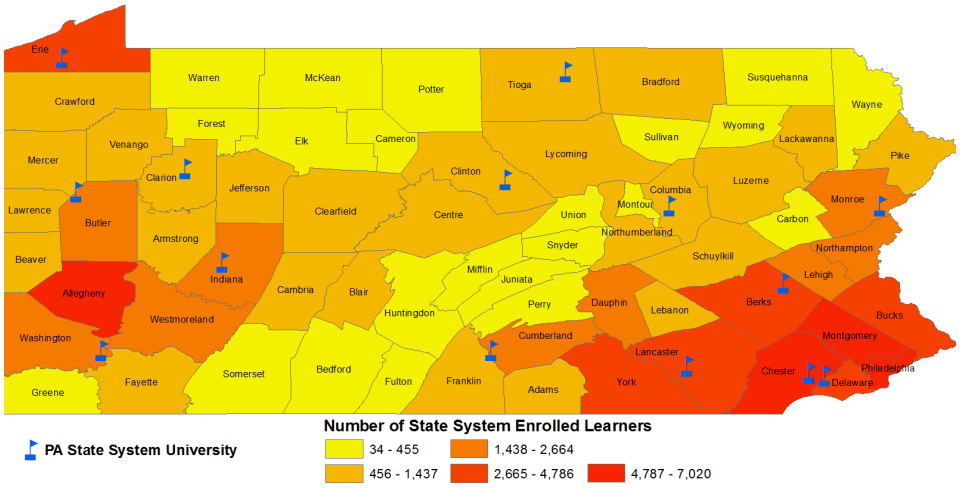
* Pennsylvania's State System of Higher Education – Student Data Fact Center
** The State System's Economic and Employment Impact on the Commonwealth of Pennsylvania – Released April 15, 2015

Fig. 2: State System Learner Enrollment by County – Fall 2014



Source: Pennsylvania State System of Higher Education

1.1 Goal of the Supply/Demand Gap Analysis Report

This Supply/Demand Gap Analysis Report is specific to the Southeast Pennsylvania region. It builds on information provided in an earlier State System report entitled Southeast Pennsylvania's Workforce Characteristics Technical Report. In the Workforce Characteristics Report, Southeast Pennsylvania's region was defined to include the following counties: Berks, Bucks, Chester, Delaware, Lehigh, Montgomery, Northampton, and Philadelphia. The report also contains a set of economic, workforce, demographic, and socio-economic information to contextualize the Supply/Demand Gap Analysis.

The Supply/Demand Gap Analysis Report provides a data-driven perspective of employer demand (growing occupations across the region) and postsecondary education supply (degree production by program and level). The report will assist the State System universities with strategic engagement, program development and evaluation, student engagement, and marketing. The Supply/Demand Gap Analysis Report contains research specific to Southeast Pennsylvania in the following areas:

- Industry sector and occupation job changes and projections for new and replacement job demand to 2024;
- Size of education production by broad degree category;
- Links between occupations and education programs; and
- Analysis of gaps at the occupational level (presenting a structure to review occupations that have excess employer demand as well as those that have surplus).

While the State System's Gap Analysis project is critical to understanding the connections between education programs and occupations, it is important to note a few caveats to this Supply/Demand Gap Analysis Report:

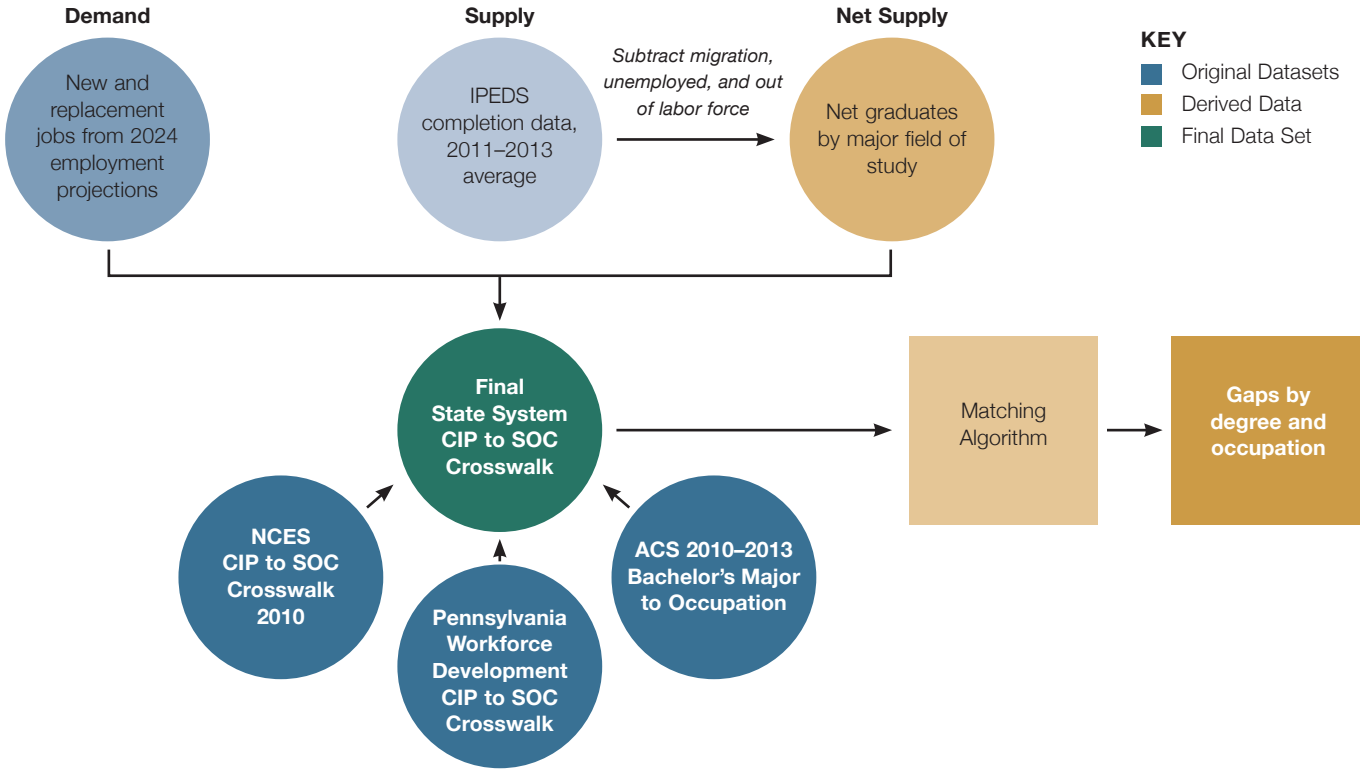
- When considering making adjustments to programs in degree areas related to occupations displaying gaps, further research should be considered to confirm the extent of alignment needed to arrive at equilibrium with the labor market.
- Government data that captures labor market demand lags real-time employer demand as well higher education industry trends. As such, the gap analysis findings may lag these market changes.
- This analysis only focuses on program output as a supply pool (i.e. new graduates). However, regional workforces comprise additional pools

ABOUT GAP ANALYSIS

A gap analysis comparing educational supply and occupational demand serves as a critical first step in efforts to align education programs with the workforce needs of Pennsylvania employers. A gap analysis provides a data-driven perspective of demand and supply, which can be connected to a larger process of program evaluation and strategic planning, engagement with employers, and student career guidance. The analysis itself is not the solution, but can lend credible insight to guide decision-making at the strategic level.

Figure 3 provides a high-level flow chart of the process to calculate gaps/surpluses. A methodological description of the supply/demand gap modeling process can be found in Appendix E.

Fig. 3: Overview of the gap analysis methodology for the State System



Source: Oxford Economics

of supply—specifically: employed workers, skilled unemployed workers, and skilled underemployed workers. When evaluating gaps, this analysis focuses on new and replacement demand, as opposed to job churn. This helps to mitigate some of the issues involving the employed workforce.

1.2 Structure of the Gap Analysis Report

This Supply/Demand Gap Analysis Report for Southeast Pennsylvania is organized as follows:

Section 1 Introduction and background information.

Section 2 Overview of changes in Southeast Pennsylvania's industry sectors from a historic and projected point of view, as well as fast growing and most competitive industries.

Section 3 Overview of changes in Southeast Pennsylvania's occupations including additional detail on skilled occupations as well as high demand occupations, the fastest growing occupations, and occupations that are highly concentrated in Southeast Pennsylvania.

Section 4 Evaluation of output of education programs at the associate's, bachelor's, and graduate level, as well as the State System's contribution to the total output of bachelor's degrees.

Section 5 Comparison of demand for skilled occupations against supply of relevant education program completions.

Section 6 Conclusion and areas of future research.

Section 7 Additional information on the Gap Analysis project and contributing organizations.

Section 8 List of key data sources used in the report.

While the main body of this report provides a high level summary, the Appendices provide an abundance of information for those seeking additional detail.

Appendix A provides a map of the state sub-region boundaries along with economic development and workforce boundaries as defined by PREP and WIA.

Appendix B provides a description of O*NET Job Zone codes.

Appendix C provides further detail about strong, limited and weak connections between education programs and occupations.

Appendix D provides detailed industry employment and projections to 2024.

Appendix E provides a crosswalk and gap analysis methodology.

Appendix F provides gap analysis results for over 500 occupations.

Appendix G provides the crosswalk of programs to occupations.

2. INDUSTRY PROFILE OF SOUTHEAST PENNSYLVANIA

Industry growth is a key driver of demand for occupations and talent. Hence, understanding the structure of Southeast Pennsylvania's industry sectors offers valuable insights into career opportunities that exist. As the State System implements strategies to increase the economic competitiveness of its workforce and ultimately the economic competitiveness of the state, it is important to understand the connection between occupations and industry jobs. The state's workforce changes and labor demand are presented in multiple ways in this section including:

- Major (2-digit) industries;
- Largest 4-digit industries in 2014;
- Largest growth 4-digit industries from 2014 to 2024;
- Fastest growing 4-digit industries from 2014 to 2024; and
- Industries (4-digit) with high location quotient (or concentration) in 2014.

This section explores the current strengths in Southeast Pennsylvania's economy by industry and examines trends that may affect industry structure in the coming years. A table of all 4-digit North American Industrial Classification System (NAICS) sector employment and projections for the region can be found in Appendix D.

The following sub-section begins the analysis by examining major industry groups in Southeast Pennsylvania in 2014 and projected growth to 2024.

2.1 Major Industry Groups

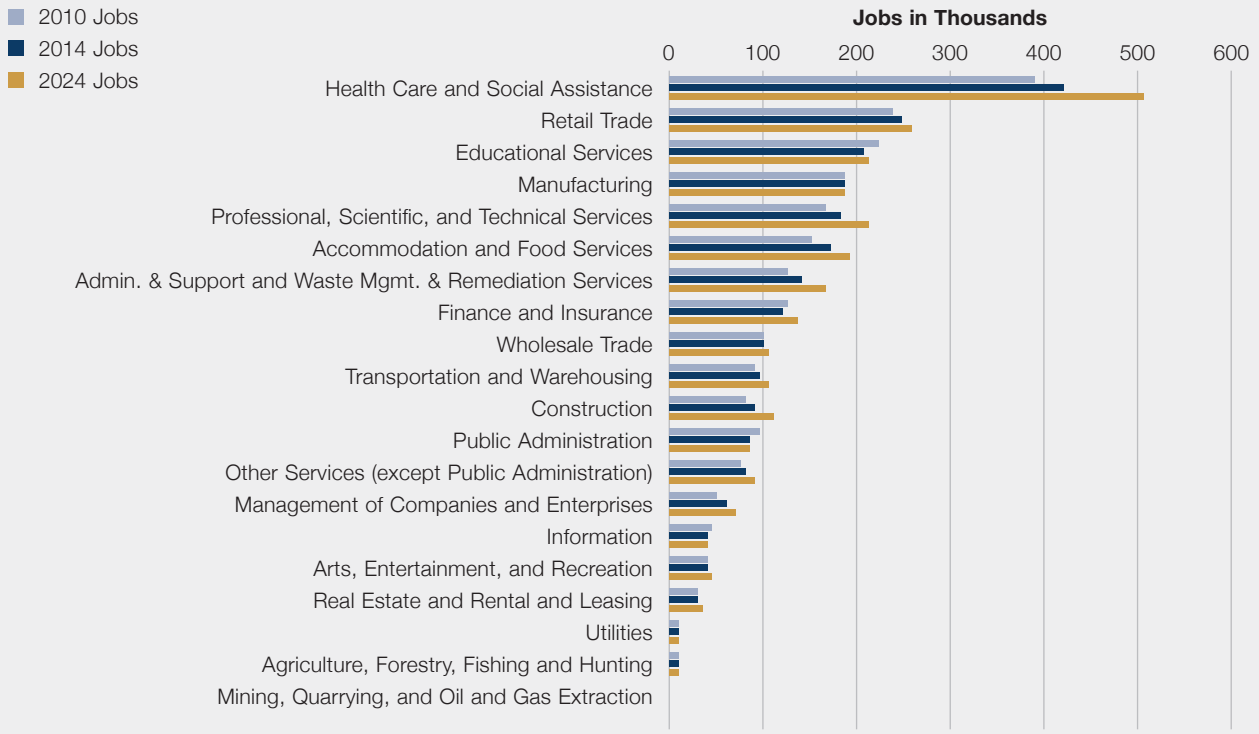
In 2014 the largest 2-digit industries in Southeast Pennsylvania include education and health services, trade, transportation and utilities, and professional and business services. As can be seen in Figure 4, health care and social assistance accounts for the most jobs (approximately 422,200 jobs), followed by retail trade, education services, manufacturing, and professional, scientific, and technical services. Furthermore, each of these industry sectors, except education services and manufacturing, added a significant number of new jobs between 2010 and 2014, reflecting both economic recovery from the

recession, as well as continued sector growth, stemming in part from the place-based competitiveness of these sectors in the Northeast US.[5]

Projections indicate that healthcare and social assistance will add an additional 86,100 new jobs in the region between 2014 and 2024 (20% growth). Administrative and support and waste management and remediation services and construction are projected to add nearly 49,300 new jobs combined (21% growth)—which will require talent in various business disciplines to support this growth.

Substantial economic transformation is taking place across several sectors. While many sectors have experienced moderate or strong growth over the past several years, noted exceptions of job decline include government,

Fig. 4: Employment by Major Industry, 2010, 2014, and 2024



Source: BLS (QCEW); Pennsylvania Department of Labor & Industry; Oxford Economics Projections

5 The strong transportation network linkages in the Philadelphia metropolitan area, as well as strong economic ties to other areas outside of Pennsylvania, such as New York and Washington D.C. enables a high degree of place-based competitiveness for the region.

education and information. The causes of these reductions may differ. For example, reductions in government employment could reflect changes in legislative priorities and budgets, while reductions in information are largely due to the decline in newspaper and book publishers. This, however, is offset by substantial growth in other sectors discussed earlier.

Fig. 4 depicts the number of jobs in 2010, 2014 and projections out to 2024 for each of the broad industry sectors.

2.2 Largest 4-Digit Industries

The largest 4-digit industries in Southeast Pennsylvania are identified by the volume of 2014 employment. Industry sectors that employ the most workers are critical foundations to a regional economy. In Southeast Pennsylvania, the ten[6] largest 4-digit industry classifications employed 31% of total jobs in 2014 (721,000 jobs out of 2.3 million total jobs in the region). The largest industries include restaurants and other eating places, elementary and secondary schools, and general medical and surgical hospitals. Fig. 5 below displays the region's ten largest 4-digit industry sectors in 2014 and employment projections to 2024.

Fig. 5: Southeast Pennsylvania's Largest 4-Digit Industries and Projections, 2014-2024

Industry Title	2014 Jobs	2024 Jobs	New Jobs 2014-2024	% Change 2014-2024
Restaurants and Other Eating Places	129,424	144,496	15,072	11.6%
Elementary and Secondary Schools	121,823	119,441	-2,382	-2.0%
General Medical and Surgical Hospitals	103,334	113,136	9,802	9.5%
Colleges, Universities, and Professional Schools	67,722	69,650	1,928	2.8%
Management of Companies and Enterprises	61,540	70,044	8,504	13.8%
Grocery Stores	54,199	57,681	3,482	6.4%
Individual and Family Services	50,740	69,122	18,382	36.2%
Employment Services	46,725	63,136	16,411	35.1%
Offices of Physicians	46,227	49,733	3,506	7.6%
Computer Systems Design and Related Services	39,636	52,336	12,700	32.0%
Total, Ten Largest	**721,370**	**808,775**	**87,405**	**12.1%**

Source: BLS (QCEW); Pennsylvania Department of Labor & Industry; Oxford Economics Projections

6 There are over 300 4-digit industries in Pennsylvania reporting employment to QCEW.

2.3 Largest Growth 4-Digit Industries

The largest sectors do not necessarily generate the most new jobs. The largest growth industries are identified by the largest change in jobs from 2014 to 2024. Projections for Southeast Pennsylvania indicate that the top ten largest growth industries in the region will add about 114,900 new jobs between 2014 and 2024. Many industries in the top ten largest growth employ several occupations that require university-level skill specializations. For example:

- **Management of companies and enterprises** requires numerous accountants and auditors, operation managers, financial managers, marketing specialists and human resource specialists. Projections indicate that management of companies and enterprises is slated to grow by 8,500 new jobs between 2014 and 2024.
- **Computer systems design and related services** employ many skilled occupations such as software developers, computer system analysts, computer programmers and computer user support specialists. Most people employed in these occupations have at least a bachelor's degree. Projections indicate the industry will grow by 12,700 new jobs between 2014 and 2024.
- **General medical and surgical hospitals** employ a diverse range of health care professionals at multiple levels of educational attainment. This includes professions from surgeons to medical secretaries, as well as a range of nursing professions such as nursing assistants, licensed practical nurses and registered nurses. Projections indicate the industry will add 9,800 new jobs between 2014 and 2024.

Industry sectors that are projected to add significant numbers of new jobs to Southeast Pennsylvania over the next ten years will provide opportunities to establish stronger business collaboration and course alignment to these sectors. Furthermore, State System universities currently offer a range of degree programs in business, computer science and health that align well to opportunities within these high-growth sectors. Fig. 6 on the next page displays the ten largest growth industries projected to 2024.

Fig. 6: Southeast Pennsylvania's Top 10 Largest Growth Sectors and Projections, 2014-2024

Industry Title	2014 Jobs	2024 Jobs	New Jobs 2014-2024	% Change 2014-2024
Individual and Family Services	50,740	69,122	18,381	36.2%
Employment Services	46,725	63,136	16,411	35.1%
Restaurants and Other Eating Places	129,424	144,496	15,072	11.6%
Computer Systems Design and Related Services	39,636	52,336	12,700	32.0%
Home Health Care Services	21,107	33,458	12,351	58.5%
General Medical and Surgical Hospitals	103,334	113,136	9,802	9.5%
Management of Companies and Enterprises	61,540	70,044	8,504	13.8%
Other Financial Investment Activities	22,674	30,586	7,913	34.9%
Specialty (except Psychiatric and Substance Abuse) Hospitals	17,735	24,827	7,092	40.0%
Building Equipment Contractors	28,732	35,376	6,644	23.1%
Total, Ten Largest Growth	**521,647**	**636,517**	**114,870**	**22.0%**

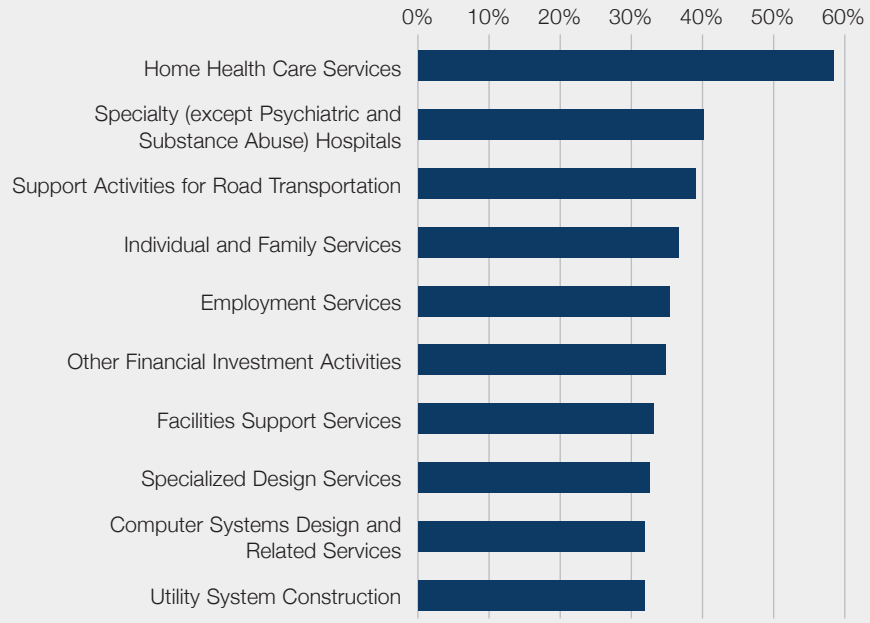
Source: BLS (QCEW); Pennsylvania Department of Labor & Industry; Oxford Economics Projections

2.4 Fastest Growing 4-Digit Industries

The fastest growing 4-digit industries are identified by the highest relative change (percent change) projected to occur between 2014 and 2024. The fastest growing industries represent emerging sectors within Southeast Pennsylvania that may present opportunities for collaboration and support from postsecondary education and training institutions. Given the aging population in the U.S. and Pennsylvania, the health care sector is driving demand for workers. The fastest growing industries in Southeast Pennsylvania include home health care services, specialty hospitals, and support activities for road transportation.

Fig. 7 depicts the fastest growing industries in Southeast Pennsylvania and the projected growth from 2014 to 2024 and Fig. 8 displays the employment in the fastest growing industries, projected job growth, and 10-year new and replacement jobs.

Fig. 7: Southeast Pennsylvania's Fastest Growing 4-Digit Industries and Projections, 2014-2024



Source: BLS (QCEW); Pennsylvania Department of Labor & Industry; Oxford Economics Projections

Fig. 8: Southeast Pennsylvania's Fastest Growing 4-Digit Industries and Projections, 2014-2024

Industry Title	2014 Jobs	2024 Jobs	New Jobs 2014-2024	% Change 2014-2024
Home Health Care Services	21,107	33,458	12,351	58.5%
Specialty (except Psychiatric and Substance Abuse) Hospitals	17,735	24,827	7,092	40.0%
Support Activities for Road Transportation	1,899	2,632	733	38.6%
Individual and Family Services	50,740	69,122	18,382	36.2%
Employment Services	46,725	63,136	16,411	35.1%
Other Financial Investment Activities	22,674	30,586	7,912	34.9%
Facilities Support Services	3,199	4,259	1,060	33.1%
Specialized Design Services	2,843	3,765	922	32.4%
Computer Systems Design and Related Services	39,636	52,336	12,700	32.0%
Utility System Construction	7,051	9,285	2,234	31.7%
Total, 10 Fastest Growing	**213,609**	**293,406**	**79,797**	**37.4%**

Source: BLS (QCEW); Pennsylvania Department of Labor & Industry; Oxford Economics Projections

2.5 Concentration of Industries

Certain Southeast Pennsylvania industries have a greater concentration within the region as compared to the nation. A location quotient (LQ) for an industry provides perspective on statewide concentration in industry classifications. When evaluated jointly with the industry employment data, one gains a sense of the industry sectors that might benefit from efforts to align educational opportunities with economic development (i.e. industries that State System universities may consider engaging in larger conversations about aligning employer and educational needs).

Location quotients equal to 1 indicate that the area's industry concentration is equal to the national concentration of the same industry. Industries with higher location quotients (usually greater than 1.2) indicate that a region has a concentration in the production of that good or service, relative to the rest of the nation. A value of 1.5 indicates that industry employment within the region is 1.5 times more concentrated than the U.S. average. A location quotient below 1 indicates that industry employment within the region is less concentrated compared to the U.S. average. Note: High employment industries do not necessarily result in large location quotients, as this is a relative statistic.

The location quotient chart provides three key pieces of information. The vertical axis indicates the location quotient value. The horizontal axis indicates whether the industry sector is projected to grow or decline over the next 10 years. The size of the bubble indicates the size of employment in the industry.

Industries with high LQ's that are adding new jobs suggest that the comparative regional advantage may be creating further job growth. When viewed together, large employment industries (large bubbles) that have high concentrations (high LQs) and add new jobs (high growth), are significant driving forces for regional growth and advancement.

Industry sectors that are highly concentrated in Southeast Pennsylvania include: other investment pools and funds, support activities for water transportation, railroad rolling stock manufacturing, and specialty hospitals.

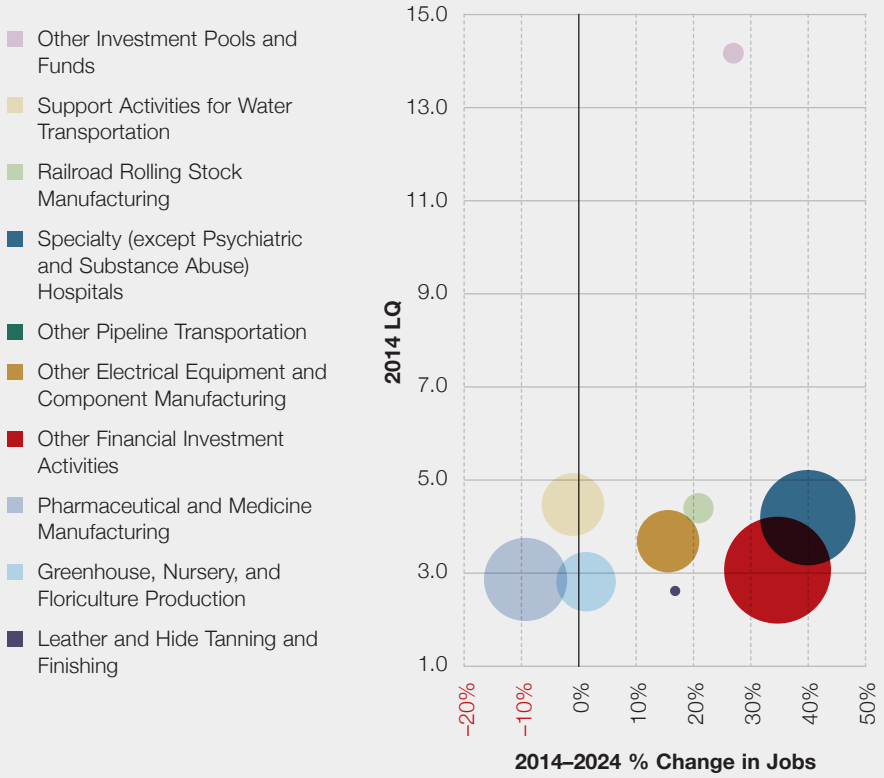
Fig. 9 on the next page displays the most concentrated industries (as measured by LQ) for Southeast Pennsylvania at the 4-digit NAICS level in 2014. The figure reflects the comparative advantage Southeast Pennsylvania enjoys in various transportation sectors and shows the strong and diverse manufacturing base in the region. Finance and insurance sectors, specifically other investment pools

How to read a Location Quotient chart

The location quotient (LQ) bubble chart provides three key sources of information: level of concentration, as indicated by the LQ value, the % change in the variable measured—industries and occupations in this report—and the number of jobs employed. The LQ value is located on the vertical chart. As described above, values above the 1 on the vertical axis indicate higher levels of concentration compared to the national average. Bubbles that are situated above zero on the horizontal axis indicate positive job growth. Finally, larger bubbles indicate that the employment within the measured indicate larger levels of employment.

If one were to divide the bubble chart into sections, bubbles with LQ's greater than 1 located in the upper right hand section indicate highly concentrated industries that are projected to grow, whereas bubbles with LQ's greater than 1 in the left side indicate highly concentrated industries that are projected to decline. Similarly, LQ's less than one but on the right side, indicate job growth, but with a low concentration of employment, relative to the US average. Finally, LQ's less than one and on the left side indicate a low level of employment concentration with projected job loss.

Fig. 9: Southeast Pennsylvania's Most Concentrated 4-Digit Industries and Projected Growth, 2014-2024



Source: BLS (QCEW); Pennsylvania Department of Labor & Industry; Oxford Economics Projections

Fig. 10: Southeast Pennsylvania's Most Concentrated 4-Digit Industries and Projected Growth, 2014-2024

NAICS Code	Industry Title	2014 Jobs	2014 LQ	% Change 2014-2024
5259	Other Investment Pools and Funds	857	14.2	27.2%
4883	Support Activities for Water Transportation	7,777	4.5	-0.7%
3365	Railroad Rolling Stock Manufacturing	2,045	4.4	21.0%
6223	Specialty (except Psychiatric and Substance Abuse) Hospitals	17,735	4.2	40.0%
4869	Other Pipeline Transportation	528	3.9	19.5%
3359	Other Electrical Equipment and Component Manufacturing	8,011	3.7	15.9%
5239	Other Financial Investment Activities	22,674	3.1	34.9%
3254	Pharmaceutical and Medicine Manufacturing	13,702	2.9	-9.0%
1114	Greenhouse, Nursery, and Floriculture Production	6,913	2.8	1.6%
3161	Leather and Hide Tanning and Finishing	199	2.6	17.0%

Source: BLS (QCEW); Pennsylvania Department of Labor & Industry; Oxford Economics Projections

and funds also show high levels of concentration, highlighting the region's large financial sector.

The next section provides information on occupational employment and describes the types of jobs people hold in Southeast Pennsylvania.

3. OCCUPATIONAL PROFILE OF SOUTHEAST PENNSYLVANIA

Examining occupational employment data reveals the importance of skills, experience and knowledge of workers. It showcases the types of jobs in which Southeast Pennsylvania's workforce is currently employed and projected to be employed by 2024. When evaluating occupation employment and demand, it is important to note that an occupation can be found in many different industry sectors. For example, every major industry sector employs accountants and auditors to maintain books, payroll, and ensure reporting compliance. This analysis compiles occupational employment across all industry sectors and reports the total number of jobs, median annual wages, and demand (10-year new and replacement jobs) for each occupation classification. The analysis also considers the educational attainment level that is typically required to gain employment in an occupation.

The state's workforce changes and labor demand are presented in multiple ways in this section including:

- Major occupation groups (2-digit SOC);
- Skilled occupations;
- Largest detailed occupations (6-digit SOC) in 2014;
- Occupations (6-digit SOC) with high location quotient (or concentration) in 2014; and
- Occupations aligning to educational attainment at the associate's degree level as well as the bachelor's and graduate degree level, specifically:
    - Top high demand occupations (6-digit SOC) from 2014 to 2024, and
    - Fastest growing occupations (6-digit SOC) from 2014 to 2024.

The following sub-section begins the analysis by examining major occupation groups in Southeast Pennsylvania in 2014 and projected growth to 2024.

3.1 Major Occupation Groups

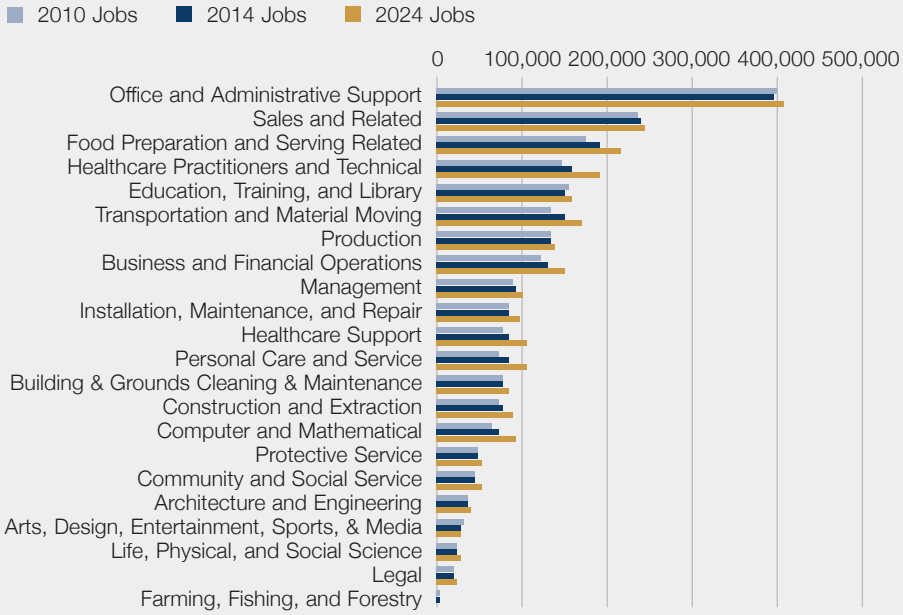
In Southeast Pennsylvania, several occupation categories are projected to grow over the next 10 years, from 2014 to 2024, as well as require a significant

level of replacement labor.[7] Certain major occupation categories—at the 2-digit Standard Occupation Classification (SOC) level–experienced substantial growth in recent years and are expected to continue to lead the pack to 2024. Between 2010 and 2014 Southeast Pennsylvania experienced growth in several occupation categories that are typically aligned with postsecondary education, including:

- Healthcare practitioners and technical occupations (10,900 new jobs);
- Business and financial occupations (9,600 new jobs);
- Computer and mathematical occupations (8,500 new jobs); and
- Life, physical, and social science occupations (1,300 new jobs).

Furthermore, these four occupation categories are projected to add 76,500 new jobs between 2014 and 2024 and will account for nearly one third of the total projected occupation job growth in Southeast Pennsylvania.

Fig. 11: Southeast Pennsylvania's Projected Changes in Major Occupation Categories, 2010, 2014, and 2024



Source: BLS (QCEW and OES); Pennsylvania Department of Labor & Industry; Oxford Economics Projections

7 This estimate accounts for the need to replace workers who leave an occupation permanently due to retirement, death, or a change in occupation.

Identifying Skilled Occupations

For this analysis a "skilled" occupation is defined as an occupation in O*NET Job Zones* Three, Four or Five. The O*NET program is the nation's primary source of occupational information. Central to the project is the O*NET database, containing information on hundreds of standardized and occupation-specific descriptors. The database, which is available to the public at no cost, is continually updated by surveying a broad range of workers from each occupation.** Most occupations in Job Zone Three require training in vocational schools, related on-the-job experience, or an associate's degree. Most occupations in Job Zone Four require a four-year bachelor's degree, but some do not. Most occupations in Job Zone Five require graduate school. For example, they may require a master's degree, and some require a Ph.D., M.D., or J.D. (law degree).

For a more detailed description of O*NET Job Zones and training requirements see Appendix B.

* https://www.onetonline.org/help/online/zones

** http://www.onetcenter.org/overview.html

3.2 Skilled Occupations Overview

The Southeast Pennsylvania economy had 2.3 million jobs in 2014, a number which is projected to grow to 2.6 million in 2024–an increase of about 246,700 jobs or a 10.5 percent change. It is important to note that the share of Southeast Pennsylvania jobs that will require some postsecondary education will increase from 2014 to 2024, showing the employer demand for skilled workers will continue to grow. The growth in skilled occupations (Job Zones 3, 4 and 5) from 2014 to 2024 is projected to be 12.0 percent as compared to 8.9 percent for low skilled occupations (Job Zones 1 and 2). These are defined as skilled jobs or skilled occupations in the State System's Gap Analysis Project using terminology from the O*NET program.

Fig. 12 shows the number of jobs in Southeast Pennsylvania by skilled occupations (Job Zones 3-5) and low skilled occupations (Job Zones 1-2) in 2014 as well as projected growth to 2024 for each set of occupations.

Fig. 12: Southeast Pennsylvania Projected Job Growth by Job Zone, 2014-2024

	2014	2024	% Change 2014-2024	Share 2014	Share 2024
Southeast Pennsylvania, Total Jobs	**2,344,298**	**2,590,963**	**10.5%**	**100%**	**100%**
Job Zones 1-2 (Low Skilled)	1,130,321	1,231,141	8.9%	48%	48%
Job Zones 3-5 (Skilled)	1,213,977	1,359,822	12.0%	52%	52%

Source: BLS (QCEW); Pennsylvania Department of Labor & Industry, O*NET; Oxford Economics Projections

3.3 Largest Occupations

Top occupations in the state are driven by industry composition. Medical centers employ a cadre of health professionals, while enterprise management companies employ a range of business professionals. Given the dominating presence of health care and social assistance, accommodation and food services, and retail trade establishments in Southeast Pennsylvania, top occupations include: retail salespersons, registered nurses, office clerks, cashiers, and food preparation and serving workers. Fig. 13 highlights the top occupations in the state, 10-year job growth projections, and new and replacement jobs.[8] The Job Zone is also included to indicate skill level for each occupation.[9]

8 New and replacement job change takes into account demand for occupations based on: industry growth (new jobs), occupation productivity, workforce ageing (retirements and deaths), migration and other factors that would contribute to new and replacement job openings.

9 Job Zone One and Two represent low skilled occupations and Job Zone Three, Four and Five represent skilled occupations.

Fig. 13: Largest Occupations in Southeast Pennsylvania and Projected Growth, 2014-2024

Occupation Title	Job Zone	2014	2024	% Change 2014-2024	10-year New and Replacement Jobs
Retail Salespersons	2	78,103	82,014	5.0%	32,266
Registered Nurses	3	56,147	68,896	22.7%	24,118
Office Clerks, General	2	54,774	54,019	-1.4%	11,858
Cashiers	1	54,687	54,009	-1.2%	25,039
Combined Food Preparation and Serving Workers, Including Fast Food	1	53,072	61,498	15.9%	31,224
Customer Service Representatives	2	47,706	53,733	12.6%	20,442
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3	46,933	53,444	13.9%	12,609
Laborers and Freight, Stock, and Material Movers, Hand	2	45,278	54,277	19.9%	25,315
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	2	39,576	41,683	5.3%	11,182
Waiters and Waitresses	1	37,983	43,400	14.3%	25,519
Nursing Assistants	2	31,667	37,731	19.1%	12,459
Stock Clerks and Order Fillers	2	31,507	32,238	2.3%	11,739
Bookkeeping, Accounting, and Auditing Clerks	3	27,671	30,289	9.5%	5,354
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	4	27,548	25,592	-7.1%	4,443
General and Operations Managers	4	27,499	32,312	17.5%	9,708

Source: BLS (QCEW and OES); Pennsylvania Department of Labor & Industry; Oxford Economics Projections

3.4 Concentration of Occupations

Growth in areas of comparative advantage provides career opportunities that reflect statewide workforce concentration. Just as industry location quotient analysis is used to determine industry concentration, occupation location quotient analysis is used to evaluate specializations that exist within Southeast Pennsylvania's workforce, which may indicate the presence of key occupation clusters. A classic example of one such cluster would be Silicon Valley's large concentration of IT and computer programming occupations. The presence of occupation concentration (especially skilled occupations) indicates areas of opportunity for postsecondary institutions to support workforce needs for occupations that have strong employment advantages within the region.

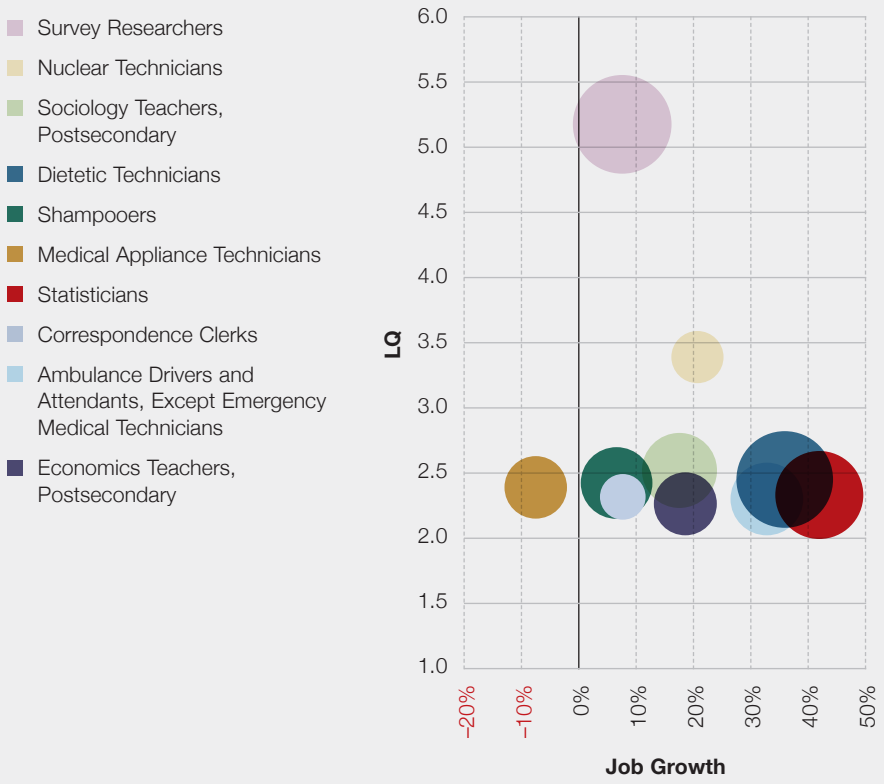
Location quotients equal to 1 indicate that the area's occupation concentration is equal to the national concentration of the same occupation. Occupations with higher location quotients (usually greater than 1.2) indicate that a region

has a concentration or comparative advantage in the occupation, relative to the rest of the nation. A value of 1.5 indicates that occupation employment within the region is 1.5 times more concentrated compared to the U.S. average. A location quotient below 1 indicates that occupation employment within the region is less concentrated compared to the U.S. average. Note: High employment occupations do not necessarily result in large location quotients, as this is a comparative statistic.

The location quotient chart provides three key pieces of information. The vertical axis indicates the location quotient value. A value of 1.5 indicates that employment within the region is 1.5 times more concentrated compared to the average region in the U.S. The horizontal axis indicates whether the occupation is projected to grow or decline over the next 10 years. Occupations with high LQ's that are adding new jobs suggest that the comparative regional advantage may be creating further employment opportunities. The size of the bubble indicates the number of jobs within the occupations. When viewed together skilled occupations with large employment (large bubbles) that have comparative advantages (high LQs) and are adding new jobs (high growth), are likely critical areas of regional workforce needs and warrant closer evaluation of program availability and completion to support statewide workforce demand.

In Southeast Pennsylvania, occupations that are highly concentrated include survey researchers, nuclear technicians, postsecondary sociology teachers, and dietetic technicians. Fig. 14 illustrates the LQ, projected job change and employment size of the most concentrated occupations (as measured by LQ) in Southeast Pennsylvania in 2014. Fig. 15 provides detailed data on the occupations, including LQ, 2014 jobs, projected 2024 jobs and projected percent change in jobs.

Fig. 14: Southeast Pennsylvania's Most Concentrated Occupations and Projected Growth, 2014-2024



Source: BLS (QCEW and OES); Pennsylvania Department of Labor & Industry; Oxford Economics Projections

Fig. 15: Southeast Pennsylvania's Most Concentrated Occupations and Projected Growth, 2014-2024

Occupation Title	2014 LQ	2014 Jobs	2024 Jobs	% Change 2014-2024
Survey Researchers	5.17	1,383	1,487	7.5%
Nuclear Technicians	3.39	376	454	20.7%
Sociology Teachers, Postsecondary	2.53	742	872	17.5%
Dietetic Technicians	2.47	1,230	1,672	35.9%
Shampooers	2.43	698	747	7.0%
Medical Appliance Technicians	2.40	552	512	-7.2%
Statisticians	2.34	1,097	1,554	41.7%
Correspondence Clerks	2.33	306	330	7.8%
Ambulance Drivers and Attendants, Except Emergency Medical Technicians	2.32	777	1,037	33.5%
Economics Teachers, Postsecondary	2.26	538	639	18.8%

Source: BLS (QCEW and OES); Pennsylvania Department of Labor & Industry; Oxford Economics Projections

3.5 Occupations Aligning to Associate's Degrees

Southeast Pennsylvania employment projections to 2024 conducted by the State System's Gap Analysis project indicate significant growth in many occupations that align with postsecondary education. Occupations that generally align to associate's degree programs are categorized as Job Zone Three.

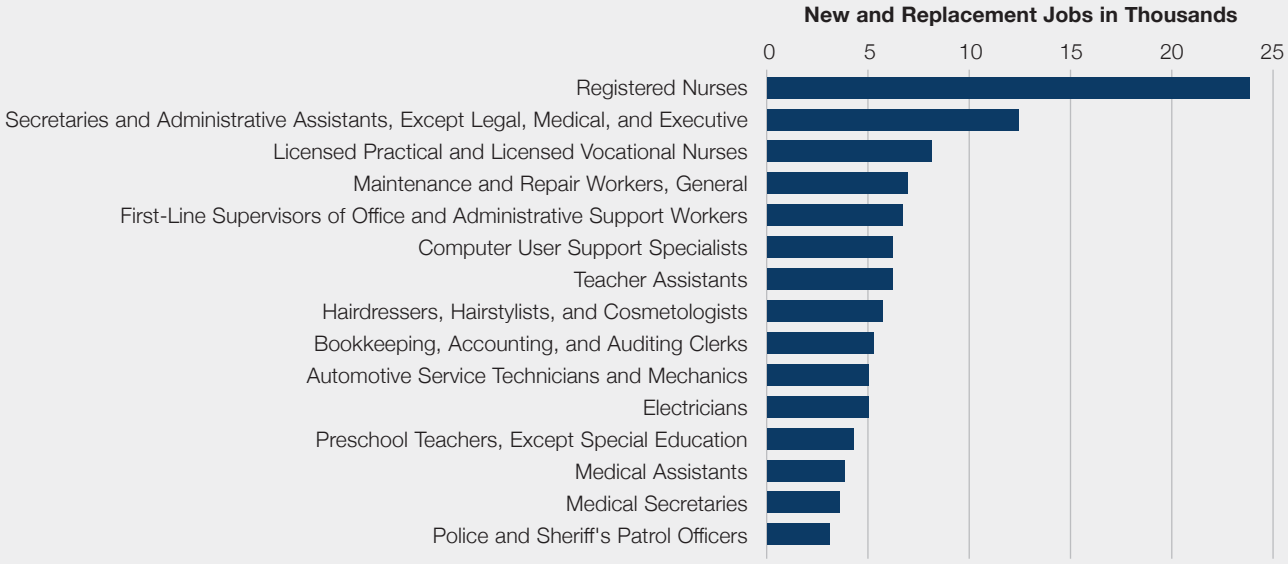
There are over 200 Job Zone Three occupations. Looking ahead, many Job Zone Three occupations show significant growth and demand. In Southeast Pennsylvania, projections indicate 12.6 percent growth in Job Zone Three occupations between 2014 and 2024. Job demand is further emphasized through both new job growth and replacement job openings as workers in the profession retire, relocate, or change jobs. The projected new and replacement demand for Job Zone Three occupations is 211,000 between 2014 and 2024.

3.5.1 Top High Demand Occupations Aligning to Associate's Degrees in Southeast Pennsylvania

High demand occupations are identified as having the largest projected new and replacement demand between 2014 and 2024. The top high demand occupations in the region are largely driven by industry demand for skilled workers and typically the largest occupations in the region. However, career changes and the demographic characteristics of those who are currently employed—specifically age—also influence replacement demand. Occupations that employ an older demographic, specifically those aged 55 and older, will face increasing pressure to replace workers as older workers approach retirement age.

High demand occupations aligned to associate's degrees include: registered nurses, secretaries and administrative assistants, and licensed practical and licensed vocational nurses. Fig. 16 and Fig. 17 highlight Southeast Pennsylvania's top high demand occupations aligning to associate's degrees, projected job growth, and 10-year new and replacement jobs.

Fig. 16: Top High Demand Occupations Aligning to Associate's Degrees in Southeast Pennsylvania, 2014-2024



Source: BLS (QCEW and OES); Pennsylvania Department of Labor & Industry; Oxford Economics Projections

Fig. 17: Employment Projections for Top High Demand Occupations Aligning to Associate's Degrees in Southeast Pennsylvania, 2014-2024

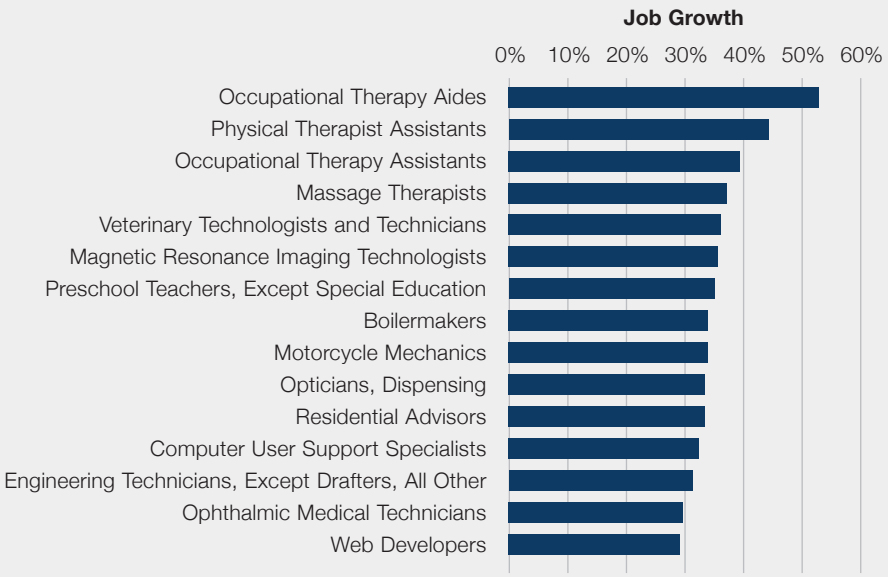
Occupation Title	2014 Jobs	2024 Jobs	% Change 2014-2024	10-year New and Replacement Jobs
Registered Nurses	56,147	68,896	22.7%	24,118
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	46,933	53,444	13.9%	12,609
Licensed Practical and Licensed Vocational Nurses	15,526	19,662	26.6%	8,236
Maintenance and Repair Workers, General	24,686	26,246	6.3%	6,999
First-Line Supervisors of Office and Administrative Support Workers	23,033	24,345	5.7%	6,828
Computer User Support Specialists	12,766	16,879	32.2%	6,398
Teacher Assistants	19,824	21,223	7.1%	6,326
Hairdressers, Hairstylists, and Cosmetologists	11,916	14,464	21.4%	5,919
Bookkeeping, Accounting, and Auditing Clerks	27,671	30,289	9.5%	5,354
Automotive Service Technicians and Mechanics	12,441	13,907	11.8%	5,083
Electricians	8,976	11,522	28.4%	4,991
Preschool Teachers, Except Special Education	6,940	9,380	35.2%	4,433
Medical Assistants	9,887	11,718	18.5%	3,816
Medical Secretaries	9,006	11,490	27.6%	3,535
Police and Sheriff's Patrol Officers	10,448	9,849	-5.7%	3,149

Source: BLS (QCEW and OES); Pennsylvania Department of Labor & Industry; Oxford Economics Projections

3.5.2 Fastest Growing Occupations Aligning to Associate's Degrees in Southeast Pennsylvania

The fastest growing occupations are identified by the highest relative change (percent change) projected to occur between 2014 and 2024. In Southeast Pennsylvania, the fastest growing occupations are largely driven by industry growth and demand. Growing industries reflect the needs of the broader economy. Given the aging population in the U.S. and Pennsylvania, the health care sector is driving demand for workers. The fastest growing occupations aligning to associate's degrees include: occupational therapy aides, physical therapy assistants, massage therapists, occupational therapy assistants, and veterinary technologists and technicians. Fig. 18 and Fig. 19 highlight the fastest growing occupations in the region that align to associate's degrees, projected job growth, and 10-year new and replacement jobs.

Fig. 18: Fastest Growing Occupations Aligning to Associate's Degrees in Southeast Pennsylvania, 2014-2024



Source: BLS (QCEW and OES); Pennsylvania Department of Labor & Industry; Oxford Economics Projections

Fig. 19: Employment Projections for Fastest Growing Occupations Aligning to Associate's Degrees in Southeast Pennsylvania, 2014-2024

Occupation Title	2014 Jobs	2024 Jobs	% Change 2014-2024	10-year New and Replacement Jobs
Occupational Therapy Aides	274	419	52.9%	223
Physical Therapist Assistants	1,845	2,662	44.3%	1,315
Occupational Therapy Assistants	1,001	1,397	39.6%	706
Massage Therapists	989	1,359	37.4%	469
Veterinary Technologists and Technicians	2,140	2,920	36.4%	1,006
Magnetic Resonance Imaging Technologists	613	832	35.7%	317
Preschool Teachers, Except Special Education	6,940	9,380	35.2%	4,433
Boilermakers	281	377	34.2%	245
Motorcycle Mechanics	252	338	34.1%	176
Opticians, Dispensing	1,211	1,617	33.5%	820
Residential Advisors	3,140	4,187	33.3%	2,623
Computer User Support Specialists	12,766	16,879	32.2%	6,398
Engineering Technicians, Except Drafters, All Other	1,103	1,452	31.6%	624
Ophthalmic Medical Technicians	443	575	29.8%	187
Web Developers	2,014	2,604	29.3%	919

Source: BLS (QCEW and OES); Pennsylvania Department of Labor & Industry; Oxford Economics Projections

3.6 Occupations Aligning to Bachelor's and Graduate Degrees

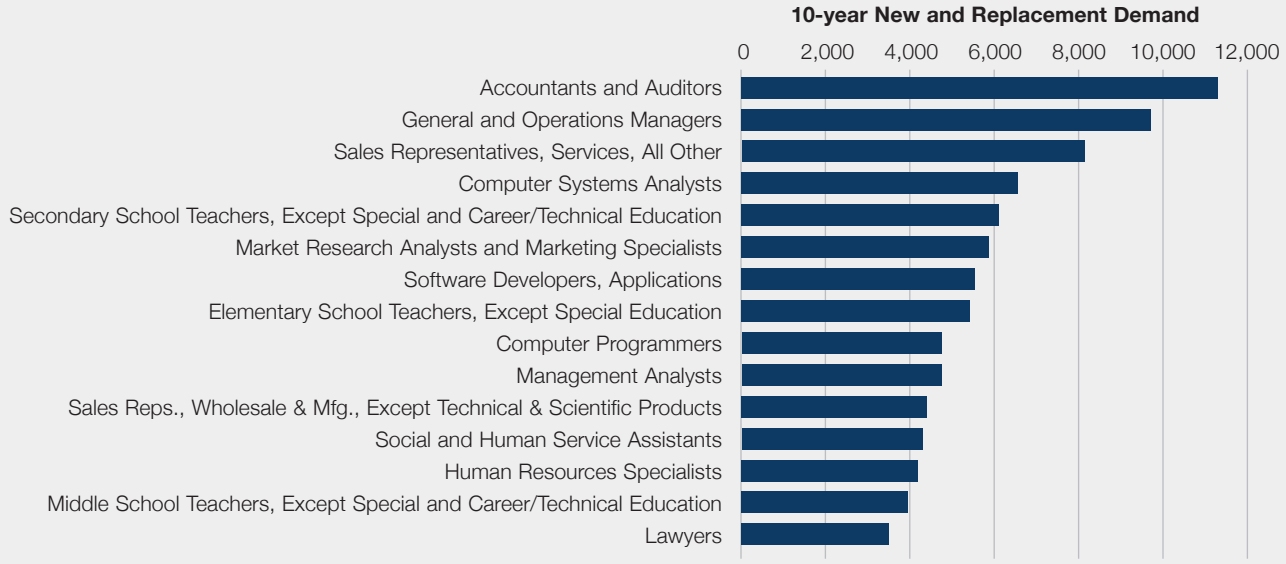
Job Zones Four and Five describe occupations that typically require a bachelor's degree or graduate degree. There are over 250 Job Zone Four and Five occupation classifications. Southeast Pennsylvania's employment projections indicate that occupations typically requiring a bachelor's degree or higher will grow 11.5 percent between 2014 and 2024. This projected growth will result in total demand for new and replacement job openings of nearly 220,600 over the same time period.

3.6.1 Top High Demand Occupations Aligning to Bachelor's and Graduate Degrees in Southeast Pennsylvania

High demand occupations are identified as having the largest projected new and replacement demand between 2014 and 2024. The top high demand occupations in the region are largely driven by industry demand for skilled workers and typically the largest occupations in the region. However, career changes and the demographic characteristics of those who are currently employed—specifically age—also influence replacement demand. Occupations that employ an older demographic, specifically those aged 55 and older, will face increasing pressure to replace workers as older workers approach retirement age.

High demand occupations aligning to bachelor's and graduate degree level education include: accountants and auditors, general and operations managers, sales representatives, all other, computer systems analysts, and teachers. Fig. 20 and Fig. 21 highlight the top high demand occupations in the region aligning to bachelor's and graduate degrees, projected job growth, and 10-year new and replacement jobs.

Fig. 20: Top High Demand Occupations Aligning to Bachelor's and Graduate Degrees in Southeast Pennsylvania, 2014-2024



Source: BLS (QCEW and OES); Pennsylvania Department of Labor & Industry; Oxford Economics Projections

Fig. 21: Employment Projections for Top High Demand Occupations Aligning to Bachelor's and Graduate Degrees in Southeast Pennsylvania, 2014-2024

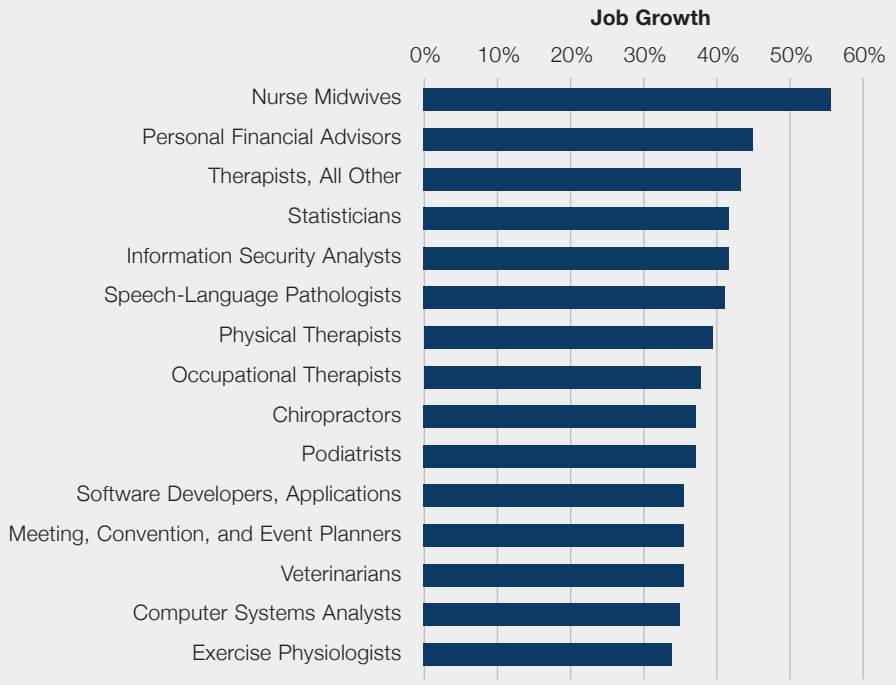
Occupation Title	2014 Jobs	2024 Jobs	% Change 2014-2024	10-year New and Replacement Jobs
Accountants and Auditors	25,453	28,254	11.0%	11,274
General and Operations Managers	27,499	32,312	17.5%	9,708
Sales Representatives, Services, All Other	14,626	18,575	27.0%	8,145
Computer Systems Analysts	12,413	16,782	35.2%	6,564
Secondary School Teachers, Except Special and Career/Technical Education	21,186	20,074	-5.2%	6,104
Market Research Analysts and Marketing Specialists	11,847	15,780	33.2%	5,829
Software Developers, Applications	11,214	15,208	35.6%	5,592
Elementary School Teachers, Except Special Education	23,000	22,617	-1.7%	5,403
Computer Programmers	7,869	10,079	28.1%	4,787
Management Analysts	11,634	14,427	24.0%	4,728
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	27,548	25,592	-7.1%	4,443
Social and Human Service Assistants	9,579	11,016	15.0%	4,295
Human Resources Specialists	8,794	11,045	25.6%	4,129
Middle School Teachers, Except Special and Career/Technical Education	10,030	11,459	14.2%	3,948
Lawyers	13,223	14,413	9.0%	3,447

Source: BLS (QCEW and OES); Pennsylvania Department of Labor & Industry; Oxford Economics Projections

3.6.2 Fastest Growing Occupations Aligning to Bachelor's and Graduate Degrees in Southeast Pennsylvania

The fastest growing occupations are identified by the highest relative change (percent change) projected to occur between 2014 and 2024. In Southeast Pennsylvania, the fastest growing occupations aligning to bachelor's and graduate degrees include: nurse midwives, personal financial advisors, therapists, statisticians, and information security analysts. Fig. 22 and Fig. 23 highlight Southeast Pennsylvania's fastest growing occupations aligning to bachelor's and graduate degrees, projected job growth, and 10-year new and replacement jobs.

Fig. 22: Fastest Growing Occupations Aligning to Bachelor's and Graduate Degrees in Southeast Pennsylvania, 2014-2024



Source: BLS (QCEW and OES); Pennsylvania Department of Labor & Industry; Oxford Economics Projections

Fig. 23: Employment Projections for Fastest Growing Occupations Aligning to Bachelor's and Graduate Degrees in Southeast Pennsylvania, 2014-2024

Occupation Title	2014	2024	% Change 2014-2024	10-year New and Replacement Jobs
Nurse Midwives	61	95	55.7%	44
Personal Financial Advisors	5,160	7,484	45.0%	3,285
Therapists, All Other	146	209	43.2%	79
Statisticians	1,097	1,554	41.7%	836
Information Security Analysts	1,270	1,799	41.7%	725
Speech-Language Pathologists	2,059	2,910	41.3%	1,156
Physical Therapists	4,426	6,171	39.4%	2,997
Occupational Therapists	2,699	3,721	37.9%	1,445
Chiropractors	446	613	37.4%	267
Podiatrists	177	243	37.3%	138
Software Developers, Applications	11,214	15,208	35.6%	5,592
Meeting, Convention, and Event Planners	1,404	1,901	35.4%	712
Veterinarians	1,369	1,854	35.4%	973
Computer Systems Analysts	12,413	16,782	35.2%	6,564
Exercise Physiologists	133	178	33.8%	61

Source: BLS (QCEW and OES); Pennsylvania Department of Labor & Industry; Oxford Economics Projections

The next section provides a high-level overview of Southeast Pennsylvania's education program output by broad degree category.

4. POSTSECONDARY PROGRAM COMPLETIONS IN SOUTHEAST PENNSYLVANIA

Southeast Pennsylvania is home to many different postsecondary institutions, offering a range of degree programs. As reported by the National Center for Education Statistics (NCES), there are approximately 179 higher education institutions in the region that awarded an associate's degree or higher between 2011 and 2013.[10] These institutions graduated, on average, 70,200 students annually from 2011 to 2013 with an associate's degree or higher.[11] The top major fields of study include business, management, marketing, and related support services; health professions and related programs; education; psychology; and visual and performing arts. Pennsylvania's State System of Higher Education is a large contributor to bachelor's and graduate degree completions. The State System produces approximately 9% of the total bachelor's degrees and above in the region.[12]

4.1 Associate's Degree Completions

Southeast Pennsylvania is home to approximately 66 different institutions that offer a range of associate's degree programs.[13] From 2011 to 2013, these institutions in Southeast Pennsylvania awarded, on average, 11,000 associate's degrees annually. Three program areas dominate the regional associate's degree postsecondary education landscape:

- Health professions and related programs,
- Liberal arts and sciences, general studies and humanities, and
- Business, management, marketing, and related support services.

Of the 11,000 average annual completions of associate's degrees, these three program areas accounted for 57% of completions. Computer and information

10 This number includes the location of a physical campus/structure with learner enrolment as reported to NCES. Institutions with extension campuses that report enrollment at their main campus may not be captured within this list.
11 This number is the 3-year average completions from 2011 to 2013 as reported to NCES.
12 This number is based on the 3-year average completions from 2011 to 2013 as reported to NCES.
13 This number includes the location of a physical campus/structure as reported to NCES. Institutions with extension campuses that report to their main campus may not be captured within this list.

sciences and support services; homeland security, law enforcement, firefighting and related protective services; and education also represent significant associate's degree programs in the region.

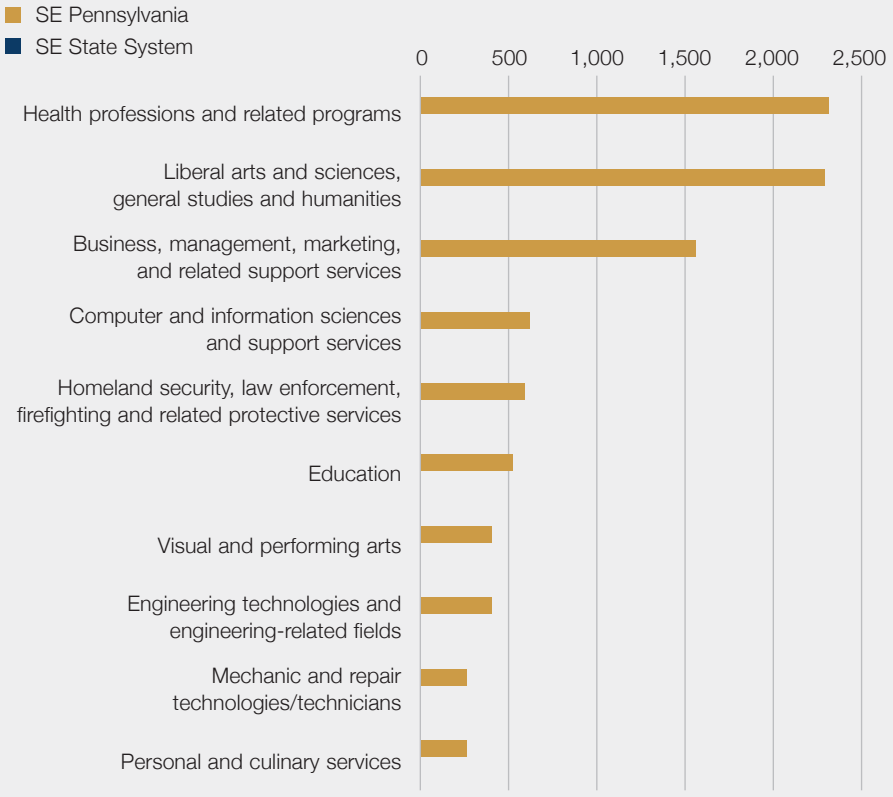
4.1.1 State System Associate's Degree Completions

From 2011 to 2013, no university in the State System awarded an associate's degree in Southeast Pennsylvania.

Fig. 24 highlights the top 10 program areas for associate's completions in Southeast Pennsylvania.

Fig. 25 on the next page provides the total number of associate's degrees awarded in Southeast Pennsylvania by major field of study as well as the total number of associate's degrees awarded by the State System.

Fig. 24: Associate's Degrees Program Completions in Southeast Pennsylvania and the Southeast State System, 2011-2013 Annual Average



Source: National Center for Education Statistics (IPEDS) 2011-2013 Completions

Fig. 25: Associate's Degrees Total Program Completions in Southeast Pennsylvania and the Southeast State System, 2011-2013 Annual Average

Major Category	SE Pennsylvania 3-year Average Associate Completions	Share of Total SE Pennsylvania Associate Completions	SE State System 3-year Average Associate Completions	Share of Total SE State System Associate Completions
Health professions and related programs	2,359	21.5%	0	NA
Liberal arts and sciences, general studies and humanities	2,320	21.1%	0	NA
Business, management, marketing, and related support services	1,579	14.4%	0	NA
Computer and information sciences and support services	615	5.6%	0	NA
Homeland security, law enforcement, firefighting and related protective services	599	5.4%	0	NA
Education	527	4.8%	0	NA
Visual and performing arts	415	3.8%	0	NA
Engineering technologies and engineering-related fields	412	3.7%	0	NA
Mechanic and repair technologies/technicians	273	2.5%	0	NA
Personal and culinary services	272	2.5%	0	NA
Legal professions and studies	259	2.4%	0	NA
Psychology	183	1.7%	0	NA
Family and consumer sciences/human sciences	180	1.6%	0	NA
Public administration and social service professions	170	1.5%	0	NA
Communication, journalism, and related programs	147	1.3%	0	NA
Construction trades	105	1.0%	0	NA
Multi/interdisciplinary studies	78	0.7%	0	NA
Physical sciences	76	0.7%	0	NA
Social sciences	70	0.6%	0	NA
Engineering	64	0.6%	0	NA
Communications technologies/technicians and support services	63	0.6%	0	NA
Science technologies/technicians	57	0.5%	0	NA
Biological and biomedical sciences	41	0.4%	0	NA
Parks, recreation, leisure, and fitness studies	36	0.3%	0	NA
Precision production	23	0.2%	0	NA
Mathematics and statistics	20	0.2%	0	NA
English language and literature/letters	15	0.1%	0	NA
Agriculture, agriculture operations, and related sciences	12	0.1%	0	NA
Theology and religious vocations	5	0.05%	0	NA
Transportation and materials moving	5	0.04%	0	NA
Area, ethnic, cultural, gender, and group studies	4	0.04%	0	NA
Natural resources and conservation	4	0.04%	0	NA
Foreign languages, literatures, and linguistics	4	0.04%	0	NA
Total	**10,992**	**100.0%**	**0**	**NA**

Source: National Center for Education Statistics (IPEDS) 2011-2013 Completions

4.2 Bachelor Degree Completions

Southeast Pennsylvania is home to approximately 57 different institutions that offer a range of bachelor's degree programs.[14] From 2011 to 2013, these institutions in Southeast Pennsylvania awarded, on average, 35,700 bachelor's degrees annually. Four programs dominate bachelor's degree completions in the region, specifically:

- Business, management, marketing, and related support services,
- Health professions and related programs,
- Visual and performing arts, and
- Social sciences.

Of the 35,700 average annual completions of bachelor's degrees, these four program areas accounted for 49% of completions. Psychology, education, and biological and biomedical sciences also represent significant bachelor's degree programs in the region.

4.2.1 State System Bachelor's Degree Completions

From 2011 to 2013, all three State System universities in Southeast Pennsylvania awarded bachelor's degrees. On average, these institutions awarded 4,600 bachelor's degrees annually. The three universities accounted for 13% of bachelor's degree completions in the region and include: West Chester University (2,668 annual average bachelor completions), Kutztown University (1,803 annual average bachelor completions), and Cheyney (159 annual average bachelor completions). The top program areas for bachelor's degrees in the Southeast State System include:

- Business, management, marketing, and related support services,
- Education, and
- Health professions and related programs.

Of the 4,600 average annual completions of bachelor's degrees within the Southeast State System, these three program areas account for 39% of bachelor's degree completions.

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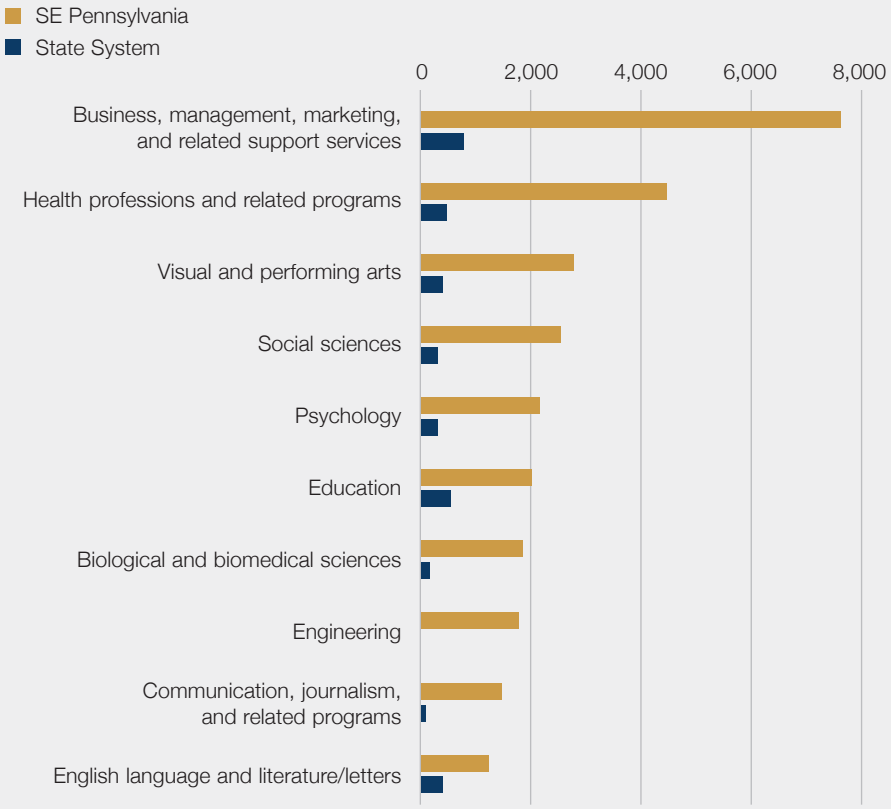
14 This number includes the location of a physical campus/structure as reported to NCES. Institutions with extension campuses that report to their main campus may not be captured within this list.

Fig. 26 highlights the top program areas for bachelor's completions in Southeast Pennsylvania, along with the corresponding Southeast State System bachelor's completions.

Fig. 26: Program Completions for Bachelor's Degrees in Southeast Pennsylvania and the Southeast State System, 2011-2013 Annual Average



Source: National Center for Education Statistics (IPEDS) 2011-2013 Completions

Fig 27 on the next page provides the total number of bachelor's degrees awarded in Southeast Pennsylvania by major field of study as well as the total number of bachelor's degrees awarded by the State System.

Fig. 27: Total Program Completions for Bachelor's Degrees in Southeast Pennsylvania and the State System, 2011-2013 Annual Average

Major Category	SE Pennsylvania 3-year Average Bachelor Completions	Share of Total SE Pennsylvania Bachelor Completions	SE State System 3-year Average Bachelor Completions	Share of Total SE State System Bachelor Completions
Business, management, marketing, and related support services	7,655	21.4%	761	16.4%
Health professions and related programs	4,436	12.4%	459	9.9%
Visual and performing arts	2,807	7.9%	347	7.5%
Social sciences	2,549	7.1%	270	5.8%
Psychology	2,141	6.0%	343	7.4%
Education	2,018	5.6%	576	12.4%
Biological and biomedical sciences	1,886	5.3%	148	3.2%
Engineering	1,783	5.0%	0	0.0%
Communication, journalism, and related programs	1,482	4.1%	56	1.2%
English language and literature/letters	1,243	3.5%	392	8.5%
Computer and information sciences and support services	873	2.4%	53	1.2%
Homeland security, law enforcement, firefighting and related protective services	826	2.3%	203	4.4%
History	742	2.1%	139	3.0%
Parks, recreation, leisure, and fitness studies	732	2.0%	238	5.1%
Liberal arts and sciences, general studies and humanities	600	1.7%	275	5.9%
Physical sciences	568	1.6%	87	1.9%
Philosophy and religious studies	526	1.5%	15	0.3%
Public administration and social service professions	424	1.2%	92	2.0%
Mathematics and statistics	391	1.1%	72	1.6%
Multi/interdisciplinary studies	384	1.1%	6	0.1%
Foreign languages, literatures, and linguistics	359	1.0%	48	1.0%
Architecture and related services	298	0.8%	0	0.0%
Natural resources and conservation	207	0.6%	17	0.4%
Agriculture, agriculture operations, and related sciences	171	0.5%	0	0.0%
Area, ethnic, cultural, gender, and group studies	151	0.4%	10	0.2%
Theology and religious vocations	146	0.4%	0	0.0%
Legal professions and studies	123	0.3%	0	0.0%
Engineering technologies and engineering-related fields	68	0.2%	0	0.0%
Personal and culinary services	59	0.2%	0	0.0%
Family and consumer sciences/human sciences	58	0.2%	1	0.0%
Library science	20	0.1%	20	0.4%
Communications technologies/technicians and support services	16	0.0%	0	0.0%
Total	**35,742**	**100.0%**	**4,629**	**100.0%**

Source: National Center for Education Statistics (IPEDS) 2011-2013 Completions

4.3 Graduate Degree Completions

Southeast Pennsylvania is home to approximately 56 different institutions that offer a range of graduate degree programs.[15] From 2011 to 2013, these institutions in Southeast Pennsylvania awarded, on average, 23,400 graduate degrees annually. Three programs dominate graduate degree completions in the region, specifically:

- Health professions and related programs,
- Education, and
- Business, management, marketing, and related support services.

Of the 23,400 average annual completions of graduate degrees, these three program areas accounted for 62% of completions. Legal professions and studies, engineering, and public administration and social service professions also represent significant graduate programs in the region.

4.3.1 State System Graduate Degree Completions

From 2011 to 2013, all three State System universities in Southeast Pennsylvania awarded graduate degrees. On average, these institutions awarded 950 graduate degrees annually. The three universities accounted for 13% of graduate degree completions in the region and include: West Chester (674 annual average graduate completions), Kutztown (251 annual average graduate completions), and Cheyney University (28 annual average graduate completions). The top program areas for graduate degrees in the Southeast State System include:

- Health professions and related programs,
- Education, and
- Public administration and social service professions.

Of the 950 average annual completions of graduate degrees within the State System, these three program areas account for 60% of graduate degree completions.

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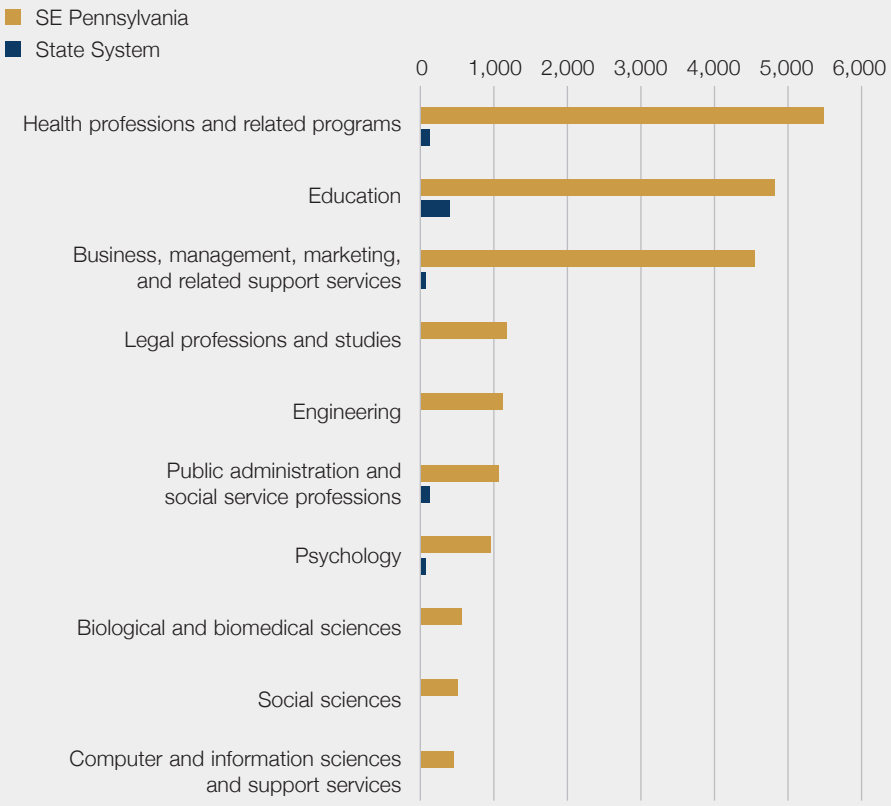
15 This number includes the location of a physical campus/structure as reported to NCES. Institutions with extension campuses that report to their main campus may not be captured within this list.

Fig. 28 highlights the top 10 program areas for graduate completions in Southeast Pennsylvania, along with the corresponding State System graduate completions.

Fig. 28: Program Completions for Graduate Degrees in Southeast Pennsylvania and the State System, 2011-2013 Annual Average



Source: National Center for Education Statistics (IPEDS) 2011-2013 Completions

Fig. 29 on the next page provides the total number of graduate degrees awarded in Southeast Pennsylvania by major category as well as the total number of graduate degrees awarded by the State System.

The next section evaluates the combination of completions by degree type (education supply) against the demand for skilled labor by occupation to determine whether potential gaps (excess demand or supply surplus) exist within the commonwealth's postsecondary education system.

Fig. 29: Total Program Completions for Graduate Degrees in Southeast Pennsylvania and the State System, 2011-2013 Annual Average

Major Category	SE Pennsylvania 3-year Average Graduate Completions	Share of Total SE Pennsylvania Graduate Degrees	SE State System 3-year Average Graduate Completions	Share of Total SE State System Graduate Degrees
Health professions and related programs	5,357	22.9%	111	11.7%
Education	4,718	20.1%	378	39.7%
Business, management, marketing, and related support services	4,449	19.0%	58	6.1%
Legal professions and studies	1,159	5.0%	0	0.0%
Engineering	1,086	4.6%	0	0.0%
Public administration and social service professions	1,025	4.4%	84	8.8%
Psychology	943	4.0%	45	4.7%
Biological and biomedical sciences	540	2.3%	10	1.0%
Social sciences	480	2.0%	12	1.3%
Computer and information sciences and support services	445	1.9%	14	1.5%
Theology and religious vocations	443	1.9%	0	0.0%
Visual and performing arts	411	1.8%	39	4.1%
Architecture and related services	285	1.2%	0	0.0%
Library science	275	1.2%	15	1.5%
Physical sciences	250	1.1%	8	0.9%
Multi/interdisciplinary studies	202	0.9%	44	4.6%
Communication, journalism, and related programs	191	0.8%	6	0.7%
English language and literature/letters	189	0.8%	42	4.4%
Homeland security, law enforcement, firefighting and related protective services	144	0.6%	21	2.2%
Liberal arts and sciences, general studies and humanities	143	0.6%	0	0.0%
Mathematics and statistics	143	0.6%	30	3.1%
Foreign languages, literatures, and linguistics	109	0.5%	10	1.1%
History	101	0.4%	7	0.7%
Parks, recreation, leisure, and fitness studies	87	0.4%	9	1.0%
Philosophy and religious studies	74	0.3%	10	1.0%
Engineering technologies and engineering-related fields	73	0.3%	0	0.0%
Natural resources and conservation	46	0.2%	0	0.0%
Area, ethnic, cultural, gender, and group studies	33	0.1%	0	0.0%
Agriculture, agriculture operations, and related sciences	16	0.1%	0	0.0%
Total	**23,416**	**100.0%**	**953**	**100.0%**

Source: National Center for Education Statistics (IPEDS) 2011-2013 Completions

5. OVERVIEW OF GAP ANALYSIS

A gap analysis comparing educational supply and occupational demand serves as a critical first step in efforts to align education programs with the workforce needs of Pennsylvania employers. It provides a data-driven perspective of employer demand (growing occupations across the state) and postsecondary education supply (degree production by program and level). This section focuses on the demand gaps and supply surpluses for skilled occupations in Southeast Pennsylvania's workforce region (Job Zones Three, Four and Five).

To make the connection between employer demand and education supply a crosswalk between the taxonomy of occupation codes (Standard Occupation Codes, or SOC) and major programs (Classification of Instructional Program or CIP) is required. The State System's Gap Analysis project conducted original research to enhance the traditional taxonomy of major program to occupation crosswalk using American Community Survey data that demonstrate a broader spectrum of connections between education programs and occupations.[16] This hybrid crosswalk connected the CIP and SOC using both the NCES and Pennsylvania standard crosswalks and the additional real-world connections using the American Community Survey.

16 The existing crosswalks available include a national NCES crosswalk and a state crosswalk specific to Pennsylvania. Additional connections were made using data available in the ACS.

EDUCATION TO OCCUPATION CROSSWALKS AND WHAT SETS THIS GAP ANALYSIS APART FROM PREVIOUS STUDIES

Typical gap analysis will use one of two approaches when building a crosswalk: The Department of Education (DOE) crosswalk or the American Community Survey (ACS) crosswalk.

The DOE crosswalk, completed through collaboration with the Bureau of Labor Statistics and the National Center for Education Statistics (NCES), attempts to link occupation classifications (SOC code) to their related educational programs (CIP code). The drawback is that there is often not a one-to-one connection between education programs and occupations and in even some extreme cases, education programs related to occupations do not match the reality of careers people enter. Another drawback is that occupations often employ a range of degree and non-degree completers, which reflects the reality of the labor market. For example a customer representative for a technology company may have a bachelor's degree in computer programming, whereas a customer service representative for a retail company may only have a high school diploma.

The ACS crosswalk is built on a large survey sample consisting of 160 education program codes and 261 occupation classifications (note: these are not as detailed as CIP and SOC codes), reflecting the careers individuals take after they complete their education programs. Whereas DOE's crosswalk seeks to state what should be, the ACS crosswalk states what is. This approach is very practical when dealing with education programs that don't match closely to a specific occupation (e.g. liberal arts degrees, history degrees, etc.). Additionally, ACS data provide a measure that estimates the demand for workers with various levels of postsecondary education in a given occupation. For example if 21% of customer service representatives have a bachelor's degree, then only 21% of the annual demand for customer service representatives will be counted against the supply of matching education programs.

The methodology developed for this gap analysis bridges the two approaches above. Occupations that are linked through DOE are not discounted, even if ACS suggests that there are relatively few degree completions entering the occupation field. Additionally, the use of ACS more closely captures the reality of where degree holders have found employment in Pennsylvania and surrounding states—note the geography for measuring gaps was restricted to Pennsylvania only, however occupation to education linkages were built on a multi-state region. While there are certainly exceptions to the rule, which were ultimately reviewed on a case-by-case basis as described in detail in Appendix E, the approach does capture the vast majority of relevant and compelling connections between education programs and occupations. Lastly, the methodology takes into account the labor market behavior of both employers and employees in the following ways:

- It provides a measure of education distribution by degree level demonstrating that a range of skill levels can exist within occupation classification.
- It captures the demand and range for bachelor's degree field of study within an occupation classification.*
- It provides a reality-driven process to connect bachelor's degree field of study to occupations, especially in the liberal arts programs.
- It provides a regionalized crosswalk that better reflects the competition for jobs in Pennsylvania and the surrounding region.

By modeling these features, this gap analysis accounts for issues that were not accounted for in previous gap analysis studies.

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* The ACS reports two separate pieces of information: highest level of educational attainment for an individual and major field of study for an individual's bachelor degree. The major field of study is not reported for associate's degrees or graduate degrees.

5.1 How to Use the Gap Analysis

The gap analysis results are presented as two main sets of findings: demand gaps (excess employer demand) and supply surpluses. Each outcome has a different set of implications for area stakeholders, postsecondary education institutions, and learners. These outcomes are summarized briefly below and then described further in each relevant section.

The uses of a gap analysis are many and varied and include:

- **Strategic engagement:** Increased collaboration and alignment between regional employers and education programs helps ensure a competitive, vibrant regional economy. The gap analysis enables this process by helping postsecondary institutions identify areas of employer need. The analysis provides a data-driven starting point to begin conversations with employers on how postsecondary institutions can help meet education/training needs in the regional economy.
- **Enhanced program development/evaluation:** The gap analysis serves as an additional tool for decision-making in academic program planning by addressing one aspect of the external eco-system—alignment of academic programs to the regional labor market.
- **Student engagement/career guidance:** The analysis provides information that can be used for career guidance and job search. The gap analysis results can inform learners about the alignment of education programs to careers, as well as the market demand for jobs.
- **Marketing:** By highlighting information about high demand occupations that are linked to education programs, postsecondary education institutions can demonstrate how leaners will succeed after program completion. Where compelling information exists, this can be used in student recruitment efforts.

While the State System's Gap Analysis project is critical to understanding the connections between education programs and occupations, it is important to recall the caveats of this Gap Analysis report:

- When considering making adjustments to programs in degree areas related to occupations displaying gaps, further research should be considered to confirm the extent of alignment needed to arrive at equilibrium with the labor market.
- Government data that capture labor market demand lag real-time employer demand as well as higher education industry trends. As such, the gap analysis findings may lag these market changes.

- This analysis only focuses on program output as a supply pool (i.e. new graduates). However, regional workforces comprise additional pools of supply—specifically: employed workers, skilled unemployed workers, and skilled underemployed workers. When evaluating gaps, this analysis focuses on new and replacement demand, as opposed to job churn.[17] This helps to mitigate some of the issues involving the employed workforce.

Excess Employer Demand (Demand Gap)

A demand gap exists where the regional supply of talent is insufficient to support the workforce needs of businesses located there. Where such gaps exist businesses will likely seek talent from outside the area, which can become costly from an HR perspective. This especially affects small and medium sized businesses that usually do not have well-developed HR functions. Additionally,

ABSOLUTE DEMAND GAP VS. RELATIVE DEMAND GAP

Results for demand gaps in this analysis are calculated in two different ways. An absolute demand gap is a nominal comparison, wherein the supply of program completions which align to an occupation is subtracted from the demand for those aligned occupations. This produces a "headcount" of the additional number of program completions needed to meet the demand within an occupation.

A relative demand gap is a ratio of program supply to occupation demand, which is expressed as a percentage. A percentage below 100% indicates excess employer demand relatively (e.g. the number of program completers is less than the occupation demand), whereas a value over 100% indicates that there are more program completions relative to occupation demand.

This analysis factors in both the absolute measure and relative measure to enable a broader perspective for interpretation. For example, an occupation that may indicate an average annual demand for 40 jobs per year with 30 annual completers would require 25% more completions to bridge the gap (30 / 40 = 0.75). However, this absolute gap would suggest that the increased amount of program output—10 additional completers—is relatively small. Therefore for program planning purposes, both perspectives are helpful to set the context of the demand gap.

17 Replacement jobs include retirements, deaths, and other workers who permanently leave an occupation. Job churn occurs when a worker leaves one job for another, but continues working in the same occupation.

employers—especially those in more rural areas—may face higher costs as they attempt to draw in workers from more populated areas.

This creates an opportunity to expand output or develop programs. For education institutions, gaps present an opportunity for program expansion (where current programs align, but are not creating enough output). The strategy for increasing output may differ—whether capacity or learner recruitment is a constraining factors. If a program does not exist, a gap may present an opportunity for new program development.

Leaners may gain a competitive employment edge when excess employer demand exists. For learners, when demand exceeds supply, graduates in relevant disciplines usually benefit—providing opportunities for career progression, and higher earnings in both the short and long term.

Supply Surplus (Supply Gap)

A supply surplus for an occupation exists when the number of program completions within a region exceeds the employer demand. This presents some key implications to consider.

ABSOLUTE SUPPLY SURPLUS VS. RELATIVE SUPPLY SURPLUS

Results for supply surpluses are calculated in two different ways. An absolute supply surplus is a nominal comparison, wherein the supply of program completions which align to an occupation are subtracted from the demand for those aligned occupations. This produces a "headcount" of the number of program completions that exceed the projected demand for a given occupation.

A relative supply surplus is a ratio of program supply to occupation demand, which is expressed as a percentage. A percent above 100% indicates a relative supply surplus (e.g. the number of program completers is more than the occupation demand).

This analysis factors both ways to enable a broader perspective for interpretation. For example, an occupation that may indicate an average annual demand for 40 jobs per year with 50 annual completers would suggest that there are about 25% more completions than the workforce demands for occupations that tie to that program (50 / 40 = 1.25). However, this absolute gap would suggest that the increased amount of program output—10 additional completers—is relatively small. Furthermore, this may indeed fall within "tolerable levels" of program supply surplus. Therefore for programming planning and evaluation purposes, both perspectives are helpful to set the context of the supply surplus.

If employer demand is less than education production in relevant occupations, learners are likely to leave the region after graduation causing learner attrition and out-migration. Surpluses in talent supply can also suppress wages for graduates in certain careers. Classic labor market economic theory suggests that increased competition for jobs will put downward pressure on wages—i.e. the more people competing for the same job gives an employer a better bargaining position for wage/salary. While a college degree in and of itself has a measured wage premium, specific programs areas may have a range of wage premiums based on the supply of new talent competing for jobs and the conditions of the labor market.

5.2 Excess Demand Gaps for Skilled Occupations

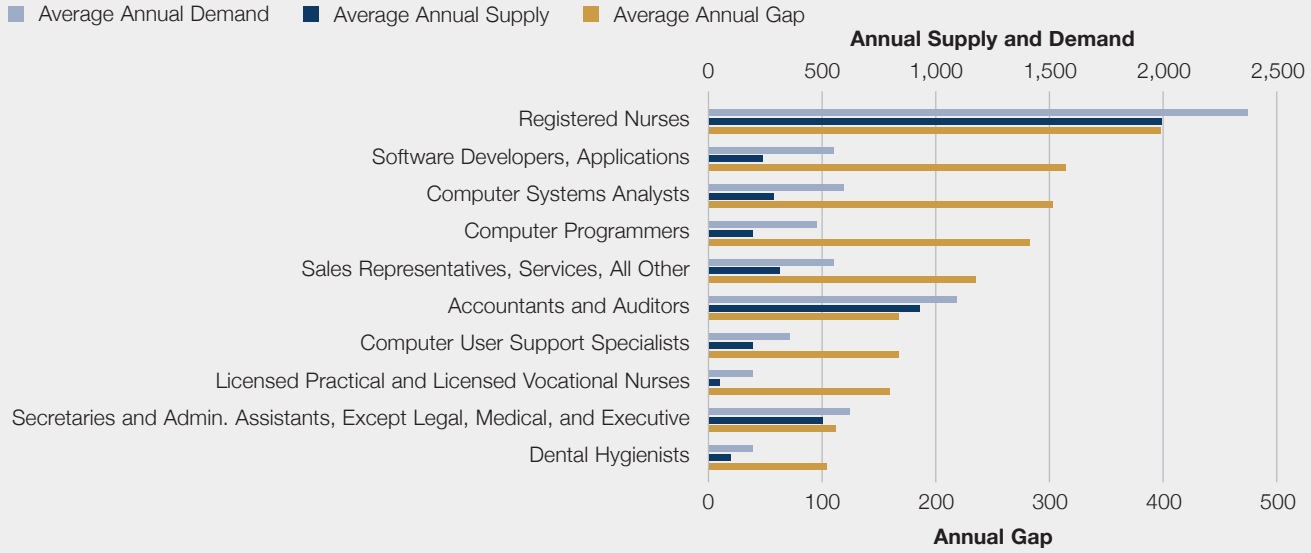
Excess demand gaps exist for many skilled occupations (occupations in Job Zones Three, Four and Five) within Southeast Pennsylvania. The degree programs that align to these occupations span associate's degrees through graduate degrees. Recall that a demand gap exists where the regional supply of talent is insufficient to support the workforce needs of businesses located there. The top excess demand gaps are identified by the size of the annual gap.

Of the top ten excess demand gaps, three of the occupations align to the key skilled high demand occupations evaluated in Southeast Pennsylvania's Workforce Characteristics Report. These key skilled high demand occupations are: registered nurses, accountants and auditors, and computer systems analysts. Examples of specific excess demand gaps include:

- **Registered nurses**—this occupation shows an annual demand for 2,428 new and replacement jobs. However, the number of relevant degree completions allocated to the occupation amount to 2,030. This indicates an opportunity for exploration of expanding registered nursing programs in order to narrow the annual gap of 398.
- **Accountants and auditors**–-this occupation shows a projected annual demand of 1,122, while the program supply allocated to meet that demand is 954, revealing an annual demand gap of 168. As demonstrated in the Workforce Characteristics Report, nearly 90% of accountants and auditors in Pennsylvania have a bachelor's degree or graduate degree. Given the high level of education attainment for the occupation and the estimated gap, this indicates a continued need to increase the supply of graduates to support demand for accountants and auditors.

Fig. 30 and Fig. 31 provide further detail about the top occupation gaps that

Fig. 30: Top Demand Gaps for Skilled Occupations in Southeast Pennsylvania



Source: BLS (QCEW and OES); Pennsylvania Department of Labor & Industry; Oxford Economics Projections; NCES (IPEDS 2011-2013 Completions)

Fig. 31: Top Demand Gaps for Skilled Occupations in Southeast Pennsylvania

Occupation Title	Job Zone	Average Annual Demand	Average Annual Supply	Average Annual Gap	S/D Ratio
Registered Nurses	3	2,428	2,030	398	0.84
Software Developers, Applications	4	570	253	317	0.44
Computer Systems Analysts	4	597	293	304	0.49
Computer Programmers	4	485	201	284	0.41
Sales Representatives, Services, All Other	4	547	311	236	0.57
Accountants and Auditors	4	1,122	954	168	0.85
Computer User Support Specialists	3	361	194	167	0.54
Licensed Practical and Licensed Vocational Nurses	3	196	37	159	0.19
Secretaries and Admin. Assistants, Except Legal, Medical, and Executive	3	632	519	113	0.82
Dental Hygienists	3	200	97	103	0.49
Medical and Clinical Laboratory Technologists	4	131	33	98	0.25
Hairdressers, Hairstylists, and Cosmetologists	3	99	6	93	0.06
Electricians	3	131	42	89	0.32
Claims Adjusters, Examiners, and Investigators	4	180	97	83	0.54
Insurance Sales Agents	4	176	95	81	0.54
Personal Financial Advisors	4	334	255	79	0.76
Medical and Clinical Laboratory Technicians	3	122	43	79	0.35
Emergency Medical Technicians and Paramedics	3	99	23	76	0.23
Maintenance and Repair Workers, General	3	75	0	75	0.00
First-Line Supervisors of Mechanics, Installers, and Repairers	3	115	49	66	0.43

Source: BLS (QCEW and OES); Pennsylvania Department of Labor & Industry; Oxford Economics Projections; NCES (IPEDS 2011-2013 Completions)

indicate excess employer demand. The table includes the occupation title, occupation job zone, projected annual employer demand (for associate's degrees and higher), the annual supply of program completions (allocated to the occupation), the average annual gap, and a ratio of supply to demand (S/D Ratio).

5.3 Excess Demand Gaps For Occupations Aligning to Bachelor's and Graduate Degrees

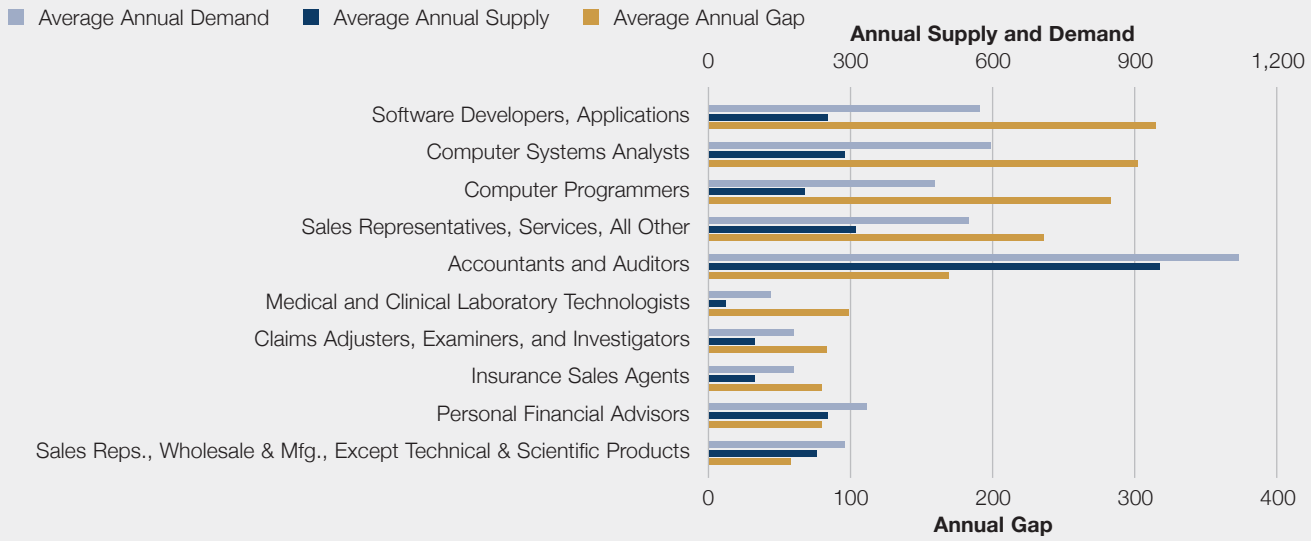
This section focuses on demand gaps for occupations that typically require a bachelor's or higher degree—occupations categorized by Job Zones Four and Five. Recall that a demand gap exists where the regional supply of talent is insufficient to support the workforce needs of businesses located there.

In Southeast Pennsylvania, three of the top five demand gaps at the bachelor's and graduate degree level are occupations related to computer and information systems, including: software developers, applications, computer systems analysts, and computer programmers. Combined these three computer occupations indicate an annual demand gap of over 900.

Additionally, growth in professional, technical and scientific services has driven significant demand for business occupations, such as sales representatives, services with an annual demand gap of 236 and accountants and auditors with an annual demand gap of 168.

Fig. 32 highlights the demand gap results for the top bachelor's and graduate degree level occupations. Fig. 33 includes the occupation title, occupation job zone, projected annual employer demand (for associate's degrees and higher), the annual supply of program completions (allocated to the occupation), the average annual gap, and a ratio of supply to demand (S/D Ratio).

Fig. 32: Top Bachelor's and Graduate Degree-Level Demand Gaps in Southeast Pennsylvania



Source: BLS (QCEW and OES); Pennsylvania Department of Labor & Industry; Oxford Economics Projections; NCES (IPEDS 2011-2013 Completions)

Fig. 33: Top Bachelor's and Graduate Degree-Level Demand Gaps in Southeast Pennsylvania

Occupation Title	Job Zone	Average Annual Demand	Average Annual Supply	Average Annual Gap	S/D Ratio
Software Developers, Applications	4	570	253	317	0.44
Computer Systems Analysts	4	597	293	304	0.49
Computer Programmers	4	485	201	284	0.41
Sales Representatives, Services, All Other	4	547	311	236	0.57
Accountants and Auditors	4	1,122	954	168	0.85
Medical and Clinical Laboratory Technologists	4	131	33	98	0.25
Claims Adjusters, Examiners, and Investigators	4	180	97	83	0.54
Insurance Sales Agents	4	176	95	81	0.54
Personal Financial Advisors	4	334	255	79	0.76
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	4	288	229	59	0.80
Database Administrators	4	114	59	55	0.52
Cost Estimators	4	123	69	54	0.56
Securities, Commodities, and Financial Services Sales Agents	4	222	170	52	0.77
Insurance Underwriters	4	100	57	43	0.57
Computer Occupations, All Other	4	95	54	41	0.57
Speech-Language Pathologists	5	116	76	40	0.66
Industrial Engineers	4	113	73	40	0.65
Compliance Officers	4	157	120	37	0.76
Fundraisers	4	71	36	35	0.51
Civil Engineers	4	200	165	35	0.83

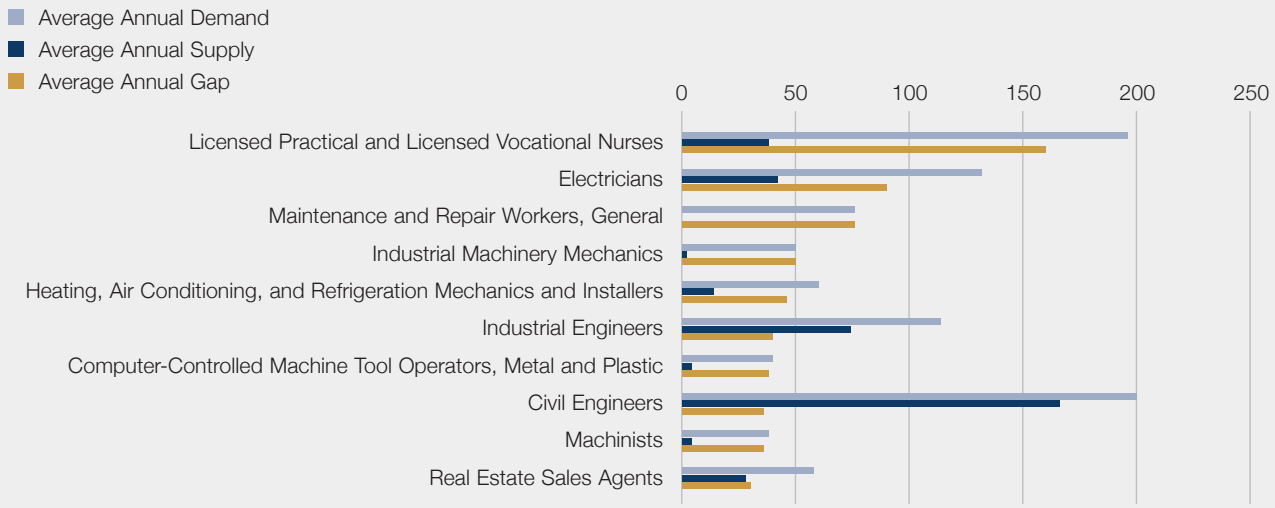
Source: BLS (QCEW and OES); Pennsylvania Department of Labor & Industry; Oxford Economics Projections; NCES (IPEDS 2011-2013 Completions)

5.4 Excess Demand Gaps for Occupations Without a State System Match

The breadth of programs offered at State System universities indicates a number of strong linkages to occupations. However, many occupations within Southeast Pennsylvania show excess demand for which the Southeast State System universities did not produce completers in a matching program area. Furthermore, analysis indicates continued demand for these occupations over the next decade. Recall that a demand gap exists where the regional supply of talent is insufficient to support the workforce needs of businesses located there.

Fig. 34 displays the top excess demand gaps for occupations that did not have matching State System University program completers. Licensed practical and licensed vocational nurses show the largest excess annual demand gap at 159. This is followed by: electricians, maintenance and repair workers, industrial machinery mechanics, and heating, air conditioning, and refrigeration mechanics and installers.[18]

Fig. 34: Top Demand Gaps for Skilled Occupations in Southeast Pennsylvania Without a State System Program



Source: BLS (QCEW and OES); Pennsylvania Department of Labor & Industry; Oxford Economics Projections; NCES (IPEDS 2011-2013 Completions)

18 Hairdressers, hairstylists and cosmetologists were removed from this list, as the program is typically aligned to a one-year vocational award, rather than an associate's degree—though associate's degrees are offered by a few postsecondary institutions in Pennsylvania.

Fig. 35 provides detailed information for each occupation including the occupation title, occupation job zone, projected annual employer demand (for associate's degrees and higher), the annual supply of program completions (allocated to the occupation), the average annual gap, and a ratio of supply to demand (S/D Ratio).

Fig. 35: Top Demand Gaps for Skilled Occupations in Southeast Pennsylvania Without a State System Program

Occupation Title	Job Zone	Average Annual Demand	Average Annual Supply	Average Annual Gap	S/D Ratio
Licensed Practical and Licensed Vocational Nurses	3	196	37	159	0.19
Electricians	3	131	42	89	0.32
Maintenance and Repair Workers, General	3	75	0	75	0.00
Industrial Machinery Mechanics	3	50	1	49	0.02
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	3	60	14	46	0.23
Industrial Engineers	4	113	73	40	0.65
Computer-Controlled Machine Tool Operators, Metal and Plastic	3	40	3	37	0.08
Civil Engineers	4	200	165	35	0.83
Machinists	3	38	3	35	0.08
Real Estate Sales Agents	3	57	28	29	0.49
Construction and Building Inspectors	3	71	42	29	0.59
Plumbers, Pipefitters, and Steamfitters	3	30	2	28	0.07
Electrical Power-Line Installers and Repairers	3	26	3	23	0.12
Travel Agents	3	42	22	20	0.52
Nuclear Engineers	4	34	17	17	0.50
Maintenance Workers, Machinery	3	16	0	16	0.00
Structural Metal Fabricators and Fitters	3	17	1	16	0.06
Environmental Engineers	5	69	55	14	0.80
Stationary Engineers and Boiler Operators	3	24	10	14	0.42
Printing Press Operators	3	14	1	13	0.07

Source: BLS (QCEW and OES); Pennsylvania Department of Labor & Industry; Oxford Economics Projections; NCES (IPEDS 2011-2013 Completions)

5.5 Supply Surplus Gaps

Supply surplus gaps for skilled occupations cover occupations in Job Zones Three, Four and Five. The degree programs that align to these occupations span associate's degrees through graduate degrees. Recall that a supply surplus for an occupation exists where the number of program completions within a region exceeds the employer demand. The top supply surplus gaps are identified by the size of the annual gap.

The top supply surpluses within Southeast Pennsylvania cover a broad range of both technical and non-technical occupations. When considering program changes in degree areas related to occupations displaying a supply surplus, further research should be considered to confirm the extent of alignment needed to arrive at equilibrium with the labor market.

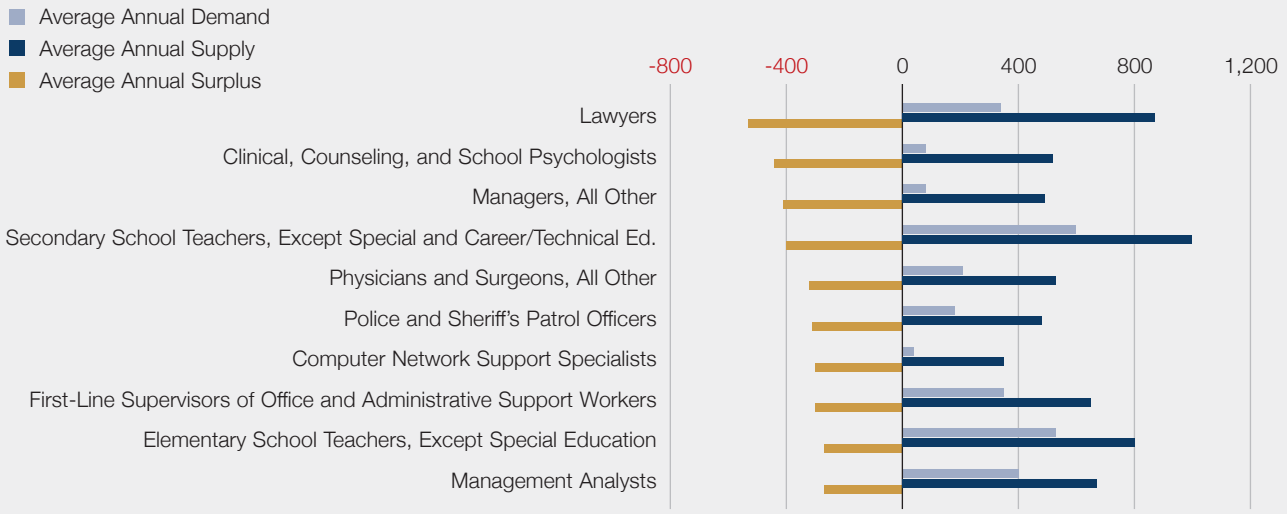
In Southeast Pennsylvania, the data reveal the number of graduates that are aligned to lawyers greatly exceed the annual demand for workers by 895 completions. Other occupations that indicate a supply surplus in Southeast Pennsylvania include: clinical, counseling, and school psychologists; managers, all other;[19] secondary school teachers; and physicians and surgeons. Program completers in the top supply surplus occupations may face increased competition for occupations related to their field of study within the region.

Fig. 36 illustrates the top supply surpluses for skilled occupations in Southeast Pennsylvania. Fig. 37 provides the occupation title, occupation job zone, projected annual employer demand (for associate's degrees and higher), the annual supply of program completions (allocated to the occupation), the average annual gap, and a ratio of supply to demand (S/D Ratio).

This section provided an overview of gaps from the perspective of excess demand and supply surpluses. It is intended to set the data-driven foundation for understanding current alignment of education production in Southeast Pennsylvania compared to the region's employer demand for graduates in specific program areas. Results for the gaps are largely driven by industry employment growth. As market conditions change, the resulting demand for skilled workers will also change. Therefore, results of this analysis should be taken in the context of changing industry sector employment and occupational demand.

19 Managers, all other is a category for a wide range of management titles, including: regulatory affairs managers, investment fund managers, security managers, and wind energy project managers.

Fig. 36: Top Surpluses for Skilled Occupations in Southeast Pennsylvania



Source: BLS (QCEW and OES); Pennsylvania Department of Labor & Industry; Oxford Economics Projections; NCES (IPEDS 2011-2013 Completions)

Fig. 37: Top Surpluses for Skilled Occupations in Southeast Pennsylvania

Occupation Title	Job Zone	Average Annual Demand	Average Annual Supply	Average Annual Gap	S/D Ratio
Lawyers	5	348	895	-547	2.57
Clinical, Counseling, and School Psychologists	5	80	538	-458	6.73
Managers, All Other	4	83	506	-423	6.10
Secondary School Teachers, Except Special and Career/Technical Education	4	614	1,025	-411	1.67
Physicians and Surgeons, All Other	5	214	542	-328	2.53
Police and Sheriff's Patrol Officers	3	183	499	-316	2.73
Computer Network Support Specialists	4	43	357	-314	8.30
First-Line Supervisors of Office and Administrative Support Workers	3	365	672	-307	1.84
Elementary School Teachers, Except Special Education	4	545	824	-279	1.51
Management Analysts	4	415	691	-276	1.67
Nurse Practitioners	5	88	353	-265	4.01
Producers and Directors	4	60	320	-260	5.33
Graphic Designers	4	149	401	-252	2.69
Medical and Health Services Managers	5	156	407	-251	2.61
Clergy	5	33	261	-228	7.91
Middle School Teachers, Except Special and Career/Technical Education	4	397	623	-226	1.57
Education Administrators, Elementary and Secondary School	5	84	308	-224	3.67
Postsecondary Teachers, All Other	5	76	279	-203	3.67
Chefs and Head Cooks	3	18	206	-188	11.44
Education Administrators, Postsecondary	5	59	242	-183	4.10

Source: BLS (QCEW and OES); Pennsylvania Department of Labor & Industry; Oxford Economics Projections; NCES (IPEDS 2011-2013 Completions)

6. CONCLUSION

The State System Gap Analysis report provides a data-driven foundation for program planning and alignment in order to drive economic value and career success within the state and its regions. The analysis itself is not the solution, but can lend credible insight to guide decision-making at the strategic level. The content is designed to be a starting point and resource for program evaluation and planning.

It is important to remember that the results for the gaps are largely driven by industry employment growth. As labor market conditions change, the resulting demand for skilled workers will also change. Therefore, the results of this analysis should be taken in a context of changing industry sector employment and occupational demand.

Additionally, areas of future research should be considered when considering program evaluation and planning. These areas include (but are not limited to):

- Strong vs. weak occupation to education alignment,
- Wage trend research and supply/demand effects on wages,
- Career pathways, outcomes, and lifetime earnings,
- Issues of mal-employment[20] and underemployment,[21] and
- Program alignment best practices.

As more insights into the connections between education programs and labor market outcomes are gained, students, universities, workers, and employers will all benefit significantly.

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20 Mal-employment is a specific type of underemployment that exists in the labor market. This occurs when college-educated workers choose to work in occupations that do not utilize the skills and abilities gained in college. An example of this would include a person who has a bachelor's degree in political science but works as bartender. For more on mal-employment see Harrington and Fogg (2011) "Rising Mal-Employment and the Great Recession: The Growing Disconnection between Recent College Graduates and the College Labor Market."

21 Underemployment occurs in the labor market when workers' skills, experience, and willingness to work are not fully utilized. An example of this would include a person who is employed part-time but wants to work full-time.

7. ABOUT THE STATE SYSTEM'S GAP ANALYSIS PROJECT

The gap analysis methodology and report was produced through a multi-organization collaboration that consisted of Pennsylvania's State System of Higher Education Office of the Chancellor and Oxford Economics USA Inc.—the team. Throughout the project and research process, the team sought feedback and insight from senior administration and representatives from each of the 14 State System Universities. The team also drew on insight and feedback from Georgetown University's Center on Education and the Workforce as well as subject matter experts involved in labor market intelligence and education program alignment.

The modeling and results presented here are based on information provided by third parties, upon which Oxford Economics has relied in producing its report and forecasts in good faith. Any subsequent revision or update of those data will affect the assessments and projections shown.

Oxford Economics is a key adviser to corporate, financial, government and education decision-makers and thought leaders. Oxford Economics' worldwide client base now comprises over 1000 international organizations, including leading multinational companies and financial institutions; key government bodies and trade associations; and top universities, consultancies, and think tanks.

This report is confidential to stakeholders of Pennsylvania's State System of Higher Education and may not be published or distributed without their prior written permission. Contact information for such request is provided below:

Dr. Sue Mukherjee
Executive Director for Program Alignment and Policy Development
Phone: (717) 720-4201
Email: SMukherjee@passhe.edu

8. DATA SOURCES KEY

Bureau of Labor Statistics (BLS):

- QCEW - Quarterly Census of Employment & Wages - http://www.bls.gov/cew/
- OES – Occupational Employment Statistics - http://www.bls.gov/oes/
- LAUS – Local Area Unemployment Statistics - http://www.bls.gov/lau/

U.S. Census Bureau (Census):

- LEHD – Longitudinal Employer-Household Dynamics - http://lehd.ces.census.gov/
- ACS – American Community Survey - http://www.census.gov/acs/www/
- SAIPE – Small Area Income and Poverty Estimates - http://www.census.gov/did/www/saipe/

National Center for Education Statistics (NCES):

- IPEDS – Integrated Postsecondary Education Data System (National Center for Education Statistics) - https://nces.ed.gov/ipeds/

Pennsylvania Department of Labor and Industry (PADLI):

- www.paworkstats.pa.gov

O*NET Resource Center (O*NET)

- Job Zones – www.onetonline.org/help/online/zones

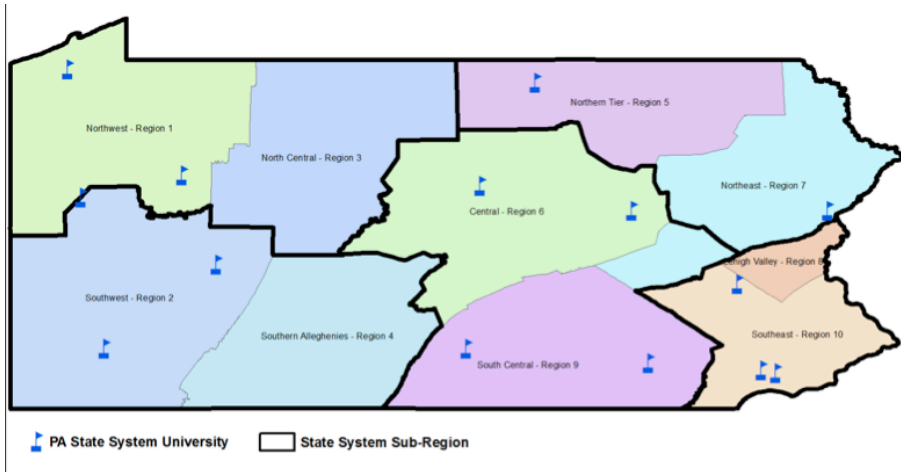
Economic Modeling Specialists International (EMSI)

APPENDIX A: STATE SYSTEM SUB-REGIONS WITH PREP REGIONS AND WIA REGIONS

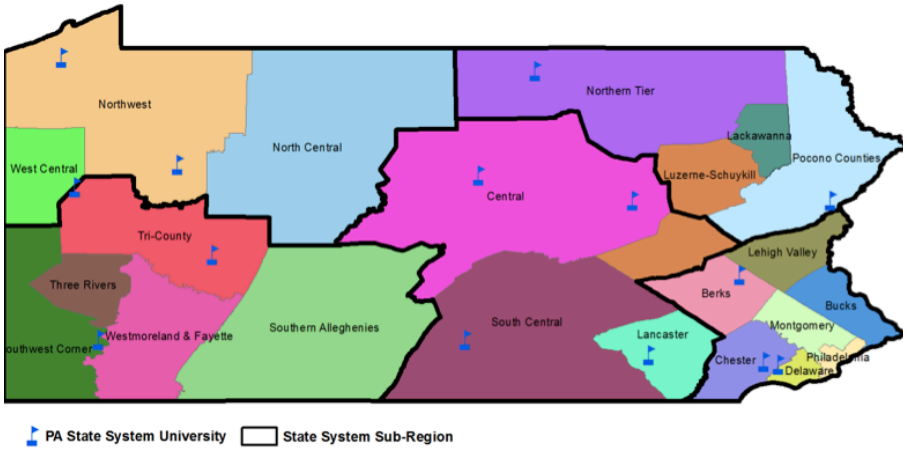
Partnerships for Regional Economic Performance (PREP) regions provide geographic context of how the Pennsylvania Department of Community & Economic Development divides resources and services to support business development, start-ups, investment and other economic development initiatives. To define sub-regions for this project, PREP regions served as the starting point. The following figures outline the sub-regions in relation to PREP regions.

An additional map of Pennsylvania's Workforce Investment Act (WIA) regional boundaries is also provided.

State System Sub-regions and PREP Boundaries



State System Sub-regions and WIA Boundaries



APPENDIX B: O*NET JOB ZONE CODES

The O*NET program is the nation's primary source of occupational information. Central to the project is the O*NET database, containing information on hundreds of standardized and occupation-specific descriptors. The database, which is available to the public at no cost, is continually updated by surveying a broad range of workers from each occupation.[22]

JOB ZONE ONE: Little or No Preparation Needed

- *Education* – Some of these occupations may require a high school diploma or GED certificate.
- *Related Experience* – Little or no previous work-related skill, knowledge, or experience is needed for these occupations. For example, a person can become a waiter or waitress even if he/she has never worked before.
- *Job Training* – Employees in these occupations need anywhere from a few days to a few months of training. Usually, an experienced worker could show you how to do the job.
- *Job Zone Examples* – These occupations involve following instructions and helping others. Examples include taxi drivers, amusement and recreation attendants, counter and rental clerks, nonfarm animal caretakers, continuous mining machine operators, and waiters/waitresses.

JOB ZONE TWO: Some Preparation Needed

- *Education* – These occupations usually require a high school diploma.
- *Related Experience* – Some previous work-related skill, knowledge, or experience is usually needed. For example, a teller would benefit from experience working directly with the public.
- *Job Training* – Employees in these occupations need anywhere from a few months to one year of working with experienced employees. A recognized apprenticeship program may be associated with these occupations.

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22 http://www.onetcenter.org/overview.html

- *Job Zone Examples* – These occupations often involve using your knowledge and skills to help others. Examples include sheet metal workers, forest fire fighters, customer service representatives, physical therapist aides, salespersons (retail), and tellers.

JOB ZONE THREE: Medium Preparation Needed

- *Education* – Most occupations in this zone require training in vocational schools, related on-the-job experience, or an associate's degree.
- *Related Experience* – Previous work-related skill, knowledge, or experience is required for these occupations. For example, an electrician must have completed three or four years of apprenticeship or several years of vocational training, and often must have passed a licensing exam, in order to perform the job.
- *Job Training* – Employees in these occupations usually need one or two years of training involving both on-the-job experience and informal training with experienced workers. A recognized apprenticeship program may be associated with these occupations.
- *Job Zone Examples* – These occupations usually involve using communication and organizational skills to coordinate, supervise, manage, or train others to accomplish goals. Examples include food service managers, electricians, agricultural technicians, legal secretaries, occupational therapy assistants, and medical assistants.

JOB ZONE FOUR: Considerable Preparation Needed

- *Education* – Most of these occupations require a four-year bachelor's degree, but some do not.
- *Related Experience* – A considerable amount of work-related skill, knowledge, or experience is needed for these occupations. For example, an accountant must complete four years of college and work for several years in accounting to be considered qualified.
- *Job Training* – Employees in these occupations usually need several years of work-related experience, on-the-job training, and/or vocational training.
- *Job Zone Examples* – Many of these occupations involve coordinating, supervising, managing, or training others. Examples include accountants, sales managers, database administrators, teachers, chemists, art directors, and cost estimators.

JOB ZONE FIVE: Extensive Preparation Needed

- *Education* – Most of these occupations require graduate school. For example, they may require a master's degree, and some require a Ph.D., M.D., or J.D. (law degree).
- *Related Experience* – Extensive skill, knowledge, and experience are needed for these occupations. Many require more than five years of experience. For example, surgeons must complete four years of college and an additional five to seven years of specialized medical training to be able to do their job.
- *Job Training* – Employees may need some on-the-job training, but most of these occupations assume that the person will already have the required skills, knowledge, work-related experience, and/or training.
- *Job Zone Examples* – These occupations often involve coordinating, training, supervising, or managing the activities of others to accomplish goals. Very advanced communication and organizational skills are required. Examples include librarians, lawyers, sports medicine physicians, wildlife biologists, school psychologists, surgeons, treasurers, and controllers.

APPENDIX C: STRONG, LIMITED AND WEAK EDUCATION PROGRAM TO OCCUPATION CONNECTIONS[23]

	Direct Connection	Limited Connection	Weak Connection
Surplus	Definitive surplus of graduates to projected demand; indicates strong market relationship between CIP and SOC(s) suggesting limited need for additional investments in program.	Apparent surplus of graduates in most related occupations. Likely intense competition for limited job opportunities. Moderate occupation ties require identification of special market links prior to added program investments.	Data indicates surplus of graduates likely, however the weak connection of the education program to specific occupations does not conform to traditionalsupply/demand data analysis.
Balanced	Balanced supply of graduates relative to demand. Job competition for newly minted graduates will be competitive, but opportunities in related occupations exist.	Apparent balanced supply of graduates relative to job demand in most related occupations. Data may be indeterminate relative to labor surplus or shortage situation. Added program review required to determine if greater labor market opportunities are present due to emerging or evolving occupations.	Data indicates balanced supply of graduates likely, but the weak connection to specific occupations does not conform to traditional supply/ demand data analysis. Review occupational connections in CIP to SOC crosswalk to determine possible job market opportunities.
Gap	Definitive gap of completers relative to occupation demand. Data indicates likely shortages. Program is a strong candidate for additional resources and targeted recruitment efforts increase supply.	Apparent gap of graduates relative to job demand in at least one closely related occupation. Job opportunities may exist in at least one other related occupation. More research worthwhile to determine possible added occupation connections.	Data indicates gap of graduates likely, but weak connection to specific occupations does not conform to traditional supply/ demand data analysis. Related jobs may exist but are not directly connected to the program. Review crosswalk for possible occupation links.

23 The relationship matrix is drawn from: Labor Supply/Demand Analysis: Approaches and Concerns (2010) by Richard Froeschle formerly of the Texas Workforce Commission's Labor Market and Career Information (LMCI). While this context is important to know, Oxford Economics' methodology sought to minimize these issues by developing a crosswalk that uses real world education program to occupation matches through U.S. Census ACS data to more closely reflect the careers program completers actually enter into after graduation.

APPENDIX D: 4-DIGIT INDUSTRY EMPLOYMENT PROJECTIONS

The table below displays the employment numbers for industries at the four-digit NAICS level in Southeast Pennsylvania in 2014 and 2024. It also provides the detailed NAICS code, industry title, 2014 industry LQ, and projected job growth to 2024.

NAICS	Industry Title	2014 LQ	2014 Jobs	2024 Jobs	% Change 2014-2024
Total	**All Industries**	**1.0**	**2,344,298**	**2,590,963**	**10.5%**
1111	Oilseed and Grain Farming	0.1	116	126	8.6%
1112	Vegetable and Melon Farming	0.1	171	173	1.2%
1113	Fruit and Tree Nut Farming	0.1	317	357	12.6%
1114	Greenhouse, Nursery, and Floriculture Production	2.8	6,913	7,022	1.6%
1119	Other Crop Farming	0.1	127	148	16.5%
1121	Cattle Ranching and Farming	0.2	434	476	9.7%
1122	Hog and Pig Farming	0.1	42	42	0.0%
1123	Poultry and Egg Production	0.5	318	328	3.1%
1124	Sheep and Goat Farming	0.4	9	10	11.1%
1125	Aquaculture	0.2	21	21	0.0%
1129	Other Animal Production	0.6	201	220	9.5%
1131	Timber Tract Operations	0.0	5	6	20.0%
1132	Forest Nurseries and Gathering of Forest Products	0.3	11	12	9.1%
1133	Logging	0.0	14	14	0.0%
1142	Hunting and Trapping	0.4	13	13	0.0%
1151	Support Activities for Crop Production	0.2	1,040	1,207	16.1%
1152	Support Activities for Animal Production	0.4	213	204	-4.2%
1153	Support Activities for Forestry	0.0	4	4	0.0%
2111	Oil and Gas Extraction	0.0	86	93	8.1%
2123	Nonmetallic Mineral Mining and Quarrying	0.6	977	952	-2.6%
2131	Support Activities for Mining	0.0	153	195	27.5%
2211	Electric Power Generation, Transmission and Distribution	0.6	4,980	4,817	-3.3%
2212	Natural Gas Distribution	0.9	1,785	1,839	3.0%
2213	Water, Sewage and Other Systems	0.9	3,253	3,330	2.4%

NAICS	Industry Title	2014 LQ	2014 Jobs	2024 Jobs	% Change 2014-2024
2361	Residential Building Construction	0.9	9,743	12,675	30.1%
2362	Nonresidential Building Construction	0.7	8,074	9,740	20.6%
2371	Utility System Construction	0.9	7,051	9,285	31.7%
2372	Land Subdivision	0.5	377	426	13.0%
2373	Highway, Street, and Bridge Construction	1.0	6,663	8,179	22.8%
2379	Other Heavy and Civil Engineering Construction	0.3	534	646	21.0%
2381	Foundation, Structure, and Building Exterior Contractors	0.7	9,548	11,470	20.1%
2382	Building Equipment Contractors	0.9	28,732	35,376	23.1%
2383	Building Finishing Contractors	0.8	9,760	11,139	14.1%
2389	Other Specialty Trade Contractors	0.9	9,262	11,772	27.1%
3111	Animal Food Manufacturing	0.6	591	600	1.5%
3112	Grain and Oilseed Milling	0.2	178	181	1.7%
3113	Sugar and Confectionery Product Manufacturing	2.2	2,649	2,645	-0.2%
3114	Fruit and Vegetable Preserving and Specialty Food Manufacturing	0.4	1,107	976	-11.8%
3115	Dairy Product Manufacturing	0.6	1,272	1,269	-0.2%
3116	Animal Slaughtering and Processing	0.7	5,876	6,580	12.0%
3117	Seafood Product Preparation and Packaging	0.1	86	98	14.0%
3118	Bakeries and Tortilla Manufacturing	1.1	5,714	5,462	-4.4%
3119	Other Food Manufacturing	0.8	2,616	2,876	9.9%
3121	Beverage Manufacturing	1.0	3,496	4,099	17.2%
3122	Tobacco Manufacturing	1.6	372	340	-8.6%
3131	Fiber, Yarn, and Thread Mills	0.3	145	111	-23.4%
3132	Fabric Mills	1.2	1,121	968	-13.6%
3133	Textile and Fabric Finishing and Fabric Coating Mills	0.8	444	301	-32.2%
3141	Textile Furnishings Mills	0.4	321	269	-16.2%
3149	Other Textile Product Mills	0.9	1,006	907	-9.8%
3151	Apparel Knitting Mills	0.5	112	95	-15.2%
3152	Cut and Sew Apparel Manufacturing	1.4	2,668	1,935	-27.5%
3159	Apparel Accessories and Other Apparel Manufacturing	0.4	86	86	0.0%
3161	Leather and Hide Tanning and Finishing	2.6	199	233	17.1%
3162	Footwear Manufacturing	0.1	15	18	20.0%
3169	Other Leather and Allied Product Manufacturing	0.1	28	32	14.3%
3211	Sawmills and Wood Preservation	0.1	93	117	25.8%
3212	Veneer, Plywood, and Engineered Wood Product Manufacturing	0.3	365	428	17.3%
3219	Other Wood Product Manufacturing	0.5	1,783	2,107	18.2%
3221	Pulp, Paper, and Paperboard Mills	0.7	1,176	1,222	3.9%
3222	Converted Paper Product Manufacturing	1.3	6,154	5,998	-2.5%
3231	Printing and Related Support Activities	1.1	8,579	7,849	-8.5%

NAICS	Industry Title	2014 LQ	2014 Jobs	2024 Jobs	% Change 2014-2024
3241	Petroleum and Coal Products Manufacturing	0.9	1,770	1,621	-8.4%
3251	Basic Chemical Manufacturing	1.2	2,882	2,827	-1.9%
3252	Resin, Synthetic Rubber, and Artificial Synthetic Fibers and Filaments Manufacturing	0.9	1,440	1,487	3.3%
3253	Pesticide, Fertilizer, and Other Agricultural Chemical Manufacturing	0.5	293	295	0.7%
3254	Pharmaceutical and Medicine Manufacturing	2.9	13,702	12,474	-9.0%
3255	Paint, Coating, and Adhesive Manufacturing	0.9	960	981	2.2%
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	2.0	3,534	3,407	-3.6%
3259	Other Chemical Product and Preparation Manufacturing	1.3	1,868	1,953	4.6%
3261	Plastics Product Manufacturing	0.9	8,111	8,609	6.1%
3262	Rubber Product Manufacturing	0.3	710	775	9.2%
3271	Clay Product and Refractory Manufacturing	0.2	126	130	3.2%
3272	Glass and Glass Product Manufacturing	0.5	763	842	10.4%
3273	Cement and Concrete Product Manufacturing	0.9	2,619	2,882	10.0%
3274	Lime and Gypsum Product Manufacturing	0.1	36	44	22.2%
3279	Other Nonmetallic Mineral Product Manufacturing	0.9	1,093	1,136	3.9%
3311	Iron and Steel Mills and Ferroalloy Manufacturing	2.1	3,219	3,364	4.5%
3312	Steel Product Manufacturing from Purchased Steel	2.4	2,426	2,604	7.3%
3313	Alumina and Aluminum Production and Processing	0.3	294	367	24.8%
3314	Nonferrous Metal (except Aluminum) Production and Processing	1.5	1,625	1,669	2.7%
3315	Foundries	0.7	1,482	1,497	1.0%
3321	Forging and Stamping	0.4	628	679	8.1%
3322	Cutlery and Handtool Manufacturing	0.8	500	545	9.0%
3323	Architectural and Structural Metals Manufacturing	0.8	5,034	5,938	18.0%
3324	Boiler, Tank, and Shipping Container Manufacturing	0.7	1,256	1,226	-2.4%
3325	Hardware Manufacturing	0.4	143	147	2.8%
3326	Spring and Wire Product Manufacturing	0.7	528	603	14.2%
3327	Machine Shops; Turned Product; and Screw, Nut, and Bolt Manufacturing	1.1	6,923	7,006	1.2%
3328	Coating, Engraving, Heat Treating, and Allied Activities	0.6	1,432	1,529	6.8%
3329	Other Fabricated Metal Product Manufacturing	0.8	3,790	4,097	8.1%
3331	Agriculture, Construction, and Mining Machinery Manufacturing	0.2	766	752	-1.8%
3332	Industrial Machinery Manufacturing	1.0	1,942	2,091	7.7%
3333	Commercial and Service Industry Machinery Manufacturing	0.9	1,276	1,146	-10.2%
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	0.5	1,208	1,261	4.4%
3335	Metalworking Machinery Manufacturing	0.4	1,179	1,080	-8.4%
3336	Engine, Turbine, and Power Transmission Equipment Manufacturing	0.3	489	532	8.8%
3339	Other General Purpose Machinery Manufacturing	0.9	3,863	3,766	-2.5%
3341	Computer and Peripheral Equipment Manufacturing	0.3	714	629	-11.9%

NAICS	Industry Title	2014 LQ	2014 Jobs	2024 Jobs	% Change 2014-2024
3342	Communications Equipment Manufacturing	0.9	1,438	1,341	-6.7%
3343	Audio and Video Equipment Manufacturing	0.5	179	138	-22.9%
3344	Semiconductor and Other Electronic Component Manufacturing	0.6	3,619	3,578	-1.1%
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	0.7	5,004	4,762	-4.8%
3346	Manufacturing and Reproducing Magnetic and Optical Media	2.3	677	686	1.3%
3351	Electric Lighting Equipment Manufacturing	1.7	1,348	1,394	3.4%
3352	Household Appliance Manufacturing	0.4	393	419	6.6%
3353	Electrical Equipment Manufacturing	0.9	2,322	2,272	-2.2%
3359	Other Electrical Equipment and Component Manufacturing	3.7	8,011	9,282	15.9%
3361	Motor Vehicle Manufacturing	0.4	1,424	1,380	-3.1%
3362	Motor Vehicle Body and Trailer Manufacturing	0.7	1,668	1,614	-3.2%
3363	Motor Vehicle Parts Manufacturing	0.4	3,821	3,664	-4.1%
3364	Aerospace Product and Parts Manufacturing	0.8	6,554	5,603	-14.5%
3365	Railroad Rolling Stock Manufacturing	4.4	2,045	2,475	21.0%
3366	Ship and Boat Building	0.2	699	771	10.3%
3369	Other Transportation Equipment Manufacturing	1.8	987	1,187	20.3%
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing	0.7	2,965	3,267	10.2%
3372	Office Furniture (including Fixtures) Manufacturing	1.6	2,787	3,119	11.9%
3379	Other Furniture Related Product Manufacturing	0.6	326	344	5.5%
3391	Medical Equipment and Supplies Manufacturing	1.2	6,411	6,386	-0.4%
3399	Other Miscellaneous Manufacturing	1.3	6,122	5,703	-6.8%
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	1.2	6,745	7,202	6.8%
4232	Furniture and Home Furnishing Merchant Wholesalers	0.8	1,452	1,486	2.3%
4233	Lumber and Other Construction Materials Merchant Wholesalers	1.1	3,679	3,987	8.4%
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	1.1	11,726	11,334	-3.3%
4235	Metal and Mineral (except Petroleum) Merchant Wholesalers	0.8	1,751	1,874	7.0%
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	0.9	4,989	4,591	-8.0%
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	1.0	4,182	4,658	11.4%
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	0.7	8,468	9,590	13.2%
4239	Miscellaneous Durable Goods Merchant Wholesalers	0.7	3,691	4,636	25.6%
4241	Paper and Paper Product Merchant Wholesalers	1.3	2,838	2,880	1.5%
4242	Drugs and Druggists' Sundries Merchant Wholesalers	1.7	5,615	5,382	-4.1%
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	1.0	2,448	2,519	2.9%
4244	Grocery and Related Product Merchant Wholesalers	0.9	11,611	12,642	8.9%
4245	Farm Product Raw Material Merchant Wholesalers	0.1	124	124	0.0%
4246	Chemical and Allied Products Merchant Wholesalers	0.9	2,016	2,191	8.7%

NAICS	Industry Title	2014 LQ	2014 Jobs	2024 Jobs	% Change 2014-2024
4247	Petroleum and Petroleum Products Merchant Wholesalers	0.5	887	970	9.4%
4248	Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers	0.5	1,685	1,864	10.6%
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	0.6	3,261	3,156	-3.2%
4251	Wholesale Electronic Markets and Agents and Brokers	1.7	25,832	26,362	2.1%
4411	Automobile Dealers	1.0	20,084	22,897	14.0%
4412	Other Motor Vehicle Dealers	0.5	1,165	1,307	12.2%
4413	Automotive Parts, Accessories, and Tire Stores	0.6	5,432	5,891	8.4%
4421	Furniture Stores	0.9	3,211	3,239	0.9%
4422	Home Furnishings Stores	0.8	3,242	3,334	2.8%
4431	Electronics and Appliance Stores	0.9	7,341	7,290	-0.7%
4441	Building Material and Supplies Dealers	0.7	13,471	14,104	4.7%
4442	Lawn and Garden Equipment and Supplies Stores	0.7	1,863	1,828	-1.9%
4451	Grocery Stores	1.2	54,199	57,681	6.4%
4452	Specialty Food Stores	1.3	5,139	5,238	1.9%
4453	Beer, Wine, and Liquor Stores	0.8	2,193	2,521	15.0%
4461	Health and Personal Care Stores	1.1	19,468	20,254	4.0%
4471	Gasoline Stations	0.6	9,706	10,570	8.9%
4481	Clothing Stores	1.1	19,694	18,674	-5.2%
4482	Shoe Stores	1.2	3,987	4,024	0.9%
4483	Jewelry, Luggage, and Leather Goods Stores	1.1	2,497	2,425	-2.9%
4511	Sporting Goods, Hobby, and Musical Instrument Stores	0.9	8,365	8,660	3.5%
4512	Book Stores and News Dealers	1.1	1,637	1,524	-6.9%
4521	Department Stores	1.0	22,693	19,706	-13.2%
4529	Other General Merchandise Stores	0.5	15,249	18,152	19.0%
4531	Florists	1.3	1,383	1,022	-26.1%
4532	Office Supplies, Stationery, and Gift Stores	1.0	4,834	4,366	-9.7%
4533	Used Merchandise Stores	0.8	2,267	2,548	12.4%
4539	Other Miscellaneous Store Retailers	1.1	5,494	6,180	12.5%
4541	Electronic Shopping and Mail-Order Houses	1.5	8,142	9,737	19.6%
4542	Vending Machine Operators	0.9	592	481	-18.8%
4543	Direct Selling Establishments	1.6	3,641	3,797	4.3%
4811	Scheduled Air Transportation	1.3	8,955	9,574	6.9%
4812	Nonscheduled Air Transportation	0.4	234	265	13.2%
4831	Deep Sea, Coastal, and Great Lakes Water Transportation	0.3	224	204	-8.9%
4832	Inland Water Transportation	0.1	28	35	25.0%
4841	General Freight Trucking	0.6	10,609	13,550	27.7%
4842	Specialized Freight Trucking	0.6	4,400	5,642	28.2%
4851	Urban Transit Systems	0.5	2,049	2,206	7.7%

NAICS	Industry Title	2014 LQ	2014 Jobs	2024 Jobs	% Change 2014-2024
4852	Interurban and Rural Bus Transportation	0.7	283	294	3.9%
4853	Taxi and Limousine Service	1.1	1,445	1,502	3.9%
4854	School and Employee Bus Transportation	2.1	9,062	10,150	12.0%
4855	Charter Bus Industry	1.4	740	859	16.1%
4859	Other Transit and Ground Passenger Transportation	1.4	2,264	2,398	5.9%
4862	Pipeline Transportation of Natural Gas	0.4	182	221	21.4%
4869	Other Pipeline Transportation	3.9	528	631	19.5%
4871	Scenic and Sightseeing Transportation, Land	1.2	281	253	-10.0%
4872	Scenic and Sightseeing Transportation, Water	0.5	139	168	20.9%
4879	Scenic and Sightseeing Transportation, Other	0.0	2	1	-50.0%
4881	Support Activities for Air Transportation	0.6	2,353	2,938	24.9%
4882	Support Activities for Rail Transportation	0.7	388	449	15.7%
4883	Support Activities for Water Transportation	4.5	7,777	7,720	-0.7%
4884	Support Activities for Road Transportation	1.0	1,899	2,632	38.6%
4885	Freight Transportation Arrangement	0.6	2,087	2,293	9.9%
4889	Other Support Activities for Transportation	0.5	283	299	5.7%
4911	Postal Service	1.1	11,282	8,111	-28.1%
4921	Couriers and Express Delivery Services	1.3	11,076	12,498	12.8%
4922	Local Messengers and Local Delivery	0.7	632	698	10.4%
4931	Warehousing and Storage	1.4	18,048	21,561	19.5%
5111	Newspaper, Periodical, Book, and Directory Publishers	1.2	8,670	6,618	-23.7%
5112	Software Publishers	0.5	2,424	2,644	9.1%
5121	Motion Picture and Video Industries	0.5	3,157	3,266	3.5%
5122	Sound Recording Industries	0.6	160	151	-5.6%
5151	Radio and Television Broadcasting	0.9	3,379	3,374	-0.1%
5152	Cable and Other Subscription Programming	0.1	102	101	-1.0%
5171	Wired Telecommunications Carriers	1.1	11,730	10,350	-11.8%
5172	Wireless Telecommunications Carriers (except Satellite)	0.5	1,307	1,117	-14.5%
5174	Satellite Telecommunications	0.5	77	68	-11.7%
5179	Other Telecommunications	0.7	928	860	-7.3%
5182	Data Processing, Hosting, and Related Services	1.2	5,710	5,509	-3.5%
5191	Other Information Services	0.8	4,806	5,534	15.1%
5211	Monetary Authorities-Central Bank	0.3	96	77	-19.8%
5221	Depository Credit Intermediation	0.9	24,854	22,326	-10.2%
5222	Nondepository Credit Intermediation	0.7	7,031	6,890	-2.0%
5223	Activities Related to Credit Intermediation	0.5	2,686	2,963	10.3%
5231	Securities and Commodity Contracts Intermediation and Brokerage	0.8	5,928	7,165	20.9%
5232	Securities and Commodity Exchanges	1.2	142	179	26.1%

NAICS	Industry Title	2014 LQ	2014 Jobs	2024 Jobs	% Change 2014-2024
5239	Other Financial Investment Activities	3.1	22,674	30,586	34.9%
5241	Insurance Carriers	1.8	37,429	39,356	5.1%
5242	Agencies, Brokerages, and Other Insurance Related Activities	1.3	22,590	26,989	19.5%
5251	Insurance and Employee Benefit Funds	2.3	86	70	-18.6%
5259	Other Investment Pools and Funds	14.2	857	1,090	27.2%
5311	Lessors of Real Estate	0.9	9,480	10,230	7.9%
5312	Offices of Real Estate Agents and Brokers	0.8	3,954	4,204	6.3%
5313	Activities Related to Real Estate	0.7	7,755	9,074	17.0%
5321	Automotive Equipment Rental and Leasing	1.1	3,584	3,928	9.6%
5322	Consumer Goods Rental	0.6	1,706	1,983	16.2%
5323	General Rental Centers	0.7	485	552	13.8%
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	1.0	2,382	3,102	30.2%
5331	Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	0.8	346	380	9.8%
5411	Legal Services	1.5	27,957	29,535	5.6%
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	1.0	17,153	18,479	7.7%
5413	Architectural, Engineering, and Related Services	1.0	24,418	27,094	11.0%
5414	Specialized Design Services	1.3	2,843	3,765	32.4%
5415	Computer Systems Design and Related Services	1.3	39,636	52,336	32.0%
5416	Management, Scientific, and Technical Consulting Services	1.3	28,216	33,721	19.5%
5417	Scientific Research and Development Services	1.7	18,691	21,130	13.0%
5418	Advertising, Public Relations, and Related Services	1.2	9,494	10,674	12.4%
5419	Other Professional, Scientific, and Technical Services	1.2	13,496	16,666	23.5%
5511	Management of Companies and Enterprises	1.7	61,540	70,044	13.8%
5611	Office Administrative Services	0.2	1,503	1,515	0.8%
5612	Facilities Support Services	1.4	3,199	4,259	33.1%
5613	Employment Services	0.8	46,725	63,136	35.1%
5614	Business Support Services	0.8	11,928	11,409	-4.4%
5615	Travel Arrangement and Reservation Services	1.2	4,241	4,228	-0.3%
5616	Investigation and Security Services	1.2	17,967	21,303	18.6%
5617	Services to Buildings and Dwellings	1.2	39,156	43,074	10.0%
5619	Other Support Services	1.8	9,380	12,111	29.1%
5621	Waste Collection	1.3	3,537	4,133	16.9%
5622	Waste Treatment and Disposal	0.6	1,217	1,424	17.0%
5629	Remediation and Other Waste Management Services	1.0	2,233	2,809	25.8%
6111	Elementary and Secondary Schools	0.9	121,823	119,441	-2.0%
6112	Junior Colleges	0.7	8,053	8,210	1.9%
6113	Colleges, Universities, and Professional Schools	1.4	67,722	69,650	2.8%
6114	Business Schools and Computer and Management Training	0.7	842	872	3.6%

NAICS	Industry Title	2014 LQ	2014 Jobs	2024 Jobs	% Change 2014-2024
6115	Technical and Trade Schools	0.8	1,960	2,298	17.2%
6116	Other Schools and Instruction	1.1	6,879	7,821	13.7%
6117	Educational Support Services	1.4	3,545	4,039	13.9%
6211	Offices of Physicians	1.1	46,227	49,733	7.6%
6212	Offices of Dentists	1.0	14,927	16,420	10.0%
6213	Offices of Other Health Practitioners	1.1	14,199	18,419	29.7%
6214	Outpatient Care Centers	1.2	15,295	18,865	23.3%
6215	Medical and Diagnostic Laboratories	1.5	6,373	7,712	21.0%
6216	Home Health Care Services	1.0	21,107	33,458	58.5%
6219	Other Ambulatory Health Care Services	1.7	8,592	11,125	29.5%
6221	General Medical and Surgical Hospitals	1.1	103,334	113,136	9.5%
6222	Psychiatric and Substance Abuse Hospitals	1.6	6,423	7,535	17.3%
6223	Specialty (except Psychiatric and Substance Abuse) Hospitals	4.2	17,735	24,827	40.0%
6231	Nursing Care Facilities (Skilled Nursing Facilities)	1.1	33,799	38,534	14.0%
6232	Residential Intellectual and Developmental Disability, Mental Health, and Substance Abuse Facilities	1.9	22,958	27,129	18.2%
6233	Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly	2.1	30,122	36,705	21.9%
6239	Other Residential Care Facilities	0.9	2,544	2,666	4.8%
6241	Individual and Family Services	1.3	50,740	69,122	36.2%
6242	Community Food and Housing, and Emergency and Other Relief Services	1.4	3,617	4,264	17.9%
6243	Vocational Rehabilitation Services	0.6	3,873	4,371	12.9%
6244	Child Day Care Services	1.4	20,378	24,369	19.6%
7111	Performing Arts Companies	1.0	1,908	2,071	8.5%
7112	Spectator Sports	1.2	2,897	3,327	14.8%
7113	Promoters of Performing Arts, Sports, and Similar Events	1.3	2,893	3,465	19.8%
7114	Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures	0.2	81	88	8.6%
7115	Independent Artists, Writers, and Performers	0.7	635	718	13.1%
7121	Museums, Historical Sites, and Similar Institutions	1.0	4,045	4,479	10.7%
7131	Amusement Parks and Arcades	0.8	2,733	2,767	1.2%
7132	Gambling Industries	0.8	3,618	3,975	9.9%
7139	Other Amusement and Recreation Industries	0.9	21,542	24,050	11.6%
7211	Traveler Accommodation	0.6	18,998	21,287	12.0%
7212	RV (Recreational Vehicle) Parks and Recreational Camps	0.4	392	388	-1.0%
7213	Rooming and Boarding Houses	0.5	110	130	18.2%
7223	Special Food Services	1.8	18,867	20,072	6.4%
7224	Drinking Places (Alcoholic Beverages)	1.0	6,384	6,604	3.4%
7225	Restaurants and Other Eating Places	0.8	129,424	144,496	11.6%

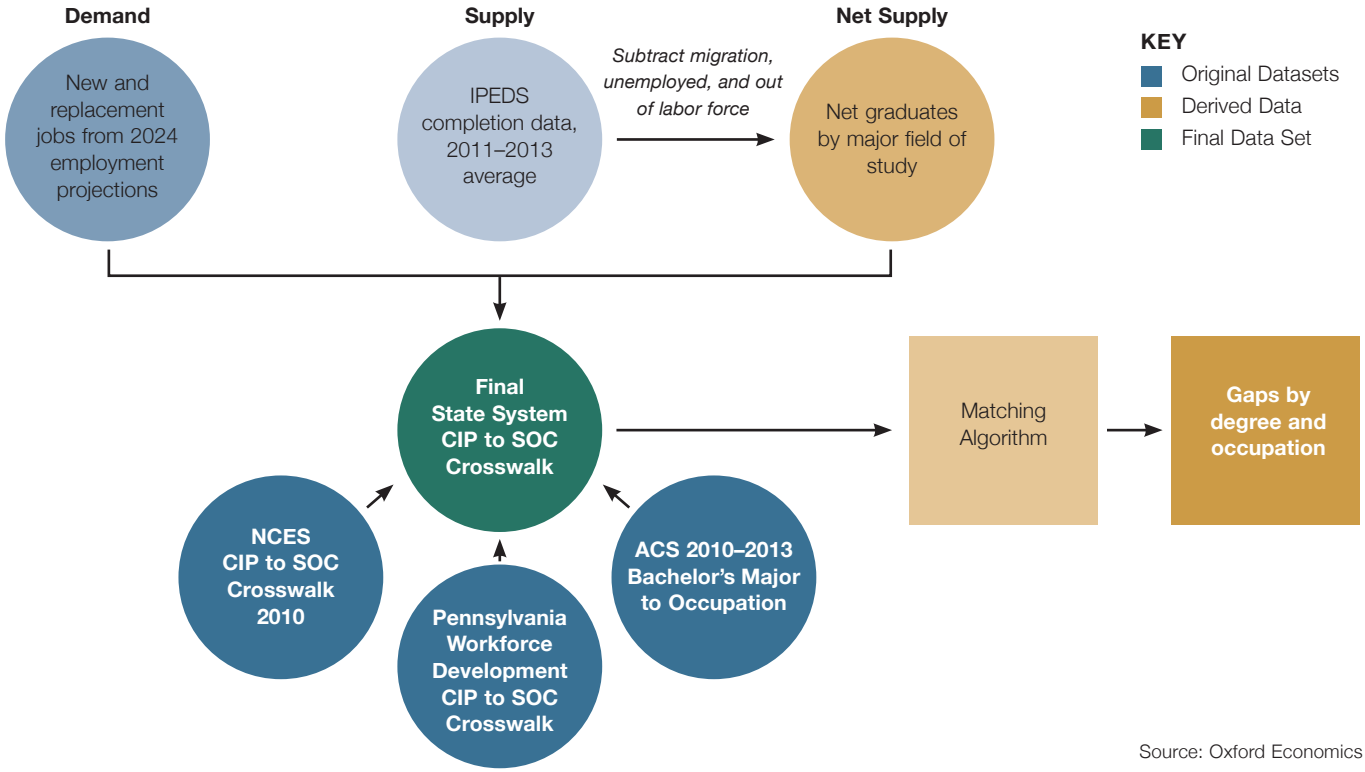
NAICS	Industry Title	2014 LQ	2014 Jobs	2024 Jobs	% Change 2014-2024
8111	Automotive Repair and Maintenance	1.0	14,346	15,879	10.7%
8112	Electronic and Precision Equipment Repair and Maintenance	0.9	1,602	1,703	6.3%
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	0.6	2,095	2,275	8.6%
8114	Personal and Household Goods Repair and Maintenance	0.7	863	833	-3.5%
8121	Personal Care Services	1.6	17,926	21,606	20.5%
8122	Death Care Services	1.0	2,289	2,472	8.0%
8123	Drycleaning and Laundry Services	0.8	4,194	4,398	4.9%
8129	Other Personal Services	1.4	7,034	8,096	15.1%
8131	Religious Organizations	1.1	3,427	3,802	10.9%
8132	Grantmaking and Giving Services	1.3	3,022	3,353	11.0%
8133	Social Advocacy Organizations	1.0	3,750	4,264	13.7%
8134	Civic and Social Organizations	1.6	10,849	11,807	8.8%
8139	Business, Professional, Labor, Political, and Similar Organizations	1.0	7,231	7,972	10.2%
8141	Private Households	0.5	2,443	2,397	-1.9%
9211	Executive, Legislative, and Other General Government Support	0.8	38,916	37,373	-4.0%
9221	Justice, Public Order, and Safety Activities	0.8	25,520	24,137	-5.4%
9231	Administration of Human Resource Programs	0.6	7,706	7,322	-5.0%
9241	Administration of Environmental Quality Programs	0.5	2,522	2,406	-4.6%
9251	Administration of Housing Programs, Urban Planning, and Community Development	1.9	2,622	2,544	-3.0%
9261	Administration of Economic Programs	0.4	4,309	3,980	-7.6%
9281	National Security and International Affairs	0.7	7,135	6,579	-7.8%

Source: BLS (QCEW and OES); Pennsylvania Department of Labor & Industry; Oxford Economics Projections

APPENDIX E: METHODOLOGY

The data-driven process involved in developing this gap analysis required multiple steps including compiling education output and forecasting occupation demand. Broadly speaking, supply-side educational completion data were assembled at the program level for State System Universities as well as other institutions within Pennsylvania. A three-year average was used to mitigate year-to-year variability in completions. A mapping analysis, known as a crosswalk, was developed looking at education programs and occupations and using a combination of the National Center for Education Statistics' (NCES) and US Census American Community Survey (ACS) data. The crosswalk was applied to occupation demand projections, which were produced by Oxford Economics and updated to 2014-2024, to calculate both new and replacement jobs. Linking annual program completions (supply) and annual occupation

Fig. 38: Summary of Gap Analysis Methodology

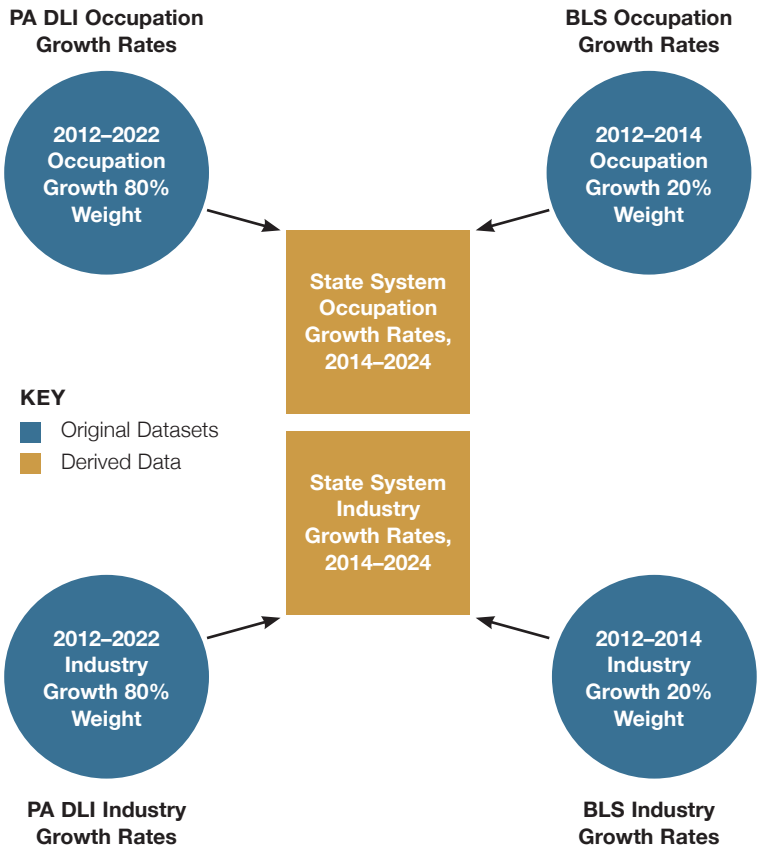


Source: Oxford Economics

projections (demand) enabled the calculation of the difference between the two, providing an insight into potential workforce gaps and surpluses for educational institutions to consider. Figure 38 provides a high-level flow chart of the process to calculate gaps/surpluses

A primary goal of the research was to produce updated forecasts for industries and occupations at the county level for Pennsylvania. Figure 39 provides a summary of the growth rate calculations used in the forecasts.

Fig. 39: Summary of Growth Rate Calculations



APPENDIX F:
GAP ANALYSIS RESULTS

The following table provides the results of the gap analysis for all detailed occupations in Southeast Pennsylvania. The following information is provided in the table below:

- A description of the occupation – SOC Code and occupation title.
- A description of the level of the occupation – Job Zone.
- Gap indicator with the following color codes:
    - Green = Projected excess employer demand
    - Purple = Projected excess demand at specific degree level
    - Yellow = Projected balance
    - Blue = Projected supply surplus
- Average annual supply, demand, and gap number for each occupation and the detailed degree level supply, demand, and gap number for each occupation.
- The ratio of average annual supply to average annual demand (S/D Ratio).

Occupation Code	Occupation Title	Job Zone	Gap Indicator	Average Annual Demand	Average Annual Supply	Average Annual Gap	S/D Ratio	Associate Demand	Associate Supply	Associate Gap	Bachelor Demand	Bachelor Supply	Bachelor Gap	Graduate Demand	Graduate Supply	Graduate Gap
11-1011	Chief Executives	5		90	82	8	0.91	0	0	0	76	44	32	13	38	-25
11-1021	General and Operations Managers	4		663	714	-51	1.08	0	0	0	503	278	225	160	437	-277
11-2011	Advertising and Promotions Managers	4		4	6	-2	1.50	0	0	0	4	6	-2	0	0	0
11-2021	Marketing Managers	4		72	97	-25	1.35	0	0	0	62	68	-6	10	28	-18
11-2022	Sales Managers	4		89	119	-30	1.34	0	0	0	76	84	-8	12	35	-23
11-2031	Public Relations and Fundraising Managers	4		16	38	-22	2.38	0	0	0	10	16	-6	7	22	-15
11-3011	Administrative Services Managers	3		28	15	13	0.54	0	0	0	28	15	13	0	0	0
11-3021	Computer and Information Systems Managers	4		223	303	-80	1.36	0	0	0	136	65	71	87	238	-151
11-3031	Financial Managers	4		103	138	-35	1.34	0	0	0	66	38	28	37	100	-63
11-3051	Industrial Production Managers	4		26	26	0	1.00	0	0	0	22	12	10	4	14	-10
11-3061	Purchasing Managers	4		9	9	0	1.00	0	0	0	7	4	3	2	5	-3
11-3071	Transportation, Storage, and Distribution Managers	4		25	13	12	0.52	0	0	0	25	13	12	0	0	0
11-3111	Compensation and Benefits Managers	4		5	5	0	1.00	0	0	0	4	2	2	1	3	-2
11-3121	Human Resources Managers	4		57	91	-34	1.60	0	0	0	30	16	14	28	75	-47
11-3131	Training and Development Managers	4		18	26	-8	1.44	0	0	0	11	6	5	7	21	-14
11-9021	Construction Managers	4		54	30	24	0.56	0	0	0	54	30	24	0	0	0
11-9031	Education Administrators, Preschool and Childcare Center/Program	4		38	105	-67	2.76	0	0	0	11	6	5	27	99	-72
11-9032	Education Administrators, Elementary and Secondary School	5		84	308	-224	3.67	0	0	0	0	0	0	84	308	-224
11-9033	Education Administrators, Postsecondary	5		59	242	-183	4.10	0	0	0	0	0	0	59	242	-183
11-9039	Education Administrators, All Other	5		16	58	-42	3.63	0	0	0	5	3	2	11	56	-45
11-9041	Architectural and Engineering Managers	5		67	141	-74	2.10	0	0	0	37	33	4	30	108	-78
11-9051	Food Service Managers	3		29	121	-92	4.17	10	72	-62	19	49	-30	0	0	0
11-9061	Funeral Service Managers	3		3	2	1	0.67	0	0	0	3	2	1	0	0	0
11-9071	Gaming Managers	3		2	1	1	0.50	0	0	0	2	1	1	0	0	0
11-9081	Lodging Managers	3		14	48	-34	3.43	3	19	-16	12	30	-18	0	0	0

Occupation Code	Occupation Title	Job Zone	Gap Indicator	Average Annual Demand	Average Annual Supply	Average Annual Gap	S/D Ratio	Associate Demand	Associate Supply	Associate Gap	Bachelor Demand	Bachelor Supply	Bachelor Gap	Graduate Demand	Graduate Supply	Graduate Gap
11-9111	Medical and Health Services Managers	5		156	407	-251	2.61	0	0	0	95	88	7	62	319	-257
11-9121	Natural Sciences Managers	5		32	52	-20	1.63	0	0	0	9	11	-2	22	40	-18
11-9131	Postmasters and Mail Superintendents	3		2	1	1	0.50	0	0	0	2	1	1	0	0	0
11-9141	Property, Real Estate, and Community Association Managers	4		41	22	19	0.54	0	0	0	41	22	19	0	0	0
11-9151	Social and Community Service Managers	4		93	193	-100	2.08	0	0	0	50	73	-23	43	120	-77
11-9199	Managers, All Other	4		83	506	-423	6.10	0	0	0	65	306	-241	18	201	-183
13-1021	Buyers and Purchasing Agents, Farm Products	4		5	13	-8	2.60	0	0	0	2	9	-7	3	4	-1
13-1022	Wholesale and Retail Buyers, Except Farm Products	3		29	23	6	0.79	0	0	0	29	23	6	0	0	0
13-1023	Purchasing Agents, Except Wholesale, Retail, and Farm Products	4		95	72	23	0.76	0	0	0	76	45	31	20	27	-7
13-1031	Claims Adjusters, Examiners, and Investigators	4		180	97	83	0.54	0	0	0	180	97	83	0	0	0
13-1032	Insurance Appraisers, Auto Damage	3		15	8	7	0.53	0	0	0	15	8	7	0	0	0
13-1041	Compliance Officers	4		157	120	37	0.76	0	0	0	115	62	53	42	57	-15
13-1051	Cost Estimators	4		123	69	54	0.56	0	0	0	123	69	54	0	0	0
13-1071	Human Resources Specialists	4		323	304	19	0.94	0	0	0	228	125	103	95	179	-84
13-1075	Labor Relations Specialists	4		23	21	2	0.91	0	0	0	16	9	7	7	12	-5
13-1081	Logisticians	4		58	44	14	0.76	0	0	0	48	25	23	10	19	-9
13-1111	Management Analysts	4		415	691	-276	1.67	0	0	0	214	116	98	201	575	-374
13-1121	Meeting, Convention, and Event Planners	4		60	107	-47	1.78	0	0	0	50	93	-43	10	14	-4
13-1131	Fundraisers	4		71	36	35	0.51	0	0	0	36	24	12	36	12	24
13-1141	Compensation, Benefits, and Job Analysis Specialists	4		22	16	6	0.73	0	0	0	19	10	9	3	6	-3
13-1151	Training and Development Specialists	4		138	123	15	0.89	0	0	0	102	55	47	36	68	-32
13-1161	Market Research Analysts and Marketing Specialists	4		584	577	7	0.99	0	0	0	334	257	77	249	320	-71
13-1199	Business Operations Specialists, All Other	4		69	70	-1	1.01	0	0	0	48	27	21	21	43	-22
13-2011	Accountants and Auditors	4		1,122	954	168	0.85	0	0	0	898	536	362	224	418	-194

Occupation Code	Occupation Title	Job Zone	Gap Indicator	Average Annual Demand	Average Annual Supply	Average Annual Gap	S/D Ratio	Associate Demand	Associate Supply	Associate Gap	Bachelor Demand	Bachelor Supply	Bachelor Gap	Graduate Demand	Graduate Supply	Graduate Gap
13-2021	Appraisers and Assessors of Real Estate	4		10	6	4	0.60	0	0	0	10	6	4	0	0	0
13-2031	Budget Analysts	4		45	50	-5	1.11	0	0	0	27	15	12	18	34	-16
13-2041	Credit Analysts	4		44	46	-2	1.05	0	0	0	28	16	12	16	30	-14
13-2051	Financial Analysts	4		311	295	16	0.95	0	0	0	221	129	92	89	166	-77
13-2052	Personal Financial Advisors	4		334	255	79	0.76	0	0	0	287	168	119	47	87	-40
13-2053	Insurance Underwriters	4		100	57	43	0.57	0	0	0	100	57	43	0	0	0
13-2061	Financial Examiners	4		33	35	-2	1.06	0	0	0	21	12	9	12	23	-11
13-2071	Credit Counselors	4		30	25	5	0.83	0	0	0	24	14	10	6	11	-5
13-2072	Loan Officers	3		107	61	46	0.57	0	0	0	107	61	46	0	0	0
13-2081	Tax Examiners and Collectors, and Revenue Agents	3		21	13	8	0.62	0	0	0	21	13	8	0	0	0
13-2082	Tax Preparers	3		10	9	1	0.90	3	4	-1	7	4	3	0	0	0
13-2099	Financial Specialists, All Other	4		19	19	0	1.00	0	0	0	14	8	6	6	11	-5
15-1121	Computer Systems Analysts	4		597	293	304	0.49	0	0	0	452	135	317	145	158	-13
15-1122	Information Security Analysts	4		57	30	27	0.53	0	0	0	39	11	28	18	20	-2
15-1131	Computer Programmers	4		485	201	284	0.41	0	0	0	373	105	268	112	97	15
15-1132	Software Developers, Applications	4		570	253	317	0.44	0	0	0	402	124	278	168	129	39
15-1133	Software Developers, Systems Software	4		12	9	3	0.75	0	0	0	9	3	6	4	6	-2
15-1134	Web Developers	3		69	19	50	0.28	0	0	0	69	19	50	0	0	0
15-1141	Database Administrators	4		114	59	55	0.52	0	0	0	83	24	59	32	35	-3
15-1142	Network and Computer Systems Administrators	4		58	33	25	0.57	0	0	0	45	13	32	13	20	-7
15-1143	Computer Network Architects	4		58	29	29	0.50	0	0	0	41	11	30	17	18	-1
15-1151	Computer User Support Specialists	3		361	194	167	0.54	96	119	-23	265	75	190	0	0	0
15-1152	Computer Network Support Specialists	4		43	357	-314	8.30	9	341	-332	26	7	19	8	9	-1
15-1199	Computer Occupations, All Other	4		95	54	41	0.57	0	0	0	74	21	53	21	33	-12
15-2011	Actuaries	4		49	56	-7	1.14	0	0	0	28	29	-1	21	28	-7
15-2031	Operations Research Analysts	5		62	47	15	0.76	0	0	0	43	23	20	19	24	-5
15-2041	Statisticians	5		85	112	-27	1.32	0	0	0	0	0	0	85	112	-27
17-1011	Architects, Except Landscape and Naval	4		61	158	-97	2.59	0	0	0	35	58	-23	26	100	-74

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17-1012	Landscape Architects	4		21	57	-36	2.71	0	0	0	12	20	-8	9	37	-28
17-1021	Cartographers and Photogrammetrists	4		2	2	0	1.00	0	0	0	2	2	0	0	0	0
17-1022	Surveyors	4		23	32	-9	1.39	0	0	0	16	18	-2	8	14	-6
17-2011	Aerospace Engineers	4		39	61	-22	1.56	0	0	0	25	14	11	14	47	-33
17-2021	Agricultural Engineers	4		2	1	1	0.50	0	0	0	2	1	1	0	0	0
17-2031	Biomedical Engineers	4		15	27	-12	1.80	0	0	0	10	9	1	5	18	-13
17-2041	Chemical Engineers	4		19	33	-14	1.74	0	0	0	14	12	2	6	21	-15
17-2051	Civil Engineers	4		200	165	35	0.83	0	0	0	131	72	59	70	94	-24
17-2071	Electrical Engineers	4		107	160	-53	1.50	0	0	0	59	20	39	47	139	-92
17-2072	Electronics Engineers, Except Computer	4		9	13	-4	1.44	0	0	0	5	2	3	4	12	-8
17-2081	Environmental Engineers	5		69	55	14	0.80	0	0	0	43	38	5	26	17	9
17-2111	Health and Safety Engineers, Except Mining Safety Engineers and Inspectors	4		15	9	6	0.60	0	0	0	12	7	5	4	2	2
17-2112	Industrial Engineers	4		113	73	40	0.65	0	0	0	85	49	36	28	24	4
17-2131	Materials Engineers	4		36	50	-14	1.39	0	0	0	26	15	11	9	35	-26
17-2141	Mechanical Engineers	4		143	158	-15	1.10	0	0	0	117	67	50	26	90	-64
17-2151	Mining and Geological Engineers, Including Mining Safety Engineers	4		3	3	0	1.00	0	0	0	1	1	0	2	2	0
17-2161	Nuclear Engineers	4		34	17	17	0.50	0	0	0	19	8	11	14	9	5
17-2199	Engineers, All Other	4		70	130	-60	1.86	0	0	0	40	24	16	30	106	-76
17-3011	Architectural and Civil Drafters	4		42	102	-60	2.43	21	69	-48	21	33	-12	0	0	0
17-3013	Mechanical Drafters	3		11	19	-8	1.73	5	18	-13	5	1	4	0	0	0
17-3019	Drafters, All Other	3		3	7	-4	2.33	1	5	-4	1	2	-1	0	0	0
17-3022	Civil Engineering Technicians	3		18	11	7	0.61	9	2	7	10	9	1	0	0	0
17-3023	Electrical and Electronics Engineering Technicians	3		6	113	-107	18.83	3	111	-108	3	2	1	0	0	0
17-3025	Environmental Engineering Technicians	4		11	4	7	0.36	5	1	4	6	3	3	0	0	0
17-3026	Industrial Engineering Technicians	3		8	15	-7	1.88	4	13	-9	4	2	2	0	0	0
17-3027	Mechanical Engineering Technicians	3		14	23	-9	1.64	7	19	-12	7	4	3	0	0	0
17-3029	Engineering Technicians, Except Drafters, All Other	3		30	49	-19	1.63	14	40	-26	16	9	7	0	0	0
19-1012	Food Scientists and Technologists	4		6	10	-4	1.67	0	0	0	3	6	-3	3	4	-1

Occupation Code	Occupation Title	Job Zone	Gap Indicator	Average Annual Demand	Average Annual Supply	Average Annual Gap	S/D Ratio	Associate Demand	Associate Supply	Associate Gap	Bachelor Demand	Bachelor Supply	Bachelor Gap	Graduate Demand	Graduate Supply	Graduate Gap
19-1013	Soil and Plant Scientists	5		2	5	-3	2.50	0	0	0	2	5	-3	0	0	0
19-1021	Biochemists and Biophysicists	5		79	130	-51	1.65	0	0	0	0	0	0	79	130	-51
19-1022	Microbiologists	5		42	53	-11	1.26	0	0	0	19	16	3	23	38	-15
19-1023	Zoologists and Wildlife Biologists	5		1	2	-1	2.00	0	0	0	0	0	0	1	2	-1
19-1029	Biological Scientists, All Other	5		6	45	-39	7.50	0	0	0	3	39	-36	3	7	-4
19-1031	Conservation Scientists	4		10	28	-18	2.80	0	0	0	7	15	-8	2	13	-11
19-1032	Foresters	4		1	2	-1	2.00	0	0	0	1	2	-1	0	0	0
19-1042	Medical Scientists, Except Epidemiologists	5		185	241	-56	1.30	0	0	0	0	0	0	185	241	-56
19-1099	Life Scientists, All Other	5		2	4	-2	2.00	0	0	0	0	0	0	2	4	-2
19-2031	Chemists	4		151	165	-14	1.09	0	0	0	79	62	17	72	104	-32
19-2032	Materials Scientists	5		6	5	1	0.83	0	0	0	3	3	0	3	2	1
19-2041	Environmental Scientists and Specialists, Including Health	4		81	78	3	0.96	0	0	0	47	56	-9	33	21	12
19-2042	Geoscientists, Except Hydrologists and Geographers	4		18	27	-9	1.50	0	0	0	11	13	-2	7	14	-7
19-2043	Hydrologists	4		3	6	-3	2.00	0	0	0	0	0	0	3	6	-3
19-3011	Economists	5		13	24	-11	1.85	0	0	0	0	0	0	13	24	-11
19-3022	Survey Researchers	5		55	70	-15	1.27	0	0	0	0	0	0	55	70	-15
19-3031	Clinical, Counseling, and School Psychologists	5		80	538	-458	6.73	0	0	0	0	0	0	80	538	-458
19-3039	Psychologists, All Other	5		8	52	-44	6.50	0	0	0	0	0	0	8	52	-44
19-3041	Sociologists	5		1	18	-17	18.00	0	0	0	0	0	0	1	18	-17
19-3051	Urban and Regional Planners	5		32	75	-43	2.34	0	0	0	0	0	0	32	75	-43
19-3099	Social Scientists and Related Workers, All Other	4		3	53	-50	17.67	0	0	0	1	7	-6	2	46	-44
19-4021	Biological Technicians	4		129	103	26	0.80	0	0	0	129	103	26	0	0	0
19-4031	Chemical Technicians	3		74	38	36	0.51	0	0	0	74	38	36	0	0	0
19-4041	Geological and Petroleum Technicians	4		2	1	1	0.50	2	1	1	0	0	0	0	0	0
19-4051	Nuclear Technicians	3		6	3	3	0.50	6	3	3	0	0	0	0	0	0
19-4061	Social Science Research Assistants	4		24	24	0	1.00	0	0	0	19	18	1	5	6	-1
19-4091	Environmental Science and Protection Technicians, Including Health	4		49	44	5	0.90	0	0	0	39	37	2	10	7	3

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19-4092	Forensic Science Technicians	4		2	1	1	0.50	0	0	0	2	1	1	0	0	0
19-4093	Forest and Conservation Technicians	3		6	4	2	0.67	0	0	0	6	4	2	0	0	0
19-4099	Life, Physical, and Social Science Technicians, All Other	3		41	26	15	0.63	0	0	0	32	26	6	8	0	8
21-1011	Substance Abuse and Behavioral Disorder Counselors	5		66	82	-16	1.24	0	0	0	25	36	-11	42	46	-4
21-1012	Educational, Guidance, School, and Vocational Counselors	5		108	227	-119	2.10	0	0	0	0	0	0	108	227	-119
21-1013	Marriage and Family Therapists	5		19	59	-40	3.11	0	0	0	0	0	0	19	59	-40
21-1014	Mental Health Counselors	5		121	133	-12	1.10	0	0	0	0	0	0	121	133	-12
21-1015	Rehabilitation Counselors	5		128	142	-14	1.11	0	0	0	0	0	0	128	142	-14
21-1019	Counselors, All Other	5		9	24	-15	2.67	0	0	0	0	0	0	9	24	-15
21-1021	Child, Family, and School Social Workers	4		237	329	-92	1.39	0	0	0	158	241	-83	79	87	-8
21-1022	Healthcare Social Workers	5		166	183	-17	1.10	0	0	0	0	0	0	166	183	-17
21-1023	Mental Health and Substance Abuse Social Workers	5		189	261	-72	1.38	0	0	0	126	192	-66	63	69	-6
21-1029	Social Workers, All Other	5		11	16	-5	1.45	0	0	0	7	11	-4	4	4	0
21-1091	Health Educators	4		36	83	-47	2.31	0	0	0	24	34	-10	12	49	-37
21-1092	Probation Officers and Correctional Treatment Specialists	4		53	84	-31	1.58	0	0	0	37	66	-29	16	18	-2
21-1093	Social and Human Service Assistants	4		258	410	-152	1.59	43	115	-72	165	241	-76	49	54	-5
21-1094	Community Health Workers	4		13	30	-17	2.31	0	0	0	9	12	-3	4	18	-14
21-1099	Community and Social Service Specialists, All Other	4		17	20	-3	1.18	0	0	0	0	0	0	17	20	-3
21-2011	Clergy	5		33	261	-228	7.91	0	0	0	15	93	-78	18	168	-150
21-2021	Directors, Religious Activities and Education	4		43	104	-61	2.42	0	0	0	31	27	4	12	77	-65
21-2099	Religious Workers, All Other	4		1	7	-6	7.00	0	0	0	1	7	-6	0	0	0
23-1011	Lawyers	5		348	895	-547	2.57	0	0	0	0	0	0	348	895	-547
23-1012	Judicial Law Clerks	5		11	28	-17	2.55	0	0	0	0	0	0	11	28	-17

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23-1021	Administrative Law Judges, Adjudicators, and Hearing Officers	5		3	8	-5	2.67	0	0	0	0	0	0	3	8	-5
23-1022	Arbitrators, Mediators, and Conciliators	5		6	16	-10	2.67	0	0	0	0	0	0	6	16	-10
23-2011	Paralegals and Legal Assistants	3		156	303	-147	1.94	23	139	-116	133	164	-31	0	0	0
23-2091	Court Reporters	3		6	17	-11	2.83	1	11	-10	5	7	-2	0	0	0
23-2093	Title Examiners, Abstractors, and Searchers	3		32	68	-36	2.13	6	35	-29	26	33	-7	0	0	0
23-2099	Legal Support Workers, All Other	3		2	2	0	1.00	0	0	0	2	2	0	0	0	0
25-1011	Business Teachers, Postsecondary	5		79	204	-125	2.58	0	0	0	0	0	0	79	204	-125
25-1021	Computer Science Teachers, Postsecondary	5		34	61	-27	1.79	0	0	0	0	0	0	34	61	-27
25-1022	Mathematical Science Teachers, Postsecondary	5		31	58	-27	1.87	0	0	0	0	0	0	31	58	-27
25-1031	Architecture Teachers, Postsecondary	5		9	36	-27	4.00	0	0	0	0	0	0	9	36	-27
25-1032	Engineering Teachers, Postsecondary	5		48	173	-125	3.60	0	0	0	0	0	0	48	173	-125
25-1042	Biological Science Teachers, Postsecondary	5		38	72	-34	1.89	0	0	0	0	0	0	38	72	-34
25-1051	Atmospheric, Earth, Marine, and Space Sciences Teachers, Postsecondary	5		12	23	-11	1.92	0	0	0	0	0	0	12	23	-11
25-1052	Chemistry Teachers, Postsecondary	5		22	41	-19	1.86	0	0	0	0	0	0	22	41	-19
25-1053	Environmental Science Teachers, Postsecondary	5		2	4	-2	2.00	0	0	0	0	0	0	2	4	-2
25-1054	Physics Teachers, Postsecondary	5		17	33	-16	1.94	0	0	0	0	0	0	17	33	-16
25-1061	Anthropology and Archeology Teachers, Postsecondary	5		2	19	-17	9.50	0	0	0	0	0	0	2	19	-17
25-1062	Area, Ethnic, and Cultural Studies Teachers, Postsecondary	5		5	43	-38	8.60	0	0	0	0	0	0	5	43	-38
25-1063	Economics Teachers, Postsecondary	5		18	34	-16	1.89	0	0	0	0	0	0	18	34	-16
25-1064	Geography Teachers, Postsecondary	5		5	12	-7	2.40	0	0	0	0	0	0	5	12	-7
25-1065	Political Science Teachers, Postsecondary	5		14	55	-41	3.93	0	0	0	0	0	0	14	55	-41
25-1066	Psychology Teachers, Postsecondary	5		29	190	-161	6.55	0	0	0	0	0	0	29	190	-161

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25-1067	Sociology Teachers, Postsecondary	5		25	51	-26	2.04	0	0	0	0	0	0	25	51	-26
25-1069	Social Sciences Teachers, Postsecondary, All Other	5		9	20	-11	2.22	0	0	0	0	0	0	9	20	-11
25-1071	Health Specialties Teachers, Postsecondary	5		67	238	-171	3.55	0	0	0	0	0	0	67	238	-171
25-1072	Nursing Instructors and Teachers, Postsecondary	5		27	181	-154	6.70	0	0	0	0	0	0	27	181	-154
25-1081	Education Teachers, Postsecondary	5		30	57	-27	1.90	0	0	0	0	0	0	30	57	-27
25-1082	Library Science Teachers, Postsecondary	5		6	21	-15	3.50	0	0	0	0	0	0	6	21	-15
25-1111	Criminal Justice and Law Enforcement Teachers, Postsecondary	5		6	69	-63	11.50	0	0	0	0	0	0	6	69	-63
25-1112	Law Teachers, Postsecondary	5		8	21	-13	2.63	0	0	0	0	0	0	8	21	-13
25-1113	Social Work Teachers, Postsecondary	5		2	3	-1	1.50	0	0	0	0	0	0	2	3	-1
25-1121	Art, Drama, and Music Teachers, Postsecondary	5		97	249	-152	2.57	0	0	0	0	0	0	97	249	-152
25-1122	Communications Teachers, Postsecondary	5		23	81	-58	3.52	0	0	0	0	0	0	23	81	-58
25-1123	English Language and Literature Teachers, Postsecondary	5		37	82	-45	2.22	0	0	0	0	0	0	37	82	-45
25-1124	Foreign Language and Literature Teachers, Postsecondary	5		25	67	-42	2.68	0	0	0	0	0	0	25	67	-42
25-1125	History Teachers, Postsecondary	5		21	40	-19	1.90	0	0	0	0	0	0	21	40	-19
25-1126	Philosophy and Religion Teachers, Postsecondary	5		18	168	-150	9.33	0	0	0	0	0	0	18	168	-150
25-1191	Graduate Teaching Assistants	5		23	32	-9	1.39	0	0	0	9	4	5	14	27	-13
25-1193	Recreation and Fitness Studies Teachers, Postsecondary	5		7	14	-7	2.00	0	0	0	0	0	0	7	14	-7
25-1194	Vocational Education Teachers, Postsecondary	3		20	9	11	0.45	0	0	0	20	9	11	0	0	0
25-1199	Postsecondary Teachers, All Other	5		76	279	-203	3.67	0	0	0	0	0	0	76	279	-203
25-2011	Preschool Teachers, Except Special Education	3		234	312	-78	1.33	52	213	-161	182	98	84	0	0	0
25-2012	Kindergarten Teachers, Except Special Education	4		51	50	1	0.98	0	0	0	37	25	12	14	25	-11

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25-2021	Elementary School Teachers, Except Special Education	4		545	824	-279	1.51	0	0	0	177	168	9	368	655	-287
25-2022	Middle School Teachers, Except Special and Career/Technical Education	4		397	623	-226	1.57	0	0	0	129	123	6	268	501	-233
25-2023	Career/Technical Education Teachers, Middle School	4		12	20	-8	1.67	0	0	0	4	4	0	8	16	-8
25-2031	Secondary School Teachers, Except Special and Career/Technical Education	4		614	1,025	-411	1.67	0	0	0	204	268	-64	410	757	-347
25-2032	Career/Technical Education Teachers, Secondary School	4		42	68	-26	1.62	0	0	0	14	14	0	28	54	-26
25-2051	Special Education Teachers, Preschool	4		10	18	-8	1.80	0	0	0	3	2	1	7	16	-9
25-2052	Special Education Teachers, Kindergarten and Elementary School	4		115	211	-96	1.83	0	0	0	30	22	8	85	189	-104
25-2053	Special Education Teachers, Middle School	4		34	62	-28	1.82	0	0	0	9	6	3	25	56	-31
25-2054	Special Education Teachers, Secondary School	4		89	162	-73	1.82	0	0	0	23	16	7	66	146	-80
25-2059	Special Education Teachers, All Other	4		2	5	-3	2.50	0	0	0	0	0	0	2	5	-3
25-3011	Adult Basic and Secondary Education and Literacy Teachers and Instructors	4		6	7	-1	1.17	0	0	0	4	2	2	2	4	-2
25-3021	Self-Enrichment Education Teachers	3		38	24	14	0.63	0	0	0	38	24	14	0	0	0
25-3097	Teachers and Instructors, All Other, Except Substitute Teachers	3		54	34	20	0.63	0	0	0	54	34	20	0	0	0
25-3098	Substitute Teachers	3		65	126	-61	1.94	0	0	0	45	28	17	19	98	-79
25-4011	Archivists	5		6	24	-18	4.00	0	0	0	0	0	0	6	24	-18
25-4012	Curators	5		12	28	-16	2.33	0	0	0	0	0	0	12	28	-16
25-4013	Museum Technicians and Conservators	4		15	34	-19	2.27	0	0	0	3	7	-4	12	26	-14
25-4021	Librarians	5		56	205	-149	3.66	0	0	0	0	0	0	56	205	-149
25-4031	Library Technicians	4		42	56	-14	1.33	0	0	0	28	52	-24	14	3	11
25-9011	Audio-Visual and Multimedia Collections Specialists	4		2	9	-7	4.50	0	0	0	0	0	0	2	9	-7
25-9031	Instructional Coordinators	5		27	126	-99	4.67	0	0	0	0	0	0	27	126	-99
25-9041	Teacher Assistants	3		244	252	-8	1.03	68	120	-52	177	132	45	0	0	0

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25-9099	Education, Training, and Library Workers, All Other	4		4	14	-10	3.50	0	0	0	1	1	0	3	13	-10
27-1011	Art Directors	4		24	62	-38	2.58	0	0	0	19	49	-30	5	13	-8
27-1013	Fine Artists, Including Painters, Sculptors, and Illustrators	3		3	8	-5	2.67	0	0	0	3	8	-5	0	0	0
27-1014	Multimedia Artists and Animators	4		8	28	-20	3.50	0	0	0	6	24	-18	2	4	-2
27-1021	Commercial and Industrial Designers	4		1	3	-2	3.00	0	0	0	1	3	-2	0	0	0
27-1022	Fashion Designers	3		1	4	-3	4.00	0	0	0	1	4	-3	0	0	0
27-1024	Graphic Designers	4		149	401	-252	2.69	0	0	0	149	401	-252	0	0	0
27-1025	Interior Designers	4		49	133	-84	2.71	0	0	0	49	133	-84	0	0	0
27-1026	Merchandise Displayers and Window Trimmers	3		53	144	-91	2.72	0	0	0	53	144	-91	0	0	0
27-1027	Set and Exhibit Designers	5		6	15	-9	2.50	0	0	0	6	15	-9	0	0	0
27-2012	Producers and Directors	4		60	320	-260	5.33	0	0	0	60	320	-260	0	0	0
27-2022	Coaches and Scouts	4		63	87	-24	1.38	0	0	0	40	42	-2	24	44	-20
27-2023	Umpires, Referees, and Other Sports Officials	3		1	2	-1	2.00	0	0	0	1	2	-1	0	0	0
27-2032	Choreographers	4		6	16	-10	2.67	0	0	0	6	16	-10	0	0	0
27-2041	Music Directors and Composers	3		1	2	-1	2.00	0	0	0	1	2	-1	0	0	0
27-2042	Musicians and Singers	3		5	9	-4	1.80	0	0	0	5	9	-4	0	0	0
27-3011	Radio and Television Announcers	3		12	59	-47	4.92	0	0	0	12	59	-47	0	0	0
27-3022	Reporters and Correspondents	4		12	34	-22	2.83	0	0	0	8	19	-11	4	15	-11
27-3031	Public Relations Specialists	4		61	147	-86	2.41	0	0	0	52	112	-60	9	36	-27
27-3041	Editors	4		22	88	-66	4.00	0	0	0	18	76	-58	4	12	-8
27-3042	Technical Writers	4		14	36	-22	2.57	0	0	0	10	27	-17	4	9	-5
27-3043	Writers and Authors	4		17	66	-49	3.88	0	0	0	11	47	-36	6	20	-14
27-3091	Interpreters and Translators	4		4	6	-2	1.50	0	0	0	2	2	0	1	4	-3
27-4011	Audio and Video Equipment Technicians	3		17	63	-46	3.71	4	38	-34	14	26	-12	0	0	0
27-4012	Broadcast Technicians	3		5	18	-13	3.60	1	11	-10	4	7	-3	0	0	0
27-4014	Sound Engineering Technicians	3		1	2	-1	2.00	0	0	0	1	2	-1	0	0	0
27-4021	Photographers	3		11	163	-152	14.82	3	114	-111	8	49	-41	0	0	0
27-4031	Camera Operators, Television, Video, and Motion Picture	3		1	8	-7	8.00	0	0	0	1	8	-7	0	0	0

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29-1011	Chiropractors	5		27	23	4	0.85	0	0	0	0	0	0	27	23	4
29-1021	Dentists, General	5		60	199	-139	3.32	0	0	0	0	0	0	60	199	-139
29-1022	Oral and Maxillofacial Surgeons	5		2	6	-4	3.00	0	0	0	0	0	0	2	6	-4
29-1023	Orthodontists	5		2	7	-5	3.50	0	0	0	0	0	0	2	7	-5
29-1031	Dietitians and Nutritionists	5		27	39	-12	1.44	0	0	0	13	21	-8	14	18	-4
29-1041	Optometrists	5		33	128	-95	3.88	0	0	0	0	0	0	33	128	-95
29-1051	Pharmacists	5		205	364	-159	1.78	0	0	0	0	0	0	205	364	-159
29-1061	Anesthesiologists	5		21	54	-33	2.57	0	0	0	0	0	0	21	54	-33
29-1062	Family and General Practitioners	5		94	237	-143	2.52	0	0	0	0	0	0	94	237	-143
29-1063	Internists, General	5		6	16	-10	2.67	0	0	0	0	0	0	6	16	-10
29-1064	Obstetricians and Gynecologists	5		7	17	-10	2.43	0	0	0	0	0	0	7	17	-10
29-1065	Pediatricians, General	5		7	16	-9	2.29	0	0	0	0	0	0	7	16	-9
29-1066	Psychiatrists	5		13	33	-20	2.54	0	0	0	0	0	0	13	33	-20
29-1067	Surgeons	5		47	120	-73	2.55	0	0	0	0	0	0	47	120	-73
29-1069	Physicians and Surgeons, All Other	5		214	542	-328	2.53	0	0	0	0	0	0	214	542	-328
29-1071	Physician Assistants	5		66	230	-164	3.48	0	0	0	0	0	0	66	230	-164
29-1081	Podiatrists	5		14	82	-68	5.86	0	0	0	0	0	0	14	82	-68
29-1122	Occupational Therapists	5		145	168	-23	1.16	0	0	0	0	0	0	145	168	-23
29-1123	Physical Therapists	5		300	380	-80	1.27	0	0	0	0	0	0	300	380	-80
29-1124	Radiation Therapists	3		3	1	2	0.33	0	0	0	3	1	2	0	0	0
29-1125	Recreational Therapists	4		19	5	14	0.26	0	0	0	19	5	14	0	0	0
29-1126	Respiratory Therapists	3		90	80	10	0.89	67	75	-8	23	5	18	0	0	0
29-1127	Speech-Language Pathologists	5		116	76	40	0.66	0	0	0	0	0	0	116	76	40
29-1128	Exercise Physiologists	5		6	7	-1	1.17	0	0	0	2	2	0	4	5	-1
29-1129	Therapists, All Other	4		8	19	-11	2.38	0	0	0	2	1	1	6	18	-12
29-1131	Veterinarians	5		98	111	-13	1.13	0	0	0	0	0	0	98	111	-13
29-1141	Registered Nurses	3		2,428	2,030	398	0.84	1,082	772	310	1,346	1,257	89	0	0	0
29-1151	Nurse Anesthetists	5		27	102	-75	3.78	0	0	0	0	0	0	27	102	-75
29-1161	Nurse Midwives	5		4	22	-18	5.50	0	0	0	0	0	0	4	22	-18
29-1171	Nurse Practitioners	5		88	353	-265	4.01	0	0	0	0	0	0	88	353	-265
29-1181	Audiologists	5		10	18	-8	1.80	0	0	0	0	0	0	10	18	-8

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29-1199	Health Diagnosing and Treating Practitioners, All Other	5		1	11	-10	11.00	0	0	0	0	0	0	1	11	-10
29-2011	Medical and Clinical Laboratory Technologists	4		131	33	98	0.25	0	0	0	110	16	94	21	17	4
29-2012	Medical and Clinical Laboratory Technicians	3		122	43	79	0.35	37	31	6	85	12	73	0	0	0
29-2021	Dental Hygienists	3		200	97	103	0.49	147	89	58	53	8	45	0	0	0
29-2031	Cardiovascular Technologists and Technicians	3		41	27	14	0.66	27	24	3	14	2	12	0	0	0
29-2032	Diagnostic Medical Sonographers	3		28	50	-22	1.79	18	7	11	10	43	-33	0	0	0
29-2033	Nuclear Medicine Technologists	3		7	2	5	0.29	4	1	3	2	1	1	0	0	0
29-2034	Radiologic Technologists	3		100	107	-7	1.07	65	94	-29	35	14	21	0	0	0
29-2035	Magnetic Resonance Imaging Technologists	3		24	4	20	0.17	15	3	12	8	1	7	0	0	0
29-2041	Emergency Medical Technicians and Paramedics	3		99	23	76	0.23	47	16	31	51	8	43	0	0	0
29-2052	Pharmacy Technicians	3		77	13	64	0.17	39	7	32	38	6	32	0	0	0
29-2053	Psychiatric Technicians	3		12	22	-10	1.83	6	22	-16	6	1	5	0	0	0
29-2055	Surgical Technologists	3		26	23	3	0.88	13	21	-8	13	2	11	0	0	0
29-2056	Veterinary Technologists and Technicians	3		48	58	-10	1.21	24	45	-21	24	13	11	0	0	0
29-2057	Ophthalmic Medical Technicians	3		9	1	8	0.11	4	1	3	4	1	3	0	0	0
29-2061	Licensed Practical and Licensed Vocational Nurses	3		196	37	159	0.19	196	37	159	0	0	0	0	0	0
29-2071	Medical Records and Health Information Technicians	3		60	65	-5	1.08	22	40	-18	38	25	13	0	0	0
29-2081	Opticians, Dispensing	3		43	7	36	0.16	20	4	16	24	4	20	0	0	0
29-2091	Orthotists and Prosthetists	5		2	1	1	0.50	0	0	0	0	0	0	2	1	1
29-2099	Health Technologists and Technicians, All Other	3		10	44	-34	4.40	4	38	-34	6	7	-1	0	0	0
29-9011	Occupational Health and Safety Specialists	4		34	21	13	0.62	0	0	0	23	4	19	11	17	-6
29-9012	Occupational Health and Safety Technicians	3		4	1	3	0.25	0	0	0	4	1	3	0	0	0
29-9091	Athletic Trainers	5		28	44	-16	1.57	0	0	0	19	38	-19	9	6	3
31-1015	Orderlies	2		35	23	12	0.66	0	0	0	0	0	0	35	23	12

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31-2011	Occupational Therapy Assistants	3		71	67	4	0.94	49	43	6	22	23	-1	0	0	0
31-2012	Occupational Therapy Aides	3		22	21	1	0.95	15	14	1	7	7	0	0	0	0
31-2021	Physical Therapist Assistants	3		110	58	52	0.53	61	45	16	50	12	38	0	0	0
31-9011	Massage Therapists	3		26	10	16	0.38	10	8	2	16	2	14	0	0	0
31-9091	Dental Assistants	3		53	47	6	0.89	29	44	-15	24	4	20	0	0	0
31-9092	Medical Assistants	3		138	209	-71	1.51	138	209	-71	0	0	0	0	0	0
31-9094	Medical Transcriptionists	3		7	2	5	0.29	2	0	2	5	2	3	0	0	0
31-9096	Veterinary Assistants and Laboratory Animal Caretakers	3		17	25	-8	1.47	11	20	-9	6	5	1	0	0	0
31-9097	Phlebotomists	3		35	56	-21	1.60	35	56	-21	0	0	0	0	0	0
33-1011	First-Line Supervisors of Correctional Officers	3		7	23	-16	3.29	4	16	-12	4	7	-3	0	0	0
33-1012	First-Line Supervisors of Police and Detectives	3		32	90	-58	2.81	12	54	-42	20	36	-16	0	0	0
33-1021	First-Line Supervisors of Fire Fighting and Prevention Workers	3		8	11	-3	1.38	4	4	0	4	6	-2	0	0	0
33-1099	First-Line Supervisors of Protective Service Workers, All Other	3		31	41	-10	1.32	9	1	8	22	40	-18	0	0	0
33-2011	Firefighters	3		23	35	-12	1.52	8	9	-1	15	27	-12	0	0	0
33-3012	Correctional Officers and Jailers	3		45	138	-93	3.07	22	98	-76	23	41	-18	0	0	0
33-3021	Detectives and Criminal Investigators	3		18	64	-46	3.56	0	0	0	15	27	-12	3	37	-34
33-3051	Police and Sheriff's Patrol Officers	3		183	499	-316	2.73	65	288	-223	117	211	-94	0	0	0
33-9021	Private Detectives and Investigators	3		11	24	-13	2.18	2	8	-6	9	16	-7	0	0	0
35-1011	Chefs and Head Cooks	3		18	206	-188	11.44	9	177	-168	9	29	-20	0	0	0
37-1012	First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers	3		7	14	-7	2.00	0	0	0	7	14	-7	0	0	0
39-1021	First-Line Supervisors of Personal Service Workers	3		89	35	54	0.39	25	0	25	65	35	30	0	0	0
39-3099	Entertainment Attendants and Related Workers, All Other	2		7	41	-34	5.86	0	0	0	7	41	-34	0	0	0
39-4031	Morticians, Undertakers, and Funeral Directors	3		7	17	-10	2.43	7	17	-10	0	0	0	0	0	0
39-5011	Barbers	3		3	2	1	0.67	0	0	0	3	2	1	0	0	0

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39-5012	Hairdressers, Hairstylists, and Cosmetologists	3		99	6	93	0.06	99	6	93	0	0	0	0	0	0
39-6012	Concierges	3		2	1	1	0.50	0	0	0	2	1	1	0	0	0
39-7011	Tour Guides and Escorts	3		14	8	6	0.57	0	0	0	14	8	6	0	0	0
39-9011	Childcare Workers	3		78	58	20	0.74	0	0	0	78	58	20	0	0	0
39-9031	Fitness Trainers and Aerobics Instructors	3		108	117	-9	1.08	0	0	0	108	117	-9	0	0	0
39-9032	Recreation Workers	4		122	131	-9	1.07	0	0	0	122	131	-9	0	0	0
39-9041	Residential Advisors	3		78	115	-37	1.47	0	0	0	78	115	-37	0	0	0
41-1012	First-Line Supervisors of Non-Retail Sales Workers	4		15	18	-3	1.20	3	9	-6	12	9	3	0	0	0
41-3011	Advertising Sales Agents	3		68	110	-42	1.62	0	0	0	68	110	-42	0	0	0
41-3021	Insurance Sales Agents	4		176	95	81	0.54	0	0	0	176	95	81	0	0	0
41-3031	Securities, Commodities, and Financial Services Sales Agents	4		222	170	52	0.77	0	0	0	190	111	79	33	59	-26
41-3041	Travel Agents	3		42	22	20	0.52	20	10	10	22	12	10	0	0	0
41-3099	Sales Representatives, Services, All Other	4		547	311	236	0.57	95	11	84	358	267	91	95	33	62
41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	4		23	18	5	0.78	0	0	0	23	18	5	0	0	0
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	4		288	229	59	0.80	0	0	0	288	229	59	0	0	0
41-9022	Real Estate Sales Agents	3		57	28	29	0.49	10	2	8	47	26	21	0	0	0
41-9031	Sales Engineers	4		32	21	11	0.66	0	0	0	32	21	11	0	0	0
41-9099	Sales and Related Workers, All Other	3		5	3	2	0.60	0	0	0	5	3	2	0	0	0
43-1011	First-Line Supervisors of Office and Administrative Support Workers	3		365	672	-307	1.84	95	526	-431	270	145	125	0	0	0
43-3031	Bookkeeping, Accounting, and Auditing Clerks	3		241	223	18	0.93	76	126	-50	165	96	69	0	0	0
43-3061	Procurement Clerks	3		12	9	3	0.75	4	4	0	8	5	3	0	0	0
43-3099	Financial Clerks, All Other	2		20	15	5	0.75	0	0	0	16	9	7	4	6	-2
43-4011	Brokerage Clerks	3		55	32	23	0.58	0	0	0	55	32	23	0	0	0
43-4031	Court, Municipal, and License Clerks	3		12	17	-5	1.42	3	4	-1	9	13	-4	0	0	0
43-4061	Eligibility Interviewers, Government Programs	3		37	54	-17	1.46	0	0	0	37	54	-17	0	0	0

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43-4131	Loan Interviewers and Clerks	3		43	35	8	0.81	17	21	-4	26	14	12	0	0	0
43-4161	Human Resources Assistants, Except Payroll and Timekeeping	3		31	25	6	0.81	6	11	-5	25	13	12	0	0	0
43-4199	Information and Record Clerks, All Other	2		9	9	0	1.00	4	5	-1	3	2	1	2	2	0
43-5061	Production, Planning, and Expediting Clerks	3		116	79	37	0.68	23	28	-5	93	51	42	0	0	0
43-6011	Executive Secretaries and Executive Administrative Assistants	3		60	51	9	0.85	18	24	-6	42	27	15	0	0	0
43-6012	Legal Secretaries	3		95	78	17	0.82	29	35	-6	66	43	23	0	0	0
43-6013	Medical Secretaries	3		177	150	27	0.85	53	71	-18	124	80	44	0	0	0
43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3		632	519	113	0.82	190	235	-45	442	284	158	0	0	0
43-9011	Computer Operators	3		14	19	-5	1.36	6	15	-9	8	4	4	0	0	0
43-9031	Desktop Publishers	3		3	8	-5	2.67	0	0	0	3	8	-5	0	0	0
43-9041	Insurance Claims and Policy Processing Clerks	3		125	95	30	0.76	40	50	-10	84	45	39	0	0	0
43-9081	Proofreaders and Copy Markers	4		1	1	0	1.00	0	0	0	1	1	0	0	0	0
43-9111	Statistical Assistants	4		9	7	2	0.78	0	0	0	5	3	2	3	4	-1
43-9199	Office and Administrative Support Workers, All Other	3		62	43	19	0.69	13	16	-3	49	27	22	0	0	0
45-1011	First-Line Supervisors of Farming, Fishing, and Forestry Workers	3		2	14	-12	7.00	0	0	0	2	14	-12	0	0	0
47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	3		53	28	25	0.53	0	0	0	53	28	25	0	0	0
47-2011	Boilermakers	3		6	0	6	0.00	6	0	6	0	0	0	0	0	0
47-2111	Electricians	3		131	42	89	0.32	131	42	89	0	0	0	0	0	0
47-2152	Plumbers, Pipefitters, and Steamfitters	3		30	2	28	0.07	30	2	28	0	0	0	0	0	0
47-4011	Construction and Building Inspectors	3		71	42	29	0.59	24	17	7	47	26	21	0	0	0
49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	3		115	49	66	0.43	29	3	26	86	46	40	0	0	0
49-2011	Computer, Automated Teller, and Office Machine Repairers	3		19	14	5	0.74	19	14	5	0	0	0	0	0	0

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49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers	3		20	11	9	0.55	11	7	4	10	3	7	0	0	0
49-2092	Electric Motor, Power Tool, and Related Repairers	3		2	1	1	0.50	2	1	1	0	0	0	0	0	0
49-2094	Electrical and Electronics Repairers, Commercial and Industrial Equipment	3		12	11	1	0.92	7	10	-3	5	1	4	0	0	0
49-2095	Electrical and Electronics Repairers, Powerhouse, Substation, and Relay	3		4	2	2	0.50	3	2	1	2	0	2	0	0	0
49-2097	Electronic Home Entertainment Equipment Installers and Repairers	3		2	1	1	0.50	2	1	1	0	0	0	0	0	0
49-2098	Security and Fire Alarm Systems Installers	3		18	11	7	0.61	18	11	7	0	0	0	0	0	0
49-3023	Automotive Service Technicians and Mechanics	3		91	151	-60	1.66	91	151	-60	0	0	0	0	0	0
49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	3		60	14	46	0.23	60	14	46	0	0	0	0	0	0
49-9041	Industrial Machinery Mechanics	3		50	1	49	0.02	50	1	49	0	0	0	0	0	0
49-9043	Maintenance Workers, Machinery	3		16	0	16	0.00	16	0	16	0	0	0	0	0	0
49-9044	Millwrights	3		8	0	8	0.00	8	0	8	0	0	0	0	0	0
49-9051	Electrical Power-Line Installers and Repairers	3		26	3	23	0.12	26	3	23	0	0	0	0	0	0
49-9062	Medical Equipment Repairers	3		13	2	11	0.15	0	0	0	13	2	11	0	0	0
49-9063	Musical Instrument Repairers and Tuners	3		1	1	0	1.00	0	0	0	1	1	0	0	0	0
49-9071	Maintenance and Repair Workers, General	3		75	0	75	0.00	0	0	0	75	0	75	0	0	0
51-2041	Structural Metal Fabricators and Fitters	3		17	1	16	0.06	17	1	16	0	0	0	0	0	0
51-4011	Computer-Controlled Machine Tool Operators, Metal and Plastic	3		40	3	37	0.08	40	3	37	0	0	0	0	0	0
51-4012	Computer Numerically Controlled Machine Tool Programmers, Metal and Plastic	3		1	7	-6	7.00	1	7	-6	0	0	0	0	0	0
51-4041	Machinists	3		38	3	35	0.08	38	3	35	0	0	0	0	0	0
51-4111	Tool and Die Makers	3		6	1	5	0.17	6	1	5	0	0	0	0	0	0
51-5111	Prepress Technicians and Workers	3		3	4	-1	1.33	1	0	1	2	4	-2	0	0	0

Occupation Code	Occupation Title	Job Zone	Gap Indicator	Average Annual Demand	Average Annual Supply	Average Annual Gap	S/D Ratio	Associate Demand	Associate Supply	Associate Gap	Bachelor Demand	Bachelor Supply	Bachelor Gap	Graduate Demand	Graduate Supply	Graduate Gap
51-5112	Printing Press Operators	3		14	1	13	0.07	14	1	13	0	0	0	0	0	0
51-6052	Tailors, Dressmakers, and Custom Sewers	3		6	11	-5	1.83	2	0	2	4	11	-7	0	0	0
51-8011	Nuclear Power Reactor Operators	3		4	1	3	0.25	2	0	2	2	1	1	0	0	0
51-8012	Power Distributors and Dispatchers	3		5	0	5	0.00	5	0	5	0	0	0	0	0	0
51-8021	Stationary Engineers and Boiler Operators	3		24	10	14	0.42	0	0	0	24	10	14	0	0	0
51-8031	Water and Wastewater Treatment Plant and System Operators	3		12	1	11	0.08	12	1	11	0	0	0	0	0	0
51-8092	Gas Plant Operators	3		7	1	6	0.14	7	1	6	0	0	0	0	0	0
51-9082	Medical Appliance Technicians	3		8	1	7	0.13	8	1	7	0	0	0	0	0	0
53-2021	Air Traffic Controllers	3		2	0	2	0.00	2	0	2	0	0	0	0	0	0
53-2022	Airfield Operations Specialists	3		5	1	4	0.20	5	1	4	0	0	0	0	0	0
53-6051	Transportation Inspectors	3		1	3	-2	3.00	0	0	0	1	3	-2	0	0	0

APPENDIX G: CROSSWALK OF PROGRAMS TO OCCUPATIONS

(Full List Available Upon Request)

Occupation Code	Occupation Title	Degree Code	Degree Title	NCES	PA	ACS
11-1021	General and Operations Managers	44.0401	Public Administration	•		•
		50.1001	Arts, Entertainment, and Media Management, General		•	
		50.1002	Fine and Studio Arts Management		•	
		50.1003	Music Management		•	
		50.1004	Theatre/Theatre Arts Management		•	
		52.0101	Business/Commerce, General	•		•
		52.0201	Business Administration and Management, General	•	•	•
		52.0204	Office Management and Supervision	•		
		52.0205	Operations Management and Supervision	•		
		52.0206	Non-Profit/Public/Organizational Management	•		
		52.0213	Organizational Leadership	•		
		52.0299	Business Administration, Management and Operations, Other	•		
		52.0501	Business/Corporate Communications		•	
		52.0701	Entrepreneurship/Entrepreneurial Studies	•		•
		52.0703	Small Business Administration/ Management	•		
		52.0799	Entrepreneurial and Small Business Operations, Other	•		
		52.0801	Finance, General			•
		52.1101	International Business/Trade/Commerce	•		•
		52.1201	Management Information Systems, General		•	
		52.1206	Information Resources Management		•	
		52.1207	Knowledge Management		•	
		52.1299	Management Information Systems and Services, Other		•	
		52.1301	Management Science			•

Occupation Code	Occupation Title	Degree Code	Degree Title	NCES	PA	ACS
13-1161	Market Research Analysts and Marketing Specialists	45.0101	Social Sciences, General	•		
		45.0602	Applied Economics			•
		45.9999	Social Sciences, Other	•		
		52.0101	Business/Commerce, General	•		
		52.0601	Business/Managerial Economics	•		
		52.1401	Marketing/Marketing Management, General	•	•	•
		52.1402	Marketing Research	•	•	•
		52.1403	International Marketing	•	•	•
		52.1499	Marketing, Other	•	•	
13-2011	Accountants and Auditors	43.0117	Financial Forensics and Fraud Investigation	•		•
		45.0601	Economics, General		•	
		45.0603	Econometrics and Quantitative Economics		•	
		45.0605	International Economics		•	
		45.0699	Economics, Other		•	
		52.0101	Business/Commerce, General	•		
		52.0301	Accounting	•	•	•
		52.0303	Auditing	•	•	•
		52.0304	Accounting and Finance	•	•	•
		52.0305	Accounting and Business/Management	•	•	•
		52.0399	Accounting and Related Services, Other	•	•	
		52.0601	Business/Managerial Economics		•	
		52.0801	Finance, General	•	•	
		52.0804	Financial Planning and Services		•	
		52.0807	Investments and Securities		•	
		52.0899	Finance and Financial Management Services, Other	•	•	
		52.1304	Actuarial Science		•	
		52.1601	Taxation	•		•
15-1121	Computer Systems Analysts	11.0101	Computer and Information Sciences, General	•		•
		11.0103	Information Technology	•		•
		11.0501	Computer Systems Analysis/Analyst	•	•	•
		11.0701	Computer Science		•	
		11.0801	Web Page, Digital/Multimedia and Information Resources Design	•	•	
		11.0803	Computer Graphics		•	
		11.0804	Modeling, Virtual Environments and Simulation		•	

Occupation Code	Occupation Title	Degree Code	Degree Title	NCES	PA	ACS
		11.0899	Computer Software and Media Applications, Other		•	
		11.0901	Computer Systems Networking and Telecommunications			•
		52.1201	Management Information Systems, General	•		
		52.1207	Knowledge Management	•		
		52.1299	Management Information Systems and Services, Other	•		
29-1141	Registered Nurses	51.0000	Health Services/Allied Health/Health Sciences, General	•	•	
		51.0704	Health Unit Manager/Ward Supervisor	•	•	
		51.3801	Registered Nursing/Registered Nurse	•	•	•
		51.3803	Adult Health Nurse/Nursing	•	•	•
		51.3805	Family Practice Nurse/Nursing	•	•	•
		51.3808	Nursing Science	•	•	•
		51.3818	Nursing Practice	•	•	•
		51.3899	Registered Nursing, Nursing Administration, Nursing Research and Clinical Nursing, Other	•	•	•