



SACRAMENTO
WORKS, INC.

Your Workforce Resource

Critical Industries Update

Sacramento Works, Inc. "Critical Industries"

ADVANCED MANUFACTURING AND PRODUCTION

- The Manufacturing and Production industry category is comprised of a diverse group of occupations directly related to the actual manufacturing and/or production of goods. Also included in this category are occupations related to the storage, distribution, and transportation of manufactured goods. SACTO reports that a large number of manufacturing firms and retail distribution centers are expressing a strong interest in the Sacramento region.
- Locally, for the occupations included in this industry, an increase of nearly 8,500 jobs due to growth and 7,500 jobs due to separation are projected between 2001 and 2008.

CONSTRUCTION

- The Construction industry category is primarily comprised of occupations involved in the construction of buildings. Also included in this group are specialty trade contractors (e.g. Electricians, Painters, Carpet Installers, etc.), Cost Estimators, Building Inspectors, and landscape construction related occupations. EDD indicates that the construction industry posted 3,300 new jobs between February 2003 and February 2004.
- Locally, for the occupations included in this industry, an increase of more than 7,000 jobs due to growth and nearly 5,000 jobs due to separation are projected between 2001 and 2008.

FINANCIAL AND CUSTOMER SERVICE

- The Financial and Customer Service industry category is comprised of a diverse group of occupations. In addition to occupations directly related to financial, customer service, and call center activities, also included in this group are insurance related occupations (e.g. Claims Examiners, Policy Processing Clerks, and Insurance Agents). Customer Service Reps (including Call Center Workers) and Insurance Claims Adjusters and Policy Processing Clerks combined are projected to represent nearly 3,800 of the projected new jobs between 2001 and 2008.
- Locally, for the occupations included in this industry, an increase of more than 13,500 jobs due to growth and more than 14,000 jobs due to separation are projected between 2001 and 2008.

HEALTHCARE AND BIOTECHNOLOGY

- The Healthcare and Biotechnology industry category is comprised of occupations employed by Hospitals, Nursing and Residential Care, Physician's Offices, Dental Offices, Outpatient Care Centers, and Medical/Diagnostic laboratories as well as Biological Technicians employed by a variety of employers performing a variety of biological research activities. Nationally, it is predicted that between 2000 and 2010, 13 percent of all new wage and salary jobs will be in Health Services. Also, in that same period, 9 of the 20 fastest growing jobs will be in Health Services.
- Locally, for the occupations included in this industry, an increase of approximately 6,850 jobs due to growth and more than 4,750 jobs due to separation are projected between 2001 and 2008.

INFORMATION TECHNOLOGY AND TELECOMMUNICATIONS

- The Information Technology and Telecommunications industry category is comprised of occupations that involve the design, production, installation, and/or maintenance of computer hardware and software systems and networks as well as cable and telephone communications systems. As with Office and Administration Support related occupations, a large number of the occupations in this category are employed, to some degree, across most other industries. Nationally, between 2000 and 2010, 8 of 10 fastest growing occupations will be IT related.
- Locally, for the occupations included in this industry, an increase of more than 6,500 jobs due to growth and nearly 1,100 jobs due to separation are projected between 2001 and 2008.

MAINTENANCE AND REPAIR

- The Maintenance and Repair industry category is primarily comprised of occupations involved in restoring machinery, equipment, and other products to working order as well as occupations that typically provide general or routine maintenance or service on products to ensure they work efficiently and to prevent breakdown and unnecessary repairs. Automotive Service Technicians will account for nearly 2 out of every 10 new jobs in this industry between 2001 and 2008.
- Locally, for the occupations included in this industry, an increase of nearly 3,800 jobs due to growth and more than 3,200 jobs due to separation are projected between 2001 and 2008.

TOURISM AND HOSPITALITY

- The Tourism and Hospitality industry category is primarily comprised of occupations involved in providing accommodations and food service related activities as well as occupations providing customer service, recreation, and entertainment related activities. Nearly 75 percent of the jobs in this industry are in the Food Service sector.
- Locally, for the occupations included in this industry, an increase of nearly 8,400 jobs due to growth and more than 13,800 jobs due to separation are projected between 2001 and 2008.

Critical Industries

ADVANCED MANUFACTURING AND PRODUCTION

Occupation	2001-2008 Projected Growth	Median Hourly Wage	Education/Training Level
First Line Supervisors/Managers of Production and Operating Workers	19.2%	\$21.58	Related Work Experience
Laborers and Freight, Stock, and Material Movers, Hand	24.1%	\$9.75	Short Term OJT
Packers and Packagers, Hand	32.2%	\$8.51	Short Term OJT
Printing Press Machine Operators and Tenders	14.5%	\$13.90	Moderate Term OJT
Production, Planning, and Expediting Clerks	35.7%	\$16.26	Short Term OJT
Sales Reps, Wholesale and Manufacturing	13.5%	\$20.73	Moderate Term OJT
Shipping, Receiving, and Traffic Clerks	16.3%	\$11.45	Short Term OJT
Stock Clerks and Order Fillers	19.8%	\$9.91	Short Term OJT
Team Assemblers	21.6%	\$10.15	Moderate Term OJT
Truck Drivers, Heavy and Tractor-Trailer	24.7%	\$16.96	Moderate Term OJT
Truck Drivers, Light or Delivery Services	24.0%	\$11.58	Short Term OJT

Critical Industries

CONSTRUCTION

Occupation	2001-2008 Projected Growth	Median Hourly Wage	Education/Training Level
Brickmasons and Blockmasons	21.4%	\$22.95	Long Term OJT
Cabinetmakers and Bench Carpenters	28.9%	\$9.67	Long Term OJT
Carpenters	21.4%	\$9.67	Long Term OJT
Carpet Installers	13.0%	\$16.51	Moderate Term OJT
Cement Masons and Concrete Finishers	11.7%	\$20.37	Long Term OJT
Construction and Building Inspectors	13.0%	\$26.20	Related Work Experience
Construction Laborers	20.9%	\$13.86	Moderate Term OJT
Cost Estimators	21.6%	\$24.73	Bachelor Degree
Drywall and Ceiling Tile Installers	18.0%	\$17.56	Moderate Term OJT
Electricians	22.9%	\$20.93	Long Term OJT
First Line Supervisors and Managers - Construction Trades and Extractive Workers	20.2%	\$29.03	Related Work Experience
Glaziers	20.0%	\$16.99	Long Term OJT
Hazardous Materials Removal Workers	25.0%	\$19.57	Moderate Term OJT
Helpers - Carpenters	19.4%	\$12.74	Short Term OJT
Landscaping and Groundskeeping Workers	20.0%	\$9.88	Short Term OJT
Operating Engineers and other Construction Equipment Operators	12.2%	\$24.55	Moderate Term OJT
Painters, Construction and Maintenance	17.9%	\$14.83	Moderate Term OJT
Plasterers and Stucco Masons	18.8%	\$15.42	Long Term OJT
Plumbers, Pipefitters, and Steamfitters	22.6%	\$19.73	Long Term OJT
Reinforcing Iron and Rebar Workers	24.2%	\$16.95	Long Term OJT
Roofers	23.1%	\$19.42	Moderate Term OJT
Sheet Metal Workers	34.3%	\$21.83	Moderate Term OJT
Structural Iron and Steel Workers	22.7%	\$21.18	Long Term OJT
Structural Metal Fabricators and Fitters	35.3%	\$14.61	Moderate Term OJT
Welders, Cutters, Solderers, and Brazers	31.9%	\$13.06	Postsecondary Vocational Education

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FINANCIAL AND CUSTOMER SERVICE

Occupation	2001-2008 Projected Growth	Median Hourly Wage	Education/Training Level
Cashiers	23.2%	\$8.66	Short Term OJT
Counter and Rental Clerks	27.1%	\$9.04	Short Term OJT
Customer Service Representatives (Including Call Center Workers)	26.2%	\$14.35	Moderate Term OJT
Financial Managers	19.3%	\$36.19	Degree plus Work Experience
First Line Supervisors/Managers of Retail Sales Workers	19.7%	\$16.07	Related Work Experience
Insurance Claims Adjusters, Examiners, and Investigators	35.9%	\$25.87	Long Term OJT
Insurance Claims and Policy Processing Clerks	10.8%	\$15.66	Moderate Term OJT
Insurance Sales Agents	33.2%	\$19.58	Bachelor Degree
Loan Officers	16.0%	\$21.41	Bachelor Degree
New Accounts Clerks	20.4%	\$13.04	Related Work Experience
Retail Salespersons	18.6%	\$9.07	Short Term OJT
Sales Managers	40.7%	\$41.04	Degree plus Work Experience
Tellers	7.5%	\$10.55	Short Term OJT

Critical Industries

HEALTHCARE AND BIOTECHNOLOGY

Occupation	2001-2008 Projected Growth	Median Hourly Wage	Education/Training Level
Biological Technicians	n/a	\$14.88	Associate Degree
Dental Assistants	28.2%	\$14.88	Moderate Term OJT
Dental Hygienists	28.4%	n/a	Associate Degree
Emergency Medical Technicians and Paramedics	27.3%	\$13.10	Postsecondary Vocational Education
Home Health Aides	29.8%	\$9.38	Short Term OJT
Licensed Practical and Licensed Vocational Nurses	20.4%	\$19.52	Postsecondary Vocational Education
Medical and Clinical Laboratory Technicians	13.6%	\$16.22	Associate Degree
Medical and Clinical Laboratory Technologists	18.4%	\$27.05	Bachelor Degree
Medical and Health Services Managers	21.6%	\$38.43	Degree plus Work Experience
Medical Assistants	31.3%	\$13.70	Moderate Term OJT
Medical Records and Health Information Technicians	25.8%	\$15.14	Associate Degree
Medical Secretaries	12.8%	\$11.06	Postsecondary Vocational Education
Nursing Aides, Orderlies, and Attendants	20.0%	\$11.04	Short Term OJT
Occupational Therapists	17.6%	\$28.07	Bachelor Degree
Opticians, Dispensing	16.7%	\$13.10	Long Term OJT
Personal and Home Care Aides	25.7%	\$8.67	Short Term OJT
Pharmacy Aides	25.0%	\$12.72	Short Term OJT
Pharmacy Technicians	30.8%	\$15.41	Moderate Term OJT
Physical Therapist Aides	31.3%	\$10.22	Short Term OJT
Physical Therapist Assistants	27.8%	\$21.79	Associate Degree
Physical Therapists	21.4%	\$29.81	Masters Degree
Radiologic Technologists and Technicians	16.9%	\$22.46	Associate Degree
Registered Nurses	20.7%	\$27.67	Associate Degree
Respiratory Therapists	31.7%	\$22.06	Associate Degree
Surgical Technologists	21.4%	\$16.60	Postsecondary Vocational Education

Critical Industries

INFORMATION TECHNOLOGY AND TELECOMMUNICATIONS

Occupation	2001-2008 Projected Growth	Median Hourly Wage	Education/Training Level
Computer and Information Systems Managers	38.4%	\$44.93	Degree plus Work Experience
Computer Software Engineers, Applications	50.7%	\$36.65	Bachelor Degree
Computer Software Engineers, Systems Software	58.3%	\$40.31	Bachelor Degree
Computer Support Specialists	70.5%	\$19.53	Associate Degree
Computer Systems Analysts	26.0%	\$30.66	Bachelor Degree
Network and Computer Systems Administrators	60.2%	\$27.12	Bachelor Degree
Network Systems and Data Communications Analysts	45.0%	\$29.35	Bachelor Degree
Telecommunications Equipment Installers and Repairers, Except Line Installers	31.1%	\$21.95	Postsecondary Vocational Education

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MAINTENANCE AND REPAIR

Occupation	2001-2008 Projected Growth	Median Hourly Wage	Education/Training Level
Aircraft Mechanics and Service Technicians	103.6%	\$20.56	Postsecondary Vocational Education
Automotive Service Technicians and Mechanics	19.9%	\$16.84	Postsecondary Vocational Education
Bus and Truck Mechanics and Diesel Engine Specialists	17.7%	\$21.10	Postsecondary Vocational Education
Bus Drivers, School	17.0%	\$12.38	Short Term OJT
Cleaners of Vehicles and Equipment	16.2%	\$8.05	Short Term OJT
First Line Supervisors and Managers of Mechanics	28.4%	\$25.48	Related Work Experience
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	26.9%	\$20.50	Long Term OJT
Helpers - Installation, Maintenance, and Repair Workers	19.6%	\$11.98	Short Term OJT
Inspectors, Testers, Graders, and Sorters	25.7%	\$13.78	Moderate Term OJT
Machinists	33.3%	\$17.26	Long Term OJT
Maintenance and Repair Workers, General	25.7%	\$14.16	Long Term OJT

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TOURISM AND HOSPITALITY

Occupation	2001-2008 Projected Growth	Median Hourly Wage	Education/Training Level
Bakers	24.1%	\$12.64	Long Term OJT
Bartenders	18.6%	\$7.53	Short Term OJT
Combined Food Preparation and Serving Workers, Including Fast Food	29.5%	\$7.87	Short Term OJT
Cooks, Restaurant	26.0%	\$10.02	Long Term OJT
Counter Attendants, Cafe, Food Concession, and Coffee Shop	23.6%	\$7.48	Short Term OJT
First Line Supervisors/Managers of Food Preparation and Serving Workers	16.6%	\$11.96	Related Work Experience
Food Preparation Workers	21.0%	\$8.49	Short Term OJT
Food Service Managers	18.4%	\$18.81	Related Work Experience
Lodging Managers	n/a	\$18.92	Related Work Experience
Maids and Housekeeping Cleaners	41.6%	\$8.36	Short Term OJT
Ushers, Lobby Attendants, and Ticket Takers	20.0%	\$9.02	Short Term OJT
Waiters and Waitresses	24.9%	\$7.13	Short Term OJT