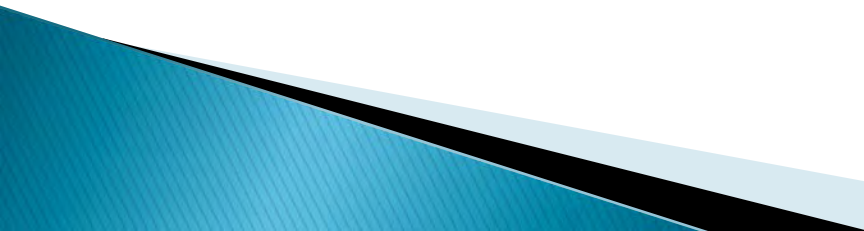




Key Industries: Workforce Drivers

Possible Key Industry Sectors

- ▶ Healthcare and Social Assistance
 - ▶ Manufacturing
 - ▶ Construction – remove from list because we do not fund training
 - ▶ Transportation and Warehousing
 - ▶ Wholesale Trade
 - ▶ Professional, Scientific, and Technical Services
 - ▶ Finance and Insurance
 - ▶ Information Technology (Industry/Occupation Hybrid)
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Industries not included in “Key Sector” designation

- Government
 - Only include “private sector” industries
- Retail Trade
 - Low wage, no training required
- Accommodation and Food Service
 - Low wage, no training required
- Administrative/Support & Waste Management/Remediation Services
 - Mainly staffing industry, low wage
- Other Services
 - Not detailed enough to target
- Educational Services
 - Only include “private sector” industries
- Arts, Entertainment, and Recreation
 - Low wage, no training required
- Information
 - Small industry, low historical growth, low wage
- Real Estate/Rental and Leasing
 - Small industry, low historical growth
- Management of Companies and Enterprises
 - Very small industry
- Utilities
 - Small industry, low historical growth
- Crop and Animal Production
 - Very small industry, low historical and projected growth
- Mining/Quarrying/Oil and Gas Extraction
 - Very small industry, low historical and projected growth

Industry detail: Healthcare/Social Assistance and Manufacturing

Healthcare and Social Assistance

Description	2005 Jobs	2015 Jobs	2005 - 2015 Change	2005 - 2015 % Change	Average Annual Wages	2015 Jobs	2025 Jobs	2015 - 2025 Change	2015 - 2025 % Change
Ambulatory Health Care Services	7,121	12,896	5,775	81%	\$57,520	12,896	17,557	4,661	36%
Hospitals	3,781	5,547	1,766	47%	\$56,223	5,547	6,271	724	13%
Nursing and Residential Care Facilities	3,192	4,976	1,784	56%	\$26,814	4,976	5,974	998	20%
Social Assistance	3,166	3,838	672	21%	\$22,799	3,838	4,467	629	16%

Manufacturing

Description	2005 Jobs	2015 Jobs	2005 - 2015 Change	2005 - 2015 % Change	Average Annual Wages	2015 Jobs	2025 Jobs	2015 - 2025 Change	2015 - 2025 % Change
Food Manufacturing	1,878	2,197	319	17%	\$63,819	2,197	2,734	537	24%
Beverage and Tobacco Product Manufacturing	223	401	178	80%	\$52,416	401	383	(18)	(4%)
Wood Product Manufacturing	511	129	(382)	(75%)	\$43,045	129	92	(37)	(29%)
Paper Manufacturing	1,040	963	(77)	(7%)	\$76,982	963	1,037	74	8%
Printing and Related Support Activities	734	786	52	7%	\$52,204	786	671	(115)	(15%)
Petroleum and Coal Products Manufacturing	739	741	2	0%	\$116,360	741	784	43	6%
Chemical Manufacturing	2,647	2,542	(105)	(4%)	\$87,095	2,542	2,420	(122)	(5%)
Plastics and Rubber Products Manufacturing	1,564	1,615	51	3%	\$58,666	1,615	1,642	27	2%
Nonmetallic Mineral Product Manufacturing	873	672	(201)	(23%)	\$74,550	672	725	53	8%
Primary Metal Manufacturing	446	271	(175)	(39%)	\$77,444	271	226	(45)	(17%)
Fabricated Metal Product Manufacturing	1,949	2,888	939	48%	\$55,978	2,888	3,326	438	15%
Machinery Manufacturing	3,342	2,499	(843)	(25%)	\$69,772	2,499	2,347	(152)	(6%)
Computer and Electronic Product Manufacturing	1,052	1,473	421	40%	\$80,883	1,473	957	(516)	(35%)
Electrical Equipment/Appliance/Component Mfg.	138	886	748	542%	\$71,511	886	1,303	417	47%
Transportation Equipment Manufacturing	357	379	22	6%	\$56,020	379	436	57	15%
Furniture and Related Product Manufacturing	1,038	710	(328)	(32%)	\$52,705	710	801	91	13%
Miscellaneous Manufacturing	584	638	54	9%	\$57,852	638	724	86	13%

Industry detail: Transportation/Warehousing and Wholesale Trade

Transportation and Warehousing

Description	2005 Jobs	2015 Jobs	2005 - 2015 Change	2005 - 2015 % Change	Average Annual Wages	2015 Jobs	2025 Jobs	2015 - 2025 Change	2015 - 2025 % Change
Rail Transportation	1,440	1,459	19	1%	not available	1,459	1,404	(55)	(4%)
Truck Transportation	3,021	4,460	1,439	48%	\$51,162	4,460	5,684	1,224	27%
Transit and Ground Passenger Transportation	1,345	1,280	(65)	(5%)	\$20,076	1,280	1,650	370	29%
Support Activities for Transportation	1,034	2,426	1,392	135%	\$51,676	2,426	3,006	580	24%
Couriers and Messengers	408	759	351	86%	\$31,101	759	895	136	18%
Warehousing and Storage	857	5,706	4,849	566%	\$43,551	5,706	8,302	2,596	45%

Wholesale Trade

Description	2005 Jobs	2015 Jobs	2005 - 2015 Change	2005 - 2015 % Change	Average Annual Wages	2015 Jobs	2025 Jobs	2015 - 2025 Change	2015 - 2025 % Change
Merchant Wholesalers, Durable Goods	5,145	6,859	1,714	33%	\$66,723	6,859	8,269	1,410	21%
Merchant Wholesalers, Nondurable Goods	3,226	6,636	3,410	106%	\$62,973	6,636	9,254	2,618	39%
Wholesale Electronic Markets/Agents/Brokers	1,091	1,938	847	78%	\$71,933	1,938	2,328	390	20%

Industry detail: Professional/Scientific/Technical and Finance/Insurance

Professional, Scientific, and Technical Services

Description	2005 Jobs	2015 Jobs	2005 - 2015 Change	2005 - 2015 % Change	Average Annual Wages	2015 Jobs	2025 Jobs	2015 - 2025 Change	2015 - 2025 % Change
Legal Services	937	1,067	130	14%	\$52,771	1,067	1,168	101	9%
Accting/Tax Prep./Bookkeeping/Payroll Services	908	1,732	824	91%	\$48,166	1,732	2,225	493	28%
Architectural, Engineering, and Related Services	1,418	1,518	100	7%	\$67,083	1,518	1,766	248	16%
Specialized Design Services	307	313	6	2%	\$53,616	313	321	8	3%
Computer Systems Design and Related Services	663	2,394	1,731	261%	\$92,880	2,394	3,473	1,079	45%
Management, Scientific, and Technical Consulting Services	1,204	2,035	831	69%	\$65,166	2,035	2,567	532	26%
Advertising/Public Relations/Related Services	442	872	430	97%	\$51,971	872	956	84	10%
Other Professional/Scientific/Technical Services	1,417	1,453	36	3%	\$35,752	1,453	1,654	201	14%

Finance and Insurance

Description	2015 Jobs	2025 Jobs	2015 - 2025 Change	2015 - 2025 % Change	Average Annual Wages	2005 Jobs	2015 Jobs	2005 - 2015 Change	2005 - 2015 % Change
Credit Intermediation and Related Activities	2,766	3,085	319	12%	\$51,234	2,630	2,766	136	5%
Securities/Commodity Contracts/Financial Invest.	905	1,164	259	29%	\$49,331	735	905	170	23%
Insurance Carriers and Related Activities	2,135	2,553	418	20%	\$53,727	1,631	2,135	504	31%

Industry detail: Information Technology (Industry/Occupation Hybrid)

Information Technology (Industry/Occupation Hybrid)

Description	2005 Jobs	2015 Jobs	2005 - 2015 Change	2005 - 2015 % Change	Average Annual Wages	2015 Jobs	2025 Jobs	2015 - 2025 Change	2015 - 2025 % Change
Computer Systems Analysts	358	605	247	69%	\$75,300	605	803	198	33%
Information Security Analysts	42	74	32	76%	\$84,500	74	110	36	49%
Computer Programmers	324	579	255	79%	\$67,500	579	676	97	17%
Software Developers, Applications	422	780	358	85%	\$77,500	780	1,025	245	31%
Software Developers, Systems Software	203	347	144	71%	\$89,000	347	444	97	28%
Web Developers	99	158	59	60%	\$59,600	158	196	38	24%
Database Administrators	93	138	45	48%	\$73,600	138	174	36	26%
Network and Computer Systems Administrators	327	454	127	39%	\$71,400	454	558	104	23%
Computer Network Architects	108	154	46	43%	\$99,400	154	193	39	25%
Computer User Support Specialists	541	790	249	46%	\$49,200	790	1,028	238	30%
Computer Network Support Specialists	169	229	60	36%	\$59,700	229	268	39	17%
Computer Occupations, All Other	292	461	169	58%	\$79,300	461	536	75	16%

How will we use “Key Sectors”

- ▶ **Creation of demand occupation list**
 - ▶ **On-the-Job training targets**
 - ▶ **Incumbent Worker targets**
 - ▶ **Employer service priorities**
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