

LABOR DAY TODAY AND BEYOND

The California Employment Development Department is observing Labor Day this year with its “Today and Beyond” educational campaign, which focuses on jobs in demand today, as well as jobs that are expected to be in demand in the years ahead. Along with each regional breakdown of jobs in demand, we have included median wage information, education requirements, common skills employers look for, and a *Toolbox for Job Seekers* that helps to make job searches a little easier.

Region	Counties with Corresponding Metropolitan Statistical Areas (MSA) ¹ or Metropolitan Divisions (MD) ²
Bakersfield	Kern County (Bakersfield MSA)
Bay Area	Alameda and Contra Costa Counties (Oakland-Fremont-Hayward MD); Marin, San Francisco, and San Mateo Counties (San Francisco-San Mateo-Redwood City MD); Napa County (Napa MSA); San Benito and Santa Clara Counties (San Jose-Sunnyvale-Santa Clara MSA); Solano County (Vallejo-Fairfield MSA); and Sonoma County (Santa Rosa-Petaluma MSA)
Central Coast	Monterey County (Salinas MSA) and Santa Cruz County (Santa Cruz-Watsonville MSA)
Chico	Butte County (Chico MSA)
Fresno	Fresno County (Fresno MSA), Kings County (Hanford-Corcoran MSA), Madera County (Madera-Chowchilla MSA), Merced County (Merced MSA), and Tulare County (Visalia-Porterville MSA)
Inland Empire	Riverside and San Bernardino Counties (Riverside-San Bernardino-Ontario MSA)
Los Angeles	Los Angeles County (Los Angeles-Long Beach-Glendale MD), Orange County (Santa Ana-Anaheim-Irvine MD), and Ventura County (Oxnard-Thousand Oaks-Ventura MSA)
North Coast	Del Norte, Humboldt, and Mendocino Counties
Redding	Shasta County (Redding MSA)
Sacramento	El Dorado, Placer, Sacramento, and Yolo Counties (Sacramento-Arden Arcade-Roseville MSA); San Joaquin County (Stockton MSA); Stanislaus County (Modesto MSA); and Sutter and Yuba Counties (Yuba City MSA)
San Diego	Imperial County (El Centro MSA) and San Diego County (San Diego-Carlsbad-San Marcos (MSA)
South Coast	San Luis Obispo County (San Luis Obispo-Paso Robles MSA) and Santa Barbara County (Santa Barbara-Santa Maria-Goleta MSA)

¹ **Metropolitan Statistical Area (MSA)** - These areas have at least one urbanized area of 50,000 or more population, plus adjacent territory that has a high degree of social and economic integration with the core as measured by commuting ties.

² **Metropolitan Division (MD)** - If the specified criteria are met, a Metropolitan Statistical Area containing a single core with a population of 2.5 million or more may be subdivided to form smaller groupings of counties.

Jobs in the Sacramento Region – Today and Beyond

Even in this challenging economy, advertised job ads are on the rise in many areas. The following table highlights examples of occupations with the largest number of job ads in the Sacramento Region (Sacramento, El Dorado, Placer, Yolo, Sutter, Yuba, San Joaquin, and Stanislaus Counties) as compared to the same 120-day period from the previous year.¹ The online job ads were extracted from The Conference Board Help Wanted OnLine™ (HWOL) data series, which compiles, analyzes, and categorizes job ads from numerous online job boards,² including CalJOBSSM (www.caljobs.ca.gov), California's Internet job listing system.

Sacramento, El Dorado, Placer, and Yolo Counties saw a 14.1 percent increase in job ads as compared to the same 120-day period from the previous year. By comparison, California's year-over increase for all occupations was 9.2 percent. Stanislaus County saw the largest year-over decrease in job ads for this region declining by 11.6 percent; however, bright spots in Stanislaus County, as measured by the highest number of current job ads, include medical and health services managers, registered nurses, and truck drivers (heavy and tractor-trailer). The following table arrays in-demand occupations alphabetically within three educational levels and highlights noteworthy totals.

TODAY – Jobs in Demand

Occupation	Sacramento-El Dorado-Placer-Yolo Counties		Sutter-Yuba Counties	
	Job Ads ¹	Percent Change ³	Job Ads ¹	Percent Change ³
Total, All Occupations	61,508	14.1	3,536	6.7
Requires a Bachelor's Degree or Higher				
Computer Systems Analysts	1,405	-0.7	13	44.4
Medical and Health Services Managers	770	-9.9	26	-25.7
Sales Managers	669	19.5	8	-66.7
Web Developers	1,106	14.8	13	n/a
Requires Some College, Postsecondary Non-Degree Award, or Associate's Degree				
Computer Support Specialists	1,010	20.5	65	116.7
Dental Assistants	302	42.5	34	61.9
Registered Nurses	2,883	2.1	154	40.0
Supervisors of Production and Operating Workers	352	25.7	28	7.7
Requires a High School Diploma or Equivalent or Less				
Customer Service Representatives	1,103	-0.4	64	6.7
Executive Secretaries and Executive Administrative Assistants	1,140	4.6	51	21.4
Retail Salespersons	1,488	45.6	101	24.7
Truck Drivers (Heavy and Tractor-Trailer)	1,281	48.3	163	-2.4

Source: The Conference Board Help Wanted OnLine™ (HWOL) data series.

¹ The Conference Board Help Wanted OnLine™ (HWOL) data series for Sacramento, El Dorado, Placer, Yolo, Sutter and Yuba Counties; 120-day period ending July 20, 2012.

² Jobs filled primarily through union halls are typically not advertised, so job openings for many of the trade occupations are not reflected.

³ As compared to the same 120-day period from the previous year.

TODAY – Jobs in Demand (continued)

Occupation	San Joaquin County		Stanislaus County	
	Job Ads ⁴	Percent Change ⁵	Job Ads ⁴	Percent Change ⁵
Total, All Occupations	15,512	-5.8	12,974	-11.6
Requires a Bachelor's Degree or Higher				
Computer Systems Analysts	70	25.0	52	-25.7
Medical and Health Services Managers	186	3.9	168	-21.5
Sales Managers	106	-22.1	89	-31.5
Web Developers	73	-26.3	83	36.1
Requires Some College, Postsecondary Non-Degree Award, or Associate's Degree				
Computer Support Specialists	105	-26.6	80	-49.0
Dental Assistants	67	-32.3	69	-31.0
Registered Nurses	602	5.6	691	-9.9
Supervisors of Production and Operating Workers	234	20.0	186	-9.3
Requires a High School Diploma or Equivalent or Less				
Customer Service Representatives	336	-27.3	291	-28.7
Executive Secretaries and Executive Administrative Assistants	216	-21.7	178	-16.4
Retail Salespersons	461	-4.6	386	-4.9
Truck Drivers (Heavy and Tractor-Trailer)	1,015	15.1	675	5.6

Source: The Conference Board Help Wanted OnLine™ (HWOL) data series.

⁴ The Conference Board Help Wanted OnLine™ (HWOL) data series for San Joaquin and Stanislaus Counties; 120-day period ending July 20, 2012.

⁵ As compared to the same 120-day period from the previous year.

The following table arrays the previously identified occupations by education level and statewide total job openings (2011-2013) projected to be in demand in the future. The table also includes the median annual wage for each occupation on a regionalized basis, with the highest median annual wage highlighted within each education level.

BEYOND – Projected Statewide Demand with Local Wages

Occupation	California	Sacramento- El Dorado- Placer-Yolo Counties	Sutter-Yuba Counties
	Total Job Openings ⁶ (2011-2013)	Median Annual Wage ⁷	Median Annual Wage ⁷
Total, All Occupations	1,188,900	\$41,360	\$33,855
Requires a Bachelor's Degree or Higher			
Sales Managers	5,100	\$89,278	\$76,259
Computer Systems Analysts	4,700	\$78,347	\$72,381
Web Developers ⁸	3,800	\$87,741	\$82,821
Medical and Health Services Managers	2,100	\$113,112	\$92,325
Requires Some College, Postsecondary Non-Degree Award, or Associate's Degree			
Registered Nurses	17,500	\$101,562	\$66,861
Computer Support Specialists	6,800	\$58,420	\$50,597
Dental Assistants	2,700	\$37,182	\$36,418
Supervisors of Production and Operating Workers	1,700	\$56,874	\$50,381
Requires a High School Diploma or Equivalent or Less			
Retail Salespersons	48,900	\$22,939	\$20,578
Customer Service Representatives	17,300	\$35,401	\$28,910
Truck Drivers (Heavy and Tractor-Trailer)	10,300	\$41,506	\$36,662
Executive Secretaries and Executive Administrative Assistants	7,200	\$48,790	\$45,102

Source: California Employment Development Department, Projections of Employment 2011-2013; Occupational Employment Statistics Survey, 2012 1st Quarter.

⁶ Total openings reflect the sum of new jobs and jobs vacated statewide. Local data are not available.

⁷ The median is the point at which half of the workers earn more and half earn less. Wages do not reflect self-employment.

⁸ 2011-2013 employment projections and 2012-1st quarter wages for this occupation also include Information Security Analysts and Computer Network Architects.

BEYOND – Projected Statewide Demand with Local Wages (continued)

Occupation	California	San Joaquin County	Stanislaus County
	Total Job Openings ⁹ (2011-2013)	Median Annual Wage ¹⁰	Median Annual Wage ¹⁰
Total, All Occupations	1,188,900	\$35,558	\$33,242
Requires a Bachelor's Degree or Higher			
Sales Managers	5,100	\$75,519	\$67,148
Computer Systems Analysts	4,700	\$78,193	\$75,397
Web Developers ¹¹	3,800	\$76,450	\$75,663
Medical and Health Services Managers	2,100	\$104,587	\$93,654
Requires Some College, Postsecondary Non-Degree Award, or Associate's Degree			
Registered Nurses	17,500	\$97,286	\$95,386
Computer Support Specialists	6,800	\$50,510	\$56,643
Dental Assistants	2,700	\$34,632	\$33,686
Supervisors of Production and Operating Workers	1,700	\$54,543	\$59,226
Requires a High School Diploma or Equivalent or Less			
Retail Salespersons	48,900	\$21,068	\$20,212
Customer Service Representatives	17,300	\$33,178	\$31,567
Truck Drivers (Heavy and Tractor-Trailer)	10,300	\$41,865	\$41,244
Executive Secretaries and Executive Administrative Assistants	7,200	\$45,559	\$45,174

Source: California Employment Development Department, Projections of Employment 2011-2013; Occupational Employment Statistics Survey, 2012 1st Quarter.

Common Skills and Work Activities¹²

Even with a variety of occupations and education requirements, the foundation skills needed by in-demand occupations are often the same. These include critical thinking, listening, monitoring, reading comprehension, and speaking. In addition to common skills, there are also many shared work activities among these occupations. These include the following:

- Establishing and Maintaining Interpersonal Relationships - Developing constructive and cooperative working relationships with others, and maintaining them over time.
- Communicating with Supervisors, Peers, and Subordinates - Providing information to supervisors, coworkers, and subordinates by telephone, in written form, e-mail, or in person.
- Organizing, Planning, and Prioritizing Work - Developing specific goals and plans to prioritize, organize, and accomplish the work.
- Updating and Using Relevant Knowledge - Keeping up-to-date technically and applying new knowledge to the job.
- Getting Information - Observing, receiving, and obtaining information from all relevant sources.
- Making Decisions and Solving Problems - Analyzing information and evaluating results to

⁹ Total openings reflect the sum of new jobs and jobs vacated statewide. Local data are not available.

¹⁰ The median is the point at which half of the workers earn more and half earn less. Wages do not reflect self-employment.

¹¹ 2011-2013 employment projections and 2012-1st quarter wages for this occupation also include Information Security Analysts and Computer Network Architects.

¹² U.S. Department of Labor's [Occupational Information Network \(O*NET\)](http://www.onetonline.org) at www.onetonline.org.

choose the best solution and solve problems.

- Identifying Objects, Actions, and Events - Identifying information by categorizing, estimating, recognizing differences or similarities, and detecting changes in circumstances or events.

Jobs Coming Up, Jobs Coming Back

A few new occupations are appearing on California's horizon to meet the changing needs of businesses. Other jobs, once extinct or in decline, are making a comeback, sometimes with a modern twist.

Scrum Master

Out of the computer software industry comes the *scrum master*. "Scrum" is a growing method of project management borrowing its name from rugby, where the coach teaches team members to be flexible, self-directed, and work on the fly in order to reach the goal. Scrum masters not only coach but also serve as buffers to run interference between the production team and any distracting influence. It is time and project management – with cleats. California saw more than 3,000 advertised job ads for scrum masters during the past year.¹³ A bachelor's degree is usually required, as well as considerable experience with project management. Short-term training for scrum masters is available in California and online.

Gold Miner

One of the most prominent blue-collar figures in California's labor history, the gold miner has re-emerged on the job market due to a significant rise in gold prices. However, unlike their Forty-Niner brethren, these modern miners eschew the individualized pickax and panning method and instead work on large-scale mining operations as blasters, equipment operators, safety forepersons, or extractors in processing facilities. Those interested in gold mining and willing to go to school can study geology in order to become specialists in identifying potential mines and pinpointing useful deposits.

Customer Service Representative

Just as gold miners are re-emerging on the California scene, customer service representatives are making a return appearance as well. Because of higher costs and quality issues in foreign lands, companies are beginning to move their call centers back to California and the U.S. It is not only the customer service representative occupation that will benefit from call centers returning to the U.S.—companies will also need to hire managers, information technology (IT) staff, and others. Customer service representative jobs are often entry-level positions with on-the-job training. Those interested in this type of work should have good communication, telephone, and computer skills.

¹³ The Conference Board [Help Wanted OnLine](#)TM data series.

Toolbox for Job Seekers

The table below offers tools and resources for California’s job seekers to assist in their job search and career exploration needs.

Toolbox for Job Seekers	
Job Finding Tools	<ul style="list-style-type: none"> ❖ <i>California One-Stop Career Centers</i> provide no-cost tools and resources for job seekers. Most Centers offer: <ul style="list-style-type: none"> • Career specialists to assist job seekers with assessments to identify and match skills to occupations and make career decisions. • No-cost access to phones, fax machines, and the Internet. • Computers for job seekers to browse occupations, explore careers, create and post résumés, and access California’s Internet job listing system, CaJOBSSM (www.caljobs.ca.gov), and the National Labor Exchange, US.jobs (us.jobs), to find current job ads. • Job search and résumé-writing workshops. • Community resources and referrals for training and other services. <p>To find the nearest <i>One-Stop Career Center</i>, go to www.servicelocator.org.</p> <ul style="list-style-type: none"> ❖ To search for employers by occupation, go to: www.labormarketinfo.edd.ca.gov/aspdotnet/databrowsing/EmpGeog.aspx?menuChoice=emp&searchType=Occupation.
Career Exploration Tools	<ul style="list-style-type: none"> ❖ <i>California Occupational Guides</i> are long-recognized resources designed to assist individuals in making career decisions. Each <i>Guide</i> includes local and/or statewide information about training, current wages and job prospects, skills requirements, and day-to-day tasks. Available at www.labormarketinfo.edd.ca.gov/occguides. ❖ <i>mySkills myFuture</i> helps laid-off workers and other job seekers explore new occupations, identify occupations with skills and knowledge similar to their current or previous jobs, review matches, learn about local training programs, and apply for jobs. Available at www.myskillsmyfuture.org. ❖ <i>WorkSmart</i> is designed to offer entry-level job seekers and workforce re-entrants "soft" skills and occupational information to assist them in obtaining employment. Available at www.worksmart.ca.gov. ❖ The Military Occupation Code (MOC) to Standard Occupational Classification (SOC) crosswalk helps returning service men and women find civilian occupations that have similar skills requirements. Available at www.onetonline.org/crosswalk/MOC. ❖ <i>My Next Move</i> is an interactive tool for job seekers and students to learn more about their career options. The site has tasks, skills, salary information, and more for over 900 different occupations. Available at www.mynextmove.org. ❖ California Career Resource Network provides resources for individuals interested in developing and exploring career self-management skills necessary in today’s world of work. Available at www.californiacareers.info.
Training Tools	<ul style="list-style-type: none"> ❖ Training opportunities are available through <i>One-Stop Career Centers</i>. For information on what type of training is needed or where to get training, go to www.edd.ca.gov and select the “Jobs & Training” tab. ❖ Job seekers may access the California Department of Industrial Relations website to search for apprenticeship programs by individual counties and occupations at www.dir.ca.gov/das.