



# **ETA/ASTD Regional Technical Assistance Forum**

## **Green Jobs, Education And Training In The Mid-Atlantic Region**

**September 12, 2011 @ 2:30 P.M.**

**Crowne Plaza Hotel**

**Philadelphia, PA**



# Agenda



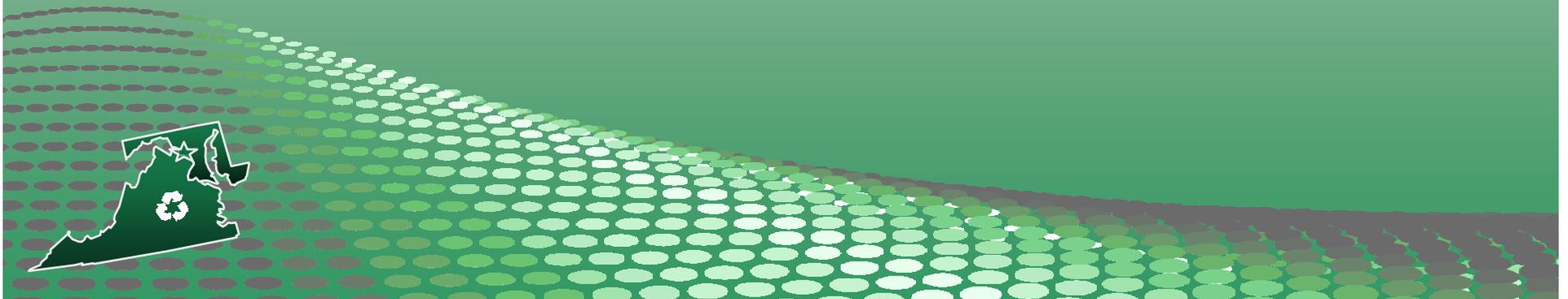
- Introduction and Comments
- Green Labor Market Information – High-Level Findings, Lessons Learned, Ideas for the Future
- Regional Labor Exchange Portal
- Moderated Q&A



# MARC Green Consortium Description



- **Project:** MARC Green Consortium
- **Purpose:** Conduct innovative LMI activities that support the expansion of a regional green economy
- **Funding:** \$4 million competitive grant award from US Department of Labor
- **Recipient:** Maryland Department of Labor, Licensing and Regulation on behalf of MARC, including Virginia Employment Commission, Virginia Community College System, and the District of Columbia Department of Employment Services
- **Administrative Entity:** Maryland Workforce Corporation



# MARC Green Consortium Partners



**TCA, LLC**



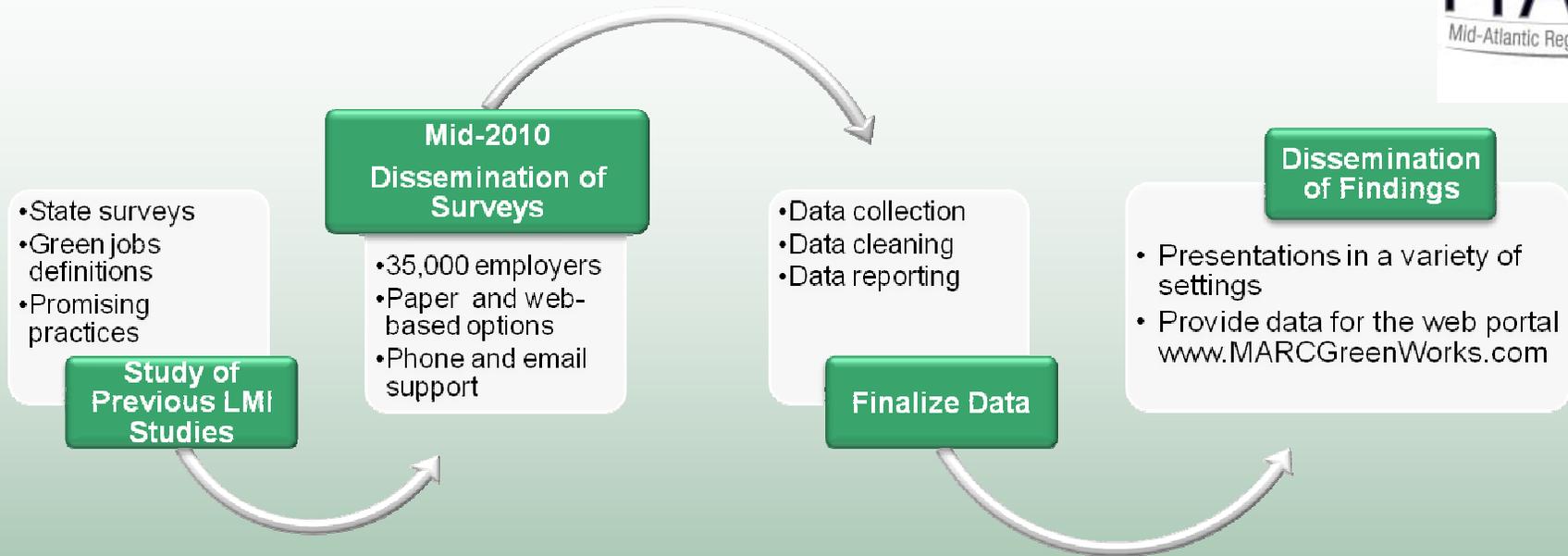


# MARC Green Consortium Outcomes

- Implement regional **employer survey** on current “green” employment, vacancies, hiring plans, education and training needs
- Building upon the regional survey findings, **value added related research**, including the creation of a “green” education and training catalog
- Establishment of a **regional labor exchange and labor market information platform**
- **Broad dissemination of information** about the project and its outcomes



# Survey Process



- Approximately 327,000 establishments in the sampling universe
  - Utilized QCEW databases
  - Surveyed 35,000 establishments, approximately 10,000 responses during a short survey window
  - Mail and on-line options
  - Dedicated toll-free phone and email support throughout survey period



## \*Defining **Green Jobs**

Jobs that involve any amount of time spent in providing services or producing products in the following categories:

1. Renewable energy and alternative fuels
2. Energy efficiency and energy conservation
3. Greenhouse gas reduction
4. Pollution reduction and cleanup
5. Recycling and waste reduction
6. Sustainable agriculture and natural resource conservation
7. Education, compliance, public awareness and training related to green jobs

**\*Proposed definition issued by US DOL  
Bureau of Labor Statistics, March 2010**





# Survey Findings: How Green is the MARC Region?

- Roughly 8-9% of regional employers have green jobs
  - Approximately 29,000 'green' establishments throughout the MARC region
- Roughly 2% of the DC, 4.8% of the Maryland and 3.4% of the Virginia workforce is 'green'\*
  - Approximately 235,600 green jobs in the MARC region

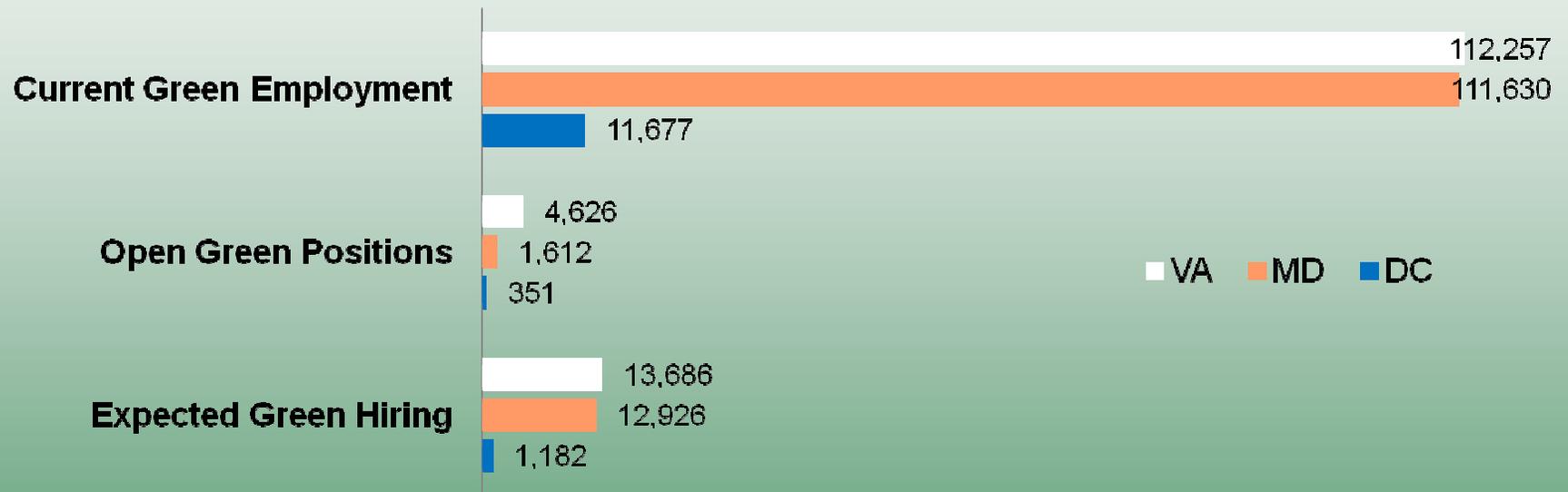
\*Note distinction between establishment-level and workforce or employee-based data throughout the presentation



# Current and Prospective Green Jobs in the MARC Region



## Green Jobs in the MARC Region



# Green Jobs by Industry

(MARC Region)



- Green jobs found in more than 300 industries in the Region
- Over 50% of green jobs concentrated in the top 5 industries -- related to construction, technical services, and education/policy
- Many industries and individual employers have jobs across the seven green categories
- 30% of all MARC Region green jobs are in Construction, 21% Professional, scientific and technical services, and 16% Other services (includes political, social, and civic organizations)
- Hiring projections indicate that green activities in Construction, Professional, scientific, and technical services and Support and waste management services can expect to grow

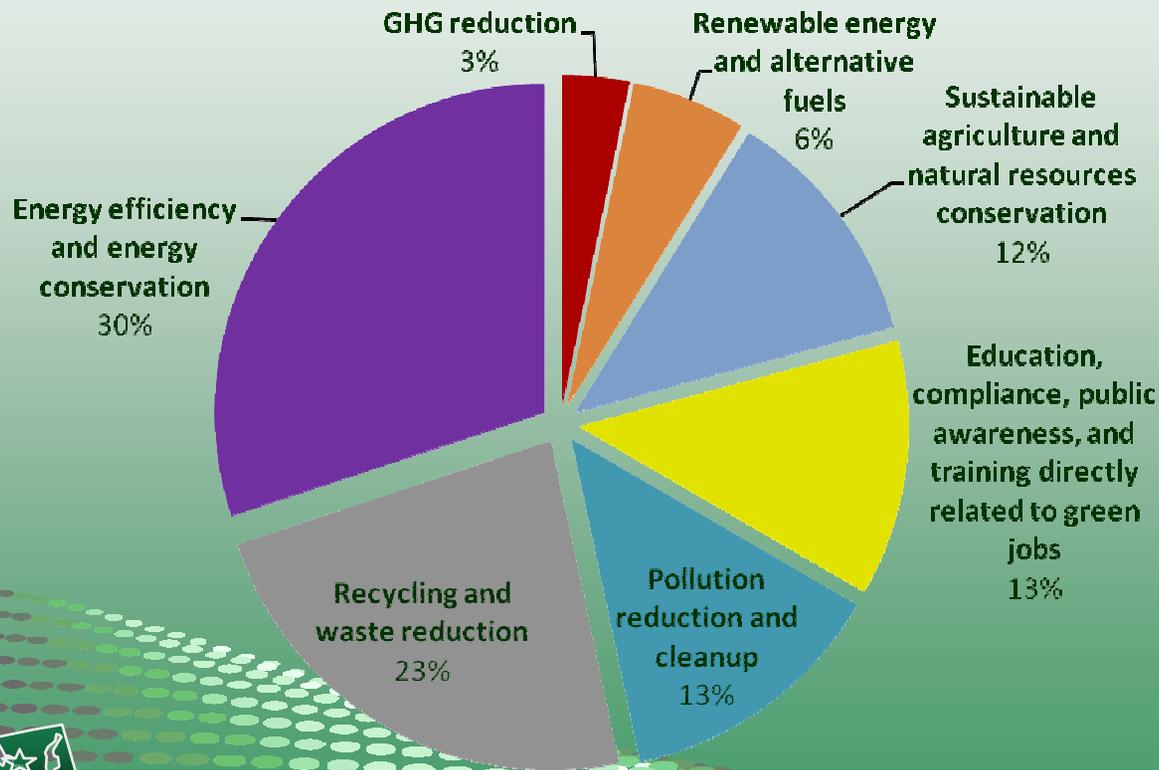




# Green Jobs by Core Area

(MARC Region)

- Energy Efficiency and Energy Conservation has the most green jobs
- GHG Reduction and Renewable Energy Generation have the least
- Pattern is generally consistent with studies from several other states



Utilized proposed definition issued by US DOL Bureau of Labor Statistics, March 2010.

# Top Green Industries in the Region



NAICS Code	NAICS Title	Region Green Jobs	Green Jobs as a Percent of Industry Employment
238	Specialty trade contractors	48,629	21%
541	Professional, scientific, and technical services	35,280	5%
561	Administrative and support services	18,476	5%
611	Educational services	15,117	2%
236	Construction of buildings	10,479	13%
811	Repair and maintenance	8,035	14%
423	Merchant wholesalers, durable goods	7,938	8%
813	Religious, grant making, civic, professional, and similar organizations	7,550	6%
326	Plastics and rubber products manufacturing	5,381	24%
562	Waste management and remediation services	5,370	28%

# Top Green Occupations



- DC's green jobs are the most concentrated in specific occupation groups
  - Management and Cleaners of vehicles and equipment account for 20% of green jobs
- 18% of MD's green jobs are in Installation, maintenance, and repair & Heating, air conditioning mechanics and installers
  - VA green jobs are least concentrated in specific occupation groups
  - 15% green jobs are in Education, training, and library & Installation, maintenance, and repair

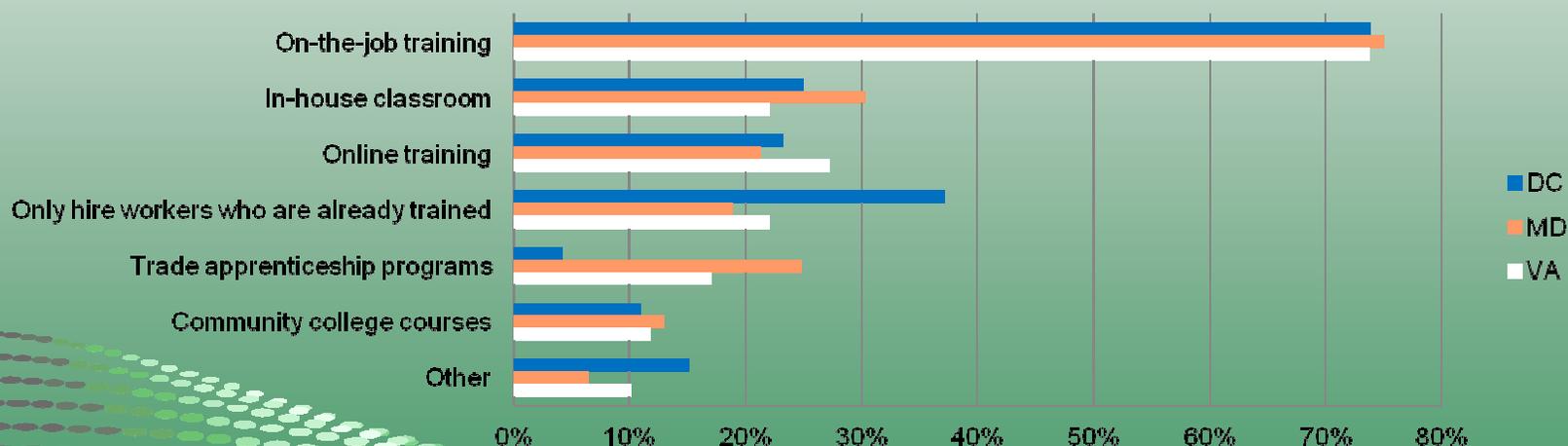


# Green Training by Jurisdiction



- Across all jurisdictions roughly 75% of green employers offer on-the-job training
- DC-based green employers are more likely than in other jurisdictions to only hire workers who are already trained and engage in “other” training
- MD-based green employers are more likely than in other jurisdictions to offer in-house classroom training and trade apprenticeship programs
- VA-based green employers are more likely than in other jurisdictions to offer online training

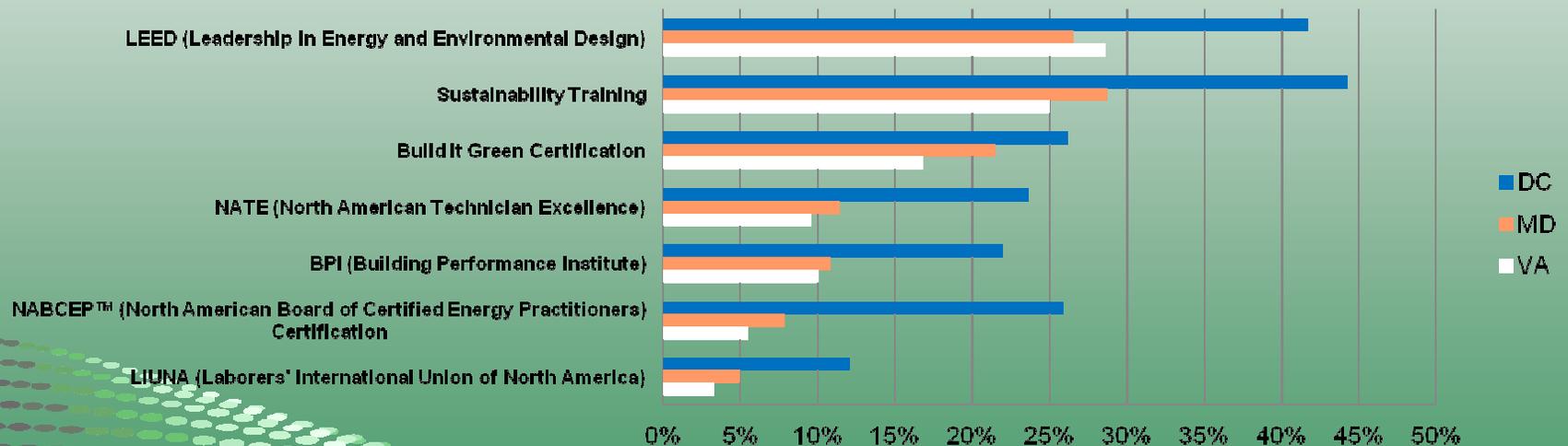
## Training offered for Green Workers



# Green Credentials by Jurisdiction

- Across all credentials, DC-based green employers place greater emphasis on the importance of credentials in hiring green workers
- Other than for LEED certification, MD-based green employers place greater emphasis on the importance of credentials compared to Virginia
- Across all credentials, DC-based green employers were more familiar with the credentials

## Importance of Credentials in Hiring Decisions



# Survey Finding Highlights

The number of green jobs in the Region is expected to grow by 12% in the next two years

Energy Efficiency and Energy Conservation have the most green jobs in the Region

On-the-job training most commonly used by employers in the Region

Over 50% of green jobs concentrated in "top 5" industries

Survey Findings Highlights

Across the Region, it is harder to find experienced green workers than entry-level workers

Full report will be posted on  
[www.MARCGreenWorks.com](http://www.MARCGreenWorks.com)





# Related Research Objectives

- Evaluate existing green employment, industries, and educational infrastructure
- Develop and post on-line catalogue of green education and training providers
- Describe labor supply and demand; conduct workforce gap analysis
- Identify skill and competency requirements in region's green labor market
- Provide projected growth for green jobs, training, education, and wages
- Integrate data collection for development of online expansion
- Conduct outreach on findings



## *Green Jobs by Education Level*



- The majority of top green jobs identified in DC require a Bachelor's Degree.
- MD has the largest proportion of green jobs requiring a high school education.
- VA and the DC metro region have a more balanced distribution of education needs in top green identified jobs.

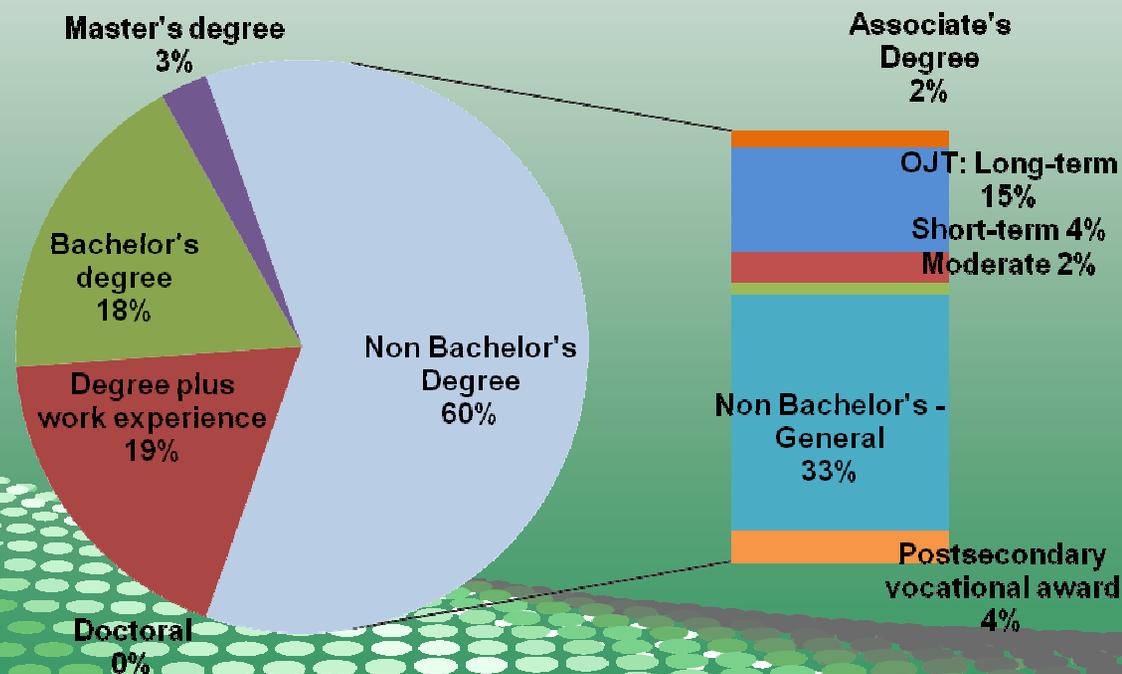


# Green Openings by Education



- MD has the most openings for non-bachelor's or higher positions followed by VA, DC metro, and then DC.
- Most openings across the Region not requiring a degree rely on on-the-job training.

DC Metro Green Openings By Education Level



# Green Career Pathways

## Our approach



- First, identified a target green occupation
  - Occupation with high growth and/or low supply
- Next, identified occupations that are compatible with target occupation
  - Occupations are given a “compatibility index” by EMSI ranging from 1 to 100 based on similar wages, knowledge, skill sets, etc.
- Finally, identified source occupations (non-green)
  - Occupations with negative or low projected growth and high compatibility index with target green occupation.



# DC Metro – Green Pathways



- Target Occupation: Heating and Air Conditioning Mechanics and Installers
  - 125 current green openings
  - Expected to hire 1,016 positions in the next 2 years
- Source Occupation: Telecommunications Equipment Installers and Repairers, Except Line Installers
  - Projected to lose 24 jobs over the next 2 years
  - 93/100 EMSI compatibility index
- Source Occupation: Farmers and Ranchers
  - Expected to lose 381 positions over the next two years
  - 90/100 EMSI compatibility index



# Green Career Pathways: DC Metro

**Target:** Heating and Air Conditioning Mechanics & Installers

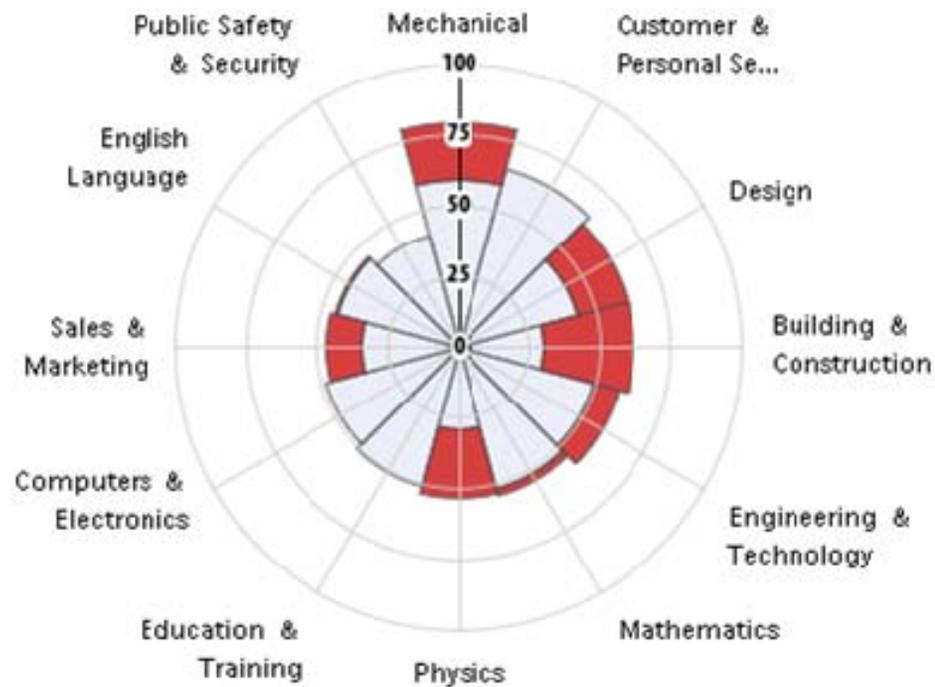
**Source:** Telecommunications Equipment Installers & Repairers



Most Important Knowledge Levels

Compatibility index: 93/100

□ Level Overlap    ■ Knowledge Gap



Wage Difference: +\$0.51

# Green Career Pathways: DC Metro

**Target:** Heating and Air Conditioning Mechanics & Installers

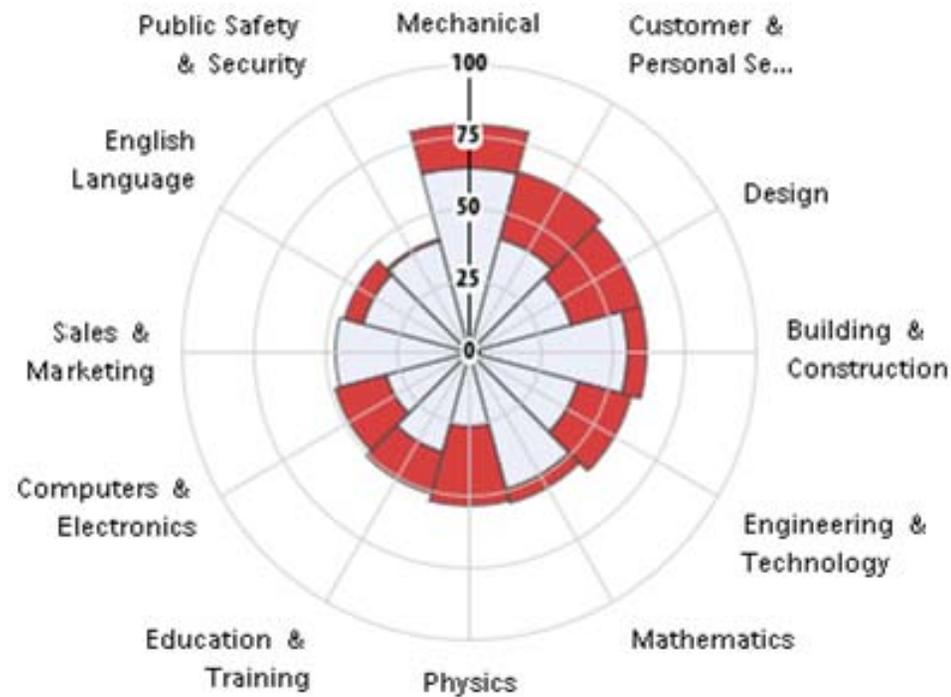
**Source:** Farmers and Ranchers



Most Important Knowledge Levels

Compatibility index: 90/100

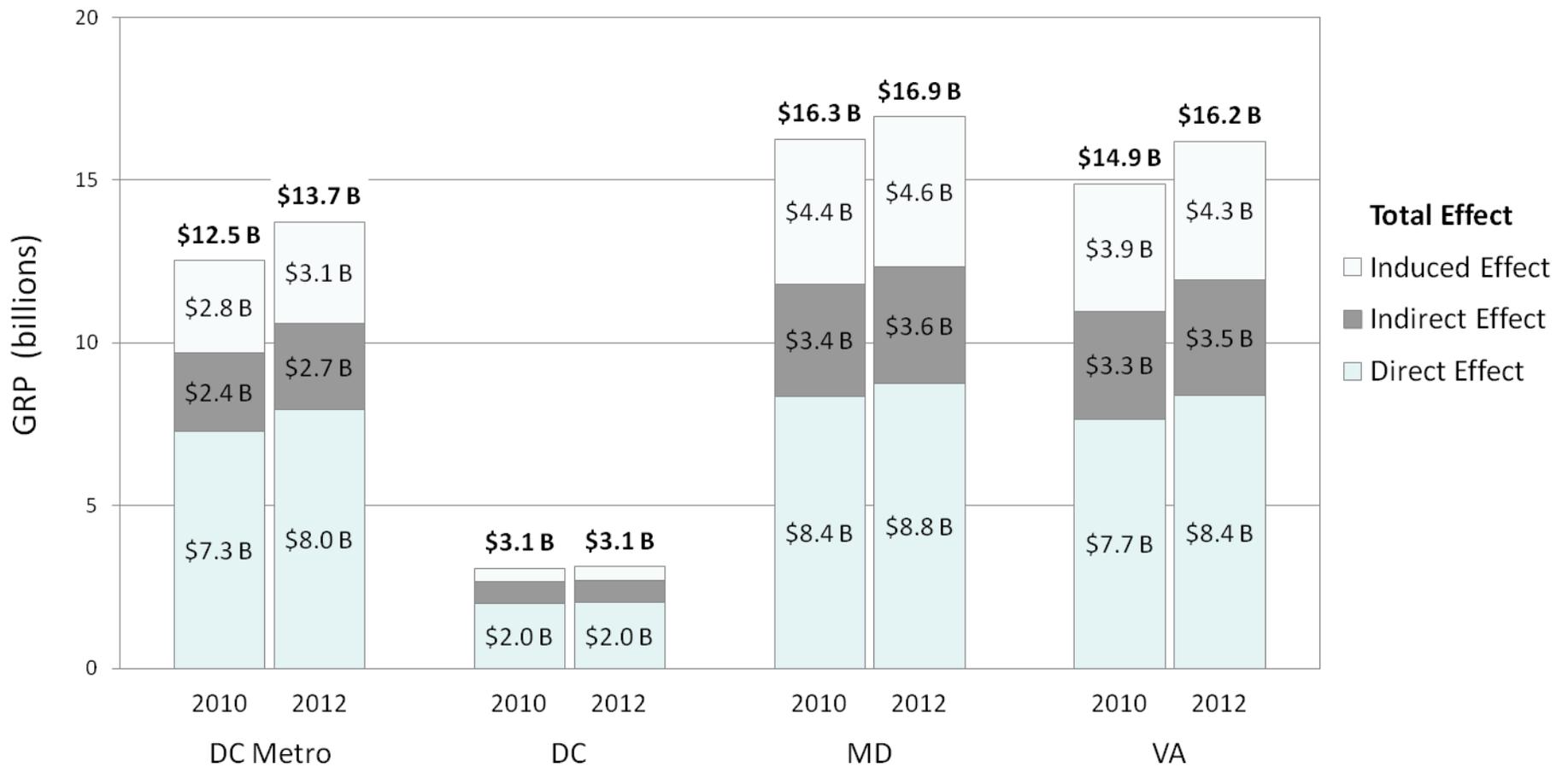
□ Level Overlap    ■ Knowledge Gap



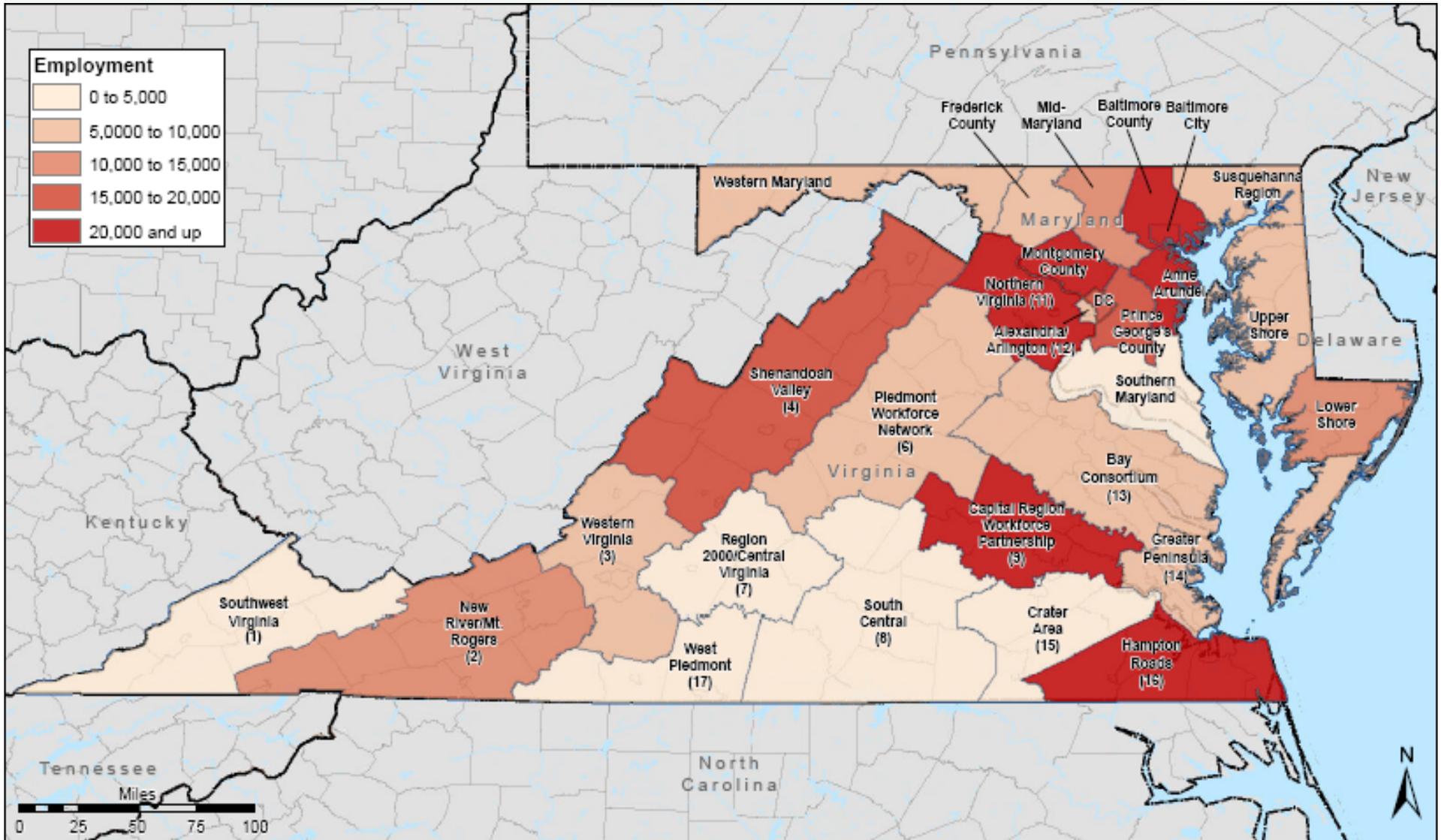
Wage Difference: +\$0.51

# Economic Modeling: Green Activity Impact on Gross Regional Product

## DC Metro, DC, MD, and VA



# Green Activity Impact on Employment WIAs, 2010



# Gap Analysis Findings



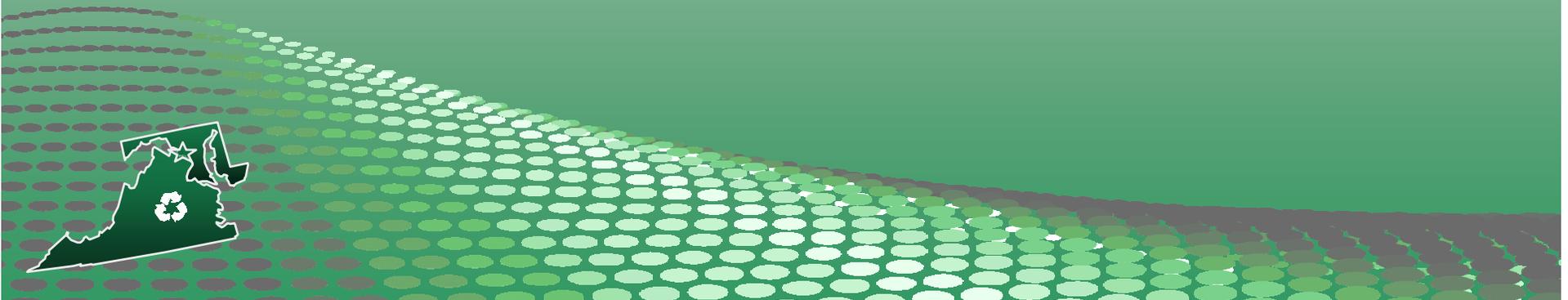
- Jobs requiring a BA degree or above accounted for 69 percent of green employment in DC, 23 percent in MD, and 26 percent in VA.
- Largest gaps, in terms of likely shortages of trained graduates, tend to be at the BA level and above.
- In DC, largest gaps are in *Life, Physical, and Social Science, Architecture and Engineering, and Business and Financial Operations* occupations.
- While in both MD and VA *Business and Financial Operations* and *Computer and Mathematical* occupations are more heavily impacted.



# Green Educator Survey and Catalogue



- *New Survey Data:* Four new surveys of educational and training organizations in the MARC Region identifying green jobs-related education and training programs.
- *Report:* A summary of survey findings of all secondary and post-secondary education and training providers (respondents) for green jobs sectors in MARC Region
- *Companion Catalog:* An electronic inventory of relevant green jobs-related education and training programs in the region ([www.MARCGreenWorks.com](http://www.MARCGreenWorks.com) labor exchange portal).



# The MARC Home Page (www.MARCGreenWorks.com)



**MARC Regional Green Jobs**  
Your Green Workforce Portal

MD DC VA  
...CLICK A FLAG TO VISIT THE STATE JOB SITE

**Search for a Green Job**

Keyword (e.g. Accountant)  OR Zip Code  & Radius  **SEARCH FOR GREEN JOBS >**

**Welcome to the Regional Green Job Portal,**  
your online career resource for an environmentally sustainable workforce.

This site is a service of the Mid-Atlantic Regional Collaborative (MARC), a cross-regional coalition committed to preserving the economic vitality of the District of Columbia, Maryland, and Virginia.

To get started, simply enter your zip code and/or keyword in the search boxes above to look for the latest green jobs available in that area.

If you'd like to learn more about the MARC Regional Green Jobs Portal and its sponsors, click on one of the tabs below.

About MARC | What is a Green Job? | About DC Networks | About MWE Jobs | About VA Workforce Connection | Green News

**Job Seeker Services**  
Find Job Openings  
Job Market Trends

**Career Services**  
Career Informer  
Job Market Explorer

**Education Services**  
Information about Green Training Programs

**Labor Market Services**  
Area Profile  
Occupational Profile  
Industry Profile  
Labor Market Facts

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← 1. Green Job Search

← 2. Informational Links

← 3. Services Provided





Three Independent Workforce Systems (DC, MD, VA) have been linked together into a regional system.

The MARC Regional Green Jobs Portal sits on top of these systems.



# Key Features – Searching For Jobs Across the Region



# Green Job Listing Page

Keyword (e.g. Accountant)  OR Zip Code  & Radius  [SEARCH FOR GREEN JOBS >](#)



**MARC Regional Green Jobs**  
Your Green Workforce Portal

Here is a listing of job openings in a 10 mile radius of 21230 that meet your search criteria. Click on a job title to see more information about the job.

For help click the question mark.

Your search found 63 job(s), representing at least 63 position(s), that matched your search criteria. To change your search criteria, [click here](#).

Results View: [Summary](#) | [Detailed](#)  
To sort on any column, click a column title.  Hide potential duplicate jobs

Date	Job Title / Description Snippet	Employer	Location	Salary	Source	Key Match
03/15/2011	<a href="#">Environmental Health and Safety Specialist</a> GREEN JOB	McGrath Systems	Baltimore, MD		PJB	2
b>Develops, implements and maintains company policies adhering to local, state and federal environmental, health and safety regulations. Involved in the design and development of facilities, work areas and work procedures and makes environmental, health and safety recommendations accordingly. Responsible for preparing, maintaining, and upd						
03/11/2011	<a href="#">Environmental Technician</a> GREEN JOB	EcoDepot	Halethorpe, MD		PJB	2
Environmental TechnicianEcoDepot, LLC is an environmental service and materials company that provides environmental compliance management, monitoring and maintenance services to the Ready Mix Conc						
03/10/2011	<a href="#">Environmental Field Technician</a> GREEN JOB	Gannett Fleming, Inc.	Baltimore, MD		PJB	2
gineering firms, we provide multi-discipline engineering services, including civil, transportation, environmental, structural, and construction management. We are committed to amaze our clients by providing customized solutions that improve our communities and sustain the world – from award-winning roadways to vital environmental systems to p						
03/04/2011	<a href="#">Environmental Field Technician</a> GREEN JOB	Gannett Fleming	Baltimore, MD		CORP	2
I vapor extraction system sampling • Monitoring/oversight of field-related activities pertaining to environmental well-drilling. • Writes field notes in order to document the specific task performed at each site location. • Familiar with field analytical equipment and collection/preservation of soil and groundwater samples • Performs general lab						
03/04/2011	<a href="#">Environmental Health and Safety Specialist</a> GREEN JOB	Triumvirate Environmental, Inc.	Baltimore, MD		PJB	2
About the Job Triumvirate Environmental is seeking a highly motivated, focused individual to become part of our Mid-Atlantic team. The successful candidate will have a strong attention-to-detail, positive attitude, and ability to build relationships. Responsibilities: Respo						

Source: CORP [ Corporate ], EDU [ Education Institution ], GOVT [ Government ], HOSP [ Hospitals ], NEWS [ Newspaper ], PJB [ Private Job Board ], RECT [ Recruiter ], SJB [ State Job Board ], VOL [ Volunteer ]

Key Match: 1 [ Keyword or phrase matched the job title exactly ], 2 [ The keyword or phrase was in the job title ], 3 [ At least one keyword was in the job title ], 4 [ The exact keyword or phrase was in the job description ], 5 [ At least one keyword was in the job description ], 6 [ Keyword matched was in the occupation title ], 7 [ Keyword matched was in an alternative (lay) job title ], 8 [ Keyword matched was in occupation description ]

Key Word Match

Key Word Match Level

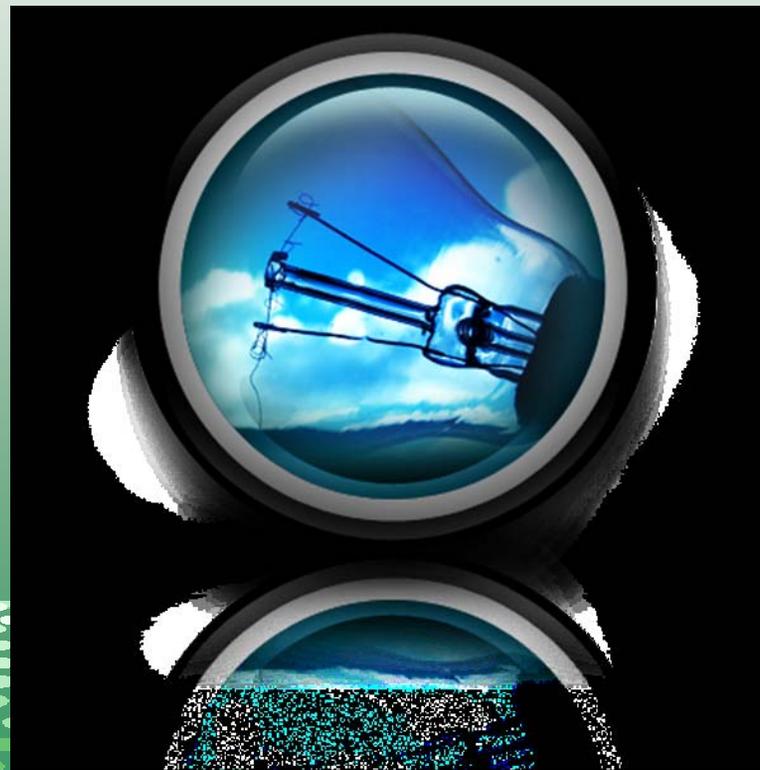
Green Job Source  
(PJB = Private Job Board  
CORP = Corporate Site)

Possible Green Job Sources

Possible Key Match Levels



# Key Features - In Context LMI



# Partial Green Job Detail Page



03/28/2011	<a href="#">Electrical Engineer</a> <b>GREEN JOB</b>	Aerotek E&E	Towson, MD	\$55,000.00 to \$75,000.00	PJB	4
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experience Required Skills: ELECTRICAL ENGINEER, EIT, AUTOCAD Join Aerotek. We specialize in the **Environmental**, Civil, Geotechnical and Construction Management industries. We are one of the nation's largest and fastest growing providers to these industries. We offer nationwide opportunities and comprehensive benefits to include medical, dental,



**GREEN JOB**

**Job Information**

Job Order Number: 98124673

Job Title: Electrical Engineer

Projected Occupation: [Electrical Engineers](#)

Type of Job: Regular

Job Position(s): 1

Is this a Green Job? Yes

Other Related Jobs: [View other Jobs Available for Electrical Engineers](#)

Supply and Demand: [View Competition for Electrical Engineers](#)

Automated Assignment as a "Green" Job

Automated Matching of O\*NET Code

Links to Additional Information on this Occupation



The table below shows the counties in Maryland with the highest number of job openings advertised online for Electrical Engineers on March 31, 2011.

To sort on any column, click a column title.

Rank	Area Name	2009 Estimated Mean Annual Wage	Job Openings for Electrical Engineers
1	<a href="#">Howard County, Maryland</a>	\$90,520.00 state level wages	<a href="#">26</a>
2	<a href="#">Baltimore city, Maryland</a>	\$90,520.00 state level wages	<a href="#">19</a>
3	<a href="#">Baltimore County, Maryland</a>	\$90,520.00 state level wages	<a href="#">14</a>
4	<a href="#">Prince George's County, Maryland</a>	\$90,520.00 state level wages	<a href="#">13</a>
5	<a href="#">Frederick County, Maryland</a>	\$90,520.00 state level wages	<a href="#">10</a>
6	<a href="#">Anne Arundel County, Maryland</a>	\$90,520.00 state level wages	
7	<a href="#">Washington County, Maryland</a>	\$90,520.00 state level wages	
8	<a href="#">Harford County, Maryland</a>	\$90,520.00 state level wages	
9	<a href="#">Montgomery County, Maryland</a>	\$90,520.00 state level wages	
10	<a href="#">St. Mary's County, Maryland</a>	\$90,520.00 state level wages	

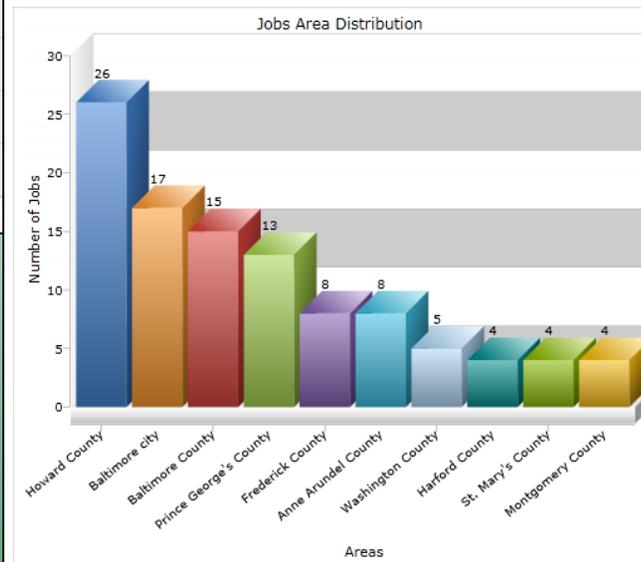
Wage Data Source: Labor Market Statistics, Occupational Employment Statistics &  
Job Data Source: Online advertised jobs data

## Tables

# Jobs for Electrical Engineers in Maryland

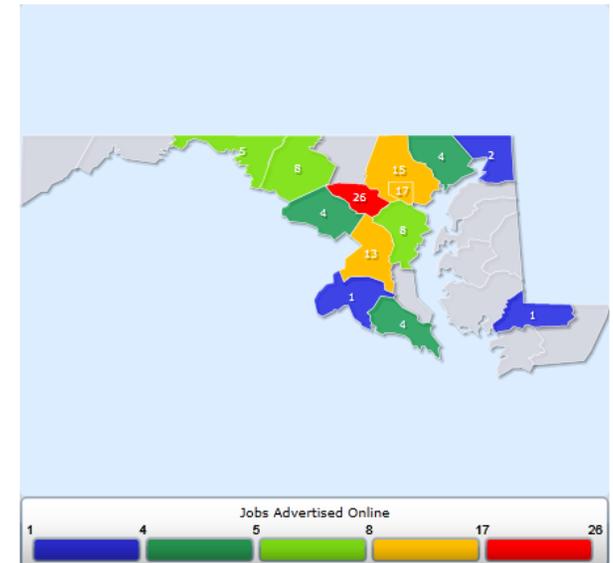


The graph below shows the counties in Maryland with the highest number of job openings advertised online for Electrical Engineers on March 31, 2011.



## Graphs

The map below shows the distribution of the number of job openings advertised online for Electrical Engineers in Maryland by county on March 31, 2011.



Map Layers

Instructions

Reset Map

Job Data Source: Online advertised jobs data

## Maps



# Jobs in Occupations Related to Electrical Engineers



**Jobs in Related Occupations**

[Show Display Options](#)

The table below shows the number of job openings advertised online in Baltimore County, Maryland for occupations related to Electrical Engineers on March 31, 2011.

To sort on any column, click a column title.

Rank	Occupation Title	Estimated Mean Annual Wage	Job Openings
1	<a href="#">Electrical Engineers</a> BRIGHT OUTLOOK	\$90,520.00 *state level wages	<a href="#">15</a>
2	<a href="#">Electricians</a> BRIGHT OUTLOOK	\$50,840.00 *state level wages	<a href="#">8</a>
3	<a href="#">Engineering Managers</a> BRIGHT OUTLOOK	\$125,160.00 *state level wages	<a href="#">4</a>
4	<a href="#">Mechanical Engineers</a> BRIGHT OUTLOOK	\$89,410.00 *state level wages	<a href="#">3</a>
5	<a href="#">Aerospace Engineers</a> BRIGHT OUTLOOK	\$115,310.00 *state level wages	<a href="#">2</a>
6	<a href="#">Marine Architects</a>	\$107,680.00 *state level wages	<a href="#">1</a>

Wage Data Source: Labor Market Statistics, Occupational Employment Statistics & Wages Program  
Job Data Source: Online advertised jobs data

The graph below shows the number of job openings advertised online in Baltimore County, Maryland for occupations related to Electrical Engineers on March 31, 2011.

**Table View**



**Graph View**



# Supply and Demand for Electrical Engineers



**Number of Candidates for Jobs Area Distribution**

[Show Display Options](#)

The table below shows the counties in Virginia with the lowest number of potential candidates in the workforce system for each job opening advertised online for Electrical Engineers on April 2, 2011. There are 84 candidates who stated they would work anywhere in the state.

To sort on any column, click a column title.

Rank	Area Name	Potential Candidates looking for work as Electrical Engineers	Job Openings for Electrical Engineers	Potential Candidates per Job Opening for Electrical Engineers
1	<a href="#">Fairfax County</a>	134	<a href="#">38</a>	3.53
2	<a href="#">Richmond city</a>	94	<a href="#">16</a>	5.88
3	<a href="#">Arlington County</a>	115	<a href="#">11</a>	10.45
4	<a href="#">Newport News city</a>	102	<a href="#">9</a>	11.33
5	<a href="#">Norfolk city</a>	96	<a href="#">8</a>	12
6	<a href="#">Virginia Beach city</a>	98	<a href="#">6</a>	16.33
7	<a href="#">Roanoke city</a>	93	<a href="#">5</a>	18.6
8	<a href="#">Loudoun County</a>	119	<a href="#">5</a>	23.8
9	<a href="#">Danville city</a>	85	<a href="#">3</a>	28.33
10	<a href="#">Rockingham County</a>	87	<a href="#">3</a>	29

Candidate Data Source: Individuals with active resumes in the workforce system

[ [Top](#) | [Bottom](#) ]

**Number of Advertised Jobs for Electrical Engineers / Number of Potential Candidates in Maryland**





**Employer Information**

Employer Name: Aerotek E&E

Other Employers: [View Largest Employers of Electrical Engineers](#)



**Employers by Number of Job Openings**

[Show Display Options](#)

The table below shows the employers with the highest number of job openings advertised online for Electrical Engineers in Baltimore County, Maryland on April 2, 2011.

To sort on any column, click a column title.

Rank	Employer Name	Job Openings for Electrical Engineers
1	AAI Corporation	6
2	Adecco Technical	2
3	Aerotek E&E	2
4	MarquipWardUnited	1
5	Morris & Ritchie Associates, Inc.	1
6	URS	1

Job Data Source: Online advertised jobs data

[Click here to search for employers](#)

[ [Top](#) | [Bottom](#) ]



**Contact Information**

AAI Corp

Contact: Anna-Maria Gonzalez  
 Title: Hr Executive  
 Telephone: (410) 666-1400  
 Web Site: [AAICORP.COM](http://AAICORP.COM)

**Address Information**

Physical Address: 124 Industry Ln  
 Cockeysville, MD 21030-3347  
[Map Location](#)

Mailing Address: PO Box 126  
 Cockeysville, MD 21030-0126  
[Map Location](#)

**Other Information**

Business Description: Aerospace Industries (Mfrs)  
 Employee Size Range: 1,000-4,999  
 SIC Code(s): 3812 - Search, Detection, Navigation, Guidance  
 874213 - Management Consulting Services  
 873101 - Commercial Physical And Biological Res  
 506523 - Electronic Parts And Equipment, Not El  
 334511 - Search, Detection, Navigation, Guidance, Aero  
 NAICS Code(s): 541613 - Marketing Consulting Services  
 541711 - Research and Development in Biotechnology, 423690 - Other Electronic Parts and Equipment Merchant  
 Parent ID: [Textron Inc](#)  
 Location Type: Subsidiary headquarters  
 Sector Entity: Private  
 Employer's Last Update: 12/2010

**Available Jobs by Occupation**

Occupation	Job Count
Accountants	1
Airfield Operations Specialists	3
Budget Analysts	1
Cargo and Freight Agents	1
Computer and Information Scientists, Research	1
Computer Programmers	2
Computer Software Engineers, Systems Software	19
Education Administrators, Preschool and Child Care Center/Program	8
Electrical Engineers	7
Human Resources Managers	1
Marine Engineers	3
Physicians and Surgeons, All Other	3
Production, Planning, and Expediting Clerks	3
Program Directors	1
Purchasing Agents and Buyers, Farm Products	1
Purchasing Agents, Except Wholesale, Retail, and Farm Products	5
Purchasing Managers	3
Security Guards	2
Speech-Language Pathologists	1
Training and Development Specialists	1
Wholesale and Retail Buyers, Except Farm Products	1

\*results based on employer name that begins with AAI Corp

# Real Time Employer Data

InfoGROUP Employer Data

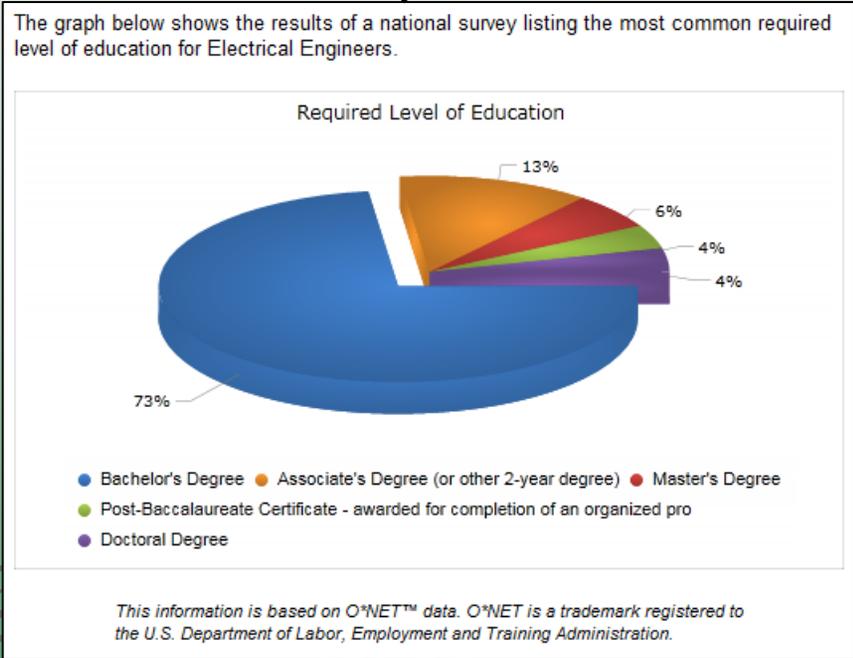
## Top Employers by Postings for Electrical Engineers



# Data on Education and Work Experience Requirements

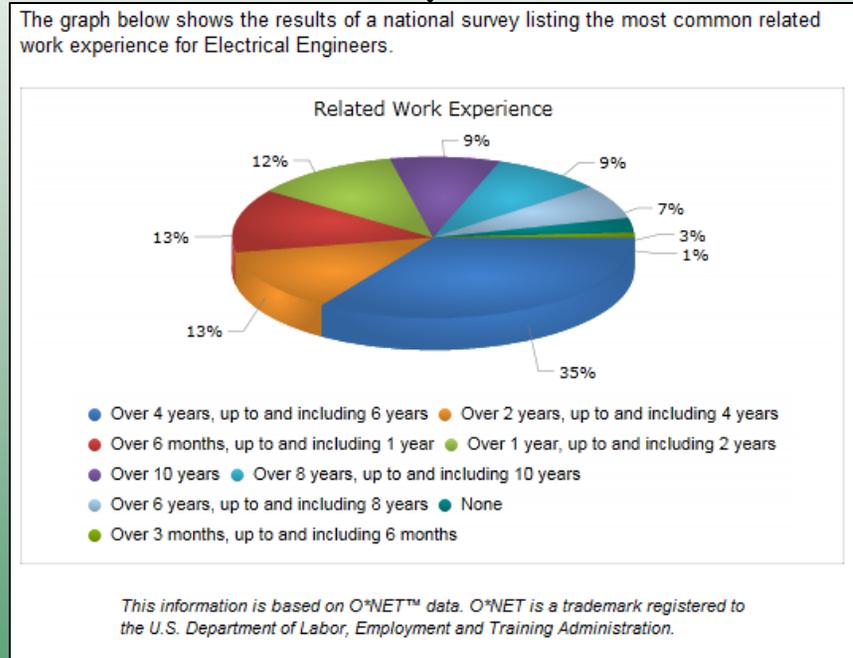


Minimum Education Level: [None Specified](#)  
[View Typical Education Requirements for Electrical Engineers](#)



**Education Level Requirements**

Minimum Experience: [None Specified](#)  
[View Typical Work Experience Requirements for Electrical Engineers](#)



**Work Experience Requirements**



Job Skills: [View Typical Skills for Electrical Engineers](#)



# Typical Skill Requirements (O\*NET)

Skill
1. advise clients or customers
2. advise clients regarding engineering problems
3. analyze engineering design problems
4. analyze engineering test data
5. analyze project proposal to determine feasibility, cost, or time
6. analyze scientific research data or investigative findings
7. analyze technical data, designs, or preliminary specifications
8. analyze test data
9. calculate differential equations
10. calculate engineering specifications

97. use technical information in manufacturing or industrial activities
98. use technical regulations for engineering problems
99. use total quality management practices
100. use word processing or desktop publishing software
101. work as a team member
102. write business project or bid proposals
103. write product performance requirements

[ [Find Training for Electrical Engineers](#) ]

[Return to previous page](#)

**Link to Training Programs to fill any Skills Gap**



# Key Features – Searching For Talent Across the Region



# Regional Candidate Search



Name and Location	Source	Resumé Title	Resumé Modified Date	Education Level	Desired Salary	Ranking	Action
Jody Wooten Virginia	Virginia Workforce Connection	001 #688154 <a href="#">(view resumé)</a>	4/20/2011 2:50:00 PM	3 Years of College or a Technical or Vocational School	\$19.25 hourly (\$40,000 annually) or more	100%	<a href="#">Details</a> Refer <input type="checkbox"/>
Steve A Poole Virginia	Virginia Workforce Connection	02232011 #655914 <a href="#">(view resumé)</a>	4/19/2011 1:22:00 PM	Bachelor's Degree	\$24.00 hourly (\$50,000 annually) or more	100%	<a href="#">Details</a> Refer <input type="checkbox"/>
Janet R Covington-Sykes Virginia	Virginia Workforce Connection	161 Merrimac Trail Apt #9 #460278 <a href="#">(view resumé)</a>	4/18/2011 11:42:00 PM	Bachelor's Degree	\$16.75 hourly (\$35,000 annually) or more	100%	<a href="#">Details</a> Refer <input type="checkbox"/>
Jane M Wills Virginia	Virginia Workforce Connection	2011 Professional Resume Jane M. Wills #625434 <a href="#">(view resumé)</a>	4/17/2011 5:41:00 PM	Masters Degree	\$31.25 hourly (\$65,000 annually) or more	100%	<a href="#">Details</a> Refer <input type="checkbox"/>

## Tody Hooten

9515 Kennebeck Ave  
NORFOLK, VA 23515  
Phone: 757-412-2285  
oo032898@yahoo.com

## Employment History

### Hospital Corpsman

01/1985 - 01/2009 US Navy

Norfolk, VA

A Hospital Corpsman is frequently the only medical care-giver available in many fleet or Marine units on extended deployment. A Navy corpsmen is a medical assistant in the Navy. They assist Naval doctors and dentists in their procedures, and performs field procedures, injections, clinical tests, and the clerical work associated with medical records. For a civilian equivalent, think of a dental hygienist, physician's assistant or paramedic. They also serve as battlefield corpsmen with the Marine Corps, rendering emergency medical treatment to include initial treatment in a combat environment. Qualified hospital corpsmen may be assigned the responsibility of independent duty aboard ships and submarines; Fleet Marine Force, Special Forces and Seabee units, and at isolated duty stations where no medical officer is available.

## Education and Training

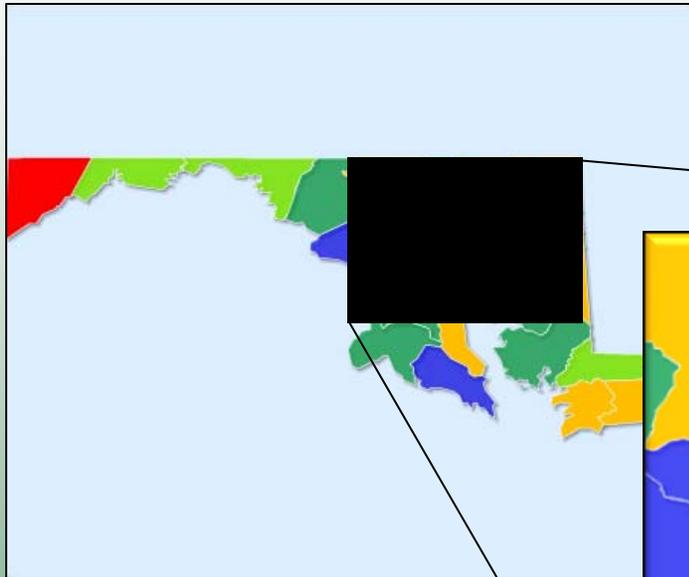
Completion Date	Issuing Institution	Qualification	Course of Study
05/2012	Norfolk State University	3 Years of College or a Technical or Vocational School	Nursing



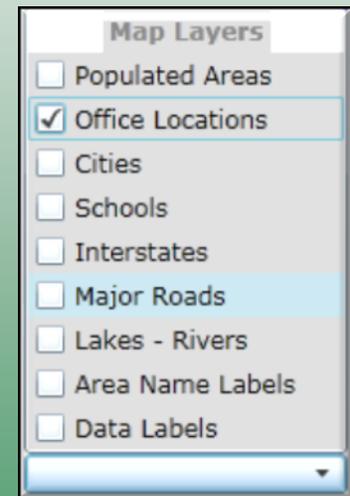
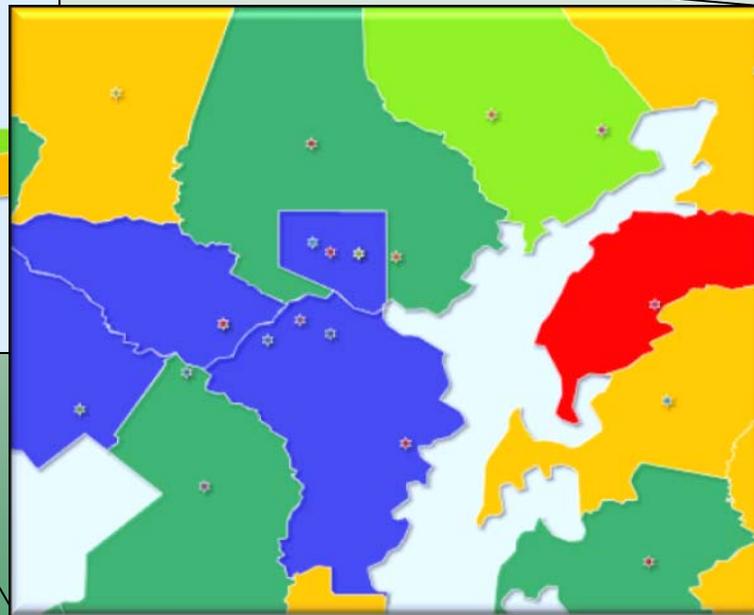
# Key Features - Integrated Geographic Information System Technology



# Geographic Information System Capability



Dynamic Zoom and Pan



Multiple Map Layers

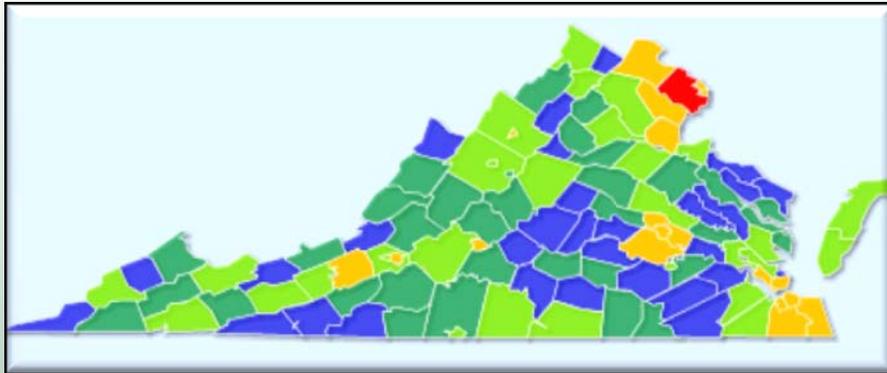


# Data Mapping for DC, MD and VA



## Data Mapping by:

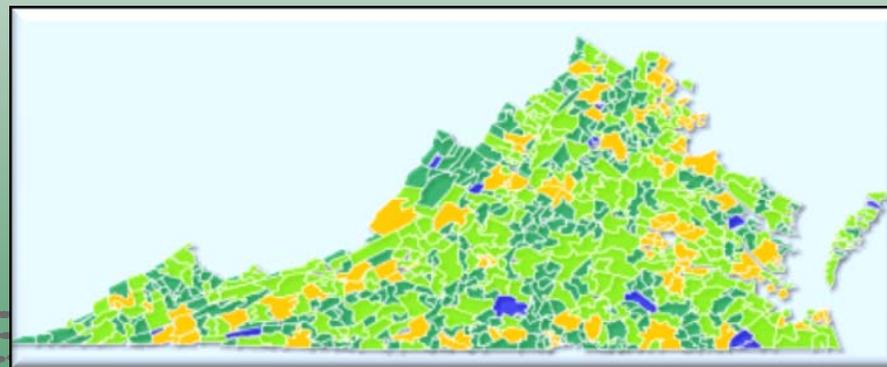
- State
- County/City
- Ward
- Metro Areas
- Workforce Board Regions
- Zip Codes



Virginia, Counties/Cities



Virginia, Workforce Regions (WIBs)



Virginia, ZIP Code Areas



Virginia, Metro Areas (MSAs)



# Key Features - Combining Transactional and Traditional LMI



Compensation and Hours

Salary Range: \$55,000.00 - \$75,000.00 /year

Labor Market Wage Rates: [View Typical Labor Market Wage Rates for Electrical Engineers](#)

Hours per Week:



# Real Time and Traditional Wage Data

**Employment Wage Statistics**

[Show Display Options](#)

The table below shows the estimated May 2009 Employment Wage Statistics for individuals employed as Electrical Engineers in Virginia.

Rate Type / Statistical Type	Entry level	Mean	Experienced
Annual wage or salary	\$59,162	\$90,293	\$105,858
Hourly wage	\$28.44	\$43.41	\$50.89

Source: Labor Market Statistics, Occupational Employment Statistics & Wages Program

Entry level and experienced wage rates represent the means of the lower 1/3 and upper 2/3 of the wage distribution, respectively.

Data is from a monthly wage survey

The graph below shows the estimated May 2009 Employment Wage Statistics for individuals employed as Electrical Engineers in Virginia.

Statistical Type	Annual wage or salary
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Entry level and experienced wage rates represent the means of the lower 1/3 and upper 2/3 of the wage distribution, respectively.

Data is from a monthly wage survey

[Top](#) | [Bottom](#)

**Wage Rates on Advertised Jobs**

[Show Display Options](#)

The table below shows a statistical breakdown of available wage data on the 41 job openings advertised online for Electrical Engineers in Virginia that posted a salary on April 2, 2011.

Rate Type / Statistical Type	Entry level	Mean	Experienced
Annual wage or salary	\$35,202	\$66,717	\$95,709
Hourly wage	\$16.92	\$32.08	\$46.01

Note: This information is based on actual job orders and is not based on a statistically valid labor market survey. Hourly wage rate calculations in this section assume a 40 hour work week.

The graph below shows a statistical breakdown of available wage data on the 41 job openings advertised online for Electrical Engineers in Virginia that posted a salary on April 2, 2011.

Statistical Type	Annual wage or salary
Entry level	\$35,202
Mean	\$66,717
Experienced	\$95,709

Note: This information is based on actual job orders and is not based on a statistically valid labor market survey. Hourly wage rate calculations in this section assume a 40 hour work week.

[View historic wage data on Electrical Engineers in Virginia.](#)

[Top](#) | [Bottom](#)

Access Historic Wage Data

Data Based on Real Time Advertised Jobs

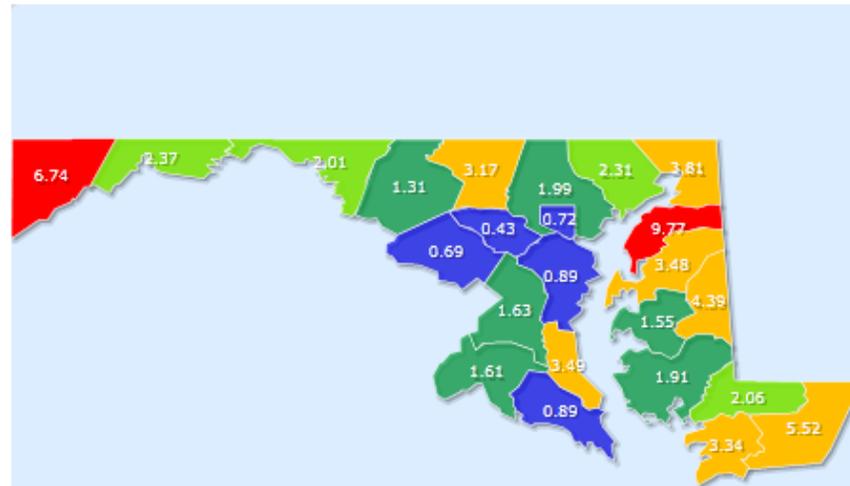
Data Based on OES Wage Survey



# Combination of Real Time and Traditional Labor Market Information



The map below shows the distribution of the ratio of the estimated number of unemployed (not Seasonally Adjusted) to the number of advertised online job openings in Maryland by county for January, 2011.



Map Layers

Source: Labor Market Statistics, Local Area Unemployment Statistics Program; Online advertised jobs data

**Monthly Number of  
Advertised Jobs / Number of  
Unemployed (LAUS) for the  
Month in Maryland**



# Unique Features – Analyzing Labor Market Information Across the Region.



# Selecting Real Time Jobs Data from MSAs in Multiple Jurisdictions



*For help click the question mark next to each section.*

**Quick Search** ?

Click the *Search* button in this section after you have completed the steps below.

**Search Criteria**

**Step 1**  
Select State: Multiple States  
[\[ Change State \]](#)

**Step 2**  
Select Area: Washington-Arlington-Alexandria, DC-VA-MD-WV MSA, DC Washington-Arlington-Alexandria, DC-VA-MD-WV MSA, MD Richmond, VA Metropolitan Statistical Area, VA  
[\[ Change Area \]](#)

**Step 3**  
Select Time: March 2011  
[\[ Change Time \]](#)

**Step 4**  
Select Occupation(s):   
[\[ Advanced Search \]](#)



# Real Time Job Openings and Wage Data for Multiple MSAs

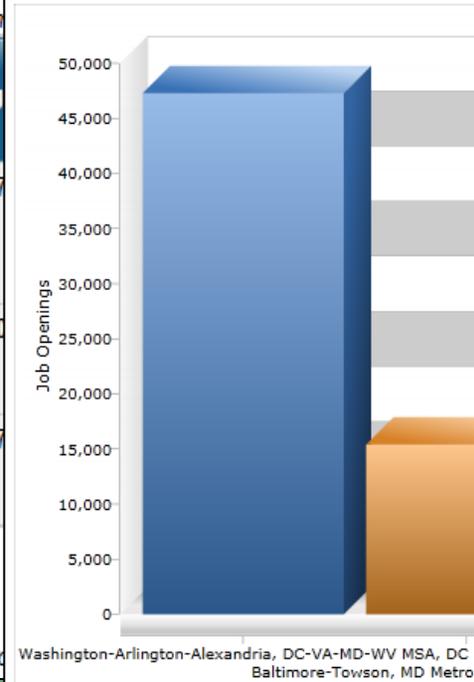


Mean wage rates and total job openings on jobs advertised online for Computer and Mathematical Occupations in March 2011

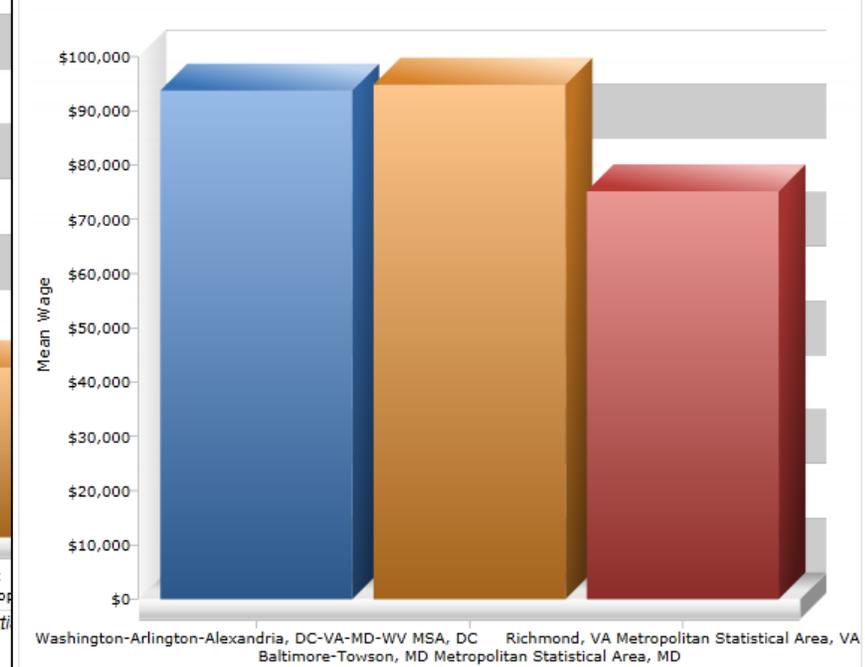
To sort on any column, click a column

Area Name	Job Opening
Washington-Arlington-Alexandria, DC-VA-MD-WV MSA, DC	47,27
Baltimore-Towson, MD Metropolitan Statistical Area, MD	15,40
Richmond, VA Metropolitan Statistical Area, VA	4,17

Total job openings on jobs advertised online for Computer and Mathematical Occupations in March 2011



Mean wage on jobs advertised online for Computer and Mathematical Occupations in March 2011



Entry level and experienced wage rates represent the means of the lower 1/3 and upper 2/3 of the wage distribution, respectively

Entry level and experienced wage rates represent the means of the lower 1/3 and upper 2/3 of the wage distribution, respectively



# Check it Out at:

## www.MARCGreenWorks.com





# Contact Information

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