



Analysis of Regions Not Currently Involved in WIRED Grants or RIGs: BEA Region 49

October 2008

BEA Region 49

Kent County, Delaware
Sussex County, Delaware
Somerset County, Maryland
Wicomico County, Maryland
Worcester County, Maryland
Accomack County, Virginia
Northampton County, Virginia

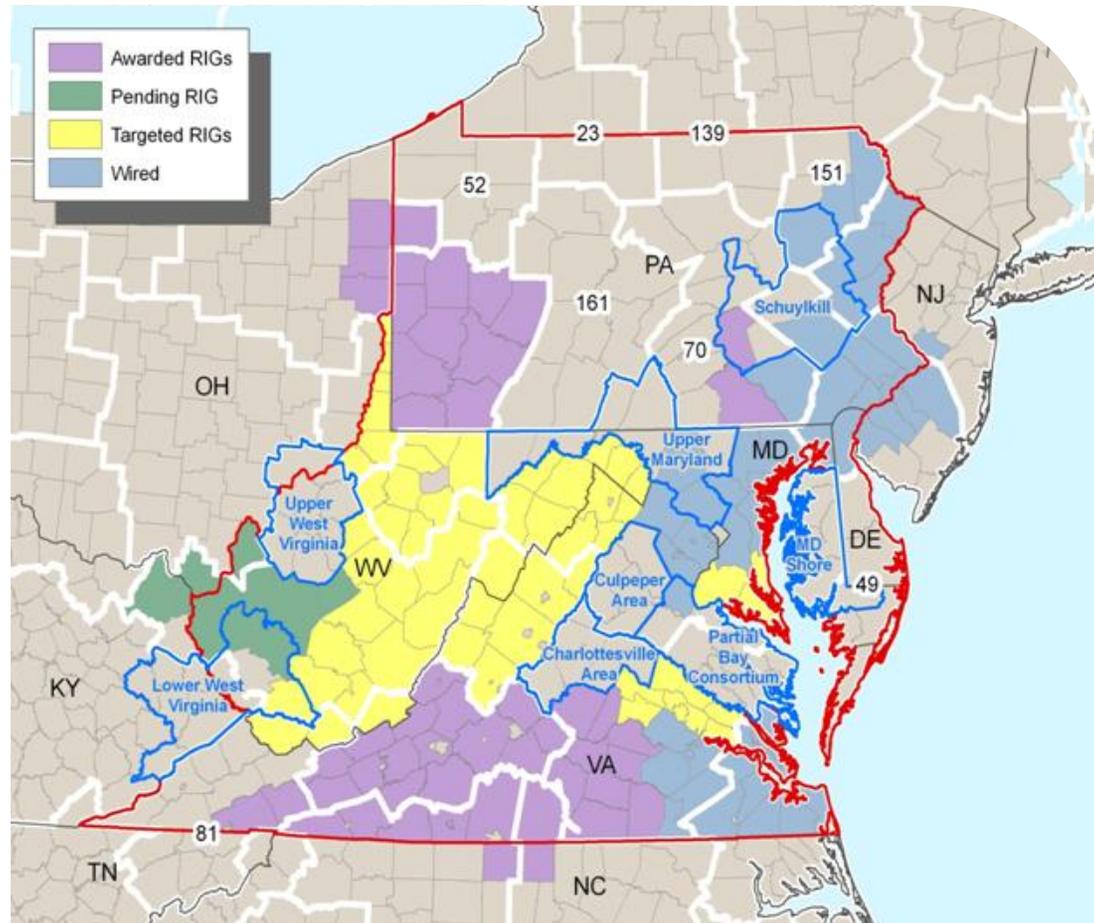




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About This Report

Chmura Economics & Analytics recognizes that accurate, timely data can be difficult to find. This regional report provides employment, wages, occupations, and skills data that can be used as background for an RIG application.

Frequently Asked Questions

What data sources were utilized in the creation of this report?

The data for this report come from a variety of sources. All data are checked, cleaned, combined, organized, and displayed in a way to maximize its usefulness. Yearly employment data in the below charts are based on four-quarter averages. Data for regions outside of Virginia and Ohio are imputed when not disclosed. A few of the sources of data which have been used in the creation of this report are:

- Quarterly Census of Employment and Wages (QCEW)
- Local Area Unemployment Statistics (LAUS)
- Occupation and Industry Forecasts
- Local Employment Dynamics (LED)
- O*Net
- National Center for Education Statistics
- Occupational Employment Statistics (OES)

Who is Chmura Economics & Analytics?

Chmura Economics & Analytics (Chmura) is a provider of applied economic consulting, quantitative research, and software solutions requiring the integration of advanced economic analysis. Chmura publishes *Virginia Economic Trends*, *Ohio Economic Trends*, electronic publications, and forecasts available via www.chmuraecon.com. Software products include JOBSeq®, WIBeq™, and OnStage.

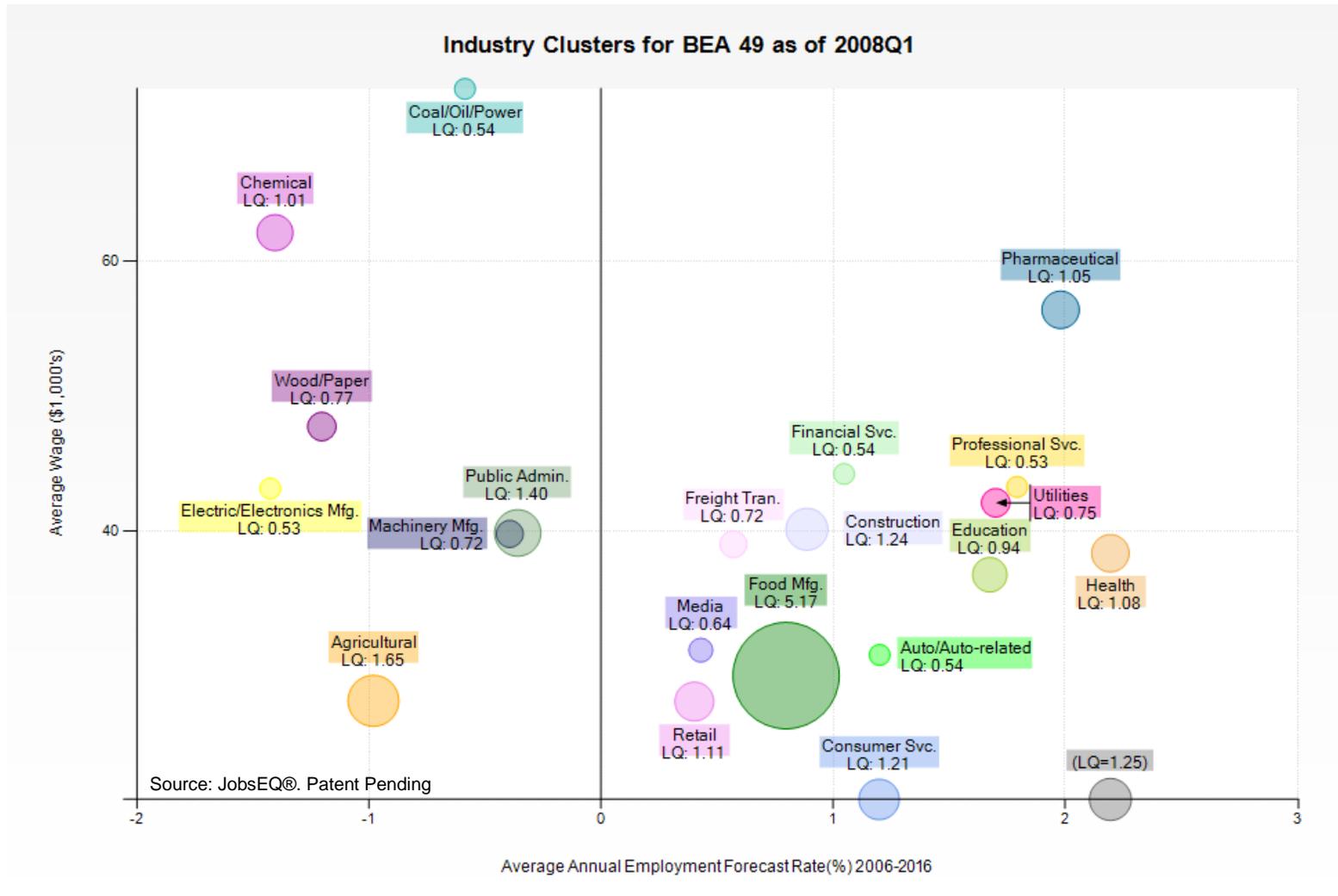
Chmura has headquarters in Richmond, Virginia and a branch office in Cleveland, Ohio. Chmura Economics & Analytics is committed to achieving 100% customer satisfaction in all project engagements. The Chmura philosophy is that when our customer succeeds, Chmura has been successful. To contact us, send an email to info@chmuraecon.com.



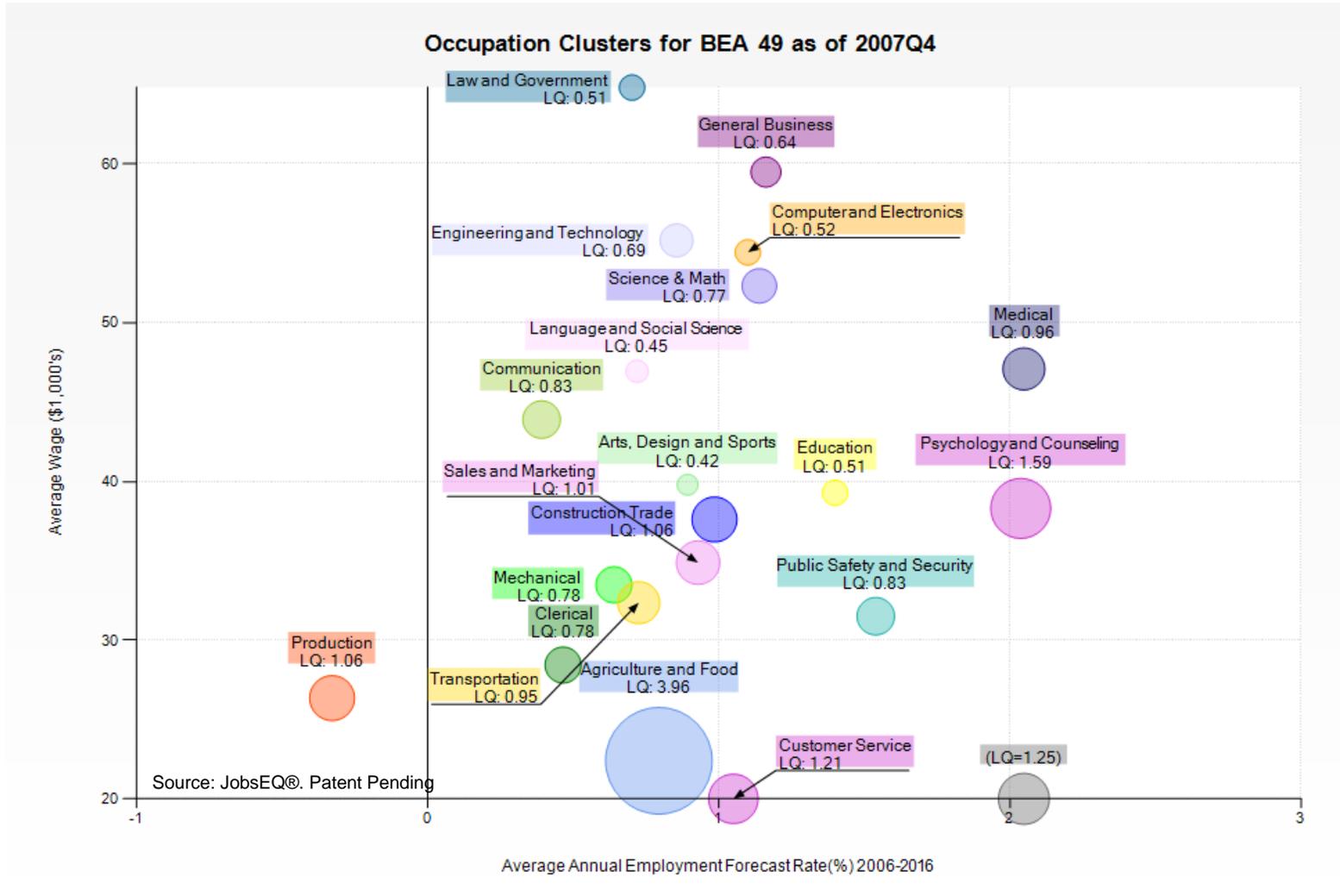
Executive Summary

BEA Region 49 crosses into Delaware, Virginia, and Maryland. Unlike most areas, manufacturing employment increased in Region 49 from 2005 through 2007 as increased employment in chemical firms offset declines in food manufacturing. The rural and seafront location of the region bolsters the relatively large cluster of food manufacturing firms. Agricultural firms in the region have also created a relatively large cluster, which supports a strong concentration of agriculture and food occupations in the region. Although not nearly as concentrated in the region relative to the nation as the agricultural clusters, chemical and pharmaceutical firms are also clustered in the region. The largest projected occupation gaps in the region are for registered nurses and retail salespersons.

Industry and Occupation Clusters



Note: See the appendix for an explanation of how to use industry and occupation cluster charts.



Employment by Major Sector

Bureau of Economic Analysis Region 49 Employment by Major Sector

NAICS	Industry Description	Employment				Employment Change Since 2005		Annual Average Change Since 2002
		2007	2005	2002	Annual Average Wages 2007	Number	Annual Average	
0	Total	231,480	226,773	208,956	\$ 32,579	4,707	1.0%	2.1%
11	Agriculture, Forestry, Fishing and Hunting	3,571	3,921	4,212	\$ 21,774	(350)	-4.6%	-3.2%
21	Mining, Quarrying, and Oil and Gas Extraction	nd	nd	nd	nd	nd	nd	nd
22	Utilities	1,384	1,155	1,403	\$ 66,817	230	9.5%	-0.3%
23	Construction	16,520	17,386	13,056	\$ 40,370	(866)	-2.5%	4.8%
31	Manufacturing	26,083	25,286	27,542	\$ 36,815	796	1.6%	-1.1%
42	Wholesale Trade	6,264	5,812	5,462	\$ 45,960	452	3.8%	2.8%
44	Retail Trade	34,213	32,957	30,113	\$ 23,633	1,256	1.9%	2.6%
48	Transportation and Warehousing	7,243	6,965	4,940	\$ 36,637	279	2.0%	8.0%
51	Information	3,059	2,868	3,536	\$ 50,547	191	3.3%	-2.9%
52	Finance and Insurance	5,510	7,364	6,679	\$ 44,097	(1,854)	-13.5%	-3.8%
53	Real Estate and Rental and Leasing	4,443	4,285	3,407	\$ 33,607	158	1.8%	5.5%
54	Professional, Scientific, and Technical Services	6,467	6,507	5,727	\$ 55,020	(41)	-0.3%	2.5%
55	Management of Companies and Enterprises	nd	nd	nd	nd	nd	nd	nd
56	Administrative and Support and Waste Management and Remediation Services	8,328	7,936	8,103	\$ 25,490	392	2.4%	0.5%
61	Educational Services	18,279	16,461	15,450	\$ 38,771	1,818	5.4%	3.4%
62	Health Care and Social Assistance	30,702	28,240	23,323	\$ 37,844	2,462	4.3%	5.7%
71	Arts, Entertainment, and Recreation	4,710	5,352	4,521	\$ 22,980	(642)	-6.2%	0.8%
72	Accommodation and Food Services	27,366	26,730	26,285	\$ 15,454	636	1.2%	0.8%
81	Other Services (except Public Administration)	7,438	7,745	6,952	\$ 22,001	(307)	-2.0%	1.4%
92	Public Administration	17,962	18,101	15,598	\$ 40,477	(139)	-0.4%	2.9%

Employment growth is the broadest and most timely indicator of the general health of an economy.

Information obtained from this table provides insight to questions such as:

- Which industries are posting the largest increases or decreases in employment? What are their average wages—will the trend lead to a decrease or increase in the region’s overall wealth?
- Are changes in employment levels cyclical or is a particularly industry in long-term decline? What is driving that trend?

Top 20 Employers by 3-Digit NAICS

Bureau of Economic Analysis Region 49 Top 20 Employers by 3-Digit NAICS

NAICS	Industry Description	Employment				Employment Change Since 2005		Annual Average Change Since 2002
		2007	2005	2002	Annual Average Wages 2007	Number	Annual Average	
722	Food Services and Drinking Places	22,347	21,827	21,206	\$ 14,241	520	1.2%	1.1%
611	Educational Services	18,279	16,461	15,450	\$ 38,771	1,818	5.4%	3.4%
311	Food Manufacturing	13,537	13,815	14,286	\$ 29,267	(278)	-1.0%	-1.1%
238	Specialty Trade Contractors	9,340	10,147	7,444	\$ 35,783	(807)	-4.1%	4.6%
621	Ambulatory Health Care Services	8,706	7,939	6,330	\$ 49,295	767	4.7%	6.6%
921	Executive, Legislative, and Other General Government Support	8,106	7,952	7,656	\$ 31,788	154	1.0%	1.1%
561	Administrative and Support Services	7,824	7,398	7,548	\$ 25,524	427	2.8%	0.7%
452	General Merchandise Stores	7,320	7,346	6,119	\$ 18,547	(26)	-0.2%	3.7%
541	Professional, Scientific, and Technical Services	6,467	6,507	5,727	\$ 55,020	(41)	-0.3%	2.5%
624	Social Assistance	6,219	5,712	6,270	\$ 32,456	507	4.3%	-0.2%
623	Nursing and Residential Care Facilities	6,005	5,621	5,165	\$ 34,113	385	3.4%	3.1%
445	Food and Beverage Stores	5,460	5,057	4,943	\$ 19,404	403	3.9%	2.0%
721	Accommodation	5,028	4,885	5,085	\$ 20,772	144	1.5%	-0.2%
922	Justice, Public Order, and Safety Activities	4,941	4,659	2,525	\$ 52,736	282	3.0%	14.4%
441	Motor Vehicle and Parts Dealers	4,398	4,180	3,917	\$ 37,671	219	2.6%	2.3%
236	Construction of Buildings	4,308	4,644	3,507	\$ 38,813	(336)	-3.7%	4.2%
713	Amusement, Gambling, and Recreation Industries	4,162	4,492	2,782	\$ 21,012	(330)	-3.7%	8.4%
531	Real Estate	3,605	3,272	2,603	\$ 33,987	333	5.0%	6.7%
522	Credit Intermediation and Related Activities	3,559	5,509	4,752	\$ 40,950	(1,949)	-19.6%	-5.6%
622	Hospitals	nd	nd	nd	nd	nd	nd	nd

The **North American Industry Classification System** (NAICS) was developed cooperatively between the United States, Canada, and Mexico to provide data users with accurate information pertaining to the economy in the 21st century. The NAICS Code is composed of six digits. The first two digits define the top-level category. The three-digit industries shown above represent components of the major sectors.

Similar to the previous table, information obtained from this table provides insight to questions such as:

- Which industries are posting the largest increases or decreases in employment? What are their average wages—will the trend lead to a decrease or increase in the region’s overall wealth?
- Are changes in employment levels cyclical or is a particularly industry in long-term decline? What is driving that trend?

Industries with Largest Employment Gains and Losses

Bureau of Economic Analysis Region 49 Top 20 Industries with Largest Employment Gain by 3-Digit NAICS

NAICS	Industry Description	Employment			Annual Aver Wages 2007	Employment Change Since 2005		Annual Aver Change Since 2002
		2007	2005	2002		Number	Annual Average	
621	Ambulatory Health Care Services	8,706	7,939	6,330	\$ 49,295	766.55	4.7%	6.6%
325	Chemical Manufacturing	2,478	1,734	2,170	\$ 66,748	744.60	19.6%	2.7%
722	Food Services and Drinking Places	22,347	21,827	21,206	\$ 14,241	519.65	1.2%	1.1%
624	Social Assistance	6,219	5,712	6,270	\$ 32,456	506.64	4.3%	-0.2%
448	Clothing and Clothing Accessories Stores	3,413	2,934	2,867	\$ 16,148	478.67	7.8%	3.5%
423	Merchant Wholesalers, Durable Goods	2,649	2,209	2,086	\$ 47,955	439.41	9.5%	4.9%
445	Food and Beverage Stores	5,460	5,057	4,943	\$ 19,404	402.50	3.9%	2.0%
623	Nursing and Residential Care Facilities	6,005	5,621	5,165	\$ 34,113	384.62	3.4%	3.1%
922	Justice, Public Order, and Safety Activities	4,941	4,659	2,525	\$ 52,736	282.47	3.0%	14.4%
237	Heavy and Civil Engineering Construction	2,872	2,595	2,120	\$ 59,031	277.30	5.2%	6.3%
221	Utilities	1,384	1,155	1,403	\$ 66,817	229.75	9.5%	-0.3%
446	Health and Personal Care Stores	2,224	2,001	1,791	\$ 27,543	223.00	5.4%	4.4%
441	Motor Vehicle and Parts Dealers	4,398	4,180	3,917	\$ 37,671	218.85	2.6%	2.3%
322	Paper Manufacturing	282	88	1,443	\$ 56,591	194.64	79.5%	-27.8%
425	Wholesale Electronic Markets and Agents and Brokers	1,136	977	463	\$ 43,594	158.84	7.8%	19.7%
921	Executive, Legislative, and Other General Government Support	8,106	7,952	7,656	\$ 31,788	153.63	1.0%	1.1%
925	Administration of Housing Programs, Urban Planning, and Community Develop	nd	nd	nd	nd	nd	nd	nd
551	Management of Companies and Enterprises	nd	nd	nd	nd	nd	nd	nd
335	Electrical Equipment, Appliance, and Component Manufacturing	nd	nd	nd	nd	nd	nd	nd
488	Support Activities for Transportation	nd	nd	nd	nd	nd	nd	nd

Information obtained from the table above identifies the industries that are adding the largest number of jobs which translates into those creating the greatest demand for new workers.

Bureau of Economic Analysis Region 49 Top 20 Industries with Largest Employment Loss by 3-Digit NAICS

NAICS	Industry Description	Employment			Employment Change Since 2005			Annual Average Change Since 2002
		2007	2005	2002	Annual Average Wages 2007	Number	Annual Average	
522	Credit Intermediation and Related Activities	3,559	5,509	4,752	\$ 40,950	(1,949)	-19.6%	-5.6%
924	Administration of Environmental Quality Programs	732	1,212	1,125	\$ 52,671	(480)	-22.3%	-8.2%
923	Administration of Human Resource Programs	1,469	1,878	1,732	\$ 32,491	(409)	-11.6%	-3.2%
236	Construction of Buildings	4,308	4,644	3,507	\$ 38,813	(336)	-3.7%	4.2%
713	Amusement, Gambling, and Recreation Industries	4,162	4,492	2,782	\$ 21,012	(330)	-3.7%	8.4%
311	Food Manufacturing	13,537	13,815	14,286	\$ 29,267	(278)	-1.0%	-1.1%
321	Wood Product Manufacturing	592	868	693	\$ 36,833	(275)	-17.4%	-3.1%
813	Religious, Grantmaking, Civic, Professional, and Similar Organiza	2,655	2,841	2,488	\$ 18,457	(186)	-3.3%	1.3%
532	Rental and Leasing Services	836	1,016	794	\$ 32,169	(180)	-9.3%	1.0%
811	Repair and Maintenance	2,026	2,179	1,967	\$ 29,747	(153)	-3.6%	0.6%
453	Miscellaneous Store Retailers	1,908	2,060	2,124	\$ 21,913	(152)	-3.8%	-2.1%
424	Merchant Wholesalers, Nondurable Goods	2,477	2,626	2,913	\$ 45,198	(149)	-2.9%	-3.2%
447	Gasoline Stations	1,885	2,028	1,814	\$ 20,200	(143)	-3.6%	0.8%
493	Warehousing and Storage	1,253	1,388	171	\$ 38,263	(136)	-5.0%	48.9%
926	Administration of Economic Programs	702	820	1,093	\$ 45,334	(118)	-7.5%	-8.5%
484	Truck Transportation	2,010	2,127	1,885	\$ 41,156	(117)	-2.8%	1.3%
331	Primary Metal Manufacturing	175	285	555	\$ 23,422	(110)	-21.7%	-20.6%
323	Printing and Related Support Activities	405	472	508	\$ 39,715	(67)	-7.3%	-4.4%
711	Performing Arts, Spectator Sports, and Related Industries	nd	nd	nd	nd	nd	nd	nd
511	Publishing Industries (except Internet)	nd	nd	nd	nd	nd	nd	nd

Information obtained from the table above identifies the industries that are shedding the largest number of workers which translates into the number of people who are likely looking for jobs in the region or in need of retraining.

Declining Occupations

Bureau of Economic Analysis Region 49 Top 20 Declining Occupations Based on Top 20 Declining Industries

Occupation Description	SOC	Employment			Annual Aver Wages 2007	Employment Change Since 2005		Annual Aver Change Since 2002
		2007	2005	2002		Number	Annual Average	
Customer Service Representatives	43-4051	794	1,099	925	\$ 29,021	(304)	-15.0%	-3.0%
Office Clerks, General	43-9061	926	1,117	1,006	\$ 23,769	(191)	-9.0%	-1.7%
Cashiers	41-2011	1,929	2,098	1,904	\$ 16,691	(169)	-4.1%	0.3%
Truck Drivers, Heavy and Tractor-Trailer	53-3032	1,914	2,062	1,645	\$ 36,196	(148)	-3.7%	3.1%
Tellers	43-3071	509	634	558	\$ 21,946	(125)	-10.4%	-1.8%
Laborers and Freight, Stock, and Material Movers, Hand	53-7062	1,122	1,238	1,040	\$ 23,328	(115)	-4.8%	1.5%
First-Line Supervisors/Managers of Office and Administrative Support Workers	43-1011	384	495	437	\$ 43,082	(111)	-11.9%	-2.5%
Correctional Officers and Jailers	33-3012	194	301	363	\$ 38,074	(108)	-19.8%	-11.8%
Carpenters	47-2031	1,065	1,167	891	\$ 39,385	(101)	-4.4%	3.6%
Market Research Analysts	19-3021	145	237	214	\$ 58,332	(92)	-21.9%	-7.5%
Bill and Account Collectors	43-3011	155	246	213	\$ 29,673	(91)	-20.7%	-6.2%
Bookkeeping, Accounting, and Auditing Clerks	43-3031	612	698	611	\$ 29,124	(86)	-6.4%	0.0%
General and Operations Managers	11-1021	553	636	588	\$ 89,266	(83)	-6.8%	-1.2%
Child, Family, and School Social Workers	21-1021	200	282	321	\$ 38,023	(82)	-15.9%	-9.1%
Credit Analysts	13-2041	111	193	165	\$ 54,646	(82)	-24.1%	-7.6%
Nonfarm Animal Caretakers	39-2021	115	192	359	\$ 19,817	(77)	-22.7%	-20.4%
Retail Salespersons	41-2031	966	1,037	1,038	\$ 21,649	(71)	-3.5%	-1.4%
Loan Interviewers and Clerks	43-4131	126	195	167	\$ 30,521	(69)	-19.6%	-5.4%
Credit Authorizers, Checkers, and Clerks	43-4041	96	163	145	\$ 31,498	(67)	-23.4%	-8.0%
Loan Officers	13-2072	180	242	208	\$ 55,282	(62)	-13.8%	-2.8%

The **Standard Occupational Classification (SOC)** system is used by all Federal statistical agencies to classify workers into occupational categories for the purpose of collecting, calculating, or disseminating data. All workers are classified into one of over 820 occupations according to their occupational definition. Each occupation group includes detailed occupation(s) requiring similar job duties, skills, education, or experience. This system is provided by the U.S. Department of Labor, Bureau of Labor Statistics.

The table above identifies the most prevalent occupations in the regional industries shedding the most workers over the past year. The occupations on this list identify those that are in need of retraining or transferring to other industries.

Bureau of Economic Analysis Region 49 Top 20 Declining Occupations Based on All Industries

Occupation Description	SOC	Employment			Annual Aver Wages	Employment		Annual Aver Change Since 2002 Q4
		2007 Q4	2006 Q4	2002 Q4		Number	Percent	
Customer Service Representatives	43-4051	2,469	2,702	2,484	\$ 29,054	(233)	-8.6%	-0.1%
Truck Drivers, Heavy and Tractor-Trailer	53-3032	3,081	3,308	2,671	\$ 35,439	(227)	-6.9%	2.9%
Carpenters	47-2031	1,902	2,092	1,552	\$ 39,316	(190)	-9.1%	4.1%
Construction Laborers	47-2061	2,374	2,544	1,919	\$ 30,453	(170)	-6.7%	4.3%
Tellers	43-3071	575	690	607	\$ 22,797	(115)	-16.7%	-1.1%
Office Clerks, General	43-9061	4,247	4,355	3,806	\$ 24,009	(108)	-2.5%	2.2%
Nonfarm Animal Caretakers	39-2021	179	263	423	\$ 20,079	(83)	-31.7%	-15.8%
Bill and Account Collectors	43-3011	715	795	750	\$ 29,572	(80)	-10.1%	-1.0%
Market Research Analysts	19-3021	303	382	343	\$ 59,188	(79)	-20.8%	-2.5%
Electricians	47-2111	1,181	1,256	947	\$ 44,883	(75)	-6.0%	4.5%
Credit Analysts	13-2041	149	224	204	\$ 56,869	(75)	-33.5%	-6.1%
Plumbers, Pipefitters, and Steamfitters	47-2152	989	1,063	772	\$ 43,225	(74)	-7.0%	5.1%
First-Line Supervisors/Managers of Construction Trades and Extraction Workers	47-1011	1,060	1,133	853	\$ 55,995	(73)	-6.5%	4.4%
Laborers and Freight, Stock, and Material Movers, Hand	53-7062	2,970	3,043	2,639	\$ 22,654	(73)	-2.4%	2.4%
Loan Interviewers and Clerks	43-4131	163	226	203	\$ 30,735	(63)	-28.0%	-4.3%
First-Line Supervisors/Managers of Office and Administrative Support Workers	43-1011	1,719	1,779	1,570	\$ 42,169	(61)	-3.4%	1.8%
Ushers, Lobby Attendants, and Ticket Takers	39-3031	156	217	361	\$ 17,694	(61)	-27.9%	-15.4%
Loan Officers	13-2072	209	263	230	\$ 55,922	(55)	-20.8%	-1.9%
Credit Authorizers, Checkers, and Clerks	43-4041	183	237	212	\$ 32,073	(54)	-22.9%	-2.9%
Waiters and Waitresses	35-3031	6,286	6,337	5,946	\$ 16,052	(51)	-0.8%	1.1%

The table above identifies the most prevalent occupations that are declining from ALL industries in the region. The occupations on this list identify those that are in need of retraining or transferring to other industries.

Growing Occupations

Bureau of Economic Analysis Region 49 Top 20 Growing Occupations Based on All Industries

Occupation Description	SOC	Employment			Annual Aver Wages 2007 Q4	Employment Change		Annual Aver Change Since 2002 Q4
		2007 Q4	2006 Q4	2002 Q4		Number	Percent	
Mixing and Blending Machine Setters, Operators, and Tenders	51-9023	661	461	576	\$ 33,101	200	43.4%	2.8%
Retail Salespersons	41-2031	10,419	10,248	8,956	\$ 23,525	170	1.7%	3.1%
Cashiers	41-2011	7,551	7,394	6,763	\$ 17,580	157	2.1%	2.2%
Telecommunications Line Installers and Repairers	49-9052	343	223	297	\$ 52,165	120	53.8%	2.9%
Registered Nurses	29-1111	4,225	4,122	2,745	\$ 55,611	103	2.5%	9.0%
Stock Clerks and Order Fillers	43-5081	3,024	2,934	2,691	\$ 21,326	90	3.1%	2.4%
Nursing Aides, Orderlies, and Attendants	31-1012	2,712	2,630	2,036	\$ 21,816	82	3.1%	5.9%
Telemarketers	41-9041	470	394	477	\$ 29,062	76	19.4%	-0.3%
Maintenance and Repair Workers, General	49-9042	2,352	2,279	2,140	\$ 31,945	73	3.2%	1.9%
Chemical Equipment Operators and Tenders	51-9011	205	135	180	\$ 44,147	70	51.7%	2.7%
Meat, Poultry, and Fish Cutters and Trimmers	51-3022	3,518	3,452	3,295	\$ 20,193	67	1.9%	1.3%
Elementary School Teachers, Except Special Education	25-2021	1,047	982	1,243	\$ 46,144	65	6.6%	-3.4%
Taxi Drivers and Chauffeurs	53-3041	411	352	319	\$ 20,507	59	16.7%	5.2%
Teacher Assistants	25-9041	1,052	995	1,206	\$ 20,384	57	5.7%	-2.7%
Correctional Officers and Jailers	33-3012	1,317	1,266	1,137	\$ 37,682	51	4.0%	3.0%
Telecommunications Equipment Installers and Repairers, Except Line Installers	49-2022	186	137	178	\$ 51,684	49	35.8%	0.9%
Bus Drivers, School	53-3022	883	835	871	\$ 24,874	48	5.7%	0.3%
Middle School Teachers, Except Special and Vocational Education	25-2022	547	501	661	\$ 46,861	47	9.3%	-3.7%
Child, Family, and School Social Workers	21-1021	1,296	1,256	1,147	\$ 39,387	40	3.2%	2.5%
Secondary School Teachers, Except Special and Vocational Education	25-2031	643	603	766	\$ 49,093	40	6.6%	-3.5%

The table above identifies the most prevalent occupations that are in demand for the industries in the region that are showing the largest employment growth.

Forecast Occupation Gaps

Bureau of Economic Analysis Region 49 Gaps in Top 20 Occupations (Requiring 2-Year Degree or Greater) Over Next 7 Years

Occupation Description	SOC	Annual Occupation Gaps	Employment			Annual Average Wages 2007 Q4
			2007 Q4	2006 Q4	2002 Q4	
Registered Nurses	29-1111	67	4,225	4,122	2,745	\$ 55,611
Child, Family, and School Social Workers	21-1021	21	1,296	1,256	1,147	\$ 39,387
Medical Assistants	31-9092	17	651	632	474	\$ 25,965
Bookkeeping, Accounting, and Auditing Clerks	43-3031	16	2,223	2,261	2,014	\$ 29,941
Licensed Practical and Licensed Vocational Nurses	29-2061	16	1,119	1,097	891	\$ 36,023
Executive Secretaries and Administrative Assistants	43-6011	13	1,469	1,498	1,307	\$ 36,729
Sales Representatives, Services, All Other	41-3099	12	658	668	577	\$ 48,257
Preschool Teachers, Except Special Education	25-2011	11	626	590	706	\$ 24,932
Rehabilitation Counselors	21-1015	11	500	480	438	\$ 33,570
Social and Human Service Assistants	21-1093	10	433	438	446	\$ 24,976
Elementary School Teachers, Except Special Education	25-2021	10	1,047	982	1,243	\$ 46,144
Fitness Trainers and Aerobics Instructors	39-9031	9	497	496	376	\$ 31,242
Community and Social Service Specialists, All Other	21-1099	9	489	501	449	\$ 37,717
Mental Health and Substance Abuse Social Workers	21-1023	8	341	330	283	\$ 38,033
Accountants and Auditors	13-2011	8	1,041	1,062	996	\$ 56,456
Social and Community Service Managers	11-9151	8	357	352	329	\$ 55,772
Cost Estimators	13-1051	6	454	487	381	\$ 55,962
Bill and Account Collectors	43-3011	6	715	795	750	\$ 29,572
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific	41-4012	6	1,523	1,521	1,392	\$ 54,489
Teacher Assistants	25-9041	6	1,052	995	1,206	\$ 20,384

The **Gap** forecasts the average annual number of individuals needed in the occupation beyond the supply of new workers. It includes changes due to replacements. For example, consider the case in which a retail salesperson gets a degree, leaves their occupation, and becomes a financial analyst. This turnover dictates that a new retail salesperson is needed. Even though the total number of retail salespersons in the region is unchanged, the gap counts this situation as an increase of one in demand for retail salesperson. It also includes expected changes due to worker preferences and wages.

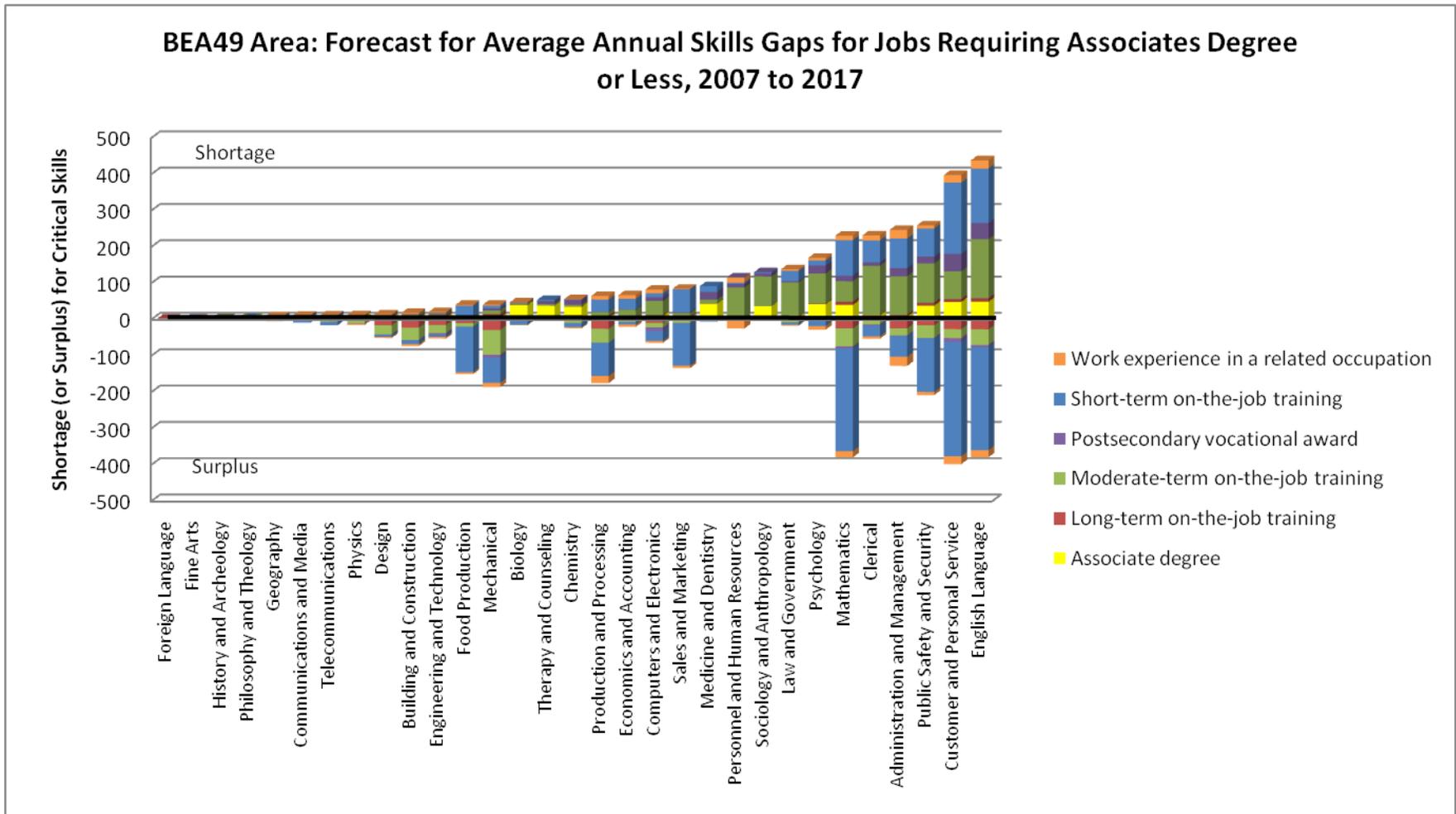
This table provides insight into the occupations that typically require a 2-year degree or greater that are expected to be in greatest demand.

Bureau of Economic Analysis Region 49 Gaps in Top 20 Occupations (Requiring Less than 2-Year Degree) Over Next 7 Years

SOC	Occupation Description	Annual Occupation Gaps	Employment			Annual Aver Wages 2007 Q4
			2007 Q4	2006 Q4	2002 Q4	
41-2031	Retail Salespersons	73	10,419	10,248	8,956	\$ 23,525
43-9061	Office Clerks, General	37	4,247	4,355	3,806	\$ 24,009
31-1011	Home Health Aides	34	1,016	1,000	890	\$ 19,877
35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	32	4,932	4,903	4,528	\$ 15,687
37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	32	3,030	2,995	2,827	\$ 20,185
43-4051	Customer Service Representatives	24	2,469	2,702	2,484	\$ 29,054
39-9021	Personal and Home Care Aides	22	516	512	457	\$ 17,944
43-4171	Receptionists and Information Clerks	22	1,874	1,862	1,525	\$ 22,682
33-9032	Security Guards	21	1,438	1,411	1,243	\$ 23,209
37-2012	Maids and Housekeeping Cleaners	21	2,415	2,416	2,316	\$ 17,988
31-1012	Nursing Aides, Orderlies, and Attendants	16	2,712	2,630	2,036	\$ 21,816
51-3022	Meat, Poultry, and Fish Cutters and Trimmers	15	3,518	3,452	3,295	\$ 20,193
53-3032	Truck Drivers, Heavy and Tractor-Trailer	14	3,081	3,308	2,671	\$ 35,439
41-2021	Counter and Rental Clerks	11	822	842	712	\$ 23,356
43-6013	Medical Secretaries	10	837	815	581	\$ 28,312
37-3011	Landscaping and Groundskeeping Workers	9	1,427	1,448	1,284	\$ 22,000
39-3091	Amusement and Recreation Attendants	9	460	479	368	\$ 17,546
29-2052	Pharmacy Technicians	8	656	620	502	\$ 25,752
53-3033	Truck Drivers, Light or Delivery Services	7	1,719	1,685	1,566	\$ 26,373
33-9031	Gaming Surveillance Officers and Gaming Investigators	5	200	199	167	\$ 41,915

This table provides insight into the occupations that typically require less than a 2-year degree that are expected to be in greatest demand.

Forecast Skill Needs



The chart above identifies the skills needed for the gap occupations identified on the previous page that typically require less than a 2-year degree.



Appendix: Clusters

Cluster charts display a geographic concentration of interrelated industries or occupations.

- **Cluster**
 - Industry clusters can form and grow because of a region's competitive advantage—resources such as location, trained labor, and education systems.
 - Occupation clusters describe the specialization of a region's workforce.
- **Location Quotient - (LQ)** This value is shown by the size of the circle; the larger the circle, the larger the location quotient.
 - A location quotient greater than 1.0 indicates that the region has a higher concentration of employment in a particular industry or occupation than the nation; a location quotient less than 1 indicates the region has a lower concentration of employment in the cluster than the nation.
 - If a regional industry group has a location quotient of 1.25 or higher, it is considered to possess a *Competitive Advantage* in that industry.
 - Only industries or occupations with an LQ higher than .5 are shown in the clusters chart.
 - Nondisclosure - if cluster data are nondisclosable, a range will be given for the LQ.
- **Average Wages** - This value is shown on the vertical axis. The higher the circle is shown on the chart, the higher the average wages in that cluster.
- **Forecast Growth** - The forecast growth rate for a cluster is the annual average percentage change in employment expected over the given period. This value is shown along the horizontal axis. The further to the right a cluster's circle is shown, the greater the growth expected in that cluster. The expected growth is based upon a long-range national industry and occupation forecast and may not reflect short-term and regional fluctuations.