South Central Coast Regional Consortium

Three Year Strategic Plan

FINAL October 2016

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Executive Summary

The South Central Coast Regional Consortium serves to facilitate and promote effective regional educational initiatives for its member colleges and key stakeholders in support of local, regional, and statewide workforce development efforts. We leverage employer, community, and educational resources to create and maintain a highly skilled workforce that meets our regional needs. The goals of the South Central Coast Regional Consortium are to strengthen communication, coordination, and timely decision-making in regional workforce training and education efforts, while enhancing participation in career pathways development and implementation, reinforce regional leadership and operational partnerships among community college, industry, labor, and other workforce and economic development entities to improve the delivery of career and technical education, align college programs with regional and industry needs, create a sustained public outreach campaign for industry, high school students, counselors, parents, faculty, staff, and the community to promote career development, and reinforce the value of career and technical education programs.

The estimated population of the South Central Coast Region is currently 2.1 million people and is expected to increase by 3.3% through 2020. Over the next few years, new population growth will occur in the more densely populated parts of Ventura and northern Los Angeles, with smaller increases expected for Santa Barbara County and San Luis Obispo County. In the past year, the largest growth was reported for Ventura County and the northern Los Angeles area, which added about 6,000 and 5,400 residents respectively. Cities in each area that lead in year-over absolute growth included Santa Clarita (up 3,720), Oxnard (2,000), Santa Maria (1,460) and Atascadero (480).

Since 2010, the South Central Coast Region labor force has decreased by 123,200 people. A similar pattern of contraction has been noted across the state and the nation by labor economists who have pointed to a reduction in participation by the 16-24 age cohort at the same time that more Baby Boomers permanently separate from employment rolls as drivers. Employment over the same period increased by approximately 59,100, dropping the unemployment rate from around 10.6% to 4.7% in 2016. In 2015, there were about 928,000 jobs in the South Central Coast Region, distributed across 17 major industry groups. The largest shares of employment were attributed to government (14% or 130,400 jobs), healthcare and social assistance (110,100 jobs); followed closely by retail trade (107,140 jobs) and accommodation and food services (89,800 jobs). The smallest shares of employment are aggregated in an “other” category and represent industry groups with 3% or less of the total jobs in the county. Across the South Central Coast, crop production also generates a high potential for jobs in agriculture, and indirectly contributes to related sub-sectors, such as grocery wholesale trade, transportation and warehousing. Pharmaceutical manufacturing and pharmaceutical preparation impacts sectors within regional wholesale trade as well. Over a five-year period (2015 –2020), the South Central Coast is projected to add more than 60,000 jobs, with more than half of the growth (34,000 jobs) projected for the Ventura and northern Los Angeles areas, following population patterns.

A review of the top ten careers within the South Central Coast Region, projected by labor market demand over the next three years, included jobs within healthcare, global trade and logistics, as well as information and communications technology / digital media. There are currently 12,659 openings for jobs in these top ten careers, with a projected increase of 7,753 positions between 2015 and 2018. The highest demand positions represent a mix of low paying entry level healthcare aides, assistants, clerks, receptionists and truck drivers. The highest paying career opportunities over the same period are represented primarily by jobs within public safety, global trade and logistics, and information and communications technology / digital media. A total of 1,612 openings exist currently for positions

that represent an average salary of $105,361 per year. The positions represented by these top ten job opportunities include supervisory positions, detectives and criminal investigators, marketing managers, information security analysts, public safety officers, software developers and analysts, as well as medical and clinical laboratory technologists.

Evaluating the member colleges' view of educational priorities over the next three years, a theme emerged regarding the need to enhance current programs and courses in advanced manufacturing, ranking highest among the region's eight colleges, with four colleges identifying some form of manufacturing as a growth area, two additional colleges naming engineering and one college listing drafting/CAD as a priority. Next in priority order, three colleges identified disciplines within healthcare as programs that were anticipated to grow over the next several years. Three colleges also identified business, business accounting and interdisciplinary programs that included business as programs that will experience growth, while automotive technology was also identified by two colleges as a program that was anticipated to expand. Computer networking, cybersecurity and information technology were identified by three of eight colleges as growth areas. A number of individual programs were called out within specific micro-economies across the region, such as water technologies, agriculture and logistics as areas for expansion. Four colleges identified new programs within healthcare or health information technology to implement over the next three years. Four colleges also recognized alternate fuels and alternate fuel vehicles as opportunities for future programs, and three other colleges called out advanced manufacturing as a focus for curriculum expansion. Two colleges identified cybersecurity, agriculture and business/entrepreneurship as new programs they wished to pursue. Other new programs unique to a college or district included waste conversion and nuclear energy.

Partnership among the eight regional colleges was also stated to be a priority, with suggestions offered to collaborate on instructional programs such as manufacturing (four colleges), agriculture, water and environmental technologies (four colleges), healthcare (two colleges) as well as CITDs, global trade and logistics. Two colleges also identified inmate education, advanced transportation and renewables as areas for cooperation. Other suggestions included expanding online education opportunities for students, creating a regional internship program (two colleges), developing regional grant writing, marketing and research capabilities, in addition to designing methods for students to migrate easily between colleges to complete their educational programs. Another suggestion included sponsoring a regional liaison to the State Chancellor's Office to facilitate curriculum and program approval.

Among regional resource personnel, including Deputy Sector Navigators (DSN) and Technical Assistance Providers (TAP), cybersecurity was identified as the most important program for possible expansion, while development of a small business entrepreneurship/intrapreneurship program was also suggested. Other program growth areas were suggested, including agriculture and water technologies, advanced transportation (hybrid, diesel, and hydrogen fuel cell), environmental sciences, alternate energy and energy infrastructure programs, global trade and logistics, as well as expansion of aligned K-12 career pathways. Also suggested was creation of a "build your own academic program" similar to the CSU Stanislaus degree in applied studies. People also suggested the region pursue coordinated programs in healthcare or other technology intense programs. Support was also provided for pursuing hybrid programs in healthcare and information and communications technology /digital media (ICT/DM) in either credit or noncredit formats, or on-line. Other ideas included developing comprehensive cybersecurity pathways across the region, agriculture/niche food production that would include training in advanced manufacturing and food safety, quality assurance programs, future studies, supervisory management certificates, creation of makerspace opportunities, smart manufacturing, a small business entrepreneurship certificate, construction technology and nuclear technology training.

Discussion of regional opportunities among these same regional support personnel included development of shared resources such as hiring pools and personnel, while placing emphasis on redefining regional minimum qualifications for career and technical education programs based upon industry certifications, development of a regional grants and research office, as well as creation of regional hubs for training and certification testing. Moderate support was also given to the creation of regional simulation labs, providing regional mentoring of new faculty and Deputy Sector Navigators, creating a youth training model in partnership with WIOA, and expanding the Center for Excellence to address institutional research needs. Discussion was also directed to the possible use of a nonprofit to research, author and implement grant activities, as well as provide funding and contracts to regional colleges. Interest was also expressed in the implementation of a data center that could provide "virtualization" of classroom software to students and faculty. Regional marketing was suggested, along with creating partnerships to boost low enrolled CTE programs, coordinate curriculum development, and develop a mechanism to offer work-based learning.

This three-year strategic plan will assist with implementation of both regional and local strategies to address the priorities identified by labor market data analysis, as well as the needs analysis done by each of the eight member colleges within the South Central Coast Regional Consortium. Projects and activities consistent with recommendations from the Strong Workforce Taskforce (2014-2015) and objectives identified for each of this strategic plan's goals will be given priority to receive funding and support for implementation and tracking. Priority will also be given to those projects and activities that already support objectives within local Career Pathways Trust Grant operating plans, and/or support Adult Education Block Grant (AEBG) operating and implementation plans in the seven categories specified to receive state funding. In addition, planning with regional Workforce Development Boards and other county workforce collaboratives will further reinforce specific priorities for training and education of local businesses and industry within the three micro-economies of the South Central Coast region, including establishing or reinforcing partnerships that provide additional internship and apprenticeship opportunities to further develop and maintain our regional workforce.

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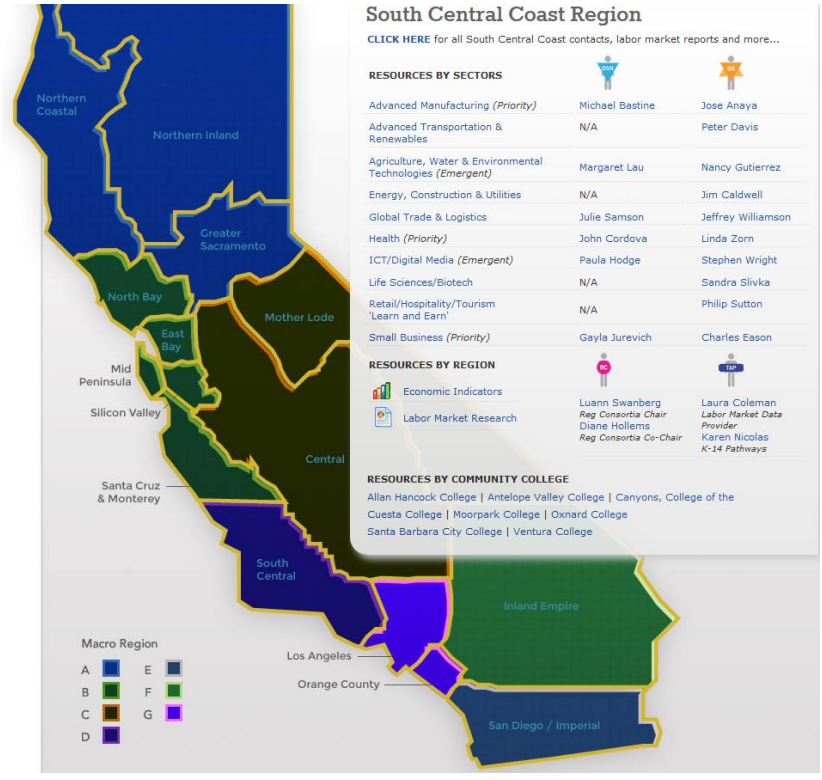
Introduction:

The purpose of this three-year strategic plan is to identify the opportunities for growth of existing Career and Technical Education (CTE) programs, potential development of new programs, and regional opportunities for collaboration to capitalize on categorical funding provided by the State of California which will better serve the communities within the South Central Coast Region, as well as the micro-economies that are driven by higher education, business and industry. Specific recommendations will be provided for funding, based upon an analysis of labor market data, an economic impact report and projections for this region. Both regional and individual planning efforts were conducted by each of the eight member colleges within the South Central Coast Regional Consortium (SCCRC):

- Allen Hancock College
- Antelope Valley College
- College of the Canyons
- Cuesta College
- Moorpark College
- Oxnard College
- Santa Barbara City College
- Ventura College



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Mission and Goals

Mission:

The South Central Coast Regional Consortium facilitates and promotes effective regional initiatives for its member colleges and key stakeholders in support of local, regional, and statewide workforce development efforts. We collaboratively leverage employer, community, and educational resources in partnership to create and maintain a highly skilled workforce that meets identified regional needs.

Goals:

<u>The goals of the South Central Coast Regional Consortium are:</u>

1. Strengthen communication, coordination, and timely decision-making in regional CTE efforts.
2. Enhance participation in CTE Career Pathways between K-16.
3. Reinforce regional leadership and operational partnerships among community college, industry, labor, and other workforce and economic development entities to improve the delivery of all CTE efforts.
4. Align college programs with regional and industry needs and provide support for CTE programs.
5. Create a sustained public outreach campaign for industry, high school students, counselors, parents, faculty, staff, and the community at large to promote career development and attainment and the value of career technical education.

Goal #1: Strengthen communication, coordination, and timely decision-making in regional CTE efforts.

Objectives:

- Identify the role and fiscal management structure of the Regional Consortia, Sector Navigators, Deputy Sector Navigators, and Technical Assistance Providers and their relationships with the member colleges.
- Demonstrate that the regional CTE framework is designed to implement the following:
    - Designate labor market driven priority and emerging sectors in coordination with employers, workforce boards and economic development entities.
    - Coordinate community college CTE programming within the region to meet business and industry needs.
    - Convene discussions to address development of common CTE career pathways, entry points, and industry valued credentials based on regional industry needs.
    - Identify processes to develop regional, standardized CTE programs and curriculum.
    - Share best practices on regional coordination, communication, and decision making.
    - Conduct joint marketing and facilitate asset and equipment sharing.
    - Support joint professional development of faculty to respond to evolving skill needs of industry sectors.
    - Provide regional grant development resources tied to implementation of the strategic plan.
    - Provide regional research resources to support and monitor implementation of the strategic plan.
    - Provide other needs and strategies as prioritized by the region.
    - Promote portability and standardization of curriculum through implementation of a CID system for CTE programs
    - Enhance student access to CTE programs by offering additional seats within CTE programs while enhancing regional coordination of CTE program offerings
    - Promote advocacy to reduce the number of competitive CTE grants while enhancing sustained categorical CTE funding

Goal #2: Enhance participation in CTE Career Pathways between K-16.

Objectives:

- Implement aligned career pathways
- Align curriculum
- Articulate courses, where necessary
- Identify regional standardized curriculum, at least at the regional level
- Implement aligned outreach programs that include community college faculty, student services professionals, industry representatives, k-12 teachers and upper division/graduate professors, when necessary.
- Create regional opportunities to demonstrate and attract young people into various career pathways
- Create comprehensive regional marketing programs for aligned pathways
- Invest in regional data analysis to track progress in improving participation in SCCRC career pathways
- Participation with the University of California and California State Universities
- Operationalizing a CID process for CTE programs and courses

Goal #3: Reinforce regional leadership and operational partnerships among community college, industry, labor, and other workforce and economic development entities to improve the delivery of all CTE efforts.

Objectives:

- Coordinate industry and labor participation and engagement tied to sector strategies.
- Develop feedback methods from industry and labor that provide for continuous program improvement.
- Articulate skill sets embedded within industry valued credentials across regions.
- Support college collaborations to leverage multiple state and federal CTE and workforce funding streams to build capacity to meet regional needs and mitigate the risk associated with new program start-up.
- Coordinate alignment among community college CTE efforts and implementation of the regional framework developed under the federal Workforce Innovation and Opportunity Act and the adult education consortia.
- Create digital badges for and link third party credentials to existing and new CTE programs

Goal #4: Align college programs with regional and industry needs and provide support for CTE programs.

Objectives:

- Align college programs with regional and industry needs by leveraging multiple labor market information sources, including California Community College Centers of Excellence, Deputy Sector Navigators, industry associations, state agencies, economic development entities, and workforce boards.
- Evaluate, strengthen, and revise the program and curriculum development process to ensure alignment between education and industry.
- Provide coordination of regional career pathways to address curriculum creation and alignment, as well as regular curricular updates.
- Identify partnerships to support to CTE educational programs, including industry sponsored internships, guest lecturers, employment opportunities, equipment and facilities, and participation on advisory boards.
- Implement regional activities such as targeted professional development for CTE faculty including the use of LaunchBoard.
- Form a regional advisory board and facilitate dialogue between industry partners, and public and educational agencies.
- Coordinate regional testing for industry certifications and re-certifications, where appropriate.
- Coordinate regional delivery of continuing education opportunities to maintain incumbent worker industry certification and ensure appropriate skill competencies among the labor force.
- Distribute regional resources and information based upon annual operating plans drawn from the SCCRC strategic plan.
- Require instructor (renewable) certifications to demonstrate and maintain discipline currency

Goal #5: Create a sustained public outreach campaign for industry, high school students, counselors, parents, faculty, staff, and the community at large to promote career development and attainment and the value of career technical education.

Objectives:

- Create up-to-date descriptive materials that define each career pathway, including current salary data and employment projections.
- Compare the cost of a traditional four year and/or graduate education with the cost of career pathway education opportunities.
- Create short videos that utilize the above-listed information and utilize student testimonials to describe the potential earning power and stability of career pathway educational opportunities.
- Create social media advertising opportunities utilizing all the above information.
- Define specific opportunities for faculty, industry representatives and high school teachers to meet with counselors and parents to educate them about career pathway opportunities for their students.
- Develop and maintain a regional marketing plan
    - Convene a consortium marketing work group
    - Identify (and fund) a person to manage and organize the marketing for the region

Demographics Projections

for the South Central Coast Region

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Introduction

This labor market report summarizes population, industry and occupational employment trends in the **South Central Coast Region**, consisting of three counties (San Luis Obispo, Santa Barbara and Ventura) and the northern part of Los Angeles County.[1] For use in strategic planning by the eight community colleges in the region, the purpose of this report is two-fold:

- Provide an overview of demographic and labor force trends in the region, with an emphasis, where possible, on the sub-areas (counties and northern Los Angeles), and
- Using industry and occupational employment data, explore the recent, current and projected challenges and opportunities facing the region's workforce and education partners.

Regional Population Characteristics

Residential Population

In the **South Central Coast Region**, the estimated 2016 population totaled about 2.1 million and is expected to increase by close to 70,000 through 2020 (an increase of 3.3%). Over the next few years, new resident growth will concentrate in the more densely populated Ventura and northern Los Angeles areas (projected to add 25,600 and 22,700 residents), with smaller increases expected for Santa Barbara County (12,840) and San Luis Obispo County (7,300).

In the past year, the largest growth in the subareas was reported for Ventura County and the northern Los Angeles area, which added about 6,000 and 5,400 residents respectively. Cities in each area that lead in year-over absolute growth included Santa Clarita (up 3,720), Oxnard (2,000), Santa Maria (1,460) and Atascadero (480).

Exhibit 1: Population Estimates for the South Central Region, 2016

Recent Growth (2015-16)	
e	% Change
99	0.8%
17	0.7%
02	0.6%
95	1.0%
'13	**0.8%**

[1] For the purposes of this report, northern Los Angeles is geographically defined by zip codes (included in Appendix B). Where possible data has been broken out to the zip code level and provided; in some cases, such as population, labor force and establishment totals, estimates by zip code were unavailable. For population estimates shown in Exhibit 1, the cities of Lancaster, Palmdale and Santa Clarita were combined to approximate the residential counts of the zip code region.

Labor Force, Civilian Employment and Unemployment

The size and characteristics of a region's labor force are important considerations in workforce planning. Labor force, employment and unemployment data are based upon "place of residence" – where people live, regardless of where they work. Individuals who have more than one job are counted only once. These data differ from industry employment estimates that are "place of work" based – where the employer/workplace is located, regardless of where the employee resides or if a worker holds more than one job. For more terms and definitions, see Appendix A.

Since 2010, the **South Central Coast Region** labor force has decreased by 123,200 persons. Across the state as well as the nation, a similar pattern of contraction has been noted by labor economists who have pointed to a reduction in participation by the 16-24 age cohort at the same time that more Baby Boomers permanently separate from employment rolls as drivers. Employment over the same period increased by approximately 59,100, dropping the unemployment rate from around 10.6% to 4.7% in 2016.[2]

Exhibit 2: Labor Force and Unemployment Rate by Sub-area, April 2016

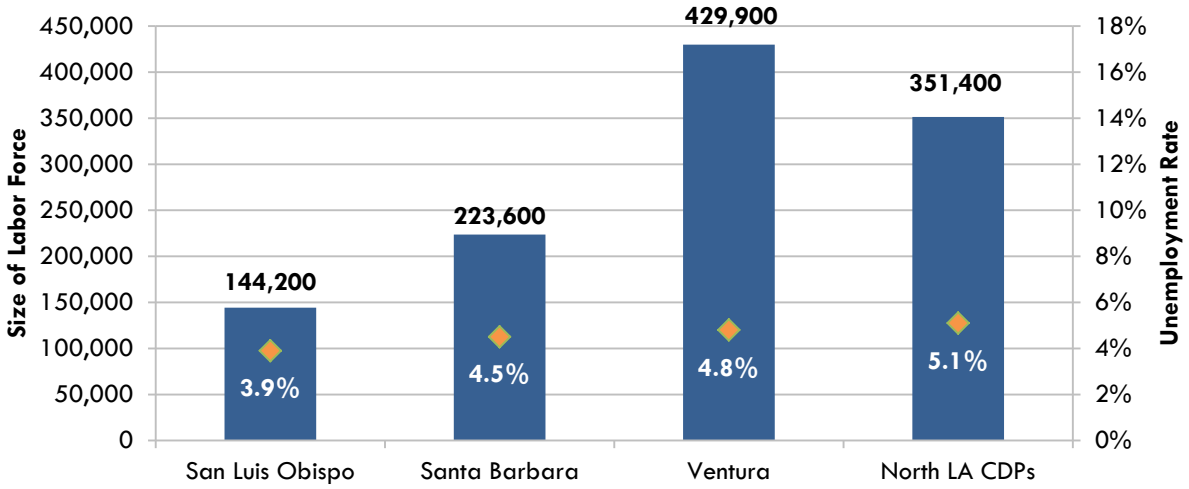
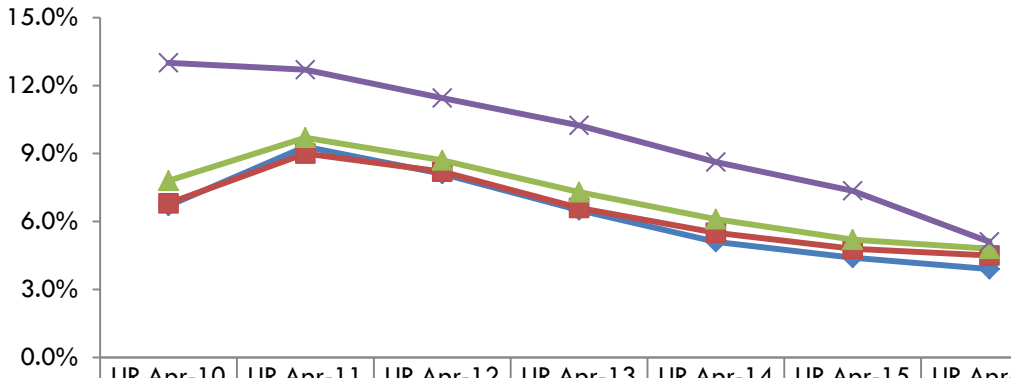


Exhibit 3: Unemployment Rate by Sub-area, April to April Change, 2010-2016



	UR Apr-10	UR Apr-11	UR Apr-12	UR Apr-13	UR Apr-14	UR Apr-15	UR Apr-16
San Luis Obispo	6.7%	9.3%	8.1%	6.5%	5.1%	4.4%	3.9%
Santa Barbara	6.8%	9.0%	8.2%	6.6%	5.5%	4.8%	4.5%
Ventura	7.8%	9.7%	8.7%	7.3%	6.1%	5.2%	4.8%
North LA CDPs	13.0%	12.7%	11.5%	10.2%	8.6%	7.4%	5.1%

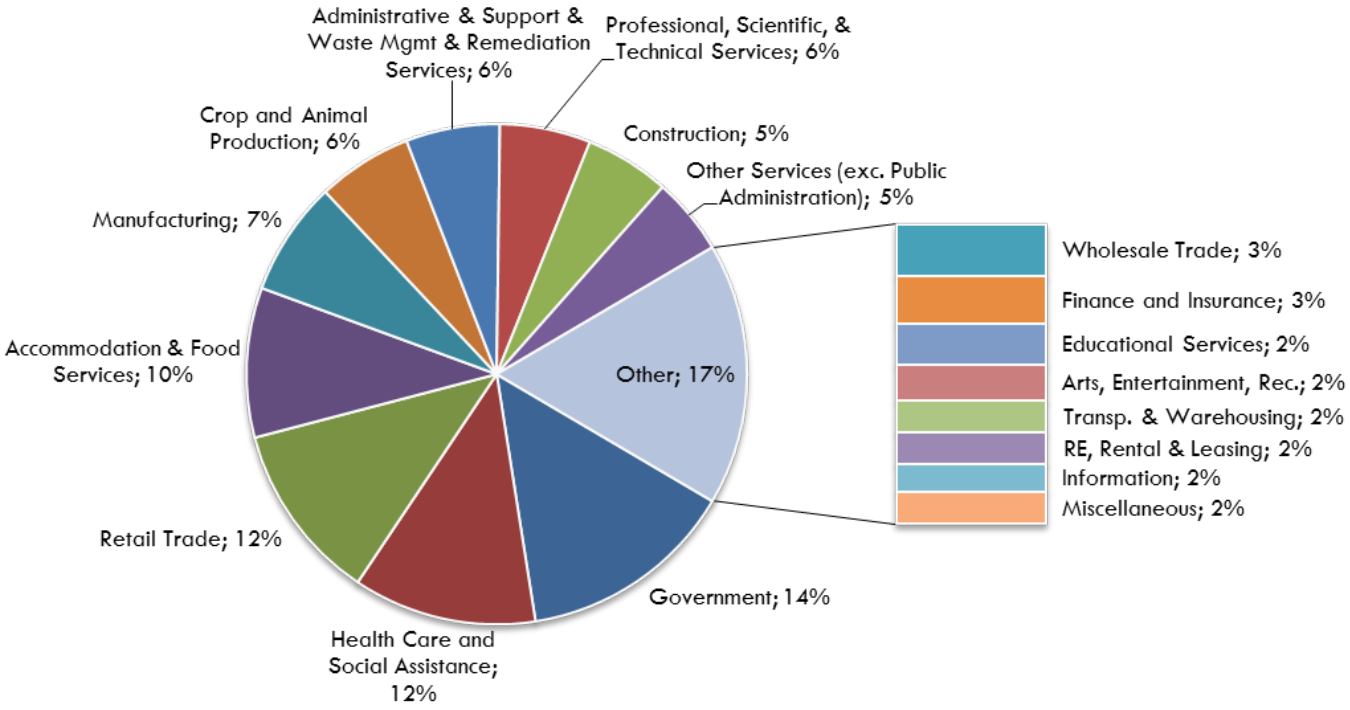
[2] Labor force data not available at the sub-county level so totals for northern Los Angeles census designated places were substituted – Santa Clarita, Lancaster, Palmdale, Acton and Littlerock; additionally, April labor force data (shown here) are preliminary figures and are not adjusted for seasonality.

Industry Employment

Employment Composition

In 2015, there were about 928,000 jobs in the **South Central Coast Region**. In the pie chart below, this employment is distributed into 17 major industry groups and one miscellaneous group (combines utilities, management of companies and enterprises, mining, quarrying and extraction, and unclassified). The largest shares of employment are attributed to government (14% or 130,400 jobs), and healthcare and social assistance (110,100 jobs); followed closely by retail trade (107,140 jobs) and accommodation and food services (89,800 jobs). The smallest shares of employment are aggregated in the "other" category and represent industry groups with 3% or less of the total jobs in the county.

Exhibit 4: South Central Coast Industry Employment by Major Groups, 2015



Weathering the Recession

Since 2009, **South Central Coast** industry employment has increased by about 59,000 jobs (7%) to total 928,000 jobs in 2015. Seven out of the 20 major industry sectors recorded declines during this period, accounting for a loss of more than 13,600 jobs. Offsetting these losses to some extent, thirteen sectors posted overall job growth during the 2009-2015 period, amounting to 72,600 new jobs. Growth was lead by healthcare and social assistance (27,477 jobs); accommodation and food services (15,013 jobs gained); and retail trade (up 8,458 jobs).

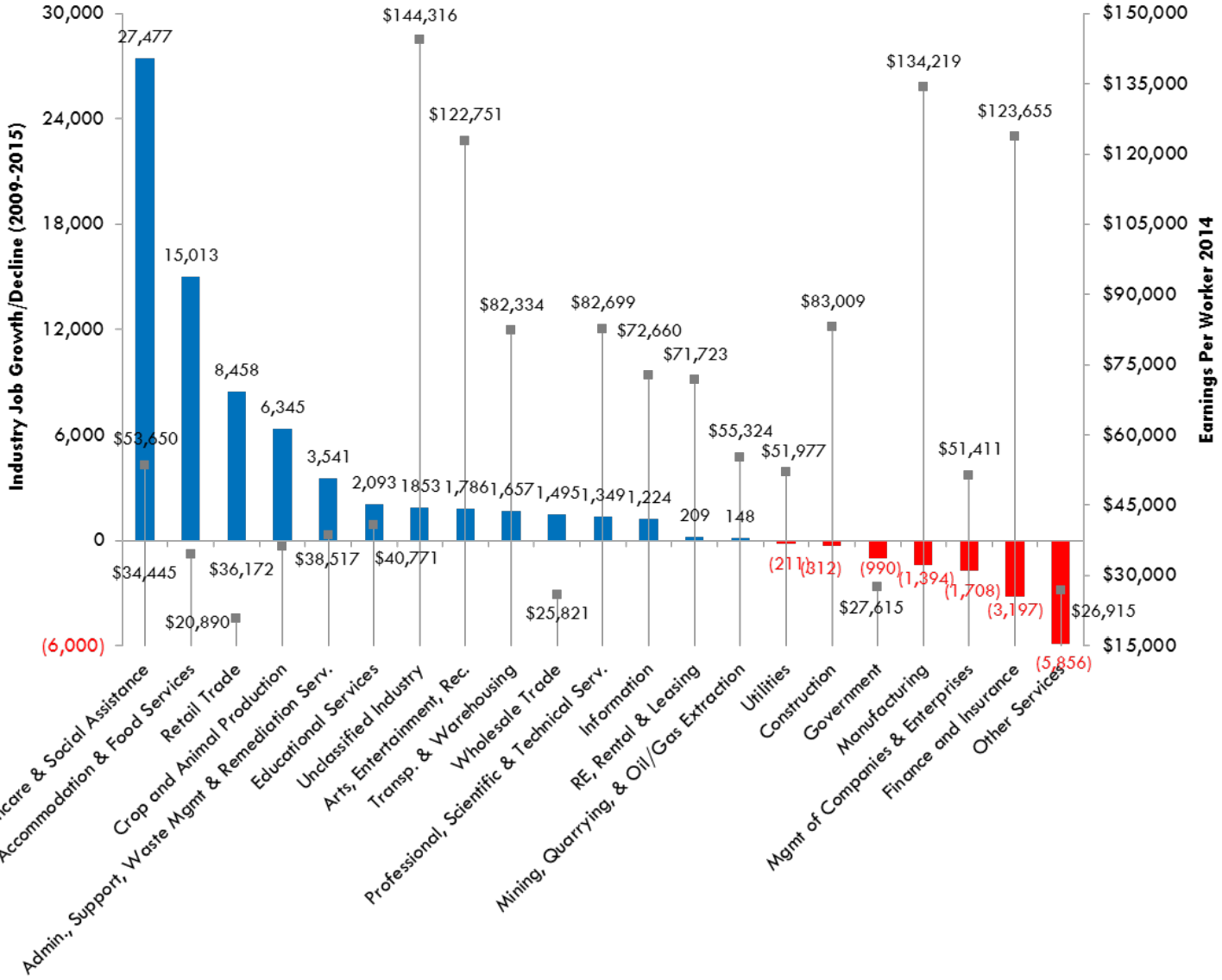
Jobs lost during a period and those that are gained are not equal in many ways; one measure of the value of jobs is shown in the Earnings per Worker figure which demonstrates the average wages, salaries proprietor and supplemental earnings by industry sector.[3] In Exhibit 5, the job gains and losses by major industry sector for the **South Central Coast Region** are shown with the Earnings per Worker for that sector. On average, earnings across all industry employment have gained ground since 2009 – increasing from $52,076 to $56,867 in 2014.

This comparison illustrates some of the reverberating effects of the recession; for example, administration, support and waste management and remediation services added around 3,500 jobs, while finance and

[3] Earnings per Worker averages are not specific to job type (therefore not the same as occupational wages); rather, they are an average of all earnings across an industry sector – from CEO to maintenance staff, etc.

insurance declined by a similar amount – close to 3,200 jobs. Although the gain is almost equal to the loss in number of jobs, the Earnings per Worker data reflects a significant difference between them – administration, support and waste management and remediation services jobs average to $38,517 earnings annually, while finance and insurance jobs average to $123,655 earnings annually. So, while the loss of jobs is accounted for by the gain somewhere else, the earnings potential of the new jobs when compared to those lost is considerably lower (in this example). Distinctions of this type may be more obvious in data for the subareas than the regional analysis.

Exhibit 5: South Central Coast Industry Growth/Decline (2009-2015) and Earnings per Worker (2014)



Uniquely Positioned

Location quotient (LQ) is one way of quantifying how concentrated a particular industry or cluster is in a region as compared to the state. It can reveal what makes a particular region "unique" in comparison to the state average.

Across the **South Central Coast**, crop production generates a high location quotient for agriculture, and, most likely, indirectly contributes to related sub-sectors, such as grocery wholesale trade, and transportation and warehousing. In pharmaceutical and medicine manufacturing, pharmaceutical preparation impacts sectors within wholesale trade as well.[4]

Looking Forward

Over a five-year period (2015 – 2020), the **South Central Coast** is projected to add more than 60,000 jobs, with more than half of the growth (34,000 jobs) projected for the Ventura and northern Los Angeles areas, following population patterns. Major industries expected to add the most jobs are detailed below.

... in Agriculture

- **Crop Production**
  - 7.17 LQ
  - 1,415+ employers
  - 36,200 jobs
  - +6% by 2020
- **Support Activities for Crop Production**
  - 6.87 LQ
  - 926 employers
  - 19,000 jobs
  - +7% by 2020
- **Grocery and Related Products Wholesalers**
  - 1.01 LQ
  - 181 employers
  - 4,600 jobs
  - +16% by 2020
- **Key Occupations**
  - Farmworkers
  - Graders and Sorters
  - Farmers/Farm Mgrs
  - Sales Representatives, Wholesale & Mfg
  - Freight, Stock & Material Movers

... in Manufacturing

- **Pharmaceutical Mfg.**
  - 3.89 LQ
  - 17 employers
  - 6,580 jobs
  - -3% by 2020
- **Mgmt, Scientific & Technical Consulting**
  - 1.16 LQ
  - 1,246 employers
  - 10,775 jobs
  - +19% by 2020
- **Drugs & Druggists' Sundries Wholesalers**
  - 2.12 LQ
  - 55 employers
  - 2,560 jobs
  - +25% by 2020
- **Key Occupations**
  - Chemists
  - Packaging & Filling Machine Operators
  - Medical Scientists
  - Biological Technicians
  - Inspectors, Testers, & Weighers

South Central Region	Sub-area Projections	
❶ **Health Care and Social Assistance**	**Health Care and Social Assistance**	
+19,634 jobs 18% growth $53,650 EPW	San Luis Obispo	+1,938
Individual & Family Services: +2,752 jobs	Santa Barbara	+3,877
Offices of Physicians: +2,082 jobs	Ventura	+7,130
	Northern Los Angeles	+6,687
❷ **Accommodation and Food Services**	**Accommodation and Food Services**	
+11,301 jobs 13% growth $22,780 EPW	San Luis Obispo	+2,000
Grocery Stores: +1,630 jobs	Santa Barbara	+2,636
Clothing Stores: +952 jobs	Ventura	+3,748
	Northern Los Angeles	+2,914
❸ **Retail Trade**	**Retail Trade**	
+7,299 jobs 7% growth $37,576 EPW	San Luis Obispo	+1,094
Limited-service Eating Establishments: +3,396 jobs	Santa Barbara	+930
Full-service Restaurants: +2,958 jobs	Ventura	+2,693
	Northern Los Angeles	+2,581

[4] When interpreting the data, a location quotient greater than 1.0 indicates that the economy is self-sufficient, and may even be exporting the good or service of that particular industry. (As a rule of thumb, a location quotient greater than 1.25 almost certainly identifies exporting industries.) On the other hand, a location quotient less than 1.0 suggests that the region tends to import the good or service. (The applicable rule of thumb is that a location quotient less than 0.75 indicates an importing industry.) See this site for more information on location quotients.

Occupational Outlook

From 2015 through 2020, across all occupations, new job growth plus replacement needs are expected to add close to 194,000 jobs in the **South Central Coast.**[5] The following table lists the most "in-demand" occupations by educational or vocational award minimum requirement — where "in-demand" is defined as most total openings (new job growth plus replacements) during the five-year period.[6]

Exhibit 5: Occupational Employment in the South Central Coast Region

Education Level	Occupation	2015 Jobs	Openings thru 2020[3]	Annual Openings	Annual Wage Range[7]
Bachelor's degree	Registered Nurses	12,066	3,288	**658**	$65,548 – $90,252
	General and Operations Managers	14,241	2,733	**547**	$49,865 – $100,378
	Accountants and Auditors	6,770	1,349	**270**	$44,547 - $68,123
Associate degree	Preschool Teachers (except Special Education)	2,593	493	**99**	$21,850 – $30,564
	Dental Hygienists	1,312	228	**46**	$54,283 - $100,554
	Radiologic Technologists	1,078	226	**45**	$42,250 – $66,712
Postsecondary vocational award	Nursing Assistants	4,983	1,580	**316**	$21,816 – $28,788
	Medical Assistants	4,916	1,203	**241**	$23,820 – $32,994
	Heavy and Tractor-Trailer Truck Drivers	5,819	1,054	**211**	$28,255 – $42,747
Some college, no degree	Teacher Assistants	7,957	1,347	**269**	$20,260 – $30,857
	Bookkeeping, Accounting and Auditing Clerks	10,519	641	**128**	$26,701 - $41,217
	Computer User Support Specialists	3,045	546	**109**	$32,085 - $50,332
Apprenticeship	Carpenters	6,893	736	**143**	$27,573 - $39,864
	Electricians	3,074	560	**112**	$35,406 - $$55,673
	Plumbers, Pipefitters and Steamfitters	2,501	420	**84**	$31,982 – $49,860
High school or equivalent	Office Clerks, General	17,056	2,880	**576**	$19,550 – $31,374
	Customer Service Representatives	8,799	1,896	**379**	$24,274 - $36,250
	First-line Supervisors of Retail Workers	10,227	1,849	**370**	$24,797 – $38,077

Occupations shown by education level and training level and then sorted by openings in descending order.

[5] Replacements are an estimate of how many workers in a specific occupation will vacate that occupation entirely (separate) due to career change, retirement or other circumstances in a given time period. Openings is the sum of Change (new job growth) and Replacements.

[6] Certain educational or work experience requirement groups are not included in this table – occupations that require short-term on-the-job training, bachelor's or higher plus work experience, master's degree, doctoral degree, and first professional degree – due to minimal relevance to community college instruction and/or low employment levels coupled with low demand.

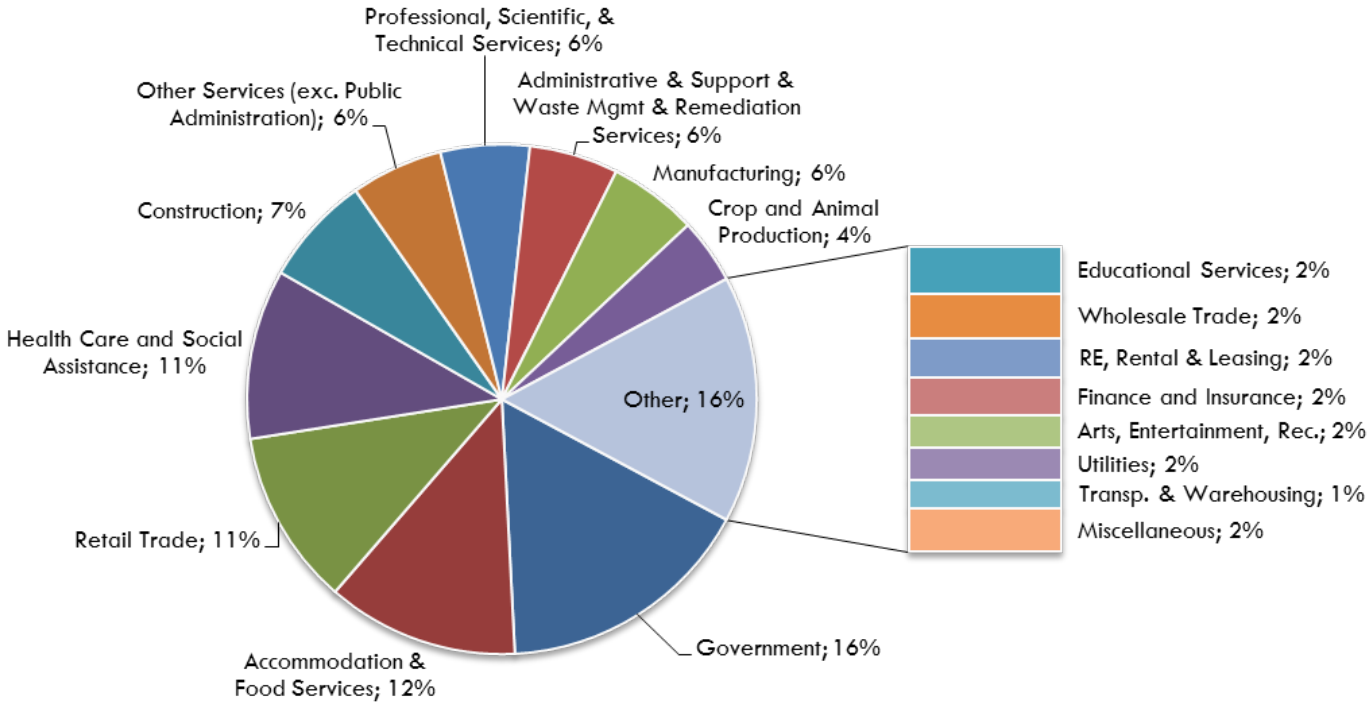
[7] Wage range calculated using the 10th and 50th percentile hourly wages for 2015 (multiplied by 2,080 or 40 hours per week, 52 weeks per year), as new entrants to an occupation may be more likely to receive a salary closer to this range.

Spotlight on: San Luis Obispo County

Exhibit A1: Population Estimates for San Luis Obispo and Cities, 2016

		Recent Growth (2015-16)	
Population	**2015**	**Change**	**% Change**
Arroyo Grande	17,678	53	0.3%
Atascadero	30,401	478	1.6%
El Paso de Robles	31,348	50	0.2%
Grover Beach	13,340	57	0.4%
Morro Bay	10,640	82	0.8%
Pismo Beach	8,068	113	1.4%
San Luis Obispo	45,950	167	0.4%
Balance of County	118,950	602	0.5%
San Luis Obispo County	**276,375**	**1,602**	**0.6%**

Exhibit A2: San Luis Obispo County Industry Employment by Major Groups, 2015



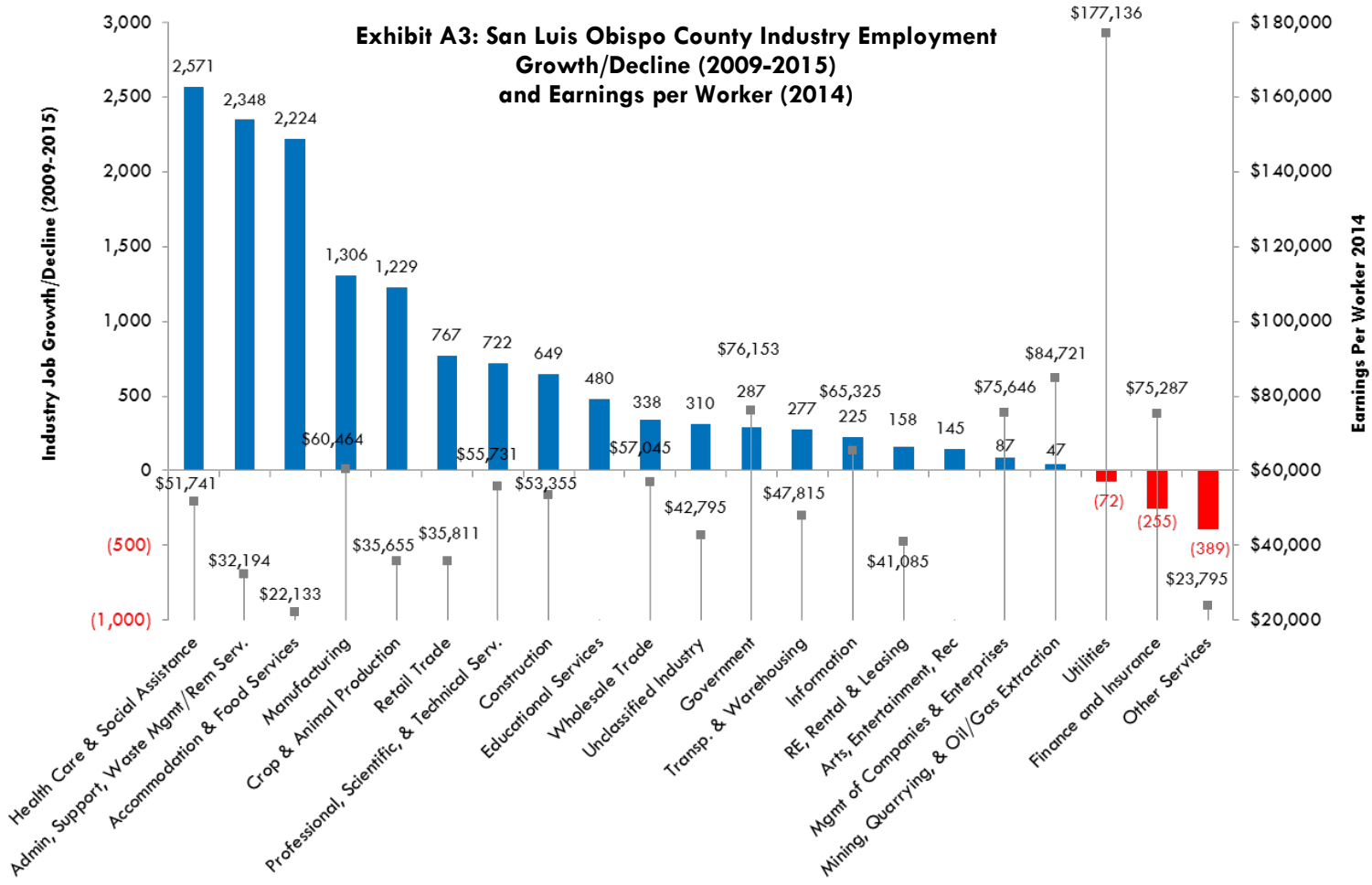


Exhibit A4: Occupational Employment in San Luis Obispo County

Education Level	Occupation	2015 Jobs	Openings thru 2020[3]	Annual Openings
Bachelor's degree	General and Operations Managers	1,820	407	**81**
	Registered Nurses	1,368	326	**65**
	Accountants and Auditors	950	205	**41**
Associate degree	Preschool Teachers (except Special Education)	394	80	**16**
	Dental Hygienists	215	37	**7**
	Web Developers	106	37	**7**
Postsecondary vocational award	Heavy and Tractor-Trailer Truck Drivers	803	221	**44**
	Nursing Assistants	565	172	**34**
	Hairdressers, Hairstylists and Cosmetologists	616	156	**31**
Some college, no degree	Teacher Assistants	902	166	**33**
	Computer User Support Specialists	580	145	**29**
	Bookkeeping, Accounting and Auditing Clerks	1,608	86	**17**
Apprenticeship	Electricians	521	122	**24**
	Carpenters	1,118	68	**14**
	Plumbers, Pipefitters and Steamfitters	703	57	**11**
High school or equivalent	Office Clerks, General	2,408	461	**92**
	Hotel, Motel and Resort Desk Clerks	754	302	**60**
	First-line Supervisors of Retail Sales Workers	1,580	287	**57**

Spotlight on: Santa Barbara County

Exhibit B1: Population Estimates for Santa Barbara County and Cities, 2016

		Recent Growth (2015-16)	
Population	**2015**	**Change**	**% Change**
Buellton	4,935	22	0.4%
Carpinteria	13,794	134	1.0%
Goleta	30,684	551	1.8%
Guadalupe	7,303	45	0.6%
Lompoc	44,298	(182)	(0.4%)
Santa Barbara	92,958	232	0.2%
Santa Maria	102,948	1,456	1.4%
Solvang	5,375	76	1.4%
Balance of County	140,723	1,365	1.0%
Santa Barbara County	**443,018**	**3,699**	**0.8%**

Exhibit B2: Santa Barbara County Industry Employment by Major Groups, 2015

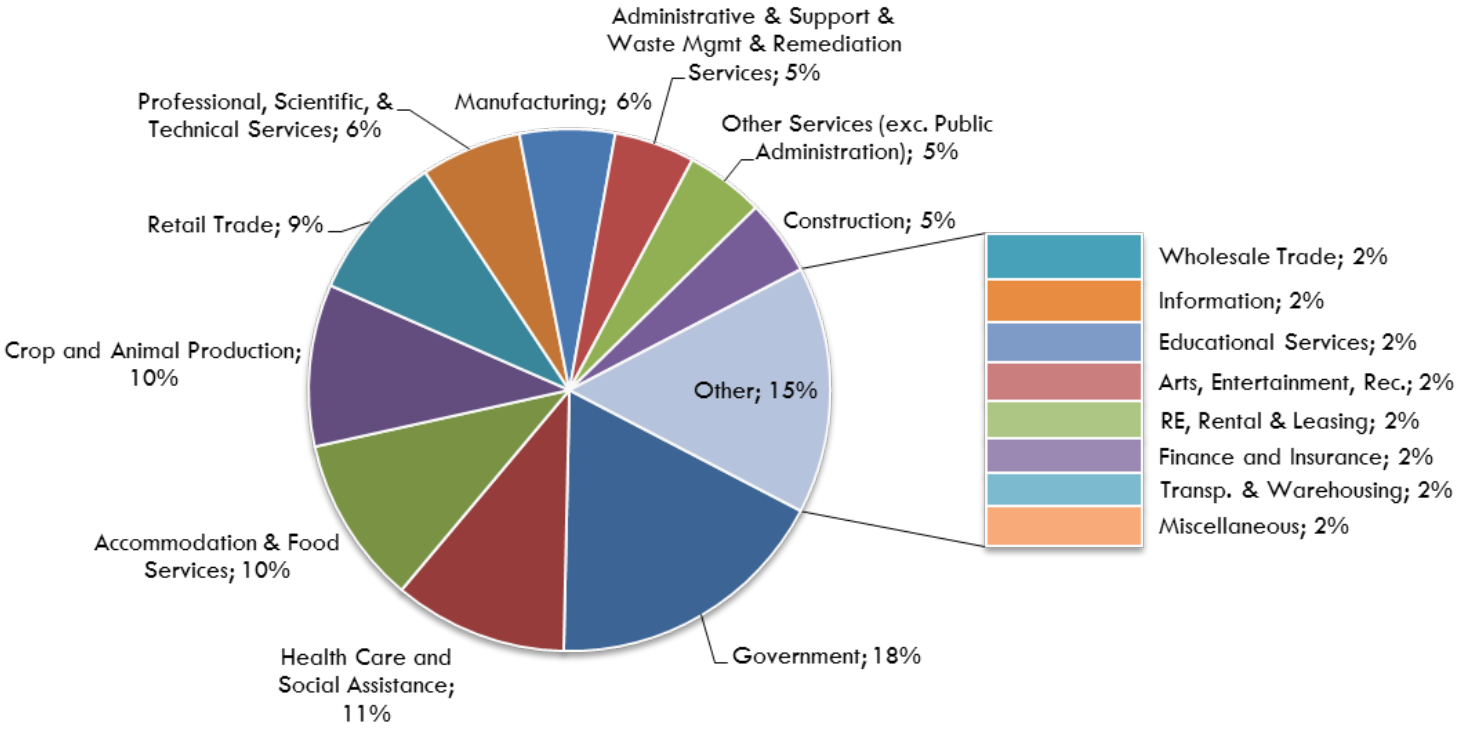


Exhibit B3: Santa Barbara County Industry Employment, Growth/Decline (2009-2015) and Earnings per Worker (2014)

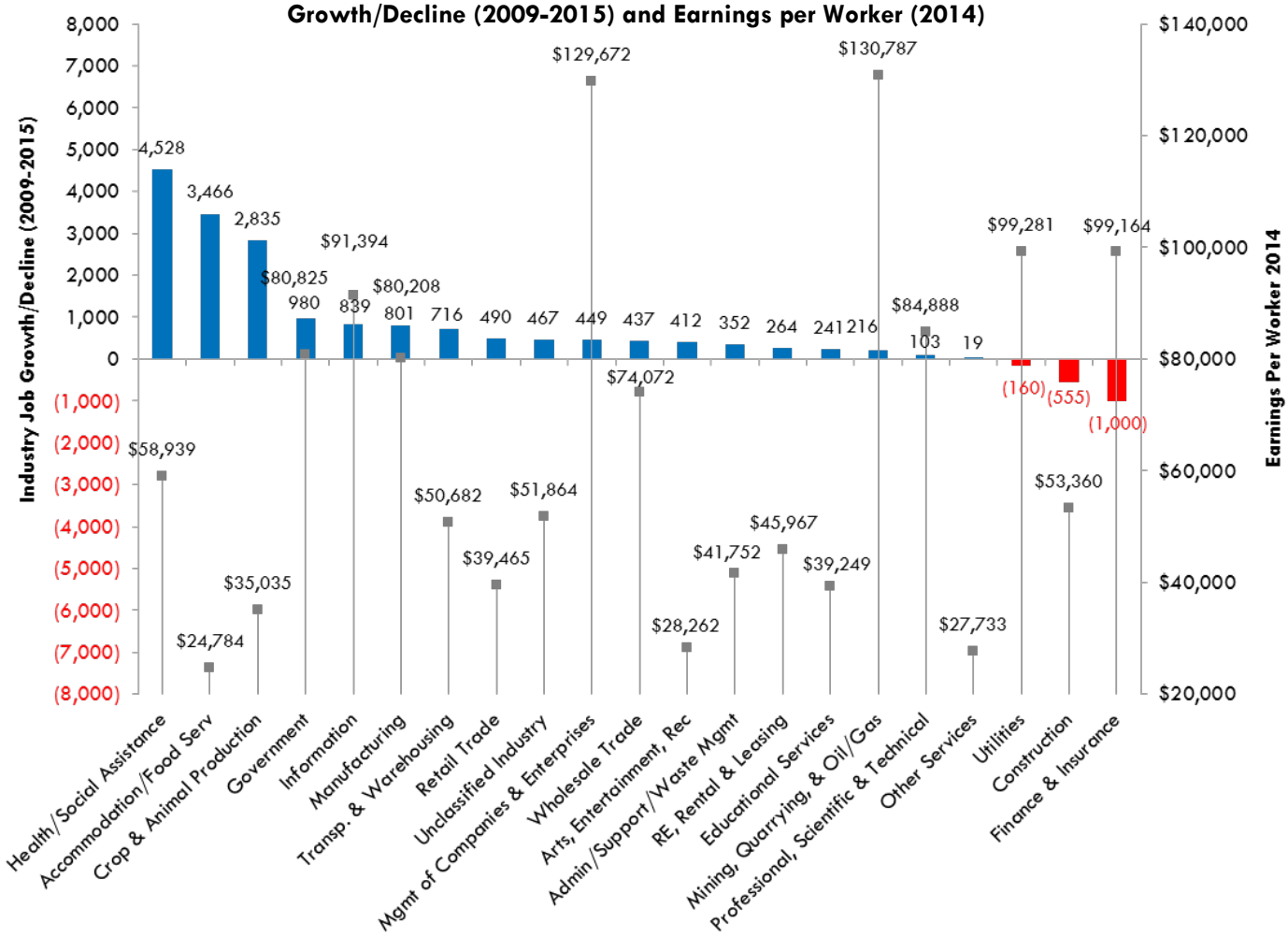


Exhibit B4: Occupational Employment in Santa Barbara County

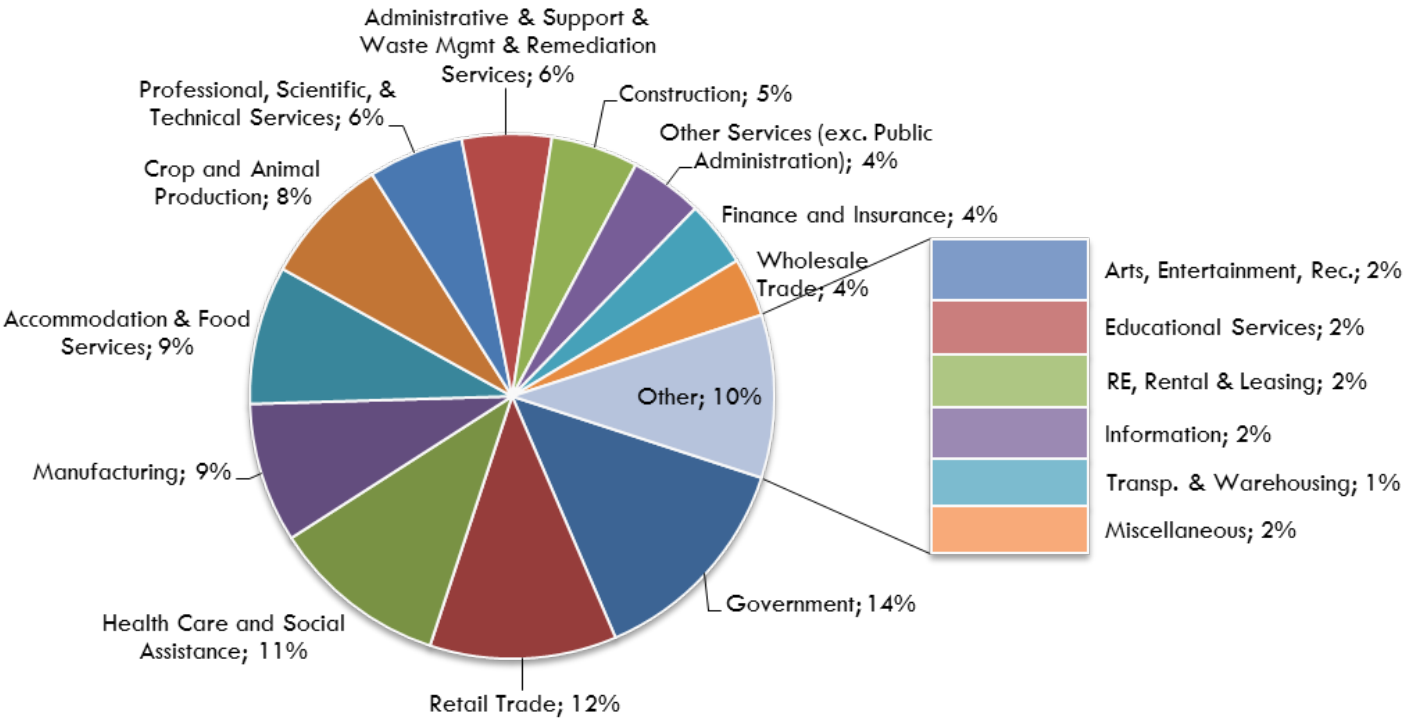
Education Level	Occupation	2015 Jobs	Openings thru 2020[3]	Annual Openings
Bachelor's degree	Registered Nurses	2,728	828	166
	General and Operations Managers	3,443	668	134
	Accountants and Auditors	1,566	336	67
Associate degree	Preschool Teachers, Except Special Education	574	93	19
	Web Developers	345	71	14
	Radiologic Technologists	238	64	13
Postsecondary vocational award	Nursing Assistants	1,385	396	79
	Heavy and Tractor-Trailer Truck Drivers	1,601	320	64
	Medical Assistants	998	292	58
Some college, no degree	Teacher Assistants	1,660	259	52
	Bookkeeping, Accounting, and Auditing Clerks	2,659	149	30
	Computer User Support Specialists	649	136	27
Apprenticeship	Carpenters	1,400	135	27
	Electricians	663	89	18
	Plumbers, Pipefitters, and Steamfitters	496	87	17
High school or equivalent	Childcare Workers	1,967	724	145
	Office Clerks, General	3,924	667	133
	Office and Administrative Support Workers, All Other	2,980	478	96

Spotlight on: Ventura County

Exhibit C1: Population Estimates for Ventura County and Cities, 2016

		Recent Growth (2015-16)	
Population	**2015**	**Change**	**% Change**
Camarillo	68,861	1,063	1.5%
Fillmore	15,407	122	0.8%
Moorpark	36,064	651	1.8%
Ojai	7,450	27	0.4%
Oxnard	204,998	1,999	1.0%
Port Hueneme	22,529	173	0.8%
San Buenaventura	108,037	520	0.5%
Santa Paula	30,684	68	0.2%
Simi Valley	126,843	324	0.3%
Thousand Oaks	131,885	480	0.4%
Balance of County	97,733	590	0.6%
Ventura County	**850,491**	**6,017**	**0.7%**

Exhibit C2: Ventura County Industry Employment by Major Groups, 2015



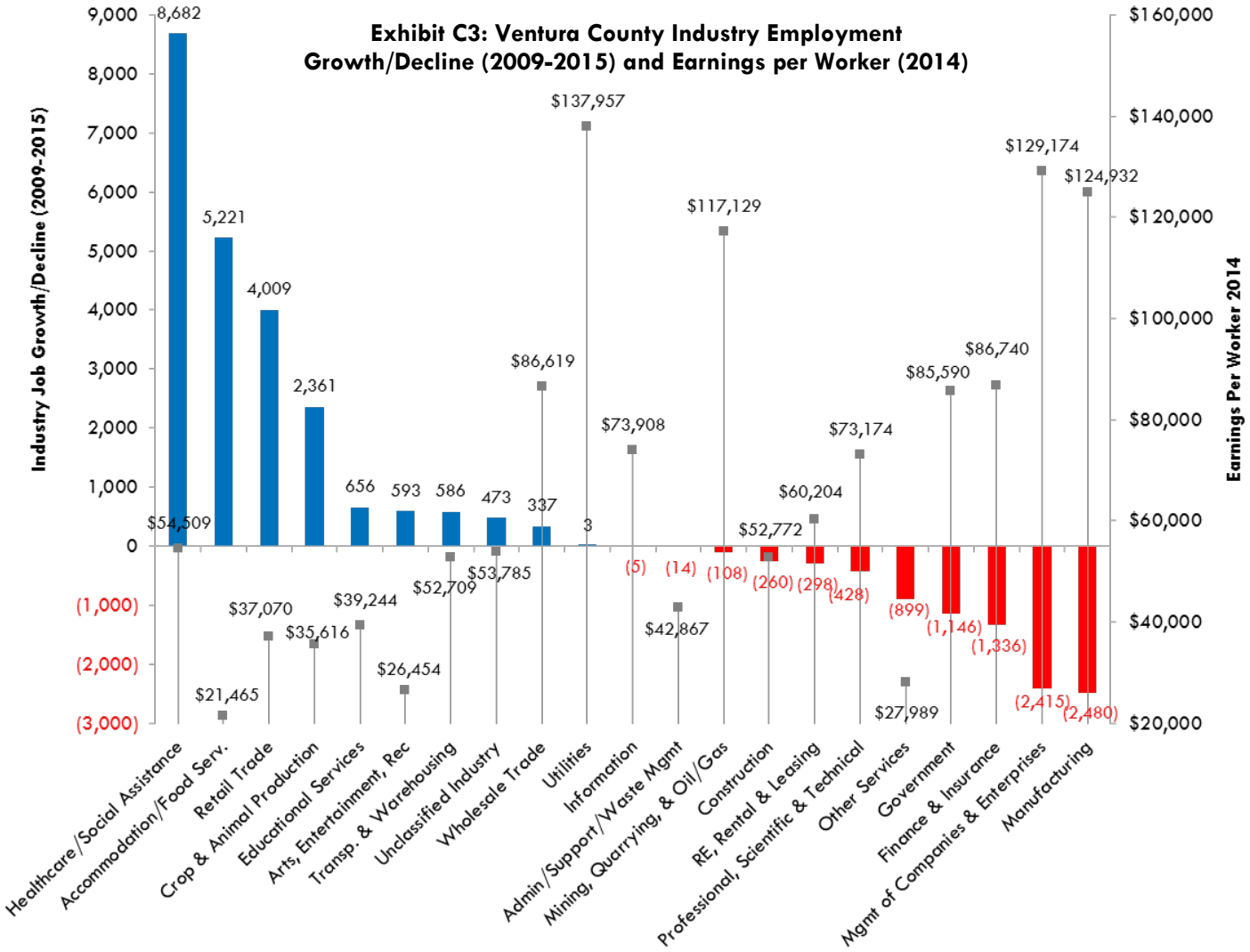


Exhibit C4: Occupational Employment in Ventura County

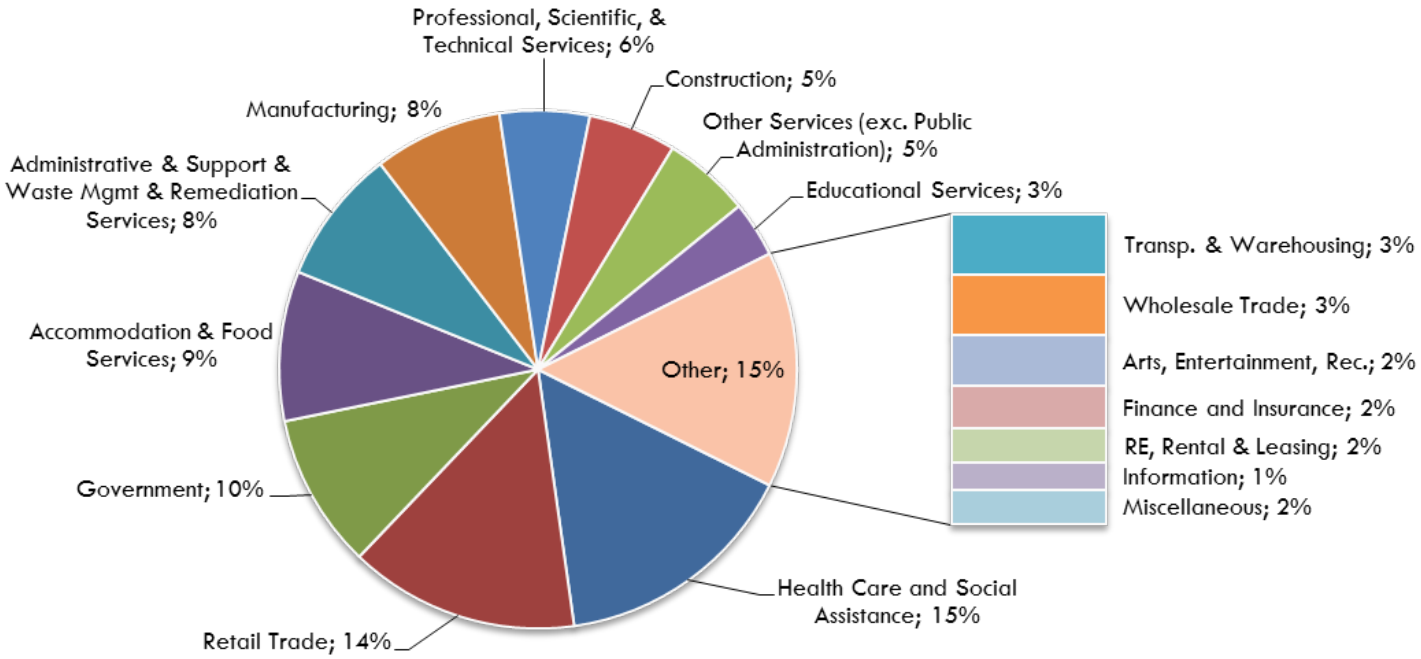
Education Level	Occupation	2015 Jobs	Openings thru 2020[3]	Annual Openings
Bachelor's degree	Registered Nurses	4,672	1,210	242
	General and Operations Managers	5,861	988	198
	Accountants and Auditors	2,682	469	94
Associate degree	Preschool Teachers (except Special Education)	1,051	198	40
	Dental Hygienists	609	100	20
	Paralegals and Legal Assistants	527	98	20
Postsecondary vocational award	Nursing Assistants	1,764	585	117
	Medical Assistants	2,280	523	105
	Automotive Service Technicians and Mechanics	1,973	351	70
Some college, no degree	Teacher Assistants	3,585	584	117
	Bookkeeping, Accounting, and Auditing Clerks	4,101	210	42
	Computer User Support Specialists	1,085	134	27
Apprenticeship	Carpenters	2,820	242	48
	Electricians	1,242	232	46
	Plumbers, Pipefitters, and Steamfitters	719	155	31
High school or equivalent	Office Clerks, General	6,501	954	191
	Customer Service Representatives	3,389	738	148
	First-Line Supervisors of Food Prep. & Serving Workers	2,324	726	145

Spotlight on: Northern Los Angeles County

Exhibit D1: Population Estimates for Northern Los Angeles County and Cities, 2016

Population	2015	Recent Growth (2015-16) Change	% Change
Lancaster	156,380	714	0.5%
Palmdale	159,112	960	0.6%
Santa Clarita	215,890	3,721	1.7%
Northern Los Angeles County	**531,382**	**5,395**	**1.0%**

Exhibit D2: Northern Los Angeles County Industry Employment by Major Groups, 2015



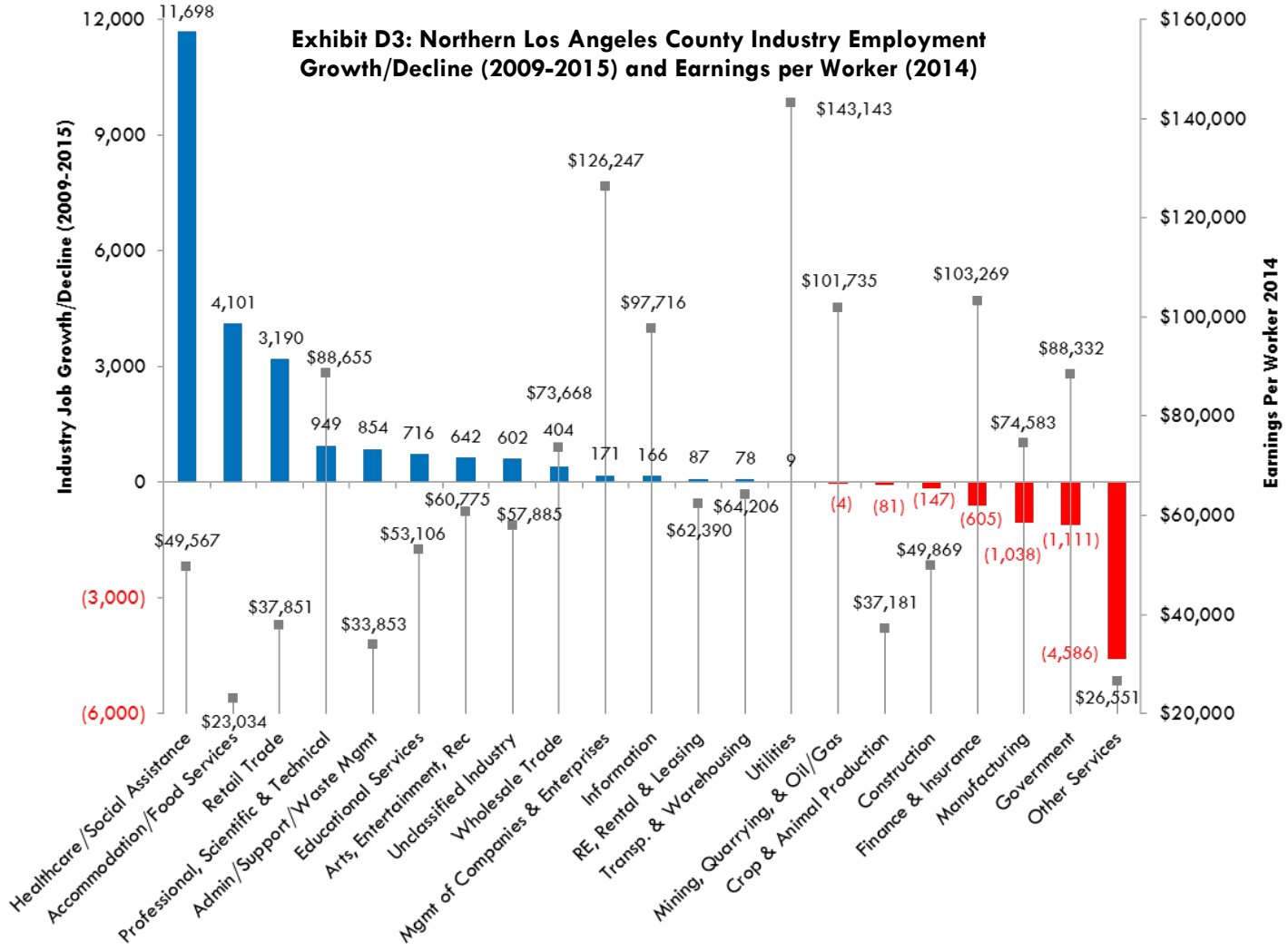


Exhibit D4: Occupational Employment in Northern Los Angeles County

Education Level	Occupation	2015 Jobs	Openings thru 2020[3]	Annual Openings
Bachelor's degree	Registered Nurses	3,297	919	184
	General and Operations Managers	3,111	645	129
	Accountants and Auditors	1,570	318	64
Associate degree	Preschool Teachers, Except Special Education	574	113	23
	Medical and Clinical Laboratory Technicians	297	70	14
	Dental Hygienists	306	58	12
Postsecondary vocational award	Nursing Assistants	1,269	421	84
	Hairdressers, Hairstylists, and Cosmetologists	1,009	294	59
	Medical Assistants	1,021	262	52
Some college, no degree	Teacher Assistants	1,809	325	65
	Bookkeeping, Accounting, and Auditing Clerks	2,147	144	29
	Computer User Support Specialists	730	123	25
Apprenticeship	Carpenters	1,550	198	40
	Electricians	648	115	23
	Plumbers, Pipefitters, and Steamfitters	583	96	19
High school or equivalent	Office Clerks, General	4,218	768	154
	First-Line Supervisors of Retail Sales Workers	2,813	554	111
	Customer Service Representatives	2,452	508	102

Appendix A: Sources, Terms and Definitions

This labor market report was prepared for the South Central Coast Regional Consortium by the South Central Coast Region Center of Excellence (COE), an initiative of the California Community Colleges' Economic and Workforce Development program.

Data included in this report represent one or more of the following geographic designations: San Luis Obispo County, Santa Barbara County, Ventura County and northern Los Angeles County (zip codes: 91310, 91321, 91322, 91350, 91351, 91354, 91355, 91380, 91381, 91383, 91384, 91385, 91386, 91387, 91390, 93510, 93532, 93534, 93535, 93536, 93539, 93543, 93544, 93550, 93551, 93552, 93553, 93584, 93586, 93590, 93591, and 93599).

Data Sources

Population estimates and projections – California Department of Finance, Demographic Research Unit, dof.ca.gov/research/demographic

Labor force, employment and unemployment estimates – California Employment Development Department, Labor Market Information Division, labormarketinfo.edd.ca.gov

Industry and occupational employment estimates and projections, wages and other data – Economic Modeling Specialists Inc. (EMSI), economicmodeling.com

Related Terms and Definitions

The **civilian labor force** is the sum of civilian employment and civilian unemployment. Civilians, as defined, are age 16 years or older, not members of the Armed Services, and are not in institutions such as prisons, mental hospitals, or nursing homes.

Civilian employment includes all individuals who worked at least one hour for a wage or salary, or were self-employed, or were working at least 15 unpaid hours in a family business or on a family farm, during the week including the 12th of the month. Those who were on vacation, on other kinds of leave, or involved in a labor dispute, were also counted as employed.

Civilian unemployment includes those individuals who were not working but were able, available, and actively looking for work during the week including the 12th of the month. Individuals who were waiting to be recalled from a layoff, and individuals waiting to report to a new job within 30 days were also considered to be unemployed.

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Demographic Overview

SCCRC - SLO and SB micro-region

EMSI Q2 2016 Data Set

June 2016

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Parameters

Regions

Code	Description
6079	San Luis Obispo County, CA
6083	Santa Barbara County, CA

Timeframe

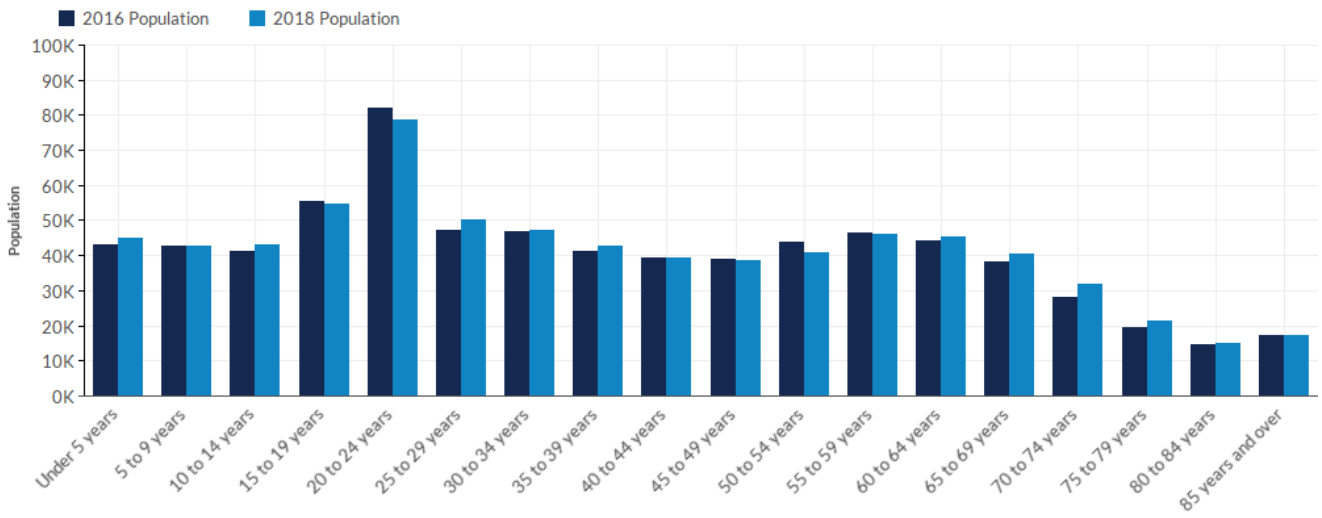
2016 - 2018

Cohort Totals

Area	2016 Population	2018 Population	Change	% Change
2 Counties	730,880	740,703	9,823	1%
State	39,480,225	40,052,821	572,596	1%
Nation	323,427,948	327,255,559	3,827,611	1%
Total	363,639,053	368,049,083	4,410,030	1%

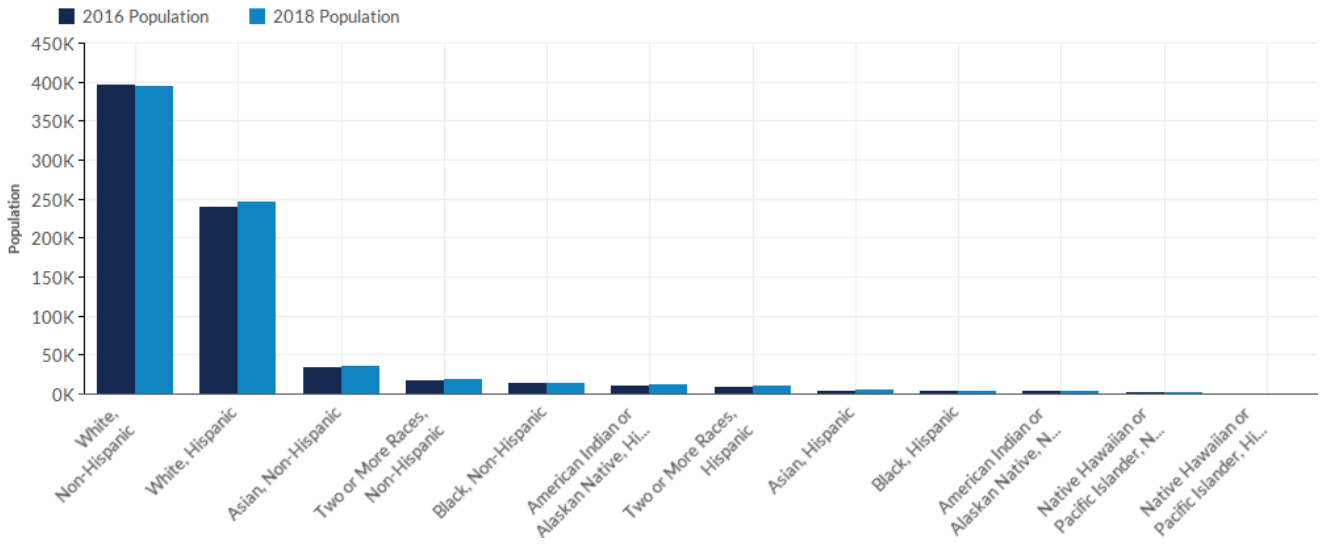
Source: Self-Employed - EMSI 2016.2 Class of Worker

Population by Age Cohort



Age Cohort	2016 Population	2018 Population	Change	% Change	2016 % of Cohort
Under 5 years	43,213	45,007	1,794	4%	5.91%
5 to 9 years	42,845	42,679	-166	0%	5.86%
10 to 14 years	41,257	43,144	1,887	5%	5.64%
15 to 19 years	55,596	54,773	-823	-1%	7.61%
20 to 24 years	82,123	78,515	-3,608	-4%	11.24%
25 to 29 years	47,252	50,302	3,050	6%	6.47%
30 to 34 years	46,712	47,072	360	1%	6.39%
35 to 39 years	41,019	42,707	1,688	4%	5.61%
40 to 44 years	39,490	39,476	-14	0%	5.40%
45 to 49 years	39,118	38,686	-432	-1%	5.35%
50 to 54 years	43,702	41,000	-2,702	-6%	5.98%
55 to 59 years	46,560	46,008	-552	-1%	6.37%
60 to 64 years	44,164	45,414	1,250	3%	6.04%
65 to 69 years	38,168	40,504	2,336	6%	5.22%
70 to 74 years	28,225	31,692	3,467	12%	3.86%
75 to 79 years	19,571	21,524	1,953	10%	2.68%
80 to 84 years	14,696	14,941	245	2%	2.01%
85 years and over	17,168	17,259	91	1%	2.35%
Total	730,880	740,703	9,823	1%	100.00%

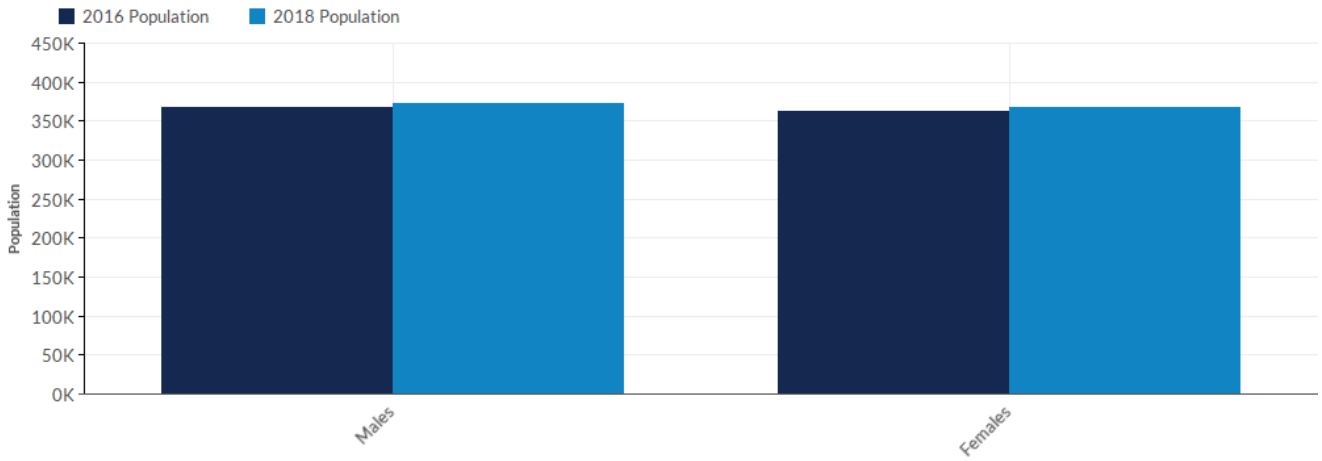
Population by Race/Ethnicity



Race/Ethnicity	2016 Population	2018 Population	Change	% Change	2016 % of Cohort
White, Non-Hispanic	395,336	394,931	-405	0%	54.09%
White, Hispanic	238,863	245,844	6,981	3%	32.68%
Asian, Non-Hispanic	33,580	34,871	1,291	4%	4.59%
Two or More Races, Non-Hispanic	17,176	17,868	692	4%	2.35%
Black, Non-Hispanic	12,969	13,009	40	0%	1.77%
American Indian or Alaskan Native, Hispanic	10,598	10,964	366	3%	1.45%
Two or More Races, Hispanic	9,254	9,736	482	5%	1.27%
Asian, Hispanic	4,052	4,217	165	4%	0.55%
Black, Hispanic	3,918	4,067	149	4%	0.54%
American Indian or Alaskan Native, Non-Hispanic	3,431	3,449	18	1%	0.47%
Native Hawaiian or Pacific Islander, Non-Hispanic	1,173	1,205	32	3%	0.16%
Native Hawaiian or Pacific Islander, Hispanic	530	542	12	2%	0.07%
Total	730,880	740,703	9,823	1%	100.00%

Source: Self-Employed - EMSI 2016.2 Class of Worker

Population by Gender



Gender	2016 Population	2018 Population	Change	% Change	2016 % of Cohort
Males	368,143	372,750	4,607	1%	50.37%
Females	362,737	367,953	5,216	1%	49.63%
Total	730,880	740,703	9,823	1%	100.00%

Source: Self-Employed - EMSI 2016.2 Class of Worker

Appendix A - Data Sources and Calculations

Demographic Data

The demographic data in this report is compiled from several sources using a specialized process. Sources include annual population estimates and population projections from the US Census Bureau, birth and mortality rates from the US Health Department, and projected regional job growth.

State Data Sources

This report uses state data from the following agencies: California Labor Market Information Department

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Demographic Overview

SCCRC - Ventura micro-region

EMSI Q2 2016 Data Set

June 2016

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Parameters

Regions

Code	Description
6111	Ventura County, CA

Timeframe

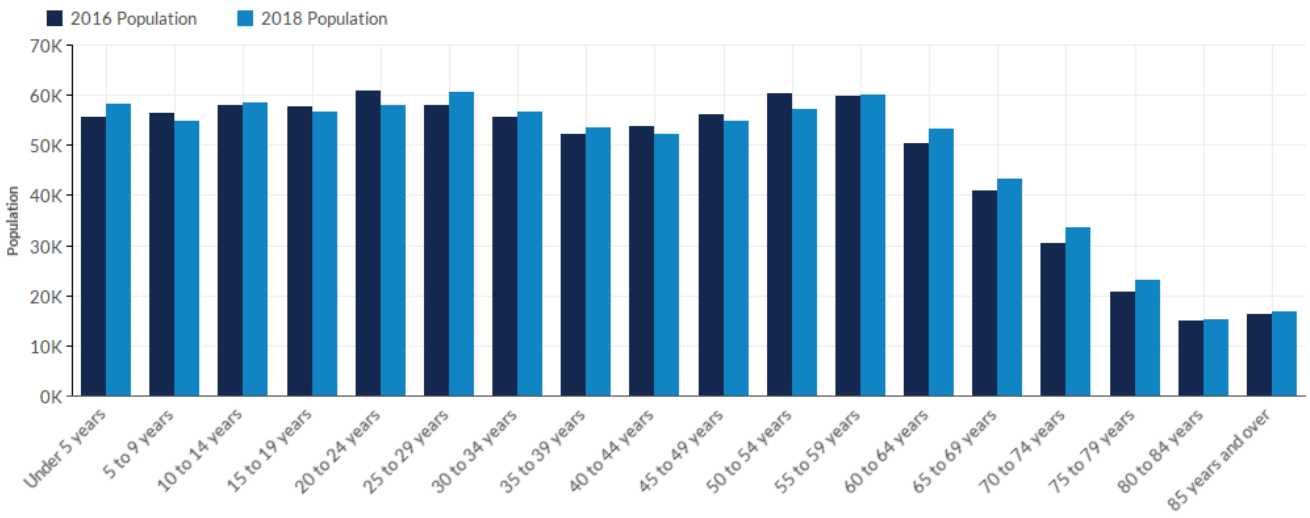
2016 - 2018

Cohort Totals

Area	2016 Population	2018 Population	Change	% Change
1 County	857,210	866,084	8,874	1%
State	39,480,225	40,052,821	572,596	1%
Nation	323,427,948	327,255,559	3,827,611	1%
Total	363,765,383	368,174,464	4,409,081	1%

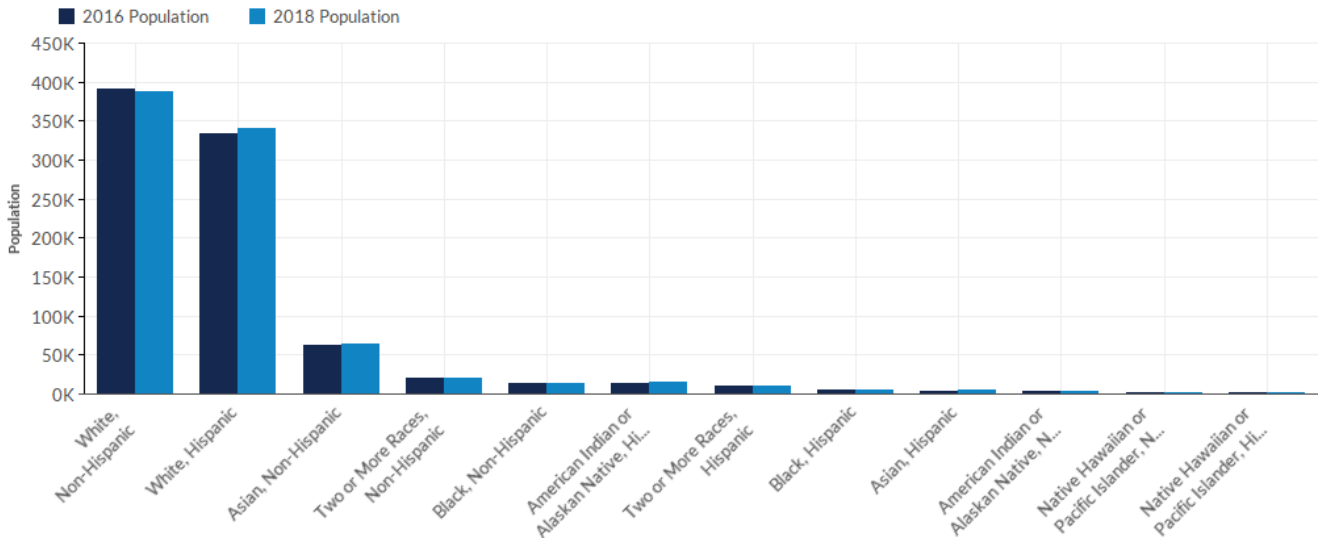
Source: Self-Employed - EMSI 2016.2 Class of Worker

Population by Age Cohort



Age Cohort	2016 Population	2018 Population	Change	% Change	2016 % of Cohort
Under 5 years	55,592	58,151	2,559	5%	6.49%
5 to 9 years	56,252	54,788	-1,464	-3%	6.56%
10 to 14 years	57,959	58,451	492	1%	6.76%
15 to 19 years	57,603	56,734	-869	-2%	6.72%
20 to 24 years	60,807	57,863	-2,944	-5%	7.09%
25 to 29 years	57,830	60,664	2,834	5%	6.75%
30 to 34 years	55,652	56,610	958	2%	6.49%
35 to 39 years	52,149	53,595	1,446	3%	6.08%
40 to 44 years	53,772	52,299	-1,473	-3%	6.27%
45 to 49 years	56,071	54,718	-1,353	-2%	6.54%
50 to 54 years	60,223	57,254	-2,969	-5%	7.03%
55 to 59 years	59,759	60,021	262	0%	6.97%
60 to 64 years	50,360	53,206	2,846	6%	5.87%
65 to 69 years	41,028	43,165	2,137	5%	4.79%
70 to 74 years	30,291	33,559	3,268	11%	3.53%
75 to 79 years	20,656	22,977	2,321	11%	2.41%
80 to 84 years	14,876	15,302	426	3%	1.74%
85 years and over	16,329	16,725	396	2%	1.90%
Total	857,210	866,084	8,874	1%	100.00%

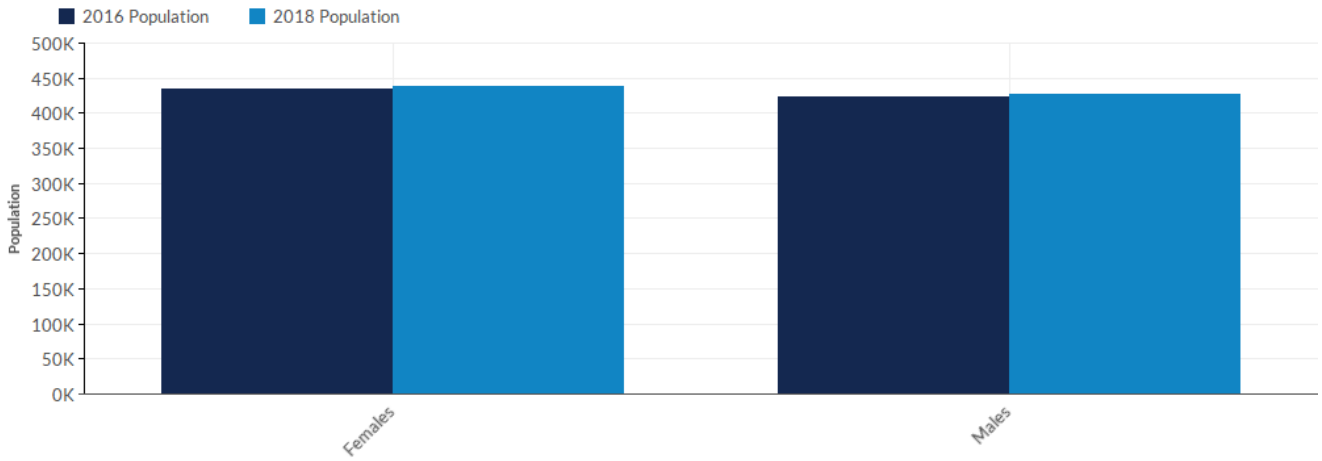
Population by Race/Ethnicity



Race/Ethnicity	2016 Population	2018 Population	Change	% Change	2016 % of Cohort
White, Non-Hispanic	390,704	387,618	-3,086	-1%	45.58%
White, Hispanic	333,116	341,159	8,043	2%	38.86%
Asian, Non-Hispanic	61,806	63,655	1,849	3%	7.21%
Two or More Races, Non-Hispanic	19,813	20,395	582	3%	2.31%
Black, Non-Hispanic	14,106	14,311	205	1%	1.65%
American Indian or Alaskan Native, Hispanic	13,909	14,360	451	3%	1.62%
Two or More Races, Hispanic	9,399	9,849	450	5%	1.10%
Black, Hispanic	5,221	5,388	167	3%	0.61%
Asian, Hispanic	4,179	4,342	163	4%	0.49%
American Indian or Alaskan Native, Non-Hispanic	2,553	2,561	8	0%	0.30%
Native Hawaiian or Pacific Islander, Non-Hispanic	1,419	1,426	7	0%	0.17%
Native Hawaiian or Pacific Islander, Hispanic	987	1,021	34	3%	0.12%
Total	857,210	866,084	8,874	1%	100.00%

Source: Self-Employed - EMSI 2016.2 Class of Worker

Population by Gender



Gender	2016 Population	2018 Population	Change	% Change	2016 % of Cohort
Females	433,844	438,910	5,066	1%	50.61%
Males	423,366	427,174	3,808	1%	49.39%
Total	857,210	866,084	8,874	1%	100.00%

Source: Self-Employed - EMSI 2016.2 Class of Worker

Appendix A - Data Sources and Calculations

Demographic Data

The demographic data in this report is compiled from several sources using a specialized process. Sources include annual population estimates and population projections from the US Census Bureau, birth and mortality rates from the US Health Department, and projected regional job growth.

State Data Sources

This report uses state data from the following agencies: California Labor Market Information Department

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Demographic Overview

SCCRC - Los Angeles County

EMSI Q2 2016 Data Set

July 2016

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Parameters

Regions

Code	Description
6037	Los Angeles County, CA

Timeframe

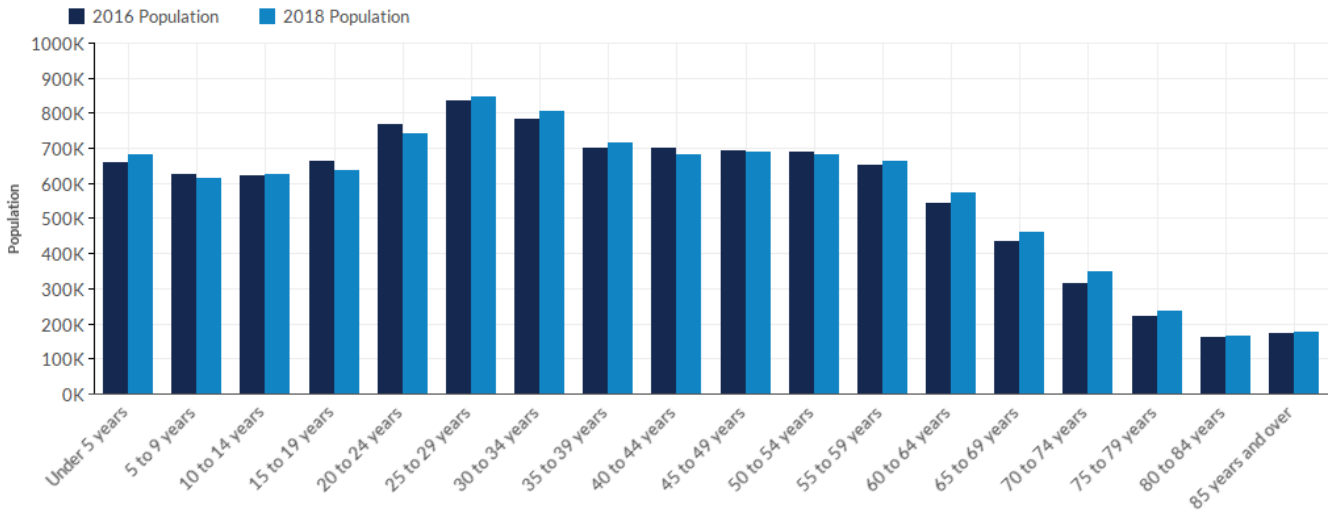
2016 - 2018

Cohort Totals

Area	2016 Population	2018 Population	Change	% Change
1 County	10,239,028	10,342,224	103,196	1%
State	39,480,225	40,052,821	572,596	1%
Nation	323,427,948	327,255,559	3,827,611	1%
Total	373,147,201	377,650,603	4,503,402	1%

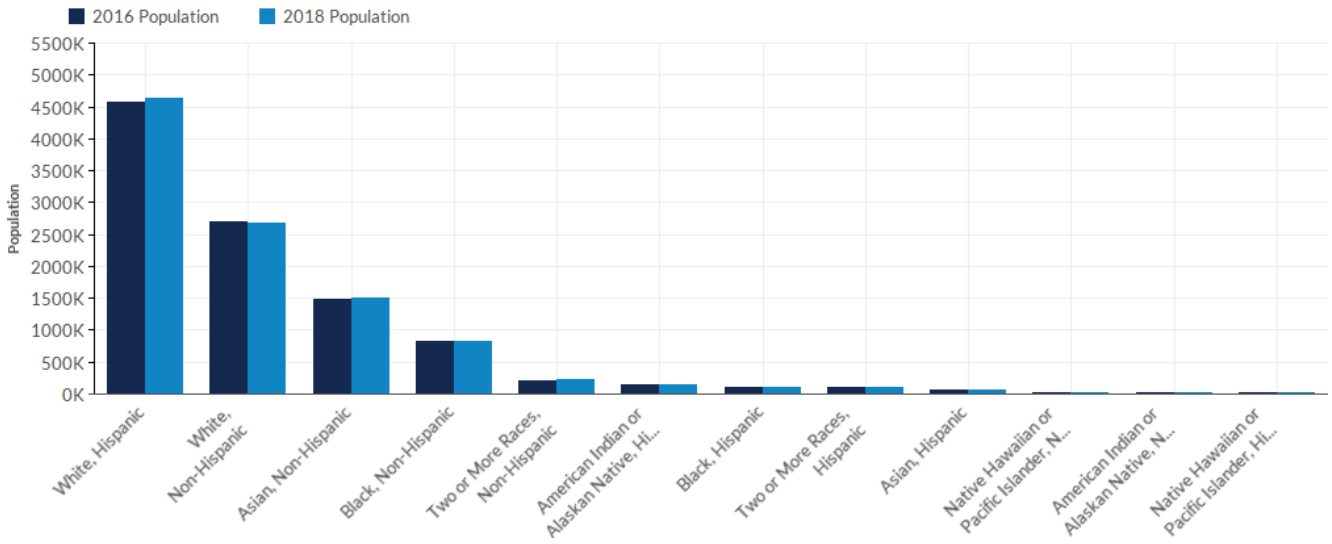
Source: Self-Employed - EMSI 2016.2 Class of Worker

Population by Age Cohort



Age Cohort	2016 Population	2018 Population	Change	% Change	2016 % of Cohort
Under 5 years	660,354	680,015	19,661	3%	6.45%
5 to 9 years	624,562	614,350	-10,212	-2%	6.10%
10 to 14 years	620,866	626,050	5,184	1%	6.06%
15 to 19 years	661,935	637,651	-24,284	-4%	6.46%
20 to 24 years	768,078	740,207	-27,871	-4%	7.50%
25 to 29 years	836,371	847,048	10,677	1%	8.17%
30 to 34 years	782,013	804,970	22,957	3%	7.64%
35 to 39 years	698,516	714,269	15,753	2%	6.82%
40 to 44 years	699,488	683,066	-16,422	-2%	6.83%
45 to 49 years	693,962	690,667	-3,295	0%	6.78%
50 to 54 years	690,315	681,531	-8,784	-1%	6.74%
55 to 59 years	651,703	663,344	11,641	2%	6.36%
60 to 64 years	544,662	572,975	28,313	5%	5.32%
65 to 69 years	434,414	462,064	27,650	6%	4.24%
70 to 74 years	314,416	347,537	33,121	11%	3.07%
75 to 79 years	222,529	237,421	14,892	7%	2.17%
80 to 84 years	160,728	164,663	3,935	2%	1.57%
85 years and over	174,116	174,395	279	0%	1.70%
Total	10,239,028	10,342,224	103,196	1%	100.00%

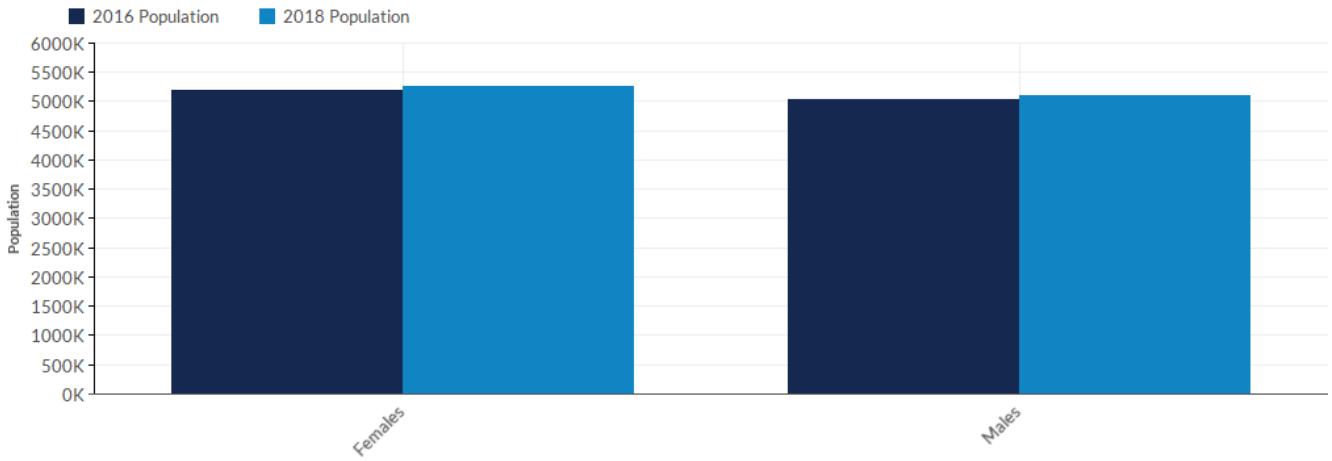
Population by Race/Ethnicity



Race/Ethnicity	2016 Population	2018 Population	Change	% Change	2016 % of Cohort
White, Hispanic	4,578,036	4,644,234	66,198	1%	44.71%
White, Non-Hispanic	2,692,579	2,675,046	-17,533	-1%	26.30%
Asian, Non-Hispanic	1,473,639	1,508,210	34,571	2%	14.39%
Black, Non-Hispanic	824,047	822,504	-1,543	0%	8.05%
Two or More Races, Non-Hispanic	209,201	216,529	7,328	4%	2.04%
American Indian or Alaskan Native, Hispanic	134,218	137,846	3,628	3%	1.31%
Black, Hispanic	104,845	107,797	2,952	3%	1.02%
Two or More Races, Hispanic	100,892	105,798	4,906	5%	0.99%
Asian, Hispanic	63,265	65,554	2,289	4%	0.62%
Native Hawaiian or Pacific Islander, Non-Hispanic	24,310	24,548	238	1%	0.24%
American Indian or Alaskan Native, Non-Hispanic	19,558	19,334	-224	-1%	0.19%
Native Hawaiian or Pacific Islander, Hispanic	14,439	14,825	386	3%	0.14%
Total	10,239,028	10,342,224	103,196	1%	100.00%

Source: Self-Employed - EMSI 2016.2 Class of Worker

Population by Gender



Gender	2016 Population	2018 Population	Change	% Change	2016 % of Cohort
Females	5,198,038	5,252,045	54,007	1%	50.77%
Males	5,040,990	5,090,179	49,189	1%	49.23%
Total	10,239,028	10,342,224	103,196	1%	100.00%

Source: Self-Employed - EMSI 2016.2 Class of Worker

Appendix A - Data Sources and Calculations

Demographic Data

The demographic data in this report is compiled from several sources using a specialized process. Sources include annual population estimates and population projections from the US Census Bureau, birth and mortality rates from the US Health Department, and projected regional job growth.

State Data Sources

This report uses state data from the following agencies: California Labor Market Information Department

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Educational Attainment

SCCRC
San Luis Obispo, Santa Barbara, Ventura and Los Angeles micro-regions

2014 Census Data Set

July 2016

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Educational Attainment:

Santa Barbara County	Total	Male	Female
Population 18 to 24 years	**67,482**	**34,512**	**32,970**
Less than high school graduate	12.6%	15.0%	10.1%
High school graduate (includes equivalency)	18.3%	18.3%	18.4%
Some college or associate's degree	60.4%	59.4%	61.4%
Bachelor's degree or higher	8.7%	7.4%	10.1%
Population 25 years and over	**265,963**	**131,641**	**134,322**
Less than 9th grade	12.6%	13.2%	12.1%
9th to 12th grade, no diploma	8.1%	8.9%	7.2%
High school graduate (includes equivalency)	17.8%	17.8%	17.8%
Some college, no degree	22.2%	21.6%	22.7%
Associate's degree	8.0%	7.0%	8.9%
Bachelor's degree	18.6%	18.1%	19.2%
Graduate or professional degree	12.8%	13.5%	12.1%
Percent high school graduate or higher	**79.3%**	**77.9%**	**80.7%**
Percent bachelor's degree or higher	**31.4%**	**31.6%**	**31.3%**
Population 25 to 34 years	**57,359**	**30,709**	**26,650**
High school graduate or higher	76.1%	73.9%	78.5%
Bachelor's degree or higher	28.2%	24.4%	32.7%
Population 35 to 44 years	**50,001**	**25,828**	**24,173**
High school graduate or higher	72.0%	69.9%	74.2%
Bachelor's degree or higher	29.2%	26.9%	31.7%
Population 45 to 64 years	**100,824**	**49,709**	**51,115**
High school graduate or higher	82.4%	81.4%	83.4%
Bachelor's degree or higher	32.8%	32.8%	32.8%
Population 65 years and over	**57,779**	**25,395**	**32,384**
High school graduate or higher	83.5%	84.1%	83.0%
Bachelor's degree or higher	34.1%	42.6%	27.4%
POVERTY RATE FOR THE POPULATION 25 YEARS AND OVER FOR WHOM POVERTY STATUS IS DETERMINED BY EDUCATIONAL ATTAINMENT LEVEL			
Less than high school graduate	20.9%	17.3%	24.9%
High school graduate (includes equivalency)	13.0%	12.0%	13.9%
Some college or associate's degree	9.4%	8.5%	10.1%
Bachelor's degree or higher	4.6%	3.9%	5.2%
MEDIAN EARNINGS IN THE PAST 12 MONTHS (IN 2014 INFLATION-ADJUSTED DOLLARS)			
Population 25 years and over with earnings	$34,637	$39,336	$29,971
Less than high school graduate	$19,987	$22,338	$15,721
High school graduate (includes equivalency)	$29,714	$34,387	$24,174
Some college or associate's degree	$36,888	$44,381	$30,671
Bachelor's degree	$53,845	$67,862	$44,339
Graduate or professional degree	$70,069	$86,331	$58,294

San Luis Obispo County	Total	Male	Female
Population 18 to 24 years	**42,130**	**23,245**	**18,885**
Less than high school graduate	6.0%	5.8%	6.3%
High school graduate (includes equivalency)	19.4%	19.9%	18.9%
Some college or associate's degree	66.9%	68.5%	65.0%
Bachelor's degree or higher	7.6%	5.8%	9.8%
Population 25 years and over	**181,329**	**90,799**	**90,530**
Less than 9th grade	4.5%	5.1%	3.9%
9th to 12th grade, no diploma	5.9%	7.0%	4.7%
High school graduate (includes equivalency)	20.2%	20.8%	19.7%
Some college, no degree	27.8%	27.1%	28.6%
Associate's degree	9.5%	8.5%	10.5%
Bachelor's degree	19.9%	19.2%	20.7%
Graduate or professional degree	12.1%	12.4%	11.8%
Percent high school graduate or higher	**89.6%**	**87.9%**	**91.3%**
Percent bachelor's degree or higher	**32.1%**	**31.6%**	**32.6%**
Population 25 to 34 years	**32,213**	**17,485**	**14,728**
High school graduate or higher	86.5%	83.9%	89.5%
Bachelor's degree or higher	26.5%	21.0%	33.0%
Population 35 to 44 years	**29,519**	**15,752**	**13,767**
High school graduate or higher	87.8%	85.1%	91.0%
Bachelor's degree or higher	31.2%	28.3%	34.6%
Population 45 to 64 years	**74,851**	**37,214**	**37,637**
High school graduate or higher	91.0%	89.1%	92.9%
Bachelor's degree or higher	32.9%	31.7%	34.1%
Population 65 years and over	**44,746**	**20,348**	**24,398**
High school graduate or higher	90.8%	91.4%	90.2%
Bachelor's degree or higher	35.3%	43.1%	28.8%
POVERTY RATE FOR THE POPULATION 25 YEARS AND OVER FOR WHOM POVERTY STATUS IS DETERMINED BY EDUCATIONAL ATTAINMENT LEVEL			
Less than high school graduate	19.7%	16.1%	24.2%
High school graduate (includes equivalency)	12.0%	10.4%	13.5%
Some college or associate's degree	8.8%	8.3%	9.2%
Bachelor's degree or higher	4.7%	3.8%	5.5%
MEDIAN EARNINGS IN THE PAST 12 MONTHS (IN 2014 INFLATION-ADJUSTED DOLLARS)			
Population 25 years and over with earnings	$36,804	$45,022	$29,992
Less than high school graduate	$21,012	$24,581	$15,972
High school graduate (includes equivalency)	$29,369	$34,230	$24,504
Some college or associate's degree	$34,893	$45,221	$27,300
Bachelor's degree	$50,947	$63,010	$39,858
Graduate or professional degree	$65,922	$79,704	$56,979

Ventura County	Total	Male	Female
Population 18 to 24 years	**83,461**	**43,400**	**40,061**
Less than high school graduate	14.1%	16.8%	11.2%
High school graduate (includes equivalency)	28.1%	30.2%	25.9%
Some college or associate's degree	50.2%	47.0%	53.6%
Bachelor's degree or higher	7.6%	6.0%	9.3%
Population 25 years and over	**544,266**	**264,885**	**279,381**
Less than 9th grade	9.7%	9.7%	9.7%
9th to 12th grade, no diploma	7.3%	8.0%	6.7%
High school graduate (includes equivalency)	19.0%	19.1%	18.9%
Some college, no degree	23.6%	22.9%	24.3%
Associate's degree	8.8%	7.9%	9.5%
Bachelor's degree	19.9%	19.7%	20.0%
Graduate or professional degree	11.7%	12.6%	10.8%
Percent high school graduate or higher	**83.0%**	**82.3%**	**83.6%**
Percent bachelor's degree or higher	**31.6%**	**32.3%**	**30.9%**
Population 25 to 34 years	**107,785**	**55,587**	**52,198**
High school graduate or higher	82.4%	80.3%	84.6%
Bachelor's degree or higher	26.7%	22.5%	31.3%
Population 35 to 44 years	**108,699**	**53,951**	**54,748**
High school graduate or higher	80.6%	79.4%	81.8%
Bachelor's degree or higher	32.4%	30.1%	34.7%
Population 45 to 64 years	**222,183**	**108,690**	**113,493**
High school graduate or higher	84.8%	84.3%	85.3%
Bachelor's degree or higher	34.5%	35.9%	33.2%
Population 65 years and over	**105,599**	**46,657**	**58,942**
High school graduate or higher	82.1%	83.4%	81.1%
Bachelor's degree or higher	29.5%	38.3%	22.5%
POVERTY RATE FOR THE POPULATION 25 YEARS AND OVER FOR WHOM POVERTY STATUS IS DETERMINED BY EDUCATIONAL ATTAINMENT LEVEL			
Less than high school graduate	20.8%	17.9%	23.7%
High school graduate (includes equivalency)	10.7%	9.0%	12.4%
Some college or associate's degree	6.7%	5.4%	7.8%
Bachelor's degree or higher	3.2%	2.6%	3.8%
MEDIAN EARNINGS IN THE PAST 12 MONTHS (IN 2014 INFLATION-ADJUSTED DOLLARS)			
Population 25 years and over with earnings	$39,641	$46,589	$32,146
Less than high school graduate	$18,772	$21,731	$15,492
High school graduate (includes equivalency)	$30,095	$34,915	$24,109
Some college or associate's degree	$40,160	$49,183	$32,673
Bachelor's degree	$61,938	$76,718	$48,984
Graduate or professional degree	$83,888	$103,124	$68,168

Los Angeles County	Newhall		
	Total	Male	Female
Population 18 to 24 years	**24,837**	**13,987**	**10,850**
Less than high school graduate	13.7%	18.1%	8.0%
High school graduate (includes equivalency)	24.1%	25.4%	22.5%
Some college or associate's degree	54.5%	51.0%	59.1%
Bachelor's degree or higher	7.7%	5.6%	10.3%
Population 25 years and over	**164,563**	**82,132**	**82,431**
Less than 9th grade	4.5%	4.5%	4.5%
9th to 12th grade, no diploma	6.5%	7.5%	5.5%
High school graduate (includes equivalency)	18.7%	18.4%	19.0%
Some college, no degree	26.3%	26.4%	26.3%
Associate's degree	9.8%	8.8%	10.8%
Bachelor's degree	23.2%	22.8%	23.7%
Graduate or professional degree	10.9%	11.6%	10.2%
Percent high school graduate or higher	**89.0%**	**87.9%**	**90.0%**
Percent bachelor's degree or higher	**34.2%**	**34.4%**	**33.9%**
Population 25 to 34 years	**32,213**	**17,080**	**15,133**
High school graduate or higher	87.5%	83.2%	92.4%
Bachelor's degree or higher	32.0%	25.9%	38.8%
Population 35 to 44 years	**38,757**	**19,388**	**19,369**
High school graduate or higher	87.8%	85.5%	90.2%
Bachelor's degree or higher	37.2%	35.1%	39.3%
Population 45 to 64 years	**69,740**	**35,373**	**34,367**
High school graduate or higher	91.8%	91.5%	92.2%
Bachelor's degree or higher	36.0%	38.0%	34.0%
Population 65 years and over	**23,853**	**10,291**	**13,562**
High school graduate or higher	84.3%	88.2%	81.3%
Bachelor's degree or higher	26.7%	35.3%	20.3%
POVERTY RATE FOR THE POPULATION 25 YEARS AND OVER FOR WHOM POVERTY STATUS IS DETERMINED BY EDUCATIONAL ATTAINMENT LEVEL			
Less than high school graduate	23.6%	21.5%	25.7%
High school graduate (includes equivalency)	8.6%	6.1%	10.8%
Some college or associate's degree	5.6%	5.2%	6.0%
Bachelor's degree or higher	4.0%	3.7%	4.3%
MEDIAN EARNINGS IN THE PAST 12 MONTHS (IN 2014 INFLATION-ADJUSTED DOLLARS)			
Population 25 years and over with earnings	$50,296	$60,355	$40,742
Less than high school graduate	$19,600	$21,754	$16,086
High school graduate (includes equivalency)	$34,823	$40,653	$29,235
Some college or associate's degree	$46,570	$57,206	$38,186
Bachelor's degree	$65,593	$82,345	$53,828
Graduate or professional degree	$86,257	102,658	$72,665

Los Angeles County	North Antelope Valley		
	Total	Male	Female
Population 18 to 24 years	**19,419**	**9,901**	**9,518**
Less than high school graduate	18.3%	22.6%	13.9%
High school graduate (includes equivalency)	33.3%	34.4%	32.3%
Some college or associate's degree	44.3%	39.1%	49.8%
Bachelor's degree or higher	4.0%	3.9%	4.0%
Population 25 years and over	**117,078**	**57,793**	**59,285**
Less than 9th grade	8.5%	8.5%	8.5%
9th to 12th grade, no diploma	11.1%	12.1%	10.1%
High school graduate (includes equivalency)	29.7%	30.5%	29.0%
Some college, no degree	26.9%	25.8%	27.9%
Associate's degree	8.6%	7.6%	9.7%
Bachelor's degree	9.7%	9.7%	9.8%
Graduate or professional degree	5.4%	5.7%	5.1%
Percent high school graduate or higher	**80.4%**	**79.4%**	**81.4%**
Percent bachelor's degree or higher	**15.2%**	**15.4%**	**14.9%**
Population 25 to 34 years	**25,804**	**13,815**	**11,989**
High school graduate or higher	84.4%	81.2%	88.2%
Bachelor's degree or higher	14.0%	11.7%	16.7%
Population 35 to 44 years	**24,918**	**12,568**	**12,350**
High school graduate or higher	77.9%	75.5%	80.3%
Bachelor's degree or higher	13.4%	13.0%	13.8%
Population 45 to 64 years	**47,204**	**23,279**	**23,925**
High school graduate or higher	82.3%	81.4%	83.1%
Bachelor's degree or higher	17.3%	18.0%	16.7%
Population 65 years and over	**19,152**	**8,131**	**11,021**
High school graduate or higher	73.5%	76.3%	71.5%
Bachelor's degree or higher	13.6%	18.4%	10.0%
POVERTY RATE FOR THE POPULATION 25 YEARS AND OVER FOR WHOM POVERTY STATUS IS DETERMINED BY EDUCATIONAL ATTAINMENT LEVEL			
Less than high school graduate	29.9%	25.6%	33.8%
High school graduate (includes equivalency)	22.4%	20.9%	23.7%
Some college or associate's degree	15.7%	11.6%	19.0%
Bachelor's degree or higher	8.2%	8.1%	8.2%
MEDIAN EARNINGS IN THE PAST 12 MONTHS (IN 2014 INFLATION-ADJUSTED DOLLARS)			
Population 25 years and over with earnings	$37,169	$43,761	$32,343
Less than high school graduate	$23,466	$26,930	$19,317
High school graduate (includes equivalency)	$33,728	$39,781	$29,113
Some college or associate's degree	$39,073	$46,428	$33,287
Bachelor's degree	$55,716	$62,275	$47,917
Graduate or professional degree	$75,528	$81,447	$67,083

Los Angeles County	South Antelope Valley		
	Total	Male	Female
Population 18 to 24 years	**24,153**	**12,567**	**11,586**
Less than high school graduate	23.2%	27.9%	18.1%
High school graduate (includes equivalency)	29.3%	30.5%	28.1%
Some college or associate's degree	43.7%	38.7%	49.2%
Bachelor's degree or higher	3.8%	3.0%	4.7%
Population 25 years and over	**123,713**	**59,902**	**63,811**
Less than 9th grade	11.5%	11.4%	11.6%
9th to 12th grade, no diploma	12.3%	13.0%	11.5%
High school graduate (includes equivalency)	24.0%	24.7%	23.5%
Some college, no degree	26.8%	26.8%	26.9%
Associate's degree	8.1%	7.0%	9.1%
Bachelor's degree	11.8%	11.5%	12.1%
Graduate or professional degree	5.4%	5.6%	5.3%
Percent high school graduate or higher	**76.3%**	**75.6%**	**76.9%**
Percent bachelor's degree or higher	**17.3%**	**17.2%**	**17.4%**
Population 25 to 34 years	**24,747**	**12,208**	**12,539**
High school graduate or higher	78.3%	74.6%	81.9%
Bachelor's degree or higher	14.4%	12.0%	16.6%
Population 35 to 44 years	**27,113**	**13,117**	**13,996**
High school graduate or higher	72.2%	70.9%	73.5%
Bachelor's degree or higher	15.2%	12.2%	18.0%
Population 45 to 64 years	**53,332**	**26,322**	**27,010**
High school graduate or higher	78.8%	79.1%	78.4%
Bachelor's degree or higher	20.0%	20.9%	19.0%
Population 65 years and over	**18,521**	**8,255**	**10,266**
High school graduate or higher	72.2%	73.5%	71.2%
Bachelor's degree or higher	16.5%	20.7%	13.2%
POVERTY RATE FOR THE POPULATION 25 YEARS AND OVER FOR WHOM POVERTY STATUS IS DETERMINED BY EDUCATIONAL ATTAINMENT LEVEL			
Less than high school graduate	25.0%	21.8%	28.1%
High school graduate (includes equivalency)	15.8%	13.4%	18.1%
Some college or associate's degree	11.7%	9.6%	13.5%
Bachelor's degree or higher	4.7%	4.5%	4.9%
MEDIAN EARNINGS IN THE PAST 12 MONTHS (IN 2014 INFLATION-ADJUSTED DOLLARS)			
Population 25 years and over with earnings	$35,843	$42,123	$29,334
Less than high school graduate	$22,109	$26,482	$15,507
High school graduate (includes equivalency)	$30,713	$36,207	$24,127
Some college or associate's degree	$40,777	$48,554	$31,898
Bachelor's degree	$54,714	$72,093	$46,653
Graduate or professional degree	$76,815	$89,632	$70,383

Appendix A - Data Sources and Calculations

S1501:
EDUCATIONAL ATTAINMENT
2010-2014 American Community Survey 5-Year Estimates

Supporting documentation on code lists, subject definitions, data accuracy, and statistical testing can be found on the American Community Survey website in the Data and Documentation section.

Sample size and data quality measures (including coverage rates, allocation rates, and response rates) can be found on the American Community Survey website in the Methodology section.
Although the American Community Survey (ACS) produces population, demographic and housing unit estimates, it is the Census Bureau's Population Estimates Program that produces and disseminates the official estimates of the population for the nation, states, counties, cities and towns and estimates of housing units for states and counties.

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Regional Jobs, Earnings, Sales

SCCRC - SLO and SB micro-region

EMSI Q2 2016 Data Set

July 2016

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Parameters

Regions

Code	Description
6079	San Luis Obispo County, CA
6083	Santa Barbara County, CA

Input-Output Year

2014

NAICS	Industry	Jobs	Earnings	Sales	Average Earnings
1110	Crop Production	16,754	$561,397,619	$2,420,875,089	$33,508
1120	Animal Production and Aquaculture	784	$25,388,303	$177,682,925	$32,383
1131	Timber Tract Operations	<10	$9,129	$27,776	$4,565
1132	Forest Nurseries and Gathering of Forest Products	<10	$4,661	$14,226	$2,331
1133	Logging	42	$446,449	$1,359,846	$10,630
1141	Fishing	375	$16,257,976	$39,260,534	$43,355
1142	Hunting and Trapping	25	$503,097	$1,259,942	$20,124
1151	Support Activities for Crop Production	12,027	$436,616,946	$542,830,033	$36,303
1152	Support Activities for Animal Production	677	$25,527,012	$31,799,332	$37,706
1153	Support Activities for Forestry	74	$3,351,440	$4,167,539	$45,290
2111	Oil and Gas Extraction	2,097	$238,578,267	$1,392,506,385	$113,771
2121	Coal Mining	27	$3,348,248	$22,897,733	$124,009
2122	Metal Ore Mining	259	$23,005,482	$151,741,481	$88,824
2123	Nonmetallic Mineral Mining and Quarrying	213	$16,702,369	$75,084,225	$78,415
2131	Support Activities for Mining	654	$74,970,338	$173,911,632	$114,634
2211	Electric Power Generation, Transmission and Distribution	1,411	$325,304,952	$1,783,456,943	$230,549
2212	Natural Gas Distribution	941	$83,869,617	$611,177,565	$89,128
2213	Water, Sewage and Other Systems	232	$16,302,980	$41,089,335	$70,271
2361	Residential Building Construction	4,117	$203,824,175	$505,282,641	$49,508
2362	Nonresidential Building Construction	1,281	$90,472,882	$224,568,154	$70,627
2371	Utility System Construction	1,258	$105,102,995	$261,770,421	$83,548
2372	Land Subdivision	138	$7,524,020	$18,691,974	$54,522
2373	Highway, Street, and Bridge Construction	495	$40,289,677	$100,208,226	$81,393
2379	Other Heavy and Civil Engineering Construction	386	$21,314,047	$52,896,827	$55,218
2381	Foundation, Structure, and Building Exterior Contractors	2,308	$99,292,544	$246,680,202	$43,021
2382	Building Equipment Contractors	4,428	$248,904,651	$617,449,352	$56,212
2383	Building Finishing Contractors	4,338	$149,473,681	$370,686,341	$34,457
2389	Other Specialty Trade Contractors	3,373	$148,623,311	$369,803,280	$44,063
3111	Animal Food Manufacturing	36	$1,896,341	$30,344,821	$52,676
3112	Grain and Oilseed Milling	<10	$159,847	$4,378,426	$31,969
3113	Sugar and Confectionery Product Manufacturing	115	$2,896,864	$24,096,739	$25,190
3114	Fruit and Vegetable Preserving and Specialty Food Manufacturing	310	$14,815,902	$108,812,760	$47,793

3115	Dairy Product Manufacturing	43	$1,455,928	$13,841,907	$33,859
3116	Animal Slaughtering and Processing	58	$2,042,128	$22,616,057	$35,209
3117	Seafood Product Preparation and Packaging	84	$2,376,691	$14,505,115	$28,294
3118	Bakeries and Tortilla Manufacturing	656	$21,365,257	$103,919,375	$32,569
3119	Other Food Manufacturing	331	$16,254,909	$146,548,735	$49,108
3121	Beverage Manufacturing	3,970	$221,590,408	$1,435,300,533	$55,816
3122	Tobacco Manufacturing	<10	$507,927	$12,122,125	$126,982
3132	Fabric Mills	<10	$535,767	$2,735,066	$89,295
3133	Textile and Fabric Finishing and Fabric Coating Mills	36	$1,496,960	$5,888,100	$41,582
3141	Textile Furnishings Mills	<10	$180,939	$631,319	$25,848
3149	Other Textile Product Mills	89	$3,490,054	$11,531,469	$39,214
3151	Apparel Knitting Mills	65	$2,475,461	$9,346,319	$38,084
3152	Cut and Sew Apparel Manufacturing	314	$12,521,441	$47,137,080	$39,877
3159	Apparel Accessories and Other Apparel Manufacturing	<10	$108,094	$407,625	$54,047
3161	Leather and Hide Tanning and Finishing	<10	$18,540	$108,101	$18,540
3162	Footwear Manufacturing	<10	$355,753	$2,082,544	$88,938
3169	Other Leather and Allied Product Manufacturing	19	$426,986	$2,493,251	$22,473
3211	Sawmills and Wood Preservation	36	$1,800,758	$10,738,351	$50,021
3212	Veneer, Plywood, and Engineered Wood Product Manufacturing	<10	$192,974	$925,404	$48,244
3219	Other Wood Product Manufacturing	179	$8,296,617	$36,026,290	$46,350
3222	Converted Paper Product Manufacturing	35	$3,535,242	$19,916,632	$101,007
3231	Printing and Related Support Activities	745	$27,742,857	$89,052,383	$37,239
3241	Petroleum and Coal Products Manufacturing	192	$37,547,900	$1,738,898,888	$195,562
3251	Basic Chemical Manufacturing	366	$20,728,887	$470,829,215	$56,636
3252	Resin, Synthetic Rubber, and Artificial Synthetic Fibers and Filaments Manufacturing	<10	$119,628	$1,789,748	$59,814
3253	Pesticide, Fertilizer, and Other Agricultural Chemical Manufacturing	184	$17,183,021	$157,216,187	$93,386
3254	Pharmaceutical and Medicine Manufacturing	399	$42,735,947	$238,692,536	$107,108
3255	Paint, Coating, and Adhesive Manufacturing	61	$3,341,786	$24,579,963	$54,783
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	100	$7,387,105	$78,081,168	$73,871

3259	Other Chemical Product and Preparation Manufacturing	67	$2,961,247	$16,883,984	$44,198
3261	Plastics Product Manufacturing	224	$10,217,060	$64,568,557	$45,612
3262	Rubber Product Manufacturing	109	$3,770,256	$12,522,861	$34,590
3271	Clay Product and Refractory Manufacturing	92	$3,440,361	$9,907,614	$37,395
3272	Glass and Glass Product Manufacturing	72	$2,352,391	$9,448,136	$32,672
3273	Cement and Concrete Product Manufacturing	193	$12,314,407	$58,857,521	$63,805
3274	Lime and Gypsum Product Manufacturing	<10	$115,087	$749,084	$57,544
3279	Other Nonmetallic Mineral Product Manufacturing	<10	$247,426	$763,055	$27,492
3311	Iron and Steel Mills and Ferroalloy Manufacturing	11	$1,093,503	$14,285,539	$99,409
3312	Steel Product Manufacturing from Purchased Steel	<10	$136,292	$847,201	$136,292
3313	Alumina and Aluminum Production and Processing	167	$12,071,008	$108,789,444	$72,281
3314	Nonferrous Metal (except Aluminum) Production and Processing	17	$1,932,505	$21,865,483	$113,677
3315	Foundries	50	$2,494,169	$10,478,053	$49,883
3321	Forging and Stamping	110	$5,994,040	$25,750,460	$54,491
3322	Cutlery and Handtool Manufacturing	40	$1,434,970	$4,879,352	$35,874
3323	Architectural and Structural Metals Manufacturing	502	$28,464,215	$114,732,248	$56,702
3324	Boiler, Tank, and Shipping Container Manufacturing	71	$5,225,271	$25,755,929	$73,595
3325	Hardware Manufacturing	16	$1,109,317	$5,725,294	$69,332
3326	Spring and Wire Product Manufacturing	33	$1,566,178	$5,201,993	$47,460
3327	Machine Shops; Turned Product; and Screw, Nut, and Bolt Manufacturing	908	$55,565,376	$190,266,641	$61,195
3328	Coating, Engraving, Heat Treating, and Allied Activities	82	$3,971,425	$15,290,654	$48,432
3329	Other Fabricated Metal Product Manufacturing	243	$16,149,200	$69,736,702	$66,458
3331	Agriculture, Construction, and Mining Machinery Manufacturing	477	$35,042,084	$134,479,260	$73,463
3332	Industrial Machinery Manufacturing	158	$10,875,857	$47,731,198	$68,835
3333	Commercial and Service Industry Machinery Manufacturing	259	$17,682,904	$48,088,232	$68,274
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	30	$1,606,791	$6,856,305	$53,560

3335	Metalworking Machinery Manufacturing	99	$7,132,463	$21,190,088	$72,045
3336	Engine, Turbine, and Power Transmission Equipment Manufacturing	145	$11,453,519	$53,194,781	$78,990
3339	Other General Purpose Machinery Manufacturing	248	$16,858,256	$80,886,219	$67,977
3341	Computer and Peripheral Equipment Manufacturing	82	$15,868,837	$37,282,519	$193,522
3342	Communications Equipment Manufacturing	136	$14,633,101	$68,201,758	$107,596
3343	Audio and Video Equipment Manufacturing	43	$2,118,088	$6,542,026	$49,258
3344	Semiconductor and Other Electronic Component Manufacturing	680	$60,056,421	$168,569,458	$88,318
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	2,903	$339,382,465	$1,017,689,194	$116,907
3346	Manufacturing and Reproducing Magnetic and Optical Media	<10	$108,589	$237,583	$36,196
3351	Electric Lighting Equipment Manufacturing	179	$12,726,845	$41,837,634	$71,100
3352	Household Appliance Manufacturing	<10	$502,245	$2,422,632	$83,708
3353	Electrical Equipment Manufacturing	211	$23,297,737	$57,498,798	$110,416
3359	Other Electrical Equipment and Component Manufacturing	538	$40,988,995	$180,050,066	$76,188
3362	Motor Vehicle Body and Trailer Manufacturing	14	$768,406	$3,674,675	$54,886
3363	Motor Vehicle Parts Manufacturing	86	$4,823,647	$33,596,295	$56,089
3364	Aerospace Product and Parts Manufacturing	1,496	$126,475,062	$489,257,991	$84,542
3366	Ship and Boat Building	34	$2,139,327	$9,418,703	$62,921
3369	Other Transportation Equipment Manufacturing	14	$596,806	$3,321,651	$42,629
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing	383	$16,500,779	$48,198,019	$43,083
3372	Office Furniture (including Fixtures) Manufacturing	65	$2,800,446	$11,803,196	$43,084
3379	Other Furniture Related Product Manufacturing	<10	$65,776	$304,212	$21,925
3391	Medical Equipment and Supplies Manufacturing	1,024	$87,286,946	$290,316,937	$85,241
3399	Other Miscellaneous Manufacturing	1,521	$89,389,861	$317,282,376	$58,770
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	482	$23,531,634	$72,878,741	$48,821
4232	Furniture and Home Furnishing Merchant Wholesalers	169	$9,056,773	$27,723,806	$53,590

4233	Lumber and Other Construction Materials Merchant Wholesalers	229	$12,876,216	$39,780,927	$56,228
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	700	$80,669,519	$248,568,937	$115,242
4235	Metal and Mineral (except Petroleum) Merchant Wholesalers	40	$2,198,683	$6,806,481	$54,967
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	432	$35,007,853	$107,620,032	$81,037
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	249	$16,810,737	$51,811,859	$67,513
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	652	$47,507,002	$147,267,999	$72,864
4239	Miscellaneous Durable Goods Merchant Wholesalers	862	$41,246,722	$126,406,057	$47,850
4241	Paper and Paper Product Merchant Wholesalers	136	$6,446,832	$19,952,664	$47,403
4242	Drugs and Druggists' Sundries Merchant Wholesalers	115	$5,691,905	$17,502,031	$49,495
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	174	$9,704,236	$29,093,306	$55,771
4244	Grocery and Related Product Merchant Wholesalers	1,707	$108,551,735	$332,909,435	$63,592
4245	Farm Product Raw Material Merchant Wholesalers	30	$681,202	$2,132,102	$22,707
4246	Chemical and Allied Products Merchant Wholesalers	119	$8,897,849	$27,442,301	$74,772
4247	Petroleum and Petroleum Products Merchant Wholesalers	150	$9,102,660	$28,135,163	$60,684
4248	Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers	632	$35,743,036	$109,289,680	$56,555
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	1,499	$79,315,660	$244,413,148	$52,912
4251	Wholesale Electronic Markets and Agents and Brokers	1,153	$106,242,234	$328,573,206	$92,144
4411	Automobile Dealers	1,995	$132,201,518	$298,630,776	$66,266
4412	Other Motor Vehicle Dealers	299	$16,097,189	$36,412,403	$53,837
4413	Automotive Parts, Accessories, and Tire Stores	1,033	$38,650,498	$87,546,046	$37,416

4421	Furniture Stores	428	$18,770,571	$46,658,552	$43,856
4422	Home Furnishings Stores	712	$23,975,777	$59,538,628	$33,674
4431	Electronics and Appliance Stores	1,310	$96,263,693	$238,600,260	$73,484
4441	Building Material and Supplies Dealers	2,860	$145,304,315	$361,670,753	$50,806
4442	Lawn and Garden Equipment and Supplies Stores	357	$14,864,027	$37,113,883	$41,636
4451	Grocery Stores	6,904	$238,047,495	$576,589,583	$34,480
4452	Specialty Food Stores	849	$20,487,182	$49,380,702	$24,131
4453	Beer, Wine, and Liquor Stores	758	$22,775,491	$55,228,699	$30,047
4461	Health and Personal Care Stores	2,446	$107,941,968	$268,062,347	$44,130
4471	Gasoline Stations	1,341	$68,088,158	$170,176,564	$50,774
4481	Clothing Stores	2,860	$68,829,862	$169,954,150	$24,066
4482	Shoe Stores	472	$19,867,597	$49,223,560	$42,092
4483	Jewelry, Luggage, and Leather Goods Stores	375	$14,994,401	$37,064,885	$39,985
4511	Sporting Goods, Hobby, and Musical Instrument Stores	2,286	$64,312,643	$160,110,669	$28,133
4512	Book Stores and News Dealers	279	$9,541,373	$23,670,467	$34,198
4521	Department Stores	3,760	$95,414,703	$244,348,947	$25,376
4529	Other General Merchandise Stores	1,423	$55,902,097	$144,166,083	$39,285
4531	Florists	338	$8,337,237	$20,731,520	$24,666
4532	Office Supplies, Stationery, and Gift Stores	1,059	$25,659,073	$63,671,094	$24,230
4533	Used Merchandise Stores	1,172	$24,141,559	$60,208,861	$20,599
4539	Other Miscellaneous Store Retailers	1,806	$49,215,541	$122,085,983	$27,251
4541	Electronic Shopping and Mail-Order Houses	947	$32,765,108	$80,863,917	$34,599
4542	Vending Machine Operators	72	$914,928	$2,288,250	$12,707
4543	Direct Selling Establishments	2,405	$41,442,276	$103,080,715	$17,232
4811	Scheduled Air Transportation	187	$5,977,840	$25,837,900	$31,967
4812	Nonscheduled Air Transportation	288	$20,681,539	$89,491,711	$71,811
4821	Rail Transportation	121	$11,327,893	$48,719,991	$93,619
4832	Inland Water Transportation	<10	$143,120	$1,093,503	$20,446
4841	General Freight Trucking	1,207	$62,717,049	$192,833,277	$51,961
4842	Specialized Freight Trucking	925	$49,858,266	$153,205,392	$53,901
4851	Urban Transit Systems	38	$1,679,358	$3,871,294	$44,194
4853	Taxi and Limousine Service	357	$6,198,051	$14,282,556	$17,361
4854	School and Employee Bus Transportation	682	$24,430,200	$56,580,316	$35,821
4855	Charter Bus Industry	224	$8,963,017	$20,870,642	$40,013
4859	Other Transit and Ground Passenger Transportation	217	$7,046,208	$16,316,610	$32,471
4861	Pipeline Transportation of Crude Oil	10	$995,498	$2,464,609	$99,550

4869	Other Pipeline Transportation	<10	$307,998	$810,200	$77,000
4871	Scenic and Sightseeing Transportation, Land	23	$727,125	$1,959,193	$31,614
4872	Scenic and Sightseeing Transportation, Water	95	$3,235,545	$8,720,478	$34,058
4879	Scenic and Sightseeing Transportation, Other	46	$1,789,432	$4,822,749	$38,901
4881	Support Activities for Air Transportation	216	$12,516,949	$33,928,846	$57,949
4883	Support Activities for Water Transportation	22	$1,258,506	$3,379,762	$57,205
4884	Support Activities for Road Transportation	330	$14,254,911	$38,588,130	$43,197
4885	Freight Transportation Arrangement	127	$6,035,254	$16,320,642	$47,522
4889	Other Support Activities for Transportation	<10	$230,508	$625,167	$25,612
4921	Couriers and Express Delivery Services	894	$39,859,538	$112,391,179	$44,586
4922	Local Messengers and Local Delivery	327	$3,410,206	$9,528,630	$10,429
4931	Warehousing and Storage	533	$20,059,195	$46,540,756	$37,635
5111	Newspaper, Periodical, Book, and Directory Publishers	1,329	$77,278,740	$275,484,063	$58,148
5112	Software Publishers	2,288	$257,832,630	$919,020,371	$112,689
5121	Motion Picture and Video Industries	1,069	$59,764,057	$256,537,852	$55,907
5122	Sound Recording Industries	63	$2,207,573	$18,496,025	$35,041
5151	Radio and Television Broadcasting	451	$22,222,305	$81,631,072	$49,273
5152	Cable and Other Subscription Programming	147	$14,938,251	$100,756,841	$101,621
5171	Wired Telecommunications Carriers	771	$55,353,307	$388,258,565	$71,794
5172	Wireless Telecommunications Carriers (except Satellite)	148	$7,939,191	$100,523,102	$53,643
5174	Satellite Telecommunications	41	$3,351,672	$9,773,035	$81,748
5179	Other Telecommunications	219	$15,257,867	$45,137,263	$69,671
5182	Data Processing, Hosting, and Related Services	487	$33,916,964	$108,433,646	$69,645
5191	Other Information Services	448	$26,535,494	$79,025,594	$59,231
5221	Depository Credit Intermediation	2,627	$187,705,683	$703,029,287	$71,452
5222	Nondepository Credit Intermediation	574	$46,718,649	$107,136,919	$81,391
5223	Activities Related to Credit Intermediation	468	$28,235,346	$64,623,550	$60,332
5231	Securities and Commodity Contracts Intermediation and Brokerage	1,346	$156,036,938	$195,896,971	$115,926
5232	Securities and Commodity Exchanges	15	$2,580,871	$3,242,987	$172,058

5239	Other Financial Investment Activities	5,590	$246,391,050	$565,308,838	$44,077
5241	Insurance Carriers	342	$63,531,450	$310,497,378	$185,764
5242	Agencies, Brokerages, and Other Insurance Related Activities	2,336	$119,296,181	$290,302,512	$51,069
5259	Other Investment Pools and Funds	392	$42,785,189	$133,414,768	$109,146
5311	Lessors of Real Estate	9,300	$495,577,253	$2,123,337,421	$53,288
5312	Offices of Real Estate Agents and Brokers	7,140	$173,075,550	$741,057,599	$24,240
5313	Activities Related to Real Estate	8,500	$241,462,609	$1,034,161,103	$28,407
5321	Automotive Equipment Rental and Leasing	318	$17,716,199	$100,124,853	$55,711
5322	Consumer Goods Rental	561	$17,538,384	$55,939,783	$31,263
5323	General Rental Centers	397	$27,817,755	$88,269,613	$70,070
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	548	$24,090,130	$127,359,013	$43,960
5331	Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	63	$5,466,015	$317,597,617	$86,762
5411	Legal Services	2,542	$195,571,935	$386,258,731	$76,936
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	3,420	$136,423,774	$216,750,481	$39,890
5413	Architectural, Engineering, and Related Services	5,950	$483,079,238	$986,540,069	$81,190
5414	Specialized Design Services	1,412	$43,775,433	$84,244,377	$31,002
5415	Computer Systems Design and Related Services	4,847	$391,693,067	$572,870,114	$80,811
5416	Management, Scientific, and Technical Consulting Services	5,413	$318,159,298	$515,608,465	$58,777
5417	Scientific Research and Development Services	1,607	$153,239,470	$372,473,713	$95,357
5418	Advertising, Public Relations, and Related Services	1,494	$89,901,296	$240,181,280	$60,175
5419	Other Professional, Scientific, and Technical Services	5,644	$165,959,344	$330,039,291	$29,405
5511	Management of Companies and Enterprises	2,917	$325,625,523	$673,205,984	$111,630
5611	Office Administrative Services	2,036	$115,689,343	$160,329,739	$56,822
5612	Facilities Support Services	245	$7,357,841	$24,656,509	$30,032
5613	Employment Services	7,264	$267,962,574	$426,864,933	$36,889
5614	Business Support Services	1,757	$61,243,265	$119,120,677	$34,857
5615	Travel Arrangement and Reservation Services	468	$18,172,961	$57,851,050	$38,831
5616	Investigation and Security Services	798	$20,816,834	$35,456,902	$26,086
5617	Services to Buildings and Dwellings	10,190	$249,909,525	$534,094,488	$24,525

5619	Other Support Services	709	$24,769,827	$59,055,604	$34,936
5621	Waste Collection	425	$26,475,106	$82,793,549	$62,294
5622	Waste Treatment and Disposal	317	$26,628,977	$83,501,476	$84,003
5629	Remediation and Other Waste Management Services	351	$21,613,087	$67,402,292	$61,576
6111	Elementary and Secondary Schools	2,460	$92,996,181	$137,799,410	$37,803
6112	Junior Colleges	15	$455,618	$857,407	$30,375
6113	Colleges, Universities, and Professional Schools	3,623	$93,329,132	$175,495,387	$25,760
6114	Business Schools and Computer and Management Training	330	$15,346,463	$29,572,187	$46,504
6115	Technical and Trade Schools	342	$11,675,367	$22,485,735	$34,139
6116	Other Schools and Instruction	2,157	$28,709,939	$55,260,507	$13,310
6117	Educational Support Services	391	$10,447,594	$20,120,515	$26,720
6211	Offices of Physicians	6,304	$649,182,330	$1,052,985,786	$102,979
6212	Offices of Dentists	2,534	$147,228,165	$260,501,152	$58,101
6213	Offices of Other Health Practitioners	3,383	$137,463,993	$201,924,152	$40,634
6214	Outpatient Care Centers	1,470	$80,641,351	$175,815,320	$54,858
6215	Medical and Diagnostic Laboratories	651	$45,798,985	$90,089,748	$70,352
6216	Home Health Care Services	2,586	$89,360,516	$137,068,761	$34,555
6219	Other Ambulatory Health Care Services	608	$32,066,436	$69,509,900	$52,741
6221	General Medical and Surgical Hospitals	6,743	$594,444,709	$1,302,539,479	$88,157
6223	Specialty (except Psychiatric and Substance Abuse) Hospitals	<10	$513,448	$1,125,731	$128,362
6231	Nursing Care Facilities (Skilled Nursing Facilities)	2,281	$98,139,905	$193,166,591	$43,025
6232	Residential Intellectual and Developmental Disability, Mental Health, and Substance Abuse Facilities	1,048	$29,999,477	$48,940,792	$28,625
6233	Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly	2,301	$75,739,820	$148,967,802	$32,916
6239	Other Residential Care Facilities	325	$10,371,895	$16,911,291	$31,914
6241	Individual and Family Services	7,676	$184,821,348	$316,213,202	$24,078
6242	Community Food and Housing, and Emergency and Other Relief Services	602	$32,007,286	$43,965,663	$53,168
6243	Vocational Rehabilitation Services	1,272	$35,456,622	$48,726,939	$27,875
6244	Child Day Care Services	2,517	$42,959,965	$65,401,616	$17,068

7111	Performing Arts Companies	533	$10,589,238	$29,817,432	$19,867
7112	Spectator Sports	528	$8,220,888	$13,428,497	$15,570
7113	Promoters of Performing Arts, Sports, and Similar Events	353	$14,433,407	$46,748,441	$40,888
7114	Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures	91	$2,498,232	$8,034,297	$27,453
7115	Independent Artists, Writers, and Performers	4,002	$81,131,433	$144,253,649	$20,273
7121	Museums, Historical Sites, and Similar Institutions	642	$24,260,629	$60,362,661	$37,789
7131	Amusement Parks and Arcades	81	$1,191,897	$4,400,148	$14,715
7132	Gambling Industries	56	$1,302,245	$7,192,849	$23,254
7139	Other Amusement and Recreation Industries	4,555	$84,537,212	$220,715,075	$18,559
7211	Traveler Accommodation	9,169	$288,595,591	$928,630,435	$31,475
7212	RV (Recreational Vehicle) Parks and Recreational Camps	347	$12,244,095	$39,534,259	$35,286
7213	Rooming and Boarding Houses	265	$5,601,794	$17,927,961	$21,139
7223	Special Food Services	2,256	$44,534,626	$74,418,500	$19,741
7224	Drinking Places (Alcoholic Beverages)	793	$15,070,410	$25,190,810	$19,004
7225	Restaurants and Other Eating Places	27,543	$596,967,699	$1,746,102,583	$21,674
8111	Automotive Repair and Maintenance	2,831	$107,692,943	$255,704,591	$38,041
8112	Electronic and Precision Equipment Repair and Maintenance	300	$11,101,045	$21,157,817	$37,003
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	497	$22,748,070	$41,418,386	$45,771
8114	Personal and Household Goods Repair and Maintenance	1,574	$38,983,434	$70,067,124	$24,767
8121	Personal Care Services	3,954	$82,414,230	$155,554,307	$20,843
8122	Death Care Services	112	$6,185,100	$14,705,216	$55,224
8123	Drycleaning and Laundry Services	656	$21,765,413	$45,193,061	$33,179
8129	Other Personal Services	3,476	$89,902,998	$163,307,358	$25,864
8131	Religious Organizations	2,518	$48,470,716	$143,374,781	$19,250
8132	Grantmaking and Giving Services	2,031	$53,393,884	$117,928,162	$26,289
8133	Social Advocacy Organizations	487	$17,248,893	$38,263,899	$35,419
8134	Civic and Social Organizations	1,373	$23,356,962	$36,619,844	$17,012

8139	Business, Professional, Labor, Political, and Similar Organizations	707	$30,023,458	$47,076,569	$42,466
8141	Private Households	3,795	$66,239,548	$71,291,154	$17,454
9011	Federal Government, Civilian	4,321	$386,239,718	$4,190,303,127	$89,387
9012	Federal Government, Military	4,068	$218,978,333	$1,544,474,404	$53,829
9026	Education and Hospitals (State Government)	12,840	$1,079,702,417	$1,415,823,288	$84,089
9029	State Government, Excluding Education and Hospitals	3,887	$376,318,858	$3,727,078,310	$96,815
9036	Education and Hospitals (Local Government)	19,024	$1,165,676,011	$1,387,204,156	$61,274
9039	Local Government, Excluding Education and Hospitals	16,947	$1,609,295,010	$5,911,873,799	$94,960
		434,011	$21,758,355,720	$68,264,880,890	$50,133

Appendix A - Data Sources and Calculations

Input-Output Data

The input-output model in this report is EMSI's gravitational flows multi-regional social account matrix model (MR-SAM). It is based on data from the Census Bureau's Current Population Survey and American Community Survey; as well as the Bureau of Economic Analysis' National Income and Product Accounts, Input-Output Make and Use Tables, and Gross State Product data. In addition, several EMSI in-house data sets are used, as well as data from Oak Ridge National Labs on the cost of transportation between counties.

State Data Sources

This report uses state data from the following agencies: California Labor Market Information Department

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Regional Jobs, Earnings, Sales

SCCRC - Ventura micro-region

EMSI Q2 2016 Data Set

July 2016

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Parameters

Regions

Code	Description
6111	Ventura County, CA

Input-Output Year

2014

AICS	Industry	Jobs	Earnings	Sales	Average Earnings
1110	Crop Production	21,283	$725,180,797	$3,127,145,659	$34,073
1120	Animal Production and Aquaculture	143	$5,100,037	$35,693,187	$35,665
1132	Forest Nurseries and Gathering of Forest Products	<10	$48,742	$148,771	$24,371
1133	Logging	36	$399,691	$1,217,427	$11,103
1141	Fishing	140	$7,059,500	$16,999,431	$50,425
1142	Hunting and Trapping	<10	$268,730	$673,002	$38,390
1151	Support Activities for Crop Production	7,284	$290,053,914	$360,594,757	$39,821
1152	Support Activities for Animal Production	294	$10,799,713	$13,453,343	$36,734
1153	Support Activities for Forestry	18	$1,016,193	$1,263,642	$56,455
2111	Oil and Gas Extraction	1,959	$247,853,036	$1,446,718,134	$126,520
2121	Coal Mining	32	$1,795,517	$12,278,955	$56,110
2122	Metal Ore Mining	63	$3,987,009	$25,577,143	$63,286
2123	Nonmetallic Mineral Mining and Quarrying	242	$16,167,849	$63,053,792	$66,809
2131	Support Activities for Mining	687	$69,966,574	$162,568,676	$101,844
2211	Electric Power Generation, Transmission and Distribution	617	$106,996,347	$587,593,026	$173,414
2212	Natural Gas Distribution	75	$13,323,739	$97,093,208	$177,650
2213	Water, Sewage and Other Systems	452	$37,147,999	$93,448,817	$82,186
2361	Residential Building Construction	4,069	$193,711,892	$480,189,737	$47,607
2362	Nonresidential Building Construction	1,136	$75,659,045	$187,807,210	$66,601
2371	Utility System Construction	470	$34,841,215	$86,595,656	$74,130
2372	Land Subdivision	51	$3,430,683	$8,522,870	$67,268
2373	Highway, Street, and Bridge Construction	513	$43,267,828	$107,615,463	$84,343
2379	Other Heavy and Civil Engineering Construction	416	$23,749,136	$58,940,187	$57,089
2381	Foundation, Structure, and Building Exterior Contractors	2,829	$124,458,796	$309,090,832	$43,994
2382	Building Equipment Contractors	4,635	$268,082,403	$665,047,704	$57,839
2383	Building Finishing Contractors	3,373	$108,967,384	$270,295,047	$32,306
2389	Other Specialty Trade Contractors	3,813	$200,142,703	$497,887,003	$52,490
3111	Animal Food Manufacturing	15	$1,490,270	$20,838,457	$99,351
3112	Grain and Oilseed Milling	43	$5,446,569	$258,027,858	$126,664
3113	Sugar and Confectionery Product Manufacturing	42	$1,958,787	$16,405,227	$46,638
3114	Fruit and Vegetable Preserving and Specialty Food Manufacturing	311	$42,301,453	$341,680,474	$136,018
3115	Dairy Product Manufacturing	40	$3,524,645	$49,309,244	$88,116
3116	Animal Slaughtering and Processing	11	$427,668	$3,572,210	$38,879
3117	Seafood Product Preparation and Packaging	61	$3,793,074	$23,149,406	$62,182

3118	Bakeries and Tortilla Manufacturing	382	$13,602,825	$61,842,606	$35,609
3119	Other Food Manufacturing	328	$18,567,710	$134,620,815	$56,609
3121	Beverage Manufacturing	492	$30,814,078	$225,262,622	$62,630
3132	Fabric Mills	<10	$93,201	$472,692	$23,300
3133	Textile and Fabric Finishing and Fabric Coating Mills	11	$433,033	$1,709,816	$39,367
3141	Textile Furnishings Mills	13	$608,551	$2,547,886	$46,812
3149	Other Textile Product Mills	99	$2,967,670	$9,813,016	$29,976
3152	Cut and Sew Apparel Manufacturing	288	$14,764,185	$55,575,893	$51,265
3159	Apparel Accessories and Other Apparel Manufacturing	17	$441,579	$1,665,207	$25,975
3161	Leather and Hide Tanning and Finishing	23	$2,145,687	$12,511,071	$93,291
3162	Footwear Manufacturing	<10	$189,793	$1,111,032	$31,632
3169	Other Leather and Allied Product Manufacturing	40	$609,741	$3,556,106	$15,244
3211	Sawmills and Wood Preservation	<10	$77,396	$462,214	$38,698
3212	Veneer, Plywood, and Engineered Wood Product Manufacturing	82	$5,313,251	$25,466,249	$64,796
3219	Other Wood Product Manufacturing	161	$7,187,283	$31,088,714	$44,642
3221	Pulp, Paper, and Paperboard Mills	254	$21,093,305	$167,364,719	$83,045
3222	Converted Paper Product Manufacturing	663	$54,327,780	$296,870,025	$81,942
3231	Printing and Related Support Activities	1,389	$64,326,002	$207,284,361	$46,311
3241	Petroleum and Coal Products Manufacturing	<10	$380,707	$18,108,030	$63,451
3251	Basic Chemical Manufacturing	19	$2,059,975	$39,689,085	$108,420
3252	Resin, Synthetic Rubber, and Artificial Synthetic Fibers and Filaments Manufacturing	111	$11,021,628	$103,904,283	$99,294
3253	Pesticide, Fertilizer, and Other Agricultural Chemical Manufacturing	57	$5,867,629	$61,408,787	$102,941
3254	Pharmaceutical and Medicine Manufacturing	6,718	$2,009,397,065	$10,926,301,968	$299,106
3255	Paint, Coating, and Adhesive Manufacturing	83	$5,661,107	$40,169,815	$68,206
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	354	$20,521,772	$215,213,152	$57,971
3259	Other Chemical Product and Preparation Manufacturing	966	$66,128,073	$380,495,823	$68,456
3261	Plastics Product Manufacturing	571	$30,562,986	$184,680,605	$53,525
3262	Rubber Product Manufacturing	40	$1,726,129	$9,047,090	$43,153
3271	Clay Product and Refractory Manufacturing	46	$2,163,587	$6,234,675	$47,035

3272	Glass and Glass Product Manufacturing	255	$14,564,414	$58,572,452	$57,115
3273	Cement and Concrete Product Manufacturing	315	$21,767,120	$96,413,248	$69,102
3279	Other Nonmetallic Mineral Product Manufacturing	742	$48,926,683	$230,377,103	$65,939
3311	Iron and Steel Mills and Ferroalloy Manufacturing	<10	$245,667	$3,209,403	$61,417
3312	Steel Product Manufacturing from Purchased Steel	35	$2,149,983	$13,364,456	$61,428
3313	Alumina and Aluminum Production and Processing	16	$845,613	$7,645,442	$52,851
3314	Nonferrous Metal (except Aluminum) Production and Processing	<10	$121,934	$1,387,776	$60,967
3315	Foundries	353	$18,417,718	$75,291,559	$52,175
3321	Forging and Stamping	138	$8,756,705	$40,234,118	$63,454
3322	Cutlery and Handtool Manufacturing	98	$7,859,560	$26,719,397	$80,200
3323	Architectural and Structural Metals Manufacturing	649	$36,779,476	$146,689,836	$56,671
3324	Boiler, Tank, and Shipping Container Manufacturing	128	$12,144,751	$49,528,810	$94,881
3325	Hardware Manufacturing	48	$9,986,853	$51,543,144	$208,059
3326	Spring and Wire Product Manufacturing	91	$5,794,257	$19,224,389	$63,673
3327	Machine Shops; Turned Product; and Screw, Nut, and Bolt Manufacturing	1,460	$82,226,789	$258,793,598	$56,320
3328	Coating, Engraving, Heat Treating, and Allied Activities	541	$28,718,811	$110,585,001	$53,085
3329	Other Fabricated Metal Product Manufacturing	572	$46,516,376	$163,405,922	$81,322
3331	Agriculture, Construction, and Mining Machinery Manufacturing	144	$9,535,801	$38,135,553	$66,221
3332	Industrial Machinery Manufacturing	364	$18,514,772	$97,630,636	$50,865
3333	Commercial and Service Industry Machinery Manufacturing	191	$12,694,355	$33,712,038	$66,463
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	449	$30,831,494	$150,055,014	$68,667
3335	Metalworking Machinery Manufacturing	1,397	$142,933,750	$359,926,544	$102,315
3336	Engine, Turbine, and Power Transmission Equipment Manufacturing	149	$11,963,951	$76,157,444	$80,295

3339	Other General Purpose Machinery Manufacturing	607	$45,110,075	$220,633,472	$74,316
3341	Computer and Peripheral Equipment Manufacturing	248	$28,138,568	$65,742,825	$113,462
3342	Communications Equipment Manufacturing	531	$53,165,437	$288,050,221	$100,123
3343	Audio and Video Equipment Manufacturing	48	$3,081,190	$9,516,711	$64,191
3344	Semiconductor and Other Electronic Component Manufacturing	2,900	$305,969,750	$965,479,714	$105,507
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	1,223	$160,560,194	$546,251,379	$131,284
3346	Manufacturing and Reproducing Magnetic and Optical Media	282	$31,455,498	$69,093,628	$111,544
3351	Electric Lighting Equipment Manufacturing	553	$39,912,125	$134,121,434	$72,174
3352	Household Appliance Manufacturing	<10	$58,002	$218,224	$29,001
3353	Electrical Equipment Manufacturing	458	$46,779,077	$149,265,315	$102,138
3359	Other Electrical Equipment and Component Manufacturing	337	$33,454,663	$142,663,858	$99,272
3361	Motor Vehicle Manufacturing	12	$647,232	$5,975,481	$53,936
3362	Motor Vehicle Body and Trailer Manufacturing	<10	$87,487	$533,773	$29,162
3363	Motor Vehicle Parts Manufacturing	390	$24,184,503	$173,574,885	$62,012
3364	Aerospace Product and Parts Manufacturing	832	$69,788,887	$340,192,376	$83,881
3366	Ship and Boat Building	61	$3,222,570	$11,093,126	$52,829
3369	Other Transportation Equipment Manufacturing	132	$6,542,600	$43,395,997	$49,565
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing	539	$23,070,647	$81,350,842	$42,803
3372	Office Furniture (including Fixtures) Manufacturing	174	$8,890,884	$35,734,585	$51,097
3379	Other Furniture Related Product Manufacturing	84	$2,605,067	$12,031,397	$31,013
3391	Medical Equipment and Supplies Manufacturing	829	$60,981,075	$214,546,904	$73,560
3399	Other Miscellaneous Manufacturing	831	$47,946,301	$169,203,461	$57,697
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	811	$52,488,657	$162,574,202	$64,721
4232	Furniture and Home Furnishing Merchant Wholesalers	377	$21,316,489	$65,273,183	$56,542

4233	Lumber and Other Construction Materials Merchant Wholesalers	267	$16,043,899	$49,583,606	$60,090
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	749	$60,754,426	$186,406,244	$81,114
4235	Metal and Mineral (except Petroleum) Merchant Wholesalers	153	$11,716,409	$36,271,346	$76,578
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	1,271	$106,221,633	$326,297,537	$83,573
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	976	$52,394,882	$161,355,674	$53,683
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	1,045	$78,848,347	$243,933,523	$75,453
4239	Miscellaneous Durable Goods Merchant Wholesalers	1,072	$63,225,177	$193,543,436	$58,979
4241	Paper and Paper Product Merchant Wholesalers	192	$14,977,893	$46,409,581	$78,010
4242	Drugs and Druggists' Sundries Merchant Wholesalers	1,468	$436,150,383	$1,341,118,252	$297,105
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	530	$34,000,766	$102,186,179	$64,152
4244	Grocery and Related Product Merchant Wholesalers	2,130	$136,513,404	$418,820,918	$64,091
4245	Farm Product Raw Material Merchant Wholesalers	18	$406,446	$1,273,129	$22,580
4246	Chemical and Allied Products Merchant Wholesalers	165	$13,492,627	$41,583,884	$81,773
4247	Petroleum and Petroleum Products Merchant Wholesalers	127	$11,323,535	$34,886,687	$89,162
4248	Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers	433	$30,556,808	$93,536,185	$70,570
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	1,691	$99,359,205	$306,456,230	$58,758
4251	Wholesale Electronic Markets and Agents and Brokers	2,681	$184,361,991	$570,177,815	$68,766
4411	Automobile Dealers	3,734	$254,935,933	$575,925,006	$68,274
4412	Other Motor Vehicle Dealers	425	$24,280,593	$54,923,859	$57,131
4413	Automotive Parts, Accessories, and Tire Stores	1,334	$53,481,987	$121,140,216	$40,091
4421	Furniture Stores	426	$16,421,109	$40,818,425	$38,547
4422	Home Furnishings Stores	829	$27,636,313	$68,609,233	$33,337
4431	Electronics and Appliance Stores	1,755	$152,402,602	$377,735,722	$86,839
4441	Building Material and Supplies Dealers	2,758	$108,567,218	$270,159,002	$39,364
4442	Lawn and Garden Equipment and Supplies Stores	389	$13,651,800	$34,096,893	$35,095
4451	Grocery Stores	7,656	$263,677,585	$638,632,291	$34,441

4452	Specialty Food Stores	963	$31,063,627	$74,802,300	$32,257
4453	Beer, Wine, and Liquor Stores	533	$12,925,853	$31,344,134	$24,251
4461	Health and Personal Care Stores	2,837	$122,773,165	$304,808,700	$43,276
4471	Gasoline Stations	999	$29,977,026	$74,932,655	$30,007
4481	Clothing Stores	3,959	$80,526,857	$198,831,869	$20,340
4482	Shoe Stores	855	$17,878,271	$44,294,845	$20,910
4483	Jewelry, Luggage, and Leather Goods Stores	605	$17,831,425	$44,053,867	$29,473
4511	Sporting Goods, Hobby, and Musical Instrument Stores	1,850	$47,259,381	$117,624,975	$25,546
4512	Book Stores and News Dealers	275	$6,728,854	$16,688,075	$24,469
4521	Department Stores	4,460	$108,110,353	$276,737,484	$24,240
4529	Other General Merchandise Stores	2,255	$76,770,550	$197,976,090	$34,045
4531	Florists	272	$5,314,243	$13,214,489	$19,538
4532	Office Supplies, Stationery, and Gift Stores	981	$22,270,457	$55,270,074	$22,702
4533	Used Merchandise Stores	824	$17,379,743	$43,344,944	$21,092
4539	Other Miscellaneous Store Retailers	1,812	$48,572,279	$120,598,874	$26,806
4541	Electronic Shopping and Mail-Order Houses	1,316	$52,787,183	$130,675,993	$40,112
4542	Vending Machine Operators	133	$2,598,417	$6,498,687	$19,537
4543	Direct Selling Establishments	3,395	$45,731,860	$113,830,321	$13,470
4811	Scheduled Air Transportation	37	$1,298,288	$5,532,418	$35,089
4812	Nonscheduled Air Transportation	219	$13,863,798	$59,978,069	$63,305
4821	Rail Transportation	62	$5,748,166	$24,722,212	$92,712
4831	Deep Sea, Coastal, and Great Lakes Water Transportation	24	$2,123,506	$16,249,749	$88,479
4832	Inland Water Transportation	<10	$265,467	$2,055,657	$44,245
4841	General Freight Trucking	1,540	$73,410,082	$225,721,234	$47,669
4842	Specialized Freight Trucking	597	$31,964,047	$98,269,637	$53,541
4851	Urban Transit Systems	60	$2,219,240	$5,117,612	$36,987
4852	Interurban and Rural Bus Transportation	26	$668,007	$1,547,215	$25,693
4853	Taxi and Limousine Service	250	$5,789,966	$13,342,652	$23,160
4854	School and Employee Bus Transportation	182	$4,883,301	$11,309,719	$26,831
4855	Charter Bus Industry	11	$210,942	$491,184	$19,177
4859	Other Transit and Ground Passenger Transportation	563	$19,000,608	$44,060,760	$33,749
4871	Scenic and Sightseeing Transportation, Land	103	$3,236,292	$8,719,980	$31,420
4872	Scenic and Sightseeing Transportation, Water	38	$1,312,612	$3,537,767	$34,542
4879	Scenic and Sightseeing Transportation, Other	<10	$335,186	$903,370	$83,797
4881	Support Activities for Air Transportation	597	$30,318,281	$82,103,072	$50,784

4882	Support Activities for Rail Transportation	<10	$53,779	$146,042	$17,926
4883	Support Activities for Water Transportation	96	$7,705,534	$20,705,518	$80,266
4884	Support Activities for Road Transportation	282	$12,020,565	$32,535,234	$42,626
4885	Freight Transportation Arrangement	106	$5,229,077	$14,140,563	$49,331
4889	Other Support Activities for Transportation	39	$2,750,294	$7,457,188	$70,520
4911	Postal Service	10	$449,027	$826,188	$44,903
4921	Couriers and Express Delivery Services	929	$42,310,270	$119,301,462	$45,544
4922	Local Messengers and Local Delivery	307	$5,081,672	$14,198,957	$16,553
4931	Warehousing and Storage	1,013	$58,202,708	$135,121,569	$57,456
5111	Newspaper, Periodical, Book, and Directory Publishers	1,279	$101,565,509	$478,992,135	$79,410
5112	Software Publishers	492	$33,281,823	$118,629,953	$67,646
5121	Motion Picture and Video Industries	1,894	$61,117,638	$264,543,967	$32,269
5122	Sound Recording Industries	151	$7,122,086	$59,621,000	$47,166
5151	Radio and Television Broadcasting	573	$42,170,334	$154,635,423	$73,596
5152	Cable and Other Subscription Programming	134	$7,062,642	$47,636,736	$52,706
5171	Wired Telecommunications Carriers	1,458	$124,848,280	$875,709,453	$85,630
5172	Wireless Telecommunications Carriers (except Satellite)	433	$32,974,751	$417,514,140	$76,154
5174	Satellite Telecommunications	124	$15,492,461	$45,173,973	$124,939
5179	Other Telecommunications	228	$16,676,353	$49,309,560	$73,142
5182	Data Processing, Hosting, and Related Services	583	$57,764,489	$184,674,965	$99,081
5191	Other Information Services	420	$13,619,662	$34,616,037	$32,428
5221	Depository Credit Intermediation	5,678	$437,719,776	$1,639,147,921	$77,090
5222	Nondepository Credit Intermediation	3,134	$252,763,096	$579,557,391	$80,652
5223	Activities Related to Credit Intermediation	1,211	$68,904,056	$157,674,121	$56,898
5231	Securities and Commodity Contracts Intermediation and Brokerage	1,683	$257,905,841	$323,808,902	$153,242
5232	Securities and Commodity Exchanges	47	$38,133,387	$47,916,410	$811,349
5239	Other Financial Investment Activities	7,471	$259,854,829	$590,424,467	$34,782
5241	Insurance Carriers	1,994	$250,949,697	$1,244,739,873	$125,852
5242	Agencies, Brokerages, and Other Insurance Related Activities	5,632	$283,280,402	$689,314,474	$50,298

5259	Other Investment Pools and Funds	411	$15,118,032	$47,051,979	$36,784
5311	Lessors of Real Estate	7,798	$446,809,963	$1,914,161,424	$57,298
5312	Offices of Real Estate Agents and Brokers	7,932	$175,710,181	$752,338,297	$22,152
5313	Activities Related to Real Estate	7,575	$293,819,559	$1,258,818,984	$38,788
5321	Automotive Equipment Rental and Leasing	523	$18,546,385	$104,883,366	$35,462
5322	Consumer Goods Rental	606	$18,770,324	$59,694,347	$30,974
5323	General Rental Centers	127	$5,031,044	$15,964,204	$39,615
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	1,006	$51,640,731	$273,024,261	$51,333
5331	Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	<10	$887,594	$51,572,785	$126,799
5411	Legal Services	3,234	$245,575,187	$485,048,981	$75,935
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	3,426	$132,518,975	$210,574,069	$38,680
5413	Architectural, Engineering, and Related Services	4,154	$323,385,153	$660,447,388	$77,849
5414	Specialized Design Services	1,328	$48,648,676	$93,806,912	$36,633
5415	Computer Systems Design and Related Services	4,717	$383,397,860	$570,371,159	$81,280
5416	Management, Scientific, and Technical Consulting Services	6,170	$368,735,390	$596,357,504	$59,763
5417	Scientific Research and Development Services	904	$104,122,139	$253,157,779	$115,179
5418	Advertising, Public Relations, and Related Services	1,362	$61,566,701	$164,892,006	$45,203
5419	Other Professional, Scientific, and Technical Services	7,340	$286,584,588	$555,433,779	$39,044
5511	Management of Companies and Enterprises	1,974	$237,041,765	$490,073,547	$120,082
5611	Office Administrative Services	2,433	$144,807,600	$200,683,695	$59,518
5612	Facilities Support Services	123	$2,738,647	$9,177,349	$22,265
5613	Employment Services	8,923	$334,562,515	$532,665,799	$37,494
5614	Business Support Services	2,487	$107,204,243	$208,574,828	$43,106
5615	Travel Arrangement and Reservation Services	802	$39,241,309	$125,035,700	$48,929
5616	Investigation and Security Services	1,050	$35,633,132	$60,704,560	$33,936
5617	Services to Buildings and Dwellings	8,968	$217,175,713	$464,182,795	$24,217
5619	Other Support Services	1,005	$70,644,971	$168,583,813	$70,294
5621	Waste Collection	388	$25,200,832	$78,836,863	$64,951
5622	Waste Treatment and Disposal	467	$45,008,802	$140,832,272	$96,379
5629	Remediation and Other Waste Management Services	214	$11,660,092	$36,337,358	$54,486
6111	Elementary and Secondary Schools	1,890	$96,341,645	$142,756,634	$50,974
6112	Junior Colleges	92	$3,820,214	$7,189,088	$41,524
6113	Colleges, Universities, and Professional Schools	2,311	$91,560,238	$172,169,172	$39,619

6114	Business Schools and Computer and Management Training	216	$7,569,993	$14,585,926	$35,046
6115	Technical and Trade Schools	447	$15,058,882	$29,005,045	$33,689
6116	Other Schools and Instruction	2,111	$31,857,553	$61,322,127	$15,091
6117	Educational Support Services	564	$19,403,754	$37,368,749	$34,404
6211	Offices of Physicians	7,034	$628,770,865	$1,019,881,307	$89,390
6212	Offices of Dentists	2,882	$168,298,396	$297,782,194	$58,396
6213	Offices of Other Health Practitioners	3,675	$162,050,561	$238,047,194	$44,095
6214	Outpatient Care Centers	1,333	$74,934,890	$163,339,256	$56,215
6215	Medical and Diagnostic Laboratories	555	$36,303,211	$71,395,399	$65,411
6216	Home Health Care Services	3,630	$125,813,054	$192,982,763	$34,659
6219	Other Ambulatory Health Care Services	582	$30,798,867	$66,763,331	$52,919
6221	General Medical and Surgical Hospitals	5,947	$529,095,979	$1,159,348,194	$88,969
6222	Psychiatric and Substance Abuse Hospitals	274	$14,031,223	$30,758,171	$51,209
6231	Nursing Care Facilities (Skilled Nursing Facilities)	2,104	$87,511,026	$172,246,004	$41,593
6232	Residential Intellectual and Developmental Disability, Mental Health, and Substance Abuse Facilities	727	$23,211,298	$37,866,290	$31,928
6233	Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly	2,018	$62,070,614	$122,072,511	$30,758
6239	Other Residential Care Facilities	132	$4,354,754	$7,100,392	$32,991
6241	Individual and Family Services	7,584	$176,446,564	$296,712,578	$23,266
6242	Community Food and Housing, and Emergency and Other Relief Services	618	$32,144,736	$44,156,758	$52,014
6243	Vocational Rehabilitation Services	601	$16,547,470	$22,740,676	$27,533
6244	Child Day Care Services	3,370	$68,215,873	$103,850,837	$20,242
7111	Performing Arts Companies	432	$12,089,682	$34,159,208	$27,985
7112	Spectator Sports	531	$9,863,883	$16,110,076	$18,576
7113	Promoters of Performing Arts, Sports, and Similar Events	299	$11,670,865	$37,829,317	$39,033
7114	Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures	276	$13,337,272	$42,892,565	$48,323
7115	Independent Artists, Writers, and Performers	3,871	$92,296,288	$164,105,030	$23,843
7121	Museums, Historical Sites, and Similar Institutions	84	$2,997,495	$7,451,548	$35,684
7131	Amusement Parks and Arcades	114	$2,090,737	$7,813,587	$18,340
7132	Gambling Industries	148	$5,248,164	$29,262,332	$35,461

7139	Other Amusement and Recreation Industries	5,527	$112,712,737	$294,207,390	$20,393
7211	Traveler Accommodation	2,801	$88,126,315	$283,580,648	$31,462
7212	RV (Recreational Vehicle) Parks and Recreational Camps	63	$1,764,209	$5,698,824	$28,003
7213	Rooming and Boarding Houses	160	$1,965,596	$6,290,686	$12,285
7223	Special Food Services	2,199	$57,541,012	$96,155,784	$26,167
7224	Drinking Places (Alcoholic Beverages)	297	$4,568,805	$7,636,945	$15,383
7225	Restaurants and Other Eating Places	26,044	$527,839,939	$1,604,930,586	$20,267
8111	Automotive Repair and Maintenance	3,486	$127,501,270	$302,706,433	$36,575
8112	Electronic and Precision Equipment Repair and Maintenance	687	$37,459,999	$71,389,056	$54,527
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	421	$22,593,149	$41,136,316	$53,665
8114	Personal and Household Goods Repair and Maintenance	1,551	$43,926,128	$78,951,968	$28,321
8121	Personal Care Services	4,663	$94,002,869	$177,425,239	$20,159
8122	Death Care Services	196	$7,674,344	$18,234,565	$39,155
8123	Drycleaning and Laundry Services	591	$18,098,635	$37,567,130	$30,624
8129	Other Personal Services	4,055	$83,624,729	$151,899,576	$20,623
8131	Religious Organizations	3,258	$68,992,724	$204,078,205	$21,176
8132	Grantmaking and Giving Services	265	$12,951,816	$28,625,489	$48,875
8133	Social Advocacy Organizations	492	$16,877,286	$37,450,401	$34,303
8134	Civic and Social Organizations	883	$16,126,867	$25,284,253	$18,264
8139	Business, Professional, Labor, Political, and Similar Organizations	669	$27,589,589	$43,226,451	$41,240
8141	Private Households	2,160	$28,851,427	$31,051,714	$13,357
9011	Federal Government, Civilian	7,003	$854,767,531	$10,489,940,940	$122,057
9012	Federal Government, Military	5,173	$277,562,454	$1,957,673,625	$53,656
9026	Education and Hospitals (State Government)	1,295	$89,687,757	$110,601,692	$69,257
9029	State Government, Excluding Education and Hospitals	847	$71,372,259	$706,873,953	$84,265
9036	Education and Hospitals (Local Government)	21,798	$1,589,406,264	$1,974,809,285	$72,915
9039	Local Government, Excluding Education and Hospitals	12,344	$1,264,975,222	$4,646,987,547	$102,477
		445,943	$24,868,941,894	$84,692,005,733	$55,767

Appendix A - Data Sources and Calculations

Input-Output Data

The input-output model in this report is EMSI's gravitational flows multi-regional social account matrix model (MR-SAM). It is based on data from the Census Bureau's Current Population Survey and American Community Survey; as well as the Bureau of Economic Analysis' National Income and Product Accounts, Input-Output Make and Use Tables, and Gross State Product data. In addition, several EMSI in-house data sets are used, as well as data from Oak Ridge National Labs on the cost of transportation between counties.

State Data Sources

This report uses state data from the following agencies: California Labor Market Information Department

Regional Jobs, Earnings, Sales

SCCRC - Northern Los Angeles County micro-region

EMSI Q2 2016 Data Set

July 2016

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Parameters

Regions

33 items selected. See Appendix A for details.

Input-Output Year

2014

NAICS	Industry	Jobs	Earnings	Sales	Average Earnings
1110	Crop Production	244	$6,619,875	$37,669,557	$27,131
1120	Animal Production and Aquaculture	17	$393,533	$4,054,830	$23,149
1133	Logging	<10	$91,343	$303,380	$10,149
1141	Fishing	28	$1,750,752	$4,558,685	$62,527
1142	Hunting and Trapping	21	$586,147	$1,546,358	$27,912
1152	Support Activities for Animal Production	66	$1,883,641	$2,798,308	$28,540
2121	Coal Mining	20	$57,703	$4,083,377	$2,885
2122	Metal Ore Mining	29	$412,463	$9,511,867	$14,223
2123	Nonmetallic Mineral Mining and Quarrying	122	$5,332,791	$28,943,167	$43,711
2131	Support Activities for Mining	15	$157,855	$744,185	$10,524
2211	Electric Power Generation, Transmission and Distribution	46	$4,518,040	$27,993,879	$98,218
2212	Natural Gas Distribution	212	$29,849,957	$238,885,944	$140,802
2213	Water, Sewage and Other Systems	46	$3,797,776	$10,726,912	$82,560
2361	Residential Building Construction	1,904	$76,292,146	$199,092,238	$40,069
2362	Nonresidential Building Construction	582	$41,865,075	$110,685,438	$71,933
2371	Utility System Construction	183	$15,923,757	$43,520,360	$87,015
2372	Land Subdivision	110	$6,690,886	$22,540,084	$60,826
2373	Highway, Street, and Bridge Construction	181	$15,216,678	$41,487,507	$84,070
2379	Other Heavy and Civil Engineering Construction	361	$20,608,120	$56,590,364	$57,086
2381	Foundation, Structure, and Building Exterior Contractors	2,237	$93,350,991	$253,034,287	$41,730
2382	Building Equipment Contractors	2,771	$142,486,786	$375,374,742	$51,421
2383	Building Finishing Contractors	2,719	$75,871,961	$225,660,954	$27,904
2389	Other Specialty Trade Contractors	1,974	$63,994,039	$175,042,839	$32,418
3111	Animal Food Manufacturing	15	$1,816,313	$26,506,392	$121,088
3112	Grain and Oilseed Milling	<10	$231,063	$3,540,122	$46,213
3113	Sugar and Confectionery Product Manufacturing	35	$1,488,829	$13,262,912	$42,538
3114	Fruit and Vegetable Preserving and Specialty Food Manufacturing	<10	$80,157	$652,620	$40,079
3115	Dairy Product Manufacturing	<10	$83,088	$846,121	$41,544
3116	Animal Slaughtering and Processing	<10	$80,363	$1,041,227	$40,182
3118	Bakeries and Tortilla Manufacturing	230	$7,568,485	$42,955,126	$32,906
3119	Other Food Manufacturing	77	$5,373,394	$43,412,193	$69,784
3121	Beverage Manufacturing	168	$11,197,525	$77,873,878	$66,652
3131	Fiber, Yarn, and Thread Mills	<10	$76,961	$625,318	$25,654
3141	Textile Furnishings Mills	11	$494,190	$1,903,440	$44,926
3149	Other Textile Product Mills	187	$8,853,262	$31,865,230	$47,344

3152	Cut and Sew Apparel Manufacturing	16	$717,722	$2,861,720	$44,858
3212	Veneer, Plywood, and Engineered Wood Product Manufacturing	<10	$94,441	$592,789	$31,480
3219	Other Wood Product Manufacturing	26	$989,484	$5,213,569	$38,057
3231	Printing and Related Support Activities	420	$17,639,753	$62,225,443	$41,999
3241	Petroleum and Coal Products Manufacturing	18	$1,761,134	$24,029,173	$97,841
3252	Resin, Synthetic Rubber, and Artificial Synthetic Fibers and Filaments Manufacturing	215	$15,107,562	$261,249,416	$70,268
3254	Pharmaceutical and Medicine Manufacturing	385	$29,020,705	$169,127,265	$75,378
3255	Paint, Coating, and Adhesive Manufacturing	22	$1,204,109	$10,100,417	$54,732
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	164	$9,178,838	$101,849,853	$55,969
3259	Other Chemical Product and Preparation Manufacturing	191	$9,971,852	$69,120,419	$52,209
3261	Plastics Product Manufacturing	1,370	$61,065,489	$350,021,537	$44,573
3262	Rubber Product Manufacturing	184	$8,986,290	$53,724,846	$48,839
3271	Clay Product and Refractory Manufacturing	21	$679,537	$2,426,972	$32,359
3272	Glass and Glass Product Manufacturing	<10	$308,631	$1,360,422	$51,439
3273	Cement and Concrete Product Manufacturing	182	$10,961,797	$60,868,427	$60,230
3279	Other Nonmetallic Mineral Product Manufacturing	12	$659,336	$3,463,925	$54,945
3315	Foundries	<10	$243,906	$1,108,144	$48,781
3321	Forging and Stamping	104	$5,389,434	$25,337,934	$51,821
3322	Cutlery and Handtool Manufacturing	<10	$272,654	$1,020,339	$45,442
3323	Architectural and Structural Metals Manufacturing	914	$46,337,883	$198,390,917	$50,698
3324	Boiler, Tank, and Shipping Container Manufacturing	18	$1,538,353	$11,392,746	$85,464
3325	Hardware Manufacturing	218	$11,969,665	$68,452,490	$54,907
3327	Machine Shops; Turned Product; and Screw, Nut, and Bolt Manufacturing	1,683	$96,385,495	$331,968,186	$57,270
3328	Coating, Engraving, Heat Treating, and Allied Activities	93	$4,726,645	$19,625,398	$50,824
3329	Other Fabricated Metal Product Manufacturing	935	$73,713,285	$351,580,137	$78,838
3331	Agriculture, Construction, and Mining Machinery Manufacturing	<10	$628,379	$3,421,594	$62,838
3332	Industrial Machinery Manufacturing	37	$2,305,515	$13,125,225	$62,311

3333	Commercial and Service Industry Machinery Manufacturing	19	$1,624,711	$5,767,729	$85,511
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	65	$2,606,262	$15,884,885	$40,096
3335	Metalworking Machinery Manufacturing	155	$7,985,147	$20,673,244	$51,517
3336	Engine, Turbine, and Power Transmission Equipment Manufacturing	56	$5,917,463	$30,232,056	$105,669
3339	Other General Purpose Machinery Manufacturing	344	$20,804,716	$96,260,416	$60,479
3341	Computer and Peripheral Equipment Manufacturing	36	$3,028,041	$7,545,500	$84,112
3342	Communications Equipment Manufacturing	27	$2,429,645	$12,052,861	$89,987
3344	Semiconductor and Other Electronic Component Manufacturing	663	$37,874,868	$197,715,175	$57,126
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	1,514	$165,448,444	$679,557,007	$109,279
3346	Manufacturing and Reproducing Magnetic and Optical Media	11	$617,991	$1,467,562	$56,181
3351	Electric Lighting Equipment Manufacturing	179	$12,766,105	$46,489,963	$71,319
3353	Electrical Equipment Manufacturing	68	$4,592,380	$18,573,915	$67,535
3359	Other Electrical Equipment and Component Manufacturing	30	$792,144	$6,601,252	$26,405
3362	Motor Vehicle Body and Trailer Manufacturing	396	$14,609,824	$101,604,378	$36,893
3363	Motor Vehicle Parts Manufacturing	731	$46,732,282	$391,400,371	$63,929
3364	Aerospace Product and Parts Manufacturing	4,183	$324,719,474	$1,815,771,179	$77,628
3366	Ship and Boat Building	<10	$117,336	$621,023	$39,112
3369	Other Transportation Equipment Manufacturing	90	$2,165,191	$27,742,134	$24,058
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing	155	$6,614,575	$20,620,130	$42,675
3372	Office Furniture (including Fixtures) Manufacturing	25	$1,355,994	$4,765,552	$54,240
3391	Medical Equipment and Supplies Manufacturing	688	$60,845,561	$219,670,575	$88,438
3399	Other Miscellaneous Manufacturing	376	$19,878,237	$74,880,975	$52,868
4231	Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers	195	$11,764,378	$39,065,183	$60,330
4232	Furniture and Home Furnishing Merchant Wholesalers	80	$4,546,814	$15,007,683	$56,835

4233	Lumber and Other Construction Materials Merchant Wholesalers	151	$8,769,899	$29,564,756	$58,079
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	223	$18,951,849	$62,606,812	$84,986
4235	Metal and Mineral (except Petroleum) Merchant Wholesalers	79	$5,529,764	$18,595,553	$69,997
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	420	$30,447,598	$101,230,664	$72,494
4237	Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers	153	$9,919,593	$33,003,911	$64,834
4238	Machinery, Equipment, and Supplies Merchant Wholesalers	1,130	$86,291,129	$288,747,386	$76,364
4239	Miscellaneous Durable Goods Merchant Wholesalers	442	$27,362,290	$90,140,038	$61,906
4241	Paper and Paper Product Merchant Wholesalers	145	$6,225,428	$20,632,415	$42,934
4242	Drugs and Druggists' Sundries Merchant Wholesalers	1,592	$129,202,407	$420,940,693	$81,157
4243	Apparel, Piece Goods, and Notions Merchant Wholesalers	96	$4,928,458	$16,145,808	$51,338
4244	Grocery and Related Product Merchant Wholesalers	652	$30,956,121	$104,043,041	$47,479
4245	Farm Product Raw Material Merchant Wholesalers	<10	$151,744	$572,144	$37,936
4246	Chemical and Allied Products Merchant Wholesalers	177	$13,480,472	$45,238,886	$76,161
4247	Petroleum and Petroleum Products Merchant Wholesalers	28	$2,462,313	$8,675,088	$87,940
4248	Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers	446	$29,095,611	$98,016,098	$65,237
4249	Miscellaneous Nondurable Goods Merchant Wholesalers	236	$10,883,713	$37,103,901	$46,117
4251	Wholesale Electronic Markets and Agents and Brokers	843	$64,793,475	$214,273,117	$76,861
4411	Automobile Dealers	2,206	$133,355,323	$337,052,458	$60,451
4412	Other Motor Vehicle Dealers	372	$17,677,801	$45,196,309	$47,521
4413	Automotive Parts, Accessories, and Tire Stores	973	$33,098,984	$80,013,294	$34,017
4421	Furniture Stores	301	$11,935,824	$32,008,163	$39,654
4422	Home Furnishings Stores	377	$11,680,887	$31,616,902	$30,984
4431	Electronics and Appliance Stores	944	$64,622,689	$173,039,383	$68,456
4441	Building Material and Supplies Dealers	2,166	$68,165,390	$185,414,569	$31,471
4442	Lawn and Garden Equipment and Supplies Stores	188	$5,886,470	$16,298,348	$31,311
4451	Grocery Stores	4,587	$150,342,121	$383,555,553	$32,776
4452	Specialty Food Stores	857	$27,212,760	$71,297,276	$31,754

4453	Beer, Wine, and Liquor Stores	222	$5,343,108	$15,175,011	$24,068
4461	Health and Personal Care Stores	1,839	$77,697,461	$204,328,972	$42,250
4471	Gasoline Stations	1,388	$34,140,676	$91,101,376	$24,597
4481	Clothing Stores	2,172	$60,480,315	$159,488,821	$27,845
4482	Shoe Stores	386	$13,280,038	$34,608,808	$34,404
4483	Jewelry, Luggage, and Leather Goods Stores	293	$12,162,349	$32,767,721	$41,510
4511	Sporting Goods, Hobby, and Musical Instrument Stores	1,248	$30,986,288	$83,106,193	$24,829
4512	Book Stores and News Dealers	97	$2,522,627	$6,769,214	$26,006
4521	Department Stores	2,636	$67,847,522	$188,674,260	$25,739
4529	Other General Merchandise Stores	6,414	$205,837,523	$578,128,404	$32,092
4531	Florists	130	$2,647,157	$7,183,049	$20,363
4532	Office Supplies, Stationery, and Gift Stores	679	$23,444,682	$62,848,121	$34,528
4533	Used Merchandise Stores	432	$9,069,252	$24,529,601	$20,994
4539	Other Miscellaneous Store Retailers	1,096	$27,708,478	$72,814,188	$25,281
4541	Electronic Shopping and Mail-Order Houses	507	$23,787,812	$65,483,291	$46,919
4542	Vending Machine Operators	32	$784,397	$2,202,217	$24,512
4543	Direct Selling Establishments	3,207	$46,532,186	$124,126,273	$14,510
4812	Nonscheduled Air Transportation	50	$13,394,928	$70,105,961	$267,899
4821	Rail Transportation	100	$8,978,360	$39,972,653	$89,784
4831	Deep Sea, Coastal, and Great Lakes Water Transportation	1,863	$141,274,922	$1,190,694,944	$75,832
4841	General Freight Trucking	1,143	$41,243,883	$136,198,054	$36,084
4842	Specialized Freight Trucking	262	$11,425,443	$39,883,159	$43,609
4851	Urban Transit Systems	211	$7,130,068	$18,977,399	$33,792
4853	Taxi and Limousine Service	253	$5,362,669	$13,471,977	$21,196
4854	School and Employee Bus Transportation	120	$3,153,748	$9,580,460	$26,281
4859	Other Transit and Ground Passenger Transportation	282	$7,671,198	$21,135,758	$27,203
4862	Pipeline Transportation of Natural Gas	<10	$144,896	$587,673	$72,448
4869	Other Pipeline Transportation	<10	$180,058	$550,913	$60,019
4881	Support Activities for Air Transportation	310	$17,407,844	$52,469,589	$56,154
4884	Support Activities for Road Transportation	213	$7,228,844	$21,881,999	$33,938
4885	Freight Transportation Arrangement	41	$2,450,578	$7,398,757	$59,770
4889	Other Support Activities for Transportation	<10	$333,318	$958,425	$37,035
4911	Postal Service	<10	$131,150	$312,295	$21,858
4921	Couriers and Express Delivery Services	323	$13,889,792	$41,251,275	$43,002
4922	Local Messengers and Local Delivery	269	$4,742,258	$13,941,117	$17,629

4931	Warehousing and Storage	2,689	$99,398,197	$252,588,801	$36,965
5111	Newspaper, Periodical, Book, and Directory Publishers	379	$26,009,754	$89,449,054	$68,627
5112	Software Publishers	76	$9,496,372	$36,685,235	$124,952
5121	Motion Picture and Video Industries	806	$56,283,909	$255,964,309	$69,831
5122	Sound Recording Industries	71	$4,517,391	$40,161,846	$63,625
5151	Radio and Television Broadcasting	108	$9,245,268	$37,585,126	$85,604
5171	Wired Telecommunications Carriers	784	$75,715,324	$564,810,794	$96,576
5172	Wireless Telecommunications Carriers (except Satellite)	249	$15,707,233	$215,027,831	$63,081
5179	Other Telecommunications	58	$4,045,485	$13,357,953	$69,750
5182	Data Processing, Hosting, and Related Services	760	$55,647,883	$195,965,443	$73,221
5191	Other Information Services	35	$3,501,735	$12,491,883	$100,050
5221	Depository Credit Intermediation	946	$81,693,727	$330,222,813	$86,357
5222	Nondepository Credit Intermediation	1,309	$106,108,227	$270,971,186	$81,061
5223	Activities Related to Credit Intermediation	724	$46,458,562	$118,273,112	$64,169
5231	Securities and Commodity Contracts Intermediation and Brokerage	230	$38,068,227	$51,173,403	$165,514
5239	Other Financial Investment Activities	755	$58,807,014	$164,264,624	$77,890
5241	Insurance Carriers	409	$41,203,154	$226,860,349	$100,741
5242	Agencies, Brokerages, and Other Insurance Related Activities	2,141	$129,728,741	$348,802,139	$60,593
5251	Insurance and Employee Benefit Funds	50	$1,974,093	$7,989,639	$39,482
5259	Other Investment Pools and Funds	164	$13,383,696	$42,661,258	$81,608
5311	Lessors of Real Estate	4,655	$236,429,900	$1,075,426,954	$50,791
5312	Offices of Real Estate Agents and Brokers	3,100	$87,742,264	$390,865,238	$28,304
5313	Activities Related to Real Estate	3,582	$113,882,570	$508,056,824	$31,793
5321	Automotive Equipment Rental and Leasing	144	$7,005,459	$43,738,900	$48,649
5322	Consumer Goods Rental	325	$18,467,987	$65,605,364	$56,825
5323	General Rental Centers	102	$5,512,692	$21,468,905	$54,046
5324	Commercial and Industrial Machinery and Equipment Rental and Leasing	673	$34,017,438	$202,584,992	$50,546
5331	Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	<10	$172,626	$10,554,380	$172,626
5411	Legal Services	706	$72,277,771	$150,317,294	$102,376
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	1,474	$70,279,308	$116,016,983	$47,679

5413	Architectural, Engineering, and Related Services	2,254	$209,435,988	$468,129,703	$92,917
5414	Specialized Design Services	362	$16,676,696	$34,538,938	$46,068
5415	Computer Systems Design and Related Services	3,324	$275,735,375	$439,959,025	$82,953
5416	Management, Scientific, and Technical Consulting Services	4,552	$290,397,569	$500,486,844	$63,796
5417	Scientific Research and Development Services	1,128	$127,476,371	$343,620,060	$113,011
5418	Advertising, Public Relations, and Related Services	367	$18,512,082	$53,813,035	$50,442
5419	Other Professional, Scientific, and Technical Services	2,934	$83,215,093	$188,376,917	$28,362
5511	Management of Companies and Enterprises	2,013	$221,098,640	$495,477,274	$109,835
5611	Office Administrative Services	798	$56,398,334	$83,409,747	$70,675
5612	Facilities Support Services	36	$629,263	$3,785,642	$17,480
5613	Employment Services	4,142	$131,783,010	$231,270,898	$31,816
5614	Business Support Services	5,481	$139,164,402	$296,064,528	$25,390
5615	Travel Arrangement and Reservation Services	781	$40,394,511	$141,959,386	$51,722
5616	Investigation and Security Services	2,081	$64,307,143	$114,404,931	$30,902
5617	Services to Buildings and Dwellings	12,344	$259,788,923	$582,125,092	$21,046
5619	Other Support Services	588	$27,490,857	$70,754,166	$46,753
5621	Waste Collection	185	$9,330,891	$32,145,081	$50,437
5622	Waste Treatment and Disposal	44	$2,629,313	$9,788,293	$59,757
5629	Remediation and Other Waste Management Services	18	$871,741	$3,087,860	$48,430
6111	Elementary and Secondary Schools	1,401	$61,866,380	$98,487,981	$44,159
6112	Junior Colleges	12	$445,681	$970,616	$37,140
6113	Colleges, Universities, and Professional Schools	4,918	$268,207,514	$553,044,334	$54,536
6114	Business Schools and Computer and Management Training	42	$1,554,859	$3,214,618	$37,020
6115	Technical and Trade Schools	384	$15,519,715	$32,833,070	$40,416
6116	Other Schools and Instruction	1,241	$20,682,855	$43,877,164	$16,666
6117	Educational Support Services	305	$9,509,688	$20,197,236	$31,179
6211	Offices of Physicians	3,863	$356,212,638	$636,616,035	$92,211
6212	Offices of Dentists	1,984	$106,957,904	$198,499,577	$53,910
6213	Offices of Other Health Practitioners	2,168	$88,652,291	$145,451,985	$40,891
6214	Outpatient Care Centers	1,790	$103,094,871	$253,289,558	$57,595
6215	Medical and Diagnostic Laboratories	873	$52,809,790	$115,684,234	$60,492
6216	Home Health Care Services	1,209	$30,605,263	$55,287,895	$25,315
6219	Other Ambulatory Health Care Services	313	$10,084,711	$26,531,817	$32,220
6221	General Medical and Surgical Hospitals	6,335	$498,436,946	$1,197,498,451	$78,680

6231	Nursing Care Facilities (Skilled Nursing Facilities)	1,033	$37,011,418	$84,436,640	$35,829
6232	Residential Intellectual and Developmental Disability, Mental Health, and Substance Abuse Facilities	343	$9,489,998	$20,782,157	$27,668
6233	Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly	505	$12,839,527	$31,498,743	$25,425
6239	Other Residential Care Facilities	57	$1,888,779	$3,952,046	$33,136
6241	Individual and Family Services	11,168	$126,042,654	$297,112,965	$11,286
6242	Community Food and Housing, and Emergency and Other Relief Services	113	$4,592,278	$7,485,243	$40,640
6243	Vocational Rehabilitation Services	989	$27,062,398	$47,237,899	$27,363
6244	Child Day Care Services	2,459	$40,889,595	$67,863,096	$16,629
7111	Performing Arts Companies	127	$10,548,247	$33,251,654	$83,057
7112	Spectator Sports	191	$18,228,248	$33,713,955	$95,436
7113	Promoters of Performing Arts, Sports, and Similar Events	123	$5,206,300	$19,307,946	$42,328
7114	Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures	45	$3,716,541	$14,588,856	$82,590
7115	Independent Artists, Writers, and Performers	1,805	$82,960,395	$183,177,642	$45,961
7121	Museums, Historical Sites, and Similar Institutions	11	$726,077	$2,065,036	$66,007
7131	Amusement Parks and Arcades	2,176	$125,233,865	$525,905,046	$57,552
7132	Gambling Industries	<10	$75,905	$507,543	$25,302
7139	Other Amusement and Recreation Industries	2,410	$50,870,978	$144,619,187	$21,108
7211	Traveler Accommodation	1,076	$38,836,457	$135,784,246	$36,093
7212	RV (Recreational Vehicle) Parks and Recreational Camps	191	$4,253,324	$15,705,247	$22,269
7213	Rooming and Boarding Houses	53	$954,416	$3,393,517	$18,008
7223	Special Food Services	783	$17,243,835	$31,741,530	$22,023
7224	Drinking Places (Alcoholic Beverages)	190	$4,023,668	$7,095,102	$21,177
7225	Restaurants and Other Eating Places	17,780	$364,371,631	$1,201,183,475	$20,493
8111	Automotive Repair and Maintenance	2,661	$76,708,949	$197,343,865	$28,827
8112	Electronic and Precision Equipment Repair and Maintenance	178	$6,655,187	$14,828,447	$37,389
8113	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance	209	$11,327,656	$22,428,023	$54,199
8114	Personal and Household Goods Repair and Maintenance	972	$20,666,492	$39,849,484	$21,262
8121	Personal Care Services	3,243	$59,448,162	$121,665,209	$18,331

8122	Death Care Services	160	$7,652,617	$22,298,038	$47,829
8123	Drycleaning and Laundry Services	422	$13,048,891	$29,728,706	$30,922
8129	Other Personal Services	3,489	$79,207,218	$148,776,277	$22,702
8131	Religious Organizations	2,567	$54,350,063	$169,158,452	$21,173
8132	Grantmaking and Giving Services	48	$2,943,111	$7,388,167	$61,315
8133	Social Advocacy Organizations	49	$1,903,273	$4,952,688	$38,842
8134	Civic and Social Organizations	429	$11,859,313	$20,790,163	$27,644
8139	Business, Professional, Labor, Political, and Similar Organizations	191	$10,618,673	$18,354,494	$55,595
8141	Private Households	2,498	$37,658,794	$42,318,398	$15,076
9011	Federal Government, Civilian	3,901	$375,988,677	$4,774,865,837	$96,383
9012	Federal Government, Military	791	$24,805,497	$174,955,460	$31,360
9026	Education and Hospitals (State Government)	1,690	$138,612,270	$200,741,940	$82,019
9029	State Government, Excluding Education and Hospitals	191	$15,090,963	$184,715,346	$79,010
9036	Education and Hospitals (Local Government)	10,632	$718,428,885	$941,864,860	$67,572
9039	Local Government, Excluding Education and Hospitals	2,945	$299,592,428	$1,315,799,579	$101,729
		258,682	$11,827,030,338	$39,250,551,217	$45,720

Appendix A - Regions

Code	Description
91310	Castaic, CA (in Los Angeles county)
91321	Newhall, CA (in Los Angeles county)
91322	Newhall, CA (in Los Angeles county)
91350	Santa Clarita, CA (in Los Angeles county)
91351	Canyon Country, CA (in Los Angeles county)
91354	Valencia, CA (in Los Angeles county)
91355	Valencia, CA (in Los Angeles county)
91380	Santa Clarita, CA (in Los Angeles county)
91381	Stevenson Ranch, CA (in Los Angeles county)
91382	Santa Clarita, CA (in Los Angeles county)
91383	Santa Clarita, CA (in Los Angeles county)
91384	Castaic, CA (in Los Angeles county)
91385	Valencia, CA (in Los Angeles county)
91386	Canyon Country, CA (in Los Angeles county)
91387	Canyon Country, CA (in Los Angeles county)
91390	Santa Clarita, CA (in Los Angeles county)
93510	Acton, CA (in Los Angeles county)
93532	Lake Hughes, CA (in Los Angeles county)
93534	Lancaster, CA (in Los Angeles county)
93535	Lancaster, CA (in Los Angeles county)
93536	Lancaster, CA (in Los Angeles county)
93539	Lancaster, CA (in Los Angeles county)
93543	Littlerock, CA (in Los Angeles county)
93544	Llano, CA (in Los Angeles county)
93550	Palmdale, CA (in Los Angeles county)
93551	Palmdale, CA (in Los Angeles county)
93552	Palmdale, CA (in Los Angeles county)
93553	Pearblossom, CA (in Los Angeles county)
93584	Lancaster, CA (in Los Angeles county)
93586	Lancaster, CA (in Los Angeles county)
93590	Palmdale, CA (in Los Angeles county)
93591	Palmdale, CA (in Los Angeles county)
93599	Palmdale, CA (in Los Angeles county)

Appendix B - Data Sources and Calculations

Input-Output Data

The input-output model in this report is EMSI's gravitational flows multi-regional social account matrix model (MR-SAM). It is based on data from the Census Bureau's Current Population Survey and American Community Survey; as well as the Bureau of Economic Analysis' National Income and Product Accounts, Input-Output Make and Use Tables, and Gross State Product data. In addition, several EMSI in-house data sets are used, as well as data from Oak Ridge National Labs on the cost of transportation between counties.

State Data Sources

This report uses state data from the following agencies: California Labor Market Information Department

Labor Market Analysis

of the Six Business Sectors and Public Safety Markets

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A. Labor Market Analysis –
Market Demand

The top ten careers within the South Central Coast Region, projected by demand over three years, included jobs within healthcare, global trade and logistics, as well as information and communications technology / digital media. There are currently 12,659 openings for jobs in these top ten careers, with a projected increase of 7,753 positions between 2015 and 2018. The highest demand positions represent a mix of low paying entry level healthcare aides, assistants, clerks, receptionists and truck drivers.

B. Labor Market Analysis –
Earning Potential

The highest paying career opportunities within the South Central Coast Region over the next three years are represented primarily by jobs within public safety, global trade and logistics, and information and communications technology / digital media. A total of 1,612 openings exist currently for positions that represent an average salary of $105,361 per year. The positions represented by these top ten job opportunities include supervisory positions, detectives and criminal investigators, marketing managers, information security analysts, public safety officers, software developers and analysts, as well as medical and clinical laboratory technologists.

C. Labor Market Analysis –
Educational Requirements

Only six career categories require an associate's degree, while twenty three categories require at least a high school diploma. Eight positions require either some college, or postsecondary education, not necessarily requiring a degree. Eleven categories state a bachelor's degree as an entry level educational recommendation. The six career categories requiring an associate's degree fall within advanced manufacturing, agriculture, water, and environmental technologies, as well as careers within healthcare.

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Business Sector	Target Occupations	2015 Jobs	2015-2018 Change	Replacements	Openings	Annual Earnings	Entry Level Education
Healthcare	Personal Care Aides	11,190	3,111	313	3,424	$21,984	Less than HS Diploma
Healthcare	Home Health Aides	3,744	1,062	266	1,328	$24,037	Less than HS Diploma
Healthcare	Nursing Assistants	5,065	666	323	989	$28,840	Postsecondary Non-degree Award
Global Trade / Logisitics	Customer Service Representative	8,854	583	789	1,372	$36,171	HS Diploma
ICT-DM and Healthcare	Office Clerks, General	17,676	559	1,174	1,733	$31,377	HS Diploma
Global Trade / Logisitics	Office Supervisors	8,633	440	669	1,109	$54,002	HS Diploma
ICT-DM and Healthcare	Medical Secretaries	4,280	381	166	547	$35,894	HS Diploma
Healthcare	Medical Assistants	5,024	355	312	667	$32,876	Postsecondary Non-degree Award
ICT-DM and Healthcare	Receptionists and Information Clerks	6,137	310	522	832	$29,309	HS Diploma
Global Trade / Logisitics	Heavy Tractor-Trailer Truck Drivers	5,960	286	372	658	$42,685	Postsecondary Non-degree Award
ICT-DM	Software Developers, Applications	2,767	246	118	364	$91,346	BS/BA
ICT-DM	Computer User Support Specialists	3,166	220	163	383	$50,127	Some College, No Degree
Agriculture, Water and Environmental Technologies	Farmers, Ranchers and Other Agricultural Managers	5,885	186	356	542	$45,271	HS Diploma
ICT-DM	Computer Systems Analysts	2,290	163	126	289	$86,542	BS/BA
Public Safety	Police and Sheriff's Patrol Officers	3,528	106	340	446	$88,458	HS Diploma
Public Safety	Emergency Medical Technicians and Paramedics	649	86	58	144	$32,877	Postsecondary Non-degree Award
Agriculture, Water and Environmental Technologies	Industrial Machinery Mechanics	1,085	82	107	189	$54,783	HS Diploma
ICT-DM	Network and Computer Systems Administrators	1,644	77	90	167	$76,537	BS/BA
Healthcare	Medical and Clinical Laboratory Technicians	667	77	58	135	$43,042	AA
ICT-DM and Healthcare	Medical Records and Health Information Technicians	901	71	75	146	$39,577	Postsecondary Non-degree Award
Global Trade / Logisitics	Shipping, Receiving and Traffic Clerks	4,532	69	392	461	$31,165	HS Diploma
Global Trade / Logisitics	Sales Representatives	2,059	63	143	206	$76,594	BS/BA
Public Safety	Firefighters	1,574	54	132	186	$64,330	Postsecondary Non-degree Award
Global Trade / Logisitics	Logisticians	920	52	36	88	$84,485	BS/BA
ICT-DM	Information Security Analysts	574	46	33	79	$100,047	BS/BA
Agriculture, Water and Environmental Technologies	Environmental Scientists	957	45	89	134	$74,138	BS/BA
ICT-DM and Healthcare	Health Technologists and Technicians, All Other	556	44	18	62	$44,925	HS Diploma
Healthcare	Community Health Workers	357	43	30	73	$37,574	HS Diploma
Public Safety	Correctional Officers and Jailers	1,537	42	125	167	$92,225	HS Diploma
Healthcare	Medical and Clinical Laboratory Technologists	419	42	36	78	$84,668	BS/BA
Advanced Manufacturing	Computer-Controlled Machine Tool Operators, Metal and Plastic	857	36	80	116	$37,293	HS Diploma
Global Trade / Logisitics	Marketing Managers	1,089	35	79	114	$118,680	BS/BA
Global Trade / Logisitics	Compliance Officer	1,261	33	79	112	$71,112	BS/BA
Agriculture, Water and Environmental Technologies	Water and Wastewater Treatment Plan and System Operators	905	29	99	128	$61,486	HS Diploma
Global Trade / Logisitics	Production Planning / Expediting Clerks	1,778	26	153	179	$49,372	HS Diploma
Global Trade / Logisitics	Transportation, Storage and Distribution Managers	642	25	48	73	$88,481	HS Diploma
Agriculture, Water and Environmental Technologies	Pest Control Workers	759	20	71	91	$32,255	HS Diploma

Agriculture, Water and Environmental Technologies	Purchasing Agents	1,776	18	114	132	$65,750	HS Diploma
Public Safety	Police, Fire and Ambulance Dispatchers	379	16	34	50	$57,307	HS Diploma
ICT-DM	Computer Occupations, All Other	961	13	63	76	$82,481	BS/BA
Agriculture, Water and Environmental Technologies	Agriculture and Food Science Technicians	254	10	31	41	$29,527	AA
Public Safety	Detectives and Criminal Investigators	347	9	23	32	$119,559	HS Diploma
Public Safety	Supervisors of Police and Detectives	191	9	18	27	$133,590	HS Diploma
Agriculture, Water and Environmental Technologies	Environmental Engineering Technicians	140	8	10	18	$52,932	AA
Agriculture, Water and Environmental Technologies	Farm Equipment Mechanics and Service Technicians	200	6	22	28	$43,589	HS Diploma
Public Safety	Supervisors of Fire Fighters and Prevention Workers	107	6	15	21	$134,683	Postsecondary Non-degree Award
Advanced Manufacturing	Industrial Engineering Technicians	220	5	17	22	$55,890	AA
Advanced Manufacturing	Aerospace Engineering and Operations Technicians	116	0	11	11	$75,315	AA
Advanced Manufacturing	Milling and Planing Machine Setters, Operators and Tenders, Metal and Plastic	130	-4	<10	<10	$38,605	HS Diploma
Advanced Manufacturing	Engineering Technicians, Except Drafters, All Other	539	-5	41	41	$75,204	AA

Business Sector	Target Occupations	2015 Jobs	2015-2018 Change	Replacements	Openings	Annual Earnings	Entry Level Education
Public Safety	Supervisors of Fire Fighters and Prevention Workers	107	6	15	21	$134,683	Postsecondary Non-degree Award
Public Safety	Supervisors of Police and Detectives	191	9	18	27	$133,590	HS Diploma
Public Safety	Detectives and Criminal Investigators	347	9	23	32	$119,559	HS Diploma
Global Trade / Logisitics	Marketing Managers	1,089	35	79	114	$118,680	BS/BA
ICT-DM	Information Security Analysts	574	46	33	79	$100,047	BS/BA
Public Safety	Correctional Officers and Jailers	1,537	42	125	167	$92,225	HS Diploma
ICT-DM	Software Developers, Applications	2,767	246	118	364	$91,346	BS/BA
Global Trade / Logisitics	Transportation, Storage and Distribution Managers	642	25	48	73	$88,481	HS Diploma
Public Safety	Police and Sheriff's Patrol Officers	3,528	106	340	446	$88,458	HS Diploma
ICT-DM	Computer Systems Analysts	2,290	163	126	289	$86,542	BS/BA
Healthcare	Medical and Clinical Laboratory Technologists	419	42	36	78	$84,668	BS/BA
Global Trade / Logisitics	Logisticians	920	52	36	88	$84,485	BS/BA
ICT-DM	Computer Occupations, All Other	961	13	63	76	$82,481	BS/BA
Global Trade / Logisitics	Sales Representatives	2,059	63	143	206	$76,594	BS/BA
ICT-DM	Network and Computer Systems Administrators	1,644	77	90	167	$76,537	BS/BA
Advanced Manufacturing	Aerospace Engineering and Operations Technicians	116	0	11	11	$75,315	AA
Advanced Manufacturing	Engineering Technicians, Except Drafters, All Other	539	-5	41	41	$75,204	AA
Agriculture, Water and Environmental Technologies	Environmental Scientists	957	45	89	134	$74,138	BS/BA
Global Trade / Logisitics	Compliance Officer	1,261	33	79	112	$71,112	BS/BA
Agriculture, Water and Environmental Technologies	Purchasing Agents	1,776	18	114	132	$65,750	HS Diploma
Public Safety	Firefighters	1,574	54	132	186	$64,330	Postsecondary Non-degree Award
Agriculture, Water and Environmental Technologies	Water and Wastewater Treatment Plan and System Operators	905	29	99	128	$61,486	HS Diploma
Public Safety	Police, Fire and Ambulance Dispatchers	379	16	34	50	$57,307	HS Diploma
Advanced Manufacturing	Industrial Engineering Technicians	220	5	17	22	$55,890	AA
Agriculture, Water and Environmental Technologies	Industrial Machinery Mechanics	1,085	82	107	189	$54,783	HS Diploma
Global Trade / Logisitics	Office Supervisors	8,633	440	669	1,109	$54,002	HS Diploma
Agriculture, Water and Environmental Technologies	Environmental Engineering Technicians	140	8	10	18	$52,932	AA
ICT-DM	Computer User Support Specialists	3,166	220	163	383	$50,127	Some College, No Degree
Global Trade / Logisitics	Production Planning / Expediting Clerks	1,778	26	153	179	$49,372	HS Diploma
Agriculture, Water and Environmental Technologies	Farmers, Ranchers and Other Agricultural Managers	5,885	186	356	542	$45,271	HS Diploma
ICT-DM and Healthcare	Health Technologists and Technicians, All Other	556	44	18	62	$44,925	HS Diploma
Agriculture, Water and Environmental Technologies	Farm Equipment Mechanics and Service Technicians	200	6	22	28	$43,589	HS Diploma
Healthcare	Medical and Clinical Laboratory Technicians	667	77	58	135	$43,042	AA
Global Trade / Logisitics	Heavy Tractor-Trailer Truck Drivers	5,960	286	372	658	$42,685	Postsecondary Non-degree Award
ICT-DM and Healthcare	Medical Records and Health Information Technicians	901	71	75	146	$39,577	Postsecondary Non-degree Award

Advanced Manufacturing	Milling and Planing Machine Setters, Operators and Tenders, Metal and Plastic	130	-4	<10	<10	$38,605	HS Diploma
Healthcare	Community Health Workers	357	43	30	73	$37,574	HS Diploma
Advanced Manufacturing	Computer-Controlled Machine Tool Operators, Metal and Plastic	857	36	80	116	$37,293	HS Diploma
Global Trade / Logisitics	Customer Service Representative	8,854	583	789	1,372	$36,171	HS Diploma
ICT-DM and Healthcare	Medical Secretaries	4,280	381	166	547	$35,894	HS Diploma
Public Safety	Emergency Medical Technicians and Paramedics	649	86	58	144	$32,877	Postsecondary Non-degree Award
Healthcare	Medical Assistants	5,024	355	312	667	$32,876	Postsecondary Non-degree Award
Agriculture, Water and Environmental Technologies	Pest Control Workers	759	20	71	91	$32,255	HS Diploma
ICT-DM and Healthcare	Office Clerks, General	17,676	559	1,174	1,733	$31,377	HS Diploma
Global Trade / Logisitics	Shipping, Receiving and Traffic Clerks	4,532	69	392	461	$31,165	HS Diploma
Agriculture, Water and Environmental Technologies	Agriculture and Food Science Technicians	254	10	31	41	$29,527	AA
ICT-DM and Healthcare	Receptionists and Information Clerks	6,137	310	522	832	$29,309	HS Diploma
Healthcare	Nursing Assistants	5,065	666	323	989	$28,840	Postsecondary Non-degree Award
Healthcare	Home Health Aides	3,744	1,062	266	1,328	$24,037	Less than HS Diploma
Healthcare	Personal Care Aides	11,190	3,111	313	3,424	$21,984	Less than HS Diploma

Business Sector	Target Occupations	2015 Jobs	2015-2018 Change	Replacements	Openings	Annual Earnings	Entry Level Education
Healthcare	Medical and Clinical Laboratory Technicians	667	77	58	135	$43,042	AA
Agriculture, Water and Environmental Technologies	Environmental Engineering Technicians	140	8	10	18	$52,932	AA
Agriculture, Water and Environmental Technologies	Agriculture and Food Science Technicians	254	10	31	41	$29,527	AA
Advanced Manufacturing	Aerospace Engineering and Operations Technicians	116	0	11	11	$75,315	AA
Advanced Manufacturing	Industrial Engineering Technicians	220	5	17	22	$55,890	AA
Advanced Manufacturing	Engineering Technicians, Except Drafters, All Other	539	-5	41	41	$75,204	AA
Global Trade / Logisitics	Marketing Managers	1,089	35	79	114	$118,680	BS/BA
Global Trade / Logisitics	Compliance Officer	1,261	33	79	112	$71,112	BS/BA
Global Trade / Logisitics	Logisticians	920	52	36	88	$84,485	BS/BA
Global Trade / Logisitics	Sales Representatives	2,059	63	143	206	$76,594	BS/BA
Healthcare	Medical and Clinical Laboratory Technologists	419	42	36	78	$84,668	BS/BA
ICT-DM	Computer Systems Analysts	2,290	163	126	289	$86,542	BS/BA
ICT-DM	Information Security Analysts	574	46	33	79	$100,047	BS/BA
ICT-DM	Software Developers, Applications	2,767	246	118	364	$91,346	BS/BA
ICT-DM	Network and Computer Systems Administrators	1,644	77	90	167	$76,537	BS/BA
ICT-DM	Computer Occupations, All Other	961	13	63	76	$82,481	BS/BA
Agriculture, Water and Environmental Technologies	Environmental Scientists	957	45	89	134	$74,138	BS/BA
Global Trade / Logisitics	Transportation, Storage and Distribution Managers	642	25	48	73	$88,481	HS Diploma
Global Trade / Logisitics	Office Supervisors	8,633	440	669	1,109	$54,002	HS Diploma
Global Trade / Logisitics	Customer Service Representative	8,854	583	789	1,372	$36,171	HS Diploma
Global Trade / Logisitics	Production Planning / Expediting Clerks	1,778	26	153	179	$49,372	HS Diploma
Global Trade / Logisitics	Shipping, Receiving and Traffic Clerks	4,532	69	392	461	$31,165	HS Diploma
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ICT-DM and Healthcare	Office Clerks, General	17,676	559	1,174	1,733	$31,377	HS Diploma
Agriculture, Water and Environmental Technologies	Farmers, Ranchers and Other Agricultural Managers	5,885	186	356	542	$45,271	HS Diploma
Agriculture, Water and Environmental Technologies	Purchasing Agents	1,776	18	114	132	$65,750	HS Diploma
Agriculture, Water and Environmental Technologies	Pest Control Workers	759	20	71	91	$32,255	HS Diploma
Agriculture, Water and Environmental Technologies	Farm Equipment Mechanics and Service Technicians	200	6	22	28	$43,589	HS Diploma
Agriculture, Water and Environmental Technologies	Industrial Machinery Mechanics	1,085	82	107	189	$54,783	HS Diploma
Agriculture, Water and Environmental Technologies	Water and Wastewater Treatment Plan and System Operators	905	29	99	128	$61,486	HS Diploma
Advanced Manufacturing	Computer-Controlled Machine Tool Operators, Metal and Plastic	857	36	80	116	$37,293	HS Diploma
Advanced Manufacturing	Milling and Planing Machine Setters, Operators and Tenders, Metal and Plastic	130	-4	<10	<10	$38,605	HS Diploma

Public Safety	Police and Sheriff's Patrol Officers	3,528	106	340	446	$88,458	HS Diploma
Public Safety	Correctional Officers and Jailers	1,537	42	125	167	$92,225	HS Diploma
Public Safety	Police, Fire and Ambulance Dispatchers	379	16	34	50	$57,307	HS Diploma
Public Safety	Detectives and Criminal Investigators	347	9	23	32	$119,559	HS Diploma
Public Safety	Supervisors of Police and Detectives	191	9	18	27	$133,590	HS Diploma
Healthcare	Home Health Aides	3,744	1,062	266	1,328	$24,037	Less than HS Diploma
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Global Trade / Logisitics	Heavy Tractor-Trailer Truck Drivers	5,960	286	372	658	$42,685	Postsecondary Non-degree Award
Healthcare	Nursing Assistants	5,065	666	323	989	$28,840	Postsecondary Non-degree Award
Healthcare	Medical Assistants	5,024	355	312	667	$32,876	Postsecondary Non-degree Award
ICT-DM and Healthcare	Medical Records and Health Information Technicians	901	71	75	146	$39,577	Postsecondary Non-degree Award
Public Safety	Firefighters	1,574	54	132	186	$64,330	Postsecondary Non-degree Award
Public Safety	Emergency Medical Technicians and Paramedics	649	86	58	144	$32,877	Postsecondary Non-degree Award
Public Safety	Supervisors of Fire Fighters and Prevention Workers	107	6	15	21	$134,683	Postsecondary Non-degree Award
ICT-DM	Computer User Support Specialists	3,166	220	163	383	$50,127	Some College, No Degree

Labor Market Data

Six Business Sectors
plus Public Safety Growth

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SECTOR GLOBAL TRADE & LOGISTICS

The Global Trade & Logistics Sector is focused on industry needs for occupations related to the movement and sale of goods and services across international borders, involving three main functions: exporting, importing, and foreign sourcing. The logistics workforce for the transport and warehousing of goods is included.

INDUSTRY SECTOR CHALLENGES/OPPORTUNITIES RELATING TO WORKFORCE DEVELOPMENT

It's important to take into account workforce trends within the entire industry when considering regional needs. The logistics industry is facing an unprecedented labor shortage globally, as detailed in the 2016 Third-Party Logistics Study unveiled at the Council of Supply Chain Management Professionals annual conference in San Diego in September, 2015. Worldwide, the labor shortage exists within blue-collar transportation functions along with middle-management jobs in the warehousing and logistics industry. This shortage of trained individuals is caused by industry growth combined with the need to replace its rapidly aging workforce in trucking and warehousing. This shortage will ultimately raise transport and storage costs for shippers, which has a cascading economic effect locally, nationally, and globally.

WORKFORCE DEVELOPMENT PRIORITIES

Employers indicate that they plan to address the workforce shortage by ramping up their efforts to attract and retain employees, improving their employer branding within the workforce, and providing incumbent worker training for workforce agility. A primary concern is being able to find the right labor quickly. They are increasingly turning toward veterans and women to fill workforce needs.

CURRENT INITIATIVES

- Facilitate internship program development within local community colleges to assist global trade and logistics employers in building their pipeline of qualified workers, and share best practices.
- Support colleges in their development and update of international trade and logistics curriculum to improve alignment with workforce needs through resources, model curricula, and industry advisory
- Raise high school and college student awareness of global trade & logistics career pathway opportunities and relevant coursework/credentials available through local community colleges.
- Ensure that career placement counselors at the college and high school level are aware of career and educational opportunities in global trade and logistics and have the resources to recognize and guide good candidates for local internships.

DESIRED SUPPORT

Gain CIO and dean support to champion meetings of community college global trade and logistics faculty and industry representatives as professional development, to ensure curricula is in sync with workforce needs

DEMAND

Target Occupations	2015 Jobs	2015 - 2018 Change	Replace-ments	Open-ings	Annual Earnings	Typical Entry Level Education
Marketing Managers	1,089	35	79	114	$118,680	Bachelor's degree
Transportation, Storage, and Distribution Managers	642	25	48	73	$88,481	High school diploma or equivalent
Compliance Officers	1,261	33	79	112	$71,112	Bachelor's degree
Logisticians	920	52	36	88	$84,485	Bachelor's degree

Target Occupations	2015 Jobs	2015 - 2018 Change	Replace-ments	Open-ings	Annual Earnings	Typical Entry Level Education
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	2,059	63	143	206	$76,594	Bachelor's degree
First-Line Supervisors of Office and Administrative Support Workers	8,633	440	669	1,109	$54,002	High school diploma or equivalent
Customer Service Representatives	8,854	583	789	1,372	$36,171	High school diploma or equivalent
Production, Planning, and Expediting Clerks	1,778	26	153	179	$49,372	High school diploma or equivalent
Shipping, Receiving, and Traffic Clerks	4,532	69	392	461	$31,165	High school diploma or equivalent
Heavy and Tractor-Trailer Truck Drivers	5,960	286	372	658	$42,685	Postsecondary non-degree award

SECTOR HEALTHCARE

CASE MANAGEMENT/ CARE COORDINATOR – VARIOUS LEVELS FROM ENTRY LEVEL TO THE ADVANCE PRACTICE NURSE

- Personal Care Attendant (SOC 399021) / Community Health Worker (SOC 211094)
  - Los Angeles County 2012 – 2022 19.6%
  - Ventura County, 2012 – 2022, 12.5% increase
  - San Luis Obispo County not available
  - Santa Barbara County no available
- Medical Lab Technician pathway to Clinical Lab Scientist (SOC 292011, 292012)
- Entry Level
  - Certified Nurse Assistants (SOC 311012, 311014)
  - Home Health Aides (SOC 311011)
  - Medical Assistants (SOC 319092)

DEMAND

Target Occupations	2015 Jobs	2015 - 2018 Change	Replace-ments	Open-ings	Annual Earnings	Typical Entry Level Education
Community Health Workers	357	43	30	73	$37,574	High school diploma or equivalent
Medical and Clinical Laboratory Technologists	419	42	36	78	$84,668	Bachelor's degree
Medical and Clinical Laboratory Technicians	667	77	58	135	$43,042	Associate's degree
Home Health Aides	3,744	1,062	266	1,328	$24,037	Less than high school
Nursing Assistants	5,065	666	323	989	$28,840	Postsecondary non-degree award
Medical Assistants	5,024	355	312	667	$32,876	Postsecondary non-degree award
Personal Care Aides	11,190	3,111	313	3,424	$21,984	Less than high school

SECTOR ICT-DM

It is important in ICT to not only examine the occupations within the region but also to consider the in-demand Industry Certifications and Skills.

Entry, mid-level and upskilling – using a variety of Community College educational offerings and delivery

- Software Developers, Applications (SOC 151132)
- Computer System Analyst - Workflow (SOC 151121)
- Business Intelligence Analyst – Data Analytics (SOC 151199)
- Information Security Analyst - CyberSecurity (SOC 151122)
- Network and Computer Systems Administrators – Internet of Things (SOC 151142)
- Computer User Support Specialist - Helpdesk (SOC 151151)

Skills

- SQL – In process regional effort with CTE Enhancement Funds
- Industry Certifications
    - Certified Information Systems Security Professional (CISSP)
    - CISCO Certified Network Associate (CCNA)
    - Security +

DEMAND

Target Occupations	2015 Jobs	2015 - 2018 Change	Replace-ments	Open-ings	Annual Earnings	Typical Entry Level Education
Computer Systems Analysts	2,290	163	126	289	$86,542	Bachelor's degree
Information Security Analysts	574	46	33	79	$100,047	Bachelor's degree
Software Developers, Applications	2,767	246	118	364	$91,346	Bachelor's degree
Network and Computer Systems Administrators	1,644	77	90	167	$76,537	Bachelor's degree
Computer User Support Specialists	3,166	220	163	383	$50,127	Some college, no degree
Computer Occupations, All Other	961	13	63	76	$82,481	Bachelor's degree

HYBRID: ICT-DM AND HEALTHCARE

The Deputy Sector Navigators for the Health and Information & Communication Technologies (ICT) and Digital Media sectors have merged with industry and education to address the needs identified in Health Information Technology and Healthcare Information Technology. The Healthcare Information Technology Training Model will be the first phase to address the increasing need for skilled workers in the health care information technology field. This regional collaborative approach has joined together experts from industry, local and national associations, and community college educators.

Additionally, areas of cyber security and advances in medical technology are leading to a workforce trend for workers with skill sets that provide unique set of skills from sectors of Health and ICT, and Advanced Manufacturing.

DEMAND

Target Occupations	2015 Jobs	2015 - 2018 Change	Replace-ments	Open-ings	Annual Earnings	Typical Entry Level Education
Medical Records and Health Information Technicians	901	71	75	146	$39,577	Postsecondary non-degree award
Health Technologists and Technicians, All Other	556	44	18	62	$44,925	High school diploma or equivalent
Receptionists and Information Clerks	6,137	310	522	832	$29,309	High school diploma or equivalent
Medical Secretaries	4,280	381	166	547	$35,894	High school diploma or equivalent
Office Clerks, General	17,676	559	1,174	1,733	$31,377	High school diploma or equivalent

SECTOR AGRICULTURE, WATER, AND ENVIRONMENTAL TECHNOLOGIES

AGRICULTURE:

- Pest Control Workers (SOC 37-2020) -- Qualified Applicator License (QAL) certification from CA Dept. of Pesticide Regulation
- Agriculture and Food Science Technicians (SOC 19-4010)
- Farm and Ranch Managers (SOC 11-9010)
- Mechanical Maintenance Technician (SOC 49-9041)/
- Farm Equipment Mechanics and Service Technicians (SOC 49-3041)
- Assistant Winemaker/Winemaker (no SOC available)
- Cellar Worker (no SOC available)

STATEWIDE AG FACULTY CURRICULUM DEVELOPMENT IN PROGRESS FOR:

- Irrigation Technician (no SOC available) -- Certified Irrigation Technician credential offered by California Irrigation Association
- Irrigation Specialist (no SOC available) -- Certified Irrigation Specialist credential offered by California Irrigation Association

WATER SCIENCE/SYSTEMS TECHNOLOGY:

Ongoing facilitation of regional faculty collaborative with DSN resources

- Water and Wastewater Treatment Plant and Systems Operators (SOC 51-8031)
    - Industry certifications:
      Through CA Dept of Health Services/State Water Resources Control Board:
        - Water Treatment Operator (Grades T1 - T5)
        - Distribution Operator (Grades D1 - D5)
        - Wastewater Treatment Plant Operator (Grades I - V)
    - Through California Water Environment Association (CWEA) Tech Cert Program
        - Collection System Maintenance (Grades 1 - IV)
        - Plant Maintenance
        - Environmental Compliance
        - Biosolids Land Application Mgmt
        - Laboratory Analyst
        - Industrial Waste Treatment Operator

ENVIRONMENTAL TECHNOLOGY:

*Wish list: statewide environmental scan/employer survey for

- Environmental Science and Protection Technicians, including Health (SOC 19-4091)
- Environmental Engineering Technicians (SOC 17-3025)
    - Industry certifications include –
        - National Env. Health Association - Certified Environmental Health Technician
        - CA Dept of Public Health - Registered Environmental Health Specialist
        - Board of Certified Safety Professionals - Construction Health & Safety Tech
        - Numerous certifications include Hazardous Waste Operations & Emergency Response (HAZWOPER); Confined Space; etc.

DEMAND

Target Occupations	2015 Jobs	2015 - 2018 Change	Replace-ments	Open-ings	Annual Earnings	Typical Entry Level Education
Farmers, Ranchers, and Other Agricultural Managers	5,885	186	356	542	$45,271	High school diploma or equivalent
Purchasing Agents, Except Wholesale, Retail, and Farm Products	1,776	18	114	132	$65,750	High school diploma or equivalent
Environmental Engineering Technicians	140	8	10	18	$52,932	Associate's degree
Environmental Scientists and Specialists, Including Health	957	45	89	134	$74,138	Bachelor's degree
Agricultural and Food Science Technicians	254	10	31	41	$29,527	Associate's degree
Pest Control Workers	759	20	71	91	$32,255	High school diploma or equivalent
Farm Equipment Mechanics and Service Technicians	200	6	22	28	$43,589	High school diploma or equivalent
Industrial Machinery Mechanics	1,085	82	107	189	$54,783	High school diploma or equivalent
Water and Wastewater Treatment Plant and System Operators	905	29	99	128	$61,486	High school diploma or equivalent

SECTOR ADVANCED MANUFACTURING.

ENTRY & MID-LEVEL -

- Aerospace Engineering & Operations Technicians (SOC 173021)
- Industrial Engineering Technicians (SOC 173026)
- Manufacturing Production Technicians (SOC 173029)
- Manufacturing Engineering Technologist (SOC 173029)
- Mechanical Engineering Technologist (SOC 173029)
- Computer-Controlled Machine Tool Operators, Metal and Plastic (SOC 514011)
- Milling & Planing Machine Setters, Operators, and Tenders, Metal & Plastics (SOC 514035)

INDUSTRY PROFICIENCIES -

- Machines and tools, including their designs, uses, repair, and maintenance.
- Design techniques, tools, and principles involved in production of precision technical plans, blueprints, drawings, and models.
- Applying principles, techniques, procedures, and equipment for design, production, quality control
- Design - Computer-Aided Design (CAD) / 3D laser Scanning (Reverse Engineering)
- Rapid Prototyping - Additive manufacturing / 3D Print / Subtractive Rapid Prototyping
- Manufacturing - Computer-Aided Manufacturing (Direct & Computer Numerical Control Machining)
- Disciplines - Computer Numerical Control (CNC) machining, CAD/CAM programming, American Production & Inventory Control (APICS) Operations & Management, Geometric dimensioning and tolerancing (GD&T), Welding Technologies, Coordinate Measuring Machine (CMM), Six Sigma/Lean manufacturing

GENERAL SKILLS -

- Reading Comprehension
- Mathematical Problem Solving
- Using computers and computer systems (including hardware and software) to program, write software, set up functions, enter data, or process information.
- National Certifications -
- ACT WorkKeys - National Career Readiness Certificates (NCRC)
- Manufacturing Skill Standards Council (MSSC) - Certified Production Technician (CPT) & Certified Logistics Technician (CLT)
- National Institute for Metalworking Skills NIMS Certifications (pending)
- American Welding Society (AWS)
- APICS CPIM (Certified in Production and Inventory Management)
- Six Sigma

PENDING INITIATIVES

- CTE Enhancement activity - Regional wide manufacturing sector analysis to enhance curriculum alignment, strategic planning, professional development, and to identify new industry partnerships
- CMM curriculum development focused on quality control inspection and tracking

DEMAND

Target Occupations	2015 Jobs	2015 - 2018 Change	Replace-ments	Open-ings	Annual Earnings	Typical Entry Level Education
Aerospace Engineering and Operations Technicians	116	0	11	11	$75,315	Associate's degree
Industrial Engineering Technicians	220	5	17	22	$55,890	Associate's degree
Engineering Technicians, Except Drafters, All Other	539	(5)	41	41	$75,204	Associate's degree
Computer-Controlled Machine Tool Operators, Metal and Plastic	857	36	80	116	$37,293	High school diploma or equivalent
Milling and Planing Machine Setters, Operators, and Tenders, Metal and Plastic	130	(4)	<10	<10	$38,605	High school diploma or equivalent

PUBLIC SAFETY

DEMAND

Target Occupations	2015 Jobs	2015 - 2018 Change	Replace-ments	Open-ings	Annual Earnings	Typical Entry Level Education
Police and Sheriff's Patrol Officers	3,528	106	340	446	$88,458	High school diploma or equivalent
Firefighters	1,574	54	132	186	$64,330	Postsecondary non-degree award
Correctional Officers and Jailers	1,537	42	125	167	$92,225	High school diploma or equivalent
Emergency Medical Technicians and Paramedics	649	86	58	144	$32,877	Postsecondary non-degree award
Police, Fire, and Ambulance Dispatchers	379	16	34	50	$57,307	High school diploma or equivalent
Detectives and Criminal Investigators	347	9	23	32	$119,559	High school diploma or equivalent
First-Line Supervisors of Police and Detectives	191	9	18	27	$133,590	High school diploma or equivalent
First-Line Supervisors of Fire Fighting and Prevention Workers	107	6	15	21	$134,683	Postsecondary non-degree award
Police and Sheriff's Patrol Officers	3,528	106	340	446	$88,458	High school diploma or equivalent
Firefighters	1,574	54	132	186	$64,330	Postsecondary non-degree award

College Planning Summary

During the span of five months, from January through May of 2016, each of the eight member colleges of the South Central Coast Regional Consortium (SCCRC) participated in local planning activities and contributed to the data which appears on the following pages. These data will be used to develop specific regional and college-specific planning activities to drive creation of the three-year regional plan.

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A. Analysis of College Priorities –
Growth of Existing Programs

Overall, enhancing the region's ability to present current programs and courses in advanced manufacturing ranked highest among the region's eight colleges, with four colleges identifying some form of manufacturing as a growth area, two additional colleges naming engineering and one college listing drafting/CAD as a priority. Next in priority order, three colleges identified disciplines within healthcare as programs that were anticipated to grow over the next several years. Three colleges also identified business, business accounting and interdisciplinary programs that included business as programs that will experience growth, while automotive technology was also identified by two colleges as a program that was anticipated to expand, as well. Computer networking, cybersecurity and information technology were identified by three of eight colleges as growth areas. A number of individual programs were also identified within specific micro economies across the region, such as water technologies, agriculture and logistics as areas for expansion.

B. Analysis of College Priorities –
New Programs

Four colleges identified new programs within healthcare or health information technology to implement over the next three years. Four colleges also recognized alternate fuels and alternate fuel vehicles as opportunities for future programs, and three other colleges called out advanced manufacturing as a focus for curriculum expansion. Two colleges each identified cybersecurity, agriculture and business/entrepreneurship as new programs they wished to pursue. Other new programs unique to a college or district included waste conversion and nuclear energy.

C. Analysis of College Priorities –
Regional Opportunities

Partnership among the eight regional colleges was recognized throughout this portion of the college planning process, with suggestions offered to collaborate on instructional programs such as manufacturing (four colleges), agriculture, water and environmental technologies (four colleges), healthcare (two colleges) as well as CITDs, global trade and logistics, WIOA/WDB and AEBG opportunities. Two colleges also identified inmate education, advanced transportation and renewables as areas for cooperation. Other suggestions included expanding online education opportunities for students, creating a regional internship program (two colleges), developing regional grant writing, marketing and research capabilities, in addition to designing methods for students to migrate easily between colleges to complete their educational programs. Another suggestion included sponsoring a regional liaison to the State Chancellor's Office to facilitate curriculum and program approval.

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Challenges

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Allan Hancock	Antelope Valley College	College of the Canyons	Cuesta College	Moorpark College	Oxnard College	Santa Barbara City College	Ventura College
Non-traditional delivery of programs across regional sectors	Classroom/lab facilities	Coordination of efforts to create regional programs	Dissimilar to other college districts; large employers are government and public sector; mainly small businesses; demographics indicate a growth of population 64 and older	Bureaucracy	Single faculty member programs/departments make new work challenging	Curriculum development and certificate process is slow to get approved at the State Level	Classroom/lab facilities
Competition from non-profits	Lack of daytime faculty	Improving the perception of the value of CTE programs	Difficulties maintaining some CTE programs due to small enrollments	Multiple regional economies	Curriculum approval takes so long to be approved at the state level	The focus on the requirement for Community College to conduct job placement and collect jobs data without funding for staffing	Expensive equipment
Classified staffing needs for CTE programs	Expensive equipment	Non-traditional delivery of programs across regional sectors will be required	Industry responses: 1. College curriculum struggles to keep pace with industry, especiually in technology areas 2. Soft skills continue to be a concern among employers, including generational attitudes and habits 3. A need for more leadership training among employees	Distances	No workforce development position exists at the college level at Oxnard College	The regionalization of funding and the competitive nature of grant applications, as opposed to simple local allocation and local control	Faculty recruitment and non-competitive pay scale
Impact of high cost-of-living communities	Isolated location	Classified staffing		Delivery - be available to students	Working quickly while developing in a way that aligns with the region	Understanding what programs are needed for the changing demographics of our region and the workforce needs of our employment base	Need for marketing support to attract students
Revenue Sharing		Impact of high cost-of-living communities		Funding - how is it done		Limitation of some programs being available during times that are misaligned to a schedule of a working adult	Need for more classified staff support
Coordination of efforts to create regional programs		Micro-economies within the SCCR		Different student populations - clientele		Uncertain goals and expected coordination with local WDB's	Need technology and support
Micro-economies within the South Central Coast Region		Revenue sharing		Limits to regionalization (i.e. EATM)		Due to the geographic distances between many colleges within a region, data that is used in decision making doesn't truly reflect the needs of a college district versus that of the region	
High cost of CTE programs		Competition from "for-profits"		Who gets the credit when the student graduates? Launchboard limitations, Performance indicators		Coordination of funding sources needs to be done to ensure that all funds are being maximized to their original intent	
Recruiting and hiring qualified instructors		Availability of faculty and faculty workload					
		Outreach, advertising and marketing of CTE pathways					

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Strengths

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Allan Hancock	Antelope Valley College	College of the Canyons	Cuesta College	Moorpark College	Oxnard College	Santa Barbara City College	Ventura College
Relatively fast program development	Strong community and industry support	High quality faculty and programs	CTE Scorecard data (Excellent - 2nd in the state)	Collaboration	Students want to stay and work locally	CTE and AEBG funding is a critical component of our success in developing new programs	CTE student completion of certificates, degrees and transfer
Significant Career Pathways Trust Grant dollars have been allocated to this region	Large defense contract for Northrup	Low cost of instrucional and student support programs	A leader in Skills USA	Local coordination needed	College has a wide breadth of CTE offerings	Greater funds coming into the region will aid a college and the region in updating its CTE programs such that they meet our changing industries and workforce demands	CTE cohort model supporting high student persistence
Availability of open educational resources (OER)	Large manufacturing base	Strong connections with business and industry leading to work-based learning opportunities	Continued high level of student success in all healthcare licensing exam pass rates	Best practices and information sharing	Has a good basic skills programand other preparatory offerings to support CTE programs	A student population (i.e., a working adult or career changer) that represents new enrollment opportunities for a college or region that perhaps hasn't been targeted in the past	VC Innovates grant building pathways from high school to college
Diversity of student population		This region has high growth, high potential industries	Industry responses: 1. A robust relationship with key stakeholders 2. Stakeholders are called upon to provide input in advisory committees and other forums 3. Currently the college is successful in communicating information on placement, successes, and areas of interest 4. Stakeholders are pleased with Cuesta graduates	Resources 1. More help 2. Economies of scale 3. Marketing 4. Part-time faculty pooling 5. Access to subject matter experts 6. Build on current model - SCRC 7. Using technical assistance providers to the maximum	Many employers are looking for entry level staff and that matches well with the college	With increased funding, the availability of human resources needed to develop new programs	High wage earning potential for students
Collaborative region		Collaborative region			Has a proximity to urban employment opportunities in Los Angeles and Santa Barbara	Excellent faculty and staff in CTE	Strong industry support
Our region has been breaking down barriers between K-12, community colleges, WDBs, etc.		Relatively fast program development			Has deep and foundational high school pathway relationships		Supports community workforce demands
Our colleges offer useful skill-builder courses		Existing CTE programs have a major impact on the local economy			West Ventura County has a reputation for being job plentiful		
High quality faculty and programs		Our colleges offer useful skill-builder courses					
Strong connections with business and industry leading to work-based learning opportunities for students		Significant career pathway trust grant dollars have been allocated to this region					
Existing CTE programs have a major impact on the local economy		Availability of open educational resources (OER)					
Low cost of instructional and student support programs		Our region has been breaking down barriers between K-12, CCs, WDBs, etc.					
Desirable geographic location - Mediterranean climate							

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Growth –

Existing Programs

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Allan Hancock	Antelope Valley College	College of the Canyons	Cuesta College	Moorpark College	Oxnard College	Santa Barbara City College	Ventura College
Home health aide	Aerospace manufacturing	Advanced manufacturing, CAD, and welding	Agriculture	Specialization and niche careers	Multimedia/web design	Adult High School/GED	Police science
	Healthcare	Water systems and related technology	Manufacturing	Logistics - tracking, funding, data, facilities	Computer networking and information technology	Noncredit ESL	Water science
	Engineering	Networks and cybersecurity	Construction and architecture	Interdisciplinary (i.e. Business Management)	Accounting	Inmate Training	Advanced manufacturing
		Healthcare	All computer technology areas - CNET, EET, CIS	Growing online presence	Automotive technology, to include RV services	Culinary, Computer Network Engineering, Marine Diving Technology, Drafting/CAD and non-credit short term vocational programs that allow a bridge from non-credit to a credit program	Architecture
		Automotive technology		Entrepreneurship	Fitness/nutrition specialists		Engineering
		Business		Intrapreneurship			Business accounting
		GIS		Media literacy			Pathway to law
		Teacher preparation		Industry certification link			

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New Programs

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Allan Hancock	Antelope Valley College	College of the Canyons	Cuesta College	Moorpark College	Oxnard College	Santa Barbara City College	Ventura College
Cybersecurity	Millwright/General manufacturing	Healthcare, nursing baccaulareate degree, respiratory therapy, cybersecurity, continuing education and training	Nuclear energy	None listed	Education paraprofessional - certified speech aid, certified occupational therapy assistant	Career Skills Institute (employability, design and technology skill development)	Diesel
Healthcare information technology	Cybersecurity	Alternate fuel vehicles	Manufacturing		Agriculture - landscaping technician, landscape design, crop management	Adults with Disabilities - currently in feasibility study phase	Agriculture
Ammonia refrigeration technician	Diesel/hybrid	Teacher preparation	Health Informatics		E-STEM - Entrepreneurship	Optical technicians, dental technologist, and specialized certifications in Health Information Technologies (HIT) e.g., industry wants HIT graduates with specialized data analytic skills	Workplace essentials (non-credit certificates)
		Emergency management	Cybersecurity programs or emphasis		Alternative energy/energy efficiency		
		Business management	Physical therapy assistant		Lab technician - various fields		
		Environmental studies					
		Manufacturing technician					
		GIS					
		Waste conversion					

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Regional Opportunities

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Allan Hancock	Antelope Valley College	College of the Canyons	Cuesta College	Moorpark College	Oxnard College	Santa Barbara City College	Ventura College
CITDs / Global Trade and Logistics	Aerospace Manufacturing (with Palmdale, LA County, Goodwill)	Healthcare	Cybersecurity partnership with California National Guard	Student focus	Create a regional liaison to push through curriculum submissions at the state level	The partnership between AEBG and WDB is proving critical to ensure collaborative, noncompetitive and non-duplicative educational programming and support services in the community	Water science consortium 1. Shared knowledge and resources 2. Shared staff development 3. Internships
Inmate education	Engineering pathway (with CSULB)	Advanced manufacturing	Economy of scale allowing small programs become worth pursuing	Regional versus local	Fund one or more regional counselors to help direct students to alternate allied health fields - other than nursing and dental hygiene programs	Ways by which a student can migrate between different colleges to complete their education	Manufacturing 1. Shared equipment and lab facilities 2. Shared knowledge and resources 3. Internships
WIOA and special populations	Millwright/General manufacturing (with Cerro Coso College)	Agriculture, water and environmental technologies	Partnerships among the regional community colleges	Grant writer, marketing, tracking students	Fund a regional internship program	Expansion and coordination of online education opportunities should be considered to allow students greater flexibility in completing their education	
Advanced transportation and renewables	Water Science (with AVHSD)	Small business	Partner and revenue share to support programs with small enrollments	Right partners	Create an official regional structure for industry partnerships with community colleges		
Energy, construction and utilities		Energy, construction and utilities	Marketing				
Life sciences, biotechnology		Global trade and logistics	Industry response: 1. Increase emphasis on cybersecurity, both in curriculum and professional development 2. A need for stronger corporate engagement, especially among key industry leaders regarding hardware and software 3. A need to increase the emphasis on programmer preparation including exposing students to multiple languages and equipping them for emerging new languages/systems				
Small business		ICT, digital media					
Retail, hospitality, tourism		Life sciences, biotechnology					
ICT, digital media		Retail, hospitality, tourism					
Health		Advanced transportation and renewables					
Agriculture, water, environmental tehnologies		CITDs					
Advanced manufacturing		Inmate Education					
Public Safety		WIOA and special populations					
Building and facilities maintenance mechanics							
Instrumentation technicians							

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Business Sector Plans

Regional Resource Personnel Action Plans

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Business Sector Plans

Regional Resource Personnel Action Plans

Deputy Sector Navigators (DSNs) became the first personnel to implement regional planning and training after the introduction of the Doing What Matters for Jobs and the Economy initiative from the California Community College Chancellors Office in 2013. DSNs also have played an integral part as key talents, enabling the industry sectors to better align workforce training needs with the community colleges. As regional representatives, DSNs have identified ongoing and one-time funding that has supported local and regional special projects, as well as training.

Using metrics established from a statewide alignment of industry with community college programs, DSNs also assure that work plan activities match the strategic goals of the South Central Coast Region, partnering college and industry needs. DSNs have been able to tap into regional talent and expertise from the eight community colleges' faculty and Career and Technical Education Deans alike. In the upcoming year, the DSNs have aligned with both local and regional needs, while still aligned statewide activities within each industry sector. DSNs play an integral role with industry, employees, and colleges, and will continue to serve a vital role, addressing workforce development and training needs. In addition, DSNs create regional meetings with key stakeholders on topics that cross all sectors e.g. cybersecurity, global trade and logistics.

<u>The Six Key Business Sectors of the South Central Coast Region:</u>

- ***Advanced Manufacturing:*** The manufacturing sector is critical to California's economy. For every one job created in manufacturing, at least two and a half jobs are created to support the sector.

- ***Agriculture, Water & Environmental Technology:*** California representing one of only five Mediterranean growing regions in the world, sets the pace for the nation as the country's largest agricultural producer and exporter. Agriculture represents a key economic driver for the South Central Coast Region.

- ***Global Trade and Logistics:*** One in seven jobs in California are directly related to global trade.

- ***Health:*** The health sector is one of the largest employers of the region in California, providing a wide range of job options to residents of both urban and rural areas. With rapid population and expanded coverage under the healthcare reform, the demand for high-quality healthcare services is increasing.

- ***Information and Communication Technologies and Digital Media (ICT-DM):*** ICT-DM is transformational, and the growth of this industry sector in California can mainly be attributed to increasing adoption of information and communication technologies and digital media software, hardware and services by consumers and businesses globally.

- ***Small Business:*** Entrepreneurship and small business ownership in the United States represents the third largest economy in the world. Small businesses employ more than 50% of total private nonfarm GDP.

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SOUTH CENTRAL COAST REGION CONSORTIUM

GOALS	
1	Strengthen communication, coordination, and timely decision making in
2	Enhance participation in CTE Career Pathways between K-16.
3	Reinforce regional leadership and operational partnerships among community college, industry, labor, and other workforce and economic development entities to improve the delivery of all CTE efforts.
4	Align college programs with regional and industry needs and provide support for CTE programs.
5	Create a sustained public outreach campaign for industry, high school students, counselors, parents, faculty, staff, and the community at large to promote career development and attainment and the value of career technical

Sectors	
AWET	Agriculture, Water & Environmental Technologies
Health	Healthcare
ICT/DM	Information Communications Technologies/ Digital Media
AMS	Advanced Manufacturing
SmallBus	Small Business
GlblTrade	Global Trade and Logistics

Goal:	**#1** Strengthen communication, coordination, and timely decision making in regional CTE efforts.	
Sector	**BOG**	
Health	9a, 15	Facilitate professional development opportunities to update the skills of nursing and allied health faculty, teachers, counselors, and staff.
Health	2, 17, 19	Support the capacity of regional colleges to provide credit, non-credit, and not-for-credit.
ICT/DM	9a, 15	Facilitate professional development opportunities to update the skills of ICT/DM faculty, teachers, counselors, and staff.
ICT/DM	2, 17, 19	Support the capacity of regional colleges to provide credit, non-credit, and not-for-credit.
AWET	17b	Maintain collaboration with Project Monitor, RC leadership, regional DSNs, TAPs, consortium colleges, and WDBs to plan, support, coordinate, and execute project initiatives, and implement best practices on regional coordination, communication, and decision-making.
AWET	6c	Utilize LaunchBoard data visualization and analysis tools to provide technical assistance and support to regional K-12 schools and community colleges so they may strengthen and develop programs that align with AWET workforce and business development needs.
GlblTrade	17b	Collaborate with SCCRC, DSNs, TAPs, college faculty, and workforce development organizations to plan and implement project initiatives and support regional communication, coordination, and decision-making within the Global Trade & Logistics sector.
GlblTrade	20c	Collaborate with the Global Trade & Logistics Sector Navigator and DSNs to maintain alignment with statewide and regional objectives, and statewide industry recommendations.
AMS	2, 17, 19	Promote the capacity of regional colleges to provide credit and non-credit programs and courses that contribute to advancing workforce skill development with a focus on industry standards and technical skills specific to occupations in manufacturing.
SmallBus		Maintain communication and collaboration with SCCRC, regional DSNs, Small Business SN/DSNs, TAPs, regional colleges, regional high schools, WDBs, Project Monitor, industry leaders, and community leaders. Work in partnership on strategic community, sector, and regional plans.
SmallBus		Utilize LaunchBoard 2.0, EMSI, and Data Unlocked data and analysis tools to attain relevant data to assist and support regional K-12 and community college partners to develop, strengthen, and/or align programs with small business/entrepreneurship, workforce, and economic development needs.

Goal:	**#2** Enhance participation in CTE Career Pathways between K-16.	
Sector	**BOG**	
Health	3	Collaborate with education and economic development partners (for example K-12, CSUs, UCs, WIBs, etc.) to develop and broadly publicize industry-informed career pathways leading to living wage jobs and meeting long-term workforce needs within the regional labor market.
Health	9a	Facilitate curriculum and program development or revision to meet emerging workforce needs and industry standards.
ICT/DM	9a	Facilitate curriculum and program development or revision to meet emerging workforce needs and industry standards.
ICT/DM		Partner with regional ICT/DM programs to convene regional meetings for effective response to workforce needs and requests.
AWET	1	Support SCCRC convening's of stakeholders for new schools implementing Get Focused … Stay Focused!, a career exploration program that leads to creation of an online 10-year career and educational plan.
AWET	15c	Provide professional development for counselors, career center staff, and faculty to support awareness and utilization of career and educational planning tools and technical DSN and TAP support regarding regional AWET programs of study available to secondary education, adult education, and community colleges.
GlblTrade	19e	Provide resources to high school and college career centers to raise the awareness of labor market demand and earnings potential in global trade, and include information about the Get Focused...Stay Focused program to assist high school, adult education, and community college students in career planning.
GlblTrade	1	Enhance career exploration and planning, work-based learning opportunities, and other supports for students, and conduct marketing campaign about CTE and work-based learning opportunities in global
AMS	9c	To the extent possible, help develop and adopt industry certification programs within CTE curriculum.
SmallBus		Collaborate with local and regional high schools to expand small business/entrepreneurship opportunities and career pathway options for high school students.
SmallBus		Organize, facilitate, and participate in business and educational advisory meetings and forums. Include high school, community college, and four-year college educators; business leaders; and community leaders.

Goal:	**#3** Reinforce regional leadership and operational partnerships among community college, industry, labor, and other workforce and economic development entities to improve the delivery of all CTE efforts.	
Sector	**BOG**	
Health		Partner with regional nursing and allied health programs to convene regional meetings for effective response to workforce needs and requests.
ICT/DM		Partner with regional ICT/DM programs to convene regional meetings for effective response to workforce needs and requests.
AWET	17b, 19d, 21	Continue to facilitate AWET Regional Water Faculty Collaborative meetings to foster program growth and efficiencies in training delivery, including professional development; curriculum development and improvement; maintaining currency of classroom/lab technology; instructional resources; and ongoing implementation of regional sector and program educational outreach, marketing, and promotion.
AWET	19a	Participate and support SCCRC convenings with industry partners and faculty to coordinate and enhance alignment with Adult Education Block Grant (AEBG) and Workforce Innovation and Opportunity Act (WIOA) consortia CTE efforts.
AWET	7d	Support faculty and colleges in developing and expanding use of contract education to meet the dynamic needs of business and industry in an expedited manner.
GlblTrade	6b	Facilitate and participate in regional and statewide industry advisory committee meetings to validate labor market supply and demand information with industry partners.
GlblTrade	3a	Provide support for faculty and students to obtain the industry recognized Certified Global Business Professional credential.
AMS	9a	Coordinate regional activities and services related to meeting the technical and training needs of the advanced manufacturing sector.
SmallBus		Increase collaboration, networking, and professional development opportunities with K-12, community college, non-profits, industry, and community partners.
SmallBus		Coordinate with regional priority and emerging sectors/DSNs to conduct hybrid advisories, forums, and workshops which include high school, community college, and four-year college educators; business leaders; and community leaders in the respective sectors.
SmallBus		Enable and support local and regional faculty to use the Eship Educator curriculum resources sharing

Goal:	**#4** Align college programs with regional and industry needs and provide support for CTE programs.	
Sector	**BOG**	
Health	19, 20	Facilitate professional development opportunities to update the skills of ICT/DM faculty, teachers, counselors, and staff.Facilitate incumbent worker training for nursing and allied health professionals to meet continuing education and/or licensure requirements.
Health	9a, 15	Facilitate professional development opportunities to update the skills of ICT/DM faculty, teachers, counselors, and staff.
Health	2, 17, 19	Support the capacity of regional colleges to provide credit, non-credit, and not-for-credit.
ICT/DM	9a, 15	Facilitate professional development opportunities to update the skills of ICT/DM faculty, teachers, counselors, and staff.
ICT/DM	19, 20	Facilitate incumbent worker training for ICT-DM professionals to meet continuing education and/or industry certifications.
ICT/DM	9a, 15	Facilitate curriculum and program development or revision to meet emerging workforce needs and industry
AWET	3d	Support faculty to develop and align model AWET curricula that facilitate articulation, dual enrollment, and sector pathways.
AWET	6b	Facilitate and participate in regional and statewide AWET industry advisory committee meetings in order to validate labor market supply and demand information with industry partners.
AWET	10a	In partnership with Academic Senate for California Community Colleges, facilitate curricular portability across institutions.
GlblTrade	15d	Collaborate with TAPs, DSNs, and SCCRC to increase opportunities for faculty, teachers, and career counselors to participate in professional development that enhances global trade and logistics knowledge and connections with employers and the workforce system.
GlblTrade	10, 17	In consultation with industry, develop industry-driven, competency-based badges applicable to the global trade and logistics industry within our region.
AMS	9a	Work with representatives of business, labor, professional trade associations, and colleges within the Center's geographic region to explore and develop new alternatives for assisting incumbent workers and/or small-to-medium sized enterprises. Enable small-to-medium enterprises to become more competitive within the global marketplace.
AMS	9a	Work with industry to determine and assist in filling with their short-term training needs.
SmallBus		Develop and support professional development opportunities for high school and college faculty and counselors such as attendance at the annual regional Counselors Conference, NACCE Conference, and CBEA Conference.

Goal:	**#5** Create a sustained public outreach campaign for industry, high school students, counselors, parents, faculty, staff, and the community at large to promote career development and attainment and the value of career technical education.	
Sector	**BOG**	
Health	6b, 6c	Represent HWI as the regional nursing and allied health subject matter expert.
Health		Partner with regional nursing and allied health programs to convene regional meetings for effective response to workforce needs and requests.
ICT/DM	6b, 6c	Represent SCCRC as ICT-DM subject matter expert.
AWET	3	Develop and broadly publicize industry-informed AWET pathways that prepare students for jobs needed within the South Central Coast regional labor market.
GlblTrade	3	Develop and broadly publicize industry-informed career and educational pathways that prepare students for jobs in global trade and logistics within the regional labor market.
AMS	6b, 6c	Sponsor technology demonstrations and/or faculty training seminars that showcase state-of-the-art manufacturing and engineering processes and techniques with a goal to conduct four (4) per year.
AMS	6b, 6c	Assist in the development of new curricula for emerging occupations and track the dissemination of that curriculum and other training materials throughout the state's community colleges.
SmallBus		Support SCCRC convenings of stakeholders for new schools to implement Get Focused…Stay Focused!, a career exploration program that begins in 9th grade and leads to the creation of an online 10-year career and education plan.
SmallBus		Establish or continue partnerships with adult education agencies, non-profits, SBDCs, WDBs, industry partners, chambers, SCCR colleges, and Cal Poly CIE/HotHouse to coordinate competitions, workshops, forums, and other such events to promote small business/entrepreneurship career pathways and success to

Regional Planning Retreat

Results

January 25, 2016

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Summary of January 25, 2016 Planning Retreat

A. Deans, DSNs and TAP Input –
Projected Growth in Existing Programs

Cybersecurity was identified as the most important program for possible expansion (12 votes), while development of a small business entrepreneurship/intrapreneurship program was also popular (6 votes). Other program growth areas were suggested, including agriculture and water technologies, advanced transportation (hybrid, diesel, and hydrogen fuel cell), environmental sciences, alternate energy and energy infrastructure programs, global trade and logistics, as well as expansion of aligned K-12 career pathways.

B. Deans, DSNs and TAP Input –
New Programs

Nine people favored creation of a "build your own academic program" similar to the CSU Stanislaus degree in applied studies. Six people suggested the region pursue coordinated programs in healthcare or other technology intense programs. Support was also provided for pursuing hybrid programs in healthcare and information and communications technology / digital media (ICT/DM) in either credit or noncredit formats, or on-line. Other ideas included developing comprehensive cybersecurity pathways across the region, agriculture/niche food production that would include training in advanced manufacturing and food safety, quality assurance programs, future studies, supervisory management certificates, creation of makerspace opportunities, smart manufacturing, a small business entrepreneurship certificate, construction technology and nuclear technology training.

C. Deans, DSNs and TAP Input –
Regional Opportunities

A discussion of regional opportunities included development of shared resources including hiring pools and personnel, placing an emphasis on redefining regional minimum qualifications for CTE programs based upon industry certifications, develop a regional grants and research office, as well as creation of regional hubs for training and certification testing. Moderate support was given to the creation of regional simulation labs, providing regional mentoring of new faculty and DSNs, creating a youth training model in partnership with WIOA, and expanding the Center for Excellence to address institutional research needs. Discussion was also directed to the possible use of a nonprofit to write and implement grant activities, provide funding and contracts to regional colleges. Interest was also expressed in the implementation of a data center that could deliver "virtual labs." Regional marketing was suggested, along with creating partnerships to boost low enrolled CTE programs, coordinate curriculum development, and develop a mechanism to offer work-based learning.

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Deans, DSNs and TAP Input

Opportunities	# Votes	Challenges	# Votes	Strengths	# Votes	Existing Programs	# Votes	New Program Recommendations	# Votes
Shared Resources (FTE's?/ Hiring)	9	Curriculum Standardization (C-ID)	12	Cost of education/student	1	Cybersecurity	12	Build your own Program (Degree/Certificate a la CSU Stanislaus Applied Studies	9
Minimum Qualifications - Regional (Insdustry Certificates)	9	Guidelines (Equity & FTES)	4			Entrepreneur/Intrapreneur	6	Coordinated Options (e.g. health)	6
Grants - Regional & Data	8	Top down decisionmaking	4			Ag/Water	2	Hybrid- Healthcare & ICT-DM (virtual, credit & noncredit)	3
Regional hubs - Training, certifications, testing	6	Industry participation & process (Advisory Comm.)	4			Advanced Transportation (e.g. hybrid, diesel, hydrogen)	1	Cybersecurity	3
Simulation labs	5	Revenue sharing (Sm Prog)	3			Environment/Energy/Grid restructuring	1	Ag- Niche food production (Adv. Manufacturing, food safety, hybrids)	3
Professional Development - Mentoring new faculty DSN	5					Global Trade/Logistics	1	Future studies a la Kurtzweil & Michio Kauku	2
Youth Training Model (with WIOA?) 4 days with employer and 1 day at college	4					K-12 Pathways (Transferable KSA's across multiple industry sectors)	1	Supervisory Certificate	2
Institutional Research (Data/analysis; COE expansion; Shared Advisories)	4							Real world/life problem solving; Maker space	1
Auxiliary nonprofit to write grants and fund activities/write contracts	3							QC - Manufacturing (CoC & VTU AHC)	1
Regional/ Not-for-profit corporation (Research; Grantwriting; Key Talent/DSN's/Other?)	3							Nuclear Tech (Cuesta)	1
Virtual Labs (e.g. Data Center)	2							Construction Tech (Coc, Cuesta)	1
Regional marketing of each other's programs	1							Smart Manufacturing	1
Sharing/ low enrolled programs coordinating	1							Maker's Lab	1
Coordinate Curriculum (Chairs, Program Directors)	1							Entrepreneurship Certificate	1
Work-based learning (Industry-exhausting resources)	1								

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CIO Regional Planning Retreat

Results

January 24, 2016

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Summary of January 24, 2016 Planning Retreat

A. Chief Instructional Officers' Input –
Regional Opportunities

Chief Instructional Officers representing the eight colleges within the South Central Coast Region re-affirmed that the six existing business sectors still represent the majority of educational programs and CTE enrollment volume for these institutions. Additional regional educational opportunities were listed as retail, hospitality and tourism; advanced transportation and renewables; energy, construction and utilities; the life sciences and biotechnology; CITDs; inmate education; WIOA and special populations.

B. Chief Instructional Officers' Input –
Specific Program Opportunities

Specific programs that could represent new regional opportunities were listed as photonics, advanced transportation, nuclear energy technology, optionry, manufacturing quality control, industry-recognized credentials for logistics, digital badges for soft skills, and urban agriculture food safety.

C. Chief Instructional Officers' Input –
Possible Economies of Scale

A number of regional economies of scale were proposed in the following program areas, including regional testing labs, virtualization using net labs and regional hubs, simulation labs, implementing the European youth training model, creation of stackable certificates that matter through implementation of career pathways and alignment with high schools and industry partners, creating opportunities for regional research and data reporting, and creation of a comprehensive regional marketing process for all CTE programs.

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CIO Results

JANUARY 24, 2016

Regional Strengths

1. Low cost of programs
2. Have quality faculty and programs
3. Strong connection with business and industry that could lead to work-based learning opportunities for students
4. Relatively faster program development - compared to four year institutions
5. Diversity of student population
6. Collaborative region

Regional Challenges

1. Improving the perception of the value of CTE programs
2. Collaborations required for revenue sharing and coordination of effort
3. Establish micro-region approaches
4. Impact of high cost-of-living communities
5. Growth areas need to be hybrids between sectors
6. Competition from “for-profits”
7. Micro economies
8. Classified staffing needs
9. Revenue sharing
10. Non-traditional delivery models needed

Additional Regional Strengths

1. Meeting aerospace manufacturing
2. CCPT funds in the region
3. Nice communities in which to live
4. Region has high-growth, high-potential industries
5. Open educational resources
6. Major impact on economy for many workforce needs
7. Offer skill-builder courses
8. Break down silos between K12, community college, WDBs, etc.

Regional Opportunities

1. Advanced Manufacturing
2. Agriculture/Water/Environmental Technologies
3. Health
4. ICT/Digital Media
5. Small Business
6. Global Trade & Logistics

Additional Regional Opportunities

1. Retail/Hospitality/Tourism
2. Advanced Transportation and Renewables
3. Energy/Construction and Utilities
4. Life Sciences/Biotech
5. CITDs
6. Inmate Education
7. WIOA and Special Populations

Specific Opportunity Examples

- Photonics (light to transmit data)
- Diesel, Hybrid, Electric advanced transportation
- Nuclear energy technology
- Optionry (making glasses)
- Quality control for advanced manufacturing
- Industry-recognized credentials for logistics
- Digital badges for soft skills
- Urban Ag / Food safety

Opportunities/Economies of Scale

1. Regional testing centers (health, ICT)
2. Net labs/regional hubs/virtualization
3. Simulation labs
4. European youth training model (4 days at work, 1 day at school)
5. Create stackable certificates that matter
6. Regional research and reporting for CTE
7. Comprehensive marketing

Regional Project Planning Form

Three Year Plan
Budget Development Tool

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South Central Coast Region

Planning Project Summary Form

Instructions: Please utilize this form to define your *planning activities* that will support achieving the goals and objectives listed in the SCCRC three-year regional plan.

Academic Year: _____

☐ Regional Planning Project
☐ College Planning Project
☐ One-Time Funding Request
☐ On-going Funding Request

College / Program Name:		
Regional Goal (#)		
Regional Objective (#)		
Activity Name		
Activity Description & Contact Person		
Activity Components:	**Category**	**Amount Requested**
1. Faculty Position(s)		
2. Classified Staff Position(s)		
3. Hourly Employee(s)		
4. Capital Equipment	Instructional	
	Non-Instructional	
5. Supplies	Instructional	
	Non-Instructional	
6. Software	Instructional	
	Non-Instructional	
7. Facilities Improvements		
8. Maintenance / Contract(s)		
9. Impact on other Programs and/or Departments		
10. Conferences / Travel		
11. Mileage		
12. Other	Describe:	
Consequences of not funding this activity:		
Proposed Outcome(s)		
Outcome Timeline (Due by)		
Total Activity Cost:		

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