

## Labor Market Analysis: 0835.20/Fitness Trainer

**Human Movement & Applied Fitness** – Associate of Science (A.S.) degree

Los Angeles Center of Excellence, October 2023

### Summary

<b>Program Endorsement:</b>	<b>Endorsed: All Criteria Met</b> <input type="checkbox"/>	<b>Endorsed: Some Criteria Met</b> <input checked="" type="checkbox"/>	<b>Not Endorsed</b> <input type="checkbox"/>
<b>Program Endorsement Criteria</b>			
<b>Supply Gap:</b>	Yes <input checked="" type="checkbox"/>	No <input type="checkbox"/>	
<b>Living Wage: (Entry-Level, 25<sup>th</sup>)</b>	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>	
<b>Education:</b>	Yes <input checked="" type="checkbox"/>	No <input type="checkbox"/>	
<b>Emerging Occupation(s)</b>			
	Yes <input checked="" type="checkbox"/>	No <input type="checkbox"/>	

The Los Angeles Center of Excellence for Labor Market Research (LA COE) prepared this report to provide regional labor market supply and demand data related to one middle-skill occupation:

- **Exercise Trainers and Group Fitness Instructors (39-9031)** Instruct or coach groups or individuals in exercise activities for the primary purpose of personal fitness. Demonstrate techniques and form, observe participants, and explain to them corrective measures necessary to improve their skills. Develop and implement individualized approaches to exercise;<sup>1</sup>

and one emerging occupation:

- **Fitness and Wellness Coordinators (11-9179.01)** Manage or coordinate fitness and wellness programs and services. Manage and train staff of wellness specialists, health educators, or fitness instructors.<sup>2</sup>

Middle-skill occupations typically require some postsecondary education, but less than a bachelor's degree.<sup>3</sup> This report is intended to help determine whether there is demand in the local labor market that is not being met by the supply from community college programs that align with the relevant occupations.

<sup>1</sup> [Fitness Trainers and Instructors \(bls.gov\)](https://www.bls.gov/occupations/39-9031)

<sup>2</sup> [11-9179.01 - Fitness and Wellness Coordinators \(onetonline.org\)](https://www.onetonline.org/occupation/11-9179.01)

<sup>3</sup> The COE classifies middle-skill jobs as the following:

- All occupations that require an educational requirement of some college, associate degree or apprenticeship;
- All occupations that require a bachelor's degree, but also have more than one-third of their existing labor force with an educational attainment of some college or associate degree; or
- All occupations that require a high school diploma or equivalent or no formal education, but also require short- to long-term on-the-job training where multiple community colleges have existing programs.

Based on the available data, there appears to be a supply gap for these two fitness occupations in the region. While entry-level wages are lower than the self-sufficiency standard wage in both Los Angeles and Orange counties, more than one-third of current workers in the field have completed some college/associate degree or less education. **Therefore, due to some of the criteria being met, the LA COE endorses this proposed program.** Detailed reasons include:

### Demand:

- **Supply Gap Criteria** – Over the next five years, **3,592 jobs are projected to be available annually** in the region due to new job growth and replacements, **which is more than the three-year average of 197 awards conferred** by educational institutions in the region.
  - Over the past 12 months, there were **3,965 online job postings for the fitness occupations in this report**. The majority of job postings (87%) were for *exercise trainers and group fitness instructors*, followed by *fitness and wellness coordinators* (13%).
- **Living Wage Criteria** – Within Los Angeles County, **typical entry-level hourly wages for exercise trainers and group fitness instructors are \$16.09, which is lower than the self-sufficiency standard** hourly wage (living wage) for one adult in the region (\$18.10 in Los Angeles County).<sup>4</sup>
- **Educational Criteria** – The Bureau of Labor Statistics (BLS) lists a **high school diploma** as the **typical entry-level education** for *exercise trainers and group fitness instructors*.
  - However, the national-level educational attainment data indicates **40% of workers in the field have completed some college/associate degree or less education**.

### Supply:

- There are **15 community colleges** in the greater LA/OC region that issue awards related to fitness training, conferring an average of **105 awards annually** between 2019 and 2022.
- Between 2019 and 2021, there was an average of **92 awards conferred annually** in related training programs by non-community college institutions throughout the greater LA/OC region.

### Occupational Demand

Exhibit 1 shows the five-year occupational demand projections for *exercise trainers and group fitness instructors*. In the greater Los Angeles/Orange County region, the number of jobs related to these occupations is projected to increase by 16% through 2026. There will be more than 3,500 job openings per year through 2027 due to job growth and replacements.

NOTE: *Exercise trainers and group fitness instructors* (SOC 39-9031) includes all fitness training occupations, not solely fitness center managers. Therefore, the data in Exhibit 1 is overstated for fitness center managers.

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<sup>4</sup> Self-Sufficiency Standard wage data was pulled from The Self-Sufficiency Standard Tool for California. For more information, visit: <http://selfsufficiencystandard.org/california>.

**Exhibit 1: Occupational demand in Los Angeles and Orange Counties<sup>5</sup>**

Geography	2022 Jobs	2027 Jobs	2022-2027 Change	2022-2027 % Change	Annual Openings
Los Angeles	11,474	13,244	1,770	15%	2,546
Orange	4,612	5,405	793	17%	1,046
<b>Total</b>	<b>16,086</b>	<b>18,648</b>	<b>2,562</b>	<b>16%</b>	<b>3,592</b>

**Wages**

The labor market endorsement in this report considers the entry-level hourly wages for exercise trainers and group fitness instructors in Los Angeles County as they relate to the county’s self-sufficiency standard wage. Orange County wages are included below in order to provide a complete analysis of the greater LA/OC region. Detailed wage information, by county, is included in Appendix A.

**Los Angeles County**

The typical entry-level hourly wages for exercise trainers and group fitness instructors are \$16.09, which is below the self-sufficiency standard wage for one adult (\$18.10 in Los Angeles County). Experienced workers can expect to earn wages of \$37.29, which is higher than the self-sufficiency standard.

**Exhibit 2: Earnings for Occupations in LA County**

Occupation	Entry-Level Hourly Earnings (25 <sup>th</sup> Percentile)	Median Hourly Earnings	Experienced Hourly Earnings (75 <sup>th</sup> Percentile)	Median Annual Earnings*
Exercise Trainers and Group Fitness Instructors (39-9031)	\$16.09	\$24.00	\$37.29	\$49,900

\*Rounded to the nearest \$100

**Orange County**

The typical entry-level hourly wages for exercise trainers and group fitness instructors are \$15.29, which is below the self-sufficiency standard wage for one adult (\$20.63 in Orange County). Experienced workers can expect to earn wages of \$35.51, which is higher than the self-sufficiency standard.

**Exhibit 3: Earnings for Occupations in Orange County**

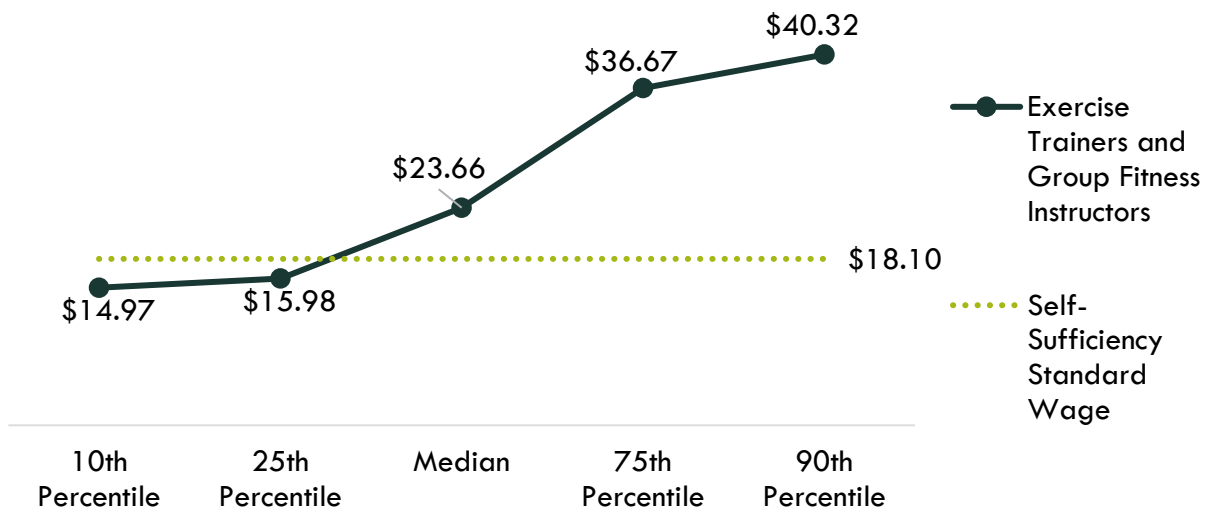
Occupation	Entry-Level Hourly Earnings (25 <sup>th</sup> Percentile)	Median Hourly Earnings	Experienced Hourly Earnings (75 <sup>th</sup> Percentile)	Median Annual Earnings*
Exercise Trainers and Group Fitness Instructors (39-9031)	\$15.29	\$22.93	\$35.51	\$47,700

\*Rounded to the nearest \$100

<sup>5</sup> Five-year change represents new job additions to the workforce. Annual openings include new jobs and replacement jobs that result from retirements and separations.

On average, the entry-level earnings for the occupations in this report are \$15.98; this is below the living wage for one single adult in Los Angeles County (\$18.10). Exhibit 4 shows the average wage for the occupations in this report, from entry-level to experienced workers.

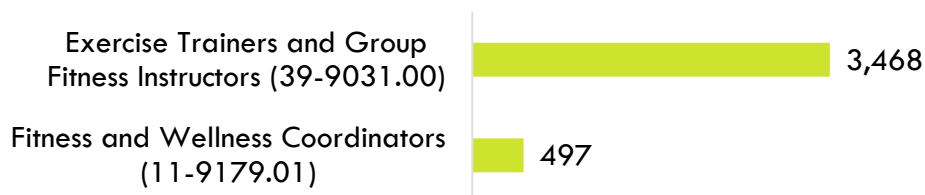
**Exhibit 4: Average Hourly Earnings for Exercise Trainers and Group Fitness Instructors in LA/OC**



### Job Postings

There were 3,965 online job postings for both fitness occupations listed in the past 12 months. The majority of job postings (87%) were for *exercise trainers and group fitness instructors*, followed by *fitness and wellness coordinators* (13%). The highest number of job postings were for swim instructors, yoga instructors, personal trainers, group fitness instructors, and Pilates instructors. Exhibit 5 displays the number of job postings by occupation. The top skills were group exercise instruction, fitness training, Pilates, kinesiology, and yoga. The top three employers, by number of job postings, in the region YMCA, LA Fitness, and Corepower Yoga.

**Exhibit 5: Job postings by occupation (last 12 months)**



### Educational Attainment

The Bureau of Labor Statistics (BLS) lists a high school diploma or equivalent as the typical entry-level education for *exercise trainers and group fitness instructors*. However, the national-level educational attainment data indicates 40% of workers in the field have completed some college/associate degree or less education. Of the 40% of yoga teacher job postings listing a minimum education requirement in the greater Los Angeles/Orange County region, 53% (841)

requested high school or vocational training, 9% (146) requested an associate degree, and 38% (593) requested a bachelor's degree.

## Educational Supply

### Community College Supply

Exhibit 6 shows the annual and three-year average number of awards conferred by community colleges in the related TOP codes: Fitness Trainer (0835.20), and Athletic Training and Sports Medicine (1228.00). The colleges with the most completions in the region are Orange Coast, Saddleback, and Mt. San Antonio.

**Exhibit 6: Regional community college awards (certificates and degrees), 2019-2022**

TOP	Program	College	2019-20 Awards	2020-21 Awards	2021-22 Awards	3-Year Average
0835.20	Fitness Trainer	Cerritos	3	3	5	4
		Compton	-	-	1	0
		East LA	1	-	2	1
		Glendale	2	6	4	4
		LA City	-	2	2	1
		LA Harbor	1	2	1	1
		Mt San Antonio	-	1	5	2
		Pasadena	3	8	11	7
		Rio Hondo	1	1	-	1
		<b>LA Subtotal</b>	<b>11</b>	<b>23</b>	<b>31</b>	<b>22</b>
		Cypress	1	1	7	3
		Fullerton	4	6	1	4
		Irvine	4	-	3	2
		Orange Coast	32	26	28	29
		Saddleback	-	31	34	22
		Santa Ana	2	1	1	1
		<b>OC Subtotal</b>	<b>43</b>	<b>65</b>	<b>74</b>	<b>61</b>
<b>Supply Subtotal/Average</b>			<b>54</b>	<b>88</b>	<b>105</b>	<b>82</b>
1228.00	Athletic Training and Sports Medicine	Cerritos	2	4	12	6
		Mt San Antonio	17	25	9	17
		<b>LA Subtotal</b>	<b>19</b>	<b>29</b>	<b>21</b>	<b>23</b>
<b>Supply Subtotal/Average</b>			<b>19</b>	<b>29</b>	<b>21</b>	<b>23</b>
<b>Supply Total/Average</b>			<b>73</b>	<b>117</b>	<b>126</b>	<b>105</b>

### Non-Community College Supply

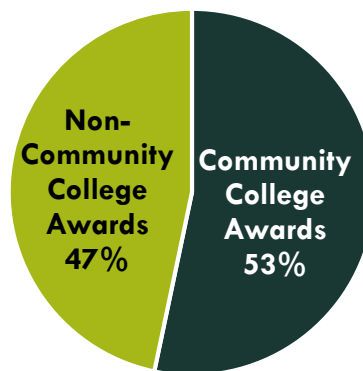
For a comprehensive regional supply analysis, it is important to consider the supply from other institutions in the region that provide training programs for *exercise trainers and group fitness instructors*. Exhibit 7 shows the annual and three-year average number of awards conferred by these institutions in relevant programs. Due to different data collection periods, the most recent three-year period of available data is from 2019 to 2021. Between 2019 and 2021, non-community college institutions in the region conferred an average of 92 sub-baccalaureate awards. Sub-baccalaureate awards include associate degrees, postsecondary awards, and other academic awards.

**Exhibit 7: Regional non-community college awards, 2019-2021**

CIP	Program	Institution	2019-20 Awards	2020-21 Awards	2-Year Average
31.0507	Physical Fitness Technician	American Fitness and Nutrition Academy	38	30	34
		California Healing Arts College	-	5	3
		Southern California Health Institute	81	30	56
<b>Supply Total/Average</b>			<b>119</b>	<b>65</b>	<b>92</b>

Exhibit 8 shows the proportion of community college awards conferred in LA/OC compared to the number of non-community college awards for the programs in this report. Just over half of awards conferred in these programs are awarded by community colleges in the LA/OC region.

**Exhibit 8: Community College Awards Compared to Non-Community College Awards in LA/OC Region, 3-Year Average**



**Appendix A: Occupational demand and wage data by county**  
**Exhibit 9. Los Angeles County**

Occupation (SOC)	2022 Jobs	2027 Jobs	5-Yr Change	5-Yr % Change	Annual Openings	Entry-Level Hourly Earnings (25 <sup>th</sup> Percentile)	Median Hourly Earnings	Experienced Hourly Earnings (75 <sup>th</sup> Percentile)
Exercise Trainers and Group Fitness Instructors (39-9031)	11,474	13,244	1,770	15%	2,546	\$16.09	\$24.00	\$37.29

**Exhibit 10. Orange County**

Occupation (SOC)	2022 Jobs	2027 Jobs	5-Yr Change	5-Yr % Change	Annual Openings	Entry-Level Hourly Earnings (25 <sup>th</sup> Percentile)	Median Hourly Earnings	Experienced Hourly Earnings (75 <sup>th</sup> Percentile)
Exercise Trainers and Group Fitness Instructors (39-9031)	4,612	5,405	793	17%	1,046	\$15.29	\$22.93	\$35.51

**Exhibit 11. Los Angeles and Orange Counties**

Occupation (SOC)	2022 Jobs	2027 Jobs	5-Yr Change	5-Yr % Change	Annual Openings	% Age 55 and older*	Typical Entry-Level Education
Exercise Trainers and Group Fitness Instructors (39-9031)	16,086	18,648	2,562	16%	3,592	17%	HS diploma or equivalent

\*The average percentage of workers age 55 and older across all occupations in the greater LA/OC region is 27%. This occupation has a smaller share of older workers, which typically indicates fewer replacements needs to offset the amount of impending retirements.

**Appendix B: Sources**

- O\*NET Online
- Lightcast (formerly Emsi)
- Bureau of Labor Statistics (BLS)
- California Employment Development Department, Labor Market Information Division, OES
- California Community Colleges Chancellor's Office Management Information Systems (MIS)
- Self-Sufficiency Standard at the Center for Women's Welfare, University of Washington
- Chancellor's Office Curriculum Inventory (COCI 2.0)

For more information, please contact:

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