**Occupation Overview**

Emsi Q4 2018 Data Set

November 2018

California

**Parameters**

**Occupations**

| **Code** | **Description** |
| --- | --- |
| 11-3011 | Administrative Services Managers |
| 11-9199 | Managers, All Other |
| 41-9099 | Sales and Related Workers, All Other |
| 43-4051 | Customer Service Representatives |
| 43-9061 | Office Clerks, General |
| 43-9199 | Office and Administrative Support Workers, All Other |

**Regions**

| **Code** | **Description** |
| --- | --- |
| 6019 | Fresno County, CA |
| 6031 | Kings County, CA |
| 6039 | Madera County, CA |
| 6047 | Merced County, CA |
| 6107 | Tulare County, CA |

**Timeframe**

2018 - 2028

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| 2018.4 – QCEW Employees, Non-QCEW Employees, and Self-Employed **6 Occupations in 5 California Counties** |

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| **Occupation Summary for 6 Occupations**  |
| **28,995** | **8.5%** | **$16.49/hr** |
| **Jobs (2018)** | **% Change (2018-2028)** | **Median Hourly Earnings** |
| 26% below National average | Nation: 6.8% | Nation: $16.59/hr |
| **Growth** |
| **28,995** | **31,467** | **2,472** | **8.5%** |
| **2018 Jobs** | **2028 Jobs** | **Change (2018-2028)** | **% Change (2018-2028)** |



| **Occupation** | **2018 Jobs** | **2028 Jobs** | **Change** | **% Change** |
| --- | --- | --- | --- | --- |
| Administrative Services Managers (11-3011) | 1,316 | 1,463 | 147 | 11% |
| Managers, All Other (11-9199) | 3,124 | 3,484 | 360 | 12% |
| Sales and Related Workers, All Other (41-9099) | 511 | 555 | 44 | 9% |
| Customer Service Representatives (43-4051) | 8,117 | 9,003 | 886 | 11% |
| Office Clerks, General (43-9061) | 14,030 | 14,884 | 854 | 6% |
| Office and Administrative Support Workers, All Other (43-9199) | 1,897 | 2,078 | 181 | 10% |

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| **Percentile Earnings** |
| **$12.38/hr** | **$16.49/hr** | **$20.88/hr** |
| **25th Percentile Earnings** | **Median Earnings** | **75th Percentile Earnings** |



| **Occupation** | **25th Percentile Earnings** | **Median Earnings** | **75th Percentile Earnings** |
| --- | --- | --- | --- |
| Administrative Services Managers (11-3011) | $31.74 | $41.58 | $54.28 |
| Managers, All Other (11-9199) | $16.69 | $21.59 | $49.82 |
| Sales and Related Workers, All Other (41-9099) | $14.53 | $19.19 | $24.58 |
| Customer Service Representatives (43-4051) | $12.13 | $16.34 | $19.76 |
| Office Clerks, General (43-9061) | $11.80 | $15.46 | $18.76 |
| Office and Administrative Support Workers, All Other (43-9199) | $11.05 | $13.91 | $19.22 |
|  **Regional Trends** |



|  | **Region** | **2018 Jobs** | **2028 Jobs** | **Change** | **% Change** |
| --- | --- | --- | --- | --- | --- |
| ● | Region | 28,995 | 31,467 | 2,472 | 8.5% |
| ● | Fresno, CA | 16,927 | 18,301 | 1,374 | 8.1% |

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| **Regional Breakdown**  |



| **County** | **2028 Jobs** |
| --- | --- |
| Fresno County, CA | 18,301 |
| Tulare County, CA | 5,793 |
| Merced County, CA | 3,694 |
| Madera County, CA | 1,947 |
| Kings County, CA | 1,731 |
| **Job Postings Summary** |
| **3,680** | **4 : 1** | **28 days** |
| **Unique Postings** | **Posting Intensity** | **Median Posting Duration** |
| 14,695 Total Postings | Regional Average: 4 : 1 | Regional Average: 29 days |

There were **14,695** total job postings for your selection from January 2018 to September 2018, of which **3,680** were unique. These numbers give us a Posting Intensity of **4-to-1**, meaning that for every 4 postings there is 1 unique job posting.This is close to the Posting Intensity for all other occupations and companies in the region (4-to-1), indicating that they are putting average effort toward hiring for this position.

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| **Job Postings vs. Hires** |
| **893** | **1,829** |
| **Avg. Monthly Postings (Jan 2018 - Sep 2018)** | **Avg. Monthly Hires (Jan 2018 - Sep 2018)** |



| **Occupation** | **Avg Monthly Postings (Jan 2018 - Sep 2018)** | **Avg Monthly Hires (Jan 2018 - Sep 2018)** |
| --- | --- | --- |
| Customer Service Representatives | 601 | 523 |
| Managers, All Other | 155 | 84 |
| Office Clerks, General | 100 | 1,049 |
| Administrative Services Managers | 19 | 61 |
| Office and Administrative Support Workers, All Other | 9 | 86 |
| Sales and Related Workers, All Other | 9 | 27 |
| **Occupation Gender Breakdown** |



|  | **Gender** | **2018 Jobs** | **2018 Percent** |  |
| --- | --- | --- | --- | --- |
| ● | Males | 8,866 | 30.6% |  |
| ● | Females | 20,129 | 69.4% |  |

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| **Occupation Age Breakdown** |



|  | **Age** | **2018 Jobs** | **2018 Percent** |  |
| --- | --- | --- | --- | --- |
| ● | 14-18 | 278 | 1.0% |  |
| ● | 19-24 | 3,483 | 12.0% |  |
| ● | 25-34 | 6,258 | 21.6% |  |
| ● | 35-44 | 5,683 | 19.6% |  |
| ● | 45-54 | 5,968 | 20.6% |  |
| ● | 55-64 | 5,086 | 17.5% |  |
| ● | 65+ | 2,238 | 7.7% |  |
| **Occupation Race/Ethnicity Breakdown** |



|  | **Race/Ethnicity** | **2018 Jobs** | **2018 Percent** |  |
| --- | --- | --- | --- | --- |
| ● | White | 12,436 | 42.9% |  |
| ● | Hispanic or Latino | 11,087 | 38.2% |  |
| ● | Asian | 3,002 | 10.4% |  |
| ● | Black or African American | 1,656 | 5.7% |  |
| ● | Two or More Races | 599 | 2.1% |  |
| ● | American Indian or Alaska Native | 116 | 0.4% |  |
| ● | Native Hawaiian or Other Pacific Islander | 99 | 0.3% |  |
| **Occupational Programs**  |
| **19** | **2,019** | **3,377** |
| **Programs (2017)** | **Completions (2017)** | **Openings (2017)** |
| **CIP Code** | **Program** | **Completions (2017)** |
| 52.0201 | Business Administration and Management, General | 1,670 |
| 52.0408 | General Office Occupations and Clerical Services | 276 |
| 52.0101 | Business/Commerce, General | 37 |
| 44.0401 | Public Administration | 14 |
| 52.9999 | Business, Management, Marketing, and Related Support Services, Other | 13 |
| **Industries Employing 6 Occupations** |
| **Industry** | **Occupation Group Jobs in Industry (2018)** | **% of Occupation Group in Industry (2018)** | **% of Total Jobs in Industry (2018)** |
| Local Government, Excluding Education and Hospitals | 2,178 | 7.5% | 6.0% |
| Colleges, Universities, and Professional Schools (State Government) | 1,212 | 4.2% | 13.9% |
| Elementary and Secondary Schools (Local Government) | 994 | 3.4% | 1.7% |
| Colleges, Universities, and Professional Schools (Local Government) | 939 | 3.2% | 10.8% |
| State Government, Excluding Education and Hospitals | 719 | 2.5% | 4.8% |

**Appendix A - Data Sources and Calculations**

**Location Quotient**

Location quotient (LQ) is a way of quantifying how concentrated a particular industry, cluster, occupation, or demographic group is in a region as compared to the nation. It can reveal what makes a particular region unique in comparison to the national average.

**Occupation Data**

Emsi occupation employment data are based on final Emsi industry data and final Emsi staffing patterns. Wage estimates are based on Occupational Employment Statistics (QCEW and Non-QCEW Employees classes of worker) and the American Community Survey (Self-Employed and Extended Proprietors). Occupational wage estimates also affected by county-level Emsi earnings by industry.

**Emsi Job Postings**

Job postings are collected from various sources and processed/enriched to provide information such as standardized company name, occupation, skills, and geography.

**Institution Data**

The institution data in this report is taken directly from the national IPEDS database published by the U.S. Department of Education's National Center for Education Statistics.

**State Data Sources**

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