PACIFIC GATEWAY WORKFORCE INVESTMENT NETWORK (PGWIN)

Economic and Demographic Analysis

Pacific Gateway

Economic Analysis

Executive Summary - Report Introduction

Summary Data Section

Graphic of Long Beach Region and Map

Economic and Demographic Analysis Regional
Workforce Key Findings Introduction

So much of life is interdependent: what you put in to it determines what you get out of it. Workforce development provides an excellent example of this truism. Appropriate support for investments in workforce education and development programs produces a well-trained employment base ready, willing and able to fill the jobs that help to power the economy. Without that support, we are often faced with an increasingly unbalanced economy in which important sectors of the workforce are not equipped to meet the requirements of the available jobs.

Clear, compelling evidence can build the necessary support for economic drivers such as workforce education and development programs. To be effective, that data and analysis must be relevant to the current conversation. Over the next year, that conversation will be increasingly driven by California's Unified Strategic Workforce Development Plan (State Plan).

As PGWIN looks to 2016 and the State Plan rollout, we need to consider how best to engage in the dialogue about workforce development and related issues. Our challenge will be to determine how to make our messaging relevant to the State Plan context. What are the key issues that will drive the dialogue? How can we address those issues in a way that will highlight our relevance within that context? That's exactly what we're going to determine together informed by this publication.

The objective of this publication is straightforward: to understand our unique demographics and comparative economic advantages in order to shape the conversation about local workforce development priorities and determine the most relevant messaging to use to highlight the importance of local control over workforce development within that context. We will arm staff and Board members with clear, compelling evidence they can use to engage key audiences about the importance of local control of workforce development solutions in the State conversation.

Nick Schultz
Pacific Gateway Executive Director

The following report has been prepared for the Pacific Gateway Workforce Investment Network in an effort to capture a comprehensive vision of the economy and trends which are taking place in the Pacific Gateway region which includes the cities of Long Beach and Signal Hill. Through our observations and research we have identified strong and steady growth, but some challenges which remain in some sectors or industries. As of August 2015, the unemployment rate is 8.4% and job growth has increased by 2.50%, the employment outlook in the region is increasingly positive. The income per capita rate is $26,866 and household incomes average $52,900, with family median income at $59,408. Research has identified the region as a desirable place to live with the proximity to the coastline and beach areas, large city amenities and the entertainment industries. Less positive aspects lay in the cost of living, quality of air, overcrowding and urban expansion. Easy access to all necessary or desired services including high quality of higher education with a state, community college and numerous technical training institutes, robust healthcare systems including multiple hospitals, busy port and transportation options and recent improvements in mass transit. Pacific Gateway and the surrounding regions are economically diverse and strong. All are good reasons for optimism and an increased positive outlook.

Challenges in the region remain with slow job growth, and segments of the population with significant employment skills gaps thereby creating increased barriers to employment. The skills gap often leads to declines in labor participation with many potential job seekers leaving the workforce or younger workers with greater skills gaps not entering the workforce at all. Young people, unless they have specifically developed their work skills are without skills and experience in order to compete for jobs.

In a survey completed by California State University, Long Beach of small business owners, it was found that 56% of small businesses anticipate that the economy will worsen with only 41% feeling optimistic enough to begin a company if they had the choice at this time.

It is the intention that this report will serve as a tool for business leaders and key decision makers to better understand the economic and employment indicators which have an impact on the region. The report is outlined by economic indicators, which are typically intertwined and improvements and changes in any one category can impact several other categorical indicators of the economy. It is anticipated that this report may serve as a guide to grow workforce systems to better help job seekers, connect businesses and develop new and existing partnerships to better support the economic vitality of the region.

$26,866 — Income per capita
$52,900 — Household incomes average
$59,408 — Family median income
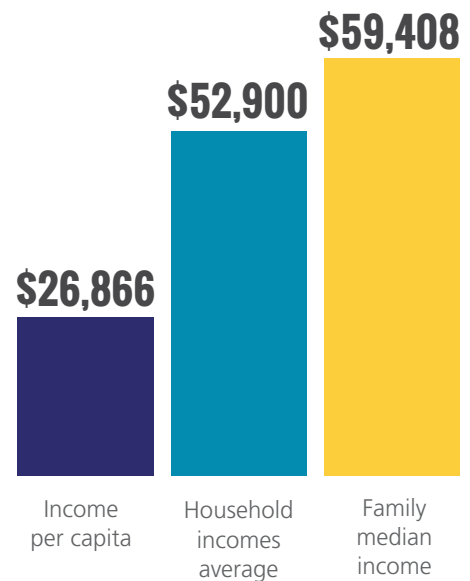
56%
56% of small businesses anticipate that the economy will worsen

41%
41% of small businesses are feeling optimistic enough to begin a company if they had the choice at this time

8.4%
unemployment rate

2.50%
increase in job growth

SUMMARY DATA

The population of the five regions - Long Beach/Signal Hill; Carson; the South Bay cities; SELACO cities; and eleven cities in Orange County totals 1,908,100 (2014) and compares to the metro areas of Kansas City MO, KS, with 2,002,100 and San Antonio-New Braunfels, TX with 2,031,500.

CA | 1,908,100

KANSAS CITY MO, & KS | 2,002,100

SAN ANTONIO-NEW BRAUNFELS, TX | 2,031,500

DEGREES
351,400

Nearly 339,000 adults over the age of 25 in the regions have a bachelor's degree or above.

The Port of Long Beach is the second busiest in the United States. About $180 billion in trade moves through the port annually. Port activity generates about 30,000 jobs in Long Beach and 316,000 jobs throughout Southern California. Estimates are that the Port generates $16 billion in wages throughout the state.

$16 BILLION
IN WAGES

There are 631,500 households in the five regions, which are a portion of the 3,285,200 households in Los Angeles County and 995,500 households in Orange County.

HOUSEHOLDS

FIVE REGIONS
631,500

ORANGE COUNTY
995,500

LOS ANGELES COUNTY
3,285,200

EMPLOYMENT SECTORS

The largest sectors for employment in the five regions include manufacturing, healthcare, and retail trade.

MANUFACTURING

HEALTHCARE

RETAIL TRADE

The largest occupational groups are office and administrative support, sales and sales related occupations, and food preparation and serving occupations.

OFFICE AND ADMINISTRATIVE SUPPORT

SALES AND SALES RELATED OCCUPATIONS

FOOD PREPARATION AND SERVING OCCUPATIONS

HIGHER EDUCATION

California State University Long Beach, California State University, Fullerton, and University of California Irvine, with more than 106,000 students, are among the many renowned public and private universities and colleges throughout the regions. There are also 10 community colleges with an enrollment near 200,000 that serve the regions' populations.

200,000

106,000

Enrolled Students

■ State Universities ■ Community Colleges
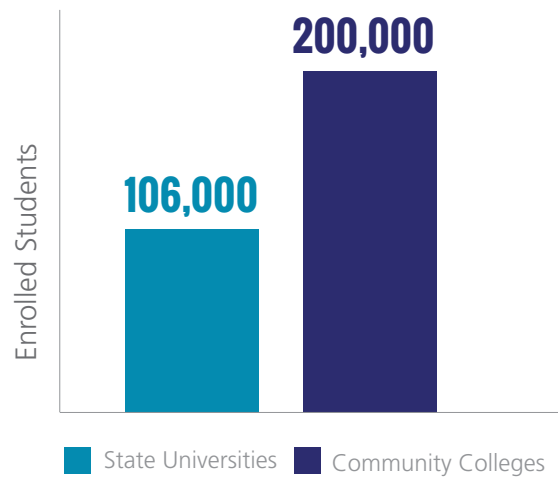
HIGHER GROWTH EMPLOYMENT SECTORS

High growth industry sectors for the regions include: Ambulatory Healthcare Services, and Hospitals; Professional, Scientific and Technical Services; and Nondurable and Nondurable Merchant Wholesalers.

AMBULATORY HEALTHCARE SERVICES AND HOSPITALS

PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES

NONDURABLE AND NONDURABLE MERCHANT WHOLESALERS
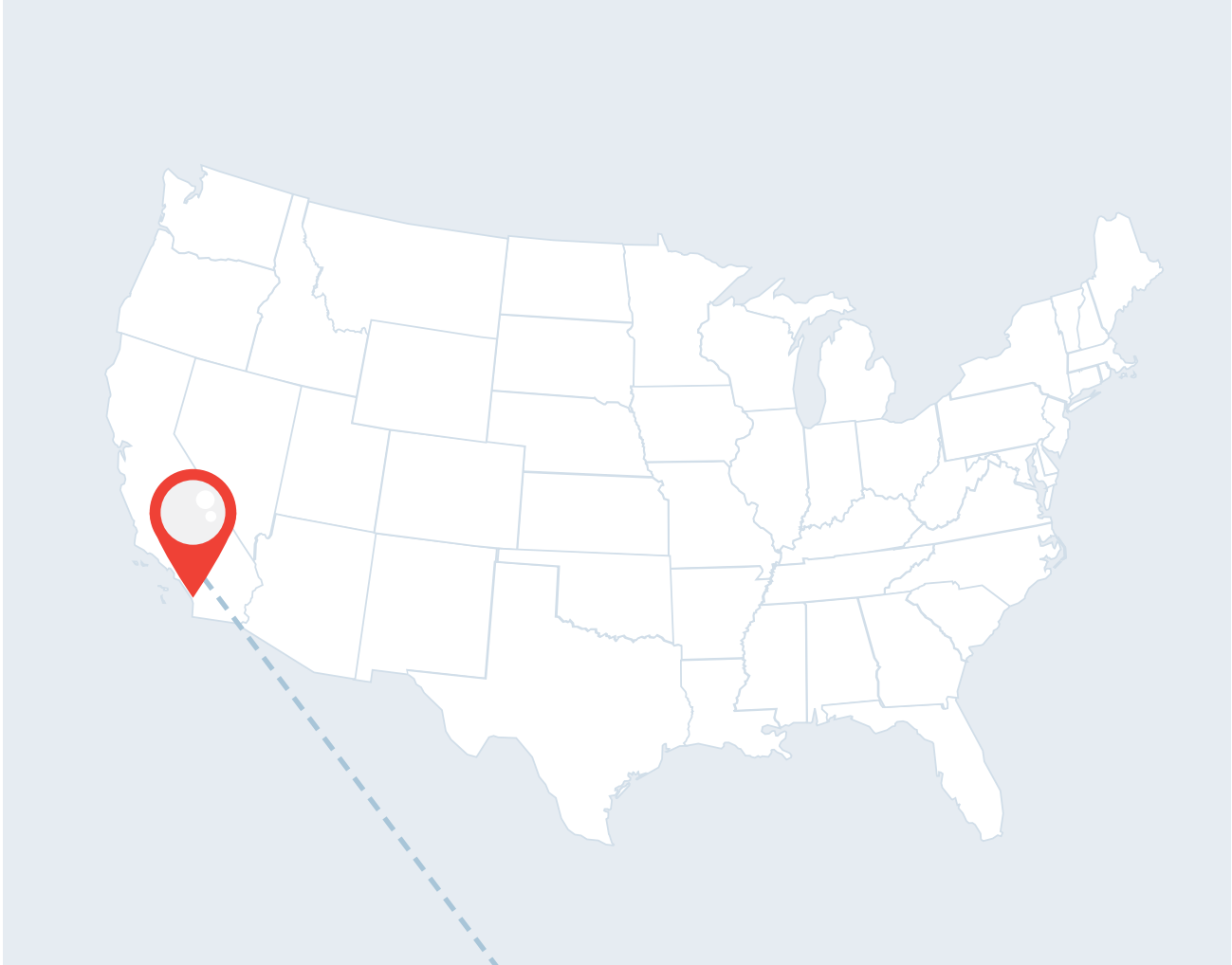
CITY OF LOS ANGELES

SOUTH EAST LOS ANGELES

CARSON

LONG BEACH

ORANGE COUNTY
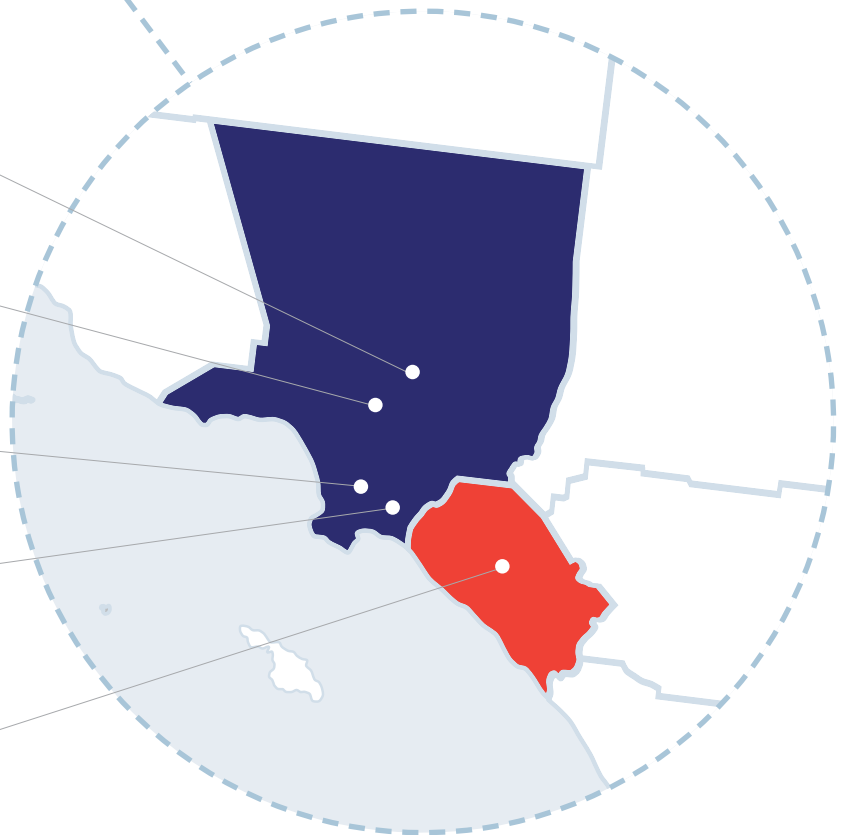
INTRODUCTION

Workforce Investment Boards (WIBs) are components of a federally-funded national workforce development system[1] designed to connect job seekers with employers in local communities, defined as service delivery areas (SDAs), in order to improve the prosperity of residents and industry in those communities.

There are seven WIBs operating within Los Angeles County. Each is unique in the composition of their local industry makeup and

> **Pacific Gateway's goal is to improve the economic vitality of an entire region**

the characteristics of their resident population. Pacific Gateway is a public agency and WIB which serves Long Beach/Signal Hill, Lomita, Torrance and the Los Angeles Harbor communities. Pacific Gateway connects adults, youth, and businesses to opportunities — job seekers to employment, and employers to skilled workers. Pacific Gateway's goal is to improve the economic vitality of an entire region by connecting job seekers to resources that will enable them to become economically stable, and create a robust business community that is connected to a well-trained and skilled labor force.

The Pacific Gateway Workforce Investment Network has contracted with Public Consulting Group, Inc. to conduct an economic analysis and asset mapping project with the overall goal of providing a deeper and more thorough understanding of Pacific Gateway's jurisdiction and its interrelatedness to surrounding areas. The economic analysis, workforce asset mapping, business-to-business services mapping, and educational system analysis will assist in developing strategic planning efforts, increasing collaboration, convening initiatives, and overall assist public workforce systems in improving outcomes for jobseekers and businesses.

The project is split into four components: Economic and Demographic Analysis, Workforce Asset Mapping, Business-to-Business Services Mapping Process, and Educational System Analysis. While the overall goal of each component is to provide a holistic insight into Long Beach and the surrounding regions, with attention to their economic ties, each component has specific objectives.

The purpose of the Economic and Demographic Analysis is to provide insight into the demographic, labor supply and demand, and occupational and industry trends within specific regions of Los Angeles and Orange Counties. The analysis in this report varies from others in that it concentrates on regions in parts of those counties and compares and contrasts similarities and differences among the regions. The data used throughout the report to compare the regions attempts to provide insights into the similarities and dissimilarities among the regions to expose variables and conditions which may link the regions.

This report examines key economic indicators of several regions in the greater Los Angeles area, particularly several Gateway cities[2], cities in the South Bay[3], communities in South East Los Angeles County - SELACO[4], and nearby cities in Orange County[5]. This report was undertaken to develop insights and a better understanding of the economic ties among the regions. Data for Los Angeles County and California is also included as benchmark for comparisons of the five regions.

By examining the demographic, occupational, and industry trends of the regions, a better understanding of how closely tied these regions' economies are to one another; regional economic trends can be identified; as well as identifying top industry clusters to aid in economic development initiatives; and the trends analysis can be used to assist in the development of a comprehensive workforce development strategy and aid in outreach and collaborative initiatives. The indicators listed in this document are linked typically with other indicators. For example, poverty is linked with income rates, job types or joblessness, etc. The document serves to illustrate that the many linkages exist and further provide information so that as indicators are improved upon that impact may then be observed in several other indicators.

DEMOGRAPHIC ANALYSIS

Economic and social characteristics of the residents can provide insight and context into the strengths and challenges of the highlighted regions. Using this information, trends and patterns are revealed and can be utilized in developing strategic plans, outreach efforts and other economic development efforts to effect positive change in these regions.

1. Generally, **Long Beach/Signal Hill, San Pedro/Wilmington/Harbor City, and SELACO** have similar demographic indicators. The regions have similar median ages – 34-35 years; average household sizes – 2.78 to 3.35 persons; median household income - $48,195 to $60,146; per capita income - $22,652 to $25,343; and percentage of households living below the poverty line – 11% - 17%.

11-17%
Living below the poverty line
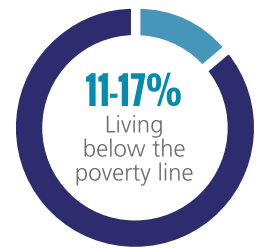
2. Though the household size is within the range of the other three regions, **Carson and Orange County** tend to be more affluent with higher medium household incomes, Carson – $63,850 and Orange County – $69,395; and fewer households below the poverty level, Carson – 8%, and Orange County – 10%.

10%
Orange County households below the poverty line

8%
Carson households below the poverty line
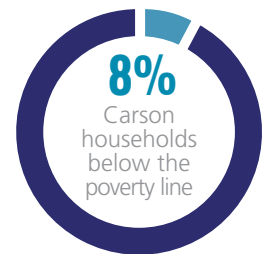
3. **Carson and Orange County** have a slightly older population, Carson – 38 median age and Orange County – 40, as compared to other regions where the median age is 34-35.

OTHER REGIONS
median age of 34-35

CARSON
median age of 38

ORANGE COUNTY
median age of 40
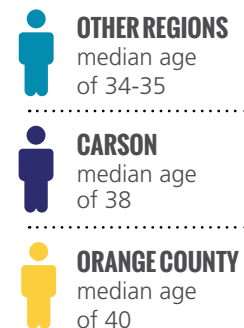
OVERVIEW OF CATEGORY

Demographic indicators describe the population in a given community. Characteristics such as age, ethnicity, diversity, and total population provide a framework for which other community indicators can be considered.

RACIAL AND ETHNIC COMPOSITION[6]
- *(Figure 1)*

Race and Ethnicity are two distinct classifications. There are several characteristics that may be more likely to be common to a population within the same race and ethnicity, including language, educational attainment, unemployment, size of household, and other cultural, economic and social characteristics. Accordingly, both classifications for the resident population of the regions are presented.

RACIAL COMPOSITION

Each region's racial composition is fairly diverse and does not align perfectly with any other region. Orange County and San Pedro/Wilmington/Harbor City have the highest white percentage (52%). Orange County also has the highest percentage of Asians (29%), while Carson and Long Beach/Signal Hill are the only regions with Black/African-American populations above ten percent at 23% and 13% respectively.

DIVERSITY – ETHNIC COMPOSITION - *(Figure 2)*

San Pedro/Wilmington/Harbor City (29%), and SELACO (28%) all show large Hispanic population roots. Orange County has the lowest percentage of Hispanic whites (13%) and is closer to the Hispanic white make-up of Carson (16%) and Long Beach/Signal Hill (17%).

Figure 1. Diversity - Ethnic Composition
2014 Hispanic White Population (Esri)

	Long Beach/ Signal Hill	San Pedro/Wilmington/ Harbor City	SELACO	Orange Co.	Carson	LA Co.	California
White	45%	52%	47%	52%	23%	50%	56%
Other Race	21%	27%	22%	11%	19%	22%	18%
Asian	14%	7%	18%	29%	26%	14%	14%
Black/African American	13%	6%	7%	2%	23%	8%	6%
Two or More Races	6%	6%	5%	4%	5%	5%	5%
Pacific Islander	1%	1%	0%	0%	3%	0%	0%
American Indian/ Alaska Native	1%	1%	1%	1%	1%	1%	1%
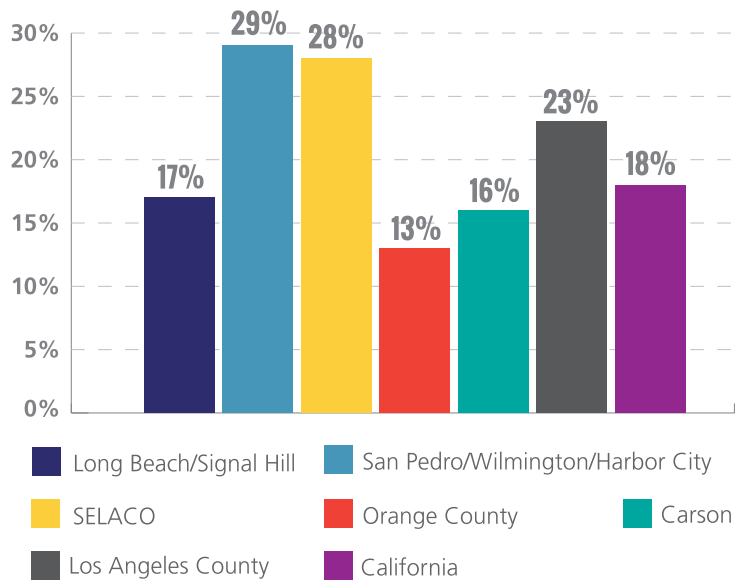
Figure 2. Racial Composition

AGE DISTRIBUTION - *(Figure 3)*

Age distribution is one way of determining whether the population of a region is aging, which will affect the future workforce needs of the region in terms of a replacement workforce and for the provision of job training and personal and social services[7]. Long Beach/Signal Hill, San Pedro/Wilmington/Harbor City, and SELACO all have very similarly distributed age ranges. Orange County and Carson have the most mature demographic, with 42% of the population at 45+ years of age.

Figure 3. Age Distribution of Population (ESRI, 2014)

	Long Beach/ Signal Hill	San Pedro/Wilmington/ Harbor City	SELACO	Orange Co.	Carson	LA Co.	California
0-4 years	6.9%	7.3%	6.5%	5.5%	5.7%	6.4%	6.6%
5-9 years	6.5%	7.1%	6.5%	5.8%	5.9%	6.4%	6.6%
10-14 years	6.4%	7.1%	6.9%	6.3%	6.6%	6.5%	6.7%
15-24 years	15.8%	14.8%	15.5%	13.5%	14.8%	15.1%	14.7%
25-34 years	16.3%	14.3%	14.5%	13.5%	13.6%	15.4%	14.8%
35-44 years	13.6%	13.4%	13.5%	13.0%	12.2%	13.7%	13.1%
45-54 years	13.4%	13.1%	13.3%	14.6%	13.7%	13.5%	13.4%
55-64 years	10.8%	11.0%	11.2%	12.5%	12.3%	11.2%	11.6%
65-74 years	6.2%	6.9%	7.0%	8.4%	8.8%	6.7%	7.2%
75-84 years	2.8%	3.5%	3.5%	4.8%	4.9%	3.5%	3.7%
85+ years	1.4%	1.6%	1.5%	2.1%	1.5%	1.6%	1.7%

TOTAL POPULATION BY GENDER RATIO - *(Figure 4)*

Gender ratios, in addition to education and age, are useful in determining strategies for the development and provision of a variety of targeted services. All regions have similar male to female population ratios, with slightly more females than males - roughly 51% female and 49% male population composition

Figure 4. Population by Gender (ESRI 2014)

49.1%
LONG BEACH/
SIGNAL HILL
50.9%

49.2%
ORANGE
COUNTY
50.8%

48.9%
SELACO
51.1%

49.4%
LA COUNTY
50.6%

48%
CARSON
52%

49.8%
CALIFORNIA
50.2%

49.8%
SAN PEDRO/
WILMINGTON/
HARBOR CITY
50.2%

KEY

■ 2014 Male Population

■ 2014 Female Population
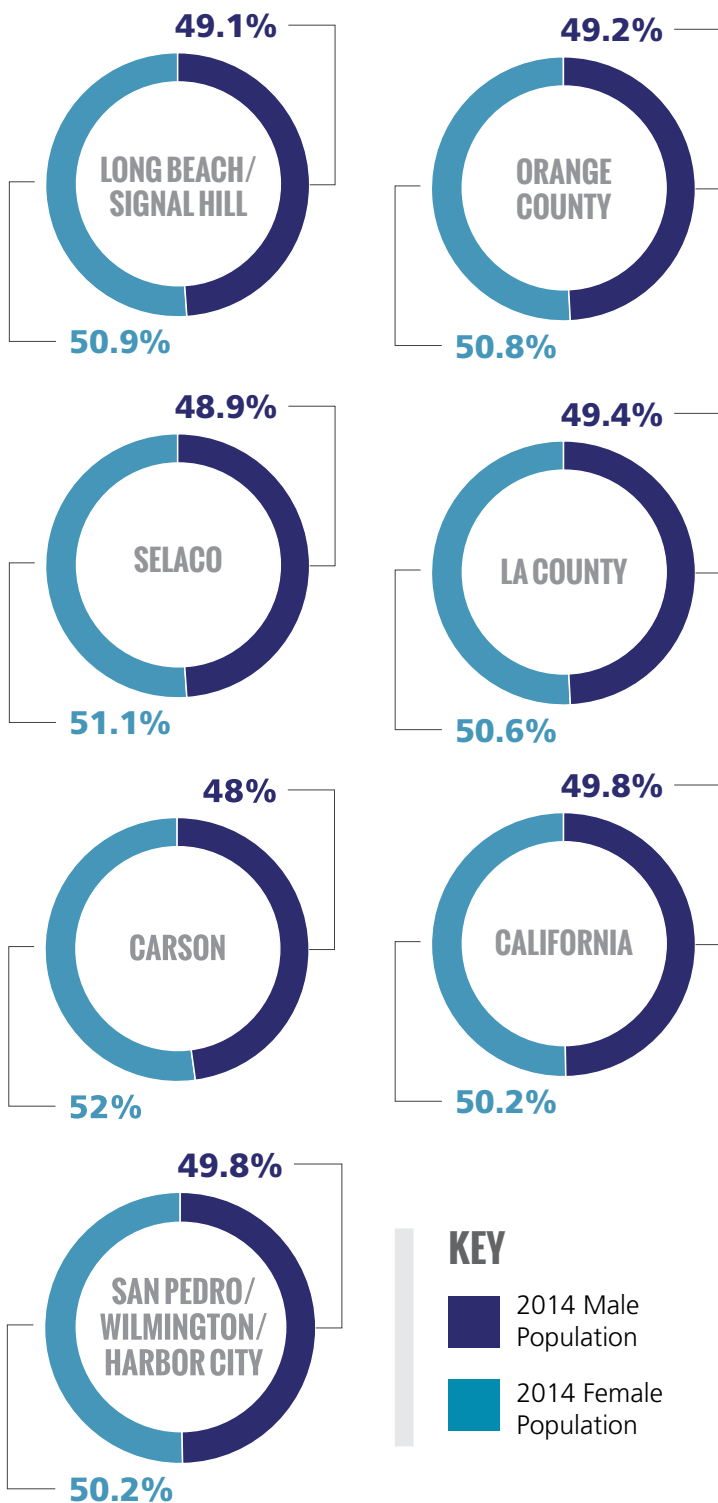
POPULATION CHANGE – ANNUAL GROWTH RATE - *(Figure 5)*

Population growth rates are the average annual rate of change of population size during a specified period. Population growth can be used to determine the strain placed on a region's capacity for handling a wide range of issues of economic, social and environmental significance[8].

• Annual population growth rates vary across all regions and are below that of Los Angeles County and the state.

• Orange County and San Pedro/Wilmington/Harbor City have the highest growth rates.

• SELACO has a low growth rate.

• Long Beach/Signal Hill and Carson have growth rates in the middle, similar to that of Los Angeles County.

Figure 5. Population Change - Annual Growth Rate
2014-2019 Population: Annual Growth Rate (ESRI)
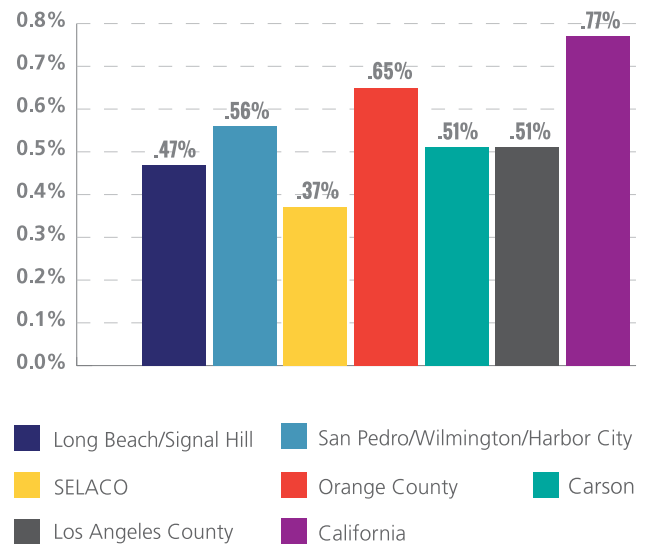
■ Long Beach/Signal Hill
■ San Pedro/Wilmington/Harbor City
■ SELACO
■ Orange County
■ Carson
■ Los Angeles County
■ California

OVERVIEW OF CATEGORY

Environmental indicators describe the quality of life and interactions of the population. The indicators such as travel time to work, means of transportation and commute patterns indicate how long it takes to get to work and for individuals to reach their places of employment. Knowing this information helps planners to understand commuting and how to make the process more efficient for workers. This information is helpful for businesses, such as retail stores, and for transportation planning.

TRANSPORTATION TO WORK

Working residents make a conscious decision about the length of the commute they are willing to undertake to a place of employment, which may in turn depend on their means of transportation. These decisions are critical to their quality of life and standard of living. The time to work, the cost of transportation alternatives, and the potential wages at prospective job locations all factor into employment decisions.

Identifying the means of transportation used by residents to travel to work provides information about public transportation utilization and traffic volumes within the area. This can help in future planning efforts. For example, regions where much of the population uses public transportation, additional bus routes or light rail stations can be planned[9].

TRAVEL TIME TO WORK - *(Figure 6)*

Travel time to work is typically the result of a combination of distance to the job and means of transportation[10]. Long Beach/Signal Hill, SELACO, Orange County, and Carson have a similar distribution of travel to work time, with most workers' commute under 35 minutes. San Pedro/Wilmington/Harbor City boasts much shorter commute times, with most workers' commute under 25 minutes.

Figure 6. Travel Time to Work (in minutes)

	Long Beach/ Signal Hill	San Pedro/Wilmington/ Harbor City	SELACO	Orange Co.	Carson	LA Co.	California
Less than 5 mins	1.4%	2.0%	1.5%	1.5%	1.1%	1.4%	2.1%
5-9 mins	6.6%	8.4%	6.8%	7.3%	6.3%	6.6%	8.3%
10-14 mins	11.8%	14.6%	11.5%	11.3%	10.8%	11.0%	13.0%
15-19 mins	14.3%	16.1%	13.5%	14.2%	16.7%	13.3%	14.8%
20-24 mins	14.6%	16.3%	15.3%	15.5%	16.3%	13.6%	14.0%
25-29 mins	5.0%	5.9%	6.2%	6.1%	6.4%	5.2%	5.4%
30-34 mins	16.3%	14.2%	17.9%	17.6%	16.0%	16.7%	14.1%
35-39 mins	2.7%	2.4%	2.7%	2.8%	2.4%	2.6%	2.4%
40-44 mins	4.6%	3.6%	4.6%	4.2%	3.9%	4.6%	3.7%
45-59 mins	8.0%	5.6%	8.8%	7.8%	8.2%	9.1%	7.5%
60-89 mins	7.6%	5.7%	6.4%	5.8%	5.8%	8.2%	6.5%
90 mins+	2.7%	2.1%	2.2%	2.2%	2.6%	2.9%	2.9%

WORKER MEANS OF TRANSPORTATION TO WORK - *(Figure 7)*

As expected, the vast majority of all workers drive alone to work (ranging from roughly 72% to 79% of workers); this is not specific to any region but true across all regions. More workers of Long Beach/Signal Hill use public transportation and buses/trolley to get to work than workers in the other regions. Less than 4% of the workers in all regions either bicycle or walk to work. While working from home is gaining in popularity, fewer of the regions' workers worked at home (from 2.5% in SELACO to 4.3% in Long Beach/Signal Hill) when compared to 4.8% in Los Angeles County and 5.2% throughout the state.
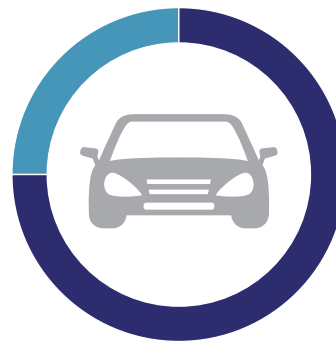
72% -79%
of workers drive alone to work

Figure 7. Worker Means of Transportation to Work (Workers 16+ years)

	Long Beach/ Signal Hill	San Pedro/Wilmington/ Harbor City	SELACO	Orange Co.	Carson	LA Co.	California
Drove Alone	72.3%	74.4%	79.4%	79.9%	77.3%	72.2%	73.0%
Carpooled	11.2%	12.6%	11.9%	10.1%	13.3%	10.9%	11.5%
Public Transportation	7.4%	5.1%	2.9%	2.5%	3.3%	7.1%	5.1%
Bus/Trolley Bus	6.0%	4.9%	2.2%	2.3%	2.5%	6.4%	3.8%
Bicycle	1.1%	0.7%	0.5%	1.0%	0.2%	0.8%	1.0%
Walked	2.8%	3.4%	1.8%	1.7%	1.7%	2.9%	2.8%
Other Means of Transportation	0.5%	0.6%	0.7%	0.7%	0.7%	0.9%	0.9%
Worked at Home	4.3%	3.0%	2.5%	3.7%	3.3%	4.8%	5.2%

Note: Not all methods of transportation used to get to work are presented since most of those are negligible.

COMMUTE PATTERNS – WORK DESTINATIONS OF A REGION'S RESIDENTS - *(Figure 8)*

Approximately 15-17% of Long Beach/Signal Hill and SELACO's working population work in the City of Los Angeles. The San Pedro/Wilmington/Harbor City (26.9%) and Carson (26.1%) regions have a higher percent of residents working in the City of Los Angeles, while Orange County (6.8%) has the lowest percent of workers going to the City of Los Angeles to work.

Comparable percentages of each of the region's working population work where they live. This means that for each region, roughly 20% of the working population works in Los Angeles; and about the same amount (20%) work in their own home region. The remaining 60% of the population works in another region other than Los Angeles or where they live.

Based on the percentage of where people live vs. where they work, the regions of Long Beach/Signal Hill, San Pedro/Wilmington/Harbor City, SELACO, and Orange County are not as closely economically tied to the City of Los Angeles as typically thought.

Figure 8. Commute Patterns – Work Destinations of a Region's Residents

Long Beach /Signal Hill	Count	Share	SELACO	Count	Share	San Pedro/Wilmington/Harbor City*	Count	Share
Total Primary Jobs	168,341	100.0%	Total Primary Jobs	170,045	100.0%	Total Primary Jobs	55,488	100.0%
	Count	Share		Count	Share		Count	Share
Long Beach city, CA	35,597	21.1%	Los Angeles city, CA	29,866	17.6%	Los Angeles city, CA	14,906	26.9%
Los Angeles city, CA	25,806	15.3%	Long Beach city, CA	12,121	7.1%	Long Beach city, CA	6,656	12.0%
Torrance city, CA	5,608	3.3%	Downey city, CA	6,070	3.6%	Torrance city, CA	5,367	9.7%
Carson city, CA	4,143	2.5%	Santa Fe Springs city, CA	5,280	3.1%	Carson city, CA	1,897	3.4%
Anaheim city, CA	3,583	2.1%	Cerritos city, CA	5,279	3.1%	El Segundo city, CA	1,133	2.0%
Irvine city, CA	3,481	2.1%	Anaheim city, CA	4,907	2.9%	Redondo Beach city, CA	814	1.5%
Huntington Beach city, CA	3,270	1.9%	Norwalk city, CA	4,059	2.4%	Gardena city, CA	751	1.4%
Santa Ana city, CA	3,009	1.8%	Bellflower city, CA	3,080	1.8%	San Diego city, CA	483	0.9%
Signal Hill city, CA	2,865	1.7%	Torrance city, CA	2,944	1.7%	Rancho Palos Verdes city, CA	408	0.7%
Lakewood city, CA	2,217	1.3%	Carson city, CA	2,831	1.7%	Compton city, CA	343	0.6%

Source: U.S. Census Bureau, Center for Economic Studies, 2011 data

*These calculations represent estimated averages across multiple cities within these areas. Data is representative of the number of people from a region who commute to the City of Los Angeles. Some workers commute to other cities and destinations.

■ Place of residence in SELACO   ■ Place of residence in Orange County

Figure 8 *(Cont.)*. Commute Patterns – Work Destinations of a Region's Residents

Carson			Orange County*		
	Count	**Share**		**Count**	**Share**
Total Primary Jobs	35,546	100.0%	**Total Primary Jobs**	294,772	100.0%
	Count	**Share**		**Count**	**Share**
Los Angeles city, CA	9,289	26.1%	Santa Ana city, CA	21,259	7.2%
Torrance city, CA	3,531	9.9%	Huntington Beach city, CA	20,414	6.9%
Long Beach city, CA	2,766	7.8%	Irvine city, CA	20,351	6.9%
Carson city, CA	2,411	6.8%	Los Angeles city, CA	20,173	6.8%
El Segundo city, CA	751	2.1%	Anaheim city, CA	18,654	6.3%
Compton city, CA	623	1.8%	Long Beach city, CA	13,552	4.6%
Gardena city, CA	617	1.7%	Garden Grove city, CA	11,159	3.8%
West Carson CDP, CA	456	1.3%	Orange city, CA	8,070	2.7%
Inglewood city, CA	433	1.2%	Costa Mesa city, CA	7,862	2.7%
Redondo Beach city, CA	414	1.2%	Newport Beach city, CA	5,379	1.8%

Source: U.S. Census Bureau, Center for Economic Studies, 2011 data

*These calculations represent estimated averages across multiple cities within these areas.

■ Place of residence in SELACO   ■ Place of residence in Orange County

TOTAL PRIMARY JOBS

168,341
Long Beach/Signal Hill

170,045
SELACO

55,488
San Pedro/Wilmington/ Harbor City

35,546
Carson

294,772
Orange County

OVERVIEW OF CATEGORY

Economic indicators describe available finances and growth in the community. Ample finances are necessary in order for individuals to purchase the necessities needed to thrive in their lives. Long Beach has experienced steady growth since the recession of 2007. The poverty rate is also a good indicator or the health of the economy in the region. In California in 2011 and 2012, poverty rates were around 16.6% and 17.0% as compared to the Long Beach regions which ranged from a high of 17% in Long Beach to a low of 10% in Orange County. The indicator illustrates the percent of persons living below the poverty level established by the US Department of Commerce, Bureau of the Census.

LABOR FORCE

The labor force is the number of individuals living in an area who are willing and able to work. It is the total of those employed (individuals currently employed) plus unemployed individuals (those actively seeking work). An increasing labor force indicates a growing economy only if it is the result of increasing employment. If the labor force is growing primarily because of increasing unemployment, then the worker population growth may be occurring faster than the ability of the economy to provide jobs for the additional workforce entrants[11].

The labor force, though growing, has remained fairly constant over the year.

The labor force, though growing, has remained fairly constant over the year. The labor force in Orange County and the Orange County region has shown the largest annual increase even bettering that of the entire state. The Carson region was the sole region with an annual decrease in the labor force over the year.
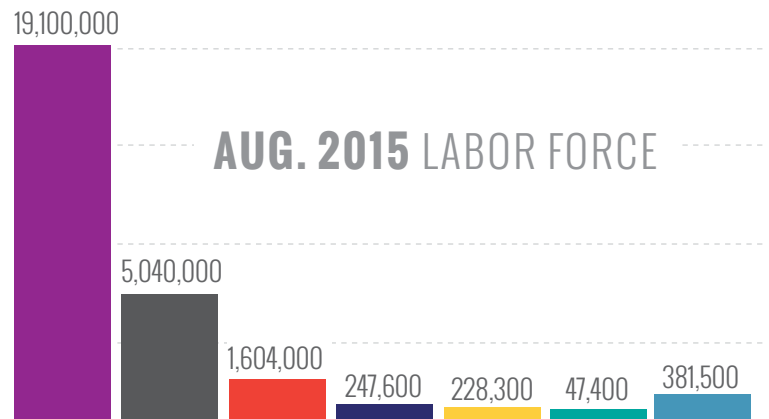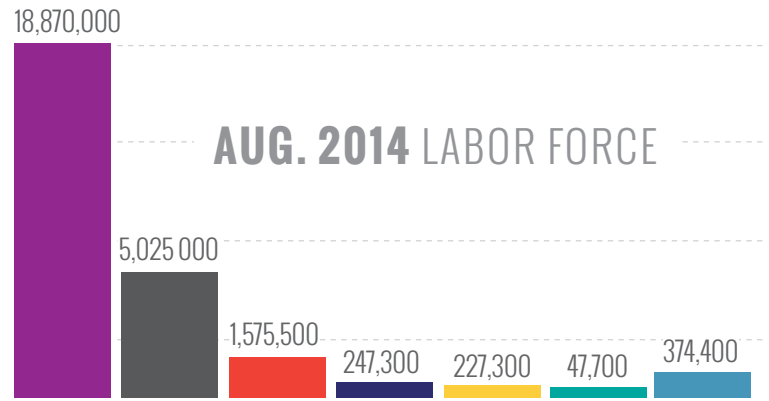
AUG. 2014 LABOR FORCE

18,870,000
5,025,000
1,575,500
247,300
227,300
47,700
374,400

AUG. 2015 LABOR FORCE

19,100,000
5,040,000
1,604,000
247,600
228,300
47,400
381,500

Source: State of California, Employment Development Department, Labor Market Information Division

- California
- Los Angeles County
- Orange County
- Long Beach/Signal Hill
- SELACO
- Carson
- Orange County region
- N/A San Pedro/Wilmington/Harbor City

ANNUAL CHANGE

1.2% California	0.3% Los Angeles County	1.8% Orange County
0.1% Long Beach/ Signal Hill	0.4% SELACO	1.9% Orange County region
-0.6% Carson	N/A San Pedro/Wilmington/ Harbor City	
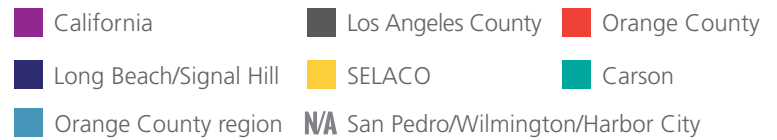
*Data represents a quick overview and is a view of a point in time. Annual data for 2015 is not yet available.

DEMOGRAPHIC AND INCOME CHARACTERISTICS - *(Figure 9)*

Income levels indicate the distribution of income in a region. Income levels can be used to target sectors with higher paying jobs and to develop education and job training strategies to assist a region's resident's move into higher paying jobs. Higher paying jobs translates into benefits for the individuals and the region

Figure 9. Demographic and Income Characteristics (ESRI)

	Long Beach/ Signal Hill	San Pedro/ Wilmington/ Harbor City	SELACO	Orange Co.	Carson	LA Co.	California
2014 Total Population	479,582	163,040	457,331	754,100	92,484	9,969,834	38,120,066
2014 Median Age	34	35	35	40	38	35	36
2014 Total Households	169,486	54,275	135,231	246,867	25,609	3,285,214	12,837,135
2014 Average Household Size	2.78	2.95	3.35	3.03	3.56	2.98	2.91
2014 Median Household Income	$49,419	$48,195	$60,146	$69,396	$63,851	$53,372	$58,469
2014 Per Capita Income	$25,343	$22,780	$22,652	$29,913	$22,242	$26,208	$28,657
2008-2012 ACS Households with Income Below Poverty Level (%)	17%	16%	11%	10%	8%	16%	13%
2014 Median Home Value	$378,272	$369,221	$366,391	$443,246	$320,903	$390,437	$37,905

INCOME INDICATORS - *(Figure 10)*

For many, earnings from employment represents the most significant portion of all income. These job-related earnings of the resident population provide insight into their standard of living. This is an indicator of the earning potential of the residents, as differentiated from household income which aggregates the overall income, (including non-job-related incomes) for all members of the household. It can help identify areas that may need targeted services or programs. Job-related earnings also provide insight into the capability of the residents to secure employment and at what level of pay.[12]

HOUSEHOLD INCOME

Long Beach/Signal Hill, San Pedro/Wilmington/Harbor City, and SELACO all have similar income average households ($67,291 to $75,990), median household incomes ($48,195 to $60,146), and per capita income ($22,652 to $25,343) indicators.

Orange County boasts higher household income ($90,779) and median household ($69,396) levels, followed by Carson with a household income of $79,221 and median household income of $63,851. It is interesting to note Orange County's extremely high average household income, which could be explained by more, higher paying jobs than the other regions.

Figure 10. Income Indicators (ESRI)

	Long Beach/ Signal Hill	San Pedro/Wilmington/ Harbor City	SELACO	Orange Co.	Carson	LA Co.	California
2014 Average Household Income	$70,687	$67,291	$75,990	$90,779	$79,221	$78,457	$83,845
2014 Median Household Income	$49,419	$48,195	$60,146	$69,396	$63,851	$53,372	$58,469
2014 Per Capita Income	$25,343	$22,780	$22,652	$29,913	$22,242	$26,208	$28,657

PER CAPITA INCOME GROWTH RATES - *(Figure 11)*

Per capita income growth rates provides insights into the acceleration or deceleration of income in a region. Rising per capita income growth rates indicate increasing prosperity within a region while slowing or declining rates indicates income stagnation or declining prosperity. Per capita income growth rates are similar across all regions (2.31 to 3.11 annually). All regions, except Long Beach/Signal Hill and Carson, have slower five-year growth rates than Los Angeles County and California.

Figure 11. Income Indicators (ESRI) : **Per Capita Income Growth Rates -** All Region Comparison

2014-2019 Annual Growth Rate

- Long Beach/Signal Hill: 3.8
- San Pedro/Wilmington/Harbor City: 3.1
- SELACO: 2.3
- Orange County: 2.9
- Carson: 2.6
- Los Angeles County: 2.7
- California: 2.9

2014-2019 Total Expected Growth Rate

- Long Beach/Signal Hill: 14.1
- San Pedro/Wilmington/Harbor City: 14.2
- SELACO: 10.8
- Orange County: 13.1
- Carson: 13.2
- Los Angeles County: 12.7
- California: 13.6
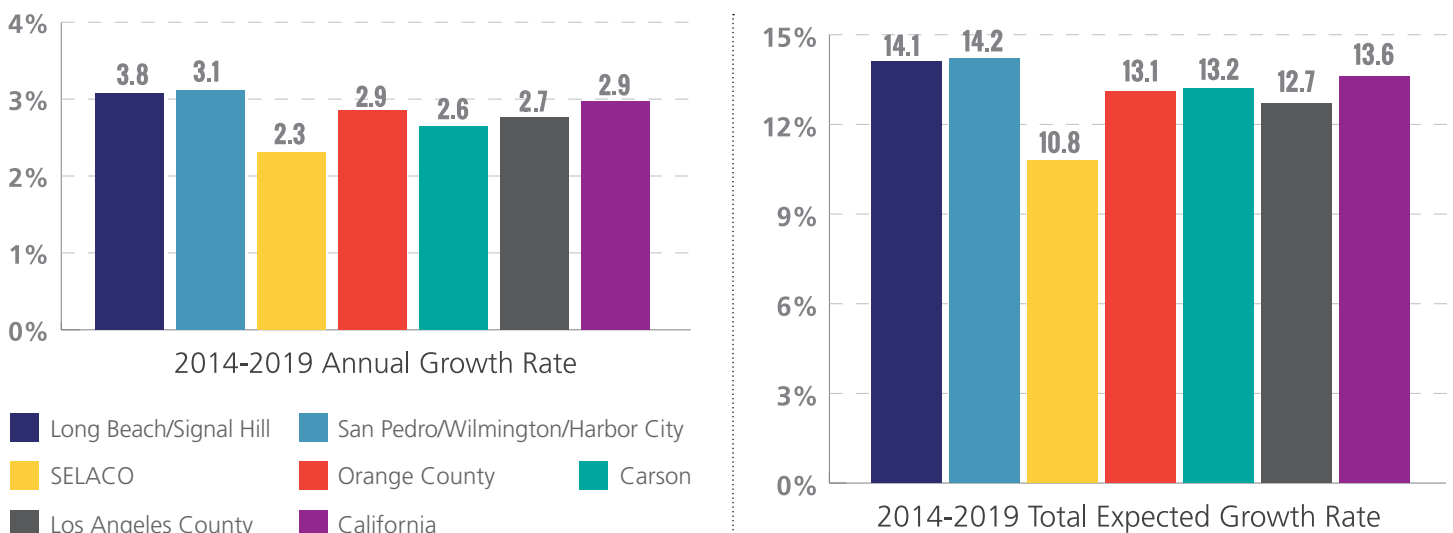
EMPLOYMENT

Employment includes all persons who worked at least one hour as a wage or salaried employee during the reference week (week including the twelfth day of the month) for an employer or worked in their own business or profession or worked on their own farm, or worked 15 hours or more as unpaid workers in an enterprise operated by a member of their family. It also includes those not working but who had jobs from which they were temporarily absent. Each employed person is counted only once, even if he or she holds more than one job.[13]

Employment has seen growth in all regions. The regions in Los Angeles and the entire Los Angeles County have grown by more than one percent. Orange County and the Orange County region have grown by more than three percent which is above the state growth rate.

Employment has seen growth in all regions.

AUG. 2014 EMPLOYMENT

17,435,000	
4,610,800	
1,484,600	
224,900	
211,500	
42,400	
352,900	

AUG. 2015 EMPLOYMENT

17,900,000	
4,688,800	
1,532,500	
228,700	
214,300	
43,100	
365,600	

*Data represents a quick overview and is a view of a point in time. Annual data for 2015 is not yet available.
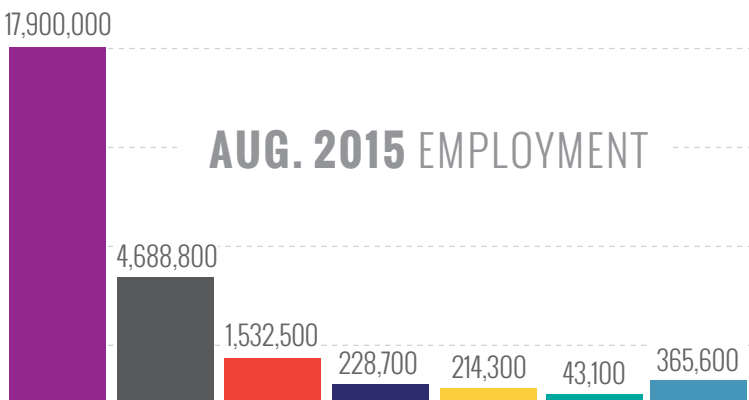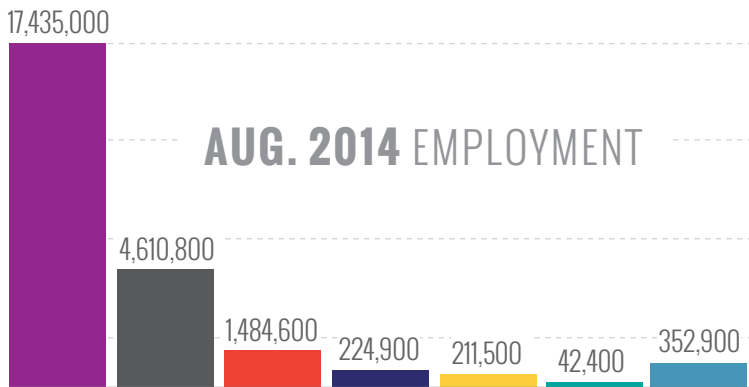
ANNUAL CHANGE

2.7% California	1.7% Los Angeles County	3.2% Orange County
1.7% Long Beach/ Signal Hill	3.6% Orange County region	1.3% SELACO
1.7% Carson	N/A San Pedro/Wilmington/Harbor City	
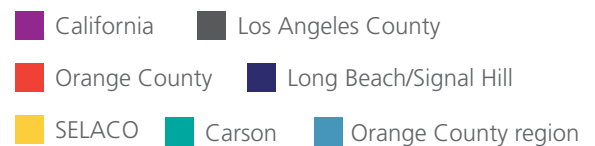
■ California
■ Los Angeles County
■ Orange County
■ Long Beach/Signal Hill
■ SELACO
■ Carson
■ Orange County region
N/A San Pedro/Wilmington/Harbor City

UNEMPLOYMENT - *(Figure 12)*

Unemployment is the estimated number of individuals who are actively seeking work and are not working at least one hour per week for pay and who are not self-employed. It does not include those who have dropped out of the workforce or discouraged workers who are not seriously seeking employment. This indicator is an inexact measure and is less reliable at the regional and city levels.[14]

The number of unemployed has decreased dramatically across all regions. The negative number in the annual change is actually a positive in that there are less individuals unemployed in 2015 than in 2014. The unemployment rate shows disparity among the regions with Carson, Long Beach/Signal Hill, and SELACO having rates above the statewide rate. The rates in Orange County and in the Orange County region below five percent are under the statewide rate and near their historical norms.

Figure 12. Unemployment Rate

	Aug. 2014 Unemployment	Aug. 2015 Unemployment	Annual Change	Aug. 2015 Unemployment Rate
California	1,434,000	1,167,000	<18.6%>	6.1%
Los Angeles County	435,000	351,200	<19.2%>	7.0%
Orange County	90,900	71,900	<20.9%>	4.5%
Long Beach/Signal Hill	22,400	18,900	<15.6%>	7.6%
SELACO	16,400	14,100	<14.0%>	6.2%
Carson	5,600	4,300	<18.9%>	9.0%
Orange County region	21,600	18,100	<16.2%>	4.7%
San Pedro/Wilmington/Harbor City	Data not available	Data not available	Data not available	Data not available

Aug. 2015 Unemployment Rate

- California
- Los Angeles County
- Orange County
- Long Beach/Signal Hill
- SELACO
- Carson
- Orange County region
- N/A San Pedro/Wilmington/Harbor City
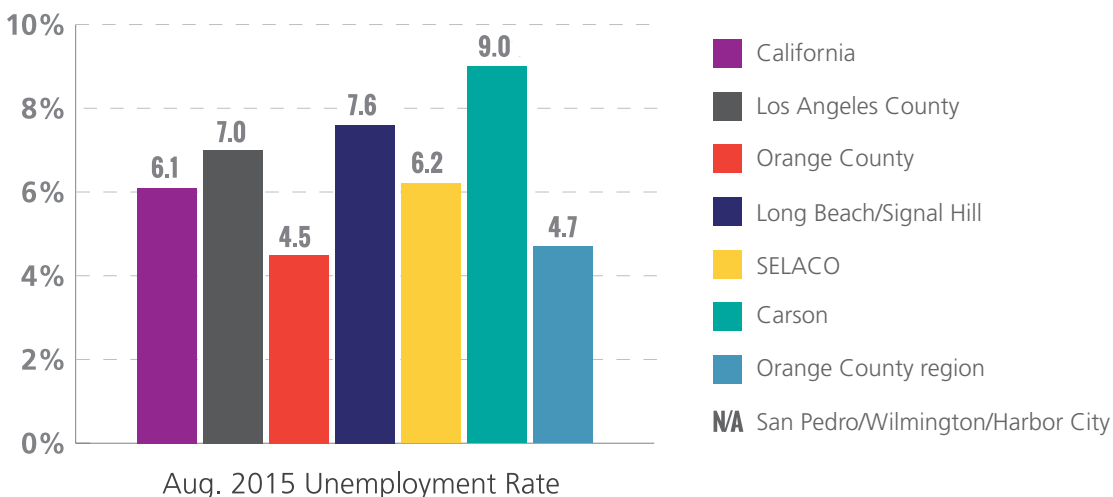
*Sub-region data within a county is limited.

SECTION 4
SOCIAL INDICATORS AND JOB GROWTH

OVERVIEW OF CATEGORY

Social indicators explain the ability of community systems to succeed in providing adequate health, education and social services to its community members. Social systems which are working effectively provide the needed capacity for human growth and an improved physical environment. Often these indicators are referred to as "Quality of Life" indicators.

FAMILIES AND POVERTY – *(Figure 13)*

Poverty is a relative measure that takes into account the number of people in a family unit and the total income that unit earns. A family unit consists of two or more people living in the same housing unit who are related by birth, marriage or adoption. This is distinct from households in that households include all persons living in a housing unit regardless of relatedness.[15]

HOUSEHOLDS LIVING BELOW THE POVERTY LEVEL

Traditionally, and in the case of Long Beach/Signal Hill (30.9%), San Pedro/Wilmington/Harbor City (35.3%), and SELACO (30.7%), the most common household living below the poverty level is headed by a single mother.

Long Beach/Signal Hill have fewer married couple families living below the poverty line than the other regions do, while San Pedro/Wilmington/Harbor City, Long Beach/Signal Hill and SELACO have more "other" families with a female householder.

High poverty rates may indicate a lack of employment in the area or an overabundance of a labor force earning much higher wages.

Households Living Below the Poverty Level Headed by Single Mothers

LONG BEACH/SIGNAL HILL **30.9%**

SAN PEDRO/WILMINGTON/HARBOR CITY **35.3%**

SELACO **30.7%**
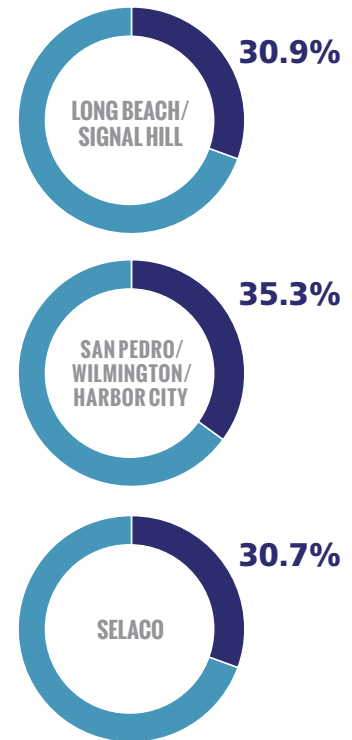
Figure 13. Families and Poverty - Households living below the poverty line

	Long Beach/Signal Hill	San Pedro/Wilmington/Harbor City	SELACO	Orange Co.	Carson	LA Co.	California
Married Couple Family	19.2%	25.9%	30.5%	31.6%	21.9%	25.0%	25.2%
Other Family with Male Householder	6.9%	8.0%	6.9%	6.5%	7.8%	7.1%	6.9%
Other Family with Female Householder	30.9%	35.3%	30.7%	21.7%	35.1%	26.7%	26.4%
Nonfamily with Male Householder	19.3%	13.0%	12.0%	17.4%	12.6%	17.3%	17.7%
Nonfamily with Female Householder	23.7%	17.8%	19.9%	22.8%	22.5%	23.9%	23.8%

HOUSEHOLD SIZE - (U.S. CENSUS, 2010) - *(Figure 14)*

The household size is another indicator of the standard of living within an area. Often, lower income areas will have a higher share of large-sized households as individuals reside together to share fixed household expenses. A large representation of single person households may indicate an area with a population that is younger, with fewer children or with higher levels of educational attainment.[16]

Long Beach/Signal Hill aligns closely with San Pedro/Wilmington/Harbor City, SELACO, and Orange County, in that they all share a much higher percentage of 1 and 2 person households. Households in Carson tend to be larger, with more 3+ person households than the other regions. Carson's percentages are particularly higher in the most populated households.

HOUSEHOLD SIZE

Carson has higher percentages in 3+ person households than the other regions.
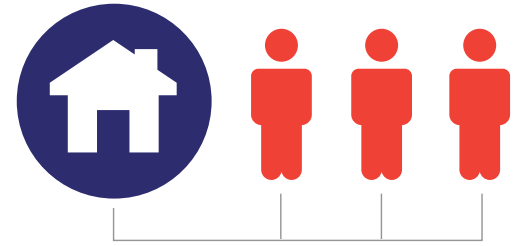
Figure 14. Household Size

	Long Beach/ Signal Hill	San Pedro/ Wilmington/ Harbor City	SELACO	Orange Co.	Carson	LA Co.	California
2010 Nonfamily Households with 1 Person	28.1%	23.9%	15.9%	20.1%	14.7%	23.9%	22.8%
Total 2 Person Households	27.5%	26.0%	24.1%	28.4%	21.9%	26.0%	28.5%
Total 3 Person Households	15.0%	16.1%	18.3%	16.7%	18.1%	16.0%	15.9%
Total 4 Person Households	12.6%	14.5%	18.4%	16.2%	17.1%	14.8%	14.7%
Total 5 Person Households	7.7%	9.0%	11.3%	8.5%	11.9%	8.6%	8.1%
Total 6 Person Households	3.9%	4.6%	5.8%	4.1%	7.3%	4.4%	4.0%
Total 7+ Person Households	4.1%	4.3%	5.9%	4.6%	8.3%	4.9%	4.0%

HOUSEHOLDS RECEIVING FOOD STAMPS (TANF/SNAP) - *(Figure 15)*

The following table represents the number of households participating in the Temporary Assistance for Needy Families (TANF) and Supplemental Nutrition Assistance Program (SNAP). Information on these programs is helpful in identifying areas which may have the greatest need, for example, families with little or no cash, issues with housing, food, clothing and or medical care and may need employment assistance. Assistance programs such as these intend that individuals search for work so that the families may become self-sufficient and provide their families with longer term sustainable care. High numbers of participation in assistance programs such as TANF/SNAP may represent the lack of employment opportunities in the region, for the skills of the workers and a need for greater social services in the region.

The Long Beach/Signal Hill (10%) and San Pedro/Wilmington/Harbor City (9%) regions all have similarly high percentages of households enrolled in the food stamp/SNAP program.

SELACO (6%) and Orange County (5%) have lower percentages of people receiving food stamps, aligning with their higher income variable levels indicating these regions as more affluent and less reliant on food stamp/SNAP program.

Figure 15. Households Receiving Food Stamps (TANF/SNAP)

ACS HHs w/Food Stamps/SNAP (%)

- Long Beach/Signal Hill
- San Pedro/Wilmington/Harbor City
- SELACO
- Orange County
- Carson
- Los Angeles County
- California
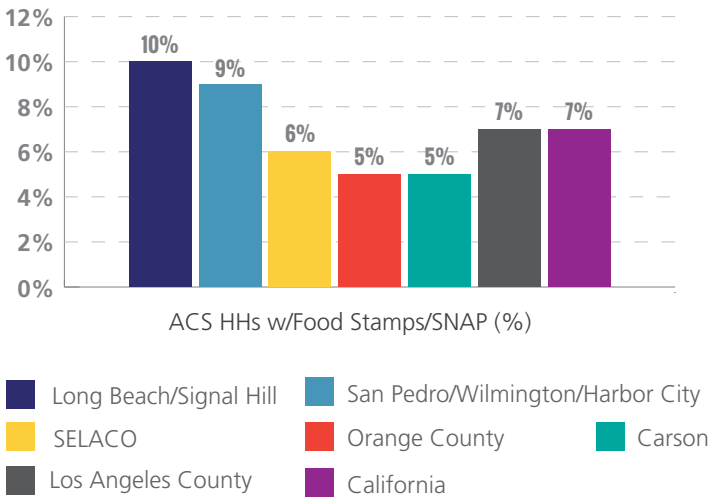
MEDI-CAL'S CRUCIAL ROLE:

Medi-Cal covers low-income adults, families with children, seniors, persons with disabilities, children in foster care as well as former foster youth up to age 26, and pregnant women. Data on Medi-Cal is helpful in understanding a community's need for public medical assistance. Percentage of Medi-Cal utilization is also an indicator of the community member's economic status.

From a 2013 report by the California Healthcare Foundation, Medi-Cal provides the following:

- Affordable coverage to low-income children and adults

- Pays for a broad array of services for people with disabilities that are not available through the commercial market

- Fills gaps in coverage for low-income Medicare beneficiaries

- Helps keep commercial premiums affordable for Californians with private coverage by insuring certain high-cost populations and keeping them out of the risk pool

- Pulls in federal financial support for safety-net providers and state coverage initiatives targeting the uninsured

Medi-Cal plays several distinct roles in California's health care system. Medi-Cal coverage improves access to healthcare. Medi-Cal provides coverage to 29% of children, 11% of nonelderly adults, and 19% of seniors in California. Children and adults enrolled in Medi-Cal report use of primary care services at rates that are much higher than those who are uninsured, but somewhat lower than those with employer coverage.
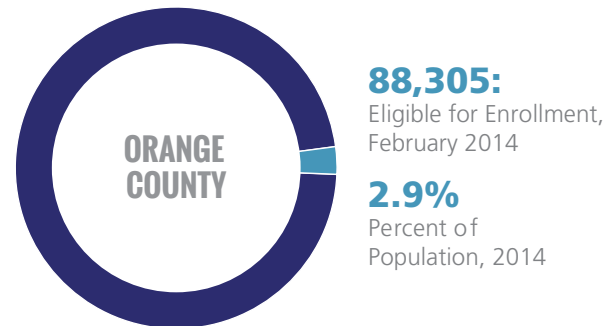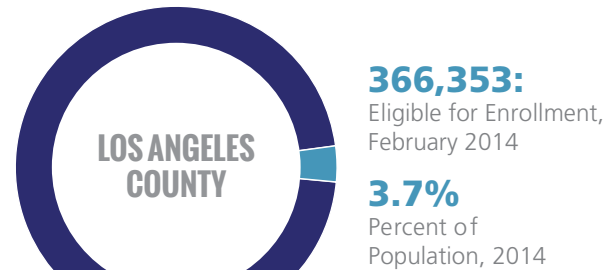
LOS ANGELES COUNTY

366,353:
Eligible for Enrollment, February 2014

3.7%
Percent of Population, 2014

ORANGE COUNTY

88,305:
Eligible for Enrollment, February 2014

2.9%
Percent of Population, 2014

Source: State of California, Employment Development Department, Labor Market Information Division

HOUSEHOLDS WITH PERSONS WITH DISABILITY - *(Figure 16)*

In the context of the Americans with Disabilities Act (ADA), "disability" is a legal term rather than a medical one. Because it has a legal definition, the ADA's definition of disability is different from how disability is defined under some other laws. The ADA defines a person with a disability as a person who has a physical or mental impairment that substantially limits one or more major life activities. This includes people who have a record of such an impairment, even if they do not currently have a disability. It also includes individuals who do not have a disability but are regarded as having a disability.

The percentage of households containing a person with a disability is similar for all regions. An average 23% of households in the five regions have at least one person with a disability living in them.

Figure 16. Households with Persons with Disability
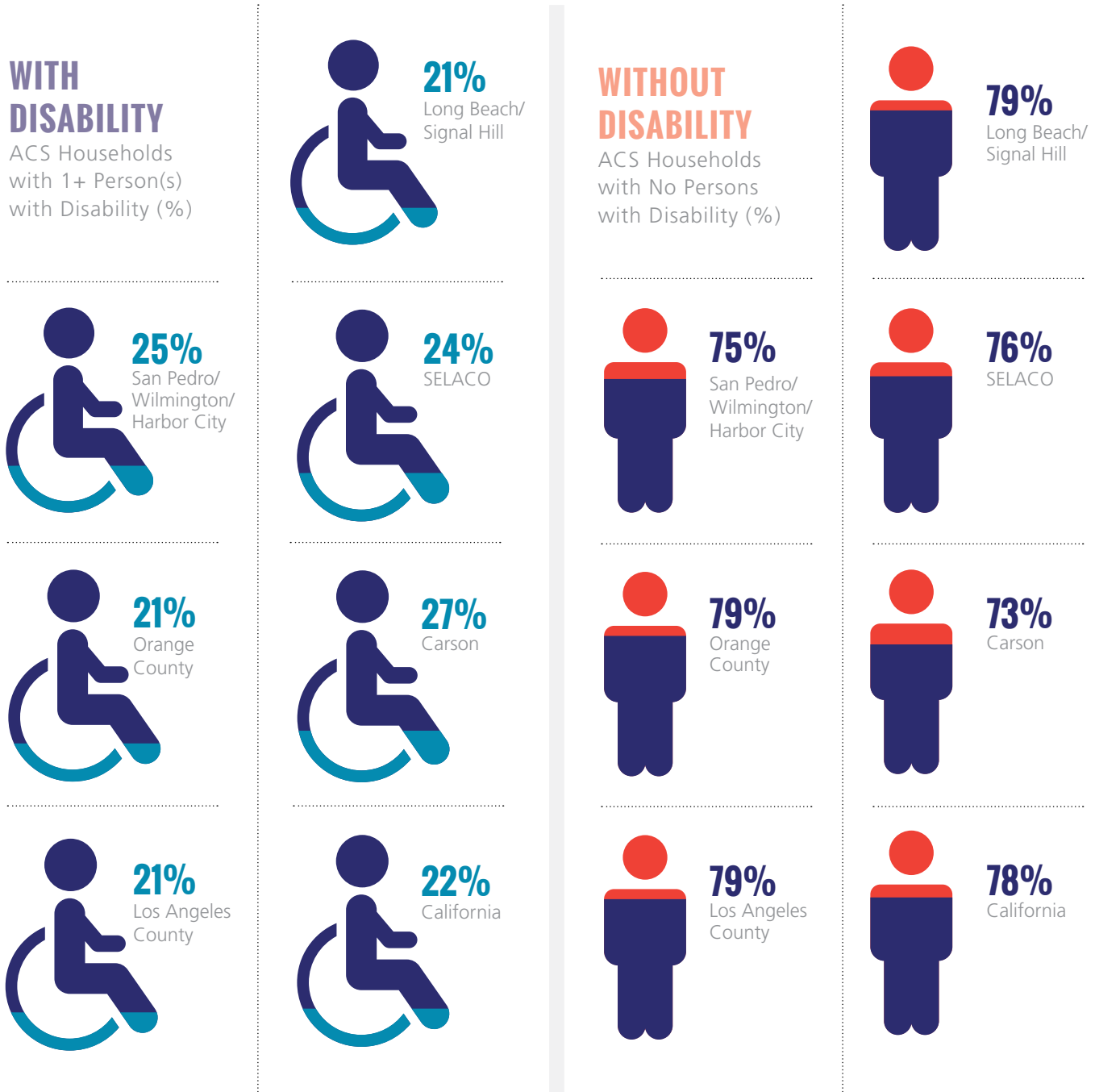
WITH DISABILITY
ACS Households with 1+ Person(s) with Disability (%)

21% Long Beach/Signal Hill
25% San Pedro/Wilmington/Harbor City
24% SELACO
21% Orange County
27% Carson
21% Los Angeles County
22% California

WITHOUT DISABILITY
ACS Households with No Persons with Disability (%)

79% Long Beach/Signal Hill
75% San Pedro/Wilmington/Harbor City
76% SELACO
79% Orange County
73% Carson
79% Los Angeles County
78% California

OVERVIEW OF CATEGORY

Measuring the highest level of educational attainment is helpful in understanding the skill levels of community members and of the labor force. Higher educational attainment or highest level of education attained, represents a population with a potential for greater income and more importantly lower unemployment. Lower educational attainment, represents workers with lower skills and lower earning potential. A higher education is typically indicative of potential for higher income achievement.

EDUCATIONAL ATTAINMENT LEVELS – *(Figure 17)*

Educational attainment is the highest level of education that an individual has achieved. Knowing the educational attainment of the population within a specific area can provide insight into a variety of factors about a region. Regions with high rates of low educational attainment usually face challenges such as higher rates of unemployment and poverty and will therefore use higher levels of public services and resources.

Areas with high levels of educational attainment may be sought out by businesses during their site selection process if they require highly educated and high skilled workers. Understanding the gap between workforce needs and resident capabilities can provide insight into the need for training programs and workforce development initiatives.[17]

Most of the educational levels are fairly constant in the regions of Long Beach/Signal Hill, San Pedro/Wilmington/Harbor City, SELACO, Carson, and Orange County, which have a high percentage of populations with college degrees – Associate's, Bachelor's, and Graduate/Professional Degrees – ranging from 27% in San Pedro/Wilmington/Harbor City to 40% in Orange County.

These five regions also have a smaller percentage of populations with less than a 9th grade education, ranging from a low of 8.3% in Orange County to 14.8% in the San Pedro/Wilmington/Harbor City region.

COLLEGE DEGREES

percentages for Orange County, San Pedro/Wilmington/Harbor City's populations with college degrees

40%
Orange County

27%
San Pedro/Wilmington/Harbor City

LESS THAN A 9TH GRADE EDUCATION

percentages for Orange County, San Pedro/Wilmington/Harbor City's populations with less than a 9th grade education

ORANGE COUNTY — 8.3%
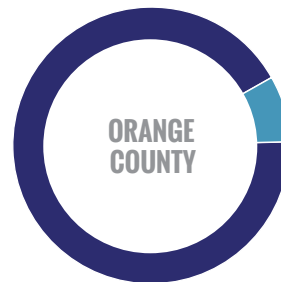
SAN PEDRO/WILMINGTON/HARBOR CITY — 14.8%

Figure 17. Educational Attainment Levels 2014, (18+ years of age)

Education Level	Long Beach/ Signal Hill	San Pedro, Wilmington, Harbor City	SELACO	Orange County	Carson	Los Angeles County	California
Less than 9th Grade	34,876	15,393	32,846	42,977	6,750	894,593	2,548,522
	11.3%	14.8%	11.1%	8.3%	11.1%	13.7%	10.2%
9-12th Grade/ No Diploma	29,124	12,937	28,826	42,895	5,595	646,293	2,154,254
	9.4%	12.4%	9.8%	8.3%	9.2%	9.9%	8.6%
High School Diploma	51,821	22,880	67,391	97,897	12,847	1,226,231	4,602,271
	16.8%	22.0%	22.8%	18.9%	21.2%	18.7%	18.4%
Some College/ No Degree	73,359	21,319	68,490	120,967	15,389	1,286,692	5,548,598
	23.7%	20.5%	23.2%	23.3%	25.4%	19.7%	22.2%
Associate's Degree	24,394	8,202	23,412	45,937	5,200	447,326	1,932,787
	7.9%	7.9%	7.9%	8.8%	8.6%	6.8%	7.7%
Bachelor's Degree	58,804	4,489	47,549	108,839	11,666	1,260,505	4,839,555
	19.0%	13.9%	16.1%	21.0%	19.2%	19.3%	19.4%
Graduate/ Professional Degree	30,812	5,998	19,689	50,389	3,174	670,353	2,784,293
	10.0%	5.8%	6.7%	9.7%	5.2%	10.2%	11.2%

*Chart serves to provide an in-depth view of all educational levels in the regions.

Source: ESRI

LOS ANGELES COUNTY HIGH SCHOOL GRADUATION AND DROPOUT RATES

In Los Angeles County the cohort of graduating students remained nearly the same for the 2012 – 2013 and 2013 – 2014 years. Graduating student, graduation rate, dropouts, and the dropout rate were constant for the two years. Hispanic or Latino of any Race comprised the largest number of students, 79,565 or 63 percent of the graduating cohort, and had a dropout rate of 14.2 percent. African American, Not Hispanic, comprised nine percent of the graduating cohort and had a dropout rate of 19.5 percent. Asian, Not Hispanic students comprise nearly eight and one-half of the cohort and had a dropout rate of four percent. White, Not Hispanic students were 15 percent of the cohort and had a dropout rate of seven and eight-tenths percent. Race/ ethnicity graduation rate and dropout rates remained fairly constant for the reporting periods.

High School Graduation - Dropout for 2012-2013 and 2013-2014 Countywide Results Los Angeles County

2012-2013	128,324 Student	2013-2014	126,686 Student
98,973 Graduates	77.1% Graduation Rate	98,731 Graduates	77.9% Graduation Rate
16,090 Dropouts	12.5% Dropouts Rate	15,990 Dropouts	12.6% Dropouts Rate
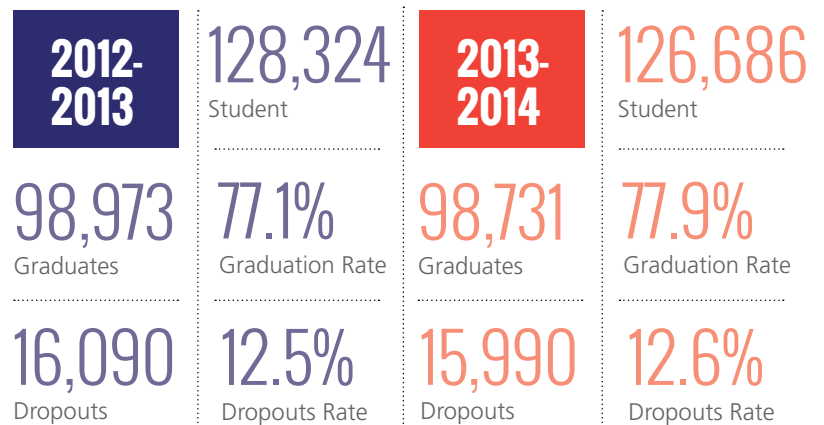
*Data serves to compare two points in time in order to illustrate the consistency between time periods.

Los Angeles County, countywide Race/Ethnicity Results 2012 – 2013 and 2013 – 2014

	Students		Graduates		Graduation Rate		Dropouts		Dropouts Rate	
	2012-13	2013-14	2012-13	2013-14	2012-13	2013-14	2012-13	2013-14	2012-13	2013-14
Hispanic or Latino of Any Race	79,565	79,384	58,589	59,381	73.6%	74.8%	11,329	11,242	14.2%	14.2%
American Indian or Alaska Native, Not Hispanic	439	438	303	286	69.0%	65.3%	75	82	17.1%	18.7%
Asian, Not Hispanic	10,957	10,754	10,238	10,042	93.4%	93.4%	392	434	3.6%	4.0%
Pacific Islander, Not Hispanic	539	543	414	438	76.8%	80.7%	78	69	14.5%	12.7%
Filipino, Not Hispanic	3,456	3,464	3,176	3,177	91.9%	91.7%	150	155	4.3%	4.5%
African American, Not Hispanic	11,842	11,358	8,064	7,712	68.1%	67.9%	2,207	2,212	18.6%	19.5%
White, Not Hispanic	19,913	19,100	17,208	16,501	86.4%	86.4%	1,478	1,485	7.4%	7.8%
Two or More Races, Not Hispanic	947	1,176	812	971	85.7%	82.6%	75	97	7.9%	8.2%
Not Reported	666	469	169	223	25.4%	47.6%	306	214	45.9%	45.6%

Source: California Department of Education, Data Reporting Office, California Longitudinal Pupil Achievement Data System

ORANGE COUNTY HIGH SCHOOL GRADUATION AND DROPOUT RATES

Graduation rates and dropout rates declined slightly in 2013 – 2014 from the 2012 – 2013 rates for the graduating cohort. The cohort of students in Orange County is about one-third of that in Los Angeles County. Hispanic or Latino of Any Race comprise 44.5% of the graduating cohort and have a 10 percent dropout rate. White, Not Hispanic students were 33% of the graduating cohort and had a three and nine-tenths dropout rate. Asian, Not Hispanic students comprised about 15% of the graduating cohort and had a dropout rate of three and one-tenth percent. Graduation and dropout rates remained fairly constant for the two year period but Hispanic or Latino of Any Race, American Indian or Alaska Native, Not Hispanic, and African American, Not Hispanic showed slight decreases in their respective dropout rates.

High School Graduation - Dropout for 2012 - 2013 and 2013 - 2014 Countywide Results Orange County

2012-2013	41,539 Student	2013-2014	41,117 Student
36,363 Graduates	87.5% Graduation Rate	36,436 Graduates	88.6% Graduation Rate
3,049 Dropouts	7.3% Dropouts Rate	2,750 Dropouts	6.7% Dropouts Rate

Orange County, countywide Race/Ethnicity Results 2012 – 2013 and 2013 – 2014

	Students		Graduates		Graduation Rate		Dropouts		Dropouts Rate	
	2012-13	2013-14	2012-13	2013-14	2012-13	2013-14	2012-13	2013-14	2012-13	2013-14
Hispanic or Latino of Any Race	18,505	18,325	14,996	15,262	81.0%	83.3%	2,100	1,834	11.3%	10.0%
American Indian or Alaska Native, Not Hispanic	391	396	350	354	89.5%	89.4%	22	18	5.6%	4.5%
Asian, Not Hispanic	6,231	6,364	5,879	6,007	94.4%	94.4%	208	195	3.3%	3.1%
Pacific Islander, Not Hispanic	219	195	181	169	82.7%	86.7%	19	17	8.7%	8.7%
Filipino, Not Hispanic	807	843	769	798	95.3%	94.7%	21	31	2.6%	3.7%
African American, Not Hispanic	748	765	597	652	79.8%	85.2%	94	78	12.6%	10.2%
White, Not Hispanic	13,682	13,320	12,743	12,379	93.1%	92.9%	531	517	3.9%	3.9%
Two or More Races, Not Hispanic	867	774	798	700	92.0%	90.4%	34	41	3.9%	5.3%
Not Reported	89	135	50	115	56.2%	85.2%	20	19	22.5%	14.1%

Source: California Department of Education, Data Reporting Office, California Longitudinal Pupil Achievement Data System

OVERVIEW OF CATEGORY

The purpose of the occupational analysis is to provide insight into the occupational trends within specific regions of Los Angeles and Orange Counties. The analysis in this section concentrates on regions in parts of those counties and compares and contrasts similarities and differences among common occupations in the regions. The data presents the top ten growth occupational groups for each region and compares the similarities. Other information on the total job openings for each region is included as well as a combined median hourly wage for the regions along with typical education and training requirement for the occupations. Information on industry indicates economic growth in an area.

OCCUPATIONAL ANALYSIS

The following analysis uses data on occupations, within 23 broad occupational groups, of individuals employed in a specific region. Occupational analysis differs from industry analysis in that there are a typically a variety of occupations employed within an industry. Also, individuals employed in a given occupation can work in different industries. "Within each industry, there are a variety of occupations that are employed. For example, workers employed by health care industry can include physicians, nurses, medical technicians, accountants, data processors, food preparers, orderlies, janitors, lawyers, and many more. Similarly, workers trained and skilled for a particular occupation can be employed by many industries. For example, sales representatives are employed in retail trade, manufacturing firms, health care services and across a number of other industries. Nurses may be employed in hospitals, schools or by insurance carriers."[18]

The analysis shows that:

• People working in all the regions are employed in similar occupational groups.

• The most closely aligned regions are: Long Beach/Signal Hill, San Pedro/Wilmington/Harbor City, SELACO, and Orange County where Office and Administrative Support, Sales and Related Occupations, and Food Preparation and Serving Related Occupations were among top five occupational groups.

• While the Transportation and Material Moving occupational group ranked 4th or 5th in most regions, it emerged as top occupational group in the San Pedro/Wilmington/Harbor City region, which can be linked with the local port's demand for this occupation group.

• In Orange County occupations in the Management (5th) and Business and Financial Operations (6th) groups ranked higher than in other regions, which aligns with the picture of Orange County being home to a higher educated population, working in white collar occupations.

Figure 18. Top 10 Occupations by Highest Employment in Each Region (2014)

Rank	Long Beach/ Signal Hill	San Pedro/ Wilmington/ Harbor City	SELACO	Orange Co.	Carson	LA Co.
1	Office & Administrative Support 15.1%	Transportation & Material Moving 18.6%	Office & Administrative Support 15.8%	Office & Administrative Support 15.8%	Office & Administrative Support 17.3%	Office & Administrative Support 16.0%
2	Sales & Related 8.8%	Office & Administrative Support 14.6%	Sales & Related 14.3%	Sales & Related 11.6%	Transportation & Material Moving 14.4%	Sales & Related 10.5%
3	Food Preparation & Serving Related 8.6%	Sales & Related 8.3%	Food Preparation & Serving Related 10.4%	Food Preparation & Serving Related 10.3%	Production 11.4%	Food Preparation & Serving Related 8.1%
4	Transportation & Material Moving 8.4%	Healthcare Practitioners & Technical 7.8%	Healthcare Practitioners & Technical 7.5%	Production 7.4%	Sales & Related 10.7%	Transportation & Material Moving 6.7%
5	Education, Training, & Library 5.7%	Food Preparation & Serving Related 7.1%	Transportation & Material Moving 7.2%	Management 5.7%	Food Preparation & Serving Related 6.7%	Production 5.8%
6	Management 5.7%	Production 6.6%	Management 5.0%	Business & Financial Operations 5.6%	Management 5.4%	Management 5.6%
7	Construction & Extraction 5.3%	Management 4.8%	Education, Training, & Library 4.9%	Transportation & Material Moving 5.2%	Business & Financial Operations 4.9%	Business & Financial Operations 5.3%
8	Healthcare Practitioners & Technical 5.2%	Building & Grounds Cleaning & Maintenance 4.6%	Production 4.5%	Healthcare Practitioners & Technical 5.0%	Protective Service 4.7%	Education, Training, & Library 5.2%
9	Production 5.0%	Installation, Maintenance, & Repair 4.5%	Business & Financial Operations 4.3%	Construction & Extraction 4.7%	Installation, Maintenance, & Repair 3.7%	Healthcare Practitioners & Technical 4.7%
10	Business & Financial Operations 4.9%	Construction & Extraction 4.4%	Personal Care & Service 4.1%	Education, Training, & Library 4.4%	Building & Grounds Cleaning and Maintenance 2.9%	Arts, Design, Entertainment, Sports, & Media 4.5%

TOP 10 OCCUPATIONAL GROUPS, NEW JOB GROWTH WITH MEDIAN WAGES - *(Figure 19)*

Based on data developed by the State of California, Employment Development Department, Labor Market Information Division the regions' new job growth projections tends to mirror that of the state and the nation with a substantial number of jobs forecast to be created in the services industries i.e.: Office and Administrative Support, Sales, Food Preparation, Transportation, Education, Healthcare, and Business and Finance, while the occupational group of Construction shows a small growth and Production will experience no growth and even declines in occupational growth.

Generally across all regions during the forecast period 2014 – 2019, the Healthcare Practitioners and Technical Occupations group is the fastest growing occupational group with a new job growth rate at least around 10%. It is also one of the largest new job generators and among the highest paying groups across each region with an estimated hourly-median range of $43.00 - $47.00. (Healthcare support occupations, not shown, have an estimated hourly-median range of $14.00 - $16.00 across the regions. Though occupations in this group tend to have a lower pay range, there are definite career paths that can lead to advancement and higher paying occupations in the group through added education and/or training.)

> **The Food Preparation and Serving occupational group is the fastest growing group for new jobs.**

The Education, Training, and Library occupational group is forecast to experience mild new job growth across all regions, in the 2% to 7% range, with Carson (7%) and, San Pedro/Wilmington/Harbor City (6%) at the upper end. This group is among the highest paying in all regions with an estimate hourly-median range of $24.00 to $27.00.

Another similar occupational groups is Office and Administrative Support which also has a mild new job growth projection and is among the higher paying groups with an estimated hourly-median range of $17.00 - $18.00 across the regions.

The Food Preparation and Serving occupational group is the fastest growing group for new jobs and has a new job growth rate of 11% or more in all regions. Though the group is projected to provide many new jobs, it has the lowest pay among the common occupational groups with an estimated hourly-median of nearly $10.00 throughout all the regions.

Though the Production occupational group has many jobs in the Carson region that group is projected to experience a decline in nearly all regions except in SELACO which is expected to experience a minimal new job growth of just 55 jobs and a growth rate of only 1%. Long Beach/Signal Hill, and Orange County are projected to shed the most jobs in this group, -1,268 and -1,073 respectively.

Long Beach/Signal Hill and SELACO have similar new job growth projections across the occupational groups while San Pedro/Wilmington/Harbor City, though with positive job growth, tends to lags these two regions.

Generally, occupational group forecasts show Carson will generate the smallest number of new jobs in the occupational groups among the regions while Orange County will experience the largest new job growth.

The **Food Preparation and Serving** occupational group is the fastest growing group for new jobs and has a new job growth rate of 11% or more in all regions.

11%

The **Food Preparation and Serving** occupational group has the lowest pay among the common occupational groups with an estimated hourly-median of nearly $10.00 throughout all the regions.

$10.00 HOURLY

Figure 19. Top 10 Occupational Groups, New Job Growth with Median Wages

2014 – 2019 New Job Growth & Median Wage (2013)

Occupational Groups	Long Beach/ Signal Hill	San Pedro, Willington, Harbor City	SELACO	Carson	Orange County	Los Angeles County
	New Job Growth - Growth Rate	New Job Growth - Growth Rate	New Job Growth - Growth Rate	New Job Growth - Growth Rate	New Job Growth - Growth Rate	New Job Growth - Growth Rate
Office & Administrative Support	**695 – 2%**	**261 – 4%**	**1,145 – 5%**	**55 – 1%**	**1,532 – 3%**	**24,399 – 3%**
Median Hourly Wage	$17.54	$17.48	$17.04	$16.98	$18.02	$17.41
Sales & Related Occupations	**689 – 4%**	**115 – 3%**	**1,508 – 7%**	**68 – 2%**	**1,280 – 4%**	**20,584 – 2%**
Median Hourly Wage	$15.93	$15.71	$14.96	$16.17	$16.97	$16.48
Food Preparation & Serving Related	**1,968 – 11%**	**373 – 11%**	**1,882 – 11%**	**253 – 11%**	**3,404 – 11%**	**42,433 – 11%**
Median Hourly Wage	$9.78	$9.75	$9.71	$9.66	$10.01	$9.75
Transportation & Material Moving	**784 – 4%**	**522 – 6%**	**767- 7%**	**60 --1%**	**342 – 8%**	**12,981 – 4%**
Median Hourly Wage	$16.32	$17.19	$13.81	$14.25	$13.46	$14.74
Education, Training, & Library	**486 – 4%**	**50 – 6%**	**277 – 4%**	**60 – 7%**	**483 – 4%**	**14,859 – 6%**
Median Hourly Wage	$26.40	$23.90	$26.23	$27.01	$27.45	$26.43
Management	**224 – 4%**	**34 – 1%**	**321 – 4%**	**32 – 2%**	**375 – 2%**	**9,709 – 4%**
Median Hourly Wage	$47.00	$46.35	$47.28	$48.80	$51.36	$47.56
Construction & Exraction	**596 – 5%**	**69 – 3%**	**118 – 3%**	**55 – 6%**	**539 – 4%**	**6,741 – 4%**
Median Hourly Wage	$22.42	$20.54	$20.26	$21.26	$22.67	$20.67
Healthcare Practitioners & Technical	**1,064 - 10%**	**372 – 10%**	**1,178 – 10%**	**86 – 10%**	**1,557 – 10%**	**22,353 – 10%**
Median Hourly Wage	$42.96	$46.72	$43.33	$38.33	$42.63	$43.08
Production	**<1,268> - <12%>**	**<293> - <9%>**	**55 - 1%**	**<176> - <4%>**	**<1,073> - <5%>**	**<19,884> - <7%>**
Median Hourly Wage	$15.80	$16.48	$14.20	$15.86	$15.04	$14.30
Business & Financial Operations	**85 – 1%**	**43 – 3%**	**317 – 5%**	**8 – 0%**	**904 – 6%**	**12,763 – 5%**
Median Hourly Wage	$32.98	$32.86	$32.75	$32.80	$32.71	$32.93

Source: State of California, Employment Development Department, Labor Market Information Division

DETAILS FOR OCCUPATIONAL GROUPS

The following is a detailed analysis of the five fastest growing occupational groups (Food Preparation and Serving Related occupations, Healthcare Practitioners and Technicians occupations, Transportation and Materials Moving occupations, Sales and Related occupations, and Construction and Extraction occupations).

HEALTHCARE PRACTITIONER AND TECHNICIANS OCCUPATIONS - (Figure 20)

Figure 20 displays a detailed list of occupations in the Healthcare Practitioners and Technicians Occupations group. This is the second fastest growing group at around 10% across all regions from 2014 to 2019. Of the 7,149 total job openings, nursing occupations are anticipated to contribute a substantial number. Not surprisingly, Registered Nurses, 2,326 jobs, and Licensed Vocational Nurses (LVN), 1,027 jobs, are estimated to provide 47 percent of the total job openings in this group. An associate's or a bachelor's degree is typically required for Registered Nurses, and a vocational education for the LVN.

> **Registered Nurses and Licensed Vocational Nurses are estimated to provide nearly 50 percent of the total job openings.**

Of the 7,149 total job openings, Orange County is forecast to provide 2,316 (33%), SELACO 2,098 (27%), Long Beach/Signal Hill 1,937 (27%), San Pedro/Wilmington/Harbor City 686 (9.6%), and Carson 85 (1%).

Registered Nurses and Licensed Vocational Nurses are estimated to provide nearly 50 percent of the total job openings the regions of Long Beach/Signal Hill, SELACO, and San Pedro/Wilmington/Harbor City; and 41 percent of the total job openings in Orange County.

In general, this is an occupational group with high median wages levels and advanced education requirements. Of the occupations presented, 22 (65%) have median hourly wages greater than $25.00. Ten occupations have wages ranging from between $15.00 - $25.00 per hour. Only two, Dietetic Technicians ($13.88), and Emergency Medical Technicians and Paramedics ($13.57), have median hourly wages below $15.00, though additional education beyond high school is typically required.

This occupational group has higher educational requirements than other occupational groups. Many occupations require an associate's degree up to a doctoral degree. There are several occupations that require a high school diploma, Health Technologists and Technicians, and Dispensing Opticians, and have a median hourly wage near $20.00, $19.04 and $19.02 respectively. Many occupations in this group may have a licensing requirement in addition to the necessary education.

Basic skills for this occupational group, as with nearly all occupational groups, include:

- excellent reading and comprehension skills
- concise and clear writing skills
- math, including the ability to understand financial information
- computer skills, including software knowledge and the ability to use a variety of technology equipment and the internet
- Customer service skills to serve both internal and external customers.[19]

Soft skills include:

- the ability to work under pressure
- the ability to keep and maintain accurate records and reports
- attention to detail
- the ability to assist and care for others
- decision making and problem solving skills
- active listening and personal interaction skills
- excellent comprehension and critical thinking skills
- the ability to gather and analyze information
- the ability to work as a member of a team[20]

Workers in this occupational group can be found in such places as hospitals, physicians' offices, home healthcare services, and nursing care facilities. Others work in correctional facilities, schools, or serve in the military. Some are self-employed and may require additional business management education and training. Most work full-time and many work numerous hours beyond full-time.

Percentage of Registered Nurse and Licensed Vocational Nursing job openings.

50%
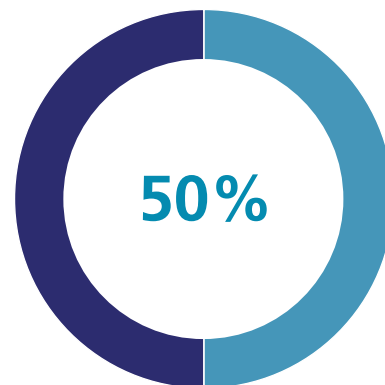
Figure 20. Healthcare Practitioners and Technicians Occupations Group, Ranked by Median Hourly Wage

Total Job Openings 2014 – 2019

	Long Beach/ Signal Hill	San Pedro/ Wilmington/ Harbor City	SELACO	Carson	Orange County	Total Job Openings 2014 - 2015	2014 1st Quarter Wages **Median Hourly**	Entry Level Education	On the Job Training
Occupations with Wages above $25.00									
Pharmacists	74	26	80	3	120	303	**$64.77**	Doctoral degree	None
Dentists, General	36	13	39	1	49	138	**$62.70**	Doctoral degree	None
Veterinarians	10	4	11	1	21	47	**$55.24**	Doctoral degree	None
Optometrists	16	6	17	0	19	59	**$52.57**	Doctoral degree	None
Nurse Practitioners	25	9	27	2	35	98	**$51.15**	Master's degree	None
Dental Hygienists	72	25	78	3	114	292	**$49.72**	Associate's degree	None
Nuclear Medicine Technologists	3	1	4	0	4	13	**$46.49**	Associate's degree	None
Occupational Therapists	25	9	27	1	55	117	**$44.42**	Master's degree	None
Physical Therapists	67	24	72	1	119	285	**$43.60**	Doctoral degree	None
Registered Nurses	672	238	728	18	660	2,326	**$43.20**	Bachelor's degree/ Associate's degree	None
Speech-Language Pathologists	20	7	22	1	46	96	**$42.54**	Master's degree	None
Magnetic Resonance Imaging Technologists	5	2	5	0	11	23	**$38.40**	Associate's degree	None
Diagnostic Medical Sonographers	16	6	17	0	22	61	**$37.60**	Associate's degree	None

Total Job Openings 2014 – 2019

	Long Beach/ Signal Hill	San Pedro/ Wilmington/ Harbor City	SELACO	Carson	Orange County	Total Job Openings 2014 - 2015	2014 1st Quarter Wages Median Hourly	Entry Level Education	On the Job Training
Occupations with Wages above $25.00 *(Cont)*									
Medical and Clinical Laboratory Technologists	35	12	38	0	70	157	**$37.21**	Bachelor's degree	None
Respiratory Therapists	34	12	37	0	49	133	**$35.32**	Associate's degree	None
Dietitians and Nutritionists	18	7	20	1	15	61	**$34.95**	Bachelor's degree	Inonu
Occupational Health and Safety Specialists	27	10	29	1	24	91	**$34.36**	Bachelor's degree	ST OJT
Orthotists and Prosthetists	8	3	8	0	7	26	**$33.35**	Master's degree	None
Radiologic Technologists	34	12	37	0	41	125	**$32.41**	Associate's degree	None
Cardiovascular Technologists and Technicians	11	4	12	0	11	39	**$31.28**	Associate's degree	None
Healthcare Practitioners and Technical Workers, All Other	20	7	22	0	13	64	**$29.78**	Bachelor's degree	None
Surgical Technologists	24	9	26	0	21	81	**$26.91**	Post secondary non-degree	None
Occupations with Wages $15.00 - $25.00									
Licensed Practical and Licensed Vocational Nurses	295	104	319	9	297	1,027	**$24.33**	Postseond-ary non-de-gree	None
Respiratory Therapy Technicians	1	0	1	0	1	4	**$24.20**	Associate's degree	MT OJT
Therapists, All Other	28	10	30	0	6	75	**$20.63**	Bachelor's degree	None

Figure 20 *(Cont.)*. Healthcare Practitioners and Technicians Occupations Group, Ranked by Median Hourly Wage

Total Job Openings 2014 – 2019

	Long Beach/ Signal Hill	San Pedro/ Wilmington/ Harbor City	SELACO	Carson	Orange County	Total Job Openings 2014 - 2015	2014 1st Quarter Wages Median Hourly	Entry Level Education	On the Job Training
Occupations with Wages $15.00 - $25.00 *(Cont)*									
Ophthalmic Medical Technicians	6	2	6	0	14	28	$19.65	Post secondary non-degree	None
Medical Records and Health Information Technicians	58	21	63	1	73	217	$19.22	Post secondary non-degree	None
Health Technologists and Technicians, All Other	52	19	57	1	40	170	$19.04	HS diploma	None
Opticians, Dispensing	26	9	28	3	41	106	$19.02	HS diploma	LT OJT
Medical and Clinical Laboratory Technicians	84	30	91	2	104	313	$18.45	Associate's degree	None
Pharmacy Technicians	62	22	67	5	105	259	$17.79	HS diploma	MT OJT
Veterinary Technologists and Technicians	11	4	12	0	22	48	$16.67	Associate's degree	None
Occupations with Wages below $15.00									
Dietetic Technicians	7	3	8	0	4	22	$13.88	Associate's degree	None
Emergency Medical Technicians and Paramedics	54	19	58	31	83	245	$13.57	Post secondary non-degree	None

TRANSPORTATION AND MATERIALS MOVING OCCUPATIONS - (Figure 21)

The Transportation and Materials Moving Occupations group, Figure 21, is projected to grow at an average of five percent across all regions, from a low of one percent in Carson to a high of eight percent in Orange County during 2014 to 2019. It is estimated that slightly less than 9,800 total job openings will be generated. Laborers and Freight Stockers, and Material Movers (3,795), and Packers and Packagers (944) are projected to account for about 47 percent of the total job openings.

Long Beach/Signal Hill and Orange County have the greatest total job openings at 33% and 30% respectively. SELACO is expected to generate 22% job growth and San Pedro/Wilmington/Harbor City 17% while Carson will grow by less than one percent.

Nearly all of the occupations require a high school diploma or less and have a short-term on-the-job training requirement. Of the occupations presented in Figure 24 only one, Supervisors of Transportation and Material-Moving Machine and Vehicle Operators, provides a median hourly wage above $25.00 at $28.46. There are eight occupations with median hourly wages between $15.00 and $25.00. Drivers of buses, transit and intercity, and school or special clients, as well as drivers of heavy duty trucks and industrial trucks are projected to provide 1,645 of the total openings. Most are in a median hourly wage range of $16.00 to $22.00 and require a high school diploma or less with some level of on-the-job training also needed. There are 10 occupations with median hourly wages less than $15.00, ranging from about $9.05 - $14.50. These occupations represent nearly 75 percent of the total job openings of the entire group.

Basic skills for this occupational group, as with nearly all occupational groups, include:

- excellent reading and comprehension skills
- concise and clear writing skills
- math, including the ability to understand financial information
- computer skills, including software knowledge and the ability to use a variety of technology equipment
- good customer service skills to serve both internal and external customers.[21]

Soft skills include:

- good coordination
- critical thinking skills
- ability to use and maintain equipment
- knowledge of safety and security policies and procedures
- ability to operate and control machinery and equipment
- time management and activity coordination skills
- manual dexterity and good vision[22]

Workers in the occupational group are employed by freight transportation firms, public and private bus operators, warehouses, waste management companies, automobile dealers, and packing and shipping companies among others.

Some workers move freight, stock, or other materials around in storage facilities; others clean vehicles; some pick up unwanted household goods; and still others pack materials for moving. Others operate and drive large vehicles either short haul or long distances.

Most people in these occupations work full time. Because materials are shipped around the clock, some workers, especially those in warehousing and drivers, work overnight shifts any may work additional hours beyond a normal shift.

Long Beach/Signal Hill and Orange County have the greatest total job openings at 33%

33%

SELACO is expected to generate 22% job growth

22%
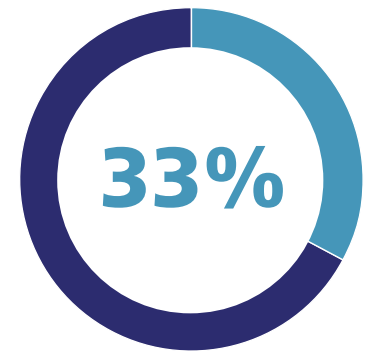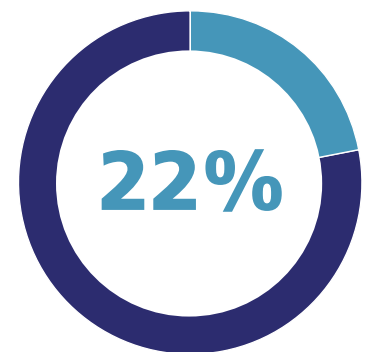
San Pedro/Wilmington/Harbor City is expected to generate 17% job growth

17%
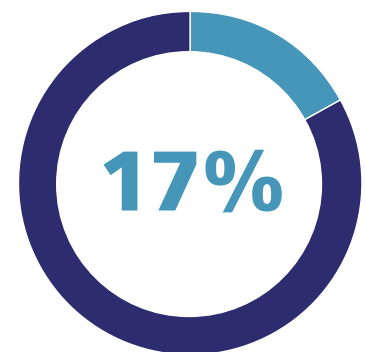
Figure 21. Transportation and Materials Moving Occupations Group, Ranked by Median Hourly Wage

Total Job Openings 2014 – 2019

	Long Beach/ Signal Hill	San Pedro/ Wilmington/ Harbor City	SELACO	Carson	Orange County	Total Job Openings 2014 - 2015	2014 1st Quarter Wages **Median Hourly**	Entry Level Education	On the Job Training
Occupations with Wages above $25.00									
First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators	83	42	54	3	52	235	**$28.46**	HS diploma	None
Occupations with Wages $15.00 - $25.00									
Captains, Mates, and Pilots of Water Vessels	28	14	18	0	19	79	**$24.63**	BA degree	None
Bus Drivers, Transit and Intercity	93	47	61	4	32	237	**$22.28**	HS diploma	MT OJT
First-Line Supervisors of Helpers, Laborers, and Material Movers, Hand	81	41	53	5	63	243	**$21.78**	HS diploma	None
Material Moving Workers, All Other	37	19	24	0	6	86	**$20.12**	< HS diploma	ST OJT
Heavy and Tractor-Trailer Truck Drivers	268	136	175	2	145	726	**$19.61**	Post secondary non-degree	ST OJT
Refuse and Recyclable Material Collectors	47	24	30	4	78	183	**$19.55**	< HS diploma	ST OJT
Bus Drivers, School or Special Client	83	42	54	<4>	53	229	**$16.27**	HS diploma	ST OJT
Industrial Truck and Tractor Operators	167	85	109	<11>	88	440	**$15.82**	< HS diploma	ST OJT

Figure 21 *(Cont)*. Transportation and Materials Moving Occupations Group, Ranked by Median Hourly Wage

Total Job Openings 2014 – 2019

	Long Beach/ Signal Hill	San Pedro/ Wilmington/ Harbor City	SELACO	Carson	Orange County	Total Job Openings 2014 - 2015	2014 1st Quarter Wages **Median Hourly**	Entry Level Education	On the Job Training
Occupations with Wages below $15.00									
Transportation Workers, All Other	29	15	19	1	12	75	**$14.44**	HS diploma	ST OJT
Light Truck or Delivery Services Drivers	185	94	121	<3>	246	643	**$14.32**	HS diploma	ST OJT
Motor Vehicle Operators, All Other	29	15	19	1	68	132	**$14.23**	HS diploma	ST OJT
Taxi Drivers and Chauffeurs	93	48	61	11	17	230	**$13.77**	< HS diploma	ST OJT
Driver/Sales Workers	103	52	67	4	144	370	**$12.31**	HS diploma	ST OJT
Automotive and Watercraft Service Attendants	18	9	12	0	26	65	**$11.95**	< HS diploma	ST OJT
Laborers and Freight, Stock, and Material Movers, Hand	1,196	609	783	31	1,176	3,795	**$11.02**	< HS diploma	ST OJT
Cleaners of Vehicles and Equipment	200	102	131	5	246	684	**$9.82**	< HS diploma	ST OJT
Parking Lot Attendants	243	123	159	2	59	586	**$9.69**	< HS diploma	ST OJT
Packers and Packagers, Hand	265	135	173	0	370	944	**$9.49**	< HS diploma	ST OJT
Commercial Pilots	14	7	9	0	13	44	**N/A**	HS diploma	MT OJT

CONSTRUCTION AND EXTRACTION OCCUPATIONS - (Figure 22)

The occupations in the Construction and Extraction Occupations group, Figure 22, are projected to grow by an average of nearly four percent across all regions. Total job openings are expected to hit the 5,342 level. Within the group, Construction Laborers look to have the highest total job openings – 1,211 or 23 percent of the total openings. Electricians - 525, Plumbers – 323, Drywall Installers – 296, Carpenters – 883, and Painters – 546, are anticipated to provide another 2,573 to the total job openings or 49 percent.

This group has nine occupations with median hourly wages above $25.00. Those nine are estimated to provide 1,771 or 33 percent of the total job openings. In the $15.00 - $25.00, there are 17 occupations projected to provide 3,462 or 65 percent of the total job openings.

Generally, most of the occupations in this occupational group require a high school diploma or less, but there is also a short or medium term on-the-job training requirement. Many of the occupations are tied to apprenticeship requirements.

Basic skills for this occupational group, as with other occupational groups, include:

• proficiency in reading and comprehension

• concise and clear writing skills

• math, including the ability to implement measurements and understand blueprints and plans

• computer skills

• good customer service skills

Soft skills include:

• ability to follow established safety rules and regulations and maintain a safe and clean environment

• ability to use power tools, measuring devises and other tools of the trade

• active listening skills

• ability to follow directions

• possession of manual dexterity and body strength

• possession of project management skills

• trouble shooting and repair skills

• critical thinking and problem solving skills

Workers in this group tend to work out of doors. Work can be seasonal and often working over-time and on weekends is necessary. Workers in this group should recognize the economic swings which often effect employment stability. Job openings can be found in private construction companies, specialty trade construction companies and in self-employment.

TOTAL **JOB OPENINGS**

1,211 CONSTRUCTION LABORERS

525 ELECTRICIANS

323 PLUMBERS

296 DRYWALL INSTALLERS

883 CARPENTERS

546 PAINTERS

$25.00

This group has nine occupations with median hourly wages above $25.00

Figure 22. Construction and Extraction Occupations Group, Ranked by Median Hourly Wage

Total Job Openings 2014 – 2019

	Long Beach/ Signal Hill	San Pedro/ Wilmington/ Harbor City	SELACO	Carson	Orange County	Total Job Openings	2014 1st Quarter Wages **Median Hourly**	**Entry Level Education**	**On the Job Training**
Occupations with Wages above $25.00									
Construction and Building Inspectors	26	5	11	0	25	67	**$38.47**	HS diploma	MT OJT
Operating Engineers & Other Construction Equipment Operators	47	9	20	1	92	169	**$35.46**	HS diploma	MT OJT
Structural Iron and Steel Workers	22	4	9	0	26	62	**$34.63**	HS diploma	APP
Pipe layers	7	1	3	0	8	19	**$29.72**	< HS diploma	ST OJT
Electricians	181	34	76	1	233	525	**$29.18**	HS diploma	APP
Plumbers, Pipefitters, and Steamfitters	119	22	50	4	132	323	**$28.51**	HS diploma	APP
Brick masons and Block masons	23	4	10	0	28	65	**$26.58**	HS diploma	APP
Drywall and Ceiling Tile Installers	74	14	31	<1>	179	296	**$26.32**	< HS diploma	MT OJT
Cement Masons and Concrete Finishers	35	7	15	0	90	145	**$25.43**	< HS diploma	MT OJT

Figure 22 *(Cont)*. Construction and Extraction Occupations Group, Ranked by Median Hourly Wage

Total Job Openings 2014 – 2019

	Long Beach/ Signal Hill	San Pedro/ Wilmington/ Harbor City	SELACO	Carson	Orange County	Total Job Openings	2014 1st Quarter Wages **Median Hourly**	**Entry Level Education**	**On the Job Training**
Occupations with Wages $15.00 - $25.00									
Carpenters	264	50	111	16	442	883	**$24.98**	HS diploma	APP
Highway Maintenance Workers	5	1	2	0	4	12	**$24.69**	HS diploma	MT OJT
Sheet Metal Workers	34	6	14	1	57	112	**$24.49**	HS diploma	APP
Glaziers	21	4	9	0	22	55	**$24.47**	HS diploma	APP
Paving, Surfacing, and Tamping Equip. Operators	4	1	2	0	12	18	**$24.40**	HS diploma	MT OJT
Plasterers and Stucco Masons	19	4	8	0	27	58	**$22.90**	< HS diploma	LT OJT
Tapers	13	2	5	0	32	52	**$22.06**	< HS diploma	MT OJT
Roofers	41	8	17	1	71	138	**$21.69**	< HS diploma	MT OJT
Septic Tank Servicers and Sewer Pipe Cleaners	5	1	2	0	3	11	**$20.86**	< HS diploma	MT OJT
Painters, Construction and Maintenance	169	32	71	5	269	546	$20.30	< HS diploma	MT OJT
Hazardous Materials Removal Workers	16	3	7	0	11	37	$18.92	HS diploma	MT OJT
Construction Laborers	395	74	166	20	555	1,211	$18.66	< HS diploma	ST OJT

Figure 22 *(Cont).* Construction and Extraction Occupations Group, Ranked by Median Hourly Wage

Total Job Openings 2014 – 2019

	Long Beach/ Signal Hill	San Pedro/ Wilmington/ Harbor City	SELACO	Carson	Orange County	Total Job Openings	2014 1st Quarter Wages **Median Hourly**	**Entry Level Education**	**On the Job Training**
Occupations with Wages $15.00 - $25.00 *(Cont)*									
Tile and Marble Setters	32	6	14	2	48	102	$17.59	< HS diploma	LT OJT
Construction and Related Workers, All Other	14	3	6	0	11	33	**$17.58**	HS diploma	MT OJT
Helpers – Electricians	26	5	11	0	18	61	**$15.24**	HS diploma	ST OJT
Helpers – Carpenters	7	1	3	0	10	21	**$15.16**	< HS diploma	ST OJT
Helpers, Construction Trades, All Other	6	1	3	0	8	18	**$15.07**	< HS diploma	ST OJT
Occupations with Wages below $15.00									
Helpers – Pipe layers, Plumbers, Pipefitters, and Steamfitters	12	2	5	0	14	34	**$14.39**	HS diploma	ST OJT
Helpers – Painters, Paperhangers, Plasterers, and Stucco Masons	9	2	4	0	28	43	**$13.94**	< HS diploma	ST OJT
Helpers – Brick masons, Block masons, Stonemasons, and Tile & Marble Setters	19	4	8	0	26	56	**$13.41**	< HS diploma	ST OJT

FOOD PREPARATION AND SERVING RELATED OCCUPATIONS - (Figure 23)

Food Preparation & Serving Related Occupations group, (Figure 23), is the fastest growing occupational group from 2014 to 2019 across the regions with an average growth rate near 11%. Total job openings for the regions is pegged at 36,308. Orange County is projected to experience the largest total job openings with 24,600. Food preparation and service workers and waiters and waitresses, and restaurant cooks are the occupations estimated to have near 13,000 (53%) of the total job openings in the group. Long Beach/Signal Hill and SELACO are projected to experience 5,506 (54%) and 4,920 (52%) total job openings in this group and just as Orange County food preparation and service workers, waiters and waitresses, and restaurant cooks are the occupations to provide the bulk of the growth. The San Pedro/Wilmington/Harbor City region is looking at 1,031 total job openings during the period.

Of the occupations within this group Combined Food Preparation and Serving Workers, Including Fast Food is projected to generate the most total job openings (newly created jobs plus replacement jobs, i.e. those from individuals retiring, promoted, or otherwise leaving the job) 9,444, with nearly two-thirds of those occurring in Orange County. Other high total job opening occupations include Waiters and Waitresses, 7,472; Food Preparation Workers, 2,761; Restaurant Cooks, 2,545; Dining Room and Cafeteria Attendants and Bartender Helpers, 2,150; and First-Line Supervisors of Food Preparation and Serving Workers, 2,146. There are an estimated 36,308 total job openings for the combined regions during the 2014-2019 period.

Of the occupations in Figure 23, none has a median wage above $25.00. Chefs and Heads Cooks have a median wage of $20.76 and just require a high school diploma. Nearly all other occupations have wages less than $15.00. More than 60 percent have wages less than $10.00 and require less than a high school education plus short term on-the-job training. Yet these occupations account for more than 80 percent of the total job openings for the period. The occupations in this group have an educational requirement of less than a high school diploma or the equivalent but do require additional training typically short or moderate-term on-the-job training.

Basic skills for this occupational group, as with nearly all occupational groups, include:

- excellent reading and comprehension skills
- concise and clear writing skills
- math, including the ability to understand financial information
- computer skills, including software knowledge and the ability to use a variety of technology equipment and the internet
- Customer service skills to serve both internal and external customers.[23]

Soft skills for this group for these occupations include:

- customer and personal service skills
- the ability to stand for long periods of time
- knowledge and use of the English language
- active listening skills
- good communication and interpersonal skills
- the ability to use various types of technology standard in the industry
- possession of a service oriented attitude.[24]

Workers in these occupations are employed in restaurants, hotels, and other places where food is served, such as cafeterias, grocery stores, hospitals, delis, food trucks, manufacturing and business operation sites, and schools. They often work early mornings, late evenings, weekends, or holidays. Nearly half of the workers in this group work part time.[25]

Food preparation and serving related occupations

60% wages less than $10.00

Occupations accounted for

80% total job openings

7,472 Total job openings for Waiters and Waitresses

Figure 23. Food Preparation and Serving Related Occupations Group, Ranked by Median Hourly Wage

Total Job Openings 2014 – 2019

	Long Beach/ Signal Hill	San Pedro/ Wilmington/ Harbor City	SELACO	Carson	Orange County	Total Job Openings 2014 - 2019	2014 1st Quarter Wages **Median Hourly**	Entry Level Education 26	On the Job Training
Occupations with Wages $15.00 - $25.00									
Chefs and Head Cooks	28	5	25	1	127	187	**$20.67**	HS diploma	None
Occupations with Wages less than $15.00									
Cooks, All Other	9	2	8	0	40	59	**$14.86**	< HS diploma	MT OJT
First-Line Supervisors of Food Preparation and Serving Workers	324	61	290	23	1,449	2,146	**$13.77**	HS diploma	None
Cooks, Institution and Cafeteria	72	13	64	4	320	473	**$13.58**	< HS diploma	ST OJT
Food Servers, Non-restaurant	78	15	70	4	350	517	**$11.50**	< HS diploma	ST OJT
Cooks, Short Order	28	5	25	2	123	183	**$10.80**	< HS diploma	ST OJT
Cooks, Restaurant	386	72	345	17	1,725	2,545	**$10.76**	< HS diploma	MT OJT
Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	201	38	179	6	896	1,319	$9.89	< HS diploma	ST OJT
Food Preparation and Serving Related Workers, All Other	38	7	34	1	169	249	$9.61	< HS diploma	ST OJT

Figure 23 *(Cont).* Food Preparation and Serving Related Occupations Group, Ranked by Median Hourly Wage

Total Job Openings 2014 – 2019

	Long Beach/ Signal Hill	San Pedro/ Wilmington/ Harbor City	SELACO	Carson	Orange County	Total Job Openings 2014 - 2019	2014 1st Quarter Wages **Median Hourly**	**Entry Level Education** [26]	**On the Job Training**
Occupations with Wages less than $15.00 *(Cont)*									
Bartenders	225	42	201	5	1,007	1,481	**$9.43**	< HS diploma	ST OJT
Food Preparation Workers	419	78	374	17	1,872	2,761	**$9.27**	< HS diploma	ST OJT
Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	276	52	246	4	1,232	1,810	**$9.24**	< HS diploma	None
Waiters and Waitresses	1,137	213	1,016	24	5,082	7,472	**$9.22**	< HS diploma	ST OJT
Combined Food Preparation and Serving Workers, Including Fast Food	1,424	267	1,272	120	6,362	9,444	**$9.17**	< HS diploma	ST OJT
Dining Room and Cafeteria Attendants and Bartender Helpers	327	61	293	6	1,463	2,150	**$9.15**	< HS diploma	ST OJT
Dishwashers	291	54	260	7	1,299	1,911	$9.12	< HS diploma	ST OJT
Cooks, Fast Food	243	45	217	13	1,084	1,601	$9.08	< HS diploma	ST OJT

SALES AND RELATED OCCUPATIONS- (Figure 24)

The average new growth rate is across all regions for the Sales and Related Occupations group, Figure 24, is around 4%. The detailed occupations within the group are estimated to have 9,018 total job openings in the 2014-2019 time frame. Of those openings, Retail Sales Persons with 2,899, and Cashiers with 2,419 are attributed to provide nearly 59 percent of the total job openings. Other occupations anticipated to provide substantial job numbers are Wholesale & Manufacturing Sales Representatives, 701, and Other Sales Representatives, 699.

Of the 9,018 total job openings, SELACO is expected to generate 41 percent, Long Beach/Signal Hill – 32 percent, Orange County – 16 percent, and San Pedro/Wilmington/Harbor City - 7 percent.

Of the occupations listed, nine have medium hourly wages greater than $25.00. Real Estate Brokers heads the list at nearly $50.00 per hour. Typically most have a

> **Cashiers are attributed to provide nearly 59 percent of the total job openings.**

high school diploma and must take specific courses to meet the licensing requirement. This wages for this occupation is often subject to the vacillation of the economy. Three "technical" type occupations with wages received, Sales Engineers, $46.26; Sales Representatives of Technical and Scientific Products, $35.32; and Sales Agents of Securities, Commodities, and Financial Services, $32.07 and typically require a bachelor's degree and medium term on-the-job training.

There are four occupations in the medium hourly wage range of $15.00 - $25.00. Notably, Travel Agents has a medium hourly wage of around $21.00 yet it provides just 30 total job opening during the 2014 – 2019 period for all the regions combined. This low number of jobs has resulted from a greater use of travel services available on the Internet to manage travel plans.

There are six occupations with medium hourly wages under $15.00 while providing 66 percent of the total job openings for this group. Cashiers, an occupation with one of the leading total job openings, has the lowest hourly wage of the group at $9.68. It is an occupation that typically require less than a high school education and short term on-the-job training. Most of the occupations in the group require a high school education or equivalent plus short-term or moderate-term on-the-job training. There are several, Real Estate Broker, Real Estate Agent, Securities, Commodities, and Financial Services Sales Agents, Insurance Sales Agents, that have a licensing requirement before an individual can work in that occupation.

Basic skills for this occupational group, as with nearly all occupational groups, include:

- excellent reading and comprehension skills
- concise and clear writing skills
- math, including the ability to understand financial information
- computer skills, including software knowledge and the ability to use a variety of technology
- equipment excellent customer service skills to serve both internal and external customers.[27]

Soft skills include:

- cash handling skills
- proficiency accounting and spreadsheet software
- excellent oral communications and active listening skills
- ability to work directly with member of the general public
- ability to keep accurate records
- active listening and critical thinking skills
- ability to execute sales and marketing techniques
- ability to establishing and maintaining interpersonal relationships
- possession of good communication skills[28]

Workers in this occupational group typically work in a professional setting and almost exclusively have contact with members of the general public. Many work in offices, stores and other retail settings and some may spend much of their time traveling to meet with clients. Many in this group often work more than eight hours a day and work evenings and weekends. Several of these occupations have a licensing requirement in the state where employees work.

59% job openings for cashiers
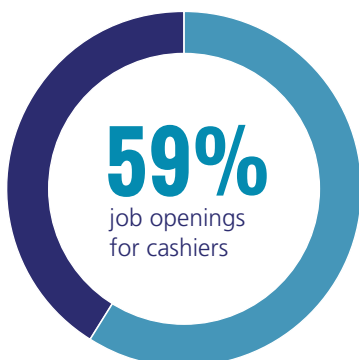
2,899 RETAIL SALES PERSONS

699 SALES REPRESENTATIVES

2,419 CASHIERS

701 WHOLESALE & MANUFACTURING SALES REPRESENTATIVES

Figure 24. Sales and Related Occupations Group, Ranked by Median Hourly Wage

Total Job Openings 2014 – 2019

	Long Beach/ Signal Hill	San Pedro/ Wilmington/ Harbor City	SELACO	Carson	Orange County	Total Job Openings 2014 - 2019	2014 1st Quarter Wages **Median Hourly**	Entry Level Education [26]	On the Job Training
Occupations with Wages above $25.00									
Real Estate Brokers	14	3	18	0	15	49	**$49.92**	HS diploma	None
Sales Engineers	17	4	21	1	7	50	**$46.26**	BA degree	MT OJT
Sales Representatives, Wholesale & Manufacturing, Technical & Scientific Products	61	14	79	5	47	206	**$35.32**	BA degree	MT OJT
Securities, Commodities, and Financial Services Sales Agents	64	15	82	<2>	37	195	**$32.07**	BA degree	MT OJT
First-Line Supervisors of Non-Retail Sales Workers	26	6	34	<9>	18	75	**$29.25**	HS diploma	None
Insurance Sales Agents	44	10	56	3	31	144	**$28.75**	HS diploma	MT OJT
Sales Representatives, Services, All Other	226	52	290	5	127	699	**$26.68**	HS diploma	ST OJT
Advertising Sales Agents	34	8	44	0	19	105	**$26.25**	HS diploma	MT OJT
Sales Representatives, Wholesale & Manufacturing, Except Technical & Scientific Products	206	47	265	6	177	701	**$25.54**	HS diploma	MT OJT

Total Job Openings 2014 – 2019

	Long Beach/ Signal Hill	San Pedro/ Wilmington/ Harbor City	SELACO	Carson	Orange County	Total Job Openings 2014 - 2019	2014 1st Quarter Wages Median Hourly	Entry Level Education 26	On the Job Training
Occupations with Wages $15.00 - $25.00									
Travel Agents	10	2	13	<2>	3	27	**$21.06**	HS diploma	MT OJT
First-Line Supervisors of Retail Sales Workers	210	48	270	<3>	91	639	**$19.26**	HS diploma	None
Real Estate Sales Agents	28	6	36	2	31	103	**$18.40**	HS diploma	LT OJT
Sales & Related Workers, All Other	25	6	32	0	13	76	**$17.19**	< HS diploma	None
Occupations with Wages below $15.00									
Parts Salespersons	36	8	46	2	17	109	**$14.78**	< HS diploma	MT OJT
Counter and Rental Clerks	155	35	199	<3>	60	446	**$12.49**	< HS diploma	ST OJT
Telemarketers	20	5	26	0	12	63	**$11.83**	< HS diploma	ST OJT
Retail Salespersons	953	218	1,225	39	465	2,899	**$10.59**	< HS diploma	ST OJT
Door-to-Door Sales Workers, News & Street Vendors, & Related Workers	2	1	3	0	7	13	**$10.41**	< HS diploma	ST OJT
Cashiers	824	188	1,059	26	322	2,419	**$9.68**	< HS diploma	ST OJT

These five occupational groups are anticipated to provide a substantial number of total job openings during the period 2014 – 2019. Workers competent in these occupations possess the skills needed in the following discussion of priority industries. The occupations provide a wide variety of opportunities including an extensive range of the median hourly wage. The challenge is to obtain the education, training, and skills to obtain and advance into the higher wage levels.

LARGEST EMPLOYER BY CLUSTER - (Figure 25) - *Top 10 industries in each region by highest employment*

Industry Analysis: In examining the broad industry sectors which make up the local regional economies (using the 2-digit codes NAICS[29], comprised of 21 industry groups) the list of the top 10 industry sectors in terms of highest employment for each region are virtually the same, pointing to the regional convergence.

Five sectors: Health Care and Social Assistance, Government, Accommodation and Food Services, Retail Trade, and Manufacturing are common industries, landing among the top five in many of the regions.

Long Beach/Signal Hill, SELACO, and Orange County are especially similar to each other in terms of their regional industry make-up.

The Carson region displays a difference in that Manufacturing is the top industry with 16% of its total employment, compared to a 7-11% range for other regions. At 15% of the regional employment, Administrative Support/Waste Management/Remediation Services is the 2nd largest industry in the Carson region, while in other regions it ranks 5th or lower and comprises a much small percent of a region's total employment.

In San Pedro/Wilmington/Harbor City, Transportation and Warehousing emerges as the top industry, with 21.6% of its regional employment. In just two other regions does this industry penetrate the top 10, ranking 6th or lower, with a share of regional employment not greater than 6.8%. The Government sector ranks lowest regional employment (10th) in the San Pedro/Wilmington/Harbor City region compared to higher rankings, 2nd to 5th, in other regions.

Figure 25. Top 10 Industries in Each Region (2-digit NAICS codes) by Highest Employment (2014)

Rank	Long Beach/ Signal Hill	San Pedro/ Wilmington/ Harbor City	SELACO	Orange Co.	Carson	LA Co.
1	Health Care & Social Assistance 17.2%	Transportation & Warehousing 21.6%	Health Care & Social Assist. 19.3%	Health Care & Social Assist. 12.1%	Manufacturing 16.0%	Health Care & Social Assist. 14.0%
2	Government 13.2%	Health Care & Social Assist. 19.7%	Retail Trade 15.9%	Retail Trade 11.9%	Admin. Support/ Waste Mgmt/ Remediation Svcs 15.0%	Government 11.8%
3	Accommodation & Food Svcs 8.7%	Manufacturing 8.6%	Accommodation & Food Svcs 10.1%	Manufacturing 11.6%	Transportation and Warehousing 12.0%	Retail Trade 9.3%
4	Retail Trade 8.4%	Retail Trade 8.4%	Government 9.8%	Accommodation & Food Svcs 10.3%	Retail Trade 11.0%	Accommodation & Food Svcs 8.1%
5	Manufacturing 7.1%	Other Services (except Public Admin.) 7.2%	Admin. Support/ Waste Mgmt/ Remediation Svcs 7.0%	Government 8.8%	Government 9.0%	Manufacturing 7.6%
6	Transportation & Warehousing 6.8%	Accommodation & Food Svcs 7.1%	Other Services (except Public Admin.) 5.7%	Professional, Scientific, & Technical Svcs 6.6%	Wholesale Trade 8.0%	Professional, Scientific, % Technical Svcs 7.4%
7	Construction 6.6%	Construction 5.9%	Professional, Scientific, & Technical Svcs 4.6%	Construction 6.3%	Health Care and Social Assist. 7.0%	Admin. Support/ Waste Mgmt/ Remediation Svcs 6.6%
8	Admin. Support/ Waste Mgmt/ Remediation Svcs 6.5%	Admin. Support Waste Mgmt/ Remediation Svcs 5.4%	Wholesale Trade 4.6%	Admin. Support/ Waste Mgmt/ Remediation Svcs 6.3%	Accommodation and Food Svcs 6.0%	Other Services (except Public Admin.) 5.5%
9	Other Services (except Public Admin.) 6.2%	Wholesale Trade 5.0%	Manufacturing 4.5%	Other Services (except Public Admin.) 5.1%	Other Services (except Public Admin.) 5.0%	Wholesale Trade 4.8%
10	Specialty Trade Contractors 5.7%	Repair Maintenance 3.3%	Administrative Support Svcs 3.6%	Food Services Drinking Places 4.9%	Professional, Scientific, and Technical Svcs 3.0%	Social Assistance 4.5%

PRIORITY INDUSTRY - (Figure 26) -
Top 10 priority industries by region

In performing a more detailed analysis of industries in the regions, lists of the top 10 priority industries for each region were identified using the 3-digit NAICS codes.

Several metrics were utilized to establish the ranking of these priority industries:

• industry size based on employment

• job creation potential (total job forecast for the five-year projection 2014 – 2019 period)

• relative competiveness (determined by the use of a location quotient[30];) and

• average labor compensation paid within the industry.

The priority industries for each region were ranked based on the combination of these criteria. The result produced the most promising target industries for job retention and industry expansion activities for each region.

A comparison of the lists of the top 10 priority industries for each region indicates:

• Professional, Scientific, & Technical Services, and Ambulatory Health Care Services are top industries for all 5 regions.

• Specialty Trade Contractors is a common priority industry to four regions except SELACO.

• Two wholesaler groups were strong across the five regions. Merchant Wholesalers of Nondurable Goods is a top industry in three regions (San Pedro/Wilmington/Harbor City, SELACO, and Orange County) but absent from the top 10 in the Long Beach/Signal Hill region.

• Another healthcare subsector, Hospitals appeared in three regions (Long Beach/Signal Hill, San Pedro/Wilmington/Harbor City, and SELACO). As such Ambulatory Health Care Services and Hospitals, are among the top priority industries in the Long Beach/Signal Hill, San Pedro/Wilmington/Harbor City, and SELACO regions.

• Local Government is a top priority industry for two regions (Long Beach/Signal Hill and SELACO).

• Manufacturing was included in just two regions (Carson, Petroleum Products Manufacturing, Chemical Manufacturing, and Food Manufacturing; and Computer & Electronic Product Manufacturing in Orange County).

Figure 26. Top 10 Priority Industries by Region
(3-digit NAICS codes, 2014)

Rank	Long Beach/ Signal Hill	San Pedro/ Wilmington/ Harbor City	SELACO	Orange Co.	Carson	LA Co.
1	Support Activities for Transportation	Support Activities for Transportation	Ambulatory Health Care Services	Computer & Electronic Product Manufacturing	Petroleum Products Manufacturing	Motion Picture & Sound Recording Industries
2	Oil & Gas Extraction	Hospitals	Telecommunications	Merchant Wholesalers, Durable Goods	Support Activities for Transportation	Performing Arts, Spectator Sports, & Related Industries
3	Professional, Scientific, & Technical Services	Ambulatory Health Care Services	Hospitals	Ambulatory Health Care Services	Administrative and Support Services	Professional, Scientific, & Technical Services
4	Local Government	Merchant Wholesalers, Nondurable Goods	Merchant Wholesalers, Nondurable Goods	Transportation Equipment Manufacturing	Warehousing and Storage	Local Government
5	Hospitals	Warehousing & Storage	Professional, Scientific, & Technical Services	Professional, Scientific, & Technical Services	Chemical Manufacturing	Merchant Wholesalers, Nondurable Goods
6	Ambulatory Health Care Services	Specialty Trade Contractors	Local Government	Specialty Trade Contractors	Merchant Wholesalers, Durable Goods	Ambulatory Health Care Services
7	Heavy & Civil Engineering Construction	Professional, Scientific, & Technical Services	Motor Vehicle & Parts Dealers	Merchant Wholesalers, Nondurable Goods	Local Government	Support Activities for Transportation
8	Support Activities for Mining	Merchant Wholesalers, Durable Goods	Credit Intermediation & Related Activities	Amusement, Gambling, & Recreation Industries	Food Services and Drinking Places	Educational Services
9	Social Assistance	Petroleum Coal Products Manufacturing	Beverage Tobacco Product Manufacturing	Insurance Carriers Related Activities	Food Manufacturing	Broadcasting (except Internet)
10	Specialty Trade Contractors	Repair Maintenance	Administrative Support Services	Food Services Drinking Places	Social Assistance	Social Assistance

RECONCILING OCCUPATIONAL GROUPS WITH PRIORITY INDUSTRIES

The priority industries for each region were reviewed along with the top occupational groups to determine how they might compliment and support the priority industries. The result produced a promising outlook for industry expansion and job growth throughout the regions.

PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES

The initial priority industry is the Professional, Scientific and Technical Services. This industry was ranked in four regions. It appears as the third priority in Long Beach/Signal Hill; fifth in SELACO and in Orange County, and seventh in San Pedro/Wilmington/Harbor City. This priority listing provides a strong link for industry to develop among the five regions.

This sector is comprised of establishments that specialize in performing professional, scientific, and technical activities for others. These activities require a high degree of expertise and training. The establishments in this sector specialize according to expertise and provide services to clients in a variety of industries and, in some cases, to households. Activities performed include: legal advice and representation; accounting, bookkeeping, and payroll services; architectural, engineering, and specialized design services; computer services; consulting services; research services; advertising services; and photographic services.

The growth of this sector is tied to two occupational groups for growth across the regions previously identified in the occupational growth tables. The occupations in the Business and Financial Operations, and Administrative Support groups are evident within this sector and occupations in these groups have the requisite skills required and needed within the Professional, Scientific and Technical Services industry. As such these groups can support the growth of this priority industry.

AMBULATORY HEALTH CARE SERVICES AND HOSPITALS

Two priority industries are slated for growth across the regions and are closely aligned - Ambulatory Health Care Services, and Hospitals. Ambulatory Health Care Service ranks in the five regions - first in SELACO; third in San Pedro; Wilmington, Harbor City, and Orange County; and sixth in the Long Beach/Signal Hill. The Hospital ranks in three of the regions - second in San Pedro; Wilmington, Harbor City, third in SELACO, and fifth in Long Beach/Signal Hill. These two subsectors, though distinct, are closely aligned and similar in the services they provide.

The ambulatory health care services subsector is part of the health care and social assistance sector and provides health care services directly or indirectly to ambulatory patients and usually do not provide inpatient services. Health practitioners provide outpatient services with the facilities and equipment not usually being the most significant part of the production process. Types of companies are offices of physicians, dentists, chiropractors, optometrists, mental health practitioners, physical, occupational and speech therapists and audiologists, outpatient care centers, medical and diagnostic laboratories.

Comparatively, Hospitals, also a part of the health care and social assistance sector, provide medical, diagnostic, and treatment services that include physician, nursing, and other health services to inpatients and the specialized accommodation services required by inpatients. Hospitals may also provide outpatient services as a secondary activity. These establishments provide inpatient health services, many of which can only be provided using the specialized facilities and equipment that form a significant and integral part of the production process. The Hospitals subsector consists of these industry groups: General Medical and Surgical Hospitals; Psychiatric and Substance Abuse Hospitals; and Specialty Hospitals.

Health Care Practitioners and Technicians, and Food Preparation and Serving, to a lesser extent, provide the occupations and skills needed in these two industries. These occupational groups are directly aligned with these two industry sectors and are projected as growth occupational groups. Occupations in these groups, specifically Health Care Practitioners and Technicians have the specific skills to provide the support to assist in the growth of these industries.

MERCHANT WHOLESALERS, NONDURABLE AND DURABLE GOODS

Merchant Wholesalers of Nondurable Goods ranks as a priority industry in three of the regions – third in SELACO; fourth in San Pedro; Wilmington, Harbor City; and seventh in Orange County. Merchant Wholesalers of Durable Goods ranks as a priority industry in three of the regions – second in Orange County, sixth in Carson, and seventh in San Pedro/Wilmington/Harbor City. These two industries are similar in the products they wholesale and distribute.

Based on growth projection of these two, they provide added linkage among the regions. Merchant Wholesalers of Nondurable Goods subsector sell nondurable goods to other businesses. Nondurable goods are items generally with a normal life expectancy of less than three years. Merchant wholesalers are engaged in wholesaling products, such as paper and paper products, chemicals and chemical products, drugs, textiles and textile products, apparel, footwear, groceries, farm products, petroleum and petroleum products, alcoholic beverages, books, magazines, newspapers, flowers and nursery stock, and tobacco products.

> **Merchant Wholesalers of Nondurable Goods ranks as a priority industry in three of the regions.**

This subsector consists of these industry groups: Paper and Paper Product Merchant Wholesalers; Drugs and Druggists' Sundries Merchant Wholesalers; Apparel, Piece Goods, and Notions Merchant Wholesalers; Grocery and Related Product Wholesalers; Farm Product Raw Material Merchant Wholesalers; Chemical and Allied Products Merchant Wholesalers; Petroleum and Petroleum Products Merchant Wholesalers; and Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers.

Merchant Wholesalers of Durable Goods subsector businesses sell capital or durable goods to other businesses. Durable goods are new or used items generally with a normal life expectancy of three years or more. Durable goods merchant wholesale are engaged in wholesaling products, such as motor vehicles, furniture, construction materials, machinery and equipment (including household-type

appliances), metals and minerals (except petroleum), sporting goods, toys and hobby goods, recyclable materials, and parts. This subsector consists of: Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers; Furniture and Home Furnishing Merchant Wholesalers; Lumber and Other Construction Materials Merchant Wholesalers; Professional and Commercial Equipment and Supplies Merchant Wholesalers; Metal and Mineral (except Petroleum) Merchant Wholesalers; Electrical and Electronic Goods Merchant Wholesalers; Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers; Machinery, Equipment, and Supplies Merchant Wholesalers.

These two priority industries are alike in a variety of ways and are anticipated to grow and they employ an occupational group with requisite skills. The Transportation and Material Moving occupational group contains the types of occupations to support the growth of these two wholesale priority industries. The occupations in this group are projected to grow, as previously discussed, and have the skills needed by the wholesaler industries.

SPECIALTY TRADE CONTRACTORS, AND HEAVY AND CIVIL ENGINEERING CONSTRUCTION

The Specialty Trade Contractors, and Heavy and Civil Engineering Construction industries are subsectors of the construction industry. As such, the two are closely related. Specialty Trade Contractors is a priority industry in three regions – sixth in Orange County and San Pedro/Wilmington/Harbor City; and tenth Long Beach/Signal Hill. Heavy and Civil Engineering Construction is a priority industry in the Long Beach/Signal Hill region.

The Specialty Trade Contractors subsector consists of establishments whose primary activity is performing specific activities (e.g., pouring concrete, site preparation, plumbing, painting, and electrical work) involved in building construction or other activities, but they are not responsible for the entire project. They performed work that may include new construction, additions, alterations, maintenance, and repairs. The work performed is usually subcontracted from general contractors or operative builders, but work also may be done directly for the owner of the property especially in remodeling and repair construction. They usually perform most of their work at the construction site, although they may have shops where they perform prefabrication and other work. This subsector consists of these groups: Foundation, Structure, and Building Exterior Contractors; Building Equipment Contractors; and Building Finishing Contractors.

The Heavy and Civil Engineering Construction subsector is comprised of establishments whose primary activity is the construction of entire engineered projects (e.g., highways and dams), using specialty trade contractors, whose primary activity is the production of a specific component for the projects. Specialty trade contractors in Heavy and Civil Engineering Construction generally are performing activities that are specific to heavy and civil engineering construction projects and are not normally performed on buildings. The Heavy and Civil Engineering Construction subsector consists of these groups: Utility System Construction; Land Subdivision; Highway, Street, and Bridge Construction.

These two construction subsectors are closely related though different in the magnitude of projects. Heavy and Civil Engineering Construction establishments draw upon businesses in the Specialty Trade Contractors subsector to implement their projects. The Construction and Extraction occupational group consists of the specific and trained occupations employed by these two industry subsectors to carry out their work. These occupations have the skills needed in these industries and would help support the growth of these subsectors. In general, a number of priority industries identified for the regions can be supported by the growth occupational groups and provide the skills needed in the industries.

SECTION 7
DETAILED INDUSTRY ANALYSIS

OVERVIEW OF CATEGORY

The Detailed Industry Analysis is a view into the industry size based on employers in the region, and number of individuals employed at the company. Industry growth is typically indicative of improvements in the economy in the community in both the employment and social indicators.

HEALTHCARE PRACTITIONERS AND TECHNICIAN OCCUPATIONS

Healthcare Practitioners and Technician Occupations group, as displayed in Figure 20 is the second fastest growing group at around 10 percent across all regions from 2014 to 2019. It is estimated there are 10,214 firms across the five regions that employ 88,145 of these occupations. Nearly 45 percent of the workers are employed by 87 firms. Close to 10,000 firms employ more than 48,000 of these occupations, which means employees in these occupations work for small and midsized firms. Workers in this occupational group can be found in such places as hospitals, physicians' offices, home healthcare services, and nursing care facilities. Others work in correctional facilities, schools, or serve in the military. Some are self-employed. The following is a list of employers of 100 and more employees.

Long Beach Employers of Healthcare Practitioners and Technician Occupations

Employer	# Employees	Employer	# Employees
Miller Children's Hospital	5,200	Intercommunity Sanitarium	130
Children's Hospital	5,000	Intercommunity Care Center	130
VA Long Beach Health Care Sys	2,500	Memorial Care Heart & Vascular	125
St. Mary's Medical Center	1,400	Haven Health	125
Community Hospital Of Long Beach	400	Los Angeles County Dept. of MH	110
Health Care Partners	375	Royal Care Skilled Nursing Center	105
Elmcrest Heath Care & Rehab	200	Santa Fe Convalescent Hospital	103
Windsor Gardens	200	Windsor Gardens Convalescent	101
Bixby Knolls Towers Health	200	Memorial Healthcare Ipa A Med	100
Talbert Medical Group	200	Broadway By The Sea	100
At Home Care	200	Long Beach Care Center	100
Harbor View Behavioral Health	160	Healthcare Partners	100
Pacific Care Nursing Center	150	Regency Oaks Care Center	100
Village Isa	150	Maritime Medical Clinic	100
Alamitos Belmont Rehab	150	Shoreline Healthcare Center	100
Vista Cove	135	Willow Urgent Care Medical Center	100
Pacific Palms Healthcare	130	Palmcrest Grand Retirement	100
Oxford Health Care	130	Country Villa Belmont Heights	100

SELACO Employers of Healthcare Practitioners and Technician Occupations

Employer	# Employees	Employer	# Employees
Kaiser Permanente Downey Medical Center	3,000	Southland Care Center	180
Orchard Medical	2,000	Downey Regional Medical Center	163
Lakewood Regional Medical Center	600	Downey Community Health Center	150
College Hospital	350	Children's Dental Building	150
Lakewood Park Health Center	300	Bellflower Dental Group	140
Tri-city Regional Medical Center	300	Artesia Christian Home	140
Los Angeles Community Hospital	250	Norwalk Meadows Nursing Center	125
Coast Plaza Doctors Hospital	250	Woodruff Convalescent Center	120
Kaiser Foundation Hospital	200	Downey Care Center	114
Talbert Medical Group	200	Broadway By The Sea	100

San Pedro/Wilmington/Harbor City Employers of Healthcare Practitioners and Technician Occupations

Employer	# Employees	Employer	# Employees
Little Co. Of Mary Medical Center	700	Seacrest Convalescent Hospital	100

Carson Employers of Healthcare Practitioners and Technician Occupations

Employer	# Employees	Employer	# Employees
AmeriCare Ambulance	350	Kaiser Permanente	60
Dominic Home Care Services	90		

Orange County Employers of Healthcare Practitioners and Technician Occupations

Employer	# Employees	Employer	# Employees
Tenet Healthcare	4,000	Chapman Care Center	148
Fountain Valley Regional Hospital	1,700	Orangegrove Rehabilitation Hospital	130
Los Alamitos Medical Center	1,100	Garden Park Care Center	123
Focus Diagnostics Inc.	601	Talbert Medical Group	120
Garden Grove Hospital Med Center	550	Trojan Professional Svc	115
Avida Caregivers Inc.	550	Tien T My Ngo Inc.	100
Huntington Beach Hospital	500	HCR Manor Care	100
La Palma Intercommunity Hospital	480	Huntington Beach Community Clinics	100
Manorcare Health Service	200	Consolidated Medical Bnlyss	100
Kaiser Permanente	200	Alta Garden Care Center	100
Hylond Home	170	Extended Care Hospital	100
Kindred Hospital-Westminster	150	Knott Avenue Care Center Inc.	100
Pacific Haven Healthcare Center	150		

TRANSPORTATION AND MATERIALS MOVING OCCUPATIONS

The **Transportation and Materials Moving Occupations** group, Figure 21, in projected to grow at an average of five percent across all regions, from a low of one percent in Carson to a high of eight percent in Orange County from 2014 to 2019. Workers in the occupational group are employed by freight transportation firms, public and private bus operators, warehouses, waste management companies, automobile dealers, and packing and shipping companies among others. There are about 823 firms that employ 9,377 of these occupations. There are twenty firms with 100 or more employees in these occupations totaling 3,395. The other 801 firms employ approximately 5,981 or 64 percent of these occupations. Across the regions small to midsize firms of less than 100 workers in these occupations are predominant. Following is a list of employers of 100 and more employees.

Long Beach Employers of Transportation and Materials Moving Occupations

Employer	# Employees	Employer	# Employees
K & R Transportation Inc.	300	YRC Freight	120
Jet Blue Airways	300	Mission School Transportation	120
Horizon Coach Lines	200	Con-way Freight	100
Ability/Tri-Modal Transportation Service	200	Cemak Trucking Inc.	100

Carson Employers of Transportation and Materials Moving Occupations

Employer	# Employees	Employer	# Employees
Schneider	564	Shippers Transport Express	100
Mallory Alexander International Logistics	500	Mainfreight USA	100
Durham School Svc	200		

San Pedro/Wilmington/Harbor City Employers of Transportation and Materials Moving Occupations

Employer	# Employees	Employer	# Employees
Pacific Harbor Line Inc.	145	APL Logistics	100
United Industries Corp	130	Estes Express Lines	100
Savage Industries Inc.	100		

SELACO Employers of Transportation and Materials Moving Occupations
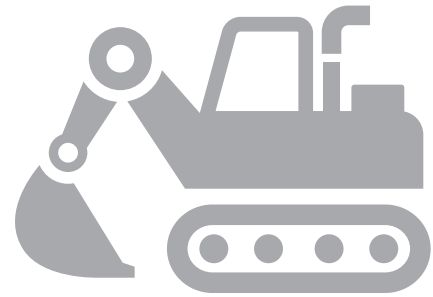
Employer	# Employees
Reddaway	200

Orange County Employers of Transportation and Materials Moving Occupations

Employer	# Employees
Yellow Cab Co	400
Octa	300
Southland Industries	150

CONSTRUCTION AND EXTRACTION OCCUPATIONS

The occupations in the **Construction and Extraction Occupations** group, listed in Figure 22, are projected to grow by an average of near four percent across all regions. Estimates are that 4,214 firms employ 23,011 of these occupations across the five regions. Twenty four firms employ 4,779, 20 percent, of the total of these occupations. The remaining of nearly 4,200 firms employ the other 80 percent of the workers. This would seem to indicate that most are working in small and medium-sized firms. Following is a list of employers of 100 and more employees.

Long Beach Employers of Construction and Extraction Occupations

Employer	# Employees	Employer	# Employees
Jay Buchbinder Industries Inc.	300	Johnson Controls Inc.	150
Bragg Crane Co	200	Veolia Environmental Svc	100
Turelk Diversified Services	200		

SELACO Employers of Construction and Extraction Occupations

Employer	# Employees
Doty Brothers Equipment Co.	300
Kerber Brothers Inc.	200
Richmond Plastering Inc.	100

San Pedro/Wilmington/Harbor City Employers of Construction and Extraction Occupations

Employer	# Employees
Stone Depot USA	100

Carson Employers of Construction and Extraction Occupations

Employer	# Employees
Watson Land Co	100

Orange County Employers of Construction and Extraction Occupations

Employer	# Employees	Employer	# Employees
GGUSD Maintenance	500	Mitsubishi Elevators & Escalators	130
Garden Grove Unified School Dist.	300	Rescue Rooter	120
KDC Systems	150	Community Action Partnership	102
Plumbing Piping & Construction	150	Aire Rite Air Cond-Refrig	100
Limbach Co LLC	150	Fountain Valley School Dist. Maintenance	100
Grani Installation Inc.	135	Artisan Co.	100
R C Wendt Painting Inc.	135		

FOOD PREPARATION AND SERVING RELATED OCCUPATIONS

Food Preparation and Serving Related Occupations, as shown in Figure 23, is the fastest growing occupational group from 2014 to 2019 across the five regions with an average growth rate near 11 percent. Workers in these occupations are employed in restaurants, hotels, quick serve establishments, and other places where food is served, such as cafeterias, grocery stores, hospitals, delis, food trucks, schools, and manufacturing and business operation sites. Following is a list of employers of 100 and more employees. Accommodations, restaurants, and quick serve establishments dominate the list. There are estimated to be 130 businesses (2.7 percent) of the 4,829 with employment of 100 or more. They employ 26,895 (40 percent) of these occupations. Nearly 97 percent of the businesses in the regions employ less than 100 of these occupations within their firm (60 percent). The following is a list of employers of 100 and more employees.

Long Beach Employers of Food Preparation and Serving Related Occupations

Employer	# Employees	Employer	# Employees
McDonalds	674	Courtyard-Downtown	180
Hyatt Regency-Long Beach	450	Taco Bell	180
Jack-in-the-Box	397	Yard House Restaurant	180
Subway	342	Del Taco	177
Westin-Long Beach	300	Denny's	154
Renaissance	280	El Pollo Loco	151
Pizza Hut	231	Claim Jumper Restaurant	150
Carl's Jr.	215	P F Chang's China Bistro	150
Hilton-Long Beach	214	TGI Friday's	150
Marriott	208	Lucille's Smokehouse Bar B Que	140

Long Beach Employers of Food Preparation and Serving Related Occupations *(Cont)*

Employer	# Employees	Employer	# Employees
Burger King	111	Bubba Gump Shrimp Co.	100
Best Western-Golden Sails	110	Crab Pot	100
Little Caesar's	108	Doubletree-Maya	100
Mai Tai Bar	107	Gladstone's	100
KFC	106	Parkers' Lighthouse	100
Domino's Pizza	101	Ruby's	100

SELACO Employers of Food Preparation and Serving Related Occupations

Employer	# Employees	Employer	# Employees
McDonald's	1,033	Buffalo Wild Wings Grill & Bar	150
Jack-in-the-Box	410	Burger King	142
Denny's	398	Black Angus Steakhouse	140
Subway	378	Domino's Pizza	134
Pizza Hut	296	KFC	131
Olive Garden Restaurant	260	Denny's	130
Taco Bell	246	Acapulco Mexican Restaurant	122
BJ's Restaurant & Brewhouse	200	Red Lobster	120
El Pollo- Loco	196	Chili's Grill & Bar	110
Carl's Jr.	185	Hometown Buffet	100
Elephant Bar Restaurant	185	Mimi's Cafe	100
Sheraton	170	Doubletree-Norwalk	100
Del Taco	166	Elephant Bar Restaurant	100
Little Ceasars	161		

San Pedro/Wilmington/Harbor City Employers of Food Preparation and Serving Related Occupations

Employer	# Employees	Employer	# Employees
Catalina Express	300	San Pedro Fish Market	105
Flying Food Group	170	Erharts Catering	100
McDonalds	167	Ports O'Call Restaurant	100
Crowne Plaza-Los Angeles	140	Blu Restaurant & Lounge At	100
Doubletree	114	Subway	100

Carson Employers of Food Preparation and Serving Related Occupations

Employer	# Employees	Employer	# Employees
McDonald's	195	Starbucks	119
Jack in the Box	144	Doubletree	100
Olive Garden Italian Restaurant	120		

Orange County Employers of Food Preparation and Serving Related Occupations

Employer	# Employees	Employer	# Employees
McDonald's	1,045	El Pollo Loco	279
Carl's Jr.	538	Chili's Grill & Bar	275
Subway	503	Olive Garden Italian Restaurant	270
Pizza Hut	420	Claim Jumper Restaurant	260
Taco Bell	414	Knott's Berry Farm Restaurant Hotel	250
Jack in the Box	407	Cheesecake Factory	238
Hyatt Regency	401	Wyndham-Anaheim Garden Grove	219
Hyatt Regency-Orange County	350	Katella Deli-restaurant-bakery	201
Waterfront Beach Resort	350	Duke's	200
BJ's Restaurants Inc.	335	Pirates Dinner Adventure	200
Marie Calendar's	315	Marriott-Anaheim	200
Mrs. Knott's Chicken Dinner	300	Buffalo Wild Wings Grill & Bar	200
Denny's	295	Wendy's	193

Orange County Employers of Food Preparation and Serving Related Occupations *(Cont)*

Employer	# Employees	Employer	# Employees
El Torito Mexican Grill	191	Little Caesar's	127
Mimi's Cafe	190	Chuck E. Cheese	122
Coco's	184	John's Incredible Pizza Co	120
IHOP	182	BJ's Restaurant & Brewhouse	120
Burger King	176	Buco di Beppo	118
Hyatt	174	Souplantation	116
Red Lobster	170	Panda Express	107
Sheraton	170	Rubio's Fresh Mexican	101
Chipotle	168	Kojis's Japan	100
TGI Fridays	162	Romano's Macaroni Grill	100
Outback Steak House	158	Sandy's	100
Sizzler	151	Embassy Suites-Anaheim South	100
Real Mex Restaurants Inc.	150	Ra Sushi Bar Restaurant	100
Johnny Rocket's	143	Radisson-Buena Park	100
Original Fish Co	140	Lee's Sandwiches	100
Holiday Inn	140	Black Angus Steakhouse	100
KFC	128		

SALES AND RELATED OCCUPATIONS

The average new growth rate is across all regions for the **Sales and Related Occupations** group, Figure 24, is around 4%.The detailed occupations within the group are estimated to have 9,262 total job openings in the 2014- 2019 time frame. Across the five regions it is estimated there are 10,094 firms that have Sales and Related Occupations among their 117,012 employees. Two percent of the firms, 219, have Sales and Related Occupations among their 54,835 employees or 47 percent of the employment. The remaining 53 percent of these occupations is spread across nearly 9,800 employers having less the 100 employees.

Long Beach Sales and Related Occupations

Employer	# Employees	Employer	# Employees
Target	715	Cal Worthington Ford	150
Ralphs	512	Lowe's Home Improvement	150
Century 21	473	Northgate Market	150
Vons	460	Sears	150
Lakeshore Learning Store	400	Winco Foods	150
Goodwill	373	Walgreens	141
Walmart Supercenter	350	Coldwell Banker	140
Keller Williams Realty	302	Long Beach BMW	140
Food For Less	288	Lowe's Home Improvement	140
Home Depot	266	Rite Aid	137
Caruso Ford	250	Chemoil Marine Terminal	125
Costco	250	Van's Gifts	125
Laserfiche	250	Big Saver Foods	120
Trader Joe's	210	CVS Pharmacy	120
Action Real Estate School	200	Mercedes Benz Of Long Beach	120
Coastco Real Estate	200	First American Team Realty	107
Rossmoor Realtors	200	Boulevard Buick GMC	103
Sam's Club	200	American Lending	102
Sunland Shutter	200	Compulink Management Center Inc.	101
Albertsons	170	Apriso	100
Ross Dress for Less	164	Best Buy	100
7-Eleven Stores	160	Hooman Nissan Of Long Beach	100
Lazy Acres Markets	160	Whole Foods Market	100
Pavilions	160	Win Chevrolet Inc.	100
Stater Bros Markets	160		

SELACO Employers of Sales and Related Occupations

Employer	# Employees	Employer	# Employees
Follett Higher Education Group	1,200	Vons	182
Conant Auto Retail Group	900	GAP Stores	180
Macy's	876	Best Buy	160
Walmart Stores	810	Buy America Real Estate	150
Century 21 Offices	725	Hollister Co	150
Auto Glass USA	700	Pavilions	150
Target	680	Penske Buick GMC Of Cerritos	150
Berkshire Hathaway Home Services California Properties	560	Penske Toyota	150
Costco	550	7-Eleven	138
JC Penney	530	Coldwell Banker Stores	130
Home Depot	500	United California Corp	130
Norm Reeves Honda Superstore	500	Cerritos Dodge Inc.	129
Nordstrom	350	TJ Maxx	122
Ralphs	350	Lowe's Home Improvement	120
Central Refill Pharmaceuticals	300	Bath & Body Works	108
Luxury Pre-owned Motor Cars	300	Finish Line Stores	105
Rockview Dairies Inc.	300	Albertsons	101
CVS Stores	245	Best Buy	100
Stater Bros Markets	220	C 21 Classic Estates	100
Walgreens	208	C-21 A Better Svc Realty	100
Albertsons	200	Cerritos Acura	100
Cerritos Ford	200	Honda World Downey	100
Cerritos Hyundai	200	Hunter Douglas Window Decor	100
Cerritos Nissan	200	Magnolia Home Theater	100
Kohl's	200	Norwalk Toyota	100
Ross Dress for Less	200		
Kmart	190	Prudential Real Estate	100
Lexus Of Cerritos	185		

San Pedro/Wilmington/Harbor City Employers of Sales and Related Occupations

Employer	# Employees	Employer	# Employees
Albertsons	200	Ralphs	112
Vons	175	Drive Time	100
Home Depot	160	G S Roofing Products	100
Simpson Firesuit Factory	150	Kaiser Permanente Pharmacy	100
Target	150	Sav-On Pharmacy	100
Ticktocker Thrift Shop	150		

Carson Employers of Sales and Related Occupations

Employer	# Employees	Employer	# Employees
Kmart Supercenter	350	Home Depot	200
Car Pros Kia Of Carson	300	Tabletops Unlimited Inc.	200
Ikea	300	JC Penney	180
Target	255	Carson Toyota	150
Monogram Systems	250		

Orange County Employers of Sales and Related Occupations

Employer	# Employees	Employer	# Employees
Quiksilver Eyeware USA	2,000	Arrowhead Products	500
Target	1,525	Nutrilite Products Inc.	500
Home Depot	1,240	Quiksilver	500
Storcase Technology	1,000	Vons	450
Costco	930	First Team Real Estate	430
Albertsons	810	Sam's Club	410
JC Penney Distribution Center	750	DC Shoes Inc.	400
Walmart	660	Yamaha Motor Corp USA	400
Stater Bros Markets	645	Century 21	350
Arrowhead Products	600	Walgreens	349
Ralphs	600	Realty One Group	315

Orange County Employers of Sales and Related Occupations *(Cont)*

Employer	# Employees	Employer	# Employees
Kohl's	530	Fry's Electronics	300
Living Spaces Furniture	300	Affliction Inc.	150
Macy's	300	Arcadia	150
Siemens Plm Software	300	Classic Industries	150
Ross Dress for Less	290	Dean Foods	150
Coldwell Banker	280	Ken Grody Ford	150
Walmart Neighborhood Stores	280	Showcase Chevrolet Inc.	140
3 Day Blinds	250	Burlington Coat Factory	130
Pavilions	250	Mcmahon's RV	130
Vans Inc.	247	Old Navy	125
Abetterhome.com	200	Lexus Of Westminister	123
Best Buy	200	Buena Park Honda	120
Fresh Food Concepts Inc.	200	Driessen Manufacturing Inc.	120
Magnolia Home Theater	200	Shelly BMW	120
Primal Elements	200	Westminster Super Store LLC	120
Sears	200	AM/PM	118
Arco	193	Nissan Of Buena Park Inc.	115
Tawa Supermarket Inc.	180	Abc Supermarket	110
Trader Joe's	179	Auto Zone	110
JC Penney Stores	175	Frieda's Inc.	105
Keller Williams Realty	170	Ganahl Lumber Co	104
Marshall's	170	Petco	104
Petsmart	167	A Dong Supermarket	101
Staples	164	Custom Building Products	101
Elmore Toyota	160	America Realty & Investment	100
Lowe's Home Improvement	160	Auto Nation Scion Buena Park	100
Rite Aid	160	Car Max Auto Superstore	100
Honda World	155	Food 4 Less	100

Orange County Employers of Sales and Related Occupations *(Cont)*

Employer	# Employees	Employer	# Employees
Northgate Market	155	Hampton Lumber Sales	100
Huntington Beach Ford	100	Teletrac Inc.	100
Nationwide Real Estate Execs	100	Toyo Tire North America Mfg.	100
Scion Place	100	Toyota Place	100
Star Real Estate	100	Valu Soft Cosmi	100
Sunopta Fruit Group Inc.	100	Volkswagen Of Garden Grove	100
Surf City Nissan	100	West Coast Clinical Trials Inc.	100
Teacher Created Materials	100	Xtreme Couture Inc.	100

END NOTES

[1]In 1998, Congress passed the Workforce Investment Act (WIA), the largest single source of federal funding for workforce development activities. WIA established a universal access system of one-stop career centers, which provide access to training and employment services for a range of workers, including low-income adults, low-income youth and dislocated workers. On July 22, 2014, the Workforce Innovation and Opportunity Act (WIOA) was signed into law, reauthorizing WIA for six years, from 2015 through 2020.

[2]Gateway Cities - Cities of Long Beach, Signal Hill and Carson

[3]South Bay - Cities of San Pedro, Wilmington, and Harbor City

[4]SELACO - Cities of Artesia, Bellflower, Cerritos, Downey, Hawaiian Gardens, Lakewood, and Norwalk

[5]Orange County - Cities in Orange County (Buena Park, La Palma, Cypress, Los Alamitos, Seal Beach, Huntington Beach, Westminster, Garden Grove, Fountain Valley, Rossmoor, Stanton)

[6]Race is a social definition used in the United States as a means of self-identification. This social construct of race does not incorporate biology, anthropology or genetics into its definition. There are seven racial categories used by the U.S. Census Bureau: White, Black or African-American, American Indian or Alaska Native, Asian, Native Hawaiian or Other Pacific Islander, Two or More Races, and Some Other Race.

Ethnicity is a shared cultural identity related to origin and considers such things as heritage, lineage, nationality, and ancestral country of birth. Individuals who identify as being of Hispanic origin can self-identify as any race. There is widespread confusion over the distinction between race and ethnicity. Some Census respondents who identify as of Hispanic Origin do not identify with the listed racial categories. Therefore, they may opt to select Some Other Race, which results in an overstatement of this particular classification. LAEDC, Industry and Labor Market Intelligence for Los Angeles County, April 2013

[7]LAEDC, Industry and Labor Market Intelligence for Los Angeles County, April 2013

[8]United Nation's Concise Report On Integrating Population Issues into Sustainable Development, 2015

[9] LAEDC, Industry and Labor Market Intelligence for Los Angeles County, 2013

[10]LAEDC, Industry and Labor Market Intelligence for Los Angeles County, 2013

[11]Sonoma County Economic and Demographic Profile2014, Center of Economic Development, California State University, Chico

12LAEDC, Industry and Labor Market Intelligence for Los Angeles County, 2013

[13]Sonoma County Economic and Demographic Profile2014, Center of Economic Development, California State University, Chico

[14]Sonoma County Economic and Demographic Profile2014, Center of Economic Development, California State University, Chico

[15]LAEDC, Industry and Labor Market Intelligence for Los Angeles County, 2013

[16]LAEDC, Industry and Labor Market Intelligence for Los Angeles County, 2013

[17]LAEDC, Industry and Labor Market Intelligence for Los Angeles County, 2013

[18]LAEDC, Industry and Labor Market Intelligence for Los Angeles County, 2013

[19]Various Occupational Outlook Reports for San Diego County, 2000 – 2010.

[20]ONET Online U.S. Department of Labor

21Various Occupational Outlook Reports for San Diego County, 2000 – 2010.

[22]ONET Online U.S. Department of Labor

[23]Various Occupational Outlook Reports for San Diego County, 2000 – 2010.

[24]ONET Online U.S. Department of Labor

[25]ONET Online U.S. Department of Labor

[26]Education: levels of education typically needed for entry into an occupation are classified as follows: Doctoral or professional degree: degree awarded usually for at least 3 years of full-time academic work beyond a bachelor's degree; Master's degree: degree awarded usually for 1 or 2 years of full-time academic study beyond a bachelor's degree; Bachelor's degree: degree awarded usually for at least 4 years of full-time academic study beyond high school; Associate's degree: degree awarded usually for at least 2 years of full-time academic study beyond high school; Postsecondary non-degree award: usually a certificate or other award that is not a degree. Certifications issued by professional organizations or certifying bodies are not included in this category. Programs may last only a few weeks to 2 years. Some college, no degree: a high school diploma or the equivalent, plus the completion of one or more postsecondary courses that did not result in any degree or award; High school diploma or equivalent: the completion of high school or the equivalent resulting in the award of a high school diploma or the equivalent, such as the General Education Development (GED) credential; Less than high school: the completion of any level of primary or secondary education that did not result in the awarding of a high school diploma or the equivalent. U.S. Department of Labor, Bureau of Labor Statistics. Training Levels: ST OJT, Short Term On-The-Job Training, 30 days or less; MT OJT, Moderate Term On-The-Job Training, 1 month to 12 months; LT OJT, Long Term On-The-Job Training, more than 12 months; HS diploma, High School diploma; < HS diploma, less than High School diploma, U.S. Department of Labor, Bureau of Labor Statistics.

[27]Various Occupational Outlook Reports for San Diego County, 2000 – 2010.

[28]ONET Online U.S. Department of Labor

[29]North American Industry Classification System (NAICS) is the standard used by Federal statistical agencies in the USA, Canada and Mexico to classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the business economy.

[30]An industry with a presence in a region that is larger (as a percentage of total employment in the region) than its presence in the state would indicate that the region has a concentration of the industry and is considered as having a competitive advantage and thus may have the potential for higher employment creation.

Such relative concentration is measured by location quotients. A location quotient for an industry in a region shows the percentage of total employment in an industry as compared to the industry percentage employment in California. For example, if 4 percent of employment in a region is in the motion picture industry, while across the state only 1 percent is employed in the motion picture industry, then the location quotient for the motion picture industry in the region is 4. This means that the region is relatively more specialized in motion pictures than the state as a whole. A location quotient of 1 would indicate that the region's industry concentration is identical to that of the state.