

ADVANCED MANUFACTURING

IMPERIAL COUNTY

FAST FACTS*



1,530
people employed



\$52,386
average earnings per job



55
businesses

DID YOU KNOW?

- The Advanced Manufacturing sector includes industries such as **aerospace, maritime, clean technology, biomedical devices and products, pharmaceuticals, sporting goods, beverage and precision manufacturing.**
- **57%** of students who graduated from the San-Diego Imperial community colleges' Advanced Manufacturing programs in 2016 were employed after a year of exiting post-secondary education.
- Most employers have difficulty finding qualified candidates for **production workers, computer numerically controlled machine tool programmers, mechanical engineers and machinists.**
- Because **Advanced Manufacturers are small, specialized firms**, employers invest significant resources in training their workforce and providing personnel opportunities for job growth.

Source: San Diego-Imperial Center of Excellence for Labor Market Research & Cal-PASS Plus LaunchBoard

TOP JOBS THAT ARE ATTAINABLE WITH A COMMUNITY COLLEGE EDUCATION*

What jobs require a high school diploma + postsecondary training (e.g., certificate)?

How much will I earn per hour?

 Entry-Level
25th percentile  Median
50th percentile  Experienced
75th percentile

Maintenance and Repair Workers, General	\$15	\$19	\$24
Computer-Controlled Machine Tool Operators, Metal and Plastic	\$16	\$22	\$27
Machinists	\$16	\$22	\$28
Industrial Machinery Mechanics	\$22	\$27	\$31
Structural Iron and Steel Workers	\$22	\$32	\$41

What jobs require an associate degree or higher?

Civil Engineering Technicians	\$18	\$25	\$30
Mechanical Drafters	\$23	\$28	\$36
Computer Network Support Specialists	\$26	\$33	\$39
Electrical and Electronics Engineering Technicians	\$25	\$32	\$40

*Fast facts and labor market data for 2017. Source: EMSI. Data set 2018.04

SAMPLE OF LOCAL EMPLOYERS

DanoneWave
Helena Chemical Company
Coca-Cola Bottling Co.

Empire Cat
United States Gypsum (USG)
Corporation

Barbachano International
Spreckels Sugar



ADVANCED TRANSPORTATION AND LOGISTICS

IMPERIAL COUNTY

FAST FACTS*

 **2,196**
people employed

 **\$44,321**
average earnings per job

 **140**
businesses

DID YOU KNOW?

- The Advanced Transportation and Logistics sector includes **road, marine, air and rail transport**.
- To reduce CO2 emissions and meet transportation needs of a growing global population, public transit increasingly uses **new technologies** such as smart ticketing systems, electric/hybrid buses, high-speed rails, and driverless shuttles.
- **Freight, transportation, delivery, and port operations** are the largest industries within the Advanced Transportation sector in California. Most jobs in Advanced Transportation are concentrated in Southern California.
- **59%** of San Diego-Imperial community college students who completed Advanced Transportation and Logistics programs in 2016 attained a living wage.

Sources: San Diego-Imperial Center of Excellence for Labor Market Research, marketresearch.com & Cal-PASS Plus LaunchBoard

TOP JOBS THAT ARE ATTAINABLE WITH A COMMUNITY COLLEGE EDUCATION*

What jobs require a high school diploma + postsecondary training (e.g., certificate)?

How much will I earn per hour?

● Entry-Level 25th percentile ● Median 50th percentile ● Experienced 75th percentile

Job Title	Entry-Level (25th percentile)	Median (50th percentile)	Experienced (75th percentile)
Automotive Service Technicians and Mechanics	\$12	\$17	\$26
Aircraft Structure, Surfaces, Rigging, and Systems Assemblers	\$15	\$19	\$26
Production, Planning, and Expediting Clerks	\$18	\$23	\$29
Aircraft Mechanics and Service Technicians	\$26	\$30	\$35

What jobs require an associate degree or higher?

Job Title	Entry-Level (25th percentile)	Median (50th percentile)	Experienced (75th percentile)
Mechanical Engineering Technicians	\$21	\$28	\$35
Electrical and Electronics Engineering Technicians	\$25	\$32	\$40
Logisticians	\$33	\$41	\$48
Aerospace Engineers	\$42	\$52	\$62

*Fast facts and labor market data for 2017 based on the region's top export industries. Source: EMSI. Data set 2018.04

SAMPLE OF LOCAL EMPLOYERS

United Parcel Service of America, Inc.
Eagle Pride Transportation
YRC Freight

Southland Cooling
Central Transport
Grupo Logistics Warehouse



AGRICULTURE, WATER AND ENVIRONMENTAL TECHNOLOGIES

IMPERIAL COUNTY

FAST FACTS*

 **13,859**
people employed

 **\$39,791**
average earnings per job

 **359**
businesses

DID YOU KNOW?

- In 2016, Imperial County ranked **#9 out of 58** California counties with a gross value of agricultural production at **\$2,063,214,000**.
- **83%** of students who graduated from the San Diego-Imperial community colleges' Water and Wastewater Technology and Environmental Technology programs in 2016 attained living wages.
- Due to a shortage of agricultural workers in recent years, adoption of new technologies and processes have never been more prevalent on local farms. Many growers have large machine shops on their properties to fabricate and repair mechanical field equipment. Demand for occupations related to the **fabrication and repair of mechanized equipment** is expected to rise.
- According to the 2016-2017 review of the 2016 Ag Statistics by CDFA, Imperial County was the **sole producer of sugar beets; #1 producer of alfalfa hay, onions, wheat, sweet corn, alfalfa seed, and Sudan hay**.

Source: San Diego-Imperial Center of Excellence for Labor Market Research, Imperial County Agricultural Commissioner & Cal-PASS Plus LaunchBoard

TOP JOBS THAT ARE ATTAINABLE WITH A COMMUNITY COLLEGE EDUCATION*

What jobs require a high school diploma + postsecondary training (e.g., certificate)?

How much will I earn per hour?

 Entry-Level
25th percentile  Median
50th percentile  Experienced
75th percentile

Farmers, Ranchers, and Other Agricultural Managers	\$11	\$14	\$33
First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers	\$14	\$17	\$24
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	\$19	\$27	\$40
Water and Wastewater Treatment Plant and System Operators	\$26	\$32	\$41

What jobs require an associate degree or higher?

Agricultural and Food Science Technicians	\$17	\$20	\$24
Environmental Science and Protection Technicians	\$19	\$23	\$29
Environmental Engineering Technicians	\$23	\$30	\$41
Sales Managers	\$33	\$52	\$80

*Fast facts and labor market data for 2017. Source: EMSI. Data set 2018.04

SAMPLE OF LOCAL EMPLOYERS

Wildlife & Fisheries Sciences
Grimmway Farms
Asa Braga Ranch

Imperial Wastewater Plant
El Centro Wastewater Treatment
Tom's Hay Farm



BUSINESS AND ENTREPRENEURSHIP

IMPERIAL COUNTY

FAST FACTS*

 **5,017**
people employed

 **\$40,281**
average earnings per job

 **513**
businesses

DID YOU KNOW?

- Across California, the largest specific industries for small business owners are: **Professional, Technical, and Scientific services** followed by **personal and laundry services** then **specialty trade contractors**.
- Entrepreneurs reported the following skills to be most useful when starting a business: **social media, marketing, accounting, Information Technology (IT), and employee recruiting**.
- Business owners ranked previous **work experience, critical thinking and problem solving** to be the most important traits for new hires.
- More than **1,800** San Diego-Imperial community college students who exited a Business and Entrepreneurship program experienced a **37% increase** in earnings.

Source: San Diego-Imperial Center of Excellence for Labor Market Research, Doing What Matters & Cal-PASS Plus LaunchBoard

TOP JOBS THAT ARE ATTAINABLE WITH A COMMUNITY COLLEGE EDUCATION*

What jobs require a high school diploma + postsecondary training (e.g., certificate)?

How much will I earn per hour?

 Entry-Level
25th percentile  Median
50th percentile  Experienced
75th percentile

Customer Service Representatives	\$14	\$18	\$22
Secretaries and Administrative Assistants	\$16	\$19	\$24
Sales Representatives, Services	\$18	\$25	\$37
Supervisors of Office and Administrative Support Workers	\$22	\$27	\$34
Claims Adjusters, Examiners, and Investigators	\$24	\$30	\$38

What jobs require an associate degree or higher?

Human Resources Assistants, Except Payroll and Timekeeping	\$18	\$21	\$24
Credit Counselors	\$19	\$23	\$28
Market Research Analysts and Marketing Specialists	\$22	\$30	\$42
General and Operations Managers	\$33	\$51	\$79

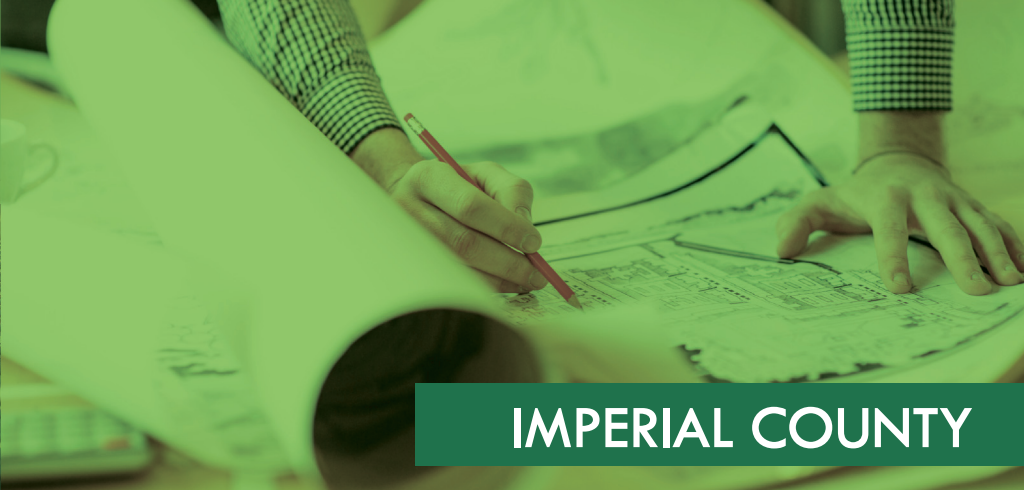
*Fast facts and labor market data for 2017 based on NAICS 52-56. Source: EMSI. Data set 2018.04

SAMPLE OF LOCAL EMPLOYERS

Wells Fargo
First Foundation Bank
Zurich Insurance

Stewart Title Guaranty Company
Nationwide Insurance
El Centro Chamber of Commerce





ENERGY, CONSTRUCTION AND UTILITIES

IMPERIAL COUNTY

FAST FACTS*

2,337
people employed

\$60,166
average earnings per job

219
businesses

DID YOU KNOW?

- Imperial County is one of seven counties developing the **Desert Renewable Energy Conservation Plan (DRECP)**, which provides conservation of desert ecosystems while increasing renewable energy projects for the region.
- The majority of “clean energy” companies specialize in **energy efficiency for buildings** and **renewable energies** such as solar power.
- More than **75%** of students who graduated from the San Diego-Imperial community colleges’ Energy, Construction and Utilities programs in 2016 attained living wages.
- This sector is a great fit for job seekers interested in the **environment and working with their hands**.
- For job seekers looking to become more competitive in the sector, obtaining a **professional licensure** validates the skills that they possess to employers.

Source: San Diego-Imperial Center of Excellence for Labor Market Research, California Energy Commission, and Imperial Valley Press.

TOP JOBS THAT ARE ATTAINABLE WITH A COMMUNITY COLLEGE EDUCATION*

What jobs require a high school diploma + postsecondary training (e.g., certificate)?

How much will I earn per hour?
● Entry-Level (25th percentile) ● Median (50th percentile) ● Experienced (75th percentile)

Carpenters	\$14	\$19	\$28
Plumbers and Pipefitters	\$18	\$24	\$29
Electricians	\$19	\$28	\$39
Construction and Building Inspectors	\$26	\$35	\$44
First-Line Supervisors of Construction Trades and Extraction Workers	\$26	\$35	\$45

What jobs require an associate degree or higher?

Civil Engineering Technicians	\$18	\$25	\$30
Architectural and Civil Drafters	\$25	\$28	\$35
Electrical and Electronics Drafters	\$25	\$29	\$33
Electrical and Electronics Engineering Technicians	\$25	\$32	\$40

*Fast facts and labor market data for 2017. Source: EMSI. Data set 2018.04

SAMPLE OF LOCAL EMPLOYERS

Imperial Irrigation District
Rain for Rent
Granite Construction Company

Roto-Rooter
Erickson Hall Construction Company
MidAmerican Renewables



**SAN DIEGO & IMPERIAL COUNTIES
COMMUNITY COLLEGES**

Visit CareerEd.org to find community college programs in Energy, Construction and Utilities.

GLOBAL TRADE

IMPERIAL COUNTY

FAST FACTS*

 **4,931**
people employed

 **\$58,358**
average earnings per job

 **160**
businesses

DID YOU KNOW?

- In 2017, **U.S. goods and services trade with Mexico** amounted to approximately **\$616.6 billion**, with \$276.2 billion in exports and \$340.3 billion in imports.
- Exports from San Diego and Imperial Counties increased nearly every year since 2009. In 2016, exports from San Diego County and Imperial County totaled **\$18.1 billion** and **\$4.8**, respectively.
- **Computer and Electronic Product Manufacturing** was the largest export industry in 2016 for both counties, comprising **74.1% of Imperial County's total exports** and **16.5% of San Diego County's total exports**.
- **79%** of San Diego-Imperial community college students who completed Global Trade programs in 2016 attained a living wage.

Source: Office of the United States Trade Representative, International Trade Administration, San Diego-Imperial Center of Excellence for Labor Market Research & Cal-PASS Plus LaunchBoard

TOP JOBS THAT ARE ATTAINABLE WITH A COMMUNITY COLLEGE EDUCATION*

What jobs require a high school diploma + postsecondary training (e.g., certificate)?

How much will I earn per hour?

 Entry-Level
25th percentile  Median
50th percentile  Experienced
75th percentile

Job Title	Entry-Level (25th percentile)	Median (50th percentile)	Experienced (75th percentile)
Shipping, Receiving, and Traffic Clerks	\$13	\$16	\$19
Order Clerks	\$14	\$18	\$23
Cargo and Freight Agents	\$15	\$20	\$24
Production, Planning, and Expediting Clerks	\$18	\$23	\$29
Transportation, Storage, and Distribution Managers	\$34	\$41	\$58

What jobs require an associate degree or higher?

Job Title	Entry-Level (25th percentile)	Median (50th percentile)	Experienced (75th percentile)
Cost Estimators	\$25	\$31	\$42
Buyers and Purchasing Agents	\$24	\$31	\$41
Business Operations Specialists	\$27	\$37	\$50
Logisticians	\$33	\$41	\$48

*Fast facts and labor market data for 2017 based on the region's top export industries. Source: EMSI. Data set 2018.04

SAMPLE OF LOCAL EMPLOYERS

Empire Cat
Mitsubishi Digital Electronics
Bayer Corporation

Rockwell Collins Incorporated
Lockheed Martin Corporation



HEALTH CARE

IMPERIAL COUNTY

FAST FACTS*

 **2,442**
people employed

 **\$57,279**
average earnings per job

 **192**
businesses

DID YOU KNOW?

- Health Care is considered **“recession-proof”** because employment increased during the 2007-2009 recession when most sectors experienced job decline.
- Health Care occupations are great for individuals interested in **learning on the job**. Health Care professionals need to regularly develop their technical skills as new research and technology change the field.
- Job seekers interested in a Health Care career would benefit from **interning or volunteering at Health Care facilities**. Employers prefer candidates with **prior work experience** and report that to be the number one reason why they have difficulty in hiring qualified candidates.
- When selecting a Health Care training program, be sure to research the **necessary clinical hours** for the profession. Occupations such as Registered Nurses require clinical training hours for students to become fully certified.

Source: San Diego-Imperial Center of Excellence for Labor Market Research & San Diego Workforce Partnership

TOP JOBS THAT ARE ATTAINABLE WITH A COMMUNITY COLLEGE EDUCATION*

What jobs require a high school diploma + postsecondary training (e.g., certificate)?

How much will I earn per hour?

● Entry-Level 25th percentile ● Median 50th percentile ● Experienced 75th percentile

Job Title	Entry-Level (25th percentile)	Median (50th percentile)	Experienced (75th percentile)
Medical Assistants	\$15	\$17	\$20
Medical Secretaries	\$15	\$19	\$23
Dental Assistants	\$16	\$18	\$21
Medical Records & Health Information Technicians	\$17	\$22	\$27
Licensed Practical & Licensed Vocational Nurses	\$22	\$26	\$29

What jobs require an associate degree or higher?

Job Title	Entry-Level (25th percentile)	Median (50th percentile)	Experienced (75th percentile)
Physical Therapist Assistants	\$22	\$27	\$34
Respiratory Therapists	\$33	\$38	\$45
Registered Nurses	\$37	\$45	\$53
Dental Hygienists	\$41	\$45	\$49

*Fast facts and labor market data for 2017. Source: EMSI. Data set 2018.04

SAMPLE OF LOCAL EMPLOYERS

El Centro Regional Medical Center
Fresenius Medical Care
Western Dental Services

Clinicas De Salud Del Pueblo
California Prison Health Care System



ICT AND DIGITAL MEDIA

IMPERIAL COUNTY

FAST FACTS*

 **733**
people employed

 **\$51,636**
average earnings per job

 **89**
businesses

DID YOU KNOW?

- ICT workers develop new innovative products and services that **improve productivity** of firms across all industries. ICT companies include those in **telecommunications, web development, data analytics, cybersecurity, video game development, and computer software**.
- ICT and Digital Media employers place significant value in **industry certifications and/or portfolios of previous work**. Industry-based certifications are offered by the companies who developed the software, such as Microsoft, Cisco or CompTIA. Certificates are awarded based on completion of coursework and typically require a set number of instructional hours.
- ICT companies can range from **small, innovative startup companies** with less than 5 employees to **large, global corporations** with more than 1,000 employees.
- **63%** of students who graduated from the San Diego-Imperial community colleges' ICT and Digital Media programs in 2016 were employed after a year of exiting post-secondary education.

Source: San Diego-Imperial Center of Excellence for Labor Market Research & San Diego Workforce Partnership

TOP JOBS THAT ARE ATTAINABLE WITH A COMMUNITY COLLEGE EDUCATION*

What jobs require a high school diploma + postsecondary training (e.g., certificate)?

How much will I earn per hour?

 Entry-Level
25th percentile  Median
50th percentile  Experienced
75th percentile

Receptionists and Information Clerks

\$13 — \$15 — \$18

Photographers

\$15 — \$17 — \$19

Audio and Video Equipment Technicians

\$16 — \$20 — \$26

Computer User Support Specialists

\$22 — \$27 — \$33

What jobs require an associate degree or higher?

Desktop Publishers

\$15 — \$25 — \$33

Web Developers

\$16 — \$21 — \$34

Graphic Designers

\$18 — \$21 — \$26

Computer Network Support Specialists

\$26 — \$33 — \$39

*Fast facts and labor market data for 2017. Source: EMSI. Data set 2018.04

SAMPLE OF LOCAL EMPLOYERS

Entravision Communications
Imperial Valley Press
Geek Squad

T-Mobile
Time Warner Cable



LIFE SCIENCES AND BIOTECHNOLOGY

IMPERIAL COUNTY

FAST FACTS*

 **654**
people employed

 **\$61,904**
average earnings per job

 **51**
businesses

DID YOU KNOW?

- Life Sciences and Biotechnology is a sector that exists at the crossroads of **innovative scientific research and the dynamic market economy**. It is comprised of professional, scientific and technical industries that involve the **scientific study of living organisms**.
- Life Sciences is considered **“recession-proof”** because employment increased during the 2007-2009 recession when most sectors experienced job decline.
- **63%** of students who graduated from the San Diego-Imperial community colleges’ Life Sciences – Biotechnology programs in 2016 were employed after a year of exiting post-secondary education.
- Individuals who are able to obtain employment in this industry are typically rewarded with **high-paying, challenging positions** that provide considerable advancement opportunities.

Source: San Diego-Imperial Center of Excellence for Labor Market Research, California Biotechnology Foundation & San Diego Workforce Partnership

TOP JOBS THAT ARE ATTAINABLE WITH A COMMUNITY COLLEGE EDUCATION*

What jobs require a high school diploma + postsecondary training (e.g., certificate)?

How much will I earn per hour?

● Entry-Level 25th percentile ● Median 50th percentile ● Experienced 75th percentile

Chemical Equipment Operators and Tenders

\$13 — \$19 — \$27

Medical Appliance Technicians

\$13 — \$19 — \$29

Inspectors, Testers, Sorters, Samplers, and Weighers

\$15 — \$19 — \$25

Chemical Plant and System Operators

\$23 — \$29 — \$36

What jobs require an associate degree or higher?

Chemical Technicians

\$17 — \$23 — \$31

Medical Equipment Repairers

\$18 — \$24 — \$33

Biological Technicians

\$20 — \$24 — \$30

Clinical Laboratory Technologists and Technicians

\$24 — \$37 — \$49

*Fast facts and labor market data for 2017. Source: EMSI. Data set 2018.04

SAMPLE OF LOCAL EMPLOYERS

Animal and Plant Health Inspection Service
Synthetic Genomics
BHE Renewables

Food Drug Administration
Broma Applicators

