

Napa County Top 75 In-Demand Occupations



2008-2018

Higher Skill Occupations	Code/ Link to O*NET	2008 Jobs	2018 Jobs	# Change	% Change	Replace. Openings	Total Jobs	Median Annual Earnings	Primary Sectors
Accountants and Auditors	13-2011	450	520	70	15.6	80	150	\$71,429	All sectors
Elementary School Teachers, Except Special Education	25-2021	1240	1430	190	15.3	280	470	\$72,929	Local Gov/Ed; Ed Svs (Pvt)
Financial Managers	11-3031	290	330	40	13.8	50	90	\$116,580	All sectors
Graphic Designers	27-1024	80	100	20	25.0	30	50	\$48,871	Prof & Bus Svs; Mfg; Info Svs
Industrial Production Managers	11-3051	160	180	20	12.5	60	80	\$103,924	Prof & Bus Svs; Mfg; Ag
Management Analysts	13-1111	230	270	40	17.4	40	80	\$73,346	Prof & Bus Svs; Gov; F&I; Whls; Mfg
Middle School Teachers, Except Special and Vocational Education	25-2022	550	630	80	14.5	130	210	\$77,242	Local Gov/Ed; Ed Svs (Pvt)
Sales Managers	11-2022	300	370	70	23.3	60	130	\$106,045	Prof & Bus Svs; Retail; Whls; F&I; Info
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	41-4011	190	220	30	15.8	40	70	\$73,856	Prof & Bus Svs; Whls; Info; Mfg; Retail
Secondary School Teachers, Except Special and Vocational Education	25-2031	460	500	40	8.7	140	180	\$76,981	Local Gov/Ed; Ed Svs (Pvt)

Middle Skill Occupations	Code/ Link to O*NET	2008 Jobs	2018 Jobs	# Change	% Change	Replace. Openings	Total Jobs	Median Annual Earnings	Primary Sectors
Automotive Service Technicians and Mechanics	49-3023	290	330	40	13.8	60	100	\$49,836	Other Svs; Retail; Gov; Whls
Carpenters	47-2031	1180	1290	110	9.3	150	260	\$52,164	Const; Prof & Bus Svs (Empl Svs)
Dental Assistants	31-9091	200	230	30	15.0	40	70	\$43,031	Healthcare
Executive Secretaries and Administrative Assistants	43-6011	1070	1160	90	8.4	140	230	\$45,495	All sectors
Farmers and Ranchers	11-9012	2250	2310	60	2.7	140	200	no data	Ag
First-Line Supervisors/Managers of Construction Trades and Extraction Workers	47-1011	470	500	30	6.4	90	120	\$70,309	Const (& Mining)
First-Line Supervisors/Managers of Farming, Fishing, and Forestry Workers	45-1011	320	370	50	15.6	80	130	\$45,710	Ag; State Gov
First-Line Supervisors/Managers of Food Preparation and Serving Workers	35-1012	350	420	70	20.0	30	100	\$36,617	L&H; Local Gov/Ed; Ed Svs (Pvt); Retail (Food); Healthcare
First-Line Supervisors/Managers of Landscaping, Lawn Service, and Groundskeeping Workers	37-1012	260	300	40	15.4	30	70	\$37,647	Prof & Bus Svs (Landscaping Svs); Local Gov/Ed; Ed Svs (Pvt)
First-Line Supervisors/Managers of Office and Administrative Support Workers	43-1011	760	880	120	15.8	170	290	\$56,842	All sectors
First-Line Supervisors/Managers of Retail Sales Workers	41-1011	950	1100	150	15.8	200	350	\$40,687	Retail
Food Service Managers	11-9051	260	310	50	19.2	50	100	\$57,446	L&H; Local Gov/Ed; Ed Svs (Pvt); Retail (Food); Healthcare

General and Operations Managers	11-1021	1230	1270	40	3.3	360	400	\$115,782	All sectors
Licensed Practical and Licensed Vocational Nurses	29-2061	260	300	40	15.4	80	120	\$50,309	Healthcare; Prof & Bus Svs (Empl Svs); State Gov
Massage Therapists	31-9011	730	890	160	21.9	100	260	\$33,287	Other Svs; Healthcare; L&H
Medical Assistants	31-9092	390	500	110	28.2	40	150	\$36,108	Healthcare
Pharmacy Technicians	29-2052	70	100	30	42.9	20	50	\$37,120	Retail (Pharmacies); Healthcare (Hospital Pharmacies)
Purchasing Agents, Except Wholesale, Retail, and Farm Products	13-1023	110	140	30	27.3	30	60	\$51,606	Gov; Prof & Bus Svs
Registered Nurses	29-1111	1070	1320	250	23.4	190	440	\$83,985	Healthcare; Prof & Bus Svs (Empl Svs); State/Local Gov
Self-Enrichment Education Teachers	25-3021	100	130	30	30.0	20	50	\$57,418	Ed Svs (Pvt); Other Svs; Local Gov; L&H; Healthcare
Truck Drivers, Heavy and Tractor-Trailer	53-3032	470	560	90	19.1	80	170	\$40,408	TW&U; Whls; Mfg; Const
Water and Liquid Waste Treatment Plant and System Operators	51-8031	290	320	30	10.3	60	90	\$60,334	Local Gov; TW&U (Water Co)
Welders, Cutters, Solderers, and Brazers	51-4121	230	260	30	13.0	70	100	\$36,974	Mfg; Other Svs
Agricultural Equipment Operators	45-2091	340	370	30	8.8	90	120	\$28,704	Ag

Lower Skill Occupations	Code/ Link to O*NET	2008 Jobs	2018 Jobs	# Change	% Change	Replace. Openings	Total Jobs	Median Annual Earnings	Primary Sectors
Amusement and Recreation Attendants	39-3091	440	510	70	15.9	230	300	\$22,309	Local Gov; L&H
Bartenders	35-3011	290	340	50	17.2	100	150	\$20,261	L&H; Other Svs (Clubs)
Bookkeeping, Accounting, and Auditing Clerks	43-3031	1140	1250	110	9.6	140	250	\$42,201	All sectors
Cashiers	41-2011	1370	1540	170	12.4	610	780	\$22,287	Retail; L&H; Prof & Bus Svs
Child Care Workers	39-9011	430	500	70	16.3	130	200	\$26,090	Self-empl (Lic Childcare Providers); Healthcare (Childcare Svs); Ed Svs (Pvt); L&H
Cleaners of Vehicles and Equipment	53-7061	120	150	30	25.0	40	70	\$20,375	Other Svs (Auto Svs); Retail (Car Dealers & Car Washes); Prof & Bus Svs (Car Rental Svs); Mfg; Local Gov
Combined Food Preparation and Serving Workers, Including Fast Food	35-3021	1130	1430	300	26.5	240	540	\$19,478	L&H; Local Gov/Ed; Ed Svs (Pvt); Retail (Food)
Cooks, Fast Food	35-2011	210	250	40	19.0	50	90	\$19,094	L&H
Cooks, Restaurant	35-2014	690	840	150	21.7	180	330	\$29,625	L&H
Customer Service Representatives	43-4051	540	690	150	27.8	170	320	\$38,066	Prof & Bus Svs; F&I; Retail; Info

Demonstrators and Product Promoters	41-9011	510	550	40	7.8	150	190	\$28,033	Prof & Bus Svs (Advertising/ PR Svs & Empl Svs); Retail; Mfg
Dining Room and Cafeteria Attendants and Bartender Helpers	35-9011	510	600	90	17.6	220	310	\$18,837	L&H; Local Gov/Ed; Healthcare (Care Facilities)
Dishwashers	35-9021	530	650	120	22.6	220	340	\$19,785	L&H; Healthcare (Care Facilities)
Farmworkers and Laborers, Crop, Nursery, and Greenhouse	45-2092	3860	4280	420	10.9	1040	1460	\$23,462	Ag; Whls
Fitness Trainers and Aerobics Instructors	39-9031	190	230	40	21.1	40	80	\$40,628	L&H (Fitness Ctrs)
Food Preparation Workers	35-2021	570	640	70	12.3	200	270	\$23,941	L&H; Retail (Food); Ed Svs (Pvt); Healthcare; Local Gov/Ed
Home Health Aides	31-1011	270	370	100	37.0	30	130	\$26,122	Healthcare (Home Health, Residential Care & Nursing Svs); Prof & Bus Svs (Empl Svs)
Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	35-9031	180	210	30	16.7	120	150	\$21,586	L&H
Hotel, Motel, and Resort Desk Clerks	43-4081	280	360	80	28.6	100	180	\$24,785	L&H
Industrial Truck and Tractor Operators	53-7051	500	560	60	12.0	150	210	\$35,257	TW&U; Retail; Prof & Bus

									Svs (Empl Svs); Mfg; Whls
Insurance Sales Agents	41-3021	160	190	30	18.8	40	70	\$60,224	F&I
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	37-2011	1310	1410	100	7.6	250	350	\$27,924	All sectors
Laborers and Freight, Stock, and Material Movers, Hand	53-7062	930	1000	70	7.5	300	370	\$28,946	Prof & Bus Svs; TW&U; Retail
Landscaping and Groundskeeping Workers	37-3011	1450	1740	290	20.0	170	460	\$28,210	Prof & Bus Svs (Landscaping & Prop Mgmt Svs); Local Gov/Ed; Ed Svs (Pvt)
Maids and Housekeeping Cleaners	37-2012	1020	1190	170	16.7	180	350	\$20,582	Other Svs (Pvt Households & Empl Svs); Healthcare; L&H
Maintenance and Repair Workers, General	49-9042	950	1100	150	15.8	150	300	\$45,351	Prof & Bus Svs (Prop Mgmt & Empl Svs); Local Gov/Ed; Healthcare; State Gov
Medical Secretaries	43-6013	350	400	50	14.3	50	100	\$39,457	Healthcare
Mixing and Blending Machine Setters, Operators, and Tenders	51-9023	130	160	30	23.1	20	50	\$37,105	Mfg
Office Clerks, General	43-9061	1110	1230	120	10.8	150	270	\$30,644	All sectors
Packaging and Filling Machine Operators and Tenders	51-9111	1200	1410	210	17.5	200	410	\$30,537	Mfg
Personal and Home Care Aides	39-9021	710	1060	350	49.3	90	440	\$26,759	Healthcare (Svs to People Who Are

									Elderly or Have Disabilities, Home Health & Residential Care Svcs); Other Svcs (Pvt Households & Empl Svcs)
Receptionists and Information Clerks	43-4171	390	430	40	10.3	100	140	\$31,198	Healthcare; Other Svcs; Prof & Bus Svcs (Empl, Veterinary & Legal Svcs); Local Gov; L&H (Fitness Ctrs)
Retail Salespersons	41-2031	2620	3250	630	24.0	730	1360	\$23,486	Retail
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	41-4012	870	990	120	13.8	200	320	\$77,334	Whls; Prof & Bus Svcs; Mfg
Security Guards	33-9032	260	290	30	11.5	50	80	\$36,107	Prof & Bus Svcs (Security Svcs); All Sectors
Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders	51-9012	1260	1610	350	27.8	110	460	\$49,305	Mfg
Stock Clerks and Order Fillers	43-5081	680	820	140	20.6	160	300	\$23,685	Retail; TW&U
Teacher Assistants	25-9041	520	560	40	7.7	110	150	\$32,685	Local Gov/Ed; Ed Svcs (Pvt)
Tellers	43-3071	300	340	40	13.3	120	160	\$27,540	F&I
Truck Drivers, Light or Delivery Services	53-3033	340	380	40	11.8	60	100	\$24,895	TW&U; Retail
Waiters and Waitresses	35-3031	1620	1910	290	17.9	890	1180	\$19,412	L&H

How the Top 75 In-Demand Occupations Were Selected

The Labor Market Information Division of the California Employment Development Department develops occupational employment projections every two years. The projections *estimate* the number of jobs (current and projected) for several hundred occupations. To select In-Demand Occupations, the occupations are assigned numeric values based on how they rank in three categories:

1. # Change (Numeric change in jobs from 2008 to 2018) – i.e. “Most New Jobs”
2. % Change (Percent change in jobs from 2008 to 2018) – i.e. “Fastest Growing Jobs”
3. Replacement Openings – i.e. “Job Openings Expected Due to Workers Retiring or Leaving the Occupation”

The 75 occupations with the highest values are then identified as the Top 75 In-Demand Occupations.

For our purposes, Higher Skill Occupations are those that require a Bachelor’s degree or higher. Middle Skill Occupations are those that require at least 1 year of post-secondary education, training or experience-related skill development (but less than a Bachelor’s degree). Lower Skill Occupations are those that require less than 1 year of post-secondary education, training or experience-related skill development.

PRIMARY INDUSTRY SECTORS	ABBREVIATION USED
Agriculture (also Forestry, Fishing & Hunting)	Ag
Construction (also Mining & Logging)	Const
Manufacturing - Nondurable Goods	Mfg
Manufacturing - Durable Goods	Mfg
Wholesale Trade	Whls
Retail Trade	Retail
Transportation, Warehousing & Utilities	TW&U
Information	Info
Finance & Insurance	F&I
Professional & Business Services	Prof & Bus Svs
Educational Services (Private)	Ed Svs (Pvt)
Health Care & Social Assistance	Healthcare
Leisure & Hospitality	L&H
Other Services (Repair/Maintenance & Personal Services)	Other Svs
Federal Government	Fed Gov
State Government	State Gov
Public Education (COE & K-12 School Districts)	Local Gov/Ed
Local Government (Excluding Education)	Local Gov

*Note: The four sectors **in bold** indicate the four Priority Industry Sectors for Napa County.*