

Occupation Overview

Emsi Q1 2017 Data Set

March 2017

Western Technical College



400 Seventh Street
La Crosse, Wisconsin 54601
608.785.9200

Parameters

Occupations

31 items selected. See Appendix A for details.

Regions

Code	Description
55011	Buffalo County, WI
55023	Crawford County, WI
55053	Jackson County, WI
55057	Juneau County, WI
55063	La Crosse County, WI
55081	Monroe County, WI
55121	Trempealeau County, WI
55123	Vernon County, WI

Timeframe

2018 - 2022

Datarun

2017.1 – Employees

Business Management 2015 (AED) in Western Technical College District

SOC	Description	2018 Jobs	2022 Jobs	2018 - 2022 Change	2018 - 2022 % Change	2018 - 2022 Openings	Annual Openings	Median Hourly Earnings
11-1021	General and Operations Managers	1,621	1,720	99	6%	270	68	\$33.69
11-2011	Advertising and Promotions Managers	<10	<10	Insf. Data	Insf. Data	<10	Insf. Data	Insf. Data
11-2021	Marketing Managers	85	91	6	7%	15	4	\$37.29
11-2022	Sales Managers	263	277	14	5%	40	10	\$37.57
11-2031	Public Relations and Fundraising Managers	19	20	1	5%	<10	Insf. Data	\$34.97
11-3011	Administrative Services Managers	168	178	10	6%	23	6	\$36.61
11-3051	Industrial Production Managers	233	250	17	7%	45	11	\$40.61
11-3061	Purchasing Managers	55	59	4	7%	<10	Insf. Data	\$35.90
11-3071	Transportation, Storage, and Distribution Managers	139	145	6	4%	20	5	\$31.29
11-9071	Gaming Managers	<10	<10	Insf. Data	Insf. Data	0	0	Insf. Data
11-9081	Lodging Managers	42	42	0	0%	<10	Insf. Data	\$22.85
11-9111	Medical and Health Services Managers	416	425	9	2%	53	13	\$35.37
11-9141	Property, Real Estate, and Community Association Managers	59	62	3	5%	<10	Insf. Data	\$20.64
11-9151	Social and Community Service Managers	209	213	4	2%	29	7	\$30.83
11-9199	Managers, All Other	328	338	10	3%	40	10	\$29.16
13-1021	Buyers and Purchasing Agents, Farm Products	15	16	1	7%	<10	Insf. Data	\$22.43

13-1022	Wholesale and Retail Buyers, Except Farm Products	100	105	5	5%	18	5	\$22.20
13-1023	Purchasing Agents, Except Wholesale, Retail, and Farm Products	327	340	13	4%	50	13	\$24.34
13-1071	Human Resources Specialists	515	523	8	2%	59	15	\$22.84
13-1075	Labor Relations Specialists	57	44	(13)	(23%)	<10	Insf. Data	\$10.15
13-1121	Meeting, Convention, and Event Planners	32	34	2	6%	<10	Insf. Data	\$16.54
13-1199	Business Operations Specialists, All Other	565	587	22	4%	49	12	\$26.68
35-1012	First-Line Supervisors of Food Preparation and Serving Workers	687	696	9	1%	95	24	\$11.75
37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	121	122	1	1%	<10	Insf. Data	\$18.89
37-1012	First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers	34	35	1	3%	<10	Insf. Data	\$23.20
39-1021	First-Line Supervisors of Personal Service Workers	235	244	9	4%	28	7	\$15.95
41-1011	First-Line Supervisors of Retail Sales Workers	906	946	40	4%	124	31	\$16.40
41-1012	First-Line Supervisors of Non-Retail Sales Workers	226	235	9	4%	20	5	\$30.59

43-1011	First-Line Supervisors of Office and Administrative Support Workers	1,228	1,289	61	5%	139	35	\$21.85
43-4051	Customer Service Representatives	2,155	2,204	49	2%	266	67	\$14.33
51-1011	First-Line Supervisors of Production and Operating Workers	1,160	1,243	83	7%	160	40	\$23.92
		12,009	12,496	487	4%	1,595	399	\$23.54

Occupation Summary for Business Management 2015 (AED)

11,594	4.1%	\$23.54/hr
Jobs (2016)	% Change (2018-2022)	Median Hourly Earnings
18% below National average	Nation: 4.1%	Nation: \$30.23/hr

Growth

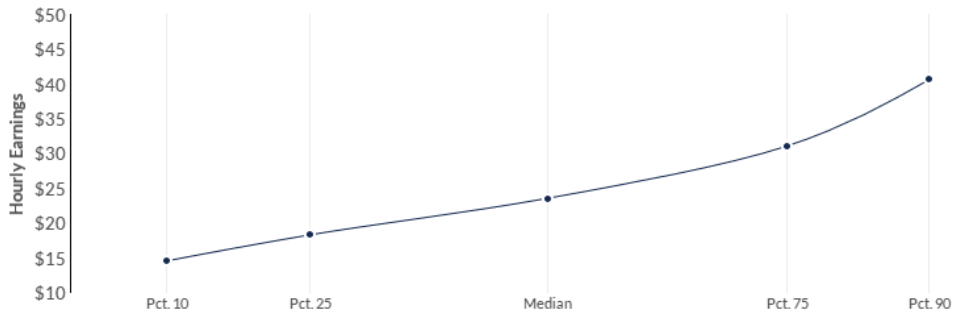
12,009 2018 Jobs	12,496 2022 Jobs	487 Change (2018-2022)	4.1% % Change (2018-2022)
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Occupation	2018 Jobs	2022 Jobs	Change	% Change
General and Operations Managers (11-1021)	1,621	1,720	99	6%
Advertising and Promotions Managers (11-2011)	9	9	0	0%
Marketing Managers (11-2021)	85	91	6	7%
Sales Managers (11-2022)	263	277	14	5%
Public Relations and Fundraising Managers (11-2031)	19	20	1	5%
Administrative Services Managers (11-3011)	168	178	10	6%
Industrial Production Managers (11-3051)	233	250	17	7%
Purchasing Managers (11-3061)	55	59	4	7%
Transportation, Storage, and Distribution Managers (11-3071)	139	145	6	4%
Gaming Managers (11-9071)	1	1	0	0%
Lodging Managers (11-9081)	42	42	0	0%
Medical and Health Services Managers (11-9111)	416	425	9	2%
Property, Real Estate, and Community Association Managers (11-9141)	59	62	3	5%
Social and Community Service Managers (11-9151)	209	213	4	2%
Managers, All Other (11-9199)	328	338	10	3%
Buyers and Purchasing Agents, Farm Products (13-1021)	15	16	1	7%

Occupation	2018 Jobs	2022 Jobs	Change	% Change
Wholesale and Retail Buyers, Except Farm Products (13-1022)	100	105	5	5%
Purchasing Agents, Except Wholesale, Retail, and Farm Products (13-1023)	327	340	13	4%
Human Resources Specialists (13-1071)	515	523	8	2%
Labor Relations Specialists (13-1075)	57	44	-13	-23%
Meeting, Convention, and Event Planners (13-1121)	32	34	2	6%
Business Operations Specialists, All Other (13-1199)	565	587	22	4%
First-Line Supervisors of Food Preparation and Serving Workers (35-1012)	687	696	9	1%
First-Line Supervisors of Housekeeping and Janitorial Workers (37-1011)	121	122	1	1%
First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers (37-1012)	34	35	1	3%
First-Line Supervisors of Personal Service Workers (39-1021)	235	244	9	4%
First-Line Supervisors of Retail Sales Workers (41-1011)	906	946	40	4%
First-Line Supervisors of Non-Retail Sales Workers (41-1012)	226	235	9	4%
First-Line Supervisors of Office and Administrative Support Workers (43-1011)	1,228	1,289	61	5%
Customer Service Representatives (43-4051)	2,155	2,204	49	2%
First-Line Supervisors of Production and Operating Workers (51-1011)	1,160	1,243	83	7%

Percentile Earnings

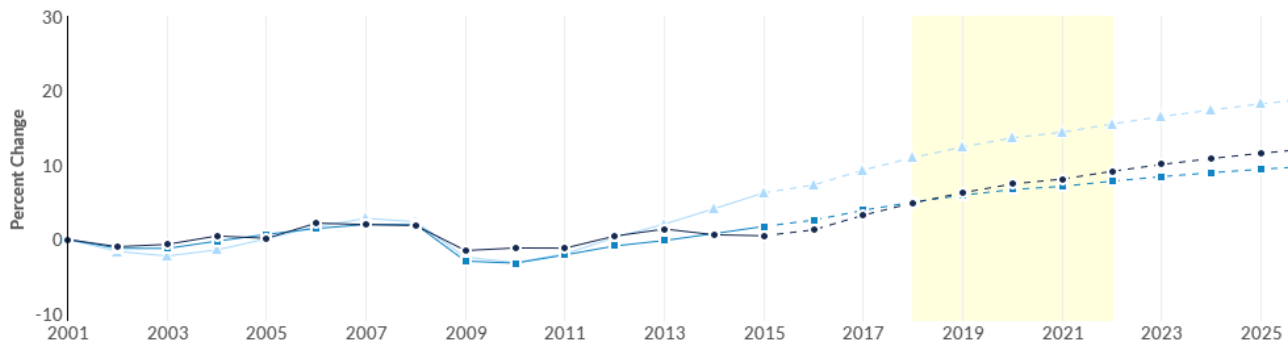
\$18.25/hr 25th Percentile Earnings	\$23.54/hr Median Earnings	\$31.03/hr 75th Percentile Earnings
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Occupation	25th Percentile Earnings	Median Earnings	75th Percentile Earnings
General and Operations Managers (11-1021)	\$23.16	\$33.69	\$51.63
Advertising and Promotions Managers (11-2011)	\$33.06	\$37.99	\$44.32
Marketing Managers (11-2021)	\$30.28	\$37.29	\$48.53
Sales Managers (11-2022)	\$31.21	\$37.57	\$51.53
Public Relations and Fundraising Managers (11-2031)	\$26.60	\$34.97	\$46.26
Administrative Services Managers (11-3011)	\$29.24	\$36.61	\$46.29
Industrial Production Managers (11-3051)	\$32.60	\$40.61	\$54.89
Purchasing Managers (11-3061)	\$28.24	\$35.90	\$44.07
Transportation, Storage, and Distribution Managers (11-3071)	\$23.70	\$31.29	\$47.31
Gaming Managers (11-9071)	\$26.89	\$26.89	\$26.89
Lodging Managers (11-9081)	\$16.81	\$22.85	\$26.92
Medical and Health Services Managers (11-9111)	\$28.68	\$35.37	\$44.88
Property, Real Estate, and Community Association Managers (11-9141)	\$16.86	\$20.64	\$28.59
Social and Community Service Managers (11-9151)	\$24.42	\$30.83	\$37.52
Managers, All Other (11-9199)	\$22.27	\$29.16	\$38.41
Buyers and Purchasing Agents,	\$17.80	\$22.43	\$26.66

Occupation	25th Percentile Earnings	Median Earnings	75th Percentile Earnings
Farm Products (13-1021)			
Wholesale and Retail Buyers, Except Farm Products (13-1022)	\$16.88	\$22.20	\$29.53
Purchasing Agents, Except Wholesale, Retail, and Farm Products (13-1023)	\$19.28	\$24.34	\$29.17
Human Resources Specialists (13-1071)	\$17.64	\$22.84	\$29.13
Labor Relations Specialists (13-1075)	\$8.53	\$10.15	\$15.64
Meeting, Convention, and Event Planners (13-1121)	\$12.74	\$16.54	\$21.03
Business Operations Specialists, All Other (13-1199)	\$21.89	\$26.68	\$31.94
First-Line Supervisors of Food Preparation and Serving Workers (35-1012)	\$9.62	\$11.75	\$15.30
First-Line Supervisors of Housekeeping and Janitorial Workers (37-1011)	\$15.14	\$18.89	\$23.12
First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers (37-1012)	\$18.05	\$23.20	\$28.86
First-Line Supervisors of Personal Service Workers (39-1021)	\$13.20	\$15.95	\$19.47
First-Line Supervisors of Retail Sales Workers (41-1011)	\$13.14	\$16.40	\$20.43
First-Line Supervisors of Non-Retail Sales Workers (41-1012)	\$22.35	\$30.59	\$41.24
First-Line Supervisors of Office and Administrative Support Workers (43-1011)	\$16.83	\$21.85	\$27.47
Customer Service Representatives (43-4051)	\$11.43	\$14.33	\$17.65
First-Line Supervisors of Production and Operating Workers (51-1011)	\$19.51	\$23.92	\$29.79

Regional Trends



	Region	2018 Jobs	2022 Jobs	Change	% Change
●	Region	12,009	12,496	487	4.1%
●	State	278,981	286,445	7,464	2.7%
●	Nation	14,740,035	15,339,748	599,713	4.1%








Regional Breakdown

County	2022 Jobs
La Crosse County, WI	6,277
Monroe County, WI	1,783
Trempealeau County, WI	1,391
Juneau County, WI	736
Crawford County, WI	735








Occupation Gender Breakdown

Gender	2016 Jobs	2016 Percent
● Males	5,626	48.5%
● Females	5,969	51.5%

Occupation Age Breakdown

	Age	2016 Jobs	2016 Percent
●	14-18	78	0.7% 
●	19-24	815	7.0% 
●	25-34	2,463	21.2% 
●	35-44	2,521	21.7% 
●	45-54	3,009	26.0% 
●	55-64	2,286	19.7% 
●	65+	421	3.6% 

Occupation Race/Ethnicity Breakdown

	Race/Ethnicity	2016 Jobs	2016 Percent
●	White	10,871	93.8% 
●	Hispanic or Latino	230	2.0% 
●	Black or African American	189	1.6% 
●	Asian	185	1.6% 
●	Two or More Races	68	0.6% 
●	American Indian or Alaska Native	50	0.4% 
●	Native Hawaiian or Other Pacific Islander	2	0.0% 

Occupational Programs

25 Programs (2015)		648 Completions (2015)	391 Openings (2015)
CIP Code	Program	Completions (2015)	
52.0201	Business Administration and Management, General	230	
52.1401	Marketing/Marketing Management, General	118	
52.0207	Customer Service Management	77	
51.2208	Community Health and Preventive Medicine	55	
52.0204	Office Management and Supervision	49	

Industries Employing Business Management 2015 (AED)

Industry	Occupation Group Jobs in Industry (2016)	% of Occupation Group in Industry (2016)	% of Total Jobs in Industry (2016)
Corporate, Subsidiary, and Regional Managing Offices	559	4.8%	24.9%
Local Government, Excluding Education and Hospitals	507	4.4%	6.1%
Federal Government, Civilian, Excluding Postal Service	494	4.3%	15.7%
General Medical and Surgical Hospitals	424	3.7%	4.4%
Upholstered Household Furniture Manufacturing	406	3.5%	10.4%

Appendix A - Occupations

Code	Description
11-1021	General and Operations Managers
11-2011	Advertising and Promotions Managers
11-2021	Marketing Managers
11-2022	Sales Managers
11-2031	Public Relations and Fundraising Managers
11-3011	Administrative Services Managers
11-3051	Industrial Production Managers
11-3061	Purchasing Managers
11-3071	Transportation, Storage, and Distribution Managers
11-9071	Gaming Managers
11-9081	Lodging Managers
11-9111	Medical and Health Services Managers
11-9141	Property, Real Estate, and Community Association Managers
11-9151	Social and Community Service Managers
11-9199	Managers, All Other
13-1021	Buyers and Purchasing Agents, Farm Products

Code	Description
13-1022	Wholesale and Retail Buyers, Except Farm Products
13-1023	Purchasing Agents, Except Wholesale, Retail, and Farm Products
13-1071	Human Resources Specialists
13-1075	Labor Relations Specialists
13-1121	Meeting, Convention, and Event Planners
13-1199	Business Operations Specialists, All Other
35-1012	First-Line Supervisors of Food Preparation and Serving Workers
37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers
37-1012	First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers
39-1021	First-Line Supervisors of Personal Service Workers
41-1011	First-Line Supervisors of Retail Sales Workers
41-1012	First-Line Supervisors of Non-Retail Sales Workers
43-1011	First-Line Supervisors of Office and Administrative Support Workers
43-4051	Customer Service Representatives
51-1011	First-Line Supervisors of Production and Operating Workers

Appendix B - Data Sources and Calculations

Location Quotient

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

Occupation Data

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

Completers Data

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

Institution Data

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

State Data Sources

This report uses state data from the following agencies: Illinois Department of Employment Security, Employment Projections; Iowa Workforce Development; Michigan Department of Labor and Economic Growth, Bureau of Labor Market Information and Strategic Initiatives; Minnesota Department of Employment and Economic Development; Wisconsin Department of Workforce Development, Bureau of Workforce Information