

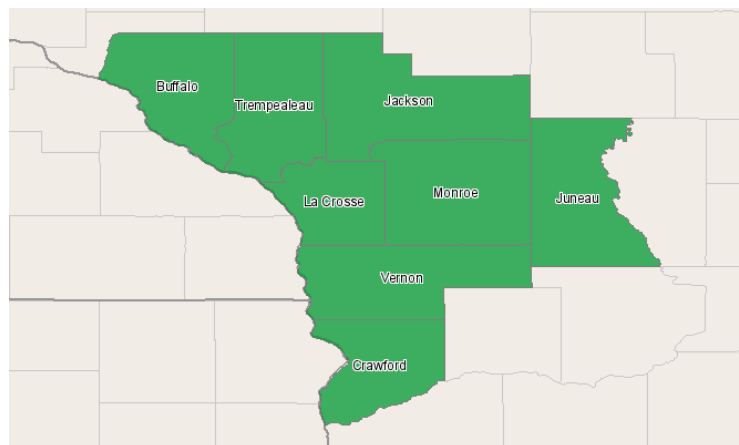
Western Technical College



400 Seventh Street
La Crosse, Wisconsin 54601
608.785.9200

Finance Program Occupation Report April 26, 2012

Western Technical College District



Region Info

Name: Western Technical College District

Description: Western district counties

County Areas: Buffalo, Wisconsin (55011), Crawford, Wisconsin (55023), Jackson, Wisconsin (55053), Juneau, Wisconsin (55057), La Crosse, Wisconsin (55063), Monroe, Wisconsin (55081), Trempealeau, Wisconsin (55121), Vernon, Wisconsin (55123)

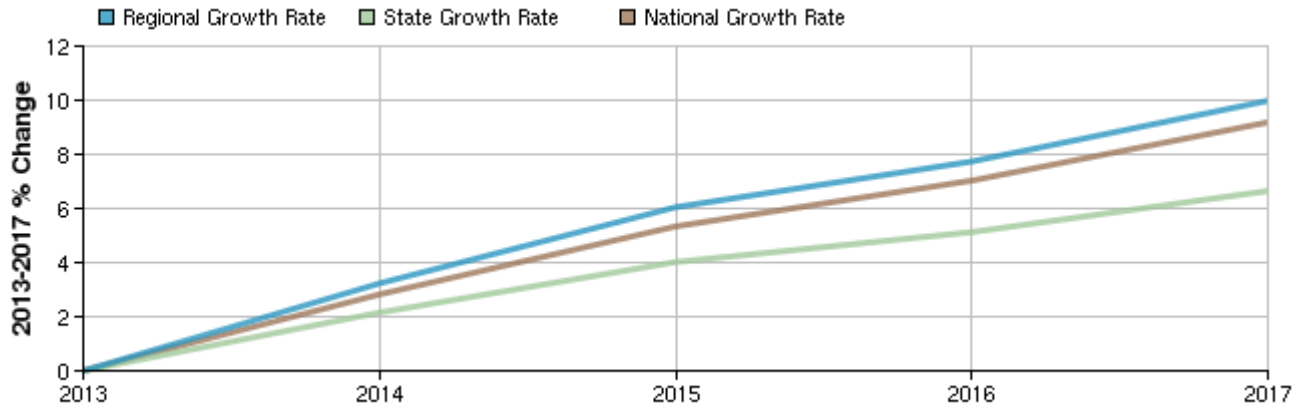
Selected Occupations

| Occupation | Education Level |
|--|-----------------------------------|
| Claims adjusters, examiners, and investigators (SOC 13-1031) | Long-term on-the-job training |
| Insurance appraisers, auto damage (SOC 13-1032) | Postsecondary vocational award |
| Credit analysts (SOC 13-2041) | Bachelor's degree |
| Personal financial advisors (SOC 13-2052) | Bachelor's degree |
| Loan counselors (SOC 13-2071) | Bachelor's degree |
| Loan officers (SOC 13-2072) | Moderate-term on-the-job training |
| Insurance sales agents (SOC 41-3021) | Postsecondary vocational award |
| Securities, commodities, and financial services sales agents (SOC 41-3031) | Bachelor's degree |
| Tellers (SOC 43-3071) | Short-term on-the-job training |
| Brokerage clerks (SOC 43-4011) | Moderate-term on-the-job training |
| Credit authorizers, checkers, and clerks (SOC 43-4041) | Short-term on-the-job training |
| Loan interviewers and clerks (SOC 43-4131) | Short-term on-the-job training |
| Insurance claims and policy processing clerks (SOC 43-9041) | Moderate-term on-the-job training |

Executive Summary

| Basic Information | |
|-----------------------------|---------|
| 2013 Occupational Jobs | 4,699 |
| 2017 Occupational Jobs | 5,168 |
| Total Change | 469 |
| Total % Change | 9.98% |
| Openings | 896 |
| 2011 Median Hourly Earnings | \$13.42 |

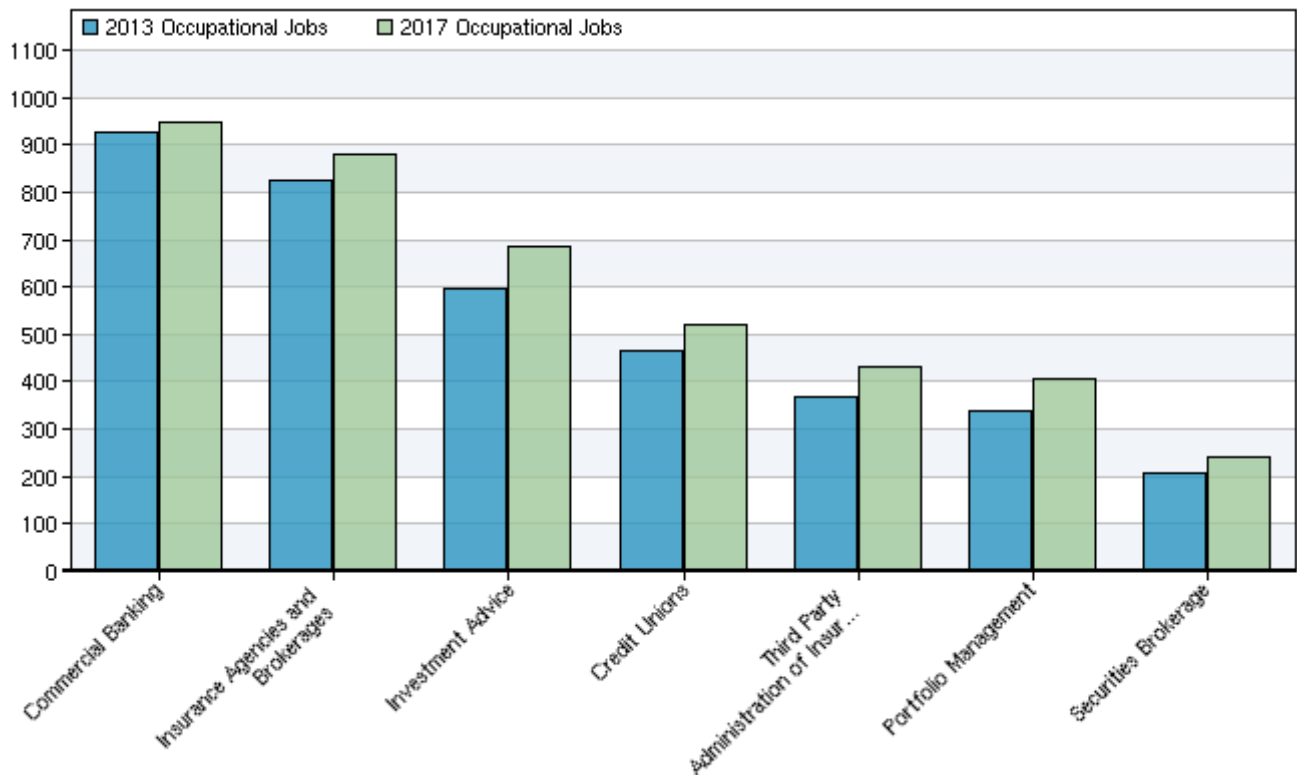
Occupational Change Summary



| Region | 2013 Jobs | 2017 Jobs | Change | % Change | Openings | 2011 Median Hourly Earnings |
|----------------|-----------|-----------|---------|----------|----------|-----------------------------|
| Regional Total | 4,699 | 5,168 | 469 | 10% | 896 | \$13.42 |
| State Total | 100,583 | 107,270 | 6,687 | 7% | 16,251 | \$15.25 |
| National Total | 5,558,803 | 6,069,342 | 510,539 | 9% | 998,192 | \$17.72 |

Source: EMSI Complete Employment - 2011.4

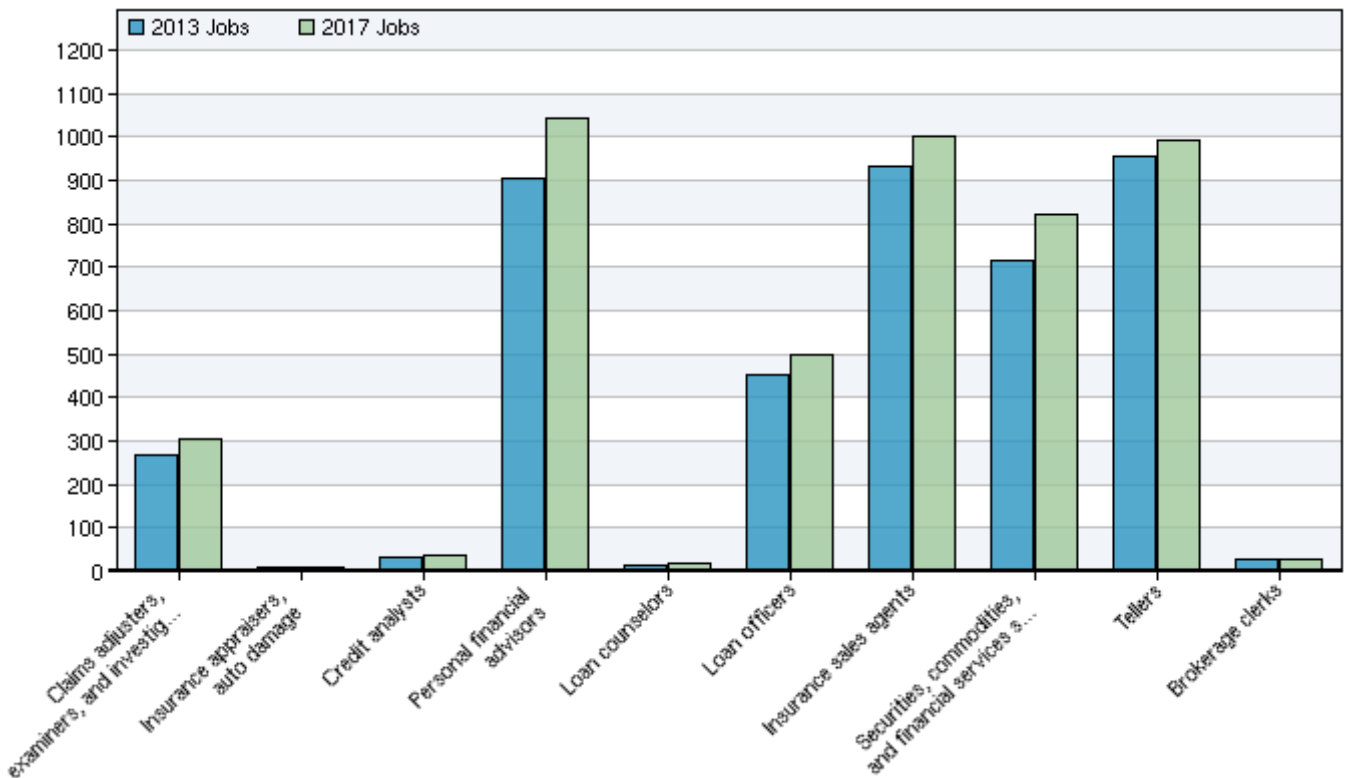
Top Industries for Selected Occupations



| NAICS Code | Name | 2013 Jobs | 2017 Jobs | Change | % Change |
|------------|---|-----------|-----------|--------|----------|
| 522110 | Commercial Banking | 926 | 949 | 23 | 2% |
| 524210 | Insurance Agencies and Brokerages | 825 | 880 | 55 | 7% |
| 523930 | Investment Advice | 597 | 686 | 89 | 15% |
| 522130 | Credit Unions | 466 | 520 | 54 | 12% |
| 524292 | Third Party Administration of Insurance and Pension Funds | 369 | 429 | 60 | 16% |
| 523920 | Portfolio Management | 340 | 407 | 67 | 20% |
| 523120 | Securities Brokerage | 208 | 243 | 35 | 17% |

Source: EMSI Complete Employment - 2011.4

Occupational Breakdown



| SOC Code | Description | 2013 Jobs | 2017 Jobs | Openings | 2011 Median Hourly Earnings |
|----------|--|-----------|-----------|----------|-----------------------------|
| 13-1031 | Claims adjusters, examiners, and investigators | 269 | 304 | 59 | \$20.82 |
| 13-1032 | Insurance appraisers, auto damage | <10 | 11 | -- | -- |
| 13-2041 | Credit analysts | 33 | 36 | 5 | \$21.68 |
| 13-2052 | Personal financial advisors | 904 | 1,044 | 174 | \$10.76 |

| SOC Code | Description | 2013 Jobs | 2017 Jobs | Openings | 2011 Median Hourly Earnings |
|----------|--|-----------|-----------|----------|-----------------------------|
| 13-2071 | Loan counselors | 16 | 17 | 2 | \$15.05 |
| 13-2072 | Loan officers | 453 | 499 | 64 | \$21.63 |
| 41-3021 | Insurance sales agents | 934 | 999 | 148 | \$11.44 |
| 41-3031 | Securities, commodities, and financial services sales agents | 717 | 824 | 184 | \$12.50 |
| 43-3071 | Tellers | 955 | 994 | 195 | \$11.40 |
| 43-4011 | Brokerage clerks | 26 | 27 | 4 | \$15.97 |
| 43-4041 | Credit authorizers, checkers, and clerks | 46 | 48 | 7 | \$16.74 |
| 43-4131 | Loan interviewers and clerks | 133 | 143 | 22 | \$14.62 |
| 43-9041 | Insurance claims and policy processing clerks | 204 | 222 | 29 | \$15.56 |
| | Total | 4,699 | 5,168 | 896 | \$13.42 |

Source: EMSI Complete Employment - 2011.4

Data Sources and Calculations

Industry Data

In order to capture a complete picture of industry employment, EMSI basically combines covered employment data from Quarterly Census of Employment and Wages (QCEW) produced by the Department of Labor with total employment data in Regional Economic Information System (REIS) published by the Bureau of Economic Analysis (BEA), augmented with County Business Patterns (CBP) and Nonemployer Statistics (NES) published by the U.S. Census Bureau. Projections are based on the latest available EMSI industry data, 15-year past local trends in each industry, growth rates in statewide and (where available) sub-state area industry projections published by individual state agencies, and (in part) growth rates in national projections from the Bureau of Labor Statistics.

Occupation Data

Organizing regional employment information by occupation provides a workforce-oriented view of the regional economy. EMSI's occupation data are based on EMSI's industry data and regional staffing patterns taken from the Occupational Employment Statistics program (U.S. Bureau of Labor Statistics). Wage information is partially derived from the American Community Survey. The occupation-to-program (SOC-to-CIP) crosswalk is based on one from the U.S. Department of Education, with customizations by EMSI.

State Data Sources

This report uses state data from the following agencies: Wisconsin Department of Workforce Development, Bureau of Workforce Information.