

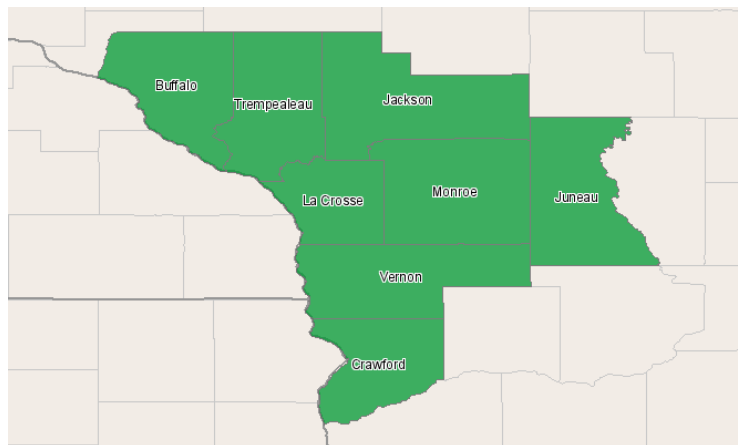
Western Technical College



400 Seventh Street
La Crosse, Wisconsin 54601
608.785.9200

Occupation Report for Finance Program August 28, 2012 2012 Third Quarter Data for 2013-2017 Projections

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)

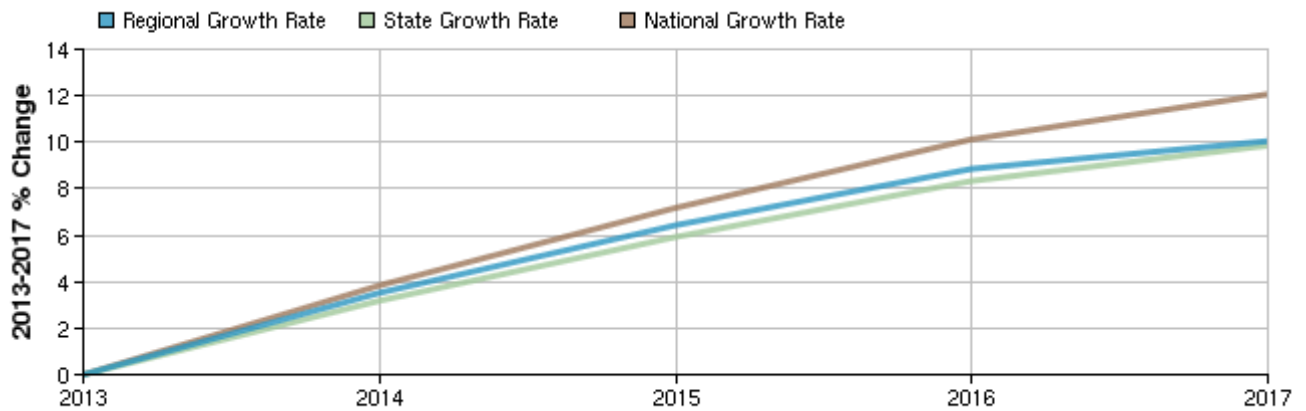
Selected Occupations

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	4,774
2017 Occupational Jobs	5,253
Total Change	479
Total % Change	10.05%
Openings	953
2012 Median Hourly Earnings	\$18.74

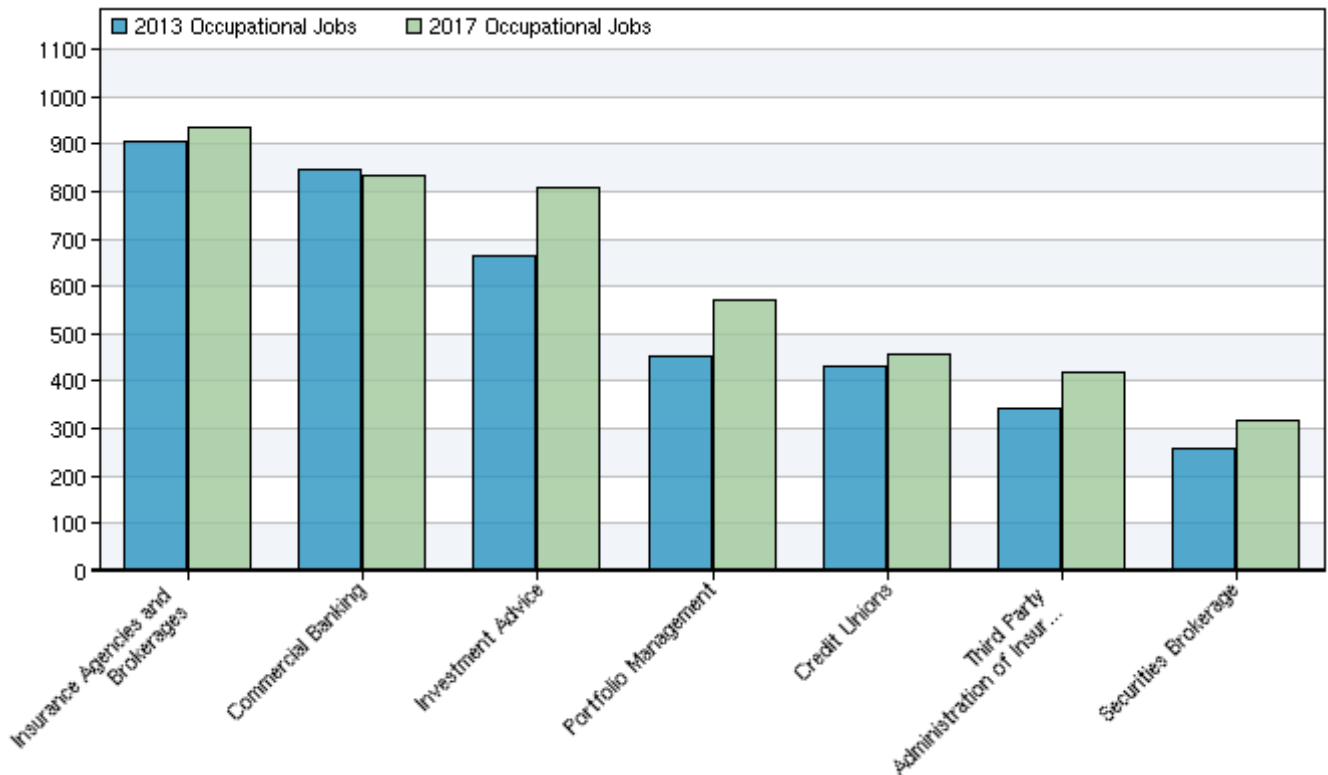
Occupational Change Summary



Region	2013 Jobs	2017 Jobs	Change	% Change	Openings	2012 Median Hourly Earnings
Regional Total	4,774	5,253	479	10%	953	\$18.74
State Total	107,491	118,087	10,596	10%	20,720	\$20.71
National Total	6,092,669	6,827,788	735,119	12%	1,283,215	\$24.05

Source: EMSI Complete Employment - 2012.2

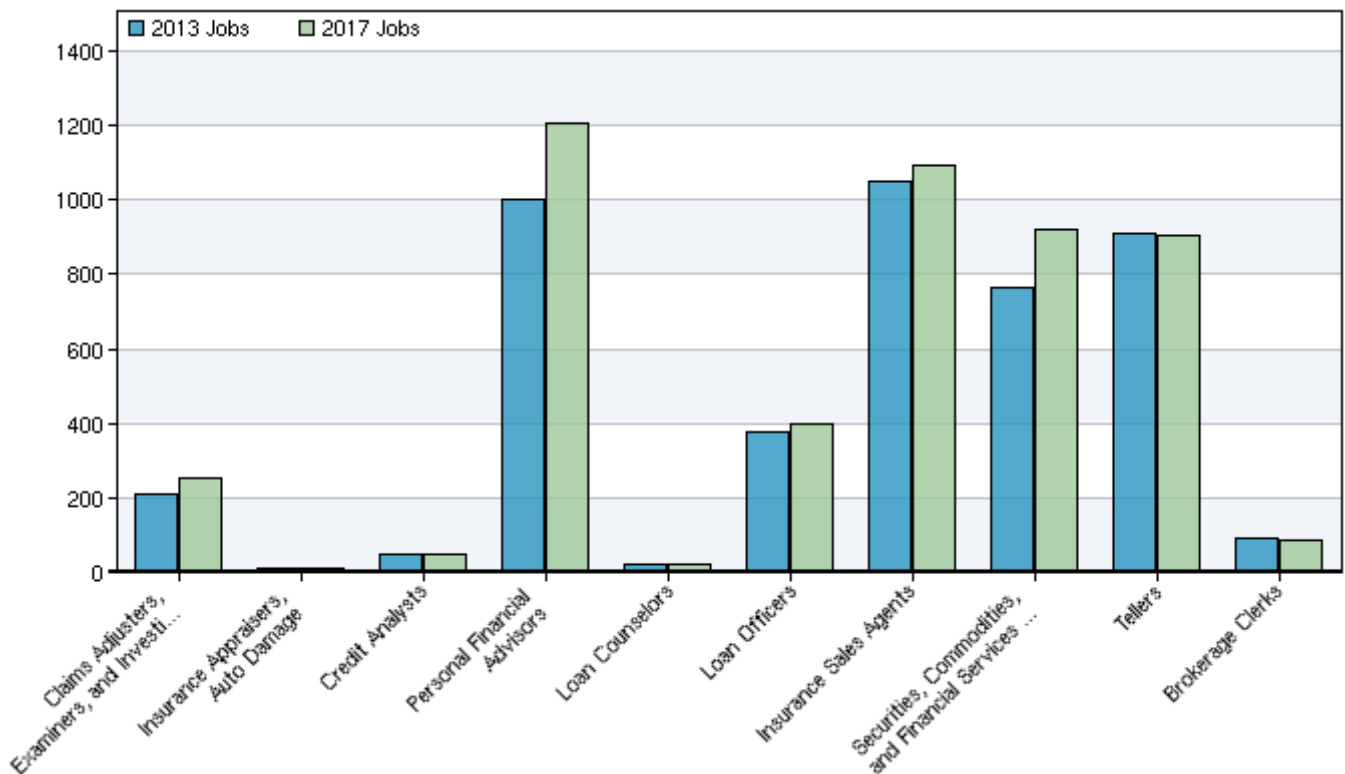
Top Industries for Selected Occupations



NAICS Code	Name	2013 Jobs	2017 Jobs	Change	% Change
524210	Insurance Agencies and Brokerages	904	936	32	4%
522110	Commercial Banking	845	834	-11	-1%
523930	Investment Advice	666	806	140	21%
523920	Portfolio Management	455	573	118	26%
522130	Credit Unions	430	457	27	6%
524292	Third Party Administration of Insurance and Pension Funds	344	418	74	22%
523120	Securities Brokerage	259	317	58	22%

Source: EMSI Complete Employment - 2012.2

Occupational Breakdown



SOC Code	Description	2013 Jobs	2017 Jobs	Openings	2012 Median Hourly Earnings
13-1031	Claims Adjusters, Examiners, and Investigators	212	253	60	\$22.90
13-1032	Insurance Appraisers, Auto Damage	10	12	2	\$18.10
13-2041	Credit Analysts	48	51	6	\$21.88
13-2052	Personal Financial Advisors	999	1,204	244	\$27.52

SOC Code	Description	2013 Jobs	2017 Jobs	Openings	2012 Median Hourly Earnings
13-2071	Loan Counselors	22	23	2	\$15.23
13-2072	Loan Officers	378	397	37	\$21.06
41-3021	Insurance Sales Agents	1,052	1,092	140	\$16.40
41-3031	Securities, Commodities, and Financial Services Sales Agents	767	922	241	\$20.14
43-3071	Tellers	908	903	161	\$11.27
43-4011	Brokerage Clerks	89	85	10	\$12.64
43-4041	Credit Authorizers, Checkers, and Clerks	65	64	8	\$14.94
43-4131	Loan Interviewers and Clerks	89	98	18	\$13.43
43-9041	Insurance Claims and Policy Processing Clerks	136	151	22	\$15.70
	Total	4,774	5,253	953	\$18.74

Source: EMSI Complete Employment - 2012.2

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.