

Occupation Overview

Emsi Q1 2019 Data Set

March 2019

Western Technical College



400 Seventh Street
La Crosse, Wisconsin 54601
608.785.9200

Parameters

Occupations

30 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

2019 - 2025

Datarun

2019.1 – Employees

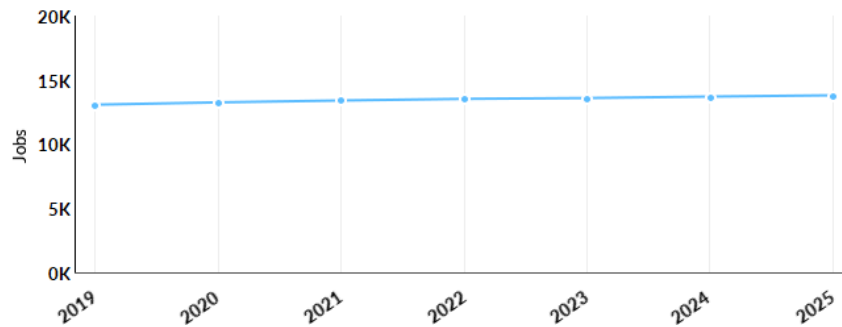
Business, Management and Administration - March 2019 in Western Technical College District

Occupation Summary for Business, Management and Administration - March 2019

13,060 Jobs (2019) 15% below National average	5.6% % Change (2019-2025) Nation: 5.8%	\$22.76/hr Median Hourly Earnings Nation: \$27.29/hr
------------------------------------------------------------	-----------------------------------------------------	-------------------------------------------------------------------

Growth

13,060 2019 Jobs	13,791 2025 Jobs	731 Change (2019-2025)	5.6% % Change (2019-2025)
----------------------------	----------------------------	----------------------------------	-------------------------------------



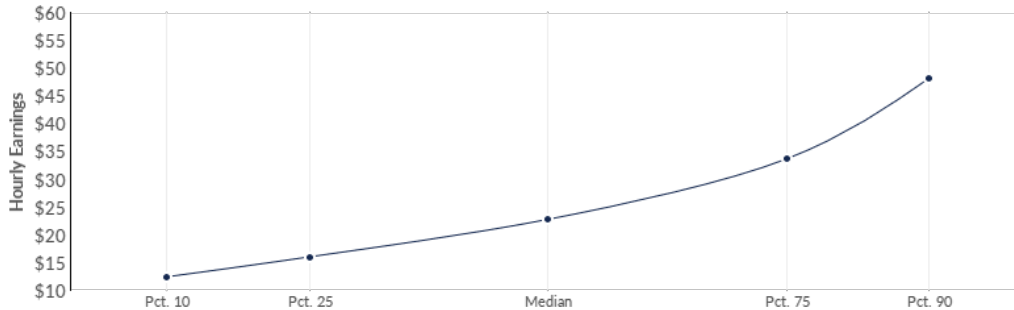
Occupation	2019 Jobs	2025 Jobs	Change	% Change
General and Operations Managers (11-1021)	1,644	1,787	143	9%
Advertising and Promotions Managers (11-2011)	9	9	0	0%
Marketing Managers (11-2021)	80	92	12	15%
Sales Managers (11-2022)	117	137	20	17%
Public Relations and Fundraising Managers (11-2031)	29	33	4	14%
Administrative Services Managers (11-3011)	258	276	18	7%
Industrial Production Managers (11-3051)	273	293	20	7%
Purchasing Managers (11-3061)	67	71	4	6%
Transportation, Storage, and Distribution Managers (11-3071)	129	137	8	6%
Lodging Managers (11-9081)	22	24	2	9%
Medical and Health Services Managers (11-9111)	346	374	28	8%
Natural Sciences Managers (11-9121)	15	17	2	13%
Property, Real Estate, and Community Association Managers (11-9141)	64	68	4	6%

Occupation	2019 Jobs	2025 Jobs	Change	% Change
Social and Community Service Managers (11-9151)	213	224	11	5%
Managers, All Other (11-9199)	654	682	28	4%
Human Resources Specialists (13-1071)	659	681	22	3%
Labor Relations Specialists (13-1075)	63	52	-11	-17%
Management Analysts (13-1111)	352	388	36	10%
Meeting, Convention, and Event Planners (13-1121)	65	70	5	8%
Business Operations Specialists, All Other (13-1199)	519	573	54	10%
Chefs and Head Cooks (35-1011)	77	82	5	6%
First-Line Supervisors of Food Preparation and Serving Workers (35-1012)	786	807	21	3%
First-Line Supervisors of Housekeeping and Janitorial Workers (37-1011)	125	130	5	4%
First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers (37-1012)	46	50	4	9%
First-Line Supervisors of Personal Service Workers (39-1021)	265	290	25	9%
First-Line Supervisors of Retail Sales Workers (41-1011)	874	912	38	4%
First-Line Supervisors of Non-Retail Sales Workers (41-1012)	170	177	7	4%
First-Line Supervisors of Office and Administrative Support Workers (43-1011)	1,227	1,276	49	4%
Customer Service Representatives (43-4051)	2,649	2,722	73	3%
First-Line Supervisors of Production and Operating	1,263	1,358	95	8%

Occupation	2019 Jobs	2025 Jobs	Change	% Change
Workers (51-1011)				

Percentile Earnings

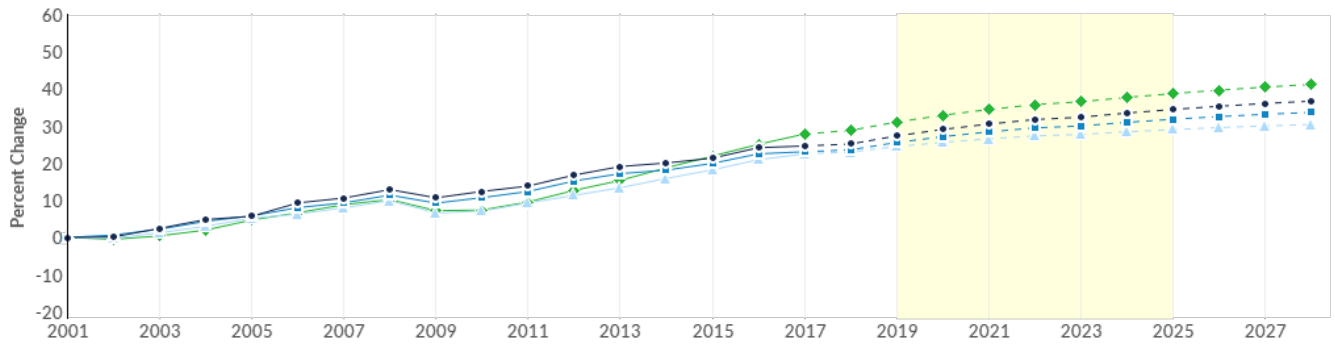
\$16.01/hr 25th Percentile Earnings	\$22.76/hr Median Earnings	\$33.63/hr 75th Percentile Earnings
-----------------------------------------------	--------------------------------------	-----------------------------------------------



Occupation	25th Percentile Earnings	Median Earnings	75th Percentile Earnings
General and Operations Managers (11-1021)	\$28.08	\$39.02	\$58.79
Advertising and Promotions Managers (11-2011)	\$29.32	\$39.77	\$50.46
Marketing Managers (11-2021)	\$20.77	\$30.71	\$44.93
Sales Managers (11-2022)	\$36.80	\$49.27	\$62.83
Public Relations and Fundraising Managers (11-2031)	\$60.27	\$82.74	\$105.20
Administrative Services Managers (11-3011)	\$29.57	\$38.59	\$49.56
Industrial Production Managers (11-3051)	\$36.00	\$44.11	\$60.38
Purchasing Managers (11-3061)	\$34.37	\$42.72	\$53.29
Transportation, Storage, and Distribution Managers (11-3071)	\$29.93	\$38.50	\$49.52
Lodging Managers (11-9081)	\$20.09	\$27.36	\$40.09
Medical and Health Services Managers (11-9111)	\$35.19	\$42.66	\$51.94
Natural Sciences Managers (11-9121)	\$37.66	\$43.68	\$52.99
Property, Real Estate, and Community Association Managers (11-9141)	\$21.33	\$27.47	\$38.49
Social and Community Service Managers (11-9151)	\$24.90	\$30.58	\$36.80
Managers, All Other (11-9199)	\$21.82	\$31.05	\$43.79

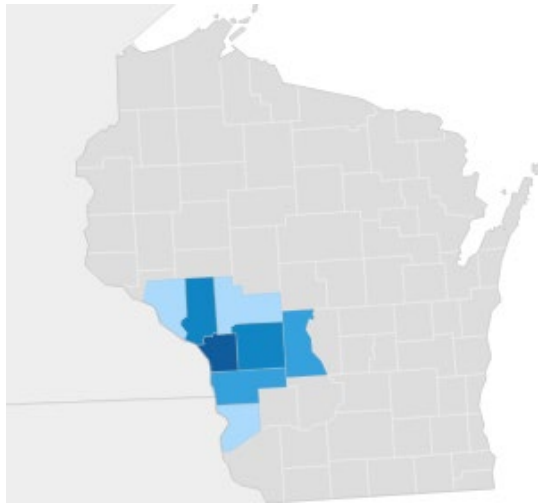
Occupation	25th Percentile Earnings	Median Earnings	75th Percentile Earnings
Human Resources Specialists (13-1071)	\$19.78	\$24.30	\$31.26
Labor Relations Specialists (13-1075)	\$13.58	\$23.94	\$39.39
Management Analysts (13-1111)	\$23.15	\$30.31	\$40.14
Meeting, Convention, and Event Planners (13-1121)	\$12.32	\$16.35	\$22.29
Business Operations Specialists, All Other (13-1199)	\$22.62	\$27.68	\$33.29
Chefs and Head Cooks (35-1011)	\$14.06	\$16.49	\$20.08
First-Line Supervisors of Food Preparation and Serving Workers (35-1012)	\$11.02	\$13.25	\$16.70
First-Line Supervisors of Housekeeping and Janitorial Workers (37-1011)	\$14.64	\$19.09	\$24.20
First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers (37-1012)	\$19.71	\$23.44	\$27.78
First-Line Supervisors of Personal Service Workers (39-1021)	\$13.27	\$15.70	\$19.85
First-Line Supervisors of Retail Sales Workers (41-1011)	\$14.12	\$17.81	\$22.67
First-Line Supervisors of Non-Retail Sales Workers (41-1012)	\$25.24	\$35.26	\$47.76
First-Line Supervisors of Office and Administrative Support Workers (43-1011)	\$17.83	\$22.48	\$28.03
Customer Service Representatives (43-4051)	\$12.24	\$14.75	\$17.96
First-Line Supervisors of Production and Operating Workers (51-1011)	\$20.12	\$25.08	\$30.82

Regional Trends




	Region	2019 Jobs	2025 Jobs	Change	% Change
●	Region	13,060	13,791	731	5.6%
●	7 Rivers Region	17,077	17,926	849	5.0%
●	State	297,232	308,200	10,968	3.7%
●	Nation	15,679,441	16,596,233	916,792	5.8%

Regional Breakdown



County	2025 Jobs
La Crosse County, WI	7,021
Monroe County, WI	2,122
Trempealeau County, WI	1,440
Vernon County, WI	786
Juneau County, WI	772

Job Postings Summary

<p style="text-align: center;">1,850 Unique Postings</p> <p style="text-align: center;">9,822 Total Postings</p>	<p style="text-align: center;">5 : 1 Posting Intensity</p> <p style="text-align: center;">Regional Average: 7 : 1</p> 	<p style="text-align: center;">43 days Median Posting Duration</p> <p style="text-align: center;">Regional Average: 37 days</p>
-----------------------------------------------------------------------------------------------------------------------------	---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------------------------------------------------

There were **9,822** total job postings for your selection in January 2019, of which **1,850** were unique. These numbers give us a Posting Intensity of **5-to-1**, meaning that for every 5 postings there is 1 unique job posting. This is lower than the Posting Intensity for all other occupations and companies in the region (7-to-1), indicating that they may not be trying as hard to hire for this position.

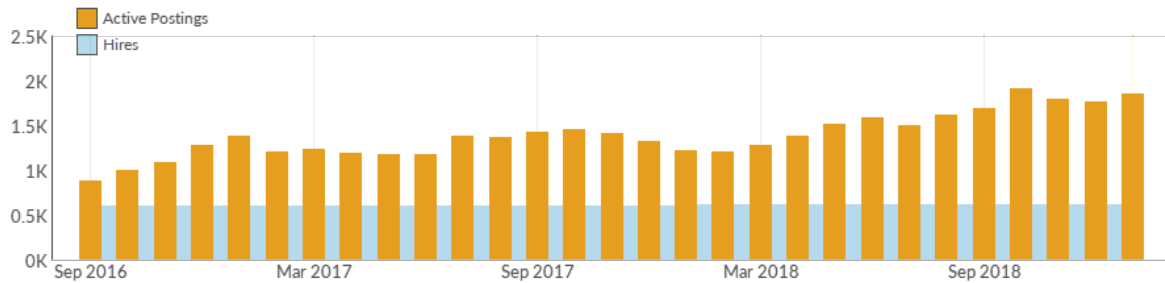
Job Postings vs. Hires

1,850

Avg. Monthly Postings (Jan 2019)

621

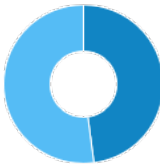
Avg. Monthly Hires (Jan 2019)



Occupation	Avg Monthly Postings (Jan 2019)	Avg Monthly Hires (Jan 2019)
First-Line Supervisors of Retail Sales Workers	377	49
Customer Service Representatives	283	117
First-Line Supervisors of Food Preparation and Serving Workers	227	72
First-Line Supervisors of Office and Administrative Support Workers	187	51
First-Line Supervisors of Production and Operating Workers	122	42
General and Operations Managers	110	77
Sales Managers	92	5
Marketing Managers	80	3
Management Analysts	54	14
Business Operations Specialists, All Other	53	22
Medical and Health Services Managers	49	10
Managers, All Other	43	28
Human Resources Specialists	41	33
First-Line Supervisors of Non-Retail Sales Workers	25	6
Transportation, Storage, and Distribution Managers	22	5
Industrial Production Managers	18	9
Chefs and Head Cooks	12	7
Social and Community Service	12	12

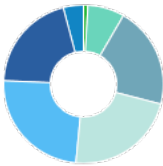
Occupation	Avg Monthly Postings (Jan 2019)	Avg Monthly Hires (Jan 2019)
Managers		
Public Relations and Fundraising Managers	9	1
Purchasing Managers	7	2
Property, Real Estate, and Community Association Managers	6	3
First-Line Supervisors of Housekeeping and Janitorial Workers	6	9
First-Line Supervisors of Personal Service Workers	4	20
Administrative Services Managers	3	10
Meeting, Convention, and Event Planners	3	5
Lodging Managers	2	2
Advertising and Promotions Managers	2	0
First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers	1	4
Labor Relations Specialists	0	4
Natural Sciences Managers	0	1

Occupation Gender Breakdown



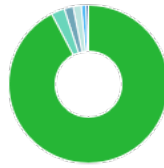
	Gender	2018 Jobs	2018 Percent
•	Males	6,150	47.9% 
•	Females	6,686	52.1% 

Occupation Age Breakdown



	Age	2018 Jobs	2018 Percent
●	14-18	115	0.9%
●	19-24	954	7.4% ■
●	25-34	2,659	20.7% ■■
●	35-44	2,885	22.5% ■■■
●	45-54	3,102	24.2% ■■■■
●	55-64	2,596	20.2% ■■■
●	65+	525	4.1% ■

Occupation Race/Ethnicity Breakdown



	Race/Ethnicity	2018 Jobs	2018 Percent
●	White	11,854	92.3%
●	Hispanic or Latino	350	2.7%
●	Asian	232	1.8%
●	Black or African American	210	1.6%
●	Two or More Races	123	1.0%
●	American Indian or Alaska Native	65	0.5%
●	Native Hawaiian or Other Pacific Islander	3	0.0%

Occupational Programs

25 Programs (2017)		1,106 Completions (2017)	1,369 Openings (2017)
CIP Code	Program	Completions (2017)	
26.0101	Biology/Biological Sciences, General	274	
52.0201	Business Administration and Management, General	223	
52.1401	Marketing/Marketing Management, General	134	
52.0204	Office Management and Supervision	80	
51.2208	Community Health and Preventive Medicine	63	

Industries Employing Business, Management and Administration - March 2019

Industry	Occupation Group Jobs in Industry (2018)	% of Occupation Group in Industry (2018)	% of Total Jobs in Industry (2018)
General Medical and Surgical Hospitals	661	5.1%	6.4%
Federal Government, Civilian, Excluding Postal Service	599	4.7%	18.6%
Local Government, Excluding Education and Hospitals	587	4.6%	7.3%
Corporate, Subsidiary, and Regional Managing Offices	569	4.4%	24.7%
Upholstered Household Furniture Manufacturing	535	4.2%	13.8%

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
11-9081	Lodging Managers
11-9111	Medical and Health Services Managers
11-9121	Natural Sciences Managers
11-9141	Property, Real Estate, and Community Association Managers
11-9151	Social and Community Service Managers
11-9199	Managers, All Other
13-1071	Human Resources Specialists
13-1075	Labor Relations Specialists
13-1111	Management Analysts
13-1121	Meeting, Convention, and Event Planners
13-1199	Business Operations Specialists, All Other
35-1011	Chefs and Head Cooks
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.

Emsi Job Postings

Job postings are collected from various sources and processed/enriched to provide information such as standardized company name, occupation, skills, and geography.

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: Iowa Workforce Development; Minnesota Department of Employment and Economic Development; Wisconsin Department of Workforce Development, Bureau of Workforce Information