

Personal Trainer Occupations

Inland Empire/ Desert Region (Riverside-San Bernardino-Ontario Metropolitan Statistical Area)

Summary

- Employment growth for the personal trainer occupational group is expected to increase by 13% through 2021; **3,265 job openings** will be available over the next five years in the Inland Empire/ Desert Region.
- The median wage for all personal trainer occupations are **above the MIT Living Wage estimate of \$12.10 per hour** for a single adult living in the Inland Empire/Desert Region.
- Based on the average annual number of program completions for the selected community college program (**19 average annual awards**), and the annual openings for personal trainer occupations in the local region (**653 annual job openings**), there appears to be an opportunity for program growth.

Job Opportunities

In 2016, there were more than 3,400 personal trainer occupational group jobs in the Inland Empire/Desert Region. Across the local region, employment related to the personal trainer occupational group is expected to increase 13% through 2021. Employers in the region will need to hire 3,265 workers over the next five years to fill new jobs and to backfill jobs that workers are permanently leaving (includes retirements). Appendix A, Table 1 show the projected job growth for each of the occupations in this group.

Exhibit 1: Five-year projections for the personal trainer occupational group in the Inland Empire/Desert Region

Region	2016 Jobs	5-Yr % Change (New Jobs)	5-Yr Openings (New + Replacement Jobs)	Annual Openings (New + Replacement Jobs)	% of workers age 55+
Inland Empire/Desert Region	3,401	13%	3,265	653	16%

Source: EMSI 2017.3

Over the last 12 months (October 2016 to September 2017), there were 243 advertisements (ads) for jobs in the personal trainer occupational group in the Inland Empire/Desert Region. In the full-year 2016 there were 357 job ads; 316 job ads in 2015; 392 job ads in 2014; and 363 job ads in 2013. Exhibit 2 shows the number of job ads posted during the last 12 months for each of the occupations in the personal trainer occupational group.

Exhibit 2: Job ads by each of the personal trainer occupations in the Inland Empire/Desert Region during the last 12 months, Oct 2016 – Sep 2017

Occupation	Job Ads
Fitness Trainers and Aerobics Instructors	203
Athletic Trainers	40
TOTAL	243

Source: Burning Glass – Labor Insights

Earnings

The median wage for all personal trainer occupations are above the MIT Living Wage estimate of \$12.10 per hour for a single adult living in the Inland Empire/Desert Region. See Exhibit 3 for wage information by occupation for the Inland Empire/Desert Region and California.

Exhibit 3: Earnings for personal trainer occupational group in the Inland Empire/Desert Region

Occupation	Entry to Experienced Hourly Earnings Range*	Median Wage*	Avg. Annual Earnings
Fitness Trainers and Aerobics Instructors	\$10.89 to \$37.24	\$21.18	\$48,000
Athletic Trainers	\$10.53 to \$35.69	\$25.54	\$53,500

Source: EMSI 2017.3

*Entry Hourly is 10th percentile wage, median is 50th percentile wage, experienced is 90th percentile wage.

Work Locations, Skills, and Education

According to job ads, the top worksite regional cities for jobs in this occupational group were San Bernardino, Murrieta, and Loma Linda. The top employers posting jobs ads were 24 Hour Fitness, Rialto Unified School District, and In Shape Health Clubs Incorporated. Exhibit 4 lists the top

specialized, soft, and software and programming skills that employers are seeking when looking for workers to fill personal trainer positions.

Exhibit 4: Top skills in greatest demand for the personal trainer occupational group in the Inland Empire/Desert Region, Oct 2016-Sep 2017

Occupation	Specialized skills	Soft skills	Software and Programming skills
Fitness Trainers and Aerobics Instructors	<ul style="list-style-type: none"> • Cardiopulmonary Resuscitation (CPR) • Teaching • Administrative Functions 	<ul style="list-style-type: none"> • Communication Skills • Energetic • Physical Demand 	<ul style="list-style-type: none"> • Microsoft PowerPoint
Athletic Trainers	<ul style="list-style-type: none"> • Budgeting • Cardiopulmonary Resuscitation (CPR) • Rehabilitation 	<ul style="list-style-type: none"> • Writing • Building Effective Relationships • Organizational Skills 	<ul style="list-style-type: none"> • Social Media Platforms

Source: Burning Glass – Labor Insights

Exhibit 5 displays the entry-level education level education typically required to enter each occupation according to the Bureau of Labor Statistics, educational attainment for incumbent workers with “some college, no degree” and an “associate degree” according to the U.S. Census, and the minimum advertised education requirement requested by employers in online job ads.

Exhibit 5: Educational attainment and online job ads with minimum advertised education requirements for the personal trainer occupational group in the Inland Empire/Desert Region, Oct 2016-Sep 2017

Occupations	Typical Entry-Level Education Requirement	Educational Attainment (Percentage of incumbent workers with a Community College Award or Some Postsecondary Coursework)	Minimum Advertised Education Requirement from Job Ads		
			High school diploma or vocational training	Associate degree	Bachelor’s degree or higher
Fitness Trainers and Aerobics Instructors	HS diploma or equivalent	34%	87%	-	13%
Athletic Trainers	Bachelor’s degree	22%	40%	-	60%

Source: EMSI 2017.3, Current Population Survey, Burning Glass – Labor Insights

Industry

Exhibit 6 displays the industries that employ the most personal trainer occupations in the two-county region. Staffing patterns show the industries that employ the most workers of a specific occupation.

Exhibit 6: Top industries employing each personal trainer occupation in the Inland Empire/Desert Region

Occupation	Top Industries Staffing Pattern (NAICS)	Top Industries Job Ads (NAICS)
Fitness Trainers and Aerobics Instructors	<ul style="list-style-type: none"> Other Amusement and Recreation Industries (7139) 	<ul style="list-style-type: none"> Other Amusement and Recreation Industries (7139)
Athletic Trainers	<ul style="list-style-type: none"> Offices of Other Health Practitioners (6213) 	<ul style="list-style-type: none"> Colleges, Universities, and Professional Schools (6113)

Source: EMSI 2017.3, Burning Glass – Labor Insights

Student Completions

Exhibit 7 shows the annual average regional community college awards (associate degrees and certificates) conferred during the three academic years between 2013 and 2016 with the relevant TOP code. Please note, an award is not equivalent to a single person in search of a job opening since a student may earn more than one award, such as an associate degree in addition to a certificate.

Community College student outcome information was obtained from the CTE LaunchBoard based on the selected TOP code(s) and region:

Exhibit 7: Annual average community college student completions for the fitness trainer program in the Inland Empire/Desert Region

0835.20 – Fitness Trainer	Annual Avg. CC Headcount (2015-16)	CC Annual Avg. Awards (201316)	Other Educational Institutions Annual Avg. Certificates or Other Credit Awards (2012-15)
Milan Institute-Palm Desert			
Award < 1 academic yr			1
InterCoast Colleges-Riverside			
Award 1 < 2 academic yrs			4
Desert			
Certificate 18 to < 30 semester units		6	
Riverside	88		
Associate Degree		2	
Certificate 18 to < 30 semester units		4	
Certificate 6 to < 18 semester units		1*	
Chaffey	35		
Total CC Headcount (2015-16)	123		
Total annual average community college awards		13	
Total annual average other awards			6

Source: LaunchBoard, IPEDS

*Riverside awarded one certificate 6 to < 18 semester units in 2015-16

0835.20 – Fitness Trainer program outcomes in the Inland Empire/Desert Region in academic year 2014-15:

- The median annual earnings is \$9,260 (California median = \$13,035).
- No living wage data available in local region (26%).
- No median change in earnings data available in local region (28%).
- No number of students employed within six months data available in local region (66%).

*Regional outcomes are not available for most metrics due to low completions.



Sources

O*Net Online

Labor Insight/Jobs (Burning Glass)

Economic Modeling Specialists International (EMSI)

Employment Development Department, Labor Market Information Division, OES

Employment Development Department, Unemployment Insurance Dataset

CTE LaunchBoard

Statewide CTE Outcomes Survey

Living Insight Center for Community Economic Development

California Community Colleges Chancellor's Office Management Information Systems (MIS)

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Appendix A: Occupation definitions, five-year projections, and earnings for personal trainer occupations

Occupation Definitions (SOC code), Education and Training Requirement, Community College Education Attainment

Athletic Trainers (299091)

Evaluate and advise individuals to assist recovery from or avoid athletic-related injuries or illnesses, or maintain peak physical fitness. May provide first aid or emergency care.

Entry-Level Educational Requirement: Bachelor’s Degree

Training Requirement: None

Percentage of incumbent workers with a Community College Award or Some Postsecondary Coursework: 22%

Fitness Trainers and Aerobics Instructors (399031)

Instruct or coach groups or individuals in exercise activities. Demonstrate techniques and form, observe participants, and explain to them corrective measures necessary to improve their skills.

Entry-Level Educational Requirement: High school diploma or equivalent

Training Requirement: Less than one month on-the-job training

Percentage of incumbent workers with a Community College Award or Some Postsecondary Coursework: 34%

Table 1. 2016 to 2021 job growth for the personal trainer occupational group, Inland Empire/Desert Region

Occupation (SOC)	2016 Jobs	2021 Jobs	5-Yr Change	5-Yr % Change	5-Yr Openings (New + Replacement Jobs)	Annual Openings (New + Replacement Jobs)
Fitness Trainers and Aerobics Instructors (39-9031)	3,287	3,718	431	13%	3,209	642
Athletic Trainers (29-9091)	114	141	27	24%	56	11
Total	3,401	3,859	458	13%	3,265	653

Source: EMSI 2017.3