

Program Endorsement Brief: 0506.40/Small Business and Entrepreneurship

Global Entrepreneur Level I & II

Small Business Entrepreneur Level I & II

Los Angeles/Orange County Center of Excellence, December 2020

Summary Analysis

Program Endorsement:	Endorsed: All Criteria Met <input type="checkbox"/>	Endorsed: Some Criteria Met <input checked="" type="checkbox"/>	Not Endorsed <input type="checkbox"/>
Program Endorsement Criteria			
Supply Gap:	Yes <input checked="" type="checkbox"/>		No <input type="checkbox"/>
Living Wage: (Entry-Level, 25 th)	Yes <input checked="" type="checkbox"/>		No <input type="checkbox"/>
Education:	Yes <input type="checkbox"/>		No <input checked="" type="checkbox"/>
Emerging Occupation(s)			
	Yes <input type="checkbox"/>		No <input checked="" type="checkbox"/>

The Los Angeles/Orange County Center of Excellence for Labor Market Research (COE) prepared this report to provide Los Angeles/Orange County regional labor market supply and demand data related to five middle-skill occupations associated with entrepreneurship: *general and operations managers* (11-1021), *administrative services and facilities managers* (11-3011), *project management specialists and business operations specialist, all other* (13-1198), *first-line supervisors of retail sales workers* (41-1011), and *first-line supervisors of non-retail sales workers* (41-1012). Middle-skill occupations typically require some postsecondary education, but less than a bachelor’s degree.¹ Although the occupation, *general and operations managers* typically requires a bachelor’s degree, it is considered middle-skill because approximately one-third of workers in the field have completed some college or an associate degree. Since there is not a specific occupation in the Standard Occupational Classification System (SOC) for entrepreneurs, this report analyzes labor market supply and demand data for these five occupations because the associated skills are commonly utilized by entrepreneurs. This report is intended to help determine whether there is demand in the local labor market that is not being met by the supply from community college programs that align with the relevant occupations.

Self-employed data is used in this report as a proxy for demand for individuals who may utilize entrepreneurial skills. Job posting information is not available for self-employed workers, as employer information does not provide insight into the requirements of self-employed individuals. The occupations included in this report were selected due to their relationship to entrepreneurial business skills, as well as their historical alignment with the small business and entrepreneurship program.

¹ The COE classifies middle-skill jobs as the following:

- All occupations that require an educational requirement of some college, associate degree or apprenticeship;
- All occupations that require a bachelor’s degree, but also have more than one-third of their existing labor force with an educational attainment of some college or associate degree; or
- All occupations that require a high school diploma or equivalent or no formal education, but also require short- to long-term on-the-job training where multiple community colleges have existing programs.

Based on the available data, there appears to be a supply gap for occupations related to entrepreneurship in the region. Furthermore, the majority of annual openings for the occupations in this report exceed the living wage in both Los Angeles and Orange counties. However, the Bureau of Labor Statistics (BLS) lists a bachelor's degree as the typical entry-level education for the majority of annual openings within the LA/OC region for this occupational group. **Therefore, due to some of the criteria being met, the COE endorses this proposed program.** Detailed reasons include:

Demand:

- **Supply Gap Criteria** – Over the next five years, there are projected to be **26,505 jobs available annually** in the region due to new job growth and replacements, **which is more than the 12,743 awards conferred annually** by educational institutions in the region.
 - However, **only 2,847 of these job openings represent self-employed workers**, which is **11% of the annual job openings in LA/OC.**
- **Living Wage Criteria** –Within Los Angeles County, **the majority (76%) of annual job openings** for these small business management and entrepreneurship occupations have **entry-level wages above the county's living wage** (\$15.04/hour).²
- **Educational Criteria** –Within the LA/OC region, **71% of the annual job openings** for occupations related to small business management and entrepreneurship **typically require a bachelor's degree.**
 - However, the national-level educational attainment data indicates **between 30.2% and 38.8% of workers in the field have completed some college or an associate degree.**

Supply:

- There are **27 community colleges** in the LA/OC region that issue awards related to business management or small business and entrepreneurship, conferring an average of **1,179 awards annually** between 2016 and 2019.
- Between 2014 and 2017, there was an average of **11,564 awards conferred annually** in related training programs by non-community college institutions throughout the region.

Occupational Demand

Exhibit 1 shows the five-year occupational demand projections for these occupations related to entrepreneurship. In Los Angeles/Orange County, the number of jobs related to these occupations is projected to increase by 2% through 2024. There will be more than 26,500 job openings per year through 2024 due to job growth and replacements. While the entrepreneurship occupations in total are projected to increase, the number of self-employed entrepreneurship workers is projected to decrease by 3% through 2024. Despite this, there will be approximately 2,847 total job openings per year through 2024 due to replacements and workers leaving the field.

² Living wage data was pulled from California Family Needs Calculator on 12/16/2020. For more information, visit the California Family Needs Calculator website: <https://insightcced.org/2018-family-needs-calculator/>.

Approximately 11% of the 26,505 total job openings for this occupational group are for self-employed individuals.

This report includes employment projection data by Emsi which uses EDD information. Emsi's projections are modeled on recorded (historical) employment figures and incorporate several underlying assumptions, including the assumption that the economy, during the projection period, will be at approximately full employment. To the extent that a recession or labor shock, such as the economic effects of COVID-19, can cause long-term structural change, it may impact the projections. At this time, it is not possible to quantify the impact of COVID-19 on projections of industry and occupational employment. Therefore, the projections included in this report do not take the impacts of COVID-19 into account.

Exhibit 1: Occupational demand in Los Angeles and Orange Counties³

Employment Type	Geography	2019 Jobs	2024 Jobs	2019-2024 Change	2019-2024 % Change	Annual Openings
Self-Employed	Los Angeles	20,730	19,982	(748)	(4%)	2,158
All Workers	Los Angeles	191,247	194,863	3,616	2%	19,229
Self-Employed	Orange	6,577	6,451	(126)	(2%)	689
All Workers	Orange	72,252	73,958	1,706	2%	7,276
Self-Employed	LA/OC Region	27,307	26,433	(874)	(3%)	2,847
All Workers	LA/OC Region	263,499	268,821	5,322	2%	26,505

Exhibit 2 displays the 2019 job counts for self-employed and all workers in the entrepreneurship occupational group as well as the percentage of self-employed workers. The rate of self-employment for *first-line supervisors of non-retail sales workers* and *first-line supervisors of retail sales workers* is higher than the middle-skill average self-employment rate of 10% in Los Angeles/Orange County across all occupations. Overall, 10% of jobs in the region for these five occupations are held by self-employed workers.

³ Five-year change represents new job additions to the workforce. Annual openings include new jobs and replacement jobs that result from retirements and separations.

Exhibit 2: Entrepreneurship Self-Employment Rates in Los Angeles/Orange County

Occupation	Self-Employed 2019 Jobs	Employed and Self-Employed 2019 Jobs	% Self-Employed 2019
General and Operations Managers	1,229	96,992	1%
Administrative Services and Facilities Managers	111	16,801	1%
Project Management Specialists and Business Operations Specialists, All Other	977	76,644	1%
First-Line Supervisors of Retail Sales Workers	17,290	56,071	31%
First-Line Supervisors of Non-Retail Sales Workers	7,700	16,991	45%
Total	27,307	263,499	10%

Exhibit 3 displays middle-skill occupations with the highest self-employment rates in Los Angeles/Orange County. These occupations cover a wide variety of occupational areas, demonstrating how self-employment and entrepreneurship are not solely related to traditional business occupations. It is also important to note that workers in occupations with a high number of self-employed workers may need training in a traditional field, such as childcare, cosmetology, or real estate. These occupations have not historically received entrepreneurship-based training; however, future workers in these fields may benefit these types of programs. Though entrepreneurial skills are complimentary to these occupations, training in entrepreneurial skills alone will not adequately prepare students to enter these fields.

Exhibit 3: Occupations with the highest self-employment rates in Los Angeles/Orange County

Occupation	Self-Employed 2019 Jobs	Employed and Self-Employed 2019 Jobs	% Self-Employed 2019
Childcare Workers	29,298	55,655	52.64%
Personal Service Managers, All Other; Entertainment and Recreation Managers, Except Gambling; and Managers, All Other ⁴	24,895	50,505	49.29%
Hairdressers, Hairstylists, and Cosmetologists	20,492	34,058	60.17%
Real Estate Sales Agents	18,622	24,207	76.93%
First-Line Supervisors of Retail Sales Workers	17,290	56,071	30.84%

⁴ The Bureau of Labor Statistic (BLS) groups some occupation codes into a “hybrid” SOC code as they transition from SOC 2010 to SOC 2018. Therefore, this row of data is for three occupations that have been combined. For more information, see: https://www.bls.gov/oes/soc_2018.htm.

Wages

The labor market endorsement in this report considers the entry-level hourly wages for these entrepreneurship occupations in Los Angeles County as they relate to the county's living wage. Orange County wages are included below in order to provide a complete analysis of the LA/OC region. Detailed wage information, by county, is included in Appendix A.

Los Angeles County—The majority (76%) of annual openings for these entrepreneurship occupations have entry-level wages above the living wage for one adult (\$15.04 in Los Angeles County).⁵ Typical entry-level hourly wages are in a range between \$14.56 and \$36.62. The only occupation with entry-level wages below the living wage is *first-line supervisors of retail sales workers* (\$14.56). Experienced workers can expect to earn wages between \$18.73 and \$53.62, which are higher than the living wage estimate. Los Angeles County's average wages are equal to the average statewide wage of \$46.32 for these occupations.

The wages for self-employed workers in these entrepreneurship occupations are generally much lower than workers in a traditional employee role. All of the annual openings attributed to self-employed workers in these entrepreneurship occupations have entry-level wages below the living wage for one adult (\$15.04 in Los Angeles County). Typical entry-level hourly wages for the self-employed are in a range between \$7.07 and \$14.67. Experienced self-employed workers can expect to earn wages between \$27.32 and \$84.87, which are higher than the living wage estimate. Los Angeles County's self-employed average wages are below the average statewide wage of \$46.32 for these occupations.

Orange County—The majority (78%) of annual openings for these entrepreneurship occupations have entry-level wages above the living wage for one adult (\$17.36 in Orange County).⁶ Typical entry-level hourly wages are in a range between \$14.11 and \$35.63. The only occupation with entry-level wages below the living wage is *first-line supervisors of retail sales workers* (\$14.11). Experienced workers can expect to earn wages between \$24.51 and \$87.27, which are higher than the living wage estimate. Orange County's average wages are slightly above the average statewide wage of \$46.32 for these occupations.

All of the annual openings attributed to self-employed workers in these entrepreneurship occupations have entry-level wages below the living wage for one adult (\$17.36 in Orange County). Typical entry-level hourly wages for the self-employed are in a range between \$7.13 and \$14.63. Experienced self-employed workers can expect to earn wages between \$27.54 and \$84.66, which are higher than the living wage estimate. Orange County's self-employed average wages are below the average statewide wage of \$46.32 for these occupations.

⁵ Living wage data was pulled from California Family Needs Calculator on 12/16/2020. For more information, visit the California Family Needs Calculator website: <https://insightcced.org/2018-family-needs-calculator/>.

⁶ Ibid.

Job Postings

There were 51,696 online job postings related to these entrepreneurship occupations listed in the past 12 months. The highest number of job postings were for assistant store managers, store managers, operations managers, general managers, and key holders. The top skills were: retail industry knowledge, scheduling, sales, customer service, and budgeting. The top three employers, by number of job postings, in the region were: Anthem Blue Cross, El Super Markets, and Target.

It is important to note that the job postings data included in this section reflects online job postings listed in the past 12 months and does not yet demonstrate the impact of COVID-19. While employers have generally posted fewer online job postings since the beginning of the pandemic, the long-term effects are currently unknown.

Educational Attainment

The Bureau of Labor Statistics (BLS) lists a bachelor’s degree as the typical entry-level education for *general and operations managers, administrative services and facilities managers, and project management specialists and business operations specialists*, and a high school diploma for *first-line supervisors of retail sales workers and first-line supervisors of non-retail sales workers*. In the LA/OC region, the majority of annual job openings (71%) typically require a bachelor’s degree.

However, the national-level educational attainment data indicates between 30.2% and 38.8% of workers in the field have completed some college or an associate degree as their highest level of educational attainment. Of the 55% of small business management and entrepreneurship job postings listing a minimum education requirement in Los Angeles/Orange County, 53% (15,241) requested a bachelor’s degree, 42% (12,201) requested a high school diploma and 5% (1,297) requested an associate degree.

Educational Supply

Community College Supply—Exhibit 4 shows the three-year average number of awards conferred by community colleges in the related TOP codes: Business Management (0506.00), and Small Business and Entrepreneurship (0506.40). The colleges with the most completions in the region are Cerritos, Mt. San Antonio and Coastline. Over the past 12 months, there were three other related program recommendation request from regional community colleges.

Exhibit 4: Regional community college awards (certificates and degrees), 2016-2019

TOP Code	Program	College	2016-2017 Awards	2017-2018 Awards	2018-2019 Awards	3-Year Award Average
0506.00	Business Management	Cerritos	246	405	456	369
		Citrus	-	1	2	1
		Compton	11	2	3	5
		East LA	9	26	29	21
		El Camino	17	23	23	21
		Glendale	17	10	9	12
		LA City	19	15	18	17
		LA Mission	5	4	3	4
		LA Pierce	-	-	3	1

TOP Code	Program	College	2016-2017 Awards	2017-2018 Awards	2018-2019 Awards	3-Year Award Average		
0506.40		LA Valley	42	30	33	35		
		Long Beach	15	22	21	19		
		Mt San Antonio	187	161	202	183		
		Santa Monica	10	18	23	17		
		LA Subtotal	578	717	825	707		
		Coastline	175	71	84	110		
		Cypress	2	6	6	5		
		Fullerton	124	11	11	49		
		Golden West	9	8	20	12		
		Irvine	11	9	3	8		
		North Orange Adult	26	24	27	26		
		Orange Coast	3	51	40	31		
		Santa Ana	37	81	64	61		
		Santiago Canyon	3	42	17	21		
		OC Subtotal	390	303	272	322		
		Supply Subtotal/Average			968	1,020	1,097	1,028
		Small Business and Entrepreneurship	Cerritos	15	21	34	23	
	Citrus		-	1	2	1		
	Glendale		1	2	-	1		
	LA City		8	3	7	6		
	LA Pierce		-	-	4	1		
	LA Trade		8	7	6	7		
	Mt. San Antonio		26	18	32	25		
	Pasadena		2	5	3	3		
	Rio Hondo		6	15	7	9		
	Santa Monica		7	10	9	9		
	West LA		3	3	5	4		
	LA Subtotal		76	85	109	90		
Coastline	6		10	5	7			
Cypress	5		2	4	4			
Fullerton	1		3	4	3			
Golden West	-		3	2	2			
Irvine	29		18	48	32			
Saddleback	4	10	8	7				

TOP Code	Program	College	2016-2017 Awards	2017-2018 Awards	2018-2019 Awards	3-Year Award Average
		Santa Ana	4	4	7	5
		Santiago Canyon	2	4	-	2
		OC Subtotal	51	54	78	61
		Supply Subtotal/Average	127	139	187	151
		Supply Total/Average	1,095	1,159	1,284	1,179

Non-Community College Supply—For a comprehensive regional supply analysis, it is important to consider the supply from other institutions in the region that provide training programs related to entrepreneurship. Exhibit 5 shows the annual and three-year average number of awards conferred by these institutions in the related Classification of Instructional Programs (CIP) Codes: Business Administration and Management, General (52.0201), Entrepreneurship/Entrepreneurial Studies (52.0701), and Small Business Administration/Management (52.0703). Due to different data collection periods, the most recent three-year period of available data is from 2014 to 2017. Between 2014 and 2017, non-community colleges in the region conferred an average of 11,564 awards annually in related training programs.

Exhibit 5: Regional non-community college awards, 2014-2017

CIP Code	Program	College	2014-2015 Awards	2015-2016 Awards	2016-2017 Awards	3-Year Award Average
52.0201	Business Administration and Management, General	Abraham Lincoln University	-	2	-	1
		Advanced College	2	-	1	1
		Azusa Pacific University	282	178	111	190
		Bethesda University	4	6	8	6
		Biola University	-	-	116	39
		Brandman University	137	169	143	150
		California Intercontinental University	-	-	5	2
		California State Polytechnic University-Pomona	1,010	1,217	1,312	1,180
		California State University-Dominguez Hills	453	513	505	490
		California State University-Fullerton	1,902	2,120	2,155	2,059
		California State University-Long Beach	1,062	1,128	1,275	1,155
		California State University-Los Angeles	779	1,041	812	877

CIP Code	Program	College	2014-2015 Awards	2015-2016 Awards	2016-2017 Awards	3-Year Award Average
		California State University-Northridge	547	616	604	589
		California University of Management and Sciences	2	5	-	2
		Chapman University	297	341	381	340
		Claremont Graduate University	49	26	44	40
		Concordia University-Irvine	89	87	97	91
		DeVry University-California	303	225	192	240
		East San Gabriel Valley Regional Occupational Program	20	5	-	8
		Hope International University	31	46	20	32
		Learnet Academy Inc	1	4	4	3
		Life Pacific College	-	3	5	3
		Los Angeles ORT College-Los Angeles Campus	13	9	32	18
		Los Angeles ORT College-Van Nuys Campus	2	4	16	7
		Marymount California University	49	59	57	55
		Mount Saint Mary's University	42	51	48	47
		Mt Sierra College	8	13	10	10
		Pacific States University	3	4	-	2
		Pepperdine University	205	182	200	196
		Platt College-Los Angeles	-	1	9	3
		Trident University International	432	454	407	431
		University of California-Irvine	126	163	159	149
		University of La Verne	295	338	303	312
		University of Phoenix-California	1,734	1,384	1,214	1,444
		University of Southern California	985	1,055	1,023	1,021
		University of the People	-	31	41	24
		University of the West	8	4	6	6
		Vanguard University of Southern California	90	104	83	92

CIP Code	Program	College	2014-2015 Awards	2015-2016 Awards	2016-2017 Awards	3-Year Award Average
		Westcliff University	-	-	148	49
		Whittier College	77	79	81	79
		Woodbury University	44	41	44	43
52.0701	Entrepreneurship/ Entrepreneurial Studies	Loyola Marymount University	58	73	72	68
		Mount Saint Mary's University	3	0	0	1
		Mt Sierra College	7	6	3	5
		Pitzer College	0	1	0	0
		California Intercontinental University	0	1	3	1
		University of Phoenix-California	2	0	0	1
52.0703	Small Business Administration/ Management	Pitzer College	-	1	-	0
Total/Average			11,153	11,790	11,749	11,564

Appendix A: Occupational demand and wage data by county

Exhibit 6a. Los Angeles County – All Employed

Occupation (SOC)	2019 Jobs	2024 Jobs	5-Yr Change	5-Yr % Change	Annual Openings	Entry-Level Hourly Earnings (25th Percentile)	Median Hourly Earnings	Experienced Hourly Earnings (75th Percentile)
General and Operations Managers (11-1021)	69,570	72,069	2,499	4%	6,644	\$35.21	\$53.62	\$87.53
Administrative Services and Facilities Managers (11-3011)	12,304	12,736	432	4%	1,123	\$36.62	\$51.47	\$66.70
Project Management Specialists and Business Operations Specialists, All Other (13-1198)	55,264	57,023	1,759	3%	5,729	\$25.47	\$35.22	\$49.69
First-Line Supervisors of Retail Sales Workers (41-1011)	41,702	40,918	(784)	(2%)	4,552	\$14.56	\$18.73	\$25.58
First-Line Supervisors of Non-Retail Sales Workers (41-1012)	12,407	12,116	(291)	(2%)	1,182	\$16.50	\$27.24	\$41.93
Total	191,247	194,863	3,616	2%	19,229			

Exhibit 6b. Los Angeles County - Self-Employed

Occupation (SOC)	2019 Jobs	2024 Jobs	5-Yr Change	5-Yr % Change	Annual Openings	Entry-Level Hourly Earnings (25th Percentile)	Median Hourly Earnings	Experienced Hourly Earnings (75th Percentile)
General and Operations Managers (11-1021)	933	966	33	4%	89	\$12.32	\$21.85	\$40.97
Administrative Services and Facilities Managers (11-3011)	84	91	7	8%	9	\$9.26	\$19.46	\$43.70
Project Management Specialists and Business Operations Specialists, All Other (13-1198)	716	825	109	15%	95	\$14.67	\$33.12	\$84.87
First-Line Supervisors of Retail Sales Workers (41-1011)	13,186	12,493	(693)	(5%)	1,416	\$7.07	\$14.53	\$27.32
First-Line Supervisors of Non-Retail Sales Workers (41-1012)	5,811	5,607	(204)	(4%)	549	\$9.41	\$18.50	\$37.79
Total	20,730	19,982	(748)	(4%)	2,158			

Exhibit 7a. Orange County – All Employees

Occupation (SOC)	2019 Jobs	2024 Jobs	5-Yr Change	5-Yr % Change	Annual Openings	Entry-Level Hourly Earnings (25th Percentile)	Median Hourly Earnings	Experienced Hourly Earnings (75th Percentile)
General and Operations Managers (11-1021)	27,421	28,488	1,067	4%	2,635	\$35.16	\$53.49	\$87.27
Administrative Services and Facilities Managers (11-3011)	4,497	4,670	173	4%	414	\$35.63	\$50.06	\$64.87
Project Management Specialists and Business Operations Specialists, All Other (13-1198)	21,380	22,067	687	3%	2,216	\$24.85	\$34.35	\$48.45
First-Line Supervisors of Retail Sales Workers (41-1011)	14,369	14,249	(120)	(1%)	1,575	\$14.11	\$17.96	\$24.51
First-Line Supervisors of Non-Retail Sales Workers (41-1012)	4,584	4,485	(99)	(2%)	436	\$17.54	\$28.69	\$43.33
Total	72,252	73,958	1,706	2%	7,276			

Exhibit 7b. Orange County – Self-Employed

Occupation (SOC)	2019 Jobs	2024 Jobs	5-Yr Change	5-Yr % Change	Annual Openings	Entry-Level Hourly Earnings (25th Percentile)	Median Hourly Earnings	Experienced Hourly Earnings (75th Percentile)
General and Operations Managers (11-1021)	296	305	9	3%	28	\$12.30	\$21.82	\$40.91
Administrative Services and Facilities Managers (11-3011)	27	29	2	7%	3	\$9.24	\$19.40	\$43.58
Project Management Specialists and Business Operations Specialists, All Other (13-1198)	262	298	36	14%	34	\$14.63	\$33.04	\$84.66
First-Line Supervisors of Retail Sales Workers (41-1011)	4,104	4,024	(80)	(2%)	448	\$7.13	\$14.65	\$27.54
First-Line Supervisors of Non-Retail Sales Workers (41-1012)	1,889	1,796	(93)	(5%)	177	\$9.32	\$18.33	\$37.44
Total	6,577	6,451	(126)	(2%)	689			

Exhibit 8a. Los Angeles and Orange Counties – All Employees

Occupation (SOC)	2019 Jobs	2024 Jobs	5-Yr Change	5-Yr % Change	Annual Openings	Typical Entry-Level Education
General and Operations Managers (11-1021)	96,992	100,557	3,565	4%	9,278	Bachelor's degree
Administrative Services and Facilities Managers (11-3011)	16,801	17,406	605	4%	1,536	Bachelor's degree
Project Management Specialists and Business Operations Specialists, All Other (13-1198)	76,644	79,090	2,446	3%	7,945	Bachelor's degree
First-Line Supervisors of Retail Sales Workers (41-1011)	56,071	55,167	(904)	(2%)	6,127	HS diploma or equivalent
First-Line Supervisors of Non-Retail Sales Workers (41-1012)	16,991	16,601	(390)	(2%)	1,618	HS diploma or equivalent
Total	263,499	268,821	5,322	2%	26,505	

Exhibit 8b. Los Angeles and Orange Counties – Self-Employed

Occupation (SOC)	2019 Jobs	2024 Jobs	5-Yr Change	5-Yr % Change	Annual Openings
General and Operations Managers (11-1021)	1,229	1,271	42	3%	117
Administrative Services and Facilities Managers (11-3011)	111	120	9	8%	11
Project Management Specialists and Business Operations Specialists, All Other (13-1198)	977	1,123	146	15%	129
First-Line Supervisors of Retail Sales Workers (41-1011)	17,290	16,517	(773)	(4%)	1,864
First-Line Supervisors of Non-Retail Sales Workers (41-1012)	7,700	7,403	(297)	(4%)	726
Total	27,307	26,433	(874)	(3%)	2,847

Appendix B: Sources

- O*NET Online
- Labor Insight/Jobs (Burning Glass)
- Economic Modeling Specialists, International (Emsi)
- Bureau of Labor Statistics (BLS)
- Employment Development Department, Labor Market Information Division, OES
- California Community Colleges Chancellor’s Office Management Information Systems (MIS)
- California Family Needs Calculator, Insight Center for Community Economic Development
- Chancellor’s Office Curriculum Inventory (COCI 2.0)

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