** Tax Preparers**

**Labor Market Information Report**

**Evergreen Valley College**

Prepared by the San Francisco Bay Center of Excellence

for Labor Market Research

December 2019

# Recommendation

Based on all available data, there appears to be an undersupply of Tax Preparerscompared to the demand for this occupation in the Bay region and in the Silicon Valley sub-region (Santa Clara County.) There is a projected annual gap of about 463 students in the Bay region and 110 students in the Silicon Valley Sub-Region.

This report also provides student outcomes data on employment and earnings for programs on TOP 0502.10 - Tax Studies in the state and region. It is recommended that these data be reviewed to better understand how outcomes for students taking courses on this TOP code compare to potentially similar programs at colleges in the state and region, as well as to outcomes across all CTE programs at Evergreen Valley College and in the region.

# Introduction

This report profiles Tax Preparersin the 12 county Bay region and in the Silicon Valley sub-region for a proposed new program at Evergreen Valley College.

|  |
| --- |
| * **Tax Preparers (SOC 13-2082):** Prepare tax returns for individuals or small businesses.
 |
| Entry-Level Educational Requirement: High school *diploma or equivalent* |
| Training Requirement: Moderate-term *on-the-job training* |
| Percentage of Community College Award Holders or Some Postsecondary Coursework: 31% |

# Occupational Demand

**Table 1. Employment Outlook for Tax Preparers in Bay Region**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Occupation  | 2018 Jobs | 2023 Jobs | 5-Yr Change | 5-Yr % Change | 5-Yr Open-ings | Average Annual Open-ings | 25% Hourly Wage | Median Hourly Wage |
| Tax Preparers |  3,828  |  4,121  | 293 | 8% |  2,362  |  472  | $19.50 | $29.29 |

*Source: EMSI 2019.3*

**Bay Region** includes Alameda, Contra Costa, Marin, Monterey, Napa, San Benito, San Francisco, San Mateo, Santa Clara, Santa Cruz, Solano and Sonoma Counties

**Table 2. Employment Outlook for Tax Preparers in Silicon Valley Sub-Region**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Occupation  | 2018 Jobs | 2023 Jobs | 5-Yr Change | 5-Yr % Change | 5-Yr Open-ings | Average Annual Open-ings | 25% Hourly Wage | Median Hourly Wage |
| Tax Preparers |  976  |  1,044  | 68 | 7% |  588  |  118  | $24.04 | $30.36 |

*Source: EMSI 2019.3*

**Silicon Valley Sub-Region** includes Santa Clara County

### Job Postings in Bay Region and Silicon Valley Sub-Region

**Table 3. Number of Job Postings by Occupation for latest 12 months (November 2018 - October 2019)**

| Occupation | Bay Region | Silicon Valley  |
| --- | --- | --- |
|  Tax Preparers | 1,081 | 211 |

*Source: Burning Glass*

**Table 4a. Top Job Titles for Tax Preparers for latest 12 months (November 2018 - October 2019) Bay Region**

|  |  |  |  |
| --- | --- | --- | --- |
| Common Title | Bay | Common Title | Bay |
| Tax Professional | 681 | Prep - Preparer | 1 |
| Tax Preparer | 323 | Local Tax Assistant, Tax | 1 |
| Seasonal Tax Preparer | 26 | Instructional Design Assistant | 1 |
| Tax Assistant | 12 | Income Tax Preparation & Review | 1 |
| Spanish Bilingual Tax Expert - CPA - Remote | 10 | Data Entry Tax Preparation | 1 |
| Senior Tax Associate | 3 | CPA Tax Return Preparation | 1 |
| Preparador De Alimentos | 2 | Corporate Tax Preparer | 1 |
| Junior Tax Preparer | 2 | Certified Transplant Preservationist Ctp | 1 |
| Bookkeeper | 2 | Bookkeeper/Office Manager | 1 |
| Tax Supervisor | 1 | Bilingual Testing Evaluator | 1 |
| Tax Specialist | 1 | Bilingual Tax Preparer Seasonal | 1 |
| Tax Prepare Seasonal | 1 | Bilingual Tax Preparer | 1 |
| Tax Assistant, Information And Technology Industry | 1 | Additional | 1 |
| Sales, Marketing, Tax Planning | 1 | Accounting, Payroll & Tax Preparation | 1 |

**Table 4b. Top Job Titles for Tax Preparers for latest 12 months (November 2018 - October 2019) Silicon Valley Sub-Region**

|  |  |  |  |
| --- | --- | --- | --- |
| Common Title | Silicon Valley  | Common Title | Silicon Valley  |
| Tax Professional | 97 | Tax Assistant, Information And Technology Industry | 1 |
| Tax Preparer | 89 | Senior Tax Associate | 1 |
| Tax Assistant | 8 | CPA Tax Return Preparation | 1 |
| Seasonal Tax Preparer | 6 | Bilingual Tax Preparer Seasonal | 1 |
| Spanish Bilingual Tax Expert - CPA - Remote | 4 | Bilingual Tax Preparer | 1 |
| Preparador De Alimentos | 2 |  |  |

*Source: Burning Glass*

# Industry Concentration

**Table 5. Industries hiring Tax Preparers in Bay Region**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Industry – 6 Digit NAICS (No. American Industry Classification) Codes | Jobs in Industry (2018) | Jobs in Industry (2022) | % Change (2018-22) | % in Industry (2018) |
| Offices of Certified Public Accountants (541211) | 1,502 | 1,612 | 7% | 39% |
| Other Accounting Services (541219) | 1,280 | 1,354 | 6% | 33% |
| Tax Preparation Services (541213) | 504 | 536 | 6% | 13% |
| Payroll Services (541214) | 393 | 461 | 17% | 10% |
| Electronic Computer Manufacturing (334111) | 1,860 | 2,036 | 9% | 6% |
| Data Processing, Hosting, and Related Services (518210) | 1,381 | 1,872 | 36% | 4% |
| Colleges, Universities, and Professional Schools (State Government) (902612) | 1,233 | 1,384 | 12% | 4% |
| Colleges, Universities, and Professional Schools (611310) | 1,030 | 1,142 | 11% | 3% |
| Corporate, Subsidiary, and Regional Managing Offices (551114) | 878 | 945 | 8% | 3% |
| Other Computer Related Services (541519) | 818 | 992 | 21% | 3% |
| Local Government, Excluding Education and Hospitals (903999) | 560 | 585 | 4% | 2% |
| Temporary Help Services (561320) | 565 | 601 | 6% | 2% |
| Elementary and Secondary Schools (Local Government) (903611) | 509 | 533 | 5% | 2% |
| Colleges, Universities, and Professional Schools (Local Government) (903612) | 508 | 442 | -13% | 2% |
| Computer and Computer Peripheral Equipment and Software Merchant Wholesalers (423430) | 450 | 363 | -19% | 1% |

*Source: EMSI 2019.3*

**Table 6. Top Employers Posting Jobs for Tax Preparers in Bay Region and Silicon Valley Sub-Region (November 2018 - October 2019)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Employer | Bay | Employer | Bay | Employer | Silicon Valley  |
| H&R Block | 640 | Perotti Carrade | 2 | H&R Block | 85 |
| Jackson Hewitt Tax Service | 46 | JDT | 2 | Jackson Hewitt Tax Service | 13 |
| Intuit | 17 | Irvin Abrahamson Company | 2 | Intuit | 7 |
| Eckhoff And Company | 7 | Harry Bergland Jr CPA | 2 | Ky Tax Service And Bookkeeping | 4 |
| Shea Labagh Dobberstein | 5 | Fitzpatrick & Tucker | 2 | Block Advisors | 3 |
| Ky Tax Service And Bookkeeping | 4 | Ernst & Young | 2 | Tacos Ameca 1 Inc | 2 |
| Block Advisors | 4 | Emeryville Tax Services | 2 | Irvin Abrahamson Company | 2 |
| Schadler Business Services | 3 | Elsener Elsener | 2 | Fitzpatrick & Tucker, Inc | 2 |
| Perrin Tax And Accounting Services, Inc | 3 | Anderson Windows | 2 | Fitzpatrick & Tucker | 2 |
| Ghirardo Cpa | 3 | Al Financial Services | 2 | Wheeler Accountants Llp | 1 |
| Fitzpatrick & Tucker, Inc | 3 | Zazmic Finance | 1 | Varveris Associates | 1 |
| United Tax | 2 | Workday, Inc | 1 | Tmi Tax Services Incorporated | 1 |
| Tax Care | 2 | Who's Your Tax Man | 1 | Strategic Systems | 1 |
| Tacos Ameca 1 Inc | 2 | Wheeler Accountants Llp | 1 | Softsol Technologies | 1 |
| Signature Cpa's | 2 | Vmware Incorporated | 1 | Snow Bittleston Hartman Fong & Associates | 1 |
| Sanjiv Gupta Cpa | 2 | Varveris Associates | 1 | Santa Clara CPA Firm | 1 |
| Rubens Partners LLP | 2 | Vanderbilt CPAS P C | 1 | Sanjiv Gupta CPA | 1 |

*Source: Burning Glass*

# Educational Supply

There are two (2) community colleges in the Bay Region issuing 9 awards on average annually (last 3 years) on TOP 0502.10 - Tax Studies. There is one college (DeAnza College) in the Silicon Valley Sub-Region issuing 8 awards on average annually (last 3 years) on this TOP code.

**Table 7. Awards on TOP 0502.10 - Tax Studies in Bay Region**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| College | Sub-Region | Associates | Certificate 18+ | Certificate Low | Total |
| DeAnza College  | Silicon Valley |  4  |  4  |  |  8  |
| Santa Rosa Junior College  | North Bay |  |  |  1  |  1  |
| **Total Bay Region** | **4** | **4** | **1** | **9** |
| **Total Silicon Valley Sub-Region** | **4** | **4** | **0** | **8** |

# *Source: Data Mart*

Note: The annual average for awards is 2015-16 to 2017-18.

# Gap Analysis

Based on the data included in this report, there is a labor market gap in the Bay region with 472 annual openings for Tax Preparers and 9 annual (3-year average) awards for an annual undersupply of 463 students. In the Silicon Valley Sub-Region, there is also a gap with 118 annual openings and 8 annual (3-year average) awards for an annual undersupply of 110 students.

# Student Outcomes

**Table 8. Four Employment Outcomes Metrics for Students Who Took Courses on TOP 0502.10 – Tax Studies**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| 2015-16 | Bay (All CTE Programs) | Evergreen Valley College (All CTE Programs) | State (0502.10) | Bay (0502.10) | Silicon Valley (0502.10) | Evergreen Valley College (0502.10) |
| % Employed Four Quarters After Exit | 74% | 76% | 77% | 71% | 73% | N/A |
| Median Quarterly Earnings Two Quarters After Exit | $10,550 | $8,549 | $12,000 | $11,507 | $11,862 | N/A |
| Median % Change in Earnings | 46% | 75% | 45% | 32% | 36% | N/A |
| % of Students Earning a Living Wage | 63% | 53% | 75% | 67% | 64% | N/A |

*Source: Launchboard Pipeline (version available on 11/25/19)*

# Skills, Certifications and Education

**Table 9. Top Skills for Tax Preparers in Bay Region (November 2018 - October 2019)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Skill | Postings | Skill | Postings | Skill | Postings |
| Tax Returns | 851 | Retail Industry Knowledge | 50 | Calculation | 19 |
| Tax Preparation | 812 | Sales | 46 | Audit Experience | 18 |
| Customer Retention | 543 | Lifting Ability | 44 | Electronic Data Interchange | 15 |
| Tax Planning | 434 | Articulating Value Propositions | 43 | Federal Tax Returns | 15 |
| Accounting | 390 | Brand Awareness Generation | 43 | Enterprise Resource Planning (ERP) | 14 |
| Audit Planning | 357 | Product Sales | 43 | Property Tax | 14 |
| Bookkeeping | 319 | Prospective Clients | 43 | Tax Compliance | 14 |
| Customer Service | 124 | Customer Contact | 40 | Business Administration | 13 |
| Tax Software | 116 | Individual Tax Returns | 32 | Generally Accepted Accounting Principles (GAAP) | 11 |
| Scheduling | 111 | Appointment Setting | 30 | Partnership Tax Returns | 11 |
| Tax Law | 97 | Tax Research | 25 | Invoice Processing | 10 |
| Quickbooks | 70 | Circular 230 | 23 | Store Operations | 10 |
| Public Accounting | 69 | Spreadsheets | 23 | Client Base Retention | 9 |
| Data Entry | 67 | Financial Statements | 22 | Accruals | 8 |
| Tax and Financial Document Review | 63 | Tax Accounting | 21 | Adding Machine | 8 |

*Source: Burning Glass*

**Table 10. Certifications for Tax Preparers in Bay Region (November 2018 - October 2019)**

Note: 59% of records have been excluded because they do not include a certification. As a result, the chart below may not be representative of the full sample.

|  |  |  |  |
| --- | --- | --- | --- |
| Certification | Postings | Certification | Postings |
| Certified Public Accountant (CPA) | 425 | Chartered Financial Analyst (CFA) | 1 |
| Tax Preparation Certificate | 12 | Certified Treasury Professional (CTP) | 1 |
| Taxation Certification | 5 | Certified Transplant Preservationist | 1 |
| Registered Tax Return Preparer (RTRP) | 4 | Certified Management Accountant (CMA) | 1 |
| Tax Professional | 3 | Certified Income Tax Preparer | 1 |
| Income Tax Certificate | 2 | Certified Financial Planner (CFP) | 1 |
| Ca License | 2 | Certified Associate in Materials Handling | 1 |
| Investment Advisor | 1 | Certificate in Accounting | 1 |
| IRS Enrolled Agent | 1 | Business License | 1 |
| Commission License | 1 |  |  |

*Source: Burning Glass*

**Table 11. Education Requirements for Tax Preparers in Bay Region**

Note: 88% of records have been excluded because they do not include a degree level. As a result, the chart below may not be representative of the full sample.

|  |  |  |
| --- | --- | --- |
| Education (minimum advertised) | Latest 12 Mos. Postings | Percent 12 Mos. Postings |
| High school or vocational training | 704 | 84% |
| Associate Degree | 5 | 15% |
| Bachelor’s Degree or Higher | 129 | 1% |

*Source: Burning Glass*

# Methodology

Occupations for this report were identified by use of skills listed in O\*Net descriptions and job descriptions in Burning Glass. Labor demand data is sourced from Economic Modeling Specialists International (EMSI) occupation data and Burning Glass job postings data. Educational supply and student outcomes data is retrieved from multiple sources, including CTE Launchboard and CCCCO Data Mart.

# Sources

O\*Net Online

Labor Insight/Jobs (Burning Glass)

Economic Modeling Specialists International (EMSI)

CTE LaunchBoard [www.calpassplus.org/Launchboard/](http://www.calpassplus.org/Launchboard/)

Statewide CTE Outcomes Survey

Employment Development Department Unemployment Insurance Dataset

Living Insight Center for Community Economic Development

Chancellor’s Office MIS system

# Contacts

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