

Occupation Overview

Emsi Q3 2017 Data Set

November 2017

Las Positas College



3033 Collier Canyon Road
Livermore, California 94551

Parameters

Occupations

| Code | Description |
|---------|--|
| 41-2031 | Retail Salespersons |
| 41-1011 | First-Line Supervisors of Retail Sales Workers |

Regions

| Code | Description |
|------|--------------------------|
| 6001 | Alameda County, CA |
| 6013 | Contra Costa County, CA |
| 6075 | San Francisco County, CA |
| 6085 | Santa Clara County, CA |

Timeframe

2017 - 2022

Datarun

2017.3 - QCEW Employees, Non-QCEW Employees, and Self-Employed

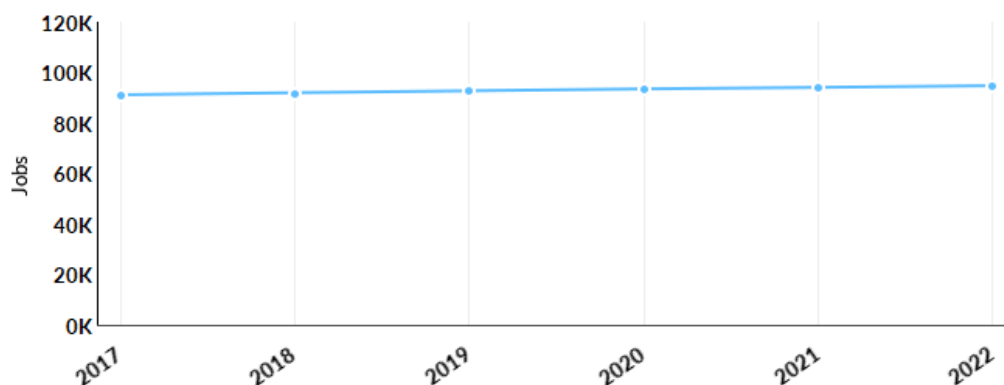
2 Sales and Related Occupations in 4 California Counties

Occupation Summary for 2 Sales and Related Occupations

| | | |
|---|---|---|
| <p>90,225</p> <p>Jobs (2016)</p> <p>26% below National average</p> | <p>+3.9%</p> <p>% Change (2017-2022)</p> <p>Nation: +4.4%</p> | <p>\$13.68/hr</p> <p>Median Hourly Earnings</p> <p>Nation: \$12.06/hr</p> |
|---|---|---|

Growth

| | | | |
|--------------------------------|--------------------------------|--|---|
| <p>91,100</p> <p>2017 Jobs</p> | <p>94,698</p> <p>2022 Jobs</p> | <p>3,598</p> <p>Change (2017-2022)</p> | <p>3.9%</p> <p>% Change (2017-2022)</p> |
|--------------------------------|--------------------------------|--|---|



| Occupation | 2017 Jobs | 2022 Jobs | Change | % Change |
|--|-----------|-----------|--------|----------|
| First-Line Supervisors of Retail Sales Workers (41-1011) | 21,760 | 22,110 | 350 | 2% |
| Retail Salespersons (41-2031) | 69,340 | 72,588 | 3,248 | 5% |

Percentile Earnings

\$11.42/hr

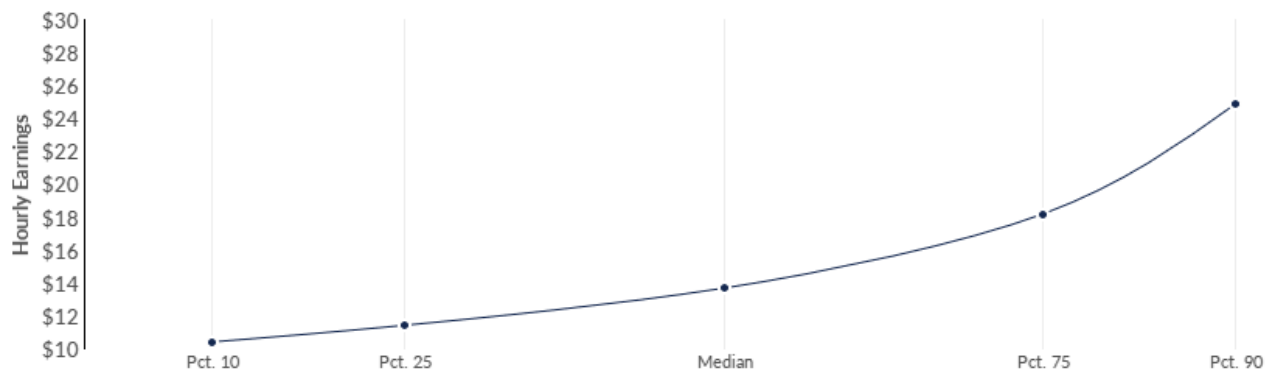
25th Percentile Earnings

\$13.68/hr

Median Earnings

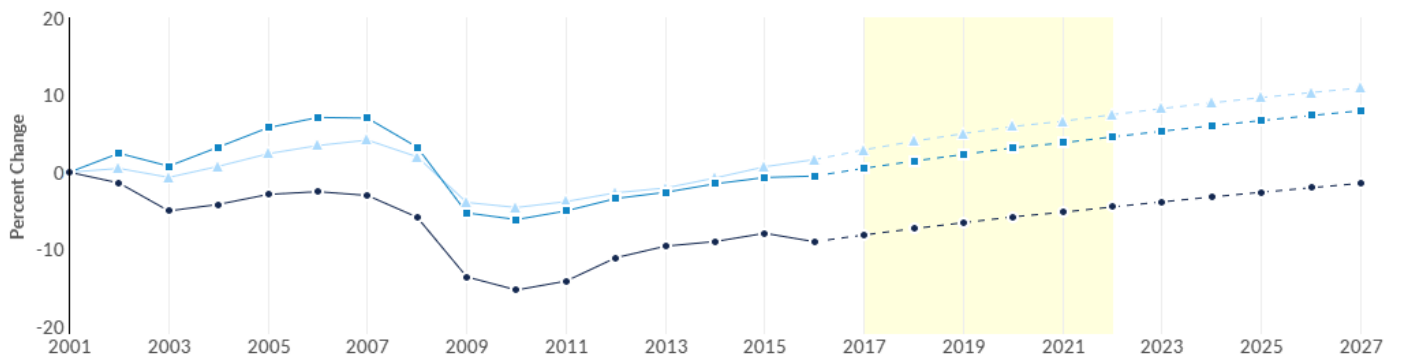
\$18.20/hr

75th Percentile Earnings



| Occupation | 25th Percentile Earnings | Median Earnings | 75th Percentile Earnings |
|--|--------------------------|-----------------|--------------------------|
| First-Line Supervisors of Retail Sales Workers (41-1011) | \$14.17 | \$18.28 | \$24.70 |
| Retail Salespersons (41-2031) | \$11.04 | \$12.73 | \$16.12 |

Regional Trends



| Region | 2017 Jobs | 2022 Jobs | Change | % Change |
|----------|-----------|-----------|---------|----------|
| ● Region | 91,100 | 94,698 | 3,598 | 3.9% |
| ■ State | 643,509 | 669,553 | 26,044 | 4.0% |
| ▲ Nation | 6,106,157 | 6,376,512 | 270,355 | 4.4% |

Regional Breakdown



| County | 2022 Jobs |
|--------------------------|-----------|
| Santa Clara County, CA | 32,033 |
| Alameda County, CA | 28,740 |
| San Francisco County, CA | 18,483 |
| Contra Costa County, CA | 15,442 |

Job Postings Summary

| | |
|--|---|
| <p>83,201 Unique Postings (Jan 2017 - Oct 2017) 504,671 Total Postings</p> | <p>6 : 1 Posting Intensity (Jan 2017 - Oct 2017)</p> <p>Regional Average: 7 : 1</p> |
|--|---|

There were 504,671 total job postings for your selection from January 2017 to October 2017, of which 83,201 were unique. These numbers give us a Posting Intensity of 6-to-1, meaning that for every 6 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.

Occupation Gender Breakdown



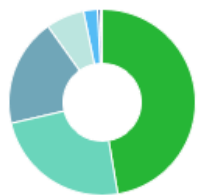
| Gender | 2016 Jobs | 2016 Percent |
|---------|-----------|--------------|
| Males | 44,493 | 49.3% |
| Females | 45,732 | 50.7% |

Occupation Age Breakdown



| Age | 2016 Jobs | 2016 Percent |
|-------|-----------|--------------|
| 14-18 | 2,681 | 3.0% |
| 19-24 | 18,018 | 20.0% |
| 25-34 | 21,277 | 23.6% |
| 35-44 | 14,851 | 16.5% |
| 45-54 | 15,239 | 16.9% |
| 55-64 | 12,145 | 13.5% |
| 65+ | 6,012 | 6.7% |

Occupation Race/Ethnicity Breakdown



| Race/Ethnicity | 2016 Jobs | 2016 Percent |
|---|-----------|--------------|
| White | 42,693 | 47.3% |
| Hispanic or Latino | 21,694 | 24.0% |
| Asian | 16,936 | 18.8% |
| Black or African American | 5,993 | 6.6% |
| Two or More Races | 2,186 | 2.4% |
| Native Hawaiian or Other Pacific Islander | 438 | 0.5% |
| American Indian or Alaska Native | 285 | 0.3% |

Occupational Programs

8
Programs (2016)

351
Completions (2016)

13,262
Openings (2016)

| CIP Code | Program | Completions (2016) |
|----------|--|--------------------|
| 52.9999 | Business, Management, Marketing, and Related Support Services, Other | 297 |
| 52.1801 | Sales, Distribution, and Marketing Operations, General | 49 |
| 01.0608 | Floriculture/Floristry Operations and Management | 3 |
| 52.0212 | Retail Management | 2 |
| 52.0208 | E-Commerce/Electronic Commerce | 0 |

Industries Employing 2 Sales and Related Occupations

| Industry | Occupation Group Jobs in Industry (2016) | % of Occupation Group in Industry (2016) | % of Total Jobs in Industry (2016) |
|---|--|--|------------------------------------|
| Family Clothing Stores | 8,336 | 9.2% | 77.4% |
| Shoe Stores | 4,669 | 5.2% | 83.5% |
| Electronics Stores | 4,376 | 4.8% | 41.7% |
| Discount Department Stores | 4,198 | 4.7% | 32.6% |
| Department Stores (except Discount Department Stores) | 4,108 | 4.6% | 32.4% |

Appendix A - 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.

CareerBuilder/Emsi Job Postings

Job postings are collected from various sources and processed/enriched by Careerbuilder to provide information such as standardized company name, occupation, skills, and geography. Emsi performs additional filtering and processing to improve compatibility with Emsi data.

Completers Data

The completers 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.

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: California Labor Market Information Department