Industry Analysis

Active Selections

ID, Manufacturing (31-33)

Key Metrics



Unemployment Rate

Mar 2021

3.1%

Projected Growth

10 Years

+16.8%

Location Quotient



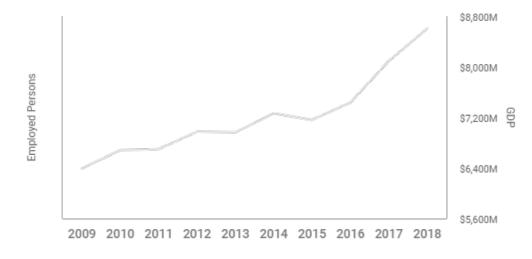
Economic Impact

Dec 2019



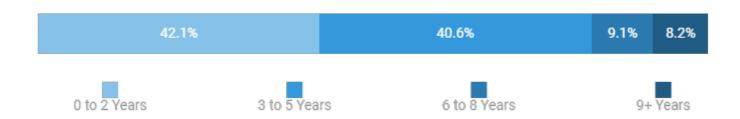
GDP \$9B Ranked #37 Nationwide

Note: GDP and Employment figures not available for all industries in all years

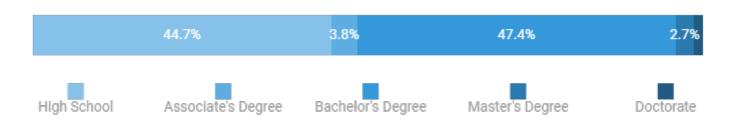


Source: Bureau of Labor Statistics, Bureau of Economic Analysis

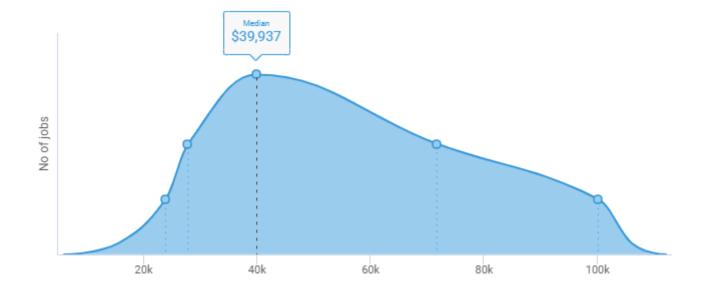
Job Qualifications - Years of Experience



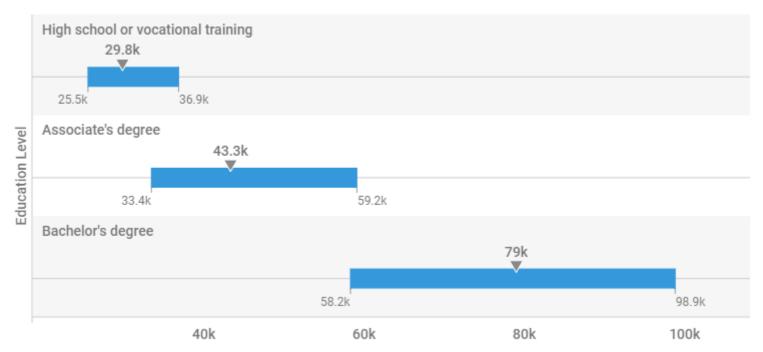
Job Qualifications - Education Level



Salary Overall

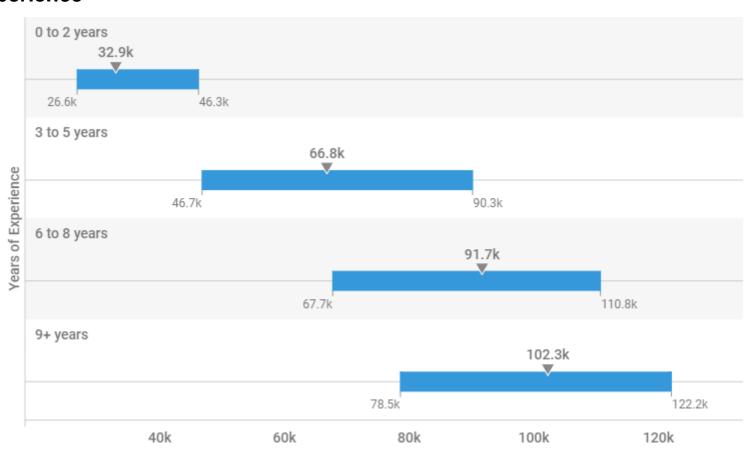


Salary By Education



Salary distribution is not shown for education levels with insufficient sample size

Salary By Experience



Top Requested Occupations

Production Worker
Laborer / Warehouse Worker
Forklift / Pallet Jack Operator
Tractor-Trailer Truck Driver (General)
Manufacturing Machine Operator
Sales Representative
Merchandiser
Retail Store Manager
Building and General Maintenance Technician
Automotive Service Technician / Mechanic

Top Requested Skills - Specialized Skills

Customer Service
Repair
Sales
Forklift Operation
Scheduling
Project Management
Cleaning
Budgeting
Lifting Ability
Packaging

Top Requested Skills - Baseline Skills

Communication Skills
Teamwork / Collaboration
Physical Abilities
Problem Solving
Detail-Oriented
Organizational Skills
Planning
Microsoft Office
Computer Literacy
Microsoft Excel

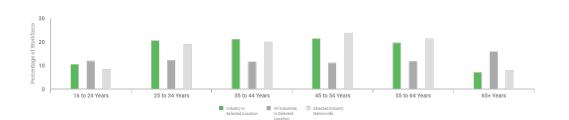
Age Breakdown

Median Age

This Industry in Selected
Location
41 Years

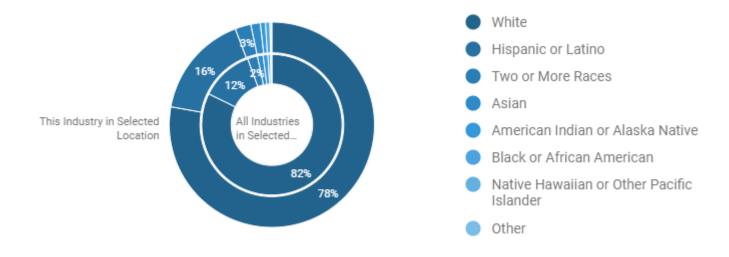
All Industries in Selected Location 38 Years

This Industry Nationwide 43 Years



Source: 2014 - 2018 American Community Survey 5-Year Estimates

Race Breakdown



Source: 2014 - 2018 American Community Survey 5-Year Estimates

Gender Breakdown

69.4%

All Industries in Selected Location 48.4%





30.6%

All Industries in Selected Location 51.6%

Source: 2014 - 2018 American Community Survey 5-Year Estimates

Top Occupations in Demand

Specialized Occupation	Occupation	Occupation Family	Job Postings(#) Last 12 months	Job Postings(%) Last 12 months	Projected Growth (10 years)	Salary Range (25th-75th percentile)	Risk of Automation	Location Quotient
Production Worker	Production Worker	Manufacturin g and Production	622	5.2%	+12.3% ~~	\$23 - 27k	High Risk	0.9 —
Laborer / Warehouse Worker	Laborer / Warehouse Worker	Business Management and Operations	447	3.8%	+14.8% ~~	\$23 - 28k	Medium Risk	0.9
Forklift / Pallet Jack Operator	Forklift / Pallet Jack Operator	Business Management and Operations	350	2.9%	+16.4% 💉	\$25 - 27k	High Risk	0.7 🗸
Tractor- Trailer Truck Driver (General)	Tractor- Trailer Truck Driver	Transportatio n	276	2.3%	+20.1% 💉	\$33 - 78k	Medium Risk	2.5 🙈
Manufacturin g Machine Operator	Manufacturin g Machine Operator	Manufacturin g and Production	249	2.1%	N/A	\$25 - 33k	High Risk	0.8 🗸
Sales Representati ve	Sales Representati ve	Sales	198	1.7%	+14.2% 💉	\$32 - 57k	Low Risk	1.1 -
Merchandiser	Merchandiser / Ad Set Associate	Sales	184	1.5%	+11.9% ~	\$25 - 28k	Low Risk	1.6 ≈
Retail Store Manager	Retail Store Manager / Supervisor	Sales	175	1.5%	+15.8% ~~	\$50 - 82k	Low Risk	2 🙈
Building and General Maintenance Technician	Building and General Maintenance Technician	Maintenance, Repair, and Installation	174	1.5%	N/A	\$30 - 40k	Medium Risk	0.7 🗸
Automotive Service Technician / Mechanic	Automotive Service Technician / Mechanic	Maintenance, Repair, and Installation	148	1.2%	+14.7% ~~	\$27 - 44k	Medium Risk	1.1 -

Top Skills in Demand

Skill	Skill Type	Job Postings Requesting Skill(s)(#)	Job Postings Requesting Skill(s)(%)	Projected Growth	Location Quotient
Customer Service	Specialized	1,858	15.8%	-0.7% 🛰	1.2 -
Repair	Specialized	1,666	14.2%	0.1% 🖍	1.0
Sales	Specialized	1,439	12.2%	-7.3% 🛰	1.0 -
Forklift Operation	Specialized	1,331	11.3%	-7.9% 🛰	0.9
Scheduling	Specialized	1,256	10.7%	0.7% 🖍	0.7 🗸
Project Management	Specialized	1,214	10.3%	-12.7% 🛰	0.9
Cleaning	Specialized	1,189	10.1%	40.9% 🖍	1.2 -
Budgeting	Specialized	1,076	9.2%	-5.8% 🛰	0.9
Lifting Ability	Specialized	1,072	9.1%	4.8% 🖍	1.2 -
Packaging	Specialized	880	7.5%	1.6% 🖍	0.9

Skills in Demand by Occupation

ccupation	Job Postings (#) (Last 12 Months)	Job Postings (%) (Last 12 Months)	
anufacturing and Production	1,794	1	
Skill	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Mont	
Quality Assurance and Control	367	20	
Packaging	333	18	
Cleaning	281	1:	
Lifting Ability	263	1.	
Machinery	254	1.	
Forklift Operation	240	1	
Machine Operation	213	1	
Hand Tools	212	1	
Basic Mathematics	211	1	
Food Safety	202	1	
Quality Management	174		
Scheduling	167		
Good Manufacturing Practices (GMP)	154		
Manufacturing Processes	135		
Personal Protective Equipment (PPE)	120		
Repair	120		
Budgeting	96		
Computer Numerical Control (CNC)	91		
Key Performance Indicators (KPIs)	88		
Food Industry Knowledge	86		
Manual Dexterity	83		
Welding	81		
Machining	80		
Hiring Practices	74		
Power Tools	70		
C++	68		
Hazard Analysis Critical Control Point (HACCP)	67		
Food Safety and Quality	66		
Product Inspection	65		
Production Management	58		
5S Methodology	56		
Data Entry	53		
Equipment Operation	52		
Enterprise Resource Planning (ERP)	50		
SAP	49		
Grinders	46		
Record Keeping	45		
Predictive / Preventative Maintenance	44		
Calculation	43		
Business Acumen	41		
Customer Service	41		
Supervisory Skills	41		

Manufacturing Industry Knowledge	40	
Occupational Health and Safety	39	
Cost Control	37	
Equipment Moving	37	
Performance Appraisals	37	
Sorting	37	
Presentation Design	35	
Process Improvement	35	

usiness Management and Operations	1,788	15
Skill	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Months
Forklift Operation	674	37.7
Project Management	245	13.7
Scheduling	232	13
Budgeting	207	11.6
Packaging	197	11
Customer Service	191	10.7
Lifting Ability	191	10.7
Cleaning	185	10.3
Inventory Management	169	9.5
Repair	152	3.8
Inventory Control	143	8
Shipping and Receiving	130	7.3
Personal Protective Equipment (PPE)	128	7.2
Procurement	122	6.8
Purchasing	120	6.
Quality Assurance and Control	119	6.
Basic Mathematics	116	6.
Machinery	114	6.
Food Safety	110	6
Quality Management	105	5
SAP	100	5
Key Performance Indicators (KPIs)	96	5
Logistics	92	5
Enterprise Resource Planning (ERP)	91	5
Supply Chain Management	89	
Shipping	84	4
Process Improvement	83	4
Materials Transport	79	4
Supply Chain Knowledge	79	4
Program Management	75	4
Cost Control	74	4
Occupational Health and Safety	69	3
Operations Management	64	3
Business Acumen	62	3
Business Process	62	3
Product Development	59	3.

Inventory Maintenance	57	
Manual Dexterity	57	
Welding	57	
Hand Trucks	53	
Data Entry	50	
Customer Contact	49	
Information Systems	48	
Power Tools	48	
Sorting	47	
Hiring Practices	46	
Data Analysis	44	
Change Management	43	
Demand Planning	43	
Good Manufacturing Practices (GMP)	43	

es	1,749	
kill	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Mont
Sales	1,034	5
Merchandising	416	2
Customer Service	373	2
Product Sales	284	1
Retail Industry Knowledge	250	1
Sales Management	243	1
Sales Goals	218	1
Budgeting	209	1
Business Planning	193	
Customer Contact	160	
Scheduling	155	
Prospective Clients	152	
Key Performance Indicators (KPIs)	144	
Product Knowledge	131	
Negotiation Skills	127	
Business Acumen	124	
Project Management	124	
Lifting Ability	114	
Account Management	108	
Business Development	108	
Sales Planning	99	
Description and Demonstration of Products	97	
Outside Sales	97	
Client Base Retention	83	
Sales Calls	82	
Sales Strategy	81	
Market Strategy	79	
Inside Sales	77	
Sales Support	76	
Customer Accounts	71	

Cleaning	62	3.5%
Direct Sales	58	3.3%
Sales Optimization	58	3.3%
Biotechnology	51	2.9%
Market Trend	49	2.8%
Strategic Sales	49	2.8%
Route Sales	48	2.7%
Cost Control	47	2.7%
Retail Sales	47	2.7%
Salesforce	44	2.5%
Market Analysis	43	2.5%
International Sales	42	2.4%
New Product Information	42	2.4%
Territory Management	42	2.4%
Direct Store Delivery (DSD)	41	2.3%
Procurement	40	2.3%
Articulating Value Propositions	38	2.2%
Sales Training	38	2.2%
Supervisory Skills	36	2.1%
Simulation	35	2%

Engineering	1,040	99
Skill	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Months)
Project Management	174	16.7%
Repair	168	16.2%
Physics	151	14.5%
Data Analysis	140	13.5%
Mechanical Engineering	139	13.4%
Manufacturing Processes	122	11.7%
Customer Service	117	11.3%
Simulation	114	11%
Python	112	10.8%
Scheduling	110	10.6%
Materials Science	109	10.5%
Budgeting	107	10.3%
Process Engineering	103	9.9%
Experiments	102	9.8%
Complementary Metal Oxide Semiconductor (CMOS)	100	9.6%
AutoCAD	89	8.6%
Product Development	82	7.9%
Chemistry	81	7.8%
Neural Networks	81	7.8%
Virtual Reality (VR)	80	7.7%
Chemical Engineering	75	7.2%
Data Collection	66	6.3%
Process Improvement	65	6.3%
Industrial Engineering Industry Expertise	61	5.9%

Manual Dexterity Information Technology	985	
Engineering Management	35	3.4%
Test Equipment	37	3.6%
Revit	38	3.7%
Process Control	38	3.7%
Electronics Design and Engineering	38	3.7%
SQL	40	3.8%
Predictive / Preventative Maintenance	40	3.8%
Product Improvement	41	3.9%
Lifting Ability	42	4%
Semiconductor Industry Knowledge	43	4.1%
PERL Scripting Language	43	4.1%
Oscilloscopes	43	4.1%
Calculation	43	4.1%
Industrial Engineering	45	4.3%
Cleaning	45	4.3%
Technical Support	47	4.5%
Computer Engineering	48	4.6%
Machinery	51	4.9%
Schematic Diagrams	53	5.1%
Packaging	53	5.1%
Cost Control	54	5.2%
Failure Analysis	55	5.3%
Quality Assurance and Control	56	5.4%
Semiconductor Device Physics	57	5.5%
C++	60	5.8%

nformation Technology	985	8.5
Skill	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Months)
Python	257	26.1%
SQL	231	23.5%
Project Management	217	22%
C++	177	18%
Information Systems	163	16.5%
Java	154	15.6%
Machine Learning	150	15.2%
Software Development	150	15.2%
Data Science	142	14.4%
Software Engineering	142	14.4%
Customer Service	138	14%
Microsoft C#	135	13.7%
Artificial Intelligence	118	12%
Linux	105	10.7%
Technical Support	101	10.3%
Big Data	99	10.1%
Firmware	92	9.3%
Debugging	91	9.2%

Stakeholder Management	88	8.9%
Business Process	85	8.6%
Product Management	81	8.2%
Data Analysis	80	8.1%
Budgeting	79	8%
Git	73	7.4%
JavaScript	73	7.4%
DevOps	72	7.3%
Apache Hadoop	70	7.1%
Data Structures	69	7%
Process Improvement	68	6.9%
Neural Networks	67	6.8%
Oracle	66	6.7%
Computer Engineering	65	6.6%
Customer Contact	65	6.6%
Relational Databases	65	6.6%
Pipeline (Computing)	64	6.5%
Hardware and Software Installation	63	6.4%
Virtual Reality (VR)	63	6.4%
Root Cause Analysis	62	6.3%
MongoDB	56	5.7%
Scala	55	5.6%
Apache Kafka	54	5.5%
NoSQL	54	5.5%
Object Oriented Development Software	54	5.5%
Product Development	54	5.5%
Data Transformation	53	5.4%
Data Modeling	51	5.2%
Repair	51	5.2%
System Design	48	4.9%
PostgreSQL	45	4.6%
PERL Scripting Language	44	4.5%
Maintenance, Repair, and Installation	943	8.1
Skill	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Months)
Repair	661	70.1%
Customer Service	202	21.4%
Welding	192	20.4%
Predictive / Preventative Maintenance	188	19.9%
Hand Tools	160	
Machinery	151	16%
<u>, </u>		1070

Lifting Ability

Scheduling

Power Tools

Plumbing

Hydraulics

Electrical Systems

Motor Vehicle Operation	83	8.8%
Cleaning	82	8.7%
Forklift Operation	79	8.4%
Schematic Diagrams	78	8.3%
Personal Protective Equipment (PPE)	71	7.5%
Sales	70	7.4%
Tire Pressure Monitoring System (TPMS)	68	7.2%
Battery Testing and Installation	67	7.1%
HVAC	65	6.9%
Packaging	60	6.4%
Painting	58	6.2%
Occupational Health and Safety	49	5.2%
Technical Support	47	5%
Food Safety	43	4.6%
Test Equipment	43	4.6%
Technical Training	42	4.5%
Equipment Maintenance	40	4.2%
Carpentry	39	4.1%
Budgeting	38	4%
Auto Repair	37	3.9%
Tire Installation	37	3.9%
Quality Assurance and Control	36	3.8%
Hoisting Equipment	33	3.5%
Tire Mounting	32	3.4%
Automotive Services Industry Knowledge	30	3.2%
Grinders	30	3.2%
Customer Contact	29	3.1%
Wiring	28	3%
Agribusiness	27	2.9%
Machining	27	2.9%
Pneumatic Tools	25	2.7%
Equipment Operation	24	2.5%
Good Manufacturing Practices (GMP)	24	2.5%
Manual Dexterity	24	2.5%
Industrial Operations Industry Knowledge	23	2.4%
Biotechnology	20	2.1%
Heavy Lifting	19	2%
Training Programs	19	2%
Transportation	678	5.9%

Transportation	678	5.9%
Skill	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Months)
Customer Service	118	17.4%
Forklift Operation	117	17.3%
Product Sales	111	16.4%
Product Delivery	84	12.4%
Post Trip Inspections	80	11.8%
Basic Mathematics	79	11.7%

Repair	78	11.5%
Commercial Driving	72	10.6%
Lifting Ability	64	9.4%
Cleaning	62	9.1%
Drop and Hook	61	9%
Hand Trucks	55	8.1%
Inverters	45	6.6%
Fertilizers	43	6.3%
HAZMAT	42	6.2%
Scheduling	40	5.9%
Merchandising	38	5.6%
Agribusiness	32	4.7%
Beverage Industry knowledge	31	4.6%
Biotechnology	31	4.6%
Over The Road	31	4.6%
Heavy Lifting	30	4.4%
Soil Science	30	4.4%
Welding	29	4.3%
Customer Complaint Resolution	27	4%
Crane Operation	25	3.7%
Roofing	25	3.7%
Farm Equipment	24	3.5%
Painting	24	3.5%
Calculation	23	3.4%
Customer Accounts	23	3.4%
Process Improvement	23	3.4%
Truck Driving	23	3.4%
Two-Way Radio Operation	22	3.2%
Quality Management	20	2.9%
Inventory Management	17	2.5%
Nursing Home	17	2.5%
Personal Protective Equipment (PPE)	17	2.5%
Physical Therapy	17	2.5%
Claims Knowledge	16	2.4%
Food Safety	16	2.4%
Inspection Records	15	
Pre Trip Inspections	15	2.2%
Materials Transport	14	
Equipment Operation	13	1.9%
Memoranda Preparation	13	
Warehouse Operations	13	
Process Management	12	
Automotive Services Industry Knowledge	11	1.6%
FDA Regulations	11	
Construction, Extraction, and Architecture	530	4.6
Skill	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Months)
1	1	1

Hand Tools	125	2
Welding	119	2
Repair	109	2
Lifting Ability	81	1
Power Tools	71	1
Insulation	54	1
Insulation Installation	50	
Forklift Operation	46	
Machinery	43	
Equipment Operation	40	
Construction Industry Knowledge	39	
Basic Mathematics	37	
Environmentally Sound Products	37	
Personal Protective Equipment (PPE)	37	
Wiring	37	
Mig and Tig Welding	35	
Painting	35	
Grinders	34	
Memoranda Preparation	33	
Cleaning	31	
Construction Labor	31	
Electrical Work	31	
Customer Service	28	
Industrial Engineering Industry Expertise	27	
Carpentry	26	
Material Safety Data Sheets (MSDS)	26	
Nailing	26	
Occupational Health and Safety	26	
Framing	25	
Concrete Forming	24	
Predictive / Preventative Maintenance	24	
Welding Equipment	23	
Basic Carpentry	21	
Scheduling	21	
Drywall	20	
Calculation	19	
Facility Maintenance	19	
Hoisting Equipment	19	
Roofing	19	
Hammering	18	
Hiring Practices	18	
Project Management	15	
Residential Construction	15	
	14	
Budgeting		
Budgeting	13	
Calipers	13	
Customer Contact	13	

Training Programs 11	2.1%
Electrical Systems 11	2.1%
Debris and Litter Control 11	2.1%

Hospitality, Food, and Tourism	428	3.7%
Skill	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Months)
Cleaning	128	29.9%
Cooking	84	19.6%
Food Safety	74	17.3%
Customer Service	73	17.1%
Scheduling	55	12.9%
Packaging	54	12.6%
Lifting Ability	51	11.9%
Customer Contact	42	9.8%
Meal Preparation	37	8.6%
Food Service Experience	33	7.7%
Food Preparation	32	7.5%
Quality Assurance and Control	31	7.2%
Good Manufacturing Practices (GMP)	29	6.8%
Product Sales	29	6.8%
Machinery	28	6.5%
Description and Demonstration of Products	27	6.3%
Retail Industry Knowledge	27	6.3%
Machine Operation	26	6.1%
Brand Awareness Generation	23	5.4%
Conflict Management	23	5.4%
Machining	23	5.4%
Supervisory Skills	23	5.4%
Food Safety and Quality	22	5.1%
Occupational Health and Safety	22	5.1%
Budgeting	21	4.9%
Cancer knowledge	21	4.9%
Childhood Cancers knowledge	21	4.9%
Fundraising	21	4.9%
Basic Mathematics	20	4.7%
Quality Management	20	4.7%
Ventilation	20	4.7%
Repair	19	4.4%
Personal Protective Equipment (PPE)	17	4%
Employee Training	16	3.7%
Forklift Operation	14	3.3%
Key Performance Indicators (KPIs)	14	3.3%
Sales	14	3.3%
Staff Management	14	3.3%
Performance Appraisals	13	3%
Manual Dexterity	11	2.6%
Restaurant Experience	11	2.6%

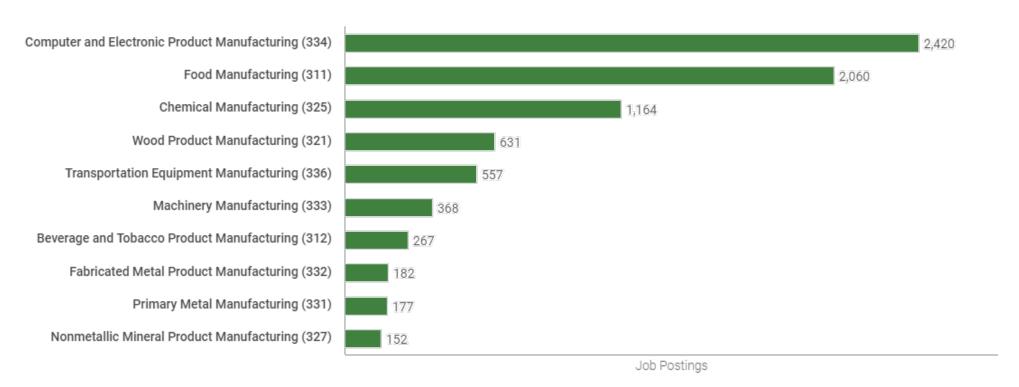
Sales Goals	11	2.6%
Barcode Scanning	10	2.3%
Customer Billing	10	2.3%
Material Safety Data Sheets (MSDS)	10	2.3%
Payroll Processing	10	2.3%
Strategic Planning	10	2.3%
Event Management	9	2.1%
Procedure Development	9	2.1%
Financial Analysis	8	1.9%
Health Care including Nursing	39/	3 4%

Cleaning 109 Customer Service 103 Occupational Health and Safety 101 Plasmapheresis 94 Current Good Manufacturing Practices (CGMP) 85 Repair 75 Customer Contact 74 Personal Protective Equipment (PPE) 70 Cardiopulmonary Resuscitation (CPR) 65 Employee Training 51 Laboratory Equipment 50 Maintaining Supplies 49 Quality Assurance and Control 48	salth Cons in alcoling Alconoling		
Customer Service 103	ealth Care including Nursing	395	
Customer Service	Skill	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Month
Decompational Health and Salety 101	Cleaning	109	27
Plasmapheresis 94	Customer Service	103	26
Current Good Manufacturing Practices (CGMP) 85 Repair 75 Customer Contact 74 Personal Protective Equipment (PPE) 70 Curdiopulmonary Resussitation (CPR) 65 Employee Training 91 Laboratory Equipment 50 Maritaining Supplies 48 Quality Assurance and Control 48 Yaccinas 48 Finger Stick 35 Scheduling 35 Scheduling 36 Litting Ability 34 Philabotomy 28 Quality Management 28 Quality Management 26 Clinical Development 26 Cultoration 27 Project Management 21 Customer Billing 20 Horratocrit 20 Sales 20 Bloodborn Parlogens 19 Outlat Analysis 19 Curilled Management 17 Curilled Management 19 Curilled	Occupational Health and Safety	101	25
Repair 75 Customer Contact 74 Personal Protective Equipment (PPE) 70 Cardiopulmonary Resuscitation (CPR) 55 Employee Training 51 Laboratory Equipment 50 Maintaining Supplies 49 Quality Assurance and Control 48 Yaccines 49 Finger Slick 35 Scheduling 35 Lifting Ability 49 Philostourny 48 Quality Management 28 Quality Management 28 Collical Development 28 Collical Development 29 Collical Development 22 Customer Billing 20 Hernatorit 20 Sales 20 Bloodborne Pathogens 18 Conflict Management 19 Administrative Functions 18 Munaged Caro 16 Chemistry 15 Flood Service Experience 15	Plasmapheresis	94	2
Customer Contact 74 Personal Protective Equipment (PPE) 70 Cardiopulmonary Resuscitation (CPR) 65 Employee Training 51 Laboratory Equipment 50 Maintaining Supplies 40 Quality Assurance and Control 48 Viaccines 48 Finger Slick 35 Scheduling 36 Litting Ability 34 Philabotomy 28 Quality Management 28 Callity Management 28 Clinical Development 29 Clinical Development 29 Clastration 20 Customer Billing 20 Hernatocnt 20 Sales 20 Bloodborne Pathogens 18 Conflict Management 17 Chair Analysis 18 Conflict Management 19 Chair Analysis 19 Conflict Management 19 Chair Analysis 19 Chemistry	Current Good Manufacturing Practices (CGMP)	85	2
Personal Protective Equipment (PPE) 70	Repair	75	
Cardiopulmonary Resuscitation (CPR) 66 Employee Training 51 Laboratory Equipment 60 Meintaining Supplies 49 Quality Assurance and Control 48 Vaccines 48 Finger Slick 35 Scheduling 35 Litting Ability 34 Philebotomy 28 Quality Management 28 Data Entry 26 Machinery 26 Clinical Development 24 Calibration 22 Project Management 21 Customer Billing 20 Hematocit 20 Sales 20 Bloodborne Pathogens 18 Data Analysis 18 Conflict Management 17 Administrative Functions 16 Managed Care 16 Chemistry 15 Food Service Experience 15	Customer Contact	74	1
Employee Training 51 Laboratory Equipment 50 Maintaining Supplies 49 Quality Assurance and Control 48 Vaccines 48 Finger Stick 35 Scheduling 35 Litting Ability 44 Phebotomy 28 Quality Management 28 Data Entry 26 Machinery 26 Clinical Development 27 Calibration 22 Project Management 20 Calibration 20 Sales 20 Sales 20 Bloodborné Pathogéns 18 Data Analysis 18 Conflict Management 17 Administrative Functions 16 Managed Care 16 Chemistry 15 Food Service Expérience 15	Personal Protective Equipment (PPE)	70	1
Laboratory Equipment 50 Maintaining Supplies 49 Quality Assurance and Control 48 Vaccines 48 Finger Stick 35 Scheduling 35 Lifting Ability 44 Philebotomy 28 Quality Management 29 Data Entry 6 Machinery 26 Clinical Development 24 Calibration 22 Project Management 21 Customer Billing 20 Hematocrit 20 Sales 20 Bloodborne Pathogens 18 Conflict Management 17 Administrative Functions 16 Managed Care 16 Chomistry 15 Food Service Experience 15	Cardiopulmonary Resuscitation (CPR)	65	1
Maintaining Supplies 49 Quality Assurance and Control 48 Vaccines 48 Finger Stick 35 Scheduling 35 Lifting Ability 44 Philebotomy 48 Quality Management 48 Data Entry 48 Machinery 48 Clinical Development 48 Calibration 42 Project Management 49 Customer Billing 40 Hematocrit 40 Sales 40 Bloodborne Pathogens 18 Bloodborne Pathogens 18 Conflict Management 17 Administrative Functions 16 Managed Care 16 Chomistry 15 Food Service Experience 15	Employee Training	51	1
Quality Assurance and Control 48 Yaccines 48 Finger Stick 55 Scheduling 35 Lifting Ability 34 Philabotomy 28 Quality Management 28 Data Entry 6 Machinery 26 Clinical Development 24 Calibration 22 Project Management 21 Customer Billing 20 Hematocrit 20 Sales 20 Bloodborne Parhogens 18 Conflict Management 19 Administrative Functions 16 Managed Care 16 Chemistry 15 Food Service Experience 16	Laboratory Equipment	50	1
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Quality Management 28 Data Entry 26 Machinery 26 Clinical Development 24 Calibration 22 Project Management 21 Customer Billing 20 Hematocrit 20 Sales 20 Bloodborne Pathogens 18 Data Analysis 18 Conflict Management 17 Administrative Functions 16 Managed Care 16 Chemistry 15 Food Service Experience 15	Lifting Ability	34	
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Machinery 26 Clinical Development 24 Calibration 22 Project Management 21 Customer Billing 20 Hematocrit 20 Sales 20 Bloodborne Pathogens 18 Data Analysis 18 Conflict Management 17 Administrative Functions 16 Managed Care 16 Chemistry 15 Food Service Experience 15	Quality Management	28	
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Calibration 22 Project Management 21 Customer Billing 20 Hematocrit 20 Sales 20 Bloodborne Pathogens 18 Data Analysis 18 Conflict Management 17 Administrative Functions 16 Managed Care 16 Chemistry 15 Food Service Experience 15	Machinery	26	
Project Management 21 Customer Billing 20 Hematocrit 20 Sales 20 Bloodborne Pathogens 18 Data Analysis 18 Conflict Management 17 Administrative Functions 16 Managed Care 16 Chemistry 15 Food Service Experience 15	Clinical Development	24	
Customer Billing 20 Hematocrit 20 Sales 20 Bloodborne Pathogens 18 Data Analysis 18 Conflict Management 17 Administrative Functions 16 Managed Care 16 Chemistry 15 Food Service Experience 15	Calibration	22	
Hematocrit 20 Sales 20 Bloodborne Pathogens 18 Data Analysis 18 Conflict Management 17 Administrative Functions 16 Managed Care 16 Chemistry 15 Food Service Experience 15	Project Management	21	
Sales 20 Bloodborne Pathogens 18 Data Analysis 18 Conflict Management 17 Administrative Functions 16 Managed Care 16 Chemistry 15 Food Service Experience 15	Customer Billing	20	
Bloodborne Pathogens 18 Data Analysis 18 Conflict Management 17 Administrative Functions 16 Managed Care 16 Chemistry 15 Food Service Experience 15	Hematocrit	20	
Data Analysis Conflict Management Administrative Functions Managed Care Chemistry Food Service Experience 18 17 16 16 16 17 17 18 19 10 10 11 11 12 13 14 15 15 15 15 15	Sales	20	
Conflict Management 17 Administrative Functions 16 Managed Care 16 Chemistry 15 Food Service Experience 15	Bloodborne Pathogens	18	
Administrative Functions 16 Managed Care 16 Chemistry 15 Food Service Experience 15	Data Analysis	18	
Managed Care 16 Chemistry 15 Food Service Experience 15	Conflict Management	17	
Chemistry 15 Food Service Experience 15		16	
Chemistry 15 Food Service Experience 15	Managed Care	16	
Food Service Experience 15		15	
		15	
		14	

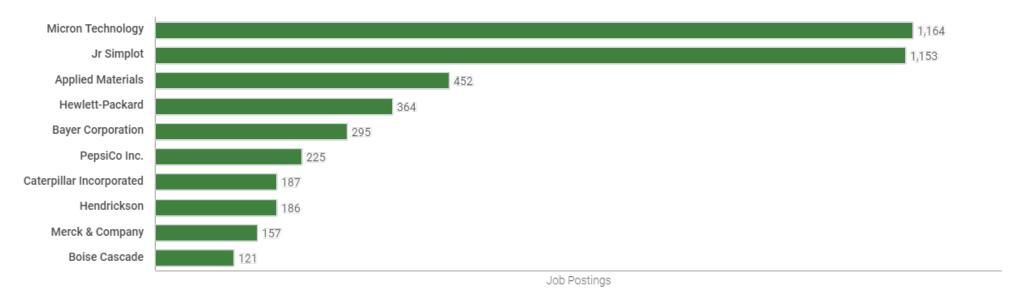
Heavy Equipment	14	:
Client Needs Assessment	13	3
Medical Coding	13	
Pharmacist Assistance	13	
Electrical Systems	12	
Forklift Operation	12	
Respiratory Therapy	12	
Band Saw	11	
Drill Presses	11	
Heavy Lifting	11	
Mig and Tig Welding	11	
Power Tools	11	
Vital Signs Measurement	11	
Basic Mathematics	10	
Broadband	10	

Top Industries

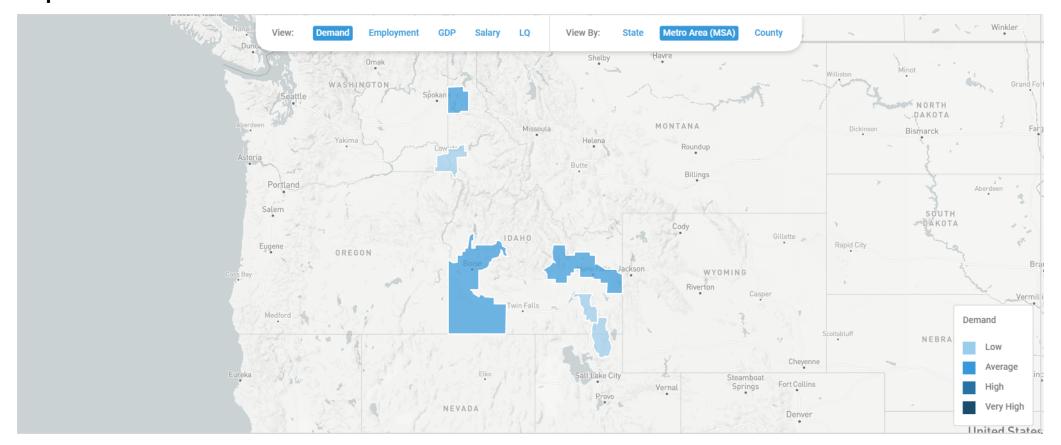
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Top Employers



Top Locations



Metro Area (MSA)	Job Postings (Last 12 Months)	Employment (Last 12 Months)	GDP	Median Salary (in Thousands)	Location Quotient
Boise City, ID	8,707	NA	\$5B	\$45k	1.1 -
Idaho Falls, ID	751	NA	\$532.5M	\$34k	0.9 -
Coeur d'Alene, ID	734	NA	\$521.1M	\$31k	0.7 🗸
Pocatello, ID	507	NA	\$398.8M	\$37k	1.1 -
Lewiston, ID-WA	140	NA	\$457.6M	\$56k	0.7 🗸
Logan, UT-ID	9	NA	\$2B	\$40k	0.3 ❤

Source: Bureau of Labor Statistics, Bureau of Economic Analysis