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Industries and Occupations of the San Luis Obispo County Sub-Regions, San Luis Obispo County and California

Prepared on behalf of the

San Luis Obispo County Workforce Development Board

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Background

This report is presented the Workforce Development Board on behalf of the Workforce Innovation and Opportunity Act (WIOA). It is a breakdown of industries and occupations within the sub-regions of San Luis Obispo County compared to San Luis Obispo County overall and the State of California. For the sake of this report, the four sub-regions within San Luis Obispo County are Coastal, North County, San Luis Obispo City, and South County.



Sub-Regions

Coastal¹ - The Coastal Metropolitan Area reviewed in this report diverges from other countywide reports where the Coast referred to Los Osos, Morro Bay, Cayucos, Cambria, San Simeon and Harmony. For the sake of this report, the Coastal Metropolitan Area will be referred to as Coastal and is a look at the areas of Los Osos, Morro Bay and Cayucos. This sub-regional view was determined by the size of the demographic workforce (81.6% of working age residents (ages 15 to 64) reside in the Coastal Metropolitan Area²), businesses (74.8% of businesses are located in the Coastal Metropolitan area³), and geographical proximity (Los Osos and Cayucos are both approximately 6 miles from Morro Bay⁴). **North County**⁵ -For the sake of this report, the North San Luis Obispo County Area will be referred to as North County and is a look at the areas north of the Cuesta Grade which includes Atascadero, Paso Robles, Creston, San Miguel, Santa Margarita, Shandon and Templeton. **San Luis Obispo City**⁶ - San Luis Obispo City will be referred to as SLO City and is all zip codes associated with San Luis Obispo City. **South County**⁷ - The South County sub-region includes the zip codes associated with Arroyo Grande, Grover Beach, Pismo Beach, Oceano, and Nipomo.

Data Source

The data source (unless otherwise specified) is EMSI Analyst 2015.3, Employees (QCEW Employees and Non-QCEW Employees). **Green tables** represent the largest, healthy, or growing industries or occupations. **Red tables** represent industries or occupations which are vulnerable, small, or declining. The top and bottom three are represented for each category unless unavailable or otherwise specified. Additional data and sub-regions are presented within **blue tables**. Reference tables of industry and occupation classifications are within the **purple tables**.

Section I - Industries

All *industries* are represented by a North American Industry Classification System (NAICS) code. NAICS codes are available at a two to six digit code level. The two digit code represents the broad industry sector; the third digit represents the industry sub sector; the fourth digit code represents the industry group; the fifth represents the industry, the sixth represents US, Canadian or Mexican National specific. For the purposes of this report, the first section is data based off of the NAICS two digit level code⁸. Core industry data consists of industry size by job count, earnings, and job change (growth or decline). Industry size is a good place to start as larger industries have a better chance of impacting the economy.

¹ Coastal Metropolitan Area is the zip codes of 93402, 93412, 93430, 93442, and 93443

² Demographic data source: EMSI 2015.2

³ Business data source: EMSI Analyst 2015.2 - Infogroup

⁴ Map data source: ©2015 Google

⁵ North San Luis Obispo County the zip codes of 93422, 93423, 93432, 93446, 93447, 93451, 93453, 93461, and 93465

⁶ San Luis Obispo City is the zip codes of 93401, 93403, 93405, 93406, 93407, 93408, 93409, and 93410

⁷ South County is the zip codes of 93420, 93421, 93433, 93444, 93445, 93448, 93449, 93475, and 93483

⁸ Source: <http://www.naics.com/history-naics-code/>

Section 1a– Industries: Industry by Total Employees

Largest Industries by Total Employees, sorted largest to smallest (2015 Jobs)

California	SLO County	Coastal	North County	SLO City	South County
Government 2,673,164 Jobs	Government 21,684 Jobs	Accommodation & Food Services 1,442 Jobs	Retail Trade 4,522 Jobs	Government 14,433 Jobs	Accommodation & Food Services 3,869 Jobs
Health Care & Social Assistance 2,094,188 Jobs	Accommodation & Food Services 15,194 Jobs	Retail Trade 783 Jobs	Health Care & Social Assistance 4,360 Jobs	Health Care & Social Assistance 6,751 Jobs	Government 3,383 Jobs
Retail Trade 1,663,956 Jobs	Health Care & Social Assistance 14,331 Jobs	Health Care & Social Assistance 708 Jobs	Crop & Animal Production 3,920 Jobs	Retail Trade 5,169 Jobs	Retail Trade 2,960 Jobs

Smallest Industries by Total Employees, sorted smallest to largest (2015 jobs)

California	SLO County	Coastal	North County	SLO City	South County
Mining, Quarrying, & Oil & Gas Ext. 26,324 Jobs	Mining, Quarrying, & Oil & Gas Ext. 137 Jobs	Educational Services 16 Jobs	Mining, Quarrying, & Oil & Gas Ext. 54 Jobs	Mining, Quarrying, & Oil & Gas Ext. 55 Jobs	Mgmt. of Companies & Enterprises 17 Jobs
Utilities 58,974 Jobs	Mgmt. of Companies & Enterprises 529 Jobs	Information 50 Jobs	Mgmt. of Companies & Enterprises 108 Jobs	Crop & Animal Production 202 Jobs	Mining, Quarrying, & Oil & Gas Ext. 20 Jobs
Mgmt. of Companies & Enterprises 233,972 Jobs	Information 1,395 Jobs	Transportation & Warehousing 59 Jobs	Educational Services 159 Jobs	Mgmt. of Companies & Enterprises 396 Jobs	Educational Services 131 Jobs

Note: In the Coastal region, the *Mining, Quarrying, & Oil & Gas Extraction* and *Management of Companies & Enterprises* industries have insufficient data. Typically insufficient data means there are less than 10 jobs or no jobs reported in this industry.

Section 1b– Industries: Growing and Declining Industries

As a rule of thumb, anything over a 5% growth has good growth and anything declining more than 5% is something to keep an eye on. Looking at growth by *percent* change helps smaller industries not get overshadowed by larger industries *actual* change. To measure true significance of change it is recommended to also view *actual* job change. For example, if an industry with 10,000 jobs declines 5% that would be more impactful to a local economy than an industry of 100 jobs that declines 5%. That being said, a 5% change to a smaller industry cannot be dismissed as it would have also have an impact to the business and employees. If only sorting by actual change and not percent change that could be overlooked.

Actual Growth Industries, by percent (%) change, sorted highest to lowest (2010-2015)

California	SLO County	Coastal	North County	SLO City	South County
Health Care & Social Assistance 41% Change: 608,383 Jobs	Construction 44% Change: 2,154 Jobs	Utilities 85% Change: 88 Jobs	Information 144% Change: 302 Jobs	Admin. & Support & Waste Mgmt. & Remediation Svcs. 35% Change: 664 Jobs	Utilities 107% Change: 232 Jobs
Construction 29% Change: 166,721 Jobs	Utilities 36% Change: 657 Jobs	Real Estate & Rental & Leasing 74% Change: 128 Jobs	Health Care & Social Assistance 59% Change: 1,624 Jobs	Transportation & Warehousing 32% Change: 281 Jobs	Transportation & Warehousing 96% Change: 128 Jobs

Admin. & Support & Waste Mgmt & Remediation Svcs. 28% Change: 234,584 Jobs	Transportation & Warehousing 36% Change: 547 Jobs	Health Care & Social Assistance 48% Change: 231 Jobs	Transportation & Warehousing 59% Change: 219 Jobs	Construction 27% Change: 382 Jobs	Crop & Animal Production 52% Change: 106 Jobs
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Note: In the South County region, the *Mining, Quarrying, & Oil & Gas Extraction* has insufficient data for 2010-2015 change & 2010-2015 percent change.

Actual Growth Industries, by total jobs, sorted highest to lowest (2010-2015)

California	SLO County	Coastal	North County	SLO City	South County
Health Care & Social Assistance 608,383 Jobs	Health Care & Social Assistance 3,557 Jobs	Health Care & Social Assistance 231 Jobs	Health Care & Social Assistance 1,624 Jobs	Health Care & Social Assistance 922 Jobs	Health Care & Social Assistance 770 Jobs
Accommodation & Food Services 271,457 Jobs	Construction 2,154 Jobs	Accommodation & Food Services 180 Jobs	Construction 1,075 Jobs	Government 736 Jobs	Construction 523 Jobs
Professional, Scientific, & Technical Services 236,348 Jobs	Accommodation & Food Services 1,896 Jobs	Admin. & Support & Waste Mgmt. & Remediation Svcs. 137 Jobs	Manufacturing 564 Jobs	Admin. & Support & Waste Mgmt. & Remediation Svcs. 664 Jobs	Accommodation & Food Services 491 Jobs

Note: In the South County region, the *Mining, Quarrying, & Oil & Gas Extraction* has insufficient data for 2010-2015 change & 2010-2015 percent change.

Actual Decline to Industries, by percent (%) change, sorted lowest to highest (2010-2015)

California	SLO County	Coastal	North County	SLO City	South County
Other Services (Except Public Admin.) -26% Change: -217,376 Jobs	Mining, Quarrying, & Oil & Gas Extraction -52% Change: -149 Jobs	Transportation & Warehousing -53% Change: -66 Jobs	Other Services (Except Public Admin.) -28% Change: -409 Jobs	Mining, Quarrying, & Oil & Gas Extraction -74% Change: -156 Jobs	Other Services (Except Public Admin.) -14% Change: -227 Jobs
Government -1% Change: -14,443 Jobs	Other Services (Except Public Admin.) -14% Change: -877 Jobs	Other Services (Except Public Admin.) -18% Change: -116 Jobs	Mining, Quarrying, & Oil & Gas Extraction -14% Change: -9 Jobs	Information -18% Change: -133 Jobs	Finance & Insurance -10% Change: -63 Jobs
n/a	Finance & Insurance -9% Change: -213 Jobs	Finance & Insurance -7% Change: -9 Jobs	Finance & Insurance -13% Change: -99 Jobs	Management of Companies & Enterprises -6% Change: -24 Jobs	Manufacturing -6% Change: -63 Jobs

Note: In the Coastal region, the *Mining, Quarrying, & Oil & Gas Extraction* and *Management of Companies & Enterprises* industries have insufficient data. In the South County region, the *Mining, Quarrying, & Oil & Gas Extraction* has insufficient data for 2010-2015 change & 2010-2015 percent change. Typically insufficient data means there are less than 10 jobs or no jobs reported in this industry. Since there are not additional declining industries, a separate table presenting decline sorted by job change will not be provided.

Projected Growing Industries, by percent (%) change, sorted highest to lowest (2010-2020)

California	SLO County	Coastal	North County	SLO City	South County
Health Care & Social Assistance 65% Change: 963,750 Jobs	Admin. & Support & Waste Mgmt. & Remediation Services 68% Change: 3,319 Jobs	Real Estate & Rental & Leasing 179% Change: 311 Jobs	Information 215% Change: 452 Jobs	Admin. & Support & Waste Mgmt. & Remediation Services 81% Change: 1,507 Jobs	Transportation & Warehousing 147% Change: 195 Jobs

Admin. & Support & Waste Mgmt. & Remediation Services 38% Change: 326,802 Jobs	Transportation & Warehousing 55% Change: 843 Jobs	Utilities 114% Change: 117 Jobs	Transportation & Warehousing 85% Change: 318 Jobs	Transportation & Warehousing 48% Change: 423 Jobs	Utilities 142% Change: 306 Jobs
Professional, Scientific, & Technical Services 37% Change: 374,812 Jobs	Construction 51% Change: 2,510 Jobs	Health Care & Social Assistance 72% Change: 344 Jobs	Health Care & Social Assistance 83% Change: 2,278 Jobs	Wholesale Trade 36% Change: 301 Jobs	Crop & Animal Production 73% Change: 150 Jobs

Note: In the South County region, the *Mining, Quarrying, & Oil & Gas Extraction* has insufficient data for 2010-2020 Change & 2010-2020 Percent Change.

Projected Growth Industries, by total projected job change, sorted highest to lowest (2010-2020)

California	SLO County	Coastal	North County	SLO City	South County
Health Care & Social Assistance 963,750 Jobs	Health Care & Social Assistance 5,356 Jobs	Health Care & Social Assistance 344 Jobs	Health Care & Social Assistance 2,278 Jobs	Health Care & Social Assistance 1,586 Jobs	Health Care & Social Assistance 1,133 Jobs
Accommodation & Food Services 426,625 Jobs	Accommodation & Food Services 3,410 Jobs	Real Estate & Rental & Leasing 311 Jobs	Construction 1,326 Jobs	Admin. & Support & Waste Mgmt. & Remediation Services 1,507 Jobs	Accommodation & Food Services 869 Jobs
Professional, Scientific, & Technical Services 374,812 Jobs	Admin. & Support & Waste Mgmt. & Remediation Services 3,319 Jobs	Accommodation & Food Services 298 Jobs	Admin. & Support & Waste Mgmt. & Remediation Services 1,220 Jobs	Government 1,344 Jobs	Retail Trade 583 Jobs

Note: In the South County region, the *Mining, Quarrying, & Oil & Gas Extraction* has insufficient data for 2010-2020 Change & 2010-2020 Percent Change.

Projected Declining Industries, by percent (%) change, sorted lowest to highest (2010-2020)

California	SLO County	Coastal	North County	SLO City	South County
Other Services (Except Public Admin.) -23% Change: -194,881 Jobs	Mining, Quarrying, & Oil & Gas Extraction -49% Change: -141 Jobs	Transportation & Warehousing -62% Change: 78 Jobs	Other Services (Except Public Admin.) -31% Change: -463 Jobs	Mining, Quarrying, & Oil & Gas Extraction -65% Change: -138 Jobs	Manufacturing -14% Change: -154 Jobs
Manufacturing -2% Change: -21,699 Jobs	Other Services (Except Public Admin.) -12% Change: -748 Jobs	Other Services (Except Public Admin.) -19% Change: -121 Jobs	Mining, Quarrying, & Oil & Gas Extraction -29% Change: -18 Jobs	Utilities -12% Change: -105 Jobs	Other Services (Except Public Admin.) -13% Change: -207 Jobs
n/a	Management of Companies & Enterprises -8% Change: -47 Jobs	Crop & Animal Production -9% Change: -14 Jobs	Crop & Animal Production -12% Change: -513 Jobs	Management of Companies & Enterprises -8% Change: -35 Jobs	Management of Companies & Enterprises -11% Change: -2 Jobs

Note: Additional declining industries, not included in table but projected to experience decline are as follows: in SLO County *Crop & Animal Production* -347 Jobs, in Coastal *Finance & Insurance* -9 Jobs, in North County *Finance & Insurance* -58 Jobs, in SLO City *Information* -35 Jobs, and in South County *Finance & Insurance* -57 Jobs. In the Coastal region, the *Mining, Quarrying, & Oil & Gas Extraction* and *Management of Companies & Enterprises* industries have insufficient data. In the South County region, the *Mining, Quarrying, & Oil & Gas Extraction* has insufficient data for 2010-2020 Change & 2010-2020 Percent Change. Typically insufficient data means there are less than 10 jobs or no jobs reported in this industry.

Section 1c– Industries: Highest and Lowest Annual Average Employee Salary by Industry

Highest Annual Average Employee Wages, Salaries, & Proprietor Earnings by Industry (Annual), sorted highest to lowest

California	SLO County	Coastal	North County	SLO City	South County
Mining, Quarrying, & Oil & Gas Extraction \$144,608	Utilities \$137,077	Utilities \$155,240	Utilities \$135,958	Utilities \$118,204	Utilities \$169,482
Information \$140,447	Finance & Insurance \$68,997	Finance & Insurance \$73,544	Finance & Insurance \$66,514	Mining, Quarrying, & Oil & Gas Extraction \$104,002	Finance & Insurance \$67,258
Utilities \$113,736	Mining, Quarrying, & Oil & Gas Extraction \$68,093	Professional, Scientific, & Technical Services \$57,239	Management of Companies & Enterprises \$62,184	Finance & Insurance \$71,322	Management of Companies & Enterprises \$63,558

Lowest Annual Average Employee Wages, Salaries, & Proprietor Earnings by Industry (Annual), sorted lowest to highest

California	SLO County	Coastal	North County	SLO City	South County
Accommodation & Food Services \$20,489	Arts, Entertainment, & Recreation \$16,660	Arts, Entertainment, & Recreation \$17,268	Arts, Entertainment, & Recreation \$15,949	Educational Services \$17,248	Arts, Entertainment, & Recreation \$15,073
Crop & Animal Production \$29,018	Educational Services \$17,741	Accommodation & Food Services \$18,694	Accommodation & Food Services \$17,984	Arts, Entertainment, & Recreation \$18,251	Accommodation & Food Services \$18,975
Other Services (Except Public Admin.) \$32,717	Accommodation & Food Services \$18,662	Admin. & Support & Waste Mgmt. & Remediation Services \$24,612	Educational Services \$23,310	Accommodation & Food Services \$18,497	Educational Services \$20,426

Note: In the Coastal region, the *Mining, Quarrying, & Oil & Gas Extraction* and *Management of Companies & Enterprises* industries have insufficient data. Typically insufficient data means there are less than 10 jobs or no jobs reported in this industry.

Section 1d– Industries: Industry Location Quotient

Location Quotient (LQ) is a way of quantifying how “concentrated” an industry or occupation is in a region compared to a larger geographic area (the data presented in this report compares to the nation as its larger geographic area). LQ can reveal what makes a particular region “unique.” An LQ greater than 1.5 has a higher than average concentration in an area (Ex. An LQ of 2.0 means the area has twice the average employment for a given industry in comparison to the national economy).

Industry Location Quotient (LQ)

California	SLO County	Coastal	North County	SLO City	South County
Crop & Animal Production 2.67	Utilities 5.48	Utilities 7.51	Crop & Animal Production 12.08	Utilities 4.95	Utilities 5.27
Information 1.49	Crop & Animal Production 4.16	Real Estate & Rental & Leasing 3.11	Utilities 5.88	Educational Services 2.10	Accommodation & Food Services 1.97
Professional, Scientific, & Technical Services 1.25	Accommodation & Food Services 1.44	Crop & Animal Production 2.53	Construction 1.93	Government 1.66	Construction 1.62

Note: In the Coastal region, *Accommodation & Food Services* has a notable LQ of 2.46 and *Other Services (Except Public Administration)* has a LQ of 1.98.

Section 1e– Industries: Size of Industries sorted by 2-digit Industry NAICS Code

Industry	California	SLO County	Coastal	North County	SLO City	South County
Crop & Animal Production	423,684	4,650	157	3,920	202	311
Mining, Quarrying, & Oil & Gas Ext.	26,324	137	<10	54	55	20
Utilities	58,974	2,503	191	780	997	448
Construction	744,978	7,060	471	3,024	1,807	1,624
Manufacturing	1,275,583	6,823	504	3,206	1,941	1,040
Wholesale Trade	732,209	3,003	64	1,160	981	771
Retail Trade	1,663,956	13,778	783	4,522	5,169	2,960
Transportation & Warehousing	474,958	2,085	59	592	1,158	261
Information	480,618	1,395	50	512	617	166
Finance & Insurance	549,617	2,213	121	639	885	546
Real Estate & Rental & Leasing	280,879	1,950	302	422	773	417
Professional, Scientific, & Technical Svcs.	1,262,195	5,054	257	779	3,207	747
Management of Companies & Enterprises	233,972	529	<10	108	396	17
Admin. & Support & Waste Mngmt. & Remediation Svcs.	1,086,442	6,417	465	2,251	2,536	1,120
Educational Services	411,950	3,096	16	159	2,786	131
Health Care & Social Assistance	2,094,188	14,331	708	4,360	6,751	2,462
Arts, Entertainment, & Recreation	279,474	1,458	105	361	463	470
Accommodation & Food Services	1,521,939	15,194	1,442	3,554	4,751	3,869
Other Services (except Public Admin.)	615,900	5,563	519	1,062	2,559	1,363
Government	2,673,164	21,684	372	3,073	14,433	3,383

Section 2 -Occupations

All *occupations* are represented by a six digit Standard Occupational Classification (SOC) code. SOC codes begin with a two digit code that represents the major group (major group codes end with 0000); the third digit represents the minor group; the fourth and fifth represent the broad occupation; and the detailed occupation is represented by the sixth digit⁹. For the purposes of this report, the data is based off of the two digit major group SOC.¹⁰ Core occupational data consists of size by total job count, job change(growth and decline), and wage.

Section 2a – Occupations: Largest and Smallest Occupations by Total Number of Employees

Largest Occupations by Total Number of Employees (2015 Jobs)

California	SLO County	Coastal	North County	SLO City	South County
Office & Admin. Support 2,715,180	Office & Admin. Support 17,830	Food Preparation & Serving Related 1,181	Office & Admin. Support 4,345	Office & Admin. Support 9,150	Office & Admin. Support 3,096
Sales & Related 1,705,392	Sales & Related 12,599	Office & Admin. Support 813	Sales & Related 4,117	Sales & Related 4,739	Food Preparation & Serving Related 2,939
Food Preparation & Serving Related 1,513,153	Food Preparation & Serving Related 12,228	Sales & Related 759	Farming, Fishing, & Forestry 3,287	Food Preparation & Serving Related 4,059	Sales & Related 2,678

⁹ Source: <http://www.bls.gov/soc/socguide.htm>

¹⁰ See last page for a table of two digit SOC codes

Smallest Occupations by Total Number of Employees (2015 Jobs)

California	SLO County	Coastal	North County	SLO City	South County
Legal 130,237	Military 578	Legal 20	Legal 76	Military 169	Legal 76
Life, Physical, & Social Science 193,467	Legal 651	Computer & Mathematical 46	Military 178	Farming, Fishing, & Forestry 281	Military 149
Military 217,945	Life, Physical, & Social Science 1,263	Life, Physical, & Social Science 50	Life, Physical, & Social Science 215	Legal 465	Life, Physical, & Social Science 165

Section 2b – Occupations: Growing and Declining Occupations

Actual Growth Occupations, by percent (%) change, sorted highest to lowest (2010-2015)

California	SLO County	Coastal	North County	SLO City	South County
Community & Social Service 33% Change: 68,609 Jobs	Construction & Extraction 39% Change: 1,768 Jobs	Architecture & Engineering 58% Change: 56 Jobs	Personal Care & Service 74% Change: 609 Jobs	Military 28% Change: 37 Jobs	Construction & Extraction 47% Change: 432 Jobs
Construction & Extraction 24% Change: 600,279 Jobs	Personal Care & Service 34% Change: 1,164 Jobs	Construction & Extraction 44% Change: 122 Jobs	Construction & Extraction 53% Change: 883 Jobs	Production 22% Change: 359 Jobs	Farming, Fishing, & Forestry 37% Change: 89 Jobs
Computer & Mathematical 24% Change: 110,551 Jobs	Military 28% Change: 127 Jobs	Military 31% Change: 13 Jobs	Computer & Mathematical 48% Change: 139 Jobs	Personal Care & Service 21% Change: 326 Jobs	Computer & Mathematical 30% Change: 54 Jobs

Actual Growth Occupations, by total jobs, sorted highest to lowest (2010-2015)

California	SLO County	Coastal	North County	SLO City	South County
Office & Admin. Support 269,561 Jobs	Construction & Extraction 1,768 Jobs	Food Preparation & Serving Related 162 Jobs	Construction & Extraction 883 Jobs	Office & Admin. Support 532 Jobs	Construction & Extraction 432 Jobs
Food Preparation & Serving Related 267,687 Jobs	Food Preparation & Serving Related 1,604 Jobs	Construction & Extraction 122 Jobs	Personal Care & Service 609 Jobs	Food Preparation & Serving Related 525 Jobs	Food Preparation & Serving Related 388 Jobs
Sales & Related 172,638 Jobs	Office & Admin. Support 1,290 Jobs	Sales & Related 110 Jobs	Sales & Related 547 Jobs	Education, Training, & Library 372 Jobs	Sales & Related 213 Jobs

Actual Decline to Occupations, by percent (%) change, sorted lowest to highest (2010-2015)

California	SLO County	Coastal	North County	SLO City	South County
Building & Grounds Cleaning & Maintenance -5% Change: -28,912 Jobs	Farming, Fishing, & Forestry -4% Change: -176 Job	Farming, Fishing, & Forestry -6% Change: -8 Job	Farming, Fishing, & Forestry -8% Change: -296 Job	Legal -1% Change: -5 Job	Legal -5% Change: -4 Job
Military -3% Change: -5,888 Jobs	Legal -1% Change: -5 Job	Transportation & Material Moving -4% Change: -12 Job	n/a	n/a	n/a

n/a	n/a	Legal -5% Change: -1 Job			
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Note: Since there are not additional declining industries, a separate table presenting decline sorted by job change will not be provided.

Projected Growing Occupations, by percent (%) change, sorted highest to lowest (2010-2020)

California	SLO County	Coastal	North County	SLO City	South County
Community & Social Service 48% Change: 100,173 Jobs	Personal Care & Service 55% Change: 1,899 Jobs	Architecture & Engineering 65% Change: 62 Jobs	Personal Care & Service 106% Change: 874 Jobs	Personal Care & Service 40% Change: 629 Jobs	Computer & Mathematical 55% Change: 98 Jobs
Healthcare Support 45% Change: 143,360 Jobs	Computer & Mathematical 47% Change: 783 Jobs	Construction & Extraction 54% Change: 150 Jobs	Computer & Mathematical 88% Change: 252 Jobs	Production 37% Change: 596 Jobs	Construction & Extraction 48% Change: 445 Jobs
Computer & Mathematical 36% Change: 165,626 Jobs	Construction & Extraction 43% Change: 1,984 Jobs	Healthcare Support 43% Change: 60 Jobs	Construction & Extraction 62% Change: 1,034 Jobs	Transportation & Material Moving 36% Change: 749 Jobs	Farming, Fishing, & Forestry 48% Change: 117 Jobs

Projected Growth Occupations, by job change, sorted highest to lowest (2010-2020)

California	SLO County	Coastal	North County	SLO City	South County
Food Preparation & Serving Related 419,881 Jobs	Food Preparation & Serving Related 2,797 Jobs	Food Preparation & Serving Related 269 Jobs	Sales & Related 1,082 Jobs	Office & Admin. Support 1,133 Jobs	Food Preparation & Serving Related 648 Jobs
Office & Admin. Support 389,901 Jobs	Office & Admin. Support 2,537 Jobs	Sales & Related 225 Jobs	Construction & Extraction 1,034 Jobs	Food Preparation & Serving Related 942 Jobs	Sales & Related 513 Jobs
Sales & Related 279,273 Jobs	Sales & Related 2,528 Jobs	Construction & Extraction 150 Jobs	Personal Care & Service Production 874 Jobs	Transportation & Material Moving 749 Jobs	Construction & Extraction 445 Jobs

Projected Declining Occupations, by percent (%) change, lowest to highest (2010-2020)

California	SLO County	Coastal	North County	SLO City	South County
Military -6% Change: -13,554 Jobs	Farming, Fishing, & Forestry -7% Change: -299 Jobs	Farming, Fishing, & Forestry -11% Change: -14 Jobs	Farming, Fishing, & Forestry -13% Change: -448 Jobs	Architecture & Engineering -3% Change: -32 Jobs	Legal -4% Change: -3 Job
n/a	n/a	n/a	n/a	n/a	n/a

Note: Projected Declining Occupations, by job change, sorted lowest to highest (2010-2020) is represented in the above table as no other projected declining occupations are currently projected.

Section 2c – Occupations: Highest and Lowest Average Wage Occupations

Highest Average Wage Occupations (based on 2014 Avg. Hourly Earnings)

California	SLO County	Coastal	North County	SLO City	South County
Management \$53.29	Legal \$41.46	Legal \$41.86	Legal \$42.00	Management \$41.76	Legal \$41.01
Legal \$52.72	Management \$40.75	Management \$39.00	Healthcare Practitioners & Technical \$41.14	Legal \$41.42	Healthcare Practitioners & Technical \$40.24

Computer & Mathematical \$45.56	Healthcare Practitioners & Technical \$39.99	Healthcare Practitioners & Technical \$37.69	Management \$40.27	Architecture & Engineering \$39.88	Management \$40.19
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Lowest Average Wage Occupations (based on 2014 Avg. Hourly Earnings)

California	SLO County	Coastal	North County	SLO City	South County
Farming, Fishing, & Forestry \$9.87	Farming, Fishing, & Forestry \$10.75	Farming, Fishing, & Forestry \$10.99	Farming, Fishing, & Forestry \$10.66	Food Preparation & Serving Related \$11.08	Farming, Fishing, & Forestry \$10.75
Food Preparation & Serving Related \$10.11	Food Preparation & Serving Related \$11.03	Food Preparation & Serving Related \$11.04	Food Preparation & Serving Related \$10.97	Farming, Fishing, & Forestry \$11.62	Food Preparation & Serving Related \$11.00
Personal Care & Service \$11.69	Building & Grounds Cleaning & Maintenance \$12.17	Building & Grounds Cleaning & Maintenance \$12.05	Personal Care & Service \$11.85	Building & Grounds Cleaning & Maintenance \$12.11	Building & Grounds Cleaning & Maintenance \$12.27

Section 2d – Occupations: Location Quotient

Occupation Location Quotient (LQ)

California	SLO County	Coastal	North County	SLO City	South County
Farming, Fishing, & Forestry 2.73	Farming, Fishing, & Forestry 4.53	Farming, Fishing, & Forestry 2.48	Farming, Fishing, & Forestry 12.57	Community & Social Service 2.17	Farming, Fishing, & Forestry 1.98
Life, Physical, & Social Science 1.39	Community & Social Service 1.59	Building & Grounds Cleaning & Maintenance 2.31	Construction & Extraction 1.90	Protective Service 1.92	Construction & Extraction 1.58
Arts, Design, Entertainment, Sports, & Media 1.38	Construction & Extraction 1.37	Food Preparation & Serving Related 2.04	Personal Care & Service 1.25	Life, Physical, & Social Science 1.89	Building & Grounds Cleaning & Maintenance 1.54

Section 1e– Occupations: Size of Occupations sorted by 2-digit Occupational SOC Code

Occupation	California	SLO County	Coastal	North County	SLO City	South County
Management	967,056	5,621	310	1,599	2,558	1,011
Business & Financial Operations	928,769	4,143	201	1,043	2,135	700
Computer & Mathematical	568,017	2,021	46	427	1,298	232
Architecture & Engineering	342,919	1,962	152	446	1,089	249
Life, Physical, & Social Science	193,467	1,263	50	215	815	165
Community & Social Service	278,969	3,170	130	617	1,899	492
Legal	130,237	651	20	76	465	76
Education, Training, & Library	957,481	7,604	112	1,649	3,875	1,812
Arts, Design, Entertainment, Sports, & Media	317,018	1,605	90	366	795	311
Healthcare Practitioners & Technical	792,892	6,227	252	1,384	3,506	1,028
Healthcare Support	397,370	2,932	172	827	1,382	525
Protective Service	403,910	3,378	81	444	2,415	362
Food Preparation & Serving Related	1,513,153	12,228	1,181	3,122	4,059	2,939

Building & Grounds Cleaning & Maintenance	544,181	5,061	509	1,091	2,019	1,134
Personal Care & Service	526,183	4,598	247	1,431	1,912	935
Sales & Related	1,705,392	12,599	759	4,117	4,739	2,678
Office & Admin. Support	2,715,180	17,830	813	4,345	9,150	3,096
Farming, Fishing, & Forestry	348,753	4,074	124	3,287	281	332
Construction & Extraction	600,279	6,340	402	2,540	1,921	1,358
Installation, Maintenance, & Repair	533,190	3,872	270	1,167	1,655	687
Production	898,649	5,590	386	2,176	1,991	912
Transportation & Material Moving	1,071,532	5,953	274	2,105	2,453	1,037
Military	217,945	578	55	178	169	149

Section 3 – SLO County Specific data

Section 3a – SLO County Specific data: Top 5 Largest industries & Occupational Staffing Patterns

1. Government	2. Accommodation & Food Services	3. Health Care & Social Assistance	4. Retail Trade	5. Construction
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1. Government

Total Jobs SLO County 21,684	1 year % Change (2014-2015) +1.4% 302 jobs	5 year % Change (2010-2015) +3.7% 764 jobs	Projected % Change (2010-2020) +7.7% 1,605 jobs	Avg Earnings Per Job \$76,183
Total Jobs by SLO County sub-region	Coastal 372 jobs	North County 3,073 jobs	San Luis Obispo City 14,433 jobs	South County 3,383 jobs

Top 5 SLO County Largest Industries within Government

Industry	Total Employed in Industry (2015)	Projected % Change (2010-2020)	Projected Change by jobs	Annual Avg Employee Wages, Salaries, & Proprietor Earnings
Local Government, Excluding Education & Hospitals	5,067	11%	544 jobs	\$59,481
Elementary & Secondary Schools (Local Government)	4,604	5%	236 jobs	\$42,521
Colleges, Universities, & Professional Schools (State Government)	4,237	29%	1,011 jobs	\$46,777
State Government, Excluding Education & Hospitals	3,171	-5%	-167 jobs	\$62,902
Hospitals (State Government)	1,898	-6%	-122 jobs	\$52,378

Top 5 SLO County Occupational Staffing Patterns within Government

Occupation	Total Employed in Industry (2015)	% of total industry	Median Hourly Earnings
Postsecondary Teachers	2,059	9.5%	\$30.46
Correctional Officers & Jailers	825	3.8%	\$49.94
Secondary School Teachers, Except Special & Career/Technical Education	705	3.3%	\$31.81
Elementary School Teachers, Except Special Education	680	3.1%	\$35.43
Office Clerks, General	669	3.1%	\$13.84

2. Accommodation & Food Services

Total Jobs SLO County 15,194	1 year % Change (2014-2015) -0.2% -37 jobs	5 year % Change (2010-2015) +14.3% 1,896 jobs	Projected % Change (2010-2020) +25.6% 3,410 jobs	Avg Earnings Per Job \$21,986
Total Jobs by SLO County sub-region	Coastal 1,442 jobs	North County 3,554 jobs	San Luis Obispo City 4,751 jobs	South County 3,869 jobs

Top 5 SLO County Largest Industries within *Accommodation & Food Services*

Industry	Total Employed in Industry (2015)	Projected % Change (2010-2020)	Projected Change by jobs	Annual Avg Employee Wages, Salaries, & Proprietor Earnings
Full-Service Restaurants	6,217	27%	1,462 jobs	\$19,064
Limited-Service Restaurants	3,646	24%	737 jobs	\$15,944
Hotels (except Casino Hotels) & Motels	3,581	24%	794 jobs	\$21,843
Snack & Nonalcoholic Beverage Bars	989	51%	386 jobs	\$14,013
Drinking Places (Alcoholic Beverages)	203	10%	22 jobs	\$19,036

Top 5 SLO County Occupational Staffing Patterns within *Accommodation & Food Services*

Occupation	Total Employed in Industry (2015)	% of total industry	Median Hourly Earnings
Combined Food Preparation & Serving Workers, Including Fast Food	2,716	17.9%	\$9.72
Waiters & Waitresses	2,667	17.6%	\$10.75
Cooks, Restaurant	1,144	7.5%	\$13.81
Maids & Housekeeping Cleaners	1,136	7.5%	\$10.01
Hotel, Motel, & Resort Desk Clerks	740	4.9%	\$10.95

3. Health Care & Social Assistance

Total Jobs SLO County 14,331	1 year % Change (2014-2015) +9.2% 1,205 jobs	5 year % Change (2010-2015) +33.0% 3,557 jobs	Projected % Change (2010-2020) +49.7% 5,356 jobs	Avg Earnings Per Job \$52,201
Total Jobs by SLO County sub-region	Coastal 708 jobs	North County 4,360 jobs	San Luis Obispo City 6,751 jobs	South County 2,462 jobs

Top 5 SLO County Largest Industries within *Health Care & Social Assistance*

Industry	Total Employed in Industry (2015)	Projected % Change (2010-2020)	Projected Change by jobs	Annual Avg Employee Wages, Salaries, & Proprietor Earnings
Services for the Elderly & Persons with Disabilities	2,329	540%	2,550	\$11,978
Offices of Physicians (except Mental Health Specialists)	2,230	1%	27	\$71,927
General Medical & Surgical Hospitals	2,081	-9%	-196	\$73,664

Nursing Care Facilities (Skilled Nursing Facilities)	1,181	54%	463	\$31,384
Offices of Dentists	1,007	25%	215	\$44,584

Top 5 SLO County Occupational Staffing Patterns within *Health Care & Social Assistance*

Occupation	Total Employed in Industry (2015)	% of total industry	Median Hourly Earnings
Personal Care Aides	2,013	14.0%	\$10.69
Registered Nurses	990	6.9%	\$42.79
Social & Human Service Assistants	636	4.4%	\$22.84
Medical Assistants	576	4.0%	\$14.80
Medical Secretaries	553	3.9%	\$17.49

4. Retail Trade

Total Jobs SLO County	1 year % Change (2014-2015)	5 year % Change (2010-2015)	Projected % Change (2010-2020)	Avg Earnings Per Job
13,778	+0.5% 72 jobs	+6.7% 870 jobs	+17.6% 2,268 jobs	\$36,446
Total Jobs by SLO County sub-region	Coastal	North County	San Luis Obispo City	South County
	783 jobs	4,522 jobs	5,169 jobs	2,960 jobs

Top 5 SLO County Largest Industries within *Retail Trade*

Industry	Total Employed in Industry (2015)	Projected % Change (2010-2020)	Projected Change by jobs	Annual Avg Employee Wages, Salaries, & Proprietor Earnings
Supermarkets & Other Grocery (except Convenience) Stores	2,385	4%	86	\$28,242
Discount Department Stores	1,441	66%	777	\$20,770
Sporting Goods Stores	1,010	75%	527	\$28,139
New Car Dealers	696	12%	73	\$56,047
Pharmacies & Drug Stores	570	-4%	-22	\$49,537

Top 5 SLO County Occupational Staffing Patterns within *Retail Trade*

Occupation	Total Employed in Industry (2015)	% of total industry	Median Hourly Earnings
Retail Salespersons	4,063	29.5%	\$11.88
Cashiers	2,533	18.4%	\$10.20
First-Line Supervisors of Retail Sales Workers	1,124	8.2%	\$19.04
Stock Clerks & Order Fillers	990	7.2%	\$11.59
Packers & Packagers, H&	407	3.0%	\$9.64

5. Construction

Total Jobs SLO County	1 year % Change (2014-2015)	5 year % Change (2010-2015)	Projected % Change (2010-2020)	Avg Earnings Per Job
7,060	+7.6% 499 jobs	+43.9% 2,154 jobs	+51.2% 2,510 jobs	\$63,977

Total Jobs by SLO County sub-region	Coastal 471 jobs	North County 3,024 jobs	San Luis Obispo City 1,807 jobs	South County 1,624 jobs
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Top 5 SLO County Largest Industries within *Construction*

Industry	Total Employed in Industry (2015)	Projected % Change (2010-2020)	Projected Change by jobs	Annual Avg Employee Wages, Salaries, & Proprietor Earnings
Electrical Contractors & Other Wiring Installation Contractors	961	51%	370	\$57,415
Site Preparation Contractors	771	135%	566	\$66,578
Plumbing, Heating, & Air-Conditioning Contractors	714	50%	254	\$50,775
New Single-Family Housing Construction (except For-Sale Builders)	630	-7%	-33	\$46,671
Commercial & Institutional Building Construction	516	23%	96	\$69,837

Top 5 SLO County Occupational Staffing Patterns within *Construction*

Occupation	Total Employed in Industry (2015)	% of total industry	Median Hourly Earnings
Construction Laborers	1,066	15.1%	\$17.52
Carpenters	502	7.1%	\$21.25
Plumbers, Pipefitters, & Steamfitters	464	6.6%	\$22.41
Painters, Construction & Maintenance	421	6.0%	\$19.94
Electricians	419	5.9%	\$32.77

Section 3b – SLO County Specific data: Additional Occupational Data Points

Occupations with highest number of annual openings in SLO County

Occupation	Annual Job Openings
Food Preparation & Serving Related Occupations	759
Office & Admin. Support Occupations	708
Sales & Related Occupations	685
Transportation & Material Moving Occupations	343
Construction & Extraction Occupations	342

Overall Largest Number of Jobs in SLO County

Occupation	Total Jobs (2015)	Median Hourly Earnings
Retail Salespersons	4,359	\$11.88
Farmworkers & Laborers, Crop, Nursery, & Greenhouse	3,330	\$9.95
Cashiers	3,315	\$10.20
Combined Food Preparation & Serving Workers, Including Fast Food	3,039	\$9.72
Waiters & Waitresses	2,815	\$10.75

Overall Highest Paying Jobs in SLO County

Occupation	Total Jobs (2015)	Median Hourly Earnings
Psychiatrists	67	\$108.95
Dentists, General	97	\$96.27
Surgeons	54	\$94.17
Anesthesiologists	25	\$93.18
Physicians & Surgeons, All Other	236	\$89.63

Section 3c – SLO County Specific data: Self-Employment

Top 5 SLO County Self-Employment Industries¹¹

Industry	Total Jobs (2015)	Annual Avg Employee Wages, Salaries, & Proprietor Earnings
Landscaping Services	564	\$17,149
Private Households ¹²	538	\$8,058
Residential Remodelers	512	\$28,611
Beauty Salons	433	\$19,603
Independent Artists, Writers, and Performers	355	\$11,533

Top 5 Self-Employment SLO County Occupations¹³

Occupation	Total Jobs (2015)
Construction Laborers	575
Carpenters	553
Managers, All Other	457
Landscaping & Groundskeeping Workers	445
Maids & Housekeeping Cleaners	411

Section 4a – North American Industry Classification System (NAICS) Reference Table

NAICS	Description	NAICS	Description
11	Crop & Animal Production	53	Real Estate & Rental & Leasing
21	Mining, Quarrying, & Oil & Gas Extraction	54	Professional, Scientific, & Technical Services
22	Utilities	55	Management of Companies & Enterprises
23	Construction	56	Admin. & Support & Waste Management & Remediation Services
31-33	Manufacturing	61	Educational Services
42	Wholesale Trade	62	Health Care & Social Assistance
44-45	Retail Trade	71	Arts, Entertainment, & Recreation
48-49	Transportation & Warehousing	72	Accommodation & Food Services
51	Information	81	Other Services (except Public Administration)
52	Finance & Insurance	90	Government

Section 4b – Standard Occupational Classification (SOC) Reference Table

SOC	Description	SOC	Description
11-0000	Management Occupations	35-0000	Food Preparation & Serving Related Occupations
13-0000	Business & Financial Operations Occupations	37-0000	Building & Grounds Cleaning & Maintenance Occupations
15-0000	Computer & Mathematical Occupations	39-0000	Personal Care & Service Occupations
17-0000	Architecture & Engineering Occupations	41-0000	Sales & Related Occupations
19-0000	Life, Physical, & Social Science Occupations	43-0000	Office & Admin. Support Occupations
21-0000	Community & Social Service Occupations	45-0000	Farming, Fishing, & Forestry Occupations
23-0000	Legal Occupations	47-0000	Construction & Extraction Occupations
25-0000	Education, Training, & Library Occupations	49-0000	Installation, Maintenance, & Repair Occupations
27-0000	Arts, Design, Entertainment, Sports, & Media Occupations	51-0000	Production Occupations
29-0000	Healthcare Practitioners & Technical Occupations	53-0000	Transportation & Material Moving Occupations
31-0000	Healthcare Support Occupations	55-0000	Military occupations
33-0000	Protective Service Occupations	99-0000	Unclassified Occupation

¹¹ Source: EMSI 2015.3, Self Employment

¹² Private Households includes self-employed individuals in the following occupations: *Maids & Housekeeping Cleaners; Childcare Workers; Personal Care Aides; Laborers & Freight, Stock, and Material Movers, Hand; Janitors & Cleaners, Except Maids & Housekeeping Cleaners; Personal Care & Service Workers, All other.*

¹³ Source: EMSI 2015.3, Self Employment

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Kirk Coviello, *Vice-Chair*, SunRun, Inc.

Pam Avila, *WDB Business Council Chair*, Sierra Summit Group

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