JOBS**e**Q

Occupation Report

Leon Valley Top Occs

Leon Valley Custom Report Region

Occupation Snapshot

6-Digit Occupation	Empl	Avg Mean Wages	LQ	3-Year Empl Change	Annual Demand	Forecast Ann Growth
Retail Salespersons	2,554	$28,500	1.55	-226	390	0.4%
Fast Food and Counter Workers	2,431	$22,400	1.60	53	530	2.1%
Customer Service Representatives	1,820	$33,200	1.57	50	255	0.5%
Cashiers	1,712	$23,900	1.21	-58	332	0.3%
Office Clerks, General	1,406	$34,900	1.18	-58	178	0.4%
Personal Care Aides	1,336	$21,500	1.31	264	260	3.6%
Waiters and Waitresses	1,132	$21,500	1.24	-107	244	1.4%
General and Operations Managers	1,036	$119,700	1.08	58	110	1.5%
Securities, Commodities, and Financial Services Sales Agents	1,016	$73,100	5.48	47	112	1.1%
Tellers	1,011	$30,300	5.66	-51	113	-0.7%
Remaining Component Occupations	8,356	$32,900	0.99	-138	1,170	1.0%
Leon Valley Top Occs	**23,808**	**$35,100**	**1.26**	**-168**	**3,694**	**1.1%**

Leon Valley Top Occs

3 Yrs Ago
23,976

Current
23,808

1 Yr from Now
24,073

—Historical   - Forecast
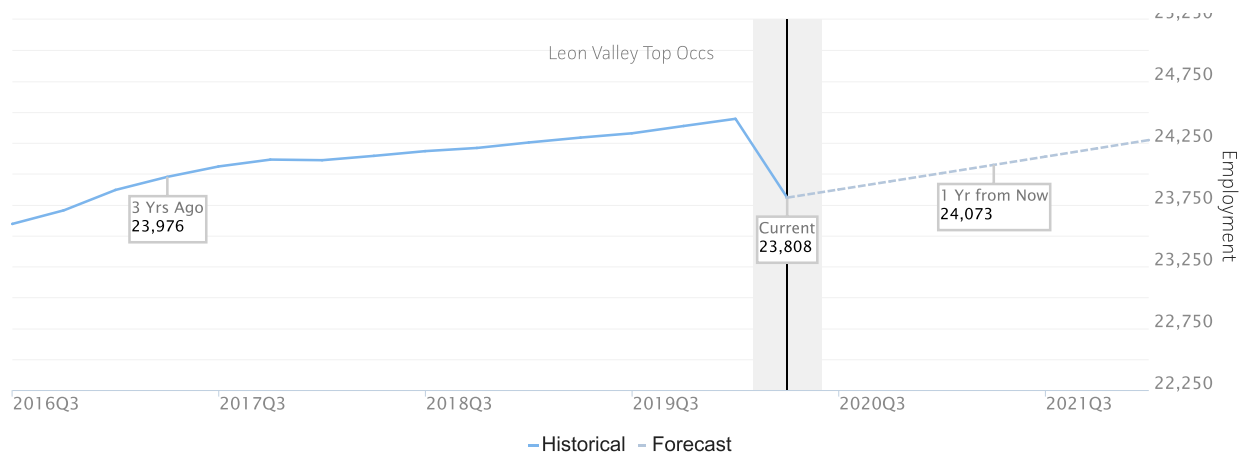
💡 "Annual Demand" is the projected need for new entrants into an occupation. New entrants are needed due to expected growth and to replace workers who left the occupation due to factors such as retirement or switching careers.

💡 "Forecast Ann Growth" is the expected change in jobs due to national, long-term trend projections (per the BLS) as well as local factors such as industry mix and population growth (as computed and modeled by Chmura).

Employment by Industry

Industry Title	% of Occ Empl	Empl	10-Year Separations	10-Year Empl Growth	10-Year Total Demand
Restaurants and Other Eating Places	18.5%	4,397	8,251	863	9,114
Depository Credit Intermediation	8.7%	2,074	2,381	-17	2,364
Grocery Stores	5.9%	1,400	2,212	44	2,256
Individual and Family Services	4.4%	1,042	1,645	504	2,149
Other Financial Investment Activities	4.0%	941	1,004	59	1,063
Department Stores	3.9%	929	1,434	52	1,485
Clothing Stores	3.1%	734	980	-95	885
Automobile Dealers	2.7%	652	932	90	1,023
Agencies, Brokerages, and Other Insurance Related Activities	2.6%	623	794	63	857
General Merchandise Stores, including Warehouse Clubs and Supercenters	2.3%	546	842	30	872
Services to Buildings and Dwellings	2.1%	503	711	85	796
Elementary and Secondary Schools	1.8%	430	589	25	615
Home Health Care Services	1.8%	420	676	228	905
Employment Services	1.7%	400	556	33	589
Couriers and Express Delivery Services	1.5%	362	483	41	524
Automotive Repair and Maintenance	1.4%	327	466	36	502
Insurance Carriers	1.3%	305	366	-3	364
Building Material and Supplies Dealers	1.1%	255	378	27	406
Offices of Physicians	1.0%	249	308	40	349
Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly	1.0%	245	383	91	474
All Others	29.3%	6,974	9,454	592	10,045

The industry distribution indicates the industries in which workers in the occupation(s) are primarily found.

"10-Year Empl Growth" may show industries with positive as well as negative growth; this would indicate that the occupation(s) being examined are expected to expand within some industries while contracting in others.
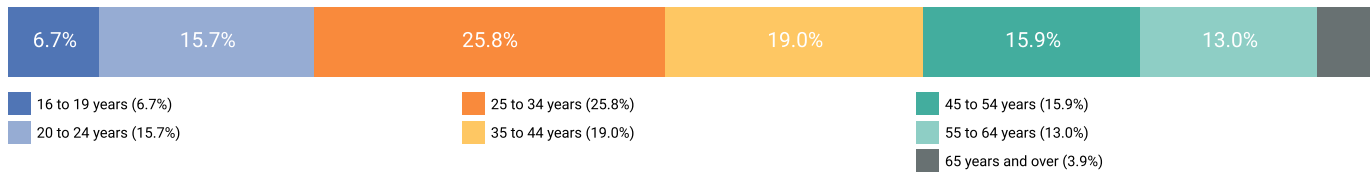
Wages
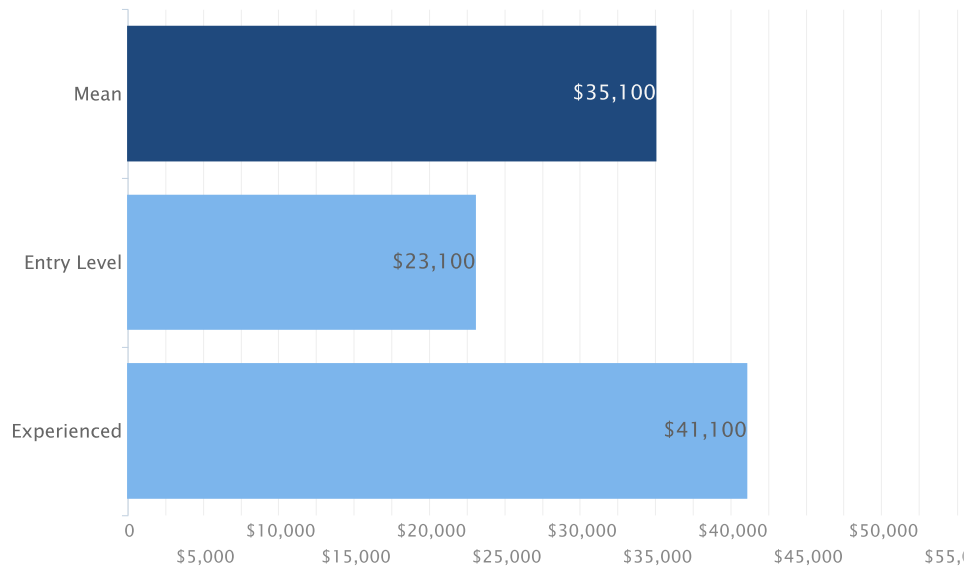
Occupation	Mean	Median	Entry Level	Experienced
General and Operations Managers	$119,700	$106,300	$54,300	$152,400
Securities, Commodities, and Financial Services Sales Agents	$73,100	$48,100	$33,900	$92,700
First-Line Supervisors of Non-Retail Sales Workers	$69,800	$61,800	$36,900	$86,200
Executive Secretaries and Executive Administrative Assistants	$54,700	$54,500	$39,900	$62,200
Legal Secretaries and Administrative Assistants	$46,900	$39,600	$32,800	$53,900
First-Line Supervisors of Retail Sales Workers	$45,200	$39,100	$28,800	$53,300
Cooks, Private Household	$44,500	$37,000	$27,300	$53,100
Heavy and Tractor-Trailer Truck Drivers	$43,200	$39,600	$29,500	$50,100
Light Truck Drivers	$40,500	$32,700	$22,300	$49,700
Medical Secretaries and Administrative Assistants	$36,800	$34,700	$26,300	$42,100

Occupation wages here are based on data from the Bureau of Labor Statistics, OES program, and imputed by Chmura where necessary.
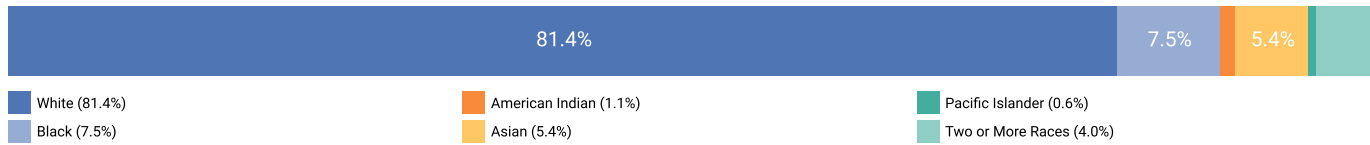
When this report is run for an occupation group, the table above displays up to the top ten detailed occupations which have the highest average wages within the occupation group.
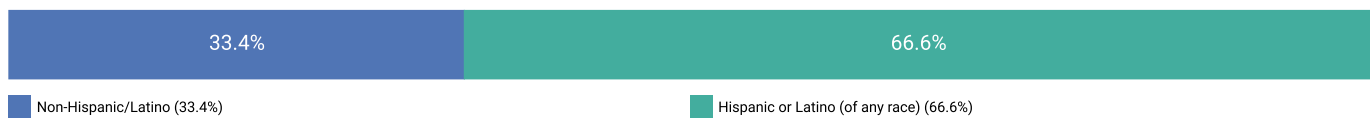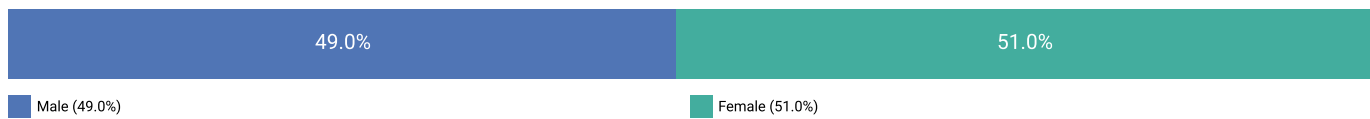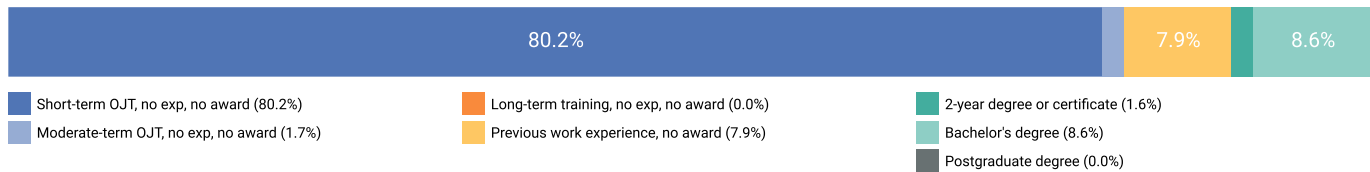
Occupation Demographics

Age

6.7%	15.7%	25.8%	19.0%	15.9%	13.0%	

■ 16 to 19 years (6.7%)   ■ 25 to 34 years (25.8%)   ■ 45 to 54 years (15.9%)
■ 20 to 24 years (15.7%)   ■ 35 to 44 years (19.0%)   ■ 55 to 64 years (13.0%)
                                                                    ■ 65 years and over (3.9%)

Race

81.4%	7.5%		5.4%	

■ White (81.4%)   ■ American Indian (1.1%)   ■ Pacific Islander (0.6%)
■ Black (7.5%)   ■ Asian (5.4%)   ■ Two or More Races (4.0%)

Ethnicity

33.4%	66.6%

■ Non-Hispanic/Latino (33.4%)   ■ Hispanic or Latino (of any race) (66.6%)

Gender

49.0%	51.0%

■ Male (49.0%)   ■ Female (51.0%)

Education and Training Requirements

80.2%		7.9%	8.6%

■ Short-term OJT, no exp, no award (80.2%)   ■ Long-term training, no exp, no award (0.0%)   ■ 2-year degree or certificate (1.6%)
■ Moderate-term OJT, no exp, no award (1.7%)   ■ Previous work experience, no award (7.9%)   ■ Bachelor's degree (8.6%)
                                                                                                    ■ Postgraduate degree (0.0%)

Education Profile

Educational Attainment

| 13.3% | 34.0% | 24.4% | 9.4% | 15.5% | | |

- ■ < High School (13.3%)
- ■ High School (34.0%)
- ■ Some College (24.4%)
- ■ Two-Year (9.4%)
- ■ Four-Year (15.5%)
- ■ Master's (2.8%)
- ■ PhD (0.5%)
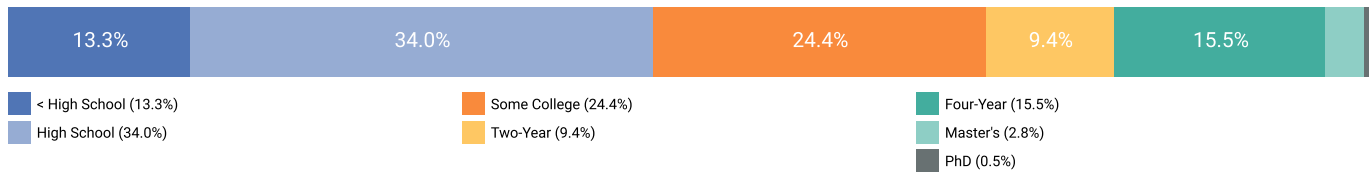
Occupation	Typical Entry-Level Education	Previous Work Experience	Typical On-the-Job Training
General and Operations Managers	Bachelor's degree	5 years or more	None
Home Health Aides	High school diploma or equivalent	None	Short-term on-the-job training
Personal Care Aides	High school diploma or equivalent	None	Short-term on-the-job training
Cooks, Fast Food	None	None	Short-term on-the-job training
Cooks, Institution and Cafeteria	None	None	Short-term on-the-job training
Cooks, Private Household	Postsecondary non-degree award	Less than 5 years	None
Cooks, Restaurant	None	Less than 5 years	Moderate-term on-the-job training
Cooks, Short Order	None	None	Short-term on-the-job training
Cooks, All Other	None	None	Moderate-term on-the-job training
Fast Food and Counter Workers	None	None	Short-term on-the-job training

💡 The stacked bar chart here illustrates the estimated mix of educational attainment of the workers in this occupation(s) in aggregate.

💡 The table indicates typical education and training requirements rather than the mix of attainment of workers in such positions.
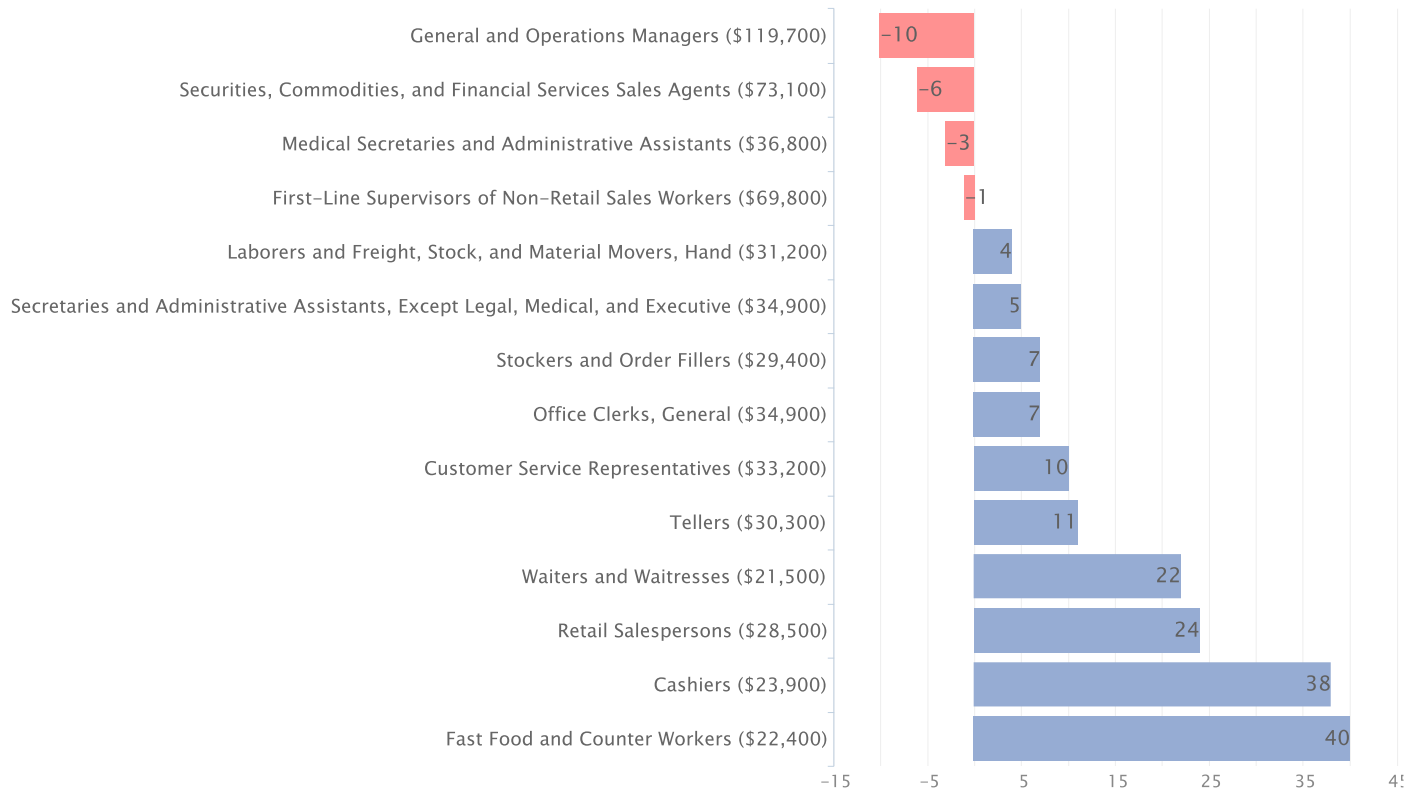
Postsecondary Programs Linked to Leon Valley Top Occs

Program	Awards
Lamson Institute	
Medical Insurance Specialist/Medical Biller	14
The Art Institute of San Antonio	
Culinary Arts/Chef Training	8
Restaurant, Culinary, and Catering Management/Manager	28

The number of graduates from postsecondary programs in the region identifies the pipeline of future workers as well as the training capacity to support industry demand.

Among postsecondary programs at schools located in the Leon Valley Custom Report Region, the sampling above identifies those most linked to Remote Jobs. For a complete list see JobsEQ®, http://www.chmuraecon.com/jobseq

Occupation Gaps

Occupation	Gap
General and Operations Managers ($119,700)	−10
Securities, Commodities, and Financial Services Sales Agents ($73,100)	−6
Medical Secretaries and Administrative Assistants ($36,800)	−3
First-Line Supervisors of Non-Retail Sales Workers ($69,800)	−1
Laborers and Freight, Stock, and Material Movers, Hand ($31,200)	4
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive ($34,900)	5
Stockers and Order Fillers ($29,400)	7
Office Clerks, General ($34,900)	7
Customer Service Representatives ($33,200)	10
Tellers ($30,300)	11
Waiters and Waitresses ($21,500)	22
Retail Salespersons ($28,500)	24
Cashiers ($23,900)	38
Fast Food and Counter Workers ($22,400)	40

The above are the potential average annual gaps over 10 years. Many variables go into this analysis, but at its core it is based on a forecast comparing occupation demand growth to the local population growth and the projected educational attainment of those residents. When an area, for example, has an occupation expected to grow quickly but the educational requirement for the occupation does not match well with the educational attainment of its residents, there is a high potential for an occupation shortfall in the region. Alternatively, slow-growing or contracting occupations often represent potential supply surpluses.

The potential supply shortfall is an underlying force that the market needs to resolve one way or another, such as by employers recruiting from further distances for these occupations, wages going up to attract more candidates, and/or increased demand and wages enticing more local residents to get training for these occupations. While this an important analysis for determining local occupation needs, the occupation gap should be considered along with other regional data including growth and separation forecasts, unemployment rates, wage trends, and award and skill gap analyses.

Geographic Distribution
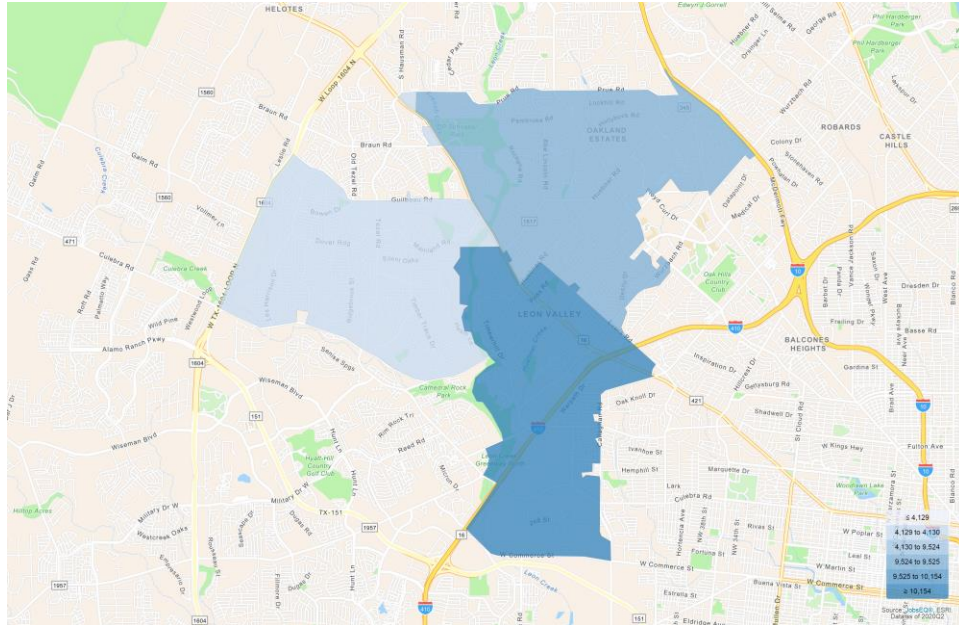
Top ZCTAs by Place of Work for Leon Valley Top Occs, 2020Q2

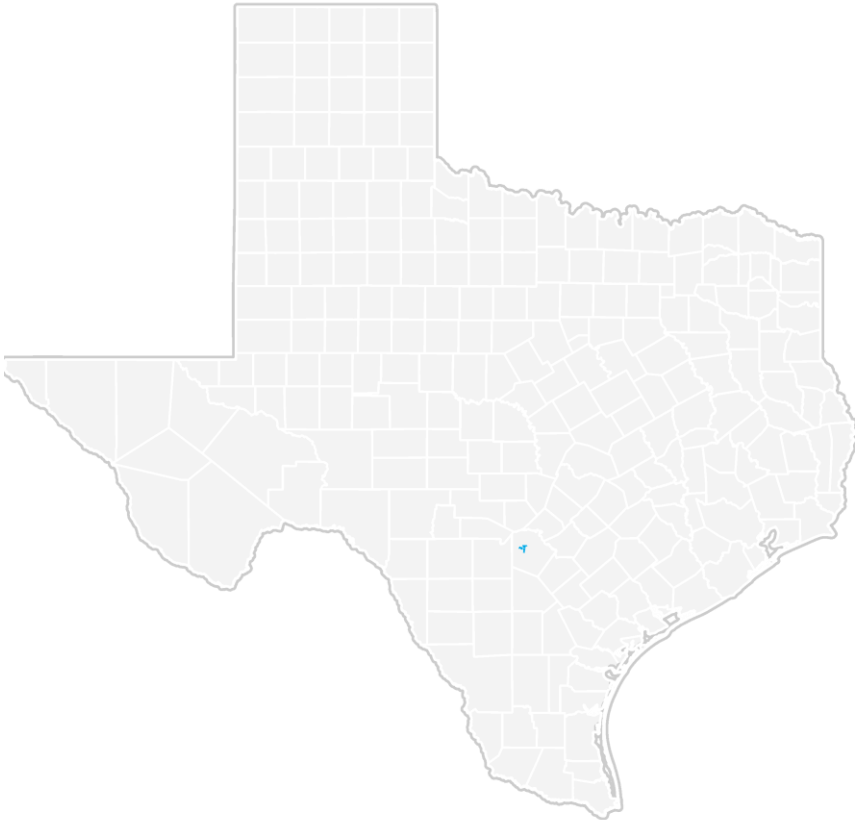| Region	Employment
ZCTA 78238	10,154
ZCTA 78240	9,525
ZCTA 78250	4,129
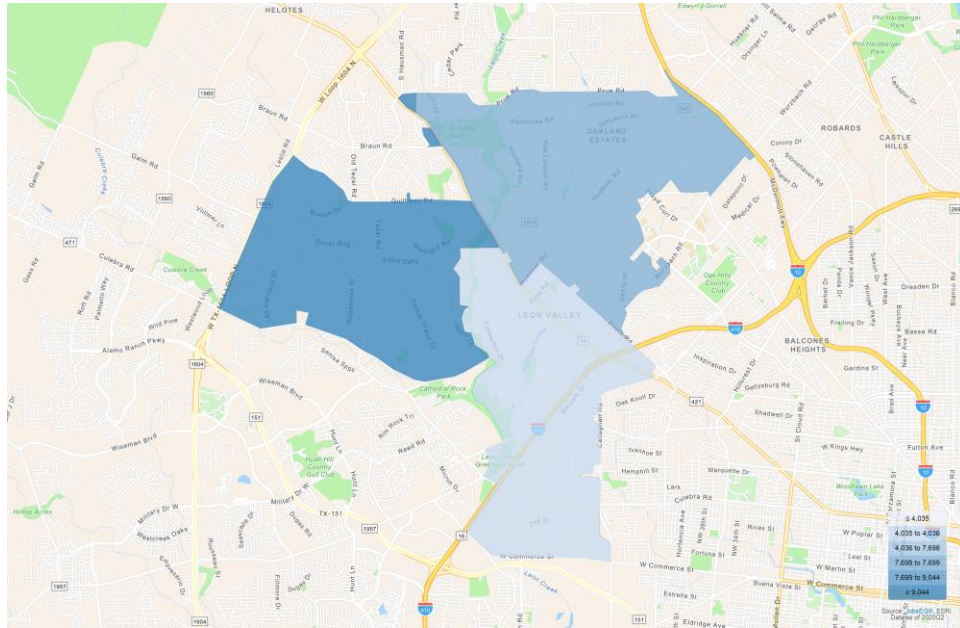
Top ZCTAs by Place of Residence for Leon Valley Top Occs, 2020Q2

Region	Employment
ZCTA 78250	9,044
ZCTA 78240	7,698
ZCTA 78238	4,036

"Place of work" employment is based upon the location of employers for these workers. "Place of residence" data refers to the home locations of the workforce, which is typically the preferred data set to use when calculating labor availability within a drive-time or radius of a potential worksite.

Leon Valley Custom Report Region Regional Map

Region Definition

Leon Valley Custom Report Region is defined as the following zip code tabulation areas:

ZCTA 78238	ZCTA 78250
ZCTA 78240	

Data Notes

- Occupation employment by default indicates employment by place of work. Occupation employment is as of 2020Q2 and is based on industry employment and local staffing patterns calculated by Chmura and utilizing BLS OES data. Employment forecasts are modeled by Chmura and are consistent with BLS national-level 10-year forecasts. Occupation wages (mean, median, and percentiles) are derived from BLS OES data and are as of 2019 and represent the average for all Covered Employment. Entry-level and experienced wages are derived from these source data, computed by Chmura.
- Industry employment is as of 2020Q2 and is based upon BLS QCEW data, imputed by Chmura where necessary, and supplemented by additional sources including Census ZBP data.
- Education and training requirements are from the BLS. Educational attainment mix and other occupation demographics data are modeled by Chmura for 2020Q2 using regional occupation employment from JobsEQ, ZCTA-level demographics data from the Census Bureau, and national occupation-demographics patterns from the BLS.
- Postsecondary awards are per the NCES and are for the 2018-2019 academic year. Any programs shown are linked with the occupation(s) being analyzed via the program-occupation crosswalk, which may not be comprehensive. Any programs shown reflect only data reported to the NCES; reporting is required of all Title IV schools. Training providers that do not report data to the NCES are not reflected.
- Job ads data are online job posts from the Real-Time Intelligence (RTI) data set, produced wholly by Chmura and gleaned from over 30,000 websites. Data reflect ads active during the last twelve month period ending 01/04/2021 and advertised for any Zip Code Tabulation Area in or intersecting with the region for which this report was produced. Historical ad volume is revised as additional data are made available and processed. Since many extraneous factors can affect short-term volume of online job postings, time-series data can be volatile and should be used with caution. All ad counts represent deduplicated figures.
- For skill and certification gaps, openings and candidates are based upon regional occupation demand (growth plus separations) and the percent of skill demand and supply. Skill demand mix data are per a one-year sample of RTI data; skill supply data are estimated using a four-year sample of resumes data; both data sets compiled as of July 2019. Data may be based, at least in part, on data from broader geographies; see the Skill Gaps analytic export for more details.
- Occupation gaps are modeled by Chmura, indicating long-term potential supply and demand mismatches in a region due, in part, to job demand and labor pool dyanamics, including educational attainment and projected growth.
- Occupation employment by place of residence is as of 2020Q2 and modeled by Chmura based upon occuaption employment by place of work and commuting patterns. Commuting patterns are derived from source data from the Census Bureau, occupation-specific commuting tendancies, and updated to reflect more recent population and employment estimates.
- Figures may not sum due to rounding.

FAQ

What is (LQ) location quotient?

Location quotient is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an industry (or occupation) as the nation. An LQ of 2.00 would mean the region has twice the expected employment compared to the nation and an LQ of 0.50 would mean the region has half the expected employment in comparison to the nation.

What is annual demand?

Annual demand is a of the sum of the annual projected growth demand and separation demand. Separation demand is the number of jobs required due to separations—labor force exits (including retirements) and turnover resulting from workers moving from one occupation into another. Note that separation demand does not include all turnover—it does not include when workers stay in the same occupation but switch employers. Growth demand is the increase or decrease of jobs expected due to expansion or contraction of the overall number of jobs.