

Regions	2018 Average Annual Wages ¹	2019 Average Annual Wages ²	2020 Average Annual Wages ³
1	\$34,237	\$34,823	\$35,571
2	\$41,152	\$42,220	\$43,311
3	\$33,846	\$34,516	\$35,678
4	\$51,575	\$52,211	\$54,524
5	\$45,720	\$46,624	\$48,403
6	\$44,058	\$45,208	\$47,188
7	\$74,835	\$76,732	\$79,292
8	\$40,052	\$41,110	\$42,722
9	\$48,154	\$49,130	\$51,750
Virginia	\$55,526	\$56,933	\$59,107

¹Employment and wages data (1st quarter 2018) are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and imputed by Chmura where necessary.

²Employment and wages data (1st quarter 2019) are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and imputed by Chmura where necessary.

³Employment and wages data (1st quarter 2020) are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and imputed by Chmura where necessary.

2020 GO Virginia Average Annual Wages - JOBS EQ

PDC	PDC Name	2018 Average Annual Wages	2019 Average Annual Wages	2020 Average Annual Wages
1	LENOWISCO PDC	\$32,619	\$32,801	\$33,807
2	Cumberland Plateau PDC	\$37,415	\$38,736	\$39,233
3	Mount Rogers PDC	\$33,399	\$33,810	\$34,583
4	New River Valley RC	\$38,217	\$39,892	\$41,516
5	Roanoke Valley-Alleghany RC	\$42,597	\$43,718	\$44,730
6	Central Shenandoah PDC	\$38,833	\$39,317	\$41,394
7	Northern Shenandoah Valley RC	\$41,714	\$42,729	\$44,536
8	Northern Virginia RC	\$74,835	\$76,732	\$79,292
9	Rappahannock-Rapidan RC	\$42,291	\$42,793	\$44,520
10	Thomas Jefferson PDC	\$50,917	\$52,109	\$55,068
11	Central Virginia PDC	\$40,594	\$41,490	\$42,341
12	West Piedmont PDC	\$33,261	\$34,173	\$35,116
13	Southside PDC	\$34,459	\$34,664	\$36,096
14	Commonwealth RC	\$34,351	\$34,791	\$36,051
15	Richmond Regional PDC	\$52,622	\$53,232	\$55,551
16	George Washington RC	\$46,959	\$48,166	\$50,346
17	Northern Neck PDC	\$35,013	\$36,060	\$37,629
18	Middle Peninusla PDC	\$34,725	\$35,487	\$36,523
19	Crater PDC	\$44,898	\$45,564	\$46,989
22	Accomack-Northampton PDC	\$36,458	\$37,597	\$38,672
23	Hampton Roads PDC	\$45,875	\$46,774	\$48,542

GO Virginia Regional and SubRegional Wages 2019

2020 GO Virginia Average Annual Wages - JOBS EQ

GO Virginia Region	2020 Regional Average Annual Wage	PDC Name	2020 Sub Regional Average Annual Wages
1	\$35,571	LENOWISCO PDC	\$33,807
		Mount Rogers PDC	\$34,583
		Cumberland Plateau PDC	\$39,233
2	\$43,311	New River Valley RC	\$41,516
		Central Virginia PDC	\$41,394
		Roanoke Valley-Alleghany RC	\$44,730
3	\$35,678	West Piedmont PDC	\$35,116
		Southside PDC	\$36,096
		Commonwealth RC	\$36,051
4	\$54,524	Crater PDC	\$46,989
		Richmond Regional PDC	\$55,551
5	\$48,403	Accomack-Northampton PDC	\$38,672
		Hampton Roads PDC	\$48,542
6	\$47,188	Middle Peninusla PDC	\$36,523
		Northern Neck PDC	\$37,629
		George Washington RC	\$50,346
7	\$79,292	Northern Virginia RC	\$79,292
8	\$42,722	Central Shenandoah PDC	\$41,394
		Northern Shenandoah Valley RC	\$44,536
9	\$51,750	Rappahannock-Rapidan RC	\$44,520
		Thomas Jefferson PDC	\$55,068

Region 9 Employment by All Industries and Target Clusters - JOBS EQ

GOVA9 Food and Beverage Manufacturing in GoVirginia - Region 9, 2020Q3 ¹											
NAICS	Industry	Current			5-Year History		2-Year Forecast				
		Empl	Avg Ann Wages	LQ	Empl Change	Ann %	Total Demand	Exits	Transfers	Empl Growth	Ann % Growth
3121	Beverage Manufacturing	1,626	\$34,238	5.06	359	5.1%	402	150	239	12	0.4%
3118	Bakeries and Tortilla Manufacturing	164	\$24,210	0.44	10	1.3%	45	19	25	2	0.5%
3119	Other Food Manufacturing	102	\$27,947	0.36	33	8.2%	25	9	15	1	0.6%
3111	Animal Food Manufacturing	38	\$46,566	0.49	25	22.7%	10	3	5	1	1.6%
3112	Grain and Oilseed Milling	37	\$57,764	0.50	14	9.8%	8	3	5	0	-0.6%
3113	Sugar and Confectionery Product Manufacturing	33	\$31,915	0.37	-4	-2.1%	7	3	5	-1	-1.7%
3114	Fruit and Vegetable Preserving and Specialty Food Manufacturing	22	\$27,303	0.11	-70	-25.0%	4	2	3	-1	-1.5%
3116	Animal Slaughtering and Processing	21	\$42,420	0.03	-21	-13.0%	5	2	3	0	-0.4%
3115	Dairy Product Manufacturing	4	\$30,875	0.02	2	19.2%	1	0	1	0	0.1%
3117	Seafood Product Preparation and Packaging	3	\$53,465	0.07	1	4.8%	1	0	0	0	-1.9%
	GOVA9 Food and Beverage Manufacturing	2,051	\$33,771	0.89	348	3.8%	508	192	301	14	0.3%
	Total - All Industries	181,948	\$53,665	1.00	3,204	0.4%	41,600	17,012	22,779	1,809	0.5%
Source: JobsEQ®											
Data as of 2020Q3											
Note: Figures may not sum due to rounding.											
1. All data based upon a four-quarter moving average											
Exits and transfers are approximate estimates based upon occupation separation rates.											
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Region 9 Employment by All Industries and Target Clusters - JOBS EQ

GoVirginia - Region 9, 2020Q3 ¹											
NAICS	Industry	Current			5-Year History		2-Year Forecast				
		Empl	Avg Ann Wages	LQ	Empl Change	Ann %	Total Demand	Exits	Transfers	Empl Growth	Ann % Growth
62	Health Care and Social Assistance	29,565	\$56,825	1.10	2,160	1.5%	6,469	2,768	2,862	839	1.4%
61	Educational Services	26,502	\$51,296	1.77	1,303	1.0%	5,129	2,364	2,550	214	0.4%
44	Retail Trade	19,364	\$31,432	1.04	-528	-0.5%	5,106	2,282	2,881	-57	-0.1%
72	Accommodation and Food Services	14,219	\$21,213	0.97	-1,650	-2.2%	4,798	2,044	2,574	180	0.6%
23	Construction	13,407	\$50,979	1.26	208	0.3%	2,735	945	1,690	100	0.4%
54	Professional, Scientific, and Technical Services	12,724	\$82,038	1.00	1,174	2.0%	2,418	814	1,375	228	0.9%
81	Other Services (except Public Administration)	10,204	\$40,120	1.28	369	0.7%	2,455	1,065	1,271	120	0.6%
31	Manufacturing	9,067	\$54,414	0.60	-49	-0.1%	1,860	696	1,191	-27	-0.1%
56	Administrative and Support and Waste Management and Remediation Services	8,296	\$40,597	0.72	-131	-0.3%	2,011	813	1,108	91	0.5%
92	Public Administration	7,774	\$57,493	0.87	476	1.3%	1,463	605	822	36	0.2%
48	Transportation and Warehousing	4,804	\$58,455	0.56	648	2.9%	1,079	436	591	52	0.5%
11	Agriculture, Forestry, Fishing and Hunting	4,497	\$25,801	1.81	-267	-1.1%	950	413	558	-21	-0.2%
52	Finance and Insurance	4,063	\$104,004	0.54	337	1.7%	761	287	471	3	0.0%
71	Arts, Entertainment, and Recreation	3,815	\$31,515	1.22	-339	-1.7%	1,171	484	598	89	1.2%
42	Wholesale Trade	3,398	\$61,528	0.49	69	0.4%	707	268	444	-6	-0.1%
53	Real Estate and Rental and Leasing	2,952	\$50,969	0.93	-95	-0.6%	597	271	325	1	0.0%
51	Information	2,829	\$79,360	0.78	-425	-2.8%	497	196	346	-44	-0.8%
55	Management of Companies and Enterprises	2,055	\$90,998	0.73	-159	-1.5%	397	138	235	24	0.6%
22	Utilities	1,764	\$103,717	1.83	-199	-2.1%	245	113	199	-67	-1.9%
99	Unclassified	408	\$38,825	2.19	323	36.9%	95	39	53	3	0.4%
21	Mining, Quarrying, and Oil and Gas Extraction	242	\$66,818	0.34	-19	-1.5%	52	16	33	3	0.6%
	Total - All Industries	181,948	\$53,665	1.00	3,204	0.4%	41,600	17,012	22,779	1,809	0.5%
Source: JobsEQ®											
Data as of 2020Q3											
Note: Figures may not sum due to rounding.											
1. All data based upon a four-quarter moving average											
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Region 9 Employment by All Industries and Target Clusters - JOBS EQ

GOVA9 Light Manufacturing in GoVirginia - Region 9, 2020Q3 ¹											
NAICS	Industry	Current			5-Year History		2-Year Forecast				
		Empl	Avg Ann Wages	LQ	Empl Change	Ann %	Total Demand	Exits	Transfers	Empl Growth	Ann % Growth
3121	Beverage Manufacturing	1,626	\$34,238	5.06	359	5.1%	402	150	239	12	0.4%
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	698	\$88,936	1.38	-58	-1.6%	127	45	80	3	0.2%
3261	Plastics Product Manufacturing	568	\$97,484	0.83	-126	-3.9%	122	44	78	0	0.0%
3211	Sawmills and Wood Preservation	465	\$43,682	4.18	-130	-4.8%	97	37	67	-7	-0.8%
3219	Other Wood Product Manufacturing	465	\$35,081	1.61	-48	-2.0%	92	38	62	-8	-0.8%
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing	461	\$37,486	1.61	-20	-0.9%	90	39	57	-6	-0.7%
3364	Aerospace Product and Parts Manufacturing	430	\$75,261	0.68	-23	-1.1%	77	27	49	2	0.2%
3231	Printing and Related Support Activities	411	\$33,929	0.84	208	15.2%	72	35	52	-15	-1.9%
3344	Semiconductor and Other Electronic Component Manufacturing	408	\$112,518	0.92	-29	-1.4%	76	28	48	0	0.1%
3334	Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing	258	\$43,171	1.61	109	11.6%	55	18	34	3	0.6%
3273	Cement and Concrete Product Manufacturing	218	\$66,565	0.93	-7	-0.6%	38	17	28	-7	-1.7%
3399	Other Miscellaneous Manufacturing	213	\$38,569	0.56	-53	-4.4%	42	17	27	-2	-0.4%
3363	Motor Vehicle Parts Manufacturing	211	\$56,882	0.33	-31	-2.7%	46	16	28	2	0.4%
3391	Medical Equipment and Supplies Manufacturing	205	\$74,443	0.53	-43	-3.8%	42	16	26	0	0.1%
3372	Office Furniture (including Fixtures) Manufacturing	170	\$64,893	1.34	87	15.3%	33	14	21	-2	-0.6%
3332	Industrial Machinery Manufacturing	168	\$53,961	1.20	-156	-12.3%	34	12	22	1	0.2%
3327	Machine Shops; Turned Product; and Screw, Nut, and Bolt Manufacturing	153	\$43,272	0.36	16	2.2%	34	11	20	3	0.9%
3359	Other Electrical Equipment and Component Manufacturing	152	\$67,106	0.89	10	1.4%	33	12	20	2	0.7%
3222	Converted Paper Product Manufacturing	149	\$50,608	0.47	50	8.6%	30	12	20	-1	-0.5%
3329	Other Fabricated Metal Product Manufacturing	131	\$47,239	0.41	25	4.3%	25	9	17	-2	-0.6%
3254	Pharmaceutical and Medicine Manufacturing	83	\$98,787	0.22	4	1.0%	17	5	10	1	0.4%
3333	Commercial and Service Industry Machinery Manufacturing	83	\$79,330	0.78	19	5.2%	16	6	10	0	0.0%
3315	Foundries	80	\$53,377	0.62	27	8.6%	17	6	11	0	0.1%
3149	Other Textile Product Mills	74	\$30,193	1.02	61	42.0%	15	7	9	0	-0.3%
3322	Cutlery and Handtool Manufacturing	67	\$45,963	1.58	-80	-14.6%	13	5	9	-1	-0.8%
3212	Veneer, Plywood, and Engineered Wood Product Manufacturing	64	\$39,481	0.66	-19	-5.1%	15	5	9	1	0.6%
3323	Architectural and Structural Metals Manufacturing	63	\$42,440	0.14	33	16.0%	13	5	9	0	0.1%
3353	Electrical Equipment Manufacturing	52	\$72,292	0.31	28	17.0%	10	4	6	0	-0.3%
3133	Textile and Fabric Finishing and Fabric Coating Mills	46	\$37,814	1.39	-57	-14.8%	9	4	6	-1	-1.2%
3253	Pesticide, Fertilizer, and Other Agricultural Chemical Manufacturing	41	\$65,681	0.93	22	16.8%	8	3	5	0	0.2%
3271	Clay Product and Refractory Manufacturing	40	\$41,003	0.90	25	22.0%	7	3	5	-2	-1.9%
3369	Other Transportation Equipment Manufacturing	39	\$31,550	0.95	-101	-22.5%	6	3	5	-2	-2.3%
3111	Animal Food Manufacturing	38	\$46,566	0.49	25	22.7%	10	3	5	1	1.6%
3112	Grain and Oilseed Milling	37	\$57,764	0.50	14	9.8%	8	3	5	0	-0.6%
3113	Sugar and Confectionery Product Manufacturing	33	\$31,915	0.37	-4	-2.1%	7	3	5	-1	-1.7%
3272	Glass and Glass Product Manufacturing	33	\$43,461	0.34	13	9.9%	6	3	4	-1	-1.5%
3259	Other Chemical Product and Preparation Manufacturing	30	\$54,713	0.31	-42	-16.1%	6	2	4	0	-0.2%
3152	Cut and Sew Apparel Manufacturing	26	\$23,593	0.24	-5	-3.5%	6	3	3	0	0.2%
3341	Computer and Peripheral Equipment Manufacturing	26	\$149,139	0.13	18	26.9%	4	1	3	0	0.3%
3379	Other Furniture Related Product Manufacturing	26	\$46,872	0.67	-4	-3.1%	5	2	3	0	-0.9%
3312	Steel Product Manufacturing from Purchased Steel	11	\$48,443	0.17	2	3.5%	2	1	2	0	0.0%
3141	Textile Furnishings Mills	6	\$30,901	0.10	-8	-15.8%	1	1	1	0	-0.6%
3331	Agriculture, Construction, and Mining Machinery Manufacturing	3	\$52,681	0.01	1	3.3%	1	0	0	0	-0.5%
3366	Ship and Boat Building	3	\$39,218	0.01	-28	-36.8%	1	0	0	0	-1.5%
3221	Pulp, Paper, and Paperboard Mills	0	n/a	0.00	-52	n/a	0	0	0	0	-0.4%
	GOVA9 Light Manufacturing	8,565	\$56,786	0.84	29	0.1%	1,773	673	1,126	-26	-0.2%
	Total - All Industries	181,948	\$53,665	1.00	3,204	0.4%	41,600	17,012	22,779	1,809	0.5%
Source: JobsEQ®											
Data as of 2020Q3											
Note: Figures may not sum due to rounding.											
1. All data based upon a four-quarter moving average											
Exits and transfers are approximate estimates based upon occupation separation rates.											
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Region 9 Employment by All Industries and Target Clusters - JOBS EQ

GOVA9 Biomedical and Biotechnology in GoVirginia - Region 9, 2020Q3 ¹											
NAICS	Industry	Current			5-Year History		2-Year Forecast				
		Empl	Avg Ann Wages	LQ	Empl Change	Ann %	Total Demand	Exits	Transfers	Empl Growth	Ann % Growth
5417	Scientific Research and Development Services	1,638	\$97,963	1.74	309	4.3%	286	92	182	13	0.4%
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	698	\$88,936	1.38	-58	-1.6%	127	45	80	3	0.2%
3391	Medical Equipment and Supplies Manufacturing	205	\$74,443	0.53	-43	-3.8%	42	16	26	0	0.1%
3332	Industrial Machinery Manufacturing	168	\$53,961	1.20	-156	-12.3%	34	12	22	1	0.2%
6215	Medical and Diagnostic Laboratories	105	\$60,971	0.31	64	20.9%	20	8	10	3	1.4%
5622	Waste Treatment and Disposal	104	\$38,479	0.74	-49	-7.4%	19	8	13	-2	-1.1%
3254	Pharmaceutical and Medicine Manufacturing	83	\$98,787	0.22	4	1.0%	17	5	10	1	0.4%
3333	Commercial and Service Industry Machinery Manufacturing	83	\$79,330	0.78	19	5.2%	16	6	10	0	0.0%
	GOVA9 Biomedical and Biotechnology	3,083	\$88,211	1.05	90	0.6%	562	191	353	18	0.3%
	Total - All Industries	181,948	\$53,665	1.00	3,204	0.4%	41,600	17,012	22,779	1,809	0.5%
Source: JobsEQ®											
Data as of 2020Q3											
Note: Figures may not sum due to rounding.											
1. All data based upon a four-quarter moving average											
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Region 9 Employment by All Industries and Target Clusters - JOBS EQ

GOVA9 Financial and Business Services in GoVirginia - Region 9, 2020Q3 ¹											
NAICS	Industry	Current			5-Year History		Total Demand	2-Year Forecast			Ann % Growth
		Empl	Avg Ann Wages	LQ	Empl Change	Ann %		Exits	Transfers	Empl Growth	
5415	Computer Systems Design and Related Services	2,660	\$107,923	0.97	159	1.2%	534	126	287	121	2.3%
5419	Other Professional, Scientific, and Technical Services	2,116	\$63,891	1.65	463	5.1%	425	164	227	34	0.8%
5416	Management, Scientific, and Technical Consulting Services	2,110	\$89,329	0.99	214	2.2%	446	140	244	62	1.5%
5413	Architectural, Engineering, and Related Services	1,323	\$73,053	0.67	127	2.0%	215	78	140	-3	-0.1%
5411	Legal Services	1,197	\$75,622	0.82	79	1.4%	186	81	106	-1	0.0%
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	1,092	\$49,939	0.80	-39	-0.7%	208	85	122	0	0.0%
5241	Insurance Carriers	1,048	\$70,573	0.71	321	7.6%	180	71	116	-7	-0.3%
5313	Activities Related to Real Estate	983	\$55,117	0.93	-125	-2.4%	195	92	103	1	0.1%
5242	Agencies, Brokerages, and Other Insurance Related Activities	780	\$74,625	0.49	3	0.1%	156	61	89	6	0.4%
5311	Lessors of Real Estate	745	\$44,024	0.97	166	5.2%	153	70	82	2	0.1%
5191	Other Information Services	604	\$66,939	1.00	226	9.8%	124	39	72	14	1.1%
5239	Other Financial Investment Activities	534	\$211,599	0.80	-3	-0.1%	94	32	61	0	0.0%
3231	Printing and Related Support Activities	411	\$33,929	0.84	208	15.2%	72	35	52	-15	-1.9%
5418	Advertising, Public Relations, and Related Services	333	\$52,687	0.56	-142	-6.8%	66	26	42	-2	-0.2%
5414	Specialized Design Services	254	\$48,453	1.01	3	0.3%	42	19	27	-5	-1.0%
5231	Securities and Commodity Contracts Intermediation and Brokerage	214	\$184,044	0.39	7	0.7%	39	13	25	1	0.3%
5222	Nondepository Credit Intermediation	196	\$91,951	0.28	-3	-0.3%	43	14	24	5	1.3%
5223	Activities Related to Credit Intermediation	172	\$94,895	0.47	61	9.2%	33	13	21	0	-0.1%
5182	Data Processing, Hosting, and Related Services	164	\$101,285	0.36	-168	-13.1%	31	9	19	3	0.8%
5259	Other Investment Pools and Funds	26	\$200,544	2.10	5	4.7%	5	2	3	0	0.2%
5331	Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	6	\$102,726	0.22	0	0.0%	1	0	1	0	-1.7%
5251	Insurance and Employee Benefit Funds	4	\$117,112	0.45	3	27.0%	1	0	0	0	1.9%
	GOVA9 Financial and Business Services	16,975	\$80,452	0.83	1,565	2.0%	3,261	1,171	1,861	229	0.7%
	Total - All Industries	181,948	\$53,665	1.00	3,204	0.4%	41,600	17,012	22,779	1,809	0.5%
Source: JobsEQ®											
Data as of 2020Q3											
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Region 9 Employment by All Industries and Target Clusters - JOBS EQ

GOVA9 Information Technology/Communications in GoVirginia - Region 9, 2020Q3 ¹											
NAICS	Industry	Current			5-Year History		Total Demand	2-Year Forecast			Ann % Growth
		Empl	Avg Ann Wages	LQ	Empl Change	Ann %		Exits	Transfers	Empl Growth	
2382	Building Equipment Contractors	2,867	\$49,692	1.01	269	2.0%	622	204	389	28	0.5%
5415	Computer Systems Design and Related Services	2,660	\$107,923	0.97	159	1.2%	534	126	287	121	2.3%
5416	Management, Scientific, and Technical Consulting Services	2,110	\$89,329	0.99	214	2.2%	446	140	244	62	1.5%
5417	Scientific Research and Development Services	1,638	\$97,963	1.74	309	4.3%	286	92	182	13	0.4%
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	698	\$88,936	1.38	-58	-1.6%	127	45	80	3	0.2%
3344	Semiconductor and Other Electronic Component Manufacturing	408	\$112,518	0.92	-29	-1.4%	76	28	48	0	0.1%
5173	Wired and Wireless Telecommunications Carriers	326	\$68,211	0.44	-164	-7.8%	51	20	41	-11	-1.7%
5112	Software Publishers	321	\$111,432	0.54	102	8.0%	62	16	35	11	1.7%
4234	Professional and Commercial Equipment and Supplies Merchant Wholesalers	213	\$93,013	0.26	24	2.4%	39	15	26	-2	-0.5%
3332	Industrial Machinery Manufacturing	168	\$53,961	1.20	-156	-12.3%	34	12	22	1	0.2%
5182	Data Processing, Hosting, and Related Services	164	\$101,285	0.36	-168	-13.1%	31	9	19	3	0.8%
3359	Other Electrical Equipment and Component Manufacturing	152	\$67,106	0.89	10	1.4%	33	12	20	2	0.7%
4236	Household Appliances and Electrical and Electronic Goods Merchant Wholesalers	120	\$65,506	0.29	-30	-4.4%	25	9	16	0	0.0%
3353	Electrical Equipment Manufacturing	52	\$72,292	0.31	28	17.0%	10	4	6	0	-0.3%
5179	Other Telecommunications	35	\$94,642	0.36	-13	-6.1%	6	2	5	-1	-1.7%
3341	Computer and Peripheral Equipment Manufacturing	26	\$149,139	0.13	18	26.9%	4	1	3	0	0.3%
	GOVA9 Information Technology/Communications	11,957	\$85,208	0.89	518	0.9%	2,395	735	1,422	238	1.0%
	Total - All Industries	181,948	\$53,665	1.00	3,204	0.4%	41,600	17,012	22,779	1,809	0.5%
Source: JobsEQ®											
Data as of 2020Q3											
Note: Figures may not sum due to rounding.											
1. All data based upon a four-quarter moving average											
Exits and transfers are approximate estimates based upon occupation separation rates.											
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Region 9 Industry Clusters

Industry Clusters for GoVirginia - Region 9 as of 2020Q3				
Industry Group	Average Annual Employment Forecast Rate(%) 2020Q3-2030Q3	Average Wages	LQ	
Food Mfg.	0.34	\$33,075	0.92	
Agricultural	-0.15	\$24,966	1.67	
Wood/Paper	-0.78	\$42,646	1.41	
Electric/Electronics Mfg.	0.19	\$88,994	0.80	
Media	-0.94	\$71,439	0.97	
Auto/Auto-related	0.26	\$46,358	0.63	
Coal/Oil/Power	-1.85	\$105,224	1.15	
Retail	-0.14	\$36,566	0.89	
Professional Svc.	0.69	\$69,790	0.82	
Consumer Svc.	0.66	\$27,742	0.96	
Education	0.48	\$50,052	1.72	
Financial Svc.	0.04	\$106,356	0.54	
Construction	0.34	\$50,730	1.25	
Freight Tran.	0.15	\$71,540	0.61	
Utilities	0.65	\$49,754	0.99	
Public Admin.	0.23	\$58,129	0.87	
Health	1.41	\$56,777	1.10	
Source: JobsEQ®				
Data as of 2020Q3				
Exported on: Thursday, April 1, 2021 9:56 AM				

Occupation Distribution by Target Sector - JOBS EQ iotech

Occupation Distribution for GOVA9 Biomedical and Biotechnology in GoVirginia - Region 9, Baseline							
SOC	Occupation	Current		2-Year Demand			Total Demand
		Empl	Avg Ann Wages	Exits	Transfers	Empl Growth	
15-1256	Software Developers and Software Quality Assurance Analysts and Testers	160	\$115,000	5	19	4	28
51-2028	Electrical, Electronic, and Electromechanical Assemblers, Except Coil Winders, Tapers, and Finishers	94	\$39,900	8	14	1	22
51-2092	Team Assemblers	80	\$33,800	6	11	-3	15
11-9198	Personal Service Managers, All Other; Entertainment and Recreation Managers, Except Gambling; and Managers, All Other	70	\$157,200	4	7	0	10
19-1042	Medical Scientists, Except Epidemiologists	69	\$69,000	2	10	0	12
17-2141	Mechanical Engineers	68	\$91,900	3	7	1	10
11-1021	General and Operations Managers	65	\$181,000	3	9	1	12
19-4021	Biological Technicians	59	\$48,200	2	11	0	13
13-1198	Project Management Specialists and Business Operations Specialists, All Other	57	\$89,900	3	8	0	12
17-2112	Industrial Engineers	55	\$91,400	2	6	1	9
17-2071	Electrical Engineers	50	\$114,700	2	5	0	7
43-9061	Office Clerks, General	41	\$41,800	5	5	-1	9
51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	38	\$46,200	3	6	-1	9
15-1211	Computer Systems Analysts	37	\$104,300	1	4	0	5
13-2011	Accountants and Auditors	36	\$82,400	2	5	0	7
17-2072	Electronics Engineers, Except Computer	36	\$118,600	2	3	0	5
17-2199	Engineers, All Other	36	\$113,800	2	3	0	5
17-3023	Electrical and Electronic Engineering Technologists and Technicians	36	\$65,600	2	5	0	7
13-1111	Management Analysts	35	\$109,700	2	5	0	7
11-9041	Architectural and Engineering Managers	35	\$138,000	1	4	0	5
51-1011	First-Line Supervisors of Production and Operating Workers	35	\$69,500	2	5	0	8
11-9121	Natural Sciences Managers	35	\$134,100	2	5	0	7
43-4051	Customer Service Representatives	34	\$41,700	3	6	0	9
19-1021	Biochemists and Biophysicists	34	\$68,500	1	5	0	6
19-4061	Social Science Research Assistants	32	\$44,700	2	6	0	8
51-4041	Machinists	32	\$52,900	2	4	0	7
43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	31	\$46,900	3	4	-1	6
19-2031	Chemists	31	\$94,300	1	5	0	5
41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	30	\$107,800	2	5	0	6
11-3021	Computer and Information Systems Managers	30	\$150,400	1	4	0	5
13-1023	Purchasing Agents, Except Wholesale, Retail, and Farm Products	28	\$75,500	2	4	0	5
15-1221	Computer and Information Research Scientists	26	\$129,500	1	4	1	5
17-3098	Calibration Technologists and Technicians and Engineering Technologists and Technicians, Except Drafters, All Other	26	\$76,400	2	3	0	5
13-1161	Market Research Analysts and Marketing Specialists	25	\$78,500	1	4	1	6
15-1212	Information Security Analysts	25	\$103,800	1	3	1	5

Occupation Distribution by Target Sector - JOBS EQ Biotech - cont'd

15-1244	Network and Computer Systems Administrators	25	\$91,000	1	3	0	3
43-6011	Executive Secretaries and Executive Administrative Assistants	24	\$69,700	2	3	-1	4
11-3031	Financial Managers	24	\$163,400	1	3	1	5
13-1041	Compliance Officers	24	\$86,700	1	3	0	4
51-9081	Dental Laboratory Technicians	24	\$53,200	2	4	1	7
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	23	\$31,800	2	4	0	6
17-2011	Aerospace Engineers	22	\$117,900	1	2	0	3
13-1071	Human Resources Specialists	22	\$81,300	1	3	0	5
43-5061	Production, Planning, and Expediting Clerks	21	\$55,200	1	3	0	5
17-2061	Computer Hardware Engineers	21	\$117,700	1	2	0	3
43-1011	First-Line Supervisors of Office and Administrative Support Workers	21	\$67,300	2	3	0	4
29-2012	Medical and Clinical Laboratory Technicians	21	\$61,300	1	2	0	3
43-5071	Shipping, Receiving, and Inventory Clerks	21	\$39,500	1	3	0	4
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	20	\$88,500	1	3	0	5
51-4121	Welders, Cutters, Solderers, and Brazers	20	\$48,700	1	3	0	5
43-3031	Bookkeeping, Accounting, and Auditing Clerks	20	\$47,500	2	2	0	4
17-2161	Nuclear Engineers	20	\$86,900	1	2	0	3
19-4099	Life, Physical, and Social Science Technicians, All Other	20	\$57,800	1	4	0	5
49-9071	Maintenance and Repair Workers, General	19	\$45,900	1	2	0	4
13-1081	Logisticians	18	\$82,400	1	3	0	4
53-7081	Refuse and Recyclable Material Collectors	18	\$48,600	2	3	0	5
31-9097	Phlebotomists	18	\$37,600	2	3	1	5
29-2011	Medical and Clinical Laboratory Technologists	18	\$61,500	1	1	0	3
15-1299	Computer Occupations, All Other	18	\$92,600	1	2	0	3
15-1232	Computer User Support Specialists	17	\$64,800	1	2	0	3
19-2012	Physicists	17	\$79,300	1	2	1	3
19-4031	Chemical Technicians	16	\$47,500	1	3	0	4
15-2041	Statisticians	16	\$93,700	1	2	1	4
13-2098	Financial and Investment Analysts, Financial Risk Specialists, and Financial Specialists, All Other	16	\$85,700	1	2	0	3
11-3051	Industrial Production Managers	15	\$133,700	1	2	0	2
19-3099	Social Scientists and Related Workers, All Other	15	\$97,700	1	2	0	3
17-3026	Industrial Engineering Technologists and Technicians	14	\$53,800	1	2	0	3
53-3032	Heavy and Tractor-Trailer Truck Drivers	14	\$42,700	1	2	0	3
11-3013	Facilities Managers	14	\$115,700	1	2	0	3
13-1151	Training and Development Specialists	14	\$78,000	1	2	0	3
49-9041	Industrial Machinery Mechanics	14	\$48,900	1	2	1	3
17-2031	Bioengineers and Biomedical Engineers	14	\$92,100	1	1	0	2
19-1022	Microbiologists	13	\$83,300	0	2	0	2
11-2021	Marketing Managers	13	\$189,100	1	2	0	2
51-9111	Packaging and Filling Machine Operators and Tenders	13	\$32,700	1	2	0	3
15-1251	Computer Programmers	13	\$116,600	0	1	0	1
15-2031	Operations Research Analysts	13	\$100,400	1	1	1	2
19-2099	Physical Scientists, All Other	12	\$101,300	0	2	0	2
27-3042	Technical Writers	12	\$84,100	1	2	0	2
11-3061	Purchasing Managers	12	\$130,400	1	1	0	2

Occupation Distribution by Target Sector - JOBS EQ Biotech - cont'd

51-2099	Assemblers and Fabricators, All Other	11	\$34,500	1	2	0	2
19-1029	Biological Scientists, All Other	11	\$82,400	0	2	0	2
17-3027	Mechanical Engineering Technologists and Technicians	11	\$58,800	1	1	0	2
15-1241	Computer Network Architects	11	\$118,900	0	1	0	1
53-7065	Stockers and Order Fillers	11	\$35,600	1	2	0	3
11-9111	Medical and Health Services Managers	10	\$181,700	1	1	1	2
41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	10	\$81,000	1	2	0	3
11-1011	Chief Executives	10	\$200,400	1	1	0	1
23-1011	Lawyers	10	\$162,700	0	1	0	1
51-9161	Computer Numerically Controlled Tool Operators	10	\$41,500	1	1	0	2
11-2022	Sales Managers	9	\$154,200	0	1	0	2
51-9083	Ophthalmic Laboratory Technicians	9	\$34,000	1	2	0	3
19-3011	Economists	9	\$110,400	0	1	1	3
31-9096	Veterinary Assistants and Laboratory Animal Caretakers	9	\$35,300	1	2	0	3
27-3031	Public Relations Specialists	9	\$82,200	1	1	0	2
51-9199	Production Workers, All Other	9	\$37,900	1	1	0	2
11-3121	Human Resources Managers	8	\$131,300	0	1	0	2
37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	8	\$34,600	1	1	0	2
13-2031	Budget Analysts	8	\$86,000	0	1	0	1
17-2041	Chemical Engineers	8	\$93,600	0	1	0	1
29-1141	Registered Nurses	8	\$80,500	0	0	0	1
19-2041	Environmental Scientists and Specialists, Including Health	8	\$109,400	0	1	0	2
43-5021	Couriers and Messengers	8	\$34,700	1	1	0	1
15-1245	Database Administrators and Architects	7	\$82,800	0	1	0	1
49-2094	Electrical and Electronics Repairers, Commercial and Industrial Equipment	7	\$57,900	0	1	0	1
51-4081	Multiple Machine Tool Setters, Operators, and Tenders, Metal and Plastic	7	\$35,800	1	1	0	2
43-4171	Receptionists and Information Clerks	7	\$34,700	1	1	0	2
17-3024	Electro-Mechanical and Mechatronics Technologists and Technicians	7	\$55,300	0	1	0	1
49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	7	\$75,200	0	1	0	1
51-9082	Medical Appliance Technicians	6	\$47,100	1	1	0	2
19-3094	Political Scientists	6	\$108,400	0	1	0	2
19-5011	Occupational Health and Safety Specialists	6	\$78,800	0	0	0	1
47-4041	Hazardous Materials Removal Workers	6	\$41,000	1	1	0	1
51-9198	Helpers--Production Workers	6	\$29,100	1	1	0	2
51-9023	Mixing and Blending Machine Setters, Operators, and Tenders	5	\$45,200	0	1	0	1
41-9031	Sales Engineers	5	\$130,100	0	1	0	1
33-9032	Security Guards	5	\$42,500	1	1	0	1
15-1231	Computer Network Support Specialists	5	\$68,000	0	1	0	1
29-2034	Radiologic Technologists and Technicians	5	\$71,400	0	0	0	1
43-3021	Billing and Posting Clerks	5	\$39,500	0	1	0	1
51-9124	Coating, Painting, and Spraying Machine Setters, Operators, and Tenders	5	\$47,400	0	1	0	1

Occupation Distribution by Target Sector - JOBS EQ Biotech - cont'd

47-2073	Operating Engineers and Other Construction Equipment Operators	5	\$39,500	0	1	0	1
17-3013	Mechanical Drafters	5	\$55,900	0	1	0	1
29-1228	Physicians, All Other; and Ophthalmologists, Except Pediatric	5	\$156,800	0	0	0	0
17-2051	Civil Engineers	5	\$106,700	0	1	0	1
51-4072	Molding, Coremaking, and Casting Machine Setters, Operators, and Tenders, Metal and Plastic	5	\$47,700	0	1	0	1
51-4031	Cutting, Punching, and Press Machine Setters, Operators, and Tenders, Metal and Plastic	5	\$41,400	0	1	0	1
53-7051	Industrial Truck and Tractor Operators	4	\$38,800	0	1	0	1
17-2131	Materials Engineers	4	\$100,100	0	0	0	1
17-3021	Aerospace Engineering and Operations Technologists and Technicians	4	\$66,400	0	1	0	1
53-1047	First-Line Supervisors of Transportation and Material Moving Workers, Except Aircraft Cargo Handling Supervisors	4	\$61,700	0	1	0	1
43-4111	Interviewers, Except Eligibility and Loan	4	\$32,200	0	1	0	1
53-3033	Light Truck Drivers	4	\$35,200	0	1	0	1
19-3041	Sociologists	4	\$81,500	0	1	0	1
19-4013	Food Science Technicians	4	\$36,900	0	1	0	1
41-1012	First-Line Supervisors of Non-Retail Sales Workers	4	\$107,900	0	1	0	1
19-2032	Materials Scientists	4	\$86,500	0	1	0	1
51-4033	Grinding, Lapping, Polishing, and Buffing Machine Tool Setters, Operators, and Tenders, Metal and Plastic	4	\$34,300	0	1	0	1
29-2098	Medical Dosimetrists, Medical Records Specialists, and Health Technologists and Technicians, All Other	4	\$55,000	0	0	0	1
15-2021	Mathematicians	4	\$109,400	0	1	0	1
27-1024	Graphic Designers	4	\$66,500	0	1	0	1
47-2111	Electricians	4	\$61,300	0	1	0	1
11-3071	Transportation, Storage, and Distribution Managers	4	\$114,200	0	0	0	1
53-7064	Packers and Packagers, Hand	3	\$27,500	0	1	0	1
17-2081	Environmental Engineers	3	\$87,300	0	0	0	1
43-9199	Office and Administrative Support Workers, All Other	3	\$49,000	0	1	0	1
25-3097	Tutors and Teachers and Instructors, All Other	3	\$85,000	0	0	0	1
13-1051	Cost Estimators	3	\$75,000	0	1	0	1
25-9031	Instructional Coordinators	3	\$81,300	0	0	0	1
29-2042	Emergency Medical Technicians	3	\$50,400	0	0	0	1
49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	3	\$56,500	0	1	0	1
15-1257	Web Developers and Digital Interface Designers	3	\$78,900	0	0	0	1
49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	3	\$50,300	0	0	0	1
51-9011	Chemical Equipment Operators and Tenders	3	\$43,700	0	1	0	1
19-3091	Anthropologists and Archeologists	3	\$53,100	0	1	0	1
51-4122	Welding, Soldering, and Brazing Machine Setters, Operators, and Tenders	3	\$41,000	0	1	0	1
19-3022	Survey Researchers	3	\$61,700	0	1	0	1
27-3041	Editors	3	\$84,500	0	1	0	1

Occupation Distribution by Target Sector - JOBS EQ Biotech - cont'd

15-2098	Data Scientists and Mathematical Science Occupations, All Other	3	\$96,200	0	0	0	1
19-4042	Environmental Science and Protection Technicians, Including Health	3	\$51,200	0	1	0	1
43-6013	Medical Secretaries and Administrative Assistants	3	\$39,700	0	0	0	1
43-3061	Procurement Clerks	3	\$52,700	0	0	0	1
13-1131	Fundraisers	3	\$74,000	0	0	0	1
17-3025	Environmental Engineering Technologists and Technicians	3	\$54,400	0	0	0	1
39-2021	Animal Caretakers	3	\$35,000	0	1	0	1
19-2021	Atmospheric and Space Scientists	3	\$101,100	0	0	0	1
29-2035	Magnetic Resonance Imaging Technologists	3	\$74,600	0	0	0	0
23-2011	Paralegals and Legal Assistants	3	\$68,000	0	0	0	1
17-2111	Health and Safety Engineers, Except Mining Safety Engineers and Inspectors	3	\$100,800	0	0	0	0
19-1099	Life Scientists, All Other	3	\$57,100	0	0	0	1
13-1121	Meeting, Convention, and Event Planners	2	\$59,600	0	0	0	1
29-2032	Diagnostic Medical Sonographers	2	\$73,100	0	0	0	0
19-4051	Nuclear Technicians	2	\$61,600	0	0	0	1
13-1141	Compensation, Benefits, and Job Analysis Specialists	2	\$71,500	0	0	0	1
51-6031	Sewing Machine Operators	2	\$29,800	0	0	0	1
47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	2	\$66,100	0	0	0	1
31-9092	Medical Assistants	2	\$38,200	0	0	0	1
19-2011	Astronomers	2	\$109,400	0	0	0	0
49-9043	Maintenance Workers, Machinery	2	\$54,100	0	0	0	1
43-4161	Human Resources Assistants, Except Payroll and Timekeeping	2	\$49,700	0	0	0	1
49-2091	Avionics Technicians	2	\$63,300	0	0	0	0
11-3131	Training and Development Managers	2	\$156,500	0	0	0	0
11-2032	Public Relations Managers	2	\$162,700	0	0	0	0
43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping	2	\$41,200	0	0	0	0
43-4151	Order Clerks	2	\$46,100	0	0	0	0
19-1012	Food Scientists and Technologists	2	\$71,900	0	0	0	1
43-3051	Payroll and Timekeeping Clerks	2	\$53,300	0	0	0	0
11-2033	Fundraising Managers	2	\$168,200	0	0	0	0
43-9021	Data Entry Keyers	2	\$37,700	0	0	0	0
51-4111	Tool and Die Makers	2	\$51,700	0	0	0	0
17-3012	Electrical and Electronics Drafters	2	\$64,500	0	0	0	0
51-8031	Water and Wastewater Treatment Plant and System Operators	2	\$52,600	0	0	0	0
21-1018	Substance Abuse, Behavioral Disorder, and Mental Health Counselors	2	\$53,100	0	0	0	0
13-1022	Wholesale and Retail Buyers, Except Farm Products	2	\$82,200	0	0	0	0
51-2041	Structural Metal Fabricators and Fitters	2	\$38,900	0	0	0	0
19-5012	Occupational Health and Safety Technicians	2	\$60,900	0	0	0	0
27-1021	Commercial and Industrial Designers	2	\$72,800	0	0	0	0
51-9041	Extruding, Forming, Pressing, and Compacting Machine Setters, Operators, and Tenders	2	\$42,000	0	0	0	0
29-2056	Veterinary Technologists and Technicians	2	\$48,200	0	0	0	0

Occupation Distribution by Target Sector - JOBS EQ Biotech - cont'd

21-1012	Educational, Guidance, and Career Counselors and Advisors	2	\$86,200	0	0	0	0
51-8021	Stationary Engineers and Boiler Operators	2	\$59,100	0	0	0	0
43-4071	File Clerks	2	\$37,700	0	0	0	0
49-9062	Medical Equipment Repairers	2	\$58,900	0	0	0	0
51-4021	Extruding and Drawing Machine Setters, Operators, and Tenders, Metal and Plastic	2	\$43,600	0	0	0	0
19-4012	Agricultural Technicians	2	\$36,800	0	0	0	0
19-1041	Epidemiologists	2	\$67,100	0	0	0	0
25-4022	Librarians and Media Collections Specialists	2	\$87,700	0	0	0	0
19-3032	Industrial-Organizational Psychologists	2	\$121,700	0	0	0	0
19-1013	Soil and Plant Scientists	2	\$67,100	0	0	0	0
17-2121	Marine Engineers and Naval Architects	2	\$87,600	0	0	0	0
49-3042	Mobile Heavy Equipment Mechanics, Except Engines	2	\$48,800	0	0	0	0
43-3011	Bill and Account Collectors	1	\$43,900	0	0	0	0
43-4199	Information and Record Clerks, All Other	1	\$48,100	0	0	0	0
47-2152	Plumbers, Pipefitters, and Steamfitters	1	\$58,400	0	0	0	0
29-9098	Health Information Technologists, Medical Registrars, Surgical Assistants, and Healthcare Practitioners and Technical Workers, All Other	1	\$78,400	0	0	0	0
51-9012	Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders	1	\$46,500	0	0	0	0
29-1171	Nurse Practitioners	1	\$103,200	0	0	0	0
43-9111	Statistical Assistants	1	\$49,100	0	0	0	0
29-2043	Paramedics	1	\$50,000	0	0	0	0
29-2091	Orthotists and Prosthetists	1	\$78,900	0	0	0	0
49-3011	Aircraft Mechanics and Service Technicians	1	\$68,400	0	0	0	0
21-1091	Health Education Specialists	1	\$73,900	0	0	0	0
29-2053	Psychiatric Technicians	1	\$37,200	0	0	0	0
51-2031	Engine and Other Machine Assemblers	1	\$37,800	0	0	0	0
31-9093	Medical Equipment Preparers	1	\$37,800	0	0	0	0
31-1131	Nursing Assistants	1	\$40,100	0	0	0	0
23-2099	Legal Support Workers, All Other	1	\$114,000	0	0	0	0
51-2021	Coil Winders, Tapers, and Finishers	1	\$37,600	0	0	0	0
49-9099	Installation, Maintenance, and Repair Workers, All Other	1	\$49,000	0	0	0	0
49-3023	Automotive Service Technicians and Mechanics	1	\$55,700	0	0	0	0
51-9162	Computer Numerically Controlled Tool Programmers	1	\$56,100	0	0	0	0
25-1042	Biological Science Teachers, Postsecondary	1	\$82,700	0	0	0	0
51-4193	Plating Machine Setters, Operators, and Tenders, Metal and Plastic	1	\$33,200	0	0	0	0
41-9099	Sales and Related Workers, All Other	1	\$40,600	0	0	0	0
43-5032	Dispatchers, Except Police, Fire, and Ambulance	1	\$44,000	0	0	0	0
19-3039	Psychologists, All Other	1	\$80,200	0	0	0	0
51-4034	Lathe and Turning Machine Tool Setters, Operators, and Tenders, Metal and Plastic	1	\$38,900	0	0	0	0
31-9099	Healthcare Support Workers, All Other	1	\$37,800	0	0	0	0
29-1131	Veterinarians	1	\$128,100	0	0	0	0
19-1011	Animal Scientists	1	\$72,700	0	0	0	0
47-2211	Sheet Metal Workers	1	\$47,800	0	0	0	0
29-2031	Cardiovascular Technologists and Technicians	1	\$49,700	0	0	0	0
19-3031	Clinical, Counseling, and School Psychologists	1	\$75,500	0	0	0	0

Occupation Distribution by Target Sector - JOBS EQ Biotech - cont'd

19-2042	Geoscientists, Except Hydrologists and Geographers	1	\$102,500	0	0	0	0
49-9098	Helpers--Installation, Maintenance, and Repair Workers	1	\$35,700	0	0	0	0
53-5011	Sailors and Marine Oilers	1	\$48,200	0	0	0	0
49-9069	Precision Instrument and Equipment Repairers, All Other	1	\$51,800	0	0	0	0
19-1023	Zoologists and Wildlife Biologists	1	\$70,100	0	0	0	0
45-2092	Farmworkers and Laborers, Crop, Nursery, and Greenhouse	1	\$32,200	0	0	0	0
51-4032	Drilling and Boring Machine Tool Setters, Operators, and Tenders, Metal and Plastic	1	\$37,500	0	0	0	0
51-4199	Metal Workers and Plastic Workers, All Other	1	\$48,800	0	0	0	0
29-1071	Physician Assistants	1	\$110,900	0	0	0	0
51-8099	Plant and System Operators, All Other	1	\$61,800	0	0	0	0
43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	1	\$40,800	0	0	0	0
17-3022	Civil Engineering Technologists and Technicians	1	\$49,100	0	0	0	0
29-1051	Pharmacists	1	\$125,900	0	0	0	0
29-2061	Licensed Practical and Licensed Vocational Nurses	1	\$49,100	0	0	0	0
17-2171	Petroleum Engineers	1	\$152,900	0	0	0	0
47-2031	Carpenters	1	\$50,000	0	0	0	0
27-3043	Writers and Authors	1	\$98,200	0	0	0	0
37-3011	Landscaping and Groundskeeping Workers	1	\$36,100	0	0	0	0
49-9044	Millwrights	1	\$55,100	0	0	0	0
51-4035	Milling and Planing Machine Setters, Operators, and Tenders, Metal and Plastic	1	\$31,100	0	0	0	0
33-9098	School Bus Monitors and Protective Service Workers, All Other	1	\$72,400	0	0	0	0
51-4023	Rolling Machine Setters, Operators, and Tenders, Metal and Plastic	1	\$56,500	0	0	0	0
51-8013	Power Plant Operators	1	\$53,500	0	0	0	0
47-5022	Excavating and Loading Machine and Dragline Operators, Surface Mining	1	\$41,100	0	0	0	0
31-9094	Medical Transcriptionists	1	\$37,600	0	0	0	0
21-1094	Community Health Workers	1	\$62,900	0	0	0	0
29-2052	Pharmacy Technicians	1	\$39,200	0	0	0	0
13-2041	Credit Analysts	1	\$74,800	0	0	0	0
21-1093	Social and Human Service Assistants	1	\$33,600	0	0	0	0
53-5031	Ship Engineers	1	\$73,800	0	0	0	0
51-9195	Molders, Shapers, and Casters, Except Metal and Plastic	1	\$38,400	0	0	0	0
11-3111	Compensation and Benefits Managers	1	\$137,600	0	0	0	0
19-3093	Historians	1	\$72,100	0	0	0	0
53-5021	Captains, Mates, and Pilots of Water Vessels	1	\$65,700	0	0	0	0
49-2093	Electrical and Electronics Installers and Repairers, Transportation Equipment	1	\$72,200	0	0	0	0
33-1091	First-Line Supervisors of Security Workers	1	\$77,300	0	0	0	0
17-3031	Surveying and Mapping Technicians	1	\$42,000	0	0	0	0
51-8091	Chemical Plant and System Operators	1	\$54,300	0	0	0	0
53-7063	Machine Feeders and Offbearers	1	\$31,800	0	0	0	0
11-9021	Construction Managers	1	\$101,400	0	0	0	0
19-4092	Forensic Science Technicians	1	\$55,700	0	0	0	0
23-2093	Title Examiners, Abstractors, and Searchers	1	\$39,600	0	0	0	0

Occupation Distribution by Target Sector - JOBS EQ Biotech - cont'd

19-4045	Geological and Hydrologic Technicians	1	\$65,900	0	0	0	0
47-2141	Painters, Construction and Maintenance	1	\$42,800	0	0	0	0
53-3058	Passenger Vehicle Drivers, Except Bus Drivers, Transit and Intercity	1	\$41,000	0	0	0	0
47-2061	Construction Laborers	1	\$31,400	0	0	0	0
25-4031	Library Technicians	1	\$44,300	0	0	0	0
51-9032	Cutting and Slicing Machine Setters, Operators, and Tenders	1	\$40,400	0	0	0	0
51-4061	Model Makers, Metal and Plastic	1	\$55,500	0	0	0	0
	Total	3,083	n/a	174	407	18	599
Source: JobsEQ®							
Data as of 2020Q3 except wages which are as of 2019. Note that occupation-by-industry wages represent adjusted national data and may not be consistent with regional, all-industry occupation wages shown elsewhere in JobsEQ.							
Note: Figures may not sum due to rounding.							
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Occupation Distribution by Target Sector - JOBS EQ Financial & Business Services

Occupation Distribution for GOVA9 Financial and Business Services in GoVirginia - Region 9, Baseline							
SOC	Occupation	Current		2-Year Demand			Total Demand
		Empl	Avg Ann Wages	Exits	Transfers	Empl Growth	
15-1256	Software Developers and Software Quality Assurance Analysts and Testers	912	\$104,900	28	116	47	191
13-1111	Management Analysts	782	\$106,100	51	103	17	170
13-2011	Accountants and Auditors	644	\$77,900	37	85	4	125
11-9198	Personal Service Managers, All Other; Entertainment and Recreation Managers, Except Gambling; and Managers, All Other	623	\$106,300	31	61	-5	86
23-1011	Lawyers	579	\$123,700	25	30	2	57
43-4051	Customer Service Representatives	505	\$38,100	49	86	-1	134
43-9061	Office Clerks, General	436	\$36,800	48	55	-3	101
41-3021	Insurance Sales Agents	373	\$71,900	28	46	4	78
11-1021	General and Operations Managers	345	\$151,600	15	48	7	70
15-1211	Computer Systems Analysts	333	\$94,800	13	38	10	61
13-1161	Market Research Analysts and Marketing Specialists	326	\$60,900	17	55	11	82
41-9022	Real Estate Sales Agents	320	\$63,300	30	33	4	67
43-3031	Bookkeeping, Accounting, and Auditing Clerks	313	\$44,400	38	35	-3	69
49-9071	Maintenance and Repair Workers, General	302	\$37,900	21	38	2	61
23-2011	Paralegals and Legal Assistants	296	\$47,000	20	45	6	71
41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	279	\$73,600	18	58	8	84
43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	254	\$39,400	25	30	-4	51
15-1232	Computer User Support Specialists	244	\$56,700	10	34	9	52
43-4171	Receptionists and Information Clerks	236	\$31,400	28	36	1	64
31-9096	Veterinary Assistants and Laboratory Animal Caretakers	234	\$28,500	27	53	8	88
13-1198	Project Management Specialists and Business Operations Specialists, All Other	226	\$81,100	13	33	6	52
43-1011	First-Line Supervisors of Office and Administrative Support Workers	208	\$60,100	16	28	-1	43
13-2052	Personal Financial Advisors	203	\$123,600	9	22	0	31
11-3021	Computer and Information Systems Managers	193	\$140,000	7	25	6	38
43-9041	Insurance Claims and Policy Processing Clerks	190	\$36,800	14	23	-2	35
11-3031	Financial Managers	188	\$155,800	9	22	6	37
41-3031	Securities, Commodities, and Financial Services Sales Agents	187	\$75,800	10	26	1	37
17-1011	Architects, Except Landscape and Naval	185	\$70,200	9	19	-1	27
29-2056	Veterinary Technologists and Technicians	178	\$40,900	11	20	6	37
15-1244	Network and Computer Systems Administrators	172	\$85,200	6	19	5	30
29-1131	Veterinarians	171	\$116,800	7	7	6	20
15-1299	Computer Occupations, All Other	166	\$88,100	7	20	4	31
13-2098	Financial and Investment Analysts, Financial Risk Specialists, and Financial Specialists, All Other	161	\$84,500	7	21	3	31
11-9141	Property, Real Estate, and Community Association Managers	158	\$89,500	12	13	0	24
27-1024	Graphic Designers	150	\$57,100	9	19	-3	26
15-1212	Information Security Analysts	146	\$98,000	5	19	11	35
13-1071	Human Resources Specialists	131	\$74,300	8	21	5	33

Occupation Distribution by Target Sector - JOBS EQ Financial & Business Services - cont'd

27-4021	Photographers	123	\$43,900	9	15	0	24
13-1031	Claims Adjusters, Examiners, and Investigators	122	\$59,400	6	14	-2	18
17-2051	Civil Engineers	117	\$89,600	5	13	0	18
41-2021	Counter and Rental Clerks	111	\$31,500	11	18	0	29
51-5112	Printing Press Operators	110	\$41,200	8	15	-4	19
15-1251	Computer Programmers	109	\$102,800	4	12	-1	15
43-6012	Legal Secretaries and Administrative Assistants	105	\$49,600	10	12	-5	17
43-6011	Executive Secretaries and Executive Administrative Assistants	102	\$63,000	10	12	-4	18
13-2053	Insurance Underwriters	92	\$75,300	4	11	-1	13
15-1241	Computer Network Architects	84	\$110,700	2	10	3	15
39-2021	Animal Caretakers	84	\$24,500	13	17	3	32
11-2021	Marketing Managers	83	\$165,500	3	12	1	16
15-1257	Web Developers and Digital Interface Designers	83	\$73,400	3	10	2	15
37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	83	\$29,700	10	12	1	23
27-3091	Interpreters and Translators	83	\$54,600	8	10	4	22
13-2082	Tax Preparers	80	\$36,100	8	10	0	18
13-1151	Training and Development Specialists	80	\$74,900	5	13	3	21
47-4011	Construction and Building Inspectors	74	\$55,300	8	10	0	18
13-2072	Loan Officers	73	\$64,800	4	9	1	14
27-1011	Art Directors	71	\$87,300	7	8	0	15
41-1012	First-Line Supervisors of Non-Retail Sales Workers	71	\$102,200	5	9	0	14
41-9021	Real Estate Brokers	70	\$73,500	6	7	1	14
27-1025	Interior Designers	69	\$49,300	4	9	-1	12
11-1011	Chief Executives	67	\$173,700	4	6	-1	8
15-2031	Operations Research Analysts	67	\$94,800	4	6	4	14
17-3011	Architectural and Civil Drafters	66	\$56,500	4	9	-1	13
43-4111	Interviewers, Except Eligibility and Loan	66	\$34,700	7	9	0	16
43-4131	Loan Interviewers and Clerks	65	\$42,700	5	9	1	15
15-1231	Computer Network Support Specialists	65	\$64,000	3	9	2	14
43-3021	Billing and Posting Clerks	62	\$39,600	5	8	0	13
23-2093	Title Examiners, Abstractors, and Searchers	62	\$37,600	4	7	0	11
15-1245	Database Administrators and Architects	60	\$84,800	3	7	2	11
51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	59	\$43,300	5	10	-2	13
17-3031	Surveying and Mapping Technicians	58	\$42,500	3	10	0	13
41-3011	Advertising Sales Agents	56	\$73,300	4	12	0	15
27-3031	Public Relations Specialists	55	\$72,000	3	8	1	13
23-2099	Legal Support Workers, All Other	54	\$80,500	4	6	0	9
11-2022	Sales Managers	51	\$146,000	2	7	1	11
37-3011	Landscaping and Groundskeeping Workers	49	\$31,800	4	9	1	14
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	48	\$79,300	3	7	1	11
13-1041	Compliance Officers	46	\$74,600	3	6	1	9
43-3071	Tellers	46	\$33,100	4	6	-1	10
17-2141	Mechanical Engineers	45	\$88,000	2	5	0	7
11-3013	Facilities Managers	43	\$107,600	3	5	1	8
49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	42	\$67,400	3	5	0	8
51-5113	Print Binding and Finishing Workers	41	\$38,000	5	6	-1	10
17-1022	Surveyors	40	\$65,000	2	4	0	6

Occupation Distribution by Target Sector - JOBS EQ Financial & Business Services - cont'd

19-2041	Environmental Scientists and Specialists, Including Health	39	\$95,200	2	7	1	10
17-2071	Electrical Engineers	39	\$108,000	2	4	1	6
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	38	\$29,300	4	7	0	11
41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	38	\$105,800	3	6	2	10
27-3041	Editors	38	\$84,300	2	6	1	9
11-9041	Architectural and Engineering Managers	37	\$124,900	1	4	0	6
13-2023	Appraisers and Assessors of Real Estate	34	\$74,100	2	3	0	5
17-2199	Engineers, All Other	34	\$98,500	1	3	0	5
33-9032	Security Guards	33	\$32,000	3	5	0	9
27-1026	Merchandise Displayers and Window Trimmers	33	\$29,100	2	4	0	6
13-1023	Purchasing Agents, Except Wholesale, Retail, and Farm Products	33	\$72,200	2	5	0	7
13-1081	Logisticians	32	\$75,600	2	5	1	8
43-4011	Brokerage Clerks	31	\$48,500	3	4	0	7
11-3121	Human Resources Managers	31	\$115,500	2	4	1	6
43-3011	Bill and Account Collectors	29	\$39,400	2	5	0	7
43-5061	Production, Planning, and Expediting Clerks	29	\$53,100	2	4	0	7
17-1012	Landscape Architects	29	\$80,100	1	3	-1	4
27-3042	Technical Writers	28	\$78,600	2	4	1	7
43-9021	Data Entry Keyers	28	\$34,200	2	4	-1	5
17-3023	Electrical and Electronic Engineering Technologists and Technicians	28	\$64,900	2	4	1	6
43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	27	\$36,500	3	3	0	5
37-2012	Maids and Housekeeping Cleaners	26	\$24,800	4	3	0	7
17-3022	Civil Engineering Technologists and Technicians	26	\$47,300	2	3	0	5
25-4022	Librarians and Media Collections Specialists	25	\$69,000	3	2	0	6
43-5071	Shipping, Receiving, and Inventory Clerks	25	\$37,000	2	3	0	4
43-3051	Payroll and Timekeeping Clerks	24	\$45,200	2	3	0	5
13-1141	Compensation, Benefits, and Job Analysis Specialists	23	\$65,800	2	3	1	5
51-1011	First-Line Supervisors of Production and Operating Workers	23	\$63,900	2	3	0	4
41-9011	Demonstrators and Product Promoters	22	\$30,000	4	3	0	8
43-4121	Library Assistants, Clerical	21	\$28,800	4	3	0	7
41-9041	Telemarketers	21	\$31,100	2	5	0	6
53-7065	Stockers and Order Fillers	21	\$31,200	2	4	0	6
43-4071	File Clerks	21	\$33,200	2	3	-1	4
17-3098	Calibration Technologists and Technicians and Engineering Technologists and Technicians, Except Drafters, All Other	21	\$63,400	1	3	0	4
15-1221	Computer and Information Research Scientists	20	\$132,100	1	3	1	5
17-2112	Industrial Engineers	20	\$95,200	1	2	1	4
17-2081	Environmental Engineers	19	\$80,300	1	2	0	3
17-2061	Computer Hardware Engineers	19	\$104,600	1	2	0	3
43-9199	Office and Administrative Support Workers, All Other	19	\$46,000	2	3	0	5
25-4031	Library Technicians	18	\$40,300	3	2	0	6
51-5111	Prepress Technicians and Workers	18	\$47,700	1	3	-1	3
41-2031	Retail Salespersons	18	\$27,600	2	3	0	6
29-1141	Registered Nurses	16	\$79,000	1	1	1	2

Occupation Distribution by Target Sector - JOBS EQ Financial & Business Services - cont'd

13-1121	Meeting, Convention, and Event Planners	16	\$57,200	1	3	0	4
13-1032	Insurance Appraisers, Auto Damage	16	\$61,300	1	2	0	3
15-2098	Data Scientists and Mathematical Science Occupations, All Other	16	\$95,300	1	2	1	4
41-9031	Sales Engineers	16	\$140,000	1	3	1	5
27-3043	Writers and Authors	15	\$82,400	1	2	0	4
29-2098	Medical Dosimetrists, Medical Records Specialists, and Health Technologists and Technicians, All Other	15	\$49,700	1	1	0	2
19-4042	Environmental Science and Protection Technicians, Including Health	14	\$48,900	1	3	0	4
17-2072	Electronics Engineers, Except Computer	14	\$104,200	1	1	0	2
13-1051	Cost Estimators	14	\$71,600	1	2	0	3
13-2061	Financial Examiners	14	\$81,900	1	2	0	3
27-3023	News Analysts, Reporters, and Journalists	14	\$66,100	1	3	0	4
11-2011	Advertising and Promotions Managers	14	\$135,200	1	2	0	2
27-2012	Producers and Directors	13	\$95,300	1	2	0	3
13-2041	Credit Analysts	13	\$75,600	1	2	0	2
15-2041	Statisticians	13	\$89,600	1	2	1	3
27-1021	Commercial and Industrial Designers	12	\$67,500	1	2	0	2
27-1014	Special Effects Artists and Animators	12	\$68,200	1	1	0	3
43-4161	Human Resources Assistants, Except Payroll and Timekeeping	12	\$46,500	1	2	0	3
41-9099	Sales and Related Workers, All Other	12	\$34,700	1	2	0	4
43-9071	Office Machine Operators, Except Computer	12	\$38,400	1	2	0	2
53-3032	Heavy and Tractor-Trailer Truck Drivers	11	\$41,900	1	2	0	3
19-3022	Survey Researchers	11	\$58,100	1	2	0	2
19-4031	Chemical Technicians	11	\$36,900	0	2	0	2
19-5011	Occupational Health and Safety Specialists	11	\$69,400	1	1	0	2
15-2011	Actuaries	11	\$117,200	0	1	0	2
43-5032	Dispatchers, Except Police, Fire, and Ambulance	11	\$39,600	1	1	0	2
11-9021	Construction Managers	10	\$92,500	1	1	0	2
47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	10	\$67,300	1	2	0	2
49-2011	Computer, Automated Teller, and Office Machine Repairers	10	\$43,500	1	2	0	3
51-9198	Helpers--Production Workers	10	\$27,200	1	2	0	3
13-2031	Budget Analysts	10	\$83,800	1	1	0	2
43-6013	Medical Secretaries and Administrative Assistants	9	\$38,000	1	1	0	2
53-3033	Light Truck Drivers	9	\$37,000	1	1	0	2
11-9111	Medical and Health Services Managers	9	\$134,400	1	1	1	2
41-1011	First-Line Supervisors of Retail Sales Workers	9	\$50,400	1	1	0	2
43-4199	Information and Record Clerks, All Other	9	\$36,900	1	1	0	2
17-3025	Environmental Engineering Technologists and Technicians	9	\$43,000	1	1	0	2
53-7064	Packers and Packagers, Hand	9	\$24,100	1	1	0	2
19-2031	Chemists	9	\$71,600	0	1	0	2
43-5021	Couriers and Messengers	8	\$31,800	1	1	0	2
47-2061	Construction Laborers	8	\$30,900	1	1	0	2
53-7051	Industrial Truck and Tractor Operators	8	\$36,400	1	1	0	2
43-3099	Financial Clerks, All Other	8	\$41,500	1	1	0	2
17-3013	Mechanical Drafters	8	\$52,700	1	1	0	2
39-6012	Concierges	8	\$27,200	1	2	0	2
17-2011	Aerospace Engineers	8	\$111,400	0	1	0	1

Occupation Distribution by Target Sector - JOBS EQ Financial & Business Services - cont'd

19-3051	Urban and Regional Planners	8	\$65,800	0	1	0	2
19-4099	Life, Physical, and Social Science Technicians, All Other	8	\$54,900	0	1	0	2
51-2092	Team Assemblers	8	\$32,400	1	1	0	2
51-6031	Sewing Machine Operators	7	\$31,100	1	1	0	1
11-3131	Training and Development Managers	7	\$145,500	0	1	0	2
11-3061	Purchasing Managers	7	\$133,000	0	1	0	1
13-2071	Credit Counselors	7	\$56,100	0	1	0	1
19-3011	Economists	7	\$110,200	0	1	0	1
17-3027	Mechanical Engineering Technologists and Technicians	7	\$57,100	1	1	0	1
35-3023	Fast Food and Counter Workers	7	\$23,600	1	1	0	3
43-4151	Order Clerks	6	\$41,000	1	1	0	1
11-2033	Fundraising Managers	6	\$156,000	0	1	0	1
27-4011	Audio and Video Technicians	6	\$57,400	0	1	0	2
47-2031	Carpenters	6	\$44,800	0	1	0	1
51-9196	Paper Goods Machine Setters, Operators, and Tenders	6	\$43,100	0	1	0	1
51-2028	Electrical, Electronic, and Electromechanical Assemblers, Except Coil Winders, Tapers, and Finishers	6	\$44,100	1	1	0	2
17-1021	Cartographers and Photogrammetrists	6	\$71,500	0	1	0	1
43-5011	Cargo and Freight Agents	6	\$43,200	1	1	0	2
11-2032	Public Relations Managers	6	\$150,200	0	1	0	1
43-9081	Proofreaders and Copy Markers	6	\$46,000	1	1	0	2
11-3051	Industrial Production Managers	6	\$119,000	0	1	0	1
47-2111	Electricians	6	\$59,300	0	1	0	1
53-1047	First-Line Supervisors of Transportation and Material Moving Workers, Except Aircraft Cargo Handling Supervisors	5	\$55,300	0	1	0	1
41-2011	Cashiers	5	\$23,700	1	1	0	2
51-9032	Cutting and Slicing Machine Setters, Operators, and Tenders	5	\$36,900	0	1	0	1
49-9052	Telecommunications Line Installers and Repairers	5	\$67,600	0	1	0	1
51-2099	Assemblers and Fabricators, All Other	5	\$33,400	0	1	0	1
49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers	5	\$57,700	0	1	0	1
19-3099	Social Scientists and Related Workers, All Other	5	\$97,200	0	1	0	1
53-7063	Machine Feeders and Offbearers	5	\$30,600	0	1	0	1
43-4081	Hotel, Motel, and Resort Desk Clerks	5	\$24,400	1	1	0	2
47-2141	Painters, Construction and Maintenance	5	\$35,800	0	1	0	1
49-9099	Installation, Maintenance, and Repair Workers, All Other	5	\$42,300	0	1	0	1
33-9021	Private Detectives and Investigators	5	\$46,600	0	1	0	1
51-9199	Production Workers, All Other	5	\$34,300	0	1	0	1
11-9121	Natural Sciences Managers	4	\$107,300	0	1	0	1
19-2042	Geoscientists, Except Hydrologists and Geographers	4	\$76,800	0	1	0	1
17-3012	Electrical and Electronics Drafters	4	\$52,900	0	1	0	1
49-9041	Industrial Machinery Mechanics	4	\$45,300	0	1	0	1
17-3026	Industrial Engineering Technologists and Technicians	4	\$53,800	0	1	0	1
23-1022	Arbitrators, Mediators, and Conciliators	4	\$53,200	0	0	0	0
31-1122	Personal Care Aides	4	\$25,100	1	1	0	1

Occupation Distribution by Target Sector - JOBS EQ Financial & Business Services - cont'd

43-9031	Desktop Publishers	4	\$61,700	0	1	0	1
49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	4	\$48,600	0	1	0	1
19-3091	Anthropologists and Archeologists	4	\$56,600	0	1	0	1
43-3061	Procurement Clerks	4	\$49,300	0	1	0	1
11-3071	Transportation, Storage, and Distribution Managers	4	\$100,200	0	1	0	1
43-4061	Eligibility Interviewers, Government Programs	4	\$44,200	0	0	0	1
53-3058	Passenger Vehicle Drivers, Except Bus Drivers, Transit and Intercity	4	\$33,100	1	0	0	1
17-2121	Marine Engineers and Naval Architects	4	\$79,200	0	0	0	1
35-3031	Waiters and Waitresses	4	\$26,400	1	1	0	1
37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	4	\$41,100	0	1	0	1
11-3111	Compensation and Benefits Managers	4	\$132,500	0	0	0	1
25-9031	Instructional Coordinators	3	\$81,700	0	0	0	1
49-9098	Helpers--Installation, Maintenance, and Repair Workers	3	\$35,300	0	1	0	1
43-4141	New Accounts Clerks	3	\$36,200	0	1	0	1
19-4021	Biological Technicians	3	\$41,900	0	1	0	1
19-2021	Atmospheric and Space Scientists	3	\$92,700	0	1	0	1
17-2111	Health and Safety Engineers, Except Mining Safety Engineers and Inspectors	3	\$93,800	0	0	0	1
17-2161	Nuclear Engineers	3	\$88,400	0	0	0	1
13-1131	Fundraisers	3	\$69,300	0	1	0	1
31-9094	Medical Transcriptionists	3	\$32,500	0	1	0	1
43-4041	Credit Authorizers, Checkers, and Clerks	3	\$37,200	0	0	0	1
49-2094	Electrical and Electronics Repairers, Commercial and Industrial Equipment	3	\$56,000	0	0	0	1
27-2011	Actors	3	\$72,400	0	1	0	1
19-4061	Social Science Research Assistants	3	\$48,600	0	1	0	1
51-9151	Photographic Process Workers and Processing Machine Operators	3	\$37,700	0	1	0	0
39-3091	Amusement and Recreation Attendants	3	\$21,900	1	1	0	1
19-5012	Occupational Health and Safety Technicians	3	\$42,900	0	0	0	0
13-1022	Wholesale and Retail Buyers, Except Farm Products	3	\$77,000	0	0	0	1
17-2041	Chemical Engineers	3	\$89,400	0	0	0	1
51-4041	Machinists	3	\$55,400	0	0	0	1
49-3023	Automotive Service Technicians and Mechanics	3	\$47,500	0	0	0	1
19-1042	Medical Scientists, Except Epidemiologists	3	\$72,300	0	0	0	1
27-1029	Designers, All Other	3	\$84,100	0	0	0	1
27-4032	Film and Video Editors	3	\$83,600	0	0	0	1
19-4045	Geological and Hydrologic Technicians	3	\$33,000	0	1	0	1
43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping	3	\$41,700	0	0	0	1
29-1051	Pharmacists	2	\$121,800	0	0	0	0
47-2152	Plumbers, Pipefitters, and Steamfitters	2	\$53,700	0	0	0	1
17-3024	Electro-Mechanical and Mechatronics Technologists and Technicians	2	\$50,600	0	0	0	1
53-6021	Parking Attendants	2	\$24,000	0	1	0	1
25-3097	Tutors and Teachers and Instructors, All Other	2	\$62,500	0	0	0	1
27-4031	Camera Operators, Television, Video, and Film	2	\$56,800	0	0	0	0
43-9111	Statistical Assistants	2	\$54,100	0	0	0	1

Occupation Distribution by Target Sector - JOBS EQ Financial & Business Services - cont'd

29-9098	Health Information Technologists, Medical Registrars, Surgical Assistants, and Healthcare Practitioners and Technical Workers, All Other	2	\$82,500	0	0	0	0
17-3021	Aerospace Engineering and Operations Technologists and Technicians	2	\$64,100	0	0	0	1
39-9032	Recreation Workers	2	\$27,400	0	1	0	1
43-9022	Word Processors and Typists	2	\$44,600	0	0	0	0
51-8021	Stationary Engineers and Boiler Operators	2	\$55,400	0	0	0	1
29-2052	Pharmacy Technicians	2	\$37,300	0	0	0	0
25-4011	Archivists	2	\$57,700	0	0	0	1
43-4021	Correspondence Clerks	2	\$41,200	0	0	0	1
19-3094	Political Scientists	2	\$113,000	0	0	0	1
29-2012	Medical and Clinical Laboratory Technicians	2	\$60,400	0	0	0	0
37-1012	First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers	2	\$52,800	0	0	0	1
51-4121	Welders, Cutters, Solderers, and Brazers	2	\$50,900	0	0	0	1
43-2011	Switchboard Operators, Including Answering Service	2	\$32,200	0	0	0	0
19-1022	Microbiologists	2	\$82,500	0	0	0	0
19-4013	Food Science Technicians	2	\$36,000	0	0	0	1
47-2073	Operating Engineers and Other Construction Equipment Operators	2	\$43,600	0	0	0	1
31-9092	Medical Assistants	2	\$37,000	0	0	0	1
35-1012	First-Line Supervisors of Food Preparation and Serving Workers	2	\$39,900	0	0	0	1
17-2131	Materials Engineers	2	\$90,400	0	0	0	0
39-3031	Ushers, Lobby Attendants, and Ticket Takers	2	\$22,300	1	0	0	1
27-1022	Fashion Designers	2	\$92,600	0	0	0	0
27-3099	Media and Communication Workers, All Other	2	\$47,500	0	0	0	0
21-1093	Social and Human Service Assistants	2	\$35,000	0	0	0	1
53-2012	Commercial Pilots	2	\$103,100	0	0	0	0
39-9041	Residential Advisors	2	\$33,000	0	0	0	1
39-1098	First-Line Supervisors of Personal Service and Entertainment and Recreation Workers, Except Gambling Services	2	\$47,200	0	0	0	0
41-3041	Travel Agents	2	\$62,500	0	0	0	1
21-1022	Healthcare Social Workers	2	\$72,100	0	0	0	0
47-4099	Construction and Related Workers, All Other	2	\$47,000	0	0	0	1
35-3041	Food Servers, Nonrestaurant	2	\$23,100	0	0	0	1
21-1021	Child, Family, and School Social Workers	2	\$54,400	0	0	0	0
21-1018	Substance Abuse, Behavioral Disorder, and Mental Health Counselors	2	\$51,700	0	0	0	0
11-3012	Administrative Services Managers	2	\$106,500	0	0	0	0
49-3011	Aircraft Mechanics and Service Technicians	2	\$66,100	0	0	0	0
39-6011	Baggage Porters and Bellhops	2	\$25,600	0	0	0	0
17-3019	Drafters, All Other	2	\$49,200	0	0	0	0
29-1171	Nurse Practitioners	2	\$103,200	0	0	0	0
19-2012	Physicists	2	\$77,400	0	0	0	0
29-2061	Licensed Practical and Licensed Vocational Nurses	2	\$48,000	0	0	0	0
51-9111	Packaging and Filling Machine Operators and Tenders	2	\$29,100	0	0	0	0
49-9043	Maintenance Workers, Machinery	2	\$51,900	0	0	0	0
35-3011	Bartenders	1	\$26,100	0	0	0	1
53-6051	Transportation Inspectors	1	\$76,700	0	0	0	0

Occupation Distribution by Target Sector - JOBS EQ Financial & Business Services - cont'd

19-3032	Industrial-Organizational Psychologists	1	\$73,800	0	0	0	0
33-1091	First-Line Supervisors of Security Workers	1	\$60,400	0	0	0	0
47-2142	Paperhangers	1	\$40,400	0	0	0	0
19-1013	Soil and Plant Scientists	1	\$56,500	0	0	0	0
27-4012	Broadcast Technicians	1	\$60,900	0	0	0	0
19-1029	Biological Scientists, All Other	1	\$73,100	0	0	0	0
17-2151	Mining and Geological Engineers, Including Mining Safety Engineers	1	\$78,300	0	0	0	0
35-2021	Food Preparation Workers	1	\$25,200	0	0	0	1
51-9191	Adhesive Bonding Machine Operators and Tenders	1	\$33,800	0	0	0	0
21-1012	Educational, Guidance, and Career Counselors and Advisors	1	\$68,300	0	0	0	0
37-3019	Grounds Maintenance Workers, All Other	1	\$47,600	0	0	0	0
33-9092	Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers	1	\$24,600	0	0	0	1
29-2011	Medical and Clinical Laboratory Technologists	1	\$60,700	0	0	0	0
47-5097	Earth Drillers, Except Oil and Gas; and Explosives Workers, Ordnance Handling Experts, and Blasters	1	\$46,600	0	0	0	0
35-2012	Cooks, Institution and Cafeteria	1	\$30,300	0	0	0	0
19-1023	Zoologists and Wildlife Biologists	1	\$68,500	0	0	0	0
13-2022	Appraisers of Personal and Business Property	1	\$73,900	0	0	0	0
51-6011	Laundry and Dry-Cleaning Workers	1	\$23,400	0	0	0	0
51-9194	Etchers and Engravers	1	\$29,600	0	0	0	0
53-3099	Motor Vehicle Operators, All Other	1	\$33,300	0	0	0	0
21-1091	Health Education Specialists	1	\$75,600	0	0	0	0
29-1128	Exercise Physiologists	1	\$54,700	0	0	0	0
35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	1	\$22,300	0	0	0	0
27-1013	Fine Artists, Including Painters, Sculptors, and Illustrators	1	\$55,800	0	0	0	0
43-4031	Court, Municipal, and License Clerks	1	\$37,100	0	0	0	0
25-1194	Career/Technical Education Teachers, Postsecondary	1	\$52,000	0	0	0	0
53-6041	Traffic Technicians	1	\$51,400	0	0	0	0
45-2011	Agricultural Inspectors	1	\$42,400	0	0	0	0
19-2099	Physical Scientists, All Other	1	\$96,800	0	0	0	0
13-1075	Labor Relations Specialists	1	\$57,100	0	0	0	0
49-2095	Electrical and Electronics Repairers, Powerhouse, Substation, and Relay	1	\$76,300	0	0	0	0
21-1099	Community and Social Service Specialists, All Other	1	\$52,900	0	0	0	0
15-2021	Mathematicians	1	\$105,600	0	0	0	0
49-9012	Control and Valve Installers and Repairers, Except Mechanical Door	1	\$55,000	0	0	0	0
33-9098	School Bus Monitors and Protective Service Workers, All Other	1	\$50,800	0	0	0	1
51-8031	Water and Wastewater Treatment Plant and System Operators	1	\$45,400	0	0	0	0
51-9124	Coating, Painting, and Spraying Machine Setters, Operators, and Tenders	1	\$42,000	0	0	0	0
47-4041	Hazardous Materials Removal Workers	1	\$44,600	0	0	0	0
11-9151	Social and Community Service Managers	1	\$85,400	0	0	0	0

Occupation Distribution by Target Sector - JOBS EQ Financial & Business Services - cont'd

27-4098	Lighting Technicians and Media and Communication Equipment Workers, All Other	1	\$91,000	0	0	0	0
39-9098	Crematory Operators and Personal Care and Service Workers, All Other	1	\$26,000	0	0	0	0
19-1021	Biochemists and Biophysicists	1	\$67,400	0	0	0	0
19-2043	Hydrologists	1	\$80,500	0	0	0	0
49-9069	Precision Instrument and Equipment Repairers, All Other	1	\$53,600	0	0	0	0
17-2171	Petroleum Engineers	1	\$127,000	0	0	0	0
43-2099	Communications Equipment Operators, All Other	1	\$58,600	0	0	0	0
21-1094	Community Health Workers	1	\$52,200	0	0	0	0
27-1027	Set and Exhibit Designers	1	\$67,700	0	0	0	0
49-3042	Mobile Heavy Equipment Mechanics, Except Engines	1	\$54,600	0	0	0	0
49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	1	\$44,700	0	0	0	0
45-2093	Farmworkers, Farm, Ranch, and Aquacultural Animals	1	\$31,400	0	0	0	0
29-1228	Physicians, All Other; and Ophthalmologists, Except Pediatric	1	\$182,400	0	0	0	0
25-3021	Self-Enrichment Teachers	1	\$34,300	0	0	0	0
51-9161	Computer Numerically Controlled Tool Operators	1	\$44,100	0	0	0	0
35-2014	Cooks, Restaurant	1	\$29,400	0	0	0	0
51-4111	Tool and Die Makers	1	\$45,100	0	0	0	0
19-1032	Foresters	1	\$58,400	0	0	0	0
39-9031	Exercise Trainers and Group Fitness Instructors	1	\$46,000	0	0	0	0
19-4012	Agricultural Technicians	1	\$36,100	0	0	0	0
17-2031	Bioengineers and Biomedical Engineers	1	\$93,400	0	0	0	0
51-9023	Mixing and Blending Machine Setters, Operators, and Tenders	1	\$46,500	0	0	0	0
51-4031	Cutting, Punching, and Press Machine Setters, Operators, and Tenders, Metal and Plastic	1	\$39,700	0	0	0	0
19-4092	Forensic Science Technicians	1	\$64,100	0	0	0	0
51-9123	Painting, Coating, and Decorating Workers	1	\$35,800	0	0	0	0
51-6052	Tailors, Dressmakers, and Custom Sewers	1	\$36,300	0	0	0	0
45-2092	Farmworkers and Laborers, Crop, Nursery, and Greenhouse	1	\$30,900	0	0	0	0
53-7061	Cleaners of Vehicles and Equipment	1	\$24,000	0	0	0	0
11-9051	Food Service Managers	1	\$60,800	0	0	0	0
27-1019	Artists and Related Workers, All Other	1	\$80,300	0	0	0	0
27-4014	Sound Engineering Technicians	1	\$52,000	0	0	0	0
43-4181	Reservation and Transportation Ticket Agents and Travel Clerks	1	\$39,900	0	0	0	0
51-9071	Jewelers and Precious Stone and Metal Workers	1	\$43,100	0	0	0	0
19-1031	Conservation Scientists	1	\$69,300	0	0	0	0
11-9081	Lodging Managers	1	\$64,700	0	0	0	0
27-3011	Broadcast Announcers and Radio Disc Jockeys	1	\$49,500	0	0	0	0
35-9021	Dishwashers	1	\$22,500	0	0	0	0
53-3031	Driver/Sales Workers	1	\$35,800	0	0	0	0
19-1099	Life Scientists, All Other	1	\$55,300	0	0	0	0
53-5011	Sailors and Marine Oilers	1	\$42,000	0	0	0	0

Occupation Distribution by Target Sector - JOBS EQ Financial & Business Services - cont'd

41-9091	Door-to-Door Sales Workers, News and Street Vendors, and Related Workers	1	\$27,200	0	0	0	0
19-1012	Food Scientists and Technologists	1	\$61,700	0	0	0	0
25-4012	Curators	1	\$78,200	0	0	0	0
39-9011	Childcare Workers	1	\$26,600	0	0	0	0
49-2098	Security and Fire Alarm Systems Installers	1	\$54,900	0	0	0	0
47-3019	Helpers, Construction Trades, All Other	1	\$36,700	0	0	0	0
49-2093	Electrical and Electronics Installers and Repairers, Transportation Equipment	1	\$57,900	0	0	0	0
49-9051	Electrical Power-Line Installers and Repairers	1	\$61,100	0	0	0	0
29-1031	Dietitians and Nutritionists	1	\$59,100	0	0	0	0
35-1011	Chefs and Head Cooks	1	\$56,600	0	0	0	0
19-2032	Materials Scientists	1	\$78,300	0	0	0	0
25-9021	Farm and Home Management Educators	1	\$54,600	0	0	0	0
51-6099	Textile, Apparel, and Furnishings Workers, All Other	1	\$34,300	0	0	0	0
25-3011	Adult Basic Education, Adult Secondary Education, and English as a Second Language Instructors	1	\$90,300	0	0	0	0
51-4061	Model Makers, Metal and Plastic	1	\$50,500	0	0	0	0
	Total	16,975	n/a	1,115	2,193	206	3,515
Source: JobsEQ®							
Data as of 2020Q3 except wages which are as of 2019. Note that occupation-by-industry wages represent adjusted national data and may not be consistent with regional, all-industry occupation wages shown elsewhere in JobsEQ.							
Note: Figures may not sum due to rounding.							
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Occupation Distribution by Target Sector - JOBS EQ Food & Beverage Mfg.

Occupation Distribution for GOVA9 Food and Beverage Manufacturing in GoVirginia - Region 9, Baseline							
SOC	Occupation	Current		2-Year Demand			Total Demand
		Empl	Avg Ann Wages	Exits	Transfers	Empl Growth	
51-9111	Packaging and Filling Machine Operators and Tenders	227	\$35,300	20	33	2	55
51-9012	Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders	115	\$43,300	6	21	1	28
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	86	\$70,000	5	13	1	19
35-3011	Bartenders	85	\$26,000	8	22	1	31
41-2031	Retail Salespersons	81	\$26,400	9	15	1	25
41-9011	Demonstrators and Product Promoters	77	\$30,500	16	11	0	27
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	70	\$30,900	6	13	1	20
35-3031	Waiters and Waitresses	66	\$27,900	9	16	1	26
51-3092	Food Batchmakers	59	\$27,800	7	11	0	18
53-3031	Driver/Sales Workers	58	\$38,600	5	9	1	14
53-7051	Industrial Truck and Tractor Operators	53	\$39,600	3	9	1	13
51-1011	First-Line Supervisors of Production and Operating Workers	53	\$58,600	3	7	0	11
49-9041	Industrial Machinery Mechanics	48	\$48,900	3	6	2	12
51-3011	Bakers	47	\$28,200	6	8	2	16
27-1026	Merchandise Displayers and Window Trimmers	43	\$36,700	3	6	0	9
53-3032	Heavy and Tractor-Trailer Truck Drivers	33	\$42,500	3	5	0	8
51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	33	\$42,800	3	5	-1	7
11-1021	General and Operations Managers	33	\$114,700	1	4	0	6
45-2092	Farmworkers and Laborers, Crop, Nursery, and Greenhouse	33	\$33,700	3	8	0	11
49-9071	Maintenance and Repair Workers, General	31	\$42,800	2	4	0	6
53-3033	Light Truck Drivers	29	\$38,000	2	4	0	7
51-9023	Mixing and Blending Machine Setters, Operators, and Tenders	24	\$41,900	2	4	0	6
53-7065	Stockers and Order Fillers	23	\$33,300	2	4	0	7
43-5071	Shipping, Receiving, and Inventory Clerks	23	\$40,400	1	3	0	4
51-9198	Helpers--Production Workers	20	\$27,500	2	4	0	6
43-9061	Office Clerks, General	20	\$35,500	2	3	0	5
53-7064	Packers and Packagers, Hand	19	\$26,100	2	3	0	5
35-2014	Cooks, Restaurant	18	\$29,500	2	3	1	6
43-3031	Bookkeeping, Accounting, and Auditing Clerks	17	\$43,100	2	2	0	4
41-2011	Cashiers	16	\$23,900	3	3	0	6
53-1047	First-Line Supervisors of Transportation and Material Moving Workers, Except Aircraft Cargo Handling Supervisors	16	\$60,100	1	3	0	4
13-1161	Market Research Analysts and Marketing Specialists	16	\$53,600	1	3	0	4
51-9199	Production Workers, All Other	15	\$35,900	1	2	0	4
43-4051	Customer Service Representatives	13	\$36,900	1	2	0	3
13-2011	Accountants and Auditors	13	\$72,600	1	2	0	3

Occupation Distribution by Target Sector - JOBS EQ Food & Beverage Mfg. - cont'd

35-1012	First-Line Supervisors of Food Preparation and Serving Workers	13	\$38,900	1	3	0	4
41-1012	First-Line Supervisors of Non-Retail Sales Workers	12	\$78,100	1	2	0	2
11-9198	Personal Service Managers, All Other; Entertainment and Recreation Managers, Except Gambling; and Managers, All Other	12	\$111,700	1	1	0	2
37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	12	\$32,500	1	2	0	3
43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	11	\$41,000	1	1	0	2
35-2021	Food Preparation Workers	11	\$26,400	2	2	0	4
11-3051	Industrial Production Managers	11	\$111,500	1	1	0	2
43-5061	Production, Planning, and Expediting Clerks	10	\$49,300	1	2	0	2
49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	10	\$71,600	1	1	0	2
35-3023	Fast Food and Counter Workers	10	\$25,300	2	2	0	4
11-2022	Sales Managers	8	\$119,100	0	1	0	2
41-1011	First-Line Supervisors of Retail Sales Workers	8	\$46,600	1	1	0	2
49-9091	Coin, Vending, and Amusement Machine Servicers and Repairers	8	\$35,600	1	1	0	2
43-1011	First-Line Supervisors of Office and Administrative Support Workers	8	\$57,400	1	1	0	2
51-3099	Food Processing Workers, All Other	8	\$27,400	1	1	0	1
13-1081	Logisticians	8	\$70,500	0	1	0	2
17-2112	Industrial Engineers	8	\$82,000	0	1	0	1
13-1023	Purchasing Agents, Except Wholesale, Retail, and Farm Products	7	\$59,800	1	1	0	1
13-1071	Human Resources Specialists	7	\$69,200	0	1	0	1
35-9021	Dishwashers	7	\$22,300	1	1	0	2
53-7061	Cleaners of Vehicles and Equipment	7	\$28,900	1	1	0	2
49-9043	Maintenance Workers, Machinery	7	\$51,300	1	1	0	2
13-1121	Meeting, Convention, and Event Planners	7	\$44,500	0	1	0	2
49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	7	\$49,600	0	1	0	1
35-9031	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	6	\$24,400	2	2	0	3
51-3091	Food and Tobacco Roasting, Baking, and Drying Machine Operators and Tenders	6	\$34,100	1	1	0	2
35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	6	\$21,800	1	1	0	2
51-2092	Team Assemblers	6	\$32,500	1	1	0	1
51-4041	Machinists	6	\$59,900	0	1	0	1
11-3031	Financial Managers	6	\$138,800	0	1	0	1
45-1011	First-Line Supervisors of Farming, Fishing, and Forestry Workers	6	\$52,800	0	1	0	2
47-2111	Electricians	5	\$62,100	0	1	0	1
51-3093	Food Cooking Machine Operators and Tenders	5	\$31,000	1	1	0	2
51-9193	Cooling and Freezing Equipment Operators and Tenders	5	\$36,100	0	1	0	1
51-3022	Meat, Poultry, and Fish Cutters and Trimmers	5	\$26,800	0	1	0	1
19-4031	Chemical Technicians	4	\$40,200	0	1	0	1
51-9021	Crushing, Grinding, and Polishing Machine Setters, Operators, and Tenders	4	\$33,200	0	1	0	1

Occupation Distribution by Target Sector - JOBS EQ Food & Beverage Mfg. - cont'd

39-7011	Tour Guides and Escorts	4	\$28,500	1	1	0	1
19-1012	Food Scientists and Technologists	4	\$58,800	0	1	0	1
11-3071	Transportation, Storage, and Distribution Managers	4	\$95,400	0	0	0	1
51-9192	Cleaning, Washing, and Metal Pickling Equipment Operators and Tenders	4	\$36,100	1	1	0	1
13-1198	Project Management Specialists and Business Operations Specialists, All Other	4	\$67,800	0	1	0	1
37-3011	Landscaping and Groundskeeping Workers	3	\$33,800	0	1	0	1
43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping	3	\$40,300	0	1	0	1
19-4013	Food Science Technicians	3	\$36,300	0	1	0	1
35-3041	Food Servers, Nonrestaurant	3	\$25,200	1	1	0	1
11-1011	Chief Executives	3	\$181,600	0	0	0	0
43-6011	Executive Secretaries and Executive Administrative Assistants	3	\$60,600	0	0	0	1
11-3013	Facilities Managers	3	\$99,700	0	0	0	1
41-9099	Sales and Related Workers, All Other	3	\$30,800	0	1	0	1
53-7063	Machine Feeders and Offbearers	3	\$33,700	0	1	0	1
35-1011	Chefs and Head Cooks	3	\$50,700	0	1	0	1
33-9032	Security Guards	3	\$30,200	0	0	0	1
27-3031	Public Relations Specialists	3	\$56,600	0	0	0	1
53-7011	Conveyor Operators and Tenders	3	\$36,300	0	1	0	1
11-2021	Marketing Managers	3	\$151,300	0	0	0	1
13-1041	Compliance Officers	3	\$70,100	0	0	0	1
11-3121	Human Resources Managers	3	\$104,000	0	0	0	0
15-1244	Network and Computer Systems Administrators	2	\$83,000	0	0	0	0
13-1151	Training and Development Specialists	2	\$62,700	0	0	0	1
27-1024	Graphic Designers	2	\$52,700	0	0	0	1
13-1111	Management Analysts	2	\$93,100	0	0	0	1
51-8021	Stationary Engineers and Boiler Operators	2	\$60,100	0	0	0	1
51-3023	Slaughterers and Meat Packers	2	\$29,400	0	0	0	1
51-4072	Molding, Coremaking, and Casting Machine Setters, Operators, and Tenders, Metal and Plastic	2	\$49,700	0	0	0	1
49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	2	\$49,300	0	0	0	1
51-9041	Extruding, Forming, Pressing, and Compacting Machine Setters, Operators, and Tenders	2	\$39,800	0	0	0	1
19-5011	Occupational Health and Safety Specialists	2	\$62,900	0	0	0	0
43-4171	Receptionists and Information Clerks	2	\$34,200	0	0	0	1
15-1232	Computer User Support Specialists	2	\$54,400	0	0	0	0
17-3026	Industrial Engineering Technologists and Technicians	2	\$62,800	0	0	0	0
35-2015	Cooks, Short Order	2	\$28,400	0	0	0	1
41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	2	\$49,500	0	0	0	1
19-2031	Chemists	2	\$75,600	0	0	0	0
15-1211	Computer Systems Analysts	2	\$90,800	0	0	0	0
49-9099	Installation, Maintenance, and Repair Workers, All Other	2	\$45,900	0	0	0	0
11-3061	Purchasing Managers	2	\$123,800	0	0	0	0

Occupation Distribution by Target Sector - JOBS EQ Food & Beverage Mfg. - cont'd

13-2098	Financial and Investment Analysts, Financial Risk Specialists, and Financial Specialists, All Other	2	\$72,500	0	0	0	0
11-9051	Food Service Managers	2	\$67,400	0	0	0	0
43-3051	Payroll and Timekeeping Clerks	1	\$49,700	0	0	0	0
19-4051	Nuclear Technicians	1	\$62,200	0	0	0	0
43-3021	Billing and Posting Clerks	1	\$40,200	0	0	0	0
17-2141	Mechanical Engineers	1	\$80,700	0	0	0	0
51-6042	Shoe Machine Operators and Tenders	1	\$31,900	0	0	0	0
43-5032	Dispatchers, Except Police, Fire, and Ambulance	1	\$41,500	0	0	0	0
43-4161	Human Resources Assistants, Except Payroll and Timekeeping	1	\$43,700	0	0	0	0
51-9032	Cutting and Slicing Machine Setters, Operators, and Tenders	1	\$32,400	0	0	0	0
43-4151	Order Clerks	1	\$43,800	0	0	0	0
11-3021	Computer and Information Systems Managers	1	\$126,400	0	0	0	0
41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	1	\$60,800	0	0	0	0
45-2041	Graders and Sorters, Agricultural Products	1	\$27,800	0	0	0	0
43-3061	Procurement Clerks	1	\$45,400	0	0	0	0
17-2111	Health and Safety Engineers, Except Mining Safety Engineers and Inspectors	1	\$81,800	0	0	0	0
15-1256	Software Developers and Software Quality Assurance Analysts and Testers	1	\$96,700	0	0	0	0
51-3021	Butchers and Meat Cutters	1	\$36,000	0	0	0	0
35-2019	Cooks, All Other	1	\$36,300	0	0	0	0
49-9098	Helpers--Installation, Maintenance, and Repair Workers	1	\$37,000	0	0	0	0
51-6031	Sewing Machine Operators	1	\$30,500	0	0	0	0
51-2099	Assemblers and Fabricators, All Other	1	\$32,700	0	0	0	0
45-2091	Agricultural Equipment Operators	1	\$33,800	0	0	0	0
15-1299	Computer Occupations, All Other	1	\$71,800	0	0	0	0
35-2011	Cooks, Fast Food	1	\$18,700	0	0	0	0
15-2031	Operations Research Analysts	1	\$79,700	0	0	0	0
49-3023	Automotive Service Technicians and Mechanics	1	\$53,800	0	0	0	0
43-9199	Office and Administrative Support Workers, All Other	1	\$42,400	0	0	0	0
23-1011	Lawyers	1	\$139,400	0	0	0	0
11-9013	Farmers, Ranchers, and Other Agricultural Managers	1	\$105,800	0	0	0	0
47-2152	Plumbers, Pipefitters, and Steamfitters	1	\$57,800	0	0	0	0
35-2012	Cooks, Institution and Cafeteria	1	\$26,800	0	0	0	0
37-2012	Maids and Housekeeping Cleaners	1	\$26,600	0	0	0	0
11-9041	Architectural and Engineering Managers	1	\$117,600	0	0	0	0
	Total	2,051	n/a	184	337	13	534
Source: JobsEQ®							
Data as of 2020Q3 except wages which are as of 2019. Note that occupation-by-industry wages represent adjusted national data and may not be consistent with regional, all-industry occupation wages shown elsewhere in JobsEQ.							
Note: Figures may not sum due to rounding.							
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Occupation Distribution by Target Sector - JOBS EQ IT/Communications.

Occupation Distribution for GOVA9 Information Technology/Communications in GoVirginia - Region 9, Baseline							
SOC	Occupation	Current		2-Year Demand			Total Demand
		Empl	Avg Ann Wages	Exits	Transfers	Empl Growth	
15-1256	Software Developers and Software Quality Assurance Analysts and Testers	998	\$107,000	31	126	48	205
13-1111	Management Analysts	679	\$107,400	44	90	15	149
47-2111	Electricians	568	\$56,700	37	101	12	149
47-2152	Plumbers, Pipefitters, and Steamfitters	505	\$53,300	30	84	5	120
49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	427	\$47,800	24	61	5	89
11-9198	Personal Service Managers, All Other; Entertainment and Recreation Managers, Except Gambling; and Managers, All Other	361	\$134,300	18	36	-2	52
15-1211	Computer Systems Analysts	313	\$96,600	13	35	9	57
11-1021	General and Operations Managers	267	\$160,700	12	37	7	56
15-1232	Computer User Support Specialists	242	\$57,000	9	33	9	51
41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	237	\$74,400	15	49	6	69
43-9061	Office Clerks, General	236	\$38,900	27	30	0	57
43-4051	Customer Service Representatives	220	\$39,000	21	38	0	59
13-1198	Project Management Specialists and Business Operations Specialists, All Other	206	\$85,800	12	30	5	47
11-3021	Computer and Information Systems Managers	187	\$141,600	7	24	6	37
51-2028	Electrical, Electronic, and Electromechanical Assemblers, Except Coil Winders, Tapers, and Finishers	183	\$38,000	16	26	1	44
13-1161	Market Research Analysts and Marketing Specialists	178	\$66,100	9	31	8	49
15-1244	Network and Computer Systems Administrators	165	\$86,300	6	19	4	29
15-1299	Computer Occupations, All Other	157	\$89,600	6	19	4	29
15-1212	Information Security Analysts	144	\$99,400	5	19	11	35
13-2011	Accountants and Auditors	135	\$79,400	8	19	4	30
43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	127	\$41,300	13	15	-1	27
47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	123	\$69,200	8	19	2	28
43-3031	Bookkeeping, Accounting, and Auditing Clerks	121	\$45,600	15	14	0	28
15-1251	Computer Programmers	116	\$106,000	4	12	-1	15
13-1071	Human Resources Specialists	103	\$76,700	6	16	4	26
41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	97	\$106,400	6	15	2	23
15-1241	Computer Network Architects	91	\$111,300	3	11	2	15
49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers	90	\$52,400	5	15	0	20
47-2211	Sheet Metal Workers	89	\$45,900	5	14	0	19
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	87	\$82,300	5	13	1	20
17-2141	Mechanical Engineers	85	\$91,300	3	9	1	13
43-1011	First-Line Supervisors of Office and Administrative Support Workers	84	\$63,400	6	11	0	18

Occupation Distribution by Target Sector - JOBS EQ IT/Communications. - cont'd

47-3015	Helpers--Pipelayers, Plumbers, Pipefitters, and Steamfitters	83	\$26,200	6	17	1	24
17-2072	Electronics Engineers, Except Computer	82	\$112,300	3	8	1	12
47-3013	Helpers--Electricians	82	\$28,800	5	17	0	23
17-2071	Electrical Engineers	81	\$111,700	3	8	1	12
51-2092	Team Assemblers	81	\$33,500	6	12	-3	15
49-9052	Telecommunications Line Installers and Repairers	79	\$64,600	4	14	0	17
17-2112	Industrial Engineers	77	\$92,500	3	8	2	13
15-1231	Computer Network Support Specialists	74	\$64,000	3	10	2	14
17-3023	Electrical and Electronic Engineering Technologists and Technicians	71	\$64,700	5	9	1	15
11-3031	Financial Managers	69	\$158,300	3	8	3	15
19-1042	Medical Scientists, Except Epidemiologists	68	\$69,200	2	10	0	12
15-1257	Web Developers and Digital Interface Designers	66	\$81,400	2	8	2	12
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	64	\$30,600	6	12	1	19
13-1151	Training and Development Specialists	61	\$76,700	4	10	2	16
49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	60	\$67,300	4	7	0	11
19-4021	Biological Technicians	59	\$48,200	2	11	0	13
51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	58	\$44,700	5	10	-1	13
43-6011	Executive Secretaries and Executive Administrative Assistants	57	\$67,000	6	7	-2	11
13-1023	Purchasing Agents, Except Wholesale, Retail, and Farm Products	56	\$72,500	4	8	-1	11
13-2098	Financial and Investment Analysts, Financial Risk Specialists, and Financial Specialists, All Other	55	\$87,000	3	8	2	12
13-1051	Cost Estimators	55	\$71,700	3	8	0	11
15-1245	Database Administrators and Architects	54	\$85,000	2	6	2	10
11-2021	Marketing Managers	52	\$172,300	2	7	1	11
15-2031	Operations Research Analysts	51	\$97,700	3	5	3	11
11-9041	Architectural and Engineering Managers	50	\$136,100	2	6	1	8
17-2061	Computer Hardware Engineers	49	\$110,900	2	5	0	7
13-1081	Logisticians	48	\$78,300	2	7	1	11
11-1011	Chief Executives	48	\$179,600	3	4	-1	6
17-2199	Engineers, All Other	46	\$112,000	2	5	0	7
15-1221	Computer and Information Research Scientists	46	\$131,100	1	7	2	10
51-1011	First-Line Supervisors of Production and Operating Workers	45	\$67,700	3	6	0	10
11-9021	Construction Managers	44	\$91,000	2	5	1	8
49-9098	Helpers--Installation, Maintenance, and Repair Workers	43	\$34,100	5	7	1	12
43-5061	Production, Planning, and Expediting Clerks	43	\$53,800	3	6	1	10
43-5071	Shipping, Receiving, and Inventory Clerks	43	\$38,700	3	6	0	8
11-2022	Sales Managers	42	\$147,800	2	6	1	9
53-7065	Stockers and Order Fillers	40	\$32,800	4	7	1	11
49-9071	Maintenance and Repair Workers, General	40	\$43,400	3	5	1	9
51-4041	Machinists	38	\$52,000	3	5	0	8
13-1041	Compliance Officers	38	\$81,500	2	5	1	8

Occupation Distribution by Target Sector - JOBS EQ IT/Communications. - cont'd

19-2041	Environmental Scientists and Specialists, Including Health	37	\$98,300	1	7	1	10
41-1012	First-Line Supervisors of Non-Retail Sales Workers	36	\$104,900	2	5	0	7
27-3042	Technical Writers	35	\$81,300	2	5	1	8
11-9121	Natural Sciences Managers	35	\$133,300	2	5	0	7
47-2061	Construction Laborers	35	\$32,800	2	6	0	8
19-1021	Biochemists and Biophysicists	34	\$69,000	1	5	0	6
19-4061	Social Science Research Assistants	33	\$45,000	2	6	0	8
11-3013	Facilities Managers	33	\$111,300	2	4	1	7
17-3098	Calibration Technologists and Technicians and Engineering Technologists and Technicians, Except Drafters, All Other	33	\$74,500	2	4	0	7
23-1011	Lawyers	33	\$144,000	2	2	1	4
51-4121	Welders, Cutters, Solderers, and Brazers	29	\$49,000	2	5	0	7
41-9031	Sales Engineers	28	\$139,500	1	5	1	7
19-2031	Chemists	28	\$96,100	1	4	0	5
11-3121	Human Resources Managers	27	\$119,900	1	3	1	5
27-1024	Graphic Designers	25	\$64,000	2	4	1	6
49-2011	Computer, Automated Teller, and Office Machine Repairers	25	\$44,600	1	4	0	6
27-3031	Public Relations Specialists	25	\$74,800	2	4	1	6
17-2011	Aerospace Engineers	24	\$117,200	1	2	1	4
51-9141	Semiconductor Processing Technicians	24	\$44,200	2	4	0	6
49-2098	Security and Fire Alarm Systems Installers	24	\$48,900	1	4	0	6
15-2041	Statisticians	22	\$93,300	1	3	2	5
17-3026	Industrial Engineering Technologists and Technicians	22	\$55,300	2	3	0	4
19-4099	Life, Physical, and Social Science Technicians, All Other	21	\$57,600	1	4	0	5
43-4171	Receptionists and Information Clerks	21	\$34,200	2	3	0	6
43-3021	Billing and Posting Clerks	20	\$40,600	2	3	0	4
53-3032	Heavy and Tractor-Trailer Truck Drivers	20	\$42,500	2	3	1	5
43-5032	Dispatchers, Except Police, Fire, and Ambulance	20	\$41,400	1	2	0	4
11-3051	Industrial Production Managers	19	\$132,000	1	2	0	3
49-9041	Industrial Machinery Mechanics	19	\$47,600	1	2	1	4
11-3061	Purchasing Managers	18	\$128,400	1	2	0	3
19-2012	Physicists	18	\$79,200	1	2	1	4
17-2161	Nuclear Engineers	17	\$91,500	1	2	0	3
19-3099	Social Scientists and Related Workers, All Other	17	\$98,000	1	3	0	4
49-2094	Electrical and Electronics Repairers, Commercial and Industrial Equipment	16	\$56,200	1	2	0	3
19-5011	Occupational Health and Safety Specialists	16	\$72,600	1	1	0	2
19-4031	Chemical Technicians	16	\$47,700	1	3	0	3
53-3033	Light Truck Drivers	15	\$38,900	1	2	0	4
27-1014	Special Effects Artists and Animators	15	\$70,100	2	2	0	4
19-3011	Economists	15	\$110,600	1	2	1	3
13-1141	Compensation, Benefits, and Job Analysis Specialists	15	\$68,000	1	2	1	3
37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	14	\$32,600	2	2	0	4
51-2099	Assemblers and Fabricators, All Other	14	\$34,100	1	2	0	3
13-2031	Budget Analysts	14	\$85,900	1	2	0	3

Occupation Distribution by Target Sector - JOBS EQ IT/Communications. - cont'd

43-9021	Data Entry Keyers	14	\$34,900	1	2	-1	3
17-2081	Environmental Engineers	13	\$80,600	1	1	0	2
17-2051	Civil Engineers	13	\$95,500	1	2	0	2
29-1141	Registered Nurses	13	\$80,900	1	1	0	2
17-3027	Mechanical Engineering Technologists and Technicians	13	\$58,600	1	2	0	3
19-2099	Physical Scientists, All Other	13	\$101,300	0	2	0	2
15-2098	Data Scientists and Mathematical Science Occupations, All Other	13	\$94,400	1	2	1	3
19-1022	Microbiologists	12	\$84,800	0	2	0	2
51-9199	Production Workers, All Other	12	\$38,900	1	2	0	3
53-7051	Industrial Truck and Tractor Operators	12	\$37,700	1	2	0	3
19-1029	Biological Scientists, All Other	12	\$81,700	0	2	0	2
47-2132	Insulation Workers, Mechanical	12	\$44,200	1	2	0	3
41-2031	Retail Salespersons	12	\$31,500	1	2	0	3
19-4042	Environmental Science and Protection Technicians, Including Health	11	\$48,900	1	2	0	3
51-9161	Computer Numerically Controlled Tool Operators	11	\$40,900	1	2	0	2
13-1121	Meeting, Convention, and Event Planners	11	\$60,700	1	2	0	3
37-3011	Landscaping and Groundskeeping Workers	11	\$34,100	1	2	0	3
11-9111	Medical and Health Services Managers	11	\$183,600	1	1	1	3
47-2231	Solar Photovoltaic Installers	11	\$39,200	1	3	1	5
43-3051	Payroll and Timekeeping Clerks	11	\$48,700	1	1	0	2
51-4081	Multiple Machine Tool Setters, Operators, and Tenders, Metal and Plastic	11	\$36,200	1	2	0	2
17-2031	Bioengineers and Biomedical Engineers	10	\$93,700	0	1	0	2
29-2012	Medical and Clinical Laboratory Technicians	10	\$61,900	1	1	0	1
33-9032	Security Guards	10	\$39,400	1	2	0	3
41-9041	Telemarketers	10	\$30,900	1	2	0	3
43-9199	Office and Administrative Support Workers, All Other	10	\$48,500	1	2	0	3
29-2098	Medical Dosimetrists, Medical Records Specialists, and Health Technologists and Technicians, All Other	10	\$53,500	1	1	0	2
43-4161	Human Resources Assistants, Except Payroll and Timekeeping	10	\$47,500	1	2	0	2
43-3011	Bill and Account Collectors	10	\$39,600	1	2	0	2
51-9198	Helpers--Production Workers	9	\$30,000	1	2	0	3
49-2097	Audiovisual Equipment Installers and Repairers	9	\$40,000	0	2	0	2
17-3013	Mechanical Drafters	9	\$56,600	1	1	0	2
53-1047	First-Line Supervisors of Transportation and Material Moving Workers, Except Aircraft Cargo Handling Supervisors	9	\$57,600	1	1	0	2
31-9096	Veterinary Assistants and Laboratory Animal Caretakers	9	\$35,300	1	2	0	3
49-9099	Installation, Maintenance, and Repair Workers, All Other	9	\$44,600	1	1	0	2
17-2041	Chemical Engineers	9	\$93,100	0	1	0	1
27-3041	Editors	9	\$82,200	1	2	0	2
47-2073	Operating Engineers and Other Construction Equipment Operators	8	\$47,900	1	1	0	2
17-3012	Electrical and Electronics Drafters	8	\$58,500	1	1	0	2

Occupation Distribution by Target Sector - JOBS EQ IT/Communications. - cont'd

17-3024	Electro-Mechanical and Mechatronics Technologists and Technicians	8	\$53,900	1	1	0	2
19-3094	Political Scientists	8	\$108,400	1	1	0	2
23-2011	Paralegals and Legal Assistants	8	\$61,000	1	1	0	2
11-3071	Transportation, Storage, and Distribution Managers	7	\$105,800	0	1	0	1
49-9051	Electrical Power-Line Installers and Repairers	7	\$57,500	0	1	0	1
43-4111	Interviewers, Except Eligibility and Loan	7	\$32,000	1	1	0	2
17-3025	Environmental Engineering Technologists and Technicians	7	\$48,400	1	1	0	2
19-3091	Anthropologists and Archeologists	7	\$54,800	0	1	0	2
43-4151	Order Clerks	7	\$42,400	1	1	0	1
29-2011	Medical and Clinical Laboratory Technologists	7	\$62,200	0	1	0	1
41-9099	Sales and Related Workers, All Other	7	\$39,400	1	1	0	2
47-2031	Carpenters	6	\$46,600	0	1	0	1
11-3131	Training and Development Managers	6	\$149,300	0	1	0	1
49-9062	Medical Equipment Repairers	6	\$55,200	1	1	0	1
47-3019	Helpers, Construction Trades, All Other	6	\$35,300	0	1	0	2
27-3043	Writers and Authors	6	\$82,900	1	1	0	2
51-4031	Cutting, Punching, and Press Machine Setters, Operators, and Tenders, Metal and Plastic	6	\$40,700	1	1	0	1
43-3061	Procurement Clerks	6	\$50,700	0	1	0	1
25-9031	Instructional Coordinators	6	\$82,200	1	1	0	1
43-4071	File Clerks	6	\$34,900	1	1	0	1
47-4011	Construction and Building Inspectors	6	\$52,300	1	1	0	2
41-9011	Demonstrators and Product Promoters	6	\$32,100	1	1	0	2
17-2131	Materials Engineers	6	\$96,900	0	1	0	1
13-1022	Wholesale and Retail Buyers, Except Farm Products	6	\$76,100	0	1	0	1
43-5011	Cargo and Freight Agents	6	\$43,400	0	1	0	1
51-4021	Extruding and Drawing Machine Setters, Operators, and Tenders, Metal and Plastic	6	\$44,200	0	1	0	1
27-1011	Art Directors	5	\$84,400	1	1	0	1
17-3021	Aerospace Engineering and Operations Technologists and Technicians	5	\$65,300	0	1	0	1
51-2021	Coil Winders, Tapers, and Finishers	5	\$37,700	0	1	0	1
53-7064	Packers and Packagers, Hand	5	\$26,500	1	1	0	2
43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	5	\$38,200	1	1	0	1
27-4011	Audio and Video Technicians	5	\$53,400	0	1	0	1
51-9124	Coating, Painting, and Spraying Machine Setters, Operators, and Tenders	5	\$46,300	0	1	0	1
19-4013	Food Science Technicians	5	\$36,900	0	1	0	1
17-2111	Health and Safety Engineers, Except Mining Safety Engineers and Inspectors	5	\$92,200	0	1	0	1
51-9111	Packaging and Filling Machine Operators and Tenders	5	\$33,000	0	1	0	1
15-2021	Mathematicians	5	\$109,200	0	1	0	1
49-2021	Radio, Cellular, and Tower Equipment Installers and Repairers	4	\$53,500	0	1	0	1
23-2099	Legal Support Workers, All Other	4	\$107,200	0	1	0	1
49-3023	Automotive Service Technicians and Mechanics	4	\$49,800	0	1	0	1
51-4122	Welding, Soldering, and Brazing Machine Setters, Operators, and Tenders	4	\$39,300	0	1	0	1

Occupation Distribution by Target Sector - JOBS EQ IT/Communications. - cont'd

25-3097	Tutors and Teachers and Instructors, All Other	4	\$83,600	1	1	0	1
43-9071	Office Machine Operators, Except Computer	4	\$37,900	1	1	0	1
43-9041	Insurance Claims and Policy Processing Clerks	4	\$37,100	0	1	0	1
19-5012	Occupational Health and Safety Technicians	4	\$46,100	0	0	0	1
19-2032	Materials Scientists	4	\$89,000	0	1	0	1
11-2032	Public Relations Managers	4	\$154,700	0	1	0	1
51-4072	Molding, Coremaking, and Casting Machine Setters, Operators, and Tenders, Metal and Plastic	4	\$46,300	0	1	0	1
49-9012	Control and Valve Installers and Repairers, Except Mechanical Door	4	\$47,500	0	1	0	1
49-9043	Maintenance Workers, Machinery	4	\$51,100	0	1	0	1
27-1026	Merchandise Displayers and Window Trimmers	4	\$30,000	0	1	0	1
47-2151	Pipelayers	4	\$46,500	0	1	0	1
47-2221	Structural Iron and Steel Workers	4	\$54,900	0	1	0	1
41-1011	First-Line Supervisors of Retail Sales Workers	4	\$54,600	0	1	0	1
11-2033	Fundraising Managers	4	\$159,500	0	1	0	1
13-1131	Fundraisers	4	\$71,700	0	1	0	1
51-4193	Plating Machine Setters, Operators, and Tenders, Metal and Plastic	4	\$33,300	0	1	0	1
19-3041	Sociologists	4	\$81,200	0	1	0	1
49-9044	Millwrights	4	\$50,900	0	1	0	1
41-3011	Advertising Sales Agents	4	\$65,100	0	1	0	1
27-2012	Producers and Directors	4	\$94,100	0	1	0	1
27-1021	Commercial and Industrial Designers	4	\$73,900	0	1	0	1
43-4061	Eligibility Interviewers, Government Programs	3	\$44,200	0	0	0	1
19-3022	Survey Researchers	3	\$60,100	0	1	0	1
19-2021	Atmospheric and Space Scientists	3	\$97,400	0	1	0	1
51-4111	Tool and Die Makers	3	\$51,200	0	0	0	1
17-3011	Architectural and Civil Drafters	3	\$59,700	0	1	0	1
29-1228	Physicians, All Other; and Ophthalmologists, Except Pediatric	3	\$126,700	0	0	0	0
43-4199	Information and Record Clerks, All Other	3	\$42,700	0	0	0	1
19-1099	Life Scientists, All Other	3	\$56,800	0	0	0	1
19-3032	Industrial-Organizational Psychologists	3	\$99,300	0	0	0	0
13-2052	Personal Financial Advisors	3	\$123,700	0	0	0	1
39-2021	Animal Caretakers	3	\$34,700	0	1	0	1
19-2042	Geoscientists, Except Hydrologists and Geographers	3	\$85,300	0	1	0	1
21-1018	Substance Abuse, Behavioral Disorder, and Mental Health Counselors	3	\$51,300	0	0	0	1
51-2041	Structural Metal Fabricators and Fitters	3	\$39,200	0	0	0	1
15-2011	Actuaries	3	\$116,600	0	0	0	1
19-1013	Soil and Plant Scientists	3	\$63,000	0	1	0	1
47-2011	Boilermakers	3	\$61,300	0	0	0	1
11-3111	Compensation and Benefits Managers	3	\$137,400	0	0	0	1
43-6013	Medical Secretaries and Administrative Assistants	2	\$41,400	0	0	0	1
41-3031	Securities, Commodities, and Financial Services Sales Agents	2	\$100,300	0	0	0	1
17-3022	Civil Engineering Technologists and Technicians	2	\$49,400	0	0	0	1
49-2091	Avionics Technicians	2	\$63,600	0	0	0	0

Occupation Distribution by Target Sector - JOBS EQ IT/Communications. - cont'd

13-2041	Credit Analysts	2	\$74,800	0	0	0	0
41-9022	Real Estate Sales Agents	2	\$55,200	0	0	0	1
29-9098	Health Information Technologists, Medical Registrars, Surgical Assistants, and Healthcare Practitioners and Technical Workers, All Other	2	\$84,800	0	0	0	0
49-3011	Aircraft Mechanics and Service Technicians	2	\$68,500	0	0	0	0
19-2011	Astronomers	2	\$109,400	0	0	0	0
21-1012	Educational, Guidance, and Career Counselors and Advisors	2	\$82,900	0	0	0	1
51-9023	Mixing and Blending Machine Setters, Operators, and Tenders	2	\$46,700	0	0	0	1
19-1012	Food Scientists and Technologists	2	\$70,600	0	0	0	1
49-3042	Mobile Heavy Equipment Mechanics, Except Engines	2	\$50,300	0	0	0	1
19-4051	Nuclear Technicians	2	\$62,400	0	0	0	1
19-3051	Urban and Regional Planners	2	\$58,500	0	0	0	1
31-9092	Medical Assistants	2	\$37,600	0	0	0	1
17-3031	Surveying and Mapping Technicians	2	\$45,400	0	0	0	1
25-4022	Librarians and Media Collections Specialists	2	\$85,700	0	0	0	1
21-1091	Health Education Specialists	2	\$76,300	0	0	0	1
49-2092	Electric Motor, Power Tool, and Related Repairers	2	\$43,100	0	0	0	0
51-8021	Stationary Engineers and Boiler Operators	2	\$56,500	0	0	0	1
49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	2	\$47,900	0	0	0	0
31-9097	Phlebotomists	2	\$35,100	0	0	0	1
51-4033	Grinding, Lapping, Polishing, and Buffing Machine Tool Setters, Operators, and Tenders, Metal and Plastic	2	\$34,700	0	0	0	0
19-4012	Agricultural Technicians	2	\$36,800	0	0	0	1
51-5112	Printing Press Operators	2	\$42,400	0	0	0	1
43-9111	Statistical Assistants	2	\$50,400	0	0	0	1
19-1023	Zoologists and Wildlife Biologists	2	\$68,900	0	0	0	0
29-1051	Pharmacists	2	\$121,400	0	0	0	0
51-4032	Drilling and Boring Machine Tool Setters, Operators, and Tenders, Metal and Plastic	2	\$38,300	0	0	0	0
11-2011	Advertising and Promotions Managers	2	\$115,800	0	0	0	0
17-2121	Marine Engineers and Naval Architects	2	\$85,600	0	0	0	0
17-1021	Cartographers and Photogrammetrists	2	\$76,400	0	0	0	0
33-9021	Private Detectives and Investigators	2	\$46,800	0	0	0	0
29-2056	Veterinary Technologists and Technicians	2	\$48,100	0	0	0	0
47-4021	Elevator and Escalator Installers and Repairers	2	\$67,600	0	0	0	0
41-3021	Insurance Sales Agents	2	\$79,200	0	0	0	0
41-2021	Counter and Rental Clerks	2	\$31,600	0	0	0	1
47-2141	Painters, Construction and Maintenance	2	\$37,500	0	0	0	0
19-1041	Epidemiologists	2	\$66,400	0	0	0	0
53-3058	Passenger Vehicle Drivers, Except Bus Drivers, Transit and Intercity	2	\$34,600	0	0	0	1
47-4041	Hazardous Materials Removal Workers	2	\$42,600	0	0	0	1
41-2022	Parts Salespersons	2	\$38,300	0	0	0	0
13-2072	Loan Officers	2	\$61,800	0	0	0	0
51-2031	Engine and Other Machine Assemblers	2	\$37,500	0	0	0	0
41-9091	Door-to-Door Sales Workers, News and Street Vendors, and Related Workers	2	\$32,200	0	0	0	0

Occupation Distribution by Target Sector - JOBS EQ IT/Communications. - cont'd

43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping	2	\$42,300	0	0	0	0
47-4099	Construction and Related Workers, All Other	2	\$48,200	0	0	0	0
29-1171	Nurse Practitioners	2	\$103,400	0	0	0	0
53-7063	Machine Feeders and Offbearers	2	\$32,500	0	0	0	0
51-9162	Computer Numerically Controlled Tool Programmers	2	\$57,100	0	0	0	0
49-2093	Electrical and Electronics Installers and Repairers, Transportation Equipment	2	\$60,700	0	0	0	0
13-1031	Claims Adjusters, Examiners, and Investigators	2	\$54,600	0	0	0	0
47-5022	Excavating and Loading Machine and Dragline Operators, Surface Mining	2	\$48,800	0	0	0	0
29-2053	Psychiatric Technicians	2	\$36,500	0	0	0	0
29-2052	Pharmacy Technicians	2	\$37,700	0	0	0	0
27-3091	Interpreters and Translators	1	\$71,300	0	0	0	0
51-9082	Medical Appliance Technicians	1	\$47,100	0	0	0	0
47-4071	Septic Tank Servicers and Sewer Pipe Cleaners	1	\$41,400	0	0	0	0
47-2131	Insulation Workers, Floor, Ceiling, and Wall	1	\$43,100	0	0	0	0
33-9098	School Bus Monitors and Protective Service Workers, All Other	1	\$63,100	0	0	0	1
51-4199	Metal Workers and Plastic Workers, All Other	1	\$46,000	0	0	0	0
51-4034	Lathe and Turning Machine Tool Setters, Operators, and Tenders, Metal and Plastic	1	\$39,200	0	0	0	0
49-9031	Home Appliance Repairers	1	\$37,300	0	0	0	0
43-4131	Loan Interviewers and Clerks	1	\$43,100	0	0	0	0
47-5097	Earth Drillers, Except Oil and Gas; and Explosives Workers, Ordnance Handling Experts, and Blasters	1	\$49,800	0	0	0	0
49-9069	Precision Instrument and Equipment Repairers, All Other	1	\$50,100	0	0	0	0
53-7061	Cleaners of Vehicles and Equipment	1	\$27,600	0	0	0	0
51-6031	Sewing Machine Operators	1	\$30,500	0	0	0	0
31-9093	Medical Equipment Preparers	1	\$39,500	0	0	0	0
35-3023	Fast Food and Counter Workers	1	\$24,400	0	0	0	1
29-2061	Licensed Practical and Licensed Vocational Nurses	1	\$48,200	0	0	0	0
17-1022	Surveyors	1	\$66,300	0	0	0	0
17-2171	Petroleum Engineers	1	\$143,900	0	0	0	0
19-3031	Clinical, Counseling, and School Psychologists	1	\$75,200	0	0	0	0
53-7021	Crane and Tower Operators	1	\$63,700	0	0	0	0
51-4023	Rolling Machine Setters, Operators, and Tenders, Metal and Plastic	1	\$51,200	0	0	0	0
25-1042	Biological Science Teachers, Postsecondary	1	\$82,700	0	0	0	0
31-1131	Nursing Assistants	1	\$40,800	0	0	0	0
31-9094	Medical Transcriptionists	1	\$33,300	0	0	0	0
13-2061	Financial Examiners	1	\$85,200	0	0	0	0
13-1075	Labor Relations Specialists	1	\$62,500	0	0	0	0
43-4031	Court, Municipal, and License Clerks	1	\$37,100	0	0	0	0
19-3039	Psychologists, All Other	1	\$80,800	0	0	0	0
51-4035	Milling and Planing Machine Setters, Operators, and Tenders, Metal and Plastic	1	\$32,400	0	0	0	0
51-8031	Water and Wastewater Treatment Plant and System Operators	1	\$47,800	0	0	0	0
25-4031	Library Technicians	1	\$42,000	0	0	0	0

Occupation Distribution by Target Sector - JOBS EQ IT/Communications. - cont'd

27-1025	Interior Designers	1	\$51,500	0	0	0	0
37-2012	Maids and Housekeeping Cleaners	1	\$24,300	0	0	0	0
21-1094	Community Health Workers	1	\$58,400	0	0	0	0
19-4045	Geological and Hydrologic Technicians	1	\$55,200	0	0	0	0
19-1011	Animal Scientists	1	\$73,200	0	0	0	0
45-2092	Farmworkers and Laborers, Crop, Nursery, and Greenhouse	1	\$31,800	0	0	0	0
33-1091	First-Line Supervisors of Security Workers	1	\$77,200	0	0	0	0
51-9012	Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders	1	\$46,000	0	0	0	0
29-1131	Veterinarians	1	\$129,800	0	0	0	0
19-1031	Conservation Scientists	1	\$80,200	0	0	0	0
17-1011	Architects, Except Landscape and Naval	1	\$71,100	0	0	0	0
29-1128	Exercise Physiologists	1	\$54,700	0	0	0	0
51-9083	Ophthalmic Laboratory Technicians	1	\$32,100	0	0	0	0
41-2011	Cashiers	1	\$23,300	0	0	0	0
13-2053	Insurance Underwriters	1	\$77,800	0	0	0	0
53-5011	Sailors and Marine Oilers	1	\$47,800	0	0	0	0
21-1022	Healthcare Social Workers	1	\$72,400	0	0	0	0
43-2011	Switchboard Operators, Including Answering Service	1	\$30,100	0	0	0	0
43-5021	Couriers and Messengers	1	\$33,800	0	0	0	0
13-1021	Buyers and Purchasing Agents, Farm Products	1	\$72,200	0	0	0	0
11-3012	Administrative Services Managers	1	\$110,200	0	0	0	0
17-3019	Drafters, All Other	1	\$55,300	0	0	0	0
11-9141	Property, Real Estate, and Community Association Managers	1	\$90,100	0	0	0	0
25-1194	Career/Technical Education Teachers, Postsecondary	1	\$56,700	0	0	0	0
53-3031	Driver/Sales Workers	1	\$31,500	0	0	0	0
43-2099	Communications Equipment Operators, All Other	1	\$58,500	0	0	0	0
43-9031	Desktop Publishers	1	\$60,500	0	0	0	0
31-1122	Personal Care Aides	1	\$23,100	0	0	0	0
43-4041	Credit Authorizers, Checkers, and Clerks	1	\$40,000	0	0	0	0
27-1029	Designers, All Other	1	\$77,900	0	0	0	0
49-2095	Electrical and Electronics Repairers, Powerhouse, Substation, and Relay	1	\$70,200	0	0	0	0
51-9011	Chemical Equipment Operators and Tenders	1	\$46,400	0	0	0	0
47-2181	Roofers	1	\$49,900	0	0	0	0
37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	1	\$44,700	0	0	0	0
19-2043	Hydrologists	1	\$80,800	0	0	0	0
49-9097	Signal and Track Switch Repairers	1	\$64,200	0	0	0	0
19-3093	Historians	1	\$73,300	0	0	0	0
51-4191	Heat Treating Equipment Setters, Operators, and Tenders, Metal and Plastic	1	\$42,000	0	0	0	0
29-1031	Dietitians and Nutritionists	1	\$62,400	0	0	0	0
29-1071	Physician Assistants	1	\$112,600	0	0	0	0
33-2011	Firefighters	1	\$70,300	0	0	0	0
53-2012	Commercial Pilots	1	\$118,000	0	0	0	0
19-1032	Foresters	1	\$58,500	0	0	0	0
41-9021	Real Estate Brokers	1	\$78,500	0	0	0	0

Occupation Distribution by Target Sector - JOBS EQ IT/Communications. - cont'd

37-1012	First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers	1	\$52,800	0	0	0	0
21-1093	Social and Human Service Assistants	1	\$33,400	0	0	0	0
53-5021	Captains, Mates, and Pilots of Water Vessels	1	\$66,700	0	0	0	0
21-1021	Child, Family, and School Social Workers	1	\$54,300	0	0	0	0
23-2093	Title Examiners, Abstractors, and Searchers	1	\$40,800	0	0	0	0
27-4032	Film and Video Editors	1	\$75,100	0	0	0	0
43-9081	Proofreaders and Copy Markers	1	\$44,000	0	0	0	0
11-9151	Social and Community Service Managers	1	\$103,700	0	0	0	0
13-2023	Appraisers and Assessors of Real Estate	1	\$68,600	0	0	0	0
29-2034	Radiologic Technologists and Technicians	1	\$81,400	0	0	0	0
51-9041	Extruding, Forming, Pressing, and Compacting Machine Setters, Operators, and Tenders	1	\$40,400	0	0	0	0
53-5031	Ship Engineers	1	\$73,800	0	0	0	0
43-3099	Financial Clerks, All Other	1	\$46,300	0	0	0	0
51-9195	Molders, Shapers, and Casters, Except Metal and Plastic	1	\$41,100	0	0	0	0
27-4021	Photographers	1	\$45,900	0	0	0	0
11-9161	Emergency Management Directors	1	\$85,100	0	0	0	0
51-9021	Crushing, Grinding, and Polishing Machine Setters, Operators, and Tenders	1	\$35,300	0	0	0	0
49-9061	Camera and Photographic Equipment Repairers	1	\$40,300	0	0	0	0
27-3099	Media and Communication Workers, All Other	1	\$48,200	0	0	0	0
51-6042	Shoe Machine Operators and Tenders	1	\$31,900	0	0	0	0
47-2051	Cement Masons and Concrete Finishers	1	\$38,200	0	0	0	0
29-2031	Cardiovascular Technologists and Technicians	1	\$45,500	0	0	0	0
51-4061	Model Makers, Metal and Plastic	1	\$58,200	0	0	0	0
11-9039	Education Administrators, All Other	1	\$131,200	0	0	0	0
29-2035	Magnetic Resonance Imaging Technologists	1	\$72,200	0	0	0	0
27-4031	Camera Operators, Television, Video, and Film	1	\$59,200	0	0	0	0
29-1123	Physical Therapists	1	\$96,600	0	0	0	0
35-1012	First-Line Supervisors of Food Preparation and Serving Workers	1	\$38,200	0	0	0	0
49-9096	Riggers	1	\$45,700	0	0	0	0
29-2042	Emergency Medical Technicians	1	\$49,200	0	0	0	0
43-6012	Legal Secretaries and Administrative Assistants	1	\$72,500	0	0	0	0
43-4021	Correspondence Clerks	1	\$40,100	0	0	0	0
25-4011	Archivists	1	\$65,900	0	0	0	0
25-9021	Farm and Home Management Educators	1	\$54,400	0	0	0	0
53-6051	Transportation Inspectors	1	\$77,300	0	0	0	0
51-9194	Etchers and Engravers	1	\$43,000	0	0	0	0
47-2081	Drywall and Ceiling Tile Installers	1	\$32,200	0	0	0	0
13-2082	Tax Preparers	1	\$41,500	0	0	0	0
49-9011	Mechanical Door Repairers	1	\$37,700	0	0	0	0
17-2151	Mining and Geological Engineers, Including Mining Safety Engineers	1	\$97,300	0	0	0	0
	Total	11,957	n/a	686	1,678	225	2,589
Source: JobsEQ®							
Data as of 2020Q3 except wages which are as of 2019. Note that occupation-by-industry wages represent adjusted national data and may not be consistent with regional, all-industry occupation wages shown elsewhere in JobsEQ.							
Note: Figures may not sum due to rounding.							

Occupation Distribution by Target Sector - JOBS EQ Light Mfg.

Occupation Distribution for GOVA9 Light Manufacturing in GoVirginia - Region 9, Baseline							
SOC	Occupation	Current		2-Year Demand			Total Demand
		Empl	Avg Ann Wages	Exits	Transfers	Empl Growth	
51-2092	Team Assemblers	491	\$31,900	38	69	-17	90
51-1011	First-Line Supervisors of Production and Operating Workers	275	\$62,400	18	38	0	56
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	249	\$28,900	22	47	0	69
51-9111	Packaging and Filling Machine Operators and Tenders	248	\$35,000	22	36	2	60
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	207	\$74,300	13	31	0	43
51-2028	Electrical, Electronic, and Electromechanical Assemblers, Except Coil Winders, Tapers, and Finishers	205	\$38,100	18	30	2	49
51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	197	\$42,600	15	31	-7	39
51-7011	Cabinetmakers and Bench Carpenters	172	\$42,300	14	21	-1	34
51-4041	Machinists	170	\$50,400	12	24	3	38
53-7051	Industrial Truck and Tractor Operators	147	\$36,700	9	24	0	33
15-1256	Software Developers and Software Quality Assurance Analysts and Testers	143	\$113,300	4	17	3	24
11-1021	General and Operations Managers	142	\$134,500	6	19	0	25
49-9041	Industrial Machinery Mechanics	141	\$46,200	10	18	5	33
51-7042	Woodworking Machine Setters, Operators, and Tenders, Except Sawing	140	\$32,200	15	24	-1	38
51-7041	Sawing Machine Setters, Operators, and Tenders, Wood	140	\$30,000	8	24	-2	29
17-2112	Industrial Engineers	129	\$88,200	5	13	3	21
43-5071	Shipping, Receiving, and Inventory Clerks	127	\$38,000	8	16	-2	22
53-3032	Heavy and Tractor-Trailer Truck Drivers	120	\$40,900	10	17	-1	25
51-5112	Printing Press Operators	119	\$41,100	9	16	-4	21
51-9012	Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders	115	\$43,400	6	21	1	28
49-9071	Maintenance and Repair Workers, General	115	\$40,800	8	14	0	23
43-9061	Office Clerks, General	109	\$36,700	12	13	-2	23
43-4051	Customer Service Representatives	101	\$39,500	9	16	-2	23
51-9198	Helpers--Production Workers	97	\$27,400	10	18	0	28
51-4121	Welders, Cutters, Solderers, and Brazers	95	\$47,500	5	16	1	22
51-4072	Molding, Coremaking, and Casting Machine Setters, Operators, and Tenders, Metal and Plastic	91	\$43,800	5	14	-1	19
35-3011	Bartenders	85	\$26,000	8	22	1	31
17-2141	Mechanical Engineers	83	\$87,200	3	8	1	13
41-2031	Retail Salespersons	81	\$26,800	9	15	0	25
41-9011	Demonstrators and Product Promoters	77	\$30,500	16	11	0	27
43-3031	Bookkeeping, Accounting, and Auditing Clerks	72	\$43,400	8	8	-1	15
13-1023	Purchasing Agents, Except Wholesale, Retail, and Farm Products	72	\$67,200	4	10	-2	13
43-5061	Production, Planning, and Expediting Clerks	72	\$51,800	5	10	0	15
51-9199	Production Workers, All Other	70	\$36,900	5	11	0	17
51-6031	Sewing Machine Operators	70	\$30,100	8	8	0	16
27-1024	Graphic Designers	66	\$49,600	4	8	-2	10
35-3031	Waiters and Waitresses	65	\$27,900	9	16	1	26
51-2099	Assemblers and Fabricators, All Other	63	\$31,900	5	9	-2	12
13-2011	Accountants and Auditors	62	\$74,400	4	8	0	12

Occupation Distribution by Target Sector - JOBS EQ Light Mfg. cont'd

53-7065	Stockers and Order Fillers	62	\$33,100	6	10	0	17
11-3051	Industrial Production Managers	59	\$115,500	3	6	0	9
51-9161	Computer Numerically Controlled Tool Operators	59	\$42,100	3	9	-1	12
53-7064	Packers and Packagers, Hand	57	\$25,300	7	10	0	16
53-3031	Driver/Sales Workers	55	\$38,700	5	8	1	13
51-4031	Cutting, Punching, and Press Machine Setters, Operators, and Tenders, Metal and Plastic	55	\$40,700	4	8	-1	11
17-2071	Electrical Engineers	54	\$110,700	2	5	1	8
51-4081	Multiple Machine Tool Setters, Operators, and Tenders, Metal and Plastic	54	\$36,300	4	8	0	12
11-9198	Personal Service Managers, All Other; Entertainment and Recreation Managers, Except Gambling; and Managers, All Other	53	\$129,000	3	5	0	8
51-9196	Paper Goods Machine Setters, Operators, and Tenders	50	\$46,800	3	8	-1	10
43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	50	\$40,100	5	6	-1	9
17-3023	Electrical and Electronic Engineering Technologists and Technicians	49	\$63,300	3	6	0	10
51-4021	Extruding and Drawing Machine Setters, Operators, and Tenders, Metal and Plastic	49	\$41,200	3	9	-1	12
51-9124	Coating, Painting, and Spraying Machine Setters, Operators, and Tenders	47	\$45,500	3	8	0	10
51-9023	Mixing and Blending Machine Setters, Operators, and Tenders	46	\$42,300	3	8	0	11
53-3033	Light Truck Drivers	45	\$37,200	4	7	0	11
17-2072	Electronics Engineers, Except Computer	45	\$108,400	2	4	1	7
43-1011	First-Line Supervisors of Office and Administrative Support Workers	44	\$60,200	3	6	-1	8
13-1198	Project Management Specialists and Business Operations Specialists, All Other	44	\$83,800	2	6	0	9
27-1026	Merchandise Displayers and Window Trimmers	43	\$36,700	3	6	0	9
53-7063	Machine Feeders and Offbearers	41	\$31,200	4	7	0	10
13-1161	Market Research Analysts and Marketing Specialists	41	\$63,500	2	7	1	10
51-5113	Print Binding and Finishing Workers	40	\$38,000	5	6	-1	9
47-2031	Carpenters	39	\$37,500	2	6	0	8
13-1081	Logisticians	39	\$79,700	2	6	0	8
17-3026	Industrial Engineering Technologists and Technicians	38	\$55,200	3	5	0	8
13-1071	Human Resources Specialists	37	\$70,500	2	6	0	8
11-9041	Architectural and Engineering Managers	37	\$128,200	1	4	0	6
49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	33	\$70,300	2	4	0	6
45-2092	Farmworkers and Laborers, Crop, Nursery, and Greenhouse	32	\$33,700	3	8	0	11
53-1047	First-Line Supervisors of Transportation and Material Moving Workers, Except Aircraft Cargo Handling Supervisors	32	\$58,400	2	5	0	7
51-3092	Food Batchmakers	31	\$30,200	4	6	0	9
51-2011	Aircraft Structure, Surfaces, Rigging, and Systems Assemblers	31	\$58,900	1	4	-1	4
41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	31	\$101,800	2	5	0	7
17-2011	Aerospace Engineers	30	\$112,500	1	3	0	4
51-9032	Cutting and Slicing Machine Setters, Operators, and Tenders	30	\$36,700	2	5	0	7

Occupation Distribution by Target Sector - JOBS EQ Light Mfg. cont'd

37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	29	\$30,600	4	4	0	8
11-3031	Financial Managers	28	\$142,600	1	3	1	5
17-2199	Engineers, All Other	27	\$105,100	1	3	0	4
51-9041	Extruding, Forming, Pressing, and Compacting Machine Setters, Operators, and Tenders	26	\$38,000	2	4	0	6
13-1111	Management Analysts	26	\$98,400	2	3	0	5
51-6093	Upholsterers	26	\$33,300	2	3	0	5
51-4033	Grinding, Lapping, Polishing, and Buffing Machine Tool Setters, Operators, and Tenders, Metal and Plastic	25	\$34,000	2	4	0	5
49-9043	Maintenance Workers, Machinery	25	\$48,900	2	3	0	5
51-9141	Semiconductor Processing Technicians	24	\$44,200	2	4	0	6
47-2111	Electricians	24	\$57,200	2	4	0	6
51-9081	Dental Laboratory Technicians	24	\$53,200	2	4	1	7
15-1211	Computer Systems Analysts	24	\$97,700	1	3	0	3
51-9191	Adhesive Bonding Machine Operators and Tenders	23	\$35,000	2	5	0	6
51-9195	Molders, Shapers, and Casters, Except Metal and Plastic	23	\$35,100	2	3	0	5
11-2022	Sales Managers	23	\$128,900	1	3	0	4
13-1051	Cost Estimators	23	\$67,600	1	3	0	4
17-3098	Calibration Technologists and Technicians and Engineering Technologists and Technicians, Except Drafters, All Other	22	\$68,000	2	3	0	5
15-1244	Network and Computer Systems Administrators	22	\$82,600	1	2	0	3
11-3021	Computer and Information Systems Managers	22	\$137,100	1	3	0	4
41-1012	First-Line Supervisors of Non-Retail Sales Workers	22	\$86,800	1	3	0	4
51-4111	Tool and Die Makers	21	\$52,400	2	3	0	4
51-7021	Furniture Finishers	21	\$31,900	2	3	0	5
51-5111	Prepress Technicians and Workers	19	\$47,400	1	3	-1	3
13-2098	Financial and Investment Analysts, Financial Risk Specialists, and Financial Specialists, All Other	19	\$85,500	1	3	0	4
15-1232	Computer User Support Specialists	19	\$57,800	1	2	0	3
11-3061	Purchasing Managers	19	\$121,300	1	2	0	3
35-2014	Cooks, Restaurant	18	\$29,500	2	3	1	6
51-9051	Furnace, Kiln, Oven, Drier, and Kettle Operators and Tenders	18	\$39,300	2	2	0	4
51-4122	Welding, Soldering, and Brazing Machine Setters, Operators, and Tenders	17	\$40,300	1	3	0	3
13-1151	Training and Development Specialists	16	\$70,200	1	3	0	4
17-2061	Computer Hardware Engineers	16	\$106,000	1	2	0	2
43-6011	Executive Secretaries and Executive Administrative Assistants	16	\$63,300	2	2	-1	3
11-3013	Facilities Managers	15	\$106,000	1	2	0	3
27-1021	Commercial and Industrial Designers	15	\$63,800	1	2	0	3
45-4022	Logging Equipment Operators	15	\$35,200	1	4	0	5
49-2094	Electrical and Electronics Repairers, Commercial and Industrial Equipment	15	\$57,700	1	2	0	3
11-2021	Marketing Managers	14	\$162,700	1	2	0	3
49-9044	Millwrights	14	\$44,000	1	2	0	3
17-3013	Mechanical Drafters	14	\$56,500	1	2	0	3
11-1011	Chief Executives	14	\$177,600	1	1	0	2
45-4023	Log Graders and Scalers	13	\$41,000	1	3	0	4
49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	13	\$47,900	1	2	0	2

Occupation Distribution by Target Sector - JOBS EQ Light Mfg. cont'd

43-4171	Receptionists and Information Clerks	13	\$32,400	1	2	0	3
35-1012	First-Line Supervisors of Food Preparation and Serving Workers	13	\$38,800	1	3	0	4
51-7099	Woodworkers, All Other	13	\$38,100	2	2	0	3
51-9011	Chemical Equipment Operators and Tenders	12	\$43,700	1	2	0	3
41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	12	\$62,300	1	2	0	3
13-1041	Compliance Officers	12	\$78,400	1	2	0	2
51-2041	Structural Metal Fabricators and Fitters	12	\$38,100	1	2	0	2
19-4031	Chemical Technicians	12	\$41,000	1	2	0	3
49-9099	Installation, Maintenance, and Repair Workers, All Other	12	\$40,800	1	2	0	3
17-3027	Mechanical Engineering Technologists and Technicians	12	\$56,600	1	2	0	2
15-1212	Information Security Analysts	12	\$98,400	0	1	0	2
11-3121	Human Resources Managers	11	\$108,300	1	1	0	2
51-4023	Rolling Machine Setters, Operators, and Tenders, Metal and Plastic	11	\$47,500	1	2	0	2
51-9021	Crushing, Grinding, and Polishing Machine Setters, Operators, and Tenders	11	\$34,600	1	2	0	2
49-3011	Aircraft Mechanics and Service Technicians	11	\$67,700	1	1	0	2
19-2031	Chemists	10	\$84,000	0	2	0	2
51-4071	Foundry Mold and Coremakers	10	\$36,000	1	2	0	2
15-1299	Computer Occupations, All Other	10	\$81,500	0	1	0	2
51-6061	Textile Bleaching and Dyeing Machine Operators and Tenders	10	\$32,300	1	2	0	2
51-9083	Ophthalmic Laboratory Technicians	9	\$34,000	1	2	0	3
51-9071	Jewelers and Precious Stone and Metal Workers	9	\$42,100	1	1	0	2
19-5011	Occupational Health and Safety Specialists	9	\$66,800	0	1	0	1
33-9032	Security Guards	9	\$32,800	1	1	0	2
51-4193	Plating Machine Setters, Operators, and Tenders, Metal and Plastic	9	\$34,200	1	1	0	2
11-3071	Transportation, Storage, and Distribution Managers	9	\$101,400	0	1	0	1
15-2031	Operations Research Analysts	9	\$98,700	0	1	0	2
15-1251	Computer Programmers	9	\$106,400	0	1	0	1
49-9091	Coin, Vending, and Amusement Machine Servicers and Repairers	8	\$35,500	1	1	0	2
43-4151	Order Clerks	8	\$40,900	1	1	0	2
47-2061	Construction Laborers	8	\$29,500	1	1	0	2
51-6064	Textile Winding, Twisting, and Drawing Out Machine Setters, Operators, and Tenders	8	\$36,300	1	1	0	2
51-4034	Lathe and Turning Machine Tool Setters, Operators, and Tenders, Metal and Plastic	8	\$38,700	1	1	0	2
51-9162	Computer Numerically Controlled Tool Programmers	8	\$57,200	1	1	0	2
41-9031	Sales Engineers	8	\$130,500	0	1	0	2
41-2011	Cashiers	8	\$24,500	1	2	0	3
27-3042	Technical Writers	8	\$79,700	1	1	0	2
13-1121	Meeting, Convention, and Event Planners	8	\$46,700	1	1	0	2
41-1011	First-Line Supervisors of Retail Sales Workers	8	\$47,700	1	1	0	2
51-6091	Extruding and Forming Machine Setters, Operators, and Tenders, Synthetic and Glass Fibers	8	\$40,700	1	1	0	2
51-9022	Grinding and Polishing Workers, Hand	7	\$36,300	0	1	0	1
51-2031	Engine and Other Machine Assemblers	7	\$39,500	0	1	0	2

Occupation Distribution by Target Sector - JOBS EQ Light Mfg. cont'd

47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	7	\$60,400	0	1	0	1
51-4035	Milling and Planing Machine Setters, Operators, and Tenders, Metal and Plastic	7	\$35,300	1	1	0	1
51-2051	Fiberglass Laminators and Fabricators	7	\$32,500	1	1	0	2
17-2031	Bioengineers and Biomedical Engineers	7	\$93,000	0	1	0	1
17-3024	Electro-Mechanical and Mechatronics Technologists and Technicians	7	\$48,900	1	1	0	1
35-2021	Food Preparation Workers	7	\$26,500	1	1	0	3
43-3061	Procurement Clerks	7	\$47,500	0	1	0	1
53-7011	Conveyor Operators and Tenders	7	\$35,000	1	1	0	2
43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping	7	\$39,900	1	1	0	2
49-2091	Avionics Technicians	7	\$68,600	0	1	0	1
51-4022	Forging Machine Setters, Operators, and Tenders, Metal and Plastic	7	\$42,500	0	1	0	1
47-2211	Sheet Metal Workers	7	\$43,200	0	1	0	2
51-8021	Stationary Engineers and Boiler Operators	6	\$49,600	0	1	0	1
51-9031	Cutters and Trimmers, Hand	6	\$34,500	1	1	0	1
35-9031	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	6	\$24,400	1	2	0	3
51-2021	Coil Winders, Tapers, and Finishers	6	\$37,800	1	1	0	1
43-3021	Billing and Posting Clerks	6	\$38,700	1	1	0	1
49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	6	\$51,800	0	1	0	1
51-9123	Painting, Coating, and Decorating Workers	6	\$34,400	0	1	0	1
51-9082	Medical Appliance Technicians	6	\$47,300	1	1	0	2
45-1011	First-Line Supervisors of Farming, Fishing, and Forestry Workers	6	\$54,100	0	1	0	2
17-2131	Materials Engineers	6	\$94,500	0	1	0	1
35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	6	\$21,800	1	1	0	2
43-3051	Payroll and Timekeeping Clerks	6	\$47,500	1	1	0	1
35-9021	Dishwashers	6	\$22,300	1	1	0	2
51-4194	Tool Grinders, Filers, and Sharpeners	6	\$39,100	1	1	0	2
27-3031	Public Relations Specialists	6	\$65,800	0	1	0	1
43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	6	\$37,800	1	1	0	1
51-4199	Metal Workers and Plastic Workers, All Other	6	\$42,400	0	1	0	1
43-5032	Dispatchers, Except Police, Fire, and Ambulance	5	\$43,500	0	1	0	1
17-2041	Chemical Engineers	5	\$87,100	0	0	0	1
51-4032	Drilling and Boring Machine Tool Setters, Operators, and Tenders, Metal and Plastic	5	\$38,600	0	1	0	1
15-1245	Database Administrators and Architects	5	\$82,100	0	1	0	1
47-2152	Plumbers, Pipefitters, and Steamfitters	5	\$52,200	0	1	0	1
51-9194	Etchers and Engravers	5	\$38,400	1	1	0	1
41-9099	Sales and Related Workers, All Other	5	\$32,600	0	1	0	1
15-1231	Computer Network Support Specialists	5	\$61,600	0	1	0	1
49-9098	Helpers--Installation, Maintenance, and Repair Workers	5	\$35,500	1	1	0	1
13-2031	Budget Analysts	5	\$90,500	0	1	0	1
53-7061	Cleaners of Vehicles and Equipment	5	\$27,900	1	1	0	1
49-3042	Mobile Heavy Equipment Mechanics, Except Engines	5	\$47,700	0	1	0	1
15-1241	Computer Network Architects	5	\$116,700	0	1	0	1
43-4161	Human Resources Assistants, Except Payroll and Timekeeping	5	\$45,700	0	1	0	1
51-4191	Heat Treating Equipment Setters, Operators, and Tenders, Metal and Plastic	5	\$42,800	0	1	0	1

Occupation Distribution by Target Sector - JOBS EQ Light Mfg. cont'd

37-3011	Landscaping and Groundskeeping Workers	5	\$32,100	0	1	0	1
17-3021	Aerospace Engineering and Operations Technologists and Technicians	4	\$69,100	0	1	0	1
23-1011	Lawyers	4	\$148,900	0	0	0	1
17-3011	Architectural and Civil Drafters	4	\$52,300	0	1	0	1
51-9193	Cooling and Freezing Equipment Operators and Tenders	4	\$34,500	0	1	0	1
51-6062	Textile Cutting Machine Setters, Operators, and Tenders	4	\$25,800	0	0	0	1
47-2073	Operating Engineers and Other Construction Equipment Operators	4	\$41,600	0	1	0	1
51-9192	Cleaning, Washing, and Metal Pickling Equipment Operators and Tenders	4	\$36,700	1	1	0	1
51-6099	Textile, Apparel, and Furnishings Workers, All Other	4	\$34,400	0	1	0	1
39-7011	Tour Guides and Escorts	4	\$28,500	1	1	0	1
19-1032	Foresters	4	\$59,300	0	1	0	1
53-7021	Crane and Tower Operators	4	\$50,000	0	1	0	1
17-3012	Electrical and Electronics Drafters	4	\$64,100	0	1	0	1
51-4051	Metal-Refining Furnace Operators and Tenders	3	\$44,300	0	1	0	1
17-2111	Health and Safety Engineers, Except Mining Safety Engineers and Inspectors	3	\$86,000	0	0	0	1
15-1257	Web Developers and Digital Interface Designers	3	\$68,800	0	0	0	1
35-3041	Food Servers, Nonrestaurant	3	\$25,200	1	1	0	1
35-3023	Fast Food and Counter Workers	3	\$26,900	1	1	0	1
51-6063	Textile Knitting and Weaving Machine Setters, Operators, and Tenders	3	\$29,700	0	0	0	1
27-1022	Fashion Designers	3	\$86,000	0	0	0	1
13-1022	Wholesale and Retail Buyers, Except Farm Products	3	\$71,500	0	0	0	1
43-9199	Office and Administrative Support Workers, All Other	3	\$46,900	0	0	0	1
51-4052	Pourers and Casters, Metal	3	\$40,200	0	1	0	1
47-2044	Tile and Stone Setters	3	\$36,100	0	0	0	1
51-6092	Fabric and Apparel Patternmakers	3	\$50,800	0	1	0	1
19-1012	Food Scientists and Technologists	3	\$57,900	0	1	0	1
51-6042	Shoe Machine Operators and Tenders	3	\$31,900	0	1	0	1
51-6051	Sewers, Hand	3	\$25,100	1	0	0	1
19-4013	Food Science Technicians	3	\$36,200	0	1	0	1
11-9121	Natural Sciences Managers	3	\$121,800	0	0	0	1
35-1011	Chefs and Head Cooks	3	\$50,700	0	1	0	1
43-9031	Desktop Publishers	3	\$63,700	0	0	0	1
51-8091	Chemical Plant and System Operators	3	\$51,300	0	0	0	1
43-9021	Data Entry Keyers	3	\$36,500	0	0	0	0
13-1141	Compensation, Benefits, and Job Analysis Specialists	3	\$69,900	0	0	0	1
47-3012	Helpers--Carpenters	2	\$29,600	0	1	0	1
19-1042	Medical Scientists, Except Epidemiologists	2	\$72,700	0	0	0	0
19-4099	Life, Physical, and Social Science Technicians, All Other	2	\$53,300	0	0	0	1
17-3019	Drafters, All Other	2	\$49,000	0	0	0	0
47-2141	Painters, Construction and Maintenance	2	\$34,500	0	0	0	0
47-2051	Cement Masons and Concrete Finishers	2	\$40,400	0	0	0	0
17-2051	Civil Engineers	2	\$95,900	0	0	0	0
19-5012	Occupational Health and Safety Technicians	2	\$47,300	0	0	0	0
51-3099	Food Processing Workers, All Other	2	\$35,900	0	0	0	0
43-3011	Bill and Account Collectors	2	\$41,100	0	0	0	0
11-3131	Training and Development Managers	2	\$140,600	0	0	0	0

Occupation Distribution by Target Sector - JOBS EQ Light Mfg. cont'd

19-1021	Biochemists and Biophysicists	2	\$52,300	0	0	0	0
51-4192	Layout Workers, Metal and Plastic	2	\$48,400	0	0	0	0
15-1221	Computer and Information Research Scientists	2	\$153,800	0	0	0	0
19-1022	Microbiologists	2	\$65,200	0	0	0	0
51-4062	Patternmakers, Metal and Plastic	2	\$48,300	0	0	0	0
19-4051	Nuclear Technicians	2	\$62,200	0	0	0	0
19-2032	Materials Scientists	2	\$92,800	0	0	0	0
35-2015	Cooks, Short Order	2	\$28,400	0	0	0	1
19-4021	Biological Technicians	2	\$50,400	0	0	0	0
49-3023	Automotive Service Technicians and Mechanics	2	\$50,200	0	0	0	0
47-2121	Glaziers	2	\$35,600	0	0	0	0
43-4071	File Clerks	2	\$35,700	0	0	0	0
51-7031	Model Makers, Wood	2	\$56,300	0	0	0	0
45-4029	Logging Workers, All Other	1	\$37,500	0	0	0	0
17-2161	Nuclear Engineers	1	\$86,100	0	0	0	0
51-4061	Model Makers, Metal and Plastic	1	\$53,100	0	0	0	0
11-9051	Food Service Managers	1	\$67,500	0	0	0	0
13-2041	Credit Analysts	1	\$71,200	0	0	0	0
19-2099	Physical Scientists, All Other	1	\$104,600	0	0	0	0
51-3022	Meat, Poultry, and Fish Cutters and Trimmers	1	\$26,300	0	0	0	0
27-1011	Art Directors	1	\$84,200	0	0	0	0
13-1021	Buyers and Purchasing Agents, Farm Products	1	\$69,900	0	0	0	0
23-2011	Paralegals and Legal Assistants	1	\$61,900	0	0	0	0
47-5022	Excavating and Loading Machine and Dragline Operators, Surface Mining	1	\$40,300	0	0	0	0
29-2091	Orthotists and Prosthetists	1	\$78,900	0	0	0	0
51-6021	Pressers, Textile, Garment, and Related Materials	1	\$19,800	0	0	0	0
49-2092	Electric Motor, Power Tool, and Related Repairers	1	\$49,800	0	0	0	0
51-3091	Food and Tobacco Roasting, Baking, and Drying Machine Operators and Tenders	1	\$35,800	0	0	0	0
43-9071	Office Machine Operators, Except Computer	1	\$40,500	0	0	0	0
45-4021	Fallers	1	\$33,600	0	0	0	0
51-8031	Water and Wastewater Treatment Plant and System Operators	1	\$47,900	0	0	0	0
17-2081	Environmental Engineers	1	\$80,300	0	0	0	0
49-9062	Medical Equipment Repairers	1	\$59,800	0	0	0	0
47-2221	Structural Iron and Steel Workers	1	\$50,400	0	0	0	0
53-6051	Transportation Inspectors	1	\$88,900	0	0	0	0
51-6052	Tailors, Dressmakers, and Custom Sewers	1	\$35,000	0	0	0	0
27-1019	Artists and Related Workers, All Other	1	\$66,500	0	0	0	0
29-1141	Registered Nurses	1	\$75,900	0	0	0	0
47-2081	Drywall and Ceiling Tile Installers	1	\$22,700	0	0	0	0
19-2012	Physicists	1	\$71,900	0	0	0	0
53-2012	Commercial Pilots	1	\$134,200	0	0	0	0
11-2033	Fundraising Managers	1	\$148,800	0	0	0	0
49-9012	Control and Valve Installers and Repairers, Except Mechanical Door	1	\$56,000	0	0	0	0
51-8099	Plant and System Operators, All Other	1	\$63,200	0	0	0	0
45-2099	Agricultural Workers, All Other	1	\$44,500	0	0	0	0
11-9021	Construction Managers	1	\$85,000	0	0	0	0
47-2181	Roofers	1	\$33,700	0	0	0	0
17-3025	Environmental Engineering Technologists and Technicians	1	\$53,000	0	0	0	0

Occupation Distribution by Target Sector - JOBS EQ Light Mfg. cont'd

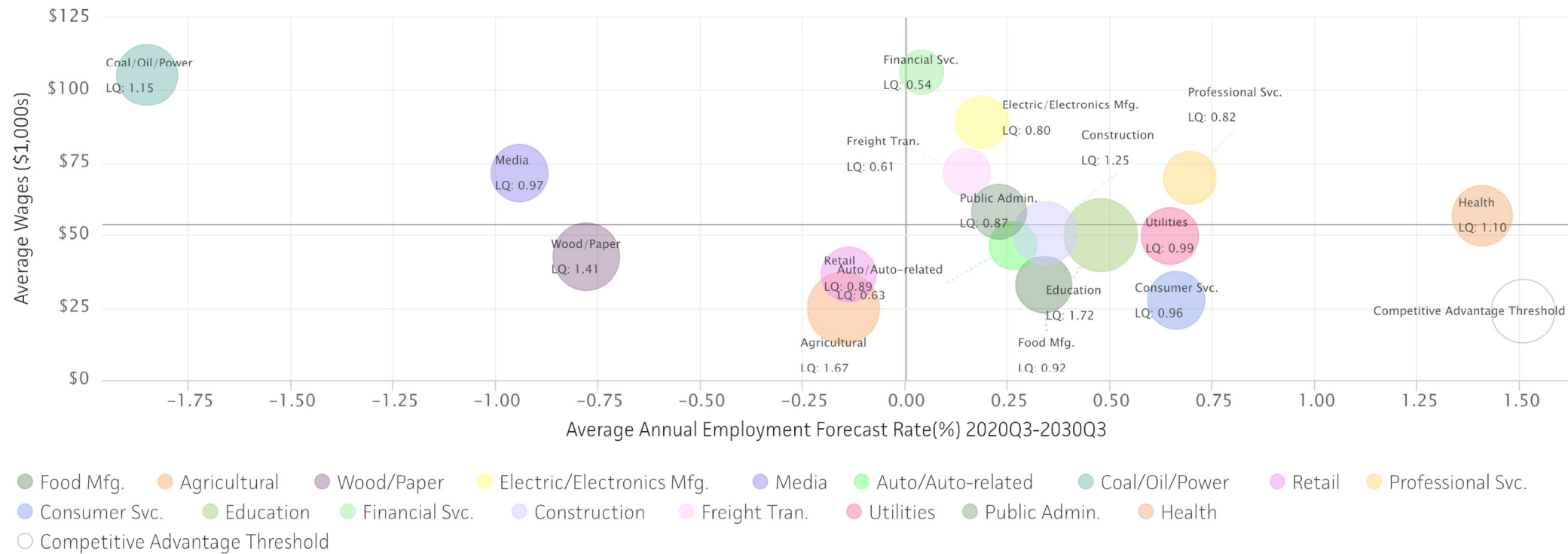
47-4099	Construction and Related Workers, All Other	1	\$42,700	0	0	0	0
33-2011	Firefighters	1	\$70,600	0	0	0	0
27-1025	Interior Designers	1	\$47,200	0	0	0	0
51-3093	Food Cooking Machine Operators and Tenders	1	\$33,600	0	0	0	0
15-2041	Statisticians	1	\$96,700	0	0	0	0
53-7041	Hoist and Winch Operators	1	\$39,000	0	0	0	0
35-2019	Cooks, All Other	1	\$36,900	0	0	0	0
53-7199	Material Moving Workers, All Other	1	\$47,000	0	0	0	0
53-7121	Tank Car, Truck, and Ship Loaders	1	\$42,400	0	0	0	0
27-1029	Designers, All Other	1	\$71,600	0	0	0	0
43-4199	Information and Record Clerks, All Other	1	\$38,200	0	0	0	0
49-2093	Electrical and Electronics Installers and Repairers, Transportation Equipment	1	\$69,500	0	0	0	0
45-2091	Agricultural Equipment Operators	1	\$34,100	0	0	0	0
49-9069	Precision Instrument and Equipment Repairers, All Other	1	\$51,200	0	0	0	0
37-2012	Maids and Housekeeping Cleaners	1	\$26,200	0	0	0	0
27-3041	Editors	1	\$78,300	0	0	0	0
19-4042	Environmental Science and Protection Technicians, Including Health	1	\$52,900	0	0	0	0
51-2061	Timing Device Assemblers and Adjusters	1	\$36,200	0	0	0	0
49-2011	Computer, Automated Teller, and Office Machine Repairers	1	\$42,300	0	0	0	0
19-2041	Environmental Scientists and Specialists, Including Health	1	\$99,800	0	0	0	0
35-2011	Cooks, Fast Food	1	\$18,500	0	0	0	0
27-1014	Special Effects Artists and Animators	1	\$69,100	0	0	0	0
19-1099	Life Scientists, All Other	1	\$57,300	0	0	0	0
41-2022	Parts Salespersons	1	\$36,600	0	0	0	0
11-2011	Advertising and Promotions Managers	1	\$117,000	0	0	0	0
43-2011	Switchboard Operators, Including Answering Service	1	\$33,200	0	0	0	0
11-9013	Farmers, Ranchers, and Other Agricultural Managers	1	\$105,400	0	0	0	0
47-2022	Stonemasons	1	\$42,600	0	0	0	0
37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	1	\$42,000	0	0	0	0
15-2098	Data Scientists and Mathematical Science Occupations, All Other	1	\$95,900	0	0	0	0
29-2031	Cardiovascular Technologists and Technicians	1	\$45,300	0	0	0	0
27-1013	Fine Artists, Including Painters, Sculptors, and Illustrators	1	\$57,100	0	0	0	0
27-1012	Craft Artists	1	\$40,600	0	0	0	0
49-3041	Farm Equipment Mechanics and Service Technicians	1	\$38,300	0	0	0	0
35-2012	Cooks, Institution and Cafeteria	1	\$27,000	0	0	0	0
11-3111	Compensation and Benefits Managers	1	\$137,400	0	0	0	0
	Total	8,565	n/a	627	1,245	-30	1,841
Source: JobsEQ®							
Data as of 2020Q3 except wages which are as of 2019. Note that occupation-by-industry wages represent adjusted national data and may not be consistent with regional, all-industry occupation wages shown elsewhere in JobsEQ.							
Note: Figures may not sum due to rounding.							
Exported on: Thursday, April 1, 2021 9:02 AM							

Region 9 Business Announcements or Expansions (2018-2020) Source: VEDP*

GO Va ID	Company Name	Headquarters	Locality	NAICS	Business Description	Month Announced	New (N) /	New Jobs	Investment (\$M)
Region 9	PointOne Developments Ltd.	Y	Fauquier	518210	Real estate data center	May 2019	N	72	265
Region 9	Thermtest, Inc.	Y	Charlottesville	541380	Thermal analysis testing & service and device	December 2020	N	3	0.3
Region 9	WillowTree, Inc.		Albemarle	541511	Mobile Application	August 2018	E	200	12.3
Region 9	Potter's Craft Cider		Albemarle	312130	Cidery	January 2019	E	12	1.56
Region 9	Castle Hill Gaming		Albemarle	541511	Software developer of gaming solutions	June 2019	E	106	1.306
Region 9	Custom Ink, LLC		Albemarle	323113	Manufactures custom-designed apparel	July 2019	E	80	3.1
Region 9	Afton Scientific		Albemarle	325412	Pharmaceutical contract manufacturing	February 2021	E	20	0.5
Region 9	ChartIQ		Charlottesville	511210	Fintech startup focused on delivering the software solutions to institutional banks,	February 2019	E	30	0
Region 9	Dexcom Inc.		Charlottesville	325413	Provider of continuous glucose monitoring	January 2020	N	0	0.5
Region 9	CoStar Group		Charlottesville	531390	Research and software development center	January 2020	E	0	0.5
Region 9	Convergent Technologies Group		Fauquier	518210	Data center	December 2020	E	0	1200
Region 9	Silk City Printing		Fluvanna	323113	Produces branded, silkscreened apparel for	October 2020	N	93	5.65
Region 9	Klockner Pentaplast of America		Louisa	326113	Global leader in recycled content products	November 2020	E	28	19.54008
Region 9	Virginia Sparkling Company		Nelson	312130	Produces sparkling wine	October 2019	N	6	0.59
Region 9	Aquaphalt		Orange	324121	Manufactures cold-patch asphalt repair	September 2018	E	0	2.3
								650	1513.14608

*No closings reported for the same time period.

Industry Clusters for GoVirginia - Region 9 as of 2020Q3



Source: JobsEQ®, Data as of 2020Q3



Economic Overview

GO Virginia Region 9

Report pulled on July 27, 2021



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Demographic Profile

The population in the Piedmont Workforce Network (WDA 6) was 428,872 per American Community Survey data for 2015-2019.

The region has a civilian labor force of 219,928 with a participation rate of 63.2%. Of individuals 25 to 64 in the Piedmont Workforce Network (WDA 6), 38.7% have a bachelor's degree or higher which compares with 33.5% in the nation.

The median household income in the Piedmont Workforce Network (WDA 6) is \$75,999 and the median house value is \$305,416.

Summary¹

	Percent			Value		
	Piedmont Workforce Network (WDA 6)	Virginia	USA	Piedmont Workforce Network (WDA 6)	Virginia	USA
Demographics						
Population (ACS)	—	—	—	428,872	8,454,463	324,697,795
Male	48.7%	49.2%	49.2%	208,749	4,159,173	159,886,919
Female	51.3%	50.8%	50.8%	220,123	4,295,290	164,810,876
Median Age ²	—	—	—	40.5	38.2	38.1
Under 18 Years	21.0%	22.1%	22.6%	90,164	1,865,699	73,429,392
18 to 24 Years	9.9%	9.6%	9.4%	42,523	811,878	30,646,327
25 to 34 Years	12.5%	13.9%	13.9%	53,798	1,174,091	45,030,415
35 to 44 Years	12.0%	13.0%	12.6%	51,616	1,100,460	40,978,831
45 to 54 Years	13.1%	13.5%	13.0%	56,089	1,139,236	42,072,620
55 to 64 Years	13.9%	12.9%	12.9%	59,706	1,091,153	41,756,414
65 to 74 Years	10.4%	9.0%	9.1%	44,583	756,712	29,542,266
75 Years, and Over	7.1%	6.1%	6.5%	30,393	515,234	21,241,530
Race: White	80.9%	67.6%	72.5%	346,914	5,717,617	235,377,662
Race: Black or African American	11.6%	19.2%	12.7%	49,826	1,621,592	41,234,642
Race: American Indian and Alaska Native	0.3%	0.3%	0.8%	1,226	23,873	2,750,143
Race: Asian	2.9%	6.4%	5.5%	12,322	541,133	17,924,209
Race: Native Hawaiian and Other Pacific Islander	0.0%	0.1%	0.2%	191	6,179	599,868
Race: Some Other Race	1.3%	2.6%	4.9%	5,555	223,794	16,047,369
Race: Two or More Races	3.0%	3.8%	3.3%	12,838	320,275	10,763,902
Hispanic or Latino (of any race)	6.1%	9.4%	18.0%	26,281	792,001	58,479,370
Population Growth						
Population (Pop Estimates) ⁴	—	—	—	441,239	8,590,563	329,484,123
Population Annual Average Growth ⁴	0.9%	0.7%	0.6%	3,952	56,656	2,015,698
People per Square Mile	—	—	—	106.9	216.1	92.9
Economic						
Labor Force Participation Rate and Size (civilian population 16 years and over)	63.2%	65.2%	63.2%	219,928	4,356,868	163,555,585
Prime-Age Labor Force Participation Rate and Size (civilian population 25-54)	83.4%	83.6%	82.1%	134,119	2,788,406	104,634,905
Armed Forces Labor Force	0.2%	1.8%	0.4%	863	120,385	1,073,907
Veterans, Age 18-64	5.9%	8.1%	4.6%	15,442	420,632	9,143,042
Veterans Labor Force Participation Rate and Size, Age 18-64	80.9%	83.0%	76.6%	12,487	348,936	7,003,778
Median Household Income ²	—	—	—	\$75,999	\$74,222	\$62,843
Per Capita Income	—	—	—	\$39,028	\$39,278	\$34,103
Mean Commute Time (minutes)	—	—	—	30.8	28.7	26.9

Summary¹

	Percent			Value		
	Piedmont Workforce Network (WDA 6)	Virginia	USA	Piedmont Workforce Network (WDA 6)	Virginia	USA
Commute via Public Transportation	2.0%	4.4%	5.0%	4,257	184,534	7,641,160
Educational Attainment, Age 25-64						
No High School Diploma	9.1%	8.7%	10.9%	20,229	392,543	18,550,150
High School Graduate	25.0%	22.9%	25.7%	55,347	1,029,408	43,627,868
Some College, No Degree	19.9%	19.4%	20.7%	43,981	874,977	35,174,790
Associate's Degree	7.3%	8.3%	9.1%	16,104	374,819	15,526,064
Bachelor's Degree	22.4%	23.6%	21.2%	49,452	1,062,466	35,997,848
Postgraduate Degree	16.3%	17.1%	12.3%	36,096	770,727	20,961,560
Housing						
Total Housing Units	—	—	—	183,837	3,514,032	137,428,986
Median House Value (of owner-occupied units) ²	—	—	—	\$305,416	\$273,100	\$217,500
Homeowner Vacancy	1.7%	1.5%	1.6%	1,908	31,732	1,257,737
Rental Vacancy	3.7%	5.4%	6.0%	1,873	62,285	2,793,023
Renter-Occupied Housing Units (% of Occupied Units)	30.0%	33.7%	36.0%	48,245	1,063,334	43,481,667
Occupied Housing Units with No Vehicle Available (% of Occupied Units)	4.6%	6.1%	8.6%	7,339	192,193	10,395,713
Social						
Poverty Level (of all people)	9.9%	10.6%	13.4%	40,746	865,691	42,510,843
Households Receiving Food Stamps/SNAP	6.3%	8.2%	11.7%	10,175	259,639	14,171,567
Enrolled in Grade 12 (% of total population)	1.3%	1.4%	1.4%	5,426	114,768	4,422,344
Disconnected Youth ³	1.6%	1.5%	2.5%	395	6,725	423,273
Children in Single Parent Families (% of all children)	27.9%	31.0%	34.1%	23,730	549,076	23,790,005
Uninsured	8.6%	8.6%	8.8%	36,220	707,960	28,248,613
With a Disability, Age 18-64	8.6%	9.5%	10.3%	22,313	486,156	20,187,604
With a Disability, Age 18-64, Labor Force Participation Rate and Size	45.4%	45.0%	42.2%	10,130	218,843	8,509,463
Foreign Born	7.4%	12.4%	13.6%	31,797	1,051,559	44,011,870
Speak English Less Than Very Well (population 5 yrs and over)	3.5%	5.9%	8.4%	14,023	471,645	25,615,365

Source: [JobsEQ®](#)

1. American Community Survey 2015-2019, unless noted otherwise

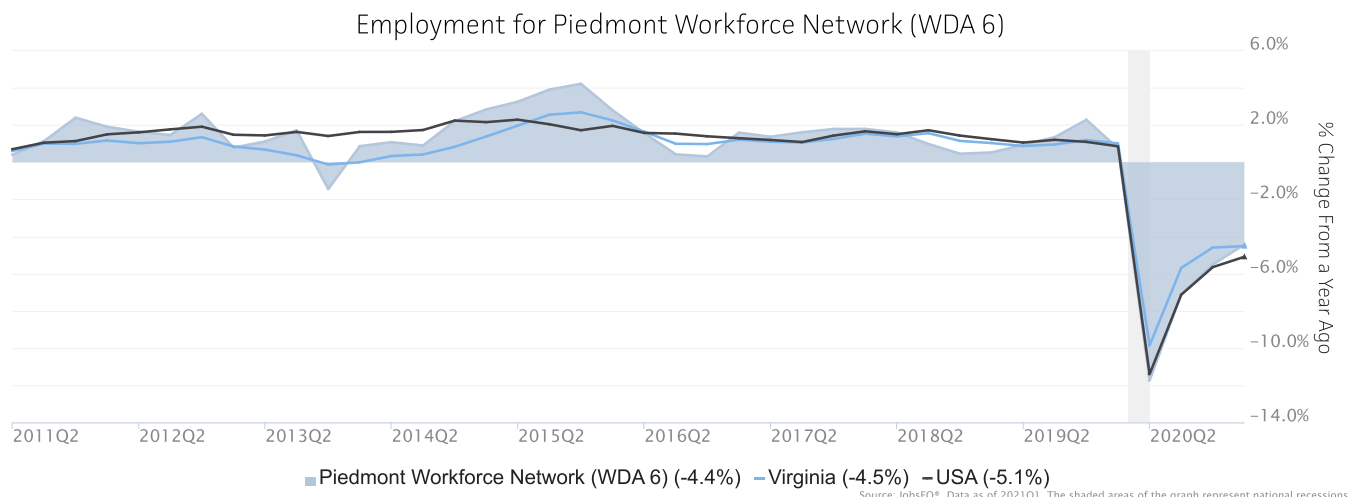
2. Median values for certain aggregate regions (such as MSAs) may be estimated as the weighted averages of the median values from the composing counties.

3. Disconnected Youth are 16-19 year olds who are (1) not in school, (2) not high school graduates, and (3) either unemployed or not in the labor force.

4. Census 2020, annual average growth rate since 2010

Employment Trends

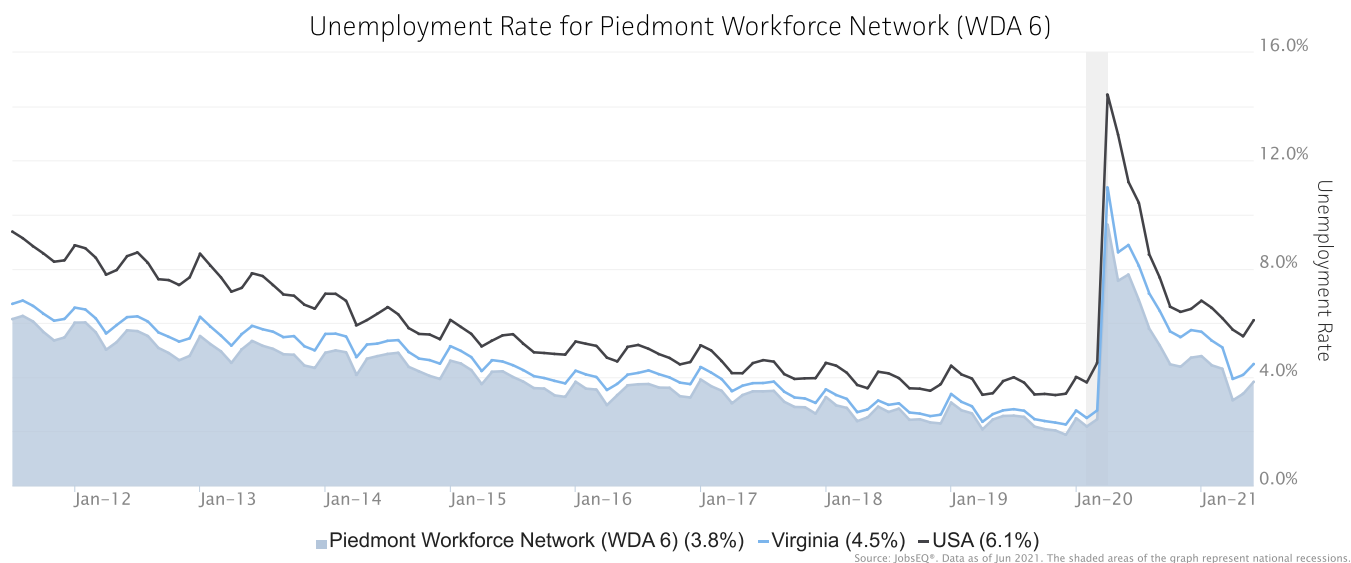
As of 2021Q1, total employment for the Piedmont Workforce Network (WDA 6) was 177,071 (based on a four-quarter moving average). Over the year ending 2021Q1, employment declined 4.4% in the region.



Employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and imputed where necessary. Data are updated through 2020Q4 with preliminary estimates updated to 2021Q1.

Unemployment Rate

The unemployment rate for the Piedmont Workforce Network (WDA 6) was 3.8% as of June 2021. The regional unemployment rate was lower than the national rate of 6.1%. One year earlier, in June 2020, the unemployment rate in the Piedmont Workforce Network (WDA 6) was 7.8%.

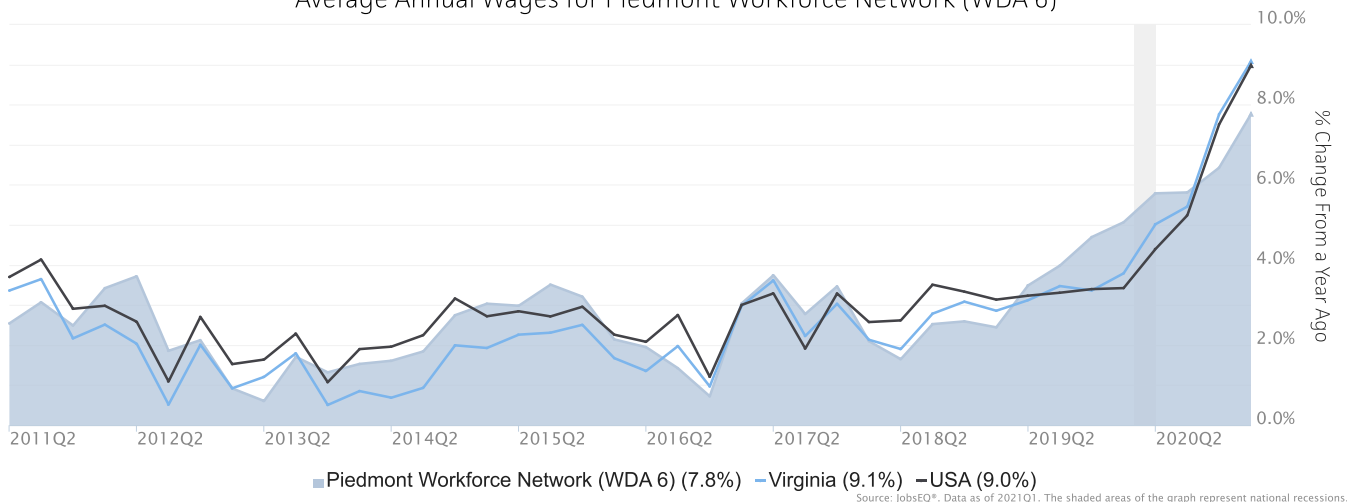


Unemployment rate data are from the Local Area Unemployment Statistics, provided by the Bureau of Labor Statistics and updated through June 2021.

Wage Trends

The average worker in the Piedmont Workforce Network (WDA 6) earned annual wages of \$55,794 as of 2021Q1. Average annual wages per worker increased 7.8% in the region over the preceding four quarters. For comparison purposes, annual average wages were \$63,393 in the nation as of 2021Q1.

Average Annual Wages for Piedmont Workforce Network (WDA 6)



Annual average wages per worker data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and imputed where necessary. Data are updated through 2020Q4 with preliminary estimates updated to 2021Q1.

Cost of Living Index

The Cost of Living Index estimates the relative price levels for consumer goods and services. When applied to wages and salaries, the result is a measure of relative purchasing power. The cost of living is 18.3% higher in Piedmont Workforce Network (WDA 6) than the U.S. average.

Cost of Living Information

	Annual Average Salary	Cost of Living Index (Base US)	US Purchasing Power
Piedmont Workforce Network (WDA 6)	\$55,794	118.3	\$47,162
Virginia	\$64,488	115.3	\$55,947
USA	\$63,393	100.0	\$63,393

Source: [JobsEQ®](http://www.chmuraecon.com/jobseq)

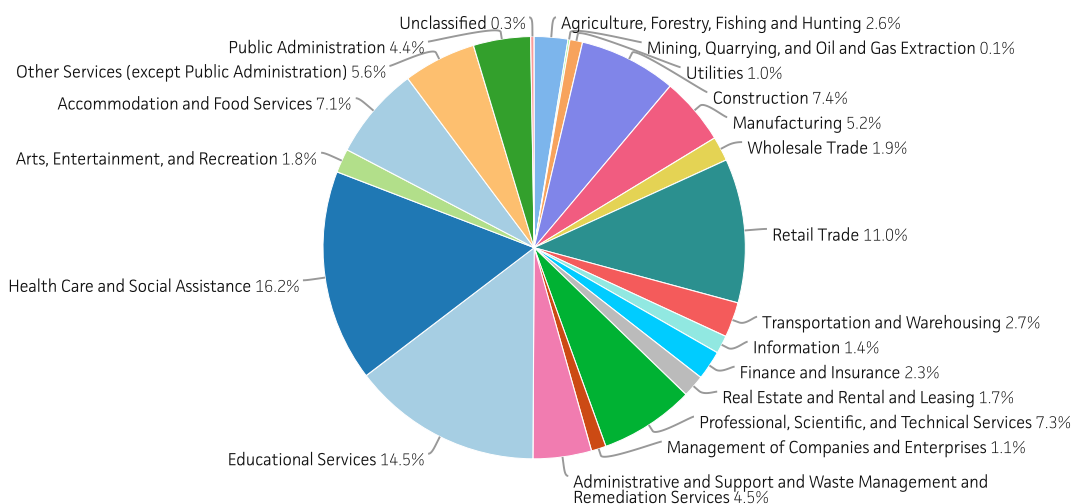
Data as of 2021Q1

Cost of Living per C2ER, data as of 2021Q1, imputed by Chmura where necessary.

Industry Snapshot

The largest sector in the Piedmont Workforce Network (WDA 6) is Health Care and Social Assistance, employing 28,688 workers. The next-largest sectors in the region are Educational Services (25,751 workers) and Retail Trade (19,530). High location quotients (LQs) indicate sectors in which a region has high concentrations of employment compared to the national average. The sectors with the largest LQs in the region are Agriculture, Forestry, Fishing and Hunting (LQ = 1.80), Utilities (1.80), and Educational Services (1.78).

Total Workers for Piedmont Workforce Network (WDA 6) by Industry



Source: JobsEQ®, Data as of 2021Q1

Employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and imputed where necessary. Data are updated through 2020Q4 with preliminary estimates updated to 2021Q1.

Sectors in the Piedmont Workforce Network (WDA 6) with the highest average wages per worker are Finance and Insurance (\$107,248), Utilities (\$99,002), and Management of Companies and Enterprises (\$93,983). Regional sectors with the best job growth (or most moderate job losses) over the last 5 years are Professional, Scientific, and Technical Services (+1,008 jobs), Health Care and Social Assistance (+644), and Public Administration (+461).

Over the next 2 years, employment in the Piedmont Workforce Network (WDA 6) is projected to expand by 1,808 jobs. The fastest growing sector in the region is expected to be Health Care and Social Assistance with a +1.4% year-over-year rate of growth. The strongest forecast by number of jobs over this period is expected for Health Care and Social Assistance (+803 jobs), Educational Services (+226), and Professional, Scientific, and Technical Services (+224).

NAICS	Industry	Empl	Current	LQ	5-Year History		Total Demand	2-Year Forecast		Empl Growth	Ann % Growth
			Avg Ann Wages		Empl Change	Ann %		Exits	Transfers		
62	Health Care and Social Assistance	28,688	\$60,101	1.09	644	0.5%	6,265	2,686	2,776	803	1.4%
61	Educational Services	25,751	\$54,639	1.78	119	0.1%	5,003	2,298	2,479	226	0.4%
44	Retail Trade	19,530	\$33,655	1.06	-745	-0.7%	5,172	2,302	2,907	-38	-0.1%
23	Construction	13,182	\$52,715	1.25	3	0.0%	2,702	930	1,662	109	0.4%
54	Professional, Scientific, and Technical Services	12,863	\$84,468	1.01	1,008	1.6%	2,437	823	1,390	224	0.9%
72	Accommodation and Food Services	12,597	\$22,059	0.98	-3,568	-4.9%	4,248	1,810	2,280	157	0.6%
81	Other Services (except Public Administration)	9,848	\$41,134	1.30	-158	-0.3%	2,371	1,028	1,226	117	0.6%
31	Manufacturing	9,160	\$56,090	0.62	32	0.1%	1,896	703	1,204	-11	-0.1%
56	Administrative and Support and Waste Management and Remediation Services	7,922	\$42,032	0.71	-703	-1.7%	1,930	776	1,058	96	0.6%
92	Public Administration	7,761	\$59,278	0.87	461	1.2%	1,464	604	821	39	0.3%
48	Transportation and Warehousing	4,777	\$58,555	0.55	453	2.0%	1,079	434	587	58	0.6%
11	Agriculture, Forestry, Fishing and Hunting	4,565	\$27,964	1.80	-341	-1.4%	973	420	567	-14	-0.2%
52	Finance and Insurance	3,986	\$107,248	0.53	246	1.3%	743	282	462	-1	0.0%
42	Wholesale Trade	3,316	\$64,125	0.49	31	0.2%	691	262	434	-5	-0.1%
71	Arts, Entertainment, and Recreation	3,264	\$33,663	1.22	-1,097	-5.6%	998	414	511	73	1.1%
53	Real Estate and Rental and Leasing	2,991	\$54,016	0.97	-114	-0.7%	606	275	329	2	0.0%
51	Information	2,441	\$78,115	0.70	-819	-5.6%	425	169	298	-42	-0.9%
55	Management of Companies and Enterprises	1,990	\$93,983	0.72	-189	-1.8%	382	133	227	22	0.5%
22	Utilities	1,737	\$99,002	1.80	-161	-1.8%	250	112	197	-58	-1.7%
99	Unclassified	457	\$40,537	2.48	147	8.1%	107	44	60	4	0.4%
21	Mining, Quarrying, and Oil and Gas Extraction	244	\$68,316	0.39	-28	-2.1%	54	16	34	4	0.7%
Total - All Industries		177,071	\$55,794	1.00	-4,779	-0.5%	40,538	16,558	22,171	1,808	0.5%

Source: [JobsEQ®](#)

Employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and imputed where necessary. Data are updated through 2020Q4 with preliminary estimates updated to 2021Q1. Forecast employment growth uses national projections adapted for regional growth patterns.

Occupation Snapshot

The largest major occupation group in the Piedmont Workforce Network (WDA 6) is Office and Administrative Support Occupations, employing 19,833 workers. The next-largest occupation groups in the region are Sales and Related Occupations (16,015 workers) and Educational Instruction and Library Occupations (15,179). High location quotients (LQs) indicate occupation groups in which a region has high concentrations of employment compared to the national average. The major groups with the largest LQs in the region are Educational Instruction and Library Occupations (LQ = 1.54), Farming, Fishing, and Forestry Occupations (1.42), and Life, Physical, and Social Science Occupations (1.28).

Occupation groups in the Piedmont Workforce Network (WDA 6) with the highest average wages per worker are Management Occupations (\$113,700), Legal Occupations (\$100,800), and Computer and Mathematical Occupations (\$92,900). The unemployment rate in the region varied among the major groups from 2.2% among Legal Occupations to 12.7% among Food Preparation and Serving Related Occupations.

Over the next 2 years, the fastest growing occupation group in the Piedmont Workforce Network (WDA 6) is expected to be Healthcare Support Occupations with a +2.1% year-over-year rate of growth. The strongest forecast by number of jobs over this period is expected for Healthcare Support Occupations (+365 jobs) and Healthcare Practitioners and Technical Occupations (+205). Over the same period, the highest separation demand (occupation demand due to retirements and workers moving from one occupation to another) is expected in Office and Administrative Support Occupations (4,559 jobs) and Sales and Related Occupations (4,540).

Piedmont Workforce Network (WDA 6), 2021Q1¹

SOC	Occupation	Empl	Mean Ann Wages ²	Current			5-Year History			Total Demand	2-Year Forecast			Ann % Growth
				LQ	Unempl	Unempl Rate	Online Job Ads ³	Empl Change	Ann %		Exits	Transfers	Empl Growth	
43- 0000	Office and Administrative Support	19,833	\$41,100	0.88	1,199	5.0%	1,016	-1,070	-1.0%	4,411	1,928	2,631	-148	-0.4%
41- 0000	Sales and Related	16,015	\$42,300	0.95	1,390	7.4%	1,813	-1,292	-1.5%	4,499	1,824	2,716	-40	-0.1%
25- 0000	Educational Instruction and Library	15,179	\$62,800	1.54	870	5.6%	1,137	-222	-0.3%	2,948	1,258	1,494	197	0.6%
35- 0000	Food Preparation and Serving Related	12,560	\$27,300	0.99	1,990	12.7%	1,461	-2,575	-3.7%	4,659	1,815	2,641	203	0.8%
29- 0000	Healthcare Practitioners and Technical	12,340	\$80,900	1.17	300	2.4%	1,853	273	0.4%	1,631	662	764	205	0.8%
11- 0000	Management	12,272	\$113,700	1.02	353	2.7%	958	156	0.3%	2,185	746	1,350	90	0.4%
53- 0000	Transportation and Material Moving	11,459	\$36,600	0.75	1,075	7.2%	1,070	58	0.1%	3,076	1,114	1,842	120	0.5%
13- 0000	Business and Financial Operations	9,950	\$79,300	0.95	384	3.4%	572	724	1.5%	2,077	565	1,386	126	0.6%
47- 0000	Construction and Extraction	9,630	\$45,700	1.16	736	6.5%	411	-65	-0.1%	2,251	632	1,527	91	0.5%
31- 0000	Healthcare Support	8,668	\$29,900	1.08	437	4.6%	654	503	1.2%	2,680	1,101	1,214	365	2.1%
37- 0000	Building and Grounds Cleaning and Maintenance	7,110	\$31,700	1.24	568	7.2%	481	-499	-1.3%	2,013	798	1,111	104	0.7%
51- 0000	Production	6,487	\$42,100	0.63	439	5.5%	261	-456	-1.3%	1,453	515	972	-34	-0.3%
49- 0000	Installation, Maintenance, and Repair	6,361	\$49,000	0.93	366	4.5%	698	-276	-0.8%	1,303	403	853	47	0.4%
15- 0000	Computer and Mathematical	5,684	\$92,900	1.01	156	2.4%	1,034	276	1.0%	1,015	196	677	142	1.2%
39- 0000	Personal Care and Service	4,877	\$32,600	1.12	735	11.7%	251	-607	-2.3%	1,653	679	875	99	1.0%
21- 0000	Community and Social Service	3,748	\$50,600	1.17	89	2.3%	431	122	0.7%	991	286	572	132	1.7%

Piedmont Workforce Network (WDA 6), 2021Q1¹

SOC	Occupation	Empl	Mean Ann Wages ²	Current			5-Year History			Total Demand	2-Year Forecast			Ann % Growth
				LQ	Unempl	Unempl Rate	Online Job Ads ³	Empl Change	Ann %		Exits	Transfers	Empl Growth	
27- 0000	Arts, Design, Entertainment, Sports, and Media	3,638	\$62,800	1.17	352	8.6%	202	-117	-0.6%	820	292	515	13	0.2%
33- 0000	Protective Service	3,443	\$47,600	0.90	212	4.8%	301	37	0.2%	737	306	410	21	0.3%
17- 0000	Architecture and Engineering	2,579	\$87,100	0.84	88	2.9%	177	12	0.1%	401	121	278	2	0.0%
19- 0000	Life, Physical, and Social Science	2,103	\$70,500	1.28	88	3.9%	270	177	1.8%	411	89	318	4	0.1%
45- 0000	Farming, Fishing, and Forestry	1,706	\$34,700	1.42	97	6.3%	23	-19	-0.2%	562	136	421	5	0.2%
23- 0000	Legal	1,431	\$100,800	0.92	34	2.2%	26	81	1.2%	213	76	124	14	0.5%
Total - All Occupations		177,071	\$55,000	1.00	11,958	5.8%	15,102	-4,779	-0.5%	42,040	15,542	24,689	1,808	0.5%

Source: [JobsEQ®](#)

Data as of 2021Q1 unless noted otherwise

Note: Figures may not sum due to rounding.

1. Data based on a four-quarter moving average unless noted otherwise.

2. Wage data are as of 2020 and represent the average for all Covered Employment

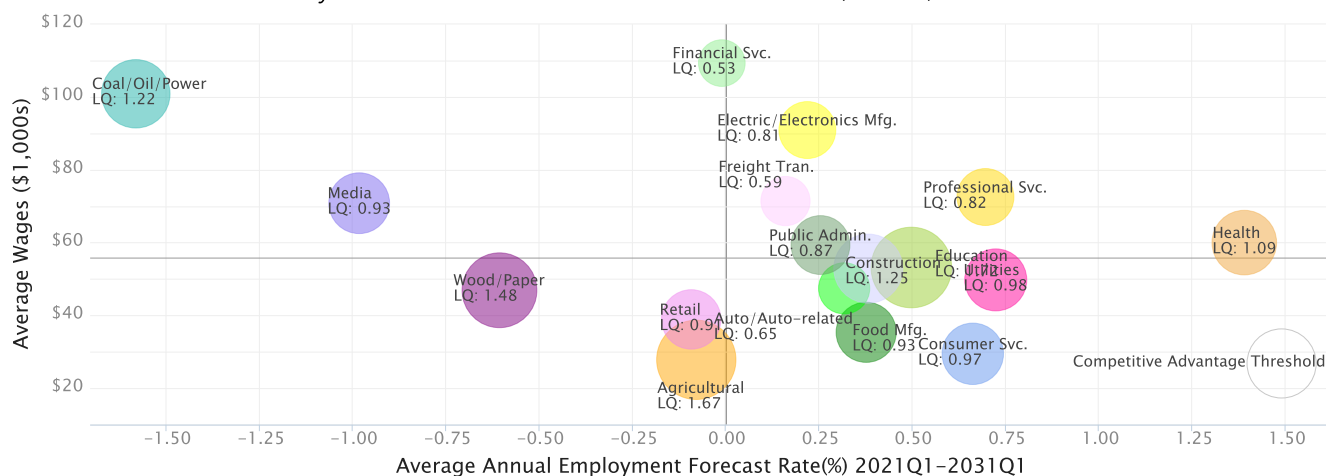
3. Data represent found online ads active within the last thirty days in the selected region; data represents a sampling rather than the complete universe of postings. Ads lacking zip code information but designating a place (city, town, etc.) may be assigned to the zip code with greatest employment in that place for queries in this analytic. Due to alternative county-assignment algorithms, ad counts in this analytic may not match that shown in RTI (nor in the popup window ad list).

Occupation employment data are estimated via industry employment data and the estimated industry/occupation mix. Industry employment data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics and currently updated through 2020Q4, imputed where necessary with preliminary estimates updated to 2021Q1. Wages by occupation are as of 2020 provided by the BLS and imputed where necessary. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns.

Industry Clusters

A cluster is a geographic concentration of interrelated industries or occupations. The industry cluster in the Piedmont Workforce Network (WDA 6) with the highest relative concentration is Education with a location quotient of 1.72. This cluster employs 31,010 workers in the region with an average wage of \$53,187. Employment in the Education cluster is projected to expand in the region about 0.5% per year over the next ten years.

Industry Clusters for Piedmont Workforce Network (WDA 6) as of 2021Q1

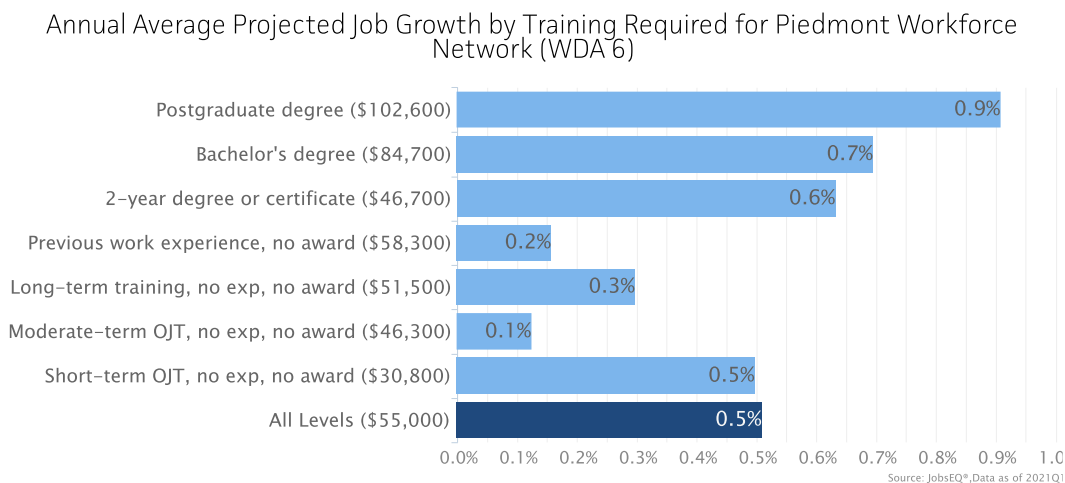


Source: JobsEQ®, Data as of 2021Q1

Location quotient and average wage data are derived from the Quarterly Census of Employment and Wages, provided by the Bureau of Labor Statistics, imputed where necessary, and updated through 2020Q4 with preliminary estimates updated to 2021Q1. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns.

Education Levels

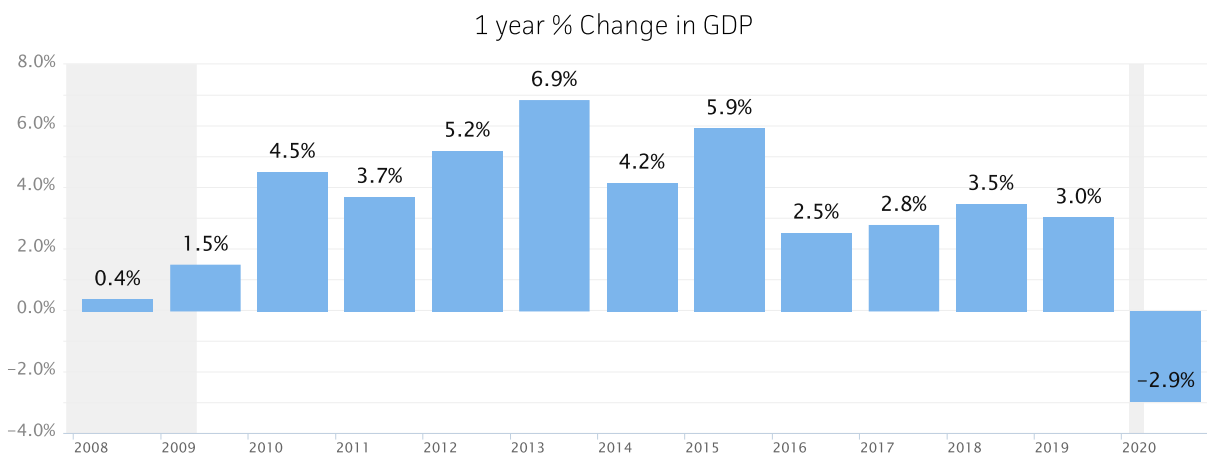
Expected growth rates for occupations vary by the education and training required. While all employment in the Piedmont Workforce Network (WDA 6) is projected to grow 0.5% over the next ten years, occupations typically requiring a postgraduate degree are expected to grow 0.9% per year, those requiring a bachelor's degree are forecast to grow 0.7% per year, and occupations typically needing a 2-year degree or certificate are expected to grow 0.6% per year.



Employment by occupation data are estimates as of 2021Q1. Education levels of occupations are based on BLS assignments. Forecast employment growth uses national projections from the Bureau of Labor Statistics adapted for regional growth patterns.

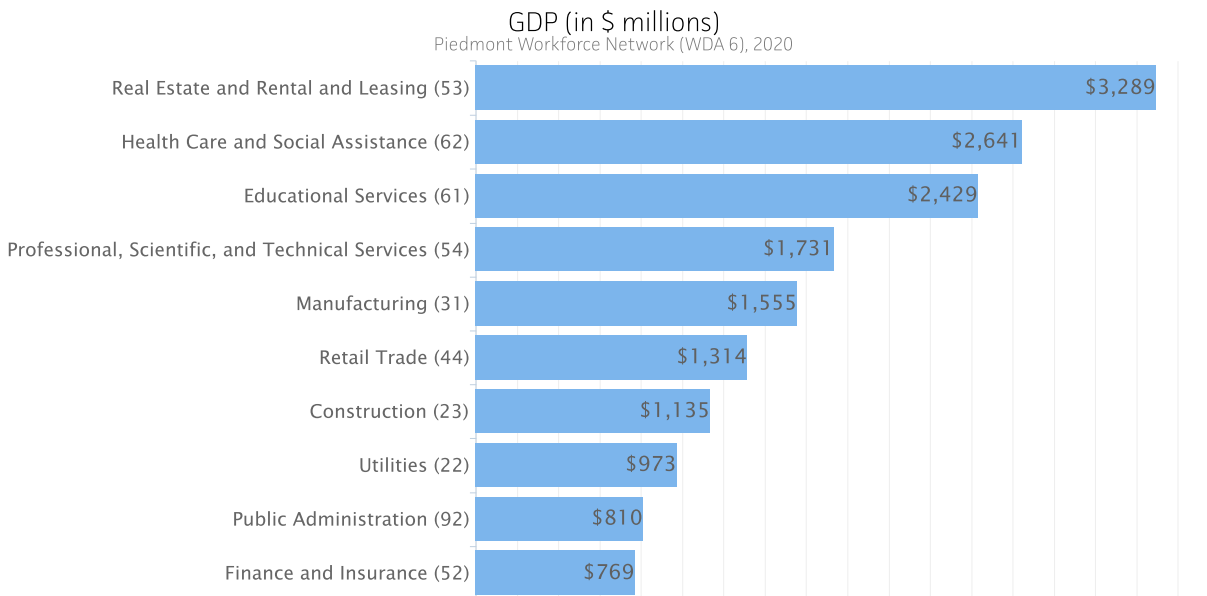
Gross Domestic Product

Gross Domestic Product (GDP) is the total value of goods and services produced by a region. In 2020, nominal GDP in the Piedmont Workforce Network (WDA 6) contracted 2.9%. This follows growth of 3.0% in 2019. As of 2020, total GDP in the Piedmont Workforce Network (WDA 6) was \$21,141,444,000.



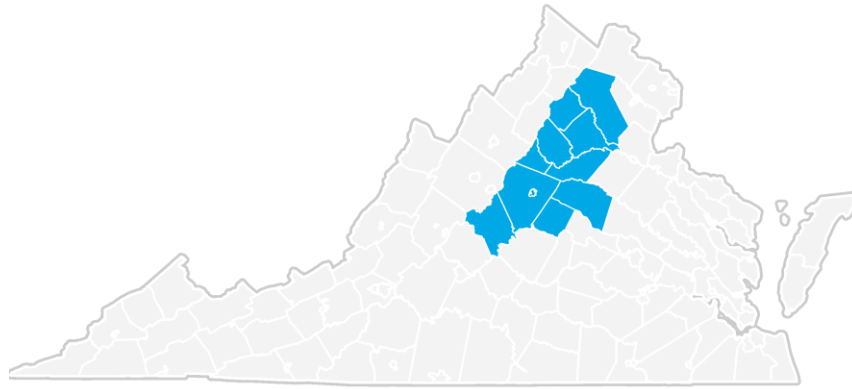
Gross Domestic Product data are provided by the Bureau of Economic Analysis, imputed by Chmura where necessary, updated through 2020.

Of the sectors in the Piedmont Workforce Network (WDA 6), Real Estate and Rental and Leasing contributed the largest portion of GDP in 2020, \$3,288,688,000. The next-largest contributions came from Health Care and Social Assistance (\$2,641,418,000); Educational Services (\$2,429,485,000); and Professional, Scientific, and Technical Services (\$1,731,411,000).



Gross Domestic Product data are provided by the Bureau of Economic Analysis, imputed by Chmura where necessary, updated through 2020.

Piedmont Workforce Network (WDA 6) Regional Map



Region Definition

Piedmont Workforce Network (WDA 6) is defined as the following counties:

Albemarle County, Virginia

Culpeper County, Virginia

Fauquier County, Virginia

Fluvanna County, Virginia

Greene County, Virginia

Louisa County, Virginia

Madison County, Virginia

Nelson County, Virginia

Orange County, Virginia

Rappahannock County, Virginia

Charlottesville City, Virginia

FAQ

What is a location quotient?

A location quotient (LQ) 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 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. The total projected demand for an occupation is the sum of the separation demand and the growth demand (which is the increase or decrease of jobs in an occupation expected due to expansion or contraction of the overall number of jobs in that occupation).

What is a cluster?

A cluster is a geographic concentration of interrelated industries or occupations. If a regional cluster has a location quotient of 1.25 or greater, the region is considered to possess a competitive advantage in that cluster.

What is the difference between industry wages and occupation wages?

Industry wages and occupation wages are estimated via separate data sets, often the time periods being reported do not align, and wages are defined slightly differently in the two systems (for example, certain bonuses are included in the industry wages but not the occupation wages). It is therefore common that estimates of the average industry wages and average occupation wages in a region do not match exactly.

What is NAICS?

The North American Industry Classification System (NAICS) is used to classify business establishments according to the type of economic activity. The NAICS Code comprises six levels, from the “all industry” level to the 6-digit level. The first two digits define the top level category, known as the “sector,” which is the level examined in this report.

What is SOC?

The Standard Occupational Classification system (SOC) is used to classify workers into occupational categories. All workers are classified into one of over 804 occupations according to their occupational definition. To facilitate classification, occupations are combined to form 22 major groups, 95 minor groups, and 452 occupation groups. Each occupation group includes detailed occupations requiring similar job duties, skills, education, or experience.

About This Report

This report and all data herein were produced by JobsEQ®, a product of Chmura Economics & Analytics. The information contained herein was obtained from sources we believe to be reliable. However, we cannot guarantee its accuracy and completeness.



BUSINESS AND FINANCIAL SERVICES

INCREASING WORKFORCE CAPABILITIES is critical to driving growth across all labor sectors. Over the course of 15 months, the Partnership collaborated with area employers and training partners to develop data-driven, collaborative strategies to transition “workforce problems” into strategic solutions designed to stimulate sector growth.



Challenges

According to survey and roundtable participants, the two primary challenges in recruitment efforts in this sector are:

1. Finding candidates with an aptitude for interpreting financial statements.
2. Relationship management skills are key in the Business and Financial Services industry but are often lacking in younger employees.

Sector-Specific Strategies

- Expand education and training opportunities around specific job skills, allowing employers to hire and retain workers demonstrating strong potential for growth but weak in distinct areas.
- Create mentorship programs using retired industry executives and senior staff to work with entry-level and other new employees in relationship-oriented positions.



Be Part of the Solution

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Light Manufacturing • Business and Financial Services • Information Technology • Food and Beverage Manufacturing



FOOD AND BEVERAGE MANUFACTURING

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Challenges

The Food and Beverage Manufacturing sector encompasses a mixture of hospitality, tourism, and manufacturing-oriented entities; thus, their workforce needs and operating concerns don't easily align. However, universal, the concern is that **finding good employees, particularly those with customer service and leadership skills, is very difficult.**

Sector-Specific Strategies

- ▶ Utilize workforce development partners to create customer service workshops and leadership training programs for industry employees.
- ▶ Engage sector-focused resources in employment and recruitment activities.



Be Part of the Solution

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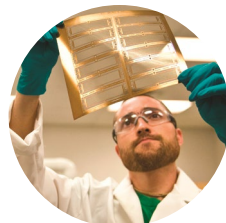
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INFORMATION TECHNOLOGY

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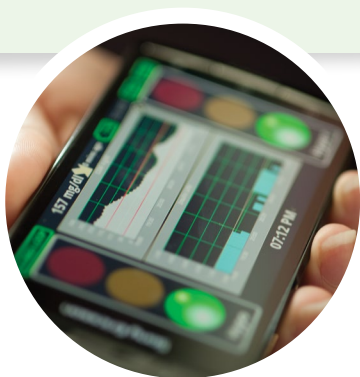
Challenges

While the IT sector has long been a natural fit for remote workers, employers in the region still face challenges in recruiting the ideal employee, particularly with senior level positions. The two primary issues are:

1. Finding talent within the region is very difficult, so companies must recruit from outside and often pay more.
2. Technical capabilities may be good, but customer service skills and other industry requirements, e.g., security clearances, are often lacking.

Sector-Specific Strategies

- Initiate targeted recruiting efforts towards desirable talent pools and sector-focused activities targeting IT professionals.
- Utilize education partners and business expertise to create “Customer Service 101” and career preparedness training programs.



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LIGHT MANUFACTURING

INCREASING WORKFORCE CAPABILITIES is critical to driving growth across all labor sectors. Over the course of 15 months, the Partnership collaborated with area employers and training partners to develop data-driven, collaborative strategies to transition “workforce problems” into strategic solutions designed to stimulate sector growth.



Challenges

Area manufacturers identified three primary areas of concern in recruiting and retaining workers to effectively run their operations:

1. The applicant pool for manufacturing jobs is very limited, particularly for smaller companies.
2. Many employees lack basic soft skills, i.e., communication, timeliness, and commitment.
3. Childcare and transportation issues are primary barriers to both hiring and retaining workers.

Sector-Specific Strategies

- ▶ Initiate targeted employee recruitment efforts both inside and outside the region—particularly areas with similar industry targets—to expand the pool of applicants.
- ▶ Actively promote the manufacturing industry to K-12 students and their parents.
- ▶ Partner with area businesses to create and offer “career readiness” programs, credentialing program participants, and incumbent workers as a way of improving soft skills in the region’s labor force.
- ▶ Work with manufacturers and service providers in the region to develop solutions for addressing transportation challenges for current and prospective employees.
- ▶ Establish and utilize a regional manufacturing coalition to identify childcare solutions for working parents.



Be Part of the Solution

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Light Manufacturing • Business and Financial Services • Information Technology • Food and Beverage Manufacturing

INNOVATION/COMMERCIALIZATION (ENTREPRENEURSHIP) TASK FORCE – REGION 9 COUNCIL

When considering Region 9’s Entrepreneurship Ecosystem what are some Strengths, Weaknesses, Opportunities and Threats? Please indicate in your notes if any ideas are specific to an industry or sub-region.

Target Sectors: Biotech; Financial & Business Services; Food & Beverage Manufacturing; Information Technology; and, Light Manufacturing

Council Members: Jim Cheng, Rob Archer, Yolunda Harrell, Tom Click

Guests: n/a

<p>Strengths</p> <ul style="list-style-type: none"> Existing Base of Entrepreneurs and Support Organizations Angel Funding Capital/Other Sources Geographic for shipping Infrastructure Access to Port Capital for manufacturing 	<p>Weaknesses</p> <p>Access to Capital</p> <p>Geographic access and Human Capital</p> <p>Lack of experience /higher level subject matter experts for certain industries</p> <p>No central repository or road map for Entrepreneurship</p> <p>Image as small, rich, region</p> <p>Career path from entry to higher tier expertise</p> <p>Not enough diversity in types of businesses “narrow ban</p>
<p>Opportunities</p> <p>Great healthcare base</p> <p>Hospital system</p> <p>Access to broadband</p> <p>More affordable & growing region</p> <ul style="list-style-type: none"> Housing and services <p>Cybersecurity</p> <p>Diversity and Equity (DEI goals)</p> <p>SWAM</p> <p>Affordability for workforce</p>	<p>Threats</p> <p>Pandemic</p> <p>Inflation</p> <p>Supply Chain/Logistics</p> <p>Logistics</p> <p>Cyber infrastructure</p> <p>Other – areas with more</p> <p>Access to Capital , Human Capital, Services, and supply chain</p>

GROWING EXISTING BUSINESS (BUSINESS CLUSTER SCALE UP) TASK FORCE – REGION 9 COUNCIL

When considering Region 9's target sectors what are some Strengths, Weaknesses, Opportunities and Threats in relation to driving growth generally or by cluster? Please indicate in your notes if any ideas are specific to an industry or sub-region.

Target Sectors: Biotech; Financial & Business Services; Food & Beverage Manufacturing; Information Technology; and, Light Manufacturing

Council Members: Brian Cole, Jim Crozier, Ray Knott

Guests: n/a

Strengths Well educated workforce Education institutions in region for training , education and continuing education	Weaknesses Low unemployment Affordable housing and overall housing inventory Limited number of individuals with skills in manufacturing and Food and Beverage sector *lack of understanding throughout Virginia of how Virginia based businesses can source supply chain or expertise in Virginia vs going outside of state
Opportunities Remote office opportunities Broadband expansion from CARES Act funding allows for new businesses to consider region	Threats Telecommuting trends – relocating out of area – post COVID Lack of access to and reliable broadband -impacts ability to attract and retain business

* Additional comments offered during report out session

SITES TASK FORCE – REGION 9 COUNCIL

When considering Region 9’s Business Ready Sites Portfolio for target sectors what are some Strengths, Weaknesses, Opportunities and Threats? Please indicate in your notes if any ideas are specific to an industry or sub-region.

Target Sectors: Biotech; Financial & Business Services; Food & Beverage Manufacturing; Information Technology; and, Light Manufacturing

Council Members: Christian Goodwin, Christine Jacobs, Andy Wade

Guests: Helen Cauthen

<p>Strengths</p> <p>Local government involvement Ability to move rapidly Local government willing to support other jurisdictions – Partnerships/collaboration Education/workforce Grants, shared efforts State perception/buy-in Desirable region</p> <p>*Louisa Regional Business Park * EDA’s</p>	<p>Weaknesses</p> <p>Regulatory environment (state/fed/local) Infrastructure – not near (broadband, gas) Timing/funding Permitting, etc. No Tier 5 Wages</p>
<p>Opportunities</p> <p>Education/Workforce Grants/funding Public/private partnerships - Best way to overcome cost issues Public Awareness & support</p>	<p>Threats</p> <p>Competition</p> <ul style="list-style-type: none"> - Workforce - Regulatory environment (local/state/fed) - Weaponized against well intentioned efforts - Lack of public support/understanding -

* Additional comments offered during report out session

TALENT DEVELOPMENT TASK FORCE – REGION 9 COUNCIL

When considering Region 9’s Talent Development Ecosystem what are some Strengths, Weaknesses, Opportunities and Threats? Please indicate in your notes if any ideas are specific to an industry or sub-region.

Target Sectors: Biotech; Financial & Business Services; Food & Beverage Manufacturing; Information Technology; and, Light Manufacturing

Council Members: Ed Dalrymple, Jr., Kim Blosser

Special Guest of Council: Frank Friedman

Guests: Sarah Morton, Jeff Say, Bryan Rothamel

<p>Strengths</p> <p>Education sector available in our region:</p> <ul style="list-style-type: none"> • Community colleges • K-12’s • University <p>Diverse curriculum at different schools</p> <p>Non-profit partners in providing workforce education</p> <p>Local workforce boards</p> <p>Career Partnerships</p> <p>New CTE programs</p>	<p>Weaknesses</p> <p>Non-participation in the workforce</p> <p>Cost of living/housing</p> <p>Transportation (lack of)</p> <p>Child care (lack of)</p> <p>Holistic students support to get to programs</p> <p>Availability of teachers/ faculty</p>
<p>Opportunities</p> <p>Opportunities to expand curriculum</p> <p>Job shadowing, apprenticeships, work-based learning, internships, mentorships</p> <p>VCW Piedmont</p> <p>Many in low skilled/low wages that could be upskilled into higher paying jobs</p> <p>Professional development with existing businesses to show the opportunities for workforce development/customized program for their business</p> <p>Align CTE programs with local industry</p> <p>* Internships – especially for IT/ Business and Financial Services</p>	<p>Threats</p> <p>Employees in region taking jobs in higher paying neighboring regions</p> <p>Cost of living/housing</p> <p>Stigma of “workforce” program versus going to a 4 year school</p>

* Additional comments offered during report out session

MANUFACTURING – SWOT

STRENGTHS

- Students hired immediately out of high school, tend to be loyal employees/reliable
- Rich benefits packages
- Hiring bonuses
- Career pathways guide employees on how to be promoted
- Solid internal training for entry level workers
- Support advanced training and certifications

WEAKNESSES

- Hire people but they don't stay long; usually don't give notice
- Difficult to get people to apply for jobs
- Employees don't show up on time, particularly younger people
- Poor interviewing skills
- Not all employees are ambitious; some are content to stay in same position forever
- No one at high school level to encourage graduates to stay and work in area

OPPORTUNITIES

- At K-12 level, instill/train kids to follow basic protocols that are expected of employees (be on time, communicate when you need to take time off, give notice when quitting)
- Interested in hiring unskilled workers formerly in hospitality industry
- Employers would like skilled workers to have Lean Agile, Kanban, or 6 Sigma certifications; even just exposure would be helpful
- Expand public transportation
- Both businesses and community colleges need to feel comfortable reach out and make more of an effort
- Create/expand internships and apprenticeships

THREATS

- Lack of childcare keeps some people from returning to work
- Hire from same labor pool as other manufacturers
- Some manufacturer hours are not normal (3:00 AM starts)
- Transportation – some people don't have cars or access to a ride or no public transportation

BUSINESS AND FINANCIAL SERVICES – SWOT

STRENGTHS

- Most financial institutions have a management development track
- Willing to train good employees where there are gaps (i.e., accounting skills)
- Good candidates recruited from UVA, but they are usually recruited to commercial branches outside our region

WEAKNESSES

- Difficulty finding people with ability to review financial statements/underwriting
- Difficulty finding experienced people
- Soft skills are lacking (how you engage, communicate, how to develop business partners/other business relationships, critical thinking)
- Difficult to advance in your career unless you're willing to relocate
- People lack technical skills
- Prefer not to hire people who jump from job to job every 2 years (believe this happens because people get a bump in salary); red flag in financial industry
- Younger employees need skills in written communication/emails (no text talk)

OPPORTUNITIES

- Banks used to have robust training programs through American Institute of Banking; opportunity to pursue/promote this option (still exists, but through ABA)
- Hybrid (remote/on-site) work is becoming the norm
- VA Tech Credit Corp program is highly beneficial – would like to see this at UVA
- Currently no recruiting is done at the community colleges
- UVA Credit Union has a branch at PVCC; would like to explore programs there
- UVA Credit Union has had much success recruiting from Tom Sox players
- After hiring or in hiring process, do a soft skills assessment

THREATS

- UVA graduates don't want to stay in Charlottesville; difficult to hire properly educated workforce
- Cost of living is too high in the region, housing in particular. Unable to attract people to Charlottesville area because usually housing is much cheaper where prospective employee currently lives. In banking, it's important to network. People need to live and develop relationships where they work.

INFORMATION TECHNOLOGY – SWOT

STRENGTHS

- Good quality candidates
- Companies offer good benefits (education, bonuses, medical)
- PVCC has strong technical programs for AS degree (i.e., cybersecurity)

WEAKNESSES

- Really good developers tend to go to NoVA, Raleigh, Atlanta
- Lots of job hopping
- Veterans tend to stay for just a few years then leave due to boredom
- Companies don't have formal career pathways in place

OPPORTUNITIES

- Remote work will be the norm; may just meet on-site 1 day a week
- Hiring veterans with technical expertise
- Open to partnerships with community colleges

THREATS

- When hiring remote workers from higher wage areas, need to pay them at those wages (i.e., west coast workers are paid west coast prices, not VA prices (many are in San Diego area))
- Good quality developers in the region, but they work remotely for companies outside the area that pay more

FOOD AND BEVERAGE MANUFACTURING – SWOT

STRENGTHS

- Able to find employees just by word of mouth
- PVCC has brewery and viticultural programs
- Local wineries/breweries can act as hosts for PVCC programs

WEAKNESSES

- Difficulty finding applicants
- Employees leave just after being trained
- Difficulty hiring for positions that require specific skill sets (winemakers, general managers); tend to hire those from outside the state

OPPORTUNITIES

- Hiring former harvest interns from larger wineries

THREATS

Region 9: Piedmont Opportunity Corridor

Update on Entrepreneurial Trends: Phase 1 Analysis of Startup Activity and Firm Dynamics

August 13, 2021

Data Sources used for Phase 1 Update of Entrepreneurial Trends of Startup Activity and Firm Dynamics in Your Region's Traded Industry Base

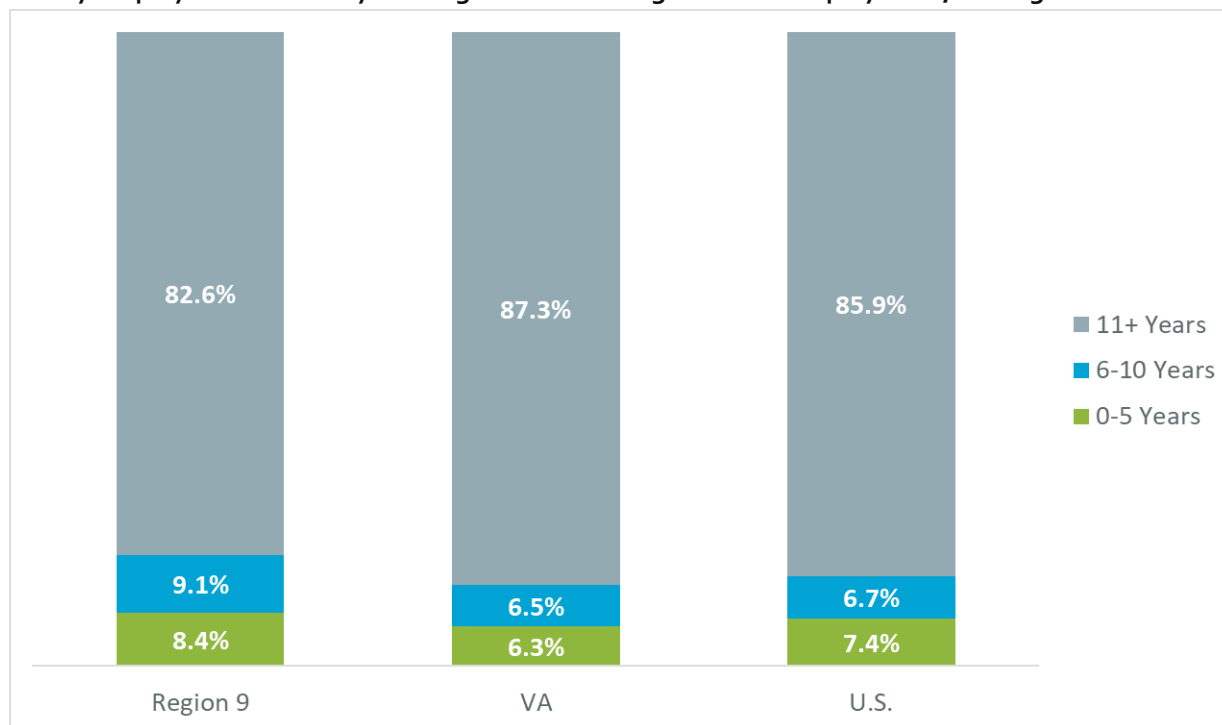
Two data sources used to provide a full depiction of entrepreneurial dynamics:

- ***The Quarterly Workforce Indicators (QWI) from U.S. Census*** is a longitudinal database with detailed data related to the job creation and other characteristics of firms, including by age groupings.
 - ***Most Detailed Level of Geographic Coverage:*** County
 - ***Coverage:*** Covers over 95% of U.S. private sector jobs (does not cover ag jobs, self-employment)
 - ***Grouping of Employment by Age of Firms:*** 0-1 Years; 2-3 Years; 4-5 Years; 6-10 Years; 11+ Years
 - ***Industry Coverage:*** 2-digit industry, which can define at a high-level traded industries
 - But QWI does not track or provide information on individual firms
 - All data is on a quarterly basis
- **The Business Dynamics Research Consortium (BDRC) database** is a time-series dataset that catalogues individual establishments by location, employment, sales, and industry from 1997 to 2017. The BDRC is maintained by the University of Wisconsin
 - Coverage: It compiles multiple data sets to track performance and growth for more than 144 million individual businesses across the United States.
 - Provides extensive firm level data
 - Able to identify firm by address
 - Detailed industry coverage

Regional Employment Distribution by Age of Firm for Traded Industries

- **What is it?** A more “static” look at where current traded industry jobs are found by different firm ages across all traded industries
- **Why it matters?** Makes the point that job retention activities with existing firms are an important component of a region’s economic development strategy

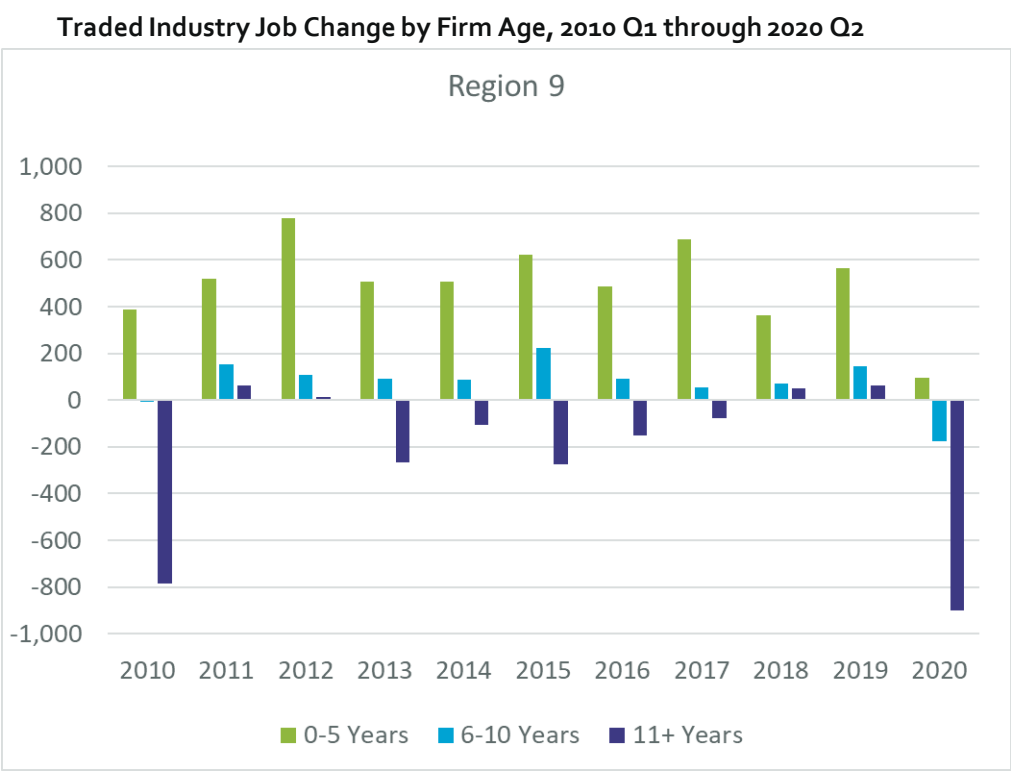
Traded Industry Employment Levels by Firm Age as a Percentage of Total Employment, Averaged 2010 Q1 through 2020 Q2



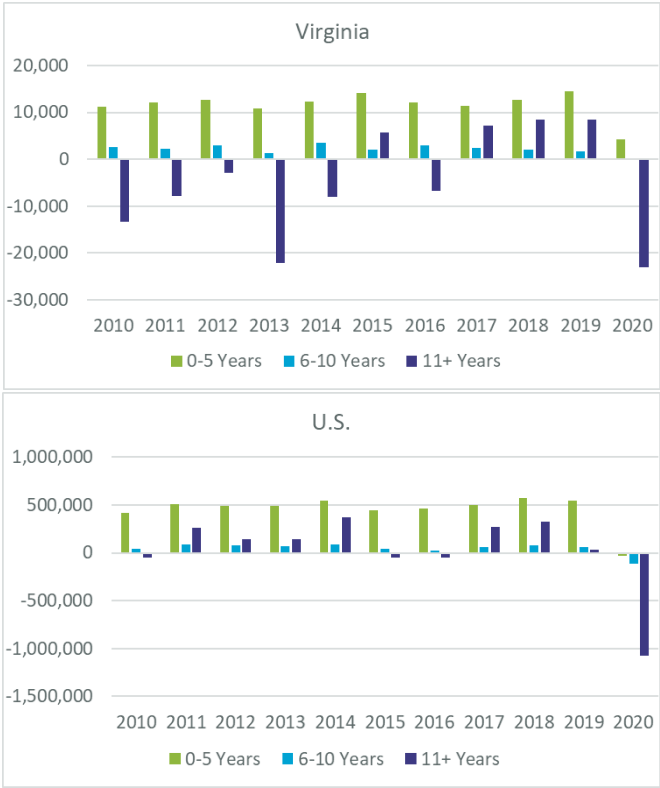
Source: U.S. Census Bureau Quarterly Workforce Indicators dataset.

Year-to-Year Job Change in Traded Industry Base by Age of Firm

- **What is it?** A more “dynamic” look at job changes by age of firm on a year-to-year basis in your region’s traded industry base
- **Why it matters?** Reveals that the presence of new and younger firms in any year are a critical driver of job growth in a region -- even’ as the previous slide shows’ that they do not employ most workers in traded industries



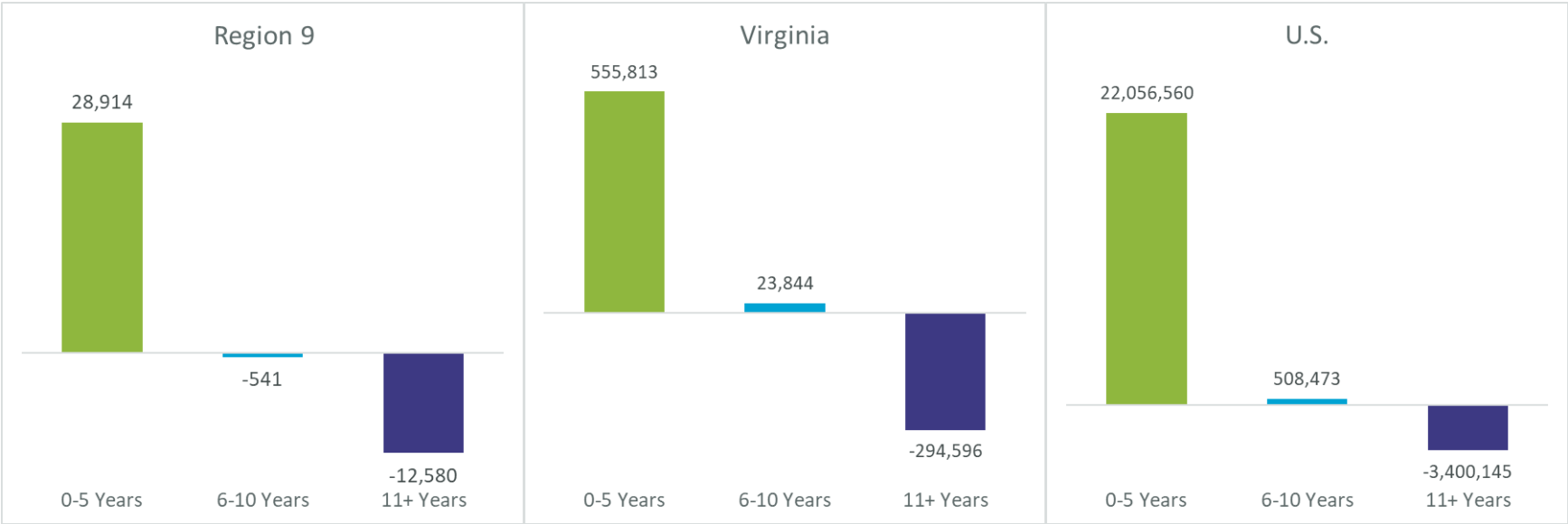
Source: U.S. Census Bureau Quarterly Workforce Indicators dataset.



Employment Growth by Age of Firm over 2010-2020 Period

- **What is it?** Aggregates quarterly employment change from 2010/Q1 through 2020/Q2 for traded industries by age
- **Why it matters?** Offers a more consolidated view over a long period of time on sources of job growth by age of firm – confirming the importance of new and younger firms for job growth at the region, state and national level

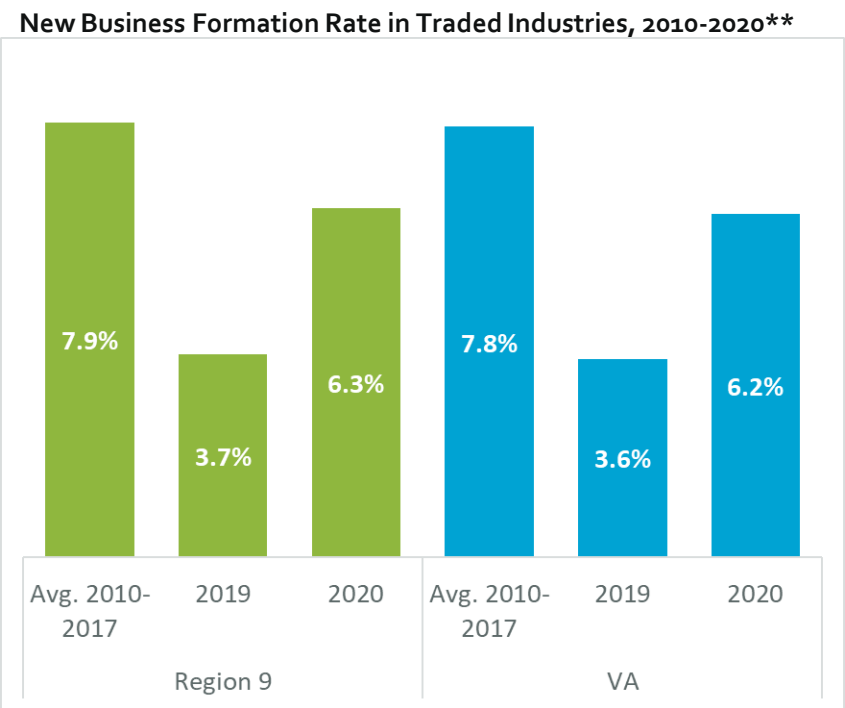
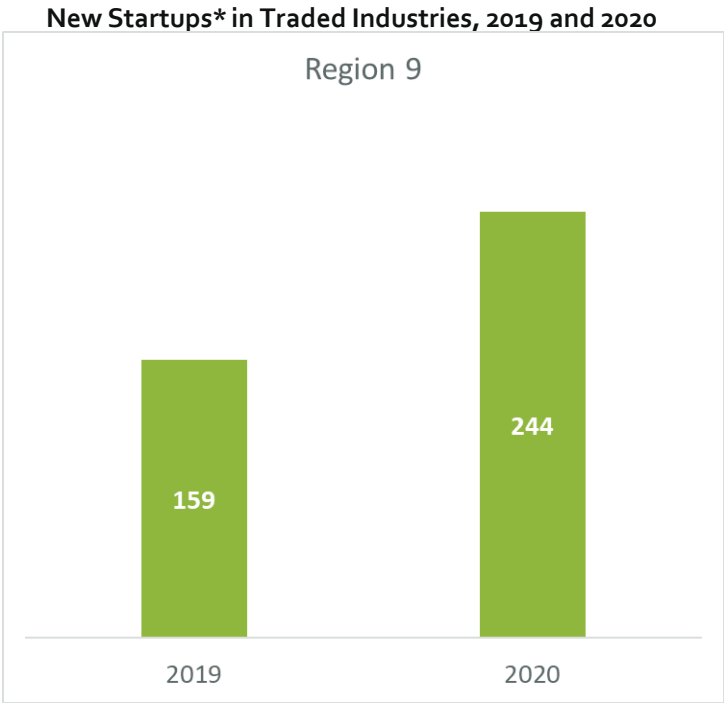
Traded Industry Job Change by Firm Age, Aggregated 2010 Q1 through 2020 Q2



Source: U.S. Census Bureau Quarterly Workforce Indicators dataset.

BDRC Profile of Startup Activity and Business Formation Rates in Traded Industries

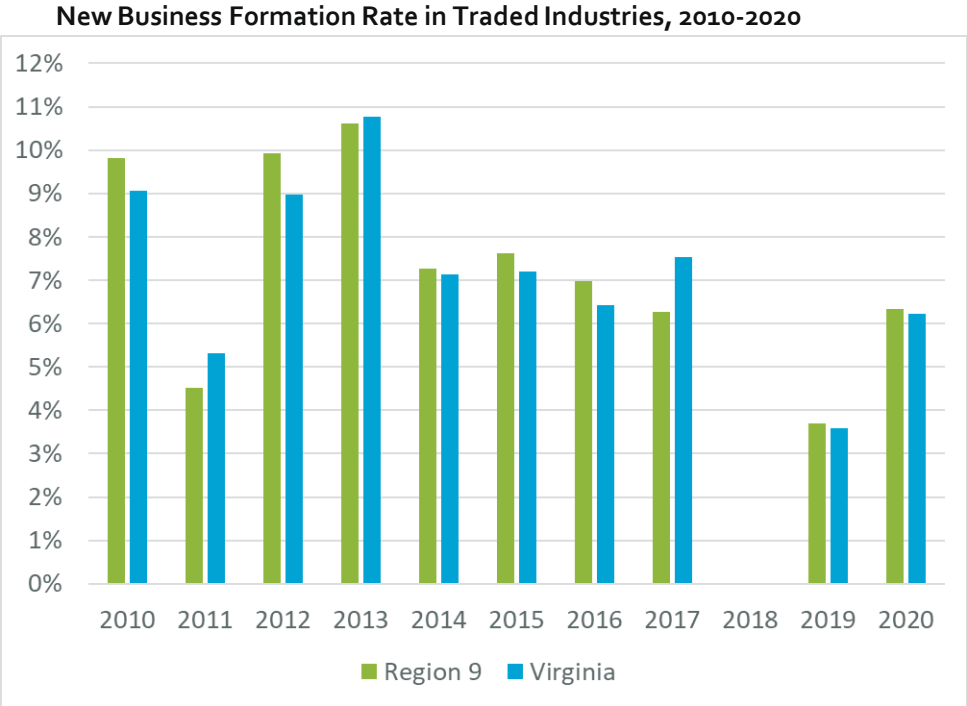
- **What is it?** Startups are all new non-branch firms in traded industries with their first recorded employment in a given year, while the Business Formation Rate compares the level of startups to the total number of all firms in traded industries.
- **Why it matters?** Together, the total number of Traded Industry Startups and Business Formation Rates allows a region to determine whether its startup activity is rising or declining, with the Business Formation Rates offering a normalized measure for a region to compare itself to other jurisdictions as well as within industries.



Note: 2018 excluded due to addition of a major source of firm data to underlying BDRC database that makes comparisons using 2018 not possible
Source: Business Dynamics Research Consortium, Your-economy Time Series (YTS); TEconomy analysis.

Year-by-Year New Business Formation Rates in Traded Industries

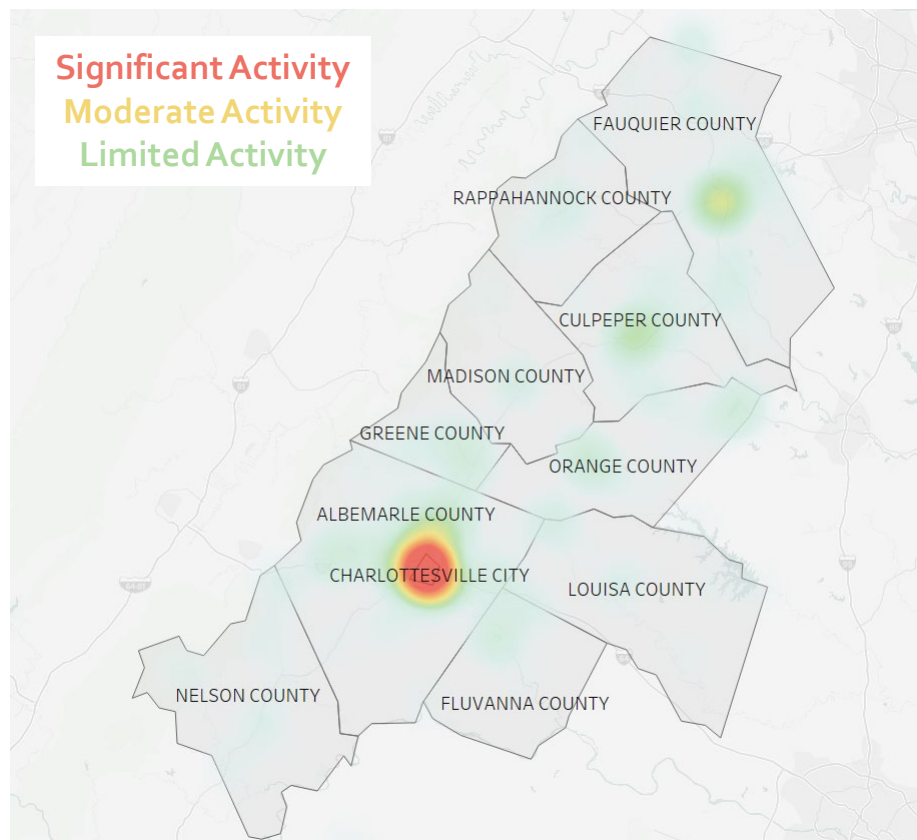
- **What is it?** Annual Business Formation Rates compares the level of startups to the total number of all firms in traded industries for region compared to state.
- **Why it matters?** Depicts the longer-term pattern of Business Formation Rates for the region in traded industries and how it has generally fallen over the past decade at both the region and state level.



Note: 2018 excluded due to addition of a major source of firm data to underlying BDRC database that makes comparisons using 2018 not possible
Source: Business Dynamics Research Consortium, Your-economy Time Series (YTS); TEconomy analysis.

Startup Density* Across Region 9

- **What is it?** A mapping of where traded industry startups are located within a region over the 2018-2020 period based the specific geo-coordinates of the firm's address
- **Why it matters?** Reveals the areas within a region where startup activity is aggregating that can help inform how to advance place-based developments, such as incubators, accelerators, and co-working spaces, and other entrepreneurial services



Note: This map is based on geocoordinates of individual establishments, not an aggregation of establishment counts to a prescribed geography such as census tracts. The mapping software plots a visualization of startup spread by analyzing the clustering of coordinates in a multi-dimensional spatial context relative to each region. It is not possible to provide a numeric estimate of density (i.e. establishments per square mile) since calculation of spread is multi-dimensional and not fixed to a prescribed geographic boundary.

*Startup density is relative to overall regional startup rates

Source: Business Dynamics Research Consortium, Your-economy Time Series (YTS); TEconomy analysis.

Profile of Startup Activity Within Key Regional Industry Clusters

- What is it?** Tracks number of Startups and Business Formation Rates across a standardized set of Traded Industry Clusters for the region and statewide average in 2019 and 2020. The standardized clusters were informed by priority clusters set out across all GO VA regions (see separate handout for NAICS industries included in each Traded Industry Cluster).
- Why it matters?** Allows a region to determine the trends and competitiveness of its startup activity across Traded Industry Clusters in the region with comparison to the statewide average business formation rate for each Traded Industry Cluster.

Major Traded Industry Cluster***	Startups, 2019	New Business Formation Rate, 2019		Startups, 2020	New Business Formation Rate, 2020	
		Region	State		Region	State
Agriculture & Food Processing	23	5.8%	4.1%	25	6.8%	5.5%
Business Services	51	3.9%	4.4%	77	7.0%	7.6%
Energy, Natural Resources, & Finished Products	5	2.6%	2.5%	7	3.8%	3.9%
Engineering, R&D, Testing & Technical Services	10	7.4%	4.2%	9	7.6%	7.4%
Financial & Insurance Services	5	1.5%	3.5%	21	5.8%	4.0%
Health Care Services	4	7.8%	4.2%	6	12.5%	15.8%
Information Technology & Communications Services	6	3.2%	3.6%	18	10.6%	8.0%
Life Sciences	5	4.6%	2.7%	6	5.8%	6.1%
Manufacturing	8	3.3%	2.1%	5	2.4%	3.7%
Ship Building, Aerospace, & Defense			1.1%			0.9%
Transportation, Distribution and Logistics	12	2.6%	2.9%	16	4.0%	4.6%
All Other Traded Industries	30	3.5%	3.3%	54	7.0%	5.9%
Traded Industry Total	159	3.7%	3.6%	244	6.3%	6.2%

Source: Business Dynamics Research Consortium, Your-economy Time Series (YTS); TEconomy analysis.

Additional Data Insights – Comparison of Region’s New Business Formation and Overall Economic Performance of its Traded Industry Clusters

- What is it?** The regional position in new business formation compares the region to the state for 2019 and 2020 for each of the Traded Industry Clusters, while the overall economic performance uses employment data from EMSI based on the Quarterly Census of Employment and Wages to track regional economic measures to provide a summary view – see next slide for how summary assessments were determined.
- Why it matters?** Puts into context the performance of a region in its standardized Traded Industry Clusters in both entrepreneurial activity and overall economic performance.

Major Traded Industry Cluster	Regional Position in New Business Formation Relative to State Average*	Summary of Economic Development Position in Region, 2018-2020	Measures of Regional Economic Performance for overall Traded Industry Cluster			
			2020 Employment	2020 Location Quotient	Regional 2018-20 Percentage Job Growth	U.S. 2018-20 Percentage Job Growth
Agriculture & Food Processing	Above	Mid-sized, Current Strength	4,348	1.36	0.8%	0.4%
Business Services	Below	Large, Emerging Strength	6,603	0.81	5.3%	0.3%
Energy, Natural Resources, & Finished Products	On Par	Mid-sized, Declining Specialization	4,006	1.58	-1.1%	-3.3%
Engineering, R&D, Testing & Technical Services	Above	Mid-sized, Emerging Opportunity	2,119	1.11	2.3%	3.8%
Financial & Insurance Services	Mixed	Mid-sized, Declining	2,009	0.62	-1.1%	0.0%
Health Care Services	Mixed	Mid-sized, Emerging Strength	2,892	0.56	8.3%	0.8%
Information Technology & Communications Services	Mixed	Mid-Sized, Declining	3,144	0.95	-0.4%	6.9%
Life Sciences	Mixed	Small, Declining	997	0.59	-1.6%	4.6%
Manufacturing	Mixed	Mid-sized, Declining	3,321	0.43	-9.9%	-3.1%
Ship Building, Aerospace, & Defense	Below	Small, Current Strength	1,105	1.36	35.2%	4.7%
Transportation, Distribution and Logistics	Below	Mid-sized, Emerging Opportunity	4,094	0.58	-0.4%	2.1%

*See previous slide for data on new business formation by traded industry cluster
 Source: Quarterly Census of Employment and Wages (QCEW) via Emsi; TEconomy analysis.

Summary Assessment Typology

Summary Assessment of Regional Position in New Business Formation

Summary Category	Comparison of Region to State Business Formation Rates for 2019 and 2020
Above	Region higher in business formation rate than state in both 2019 and 2020
On Par	Within 0.1-0.2 percentage points of state
Mixed	Region higher in business formation rate than state in one year and lower in another year
Below	Region lower in business formation rate than state

Summary Assessment of Regional Economic Performance in Traded Industry Cluster

Summary Category by Size of Firm	Size of Traded Industry Cluster Employment Compared to Total Traded Industry Employment		
	Under 5%	Between 5%-15%	Over 15%
Large			✓
Mid-Sized		✓	
Small	✓		

Summary Category by Performance	Regional Economic Measures		
	Location Quotient Above 1.2	Positive Job Growth	Higher Job Growth Compared to National Average
Current Strength	✓	✓	✓
Growing Specialization	✓	✓	
Declining Specialization	✓		
Emerging Strength		✓	✓
Emerging Opportunity		✓	
Declining			

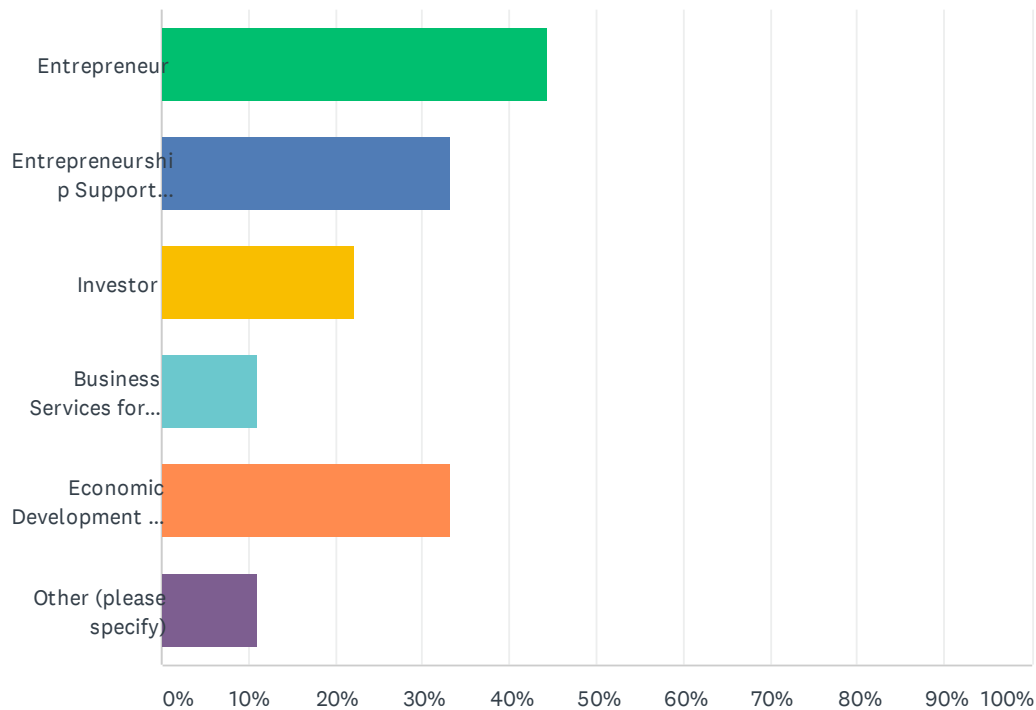
Q1 Let us know who you are.

Answered: 9 Skipped: 0

ANSWER CHOICES	RESPONSES	
Name	100.00%	9
Company/Organization	100.00%	9
Address	0.00%	0
Address 2	0.00%	0
City/Town	0.00%	0
State/Province	0.00%	0
ZIP	100.00%	9
Country	0.00%	0
Email Address	0.00%	0
Phone Number	0.00%	0

Q2 What is your role in Region 9?

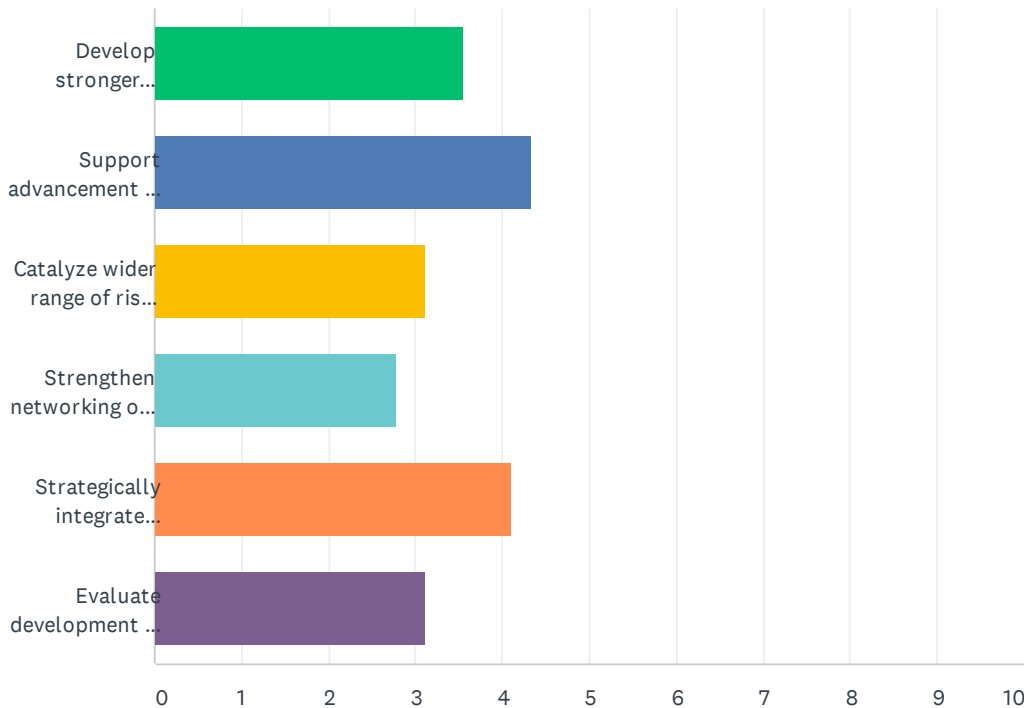
Answered: 9 Skipped: 0



ANSWER CHOICES	RESPONSES	
Entrepreneur	44.44%	4
Entrepreneurship Support Organization	33.33%	3
Investor	22.22%	2
Business Services for Entrepreneurs	11.11%	1
Economic Development or Government	33.33%	3
Other (please specify)	11.11%	1
Total Respondents: 9		

Q3 Rank this draft list of grant funding opportunities from most important (1) to least important (6). Keep in mind that the GO Virginia program focus is for a regionally integrated entrepreneurship ecosystem. Ranking may direct Council staff activities not necessarily funding.

Answered: 9 Skipped: 0



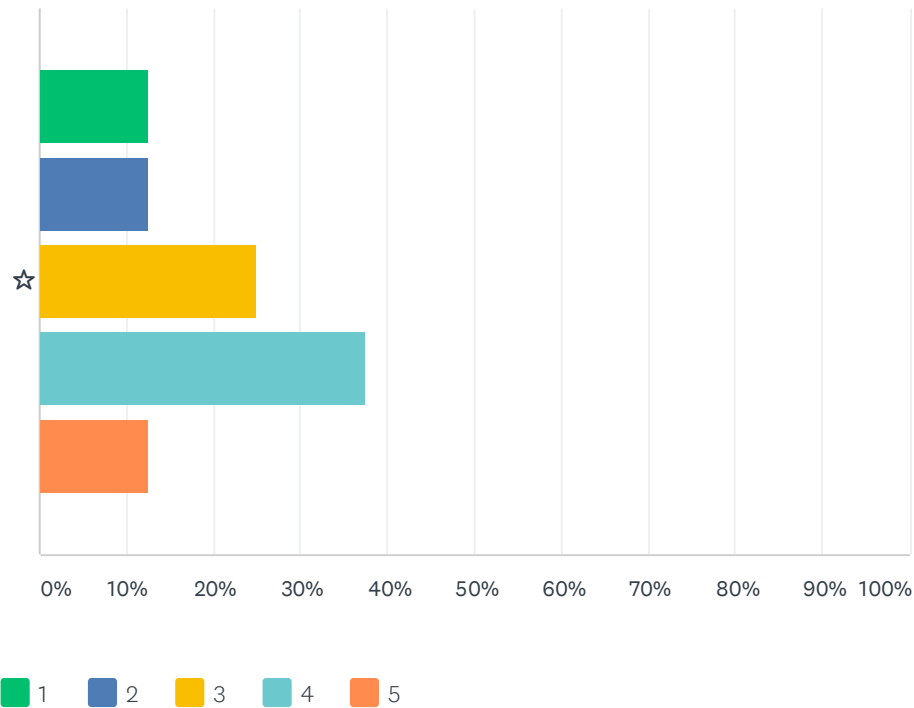
	1	2	3	4	5	6	TOTAL	SCORE
Develop stronger ideation programming targeting traded sector startups (i.e. generating or evaluating new business ideas, customer discovery programs, etc.)	11.11% 1	22.22% 2	22.22% 2	11.11% 1	22.22% 2	11.11% 1	9	3.56
Support advancement of integrated network of accelerators, incubators, entrepreneurial hubs, etc. to serve the region	11.11% 1	44.44% 4	11.11% 1	33.33% 3	0.00% 0	0.00% 0	9	4.33
Catalyze wider range of risk capital in the region	22.22% 2	0.00% 0	11.11% 1	11.11% 1	44.44% 4	11.11% 1	9	3.11
Strengthen networking of traded sector industry clusters	0.00% 0	11.11% 1	22.22% 2	22.22% 2	22.22% 2	22.22% 2	9	2.78
Strategically integrate "concierge" or "business navigator" roles to connect entrepreneurs to resources, etc., throughout the region	33.33% 3	11.11% 1	22.22% 2	11.11% 1	11.11% 1	11.11% 1	9	4.11
Evaluate development of a regionally supported and user validated entrepreneurship resource portal	22.22% 2	11.11% 1	11.11% 1	11.11% 1	0.00% 0	44.44% 4	9	3.11

Q4 What other opportunities should be considered, if any?

Answered: 7 Skipped: 2

Q5 In your opinion, how important is it for a GO Virginia Region 9 Entrepreneurship "quarterback" organization to be selected through an RFP process to serve the entire Region 9 footprint? (1 star = not important and five stars = very important)

Answered: 8 Skipped: 1

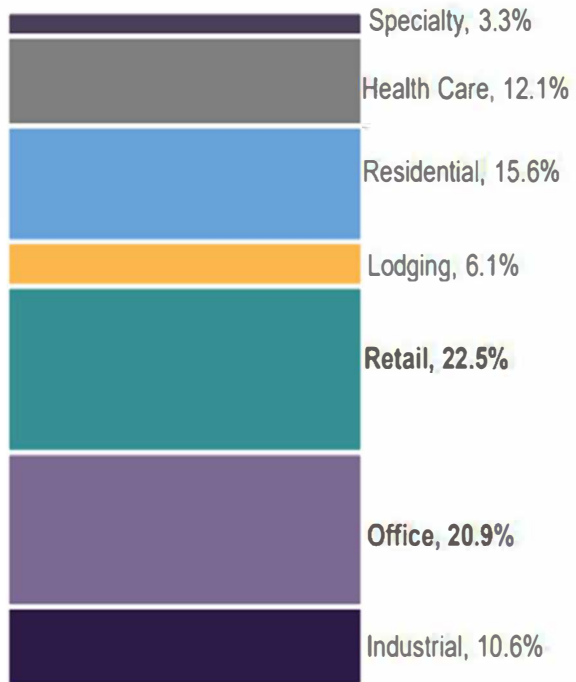


	1	2	3	4	5	TOTAL	WEIGHTED AVERAGE
☆	12.50% 1	12.50% 1	25.00% 2	37.50% 3	12.50% 1	8	3.25

Q6 Describe any grant project ideas that could support the listed or suggested opportunities. Include contact information, if you would like us to contact you.

Answered: 4 Skipped: 5

Major real estate sectors at the end of 2010



Major real estate sectors in May 2021

