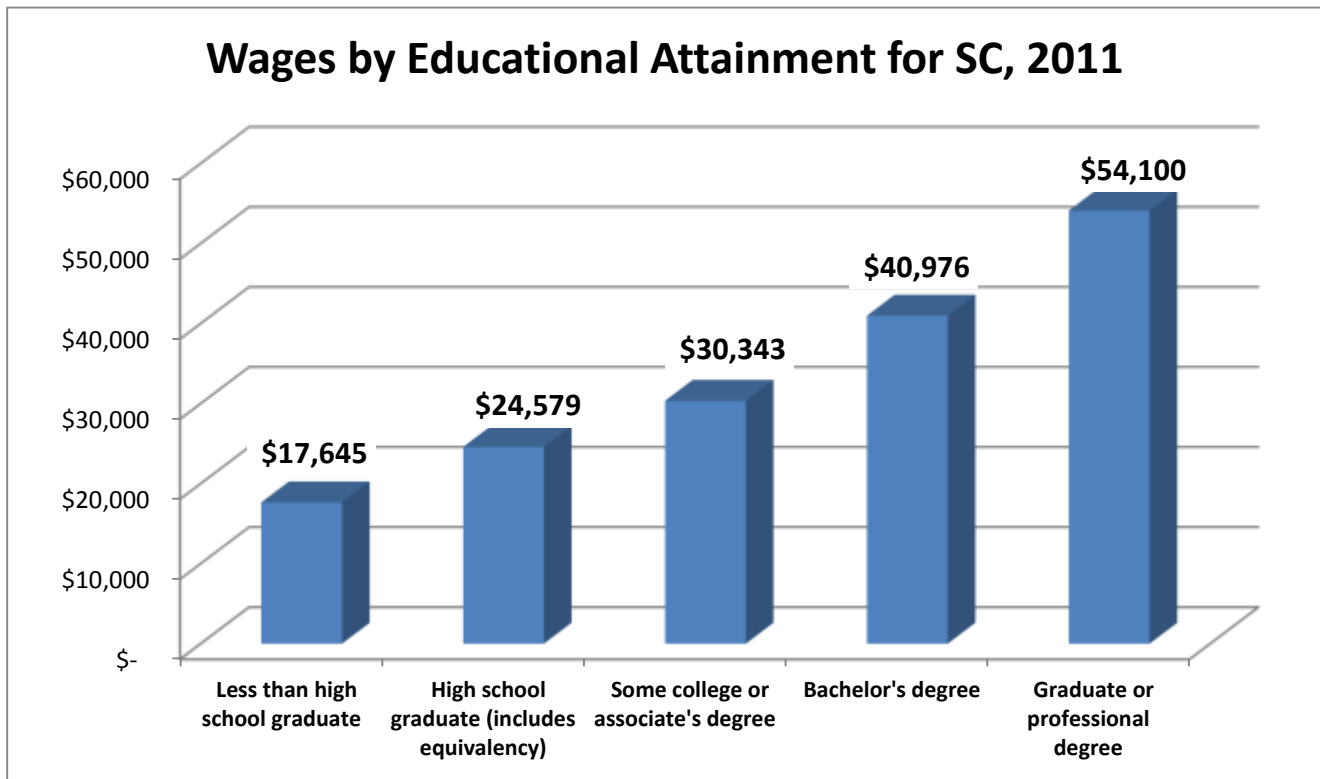




Labor Market Information (LMI)
From the SC Department of Employment and Workforce
www.scWorkforceInfo.com
Lorraine Faulds, Certified Workforce Professional
803-737-2714

The more you learn, the more you earn!!



Best occupations to look at...

Anything in the medical field

- People are getting old and will continue to need medical help
- Current medical workers are retiring
- Knowledge is transportable to other areas/states
- Because of the shortage, there's plenty of opportunity or overtime!

Accounting jobs

Recession has made people look closer at their money.

IT/Computer jobs

Everything from libraries to medical records will soon be electronic.

Top 50 Occupations in the Lower Savannah WIA Area, 2008-2018

Occupational Title	# change 2008-2018	Avg. Hrly Wage	Education Level
Total, All Occupations	7,576	16.44	
Office Clerks, General	450	11.04	Short-term on-the-job training
Truck Drivers, Heavy and Tractor-Trailer	446	15.52	Short-term on-the-job training
Combined Food Prep./Serving Workers, Inc. Fast Food	421	8.58	short-term on-the-job training
Retail Salespersons	408	11.04	Short-term on-the-job training
Cashiers	339	8.68	Short-term on-the-job training
Refuse and Recyclable Material Collectors	197	9.51	Short-term on-the-job training
Tellers	147	12.02	Short-term on-the-job training
Receptionists and Information Clerks	132	11.97	Short-term on-the-job training
Landscaping and Groundskeeping Workers	122	10.75	Short-term on-the-job training
Laborers & Freight, Stock & Material Movers, Hand	81	10.43	Short-term on-the-job training
Cooks, Fast Food	76	8.97	Short-term on-the-job training
Truck Drivers, Light or Delivery Services	75	12.47	Short-term on-the-job training
Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	62	9.16	Short-term on-the-job training
Waiters and Waitresses	52	7.92	Short-term on-the-job training
Security Guards	43	11.29	Short-term on-the-job training
Teacher Assistants	40	8.88	Short-term on-the-job training
Stock Clerks and Order Fillers	39	12.61	Short-term on-the-job training
Bartenders	35	8.29	Short-term on-the-job training
Helpers--Installation, Maintenance, & Repair Workers	34	9.33	Short-term on-the-job training
Dishwashers	33	8.04	Short-term on-the-job training
Bookkeeping, Accounting, and Auditing Clerks	279	14.90	Moderate on-the-job training
Customer Service Representatives	156	11.95	Moderate on-the-job training
Pharmacy Technicians	138	11.82	Moderate on-the-job training
Secretaries, Except Legal, Medical, and Executive	67	13.36	Moderate on-the-job training
Medical Assistants	66	16.14	Moderate on-the-job training
Parts Salespersons	64	11.56	Moderate on-the-job training
Loan Officers	62	24.65	Moderate on-the-job training
Construction Laborers	44	12.34	Moderate on-the-job training
Maintenance and Repair Workers, General	41	16.94	Moderate on-the-job training
Surveying and Mapping Technicians	39	*17.52	Moderate on-the-job training
First-Line Supervisors/Managers of Retail Sales Workers	171	17.79	Work experience in a related job
First-Line Supervisors/Managers of Office & Admin. Workers	113	20.01	Work experience in a related job
Sales Representatives, Wholesale and Manufacturing	60	32.86	Work experience in a related job
First-Line Managers of Construction Trades/Extraction Workers	60	22.83	Work experience in a related job
First-Line Managers of Mechanics, Installers & Repairers	45	27.73	Work experience in a related job
First-Line Managers of Landscaping/Lawn Svc./Groundskeeping Workers	43	15.29	Work experience in a related job
Nursing Aides, Orderlies, and Attendants	147	9.63	Career or technical training
Automotive Service Technicians and Mechanics	72	16.84	Career or technical training
Licensed Practical and Licensed Vocational Nurses	64	18.49	Career or technical training
Insurance Sales Agents	61	33.16	Career or technical training
Heating, Air Conditioning, and Refrigeration Mechanics	41	16.48	Career or technical training
Registered Nurses	151	30.41	Associate degree
Legal Secretaries	91	13.13	Associate degree
Electrical and Electronic Engineering Technicians	34	21.51	Associate degree
Accountants and Auditors	165	27.21	Bachelor's degree
Elementary School Teachers, Exc. Special Education	131	22.46	Bachelor's degree
Civil Engineers	47	32.13	Bachelor's degree
Management Analysts	67	*34.04	Bachelor's or higher with exp.
Pharmacists	99	42.89	First professional award
Lawyers	67	44.23	First professional award

*Area wage unavailable, state wage shown



“But I don’t want to spend 4 years in a classroom!”



YOU DON’T HAVE TO!

Orangeburg-Calhoun Technical College

Program	Job	Hourly Wage	Growth
Certificate Programs (2 semesters = 1 year)			
Small Business Management	Store Manager	\$18.28	9%
Industrial Maintenance	Industrial Maintenance Mechanic	\$18.63	4%
Accounting	Accounting Clerk	\$14.96	14%
Pre-Business	Office Clerk	\$11.11	16%
Diesel Maintenance	Diesel Mechanic	\$16.35	7%
Welding	Welder	\$15.17	3%
Truck Driver Training	Truck Driver	\$15.91	13%
Medical Assisting	Medical Assistant	\$16.97	14%
Nursing Assistant	Nursing Aide	\$9.70	10%
Radiology Technology	X-ray Technician	\$24.01	9%
Degree Programs (4 semesters = 2 years)			
Licensed Practical Nurse	LPN	\$19.32	9%
Pre-Dental Hygiene	Dental Assistant	\$17.12	15%
Electronics Engineering	Electronic Technologist	\$25.73	17%
Early Childhood Education	Preschool Teacher	\$13.45	8%
Automotive Technology	Auto Mechanic	\$15.66	11%
Nursing	Registered Nurse	\$31.54	10%

Data are for the Lower Savannah area. The hourly wage is for 2011 and growth is for 2008-2018.

Source: SC Department of Employment and Workforce, Labor Market Information



How much do I need to earn?

www.jumpstart.org/reality-check.html

MINIMUM

- Live with parents
- Use public transportation
- Eat at home
- Utilities (water, electricity, gas)
- No Internet, cable, concerts, downloads (Yes, you have a basic cell phone!)
- Minimum Health Insurance

\$4.40/hour

**Cashier, Dishwasher, Maid
(no college)**

MAXIMUM

- Live in apartment (no roommate)
- New car!
- Eat out all the time
- All utilities
- Internet, cable with extra channels, concerts, downloads, movie/game rentals, the newest cell phone (web and video too!)
- Health Insurance
- Gym membership
- Savings for emergency, gifts, vacations, donations, etc.

\$24.33/hour

**Public Relations Specialist,
Registered Nurse, Advertising Manager
(2-4 years of college)**

Probability of a High School Student Becoming a Professional Athlete

Student-Athletes	Men's Basketball	Women's Basketball	Football	Baseball	Men's Hockey	Men's Soccer
High School Student-Athletes	549,500	456,900	983,600	455,300	29,900	321,400
High School Senior Student-Athletes	157,000	130,500	281,000	130,100	8,500	91,800
NCAA Student-Athletes	15,700	14,400	56,500	25,700	3,700	18,200
NCAA Freshman Roster Positions	4,500	4,100	16,200	7,300	1,100	5,200
NCAA Senior Student-Athletes	3,500	3,200	12,600	5,700	800	4,100
NCAA Student-Athletes Drafted	44	32	250	600	33	76
% High School to NCAA	2.9	3.1	5.8	5.6	12.9	5.7
Percent NCAA to Professional	1.3	1.0	2.0	10.5	4.1	1.9
% High School to Professional	0.03	0.02	0.09	0.5	0.4	0.08

Did You Know?

- Most professional athletes' careers last only several years because of injuries and age.
- Avoiding and treating injuries is a huge part of being a professional athlete. An injury could end your career.
- According to the U.S. Bureau of Labor Statistics, the 2011 average yearly earnings of athletes were \$79,830 (\$50,219 in South Carolina).

Have a Plan B!!



What employers are looking for...

Professionalism/work ethic: Demonstrate integrity and ethical behavior; act responsibly with the interests of the larger community in mind. *Dress right and show up for work!*

Verbal and written communication: Articulate thoughts, ideas clearly and effectively; have public speaking skills; write memos, letters and complex technical reports clearly and effectively. *Speak and write clearly!*

Teamwork/collaboration: Build collaborative relationships with colleagues and customers; be able to work with diverse teams, negotiate and manage conflicts. *"Can't we all just get along?"*

Critical thinking/problem solving: Exercise sound reasoning and analytical thinking; use knowledge, facts, and data to solve workplace problems; apply math and science concepts to problem solving. *Figure it out!*

In the future, employers will also need...

Information Technology Application—Select and use appropriate technology to accomplish a given task, apply computing skills to problem-solving.

Creativity/Innovation—Demonstrate originality and inventiveness in work; communicate new ideas to others; integrate knowledge across different disciplines.

Diversity—Learn from and work collaboratively with individuals representing diverse cultures, races, ages, gender, religions, lifestyles, and viewpoints.

Leadership—Leverage the strengths of others to achieve common goals; use interpersonal skills to coach and develop others.

Employers don't want employees who...

- Wait for specific instructions, deliver the bare minimum
- Resistant to change, uninterested in learning new skills
- Conflict with supervisor and others, resistance to compromise, complaining
- Uncomfortable with networking or uninterested in professional activities beyond "9 to 5"
- Brings problems to supervisor and expects him/her to give solutions
- Chronically late, disorganized, unprofessional, rude or abusive, requires close supervision to get work done
- Gives excuses, hides mistakes, blames others
- Endless debate, questions every decision
- Takes things personally, becomes defensive, avoids difficult conversations with direct reports or gives feedback in a harsh, harmful way
- Unclear communications, poor writing skills, discomfort with public speaking or presentations
- Not interested in making employer look good or more interested in promoting self



WANT A PART-TIME JOB?

There are three good ways to get one:

1. Fill out applications
2. Check want ads or online
3. Networking

APPLICATIONS

Many employers use an application form rather than a resume to get the same information about all applicants or to get information not usually included on a resume. There can be many different kinds of applications: one-page, multiple-page, clean, or over copied.

Tips on applications:

- Bring all information you may need, especially work history and grades in high school.
- Read directions carefully and complete the form as neatly as possible (Yes—handwriting counts!!). Proofread carefully.
- Don't leave any blanks. You can use "n/a" when it does "not apply" to you.
- Avoid negative information. Use "job ended" if you have to show why you left a job. Your goal is to get an interview and you can describe "Job ended" during the interview.
- Avoid a specific salary requirement. Don't get taken off the interview list just because the wage you put down is too high! Just say that the salary is "open" or "negotiable."



WANTS ADS/ONLINE

Want ads (in the newspaper or online) are the second most common way to find a job opening (behind networking). Make sure the ad describes what the work would be ("server, evenings and weekends" or "day camp counselor"). Ads that never really come out and say what you will be doing should be ignored ("earn thousands of dollars each week").

- 75% of jobs on the Internet (like Monster.com or CareerBuilder.com) are general job openings from temporary employment services.
- Many times it's not a real job; they are just collecting resumes and not hiring right away.
- Only 7% of job hunters found their job on the Internet.
- Internet searching should take up about 25% of your time during a job search. Use other job searches (networking, want ads, etc.) in addition to the Internet.
- Internet job search sites should be FREE!!
- Be prepared for junk mail about resume writing and job search services!

NETWORKING

- Most people get a job through people they know, not by answering newspaper ads or online openings.
- Make a list of people you know: friends, family, family friends, parents of friends, co-workers, mentors, neighbors, etc. Give them your resume!
- Add to your list by going to community meetings and job fairs.
- Don't be shy! It costs nothing to ask!
- Learn how to talk about yourself. Sometimes you only have a couple minutes to make someone see what you can do so work on an "Elevator Speech."



Example of an elevator speech: *Hi! My name is John Carpenter. I am a senior at Cross High School majoring in Construction Trades. I have a 2.9 grade point average and my favorite class is masonry. I have experience in building retaining walls and think I would be a great asset to your construction company. Here is my resume. Please keep me in mind when you are hiring for part-time openings.*

HOW DEW CAN HELP!

The SC Department of Employment and Workforce, or DEW, is responsible for:

- Paying unemployment insurance benefits
- Collecting unemployment taxes
- Finding jobs for people
- Finding employees for companies
- Collecting and disseminating state/federal employment statistics

Want to look for a job?

Want to search over 1,200 websites from one place? Go to <https://jobs.scworks.org/>.



Why register with the SC Works Online System?

- Use **Resume Builder** software—searchable by employers—or import an existing resume.
- **Job Market Explorer** helps you find in-demand jobs and use skills and career assessment tools.
- **Background Wizard** lets you build and publish up to 10 distinct resumes.
- Online learning resources, free training, GED assistance, and continuing education opportunities (including FREE WIA training (if you qualify)).
- Learn how to build a household budget, apply for financial aid, and prepare a transitional budget for tough times.

Being out of work doesn't feel good, but it's not hopeless.

How do job-training services, job opportunities, and free back-to-work services sound?

- We provide testing, counseling, and job referrals, connect you with employers and alert you to upcoming job fairs.
- Veterans will find resources, services, and opportunities here, and our Job Seekers Resources support all.
- Our Rural Manpower Service helps seasonal, agricultural, and nonagricultural workers find work.
- Special Applicant Groups, Claimants, and people with disabilities will find useful resources here.
- Learn how Employer Services employment opportunities benefit you.

Where is the nearest SC Works Office?

Orangeburg

1804 Joe S. Jeffords Hwy.
Orangeburg
803-534-3336

Free Workshops in Orangeburg

- Interviewing, Resume Prep & Job Search, Thursdays 9-11am
- Computer Basics, Thursdays 2-4pm

Voorhees

(open Wednesdays 9am-4pm)
527 Beech Avenue
Denmark
803-703-1040



Online Job Openings in Orangeburg County

(on 10/1/12)

649 Job Openings

Number of jobseekers per job opening: 8

Top 20 Occupations with Online Job Ads

1. Physical Therapists
2. Occupational Therapists
3. First-Line Supervisors/Managers of Retail Sales Workers
4. First-Line Supervisors/Managers of Food Preparation and Serving Workers
5. Registered Nurses
6. Truck Drivers, Heavy and Tractor-Trailer
7. Retail Salespersons
8. Medical and Health Services Managers
9. Industrial Engineers
10. Occupational Therapist Assistants
11. First-Line Supervisors/Managers of Production and Operating Workers
12. Customer Service Representatives
13. Helpers--Production Workers
14. Executive Secretaries and Administrative Assistants
15. Bus and Truck Mechanics and Diesel Engine Specialists
16. Physical Therapist Assistants
17. Truck Drivers, Light or Delivery Services
18. Combined Food Preparation and Serving Workers, Including Fast Food
19. Accountants
20. Speech-Language Pathologists

Top 15 Employers with Online Ads

1. Soliant Health (<http://www.soliant.com/apply/>)
2. KFC (http://www.jobswithkfc.com/#/apply_now)
3. RCI Recruitment Solutions (<http://rcirecruitmentsolutions.com/>)
4. Supplemental Health Care Staffing (<http://www.supplementalhealthcare.com/page/how-we-work>)
5. Bimbo Bakeries USA (<http://careers.bimbobakeriesusa.com/career.cfm>)
6. Husqvarna (<http://husqvarnagroup.com/en/career/looking-for>)
7. Lowe's (<https://careers.lowes.com/default.aspx>)
8. Love's Travel Stops & Country Stores, Inc. (<http://www.loves.com/Careers.aspx>)
9. Amedisys Home Health & Hospice Care (<http://www.amedisys.com/careers.aspx>)
10. Citi Trends, Inc.
(<https://www.cititrends.apply2jobs.com/HVExt/index.cfm?fuseaction=mHVExternal.showPositions>)
11. CVS Caremark (<http://info.cvscaremark.com/careers>)
12. Albemarle Corporation (<http://albemarle.com/Careers/Careers-Overview-238.html>)
13. The JAG Group, Inc. (http://www.thejaggroup.com/cgi/job_search.php)
14. Medmatch International Inc. (e-mail: bloch@medmatch-international.com)
15. Core Medical (<https://www.coremedicalgroup.com/profile/register.html>)



WIA Workshops

Thursdays

Interviewing, Resume Preparation, and Job Search
From 9am to 11am

- Learn proper interview techniques
 - Create or update your resume
- Learn how to search for a job in www.scworks.org

Computer Basics
From 2pm to 4pm

- Learn the parts of the computer
- Learn how to use the mouse and keyboard
 - Learn how to use the internet

These services are offered at **no cost** to you. Join us in our mission to assist you in getting a job.