WE WANT TO HELP YOU SUCCEED.
Whether your goal is to transfer to a four-year university or get started on a career path right away, we’ll help you get there.

You are more than just a number at NIACC. Small class sizes, engaged faculty, low tuition rates, high career placement rates, and a culture of student success across the campus, ensure you’ll be supported every step of the way.

Spend some time on campus and we think you’ll agree that NIACC should be your first choice.

Online. >> www.niacc.edu
Head to our website; it is full of information on programs, transfer options, careers, scholarships, and financial aid that will give you a sense of what we will do for you at North Iowa Area Community College.

Visit Us. >> www.niacc.edu/visit
Visiting the North Iowa Area Community College (NIACC) campus or center is more than just seeing—it is experiencing what the college has to offer. Come experience NIACC and see how we will help you succeed.

Explore! >> Explore is our premier visit experience and is held during the fall. This even gives high school students a chance to really experience our programs and our campus.

Hands on activities, demonstrations, and simulations, led by NIACC instructors and area employers, kick-off the day. You’ll have the opportunity to check out the campus, win great prizes, and enjoy lunch -- on us!

The visit is capped off by a FREE CONCERT by a popular band or artist. It’s a great way to see what NIACC has to offer and have some fun!

Busting Out Blue >> Busting Out Blue is a fun Saturday visit held in the spring in conjunction with NIACC Trojans basketball games. Students will arrive one hour prior to the women’s game to learn about NIACC and the academic programs available. In between games, students will tour housing to see how our new housing facility can provide the perfect place to stay on campus. After the men’s game, students are invited to an activity in the Auditorium sponsored by the NIACC Student Senate.

Each attendee will receive a free-shirt and have a chance to win great prizes like a TV, wireless headphones or a tablet.

Virtual Tour. >> niacc.college-tour.com

Apply. >> www.niacc.edu/apply
Submitting your application is easy and free.
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Your Success is Our #1 Priority
You’ll find life on the NIACC campus engaging and fun with support around every corner. We are here to help you succeed.
>> www.niacc.edu/student-life

Student Learning Center.
A place for individual students or groups to study with resources close at hand. Students may drop in for help or make an appointment with an instructor or peer tutor for assistance in most subject areas. We will help you with study strategies, test taking tips, and note taking systems.

Counseling and Advising.
NIACC students have access to many services, at no charge, including personal counseling, academic and transfer advising, student support services, disability services, vocational rehabilitation services, and screenings.

Career Counseling and Employment Center.
Students receive free individual career counseling to help them identify their overall career direction and educational goals. We provide assistance completing applications, developing cover letters and resumes, interview preparation, and much more.

Job Postings.
At NIACC, we help our graduating students, alumni and area residents connect with businesses who are searching for employees. We have an active list of current job openings that businesses have shared with us.

Life on Campus.
Sporting events, musicals, bingo, magicians, and bowling are just a few of the events you can attend at NIACC. You’ll find fun and interesting activities everywhere you go.

Clubs and Organizations.
More than 40 recreational, intellectual and social activities will make your college experience even more memorable. Join the club!

Campus View Student Housing Complex.
Located on the North end of campus, our new student housing complex is surrounded by beautiful lakes complete with a shelter house and a recreational trail into town. The grounds also include basketball, sand volleyball, and tennis courts.

GOAL:
Attend a four-year College or University.

North Iowa Area Community College offers Associate of Arts and Associate of Science Degrees:

• Equivalent to the first two years of a bachelor’s degree.
• Designed to transfer to a four-year college or university where you can continue your education goals.

North Iowa Area Community College offers course options to match your career and educational interests including but not limited to agriculture, animal science, business administration, communication, criminal justice, early childhood, education, human services, industrial technology, teacher education, and psychology.

Your dedicated academic advisor will work closely with you to ensure the award transfers to the college or university of your choice.

LEARN MORE.
www.niacc.edu/transfer
GENDER ON THE JOB

Career exploration is serious business. As you survey different career options, you may feel discouraged from following certain paths because you are a female or because you are a male. Take note when this happens! Gender stereotypes are actually what contribute to the under-representation of women and men in many occupations. These stereotypes or biases often occur unconsciously. Your career planning process must be informed, thoughtful, and open-minded.

Use the following tips to help you stay informed on your career journey:

» Accept no limits. Your career choice is based on your interests and determination to develop skills. It should not be based on gender stereotypes. Value your dreams and aspirations.

» You will possibly spend 50+ years working. Make an informed decision based on job opportunities and interests, and choose something you will enjoy. Learn the standards of performance and the skill set required for an occupation. Remember, you are not expected to have all the skills before you start working. That’s why North Iowa Area Community College is here!

» Seek out mentors in non-traditional occupations and look for shadowing or volunteer opportunities in these areas. This will help you make informed decisions and develop a support system. If you need a hand with this, seek help from staff at your high school, Southeastern Community College, or your parents.

» When both men and women work in the same industry, that industry becomes stronger and is more representative of our world as a whole. Both genders bring unique experiences, perspectives, and skill sets to an occupation.

» It takes courage to stand up and break tradition; but it’s your life and you are in charge.

*Non-traditional careers are occupations in which one gender comprises less than 25 percent of all individuals employed in that field.

Sample Non-Traditional Careers for Men
- Health Information Technology
- Nurse
- Elementary Teacher
- Cosmetologist
- Administrative Assistant
- Veterinary Technician

Sample Non-Traditional Careers for Women
- Architect
- Carpenter
- Electrician
- Mechanic
- Engineer
- Welder
How to Use this Guide

Planning for the future will help you make good choices for class selection in high school and prepare you for college and a successful career.

Prior to using this guide, it is recommended you complete a career interest inventory. Ask your counselor about taking one, or complete one online at www.iowacareercoach.gov/#action=loadCareerAssessmentIntro. Completing an inventory will assist you in narrowing down the education and career choices provided in this guide to those that best suit your interests and abilities.

Career Clusters™
There are 16 national Career Clusters™, which link what is learned in school with the knowledge and skills that are needed for success in college and a career. These 16 Career Clusters™, defined throughout this guide, assist in planning for the future by identifying pathways from high school to two- and four-year colleges, graduate school and the workplace.

Look for this symbol to indicate which career cluster you are in.

Note: This guide intentionally omits the Government and Public Administration and the Hospitality and Tourism clusters, so it includes complete information on 14 clusters throughout. For more information on the Government and Public Administration cluster, please visit: www.careertech.org/government.

Career Pathways
There are 14 national Career Clusters™ that are broken down further into smaller subsets of occupations or pathways in this report. When you see this symbol and text, » Sample Careers, you will know you are exploring career pathways in the guide. Career Pathways are grouped around common knowledge or skills needed for career success. Career Pathways can be used to further explore careers within the Career Clusters™ that interest you.

Each Career Cluster™ section includes:
• Top cluster occupations by annual growth rate in Iowa
• Potential career pathways within each cluster
• Sample careers for each pathway
• North Iowa Area Community College programs available for each pathway
• Suggested high school courses

Career Planning Worksheets
The “Career Planning” worksheet available on pages 8-9 of this guide and online at https://niacc.emsicareercoach.com will help get you started using the guide. It is also a great idea to review this guide and complete the worksheet with a parent, career counselor, or teacher. Finally, don’t forget to take advantage of the many online resources available to help guide your career planning. Page 5 includes some good resources to get you started!
Resources

North Iowa Area Community College » www.niacc.edu » www.facebook.com/myniacc
Learn more about the possible college programs that interest you at www.niacc.edu/academics.

NIACC Career & Employment Center » www.niacc.edu/careerservices
The NIACC Career and Employment Center provides career planning and job search assistance to NIACC students before and after graduation. They can help you find local employment, perfect your resume, and polish up your job seeking and employment skills.

NIACC Career Link » www.niacc.edu/careerlink » www.niacc.edu/career-connections
Take college courses while in high school. Career Link provides credits to meet your high school graduation requirements, as well as requirements for two- and four-year degrees. All tuition and textbook fees are paid through an agreement between your local high school and North Iowa Area Community College.

Career and Technical Education (CTE) » www.careertech.org
Explore the knowledge and skills required for each Career Cluster™ and Pathway, find sample education plans, view brochures for each Career Cluster™ and more.

Career and Technical Education (CTE) Interest Survey » www.careertech.org/student-interest-survey
Use this interest survey to determine top clusters for students to explore. Available in English and Spanish.

Elevate Advanced Manufacturing » www.elevateiowa.com
Consider a career in manufacturing in Iowa! Educators and students should use this resource to explore the amazing opportunities available in Iowa through the advanced manufacturing field.

Iowa Career Coach » www.iowacareercoach.gov
Iowa’s Career Coach is a career exploration tool that allows users to research careers (by tasks, typical education, wages, and employer demand), find training providers, create a resume, and connect to job opportunities.

Iowa Workforce Development » www.iowaworkforcedevelopment.gov
Provides job outlook and wage data, as well as information on offerings at your local IowaWORKS office.

Labor Market Information » www.iowalmi.gov
Find out about the current workforce, employment, and economy status in Iowa. Go to: www.iowaworkforcedevelopment.gov/occupational-projections for detailed information on the estimated activity for each occupation in areas of employment, new jobs, replacements, total annual openings, and current wages.

Mapping Your Future » www.mappingyourfuture.org
Explore careers no matter what stage you are in your planning process. This resource includes sections for middle/high school, undergraduate, graduate, student loan borrowers, parent, and middle/high school counselors.

O*Net OnLine » www.onetonline.org
There are many ways to explore careers on this website! Find occupations by Career Cluster™ or sort by Career Pathway.
Graduate Cluster to Industry Sector

The diagram below shows where NIACC graduates enrolled in particular career clusters found employment after graduation (the “no match” section corresponds to those graduates who did not match wage records). Students who chose the college parallel (transfer) cluster and the health science career cluster represent the largest portion of 2011-2015 NIACC graduates, which explains why the red and green sections on the diagram are so wide. The chart shows trends in employment of graduates at a glance; for example, while the majority of health science graduates obtained employment within the health care and social assistance industry; business, management, and administration graduates, by contrast, found employment in nearly every industry, including manufacturing and health care and social assistance.

Cluster to Industry Mapping for AY11 - AY15 NIACC Graduates
The Iowa Workforce Development (IWD) Region 2 (Cerro Gordo, Floyd, Franklin, Hancock, Mitchell, Winnebago, and Worth counties) Career Cluster™ analysis provides detailed information on benefits offered, wages, skills required, and employment growth within each Career Cluster™. This information is provided to further assist in career planning while using this guide.

Career Clusters™ are a break in the tradition of thinking about the labor market in terms of industries and occupational groups. Whereas industries revolve around a similar product group and occupational groups focus on similar roles, Career Clusters™ more directly identify the knowledge and skills needed to follow a pathway toward career goals and provide a context for exploring the many occupational options available. Traditional occupational groups may include jobs with similar responsibilities but on widely disparate career paths, while Career Clusters™ group jobs more directly related to their career pathways across multiple industries.

Students, parents, and educators can use Career Clusters™ to help focus educational planning towards obtaining the necessary knowledge, competencies, and training for success in a particular career pathway across multiple industries.

Employers can use the Career Clusters™ information to compare benefits and employment growth for the groups in which they hire. The information can be a powerful tool to assess competitiveness and business strategy for future hiring.

There are 14 Career Clusters™ Discussed in this Report:

- Agriculture, Food, and Natural Resources
- Architecture and Construction
- Arts, Audio/Video Technology, and Communications
- Business, Management, and Administration
- Education and Training
- Finance
- Health Science
- Human Services
- Information Technology
- Law, Public Safety, Corrections, and Security
- Manufacturing
- Marketing, Sales, and Service
- Science, Technology, Engineering, and Mathematics
- Transportation, Distribution, and Logistics

Since Career Clusters™ consist of occupations across many industries, businesses may employ people who are included in many Career Clusters™. For this reason, a business may be counted in a single or many Career Clusters™. While each business may identify more closely with a particular industry or even a particular occupational group, the employees may identify more closely with their particular Career Cluster™. This makes the information extremely important from a human resources perspective to better empathize and plan for the needs of the distinct groups of employees.

There are 3,976 businesses in IWD Region 2, reporting a total employment level of 51,069. The chart to the right shows a breakdown of the employment level by business size.

Source: Iowa Workforce Development, QCEW 2017 Q1
My Top Career Clusters™
Refer to your results from your Career Coach Assessment (www.iowacareercoach.gov/#action=loadCareerAssessmentIntro). You can concentrate on just one Career Cluster™, or you may choose to expand your exploration to two clusters.

1. ________________________________________________________________________________________
2. ________________________________________________________________________________________

Careers to Research
Use Career Coach (www.iowacareercoach.gov) to find additional careers in your top Career Clusters™.

1. ________________________________________________________________________________________
2. ________________________________________________________________________________________
3. ________________________________________________________________________________________
4. ________________________________________________________________________________________
5. ________________________________________________________________________________________
6. ________________________________________________________________________________________

Non-traditional Careers to Consider
Read the information on non-traditional careers found on page 3 of this guide, then select non-traditional careers in your top Career Clusters™ to research.

1. ________________________________________________________________________________________
2. ________________________________________________________________________________________

Career Clusters™ that Interest Me
Once you have completed your career research you will be able to narrow down the careers in the cluster that interest you. Using this guide through career exploration will help you focus on your future education and college goals as you plan your high school courses.

1. ________________________________________________________________________________________
2. ________________________________________________________________________________________
3. ________________________________________________________________________________________

My Top Skills
Based on your top career choices, which top skills should you possess?

1. ________________________________________________________________________________________
2. ________________________________________________________________________________________
3. ________________________________________________________________________________________
My Top Careers
Based on your career research, try to narrow down your list of possible careers. Be sure to consider:
- classes you will need to take in high school and college
- the amount of education required for the career
- where you can live to perform that career
- the number of projected job openings in the field
- how many hours you will work
- the type of environment where you will work
- if travel is required
- what kind of benefits you can expect to receive

1. ________________________________________________________________________________________
2. ________________________________________________________________________________________
3. ________________________________________________________________________________________

My Top Programs
Based on your top career choices, which programs should you consider for college?

1. ________________________________________________________________________________________
2. ________________________________________________________________________________________
3. ________________________________________________________________________________________
4. ________________________________________________________________________________________

Other Colleges and Programs to Consider
What other colleges or college programs are you considering? Be sure to research specific programs at each college to make sure it is a fit for your top pathways and careers. When considering colleges, be sure to consider:
- location
- environment
- size
- cost
- activities
- success rate for job placement and/or graduate school

1. ________________________________________________________________________________________
2. ________________________________________________________________________________________
3. ________________________________________________________________________________________
The production, processing, marketing, distribution, financing, and development of agricultural commodities and resources including food, fiber, wood products, natural resources, horticulture, and other plant and animal products/resources.

**Agribusiness Systems**
- Sample Careers
  - Banker/Loan Officer
  - Farm Manager Investment Manager
  - Agriculture Commodity Broker
  - Dairy Herd Supervisor
  - Feed and Supply Store Manager
  - Agricultural Chemical Dealer

**Animal Systems**
- Sample Careers
  - Agriculture Educators
  - Livestock Producers
  - Veterinary Assistants
  - Animal Scientists
  - Embryo Technologists
  - Feed Sales Representative
  - Wildlife Biologist
  - Dairy Producer
  - USDA Inspectors

**Environmental Service Systems**
- Sample Careers
  - Occupational Health and Safety Specialist
  - Recycling Coordinator
  - Environmental Compliance Inspector
  - Water Quality Manager
  - Toxicologist
  - Environmental Engineer
  - Green Building Consultant
  - Landscape Architect
  - Urban Planner

**Food Products and Processing Systems**
- Sample Careers
  - Food Scientist
  - Cheese Maker
  - Food and Drug Inspector
  - Bacteriologist
  - Bioengineer/Biochemist
  - Meat Cutter/Meat Grader
  - Produce Buyer
  - Quality Control Specialist

**Natural Resources Systems**
- Sample Careers
  - Wildlife Manager
  - Park Manager
  - Fish and Game Officer
  - Geologist

**Plant Systems**
- Sample Careers
  - Plants Breeder and Geneticist
  - Soil and Water Specialist
  - Crop Farm Manager
  - Agricultural Educator
  - Botanist
  - Grain Operations Superintendent
  - Golf Course Superintendent
  - Greenhouse Manager
  - Farmer

**Power, Structural, and Technical Systems**
- Sample Careers
  - Machine Operators
  - Electronics Systems Technicians
  - Agricultural Engineers
  - Heavy Equipment Maintenance Technician
  - Waste Water Treatment Plant Operator
  - Welder
  - GPS Technicians
  - Agricultural Applications Software Developers/Programmers

---Graduates: The First Year---

| Number of Awards Conferred | 69 |
| Percent Who Continued Their Education | 18.1% |
| Percent Employed Among Those Who Are Not Continuing Education | 77.9% |
| 2016 Median Adjusted Annual Salary | $33,182 |

Source: Education Outcomes, AY11-AY15; Iowa Department of Education
Note: information represents community college specific outcomes. Salary information is only included for graduates who are not continuing education.
### The Following Data is for the State of Iowa as a Whole

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<th>Occupation</th>
<th>Annual Openings</th>
<th>Annual Growth</th>
<th>Estimated jobs by 2025</th>
<th>Entry-Level Hourly Rate</th>
<th>Mid-Career Hourly Rate</th>
<th>Typical Entry-Level Education</th>
<th>Work Experience Required</th>
<th>Typical On-the-Job Training</th>
</tr>
</thead>
<tbody>
<tr>
<td>Farmers, Ranchers, and Other Agricultural Managers</td>
<td>664</td>
<td>0.6%</td>
<td>31,876</td>
<td>$9.72</td>
<td>$13.40</td>
<td>HS</td>
<td>5+ years</td>
<td>None</td>
</tr>
<tr>
<td>First-Line Supervisors of Farming, Fishing, and Forestry Workers</td>
<td>31</td>
<td>1.2%</td>
<td>998</td>
<td>$16.23</td>
<td>$27.13</td>
<td>HS</td>
<td>&lt; 5 years</td>
<td>None</td>
</tr>
<tr>
<td>Tree Trimmers and Pruners</td>
<td>15</td>
<td>2.0%</td>
<td>362</td>
<td>$10.99</td>
<td>$15.15</td>
<td>HS</td>
<td>None</td>
<td>Short-Term</td>
</tr>
<tr>
<td>Environmental Engineers</td>
<td>12</td>
<td>2.6%</td>
<td>261</td>
<td>$27.61</td>
<td>$40.23</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Natural Sciences Managers</td>
<td>11</td>
<td>1.3%</td>
<td>348</td>
<td>$33.17</td>
<td>$48.69</td>
<td>B</td>
<td>5+ years</td>
<td>None</td>
</tr>
<tr>
<td>Agricultural Inspectors</td>
<td>9</td>
<td>0.4%</td>
<td>281</td>
<td>$16.69</td>
<td>$22.86</td>
<td>B</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Agricultural Engineers</td>
<td>8</td>
<td>0.3%</td>
<td>265</td>
<td>$25.28</td>
<td>$36.99</td>
<td>A</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Environmental Engineering Technicians</td>
<td>4</td>
<td>3.0%</td>
<td>95</td>
<td>$16.16</td>
<td>$23.03</td>
<td>A</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Animal Breeders</td>
<td>4</td>
<td>1.4%</td>
<td>99</td>
<td>$13.55</td>
<td>$21.91</td>
<td>HS</td>
<td>&lt; 5 years</td>
<td>Short-Term</td>
</tr>
<tr>
<td>Forest and Conservation Workers</td>
<td>3</td>
<td>0.5%</td>
<td>154</td>
<td>$10.28</td>
<td>$16.64</td>
<td>HS</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Logging Equipment Operators</td>
<td>3</td>
<td>-2.7%</td>
<td>78</td>
<td>$14.29</td>
<td>$17.71</td>
<td>HS</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
</tbody>
</table>

**ANNUAL OPENINGS** = Annual New Jobs plus Annual Replacements (rounded); Employment data suppression (Occupational employment data may not add up or equal occupational group totals due to rounding and/or suppression of occupations with less than ten rounded total annual openings);

**ANNUAL GROWTH RATE** = Ten year growth rate (not shown) divided by ten;

**ENTRY-LEVEL HOURLY RATE** = Average of the lowest third of reported wages for the occupation;

**MID-CAREER HOURLY RATE** = Average wage computed by dividing the estimated total wage for an occupation by its weighted employment;

**EDUCATION/WORK EXPERIENCE/JOB TRAINING** levels are determined by the U.S. Department of Labor’s Bureau of Labor Statistics (BLS). Alternative pathways may exist as well as differing educational, training or licensing requirements per state. Iowa requirements are used in this publication when available.

**EDUCATION:**
- < HS = Less than high school
- HS = High school diploma or equivalent
- PS = Postsecondary non-degree award
- SC = Some college, no degree
- A = Associate's degree
- B = Bachelor's degree
- G = Advanced degree

Source: EMSI
North Iowa Area Community College

PROGRAMS OF STUDY

- AGRICULTURE - TRANSFER
- AGRICULTURE MARKETING & FINANCE
- AGRICULTURE OPERATIONS MANAGEMENT
- AGRICULTURE SALES & SERVICE
- AGRICULTURE TECHNOLOGY
- ANIMAL ECOLOGY
- BIOLOGY - TRANSFER
- ENVIRONMENTAL SCIENCES - TRANSFER
- FORESTRY - TRANSFER
- HORTICULTURE - TRANSFER
- VETERINARY MEDICINE - TRANSFER

SUGGESTED HIGH SCHOOL COURSES

- ACCOUNTING
- AGRICULTURE EDUCATION
- BUSINESS EDUCATION
- COMMUNICATION
- COMPUTER APPLICATIONS
- ENGLISH/COMPOSITION
- FOREIGN LANGUAGE
- LAB SCIENCES: BIOLOGY, CHEMISTRY, PHYSICS, MICROBIOLOGY
- MATH: TECHNICAL MATH, ALGEBRA, TRIGONOMETRY, CALCULUS
- PRE-EMPLOYMENT STRATEGIES

"THE CLASSES I HAVE TAKEN AT NIACC WERE ENJOYABLE, AND THE PROFESSORS WERE VERY HELPFUL IN GUIDING ME TOWARDS MY EDUCATIONAL GOALS."

---MATT
Careers in designing, planning, managing, building, and maintaining the built environment.

**Construction**
- General Contractor/Builder
- Construction Manager
- Equipment and Material Manager Scheduler
- Construction Inspector
- Carpenter
- Electrician
- Concrete Finisher

**Design/Pre-Construction**
- Architect
- Drafter
- Industrial Engineer
- Cost Estimator
- Surveyor
- Interior Designer
- Building Code Official
- Computer Aided Drafter

**Maintenance/Operations**
- General Maintenance Contractor
- Construction Foreman
- Project Manager
- Carpenter
- Mason
- Plumber

---Graduates: The First Year---

- **Number of Awards Conferred**
  - AY11-AY15: 71
- **Percent Who Continued Their Education**
  - 15.5%
- **Percent Employed Among Those Who Are Not Continuing Education**
  - 95.0%
- **Median Adjusted Annual Salary**
  - 2016: $29,533

Source: Education Outcomes, AY11-AY15; Iowa Department of Education

Note: Information represents community college specific outcomes. Salary information is only included for graduates who are not continuing education.
**ARCHITECTURE AND CONSTRUCTION CAREER CLUSTER™ OCCUPATIONS BY ANNUAL OPENINGS**

**THE FOLLOWING DATA IS FOR THE STATE OF IOWA AS A WHOLE**

<table>
<thead>
<tr>
<th>Occupation</th>
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<th>Mid-Career Hourly Rate</th>
<th>Typical Entry-Level Education Work Experience Required</th>
<th>Typical On-the-Job Training</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electricians</td>
<td>364</td>
<td>1.9%</td>
<td>10,462</td>
<td>$15.07</td>
<td>$24.07</td>
<td>HS None</td>
<td>Apprenticeship</td>
</tr>
<tr>
<td>Carpenters</td>
<td>356</td>
<td>1.6%</td>
<td>13,622</td>
<td>$12.26</td>
<td>$17.30</td>
<td>HS None</td>
<td>Apprenticeship</td>
</tr>
<tr>
<td>Operating Engineers and Other Construction Equipment Operators</td>
<td>210</td>
<td>1.2%</td>
<td>6,557</td>
<td>$13.99</td>
<td>$21.41</td>
<td>HS None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>First-Line Supervisors of Construction Trades and Extraction Workers</td>
<td>206</td>
<td>1.4%</td>
<td>7,689</td>
<td>$16.32</td>
<td>$25.19</td>
<td>HS 5+ years</td>
<td>None</td>
</tr>
<tr>
<td>Plumbers, Pipefitters, and Steamfitters</td>
<td>167</td>
<td>1.5%</td>
<td>6,707</td>
<td>$13.43</td>
<td>$22.13</td>
<td>HS None</td>
<td>Apprenticeship</td>
</tr>
<tr>
<td>Mechanical Engineers</td>
<td>130</td>
<td>1.0%</td>
<td>3,082</td>
<td>$23.43</td>
<td>$35.64</td>
<td>B None</td>
<td>None</td>
</tr>
<tr>
<td>Civil Engineers</td>
<td>120</td>
<td>2.5%</td>
<td>2,754</td>
<td>$22.97</td>
<td>$36.91</td>
<td>B None</td>
<td>None</td>
</tr>
<tr>
<td>Industrial Engineers</td>
<td>118</td>
<td>1.0%</td>
<td>3,163</td>
<td>$25.16</td>
<td>$35.51</td>
<td>B None</td>
<td>None</td>
</tr>
<tr>
<td>First-Line Supervisors of Housekeeping and Janitorial Workers</td>
<td>88</td>
<td>1.3%</td>
<td>2,552</td>
<td>$10.17</td>
<td>$16.27</td>
<td>HS &lt; 5 years</td>
<td>None</td>
</tr>
<tr>
<td>Highway Maintenance Workers</td>
<td>69</td>
<td>0.5%</td>
<td>3,624</td>
<td>$14.89</td>
<td>$20.10</td>
<td>HS None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Sheet Metal Workers</td>
<td>49</td>
<td>1.3%</td>
<td>1,618</td>
<td>$14.33</td>
<td>$23.43</td>
<td>HS None</td>
<td>Apprenticeship</td>
</tr>
<tr>
<td>Structural Iron and Steel Workers</td>
<td>48</td>
<td>1.6%</td>
<td>1,047</td>
<td>$18.63</td>
<td>$24.82</td>
<td>HS None</td>
<td>Apprenticeship</td>
</tr>
<tr>
<td>Electricians</td>
<td>47</td>
<td>1.1%</td>
<td>1,521</td>
<td>$26.39</td>
<td>$36.88</td>
<td>B None</td>
<td>None</td>
</tr>
<tr>
<td>Architects, Except Landscape and Naval</td>
<td>42</td>
<td>2.4%</td>
<td>1,006</td>
<td>$20.00</td>
<td>$30.85</td>
<td>B None</td>
<td>Internship/Residency</td>
</tr>
<tr>
<td>Helpers--Electricians</td>
<td>37</td>
<td>3.6%</td>
<td>844</td>
<td>$10.51</td>
<td>$14.49</td>
<td>HS None</td>
<td>Short-Term</td>
</tr>
<tr>
<td>Brickmasons and Blockmasons</td>
<td>35</td>
<td>1.7%</td>
<td>1,239</td>
<td>$14.48</td>
<td>$19.96</td>
<td>HS None</td>
<td>Apprenticeship</td>
</tr>
<tr>
<td>Pesticide Handlers, Sprayers, and Applicators, Vegetation</td>
<td>35</td>
<td>0.9%</td>
<td>1,083</td>
<td>$10.45</td>
<td>$14.23</td>
<td>HS None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Construction and Building Inspectors</td>
<td>32</td>
<td>1.6%</td>
<td>865</td>
<td>$16.66</td>
<td>$25.64</td>
<td>HS 5+ years</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers</td>
<td>28</td>
<td>1.0%</td>
<td>1,284</td>
<td>$12.80</td>
<td>$18.27</td>
<td>HS &lt; 5 years</td>
<td>None</td>
</tr>
<tr>
<td>Insulation Workers, Mechanical</td>
<td>27</td>
<td>3.5%</td>
<td>677</td>
<td>$14.28</td>
<td>$21.12</td>
<td>HS None</td>
<td>Apprenticeship</td>
</tr>
<tr>
<td>Electrical and Electronics Engineering Technicians</td>
<td>26</td>
<td>0.5%</td>
<td>1,069</td>
<td>$17.52</td>
<td>$26.70</td>
<td>A None</td>
<td>None</td>
</tr>
<tr>
<td>Industrial Engineering Technicians</td>
<td>24</td>
<td>0.6%</td>
<td>924</td>
<td>$15.56</td>
<td>$23.48</td>
<td>A None</td>
<td>None</td>
</tr>
<tr>
<td>Fence Erectors</td>
<td>22</td>
<td>1.4%</td>
<td>644</td>
<td>$11.02</td>
<td>$14.81</td>
<td>HS None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Civil Engineering Technicians</td>
<td>22</td>
<td>0.3%</td>
<td>947</td>
<td>$15.81</td>
<td>$24.89</td>
<td>A None</td>
<td>None</td>
</tr>
<tr>
<td>Glaziers</td>
<td>21</td>
<td>1.8%</td>
<td>547</td>
<td>$13.29</td>
<td>$19.86</td>
<td>HS None</td>
<td>Apprenticeship</td>
</tr>
<tr>
<td>Pest Control Workers</td>
<td>21</td>
<td>1.5%</td>
<td>550</td>
<td>$11.21</td>
<td>$15.42</td>
<td>HS None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Architectural and Civil Drafters</td>
<td>19</td>
<td>0.8%</td>
<td>901</td>
<td>$15.94</td>
<td>$23.14</td>
<td>A None</td>
<td>None</td>
</tr>
<tr>
<td>Paving, Surfacing, and Tamping Equipment Operators</td>
<td>18</td>
<td>1.3%</td>
<td>659</td>
<td>$14.01</td>
<td>$20.07</td>
<td>HS None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Electronics Engineers, Except Computer</td>
<td>16</td>
<td>2.8%</td>
<td>373</td>
<td>$27.56</td>
<td>$36.90</td>
<td>B None</td>
<td>None</td>
</tr>
<tr>
<td>Hazardous Materials Removal Workers</td>
<td>15</td>
<td>1.3%</td>
<td>484</td>
<td>$12.79</td>
<td>$18.03</td>
<td>HS None</td>
<td>Moderate-Term</td>
</tr>
</tbody>
</table>

ANNUAL OPENINGS = Annual New Jobs plus Annual Replacements (rounded); Employment data suppression (Occupational employment data may not add up or equal occupational group totals due to rounding and/or suppression of occupations with less than ten rounded total annual openings.);

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PS = Postsecondary non-degree award
SC = Some college, no degree
A = Associate’s degree
B = Bachelor’s degree
G = Advanced degree

Source: EMSI
North Iowa Area Community College
PROGRAMS OF STUDY

• BUILDING TRADES
• HEATING AND AIR CONDITIONING TECHNOLOGY

SUGGESTED HIGH SCHOOL COURSES

• BUSINESS EDUCATION
• COMMUNICATION
• COMPUTER APPLICATIONS
• ENGLISH/COMPOSITION
• FOREIGN LANGUAGE
• INDUSTRIAL TECHNOLOGY EDUCATION:
  • ELECTRICAL SYSTEMS, CONSTRUCTION, CABINETMAKING, POWER TECHNOLOGY, DRAFTING, INTRODUCTION TO ENGINEERING, MACHINE OPERATIONS, BLUEPRINT READING, WELDING, SAFETY, WOOD
• MATH: TECHNICAL MATH, ALGEBRA, TRIGONOMETRY, CALCULUS
• PRE-EMPLOYMENT STRATEGIES
Designing, producing, exhibiting, performing, writing, and publishing multimedia content including visual and performing arts and design, journalism, and entertainment services.

**Audio & Video Technology and Film**
- Sample Careers
  - Video Graphics, Special Effects and Animation
  - Audio-Video Designer and Engineer
  - Audio-Video System Service Technician

**Journalism and Broadcasting**
- Sample Careers
  - Station Manager
  - Radio and TV Announcer
  - Publisher
  - Editor
  - Reporter

**Performing Arts**
- Sample Careers
  - Cinematographer
  - Dancer
  - Play Writer, Screen Writer, Screen Editor, Script Writer
  - Musician
  - Make-up Artist
  - Stagecraft Designer

**Printing Technology**
- Sample Careers
  - Graphics and Printing Equipment Operator
  - Web Page Designer

**Telecommunications**
- Sample Careers
  - Telecommunication Technician
  - Telecommunication Equipment, Cable, Line Repairer/Installer
  - Telecommunication Computer Programmer

**Visual Arts**
- Sample Careers
  - Commercial Photographer
  - Interior Designer
  - Graphic Designer
  - CAD Technician
  - Textile Designer
  - Fashion Designer
  - Curator and Gallery Manager

---Graduates: The First Year---

<table>
<thead>
<tr>
<th>Number of Awards Conferred</th>
<th>Percent Who Continued Their Education</th>
<th>Percent Employed Among Those Who Are Not Continuing Education</th>
<th>Median Adjusted Annual Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>10</td>
<td>40.0%</td>
<td>100.0%</td>
<td>$20,790</td>
</tr>
</tbody>
</table>

Source: Education Outcomes, AY11-AY15; Iowa Department of Education
Note: Information represents community college specific outcomes. Salary information is only included for graduates who are not continuing education.
### ARTS, A/V TECHNOLOGY, AND COMMUNICATIONS CAREER CLUSTER™ OCCUPATIONS BY ANNUAL OPENINGS

THE FOLLOWING DATA IS FOR THE STATE OF IOWA AS A WHOLE

<table>
<thead>
<tr>
<th>Occupation</th>
<th>Annual Openings</th>
<th>Annual Growth</th>
<th>Estimated Jobs by 2025</th>
<th>Entry-Level Hourly Rate</th>
<th>Mid-Career Hourly Rate</th>
<th>Typical Entry-Level Education</th>
<th>Work Experience Required</th>
<th>Typical On-the-Job Training</th>
</tr>
</thead>
<tbody>
<tr>
<td>Coaches and Scouts</td>
<td>204</td>
<td>1.3%</td>
<td>5,120</td>
<td>$8.25</td>
<td>$13.19</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Graphic Designers</td>
<td>125</td>
<td>1.9%</td>
<td>3,007</td>
<td>$12.33</td>
<td>$18.02</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Editors</td>
<td>55</td>
<td>0.9%</td>
<td>1,667</td>
<td>$12.33</td>
<td>$20.64</td>
<td>B</td>
<td>&lt; 5 years</td>
<td>None</td>
</tr>
<tr>
<td>Interior Designers</td>
<td>53</td>
<td>3.9%</td>
<td>1,000</td>
<td>$12.33</td>
<td>$17.47</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Musicians and Singers</td>
<td>51</td>
<td>0.6%</td>
<td>1,514</td>
<td>$9.96</td>
<td>$25.69</td>
<td>HS</td>
<td>None</td>
<td>Long-Term</td>
</tr>
<tr>
<td>Public Relations Specialists</td>
<td>48</td>
<td>1.1%</td>
<td>2,038</td>
<td>$15.90</td>
<td>$26.66</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Merchandise Displayers and Window Trimmers</td>
<td>39</td>
<td>0.8%</td>
<td>1,129</td>
<td>$9.46</td>
<td>$11.88</td>
<td>HS</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Reporters and Correspondents</td>
<td>32</td>
<td>-0.6%</td>
<td>867</td>
<td>$10.18</td>
<td>$15.18</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Music Directors and Composers</td>
<td>31</td>
<td>0.7%</td>
<td>941</td>
<td>$13.17</td>
<td>$23.27</td>
<td>B</td>
<td>&lt; 5 years</td>
<td>None</td>
</tr>
<tr>
<td>Audio and Video Equipment Technicians</td>
<td>25</td>
<td>2.1%</td>
<td>711</td>
<td>$9.60</td>
<td>$14.98</td>
<td>PS</td>
<td>None</td>
<td>Short-Term</td>
</tr>
<tr>
<td>Technical Writers</td>
<td>24</td>
<td>1.2%</td>
<td>607</td>
<td>$18.18</td>
<td>$25.43</td>
<td>B</td>
<td>&lt; 5 years</td>
<td>Short-Term</td>
</tr>
<tr>
<td>Producers and Directors</td>
<td>22</td>
<td>0.2%</td>
<td>572</td>
<td>$12.30</td>
<td>$22.76</td>
<td>B</td>
<td>&lt; 5 years</td>
<td>None</td>
</tr>
<tr>
<td>Commercial and Industrial Designers</td>
<td>22</td>
<td>1.8%</td>
<td>534</td>
<td>$16.90</td>
<td>$24.26</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Writers and Authors</td>
<td>20</td>
<td>-0.1%</td>
<td>791</td>
<td>$11.73</td>
<td>$17.93</td>
<td>B</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Interpreters and Translators</td>
<td>20</td>
<td>2.1%</td>
<td>633</td>
<td>$13.30</td>
<td>$18.75</td>
<td>B</td>
<td>None</td>
<td>Short-Term</td>
</tr>
<tr>
<td>Floral Designers</td>
<td>16</td>
<td>-2.6%</td>
<td>569</td>
<td>$8.63</td>
<td>$11.77</td>
<td>HS</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Art Directors</td>
<td>12</td>
<td>1.1%</td>
<td>362</td>
<td>$16.02</td>
<td>$25.01</td>
<td>B</td>
<td>5+ years</td>
<td>None</td>
</tr>
<tr>
<td>Photographers</td>
<td>11</td>
<td>-2.0%</td>
<td>767</td>
<td>$9.66</td>
<td>$14.26</td>
<td>HS</td>
<td>None</td>
<td>Long-Term</td>
</tr>
<tr>
<td>Radio and Television Annunciress</td>
<td>10</td>
<td>-0.1%</td>
<td>437</td>
<td>$9.16</td>
<td>$15.47</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Umpires, Referees, and Other Sports Officials</td>
<td>9</td>
<td>1.0%</td>
<td>244</td>
<td>$8.34</td>
<td>$10.46</td>
<td>HS</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Actors</td>
<td>7</td>
<td>0.3%</td>
<td>201</td>
<td>$11.92</td>
<td>$24.67</td>
<td>HS</td>
<td>None</td>
<td>Long-Term</td>
</tr>
<tr>
<td>Athletes and Sports Competitors</td>
<td>7</td>
<td>-0.3%</td>
<td>201</td>
<td>$11.92</td>
<td>$26.47</td>
<td>HS</td>
<td>None</td>
<td>Long-Term</td>
</tr>
<tr>
<td>Fine Artists, Including Painters, Sculptors, and Illustrators</td>
<td>6</td>
<td>-1.5%</td>
<td>231</td>
<td>$6.79</td>
<td>$9.13</td>
<td>HS</td>
<td>None</td>
<td>Long-Term</td>
</tr>
<tr>
<td>Dancers</td>
<td>6</td>
<td>-0.1%</td>
<td>182</td>
<td>$8.89</td>
<td>$13.84</td>
<td>HS</td>
<td>None</td>
<td>Long-Term</td>
</tr>
<tr>
<td>Multimedia Artists and Animators</td>
<td>6</td>
<td>0.6%</td>
<td>204</td>
<td>$11.55</td>
<td>$17.03</td>
<td>B</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Broadcast Technicians</td>
<td>5</td>
<td>0.3%</td>
<td>234</td>
<td>$8.57</td>
<td>$16.48</td>
<td>A</td>
<td>None</td>
<td>Short-Term</td>
</tr>
<tr>
<td>Fashion Designers</td>
<td>4</td>
<td>3.3%</td>
<td>89</td>
<td>$18.85</td>
<td>$22.99</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Public Address System and Other Annunciress</td>
<td>3</td>
<td>-0.3%</td>
<td>141</td>
<td>$9.45</td>
<td>$14.04</td>
<td>HS</td>
<td>None</td>
<td>Short-Term</td>
</tr>
<tr>
<td>Craft Artists</td>
<td>3</td>
<td>-2.7%</td>
<td>113</td>
<td>$4.95</td>
<td>$6.14</td>
<td>HS</td>
<td>None</td>
<td>Long-Term</td>
</tr>
<tr>
<td>Sound Engineering Technicians</td>
<td>3</td>
<td>1.2%</td>
<td>101</td>
<td>$15.74</td>
<td>$22.57</td>
<td>PS</td>
<td>None</td>
<td>Short-Term</td>
</tr>
</tbody>
</table>

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Source: EMSI
North Iowa Area Community College
PROGRAMS OF STUDY

• ART-VISUAL/GRAPHIC - TRANSFER
• ENGLISH - TRANSFER
• FAMILY & CONSUMER SCIENCE - TRANSFER
• JOURNALISM - TRANSFER
• MUSIC - TRANSFER
• PUBLIC RELATIONS - TRANSFER
• SPEECH - TRANSFER
• THEATER - TRANSFER

SUGGESTED HIGH SCHOOL COURSES

• ART
• BUSINESS EDUCATION
• COMMUNICATION
• COMPUTER APPLICATIONS
• ENGLISH/COMPOSITION
• FOREIGN LANGUAGE
• GRAPHIC ARTS
• MATH: TECHNICAL MATH, ALGEBRA
• MUSIC
• PRE-EMPLOYMENT STRATEGIES
• THEATER

“I LIKE MY CLASSES BECAUSE I AM LEARNING MORE STYLES OF WRITING WHICH WILL HELP ME IN MY CAREER SOMEDAY.”

---HANNAH
Encompasses planning, organizing, directing, and evaluating business functions essential to efficient and productive business operations. Business, management, and administration career opportunities are available in every sector of the economy.

Administrative Support
- Sample Careers
  - Administrative Assistant
  - Executive Assistant
  - Receptionist
  - Medical Transcriptionist
  - Legal Secretary

Business Information Management
- Sample Careers
  - Accountant
  - Auditor
  - Bookkeeper
  - Certified Public Accountant
  - Accounts Receivable Clerk
  - Billing Clerk

General Management
- Sample Careers
  - Entrepreneur
  - General Manager
  - Accounting Manager
  - Billing Manager
  - Payroll Manager
  - Facilities Manager

Human Resources Management
- Sample Careers
  - Human Resources Manager
  - Compensation and Benefits Manager
  - Corporate Trainer
  - Personnel Recruiter
  - Human Resources Assistant

Operations Management
- Sample Careers
  - Systems Analyst
  - Marketing Analyst
  - Business Consultant
  - Product Manager

---Graduates: The First Year---

Number of Awards Conferred
AY11-AY15 137

Percent Who Continued Their Education 26.2%

Percent Employed Among Those Who Are Not Continuing Education 86.0%

2016 Median Adjusted Annual Salary $17,378

Source: Education Outcomes, AY11-AY15; Iowa Department of Education
Note: Information represents community college specific outcomes. Salary information is only included for graduates who are not continuing education.
<table>
<thead>
<tr>
<th>Occupation</th>
<th>Annual Openings</th>
<th>Annual Growth Rate</th>
<th>Annual New Jobs by 2025</th>
<th>Mid-Career Hourly Rate</th>
<th>Typical Entry-Level Education</th>
<th>Work Experience Required</th>
<th>Typical On-the-Job Training</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer Service Representatives</td>
<td>1,125</td>
<td>1.2%</td>
<td>30,061</td>
<td>$9.77</td>
<td>$15.56</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Office Clerks, General</td>
<td>1,035</td>
<td>0.8%</td>
<td>37,309</td>
<td>$9.45</td>
<td>$14.99</td>
<td>HS</td>
<td>None</td>
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<tr>
<td>General and Operations Managers</td>
<td>774</td>
<td>1.2%</td>
<td>27,080</td>
<td>$16.45</td>
<td>$43.90</td>
<td>B</td>
<td>&lt;5 years</td>
</tr>
<tr>
<td>Secretaries and Administrative Assistants, Except Legal, Medical, and Executive</td>
<td>686</td>
<td>1.2%</td>
<td>30,750</td>
<td>$9.81</td>
<td>$15.07</td>
<td>HS</td>
<td>None</td>
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<tr>
<td>Tellers</td>
<td>563</td>
<td>1.9%</td>
<td>9,366</td>
<td>$9.42</td>
<td>$12.26</td>
<td>HS</td>
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<tr>
<td>First-Line Supervisors of Office and Administrative Support Workers</td>
<td>496</td>
<td>1.1%</td>
<td>13,171</td>
<td>$13.75</td>
<td>$22.98</td>
<td>HS</td>
<td>None</td>
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<tr>
<td>Bookkeeping, Accounting, and Auditing Clerks</td>
<td>446</td>
<td>1.1%</td>
<td>23,590</td>
<td>$9.88</td>
<td>$16.04</td>
<td>HS</td>
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<tr>
<td>Receptionists and Information Clerks</td>
<td>390</td>
<td>1.2%</td>
<td>10,708</td>
<td>$8.99</td>
<td>$13.02</td>
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<tr>
<td>Financial Managers</td>
<td>259</td>
<td>1.4%</td>
<td>8,646</td>
<td>$26.70</td>
<td>$51.69</td>
<td>B</td>
<td>5+ years</td>
</tr>
<tr>
<td>Medical Secretaries</td>
<td>218</td>
<td>2.3%</td>
<td>7,017</td>
<td>$10.66</td>
<td>$15.41</td>
<td>HS</td>
<td>None</td>
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<tr>
<td>Shipping, Receiving, and Traffic Clerks</td>
<td>214</td>
<td>1.0%</td>
<td>6,156</td>
<td>$10.44</td>
<td>$15.49</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Medical and Health Services Managers</td>
<td>206</td>
<td>1.3%</td>
<td>5,960</td>
<td>$23.29</td>
<td>$37.91</td>
<td>B</td>
<td>None</td>
</tr>
<tr>
<td>Insurance Claims and Policy Processing Clerks</td>
<td>195</td>
<td>1.6%</td>
<td>4,898</td>
<td>$13.69</td>
<td>$18.12</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Billing and Posting Clerks</td>
<td>165</td>
<td>1.5%</td>
<td>5,317</td>
<td>$12.51</td>
<td>$16.91</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Construction Managers</td>
<td>148</td>
<td>0.7%</td>
<td>5,289</td>
<td>$15.99</td>
<td>$29.79</td>
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<td>None</td>
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<tr>
<td>Bill and Account Collectors</td>
<td>140</td>
<td>1.2%</td>
<td>3,661</td>
<td>$11.74</td>
<td>$16.03</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Executive Secretaries and Executive Administrative Assistants</td>
<td>138</td>
<td>-0.0%</td>
<td>11,108</td>
<td>$13.80</td>
<td>$20.60</td>
<td>HS</td>
<td>&lt;5 years</td>
</tr>
<tr>
<td>Human Resources Specialists</td>
<td>136</td>
<td>1.2%</td>
<td>4,846</td>
<td>$15.54</td>
<td>$25.88</td>
<td>B</td>
<td>None</td>
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<tr>
<td>Sales Managers</td>
<td>125</td>
<td>1.2%</td>
<td>3,930</td>
<td>$25.25</td>
<td>$50.01</td>
<td>B</td>
<td>&lt;5 years</td>
</tr>
<tr>
<td>Library Assistants, Clerical</td>
<td>120</td>
<td>1.2%</td>
<td>2,275</td>
<td>$8.21</td>
<td>$11.35</td>
<td>HS</td>
<td>None</td>
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<tr>
<td>Production, Planning, and Expediting Clerks</td>
<td>116</td>
<td>0.9%</td>
<td>3,511</td>
<td>$13.66</td>
<td>$21.01</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Postal Service Mail Carriers</td>
<td>108</td>
<td>-2.5%</td>
<td>2,777</td>
<td>$17.76</td>
<td>$24.71</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Computer and Information Systems Managers</td>
<td>108</td>
<td>1.7%</td>
<td>3,802</td>
<td>$37.29</td>
<td>$54.40</td>
<td>B</td>
<td>5+ years</td>
</tr>
<tr>
<td>Chief Executives</td>
<td>101</td>
<td>1.0%</td>
<td>3,401</td>
<td>$25.89</td>
<td>$37.16</td>
<td>B</td>
<td>5+ years</td>
</tr>
<tr>
<td>Loan Interviewers and Clerks</td>
<td>100</td>
<td>1.3%</td>
<td>5,433</td>
<td>$12.69</td>
<td>$16.83</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Dispatchers, Except Police, Fire, and Ambulance</td>
<td>92</td>
<td>1.6%</td>
<td>2,201</td>
<td>$11.65</td>
<td>$18.78</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Social and Community Service Managers</td>
<td>92</td>
<td>1.5%</td>
<td>2,833</td>
<td>$15.51</td>
<td>$25.67</td>
<td>B</td>
<td>5+ years</td>
</tr>
<tr>
<td>Administrative Services Managers</td>
<td>81</td>
<td>1.3%</td>
<td>2,945</td>
<td>$19.85</td>
<td>$35.76</td>
<td>B</td>
<td>&lt;5 years</td>
</tr>
<tr>
<td>Education Administrators, Elementary and Secondary School</td>
<td>80</td>
<td>0.6%</td>
<td>2,536</td>
<td>$30.5</td>
<td>$43.30</td>
<td>G</td>
<td>5+ years</td>
</tr>
</tbody>
</table>

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PS = Postsecondary non-degree award  
SC = Some college, no degree

A = Associate's degree  
B = Bachelor's degree  
G = Advanced degree

Source: EMSI
North Iowa Area Community College
PROGRAMS OF STUDY

- ACCOUNTING - TRANSFER
- ADMINISTRATIVE OFFICE
- BUSINESS - TRANSFER
- BUSINESS ADMINISTRATION
- BUSINESS MANAGEMENT
- ECONOMICS - TRANSFER
- ENTREPRENEURSHIP & SMALL BUSINESS MANAGEMENT
- MANAGEMENT INFORMATION SYSTEMS - TRANSFER
- SOFTWARE APPLICATIONS SPECIALIST
- SPORT MANAGEMENT

SUGGESTED HIGH SCHOOL COURSES

- ACCOUNTING
- BUSINESS EDUCATION
- COMMUNICATION
- COMPUTER APPLICATIONS
- ECONOMICS
- ENGLISH/COMPOSITION
- FOREIGN LANGUAGE
- GRAPHIC ARTS
- MATH
- PRE-EMPLOYMENT STRATEGIES
- PSYCHOLOGY

“ I KNEW THAT I WANTED A BUSINESS MAJOR WHEN I CAME TO NIACC. HAVING THE OPPORTUNITY TO TAKE A VARIETY OF BUSINESS CLASSES HAS HELPED ME NARROW DOWN MY AREA OF INTEREST. ”

---DYLAN
Planning, managing, and providing education and training services and related learning support services.

**Administration and Administrative Support**
- Sample Careers
  - Superintendent
  - Principal
  - Curriculum Developer
  - Education Researcher

**Professional Support Services**
- Sample Careers
  - Psychologist
  - Social Worker
  - Counselor

**Teaching/Training**
- Sample Careers
  - Preschool Teacher
  - Special Education Teacher
  - Elementary or Secondary Teacher
  - Teacher Aid
  - Childcare Worker
  - Group Worker
  - Professor
## Annual Openings

### Table: Occupations by Annual Openings

<table>
<thead>
<tr>
<th>Occupation</th>
<th>Annual Openings</th>
<th>Annual Growth Rate</th>
<th>Estimated Jobs by 2025</th>
<th>Entry-Level Hourly Rate</th>
<th>Mid-Career Hourly Rate</th>
<th>Typical Entry-Level Education</th>
<th>Work Experience Required</th>
<th>Typical On-the-Job Training</th>
</tr>
</thead>
<tbody>
<tr>
<td>Teacher Assistants</td>
<td>609</td>
<td>0.8%</td>
<td>20,558</td>
<td>$8.23</td>
<td>$11.07</td>
<td>SC</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Elementary School Teachers, Except Special Ed.</td>
<td>557</td>
<td>1.1%</td>
<td>17,735</td>
<td>$16.16</td>
<td>$24.17</td>
<td>B</td>
<td>None</td>
<td>Internship/Residency</td>
</tr>
<tr>
<td>Postsecondary Teachers</td>
<td>534</td>
<td>1.4%</td>
<td>19,981</td>
<td>$16.41</td>
<td>$39.78</td>
<td>G</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Secondary School Teachers, Except and Career/</td>
<td>383</td>
<td>0.6%</td>
<td>11,941</td>
<td>$15.76</td>
<td>$23.99</td>
<td>B</td>
<td>None</td>
<td>Internship/Residency</td>
</tr>
<tr>
<td>Technical Education</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Preschool Teachers, Except Special Education</td>
<td>270</td>
<td>1.8%</td>
<td>6,357</td>
<td>$9.02</td>
<td>$12.82</td>
<td>A</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Middle School Teachers, Except Special and</td>
<td>201</td>
<td>1.2%</td>
<td>6,303</td>
<td>$16.50</td>
<td>$25.28</td>
<td>B</td>
<td>None</td>
<td>Internship/Residency</td>
</tr>
<tr>
<td>Technical Education</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Substitute Teachers</td>
<td>194</td>
<td>0.7%</td>
<td>8,306</td>
<td>$10.22</td>
<td>$13.28</td>
<td>B</td>
<td>None</td>
<td>Internship/Residency</td>
</tr>
<tr>
<td>Library Technicians</td>
<td>118</td>
<td>0.9%</td>
<td>1,951</td>
<td>$8.90</td>
<td>$14.43</td>
<td>PS</td>
<td>None</td>
<td>None</td>
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<tr>
<td>Self-Enrichment Education Teachers</td>
<td>110</td>
<td>1.5%</td>
<td>3,719</td>
<td>$10.21</td>
<td>$17.23</td>
<td>HS</td>
<td>&lt; 5 years</td>
<td>None</td>
</tr>
<tr>
<td>Kindergarten Teachers, Except Special Education</td>
<td>51</td>
<td>1.2%</td>
<td>1,342</td>
<td>$15.47</td>
<td>$22.80</td>
<td>B</td>
<td>None</td>
<td>Internship/Residency</td>
</tr>
<tr>
<td>Librarians</td>
<td>45</td>
<td>0.7%</td>
<td>1,584</td>
<td>$12.55</td>
<td>$22.88</td>
<td>G</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Special Education Teachers, Kindergarten and</td>
<td>40</td>
<td>0.7%</td>
<td>1,717</td>
<td>$15.96</td>
<td>$24.21</td>
<td>B</td>
<td>None</td>
<td>Internship/Residency</td>
</tr>
<tr>
<td>Elementary School</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Instructional Coordinators</td>
<td>29</td>
<td>1.3%</td>
<td>1,471</td>
<td>$22.73</td>
<td>$34.13</td>
<td>G</td>
<td>5+ years</td>
<td>None</td>
</tr>
<tr>
<td>Special Education Teachers, Secondary School</td>
<td>24</td>
<td>0.5%</td>
<td>1,078</td>
<td>$18.33</td>
<td>$25.54</td>
<td>B</td>
<td>None</td>
<td>Internship/Residency</td>
</tr>
<tr>
<td>Special Education Teachers, Middle School</td>
<td>22</td>
<td>0.6%</td>
<td>984</td>
<td>$16.90</td>
<td>$25.55</td>
<td>B</td>
<td>None</td>
<td>Internship/Residency</td>
</tr>
<tr>
<td>Career/Technical Education Teachers, Secondary</td>
<td>21</td>
<td>0.6%</td>
<td>659</td>
<td>$15.96</td>
<td>$24.77</td>
<td>B</td>
<td>&lt; 5 years</td>
<td>Internship/Residency</td>
</tr>
<tr>
<td>School</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Adult Basic and Secondary Education and Literacy</td>
<td>10</td>
<td>1.4%</td>
<td>350</td>
<td>$14.10</td>
<td>$22.20</td>
<td>B</td>
<td>None</td>
<td>Internship/Residency</td>
</tr>
<tr>
<td>Teachers and Instructors</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Special Education Teachers, Preschool</td>
<td>7</td>
<td>1.8%</td>
<td>229</td>
<td>$17.19</td>
<td>$26.34</td>
<td>B</td>
<td>None</td>
<td>Internship/Residency</td>
</tr>
<tr>
<td>Curators</td>
<td>4</td>
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<td>135</td>
<td>$13.09</td>
<td>$22.48</td>
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<td>None</td>
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<tr>
<td>Farm and Home Management Advisors</td>
<td>4</td>
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<td>288</td>
<td>$12.83</td>
<td>$23.09</td>
<td>G</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Museum Technicians and Conservators</td>
<td>3</td>
<td>1.0%</td>
<td>100</td>
<td>$9.99</td>
<td>$21.28</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Career/Technical Education Teachers, Middle</td>
<td>3</td>
<td>0.6%</td>
<td>93</td>
<td>$19.14</td>
<td>$24.29</td>
<td>B</td>
<td>&lt; 5 years</td>
<td>Internship/Residency</td>
</tr>
<tr>
<td>School</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Archivists</td>
<td>2</td>
<td>1.3%</td>
<td>52</td>
<td>$16.11</td>
<td>$22.96</td>
<td>G</td>
<td>None</td>
<td>None</td>
</tr>
</tbody>
</table>

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Source: EMSI
North Iowa Area
Community College
PROGRAMS OF STUDY

• ATHLETIC TRAINER - TRANSFER
• COACHING - TRANSFER
• EARLY CHILDHOOD EDUCATION
• ELEMENTARY EDUCATION - TRANSFER
• FAMILY & CONSUMER SCIENCE - TRANSFER
• HISTORY - TRANSFER
• PHYSICAL EDUCATION - TRANSFER
• SECONDARY EDUCATION - TRANSFER
• TEACHER'S AIDE - TRANSFER

SUGGESTED HIGH SCHOOL COURSES

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"NIACC HAS TAUGHT ME WHAT IT TAKES TO BE A SUCCESSFUL TEACHER, FROM GREAT TEACHERS THEMSELVES. THANKS TO NIACC I AM CONFIDENT I CHOSE THE PERFECT CAREER PATH."

---NICK
Planning services for financial and investment planning, banking, insurance, and business financial management.

**Accounting**
- Sample Careers
  - Accountant
  - Payroll Clerk

**Banking Services**
- Sample Careers
  - Loan Officer
  - Teller
  - Debt Counselor
  - Customer Service Representative

**Business Finance**
- Sample Careers
  - Economist
  - Financial Analyst
  - Controller

**Insurance**
- Sample Careers
  - Claims Agent
  - Insurance Appraiser
  - Underwriter
  - Sales Agent

**Securities and Investments**
- Sample Careers
  - Personal Financial Advisor
  - Tax Preparer
  - Investment Advisor

--- Graduates: The First Year ---

- **Number of Awards Conferred**
  - AY11-AY15
  - 80

- **Percent Who Continued Their Education**
  - 20.7%

- **Percent Employed Among Those Who Are Not Continuing Education**
  - 92.3%

- **2016 Median Adjusted Annual Salary**
  - $23,932

Source: Education Outcomes, AY11-AY15; Iowa Department of Education

Note: Information represents community college specific outcomes. Salary information is only included for graduates who are not continuing education.
# FINANCE CAREER CLUSTER™ OCCUPATIONS BY ANNUAL OPENINGS

**THE FOLLOWING DATA IS FOR THE STATE OF IOWA AS A WHOLE**

<table>
<thead>
<tr>
<th>Occupation</th>
<th>Annual Openings</th>
<th>Annual Growth</th>
<th>Estimated Jobs by 2025</th>
<th>Entry-Level Hourly Rate</th>
<th>Mid-Career Hourly Rate</th>
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<th>Work Experience Required</th>
<th>Typical On-the-Job Training</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accountants and Auditors</td>
<td>477</td>
<td>1.0%</td>
<td>12,411</td>
<td>$19.01</td>
<td>$30.49</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Loan Officers</td>
<td>187</td>
<td>1.5%</td>
<td>5,914</td>
<td>$17.04</td>
<td>$31.60</td>
<td>B</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Market Research Analysts and Marketing Specialists</td>
<td>177</td>
<td>2.4%</td>
<td>5,259</td>
<td>$15.57</td>
<td>$27.14</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Claims Adjusters, Examiners, and Investigators</td>
<td>162</td>
<td>2.3%</td>
<td>3,945</td>
<td>$16.48</td>
<td>$26.09</td>
<td>HS</td>
<td>None</td>
<td>Long-Term</td>
</tr>
<tr>
<td>Management Analysts</td>
<td>152</td>
<td>1.6%</td>
<td>5,250</td>
<td>$20.81</td>
<td>$36.98</td>
<td>B</td>
<td>&lt; 5 years</td>
<td>None</td>
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<tr>
<td>Cost Estimators</td>
<td>142</td>
<td>2.2%</td>
<td>2,883</td>
<td>$17.38</td>
<td>$27.66</td>
<td>B</td>
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<td>None</td>
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<tr>
<td>Financial Analysts</td>
<td>110</td>
<td>1.7%</td>
<td>2,888</td>
<td>$21.56</td>
<td>$37.11</td>
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<td>None</td>
<td>None</td>
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<tr>
<td>Personal Financial Advisors</td>
<td>90</td>
<td>3.1%</td>
<td>2,260</td>
<td>$20.95</td>
<td>$39.98</td>
<td>B</td>
<td>None</td>
<td>None</td>
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<tr>
<td>Training and Development Specialists</td>
<td>87</td>
<td>1.3%</td>
<td>2,991</td>
<td>$16.04</td>
<td>$25.77</td>
<td>B</td>
<td>&lt; 5 years</td>
<td>None</td>
</tr>
<tr>
<td>Purchasing Agents, Except Wholesale, Retail, and Farm Products</td>
<td>74</td>
<td>0.9%</td>
<td>2,867</td>
<td>$17.15</td>
<td>$27.21</td>
<td>B</td>
<td>None</td>
<td>Long-Term</td>
</tr>
<tr>
<td>Compliance Officers</td>
<td>58</td>
<td>1.4%</td>
<td>1,956</td>
<td>$19.43</td>
<td>$29.64</td>
<td>HS</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Insurance Underwriters</td>
<td>55</td>
<td>0.7%</td>
<td>1,637</td>
<td>$19.14</td>
<td>$28.87</td>
<td>B</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Logisticians</td>
<td>45</td>
<td>2.1%</td>
<td>1,571</td>
<td>$21.90</td>
<td>$31.49</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Credit Analysts</td>
<td>44</td>
<td>1.6%</td>
<td>1,166</td>
<td>$19.69</td>
<td>$33.87</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Wholesale and Retail Buyers, Except Farm Products</td>
<td>39</td>
<td>1.2%</td>
<td>1,078</td>
<td>$14.37</td>
<td>$24.75</td>
<td>HS</td>
<td>None</td>
<td>Long-Term</td>
</tr>
<tr>
<td>Financial Examiners</td>
<td>35</td>
<td>0.7%</td>
<td>1,137</td>
<td>$18.90</td>
<td>$32.09</td>
<td>B</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Labor Relations Specialists</td>
<td>26</td>
<td>0.6%</td>
<td>1,045</td>
<td>$8.20</td>
<td>$21.76</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Compensation, Benefits, and Job Analysis Specialists</td>
<td>23</td>
<td>1.5%</td>
<td>727</td>
<td>$20.00</td>
<td>$31.18</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Budget Analysts</td>
<td>16</td>
<td>1.3%</td>
<td>325</td>
<td>$23.75</td>
<td>$32.81</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Tax Preparers</td>
<td>16</td>
<td>-0.1%</td>
<td>738</td>
<td>$11.46</td>
<td>$18.15</td>
<td>HS</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Credit Counselors</td>
<td>16</td>
<td>1.4%</td>
<td>537</td>
<td>$14.37</td>
<td>$18.64</td>
<td>B</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Appraisers and Assessors of Real Estate</td>
<td>12</td>
<td>0.1%</td>
<td>892</td>
<td>$14.65</td>
<td>$25.23</td>
<td>B</td>
<td>None</td>
<td>Long-Term</td>
</tr>
<tr>
<td>Tax Examiners and Collectors, and Revenue Agents</td>
<td>10</td>
<td>-0.0%</td>
<td>296</td>
<td>$19.44</td>
<td>$29.45</td>
<td>B</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Insurance Appraisers, Auto Damage</td>
<td>5</td>
<td>2.8%</td>
<td>120</td>
<td>$21.63</td>
<td>$26.97</td>
<td>PS</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Agents and Business Managers of Artists, Performers, and Athletes</td>
<td>2</td>
<td>0.1%</td>
<td>65</td>
<td>$14.85</td>
<td>$16.65</td>
<td>B</td>
<td>&lt; 5 years</td>
<td>None</td>
</tr>
</tbody>
</table>

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- SC = Some college, no degree
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- B = Bachelor’s degree
- G = Advanced degree

Source: EMSI
North Iowa Area Community College
PROGRAMS OF STUDY

- ACCOUNTING - TRANSFER
- INSURANCE & FINANCIAL MANAGEMENT
- FINANCE - TRANSFER

SUGGESTED HIGH SCHOOL COURSES

- ACCOUNTING
- BUSINESS EDUCATION
- COMMUNICATION
- COMPUTER APPLICATIONS
- ECONOMICS
- ENGLISH/COMPOSITION
- FOREIGN LANGUAGE
- MATH
- PRE-EMPLOYMENT STRATEGIES
- STATISTICS

"THE ACCOUNTING PROGRAM AND COURSES I’VE TAKEN ARE REALLY PREPARING ME FOR MY FUTURE. MY INSTRUCTORS HAVE DONE A GREAT JOB OF TEACHING, GETTING ME READY FOR HIGHER LEVEL COURSES AT A UNIVERSITY, AND EVENTUALLY A FULL-TIME JOB."

---RACHEL
Planning, managing, and providing therapeutic services, diagnostic services, health informatics, support services, and biotechnology research and development.

Biotechnology Research and Development
- Sample Careers
  - Biochemist
  - Cell Biologist
  - Lab Technician
  - Research Assistant
  - Toxicologist

Diagnostic Services
- Sample Careers
  - Clinical Lab Technician
  - Electrocardiographic (ECG) Technician
  - Electronic Diagnostic (EEG) Technologist
  - Geneticist
  - Nutritionist
  - Phlebotomist
  - Radiologist

Health Informatics
- Sample Careers
  - Registration Clerk
  - Unit Coordinator
  - Health Information Coder
  - Medical Biller
  - Medical Reimbursement Specialist
  - Clinical Data Analyst
  - Public Health Educator
  - Transcriptionist
  - Medical Documentation Specialist
  - Health Information Software Specialist

Therapeutic Services
- Sample Careers
  - Physician
  - Physician Assistant
  - Athletic Trainer
  - Chiropractor
  - Dental Assistant
  - Dietician
  - Massage Therapist
  - Paramedic
  - Registered Nurse
  - Licensed Practical Nurse
  - Respiratory Therapist
  - Physical Therapist
  - Counselor
  - Social Worker
  - Veterinarian

Support Services
- Sample Careers
  - Environmental Services
  - Facilities Manager
  - Food Service
  - Materials Manager

--- Graduates: The First Year ---

Number of Awards Conferred
AY11-AY15
1,705

Percent Who Continued Their Education
51.2%

Percent Employed Among Those Who Are Not Continuing Education
93.5%

Source: Education Outcomes, AY11-AY15; Iowa Department of Education
Note: Information represents community college specific outcomes. Salary information is only included for graduates who are not continuing education.
### HEALTH SCIENCE CAREER CLUSTER™ OCCUPATIONS BY ANNUAL OPENINGS

**THE FOLLOWING DATA IS FOR THE STATE OF IOWA AS A WHOLE**

<table>
<thead>
<tr>
<th>Occupation</th>
<th>Annual Openings</th>
<th>Annual Growth</th>
<th>Estimated Jobs by 2025</th>
<th>Entry-Level Hourly Rate</th>
<th>Mid-Career Hourly Rate</th>
<th>Typical Entry-Level Education</th>
<th>Work Experience Required</th>
<th>Typical On-the-Job Training</th>
</tr>
</thead>
<tbody>
<tr>
<td>Registered Nurses</td>
<td>1,098</td>
<td>1.3%</td>
<td>36,594</td>
<td>$19.48</td>
<td>$26.10</td>
<td>A</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Nursing Assistants</td>
<td>835</td>
<td>1.4%</td>
<td>27,629</td>
<td>$9.48</td>
<td>$12.18</td>
<td>PS</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Licensed Practical and Licensed Vocational Nurses</td>
<td>369</td>
<td>2.3%</td>
<td>8,739</td>
<td>$14.69</td>
<td>$18.73</td>
<td>PS</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Medical Assistants</td>
<td>214</td>
<td>2.0%</td>
<td>6,059</td>
<td>$11.05</td>
<td>$15.31</td>
<td>PS</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Pharmacists</td>
<td>136</td>
<td>1.1%</td>
<td>4,092</td>
<td>$27.89</td>
<td>$48.69</td>
<td>G</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Dental Assistants</td>
<td>132</td>
<td>1.9%</td>
<td>3,703</td>
<td>$13.44</td>
<td>$18.30</td>
<td>PS</td>
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<td>None</td>
</tr>
<tr>
<td>Dental Hygienists</td>
<td>127</td>
<td>2.2%</td>
<td>2,972</td>
<td>$27.15</td>
<td>$33.21</td>
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<td>None</td>
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<tr>
<td>Pharmacy Technicians</td>
<td>118</td>
<td>1.5%</td>
<td>5,133</td>
<td>$10.36</td>
<td>$14.25</td>
<td>HS</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Physical Therapists</td>
<td>111</td>
<td>2.7%</td>
<td>2,437</td>
<td>$27.78</td>
<td>$36.62</td>
<td>G</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Emergency Medical Technicians and Paramedics</td>
<td>97</td>
<td>1.1%</td>
<td>2,708</td>
<td>$10.58</td>
<td>$16.21</td>
<td>PS</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Medical Records and Health Information Technicians</td>
<td>86</td>
<td>1.4%</td>
<td>2,260</td>
<td>$12.19</td>
<td>$17.23</td>
<td>PS</td>
<td>None</td>
<td>None</td>
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<tr>
<td>Dentists, General</td>
<td>82</td>
<td>2.6%</td>
<td>1,869</td>
<td>$53.70</td>
<td>$84.44</td>
<td>G</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Medical and Clinical Laboratory Technicians</td>
<td>74</td>
<td>1.7%</td>
<td>1,847</td>
<td>$13.33</td>
<td>$19.62</td>
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<tr>
<td>Optometrists</td>
<td>66</td>
<td>4.8%</td>
<td>1,102</td>
<td>$36.49</td>
<td>$55.67</td>
<td>G</td>
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<td>None</td>
</tr>
<tr>
<td>Radiologic Technologists</td>
<td>59</td>
<td>1.1%</td>
<td>2,519</td>
<td>$17.03</td>
<td>$23.72</td>
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<td>None</td>
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<tr>
<td>Nurse Practitioners</td>
<td>56</td>
<td>2.1%</td>
<td>1,523</td>
<td>$36.59</td>
<td>$45.02</td>
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</tr>
<tr>
<td>Family and General Practitionians</td>
<td>55</td>
<td>0.7%</td>
<td>1,725</td>
<td>$62.29</td>
<td>$103.48</td>
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<td>None</td>
<td>Internship/Residency</td>
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<tr>
<td>Physical Therapist Assistants</td>
<td>54</td>
<td>2.8%</td>
<td>1,252</td>
<td>$15.25</td>
<td>$22.78</td>
<td>A</td>
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<td>None</td>
</tr>
<tr>
<td>Veterinarians</td>
<td>49</td>
<td>-0.1%</td>
<td>1,286</td>
<td>$27.58</td>
<td>$42.88</td>
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<td>Opticians, Dispensing</td>
<td>49</td>
<td>2.0%</td>
<td>1,113</td>
<td>$10.12</td>
<td>$15.31</td>
<td>HS</td>
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<td>Long-Term</td>
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<td>Medical and Clinical Laboratory Technologists</td>
<td>47</td>
<td>0.8%</td>
<td>1,415</td>
<td>$18.98</td>
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<tr>
<td>Speech-Language Pathologists</td>
<td>46</td>
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<td>1,546</td>
<td>$23.51</td>
<td>$32.93</td>
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<td>Physician Assistants</td>
<td>46</td>
<td>2.4%</td>
<td>1,228</td>
<td>$28.21</td>
<td>$44.66</td>
<td>G</td>
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<td>None</td>
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<tr>
<td>Phlebotomists</td>
<td>44</td>
<td>1.9%</td>
<td>1,290</td>
<td>$10.78</td>
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<td>Occupational Therapists</td>
<td>41</td>
<td>2.3%</td>
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<td>$26.18</td>
<td>$34.72</td>
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<td>None</td>
<td>None</td>
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<td>Chiropractors</td>
<td>37</td>
<td>1.8%</td>
<td>1,104</td>
<td>$18.60</td>
<td>$33.76</td>
<td>G</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Massage Therapists</td>
<td>37</td>
<td>1.4%</td>
<td>1,458</td>
<td>$10.46</td>
<td>$16.94</td>
<td>PS</td>
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<td>None</td>
</tr>
<tr>
<td>Medical Transcriptionists</td>
<td>34</td>
<td>0.7%</td>
<td>1,332</td>
<td>$11.74</td>
<td>$15.29</td>
<td>PS</td>
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<td>None</td>
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<tr>
<td>Respiratory Therapists</td>
<td>32</td>
<td>1.5%</td>
<td>1,186</td>
<td>$19.13</td>
<td>$24.10</td>
<td>A</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Diagnostic Medical Sonographers</td>
<td>30</td>
<td>2.6%</td>
<td>842</td>
<td>$23.43</td>
<td>$29.71</td>
<td>A</td>
<td>None</td>
<td>None</td>
</tr>
</tbody>
</table>

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Source: EMSI
North Iowa Area Community College
PROGRAMS OF STUDY

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- CHIROPRACTIC - TRANSFER
- DENTAL HYGIENE - TRANSFER
- DENTISTRY - TRANSFER
- EMERGENCY MEDICAL RESPONDER
- EMERGENCY MEDICAL TECHNICIAN
- EXERCISE SCIENCE - TRANSFER
- HEALTH PROMOTION/COMMUNITY HEALTH - TRANSFER
- MEDICAL ASSISTANT
- MEDICAL LABORATORY TECHNICIAN
- MEDICAL ADMINISTRATIVE ASSISTANT
- MEDICAL TECHNOLOGY - TRANSFER
- MEDICINE - TRANSFER
- MORTUARY SCIENCE - TRANSFER
- NURSE AIDE (CNA)
- NURSING-BACHELORS DEGREE (BSN) - TRANSFER
- NURSING-ASSOCIATE DEGREE (RN)
- NURSING-PRACTICAL NURSING (LPN)
- OCCUPATIONAL THERAPY - TRANSFER
- OPTOMETRY - TRANSFER
- PHARMACY - TRANSFER
- PHARMACY TECHNICIAN
- PHYSICAL FITNESS & WELLNESS - CERTIFICATE
- PHYSICAL FITNESS & WELLNESS - DIPLOMA
- PHYSICAL FITNESS & WELLNESS - TRANSFER
- PHYSICAL THERAPY - TRANSFER
- PHYSICAL THERAPY ASSISTANT
- PHYSICIAN ASSISTANT - TRANSFER
- PSYCHOLOGY - TRANSFER
- RADIOLOGIC TECHNOLOGY
- RADIOLOGY - TRANSFER

SUGGESTED HIGH SCHOOL COURSES

- ANATOMY & PHYSIOLOGY
- COMMUNICATION & ENGLISH/COMPOSITION
- FAMILY & CONSUMER SCIENCE
- FIRST AID/CPR
- FOREIGN LANGUAGE
- LABORATORY SCIENCE
- MATH
- MEDICAL TERMINOLOGY
- NUTRITION
- PRE-EMPLOYMENT STRATEGIES
- STATISTICS

"WHEN I CHOSE TO GO TO NIACC, I KNEW I WANTED TO MAJOR IN EITHER NURSING OR RADIOLOGY. TAKING SEVERAL DIFFERENT CLASSES HELPED ME DECIDE THAT RADIOLOGY WAS THE BEST PATH FOR ME." ---PAIGE
Preparing individuals for employment in career pathways that relate to families and human needs.

**Consumer Services**
- Sample Careers
  - Consumer Credit Counselor
  - Banker
  - Customer Service Representative
  - Inside Sales Representative
  - Buyer

**Counseling and Mental Health Services**
- Sample Careers
  - School Counselor/Psychologist
  - Substance Abuse and Behavioral Disorder Counselor
  - Marriage, Child, and Family Counselor

**Early Childhood Development and Services**
- Sample Careers
  - Childcare Facility Director
  - Preschool Teacher
  - Nanny
  - Teacher Assistant
  - Childcare Worker

**Family and Community Services**
- Sample Careers
  - Adult Day Care Coordinator
  - Religious Leader
  - Human Services Worker
  - Social Services Worker
  - Vocational Rehabilitation Counselor

**Personal Care Services**
- Sample Careers
  - Cosmetologist
  - Manicurist and Pedicurist
  - Esthetician
  - Massage Therapist
  - Funeral Director
  - Spa Attendant
<table>
<thead>
<tr>
<th>Occupation</th>
<th>Annual Openings</th>
<th>Annual Growth</th>
<th>Estimated Jobs by 2025</th>
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<th>Mid-Career Hourly Rate</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Childcare Workers</td>
<td>958</td>
<td>1.4%</td>
<td>24,060</td>
<td>$7.37</td>
<td>$8.47</td>
<td>HS</td>
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<td>Short-Term</td>
</tr>
<tr>
<td>Hairdressers, Hairstylists, and Cosmetologists</td>
<td>359</td>
<td>1.4%</td>
<td>10,324</td>
<td>$9.35</td>
<td>$11.66</td>
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</tr>
<tr>
<td>Social and Human Service Assistants</td>
<td>221</td>
<td>1.4%</td>
<td>6,008</td>
<td>$9.09</td>
<td>$14.27</td>
<td>HS</td>
<td>None</td>
<td>Short-Term</td>
</tr>
<tr>
<td>Child, Family, and School Social Workers</td>
<td>140</td>
<td>1.3%</td>
<td>4,387</td>
<td>$13.05</td>
<td>$20.84</td>
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<td>None</td>
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<td>Clergy</td>
<td>129</td>
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<td>3,631</td>
<td>$12.00</td>
<td>$21.81</td>
<td>B</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Fitness Trainers and Aerobics Instructors</td>
<td>114</td>
<td>1.8%</td>
<td>4,243</td>
<td>$8.53</td>
<td>$12.54</td>
<td>HS</td>
<td>None</td>
<td>Short-Term</td>
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<tr>
<td>Recreation Workers</td>
<td>105</td>
<td>1.5%</td>
<td>4,226</td>
<td>$8.08</td>
<td>$11.63</td>
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<td>Residential Advisors</td>
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<td>$12.70</td>
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<td>Short-Term</td>
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<td>Educational, Guidance, School, and Vocational Counselors</td>
<td>87</td>
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<td>2,955</td>
<td>$14.37</td>
<td>$23.85</td>
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<td>Mental Health Counselors</td>
<td>73</td>
<td>2.0%</td>
<td>1,966</td>
<td>$11.77</td>
<td>$19.25</td>
<td>G</td>
<td>None</td>
<td>Internship/Residency</td>
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<tr>
<td>First-Line Supervisors of Personal Service Workers</td>
<td>70</td>
<td>0.9%</td>
<td>2,302</td>
<td>$10.40</td>
<td>$15.06</td>
<td>HS</td>
<td>&lt; 5 years</td>
<td>None</td>
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<tr>
<td>Directors, Religious Activities and Education</td>
<td>69</td>
<td>1.0%</td>
<td>1,659</td>
<td>$10.61</td>
<td>$21.42</td>
<td>B</td>
<td>&lt; 5 years</td>
<td>None</td>
</tr>
<tr>
<td>Healthcare Social Workers</td>
<td>69</td>
<td>1.8%</td>
<td>1,924</td>
<td>$16.22</td>
<td>$23.12</td>
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<td>None</td>
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<td>Rehabilitation Counselors</td>
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<td>0.8%</td>
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<td>$10.85</td>
<td>$17.34</td>
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<tr>
<td>Substance Abuse and Behavioral Disorder Counselors</td>
<td>59</td>
<td>1.7%</td>
<td>1,691</td>
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<td>$20.83</td>
<td>HS</td>
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<td>Moderate-Term</td>
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<tr>
<td>Mental Health and Substance Abuse Social Workers</td>
<td>43</td>
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<td>1,200</td>
<td>$13.46</td>
<td>$20.31</td>
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<td>Barbers</td>
<td>31</td>
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<td>840</td>
<td>$7.23</td>
<td>$8.40</td>
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<td>Community Health Workers</td>
<td>27</td>
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<td>669</td>
<td>$9.35</td>
<td>$15.13</td>
<td>HS</td>
<td>None</td>
<td>Short-Term</td>
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<tr>
<td>Health Educators</td>
<td>25</td>
<td>1.6%</td>
<td>641</td>
<td>$17.65</td>
<td>$27.10</td>
<td>PS</td>
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<td>None</td>
</tr>
<tr>
<td>Animal Trainers</td>
<td>20</td>
<td>-1.5%</td>
<td>357</td>
<td>$10.72</td>
<td>$13.23</td>
<td>HS</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Morticians, Undertakers, and Funeral Directors</td>
<td>18</td>
<td>1.2%</td>
<td>563</td>
<td>$14.73</td>
<td>$26.77</td>
<td>A</td>
<td>None</td>
<td>Long-Term</td>
</tr>
<tr>
<td>Marriage and Family Therapists</td>
<td>16</td>
<td>2.8%</td>
<td>379</td>
<td>$13.21</td>
<td>$20.69</td>
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<td>None</td>
<td>Internship/Residency</td>
</tr>
<tr>
<td>Probation Officers and Correctional Treatment</td>
<td>16</td>
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<td>581</td>
<td>$20.82</td>
<td>$30.61</td>
<td>B</td>
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<td>Short-Term</td>
</tr>
<tr>
<td>Specialists</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Funeral Attendants</td>
<td>15</td>
<td>0.4%</td>
<td>606</td>
<td>$8.29</td>
<td>$10.75</td>
<td>HS</td>
<td>None</td>
<td>Short-Term</td>
</tr>
<tr>
<td>Manicurists and Pedicurists</td>
<td>10</td>
<td>0.9%</td>
<td>612</td>
<td>$7.60</td>
<td>$9.83</td>
<td>PS</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Locker Room, Coatroom, and Dressing Room Attendants</td>
<td>10</td>
<td>1.9%</td>
<td>151</td>
<td>$8.36</td>
<td>$9.32</td>
<td>HS</td>
<td>None</td>
<td>Short-Term</td>
</tr>
<tr>
<td>Skincare Specialists</td>
<td>9</td>
<td>1.8%</td>
<td>386</td>
<td>$9.66</td>
<td>$13.56</td>
<td>PS</td>
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<td>None</td>
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<tr>
<td>Slot Supervisors</td>
<td>7</td>
<td>0.2%</td>
<td>290</td>
<td>$10.08</td>
<td>$16.73</td>
<td>HS</td>
<td>&lt; 5 years</td>
<td>None</td>
</tr>
</tbody>
</table>

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A = Associate’s degree
B = Bachelor’s degree
G = Advanced degree
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Source: EMSI
North Iowa Area Community College
PROGRAMS OF STUDY

• HUMAN SERVICES - TRANSFER
• SOCIAL WORK - TRANSFER
• SOCIOLOGY - TRANSFER

SUGGESTED HIGH SCHOOL COURSES

• BUSINESS EDUCATION
• COMMUNICATION
• COMPUTER APPLICATIONS
• FAMILY & CONSUMER SCIENCE
• FOREIGN LANGUAGE
• PRE-EMPLOYMENT STRATEGIES

“TAKING THE PSYCHOLOGY AND SOCIOLOGY CLASSES NEEDED FOR MY HUMAN SERVICES MAJOR HAS MADE ME REALIZE I AM ON THE RIGHT TRACK FOR MY FUTURE.”

---DORY
Building linkages in IT occupations framework: for entry-level, technical and professional careers related to the design, development, support, and management of hardware, software multimedia, and systems integration services.

**Information Support and Services**
- Sample Careers
  - Data Administrator
  - Database Developer
  - Systems Analyst
  - Technical Editor
  - Help Desk Specialist
  - E-business Specialist

**Network Systems**
- Sample Careers
  - Communication Analyst
  - Network Administrator
  - PC Support Specialist
  - Systems Administrator
  - Technical Support Specialist

**Web and Digital Communications**
- Sample Careers
  - Animator
  - Applications Engineer
  - Multimedia Developer
  - Programmer
  - Software Applications Specialist
  - Test Engineer
  - Web Designer
  - Web Site Developer
  - Webmaster

---Graduates: The First Year---

Number of Awards Conferred
AY11-AY15

82

Percent Who Continued Their Education

18.1%

Percent Employed Among Those Who Are Not Continuing Education

88.2%

Median Adjusted Annual Salary

2016

$26,430

Source: Education Outcomes, AY11-AY15; Iowa Department of Education
Note: Information represents community college specific outcomes. Salary information is only included for graduates who are not continuing education.
## INFORMATION TECHNOLOGY CAREER CLUSTER™ OCCUPATIONS BY ANNUAL OPENINGS

THE FOLLOWING DATA IS FOR THE STATE OF IOWA AS A WHOLE

<table>
<thead>
<tr>
<th>Occupation</th>
<th>Annual Openings</th>
<th>Annual Growth</th>
<th>Estimated Jobs by 2025</th>
<th>Entry-Level Hourly Rate</th>
<th>Mid-Career Hourly Rate</th>
<th>Typical Entry-Level Education</th>
<th>Work Experience Required</th>
<th>Typical On-the-Job Training</th>
</tr>
</thead>
<tbody>
<tr>
<td>Computer Systems Analysts</td>
<td>262</td>
<td>2.4%</td>
<td>7,407</td>
<td>$23.36</td>
<td>$36.46</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Software Developers, Applications</td>
<td>257</td>
<td>1.8%</td>
<td>9,363</td>
<td>$25.61</td>
<td>$38.21</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Computer User Support Specialists</td>
<td>176</td>
<td>2.1%</td>
<td>5,342</td>
<td>$11.72</td>
<td>$20.58</td>
<td>SC</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Network and Computer Systems Administrators</td>
<td>114</td>
<td>1.2%</td>
<td>4,359</td>
<td>$20.68</td>
<td>$32.11</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Computer Programmers</td>
<td>99</td>
<td>2.1%</td>
<td>2,355</td>
<td>$20.40</td>
<td>$31.51</td>
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<td>None</td>
<td>None</td>
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<tr>
<td>Software Developers, Systems Software</td>
<td>97</td>
<td>2.4%</td>
<td>3,018</td>
<td>$32.09</td>
<td>$43.88</td>
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<td>None</td>
<td>None</td>
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<tr>
<td>Web Developers</td>
<td>91</td>
<td>4.2%</td>
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<td>$13.49</td>
<td>$25.27</td>
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<td>None</td>
<td>None</td>
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<tr>
<td>Computer Network Support Specialists</td>
<td>57</td>
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<td>2,672</td>
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<td>$25.97</td>
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<td>None</td>
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<tr>
<td>Database Administrators</td>
<td>40</td>
<td>1.5%</td>
<td>1,240</td>
<td>$22.46</td>
<td>$37.71</td>
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<td>&lt; 5 years</td>
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<tr>
<td>Computer Network Architects</td>
<td>37</td>
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<td>1,157</td>
<td>$28.66</td>
<td>$42.38</td>
<td>B</td>
<td>5+ years</td>
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<td>Operations Research Analysts</td>
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<td>3.1%</td>
<td>683</td>
<td>$22.18</td>
<td>$34.53</td>
<td>B</td>
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<td>None</td>
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<td>Actuaries</td>
<td>29</td>
<td>2.6%</td>
<td>600</td>
<td>$27.61</td>
<td>$44.89</td>
<td>B</td>
<td>None</td>
<td>Long-Term</td>
</tr>
<tr>
<td>Information Security Analysts</td>
<td>28</td>
<td>3.5%</td>
<td>653</td>
<td>$22.14</td>
<td>$35.01</td>
<td>B</td>
<td>&lt; 5 years</td>
<td>None</td>
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<td>Statisticians</td>
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<td>203</td>
<td>$24.39</td>
<td>$32.15</td>
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<td>None</td>
</tr>
<tr>
<td>Computer and Information Research Scientists</td>
<td>6</td>
<td>1.4%</td>
<td>208</td>
<td>$25.16</td>
<td>$38.00</td>
<td>G</td>
<td>None</td>
<td>None</td>
</tr>
</tbody>
</table>

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North Iowa Area Community College

PROGRAMS OF STUDY

- BUSINESS TECHNOLOGY
- COMPUTER SCIENCE - TRANSFER
- INFORMATION ASSURANCE & SECURITY
- INFORMATION TECHNOLOGY

SUGGESTED HIGH SCHOOL COURSES

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- COMMUNICATION
- COMPUTER APPLICATIONS/COMPUTER SCIENCE
- MATH
- PRE-EMPLOYMENT STRATEGIES
- WEBPAGE DESIGN

“GROWING UP IN MASON CITY I NEVER THOUGHT THAT I WOULD LIVE IN THE DORMS AT NIACC, BUT IT WAS BY FAR MY BEST DECISION. I HAVE MADE SO MANY NEW FRIENDS AND HAVE BEEN ABLE TO TRULY HAVE THE FULL COLLEGE EXPERIENCE.”

--- PEYTON
Planning, managing, and providing legal, public safety, protective, and homeland security services, including professional and technical support services.

**Correction Services**
- Sample Careers
  - Jail Administrator
  - Correctional Trainer
  - Case Manager
  - Probation Officer

**Emergency and Fire Management Services**
- Sample Careers
  - Emergency Management and Response Coordinator
  - EMT
  - Fire Fighter
  - Dispatcher
  - Rescue Worker

**Law Enforcement Services**
- Sample Careers
  - Bailiff
  - Criminal Investigator
  - Game Enforcement Officer
  - Sheriff
  - Animal Control Officer

**Legal Services**
- Sample Careers
  - Attorney
  - Investigator
  - Legal Assistant
  - Legal Secretary
  - Mediator/Arbitrator

**Security and Protective Services**
- Sample Careers
  - Computer Forensics Specialist
  - Loss Prevention Manager
  - Armored Car Guard
  - Security Officer
  - Life Guard

---Graduates: The First Year---

- **Number of Awards Conferred**
  - AY11-AY15
  - 74

- **Percent Who Continued Their Education**
  - 43.0%

- **Percent Employed Among Those Who Are Not Continuing Education**
  - 95.6%

- **2016 Median Adjusted Annual Salary**
  - $23,707

Source: Education Outcomes, AY11-AY15; Iowa Department of Education
Note: Information represents community college specific outcomes. Salary information is only included for graduates who are not continuing education.
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<thead>
<tr>
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<th>Annual Openings</th>
<th>Annual Growth</th>
<th>Estimated Jobs by 2025</th>
<th>Entry-Level Hourly Rate</th>
<th>Mid-Career Hourly Rate</th>
<th>Typical Education</th>
<th>Work Experience Required</th>
<th>Typical On-the-Job Training</th>
</tr>
</thead>
<tbody>
<tr>
<td>Security Guards</td>
<td>234</td>
<td>1.4%</td>
<td>8,627</td>
<td>$9.05</td>
<td>$15.39</td>
<td>HS</td>
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<td>Short-Term</td>
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<tr>
<td>Police and Sheriff’s Patrol Officers</td>
<td>210</td>
<td>0.6%</td>
<td>5,760</td>
<td>$17.75</td>
<td>$26.00</td>
<td>HS</td>
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<td>Moderate-Term</td>
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<tr>
<td>Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers</td>
<td>167</td>
<td>1.3%</td>
<td>2,173</td>
<td>$7.86</td>
<td>$8.81</td>
<td>HS</td>
<td>None</td>
<td>Short-Term</td>
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<tr>
<td>Correctional Officers and Jailers</td>
<td>101</td>
<td>0.3%</td>
<td>3,464</td>
<td>$15.86</td>
<td>$22.72</td>
<td>HS</td>
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<td>Moderate-Term</td>
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<tr>
<td>Firefighters</td>
<td>63</td>
<td>0.6%</td>
<td>1,971</td>
<td>$10.10</td>
<td>$18.81</td>
<td>PS</td>
<td>None</td>
<td>Long-Term</td>
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<tr>
<td>First-Line Supervisors of Police and Detectives</td>
<td>29</td>
<td>0.5%</td>
<td>846</td>
<td>$23.83</td>
<td>$34.65</td>
<td>HS</td>
<td>&lt; 5 years</td>
<td>Moderate-Term</td>
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<tr>
<td>First-Line Supervisors of Fire Fighting and Prevention Workers</td>
<td>23</td>
<td>0.6%</td>
<td>488</td>
<td>$23.06</td>
<td>$32.65</td>
<td>PS</td>
<td>&lt; 5 years</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Detectives and Criminal Investigators</td>
<td>14</td>
<td>0.3%</td>
<td>578</td>
<td>$23.36</td>
<td>$35.65</td>
<td>PS</td>
<td>&lt; 5 years</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>First-Line Supervisors of Correctional Officers</td>
<td>11</td>
<td>0.3%</td>
<td>281</td>
<td>$23.63</td>
<td>$32.37</td>
<td>HS</td>
<td>&lt; 5 years</td>
<td>Moderate-Term</td>
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<tr>
<td>Crossing Guards</td>
<td>6</td>
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<td>$10.10</td>
<td>$13.53</td>
<td>HS</td>
<td>None</td>
<td>Short-Term</td>
</tr>
<tr>
<td>Private Detectives and Investigators</td>
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<td>135</td>
<td>$17.76</td>
<td>$24.75</td>
<td>HS</td>
<td>&lt; 5 years</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Transportation Security Screeners</td>
<td>5</td>
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<td>$15.39</td>
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<td>Short-Term</td>
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<tr>
<td>Gaming Surveillance Officers and Gaming Investigators</td>
<td>4</td>
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<td>269</td>
<td>$10.87</td>
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<td>Short-Term</td>
</tr>
<tr>
<td>Fish and Game Wardens</td>
<td>4</td>
<td>0.2%</td>
<td>137</td>
<td>$18.83</td>
<td>$28.06</td>
<td>HS</td>
<td>None</td>
<td>Short-Term</td>
</tr>
<tr>
<td>Fire Inspectors and Investigators</td>
<td>3</td>
<td>0.7%</td>
<td>78</td>
<td>$16.68</td>
<td>$27.04</td>
<td>HS</td>
<td>5+ years</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Animal Control Workers</td>
<td>2</td>
<td>0.5%</td>
<td>87</td>
<td>$9.99</td>
<td>$17.06</td>
<td>HS</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Parking Enforcement Workers</td>
<td>2</td>
<td>0.5%</td>
<td>73</td>
<td>$15.69</td>
<td>$19.80</td>
<td>HS</td>
<td>None</td>
<td>Short-Term</td>
</tr>
<tr>
<td>Bailiffs</td>
<td>2</td>
<td>0.7%</td>
<td>57</td>
<td>$14.10</td>
<td>$21.59</td>
<td>HS</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
</tbody>
</table>

ANNUAL OPENINGS = Annual New Jobs plus Annual Replacements (rounded); Employment data suppression (Occupational employment data may not add up or equal occupational group totals due to rounding and/or suppression of occupations with less than ten rounded total annual openings.)
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PS = Postsecondary non-degree award
SC = Some college, no degree
A = Associate’s degree
B = Bachelor’s degree
G = Advanced degree

Source: EMSI
North Iowa Area Community College

PROGRAMS OF STUDY

• CRIMINAL JUSTICE - TRANSFER
• LAW - TRANSFER
• LEGAL OFFICE ASSOCIATE

SUGGESTED HIGH SCHOOL COURSES

• BUSINESS EDUCATION
• COMMUNICATION
• COMPUTER APPLICATIONS/COMPUTER SCIENCE
• ENGLISH/COMPOSITION
• FOREIGN LANGUAGE
• LAW
• MATH
• PRE-EMPLOYMENT STRATEGIES
• PSYCHOLOGY/SOCIOLOGY/SOCIAL STUDIES

“NIACC’S STAFF, STUDENTS AND FACULTY HAVE MADE THIS A GREAT PLACE TO GET YOUR EDUCATION. BEING AN INTERNATIONAL STUDENT AND TAKING COURSES IN CRIMINAL JUSTICE HAS BEEN A GREAT WAY TO BROADEN MY PERSPECTIVE ON WHAT I WANT TO DO SOMEDAY.”

---JULIAN
Planning, managing, and performing the processing of materials into intermediate or final products and related professional and technical support activities such as production planning and control, maintenance, and manufacturing/process engineering.

Health, Safety, and Environmental Assurance
- Sample Careers
  - Environmental Engineer
  - Safety Coordinator
  - Safety Team Leader

Logistics and Inventory Control
- Sample Careers
  - Transportation Manager
  - Industrial Truck Operator
  - Logistical Engineer
  - Material Handler
  - Traffic Manager
  - Shipping and Receiving Clerk

Maintenance, Installation, and Repair
- Sample Careers
  - Facility Electrician
  - Industrial Maintenance Mechanic
  - Maintenance Repairer

Manufacturing Production Process Development
- Sample Careers
  - Design Engineer
  - Electronics Engineer
  - Industrial Engineer
  - Manufacturing Technician
  - Production Manager

Production
- Sample Careers
  - Assembler
  - Machine Operator
  - Electrical Installer
  - Production Associate
  - Sheet Metal Worker
  - Tool and Die Maker
  - Welder

Quality Assurance
- Sample Careers
  - Calibration Technician
  - Inspector
  - Quality Control Technician
  - Process Technician

---Graduates: The First Year---

<table>
<thead>
<tr>
<th>Category</th>
<th>Number of Awards Conferred</th>
<th>Percent Who Continued Their Education</th>
<th>Percent Employed Among Those Who Are Not Continuing Education</th>
<th>Median Adjusted Annual Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>AY11-AY15</td>
<td>184</td>
<td>31.9%</td>
<td>93.7%</td>
<td>$37,784</td>
</tr>
</tbody>
</table>

Source: Education Outcomes, AY11-AY15; Iowa Department of Education
Note: Information represents community college specific outcomes. Salary information is only included for graduates who are not continuing education.
North Iowa Area Community College

PROGRAMS OF STUDY

- GENERAL MACHINIST
- INDUSTRIAL SYSTEMS TECHNOLOGY
- INDUSTRIAL TECHNOLOGY
- TOOL & DIE TECHNOLOGY
- WELDING

SUGGESTED HIGH SCHOOL COURSES

- BUSINESS EDUCATION
- COMMUNICATION
- COMPUTER APPLICATIONS
- ENGLISH/COMPOSITION
- FOREIGN LANGUAGE
- INDUSTRIAL TECHNOLOGY:
  - ELECTRICAL SYSTEMS, CONSTRUCTION, CABINETMAKING, POWER TECHNOLOGY, DRAFTING, INTRO TO ENGINEERING, MACHINE OPERATIONS, BLUEPRINT READING, WELDING, SAFETY, WOOD
- MATH:
  - TECHNICAL MATH, ALGEBRA, TRIGONOMETRY, CALCULUS
- PRE-EMPLOYMENT STRATEGIES
- SCIENCE:
  - TECHNICAL PHYSICS, CHEMISTRY

---

THE INSTRUCTORS IN THE INDUSTRIAL AREA ARE REALLY KNOWLEDGEABLE. NOT ONLY DO THEY HELP YOU WITH THE PROJECTS YOU ARE WORKING ON BUT THEY ALSO GUIDE YOU THROUGH REAL-WORLD ISSUES AND PREPARE YOU TO GET A JOB WHEN YOU ARE DONE WITH THE PROGRAM. THEY ARE GREAT!

--- James
## MANUFACTURING CAREER CLUSTER™ OCCUPATIONS BY ANNUAL OPENINGS

THE FOLLOWING DATA IS FOR THE STATE OF IOWA AS A WHOLE

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<th>Annual Growth Rate</th>
<th>Estimated Jobs by 2025</th>
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<th>Mid-Career Hourly Rate</th>
<th>Typical Entry-Level Education Required</th>
<th>Typical On-the-Job Training</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maintenance and Repair Workers, General</td>
<td>503</td>
<td>1.0%</td>
<td>18,167</td>
<td>$10.61</td>
<td>$18.01</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Team Assemblers</td>
<td>435</td>
<td>0.8%</td>
<td>18,840</td>
<td>$10.67</td>
<td>$15.08</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Industrial Machinery Mechanics</td>
<td>404</td>
<td>1.9%</td>
<td>9,332</td>
<td>$14.77</td>
<td>$21.60</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Automotive Service Technicians and Mechanics</td>
<td>336</td>
<td>0.6%</td>
<td>9,930</td>
<td>$10.32</td>
<td>$17.38</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Welders, Cutters, Solderers, and Brazers</td>
<td>290</td>
<td>0.7%</td>
<td>9,400</td>
<td>$12.85</td>
<td>$17.40</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Packaging and Filling Machine Operators and Tenders</td>
<td>246</td>
<td>0.6%</td>
<td>8,631</td>
<td>$10.06</td>
<td>$14.61</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Inspectors, Testers, Sorters, Samplers, and Weighers</td>
<td>218</td>
<td>1.1%</td>
<td>6,921</td>
<td>$11.08</td>
<td>$17.66</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>First-Line Supervisors of Mechanics, Installers, and Repairers</td>
<td>189</td>
<td>1.0%</td>
<td>5,328</td>
<td>$18.26</td>
<td>$28.24</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>First-Line Supervisors of Production and Operating Workers</td>
<td>186</td>
<td>0.5%</td>
<td>9,502</td>
<td>$15.79</td>
<td>$25.58</td>
<td>PS</td>
<td>None</td>
</tr>
<tr>
<td>Heating, Air Conditioning, and Refrigeration Mechanics and Installers</td>
<td>181</td>
<td>1.3%</td>
<td>5,018</td>
<td>$14.66</td>
<td>$22.74</td>
<td>PS</td>
<td>None</td>
</tr>
<tr>
<td>Machinists</td>
<td>174</td>
<td>1.6%</td>
<td>4,861</td>
<td>$13.32</td>
<td>$18.50</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Computer-Controlled Machine Tool Operators, Metal and Plastic</td>
<td>140</td>
<td>1.5%</td>
<td>3,511</td>
<td>$13.65</td>
<td>$17.94</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Bus and Truck Mechanics and Diesel Engine Specialists</td>
<td>136</td>
<td>1.1%</td>
<td>4,336</td>
<td>$12.58</td>
<td>$18.97</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Food Batchmakers</td>
<td>126</td>
<td>0.5%</td>
<td>3,416</td>
<td>$10.83</td>
<td>$15.93</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Farm Equipment Mechanics and Service Technicians</td>
<td>104</td>
<td>1.0%</td>
<td>2,845</td>
<td>$12.39</td>
<td>$18.39</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Mixing and Blending Machine Setters, Operators, and Tenders</td>
<td>93</td>
<td>0.6%</td>
<td>2,778</td>
<td>$12.27</td>
<td>$17.80</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Electrical Power-Line Installers and Repairers</td>
<td>90</td>
<td>0.9%</td>
<td>2,127</td>
<td>$16.34</td>
<td>$27.32</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Water and Wastewater Treatment Plant and System Operators</td>
<td>89</td>
<td>0.8%</td>
<td>2,017</td>
<td>$13.03</td>
<td>$20.96</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Multiple Machine Tool Setters, Operators, and Tenders, Metal and Plastic</td>
<td>74</td>
<td>-0.8%</td>
<td>3,714</td>
<td>$11.19</td>
<td>$15.68</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Structural Metal Fabricators and Fitters</td>
<td>70</td>
<td>1.0%</td>
<td>1,448</td>
<td>$12.76</td>
<td>$16.61</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Automotive Body and Related Repairers</td>
<td>68</td>
<td>0.9%</td>
<td>2,294</td>
<td>$10.74</td>
<td>$18.16</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Mobile Heavy Equipment Mechanics, Except Engines</td>
<td>68</td>
<td>1.0%</td>
<td>1,809</td>
<td>$14.49</td>
<td>$20.44</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Telecommunications Equipment Installers and Repairers, Except Line Installers</td>
<td>61</td>
<td>1.1%</td>
<td>2,418</td>
<td>$17.52</td>
<td>$27.11</td>
<td>PS</td>
<td>None</td>
</tr>
<tr>
<td>Telecommunications Line Installers and Repairers</td>
<td>59</td>
<td>1.7%</td>
<td>1,519</td>
<td>$13.30</td>
<td>$20.04</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Welding, Soldering, and Brazing Machine Setters, Operators, and Tenders</td>
<td>59</td>
<td>2.2%</td>
<td>1,418</td>
<td>$13.88</td>
<td>$17.88</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Coating, Painting, and Spraying Machine Setters, Operators, and Tenders</td>
<td>50</td>
<td>0.5%</td>
<td>2,230</td>
<td>$10.81</td>
<td>$15.46</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Helpers—Installation, Maintenance, and Repair Workers</td>
<td>49</td>
<td>2.1%</td>
<td>1,048</td>
<td>$8.66</td>
<td>$13.93</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Tire Repairers and Changers</td>
<td>48</td>
<td>0.7%</td>
<td>1,165</td>
<td>$9.22</td>
<td>$12.77</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Printing Press Operators</td>
<td>44</td>
<td>-0.2%</td>
<td>2,280</td>
<td>$10.12</td>
<td>$16.39</td>
<td>HS</td>
<td>None</td>
</tr>
<tr>
<td>Chemical Equipment Operators and Tenders</td>
<td>44</td>
<td>1.1%</td>
<td>1,021</td>
<td>$14.91</td>
<td>$21.38</td>
<td>HS</td>
<td>None</td>
</tr>
</tbody>
</table>

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G = Advanced degree

Source: EMSI
Marketing

Marketing Communications
» Sample Careers
  Advertising Manager
  Public Relations Manager
  Creative Director
  Account Executive
  Copywriter

Marketing Management
» Sample Careers
  Entrepreneur
  Small Business Owner
  Customer Service Representative

Marketing Research
» Sample Careers
  Brand Manager
  Forecasting Manager
  Strategic Planner
  Research Associate

Merchandising
» Sample Careers
  Store Manager
  Merchandise Buyer
  Department Manager
  Sales Associate

Professional Sales
» Sample Careers
  Regional Sales Manager
  Sales Executive
  Outside Sales Representative
  Salesperson
  Field Representative

---Graduates: The First Year---

Number of Awards Conferred
AY11-AY15

19

Percent Who Continued Their Education
15.8%

Percent Employed Among Those Who Are Not Continuing Education
81.2%

2016 Median Adjusted Annual Salary
$28,716

Source: Education Outcomes, AY11-AY15; Iowa Department of Education
Note: Information represents community college specific outcomes. Salary information is only included for graduates who are not continuing education.
### MARKETING CAREER CLUSTER™ OCCUPATIONS BY ANNUAL OPENINGS

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<th>Entry-Level Hourly Rate</th>
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<th>Typical Entry-Level Education</th>
<th>Work Experience Required</th>
<th>Typical On-the-Job Training</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products</td>
<td>513</td>
<td>0.8%</td>
<td>18,735</td>
<td>$14.48</td>
<td>$30.07</td>
<td>HS</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>First-Line Supervisors of Retail Sales Workers</td>
<td>457</td>
<td>0.5%</td>
<td>14,913</td>
<td>$10.55</td>
<td>$16.64</td>
<td>HS</td>
<td>&lt; 5 years</td>
<td>None</td>
</tr>
<tr>
<td>Insurance Sales Agents</td>
<td>425</td>
<td>1.2%</td>
<td>12,597</td>
<td>$12.29</td>
<td>$25.97</td>
<td>HS</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Securities, Commodities, and Financial Services Sales Agents</td>
<td>146</td>
<td>2.1%</td>
<td>3,633</td>
<td>$14.07</td>
<td>$36.96</td>
<td>B</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products</td>
<td>87</td>
<td>0.9%</td>
<td>3,114</td>
<td>$15.73</td>
<td>$36.79</td>
<td>B</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>First-Line Supervisors of Non-Retail Sales Workers</td>
<td>65</td>
<td>0.7%</td>
<td>3,173</td>
<td>$15.35</td>
<td>$27.21</td>
<td>HS</td>
<td>&lt; 5 years</td>
<td>None</td>
</tr>
<tr>
<td>Advertising Sales Agents</td>
<td>64</td>
<td>0.3%</td>
<td>1,803</td>
<td>$11.81</td>
<td>$24.01</td>
<td>HS</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Demonstrators and Product Promoters</td>
<td>42</td>
<td>0.6%</td>
<td>1,205</td>
<td>$9.51</td>
<td>$12.43</td>
<td>HS</td>
<td>None</td>
<td>Short-Term</td>
</tr>
<tr>
<td>Real Estate Sales Agents</td>
<td>40</td>
<td>-1.1%</td>
<td>2,138</td>
<td>$11.61</td>
<td>$17.64</td>
<td>HS</td>
<td>None</td>
<td>Long-Term</td>
</tr>
<tr>
<td>Door-to-Door Sales Workers, News and Street Vendors, and Related Workers</td>
<td>33</td>
<td>1.1%</td>
<td>1,765</td>
<td>$6.22</td>
<td>$8.01</td>
<td>HS</td>
<td>None</td>
<td>Short-Term</td>
</tr>
<tr>
<td>Sales Engineers</td>
<td>13</td>
<td>1.5%</td>
<td>424</td>
<td>$30.26</td>
<td>$45.57</td>
<td>B</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Real Estate Brokers</td>
<td>9</td>
<td>-1.4%</td>
<td>399</td>
<td>$16.01</td>
<td>$24.27</td>
<td>HS</td>
<td>&lt; 5 years</td>
<td>None</td>
</tr>
<tr>
<td>Gaming Change Persons and Booth Cashiers</td>
<td>7</td>
<td>-0.5%</td>
<td>158</td>
<td>$7.81</td>
<td>$10.39</td>
<td>HS</td>
<td>None</td>
<td>Short-Term</td>
</tr>
<tr>
<td>Travel Agents</td>
<td>5</td>
<td>-3.2%</td>
<td>295</td>
<td>$9.86</td>
<td>$15.71</td>
<td>HS</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
</tbody>
</table>

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Source: EMSI
North Iowa Area
Community College
PROGRAMS OF STUDY

- MARKETING & SALES
- MARKETING - TRANSFER

SUGGESTED HIGH SCHOOL COURSES

- BUSINESS EDUCATION
- COMMUNICATION
- COMPUTER APPLICATIONS
- ECONOMICS
- ENGLISH/COMPOSITION
- FOREIGN LANGUAGE
- GRAPHIC ARTS
- MARKETING
- MATH
- PRE-EMPLOYMENT STRATEGIES
- PSYCHOLOGY

“MY MARKETING CLASSES ARE EXACTLY WHAT I HOPED THEY WOULD BE. THEY CHALLENGE ME AND I REALLY LIKE WORKING WITH OTHER STUDENTS ON PROJECTS.”

---TINA
Planning, managing, and providing scientific research and professional and technical services (e.g. physical science, social science, engineering) including laboratory and testing services and research and development services.

Engineering and Technology
» Sample Careers
   Electrician
   Civil Engineer
   Electronics Technician
   Manufacturing Technician
   Quality Technician

Science and Mathematics
» Sample Careers
   Anthropologist
   Biologist
   Economist
   Nuclear Chemist
   Science Teacher
   Statistician

---Graduates: The First Year---

Number of Awards Conferred
AY11-AY15 19

Percent Who Continued
Their Education 26.3%

Percent Employed Among
Those Who Are Not Continuing
Education 92.9%

Median Adjusted
Annual Salary $33,098

Source: Education Outcomes, AY11-AY15; Iowa Department of Education
Note: information represents community college specific outcomes. Salary information is only included for graduates who are not continuing education.
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<th>Annual Growth</th>
<th>Estimated Jobs by 2025</th>
<th>Entry-Level Hourly Rate</th>
<th>Mid-Career Hourly Rate</th>
<th>Typical Entry-Level Education Required</th>
<th>Typical On-the-Job Training</th>
<th>Entry-Level Hourly Rate</th>
<th>Mid-Career Hourly Rate</th>
<th>Typical Entry-Level Education Required</th>
<th>Typical On-the-Job Training</th>
</tr>
</thead>
<tbody>
<tr>
<td>Soil and Plant Scientists</td>
<td>88</td>
<td>0.7%</td>
<td>2,301</td>
<td>$21.47</td>
<td>$34.09</td>
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<tr>
<td>Agricultural and Food Science Technicians</td>
<td>51</td>
<td>0.9%</td>
<td>1,174</td>
<td>$10.87</td>
<td>$15.90</td>
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<td>None</td>
<td>Moderate-Term</td>
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<tr>
<td>Biological Technicians</td>
<td>44</td>
<td>0.9%</td>
<td>1,197</td>
<td>$12.13</td>
<td>$19.06</td>
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<tr>
<td>Clinical, Counseling, and School Psychologists</td>
<td>37</td>
<td>0.9%</td>
<td>953</td>
<td>$23.45</td>
<td>$36.45</td>
<td>G</td>
<td>Internship/Residency</td>
<td>None</td>
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<tr>
<td>Medical Scientists, Except Epidemiologists</td>
<td>29</td>
<td>1.4%</td>
<td>882</td>
<td>$19.04</td>
<td>$30.41</td>
<td>G</td>
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<td>Environmental Scientists and Specialists, Including Health</td>
<td>28</td>
<td>1.4%</td>
<td>695</td>
<td>$19.72</td>
<td>$31.04</td>
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<td>Chemists</td>
<td>27</td>
<td>1.3%</td>
<td>751</td>
<td>$20.21</td>
<td>$33.65</td>
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<td>Chemical Technicians</td>
<td>20</td>
<td>1.7%</td>
<td>518</td>
<td>$14.22</td>
<td>$20.78</td>
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<td>None</td>
<td>Moderate-Term</td>
<td>None</td>
<td>None</td>
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</tr>
<tr>
<td>Food Scientists and Technologists</td>
<td>18</td>
<td>1.0%</td>
<td>438</td>
<td>$17.09</td>
<td>$30.83</td>
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<tr>
<td>Forest and Conservation Technicians</td>
<td>17</td>
<td>-0.3%</td>
<td>413</td>
<td>$14.38</td>
<td>$20.50</td>
<td>A</td>
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<td>None</td>
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<td>Environmental Science and Protection Technicians, Including Health</td>
<td>15</td>
<td>1.9%</td>
<td>290</td>
<td>$14.38</td>
<td>$20.70</td>
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<tr>
<td>Urban and Regional Planners</td>
<td>13</td>
<td>0.9%</td>
<td>253</td>
<td>$18.95</td>
<td>$29.40</td>
<td>G</td>
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<td>None</td>
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<tr>
<td>Conservation Scientists</td>
<td>10</td>
<td>-0.4%</td>
<td>325</td>
<td>$16.15</td>
<td>$27.30</td>
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<td>None</td>
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<tr>
<td>Microbiologists</td>
<td>9</td>
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<td>237</td>
<td>$20.46</td>
<td>$33.50</td>
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<td>None</td>
<td>None</td>
<td>None</td>
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<tr>
<td>Biochemists and Biophysicists</td>
<td>7</td>
<td>3.1%</td>
<td>142</td>
<td>$24.04</td>
<td>$37.09</td>
<td>G</td>
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<td>Social Science Research Assistants</td>
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<td>0.5%</td>
<td>164</td>
<td>$10.92</td>
<td>$17.90</td>
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<td>Forensic Science Technicians</td>
<td>6</td>
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<tr>
<td>Geoscientists, Except Hydrologists and Geographers</td>
<td>6</td>
<td>2.9%</td>
<td>110</td>
<td>$27.12</td>
<td>$39.15</td>
<td>B</td>
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<td>None</td>
<td>None</td>
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<tr>
<td>Animal Scientists</td>
<td>5</td>
<td>0.8%</td>
<td>117</td>
<td>$19.78</td>
<td>$31.83</td>
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<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Economists</td>
<td>4</td>
<td>1.1%</td>
<td>90</td>
<td>$28.49</td>
<td>$35.44</td>
<td>G</td>
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<tr>
<td>Zoologists and Wildlife Biologists</td>
<td>4</td>
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<td>102</td>
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<td>$29.84</td>
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<tr>
<td>Atmospheric and Space Scientists</td>
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<td>0.9%</td>
<td>102</td>
<td>$30.34</td>
<td>$39.20</td>
<td>B</td>
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<td>Physicists</td>
<td>3</td>
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<td>77</td>
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<td>$56.75</td>
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<td>Nuclear Technicians</td>
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<td>$25.26</td>
<td>$31.36</td>
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<td>Moderate-Term</td>
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<td>None</td>
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<tr>
<td>Forsters</td>
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<td>1.5%</td>
<td>53</td>
<td>$23.60</td>
<td>$29.42</td>
<td>B</td>
<td>None</td>
<td>None</td>
<td>None</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Geological and Petroleum Technicians</td>
<td>2</td>
<td>3.0%</td>
<td>31</td>
<td>$21.82</td>
<td>$22.34</td>
<td>A</td>
<td>None</td>
<td>Moderate-Term</td>
<td>None</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Materials Scientists</td>
<td>2</td>
<td>1.6%</td>
<td>46</td>
<td>$24.15</td>
<td>$39.98</td>
<td>B</td>
<td>None</td>
<td>None</td>
<td>None</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Survey Researchers</td>
<td>2</td>
<td>0.5%</td>
<td>77</td>
<td>$12.96</td>
<td>$24.64</td>
<td>G</td>
<td>None</td>
<td>None</td>
<td>None</td>
<td>None</td>
<td>None</td>
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<tr>
<td>Hydrologists</td>
<td>1</td>
<td>1.6%</td>
<td>36</td>
<td>$27.23</td>
<td>$33.26</td>
<td>G</td>
<td>None</td>
<td>None</td>
<td>None</td>
<td>None</td>
<td>None</td>
</tr>
</tbody>
</table>

ANNUAL OPENINGS = Annual New Jobs plus Annual Replacements (rounded); Employment data suppression (Occupational employment data may not add up or equal occupational group totals due to rounding and/or suppression of occupations with less than ten rounded total annual openings.;)

ANNUAL GROWTH RATE = Ten year growth rate (not shown) divided by ten;

ENTRY-LEVEL HOURLY RATE = Average of the lowest third of reported wages for the occupation;

MID-CAREER HOURLY RATE = Average wage computed by dividing the estimated total wage for an occupation by its weighted employment;

EDUCATION/WORK EXPERIENCE/JOB TRAINING levels are determined by the U.S. Department of Labor’s Bureau of Labor Statistics (BLS). Alternative pathways may exist as well as differing educational, training or licensing requirements per state. Iowa requirements are used in this publication when available.

EDUCATION:
< HS = Less than high school
HS = High school diploma or equivalent
PS = Postsecondary non-degree award
SC = Some college, no degree

A = Associate's degree
B = Bachelor's degree
G = Advanced degree
North Iowa Area Community College
PROGRAMS OF STUDY

- ACTUARIAL SCIENCE & STATISTICS - TRANSFER
- BIOLOGY - TRANSFER
- BIOTECHNOLOGY
- CHEMISTRY - TRANSFER
- ENGINEERING - TRANSFER
- ENVIRONMENTAL SCIENCE - TRANSFER
- GEOGRAPHY - TRANSFER
- MATHEMATICS - TRANSFER
- PHYSICS - TRANSFER

SUGGESTED HIGH SCHOOL COURSES

- COMPUTER APPLICATIONS
- INDUSTRIAL TECHNOLOGY: ELECTRICAL SYSTEMS, CONSTRUCTION, CABINETMAKING, POWER TECHNOLOGY, DRAFTING, INTRO TO ENGINEERING, MACHINE OPERATIONS, BLUEPRINT READING
- MATH: TECHNICAL, ALGEBRA, TRIGONOMETRY, CALCULUS
- PRE-EMPLOYMENT STRATEGIES
- SCIENCE: PHYSICS, CHEMISTRY

“I REALLY LIKE THE ENGINEERING PROGRAM BECAUSE THE INSTRUCTORS ARE FRIENDLY AND MAKE THE SUBJECT MATTER EASY TO LEARN.”

---GREG
Planning, management, and movement of people, materials, and goods by road, pipeline, air, rail, water, and related professional and technical support services such as transportation infrastructure planning and management, logistics services, mobile equipment, and facility maintenance.

**Facility and Mobile Equipment Maintenance**
- Sample Careers
  - Electrical Technician
  - Automotive Body Repair
  - Automotive Service Technician
  - Diesel Engine Technician
  - Bus and Truck Mechanic
  - Motorcycle Mechanic

**Health, Safety, and Management Services**
- Sample Careers
  - Logistics Manager
  - Logistics Analyst

**Sales and Service**
- Sample Careers
  - Marketing Manager
  - Sales Manager
  - Travel Agent

**Transportation Operations**
- Sample Careers
  - Pilot
  - Traffic Manager
  - Dispatcher
  - Truck Driver
  - Bus Driver

**Transportation Systems/Infrastructure Planning, Management, and Regulation**
- Sample Careers
  - Civil Engineering
  - Engineering Technician
  - Regional Planner

**Warehousing and Distribution Center Operations**
- Sample Careers
  - Warehouse Manager
  - Distribution Manager
  - Shipping and Receiving Clerk

--- Graduates: The First Year ---

**Number of Awards Conferred**
AY11-AY15: 92

**Percent Who Continued Their Education**
18.3%

**Percent Employed Among Those Who Are Not Continuing Education**
93.4%

**2016 Median Adjusted Annual Salary**
$26,915

Source: Education Outcomes, AY11-AY15; Iowa Department of Education
Note: Information represents community college specific outcomes. Salary information is only included for graduates who are not continuing education.
## TRANSPORTATION, DISTRIBUTION AND LOGISTICS CAREER CLUSTER™ OCCUPATIONS BY ANNUAL OPENINGS

### THE FOLLOWING DATA IS FOR THE STATE OF IOWA AS A WHOLE

<table>
<thead>
<tr>
<th>Occupation</th>
<th>Annual Openings</th>
<th>Annual Growth</th>
<th>Estimated Jobs by 2025</th>
<th>Entry-Level Hourly Rate</th>
<th>Mid-Career Hourly Rate</th>
<th>Typical Entry-Level Education</th>
<th>Work Experience Required</th>
<th>Typical On-the-Job Training</th>
</tr>
</thead>
<tbody>
<tr>
<td>Heavy and Tractor-Trailer Truck Drivers</td>
<td>1,278</td>
<td>1.1%</td>
<td>45,196</td>
<td>$13.21</td>
<td>$19.66</td>
<td>PS None</td>
<td>Short-Term</td>
<td></td>
</tr>
<tr>
<td>Light Truck or Delivery Services Drivers</td>
<td>273</td>
<td>1.0%</td>
<td>10,866</td>
<td>$8.93</td>
<td>$15.03</td>
<td>HS None</td>
<td>Short-Term</td>
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<tr>
<td>Bus Drivers, School or Special Client</td>
<td>141</td>
<td>0.6%</td>
<td>6,083</td>
<td>$8.92</td>
<td>$15.32</td>
<td>HS None</td>
<td>Short-Term</td>
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</tr>
<tr>
<td>Driver/Sales Workers</td>
<td>114</td>
<td>0.7%</td>
<td>4,974</td>
<td>$8.03</td>
<td>$12.71</td>
<td>HS None</td>
<td>Short-Term</td>
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<tr>
<td>First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators</td>
<td>104</td>
<td>1.2%</td>
<td>2,741</td>
<td>$15.12</td>
<td>$26.01</td>
<td>HS &lt; 5 years</td>
<td>None</td>
<td></td>
</tr>
<tr>
<td>First-Line Supervisors of Helpers, Laborers, and Material Movers, Hand</td>
<td>85</td>
<td>1.6%</td>
<td>2,081</td>
<td>$13.25</td>
<td>$23.39</td>
<td>HS &lt; 5 years</td>
<td>None</td>
<td></td>
</tr>
<tr>
<td>Bus Drivers, Transit and Intercity</td>
<td>43</td>
<td>0.7%</td>
<td>1,751</td>
<td>$10.12</td>
<td>$14.39</td>
<td>HS None</td>
<td>Moderate-Term</td>
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</tr>
<tr>
<td>Crane and Tower Operators</td>
<td>38</td>
<td>1.5%</td>
<td>835</td>
<td>$12.88</td>
<td>$22.39</td>
<td>HS &lt; 5 years</td>
<td>Moderate-Term</td>
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<tr>
<td>Railroad Conductors and Yardmasters</td>
<td>22</td>
<td>0.0%</td>
<td>699</td>
<td>$18.98</td>
<td>$26.40</td>
<td>HS None</td>
<td>Moderate-Term</td>
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<tr>
<td>Locomotive Engineers</td>
<td>20</td>
<td>0.0%</td>
<td>631</td>
<td>$21.13</td>
<td>$28.36</td>
<td>HS &lt; 5 years</td>
<td>Moderate-Term</td>
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<tr>
<td>Excavating and Loading Machine and Dragline Operators</td>
<td>17</td>
<td>0.7%</td>
<td>1,046</td>
<td>$13.16</td>
<td>$17.44</td>
<td>HS &lt; 5 years</td>
<td>Moderate-Term</td>
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<tr>
<td>Commercial Pilots</td>
<td>13</td>
<td>2.3%</td>
<td>283</td>
<td>$20.51</td>
<td>$38.75</td>
<td>HS None</td>
<td>Moderate-Term</td>
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<tr>
<td>Railroad Brake, Signal, and Switch Operators</td>
<td>12</td>
<td>0.2%</td>
<td>367</td>
<td>$16.89</td>
<td>$26.52</td>
<td>HS None</td>
<td>Moderate-Term</td>
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<tr>
<td>Transportation Inspectors</td>
<td>8</td>
<td>1.3%</td>
<td>188</td>
<td>$20.63</td>
<td>$32.23</td>
<td>HS None</td>
<td>Moderate-Term</td>
<td></td>
</tr>
<tr>
<td>Ambulance Drivers and Attendants, Except Emergency Medical Technicians</td>
<td>6</td>
<td>1.3%</td>
<td>234</td>
<td>$8.47</td>
<td>$12.34</td>
<td>HS None</td>
<td>Moderate-Term</td>
<td></td>
</tr>
<tr>
<td>Captains, Mates, and Pilots of Water Vessels</td>
<td>6</td>
<td>1.2%</td>
<td>100</td>
<td>$20.61</td>
<td>$32.04</td>
<td>B None</td>
<td>None</td>
<td></td>
</tr>
<tr>
<td>Air Traffic Controllers</td>
<td>5</td>
<td>0.1%</td>
<td>115</td>
<td>$26.60</td>
<td>$46.15</td>
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<td>Long-Term</td>
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<tr>
<td>Traffic Technicians</td>
<td>4</td>
<td>0.9%</td>
<td>96</td>
<td>$16.25</td>
<td>$18.32</td>
<td>HS None</td>
<td>Short-Term</td>
<td></td>
</tr>
<tr>
<td>Transportation Attendants, Except Flight Attendants</td>
<td>3</td>
<td>1.1%</td>
<td>100</td>
<td>$8.41</td>
<td>$11.10</td>
<td>HS None</td>
<td>Short-Term</td>
<td></td>
</tr>
<tr>
<td>Commercial Divers</td>
<td>2</td>
<td>1.0%</td>
<td>59</td>
<td>$16.34</td>
<td>$22.34</td>
<td>PS None</td>
<td>Moderate-Term</td>
<td></td>
</tr>
<tr>
<td>Airfield Operations Specialists</td>
<td>2</td>
<td>0.6%</td>
<td>41</td>
<td>$17.04</td>
<td>$26.69</td>
<td>HS None</td>
<td>Long-Term</td>
<td></td>
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<tr>
<td>Airline Pilots, Copilots, and Flight Engineers</td>
<td>2</td>
<td>0.9%</td>
<td>55</td>
<td>$37.81</td>
<td>$53.23</td>
<td>B &lt; 5 years</td>
<td>Moderate-Term</td>
<td></td>
</tr>
<tr>
<td>Subway and Streetcar Operators</td>
<td>2</td>
<td>0.6%</td>
<td>55</td>
<td>$19.63</td>
<td>$23.82</td>
<td>HS None</td>
<td>Moderate-Term</td>
<td></td>
</tr>
<tr>
<td>Rail Yard Engineers, Dinkey Operators, and Hostlers</td>
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<td>0.8%</td>
<td>51</td>
<td>$12.82</td>
<td>$16.55</td>
<td>HS None</td>
<td>Moderate-Term</td>
<td></td>
</tr>
<tr>
<td>Ship Engineers</td>
<td>1</td>
<td>0.9%</td>
<td>25</td>
<td>$24.13</td>
<td>$34.56</td>
<td>B None</td>
<td>None</td>
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</tr>
<tr>
<td>Bridge and Lock Tenders</td>
<td>1</td>
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<td>30</td>
<td>$23.42</td>
<td>$26.62</td>
<td>HS None</td>
<td>Short-Term</td>
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</tr>
<tr>
<td>Motorboat Operators</td>
<td>1</td>
<td>2.6%</td>
<td>18</td>
<td>$16.96</td>
<td>$24.45</td>
<td>HS None</td>
<td>Short-Term</td>
<td></td>
</tr>
</tbody>
</table>

### Notes:
- **Annual Openings** = Annual New Jobs plus Annual Replacements (rounded); Employment data suppression (Occupational employment data may not add up or equal occupational group totals due to rounding and/or suppression of occupations with less than ten rounded total annual openings.)
- **Annual Growth Rate** = Ten year growth rate (not shown) divided by ten;
- **Entry-Level Hourly Rate** = Average of the lowest third of reported wages for the occupation;
- **Mid-Career Hourly Rate** = Average wage computed by dividing the estimated total wage for an occupation by its weighted employment;
- **Typical Entry-Level Education** = Level of education generally required to enter into typical entry-level positions, varies by occupation.
- **Work Experience Required** = Level of work experience generally required to enter into typical entry-level positions, varies by occupation.
- **Typical On-the-Job Training** = Level of training and/or education generally required to enter into typical entry-level positions, varies by occupation.

**EDUCATION:**
- < HS = Less than high school
- HS = High school diploma or equivalent
- PS = Postsecondary non-degree award
- SC = Some college, no degree
- A = Associate's degree
- B = Bachelor's degree
- G = Advanced degree

**Source:** EMSI
**Programs of Study**

- Logistics
- Automotive Service Technology
- Diesel Technology

**Suggested High School Courses**

- Business Education
- Communication
- Computer Applications
- English/Composition
- Industrial Technology:
  - Small Engines, Automotive, Diesel, Welding, Power Technology
- Math
- Pre-Employment Strategies
- Science: Technical Physics

---Jamie

"The classes have a ton of hands-on instruction which of course is my favorite part. You are not sitting in a class all day, you are working on actual customer cars and trucks and that experience is so valuable for when I get out into the real world of work."

---Jamie
<table>
<thead>
<tr>
<th>Occupation</th>
<th>Annual Openings</th>
<th>Entry-Level Hourly Rate</th>
<th>Mid-Career Hourly Rate</th>
<th>Typical Entry-Level Education</th>
</tr>
</thead>
<tbody>
<tr>
<td>Team Assemblers</td>
<td>215</td>
<td>$11.88</td>
<td>$15.11</td>
<td>HS</td>
</tr>
<tr>
<td>Heavy and Tractor-Trailer Truck Drivers</td>
<td>183</td>
<td>$12.76</td>
<td>$18.13</td>
<td>PS</td>
</tr>
<tr>
<td>Welders, Cutters, Solderers, and Brazers</td>
<td>107</td>
<td>$13.43</td>
<td>$17.89</td>
<td>HS</td>
</tr>
<tr>
<td>Construction Laborers</td>
<td>87</td>
<td>$11.47</td>
<td>$18.48</td>
<td>&lt; HS</td>
</tr>
<tr>
<td>General and Operations Managers</td>
<td>77</td>
<td>$12.72</td>
<td>$37.74</td>
<td>B</td>
</tr>
<tr>
<td>Registered Nurses</td>
<td>75</td>
<td>$19.57</td>
<td>$25.66</td>
<td>B</td>
</tr>
<tr>
<td>Customer Service Representatives</td>
<td>70</td>
<td>$10.56</td>
<td>$17.18</td>
<td>HS</td>
</tr>
<tr>
<td>Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products</td>
<td>67</td>
<td>$14.80</td>
<td>$29.52</td>
<td>HS</td>
</tr>
<tr>
<td>Maintenance and Repair Workers, General</td>
<td>64</td>
<td>$11.43</td>
<td>$17.86</td>
<td>HS</td>
</tr>
<tr>
<td>First-Line Supervisors of Retail Sales Workers</td>
<td>56</td>
<td>$10.60</td>
<td>$16.63</td>
<td>HS</td>
</tr>
<tr>
<td>First-Line Supervisors of Production and Operating Workers</td>
<td>52</td>
<td>$16.93</td>
<td>$24.61</td>
<td>HS</td>
</tr>
<tr>
<td>Elementary School Teachers, Except Special Education</td>
<td>51</td>
<td>$15.15</td>
<td>$23.65</td>
<td>B</td>
</tr>
<tr>
<td>Light Truck or Delivery Services Drivers</td>
<td>48</td>
<td>$9.19</td>
<td>$17.20</td>
<td>HS</td>
</tr>
<tr>
<td>Automotive Service Technicians and Mechanics</td>
<td>40</td>
<td>$10.39</td>
<td>$16.93</td>
<td>PS</td>
</tr>
<tr>
<td>Carpenters</td>
<td>40</td>
<td>$12.28</td>
<td>$16.55</td>
<td>HS</td>
</tr>
<tr>
<td>Social and Human Service Assistants</td>
<td>38</td>
<td>$9.26</td>
<td>$16.82</td>
<td>HS</td>
</tr>
<tr>
<td>Accountants and Auditors</td>
<td>38</td>
<td>$16.87</td>
<td>$28.72</td>
<td>B</td>
</tr>
<tr>
<td>Inspectors, Testers, Sorters, Samplers, and Weighers</td>
<td>35</td>
<td>$11.96</td>
<td>$17.63</td>
<td>HS</td>
</tr>
<tr>
<td>First-Line Supervisors of Office and Administrative Support Workers</td>
<td>34</td>
<td>$13.62</td>
<td>$23.40</td>
<td>HS</td>
</tr>
<tr>
<td>Secondary School Teachers, Except Special and Career/ Technical Education</td>
<td>30</td>
<td>$16.78</td>
<td>$24.73</td>
<td>B</td>
</tr>
<tr>
<td>Agricultural Equipment Operators</td>
<td>30</td>
<td>$12.65</td>
<td>$16.64</td>
<td>&lt; HS</td>
</tr>
<tr>
<td>Mixing and Blending Machine Setters, Operators, and Tenders</td>
<td>30</td>
<td>$12.13</td>
<td>$17.68</td>
<td>HS</td>
</tr>
<tr>
<td>Bus Drivers, School or Special Client</td>
<td>28</td>
<td>$8.87</td>
<td>$15.04</td>
<td>HS</td>
</tr>
<tr>
<td>Industrial Machinery Mechanics</td>
<td>25</td>
<td>$15.18</td>
<td>$21.31</td>
<td>HS</td>
</tr>
<tr>
<td>Billing and Posting Clerks</td>
<td>24</td>
<td>$11.88</td>
<td>$16.96</td>
<td>HS</td>
</tr>
<tr>
<td>Operating Engineers and Other Construction Equipment Operators</td>
<td>24</td>
<td>$15.44</td>
<td>$20.86</td>
<td>HS</td>
</tr>
<tr>
<td>Medical Secretaries</td>
<td>23</td>
<td>$9.70</td>
<td>$15.69</td>
<td>HS</td>
</tr>
<tr>
<td>Shipping, Receiving, and Traffic Clerks</td>
<td>23</td>
<td>$12.37</td>
<td>$16.57</td>
<td>HS</td>
</tr>
<tr>
<td>Automotive Body and Related Repairers</td>
<td>23</td>
<td>$10.82</td>
<td>$17.34</td>
<td>HS</td>
</tr>
<tr>
<td>Parts Salespersons</td>
<td>22</td>
<td>$12.08</td>
<td>$19.45</td>
<td>&lt; HS</td>
</tr>
<tr>
<td>Medical Assistants</td>
<td>21</td>
<td>$12.71</td>
<td>$15.71</td>
<td>PS</td>
</tr>
</tbody>
</table>

ANNUAL OPENINGS = Annual New Jobs plus Annual Replacements (rounded); Employment data suppression (Occupational employment data may not add up or equal occupational group totals due to rounding and/or suppression of occupations with less than ten rounded total annual openings.);
ENTRY-LEVEL HOURLY RATE = Tenth percentile of reported wages for the occupation;
MID-CAREER HOURLY RATE = Average wage computed by dividing the estimated total wage for an occupation by its weighted employment;
EDUCATION levels are determined by the U.S. Department of Labor’s Bureau of Labor Statistics (BLS). Alternative pathways may exist as well as differing educational, training or licensing requirements per state. Iowa requirements are used in this publication when available.

EDUCATION:
< HS = Less than high school
HS = High school diploma or equivalent
PS = Postsecondary non-degree award
SC = Some college, no degree
A = Associate's degree
B = Bachelor's degree
G = Advanced degree
## County Information

### Cerro Gordo

#### Top Industries by Number of Businesses

<table>
<thead>
<tr>
<th>Industry</th>
<th>&lt;5</th>
<th>5-9</th>
<th>10-49</th>
<th>50+</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail Trade</td>
<td>83</td>
<td>68</td>
<td>71</td>
<td>14</td>
<td>236</td>
</tr>
<tr>
<td>Health Care and Social Assistance</td>
<td>72</td>
<td>29</td>
<td>45</td>
<td>18</td>
<td>164</td>
</tr>
<tr>
<td>Other Services</td>
<td>114</td>
<td>30</td>
<td>14</td>
<td>***</td>
<td>159</td>
</tr>
<tr>
<td>Accommodation and Food Services</td>
<td>44</td>
<td>29</td>
<td>58</td>
<td>8</td>
<td>139</td>
</tr>
<tr>
<td>Construction</td>
<td>89</td>
<td>22</td>
<td>20</td>
<td>***</td>
<td>133</td>
</tr>
</tbody>
</table>

#### Number of Businesses by Employment Size

<table>
<thead>
<tr>
<th>Industry</th>
<th>&lt;5</th>
<th>5-9</th>
<th>10-49</th>
<th>50+</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail Trade</td>
<td>83</td>
<td>68</td>
<td>71</td>
<td>14</td>
<td>236</td>
</tr>
<tr>
<td>Health Care and Social Assistance</td>
<td>72</td>
<td>29</td>
<td>45</td>
<td>18</td>
<td>164</td>
</tr>
<tr>
<td>Other Services</td>
<td>114</td>
<td>30</td>
<td>14</td>
<td>***</td>
<td>159</td>
</tr>
<tr>
<td>Accommodation and Food Services</td>
<td>44</td>
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<td>58</td>
<td>8</td>
<td>139</td>
</tr>
<tr>
<td>Construction</td>
<td>89</td>
<td>22</td>
<td>20</td>
<td>***</td>
<td>133</td>
</tr>
</tbody>
</table>

#### Top Industries by Employment Level

<table>
<thead>
<tr>
<th>Industry</th>
<th>Total Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Health Care and Social Assistance</td>
<td>5,429</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>3,620</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>2,676</td>
</tr>
<tr>
<td>Accommodation and Food Services</td>
<td>2,125</td>
</tr>
<tr>
<td>Educational Services</td>
<td>1,953</td>
</tr>
</tbody>
</table>

**In FY15,**

1,811 students in Cerro Gordo County were served by North Iowa Area Community College.

1 in 22 Cerro Gordo County residents are served by North Iowa Area Community College annually.

### Floyd

#### Top Industries by Number of Businesses

<table>
<thead>
<tr>
<th>Industry</th>
<th>&lt;5</th>
<th>5-9</th>
<th>10-49</th>
<th>50+</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Health Care and Social Assistance</td>
<td>38</td>
<td>3</td>
<td>15</td>
<td>6</td>
<td>62</td>
</tr>
<tr>
<td>Other Services</td>
<td>46</td>
<td>8</td>
<td>4</td>
<td>***</td>
<td>58</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>28</td>
<td>9</td>
<td>17</td>
<td>3</td>
<td>57</td>
</tr>
<tr>
<td>Finance and Insurance</td>
<td>30</td>
<td>6</td>
<td>***</td>
<td>***</td>
<td>39</td>
</tr>
<tr>
<td>Construction</td>
<td>22</td>
<td>6</td>
<td>5</td>
<td>***</td>
<td>33</td>
</tr>
</tbody>
</table>

#### Number of Businesses by Employment Size

<table>
<thead>
<tr>
<th>Industry</th>
<th>&lt;5</th>
<th>5-9</th>
<th>10-49</th>
<th>50+</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Health Care and Social Assistance</td>
<td>38</td>
<td>3</td>
<td>15</td>
<td>6</td>
<td>62</td>
</tr>
<tr>
<td>Other Services</td>
<td>46</td>
<td>8</td>
<td>4</td>
<td>***</td>
<td>58</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>28</td>
<td>9</td>
<td>17</td>
<td>3</td>
<td>57</td>
</tr>
<tr>
<td>Finance and Insurance</td>
<td>30</td>
<td>6</td>
<td>***</td>
<td>***</td>
<td>39</td>
</tr>
<tr>
<td>Construction</td>
<td>22</td>
<td>6</td>
<td>5</td>
<td>***</td>
<td>33</td>
</tr>
</tbody>
</table>

#### Top Industries by Employment Level

<table>
<thead>
<tr>
<th>Industry</th>
<th>Total Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manufacturing</td>
<td>1,590</td>
</tr>
<tr>
<td>Health Care and Social Assistance</td>
<td>930</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>772</td>
</tr>
<tr>
<td>Educational Services</td>
<td>542</td>
</tr>
<tr>
<td>Accommodation and Food Services</td>
<td>289</td>
</tr>
</tbody>
</table>

**In FY15,**

1,416 students in Floyd County were served by North Iowa Area Community College.

1 in 14 Floyd County residents are served by North Iowa Area Community College annually.
Franklin

Number of Businesses by Employment Size

<table>
<thead>
<tr>
<th>Top Industries by Number of Businesses</th>
<th>&lt;5</th>
<th>5-9</th>
<th>10-49</th>
<th>50+</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail Trade</td>
<td>16</td>
<td>12</td>
<td>9</td>
<td>***</td>
<td>38</td>
</tr>
<tr>
<td>Construction</td>
<td>24</td>
<td>5</td>
<td>7</td>
<td>***</td>
<td>37</td>
</tr>
<tr>
<td>Wholesale Trade</td>
<td>21</td>
<td>9</td>
<td>7</td>
<td>***</td>
<td>37</td>
</tr>
<tr>
<td>Other Services</td>
<td>31</td>
<td>3</td>
<td>***</td>
<td>***</td>
<td>35</td>
</tr>
<tr>
<td>Agriculture, Forestry, Fishing and Hunting</td>
<td>21</td>
<td>6</td>
<td>3</td>
<td>***</td>
<td>30</td>
</tr>
</tbody>
</table>

Top Industries by Employment Level

<table>
<thead>
<tr>
<th>Total Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manufacturing</td>
</tr>
<tr>
<td>Health Care and Social Assistance</td>
</tr>
<tr>
<td>Educational Services</td>
</tr>
<tr>
<td>Retail Trade</td>
</tr>
<tr>
<td>Management of Companies</td>
</tr>
</tbody>
</table>

In FY15, 2,554 students in Franklin County were served by North Iowa Area Community College.

1 in 14 Franklin County residents are served by North Iowa Area Community College annually.

Hancock

Number of Businesses by Employment Size

<table>
<thead>
<tr>
<th>Top Industries by Number of Businesses</th>
<th>&lt;5</th>
<th>5-9</th>
<th>10-49</th>
<th>50+</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail Trade</td>
<td>22</td>
<td>10</td>
<td>10</td>
<td>***</td>
<td>43</td>
</tr>
<tr>
<td>Wholesale Trade</td>
<td>20</td>
<td>8</td>
<td>11</td>
<td>***</td>
<td>39</td>
</tr>
<tr>
<td>Transportation and Warehousing</td>
<td>25</td>
<td>5</td>
<td>5</td>
<td>3</td>
<td>38</td>
</tr>
<tr>
<td>Other Services</td>
<td>26</td>
<td>7</td>
<td>***</td>
<td>***</td>
<td>34</td>
</tr>
<tr>
<td>Construction</td>
<td>23</td>
<td>4</td>
<td>3</td>
<td>***</td>
<td>30</td>
</tr>
</tbody>
</table>

Top Industries by Employment Level

<table>
<thead>
<tr>
<th>Total Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manufacturing</td>
</tr>
<tr>
<td>Health Care and Social Assistance</td>
</tr>
<tr>
<td>Transportation and Warehousing</td>
</tr>
<tr>
<td>Retail Trade</td>
</tr>
<tr>
<td>Wholesale Trade</td>
</tr>
</tbody>
</table>

In FY15, 335 students in Hancock County were served by North Iowa Area Community College.

1 in 33 Hancock County residents are served by North Iowa Area Community College annually.
### Mitchell

#### Top Industries by Number of Businesses

<table>
<thead>
<tr>
<th>Industry</th>
<th>&lt;5</th>
<th>5-9</th>
<th>10-49</th>
<th>50+</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Construction</td>
<td>37</td>
<td>12</td>
<td>5</td>
<td>***</td>
<td>54</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>28</td>
<td>12</td>
<td>11</td>
<td>***</td>
<td>51</td>
</tr>
<tr>
<td>Other Services</td>
<td>32</td>
<td>3</td>
<td>***</td>
<td>***</td>
<td>35</td>
</tr>
<tr>
<td>Health Care and Social Assistance</td>
<td>9</td>
<td>7</td>
<td>11</td>
<td>3</td>
<td>30</td>
</tr>
<tr>
<td>Agriculture, Forestry, Fishing and Hunting</td>
<td>18</td>
<td>***</td>
<td>5</td>
<td>***</td>
<td>25</td>
</tr>
</tbody>
</table>

#### Top Industries by Employment Level

<table>
<thead>
<tr>
<th>Industry</th>
<th>Total Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manufacturing</td>
<td>1,039</td>
</tr>
<tr>
<td>Health Care and Social Assistance</td>
<td>584</td>
</tr>
<tr>
<td>Educational Services</td>
<td>408</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>356</td>
</tr>
<tr>
<td>Construction</td>
<td>226</td>
</tr>
</tbody>
</table>

In FY15, 
1,811 students in Mitchell County were served by North Iowa Area Community College. 
1 in 22 Mitchell County residents are served by North Iowa Area Community College annually.

### Winnebago

#### Top Industries by Number of Businesses

<table>
<thead>
<tr>
<th>Industry</th>
<th>&lt;5</th>
<th>5-9</th>
<th>10-49</th>
<th>50+</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail Trade</td>
<td>27</td>
<td>7</td>
<td>21</td>
<td>***</td>
<td>56</td>
</tr>
<tr>
<td>Construction</td>
<td>27</td>
<td>8</td>
<td>5</td>
<td>***</td>
<td>41</td>
</tr>
<tr>
<td>Other Services</td>
<td>34</td>
<td>4</td>
<td>***</td>
<td>***</td>
<td>39</td>
</tr>
<tr>
<td>Health Care and Social Assistance</td>
<td>21</td>
<td>5</td>
<td>7</td>
<td>3</td>
<td>36</td>
</tr>
<tr>
<td>Wholesale Trade</td>
<td>21</td>
<td>4</td>
<td>4</td>
<td>***</td>
<td>29</td>
</tr>
</tbody>
</table>

#### Top Industries by Employment Level

<table>
<thead>
<tr>
<th>Industry</th>
<th>Total Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Educational Services</td>
<td>734</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>575</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>549</td>
</tr>
<tr>
<td>Health Care and Social Assistance</td>
<td>462</td>
</tr>
<tr>
<td>Agriculture, Forestry, Fishing and Hunting</td>
<td>309</td>
</tr>
</tbody>
</table>

In FY15, 
1,416 students in Winnebago County were served by North Iowa Area Community College. 
1 in 14 Winnebago County residents are served by North Iowa Area Community College annually.
### Number of Businesses by Employment Size

<table>
<thead>
<tr>
<th>Top Industries by Number of Businesses</th>
<th>&lt;5</th>
<th>5-9</th>
<th>10-49</th>
<th>50+</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Construction</td>
<td>26</td>
<td>6</td>
<td>3</td>
<td>***</td>
<td>35</td>
</tr>
<tr>
<td>Other Services</td>
<td>20</td>
<td>3</td>
<td>***</td>
<td>***</td>
<td>25</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>12</td>
<td>7</td>
<td>5</td>
<td>***</td>
<td>24</td>
</tr>
<tr>
<td>Wholesale Trade</td>
<td>11</td>
<td>7</td>
<td>4</td>
<td>***</td>
<td>22</td>
</tr>
<tr>
<td>Finance and Insurance</td>
<td>14</td>
<td>3</td>
<td>***</td>
<td>***</td>
<td>18</td>
</tr>
</tbody>
</table>

### Top Industries by Employment Level

<table>
<thead>
<tr>
<th>Top Industries by Employment Level</th>
<th>Total Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manufacturing</td>
<td>445</td>
</tr>
<tr>
<td>Arts, Entertainment and Recreation</td>
<td>383</td>
</tr>
<tr>
<td>Educational Services</td>
<td>194</td>
</tr>
<tr>
<td>Health Care and Social Assistance</td>
<td>172</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>170</td>
</tr>
</tbody>
</table>

In FY15, **2,554 students in Worth County were served by North Iowa Area Community College.**

1 in 14 Worth County residents are served by North Iowa Area Community College annually.
This publication was produced with information from the Iowa Department of Education, Iowa Workforce Development and North Iowa Area Community College.

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