WE ALL START SOMEWHERE and it’s no wonder so many choose SCC with our small class sizes, programs of study that lead to in-demand careers and instructors who want you to succeed. More than 93% of our students are either employed or continuing their education six months after graduation - that says a lot about the success of our students and quality of a Southeastern Community College education.

Whether your goal is to transfer to a four-year institution or start your career, you will find unparalleled support in faculty and staff to help you succeed.

96% of students would attend Southeastern Community College again if they had to start college all over.

Online. >> www.scciowa.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 Southeastern Community College.

Visit Us. >> www.scciowa.edu/admissions/visit/index.aspx
Visiting a Southeastern Community College (SCC) campus or center is more than just seeing-it is experiencing what the college has to offer. Come experience SCC and see how we will help you succeed.

Sneak Peek >> Sneak Peek is held during the fall and spring at both the Keokuk and West Burlington campuses. This event gives high school juniors and seniors a chance to sample college life at SCC.

Meet with faculty, sit in on a class talk to current students, register for prizes, and have lunch on us.

Learn about how SCC can help you get to where you want to go in life. Whether you’re looking for hands-on-training for a satisfying career or want to get a start on a four-year-degree, we’ve got what you need to get ahead.

SCC Day >> SCC Day takes place on the West Burlington campus and gives high school students the opportunity to check out our career, technical, and health programs. Pick one of our many options to see it a little closer. See the facilities, meet the instructors, and talk to current students.

Added bonus for seniors-one lucky one will win $500 tuition credit to be used the following fall.

Apply. >> www.scciowa.edu/admissions/apply/applynow.aspx
Submitting your application is easy and free.
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SOUTHEASTERN COMMUNITY COLLEGE is committed to providing you the best support, resources, instruction, and social opportunities to succeed. >> www.scciowa.edu/life/index.aspx

The Right Classes.
We want you in the right classes so you succeed. Class selection is determined by your education and career goals, the results of your ACT Compass® or other placement assessment, and your advisor.

Career Services.
Career counseling, internships, job shadows, networking, professional etiquette, resume writing, and speakers. We get to know you and then get you in the right career track from the beginning.

Tutoring and Computer Labs.
Fee tutoring (online and face-to-face), writing assistance and computer labs set you up to succeed.

Academic Advisors.
Your personal advisor will guide you to make the right academic decisions and help you explore transfer options.

Student Life.
Get as involved as you want and have the experience you want: concerts, intramurals, clubs, tours, speakers, comedians, service trips, study abroad, and so much more are available.

Learning Accommodations.
Take advantage of alternate learning formats, test accommodations, and tutoring assistance.

Transfer.
The Associate of Arts and Associate of Science, and in some cases, the Associate of Applied Science awards are equivalent to the first two years of a bachelor’s degree program and are designed to transfer to a four-year institution.

GOAL:
Attend a four-year College or University.

Southeastern 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.

Southeastern 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 academic advisors are committed to working closely with you in selecting your classes and will guide you through the transfer process.

LEARN MORE.
www.scciowa.edu/academics/Transfer/index.aspx
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 Southeastern 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 https://iowa.emsicareercoach.com/#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 cluster, so it includes complete information on 15 clusters throughout. For more information on the Government and Public Administration cluster, please visit: www.careertech.org/government.

Career Pathways

The 16 national Career Clusters™ are broken down further into smaller subsets of occupations or pathways. 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
• Southeastern 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 www.scciowa.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

Southeastern Community College 
www.scciowa.edu  
www.facebook.com/scciowa
Learn more about the possible college programs that interest you.

Southeastern Community College Career Services 
www.scciowa.edu/currentstud/careerserv/index.aspx
SCC provides career planning and job search assistance to SCC students before and after graduation. Career Services receives job openings and internships from a variety of sources including local and regional employers interested in hiring SCC students and alumni.

Southeastern Community College High School Partnerships
College Intermediary 
www.scciowa.edu/highschool/link/index.aspx
College Concurrent Enrollment 
www.scciowa.edu/highschool/index.aspx

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 
https://iowa.emsicareercoach.com
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.
The diagram below shows where SCC 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 2010-2014 SCC 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 healthcare and social assistance industry, business, management, and administration graduates, by contrast, found employment in nearly every industry, including manufacturing and healthcare and social assistance.
The Iowa Workforce Development (IWD) Region 16 (Des Moines, Henry, Lee, and Louisa 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 15 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
- Hospitality and Tourism
- 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 3,395 businesses in IWD Region 16, reporting a total employment level of 53,039. The chart to the right shows a breakdown of the employment level by business size.

Source: Iowa Workforce Development, QCEW 2015 Q4
Career Planning

My Top Career Clusters™
Refer to your results from your Career Coach Assessment (https://iowa.emsicareercoach.com/#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 (https://iowa.emsicareercoach.com) 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. ________________________________________________________________________________________
Agriculture, Food & Natural 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

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

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

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

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

---Graduates: The First Year---

Number of Awards Conferred
AY10-AY14 34

Percent Who Continued Their Education 41.2%

Percent Employed Among Those Who Are Not Continuing Education 40.0%

2015 Median Adjusted Annual Salary $29,451

Source: Education Outcomes, AY10-AY14; 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</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>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:
&lt; 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
ASSOCIATE OF ARTS PROGRAMS:
• 2 + 2 TRANSFER PROGRAM WITH IOWA STATE

ASSOCIATE OF APPLIED SCIENCE PROGRAMS:
• AGRICULTURE MANAGEMENT
• MODERN FOOD PRODUCTION, AGRICULTURE, AND THE ENVIRONMENT
• WELDING TECHNOLOGY

DIPLOMA PROGRAMS:
• 2 + 2 TRANSFER PROGRAM WITH IOWA STATE
• WELDING TECHNOLOGY

ASSOCIATE OF ARTS WITH COURSEWORK IN:
• BUSINESS ADMINISTRATION
• COMMUNICATION
• EDUCATION

ASSOCIATE OF SCIENCE WITH COURSEWORK IN:
• AGRICULTURE
• ANIMAL SCIENCE

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

“I DEFINITELY WOULDN'T HAVE HAD AS MANY OPPORTUNITIES TO GET INVOLVED IN STATEWIDE AG ORGANIZATIONS OR MADE AS MANY FRIENDS AS I DID IF I DIDN'T GO TO SCC.”

---MICHAELA BECKMAN
AGRICULTURE MANAGEMENT
Careers in designing, planning, managing, building, and maintaining the built environment.

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

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

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

---Graduates: The First Year---

**Number of Awards Conferred**
- AY10-AY14: 50

**Percent Who Continued Their Education**
- 23.3%

**Percent Employed Among Those Who Are Not Continuing Education**
- 97.0%

**2015 Median Adjusted Annual Salary**
- $24,351

Source: Education Outcomes, AY10-AY14; 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>
<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 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</td>
<td>None</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</td>
<td>None</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</td>
<td>None</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</td>
<td>None</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</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</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</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</td>
<td>None</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</td>
<td>None</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</td>
<td>None</td>
</tr>
<tr>
<td>Electrical Engineers</td>
<td>47</td>
<td>1.1%</td>
<td>1,521</td>
<td>$26.39</td>
<td>$38.88</td>
<td>B</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</td>
<td>None</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</td>
<td>None</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</td>
<td>None</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</td>
<td>None</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>None</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</td>
<td>None</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>
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<tr>
<td>Industrial Engineering Technicians</td>
<td>24</td>
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<td>924</td>
<td>$15.56</td>
<td>$23.48</td>
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<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</td>
<td>None</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</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</td>
<td>None</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</td>
<td>None</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</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</td>
<td>None</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</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</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

Source: EMSI
ASSOCIATE OF APPLIED SCIENCE PROGRAMS:
• CONSTRUCTION TECHNOLOGY - CARPENTRY
• CONSTRUCTION TECHNOLOGY MANAGEMENT
• DRAFTING TECHNOLOGY
• WELDING TECHNOLOGY

CERTIFICATE PROGRAMS:
• CONSTRUCTION TECHNOLOGY - CARPENTRY

DIPLOMA PROGRAMS:
• CONSTRUCTION TECHNOLOGY - CARPENTRY
• WELDING TECHNOLOGY

ASSOCIATE OF ARTS WITH COURSEWORK IN:
• COMPUTER-AIDED DRAFTING & DESIGN
• ARCHITECTURAL DRAFTING

ASSOCIATE OF SCIENCE WITH COURSEWORK IN:
• COMPUTER-AIDED DRAFTING & DESIGN
• ARCHITECTURAL DRAFTING

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

"I WAS THE FIRST PERSON IN MY FAMILY TO GET A COLLEGE DEGREE. IT MEANT A LOT TO ME AND MY FAMILY. I JUST DID WHAT I ENJOYED AND TOOK THE CLASSES THAT WORKED FOR ME. THAT’S HOW I EARNED A DEGREE IN CONSTRUCTION MANAGEMENT."

---MARTY JACOBS
CONSTRUCTION MANAGEMENT, AA TRANSFER
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

---Grads: The First Year---

Number of Awards Conferred
AY10-AY14 42

Percent Who Continued Their Education 32.4%

Percent Employed Among Those Who Are Not Continuing Education 92.0%

Median Adjusted Annual Salary 2015 $13,441

Source: Education Outcomes, AY10-AY14; 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 Announcers</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>183</td>
<td>$12.22</td>
<td>$19.77</td>
<td>SC</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 Announcers</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
ASSOCIATE OF APPLIED SCIENCE PROGRAMS:
- ANIMATION FOR TELEVISION, FILM, AND NEW MEDIA
- INTERACTIVE AND SOCIAL MEDIA MARKETING
- INFORMATION TECHNOLOGY - WEB DESIGN & DEVELOPMENT

DIPLOMA PROGRAMS:
- INFORMATION TECHNOLOGY - WEB DESIGN & DEVELOPMENT

ASSOCIATE OF ARTS WITH COURSEWORK IN:
- BUSINESS ADMINISTRATION
- COMMUNICATION
- 3-D ANIMATION
- MODELING, TEXTURING, RENDERING, AND LIGHTING
- MOTION GRAPHICS, STOP MOTION, AND CHARACTER ANIMATION

ASSOCIATE OF SCIENCE WITH COURSEWORK IN:
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- COMMUNICATION
- 3-D ANIMATION
- MODELING, TEXTURING, RENDERING, AND LIGHTING
- MOTION GRAPHICS, STOP MOTION, AND CHARACTER ANIMATION

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

"When I came to SCC, I knew I wanted to pursue something in public relations, so I took a lot of speech and communications classes. They helped me on my journey to becoming Miss Iowa because interviewing plays a big part in the competition."

--- Mariah Cary
Miss Iowa 2013
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
AY10-AY14
170

Percent Who Continued Their Education
23.9%

Percent Employed Among Those Who Are Not Continuing Education
90.7%

2015
Median Adjusted Annual Salary
$18,825

Source: Education Outcomes, AY10-AY14; Iowa Department of Education
Note: Information represents community college specific outcomes. Salary information is only included for graduates who are not continuing education.
## BUSINESS, MANAGEMENT, AND ADMINISTRATION CAREER CLUSTER™ OCCUPATIONS BY ANNUAL OPENINGS

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

<table>
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<tr>
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<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 Mid-Career Education/Work Experience</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 None</td>
<td>Short-Term</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 None</td>
<td>Short-Term</td>
</tr>
<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 &lt; 5 years</td>
<td>None</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 None</td>
<td>Short-Term</td>
</tr>
<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 None</td>
<td>Short-Term</td>
</tr>
<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 &lt; 5 years</td>
<td>None</td>
</tr>
<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 None Moderate-Term</td>
<td>None</td>
</tr>
<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>
<td>HS None</td>
<td>Short-Term</td>
</tr>
<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 &lt; 5 years</td>
<td>None</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 None Moderate-Term</td>
<td>None</td>
</tr>
<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 None</td>
<td>Short-Term</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 None</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 None Moderate-Term</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 None</td>
<td>Short-Term</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>
<td>B None Moderate-Term</td>
<td>None</td>
</tr>
<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 None Moderate-Term</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 &lt; 5 years</td>
<td>None</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 None</td>
<td>None</td>
</tr>
<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 &lt; 5 years</td>
<td>None</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 None</td>
<td>Short-Term</td>
</tr>
<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 None Moderate-Term</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 None</td>
<td>Short-Term</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 5+ years</td>
<td>None</td>
</tr>
<tr>
<td>Chief Executives</td>
<td>101</td>
<td>1.0%</td>
<td>3,401</td>
<td>$25.89</td>
<td>$71.86</td>
<td>B 5+ years</td>
<td>None</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 None Moderate-Term</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 None Moderate-Term</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 5+ years</td>
<td>None</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 &lt; 5 years</td>
<td>None</td>
</tr>
<tr>
<td>Education Administrators, Elementary and Secondary School</td>
<td>80</td>
<td>0.6%</td>
<td>2,536</td>
<td>$30.51</td>
<td>$43.30</td>
<td>G 5+ years</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.);

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**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.

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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
SOUTHEASTERN COMMUNITY COLLEGE
PROGRAMS OF STUDY

ASSOCIATE OF APPLIED SCIENCE PROGRAMS:
• ACCOUNTING
• ADMINISTRATIVE ASSISTANT (INCLUDES LEGAL & MEDICAL SPECIALIZATIONS)
• BUSINESS ADMINISTRATION
• INFORMATION TECHNOLOGY - NETWORK ADMINISTRATION & CYBER SECURITY
• INFORMATION TECHNOLOGY - WEB DESIGN & DEVELOPMENT

DIPLOMA PROGRAMS:
• ACCOUNTING
• INFORMATION TECHNOLOGY - NETWORK ADMINISTRATION & CYBER SECURITY
• INFORMATION TECHNOLOGY - WEB DESIGN & DEVELOPMENT

ASSOCIATE OF ARTS WITH COURSEWORK IN:
• ACCOUNTING
• BUSINESS ADMINISTRATION
• ECONOMICS
• FINANCE

ASSOCIATE OF SCIENCE WITH COURSEWORK IN:
• ACCOUNTING
• BUSINESS ADMINISTRATION
• ECONOMICS
• FINANCE

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

"I GREW UP IN BURLINGTON AND WENT TO SCC AFTER GRADUATING FROM HIGH SCHOOL. ALTHOUGH I INITIALLY WANTED TO GO AWAY TO SCHOOL, I’M VERY GLAD I CHOSE SCC. STAYING IN BURLINGTON ALLOWED ME TO WORK AT THE BANK AND COMPLETE MY ASSOCIATE’S DEGREE AT THE SAME TIME. BY ATTENDING SCC, I WAS ABLE TO PAY FOR MY CLASSES AS I WENT AND GRADUATED WITHOUT ANY STUDENT DEBT."

---MIKE SHINN
SCC ALUM, FINANCIAL PLANNER
Planning, managing, and providing education and training services and related learning support services.

Administration and Administrative Support
- 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
## EDUCATION AND TRAINING 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 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 Required</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 Education</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/Technical Education</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>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 Career/Technical Education</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>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>
</tr>
<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 &lt; 5 years</td>
<td>None</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 Elementary School</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>Instructional Coordinators</td>
<td>29</td>
<td>1.3%</td>
<td>1,471</td>
<td>$22.73</td>
<td>$34.13</td>
<td>G 5+ years</td>
<td>None</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 School</td>
<td>21</td>
<td>0.6%</td>
<td>659</td>
<td>$15.96</td>
<td>$24.77</td>
<td>B &lt; 5 years</td>
<td>None</td>
<td>Internship/Residency</td>
</tr>
<tr>
<td>Adult Basic and Secondary Education and Literacy Teachers and Instructors</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>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>
<td>1.2%</td>
<td>135</td>
<td>$13.09</td>
<td>$22.48</td>
<td>G</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Farm and Home Management Advisors</td>
<td>4</td>
<td>0.7%</td>
<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 School</td>
<td>3</td>
<td>0.6%</td>
<td>93</td>
<td>$19.14</td>
<td>$24.29</td>
<td>B &lt; 5 years</td>
<td>None</td>
<td>Internship/Residency</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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G = Advanced degree

Source: EMSI
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“FROM THE TIME I WENT TO SCC IN 1985 TO MY JOB AS PRINCIPAL, I KNOW THAT SCC IS A VITAL PART OF OUR COMMUNITY. SCC MADE A HUGE IMPACT IN MY LIFE BACK THEN AND NOW IT MAKES A HUGE IMPACT IN THE LIVES OF MY STUDENTS TODAY.”

---GREG SMITH
PRINCIPAL, FORT MADISON HIGH SCHOOL
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---

<table>
<thead>
<tr>
<th>Number of Awards Conferred</th>
<th>Percent Who Continued Their Education</th>
</tr>
</thead>
<tbody>
<tr>
<td>60</td>
<td>45.5%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Percent Employed Among Those Who Are Not Continuing Education</th>
<th>90.0%</th>
</tr>
</thead>
</table>

| 2015 Median Adjusted Annual Salary | $23,662 |

Source: Education Outcomes, AY10-AY14; 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

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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>
</tr>
<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>
<td>None</td>
<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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<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>
</tr>
<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>HS</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>B</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>
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<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>None</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>

ANNUAL OPENINGS = Annual New Jobs plus Annual Replacements (rounded); Employment data suppression (Occupational employment data may not add up to 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
ASSOCIATE OF APPLIED SCIENCE PROGRAMS:
- ACCOUNTING
- BUSINESS ADMINISTRATION

DIPLOMA PROGRAMS:
- ACCOUNTING

ASSOCIATE OF ARTS WITH COURSEWORK IN:
- ACCOUNTING
- BUSINESS ADMINISTRATION
- ECONOMICS
- FINANCE

ASSOCIATE OF SCIENCE WITH COURSEWORK IN:
- ACCOUNTING
- BUSINESS ADMINISTRATION
- ECONOMICS
- FINANCE

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

---DENISE FRAISE
LEE COUNTY AUDITOR

"I DIDN’T EXPECT I’D EVER ACCOMPLISH ALL THAT I HAVE HERE. SCC REALLY PREPARED ME TO MAKE A NEW CAREER FOR MYSELF."
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
  - AY10-AY14: 1,069
- Percent Who Continued Their Education
  - 49.7%
- Percent Employed Among Those Who Are Not Continuing Education
  - 94.2%
- 2015 Median Adjusted Annual Salary
  - $37,630

Source: Education Outcomes, AY10-AY14; 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>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Dental Hygienians</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>
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<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>
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<td>None</td>
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<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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<td>None</td>
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<tr>
<td>Optometrists</td>
<td>66</td>
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<td>1,102</td>
<td>$36.49</td>
<td>$55.67</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>
<td>A</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>
<td>G</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Family and General Practitioners</td>
<td>55</td>
<td>0.7%</td>
<td>1,725</td>
<td>$62.29</td>
<td>$103.48</td>
<td>G</td>
<td>None</td>
<td>Internship/Residency</td>
</tr>
<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>None</td>
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<td>Opticians, Dispensing</td>
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<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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<tr>
<td>Medical and Clinical Laboratory Technologists</td>
<td>47</td>
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<td>$18.98</td>
<td>$26.04</td>
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<td>None</td>
</tr>
<tr>
<td>Speech-Language Pathologists</td>
<td>46</td>
<td>1.7%</td>
<td>1,546</td>
<td>$23.51</td>
<td>$32.93</td>
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<td>None</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>
</tr>
<tr>
<td>Phlebotomists</td>
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<td>1.9%</td>
<td>1,290</td>
<td>$10.78</td>
<td>$13.91</td>
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<tr>
<td>Occupational Therapists</td>
<td>41</td>
<td>2.3%</td>
<td>1,289</td>
<td>$26.18</td>
<td>$34.72</td>
<td>G</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<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>
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<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>
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<td>None</td>
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<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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B = Bachelor's degree
G = Advanced degree

Source: EMSI
ASSOCIATE OF APPLIED SCIENCE PROGRAMS:
- Administrative Assistant (includes Legal & Medical Specializations)
- Associate Degree Nurse
- Biomedical Electronics Terminology
- Emergency Medical Services
- Respiratory Care

CERTIFICATE PROGRAMS:
- Certified Nurses Aide
- Medical Scribe

DIPLOMA PROGRAMS:
- Licensed Practical Nurse
- Medical Assistant
- Medical Coding & Billing

ASSOCIATE OF ARTS WITH COURSEWORK IN:
- Accounting
- Anatomy
- Biology
- Business Administration
- Chemistry
- Medical Terminology
- Physiology

ASSOCIATE OF SCIENCE WITH COURSEWORK IN:
- Accounting
- Anatomy
- Biology
- Business Administration
- Chemistry
- Medical Terminology
- Physiology

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

"SCC was a great starting point for me to get my pre-medicine and pre-chiropractic training out of the way. My wife and my sister are nurses, my brother is a chiropractor, and we all got our start at SCC."

—Dr. Eric Hanks
Hanks Chiropractic Clinic
Encompasses the management, marketing and operations of restaurants and other food services, lodging, attractions, recreation events, and travel related services.

**Restaurants and Food/Beverage Services**
- Sample Careers
  - Food and Beverage Manager
  - Kitchen Manager
  - Restaurant Owner
  - Cook
  - Caterer

**Travel and Tourism**
- Sample Careers
  - Director of Tourism
  - Director of Convention and Visitors Bureau
  - Travel Agent
  - Event Planner
  - Welcome Center Supervisor
  - Tour Guide

**Lodging**
- Sample Careers
  - Front Office Manager
  - Executive Housekeeper
  - Food and Beverage Director
  - Front Desk Supervisor
  - Maintenance Worker

**Recreation, Amusements, and Attractions**
- Sample Careers
  - Club Manager
  - Resort Trainer
  - Gaming and Casino Manager
  - Theme Parks/Amusement Park Group Events Manager
  - Museum/Zoo/Aquarium Exhibit Developer
<table>
<thead>
<tr>
<th>Occupation</th>
<th>Annual Openings</th>
<th>Annual Growth</th>
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<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>First-Line Supervisors of Food Preparation and Serving Workers</td>
<td>362</td>
<td>1.1%</td>
<td>9,542</td>
<td>$8.95</td>
<td>$13.58</td>
<td>HS &lt; 5 years</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Hotel, Motel, and Resort Desk Clerks</td>
<td>161</td>
<td>0.2%</td>
<td>3,289</td>
<td>$7.94</td>
<td>$9.46</td>
<td>HS None</td>
<td>Short-Term</td>
<td>None</td>
</tr>
<tr>
<td>Food Service Managers</td>
<td>100</td>
<td>0.1%</td>
<td>4,965</td>
<td>$11.93</td>
<td>$18.11</td>
<td>HS &lt; 5 years</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Gaming Dealers</td>
<td>76</td>
<td>2.5%</td>
<td>2,120</td>
<td>$7.42</td>
<td>$8.64</td>
<td>HS None</td>
<td>Short-Term</td>
<td>None</td>
</tr>
<tr>
<td>Chefs and Head Cooks</td>
<td>29</td>
<td>0.9%</td>
<td>1,200</td>
<td>$10.32</td>
<td>$17.43</td>
<td>HS 5+ years</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Meeting, Convention, and Event Planners</td>
<td>28</td>
<td>2.4%</td>
<td>855</td>
<td>$14.11</td>
<td>$21.42</td>
<td>B None</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Gaming Supervisors</td>
<td>27</td>
<td>1.7%</td>
<td>818</td>
<td>$14.32</td>
<td>$22.11</td>
<td>HS &lt; 5 years</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Tour Guides and Escorts</td>
<td>19</td>
<td>1.1%</td>
<td>338</td>
<td>$9.08</td>
<td>$11.48</td>
<td>HS None</td>
<td>Moderate-Term</td>
<td>None</td>
</tr>
<tr>
<td>Lodging Managers</td>
<td>12</td>
<td>-1.5%</td>
<td>370</td>
<td>$11.35</td>
<td>$19.20</td>
<td>HS &lt; 5 years</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Baggage Porters and Bellhops</td>
<td>8</td>
<td>3.3%</td>
<td>154</td>
<td>$8.73</td>
<td>$10.94</td>
<td>HS None</td>
<td>Short-Term</td>
<td>None</td>
</tr>
<tr>
<td>Gaming Cage Workers</td>
<td>7</td>
<td>0.4%</td>
<td>297</td>
<td>$9.01</td>
<td>$12.27</td>
<td>HS None</td>
<td>Short-Term</td>
<td>None</td>
</tr>
<tr>
<td>Concierges</td>
<td>6</td>
<td>4.1%</td>
<td>116</td>
<td>$10.46</td>
<td>$12.98</td>
<td>HS None</td>
<td>Moderate-Term</td>
<td>None</td>
</tr>
<tr>
<td>Gaming Managers</td>
<td>3</td>
<td>-1.0%</td>
<td>141</td>
<td>$18.54</td>
<td>$31.13</td>
<td>HS &lt; 5 years</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Travel Guides</td>
<td>2</td>
<td>-0.1%</td>
<td>42</td>
<td>$14.54</td>
<td>$20.57</td>
<td>HS None</td>
<td>Moderate-Term</td>
<td>None</td>
</tr>
<tr>
<td>Gaming and Sports Book Writers and Runners</td>
<td>2</td>
<td>2.1%</td>
<td>67</td>
<td>$10.45</td>
<td>$13.38</td>
<td>HS None</td>
<td>Short-Term</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.);

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

Source: EMSI
SOUTHEASTERN COMMUNITY COLLEGE
PROGRAMS OF STUDY

ASSOCIATE OF APPLIED SCIENCE PROGRAMS:
• ACCOUNTING
• ADMINISTRATIVE ASSISTANT (INCLUDES LEGAL & MEDICAL SPECIALIZATIONS)
• BUSINESS ADMINISTRATION
• INTERACTIVE AND SOCIAL MEDIA MARKETING

DIPLOMA PROGRAMS:
• ACCOUNTING

ASSOCIATE OF ARTS WITH COURSEWORK IN:
• ACCOUNTING
• BUSINESS ADMINISTRATIONS

ASSOCIATE OF SCIENCE WITH COURSEWORK IN:
• ACCOUNTING
• BUSINESS ADMINISTRATION

SUGGESTED HIGH SCHOOL COURSES
• ACCOUNTING
• BUSINESS EDUCATION
• COMMUNICATION
• ENGLISH/COMPOSITION
• FOREIGN LANGUAGE
• MATH
• PRE-EMPLOYMENT STRATEGIES

“OUR HIGH SCHOOL WORKS A LOT WITH SCC FACULTY AND STAFF, AND SO WE SEE FIRST-HAND THE POSITIVE IMPACT SCC HAS ON OUR STUDENTS AND GRADUATES.”

---LOIS ROTH
BUSINESS & ACCOUNTING INSTRUCTOR,
DANVILLE HIGH SCHOOL
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

---Graduates: The First Year---

**Number of Awards Conferred**
- AY10-AY14
- 24

**Percent Who Continued Their Education**
- 50.0%

**Percent Employed Among Those Who Are Not Continuing Education**
- 91.7%

**2015 Median Adjusted Annual Salary**
- $27,859

Source: Education Outcomes, AY10-AY14; 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</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>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>
<td>None</td>
<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>
<td>PS</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Social and Human Service Assistants</td>
<td>221</td>
<td>1.3%</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>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Clergy</td>
<td>129</td>
<td>1.9%</td>
<td>3,631</td>
<td>$12.00</td>
<td>$21.81</td>
<td>B</td>
<td>None</td>
<td>Short-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>
</tr>
<tr>
<td>Recreation Workers</td>
<td>105</td>
<td>1.5%</td>
<td>4,226</td>
<td>$8.08</td>
<td>$11.63</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Residential Advisors</td>
<td>90</td>
<td>1.5%</td>
<td>1,667</td>
<td>$8.79</td>
<td>$12.70</td>
<td>HS</td>
<td>None</td>
<td>Short-Term</td>
</tr>
<tr>
<td>Educational, Guidance, School, and Vocational Counselors</td>
<td>87</td>
<td>1.0%</td>
<td>2,955</td>
<td>$14.37</td>
<td>$23.85</td>
<td>G</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<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>
</tr>
<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 &lt; 5 years</td>
<td>None</td>
<td>None</td>
</tr>
<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 &lt; 5 years</td>
<td>None</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>
<td>G</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Rehabilitation Counselors</td>
<td>68</td>
<td>0.8%</td>
<td>2,498</td>
<td>$10.85</td>
<td>$17.34</td>
<td>G</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Substance Abuse and Behavioral Disorder Counselors</td>
<td>59</td>
<td>1.7%</td>
<td>1,691</td>
<td>$13.22</td>
<td>$20.83</td>
<td>HS</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Mental Health and Substance Abuse Social Workers</td>
<td>43</td>
<td>1.8%</td>
<td>1,200</td>
<td>$13.46</td>
<td>$20.31</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Barbers</td>
<td>31</td>
<td>1.3%</td>
<td>840</td>
<td>$7.23</td>
<td>$8.40</td>
<td>PS</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Community Health Workers</td>
<td>27</td>
<td>1.8%</td>
<td>669</td>
<td>$9.35</td>
<td>$15.13</td>
<td>HS</td>
<td>None</td>
<td>Short-Term</td>
</tr>
<tr>
<td>Health Educators</td>
<td>25</td>
<td>1.6%</td>
<td>641</td>
<td>$17.65</td>
<td>$27.10</td>
<td>B</td>
<td>None</td>
<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>
<td>G</td>
<td>None</td>
<td>Internship/Residency</td>
</tr>
<tr>
<td>Probation Officers and Correctional Treatment Specialists</td>
<td>16</td>
<td>0.0%</td>
<td>581</td>
<td>$20.82</td>
<td>$30.61</td>
<td>B</td>
<td>None</td>
<td>Short-Term</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>
<td>None</td>
<td>None</td>
</tr>
<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 &lt; 5 years</td>
<td>None</td>
<td>None</td>
</tr>
</tbody>
</table>

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Source: EMSI
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• BUSINESS ADMINISTRATION
• EMERGENCY MEDICAL SERVICES

CERTIFICATE PROGRAMS:
• CERTIFIED NURSE AIDE

DIPLOMA PROGRAMS:
• MEDICAL CODING & BILLING

ASSOCIATE OF ARTS WITH COURSEWORK IN:
• ACCOUNTING
• BUSINESS ADMINISTRATION
• COMMUNICATION
• CRIMINAL JUSTICE
• EDUCATION
• HUMAN SERVICES
• PSYCHOLOGY

ASSOCIATE OF SCIENCE WITH COURSEWORK IN:
• ACCOUNTING
• BUSINESS ADMINISTRATION
• MEDICAL

SUGGESTED HIGH SCHOOL COURSES
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• COMPUTER APPLICATIONS
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• PRE-EMPLOYMENT STRATEGIES

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---NORA MEIEROTTO
ASSOCIATE OF ARTS TRANSFER
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.

---Graduates: The First Year---

**Number of Awards Conferred**
AY10-AY14: 43

**Percent Who Continued Their Education**
32.6%

**Percent Employed Among Those Who Are Not Continuing Education**
89.7%

**2015 Median Adjusted Annual Salary**
$22,449

Source: Education Outcomes, AY10-AY14; 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.

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<thead>
<tr>
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<th>Annual Openings</th>
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<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>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<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>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Web Developers</td>
<td>91</td>
<td>4.2%</td>
<td>1,965</td>
<td>$13.49</td>
<td>$25.27</td>
<td>A</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Computer Network Support Specialists</td>
<td>57</td>
<td>0.6%</td>
<td>2,672</td>
<td>$17.18</td>
<td>$25.97</td>
<td>A</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Database Administrators</td>
<td>40</td>
<td>1.5%</td>
<td>1,240</td>
<td>$22.46</td>
<td>$37.71</td>
<td>B</td>
<td>&lt; 5 years</td>
<td>None</td>
</tr>
<tr>
<td>Computer Network Architects</td>
<td>37</td>
<td>1.6%</td>
<td>1,157</td>
<td>$28.66</td>
<td>$42.38</td>
<td>B</td>
<td>5+ years</td>
<td>None</td>
</tr>
<tr>
<td>Operations Research Analysts</td>
<td>31</td>
<td>3.1%</td>
<td>683</td>
<td>$22.18</td>
<td>$34.53</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<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>
</tr>
<tr>
<td>Statisticians</td>
<td>11</td>
<td>2.9%</td>
<td>203</td>
<td>$24.39</td>
<td>$32.15</td>
<td>G</td>
<td>None</td>
<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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Source: EMSI
ASSOCIATE OF APPLIED SCIENCE PROGRAMS:
• Animation for Television, Film, and New Media
• Business Administration
• Biomedical Electronics Technology
• Electronics Technology
• Information Technology - Network Administration & Cyber Security
• Information Technology - Web Design & Development
• Interactive and Social Media Marketing

DIPLOMA PROGRAMS:
• Electronics Technology
• Information Technology - Network Administration & Cyber Security
• Information Technology - Web Design & Development

ASSOCIATE OF ARTS WITH COURSEWORK IN:
• Accounting
• Business Administration
• Business & Web Programming
• Communication
• Database
• Information Security
• Network Administration
• Programming
• Tech Support

ASSOCIATE OF SCIENCE WITH COURSEWORK IN:
• Accounting
• Business Administration
• Business & Web Programming
• Communication
• Database
• Information Security
• Network Administration
• Programming
• Tech Support

SUGGESTED HIGH SCHOOL COURSES
• Business Education
• Communication
• Computer Applications/Computer Science
• Math
• Pre-Employment Strategies
• Webpage Design

“SCC’s IT students know their stuff. Our students always fare well at state and national competitions against not just 2-year colleges, but 4-year universities.”

---BRENDA WAMSLEY
SCC CYBER SECURITY INSTRUCTOR
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**
- AY10-AY14: 128

**Percent Who Continued Their Education**
- 31.7%

**Percent Employed Among Those Who Are Not Continuing Education**
- 86.0%

**2015 Median Adjusted Annual Salary**
- $21,309

Source: Education Outcomes, AY10-AY14; Iowa Department of Education
Note: Information represents community college specific outcomes. Salary information is only included for graduates who are not continuing education.
### LAW, PUBLIC SAFETY, CORRECTIONS, AND SECURITY 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>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>
<td>None</td>
<td>Short-Term</td>
</tr>
<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>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<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>
</tr>
<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>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<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>
</tr>
<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>
</tr>
<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>
</tr>
<tr>
<td>Crossing Guards</td>
<td>6</td>
<td>0.2%</td>
<td>377</td>
<td>$10.42</td>
<td>$13.53</td>
<td>HS</td>
<td>None</td>
<td>Short-Term</td>
</tr>
<tr>
<td>Private Detectives and Investigators</td>
<td>6</td>
<td>0.7%</td>
<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>
<td>0.5%</td>
<td>187</td>
<td>$15.39</td>
<td>$17.60</td>
<td>HS</td>
<td>None</td>
<td>Short-Term</td>
</tr>
<tr>
<td>Gaming Surveillance Officers and Gaming Investigators</td>
<td>4</td>
<td>-0.1%</td>
<td>269</td>
<td>$10.87</td>
<td>$16.06</td>
<td>HS</td>
<td>None</td>
<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.);

**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
SO UTHEA SERN
CO MMUNITY CO LLE GE
P ROGRAMS OF STUDY

ASSOCIATE OF APPLIED SCIENCE PROGRAMS:
• ADMINISTRATIVE ASSISTANT (INCLUDES LEGAL & MEDICAL SPECIALIZATIONS)
• BUSINESS ADMINISTRATION
• CRIMINAL JUSTICE
• EMERGENCY MEDICAL SERVICES
• ELECTRONICS TECHNOLOGY
• FIRE SCIENCE
• FORENSIC CHEMISTRY
• INFORMATION TECHNOLOGY - NETWORK ADMINISTRATION & CYBER SECURITY

DIPLOMA PROGRAMS:
• ELECTRONICS TECHNOLOGY
• FIRE SCIENCE

ASSOCIATE OF ARTS WITH COURSEWORK IN:
• ACCOUNTING
• BUSINESS ADMINISTRATION
• COMMUNICATION
• CORRECTIONS
• CRIMINAL JUSTICE
• HUMAN SERVICES
• INFORMATION SECURITY
• LAW
• PSYCHOLOGY

ASSOCIATE OF SCIENCE WITH COURSEWORK IN:
• ACCOUNTING
• BUSINESS ADMINISTRATION
• COMMUNICATION
• CORRECTIONS
• CRIMINAL JUSTICE
• HUMAN SERVICES
• INFORMATION SECURITY
• LAW
• PSYCHOLOGY

SUGGESTED HIGH SCHOOL COURSES

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

“MY INSTRUCTORS AT SCC INSPIRED ME TO BE PASSIONATE ABOUT WHATEVER I DO WITH MY LIFE, BECAUSE EVEN IF I DON’T MAKE A NATIONWIDE IMPACT, THE APPRECIATION OF THOSE THAT I HELP ARE WORTH FAR MORE FAME THAN ANYTHING ELSE IMAGINABLE.”

---DARIEN RINGOLD
SCC CRIMINAL JUSTICE GRADUATE
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---

**Number of Awards Conferrered**
- AY10-AY14: 212

**Percent Who Continued Their Education**
- 39.8%

**Percent Employed Among Those Who Are Not Continuing Education**
- 98.3%

**Median Adjusted Annual Salary**
- 2015: $34,989

Source: Education Outcomes, AY10-AY14; Iowa Department of Education
Note: Information represents community college specific outcomes. Salary information is only included for graduates who are not continuing education.
SO UTHEASTERN  
COMMUNITY COLLEGE  
PROGRAMS OF STUDY

ASSOCIATE OF APPLIED SCIENCE PROGRAMS:
• ADVANCED MANUFACTURING TECHNOLOGY  
• BIOMEDICAL ELECTRONICS TECHNOLOGY  
• DRAFTING TECHNOLOGY  
• ELECTRONICS TECHNOLOGY  
• INDUSTRIAL MAINTENANCE TECHNOLOGY  
• WELDING TECHNOLOGY

CERTIFICATE PROGRAMS:
• INDUSTRIAL MAINTENANCE TECHNOLOGY

DIPLOMA PROGRAMS:
• ELECTRONICS TECHNOLOGY  
• INDUSTRIAL MAINTENANCE TECHNOLOGY  
• WELDING TECHNOLOGY

ASSOCIATE OF ARTS WITH COURSEWORK IN:
• COMPUTER AIDED DRAFTING & DESIGN  
• ELECTRONICS  
• INDUSTRIAL MAINTENANCE  
• WELDING

ASSOCIATE OF SCIENCE WITH COURSEWORK IN:
• COMPUTER AIDED DRAFTING & DESIGN  
• ELECTRONICS  
• INDUSTRIAL MAINTENANCE  
• 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

---JIMMY WILSON  
INDUSTRIAL MAINTENANCE TECHNOLOGY AAS

"THE FORMER COMPANY I WORKED FOR RELOCATED. I WASN’T SURE WHAT I WAS GOING TO DO UNTIL I FOUND OUT ABOUT THE IMT (INDUSTRIAL MAINTENANCE TECHNOLOGY) PROGRAM IN KEOKUK. IT WAS CLOSE, IT WAS CONVENIENT, AND I KNEW IT WOULD BE BETTER FOR ME AND MY DAUGHTER. GOING TO SCC GAVE ME THE EDUCATION I NEEDED."

---JIMMY WILSON  
INDUSTRIAL MAINTENANCE TECHNOLOGY AAS
<table>
<thead>
<tr>
<th>Occupation</th>
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<th>Annual Growth</th>
<th>Annual Estimated Jobs by 2025</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>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 &lt; 5 years</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>$25.85</td>
<td>PS &lt; 5 years</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>$12.56</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>2,167</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 Spray 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>$13.39</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>

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;
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< HS = Less than high school
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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
Planning, managing, and performing marketing activities to reach organizational objectives.

**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
# MARKETING 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 Rate</th>
<th>Estimated Jobs by 2025</th>
<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>

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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- A = Associate’s degree
- B = Bachelor’s degree
- G = Advanced degree
- < HS = Less than high school
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- PS = Postsecondary non-degree award
- SC = Some college, no degree

Source: EMSI
ASSOCIATE OF APPLIED SCIENCE PROGRAMS:
• ACCOUNTING
• ADMINISTRATIVE ASSISTANT (INCLUDES LEGAL & MEDICAL SPECIALIZATIONS)
• BUSINESS ADMINISTRATION
• INFORMATION TECHNOLOGY - WEB DESIGN & DEVELOPMENT
• INTERACTIVE AND SOCIAL MEDIA MARKETING

DIPLOMA PROGRAMS:
• ACCOUNTING

ASSOCIATE OF ARTS WITH COURSEWORK IN:
• ADVERTISING
• BUSINESS ADMINISTRATION
• COMMUNICATION
• MARKETING

ASSOCIATE OF SCIENCE WITH COURSEWORK IN:
• ADVERTISING
• BUSINESS ADMINISTRATION
• COMMUNICATION
• MARKETING

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

“MY INSTRUCTORS PREPARED ME FOR WORKING IN A BUSINESS SETTING. THEY WERE GREAT WITH NON-TRADITIONAL STUDENTS WHO NEEDED A LITTLE EXTRA HELP. I FELT VERY MUCH AT HOME AT SCC.”

---JANEL ORTON
BUSINESS AAS
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.

---Graduates: The First Year---

**Number of Awards Conferred**

AY10-AY14

5

**Percent Who Continued Their Education**

47.3%

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

80.0%

**2015 Median Adjusted Annual Salary**

$77,825

Source: Education Outcomes, AY10-AY14; 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>Work Experience 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>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<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>
<td>A</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Biological Technicians</td>
<td>44</td>
<td>0.9%</td>
<td>1,197</td>
<td>$12.13</td>
<td>$19.06</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<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>None</td>
<td>Internship/Residency</td>
</tr>
<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>
<td>None</td>
<td>None</td>
</tr>
<tr>
<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>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Chemists</td>
<td>27</td>
<td>1.3%</td>
<td>751</td>
<td>$20.21</td>
<td>$33.65</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Chemical Technicians</td>
<td>20</td>
<td>1.7%</td>
<td>518</td>
<td>$14.22</td>
<td>$20.78</td>
<td>A</td>
<td>None</td>
<td>Moderate-Term</td>
</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>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<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>
<td>None</td>
<td>None</td>
</tr>
<tr>
<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>
<td>A</td>
<td>None</td>
<td>None</td>
</tr>
<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>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Conservation Scientists</td>
<td>10</td>
<td>-0.4%</td>
<td>325</td>
<td>$16.15</td>
<td>$27.30</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Microbiologists</td>
<td>9</td>
<td>1.0%</td>
<td>237</td>
<td>$20.46</td>
<td>$33.50</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<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>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Social Science Research Assistants</td>
<td>7</td>
<td>0.5%</td>
<td>164</td>
<td>$10.92</td>
<td>$17.90</td>
<td>A</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Forensic Science Technicians</td>
<td>6</td>
<td>0.5%</td>
<td>127</td>
<td>$23.58</td>
<td>$30.97</td>
<td>B</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<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>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Animal Scientists</td>
<td>5</td>
<td>0.8%</td>
<td>117</td>
<td>$19.78</td>
<td>$31.83</td>
<td>G</td>
<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>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Zoologists and Wildlife Biologists</td>
<td>4</td>
<td>0.8%</td>
<td>102</td>
<td>$21.93</td>
<td>$29.84</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Atmospheric and Space Scientists</td>
<td>3</td>
<td>0.9%</td>
<td>102</td>
<td>$30.34</td>
<td>$39.20</td>
<td>B</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Physicists</td>
<td>3</td>
<td>1.7%</td>
<td>77</td>
<td>$32.39</td>
<td>$56.75</td>
<td>G</td>
<td>None</td>
<td>None</td>
</tr>
<tr>
<td>Nuclear Technicians</td>
<td>2</td>
<td>1.3%</td>
<td>52</td>
<td>$25.26</td>
<td>$31.36</td>
<td>A</td>
<td>None</td>
<td>Moderate-Term</td>
</tr>
<tr>
<td>Foresters</td>
<td>2</td>
<td>1.5%</td>
<td>53</td>
<td>$23.60</td>
<td>$29.42</td>
<td>B</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>
</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>
</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>
</tr>
<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>
</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
SO UTHEAERN COMMUNITY COLLEGE
PROGRAMS OF STUDY

ASSOCIATE OF ARTS PROGRAMS:
• BIOLOGY

ASSOCIATE OF APPLIED SCIENCE PROGRAMS:
• ADVANCED MANUFACTURING TECHNOLOGY
• BIOMEDICAL ELECTRONICS TECHNOLOGY
• DRAFTING TECHNOLOGY
• ELECTRONICS TECHNOLOGY
• FORENSIC CHEMISTRY
• INDUSTRIAL MAINTENANCE TECHNOLOGY
• INFORMATION TECHNOLOGY - NETWORK ADMINISTRATION & CYBER SECURITY AND WEB DESIGN & DEVELOPMENT

CERTIFICATE PROGRAMS:
• INDUSTRIAL MAINTENANCE TECHNOLOGY

DIPLOMA PROGRAMS:
• ELECTRONICS TECHNOLOGY
• INDUSTRIAL MAINTENANCE TECHNOLOGY
• INFORMATION TECHNOLOGY - NETWORK ADMINISTRATION & CYBER SECURITY
• INFORMATION TECHNOLOGY - WEB DESIGN & DEVELOPMENT

ASSOCIATE OF ARTS WITH COURSEWORK IN:
• BUSINESS AND WEB PROGRAMMING
• COMPUTER AIDED DRAFTING & DESIGN
• ELECTRONICS
• INDUSTRIAL MAINTENANCE
• INFORMATION SECURITY
• NETWORK ADMINISTRATION

ASSOCIATE OF SCIENCE WITH COURSEWORK IN:
• BUSINESS AND WEB PROGRAMMING
• COMPUTER AIDED DRAFTING & DESIGN
• ELECTRONICS
• INDUSTRIAL MAINTENANCE
• INFORMATION SECURITY
• NETWORK ADMINISTRATION

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

“SEVERAL OF MY STUDENTS HAVE GONE ON TO BECOME PHARMACISTS, ENGINEERS, VETERINARIANS AND EVEN A FEW DOCTORS. MANY HAVE COME BACK TO THANK ME FOR HOW MUCH I CHALLENGED THEM IN MY CLASSES.”

---CARL SNIPES
SCC CHEMISTRY INSTRUCTOR
Transportation, Distribution & Logistics

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**
AY10-AY14: **137**

**Percent Who Continued Their Education**
47.3%

**Percent Employed Among Those Who Are Not Continuing Education**
89.9%

**Median Adjusted Annual Salary**
2015: $26,023

Source: Education Outcomes, AY10-AY14; 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.

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</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>
<td></td>
</tr>
<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>
<td></td>
</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>
<td></td>
</tr>
<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>Short-Term</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>Short-Term</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>$14.50</td>
<td>HS None</td>
<td>Moderate-Term</td>
<td></td>
</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>
<td></td>
</tr>
<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>
<td></td>
</tr>
<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>
<td></td>
</tr>
<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>
<td></td>
</tr>
<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>
<td></td>
</tr>
<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>
<td></td>
</tr>
<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>
<td>A None</td>
<td>Long-Term</td>
<td></td>
</tr>
<tr>
<td>Traffic Technicians</td>
<td>4</td>
<td>0.9%</td>
<td>96</td>
<td>$16.25</td>
<td>$18.23</td>
<td>HS None</td>
<td>Moderate-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>Short-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>
</tr>
<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>Yard Yard Engineers, Dinken Operators, and Hostlers</td>
<td>2</td>
<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>
<td></td>
</tr>
<tr>
<td>Bridge and Lock Tenders</td>
<td>1</td>
<td>-0.1%</td>
<td>30</td>
<td>$23.42</td>
<td>$26.62</td>
<td>HS None</td>
<td>Short-Term</td>
<td></td>
</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>

**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;

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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
ASSOCIATE OF APPLIED SCIENCE PROGRAMS:
• AUTO COLLISION REPAIR
• AUTOMOTIVE TECHNOLOGY
• AUTOMOTIVE TECHNOLOGY: MANAGEMENT
• BUSINESS ADMINISTRATION
• INDUSTRIAL MAINTENANCE TECHNOLOGY
• INFORMATION TECHNOLOGY - NETWORK ADMINISTRATION & CYBER SECURITY
• WELDING TECHNOLOGY

CERTIFICATE PROGRAMS:
• INDUSTRIAL MAINTENANCE TECHNOLOGY

DIPLOMA PROGRAMS:
• AUTO COLLISION REPAIR
• AUTOMOTIVE TECHNOLOGY
• AUTOMOTIVE TECHNOLOGY: MANAGEMENT
• INDUSTRIAL MAINTENANCE TECHNOLOGY
• INFORMATION TECHNOLOGY - NETWORK ADMINISTRATION & CYBER SECURITY
• WELDING TECHNOLOGY

ASSOCIATE OF ARTS WITH COURSEWORK IN:
• ACCOUNTING
• BUSINESS ADMINISTRATION
• COMMUNICATION
• INFORMATION SECURITY
• PSYCHOLOGY

ASSOCIATE OF SCIENCE WITH COURSEWORK IN:
• ACCOUNTING
• BUSINESS ADMINISTRATION
• COMMUNICATION
• INFORMATION SECURITY
• PSYCHOLOGY

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

"I WAS Laid off FROM A JOB AND DECIDED TO GO BACK TO SCHOOL. I’VE ALWAYS WANTED TO WORK FOR A RACING COMPANY SO I WENT TO SCC AND EARNED MY AAS IN AUTO-TECH. AFTER GRADUATING FROM SCC, I GOT MY DREAM JOB WITH DON SCHUMACHER RACING. I TOOK MY CLASSES AT SCC VERY SERIOUSLY."

---RICHARD SHINALL
DON SCHUMACHER RACING TECHNICIAN
## Regional In-Demand Occupations

### IN-DEMAND OCCUPATIONS IN THE SOUTHEASTERN COMMUNITY COLLEGE REGION

### OCCUPATIONS BY NUMBER OF ANNUAL OPENINGS AND AVERAGE HOURLY WAGE OF $20.00 OR MORE

<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>Registered Nurses</td>
<td>41</td>
<td>$18.59</td>
<td>$24.50</td>
<td>B</td>
</tr>
<tr>
<td>General and Operations Managers</td>
<td>30</td>
<td>$15.37</td>
<td>$41.25</td>
<td>B</td>
</tr>
<tr>
<td>Industrial Machinery Mechanics</td>
<td>19</td>
<td>$14.70</td>
<td>$20.69</td>
<td>PS</td>
</tr>
<tr>
<td>Elementary School Teachers, Except Special Education</td>
<td>18</td>
<td>$15.72</td>
<td>$23.32</td>
<td>B</td>
</tr>
<tr>
<td>First-Line Supervisors of Construction Trades and Extraction Workers</td>
<td>15</td>
<td>$18.08</td>
<td>$25.52</td>
<td>HS</td>
</tr>
<tr>
<td>Accountants and Auditors</td>
<td>13</td>
<td>$17.54</td>
<td>$27.48</td>
<td>B</td>
</tr>
<tr>
<td>Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products</td>
<td>13</td>
<td>$13.55</td>
<td>$26.81</td>
<td>HS</td>
</tr>
<tr>
<td>Electricians</td>
<td>12</td>
<td>$12.20</td>
<td>$21.40</td>
<td>A</td>
</tr>
<tr>
<td>Military occupations</td>
<td>12</td>
<td>$13.25</td>
<td>$20.11</td>
<td>N/A</td>
</tr>
<tr>
<td>Operating Engineers and Other Construction Equipment Operators</td>
<td>11</td>
<td>$14.54</td>
<td>$21.37</td>
<td>PS</td>
</tr>
<tr>
<td>Heating, Air Conditioning, and Refrigeration Mechanics and Installers</td>
<td>11</td>
<td>$13.42</td>
<td>$20.49</td>
<td>PS</td>
</tr>
<tr>
<td>Secondary School Teachers, Except Special and Career/Technical Education</td>
<td>11</td>
<td>$15.37</td>
<td>$22.25</td>
<td>B</td>
</tr>
<tr>
<td>First-Line Supervisors of Production and Operating Workers</td>
<td>11</td>
<td>$14.69</td>
<td>$23.62</td>
<td>HS</td>
</tr>
<tr>
<td>Postsecondary Teachers</td>
<td>10</td>
<td>$15.26</td>
<td>$34.30</td>
<td>G</td>
</tr>
<tr>
<td>First-Line Supervisors of Office and Administrative Support Workers</td>
<td>10</td>
<td>$12.04</td>
<td>$20.83</td>
<td>HS</td>
</tr>
<tr>
<td>Construction Managers</td>
<td>9</td>
<td>$15.29</td>
<td>$33.41</td>
<td>B</td>
</tr>
<tr>
<td>Insurance Sales Agents</td>
<td>8</td>
<td>$10.73</td>
<td>$28.08</td>
<td>PS</td>
</tr>
<tr>
<td>Middle School Teachers, Except Special and Career/Technical Education</td>
<td>7</td>
<td>$15.52</td>
<td>$22.90</td>
<td>B</td>
</tr>
<tr>
<td>Mechanical Engineers</td>
<td>7</td>
<td>$22.13</td>
<td>$35.76</td>
<td>B</td>
</tr>
<tr>
<td>Millwrights</td>
<td>7</td>
<td>$17.44</td>
<td>$23.70</td>
<td>A</td>
</tr>
<tr>
<td>Cost Estimators</td>
<td>7</td>
<td>$16.04</td>
<td>$29.92</td>
<td>B</td>
</tr>
<tr>
<td>Sales Representatives, Services, All Other</td>
<td>6</td>
<td>$9.39</td>
<td>$24.25</td>
<td>HS</td>
</tr>
<tr>
<td>Medical and Health Services Managers</td>
<td>6</td>
<td>$19.93</td>
<td>$33.15</td>
<td>B</td>
</tr>
<tr>
<td>Financial Managers</td>
<td>6</td>
<td>$18.76</td>
<td>$44.47</td>
<td>B</td>
</tr>
<tr>
<td>Managers, All Other</td>
<td>6</td>
<td>$13.56</td>
<td>$22.52</td>
<td>B</td>
</tr>
<tr>
<td>Industrial Engineers</td>
<td>6</td>
<td>$25.86</td>
<td>$35.66</td>
<td>B</td>
</tr>
<tr>
<td>First-Line Supervisors of Mechanics, Installers, and Repairers</td>
<td>6</td>
<td>$17.12</td>
<td>$26.68</td>
<td>HS</td>
</tr>
<tr>
<td>Industrial Production Managers</td>
<td>6</td>
<td>$21.97</td>
<td>$35.38</td>
<td>B</td>
</tr>
<tr>
<td>Human Resources Specialists</td>
<td>5</td>
<td>$14.86</td>
<td>$23.15</td>
<td>B</td>
</tr>
</tbody>
</table>

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- A = Associate’s degree
- B = Bachelor’s degree
- G = Advanced degree

Source: EMSI
## Des Moines

### Top Industries by Employment Level

<table>
<thead>
<tr>
<th>Industry</th>
<th>Total Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manufacturing</td>
<td>4,786</td>
</tr>
<tr>
<td>Healthcare and Social Assistance</td>
<td>3,528</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>3,161</td>
</tr>
<tr>
<td>Accommodations and Food Services</td>
<td>1,837</td>
</tr>
<tr>
<td>Educational Services</td>
<td>1,816</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>72</td>
<td>53</td>
<td>60</td>
<td>13</td>
<td>198</td>
</tr>
<tr>
<td>Healthcare and Social Assistance</td>
<td>62</td>
<td>35</td>
<td>54</td>
<td>11</td>
<td>162</td>
</tr>
<tr>
<td>Other Services</td>
<td>95</td>
<td>38</td>
<td>12</td>
<td>0</td>
<td>145</td>
</tr>
<tr>
<td>Construction</td>
<td>77</td>
<td>21</td>
<td>17</td>
<td>5</td>
<td>120</td>
</tr>
<tr>
<td>Professional, Scientific, and Technical</td>
<td>72</td>
<td>13</td>
<td>13</td>
<td>1</td>
<td>99</td>
</tr>
</tbody>
</table>

In FY15, 1,811 students in Des Moines County were served by Southeastern Community College.

1 in 22 Des Moines County residents are served by Southeastern Community College annually.

## Henry

### Top Industries by Number of Businesses

<table>
<thead>
<tr>
<th>Industry</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Other Services</td>
<td>61</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>23</td>
</tr>
<tr>
<td>Healthcare and Social Assistance</td>
<td>31</td>
</tr>
<tr>
<td>Construction</td>
<td>37</td>
</tr>
<tr>
<td>Wholesale Trade</td>
<td>30</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>Other Services</td>
<td>61</td>
<td>15</td>
<td>1</td>
<td>0</td>
<td>77</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>23</td>
<td>14</td>
<td>4</td>
<td>63</td>
<td></td>
</tr>
<tr>
<td>Healthcare and Social Assistance</td>
<td>31</td>
<td>14</td>
<td>4</td>
<td>63</td>
<td></td>
</tr>
<tr>
<td>Construction</td>
<td>37</td>
<td>13</td>
<td>1</td>
<td>58</td>
<td></td>
</tr>
<tr>
<td>Wholesale Trade</td>
<td>30</td>
<td>9</td>
<td>1</td>
<td>46</td>
<td></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>2,264</td>
</tr>
<tr>
<td>Transportation and Warehousing</td>
<td>1,137</td>
</tr>
<tr>
<td>Healthcare and Social Assistance</td>
<td>978</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>963</td>
</tr>
<tr>
<td>Educational Services</td>
<td>837</td>
</tr>
</tbody>
</table>

In FY15, 1,416 students in Henry County were served by Southeastern Community College.

1 in 14 Henry County residents are served by Southeastern Community College annually.
### Lee

#### 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>52</td>
<td>47</td>
<td>37</td>
<td>7</td>
<td>143</td>
</tr>
<tr>
<td>Other Services</td>
<td>102</td>
<td>20</td>
<td>7</td>
<td>1</td>
<td>130</td>
</tr>
<tr>
<td>Healthcare and Social Assistance</td>
<td>63</td>
<td>27</td>
<td>28</td>
<td>10</td>
<td>128</td>
</tr>
<tr>
<td>Construction</td>
<td>82</td>
<td>19</td>
<td>20</td>
<td>6</td>
<td>127</td>
</tr>
<tr>
<td>Accommodations and Food Services</td>
<td>42</td>
<td>16</td>
<td>33</td>
<td>3</td>
<td>94</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>4,280</td>
</tr>
<tr>
<td>Healthcare and Social Assistance</td>
<td>2,264</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>2,028</td>
</tr>
<tr>
<td>Construction</td>
<td>1,807</td>
</tr>
<tr>
<td>Educational Services</td>
<td>1,192</td>
</tr>
</tbody>
</table>

In FY15, 2,554 students in Lee County were served by Southeastern Community College.

1 in 14 Lee County residents are served by Southeastern Community College annually.

### Louisa

#### 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>Healthcare and Social Assistance</td>
<td>0</td>
<td>1</td>
<td>9</td>
<td>2</td>
<td>33</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>15</td>
<td>0</td>
<td>11</td>
<td>0</td>
<td>25</td>
</tr>
<tr>
<td>Other Services</td>
<td>11</td>
<td>4</td>
<td>3</td>
<td>0</td>
<td>24</td>
</tr>
<tr>
<td>Construction</td>
<td>17</td>
<td>4</td>
<td>1</td>
<td>0</td>
<td>22</td>
</tr>
<tr>
<td>Public Administration</td>
<td>6</td>
<td>2</td>
<td>4</td>
<td>1</td>
<td>21</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>1,449</td>
</tr>
<tr>
<td>Educational Services</td>
<td>465</td>
</tr>
<tr>
<td>Healthcare and Social Assistance</td>
<td>380</td>
</tr>
<tr>
<td>Wholesale Trade</td>
<td>249</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>237</td>
</tr>
</tbody>
</table>

In FY15, 335 students in Louisa County were served by Southeastern Community College.

1 in 33 Louisa County residents are served by Southeastern Community College annually.
This publication was produced with information from the Iowa Department of Education, Iowa Workforce Development and Southeastern Community College.

It is the policy of Southeastern Community College to select, develop, and promote employees and students based on individual ability and performance. It has been, and shall continue to be, the policy of Southeastern Community College not to discriminate on the basis of race, creed, color, sexual orientation, gender identity, national origin, sex, disability, religion, or age in its programs, activities, or employment practices as required by the Iowa Code sections 216.9 and 256.10(2), Titles VI and VII of the Civil Rights Act of 1964 (42 U.S.C. § 2000d and 2000e), the Equal Pay Act of 1973 (29 U.S.C. § 206, et seq.), Title IX (Educational Amendments, 20 U.S.C.§§ 1681 --- 1688), Section 504 (Rehabilitation Act of 1973, 29 U.S.C. § 794), and the Americans with Disabilities Act (42 U.S.C. § 12101, et seq.).

Individuals having questions or complaints related to compliance with this policy should contact the Human Resources Department, Southeastern Community College, 1500 W. Agency Road, West Burlington, IA 52655, phone number 319/208-5063, fax 319/208-5006 or the Director of the Office for Civil Rights, U.S. Department of Education, Citigroup Center, 500 W. Madison, Suite 1475, Chicago, IL 60661, phone number 312/730-1560, fax 312/730-1576.
West Burlington Campus
1500 West Agency Road
P.O. Box 180
West Burlington, Iowa 52655-0180
(319) 752-2731 or Toll-free (866) SCC-IOWA
Fax: (319) 752-4957

Keokuk Campus
335 Messenger Road
P.O. Box 6007
Keokuk, Iowa 52632-6007
(319) 524-3221 or Toll-Free (866) SCC-IOWA
Fax: (319) 524-8621

Center For Business (CBIZ)
610 North Fourth Street
River Park Place, Suite 220
Burlington, Iowa 52601
Toll Free Phone: 866-722-4692 ext 5375
Phone: (319) 208-5375
Email: cbiz@scciowa.edu

Mount Pleasant Center
200 North Main
Mount Pleasant, Iowa 52641
(319) 385-8012

Fort Madison Center
Fort Madison, Iowa 52627
(319) 376-2286

http://www.scciowa.edu/highschool/index.aspx