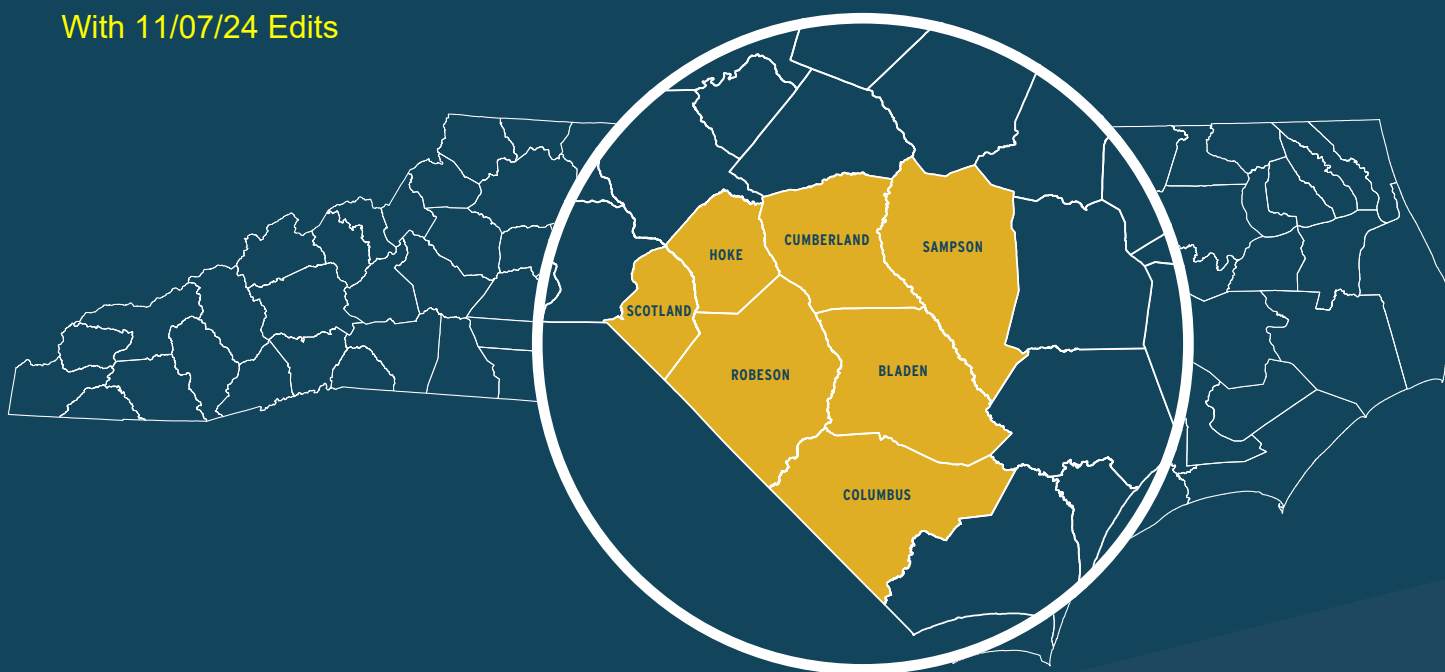


# North Carolina Community College System

## 2024 Fayetteville-Lumberton Region Labor Market Analysis Report

SEPTEMBER 2024 BETA EDITION

With 11/07/24 Edits



### Fayetteville-Lumberton Region Counties

Bladen • Columbus • Cumberland • Hoke • Robeson • Sampson • Scotland

### NC Community Colleges serving the Fayetteville-Lumberton Region

Bladen CC • Fayetteville TCC • Richmond CC • Robeson CC • Sampson CC • Sandhills CC • Southeastern CC

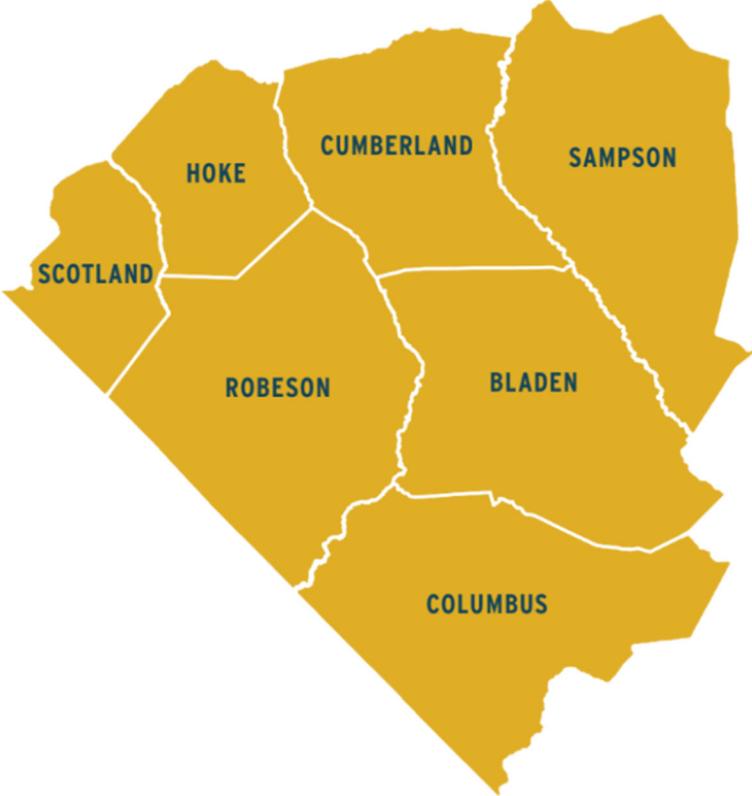
# Introduction

This report is designed to help stakeholders understand the current and future labor market within their region. It is also a tool for North Carolina community colleges as they consider programmatic changes that align with the labor market and identify potential opportunities for programmatic collaboration with other colleges in the region. This report specifically provides regional insights into:

- Recent trends associated with overall employment at the region and county levels
- Current regional diversity of industry sectors and occupational groups
- Projected regional changes across industry sectors and occupational groups
- Regional projections for annual openings in occupations requiring or preferring a community college education and their associated earnings
- Annual count of regional community college completers by program and their associated earnings
- Side-by-side comparison of occupational openings and community college completers by program

# Region

North Carolina’s 100 counties are organized into eight multi-county economic regions called Prosperity Zones, which are further divided into sixteen Sub Prosperity Zones. The Fayetteville-Lumberton region is one of two subzones of the Sandhills region, encompassing the following counties: Bladen, Columbus, Cumberland, Hoke, Robeson, Sampson, and Scotland.

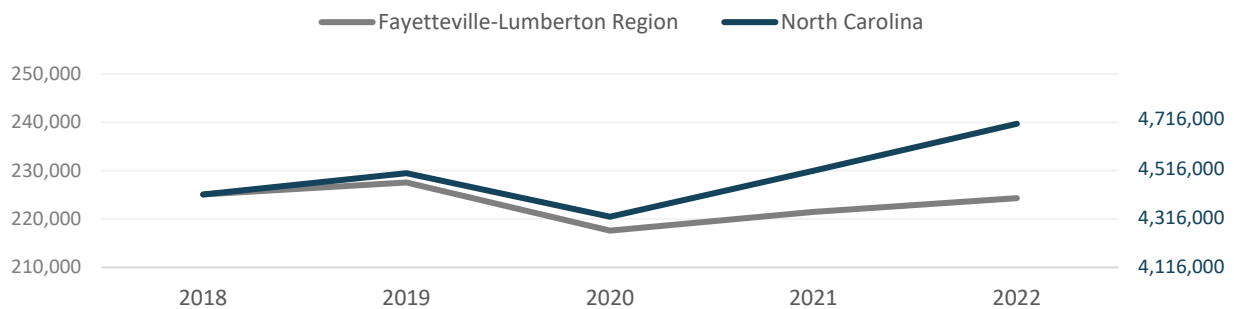


# Employment

## Employment Trends

Data from the Quarterly Census of Employment and Wages shows that the Fayetteville-Lumberton region has 224,295 jobs in 2022, which was nearly equivalent to the job market in 2018 (225,070 jobs). After losing approximately 10,000 jobs as a result of the COVID-19 pandemic, the region has steadily recovered but has not reached pre-pandemic levels of job openings (net loss of around 800 positions). Compared to state trends, the Fayetteville-Lumberton region lost a higher percentage of jobs during the pandemic (-3.9% statewide compared to -4.4% regionally) and has recovered at a slower rate (4.2% growth statewide in 2021-2022 compared to 1.3% regionally). Figure 1 compares statewide and regional employment rates from 2018 to 2022.

**Figure 1. Statewide and regional employment statistics from 2018-2022.**



## Employment by County

Counties in the Fayetteville-Lumberton region show different trends in employment across 2018-2022. Three of the seven counties experienced a net loss of jobs during the 5-year period, including Robeson, Sampson, and Scotland. Moreover, while jobs in Scotland grew following the pandemic, the number of jobs in Robeson and Sampson counties showed declines in 2020-2021 and only marginal improvements the following year (2021-2022), leading to a net losses of 2.6% and 4.8%, respectively. The four counties who experienced a net gain of jobs include Bladen, Columbus, Cumberland, and Hoke. While Hoke County offers the smallest number of job openings in the region, it showed the strongest gains (a 3.4% net increase in jobs across the 5-year period). Cumberland County, which accounts for over half of the jobs in the region, drove the regional trend of a 0% change. Jobs in this county increased from 119,643 in 2018 to 120,216 in 2022, a net gain of 573 positions (0.5%). Table 1 provides a breakdown of statewide, regional, and county-level employment rates across the period.

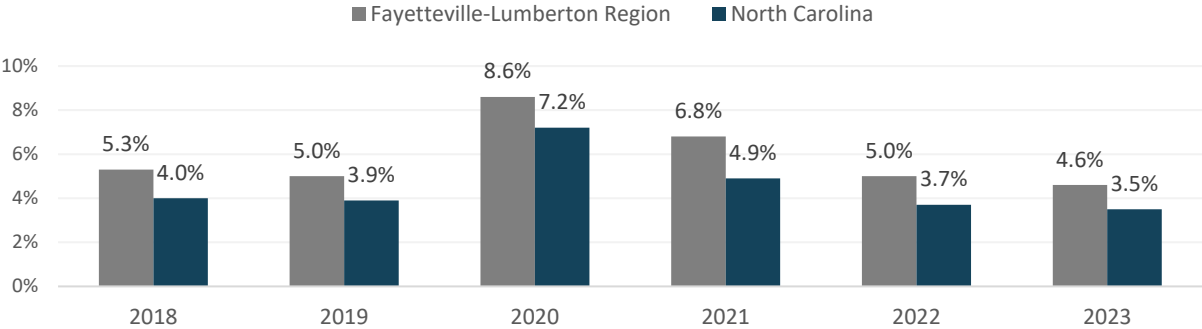
**Table 1. Statewide, regional, and county-level employment statistics from 2018-2022.**

	2018	2019	2020	2021	2022	Net Change
North Carolina	4,411,261	4,497,459	4,321,018	4,506,954	4,698,369	6.5%
Fayetteville-Lumberton Region	225,070	227,561	217,599	221,463	224,295	-0.3%
Bladen County	13,123	13,231	13,074	13,296	13,397	2.1%
Columbus County	15,035	15,304	14,937	15,294	15,130	0.6%
Cumberland County	119,643	120,525	114,764	118,307	120,216	0.5%
Hoke County	8,441	8,705	8,417	8,482	8,724	3.4%
Robeson County	38,585	39,404	37,944	37,391	37,575	-2.6%
Sampson County	18,452	18,388	17,389	17,302	17,571	-4.8%
Scotland County	11,791	12,004	11,074	11,391	11,682	-0.9%

## Unemployment Rate Trends

Unemployment data, obtained from the Local Area Unemployment Statistics, suggests that the rate of unemployment in the Fayetteville-Lumberton region hovered around 5.1% in 2018 and 2019, above statewide averages. Unsurprisingly, unemployment rates hit a record high across the 6-year period in 2020, reaching 8.6%. Since then, unemployment rates have declined rapidly, reaching pre-pandemic levels by 2022 (5.0%) and resulting in a net change in unemployment rate of 0.7% between 2018 and 2023. Compared to statewide trends, the Fayetteville-Lumberton region saw greater unemployment during the COVID-19 pandemic, and as of 2023 has significantly higher unemployment rates (4.6% versus 3.5% statewide). Figure 2 compares statewide and regional unemployment rates from 2018 to 2023.

**Figure 2. Statewide and regional unemployment statistics from 2018-2022.**



## Unemployment Rate by County

Across the Fayetteville-Lumberton region, county-level variation in unemployment rates ranges from 3.5% in Sampson County to 6.3% in Scotland County in 2023. Based on six years of data from 2018-2023, Columbus and Sampson tend to have slightly lower unemployment rates than the regional average, Robeson and Scotland tend to have slightly higher unemployment rates than the regional average, and Bladen, Cumberland, and Hoke tend to be very similar to the regional average. This is unsurprising for Cumberland County, given that, based on the volume of jobs, it drives the unemployment rates for the region. Scotland County’s rates of unemployment tend to fluctuate more than the other counties in the region. For example, unemployment rates increased by 5.4% during the pandemic (the second highest county was Cumberland, which increased by 4.2%), and decreased by 3.0% and 0.9% in 2021 and 2022, respectively. Scotland County is tied with Bladen for the largest net change in unemployment (-1.1%), and Columbus County is close behind with a net change of -1.0% across the six-year period. Table 2 displays statewide, regional, and county-level unemployment rates from 2018-2023.

**Table 2. Statewide, regional, and county-level unemployment statistics from 2018-2022.**

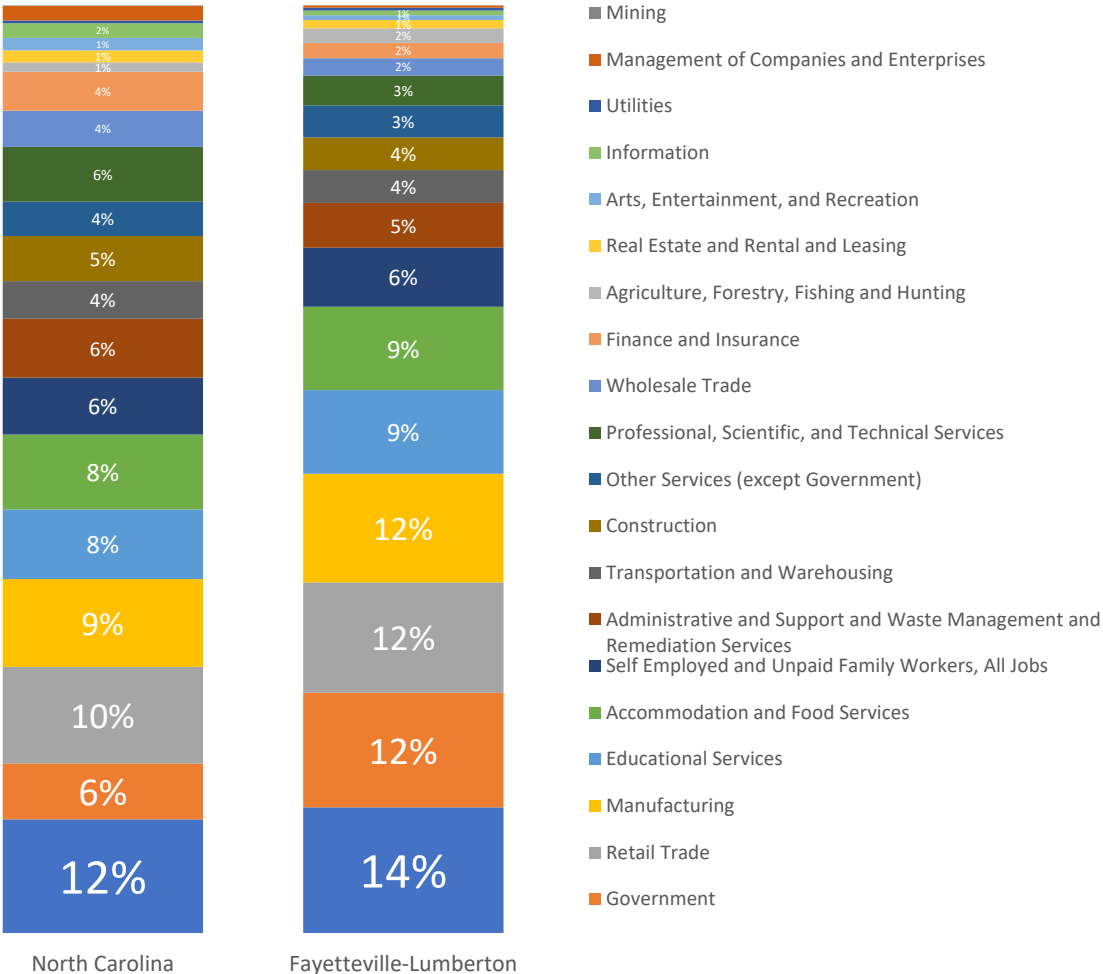
	2018	2019	2020	2021	2022	2023
North Carolina	4.0%	3.9%	7.2%	4.9%	3.7%	3.5%
Fayetteville-Lumberton Region	5.3%	5.0%	8.6%	6.8%	5.0%	4.6%
Bladen County	5.3%	4.7%	7.2%	5.9%	4.4%	4.2%
Columbus County	5.0%	4.9%	8.0%	6.3%	4.3%	4.0%
Cumberland County	5.2%	5.1%	9.3%	6.9%	5.2%	4.7%
Hoke County	5.1%	4.9%	8.4%	6.5%	5.0%	4.4%
Robeson County	5.9%	5.3%	8.7%	7.6%	5.6%	5.0%
Sampson County	4.1%	3.8%	5.8%	4.6%	3.8%	3.5%
Scotland County	7.4%	6.5%	11.9%	9.5%	6.5%	6.3%

# Existing Industry Sectors and Occupational Groups

## Industry Sectors

In 2021, four industries – Manufacturing, Retail Trade, Government, and Health Care and Social Assistance – each accounted for over 10% of jobs in the Fayetteville-Lumberton region (a combined 119,279 out of 240,978 jobs in the area). An additional three industry sectors each boasted between 6-9% of the total job count, including Self Employed and Unpaid Family Workers (15,335 jobs), Accommodation and Food Services (21,662 jobs), and Educational Services (21,756 jobs). Collectively, these seven industries account for 74% of positions in the Fayetteville-Lumberton region in 2021. In contrast, six sectors – Mining; Management of Companies and Enterprises; Utilities; Information; Arts, Entertainment, and Recreation; and Real Estate and Rental and Leasing – had less than 2,500 jobs and accounted for less than 1.0% of the total job market. Other sectors – for example, Finance and Insurance and Construction – accounted for between 1.6% (roughly 4,000 jobs) and 4.8% (just over 11,600 jobs) of the market. Figure 3 shows the statewide and regional distribution of the workforce in each industry sector.

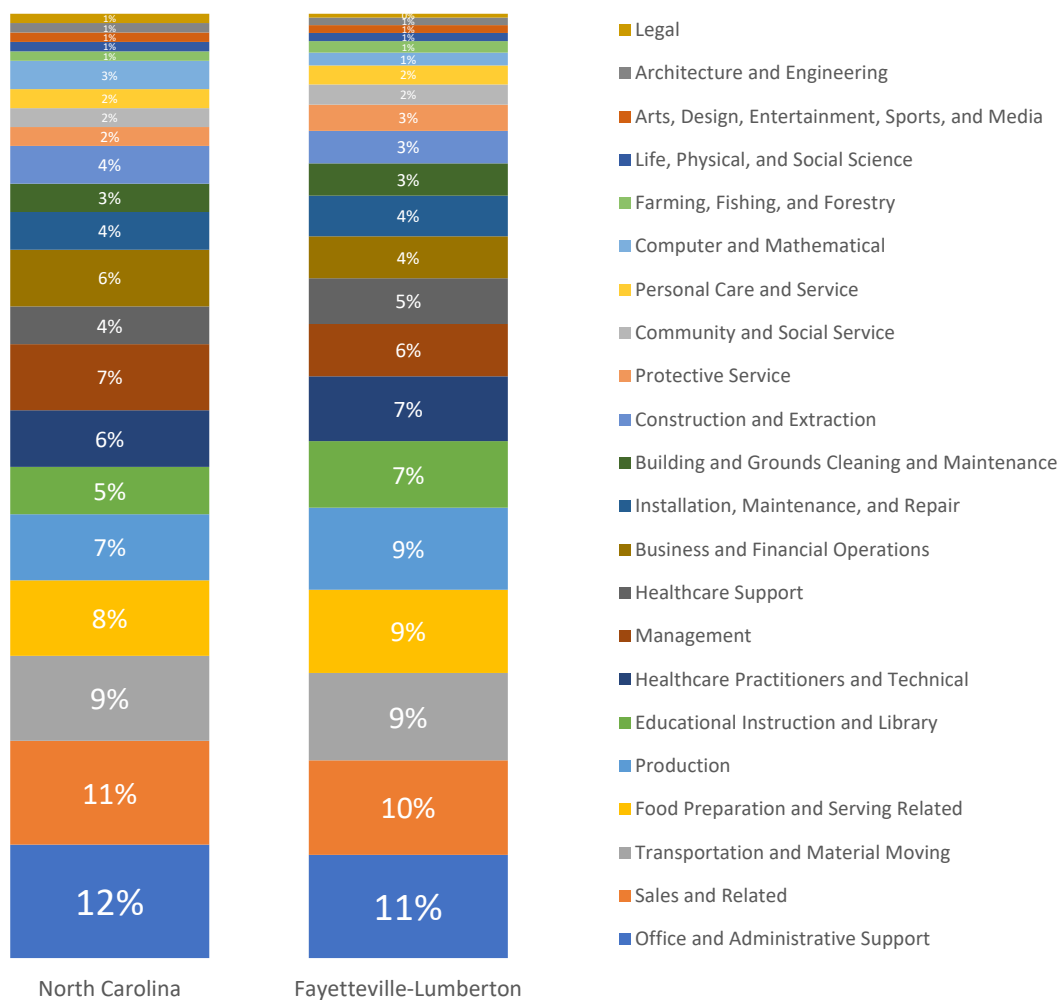
Figure 3. Statewide and regional distribution of industry sectors in 2021.



## Occupational Groups

The occupational landscape consists of twenty-two occupational groups, the smallest of which (Legal Occupations) was estimated to contain 996 positions in 2021, and the largest of which (Office and Administrative Support Occupations) was estimated to have 26,332 positions in 2021 in the Fayetteville-Lumberton region, representing between 0.4% and 10.9% of the total workforce in this area. Other smaller occupational groups include Architecture and Engineering Occupations (1,941 jobs), Arts, Design, Entertainment, Sports, and Media Occupations (1,991 jobs), and Life, Physical, and Social Science Occupations (2,077 jobs). In total, eleven occupational groups have less than 10,000 jobs, each representing less than 4.0% of the total workforce. In contrast, in addition to Office and Administrative Support Occupations, four occupational groups had more than 20,000 positions in Fayetteville-Lumberton in 2021 – Production Occupations (around 21,000 jobs), Food Preparation and Serving Related Occupations (around 21,200 jobs), Transportation and Material Moving Occupations (around 22,300 jobs), Sales and Related Occupations (around 24,100 jobs). Each of these groups comprised between 8.7 to 10.0% of the total workforce. Figure 4 shows the statewide and regional distribution of the workforce in each occupational group.

**Figure 4. Statewide and regional distribution of occupational groups in 2021.**

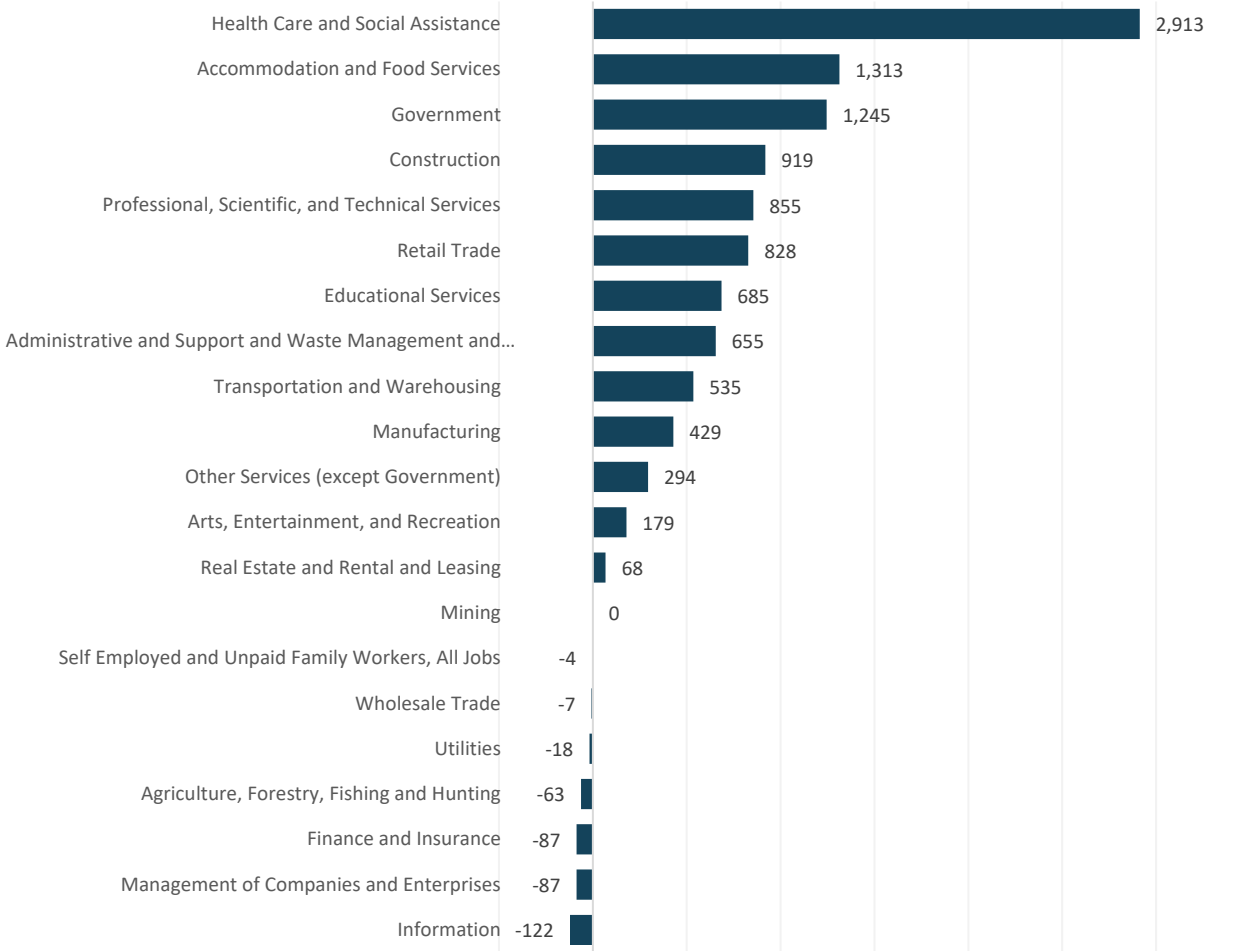


# Employment Projections

## Industry Projections

Based on the latest projections, the Fayetteville-Lumberton region is expected to add over 10,000 jobs between 2021 and 2030. By percentage, the Arts, Entertainment, and Recreation sector is projected to be the fastest-growing industry in the region, adding 179 positions across the nine-year period (a 14.3% increase). Similar in magnitude, the Professional, Scientific, and Technical Services sector is projected to add 855 positions (an 11.0% increase), and the Construction sector is projected to add 919 positions (a 10.8% increase). By number of positions, the Government (+1,245 jobs), Accommodation and Food Services (+1,313 jobs), and Health Care and Social Assistance (+2,913) sectors will add the most positions, accounting for 5,471 or over 50% of the newly available positions. In contrast, while most industry sectors are expected to grow in the Fayetteville-Lumberton region, seven are projected to lose jobs by 2030, and one, Mining, is projected to retain exactly 11 positions. Of those expected to lose positions, only one sector – Information – is expected to lose over 100 jobs, representing a 10.0% decrease in available positions. Similarly, the Management of Companies and Enterprises sector is projected to lose 87 positions (15.5%). Figure 5 shows the projected net growth across the nine-year period for each industry sector.

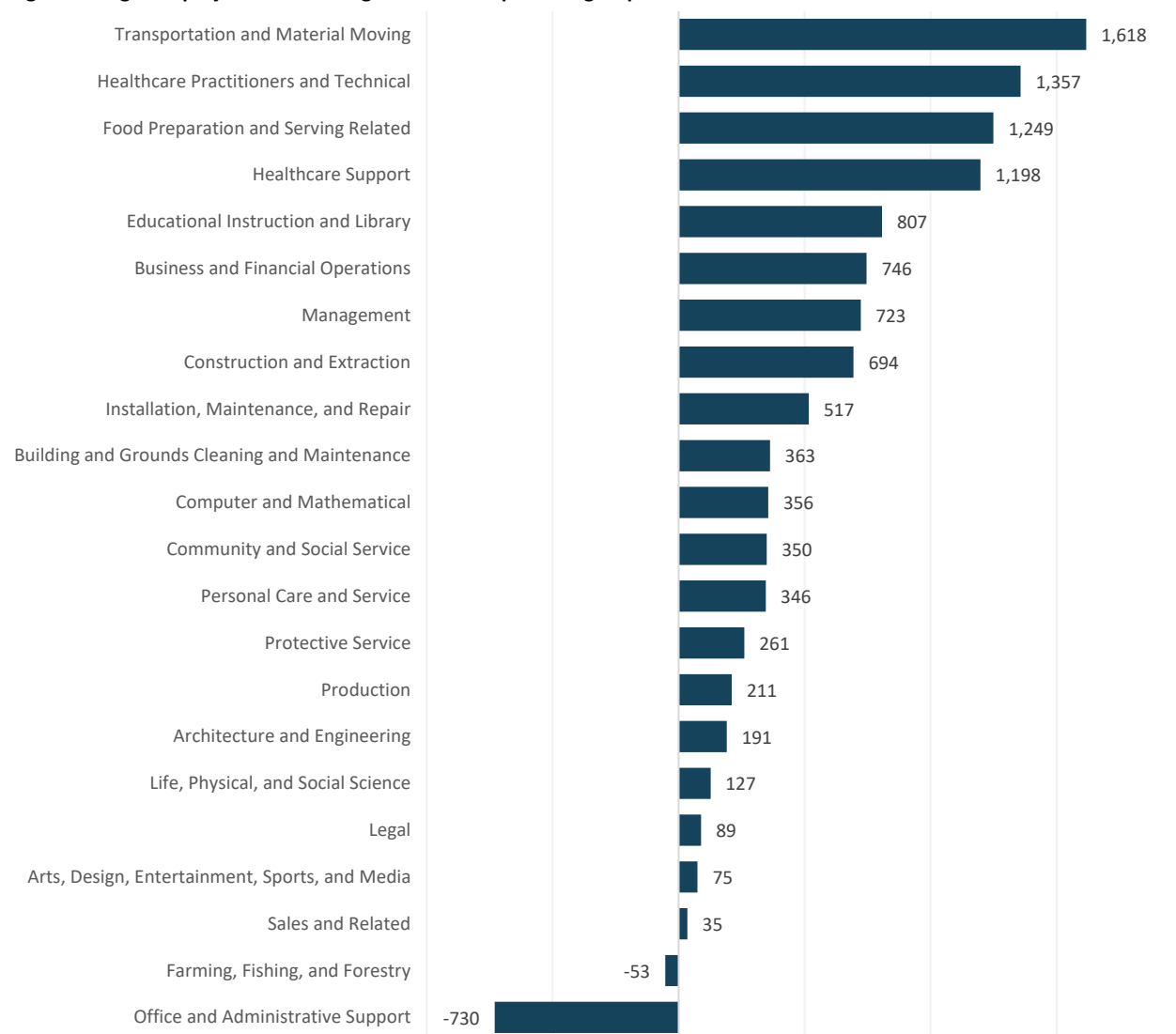
**Figure 5. Regional projections for net growth of industry sectors from 2021 to 2030.**



## Occupational Group Projections

Occupational employment is divided among twenty-two occupational groups, twelve of which are expected to change by less than 500 positions in the Fayetteville-Lumberton region between 2021 and 2030. Given the small share of the occupational group, this still represents an 11.0% net increase for Computer and Mathematical Occupations (+356 jobs). Two groups are expected to lose positions: Office and Administrative Support Occupations (-730 jobs) and Farming, Fishing, and Forestry Occupations (-53 jobs). Meanwhile, four groups are expected to gain over 1,000 positions (namely, Healthcare Support Occupations (+1,198 jobs), Food Preparation and Serving Related Occupations (+1,249 jobs), Healthcare Practitioners and Technical Occupations (+1,357 jobs), and Transportation and Material Moving Occupations (+1,618 jobs)). These four occupational groups will collectively add around 5,400 positions, which accounts for over half of the net change in positions (+10,530) in the Fayetteville-Lumberton region between 2021 and 2030. Figure 6 shows the projected net growth across the nine-year period for each occupational group.

**Figure 6. Regional projections for net growth of occupational groups from 2021 to 2030.**



# Focused Occupational Projections

## Occupational Projections

Specific occupational projections are considered to provide a more granular look at which jobs are expected to have the most openings between 2021 and 2023 based on an annual average of the NC Department of Commerce employment projections. Included occupations require either a minimum of a high school credential or a community college credential, according to the NC Department of Commerce, Labor & Economic Analysis Division (LEAD). Those with a minimum requirement of a high school credential have been identified as community college credential preferred by an internal analysis of program alignment with occupations.

In Fayetteville-Lumberton, the twenty-five occupations with the highest average annual openings range from Pharmacy Technicians (99) to Home Health and Personal Care Aides (790). In total, these occupations account for 6,289 of a projected 10,112 annual openings (62%). Other occupations with a high number of annual openings include Nursing Assistants (663), Heavy and Tractor-Trailer Truck Drivers (468), First-Line Supervisors of Food Preparation and Serving Workers (427), Registered Nurses (372), and Childcare Workers (325). Meanwhile, occupations toward the lower end of the top twenty-five include First-Line Supervisors of Production and Operating Workers; Police and Sheriff's Patrol Officers; Firefighters; and Dental Assistants. Eleven of the top twenty-five occupations require a minimum of a non-credit credential, eight require a certificate or diploma, and six require an Associate's degree.

## Current Earnings

Estimated median earnings are considered for the top twenty-five occupations with the highest projected average annual openings between 2021 and 2030. Estimated median earnings are calculated using three years of data from community college graduates who earned either an AAS, Diploma, or Certificate between 2015 and 2019. Those with any postsecondary enrollment after exit are not included. Earnings are based on the highest quarterly wage record within a year projected out to an annual estimate.

In the Fayetteville-Lumberton region, median annual earnings among the top twenty-five occupations range from \$22,317 (Teaching Assistants, Except Postsecondary) to \$83,990 (Business Operations Specialists). Sixteen of the top twenty-five have annual median earnings under \$40,000, while three have annual median earnings between \$40,001 and \$50,000. Other occupations with lower annual median earnings include Home Health and Personal Care Aides; Childcare Workers; Preschool Teachers, Except Special Education; and Nursing Assistants. Meanwhile, occupations with the highest annual earnings include Farmers, Ranchers, and Other Agricultural Managers (\$56,083); First-Line Supervisors of Production and Operating Workers (\$59,014); First-Line Supervisors of Construction Trades and Extraction Workers (\$59,409); and Registered Nurses (\$75,621).

Table 3 (below) includes occupation titles, median earnings, and average annual openings for the 25 SOP occupation titles with the largest number of annual openings. Two additional tables are available in the Appendices – one that details the 50 SOP occupation titles with the largest number of annual openings that require or prefer either a minimum of a high school credential or a community college credential (Table 6), and one that details the 50 SOP occupation titles with the largest number of annual openings that require a minimum of a Bachelor’s degree (Table 7).

**Table 3. Summary of the top 25 SOP occupation titles with the highest number of average annual openings.**

<b>Occupation Title</b>	<b>Median Earnings</b>	<b>Annual Openings</b>
Home Health and Personal Care Aides	\$22,781	790
Nursing Assistants	\$28,986	663
Heavy and Tractor-Trailer Truck Drivers	\$44,974	468
First-Line Supervisors of Food Preparation and Serving Workers	\$34,570	427
Registered Nurses	\$75,621	372
Childcare Workers	\$23,799	325
Maintenance and Repair Workers, General	\$37,727	294
Bookkeeping, Accounting, and Auditing Clerks	\$37,277	291
Teaching Assistants, Except Postsecondary	\$22,317	262
Light Truck Drivers	\$32,100	217
Business Operations Specialists, All Other	\$83,990	211
Miscellaneous Assemblers and Fabricators	\$32,261	197
Farmers, Ranchers, and Other Agricultural Managers	\$56,083	189
Preschool Teachers, Except Special Education	\$28,197	159
Automotive Service Technicians and Mechanics	\$37,543	152
Bus Drivers, School	\$30,874	149
Medical Assistants	\$33,617	146
Correctional Officers and Jailers	\$37,981	146
First-Line Supervisors of Construction Trades and Extraction Workers	\$59,409	136
Licensed Practical and Licensed Vocational Nurses	\$50,659	135
First-Line Supervisors of Production and Operating Workers	\$59,104	130
Police and Sheriff’s Patrol Officers	\$44,384	125
Firefighters	\$34,719	104
Dental Assistants	\$42,937	102
Pharmacy Technicians	\$35,672	99

## Community College Completers and Earnings

Below is a description of the top 25 occupations, defined by CIP codes, produced by community colleges in the region. “Completers” is defined as the unduplicated student count of those successfully completing an AAS, Diploma, Certificate, or identified workforce continuing education coursework designed for workplace entry. In the Fayetteville-Lumberton region, the top 25 occupations ranged from 31 completers (Surgical Technology/Technologist and Dental Assisting/Assistant) to 462 completers (Emergency Medical Technology/Technician). Six pathways produced more than 200 completers; in addition to the largest, these include Truck and Bus Driver/Commercial Vehicle Operator and Instructor; Cosmetology/ Cosmetologist; Business Administration and Management; Registered Nursing/Registered Nurse; and Criminal Justice/Police Science.

**Table 4. Summary of the top 25 Classification of Instructional Programs (CIPs) with the highest number of completers.**

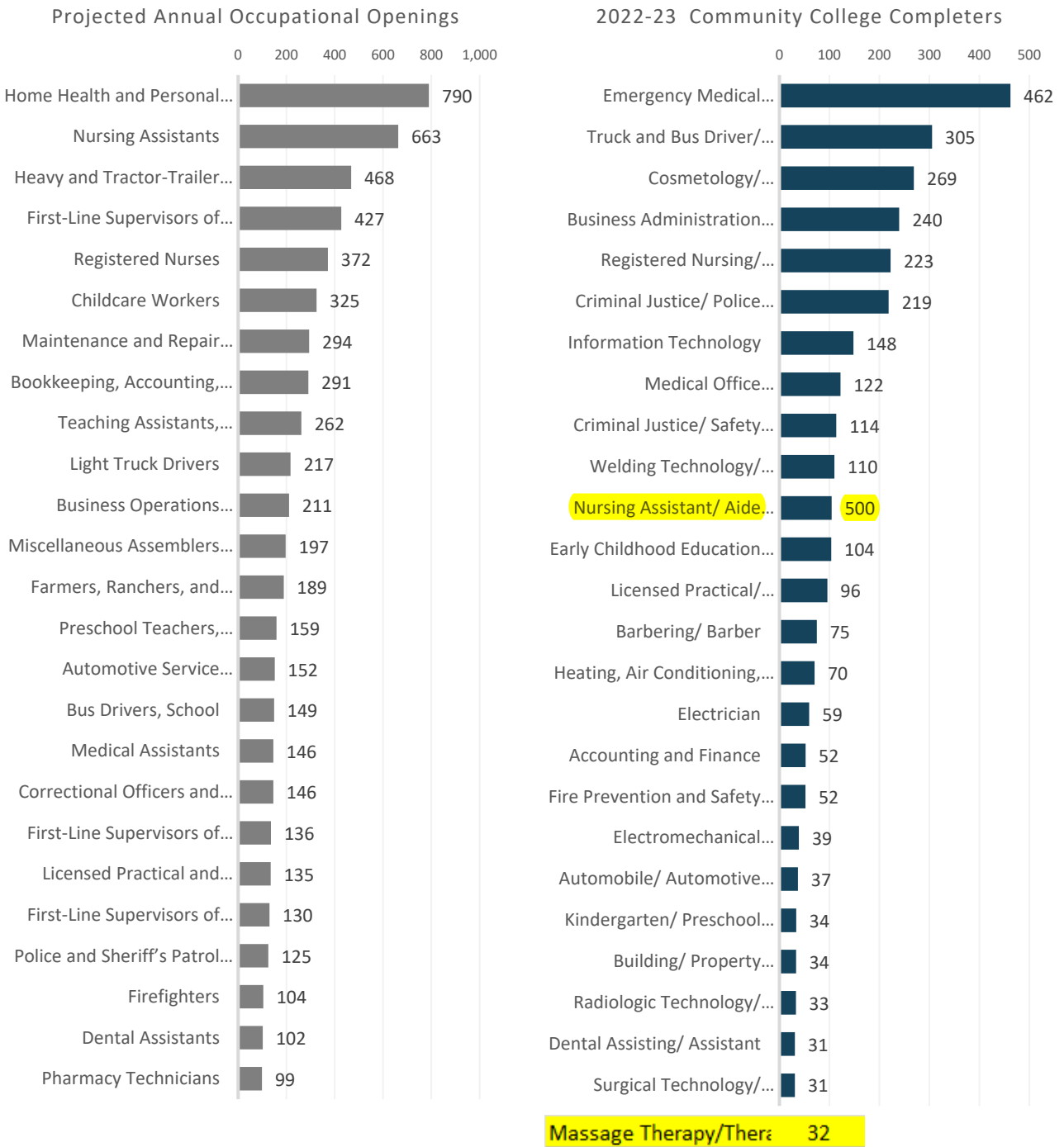
Instructional Program Description	Estimated Median Earnings	Completers
Emergency Medical Technology/Technician (EMT Paramedic)	\$55,056	462
Truck and Bus Driver/Commercial Vehicle Operator and Instructor	\$56,268	305
Cosmetology/Cosmetologist, General	\$27,464	269
Business Administration and Management, General	\$40,568	240
Registered Nursing/Registered Nurse	\$75,644	223
Criminal Justice/Police Science	\$48,444	219
Information Technology	\$42,344	148
Medical Office Management/Administration	\$31,994	122
Criminal Justice/Safety Studies	\$39,488	114
Welding Technology/Welder	\$50,448	110
Nursing Assistant/Aide and Patient Care Assistant/Aide	\$34,456	500
Early Childhood Education and Teaching	\$30,076	104
Licensed Practical/Vocational Nurse Training	\$50,880	96
Barbering/Barber	\$25,424	75
Heating, Air Conditioning, Ventilation and Refrigeration Maintenance Technology	\$49,634	70
Electrician	\$57,178	59
Accounting and Finance	*	52
Fire Prevention and Safety Technology/Technician	\$51,770	52
Electromechanical Technologies/Technicians, Other	\$62,130	39
Automobile/Automotive Mechanics Technology/Technician	\$44,236	37
Kindergarten/Preschool Education and Teaching	\$34,414	34
Building/Property Maintenance	*	34
Radiologic Technology/Science - Radiographer	\$54,324	33
Dental Assisting/Assistant	\$36,192	31
Surgical Technology/Technologist	\$44,986	31
Massage Therapy/Therapeutic Massage	\$24,932	32

\*Represents a cell with insufficient data to calculate median.

# Comparison of Occupational Projects and Community College Completers

Below is a comparison of the previously provided statistics on projected occupational openings and community college completers (Figure 5). Full occupation and program titles are available in Tables 3 and 4.

**Figure 7. Regional comparison of projected annual occupational openings to community college completers.**



# Appendices

## Technical documentation

**Table 5. Summary of data sources.**

Section	Sub-section(s)	Description	Source
<i>Employment Trends</i>			
	Employment Trends; Employment by County	<i>The Quarterly Census of Employment and Wages (QCEW) program publishes a quarterly count of employment reported by employers covering more than 95 percent of U.S. jobs, available at the county, MSA, state and national levels by industry.</i> <b>URL:</b> <a href="https://www.bls.gov/cew/">https://www.bls.gov/cew/</a> <b>Dates:</b> 2018-2022	<b>Quarterly Census of Employment and Wages:</b> N.C. Department of Commerce & U.S. Department of Labor
	Unemployment Rate Trends; Unemployment Rate by County	<i>The Local Area Unemployment Statistics (LAUS) program is a federal-state cooperative effort in which monthly estimates of total employment and unemployment are prepared.</i> <b>URL:</b> <a href="https://www.bls.gov/lau/lauov.htm">https://www.bls.gov/lau/lauov.htm</a> <b>Dates:</b> 2018-2022	<b>Local Area Unemployment Statistics:</b> N.C. Department of Commerce & U.S. Department of Labor
<i>Existing Industry Sectors and Occupational Groups</i>			
	Industry Sectors; Occupational Groups	<i>Two measures of employment produced by the U.S. Bureau of Labor Statistics (BLS) are used by EP to determine base year employment: (1) the Current Employment Statistics (CES) survey, an establishment survey that provides data on wage and salary employment and weekly hours for most nonagricultural industries and the logging industry, and (2) the Current Population Survey (CPS), a household survey that includes information regarding agricultural employment, self-employed workers and hours, and private household workers.</i> <b>URL:</b> <a href="https://tools.nccareers.org/employmentprojections/about.html">https://tools.nccareers.org/employmentprojections/about.html</a> <b>Dates:</b> 2021	<b>Employment Projections Program:</b> N.C. Department of Commerce & U.S. Department of Labor
<i>Employment Projections</i>			
	Industry Projections; Occupational Group Projections	<i>Every two years, in conjunction with the Bureau of Labor Statistics (BLS), the North Carolina Department of Commerce publishes long-term industry and occupational employment projections for statewide and sub-state areas. The employment projections are an estimate of the future demand for workers based on historical employment data and various economic factors.</i> <b>URL:</b> <a href="https://tools.nccareers.org/employmentprojections/about.html">https://tools.nccareers.org/employmentprojections/about.html</a> <b>Dates:</b> 2021, 2030 projections	<b>Employment Projections Program:</b> N.C. Department of Commerce & U.S. Department of Labor
<i>Focused Occupational Projections and Current Earnings</i>			
	Occupational Projections	<i>Occupational projections were calculated using the methodology described above for "Occupational Group Projections." Included occupations require either a minimum of a high school credential or a community college credential, according to LEAD) Those with a minimum requirement of a high school credential have been identified as community college credential preferred by an internal analysis of program alignment with occupations.</i> <b>URL:</b> <a href="https://tools.nccareers.org/employmentprojections/about.html">https://tools.nccareers.org/employmentprojections/about.html</a> <b>Dates:</b> 2021, 2030 projections	<b>Employment Projections Program:</b> N.C. Department of Commerce & U.S. Department of Labor
	Current Earnings	<i>Estimated median earnings are calculated using three years of data from community college graduates who earned either an AAS, Diploma, or Certificate between 2015 and 2019. Those with any postsecondary enrollment within three years after exit are not included. Earnings are based on the highest quarterly wage record within a year projected out to an annual estimate.</i>	North Carolina Community Colleges
<i>Community College Completers</i>			
	Community College Completers	<i>"Completers" is defined as the unduplicated student count of those successfully completing an AAS, Diploma, Certificate, or identified workforce continuing education 96+ hour coursework designed for workplace entry.</i> <b>Dates:</b> 2022-2023 academic year	North Carolina Community Colleges

*\*Italics indicate that the text is copied directly from documentation provided by the data producers.*

## Detailed data tables

**Table 6. Summary of the top 50 SOP occupation titles, where a community college education is either required or preferred, with the highest number of annual openings in the Fayetteville-Lumberton region.**

Occupation Title	Median Earnings	Annual Openings
Home Health and Personal Care Aides+C2:F47	\$22,781	790
Nursing Assistants	\$28,986	663
Heavy and Tractor-Trailer Truck Drivers	\$44,974	468
First-Line Supervisors of Food Preparation and Serving Workers	\$34,570	427
Registered Nurses	\$75,621	372
Childcare Workers	\$23,799	325
Maintenance and Repair Workers, General	\$37,727	294
Bookkeeping, Accounting, and Auditing Clerks	\$37,277	291
Teaching Assistants, Except Postsecondary	\$22,317	262
Light Truck Drivers	\$32,100	217
Business Operations Specialists, All Other	\$83,990	211
Miscellaneous Assemblers and Fabricators	\$32,261	197
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Preschool Teachers, Except Special Education	\$28,197	159
Automotive Service Technicians and Mechanics	\$37,543	152
Bus Drivers, School	\$30,874	149
Medical Assistants	\$33,617	146
Correctional Officers and Jailers	\$37,981	146
First-Line Supervisors of Construction Trades and Extraction Workers	\$59,409	136
Licensed Practical and Licensed Vocational Nurses	\$50,659	135
First-Line Supervisors of Production and Operating Workers	\$59,104	130
Police and Sheriff's Patrol Officers	\$44,384	125
Firefighters	\$34,719	104
Dental Assistants	\$42,937	102
Pharmacy Technicians	\$35,672	99
Management Analysts	\$85,342	96
Medical Secretaries and Administrative Assistants	\$33,498	94
Electricians	\$48,555	92
First-Line Supervisors of Mechanics, Installers, and Repairers	\$62,512	91
Carpenters	\$40,125	89
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	\$45,397	80
Operating Engineers and Other Construction Equipment Operators	\$39,933	79
Industrial Machinery Mechanics	\$47,780	76
Computer Occupations, All Other	\$90,854	74
Food Service Managers	\$55,079	74
Hairdressers, Hairstylists, and Cosmetologists	\$29,709	70
Plumbers, Pipefitters, and Steamfitters	\$45,082	68
Textile Winding, Twisting, and Drawing Out Machine Setters, Operators, and	\$28,586	68
First-Line Supervisors of Housekeeping and Janitorial Workers	\$36,637	63
Logisticians	\$79,348	62
Welders, Cutters, Solderers, and Brazers	\$45,125	60
Paralegals and Legal Assistants	\$45,344	58
Textile Knitting and Weaving Machine Setters, Operators, and Tenders	\$27,589	53
Tellers	\$34,825	52
Machinists	\$46,819	52
Computer User Support Specialists	\$49,648	50
Software Developers	\$106,816	48
Bus and Truck Mechanics and Diesel Engine Specialists	\$46,860	48
Extruding, Forming, Pressing, and Compacting Machine Setters, Operators, and	\$39,208	48
Logging Equipment Operators	\$39,933	47

\*Represents a cell with insufficient data to calculate median.

**Table 7. Summary of the top 50 SOP occupation titles (including ties), where a Bachelor’s degree is either required or preferred, with the highest number of annual openings in the Fayetteville-Lumberton region.**

<b>Occupation Title</b>	<b>Median Earnings</b>	<b>Annual Openings</b>
General and Operations Managers	\$85,138	296
Elementary School Teachers, Except Special Education	\$47,785	218
Secondary School Teachers, Except Special and Career/Technical Education	\$48,264	138
Accountants and Auditors	\$68,084	129
Substitute Teachers, Short-Term	\$29,197	129
Managers, All Other	\$111,301	126
Human Resources Specialists	\$62,405	100
Middle School Teachers, Except Special and Career/Technical Education	\$46,732	99
Construction Managers	\$83,695	96
Medical and Health Services Managers	\$104,486	96
Clergy	\$50,615	93
Teachers and Instructors, All Other	\$75,795	86
Child, Family, and School Social Workers	\$47,128	80
Religious Workers, All Other	\$20,615	73
Training and Development Specialists	\$48,077	64
Educational Instruction and Library Workers, All Other	\$43,950	60
Market Research Analysts and Marketing Specialists	\$58,690	58
Substance Abuse, Behavioral Disorder, and Mental Health Counselors	\$47,000	55
Clinical Laboratory Technologists and Technicians	\$46,635	42
Career/Technical Education Teachers, Postsecondary	\$64,675	40
Coaches and Scouts	\$41,636	38
Social Scientists and Related Workers, All Other	*	37
Compliance Officers	\$62,005	36
Loan Officers	\$59,759	35
Education Administrators, All Other	\$96,616	34
Civil Engineers	\$79,032	32
Kindergarten Teachers, Except Special Education	\$49,409	31
Directors, Religious Activities and Education	*	30
Financial Managers	\$106,210	29
Meeting, Convention, and Event Planners	\$38,771	27
Community and Social Service Specialists, All Other	\$38,875	26
Adult Basic Education, Adult Secondary Education, and English as a Second	\$50,428	25
Social and Community Service Managers	\$60,355	24
Social Workers, All Other	\$82,597	24
Career/Technical Education Teachers, Secondary School	\$48,472	24
Interpreters and Translators	\$49,875	24
Securities, Commodities, and Financial Services Sales Agents	\$44,276	23
Cost Estimators	\$56,604	22
Special Education Teachers, Kindergarten and Elementary School	\$45,930	22
Industrial Production Managers	\$97,549	20
Computer and Information Systems Managers	\$124,587	19
Sales Managers	\$82,509	18
Occupational Health and Safety Specialists	\$81,052	18
Special Education Teachers, Secondary School	\$48,620	18
Personal Financial Advisors	\$76,752	17
Graphic Designers	\$45,971	17
Industrial Engineers	\$80,284	16
Special Education Teachers, Middle School	\$47,099	16
Agricultural Inspectors	\$46,218	16
Education and Childcare Administrators, Preschool and Daycare	\$46,233	15
Public Relations Specialists	\$62,917	15

\*Represents a cell with insufficient data to calculate median.

**Table 8. Summary of the top 50 Classification of Instructional Programs (CIPs, including ties) with the highest number of completers.**

Instructional Program Description	Estimated Median Salary	Completers
Emergency Medical Technology/Technician (EMT Paramedic)	\$55,056	462
Truck and Bus Driver/Commercial Vehicle Operator and Instructor	\$56,268	305
Cosmetology/Cosmetologist, General	\$27,464	269
Business Administration and Management, General	\$40,568	240
Registered Nursing/Registered Nurse	\$75,644	223
Criminal Justice/Police Science	\$48,444	219
Information Technology	\$42,344	148
Medical Office Management/Administration	\$31,994	122
Criminal Justice/Safety Studies	\$39,488	114
Welding Technology/Welder	\$50,448	110
<b>Nursing Assistant/Aide and Patient Care Assistant/Aide</b>	<b>\$34,456</b>	<b>500</b>
Early Childhood Education and Teaching	\$30,076	104
Licensed Practical/Vocational Nurse Training	\$50,880	96
Barbering/Barber	\$25,424	75
Heating, Air Conditioning, Ventilation and Refrigeration Maintenance Technology	\$49,634	70
Electrician	\$57,178	59
Accounting and Finance	*	52
Fire Prevention and Safety Technology/Technician	\$51,770	52
Electromechanical Technologies/Technicians, Other	\$62,130	39
Automobile/Automotive Mechanics Technology/Technician	\$44,236	37
Kindergarten/Preschool Education and Teaching	\$34,414	34
Building/Property Maintenance	*	34
Radiologic Technology/Science - Radiographer	\$54,324	33
Dental Assisting/Assistant	\$36,192	31
Surgical Technology/Technologist	\$44,986	31
Clinical/Medical Laboratory Technician	\$49,294	29
Electrical, Electronic, and Communications Engineering Technology/Technician	\$55,588	28
Commercial and Advertising Art	\$21,410	28
Respiratory Care Therapy/Therapist	\$64,664	27
Autobody/Collision and Repair Technology/Technician	\$37,932	25
Office Management and Supervision	\$30,400	23
Funeral Service and Mortuary Science, General	\$44,766	23
Computer Numerically Controlled (CNC) Machinist Technology/CNC Machinist	*	23
Dental Hygiene/Hygienist	\$62,000	22
Language Interpretation and Translation	*	21
Aesthetician/Esthetician and Skin Care Specialist	\$31,730	20
Culinary Arts/Chef Training	\$25,860	20
Child Development	\$28,802	19
Building/Construction Finishing, Management, and Inspection, Other	\$50,764	17
Mental and Social Health Services and Allied Professions, Other	*	17
Medical/Clinical Assistant	\$30,780	16
Phlebotomy Technician/Phlebotomist	\$29,972	16
Game and Interactive Media Design	*	14
Architectural Engineering Technologies/Technicians	\$51,942	14
Electrical and Power Transmission Installation/Installer, General	\$81,062	13
Agribusiness/Agricultural Business Operations	*	13
Forensic Science and Technology	*	13
Civil Engineering Technologies/Technicians	*	12
Diagnostic Medical Sonography/Sonographer and Ultrasound Technician	*	12
Logistics, Materials, and Supply Chain Management	*	12
Legal Assistant/Paralegal	\$45,372	12

\*Represents a cell with insufficient data to calculate median.

Massage Therapy/Therapeutic Massage	\$24,932	32
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