

Northeast Regional Business Engagement Report

October 2016

Architecture and Engineering Occupations

Ref. No.	In-Demand Occupation - 21	Typical Education Required for Entry ¹	Northeast Region						Statewide						Northeast Regional Percentage Share of Statewide Numbers								
			Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)
			1	Aerospace Engineering and Operations Technicians	Associate's degree	0	0	0	9	2	13	1	5	0	230	11	4	13	1	0.00%	0.00%	0.00%	81.82%
2	Aerospace Engineers	Bachelor's degree	16	0	680	1,280	26	76	4	93	0	4,000	2,087	80	76	4	17.20%	0.00%	17.00%	61.33%	32.50%	100.00%	100.00%
3	Architectural and Civil Drafters	Associate's degree	11	0	830	31	13	0	0	39	0	2,940	176	35	4	1	28.21%	0.00%	28.23%	17.61%	37.14%	0.00%	0.00%
4	Biomedical Engineers	Bachelor's degree	11	2	340	104	9	20	2	20	6	530	276	29	20	2	55.00%	33.33%	64.15%	37.68%	31.03%	100.00%	100.00%
5	Chemical Engineers	Bachelor's degree	14	0	610	260	37	70	4	39	5	1,470	706	103	112	14	35.90%	0.00%	41.50%	36.83%	35.92%	62.50%	28.57%
6	Civil Engineering Technicians	Associate's degree	15	0	740	46	13	0	0	42	0	2,040	128	37	13	1	35.71%	0.00%	36.27%	35.94%	35.14%	0.00%	0.00%
7	Civil Engineers	Bachelor's degree	79	19	2,480	551	41	0	0	291	117	7,160	946	125	34	1	27.15%	16.24%	34.64%	58.25%	32.80%	0.00%	0.00%
8	Electrical and Electronic Engineering Technicians	Associate's degree	29	0	1,410	509	76	177	4	92	5	4,180	1,311	203	214	9	31.52%	0.00%	33.73%	38.83%	37.44%	82.71%	44.44%
9	Electrical Engineers	Bachelor's degree	43	0	1,980	1,836	98	197	9	147	24	5,620	4,363	270	296	25	29.25%	0.00%	35.23%	42.08%	36.30%	66.55%	36.00%
10	ElectroMechanical Technicians	Associate's degree	6	0	280	59	13	96	2	12	0	590	108	37	134	4	50.00%	0.00%	47.46%	54.63%	35.14%	71.64%	50.00%
11	Electronics Engineers, Except Computer	Bachelor's degree	22	0	1,020	604	59	19	2	90	6	3,870	1,570	164	199	4	24.44%	0.00%	26.36%	38.47%	35.98%	9.55%	50.00%
12	Engineers, All Other	Bachelor's degree	37	0	2,010	369	79	5	1	120	0	6,540	1,156	217	17	4	30.83%	0.00%	30.73%	31.92%	36.41%	29.41%	25.00%
13	Health and Safety Engineers, Except Mining Safety Engineers and Inspectors	Bachelor's degree	12	3	310	632	74	7	3	32	10	750	1,766	240	8	4	37.50%	30.00%	41.33%	35.79%	30.83%	87.50%	75.00%
14	Industrial Engineering Technicians	Associate's degree	24	0	1,180	560	103	0	0	63	0	3,050	1,521	283	47	3	38.10%	0.00%	38.69%	36.82%	36.40%	0.00%	0.00%
15	Industrial Engineers	Bachelor's degree	113	0	3,870	9,724	226	134	3	361	40	10,990	22,078	685	177	14	31.30%	0.00%	35.21%	44.04%	32.99%	75.71%	21.43%
16	Manufacturing Engineers	Bachelor's degree	37	0	2,010	369	79	26	5	120	0	6,540	1,156	217	279	20	30.83%	0.00%	30.73%	31.92%	36.41%	9.32%	25.00%
17	Manufacturing Production Technicians	Associate's degree	23	0	1,090	153	22	93	3	66	0	3,200	250	65	127	5	34.85%	0.00%	34.06%	61.20%	33.85%	73.23%	60.00%
18	Materials Engineers	Bachelor's degree	15	0	480	669	45	116	4	43	0	1,380	1,064	114	120	5	34.88%	0.00%	34.78%	62.88%	39.47%	96.67%	80.00%
19	Mechanical Drafters	Associate's degree	20	0	1,520	77	32	9	1	41	0	3,100	258	77	13	2	48.78%	0.00%	49.03%	29.84%	41.56%	69.23%	50.00%
20	Mechanical Engineering Technicians	Associate's degree	18	0	890	105	24	100	1	69	9	2,880	176	54	178	3	26.09%	0.00%	30.90%	59.66%	44.44%	56.18%	33.33%
21	Mechanical Engineers	Bachelor's degree	0	0	0	3,404	129	105	11	428	26	11,780	7,270	395	522	38	0.00%	0.00%	0.00%	46.82%	32.66%	20.11%	28.95%
Number of Occupations Cleveland Region			545	24	23,730	21,351	1,200	1,263	60														

Arts, Design, Entertainment, Sports, and Media Occupations

Ref. No.	In-Demand Occupation - 6	Typical Education Required for Entry ¹	Northeast Region						Statewide						Northeast Regional Percentage Share of Statewide Numbers								
			Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)
			22	Coaches and Scouts	High school diploma or equivalent	139	25	3,850	1	1	0	0	65	7	2,170	513	48	15	1	213.85%	357.14%	177.42%	0.19%
23	Commercial and Industrial Designers	Bachelor's degree	20	1	730	67	19	0	0	429	138	9,810	67	7	0	0	4.66%	0.72%	7.44%	100.00%	271.43%	0.00%	0.00%
24	Graphic Designers	Bachelor's degree	115	19	3,620	387	56	0	0	356	92	9,960	1,715	167	0	0	32.30%	20.65%	36.35%	22.57%	33.53%	0.00%	0.00%
25	Interpreters and Translators	Bachelor's degree	15	9	460	37	8	0	0	138	107	2,250	305	40	1	1	10.87%	8.41%	20.44%	12.13%	20.00%	0.00%	0.00%
26	Public Relations Specialists	Bachelor's degree	63	29	2,450	1,010	104	1	1	186	83	7,530	2,900	292	1	1	33.87%	34.94%	32.54%	34.83%	35.62%	100.00%	100.00%
27	Technical Writers	Bachelor's degree	17	4	420	164	38	0	0	48	12	1,160	817	131	0	0	35.42%	33.33%	36.21%	20.07%	29.01%	0.00%	0.00%
Number of Occupations Cleveland Region			369	87	11,530	1,666	226	1	1														

Building & Grounds Cleaning and Maintenance Occupations

Ref. No.	In-Demand Occupation - 1	Typical Education Required for Entry ¹	Northeast Region						Statewide						Northeast Regional Percentage Share of Statewide Numbers								
			Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)
			28	FL Sup/Mgrs of Housekeeping & Janitorial Workers	High school diploma or equivalent	75	17	2,440	86	10	0	0	274	85	7,920	268	36	0	0	27.37%	20.00%	30.81%	32.09%
Number of Occupations Cleveland Region			75	17	2,440	86	10	0	0														

Business and Financial Operations Occupations

Ref. No.	In-Demand Occupation - 18	Typical Education Required for Entry ¹	Northeast Region						Statewide						Northeast Regional Percentage Share of Statewide Numbers								
			Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)
			29	Accountants and Auditors	Bachelor's degree	611	153	15,460	6,127	224	21	2	1,546	354	40,290	25,787	38,374	20	39.52%	43.22%	38.37%	23.76%	34.95%
30	Business Operations Specialists, All Other	High school diploma or equivalent	138	33	7,680	862	99	75	1	390	65	23,620	5,080	304	75	1	35.38%	50.77%	32.51%	16.97%	32.57%	100.00%	100.00%
31	Claims Adjusters, Examiners, and Investigators	High school diploma or equivalent	201	114	3,760	671	24	0	0	306	40	11,490	2,339	89	190	4	65.69%	285.00%	32.72%	28.69%	26.97%	0.00%	0.00%
32	Compliance Officers	Bachelor's degree	61	17	2,400	366	55	0	0	157	30	6,870	1,028	153	49	2	38.85%	56.67%	34.93%	35.60%	35.95%	0.00%	0.00%
33	Cost Estimators	Bachelor's degree	200	79	3,780	93	21	2	1	515	207	9,600	282	39	68	3	38.83%	38.16%	39.38%	32.98%	30.88%	40.00%	33.33%
34	Credit Analysts	Bachelor's degree	25	4	830	528	44	35	1	96	18	3,140	3,096	95	877	3	26.04%	22.22%	26.43%	17.05%	46.32%	3.99%	33.33%
35	Financial Analysts	Bachelor's degree	87	28	2,410	1,824	99	155	3	286	82	8,990	6,724	310	623	11	30.42%	34.15%	28.72%	27.13%	31.94%	24.88%	27.27%
36	Human Resources Specialists	Bachelor's degree	170	31	7,630	979	98	0	0	383	98	15,610	3,151	276	6	3	44.39%	31.63%	48.88%	31.07%	35.51%	0.00%	0.00%
37	Insurance Underwriters	Bachelor's degree	94	53	1,500	159	13	15	1	140	0	5,160	762	46	109	5	67.14%	0.00%	29.07%	20.87%	28.26%	13.76%	20.00%
38	Loan Officers	High school diploma or equivalent	71	8	3,420	3,350	21	132	2	271	65	11,270	26,596	63	498	8	26.20%	12.31%	30.35%	12.60%	33.33%	26.51%	25.00%
39	Logisticians	Bachelor's degree	47	26	1,830	687	75	21	1	179	110	5,950	2,234	220	26	2	26.26%	23.64%	30.76%	30.75%	34.09%	80.77%	50.00%
40	Management Analysts	Bachelor's degree	156	56	6,420	3,037	111	2	1	693	336	23,050	45,181	362	2	1	22.51%	16.67%	27.85%	6.72%	30.66%	100.00%	100.00%
41	Market Research Analysts and Marketing Specialists	Bachelor's degree	256	170	6,240	2,613	146	2	1	810	552	18,810	9,530	387	59	7	31.60%	30.80%	33.17%	27.42%	37.73%	3.39%	14.29%
42	Online Merchants*	High school diploma or equivalent	138	33	7,680	862	99	0	0	390	65	23,620	5,080	304	31	2	35.38%	50.77%	32.51%	16.97%	32.57%	0.00%	0.00%
43	Personal Financial Advisors	Bachelor's degree	0	0	0	645	20	0	0	0	0	3,728	59	81	2	0	0.00%	0.00%	0.00%	17.30%	33.90%	0.00%	0.00%
44	Purchasing Agents, Except Wholesale, Retail, and Farm Products	High school diploma or equivalent	80	1	4,350	1,617	142	0	0	225	0	12,430	4,239	439	47	5	35.56%	0.00%	35.00%	38.15%	32.35%	0.00%	

Number of Occupations Cleveland Region 714 287 19,160 1,789 119 8 1

Computer and Mathematical Occupations

Ref. No.	In-Demand Occupation - 16	Typical Education Required for Entry ¹	Northeast Region						Statewide						Northeast Regional Percentage Share of Statewide Numbers								
			Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)
54	Actuaries	Bachelor's degree	0	0	0	83	6	6	1	55	26	1,010	249	21	57	3	0.00%	0.00%	0.00%	33.33%	28.57%	10.53%	33.33%
55	Computer Network Architects*	Bachelor's degree	27	12	930	296	46	0	0	117	49	4,310	1,563	162	9	1	23.08%	24.98%	21.58%	18.94%	28.40%	0.00%	0.00%
56	Computer Network Support Specialists	Bachelor's degree	36	0	2,280	46	14	6	1	132	22	7,010	193	53	127	3	27.27%	0.00%	32.52%	23.83%	26.42%	4.72%	33.33%
57	Computer Occupations, All Other	Bachelor's degree	56	8	3,040	5,304	150	34	7	135	7	8,180	36,033	471	765	21	41.48%	114.29%	37.16%	14.72%	31.85%	4.44%	33.33%
58	Computer Programmers	Bachelor's degree	112	22	3,430	1,429	118	195	1	252	9	9,300	7,084	347	333	8	44.44%	244.44%	36.88%	20.17%	34.01%	58.56%	12.50%
59	Computer Systems Analysts	Bachelor's degree	362	225	8,730	7,611	169	0	0	1,018	591	27,160	41,674	512	358	13	35.56%	38.07%	32.14%	18.26%	33.01%	0.00%	0.00%
60	Computer User Support Specialists	Certificate/Some College	206	112	5,970	4,363	201	250	2	629	334	18,750	16,389	562	264	6	32.75%	33.53%	31.84%	26.62%	35.77%	94.70%	33.33%
61	Database Administrators	Bachelor's degree	37	15	1,150	911	82	0	0	143	58	4,510	5,608	240	39	3	25.87%	25.86%	25.50%	16.24%	34.17%	0.00%	0.00%
62	Information Security Analysts*	Bachelor's degree	0	0	0	618	52	0	0	81	53	1,810	4,949	187	3	1	0.00%	0.00%	0.00%	12.49%	27.81%	0.00%	0.00%
63	Information Technology Project Managers*	Bachelor's degree	56	8	3,040	5,304	150	111	3	135	7	8,180	36,033	471	467	17	41.48%	114.29%	37.16%	14.72%	31.85%	23.77%	17.65%
64	Network and Computer Systems Administrators	Bachelor's degree	114	37	4,930	2,716	148	66	2	377	146	14,700	13,707	463	260	9	30.24%	25.34%	33.54%	19.81%	31.97%	25.38%	22.22%
65	Operations Research Analysts	Bachelor's degree	26	11	680	1,466	92	0	0	130	66	2,840	5,258	293	8	1	20.00%	16.67%	23.94%	27.88%	31.40%	0.00%	0.00%
66	Software Developers, Applications	Bachelor's degree	217	135	6,380	3,464	110	75	4	790	472	24,810	16,375	362	1,643	18	27.47%	28.60%	25.72%	21.15%	30.39%	4.56%	22.22%
67	Software Developers, Systems Software	Bachelor's degree	26	7	1,510	725	46	15	2	123	51	5,630	2,206	149	202	6	21.14%	13.73%	26.82%	32.86%	30.87%	7.43%	33.33%
68	Statisticians	Master's degree	8	4	120	85	18	0	0	53	26	870	464	56	3	1	15.09%	15.38%	13.79%	18.32%	32.14%	0.00%	0.00%
69	Web Developers*	Bachelor's degree	35	17	1,160	1,586	104	15	2	147	81	4,230	12,283	316	391	12	23.81%	20.99%	27.42%	12.91%	32.91%	3.84%	16.67%
Number of Occupations Cleveland Region			1,318	613	43,350	36,007	1,506	773	25														

Construction and Extraction Occupations

Ref. No.	In-Demand Occupation - 9	Typical Education Required for Entry ¹	Northeast Region						Statewide						Northeast Regional Percentage Share of Statewide Numbers								
			Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)
70	Brickmasons and Blockmasons	High school diploma or equivalent	52	37	1,440	1	1	0	0	115	76	3,650	3	2	0	0	45.22%	48.68%	39.45%	33.33%	50.00%	0.00%	0.00%
71	Carpenters	High school diploma or equivalent	303	170	10,800	42	9	0	0	869	527	27,780	139	34	30	1	34.87%	32.26%	38.88%	30.22%	26.47%	0.00%	0.00%
72	Construction Laborers	Less than high school	480	219	12,210	84	18	225	1	1,205	557	30,260	256	48	975	4	39.83%	39.32%	40.35%	32.81%	37.50%	23.08%	25.00%
73	Electricians	High school diploma or equivalent	258	108	7,980	287	49	246	6	746	343	21,390	857	154	342	16	34.58%	31.49%	37.31%	33.49%	31.82%	71.93%	37.50%
74	FirstLine Supervisors of Construction Trades and Extraction Workers	High school diploma or equivalent	135	83	4,790	168	34	11	2	353	217	12,640	494	122	95	4	38.24%	38.25%	37.90%	34.01%	27.87%	11.58%	50.00%
75	Operating Engineers and Other Construction Equipment Operators	High school diploma or equivalent	151	60	4,120	18	7	126	2	456	174	12,680	66	26	255	4	33.11%	34.48%	32.49%	27.27%	26.92%	49.41%	50.00%
76	Painters, Construction and Maintenance	Less than high school	110	48	4,120	25	8	0	0	287	154	8,800	54	20	0	0	38.33%	31.17%	46.82%	46.30%	40.00%	0.00%	0.00%
77	Plumbers, Pipefitters, and Steamfitters	High school diploma or equivalent	120	69	4,120	47	15	0	0	409	248	12,960	189	33	58	2	29.34%	27.82%	31.79%	24.77%	45.45%	0.00%	0.00%
78	Service Unit Operators, Oil, Gas, and Mining	Less than high school	0	0	0	22	4	0	0	19	6	310	33	11	1,307	1	0.00%	0.00%	0.00%	66.67%	36.36%	0.00%	0.00%
Number of Occupations Cleveland Region			1,609	794	49,580	694	145	608	11														

Education, Training, and Library Occupations

Ref. No.	In-Demand Occupation - 3	Typical Education Required for Entry ¹	Northeast Region						Statewide						Northeast Regional Percentage Share of Statewide Numbers								
			Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)
79	Art, Drama, and Music Teachers, Postsecondary	Doctoral or professional degree	37	10	1,800	0	0	0	0	158	84	4,930	39	1	0	0	23.42%	11.90%	36.51%	0.00%	0.00%	0.00%	0.00%
80	Nursing Instructors and Teachers, Postsecondary	Master's degree	50	31	1,280	218	10	0	0	179	127	3,490	396	30	0	0	27.93%	24.41%	36.68%	55.05%	33.33%	0.00%	0.00%
81	Self-Enrichment Education Teachers	High school diploma or equivalent	0	0	0	2	1	0	0	340	148	11,260	21	8	0	0	0.00%	0.00%	0.00%	9.52%	12.50%	0.00%	0.00%
Number of Occupations Cleveland Region			87	41	3,080	220	11	0	0														

Food Preparation and Serving Related Occupations

Ref. No.	In-Demand Occupation - 1	Typical Education Required for Entry ¹	Northeast Region						Statewide						Northeast Regional Percentage Share of Statewide Numbers								
			Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)
82	FirstLine Supervisors of Food Preparation and Serving Workers	High school diploma or equivalent	457	117	12,040	654	30	0	0	1,341	397	33,460	3,769	96	600	2	34.08%	29.47%	35.98%	17.35%	31.25%	0.00%	0.00%
Number of Occupations Cleveland Region			457	117	12,040	654	30	0	0														

Healthcare Practitioners and Technical Occupations

Ref. No.	In-Demand Occupation - 24	Typical Education Required for Entry ¹	Northeast Region						Statewide						Northeast Regional Percentage Share of Statewide Numbers								
			Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMJ Trend Data	Number of Employers (OMJ)	Regional Forecast Data	Number of Employers (Forecast)
83	Dental Hygienists	Associate's degree	143	64	3,080	8	3	0	0	368	161	8,070	26	8	0	0	38.86%	39.75%	38.17%	30.77%	37.50%	0.00%	0.00%
84	Diagnostic Medical Sonographers	Associate's degree	53	39	970	455	19	0	0	127	93	1,526	52	0	0	0	41.73%	41.94%	40.76%	29.82%	36.54%	0.00%	0.00%
85	Emergency Medical Technicians and Paramedics	Certificate/Some College	189	82	3,930	371	17	0	0	450	188	9,590	1,168	50	6,650	1	42.00%	43.62%	40.98%	31.76%	34.00%	0.00%	0.00%
86	Family and General Practitioners	Doctoral or professional degree	54	15	1,560	280	14	0	0	158	42	4,620	2,271	55	35	1	34.18%	35.71%	33.77%	12.33%	25.45%	0.00%	0.00%
87	Health Technologists and Technicians, All Other	Certificate/Some College	68	46	2,220	544	19	0	0	152	100	5,250	1,363	50	0	0	44.74%	46.00%	42.29%	39.91%	38.00%	0.00%	0.00%
88	Licensed Practical and Licensed Vocational Nurses	Certificate/Some College	716	334	15,630	1,203	24	0	0	1,886	886	40,970	2,982	64	99	1	37.96%	37.70%	38.15%	40.34%	37.50%	0.00%	0.00%
89	Medical and Clinical Laboratory Technicians	Associate's degree	99	44	2,080	723	40	0	0	316	149	6,370	2,187	99	470	4	31.33%	29.53%	32.65%	33.06%	40.40%	0.00%	0.00%
90	Medical and Clinical Laboratory Technologists	Bachelor's degree	77	20	2,170	1,278	26	4	1	222	63	6,060	3,268	70	215	4	34.68%	31.75%	35.81%	39.11%	37.14%	1.86%	25.00%
91	Medical Records and Health Information Technicians	Certificate/Some College	128	45	3,140	2,127	43	50	1	336	129	7,840	5,107	113	65	2	38.10%	34.88%	40.05%	41.65%	38.05%	76.92%	50.00%
92	Nurse Practitioners*	Master's degree	73	42	1,610	1,142	21	172	3	180	103	3,970	2,306	58	642	6	40.56%	40.78%	40.55%	49.52%	36.21%	26.79%	50.00%
93	Occupational Health and Safety Specialists	Bachelor's degree	25	1	880	92	24	4	1	78	10	2,490	387	95	9	3	32.05%	10.00%	35.34%	23.77%	25.26%	44.44%	33.33%
94	Occupational Therapists	Master's degree	73	45	2,060	768	21	9	1	177	110	4,970	2,903	59	262	4	41.24%	40.91%	41.45%	26.46%	35.59%	3.44%	25.00%
95	Pharmacists	Doctoral or professional degree	162	60	4,280	1,016	28	15	1	420	142	11,640	3,970	82	479	5	38.57%	42.25%	36.77%	42.25%			

Ref. No.	In-Demand Occupation - 6	Typical Education Required for Entry ¹	Northeast Region							Statewide							Northeast Regional Percentage Share of Statewide Numbers						
			Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMI Trend Data	Number of Employers (OMI)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMI Trend Data	Number of Employers (OMI)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMI Trend Data	Number of Employers (OMI)	Regional Forecast Data	Number of Employers (Forecast)
			107	Dental Assistants	Certificate/Some College	132	51	3,890	69	9	0	0	323	122	9,710	243	19	6	1	40.87%	41.80%	40.06%	28.40%
108	Medical Assistants	High school diploma or equivalent	245	181	8,570	2,344	24	0	0	892	463	22,510	7,197	72	845	3	38.68%	39.09%	38.07%	32.57%	33.33%	0.00%	0.00%
109	Nursing Aides, Orderlies, and Attendants (STNA)	Certificate/Some College	903	371	27,960	1,522	26	0	0	2,373	1,019	71,180	4,878	65	3,150	3	38.05%	36.41%	39.28%	31.20%	40.00%	0.00%	0.00%
110	Occupational Therapy Assistants	Associate's degree	50	29	830	333	16	10	1	145	85	2,390	1,439	45	10	1	34.48%	34.12%	34.73%	23.14%	35.56%	100.00%	100.00%
111	Phlebotomists (Healthcare Support Workers, All Other)	High school diploma or equivalent	56	28	1,460	432	13	0	0	189	99	4,740	1,293	41	350	1	29.63%	28.28%	30.80%	33.41%	31.71%	0.00%	0.00%
112	Physical Therapist Assistants	Associate's degree	108	64	1,980	633	19	0	0	270	156	5,130	1,581	50	0	0	40.00%	41.03%	38.60%	40.04%	38.00%	0.00%	0.00%
Number of Occupations Cleveland Region			1,594	724	44,690	5,333	107	10	1														

Installation, Maintenance, and Repair Occupations

Ref. No.	In-Demand Occupation - 17	Typical Education Required for Entry ¹	Northeast Region							Statewide							Northeast Regional Percentage Share of Statewide Numbers						
			Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMI Trend Data	Number of Employers (OMI)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMI Trend Data	Number of Employers (OMI)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMI Trend Data	Number of Employers (OMI)	Regional Forecast Data	Number of Employers (Forecast)
			113	Aircraft Mechanics and Service Technicians	Certificate/Some College	0	0	0	83	15	62	2	82	17	2,410	145	30	182	3	0.00%	0.00%	0.00%	57.24%
114	Automotive Service Technicians and Mechanics	High school diploma or equivalent	382	102	11,060	1,062	23	3	1	805	158	25,590	2,773	93	3	1	47.45%	46.56%	43.22%	38.30%	24.73%	100.00%	100.00%
115	Avionics Technicians	Certificate/Some College	3	0	170	27	8	47	2	8	0	380	45	15	47	2	37.50%	0.00%	44.74%	60.00%	53.33%	100.00%	100.00%
116	Bus and Truck Mechanics and Diesel Engine Specialists	High school diploma or equivalent	101	26	3,510	435	30	18	1	284	58	10,610	1,266	97	113	3	35.56%	44.83%	33.08%	34.36%	30.93%	15.93%	33.33%
117	Control and Valve Installers and Repairers, Except Mechanical Door	High school diploma or equivalent	21	0	620	5	2	0	0	47	0	1,390	10	4	7	2	44.68%	0.00%	44.60%	50.00%	50.00%	0.00%	0.00%
118	Electrical and Electronics Repairers, Commercial and Industrial Equipment	Certificate/Some College	11	0	550	102	19	17	2	42	0	2,080	197	55	33	4	26.19%	0.00%	26.44%	51.78%	34.55%	51.52%	50.00%
119	Electrical and Electronics Repairers, Powerhouse, Substation, and Relay	Certificate/Some College	6	0	300	0	0	0	0	21	0	1,030	0	0	4	1	28.57%	0.00%	29.13%	0.00%	0.00%	0.00%	0.00%
120	Electrical PowerLine Installers and Repairers	High school diploma or equivalent	28	0	820	3	1	151	1	172	34	3,970	36	11	230	2	16.28%	0.00%	20.65%	8.33%	9.09%	65.65%	50.00%
121	FirstLine Supervisors of Mechanics, Installers, and Repairers	High school diploma or equivalent	174	22	5,640	1,253	129	0	0	527	101	15,760	3,670	406	10	3	33.02%	21.78%	35.79%	34.14%	31.77%	0.00%	0.00%
122	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	Certificate/Some College	114	48	2,610	61	9	0	0	412	182	9,090	462	58	65	2	27.67%	26.37%	28.71%	13.20%	15.52%	0.00%	0.00%
123	Industrial Machinery Mechanics	High school diploma or equivalent	263	93	5,880	467	98	9	1	701	257	15,370	1,042	247	71	5	37.52%	36.19%	38.26%	38.26%	39.68%	12.68%	20.00%
124	Maintenance and Repair Workers, General	High school diploma or equivalent	471	57	21,570	3,055	209	229	8	1,371	334	53,970	7,161	622	539	32	34.35%	17.07%	39.97%	42.66%	33.60%	42.49%	25.00%
125	Maintenance Workers, Machinery	High school diploma or equivalent	18	1	1,350	10	4	31	6	74	24	4,000	12	6	193	26	24.32%	4.17%	33.75%	83.33%	66.67%	16.06%	23.08%
126	Millwrights	High school diploma or equivalent	23	10	850	4	2	26	2	78	38	2,560	18	11	57	3	29.49%	26.32%	33.20%	22.22%	18.18%	45.61%	66.67%
127	Mobile Heavy Equipment Mechanics, Except Engines	High school diploma or equivalent	49	15	1,190	14	3	8	1	124	31	3,210	151	25	114	2	39.52%	48.39%	37.07%	9.27%	12.00%	7.02%	50.00%
128	Rail Car Repairers	High school diploma or equivalent	11	0	390	3	2	0	0	25	0	860	119	3	27	1	44.00%	0.00%	45.35%	2.52%	66.67%	0.00%	0.00%
129	Telecommunications Equipment Installers and Repairers, Except Line Installers	Certificate/Some College	60	12	3,460	269	8	240	1	154	49	7,680	1,271	27	975	3	38.96%	24.49%	45.05%	21.16%	29.63%	24.62%	33.33%
Number of Occupations Cleveland Region			1,735	386	59,970	6,853	562	841	28														

Legal Occupations

Ref. No.	In-Demand Occupation - 2	Typical Education Required for Entry ¹	Northeast Region							Statewide							Northeast Regional Percentage Share of Statewide Numbers						
			Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMI Trend Data	Number of Employers (OMI)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMI Trend Data	Number of Employers (OMI)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMI Trend Data	Number of Employers (OMI)	Regional Forecast Data	Number of Employers (Forecast)
			130	Lawyers	Doctoral or professional degree	214	79	8,410	448	48	0	0	571	232	21,160	2,018	154	4	1	37%	34%	40%	22%
131	Paralegals and Legal Assistants	Associate's degree	102	51	3,120	222	35	0	0	244	126	7,280	641	116	0	0	42%	40%	43%	35%	30%	0%	0%
Number of Occupations Cleveland Region			316	130	11,530	670	83	0	0														

Life, Physical, and Social Science Occupations

Ref. No.	In-Demand Occupation - 5	Typical Education Required for Entry ¹	Northeast Region							Statewide							Northeast Regional Percentage Share of Statewide Numbers						
			Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMI Trend Data	Number of Employers (OMI)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMI Trend Data	Number of Employers (OMI)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMI Trend Data	Number of Employers (OMI)	Regional Forecast Data	Number of Employers (Forecast)
			132	Chemists	Bachelor's degree	31	0	1,200	407	27	26	2	93	7	3,340	977	87	61	6	33.33%	0.00%	35.93%	41.66%
133	Environmental Scientists and Specialists, Including Health	Bachelor's degree	22	0	740	179	24	0	0	100	24	2,560	641	81	29	3	22.00%	0.00%	28.91%	27.93%	29.63%	0.00%	0.00%
134	Food Scientists and Technologists	Bachelor's degree	0	0	0	283	13	14	1	23	2	640	603	48	19	2	0.00%	0.00%	0.00%	46.93%	27.08%	73.68%	50.00%
135	Life, Physical, and Social Science Technicians, All Other	Associate's degree	15	1	350	46	24	8	2	55	9	1,170	205	65	87	10	27.27%	11.11%	29.91%	22.44%	36.92%	9.20%	20.00%
136	Medical Scientists, Except Epidemiologists	Doctoral or professional degree	26	7	880	624	39	0	0	68	23	2,140	3,022	112	15	3	38.24%	30.43%	41.12%	20.65%	34.82%	0.00%	0.00%
Number of Occupations Cleveland Region			94	8	3,170	1,539	127	48	5														

Management Occupations

Ref. No.	In-Demand Occupation - 20	Typical Education Required for Entry ¹	Northeast Region							Statewide							Northeast Regional Percentage Share of Statewide Numbers						
			Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMI Trend Data	Number of Employers (OMI)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMI Trend Data	Number of Employers (OMI)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMI Trend Data	Number of Employers (OMI)	Regional Forecast Data	Number of Employers (Forecast)
			137	Administrative Services Managers	High school diploma or equivalent	87	28	3,610	177	34	0	0	245	90	9,520	429	114	0	0	35.51%	31.11%	37.92%	41.26%
138	Architectural and Engineering Managers	Bachelor's degree	63	0	2,570	1,246	91	0	0	220	40	7,350	2,700	306	153	2	28.64%	0.00%	34.97%	46.15%	29.74%	0.00%	0.00%
139	Computer and Information Systems Managers	Bachelor's degree	88	41	3,400	1,290	95	53	2	319	161	11,380	11,607	314	101	8	27.59%	25.47%	29.88%	11.11%	30.25%	52.48%	25.00%
140	Construction Managers	Bachelor's degree	178	72	6,760	312	38	0	0	523	232	18,500	967	122	57	2	34.03%	31.03%	36.54%	32.26%	31.15%	0.00%	0.00%
141	Farmers, Ranchers, and Other Agricultural Managers	High school diploma or equivalent	274	0	17,000	24	2	0	0	1,219	0	75,510	66	12	0	0	22.48%	0.00%	22.51%	36.36%	16.67%	0.00%	0.00%
142	Financial Managers	Bachelor's degree	177	42	7,200	6,041	137	66	3	476	108	19,640	32,140	410	383	9	37.18%	38.89%	36.66%	18.80%	33.41%	17.23%	33.33%
143	Food Service Managers	High school diploma or equivalent	96	5	5,100	70	12	0	0	263	0	14,730	602	48	90	1	36.50%	0.00%	34.62%	11.63%	25.00%	0.00%	0.00%
144	General and Operations Managers	Associate's degree	0	0	0	3,036	148	9	2	1,526	461	56,910	14,497	445	367	9	0.00%	0.00%	0.00%	20.94%	33.26%	2.45%	22.22%
145	Human Resources Managers	Bachelor's degree	46	14	1,230	2,502	181	0	0	143	46	3,700	6,975	530	12	6	32.17%	30.43%	33.24%	35.87%	34.15%	0.00%	0.00%
146	Industrial Production Managers	Bachelor's degree	101	0	5,540	654	101	30	4	228	0	12,570	1,700	310	48	13	44.30%	0.00%	44.07%	38.47%	32.58%	62.50%	30.77%
147	Loss Prevention Managers*	High school diploma or equivalent	235	23	9,700	2,057	141	0	0	689	139	25,160	7,650	412	30	1	34.11%	16.55%	38.55%	26.89%	34.22%	0.00%	0.00%
148	Managers, All Other	High school diploma or equivalent	235	23	9,700	2,057	141	45	2	689	139	25,160	7,650	412	264	8	34.11%	16.55%	38.55%	26.89%	34.22%	17.05%	25.00%
149	Marketing Managers	Bachelor's degree	62	19	1,990	5,820	181	36</															

160	Customer Service Representatives	High school diploma or equivalent	242	80	5,760	1,305	77	0	0	735	262	16,800	5,569	204	186	3	32.93%	30.53%	34.29%	23.43%	37.75%	0.00%	0.00%
161	Executive Secretaries and Executive Administrative Assistants	High school diploma or equivalent	326	0	12,390	367	69	5	1	960	64	34,080	904	164	13	3	33.96%	0.00%	36.36%	40.60%	42.07%	38.46%	33.33%
162	FirstLine Supervisors of Office and Administrative Support Workers	High school diploma or equivalent	307	178	4,850	127	13	0	0	579	150	16,180	354	47	25	1	53.02%	118.67%	29.98%	35.88%	27.66%	0.00%	0.00%
163	Insurance Claims and Policy Processing Clerks	High school diploma or equivalent	165	30	5,430	772	121	1	1	442	93	13,980	2,087	365	8	3	37.33%	32.26%	38.84%	36.99%	33.15%	12.50%	33.33%
164	Medical Secretaries	High school diploma or equivalent	910	210	25,710	8,633	187	1,984	9	2,824	644	80,130	27,204	530	7,172	22	32.22%	32.61%	32.09%	31.73%	35.28%	27.66%	40.91%
165	Office Clerks, General	High school diploma or equivalent	317	57	9,660	250	38	0	0	883	171	26,470	697	104	9	1	35.90%	33.33%	36.49%	35.87%	36.54%	0.00%	0.00%
166	Order Clerks	High school diploma or equivalent	299	129	9,220	395	37	0	0	809	357	24,550	1,072	105	0	0	36.96%	36.13%	37.56%	36.85%	35.24%	0.00%	0.00%
167	Production, Planning, and Expediting Clerks	High school diploma or equivalent	507	137	15,600	6,379	186	0	0	1,413	384	43,370	23,739	533	0	0	35.88%	35.68%	35.97%	26.37%	34.90%	0.00%	0.00%
168	Receptionists and Information Clerks	High school diploma or equivalent	533	223	25,800	591	92	0	0	1,588	750	69,620	1,804	278	280	1	33.56%	29.73%	37.06%	32.76%	33.09%	0.00%	0.00%
169	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	High school diploma or equivalent	922	84	29,900	955	91	0	0	2,578	424	102,530	3,007	285	30	1	35.76%	19.81%	38.92%	31.76%	31.93%	0.00%	0.00%
170	Shipping, Receiving, and Traffic Clerks	High school diploma or equivalent	404	184	23,900	1,224	149	0	0	1,100	500	65,330	4,590	408	16	1	36.73%	36.80%	36.58%	26.67%	36.52%	0.00%	0.00%
171	Tellers	High school diploma or equivalent	624	437	15,510	3,446	27	0	0	1,515	1,047	38,860	6,576	83	0	0	41.19%	41.74%	39.91%	52.40%	32.53%	0.00%	0.00%
Number of Occupations Cleveland Region			6,130	1,760	215,390	37,308	1,273	2,020	13								41.19%	41.74%	39.91%	52.40%	32.53%	0.00%	0.00%

Production Occupations

Ref. No.	In-Demand Occupation - 22	Typical Education Required for Entry ¹	Northeast Region							Statewide							Northeast Regional Percentage Share of Statewide Numbers						
			Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMI Trend Data	Number of Employers (OMI)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMI Trend Data	Number of Employers (OMI)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMI Trend Data	Number of Employers (OMI)	Regional Forecast Data	Number of Employers (Forecast)
172	Assemblers and Fabricators, All Other	High school diploma or equivalent	182	42	8,860	109	23	30	1	524	183	21,560	22,952	59	185	5	34.73%	22.95%	41.09%	53.96%	38.98%	16.22%	20.00%
173	Chemical Equipment Operators and Tenders	High school diploma or equivalent	46	0	1,320	0	0	0	0	86	0	2,470	1	25	2	53.49%	0.00%	53.44%	0.00%	0.00%	0.00%	0.00%	0.00%
174	Chemical Plant and System Operators	High school diploma or equivalent	20	0	540	0	7	0	0	78	2	2,050	134	25	17	2	25.64%	0.00%	26.34%	0.00%	28.00%	0.00%	0.00%
175	Computer Numerically Controlled Machine Tool Programmers, Metal and Plastic	High school diploma or equivalent	39	17	790	70	20	11	2	79	35	1,570	139	43	58	6	49.37%	48.57%	50.32%	50.36%	46.51%	18.97%	33.33%
176	Computer-Controlled Machine Tool Operators, Metal and Plastic	High school diploma or equivalent	217	52	5,910	643	63	293	3	511	179	11,860	912	127	373	8	42.47%	29.05%	49.83%	70.50%	49.61%	78.55%	37.50%
177	Engine and Other Machine Assemblers	High school diploma or equivalent	15	2	800	2	1	0	0	52	9	2,690	10	4	46	2	28.85%	22.22%	29.74%	20.00%	25.00%	0.00%	0.00%
178	FirstLine Supervisors of Production and Operating Workers	Certificate/Some College	174	0	12,360	4,446	241	299	10	416	0	29,590	12,792	719	470	33	41.83%	0.00%	41.77%	34.76%	33.52%	63.62%	30.30%
179	Helpers/Production Workers	Less than high school	169	7	9,390	622	81	45	2	511	125	22,380	1,452	257	436	10	33.07%	5.60%	41.96%	42.84%	31.52%	10.32%	20.00%
180	Inspectors, Testers, Sorters, Samplers, and Weighers	High school diploma or equivalent	219	0	9,980	473	88	90	1	610	92	23,570	1,393	208	159	4	35.90%	0.00%	42.34%	33.96%	42.31%	56.60%	25.00%
181	Machinists	High school diploma or equivalent	382	90	12,750	848	84	21	3	937	261	29,520	1,720	227	333	18	40.77%	34.48%	43.19%	49.30%	37.00%	6.31%	16.67%
182	Molding, Coremaking, and Casting Machine Setters, Operators, and Tenders, Metal and Plastic	High school diploma or equivalent	68	0	5,600	115	24	2	1	133	0	10,990	277	68	110	7	51.13%	0.00%	50.96%	41.52%	35.29%	1.82%	14.29%
183	Packaging and Filling Machine Operators and Tenders	High school diploma or equivalent	131	0	5,570	230	32	0	0	397	0	16,830	882	92	65	1	33.00%	0.00%	33.10%	26.08%	34.78%	0.00%	0.00%
184	Petroleum Pump System Operators, Refinery Operators, and Gaugers	High school diploma or equivalent	11	4	180	2	2	0	0	56	0	1,500	20	8	35	1	19.64%	0.00%	12.00%	10.00%	25.00%	0.00%	0.00%
185	Power Plant Operators	High school diploma or equivalent	9	0	280	17	9	0	0	56	0	1,810	36	14	10	1	16.07%	0.00%	15.47%	47.22%	64.29%	0.00%	0.00%
186	Prepress Technicians and Workers	Certificate/Some College	0	0	0	2	2	0	0	0	0	4	4	4	9	1	0.00%	0.00%	0.00%	50.00%	50.00%	0.00%	0.00%
187	Production Workers, All Other	High school diploma or equivalent	100	0	3,840	72	27	307	5	258	20	9,130	246	82	1,075	17	38.76%	0.00%	42.06%	29.27%	32.93%	28.56%	29.41%
188	Sawing Mach. Setters/Operators/Tenders, Wood	High school diploma or equivalent	10	3	240	5	3	3	1	60	26	1,230	6	4	3	1	16.67%	11.54%	19.51%	83.33%	75.00%	100.00%	100.00%
189	Stationary Engineers and Boiler Operators	High school diploma or equivalent	18	2	520	86	14	14	1	41	3	1,250	180	45	25	3	43.90%	66.67%	41.60%	47.78%	31.11%	72.00%	33.33%
190	Team Assemblers	High school diploma or equivalent	342	35	19,440	180	21	0	0	1,435	410	64,850	355	64	75	1	23.83%	8.54%	29.98%	50.70%	32.81%	0.00%	0.00%
191	Tool and Die Makers	High school diploma or equivalent	26	0	4,340	25	20	2	2	249	25	10,290	270	74	163	14	29.89%	0.00%	42.18%	36.30%	33.78%	12.27%	14.29%
192	Welders, Cutters, Solderers, and Brazers	High school diploma or equivalent	150	13	5,590	320	46	226	7	399	61	13,760	579	107	781	17	37.59%	21.31%	40.63%	55.27%	42.99%	28.94%	41.18%
193	Welding/Soldering/Brazing Machine Setters, O/T	High school diploma or equivalent	67	28	1,580	17	7	0	0	249	121	5,210	29	15	0	0	26.91%	23.14%	30.33%	58.62%	46.67%	0.00%	0.00%
Number of Occupations Cleveland Region			2,395	295	109,880	8,399	820	1,365	39								26.91%	23.14%	30.33%	58.62%	46.67%	0.00%	0.00%

Protective Service

Ref. No.	In-Demand Occupation - 1	Typical Education Required for Entry ¹	Northeast Region							Statewide							Northeast Regional Percentage Share of Statewide Numbers						
			Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMI Trend Data	Number of Employers (OMI)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMI Trend Data	Number of Employers (OMI)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMI Trend Data	Number of Employers (OMI)	Regional Forecast Data	Number of Employers (Forecast)
194	FirstLine Supervisors of Protective Service Workers, All Other	High school diploma or equivalent	27	6	930	143	24	0	0	53	10	1,890	1,060	72	9	1	50.94%	60.00%	49.21%	13.49%	33.33%	0.00%	0.00%
Number of Occupations Cleveland Region			27	6	930	143	24	0	0								50.94%	60.00%	49.21%	13.49%	33.33%	0.00%	0.00%

Sales and Related Occupations

Ref. No.	In-Demand Occupation - 9	Typical Education Required for Entry ¹	Northeast Region							Statewide							Northeast Regional Percentage Share of Statewide Numbers						
			Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMI Trend Data	Number of Employers (OMI)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMI Trend Data	Number of Employers (OMI)	Regional Forecast Data	Number of Employers (Forecast)	Regional Annual Openings	Regional Growth Openings	2012 Regional Employment	Regional OMI Trend Data	Number of Employers (OMI)	Regional Forecast Data	Number of Employers (Forecast)
195	FirstLine Supervisors of NonRetail Sales Workers	High school diploma or equivalent	102	34	5,320	1,650	110	6	1	170	0	13,300	4,951	301	6	1	60.00%	0.00%	40.00%	33.33%	36.54%	100.00%	100.00%
196	FirstLine Supervisors of Retail Sales Workers	High school diploma or equivalent	549	68	22,100	3,866	67	62	1	1,242	0	57,100	21,558	211	87	1	44.20%	0.00%	38.70%	17.93%	31.75%	71.26%	100.00%
197	Insurance Sales Agents	High school diploma or equivalent	280	135	6,160	1,479	30	0	0	620	188	18,390	5,542	91	1,434	2	45.16%	71.81%	33.50%	26.69%	32.97%	0.00%	0.00%
198	Parts Salespersons	Less than high school	0	0	0	6	4	0	0	303	50	10,000	444	13	0	0	0.00%	0.00%	0.00%	1.35%	30.77%	0.00%	0.00%
199	Sales Engineers	Bachelor's degree	31	9	1,250	647	70	0	0	78	27	2,910	2,909	182	90	1	39.74%	33.33%	42.96%	22.24%	38.46%	0.00%	0.00%
200	Sales Representatives, Services, All Other	High school diploma or equivalent	359	105	9,310	1,362	71	0	0	1,104	374	26,720	7,047	222	127	4	32.52%	28.07%	34.84%	19.33%	31.98%	0.00%	0.00%
201	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	High school diploma or equivalent	521	139	19,590	4,769	152	0	0	1,386	405	50,350	11,402	387	31	2	37.59%	34.32%	38.91%	41.93%	39.28%	0.00%	0.00%
202	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	Bachelor's degree	287	104	9,370	1,219	94	36	4	695	244	23,130	8,759	250	105	9	41.29%	42.62%	40.51%	13.92%	37.60%	34.29%	44.44%
203	Securities, Commodities, and Financial Services Sales Agents	Bachelor's degree	126	24	4,340	9,182	56	0	0	378	70	13,150											