

Northwest Regional Business Engagement Report

October 2016

Architecture and Engineering Occupations

Ref. No.	InDemand Occupation - 21	Typical Education Required for Entry ¹	Northwest Region						Statewide						Northwest 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)
1	Aerospace Engineering and Operations Technicians	Associate's degree	0	0	0	1	1	0	0	5	0	230	11	4	13	1	0	0.00%	0	9.09%	25.00%	0.00%	0.00%
2	Aerospace Engineers	Bachelor's degree	0	0	0	51	9	0	0	93	0	4,000	2,087	80	76	4	0	0.00%	0	2.44%	11.25%	0.00%	0.00%
3	Architectural and Civil Drafters	Associate's degree	5	2	240	3	3	0	0	39	0	2,940	176	35	4	1	12.82%	0.00%	8.16%	1.70%	8.57%	0.00%	0.00%
4	Biomedical Engineers	Bachelor's degree	0	0	0	43	4	0	0	20	6	530	276	29	20	2	0	0.00%	0	15.58%	13.79%	0.00%	0.00%
5	Chemical Engineers	Bachelor's degree	5	2	130	44	15	23	5	39	5	1,470	706	103	112	14	12.82%	40.00%	8.84%	6.23%	14.56%	20.54%	35.71%
6	Civil Engineering Technicians	Associate's degree	3	0	140	13	4	0	0	42	0	2,040	128	37	13	1	7.14%	0.00%	6.86%	10.16%	10.81%	0.00%	0.00%
7	Civil Engineers	Bachelor's degree	25	11	580	27	10	0	0	291	117	7,160	946	125	34	1	8.59%	9.40%	8.10%	2.85%	8.00%	0.00%	0.00%
8	Electrical and Electronic Engineering Technicians	Associate's degree	8	0	390	94	24	17	3	92	5	4,180	203	214	9	9	8.70%	0.00%	9.33%	7.17%	11.82%	7.94%	33.33%
9	Electrical Engineers	Bachelor's degree	17	5	560	354	30	30	5	147	24	5,620	4,363	270	296	25	11.56%	20.83%	9.96%	8.11%	11.11%	10.14%	20.00%
10	ElectroMechanical Technicians	Associate's degree	0	0	0	5	3	38	2	12	0	590	108	37	134	4	0	0.00%	0	4.63%	8.11%	28.36%	50.00%
11	Electronics Engineers, Except Computer Engineers, All Other	Bachelor's degree	0	0	0	107	15	0	0	90	6	3,870	1,570	164	199	4	0	0.00%	0	6.82%	9.15%	0.00%	0.00%
12	Health and Safety Engineers, Except Mining Safety Engineers and Inspectors	Bachelor's degree	10	2	450	138	21	10	2	120	0	6,540	1,156	217	17	4	8.33%	0.00%	6.88%	11.94%	9.68%	58.82%	50.00%
13	Industrial Engineering Technicians	Associate's degree	8	0	380	201	33	35	2	63	0	3,050	1,521	283	47	3	12.70%	0.00%	12.46%	13.21%	12.50%	74.47%	66.67%
14	Industrial Engineers	Bachelor's degree	51	8	1,460	1,912	88	19	5	361	40	10,990	22,078	685	177	14	14.13%	20.00%	13.28%	8.66%	12.85%	10.73%	35.71%
15	Manufacturing Engineers	Bachelor's degree	10	2	450	138	21	10	2	120	0	6,540	1,156	217	279	20	8.33%	0.00%	6.88%	11.94%	9.68%	3.58%	10.00%
16	Manufacturing Production Technicians	Associate's degree	6	0	290	28	14	34	2	66	0	3,200	250	65	127	5	9.09%	0.00%	9.06%	11.20%	21.54%	26.77%	40.00%
17	Materials Engineers	Bachelor's degree	4	0	130	41	11	4	1	43	0	1,380	1,064	114	120	5	9.30%	0.00%	9.42%	3.85%	9.65%	3.33%	20.00%
18	Mechanical Drafters	Associate's degree	6	0	420	27	10	0	0	41	0	3,100	258	77	13	2	14.63%	0.00%	13.55%	10.47%	12.99%	0.00%	0.00%
19	Mechanical Engineering Technicians	Associate's degree	9	1	390	5	3	0	0	69	9	2,880	176	54	178	3	13.04%	11.11%	13.54%	2.84%	5.56%	0.00%	0.00%
20	Mechanical Engineers	Bachelor's degree	0	0	0	600	45	220	15	428	26	11,780	7,270	395	522	38	0.00%	0.00%	0.00%	8.25%	11.39%	42.15%	39.47%
Number of Occupations Toledo Region			167	33	6,010	3,992	394	440	44														

Arts, Design, Entertainment, Sports, and Media Occupations

Ref. No.	InDemand Occupation - 6	Typical Education Required for Entry ¹	Northwest Region						Statewide						Northwest 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)
22	Coaches and Scouts	High school diploma or equivalent	35	6	970	4	3	0	0	65	7	2,170	513	48	15	1	53.85%	85.71%	44.70%	0.78%	6.25%	0.00%	0.00%
23	Commercial and Industrial Designers	Bachelor's degree	4	0	130	15	6	0	0	429	138	9,810	67	7	0	0	0.93%	0	1.33%	22.39%	85.71%	0.00%	0.00%
24	Graphic Designers	Bachelor's degree	24	4	760	93	25	0	0	356	92	9,960	1,715	167	0	0	6.74%	4.35%	7.63%	5.42%	14.97%	0.00%	0.00%
25	Interpreters and Translators	Bachelor's degree	5	3	130	0	0	1	1	138	107	2,250	305	40	1	1	3.62%	2.80%	5.78%	0.00%	0.00%	100.00%	100.00%
26	Public Relations Specialists	Bachelor's degree	14	6	560	202	45	0	0	186	83	7,530	2,900	292	1	1	7.53%	7.23%	7.44%	6.97%	15.41%	0.00%	0.00%
27	Technical Writers	Bachelor's degree	0	0	0	107	18	0	0	48	12	1,160	817	131	0	0	0	0.00%	0	13.10%	13.74%	0.00%	0.00%
Number of Occupations Toledo Region			82	19	2,550	421	97	1	1														

Building & Grounds Cleaning and Maintenance Occupations

Ref. No.	InDemand Occupation - 1	Typical Education Required for Entry ¹	Northwest Region						Statewide						Northwest 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)
28	FL Sup/Mgrs of Housekeeping & Janitorial Workers	High school diploma or equivalent	34	10	990	12	3	0	0	274	85	7,920	268	36	0	0	12.41%	11.76%	12.50%	4.48%	8.33%	0.00%	0.00%
Number of Occupations Toledo Region			34	10	990	12	3	0	0														

Business and Financial Operations Occupations

Ref. No.	InDemand Occupation - 18	Typical Education Required for Entry ¹	Northwest Region						Statewide						Northwest 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)
29	Accountants and Auditors	Bachelor's degree	132	30	3,440	4,170	99	16	4	1,546	354	40,290	25,787	641	187	20	8.54%	8.47%	8.54%	16.17%	15.44%	8.56%	20.00%
30	Business Operations Specialists, All Other	High school diploma or equivalent	22	3	1,360	443	50	0	0	390	65	23,620	5,080	304	75	1	5.64%	4.62%	5.76%	8.72%	16.45%	0.00%	0.00%
31	Claims Adjusters, Examiners, and Investigators	High school diploma or equivalent	6	0	260	904	16	0	0	306	40	11,490	2,339	89	190	4	1.96%	0.00%	2.26%	38.65%	17.98%	0.00%	0.00%
32	Compliance Officers	Bachelor's degree	10	2	410	123	20	0	0	157	30	6,870	1,028	153	49	2	6.37%	6.67%	5.97%	11.96%	13.07%	0.00%	0.00%
33	Cost Estimators	Bachelor's degree	56	23	1,020	20	5	1	1	515	207	9,600	282	68	5	3	10.87%	11.11%	10.63%	7.09%	7.35%	20.00%	33.33%
34	Credit Analysts	Bachelor's degree	4	1	120	326	11	0	0	96	18	3,140	3,096	95	877	3	4.17%	5.56%	3.82%	10.53%	11.58%	0.00%	0.00%
35	Financial Analysts	Bachelor's degree	11	4	290	631	54	67	3	286	82	8,390	6,724	310	623	11	3.85%	4.88%	3.46%	9.38%	17.42%	10.75%	27.27%
36	Human Resources Specialists	Bachelor's degree	49	8	2,240	426	37	6	3	383	98	15,610	3,151	276	6	3	12.79%	8.16%	14.35%	13.52%	13.41%	100.00%	100.00%
37	Insurance Underwriters	Bachelor's degree	3	0	120	391	8	0	0	140	0	5,160	762	46	109	5	2.14%	0.00%	2.33%	51.31%	17.39%	0.00%	0.00%
38	Loan Officers	High school diploma or equivalent	23	8	840	3,205	10	0	0	271	65	11,270	26,596	63	498	8	8.49%	12.31%	7.45%	12.05%	15.87%	0.00%	0.00%
39	Logisticians	Bachelor's degree	15	9	480	185	25	0	0	179	110	5,950	2,234	220	26	2	8.38%	8.18%	8.07%	8.28%	11.36%	0.00%	0.00%
40	Management Analysts	Bachelor's degree	38	23	960	7,722	64	0	0	693	336	23,050	45,181	362	2	1	5.48%	6.85%	4.16%	17.09%	17.68%	0.00%	0.00%
41	Market Research Analysts and Marketing Specialists	Bachelor's degree	49	34	1,110	736	57	9	2	810	552	18,810	9,530	387	59	7	6.05%	6.16%	5.90%	7.72%	14.73%	15.25%	28.57%
42	Online Merchants*	High school diploma or equivalent	22	3	1,360	443	50	0	0	390	65	23,620	5,080	304	31	2	5.64%	4.62%	5.76%	8.72%	16.45%	0.00%	0.00%
43	Personal Financial Advisors	Bachelor's degree	0	0	0	912	10	0	0	0	0	3,728	0.00%	59	81	2	0.00%	0.00%	0.00%	24.46%	16.95%	0.00%	0.00%
44	Purchasing Agents, Except Wholesale, Retail, and Farm Products	High school diploma or equivalent	20	3	950	493	67	11	3	225	0	12,430	4,239	439	47	5	8.89%	0.00%	7.64%	11.63%	15.26%	23.40%	60.00%
45	Training and Development Specialists	Bachelor's degree	15	5	570	448	43	0	0	238	94	4,607	322	10	1	1	6.30%	5.32%	7.24%	9.72%	13.35%	0.00%	0.00%
46	Wholesale and Retail Buyers, Except Farm Products	High school diploma or equivalent	11	3	330	32	4	18	1	157	39	4,720	446	42	83	3	7.01%	7.69%	6.99%	7.17%	9.52%	21.69%	33.33%
Number of Occupations Toledo Region			486	159	15,860	21,610																	

53	Social and Human Service Assistants	High school diploma or equivalent	52	11	1,570	106	15	0	0	472	172	11,490	1,958	107	0	0	11.02%	6.40%	13.66%	5.41%	14.02%	0.00%	0.00%
			Number of Occupations Toledo Region																				
			190	64	5,600	515	47	8	1														

Computer and Mathematical Occupations

Ref. No.	In0Demand Occupation - 16	Typical Education Required for Entry ¹	Northwest Region						Statewide						Northwest 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	94	6	0	0	55	26	1,010	249	21	57	3	0	0	0	37.75%	28.57%	0.00%	0.00%
55	Computer Network Architects*	Bachelor's degree	3	1	140	312	20	0	0	117	49	4,310	1,563	162	9	1	2.56%	2.04%	3.25%	19.96%	12.35%	0.00%	0.00%
56	Computer Network Support Specialists	Bachelor's degree	6	0	390	29	10	1	1	132	22	7,010	193	53	127	3	4.55%	0	5.56%	15.03%	18.87%	0.79%	33.33%
57	Computer Occupations, All Other	Bachelor's degree	3	0	210	3,208	76	57	3	135	7	8,180	36,033	471	765	21	2.22%	0	2.57%	8.90%	16.14%	7.45%	14.29%
58	Computer Programmers	Bachelor's degree	13	1	480	590	48	0	0	252	9	9,900	7,084	347	333	8	5.16%	11.11%	5.16%	8.33%	13.83%	0.00%	0.00%
59	Computer Systems Analysts	Bachelor's degree	21	10	720	3,175	85	135	4	1,018	591	27,160	41,674	512	358	13	2.06%	1.69%	2.65%	7.62%	16.60%	37.71%	30.77%
60	Computer User Support Specialists	Certificate/Some College	30	14	1,030	1,765	80	0	0	629	334	18,750	16,389	562	264	6	4.77%	4.19%	5.49%	10.77%	14.23%	0.00%	0.00%
61	Database Administrators	Bachelor's degree	9	3	290	602	34	4	1	143	58	4,510	5,608	240	39	3	6.29%	5.17%	6.43%	10.73%	14.17%	10.26%	33.33%
62	Information Security Analysts*	Bachelor's degree	0	0	0	817	25	0	0	81	53	1,810	4,949	187	3	1	0	0	0	16.51%	13.37%	0.00%	0.00%
63	Information Technology Project Managers*	Bachelor's degree	3	0	210	3,208	76	22	4	135	7	8,180	36,033	471	467	17	2.22%	0	2.57%	8.90%	16.14%	4.71%	23.53%
64	Network and Computer Systems Administrators	Bachelor's degree	14	0	870	1,758	68	24	3	377	146	14,700	13,707	463	260	9	3.71%	0	5.92%	12.83%	14.69%	9.23%	33.33%
65	Operations Research Analysts	Bachelor's degree	0	0	0	356	46	0	0	130	66	2,840	5,258	293	8	1	0	0	0	6.77%	15.70%	0.00%	0.00%
66	Software Developers, Applications	Bachelor's degree	28	18	800	1,931	56	16	2	790	472	24,810	16,375	362	1,643	18	3.54%	3.81%	3.22%	11.79%	15.47%	0.97%	11.11%
67	Software Developers, Systems Software	Bachelor's degree	0	0	0	122	21	3	1	123	51	5,630	2,206	149	202	6	0	0	0	5.53%	14.09%	1.49%	16.67%
68	Statisticians	Master's degree	0	0	0	49	10	0	0	53	26	870	464	56	3	1	0	0	0	10.56%	17.86%	0.00%	0.00%
69	Web Developers*	Bachelor's degree	10	5	310	1,222	48	0	0	147	81	4,230	12,283	316	391	12	6.80%	6.17%	7.33%	9.95%	15.19%	0.00%	0.00%
Number of Occupations Toledo Region			140	52	5,450	19,238	709	262	19														

Construction and Extraction Occupations

Ref. No.	In0Demand Occupation - 9	Typical Education Required for Entry ¹	Northwest Region						Statewide						Northwest 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	12	8	330	0	0	0	0	115	76	3,650	3	2	0	0	10.43%	10.53%	9.04%	0.00%	0.00%	0.00%	0.00%
71	Carpenters	High school diploma or equivalent	106	67	3,160	28	30	1	1	869	527	27,780	139	34	30	1	12.20%	12.71%	11.38%	20.14%	8.82%	100.00%	100.00%
72	Construction Laborers	Less than high school	128	64	3,000	13	7	0	0	1,205	557	30,260	256	48	975	4	10.62%	11.49%	9.91%	5.08%	14.58%	0.00%	0.00%
73	Electricians	High school diploma or equivalent	93	44	2,600	126	15	56	6	746	343	21,390	857	154	342	16	12.47%	12.83%	12.16%	14.70%	9.74%	16.37%	37.50%
74	FirstLine Supervisors of Construction Trades and Extraction Workers	High school diploma or equivalent	29	17	1,150	41	18	13	1	353	217	12,640	494	122	95	4	8.22%	7.83%	9.10%	8.30%	14.75%	13.68%	25.00%
75	Operating Engineers and Other Construction Equipment Operators	High school diploma or equivalent	55	20	1,570	13	4	49	1	456	174	12,680	66	26	255	4	12.06%	11.49%	12.38%	19.70%	15.38%	19.22%	25.00%
76	Painters, Construction and Maintenance	Less than high school	33	18	980	4	2	0	0	287	154	8,800	54	20	0	0	11.50%	11.69%	11.14%	7.41%	10.00%	0.00%	0.00%
77	Plumbers, Pipefitters, and Steamfitters	High school diploma or equivalent	49	32	1,350	98	3	0	0	409	248	12,960	189	33	58	2	11.98%	12.90%	10.42%	51.85%	9.09%	0.00%	0.00%
78	Service Unit Operators, Oil, Gas, and Mining	Less than high school	0	0	0	0	0	143	1	19	6	310	33	11	1,307	1	0	0	0	0.00%	0.00%	10.94%	100.00%
Number of Occupations Toledo Region			505	270	14,140	323	52	291	10														

Education, Training, and Library Occupations

Ref. No.	In0Demand Occupation - 3	Typical Education Required for Entry ¹	Northwest Region						Statewide						Northwest 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	11	3	560	0	0	0	0	158	84	4,930	39	1	0	0	6.96%	3.57%	11.36%	0.00%	0.00%	0.00%	0.00%
80	Nursing Instructors and Teachers, Postsecondary	Master's degree	15	9	370	13	2	0	0	179	127	3,490	396	30	0	0	8.38%	7.09%	10.60%	3.28%	6.67%	0.00%	0.00%
81	Self-Enrichment Education Teachers	High school diploma or equivalent	24	8	910	0	0	0	0	340	148	11,260	21	8	0	0	7.06%	5.41%	8.08%	0.00%	0.00%	0.00%	0.00%
Number of Occupations Toledo Region			50	20	1,840	13	2	0	0														

Food Preparation and Serving Related Occupations

Ref. No.	In0Demand Occupation - 1	Typical Education Required for Entry ¹	Northeast Region						Statewide						Northwest Regional Percentage Share of Statewide Numbers								
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82	FirstLine Supervisors of Food Preparation and Serving Workers	High school diploma or equivalent	166	48	4,180	221	11	0	0	1,341	397	33,460	3,769	96	600	2	12.38%	12.09%	12.49%	5.86%	11.46%	0.00%	0.00%
Number of Occupations Toledo Region			166	48	4,180	221	11	0	0														

Healthcare Practitioners and Technical Occupations

Ref. No.	In0Demand Occupation - 24	Typical Education Required for Entry ¹	Northwest Region						Statewide						Northwest 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	36	16	790	1	1	0	0	368	161	8,070	26	8	0	0	9.78%	9.94%	9.79%	3.85%	12.50%	0.00%	0.00%
84	Diagnostic Medical Sonographers	Associate's degree	5	4	80	142	6	0	0	127	93	2,380	1,526	52	0	0	3.94%	4.30%	3.36%	9.31%	11.54%	0.00%	0.00%
85	Emergency Medical Technicians and Paramedics	Certificate/Some College	31	12	710	181	5	6,650	1	450	188	9,590	1,168	50	6,650	1	6.89%	6.38%	7.40%	15.50%	10.00%	100.00%	100.00%
86	Family and General Practitioners	Doctoral or professional degree	13	4	340	259	7	0	0	158	42	4,620	2,271	55	35	1	8.23%	9.52%	7.36%	11.40%	12.73%	0.00%	0.00%
87	Health Technologists and Technicians, All Other	Certificate/Some College	12	10	250	256	4	0	0	152	100	5,250	1,363	50	0	0	7.89%	10.00%	4.76%	18.78%	8.00%	0.00%	0.00%
88	Licensed Practical and Licensed Vocational Nurses	Certificate/Some College	217	90	5,210	202	7	0	0	1,886	886	40,970	2,982	64	99	1	11.51%	10.16%	12.72%	6.77%	10.94%	0.00%	0.00%
89	Medical and Clinical Laboratory Technicians	Associate's degree	31	17	520	318	10	28	2	316	149	6,370	2,187	99	470	4	9.81%	11.41%	8.16%	14.54%	10.10%	5.96%	50.00%
90	Medical and Clinical Laboratory Technologists	Bachelor's degree	17	8	340	318	11	0	0	222	63	6,060	3,268	70	215	4	7.66%	12.70%	5.61%	9.73%	15.71%	0.00%	0.00%
91	Medical Records and Health Information Technicians	Certificate/Some College	30	11	710	594	18	0	0	336	129	7,840	5,107	113	65	2	8.93%	8.53%	9.06%	11.63%	15.93%	0.00%	0.00%
92	Nurse Practitioners*	Master's degree	9	6	170	151	5	90	1	180	103	3,970	2,306	58	642	6	5.00%	5.83%	4.28%	6.55%	8.62%	14.02%	16.67%
93	Occupational Health and Safety Specialists	Bachelor's degree	9	1	280	45	14	4	1	78	10	2,490	387	95	9	3	11.54%	10.00%	11.24%	11.63%	14.74%	44.44%	33.33%
94	Occupational Therapists	Master's degree	21	12	630	279	5	6	1	177	110	4,970	2,903	59	262	4	11.86%	10.91%	12.68%	9.61%	8.47%	2.29%	25.00%
95	Pharmacists	Doctoral or professional degree	51	17	1,430	1,096	13	24	1	420	142	11,640	3,970	82	479	5	12.14%	11.97%	12.29%				

Ref. No.	InDemand Occupation - 6	Typical Education Required for Entry ¹	Northwest Region						Statewide						Northwest 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)
			107	Dental Assistants	Certificate/Some College	34	12	1,040	11	3	6	1	323	122	9,710	243	19	6	1	10.53%	9.84%	10.71%	4.53%
108	Medical Assistants	High school diploma or equivalent	74	40	1,760	1,434	9	225	1	892	463	22,510	7,197	72	845	3	8.30%	8.64%	7.82%	19.92%	12.50%	26.63%	33.33%
109	Nursing Aides, Orderlies, and Attendants (STNA)	Certificate/Some College	298	122	9,240	672	6	0	0	2,373	1,019	71,180	4,878	65	3,150	3	12.56%	11.97%	12.98%	13.78%	9.23%	0.00%	0.00%
110	Occupational Therapy Assistants	Associate's degree	25	14	430	192	4	0	0	145	85	2,390	1,439	45	10	1	17.24%	16.47%	17.99%	13.34%	8.89%	0.00%	0.00%
111	Phlebotomists (Healthcare Support Workers, All Other)	High school diploma or equivalent	20	12	420	387	6	0	0	189	99	4,740	1,293	41	350	1	10.58%	12.12%	8.86%	29.93%	14.63%	0.00%	0.00%
112	Physical Therapist Assistants	Associate's degree	44	22	980	204	4	0	0	270	156	5,130	1,581	50	0	0	16.30%	14.10%	19.10%	12.90%	8.00%	0.00%	0.00%
Number of Occupations Toledo Region			495	222	13,870	2,900	32	231	2														

Installation, Maintenance, and Repair Occupations

Ref. No.	InDemand Occupation - 17	Typical Education Required for Entry ¹	Northwest Region						Statewide						Northwest 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)
			113	Aircraft Mechanics and Service Technicians	Certificate/Some College	4	0	160	5	1	0	0	82	17	2,410	145	30	182	3	4.88%	0	6.64%	3.45%
114	Automotive Service Technicians and Mechanics	High school diploma or equivalent	88	18	2,780	30	13	0	0	805	158	25,590	2,773	93	3	1	10.93%	11.39%	10.86%	1.08%	13.98%	0.00%	0.00%
115	Avionics Technicians	Certificate/Some college	0	0	0	1	1	0	0	8	0	380	45	15	47	2	0.00%	0.00%	0.00%	2.22%	6.67%	0.00%	0.00%
116	Bus and Truck Mechanics and Diesel Engine Specialists	High school diploma or equivalent	36	6	1,390	110	8	0	0	284	58	10,610	1,266	97	113	3	12.68%	10.34%	13.10%	8.69%	8.25%	0.00%	0.00%
117	Control and Valve Installers and Repairers, Except Mechanical Door	High school diploma or equivalent	0	0	0	0	0	7	2	47	0	1,390	10	4	7	2	0	0	0	0.00%	0.00%	100.00%	100.00%
118	Electrical and Electronics Repairers, Commercial and Industrial Equipment	Certificate/Some College	9	2	360	25	5	7	1	42	0	2,080	197	55	33	4	21.43%	0.00%	17.31%	12.69%	9.09%	21.21%	25.00%
119	Electrical and Electronics Repairers, Powerhouse, Substation, and Relay	Certificate/Some College	3	1	100	0	0	0	0	21	0	1,030	0	0	4	1	14.29%	0.00%	9.71%	0.00%	0.00%	0.00%	0.00%
120	Electrical PowerLine Installers and Repairers	High school diploma or equivalent	0	0	0	3	2	40	1	172	34	3,970	36	11	230	2	0	0	0	8.33%	18.18%	17.39%	50.00%
121	FirstLine Supervisors of Mechanics, Installers, and Repairers	High school diploma or equivalent	70	15	2,040	475	49	3	1	527	101	15,760	3,670	406	10	3	13.28%	14.85%	12.94%	12.94%	12.07%	30.00%	33.33%
122	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	Certificate/Some College	46	22	940	50	7	0	0	412	182	9,090	462	58	65	2	11.17%	12.09%	10.34%	10.82%	12.07%	0.00%	0.00%
123	Industrial Machinery Mechanics	High school diploma or equivalent	94	38	1,930	120	30	26	2	701	257	15,370	1,042	247	71	5	13.41%	14.79%	12.56%	11.52%	12.15%	36.62%	40.00%
124	Maintenance and Repair Workers, General	High school diploma or equivalent	149	29	6,220	753	69	119	14	1,371	334	53,970	7,161	622	539	32	10.87%	8.68%	11.52%	10.52%	11.09%	22.08%	43.75%
125	Maintenance Workers, Machinery	High school diploma or equivalent	18	8	750	1	1	80	10	74	24	4,000	12	6	193	26	24.32%	33.33%	18.75%	8.33%	16.67%	41.45%	38.46%
126	Millwrights	High school diploma or equivalent	18	10	540	0	0	31	2	78	38	2,560	18	11	57	3	23.08%	26.32%	21.09%	0.00%	0.00%	54.39%	66.67%
127	Mobile Heavy Equipment Mechanics, Except Engines	High school diploma or equivalent	13	2	370	3	1	10	1	124	31	3,210	151	25	114	2	10.48%	6.45%	11.53%	1.99%	4.00%	8.77%	50.00%
128	Rail Car Repairers	High school diploma or equivalent	0	0	0	0	0	27	1	25	0	860	119	3	27	1	0	0	0	0.00%	0.00%	100.00%	100.00%
129	Telecommunications Equipment Installers and Repairers, Except Line Installers	Certificate/Some College	11	0	830	32	2	0	0	154	49	7,680	1,271	27	975	3	7.14%	0.00%	10.81%	2.52%	7.41%	0.00%	0.00%
Number of Occupations Toledo Region			559	151	18,410	1,608	189	350	35														

Legal Occupations

Ref. No.	InDemand Occupation - 2	Typical Education Required for Entry ¹	Northwest Region						Statewide						Northwest 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)
			130	Lawyers	Doctoral or professional degree	38	15	1,420	213	27	0	0	571	232	21,160	2,018	154	4	1	7%	6%	7%	11%
131	Paralegals and Legal Assistants	Associate's degree	17	9	460	89	22	0	0	244	126	7,280	641	116	0	0	7%	7%	6%	14%	19%	0%	0%
Number of Occupations Toledo Region			55	24	1,880	302	49	0	0														

Life, Physical, and Social Science Occupations

Ref. No.	InDemand Occupation - 5	Typical Education Required for Entry ¹	Northwest Region						Statewide						Northwest 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)
			132	Chemists	Bachelor's degree	7	0	260	84	17	0	0	93	7	3,340	977	87	61	6	7.53%	0	7.78%	8.60%
133	Environmental Scientists and Specialists, Including Health	Bachelor's degree	9	2	250	51	12	0	0	100	24	2,560	641	81	29	3	9.00%	8.33%	9.77%	7.96%	14.81%	0.00%	0.00%
134	Food Scientists and Technologists	Bachelor's degree	0	0	0	49	10	0	0	23	2	640	603	48	19	2	0	0	0	8.13%	20.83%	0.00%	0.00%
135	Life, Physical, and Social Science Technicians, All Other	Associate's degree	0	0	0	47	13	6	2	55	9	1,170	205	65	87	10	0	0	0	22.93%	20.00%	6.90%	20.00%
136	Medical Scientists, Except Epidemiologists	Doctoral or professional degree	2	0	110	439	21	5	1	68	23	2,140	3,022	112	15	3	2.94%	0.00%	5.14%	14.53%	18.75%	33.33%	33.33%
Number of Occupations Toledo Region			18	2	620	670	73	11	3														

Management Occupations

Ref. No.	InDemand Occupation - 20	Typical Education Required for Entry ¹	Northwest Region						Statewide						Northwest 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)
			137	Administrative Services Managers	High school diploma or equivalent	16	6	600	31	19	0	0	245	90	9,520	429	114	0	0	6.53%	6.67%	6.30%	7.23%
138	Architectural and Engineering Managers	Bachelor's degree	44	15	1,200	248	42	3	1	220	40	7,350	2,700	306	153	2	20.00%	37.50%	16.33%	9.19%	13.73%	1.96%	50.00%
139	Computer and Information Systems Managers	Bachelor's degree	10	4	460	3,194	51	12	1	319	161	11,380	11,607	314	101	8	3.13%	2.48%	4.04%	27.52%	16.24%	11.88%	12.50%
140	Construction Managers	Bachelor's degree	50	25	1,560	106	15	0	0	523	232	18,500	967	122	57	2	9.56%	10.78%	8.43%	10.96%	12.30%	0.00%	0.00%
141	Farmers, Ranchers, and Other Agricultural Managers	High school diploma or equivalent	206	0	12,740	0	0	0	0	1,219	0	75,510	66	12	0	0	16.90%	0.00%	16.87%	0.00%	0.00%	0.00%	0.00%
142	Financial Managers	Bachelor's degree	40	10	1,570	3,017	66	16	2	476	108	19,640	32,140	410	383	9	8.40%	9.26%	7.99%	9.39%	16.10%	4.18%	22.22%
143	Food Service Managers	High school diploma or equivalent	32	0	1,810	31	9	0	0	263	0	14,730	602	48	90	1	12.17%	0.00%	12.29%	5.15%	18.75%	0.00%	0.00%
144	General and Operations Managers	Associate's degree	0	0	0	1,919	61	12	1	1,526	461	56,910	14,497	445	367	9	0	0	0	13.24%	13.71%	3.27%	11.11%
145	Human Resources Managers	Bachelor's degree	14	4	390	794	77	4	3	143	46	6,975	6,475	530	12	6	9.79%	8.70%	10.54%	11.38%	14.53%	33.33%	50.00%
146	Industrial Production Managers	Bachelor's degree	28	0	1,550	168	43	10	5	228	0	12,570	1,700	310	48	13	12.28%	0.00%	12.33%	9.88%	13.87%	20.83%	38.46%
147	Loss Prevention Managers*	High school diploma or equivalent	36	8	1,280	841	59	0	0	689	139	25,160	7,650	412	30	1	5.22%	5.76%	5.09%	10.99%	14.32%	0.00%	0.00%
148	Managers, All Other	High school diploma or equivalent	36	8	1,280	841	59	9	2	689	139	25,160	7,650	412	264	8	5.22%	5.76%	5.09%	10.99%	14.32%	3.41%	25.00%
149	Marketing Managers	Bachelor's degree	10	4	270	2,027	85	2	1	171	55	5,420	22,626	512	58	9	5.85%	7.27%	4.98%	4.98%	16.60%	3.45%	11.11%
150	Medical and Health Services Managers	Bachelor's degree	53	23	1,250	1,848	27	0	0	644	276												

160	Customer Service Representatives	High school diploma or equivalent	59	25	1,220	640	34	0	0	735	262	16,800	5,569	204	186	3	8.03%	9.54%	7.26%	11.49%	16.67%	0.00%	0.00%
161	Executive Secretaries and Executive Administrative Assistants	High school diploma or equivalent	87	5	3,110	156	20	4	1	960	64	34,080	904	164	13	3	9.06%	7.81%	9.13%	17.26%	12.20%	30.77%	33.33%
162	FirstLine Supervisors of Office and Administrative Support Workers	High school diploma or equivalent	30	10	770	108	6	0	0	579	150	16,180	354	47	25	1	5.18%	6.67%	4.76%	30.51%	12.77%	0.00%	0.00%
163	Insurance Claims and Policy Processing Clerks	High school diploma or equivalent	36	6	1,180	199	46	0	0	442	93	13,980	2,087	365	8	3	8.14%	6.45%	8.44%	9.54%	12.60%	0.00%	0.00%
164	Medical Secretaries	High school diploma or equivalent	173	26	5,400	4,541	72	122	5	2,824	644	80,130	27,204	530	7,172	22	6.13%	4.04%	6.74%	16.69%	13.58%	1.70%	22.73%
165	Office Clerks, General	High school diploma or equivalent	88	21	2,500	90	14	9	1	883	171	26,470	697	104	9	1	9.97%	12.28%	9.44%	12.91%	13.46%	100.00%	100.00%
166	Order Clerks	High school diploma or equivalent	70	31	2,110	178	16	0	0	809	357	24,550	1,072	105	0	0	8.65%	8.68%	8.59%	16.60%	15.24%	0.00%	0.00%
167	Production, Planning, and Expediting Clerks	High school diploma or equivalent	123	32	3,840	3,713	82	0	0	1,413	384	43,370	23,739	533	0	0	8.70%	8.33%	8.85%	15.64%	15.38%	0.00%	0.00%
168	Receptionists and Information Clerks	High school diploma or equivalent	130	52	6,500	187	44	0	0	1,588	750	69,620	1,804	278	280	1	8.19%	6.93%	9.34%	10.37%	15.83%	0.00%	0.00%
169	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	High school diploma or equivalent	263	27	11,220	414	44	0	0	2,578	424	102,530	3,007	285	30	1	10.20%	6.37%	10.94%	13.77%	15.44%	0.00%	0.00%
170	Shipping, Receiving, and Traffic Clerks	High school diploma or equivalent	109	52	6,170	753	60	0	0	1,100	500	65,330	4,590	408	16	1	9.91%	10.40%	9.44%	16.41%	14.71%	0.00%	0.00%
171	Tellers	High school diploma or equivalent	106	74	2,630	695	12	0	0	1,515	1,047	38,860	6,576	83	0	0	7.00%	7.07%	6.77%	10.57%	14.46%	0.00%	0.00%
Number of Occupations Toledo Region			1,455	378	52,410	14,159	532	135	7														

Production Occupations

Ref. No.	InDemand Occupation - 22	Typical Education Required for Entry ¹	Northwest Region							Statewide							Northwest 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	55	24	1,960	8	4	40	2	524	183	21,560	202	59	185	5	10.50%	13.11%	9.09%	3.96%	6.78%	21.62%	40.00%
173	Chemical Equipment Operators and Tenders	High school diploma or equivalent	13	1	350	1	1	19	1	86	0	2,470	1	1	25	2	15.12%	0.00%	14.17%	100.00%	100.00%	76.00%	50.00%
174	Chemical Plant and System Operators	High school diploma or equivalent	0	0	0	42	4	0	0	78	2	2,050	134	25	17	1	0	0	0	31.34%	16.00%	0.00%	0.00%
175	Computer Numerically Controlled Machine Tool Programmers, Metal and Plastic	High school diploma or equivalent	9	4	180	6	3	14	2	79	35	1,570	139	43	58	6	11.39%	11.43%	11.46%	4.32%	6.98%	24.14%	33.33%
176	Computer-Controlled Machine Tool Operators, Metal and Plastic	High school diploma or equivalent	64	27	1,340	35	14	20	2	511	179	11,860	912	127	373	8	12.52%	15.08%	11.30%	3.84%	11.02%	5.36%	25.00%
177	Engine and Other Machine Assemblers	High school diploma or equivalent	19	10	590	0	0	6	1	52	9	2,690	10	4	46	2	36.54%	111.11%	21.93%	0.00%	0.00%	13.04%	50.00%
178	FirstLine Supervisors of Production and Operating Workers	Certificate/Some College	59	0	4,170	1,560	86	105	14	416	0	29,590	12,792	719	470	33	14.18%	0.00%	14.09%	12.20%	11.96%	22.34%	42.42%
179	Helpers/Production Workers	Less than high school	62	17	2,580	102	27	301	5	511	125	22,380	1,452	257	436	10	12.13%	13.60%	11.53%	7.02%	10.51%	69.04%	50.00%
180	Inspectors, Testers, Sorters, Samplers, and Weighers	High school diploma or equivalent	104	15	4,060	356	26	15	1	610	92	23,570	1,393	208	159	4	17.05%	16.30%	17.23%	25.56%	12.50%	9.43%	25.00%
181	Machinists	High school diploma or equivalent	187	67	5,240	178	19	125	8	937	261	29,520	1,720	227	333	18	19.96%	25.67%	17.75%	10.35%	8.37%	37.54%	44.44%
182	Molding, Coremaking, and Casting Machine Setters, Operators, and Tenders, Metal and Plastic	High school diploma or equivalent	24	0	1,990	6	3	9	2	133	0	10,990	277	68	110	7	18.05%	0.00%	18.11%	2.17%	4.41%	8.18%	28.57%
183	Packaging and Filling Machine Operators and Tenders	High school diploma or equivalent	60	0	2,550	82	15	65	1	397	0	16,830	882	92	65	1	15.11%	0.00%	15.15%	9.30%	16.30%	100.00%	100.00%
184	Petroleum Pump System Operators, Refinery Operators, and Gaugers	High school diploma or equivalent	41	0	1,120	2	1	35	1	56	0	1,500	20	8	35	1	73.21%	0.00%	74.67%	10.00%	12.50%	100.00%	100.00%
185	Power Plant Operators	High school diploma or equivalent	7	0	220	0	0	10	1	56	0	1,810	36	14	10	1	12.50%	0.00%	12.15%	0.00%	0.00%	100.00%	100.00%
186	Prepress Technicians and Workers	Certificate/Some College	0	0	0	0	0	9	1	0	0	4	4	9	1	0.00%	0.00%	0.00%	0.00%	0.00%	100.00%	100.00%	
187	Production Workers, All Other	High school diploma or equivalent	0	0	0	14	7	454	6	258	20	9,130	246	82	1,075	17	0	0	0	5.69%	8.54%	42.23%	35.29%
188	Sawing Mach. Setters/Operators/Tenders, Wood	High school diploma or equivalent	6	3	120	0	0	0	0	60	26	1,230	6	4	3	1	10.00%	11.54%	9.76%	0.00%	0.00%	0.00%	0.00%
189	Stationary Engineers and Boiler Operators	High school diploma or equivalent	0	0	0	16	6	3	1	41	3	1,250	180	45	25	3	0	0	0	8.89%	13.33%	12.00%	33.33%
190	Team Assemblers	High school diploma or equivalent	293	98	12,320	11	5	0	0	1,435	410	64,850	355	64	75	1	20.42%	23.90%	19.00%	3.10%	7.81%	0.00%	0.00%
191	Tool and Die Makers	High school diploma or equivalent	18	8	1,620	8	4	103	10	87	25	10,290	270	74	163	14	20.69%	32.00%	15.74%	2.96%	5.41%	63.19%	71.43%
192	Welders, Cutters, Solderers, and Brazers	High school diploma or equivalent	68	15	2,170	26	6	61	5	399	61	13,760	579	107	781	17	17.04%	24.59%	15.77%	4.49%	5.61%	7.81%	29.41%
193	Welding/Soldering/Brazing Machine Setters, O/T	High school diploma or equivalent	69	38	1,260	0	0	0	0	249	121	5,210	29	15	0	0	27.71%	31.40%	24.18%	0.00%	0.00%	0.00%	0.00%
Number of Occupations Toledo Region			1,158	327	43,840	2,453	231	1,394	64														

Protective Service

Ref. No.	InDemand Occupation - 1	Typical Education Required for Entry ¹	Northwest Region							Statewide							Northwest 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	0	0	0	22	6	9	1	53	10	1,890	1,060	72	9	1	0	0	0	2.08%	8.33%	100.00%	100.00%
Number of Occupations Toledo Region			0	0	0	22	6	9	1														

Sales and Related Occupations

Ref. No.	InDemand Occupation - 9	Typical Education Required for Entry ¹	Northwest Region							Statewide							Northwest 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	14	0	1,120	408	43	0	0	170	0	13,300	4,951	301	6	1	8.24%	0.00%	8.42%	8.24%	14.29%	0.00%	0.00%
196	FirstLine Supervisors of Retail Sales Workers	High school diploma or equivalent	139	12	5,840	633	31	0	0	1,242	0	57,100	21,558	211	87	1	11.19%	0.00%	10.23%	2.94%	14.69%	0.00%	0.00%
197	Insurance Sales Agents	High school diploma or equivalent	46	17	1,250	1,344	19	0	0	620	188	18,390	5,542	91	1,434	2	7.42%	9.04%	6.80%	24.25%	20.88%	0.00%	0.00%
198	Parts Salespersons	Less than high school	0	0	0	4	2	0	0	303	50	10,000	444	13	0	0	0	0	0	9.50%	15.38%	0.00%	0.00%
199	Sales Engineers	Bachelor's degree	0	0	0	396	24	0	0	78	27	2,910	2,909	182	90	1	0	0	0	13.61%	13.19%	0.00%	0.00%
200	Sales Representatives, Services, All Other	High school diploma or equivalent	102	39	2,300	663	34	2	1	1,104	374	26,720	7,047	222	127	4	9.24%	10.43%	8.61%	9.41%	15.32%	1.57%	25.00%
201	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	High school diploma or equivalent	0	0	0	1,522	54	0	0	1,386	405	50,350	11,402	387	31	2	0	0	0	13.35%	13.95%	0.00%	0.00%
202	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	Bachelor's degree	0	0	0	674	38	20	1	695	244	23,130	8,759	250	105	9	0	0	0	7.69%	15.20%	19.05%	11.11%
203	Securities, Commodities, and Financial Services Sales Agents	Bachelor's degree	20	6	620	2,099	28	22	2	378	70	13,150	36,157	154	272	3	5.29%	8.57%	4.71%	5.81%	18.18%	8.09%	66.67%
Number of Occupations Toledo Region			321	74	11,130	7,743	273	44	4														

Transportation and Material Moving Occupations

Ref. No.	InDemand Occupation - 7	Typical Education Required for Entry ¹	Northwest Region							Statewide							Northwest 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</					