

**Labor Market Assessment: 0835.20 – Fitness Trainer
Mat Pilates Instructor (Certificate)**
Los Angeles Center of Excellence, March 2022

Summary

Program Endorsement:	Endorsed: All Criteria Met <input type="checkbox"/>	Endorsed: Some Criteria Met <input checked="" type="checkbox"/>	Not Endorsed <input type="checkbox"/>
Program Endorsement Criteria			
Supply Gap:	Yes <input checked="" type="checkbox"/>	No <input type="checkbox"/>	
Living Wage: (Entry-Level, 25th)	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>	
Education:	Yes <input checked="" type="checkbox"/>	No <input type="checkbox"/>	
Emerging Occupation(s)			
	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>	

The Los Angeles Center of Excellence for Labor Market Research (LA COE) prepared this report to provide regional labor market supply and demand data related to one middle-skill occupation: *exercise trainers and group fitness instructors* (39-9031). Middle-skill occupations typically require some postsecondary education, but less than a bachelor’s degree.¹ This report is intended to help determine whether there is demand in the local labor market that is not being met by the supply from community college programs that align with the relevant occupation.

Based on the available data, there appears to be a supply gap in the region for *exercise trainers and group fitness instructors*. Although the entry-level wage for *exercise trainers and group fitness instructors* is **below** the self-sufficiency standard wage in both Los Angeles and Orange counties, nearly one-third of incumbent workers have completed some college or an associate degree. **Due to some of the criteria being met, the LA COE endorses this proposed program.** Detailed reasons include:

Demand:

- **Supply Gap Criteria** – Over the next five years, there is projected to be **2,483 jobs available annually** in the region due to new job growth and replacements, **which is more than the 137 awards conferred annually** by educational institutions in the region.

¹ The COE classifies middle-skill jobs as the following:

- All occupations that require an educational requirement of some college, associate degree or apprenticeship;
- All occupations that require a bachelor’s degree, but also have more than one-third of their existing labor force with an educational attainment of some college or associate degree; or
- All occupations that require a high school diploma or equivalent or no formal education, but also require short- to long-term on-the-job training where multiple community colleges have existing programs.

- *Exercise trainers and group fitness instructors (39-9031)* includes all exercise training occupations and not solely Pilates instructors. Therefore, the demand related solely to Pilates instructors in this report is overstated.
- Over the past 12 months, there have been 548 online job postings for *exercise trainers and group fitness instructors* that specifically mentioned Pilates.
- **Living Wage Criteria** – In Los Angeles County, the typical entry-level hourly wage for *exercise trainers and group fitness instructors* is \$15.49, which is **below** the self-sufficiency standard wage (living wage) for one adult in the region (\$18.10 in Los Angeles County).²
- **Educational Criteria** – The Bureau of Labor Statistics (BLS) lists **a high school diploma or equivalent as the typical entry-level education** for *exercise trainers and group fitness instructors*.
 - However, national-level educational attainment data indicates that **29% of workers in the field have completed some college or an associate degree.**

Supply:

- Between 2017 and 2020, **13 community colleges** in the LA/OC region issued awards in programs that have historically trained for *exercise trainers and group fitness instructors*, conferring an average of **65 awards**.
- Between 2016 and 2019, non-community college institutions in the LA/OC region conferred an average of **72 awards in relevant program(s)**.

² Self-Sufficiency Standard wage data was pulled from The Self-Sufficiency Standard Tool for California. For more information, visit: <http://selfsufficiencystandard.org/california>.

Occupational Demand

Exhibit 1 shows the five-year occupational demand projections for *exercise trainers and group fitness instructors*. In the Los Angeles/Orange County region, the number of jobs related to *exercise trainers and group fitness instructors* is projected to increase by 6% through 2025. There will be nearly 2,500 job openings per year through 2025 due to job growth and replacements.

NOTE: *Exercise trainers and group fitness instructors (39-9031)* includes all exercise training occupations and not solely Pilates instructors. Therefore, the data in Exhibit 1 is overstated.

This report includes employment projection data by Emsi which uses EDD information. Emsi's projections are modeled on recorded (historical) employment figures and incorporate several underlying assumptions, including the assumption that the economy, during the projection period, will be at approximately full employment. To the extent that a recession or labor shock, such as the economic effects of COVID-19, can cause long-term structural change, it may impact the projections. At this time, it is not possible to quantify the full impact of COVID-19 on projections of industry and occupational employment. Therefore, the projections included in this report do not take the full impacts of COVID-19 into account.

Exhibit 1: Occupational demand in Los Angeles and Orange Counties³

Geography	2020 Jobs	2025 Jobs	2020-2025 Change	2020-2025 % Change	Annual Openings
Los Angeles	9,839	9,572	(267)	(3%)	1,536
Orange	4,218	5,379	1,161	28%	947
Total	14,057	14,952	895	6%	2,483

Wages

The labor market endorsement in this report considers the hourly wages for *exercise trainers and group fitness instructors* in Los Angeles County, as they relate to the county's self-sufficiency standard wage. Orange County wages are included below in order to provide a complete analysis of the greater LA/OC region. Detailed wage information, by county, is included in Appendix A.

Los Angeles County – The typical entry-level hourly wage for *exercise trainers and group fitness instructors* is \$15.49, which is **below** the self-sufficiency standard wage for one adult (\$18.10 in Los Angeles County). Experienced workers can expect to earn approximately \$32.35, which is above the self-sufficiency standard wage estimate.

Orange County – The typical entry-level hourly wage for *exercise trainers and group fitness instructors* is \$14.70, which is **below** the self-sufficiency standard wage for one adult (\$20.63 in Orange County). Experienced workers can expect to earn approximately \$30.60, which is above the self-sufficiency standard wage estimate.

³ Five-year change represents new job additions to the workforce. Annual openings include new jobs and replacement jobs that result from retirements and separations.

Job Postings

Over the past 12 months, there have been **548 online job postings for exercise trainers and group fitness instructors that specifically mentioned Pilates**. The highest number of job postings were for Pilates instructors, certified Pilates instructors, personal trainers, group fitness instructors, and fitness instructors. The top skills were Pilates, teaching, scheduling, cardiopulmonary resuscitation (CPR), yoga, and group fitness. The top employers, by number of job postings, in the region were Equinox, Club Pilates, YMCA, and Fitness 19.

It is important to note that the job postings data included in this section reflects online job postings listed in the past 12 months and does not yet demonstrate the full impact of COVID-19. While employers have generally posted fewer online job postings since the beginning of the pandemic, the long-term effects are currently unknown.

Educational Attainment

The Bureau of Labor Statistics (BLS) lists a high school diploma or equivalent as the typical entry-level education for *exercise trainers and group fitness instructors*. However, national-level educational attainment data indicates that 29% of workers in the field have completed some college or an associate degree.

Educational Supply

Community College Supply – Exhibit 2 shows the annual and three-year average number of awards conferred by community colleges in Fitness Trainer (0835.20) and Commercial Dance (1008.10). The colleges with the most completions in the region are Orange Coast, Glendale, and Irvine Valley.

According to COCI, three colleges in the LA/OC region have Pilates programs: Fullerton (Pilates); Mt. San Antonio (Pilates Professional Teacher Training: Cadillac, Chair, Auxiliary; Pilates Processional Teacher Training: Mat and Reformer); and Orange Coast (Pilates Instructor).

Fullerton and Mt. San Antonio coded their Pilates programs under Fitness Trainer (0835.20), while Orange Coast coded program under Commercial Dance (1008.10). To show a complete picture of regional supply, both TOP code supply totals are included in Exhibit 2.

Exhibit 2: Regional community college awards (certificates and degrees), 2017-2020

TOP Code	Program	College	2017-18 Awards	2018-19 Awards	2019-20 Awards	3-Year Average
0835.20	Fitness Trainer	Cerritos	-	-	3	1
		East LA	-	-	1	0
		Glendale	5	3	2	3
		LA Harbor	-	-	1	0
		Pasadena	-	2	3	2
		Rio Hondo	4	6	1	4
		LA Subtotal	9	11	11	10

TOP Code	Program	College	2017-18 Awards	2018-19 Awards	2019-20 Awards	3-Year Average
		Cypress	-	-	1	0
		Fullerton	5	3	4	4
		Irvine Valley	13	4	4	7
		Orange Coast	9	5	32	15
		Santa Ana	-	2	2	1
		OC Subtotal	27	14	43	28
Supply Subtotal/Average			36	25	54	38
1008.10	Commercial Dance	Citrus	1	1	3	2
		Glendale	3	7	10	7
		Mt San Antonio	1	5	-	2
		LA Subtotal	5	13	13	10
		Cypress	1	1	-	1
		Irvine Valley	3	2	1	2
		Orange Coast	8	15	18	14
		OC Subtotal	12	18	19	16
Supply Subtotal/Average			17	31	32	27
Supply Total/Average			53	56	86	65

Non-Community College Supply – For a comprehensive regional supply analysis, it is important to consider the supply from other institutions in the region that may provide training programs for the occupation of interest: *exercise trainers and group fitness instructors*. Exhibit 3 shows the annual and three-year average number of awards conferred in relevant programs. Due to different data collection periods, the most recent three-year period of available data is from 2016 to 2019. Between 2016 and 2019, non-community college institutions in the region conferred an average of 72 awards.

Exhibit 3: Regional non-community college awards, 2016-2019

CIP Code	Program	Institution	2016-17 Awards	2017-18 Awards	2018-19 Awards	3-Year Average
31.0507	Physical Fitness Technician	American Fitness and Nutrition Academy	-	-	23	8
		California Healing Arts College	16	11	6	11
		Southern California Health Institute	46	66	49	54
		Supply Total/Average	62	77	78	72

Appendix A: Occupational demand and wage data by county

Exhibit 4. Los Angeles County

Occupation (SOC)	2020 Jobs	2025 Jobs	5-Yr Change	5-Yr % Change	Annual Openings	Entry-Level Hourly Earnings (25th Percentile)	Median Hourly Earnings	Experienced Hourly Earnings (75th Percentile)
Exercise Trainers and Group Fitness Instructors (39-9031)	9,839	9,572	(267)	(3%)	1,536	\$15.49	\$24.59	\$32.35

Exhibit 5. Orange County

Occupation (SOC)	2020 Jobs	2025 Jobs	5-Yr Change	5-Yr % Change	Annual Openings	Entry-Level Hourly Earnings (25th Percentile)	Median Hourly Earnings	Experienced Hourly Earnings (75th Percentile)
Exercise Trainers and Group Fitness Instructors (39-9031)	4,218	5,379	1,161	28%	947	\$14.70	\$23.35	\$30.60

Exhibit 6. Los Angeles and Orange Counties

Occupation (SOC)	2020 Jobs	2025 Jobs	5-Yr Change	5-Yr % Change	Annual Openings	Typical Entry-Level Education
Exercise Trainers and Group Fitness Instructors (39-9031)	14,057	14,952	895	6%	2,483	High school diploma or equivalent

Appendix B: Sources

- O*NET Online
- Labor Insight/Jobs (Burning Glass)
- Economic Modeling Specialists, International (Emsi)
- Bureau of Labor Statistics (BLS)
- California Employment Development Department, Labor Market Information Division, OES
- California Community Colleges Chancellor's Office Management Information Systems (MIS)
- Self-Sufficiency Standard at the Center for Women's Welfare, University of Washington
- Chancellor's Office Curriculum Inventory (COCI 2.0)

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