

**Labor Market Analysis: 0835.20 – Fitness Trainer
Yoga Teacher Training (Certificate)**
Los Angeles Center of Excellence, October 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):** Instruct or coach groups or individuals in exercise activities for the primary purpose of personal fitness. Demonstrate techniques and form, observe participants, and explain to them corrective measures necessary to improve their skills. Develop and implement individualized approaches to exercise.¹

Middle-skill occupations typically require some postsecondary education, but less than a bachelor’s degree.² 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 fitness instructors*. Although the entry-level wage is below the self-sufficiency standard wage in both Los Angeles and Orange counties, nearly one-third of current workers in the field have completed some college, no degree or an associate degree. **Therefore, due to some of the criteria being met, the LA COE endorses this proposed program.** Detailed reasons include:

¹ [Exercise Trainers and Group Fitness Instructors \(bls.gov\)](https://www.bls.gov/occupations/39-9031)

² 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.

Demand:

- **Supply Gap Criteria** – Over the next five years, **2,029 jobs are projected to be available annually** in the region due to new job growth and replacements, **which is more than the three-year average of 173 awards conferred** by educational institutions in the region.
 - *Exercise trainers and group fitness instructors* (SOC 39-9031) includes all exercise training occupations, and not solely yoga trainers. Therefore, the demand data in this report is overstated.
 - Over the past 12 months, there have been 690 online job postings in the region for exercise trainers and group fitness instructors that specifically mentioned yoga.
- **Living Wage Criteria** – In Los Angeles County, the **typical entry-level wage** for *exercise trainers and group fitness instructors* is **\$14.87, which is below the self-sufficiency standard wage** for one adult in the region (\$18.10 in Los Angeles County).³
- **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*.
 - National-level educational attainment data indicates **29% of workers in the field have completed some college, no degree or an associate degree.**

Supply:

- Between 2018 and 2021, **14 community colleges** in the greater LA/OC region issued awards in programs that have historically trained for *exercise trainers and group fitness instructors*, conferring an average of **76 awards**.
 - Currently, five community colleges in the region offer Yoga programs: Cypress, Orange Coast, Pasadena, Rio Hondo, and Saddleback.
- Between 2017 and 2020, non-community college institutions throughout the greater LA/OC region conferred an average of **97 awards in relevant programs.**

³ 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 greater Los Angeles/Orange County region, the number of jobs related to this occupation is projected to increase by 1% through 2026. There will be more than 2,000 job openings per year through 2026 due to job growth and replacements.

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

Exhibit 1: Occupational demand in Los Angeles and Orange Counties⁴

| Geography | 2021 Jobs | 2026 Jobs | 2021-2026 Change | 2021-2026 % Change | Annual Openings |
|--------------|---------------|---------------|------------------|--------------------|-----------------|
| Los Angeles | 8,784 | 8,463 | (321) | (4%) | 1,362 |
| Orange | 3,713 | 4,109 | 396 | 11% | 667 |
| Total | 12,497 | 12,572 | 75 | 1% | 2,029 |

Wages

The labor market endorsement in this report considers the entry-level hourly wage for *exercise trainers and group fitness instructors* in Los Angeles County, as it relates 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 \$14.87, which is **below** the self-sufficiency standard wage for one adult (\$18.10 in Los Angeles County). Experienced workers can expect to earn approximately \$31.69, which is above the self-sufficiency standard wage estimate.

Exhibit 2: Hourly Earnings for Exercise Trainers and Group Fitness Instructors in LA County

| Occupation | Entry-Level Hourly Earnings (25 th Percentile) | Median Hourly Earnings | Experienced Hourly Earnings (75 th Percentile) |
|---|---|------------------------|---|
| Exercise Trainers and Group Fitness Instructors (39-9031) | \$14.87 | \$22.68 | \$31.69 |

⁴ Five-year change represents new job additions to the workforce. Annual openings include new jobs and replacement jobs that result from retirements and separations.

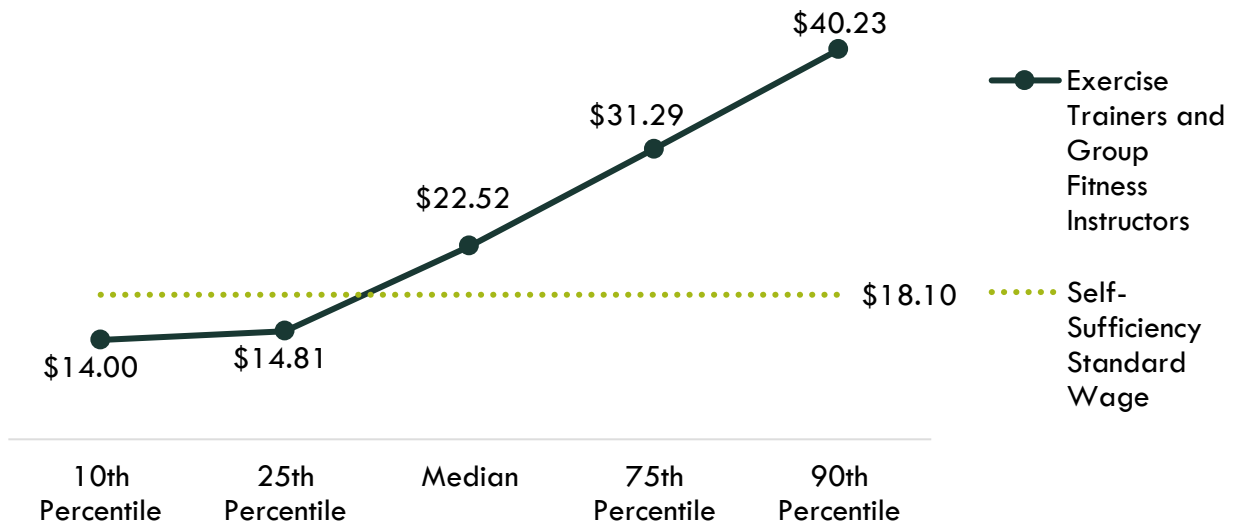
Orange County – The typical entry-level hourly wage for *exercise trainers and group fitness instructors* is \$14.16, which is **below** the self-sufficiency standard wage for one adult (\$20.63 in Orange County). Experienced workers can expect to earn approximately \$30.35, which is above the self-sufficiency standard wage estimate.

Exhibit 3: Hourly Earnings for Exercise Trainers and Group Fitness Instructors in Orange County

| Occupation | Entry-Level Hourly Earnings (25 th Percentile) | Median Hourly Earnings | Experienced Hourly Earnings (75 th Percentile) |
|---|---|------------------------|---|
| Exercise Trainers and Group Fitness Instructors (39-9031) | \$14.16 | \$21.95 | \$30.35 |

On average, the entry-level wage for *exercise trainers and group fitness instructors* is \$14.81; this is below the self-sufficiency standard wage estimate for one single adult in Los Angeles County (\$18.10). The median wage is \$22.52, which is above the LA County’s self-sufficiency standard wage estimate. Exhibit 4 shows the average wages for the occupation of interest, from entry-level to experienced workers.

Exhibit 4: Average Hourly Earnings for Exercise Trainers and Group Fitness Instructors in LA/OC



Job Postings

Over the past 12 months, there have been **690 online job postings in the region for exercise trainers and group fitness instructors that specifically mentioned yoga**. The highest number of job postings were for yoga instructors, personal trainers, group fitness instructors, Pilates instructors, and group exercise instructions. The top skills were yoga, cardiopulmonary resuscitation (CPR), teaching, group fitness, and Pilates. The top employers, by number of job postings, in the region were Equinox, CorePower Yoga, and YMCA.

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, no degree or an associate degree.

Educational Supply

Community College Supply – Exhibit 5 shows the annual and three-year average number of awards conferred by community colleges in Fitness Trainer (TOP 0835.20) and Athletic Training and Sports Medicine (TOP 1228.00). The colleges with the most completions in the region are Orange Coast, Mt. San Antonio, and Saddleback.

NOTE: Currently, five community colleges in the region offer Yoga programs: Cypress, Orange Coast, Pasadena, Rio Hondo, and Saddleback.

Exhibit 5: Regional community college awards (certificates and degrees), 2018-2021

| TOP | Program | College | 2018-19 Awards | 2019-20 Awards | 2020-21 Awards | 3-Year Average |
|---------|-----------------|--------------------------------|----------------|----------------|----------------|----------------|
| 0835.20 | Fitness Trainer | Cerritos | - | 3 | 3 | 2 |
| | | East LA | - | 1 | - | 0 |
| | | Glendale | 3 | 2 | 6 | 4 |
| | | LA City | - | - | 2 | 1 |
| | | LA Harbor | - | 1 | 2 | 1 |
| | | Mt San Antonio | - | - | 1 | 0 |
| | | Pasadena | 2 | 3 | 8 | 4 |
| | | Rio Hondo | 6 | 1 | 1 | 3 |
| | | LA Subtotal | 11 | 11 | 23 | 15 |
| | | Cypress | - | 1 | 1 | 1 |
| | | Fullerton | 3 | 4 | 6 | 4 |
| | | Irvine Valley | 4 | 4 | - | 3 |
| | | Orange Coast | 5 | 32 | 26 | 21 |
| | | Saddleback | - | - | 31 | 10 |
| | | Santa Ana | 2 | 2 | 1 | 2 |
| | | OC Subtotal | 14 | 43 | 65 | 41 |
| | | Supply Subtotal/Average | | | 25 | 54 |

| TOP | Program | College | 2018-19 Awards | 2019-20 Awards | 2020-21 Awards | 3-Year Average |
|--------------------------------|---------------------------------------|--------------------|----------------|----------------|----------------|----------------|
| 1228.00 | Athletic Training and Sports Medicine | Cerritos | - | 2 | 4 | 2 |
| | | Mt San Antonio | 11 | 17 | 25 | 18 |
| | | LA Subtotal | 11 | 19 | 29 | 20 |
| | | Saddleback | 1 | - | - | 0 |
| | | OC Subtotal | 1 | - | - | 0 |
| Supply Subtotal/Average | | | 12 | 19 | 29 | 20 |
| Supply Total/Average | | | 37 | 73 | 117 | 76 |

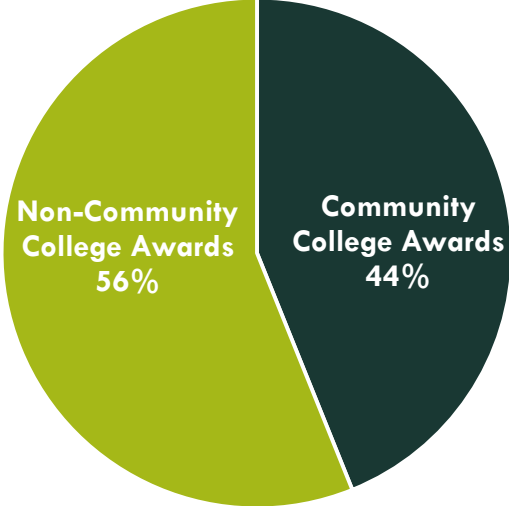
Non-Community College Supply – For a comprehensive regional supply analysis, it is important to consider the supply from other institutions in the region that may provide training programs for *exercise trainers and group fitness instructors*. Exhibit 6 shows the annual and three-year average number of awards conferred by these institutions in relevant programs. Due to different data collection periods, the most recent three-year period of available data is from 2017 to 2020. Between 2017 and 2020, non-community college institutions in the region conferred an average of 97 awards.

Exhibit 6: Regional non-community college awards, 2017-2020

| CIP | Program | Institution | 2017-18 Awards | 2018-19 Awards | 2019-20 Awards | 3-Year Average |
|-----------------------------|------------------------------------|--|----------------|----------------|----------------|----------------|
| 31.0507 | Physical Fitness Technician | American Fitness and Nutrition Academy | - | 23 | 38 | 20 |
| | | California Healing Arts College | 11 | 6 | - | 6 |
| | | Southern California Health Institute | 66 | 49 | 81 | 65 |
| 51.0913 | Athletic Training/Trainer | Glendale Career College | 6 | - | - | 2 |
| 51.3602 | Yoga Teacher Training/Yoga Therapy | American Fitness and Nutrition Academy | - | 10 | - | 3 |
| Supply Total/Average | | | 83 | 88 | 119 | 97 |

Exhibit 7 shows the relationship between the proportion of community college awards conferred in LA/OC versus the number of non-community college awards for the programs in this report. Non-community colleges issued more than half of the awards in the region.

Exhibit 7: Community College Awards Compared to Non-Community College Awards in LA/OC Region, 3-Year Average



Appendix A: Occupational demand and wage data by county

Exhibit 8. Los Angeles County

| Occupation (SOC) | 2021 Jobs | 2026 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) | 8,784 | 8,463 | (321) | (4%) | 1,362 | \$14.87 | \$22.68 | \$31.69 |

Exhibit 9. Orange County

| Occupation (SOC) | 2021 Jobs | 2026 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) | 3,713 | 4,109 | 396 | 11% | 667 | \$14.16 | \$21.95 | \$30.35 |

Exhibit 10. Los Angeles and Orange Counties

| Occupation (SOC) | 2021 Jobs | 2026 Jobs | 5-Yr Change | 5-Yr % Change | Annual Openings | Typical Entry-Level Education |
|---|------------------|------------------|--------------------|----------------------|------------------------|--------------------------------------|
| Exercise Trainers and Group Fitness Instructors (39-9031) | 12,497 | 12,572 | 75 | 1% | 2,029 | High school diploma or equivalent |

Appendix B: Sources

- O*NET Online
- Labor Insight (Burning Glass Technologies)
- Lightcast (formerly 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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