

**Labor Market Analysis: 0835.20 – Fitness Trainer
Group Fitness Instructor (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.

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.

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, more than one-third of current workers in the field have completed some college, no degree/associate degree or less. **Therefore, 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, **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 228 awards conferred** by educational institutions in the region.
- **Living Wage Criteria** – In 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).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 that **40% of workers in the field have completed some college, no degree/associate degree or less.**

Supply:

- Between 2018 and 2021, **14 community colleges** in the greater LA/OC region issued awards that have historically trained for *exercise trainers and group fitness instructors*, conferring an average of **76 awards**.
- Between 2017 and 2020, non-community college institutions throughout the greater LA/OC region conferred an average of **152 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.

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

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.

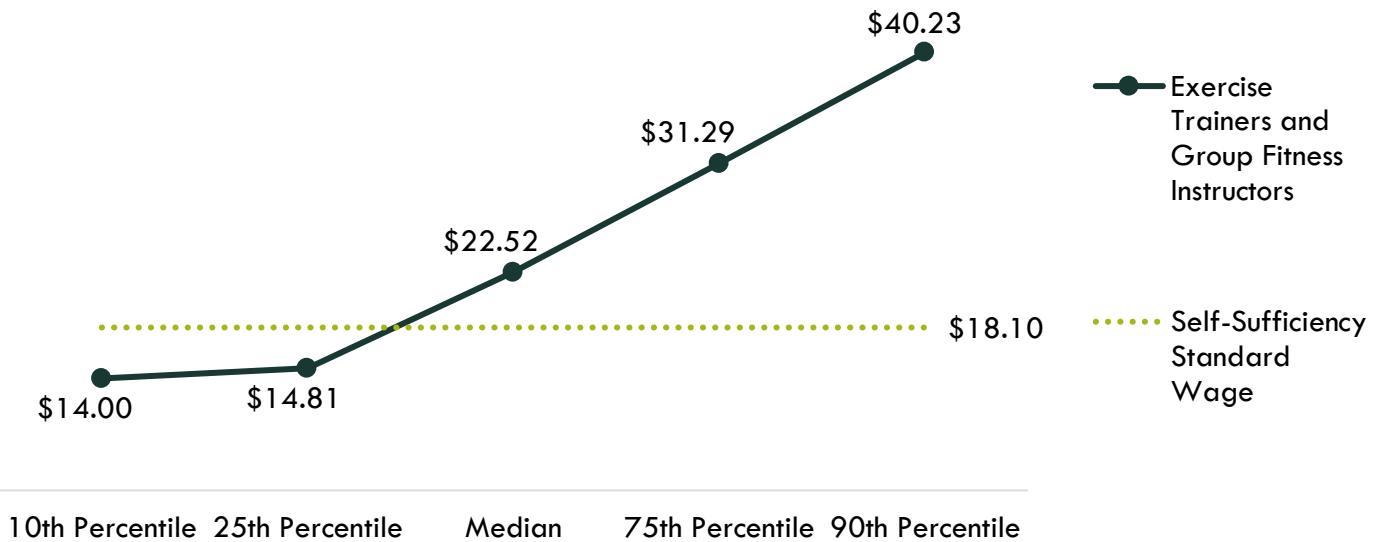
Exhibit 3: Hourly Earnings for Exercise Trainers and Group Fitness Instructors in Orange County

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

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.

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). However, the median hourly wage for *exercise trainers and group fitness instructors* is above the county’s self-sufficiency standard wage (\$22.52). Exhibit 4 shows the average wages for *exercise trainers and group fitness instructors*, 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 3,795 online job postings related to *exercise trainers and group fitness instructors*. The highest number of job postings were for swim instructors, personal trainers, group fitness instructors, yoga instructors, and Pilates instructors. The top skills were cardiopulmonary resuscitation (CPR), using an automated external defibrillator, Pilates, fitness training, and group exercise instruction. The top employers, by number of job postings, in the region were YMCA, 24 Hour Fitness, and Equinox.

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*. National-level educational attainment data indicates that 40% of workers in the field have completed some college, no degree/associate degree or less.

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.

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
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

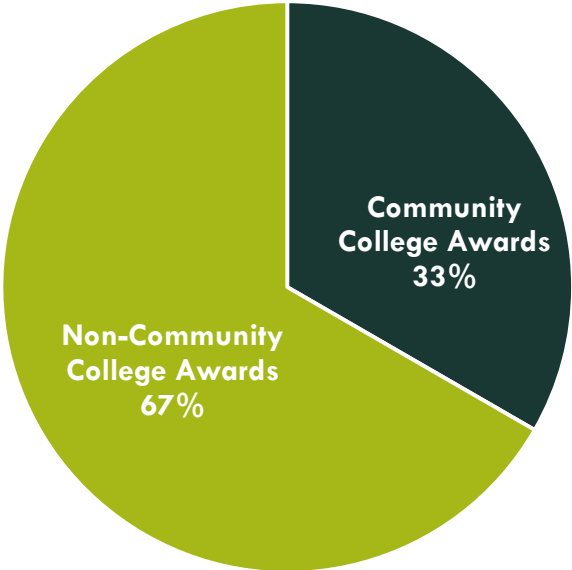
Non-Community College Supply – For a comprehensive regional supply analysis, it is important to consider the supply from other institutions in the region that may provide training programs for *exercise trainers and group fitness instructors*. Exhibit 6 shows the annual and three-year average number of awards conferred 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 152 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	CSU-Fullerton	8	6	6	7
		CSU-Long Beach	22	21	15	19
		CSU-Northridge	15	15	15	15
		Concordia University - Irvine	8	12	4	8
		Glendale Career College	6	-	-	2
		University of La Verne	11	7	11	10
Supply Total/Average			147	139	170	152

Exhibit 7 shows the relationship between the proportion of community college awards conferred in LA/OC versus the proportion of non-community college awards conferred. Based on the supply data in this report, non-community colleges in the LA/OC region have conferred slightly more than one-third of the awards across relevant programs.

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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