



CENTER OF EXCELLENCE
FOR LABOR MARKET RESEARCH

ORANGE COUNTY



ORANGE COUNTY SECTOR PROFILE
SUPPLEMENTAL APPENDICES:
**BUSINESS AND
ENTREPRENEURSHIP**

2024

A photograph of a diverse group of business professionals in a meeting. A woman in the foreground is smiling and looking towards the camera, with her arms crossed. Other people are seated around a conference table in the background, some looking at documents or laptops. The scene is lit with warm, indoor lighting.

**ORANGE COUNTY
REGIONAL CONSORTIUM**

**WORKFORCE
DEVELOPMENT ALLIANCE**



California
Community
Colleges

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INTRODUCTION

The Orange County Center of Excellence for Labor Market Research (OC COE) is releasing a series of 12 sector profiles to provide a comprehensive analysis of Orange County's occupational landscape. This series dives into each of the 12 community college sectors, offering historical and projected occupational insights while building upon foundational research established through the Orange County Labor Market Overview.

In addition to the profiles themselves, supplemental appendices for each sector are being issued to provide detailed demand and supply data. The data in these appendices are presented to the region with the intent of being utilized for grant applications, project proposals, and the like. The full [Business and Entrepreneurship Sector Profile](#) is available on the COE Website.

Occupations are denoted throughout this report in italics, with their corresponding SOC code in parentheses. Middle-skill occupations have no special notation however, below middle-skill occupations are denoted with an * and above middle-skill occupations denoted with a ^. Occupations that are on U.S. News & World Report's 2024 100 Best Jobs list are denoted by a #, such as, '*Market Research Analysts and Marketing Specialists (13-1161)*^#'.

By examining this labor market data, in conjunction with the individual sector profiles, the OC COE seeks to highlight underlying dynamics and intricacies shaping each sector in Orange County. Community colleges and regional stakeholders can use this information for strategic planning and data-informed decision making to address workforce needs in this sector.

APPENDIX D: BUSINESS AND ENTREPRENEURSHIP DEMAND – LABOR MARKET DATA

Exhibit 24 shows the traditional labor market data points for all 101 occupations analyzed in the Business and Entrepreneurship Sector Profile. Below middle-skill occupations are indicated with light shading, middle-skill occupations are denoted with medium shading, and above middle-skill occupations are indicated with dark shading.

Exhibit 24: Occupational Demand for the 101 Business and Entrepreneurship Occupations

Skill Level	SOC	Occupation	2022 Jobs	2027 Jobs	5-Yr Change	5-Yr % Change	Annual Openings	Pct. 25 Hourly Earnings	Median Hourly Earnings	Pct. 75 Hourly Earnings	Typical Entry Level Education	Work Experience Required	Typical On-The-Job Training
Below Middle-Skill	41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel*	12,116	12,512	396	3%	1,398	\$22.20	\$30.91	\$46.03	High school diploma or equivalent	None	Moderate-term on-the-job training
	43-3021	Billing and Posting Clerks*	6,014	6,234	221	4%	743	\$18.57	\$22.68	\$27.23	High school diploma or equivalent	None	Moderate-term on-the-job training
	43-9199	Office and Administrative Support Workers, All Other*	3,667	3,667	0	0%	444	\$15.22	\$19.82	\$28.13	High school diploma or equivalent	None	Short-term on-the-job training
	41-2022	Parts Salespersons*	2,399	2,286	(113)	(5%)	296	\$17.45	\$18.65	\$25.31	No formal educational credential	None	Moderate-term on-the-job training
	41-9041	Telemarketers*	1,049	975	(74)	(7%)	149	\$15.59	\$17.17	\$18.89	No formal educational credential	None	Short-term on-the-job training
	43-3099	Financial Clerks, All Other*	1,182	1,195	14	1%	137	\$18.92	\$23.61	\$28.74	High school diploma or equivalent	None	Short-term on-the-job training
	41-9091	Door-to-Door Sales Workers, News and Street Vendors, and Related Workers*	459	425	(34)	(7%)	57	\$14.12	\$15.64	\$20.29	No formal educational credential	None	Short-term on-the-job training
	43-9071	Office Machine Operators, Except Computer*	277	269	(9)	(3%)	41	\$16.97	\$18.04	\$22.20	High school diploma or equivalent	None	Short-term on-the-job training
	39-5093	Shampooers*	170	198	27	16%	32	\$7.26	\$14.99	\$25.17	No formal educational credential	None	Short-term on-the-job training

Skill Level	SOC	Occupation	2022 Jobs	2027 Jobs	5-Yr Change	5-Yr % Change	Annual Openings	Pct. 25 Hourly Earnings	Median Hourly Earnings	Pct. 75 Hourly Earnings	Typical Entry Level Education	Work Experience Required	Typical On-The-Job Training
Below Middle-Skill	43-4021	Correspondence Clerks*	60	61	1	2%	7	\$17.47	\$19.19	\$23.96	High school diploma or equivalent	None	Short-term on-the-job training
Middle-Skill	43-9061	Office Clerks, General	29,630	29,959	330	1%	3,848	\$16.65	\$19.22	\$24.18	High school diploma or equivalent	None	Short-term on-the-job training
	43-4051	Customer Service Representatives	24,680	24,741	60	0%	3,523	\$17.26	\$20.25	\$24.50	High school diploma or equivalent	None	Short-term on-the-job training
	11-1021	General and Operations Managers#	28,261	30,309	2,048	7%	2,957	\$37.02	\$54.10	\$81.04	Bachelor's degree	5 years or more	None
	43-3031	Bookkeeping, Accounting, and Auditing Clerks	20,850	20,912	62	0%	2,607	\$19.09	\$23.80	\$29.60	Some college, no degree	None	Moderate-term on-the-job training
	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	19,894	19,709	(185)	(1%)	2,355	\$18.87	\$23.00	\$28.25	High school diploma or equivalent	None	Short-term on-the-job training
	43-1011	First-Line Supervisors of Office and Administrative Support Workers	17,341	17,559	218	1%	1,936	\$27.24	\$31.68	\$38.61	High school diploma or equivalent	Less than 5 years	None
	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	18,535	17,829	(706)	(4%)	1,822	\$23.72	\$31.68	\$48.00	High school diploma or equivalent	None	Moderate-term on-the-job training
	43-4171	Receptionists and Information Clerks	9,023	9,896	873	10%	1,474	\$16.45	\$17.80	\$19.19	High school diploma or equivalent	None	Short-term on-the-job training
	39-5012	Hairdressers, Hairstylists, and Cosmetologists	6,988	7,996	1,008	14%	1,232	\$13.66	\$16.43	\$24.23	Postsecondary nondegree award	None	None
	39-5092	Manicurists and Pedicurists	6,652	8,065	1,413	21%	1,204	\$14.00	\$14.87	\$15.68	Postsecondary nondegree award	None	None
	41-3021	Insurance Sales Agents	9,804	9,796	(8)	0%	944	\$23.03	\$32.38	\$50.19	High school diploma or equivalent	None	Moderate-term on-the-job training
	41-9022	Real Estate Sales Agents	7,203	7,555	352	5%	733	\$17.90	\$30.99	\$56.49	High school diploma or equivalent	None	Moderate-term on-the-job training

Skill Level	SOC	Occupation	2022 Jobs	2027 Jobs	5-Yr Change	5-Yr % Change	Annual Openings	Pct. 25 Hourly Earnings	Median Hourly Earnings	Pct. 75 Hourly Earnings	Typical Entry Level Education	Work Experience Required	Typical On-The-Job Training
Middle-Skill	43-6011	Executive Secretaries and Executive Administrative Assistants	6,309	5,855	(454)	(7%)	706	\$26.85	\$31.90	\$39.31	High school diploma or equivalent	Less than 5 years	None
	11-9141	Property, Real Estate, and Community Association Managers	8,008	8,115	107	1%	691	\$21.43	\$32.59	\$52.18	High school diploma or equivalent	Less than 5 years	None
	41-9099	Sales and Related Workers, All Other	4,536	4,606	71	2%	641	\$17.53	\$24.61	\$36.38	High school diploma or equivalent	None	None
	13-1028	Buyers and Purchasing Agents	5,762	5,556	(206)	(4%)	569	\$27.46	\$36.03	\$47.21	Bachelor's degree	None	Moderate-term on-the-job training
	43-4131	Loan Interviewers and Clerks	4,797	4,547	(251)	(5%)	444	\$17.35	\$22.14	\$27.82	High school diploma or equivalent	None	Short-term on-the-job training
	41-9021	Real Estate Brokers	3,708	3,910	202	5%	382	\$26.13	\$36.47	\$73.28	High school diploma or equivalent	Less than 5 years	None
	43-3071	Tellers	3,402	3,189	(213)	(6%)	368	\$18.09	\$18.40	\$21.88	High school diploma or equivalent	None	Short-term on-the-job training
	39-5094	Skincare Specialists	1,911	2,274	363	19%	362	\$14.13	\$16.61	\$30.89	Postsecondary nondegree award	None	None
	11-3012	Administrative Services Managers	3,784	3,943	159	4%	352	\$40.26	\$50.74	\$63.43	Bachelor's degree	Less than 5 years	None
	41-1012	First-Line Supervisors of Non-Retail Sales Workers	3,726	3,536	(190)	(5%)	335	\$24.45	\$36.58	\$49.34	High school diploma or equivalent	Less than 5 years	None
	43-3011	Bill and Account Collectors	2,876	2,787	(89)	(3%)	327	\$18.44	\$23.26	\$28.90	High school diploma or equivalent	None	Moderate-term on-the-job training
	13-1051	Cost Estimators	3,362	3,407	45	1%	317	\$29.73	\$39.18	\$51.33	Bachelor's degree	None	Moderate-term on-the-job training
	43-3051	Payroll and Timekeeping Clerks	2,731	2,607	(123)	(5%)	298	\$21.54	\$25.96	\$30.77	High school diploma or equivalent	None	Moderate-term on-the-job training
	43-9021	Data Entry Keyers	2,360	2,193	(168)	(7%)	286	\$14.51	\$17.58	\$21.78	High school diploma or equivalent	None	Short-term on-the-job training
43-4151	Order Clerks	2,265	2,008	(257)	(11%)	252	\$17.51	\$19.12	\$23.76	Some college, no degree	None	Short-term on-the-job training	

Skill Level	SOC	Occupation	2022 Jobs	2027 Jobs	5-Yr Change	5-Yr % Change	Annual Openings	Pct. 25 Hourly Earnings	Median Hourly Earnings	Pct. 75 Hourly Earnings	Typical Entry Level Education	Work Experience Required	Typical On-The-Job Training
Middle-Skill	43-9041	Insurance Claims and Policy Processing Clerks	2,479	2,294	(185)	(7%)	247	\$18.31	\$23.81	\$29.44	High school diploma or equivalent	None	Moderate-term on-the-job training
	13-2082	Tax Preparers	1,796	1,893	98	5%	230	\$15.40	\$23.08	\$37.35	High school diploma or equivalent	None	Moderate-term on-the-job training
	13-1031	Claims Adjusters, Examiners, and Investigators	2,906	2,516	(390)	(13%)	218	\$29.02	\$38.02	\$44.32	High school diploma or equivalent	None	Long-term on-the-job training
	43-9022	Word Processors and Typists	1,551	1,329	(222)	(14%)	192	\$20.42	\$23.41	\$23.42	High school diploma or equivalent	None	Short-term on-the-job training
	43-4071	File Clerks	1,503	1,452	(51)	(3%)	187	\$16.21	\$19.29	\$25.09	High school diploma or equivalent	None	Short-term on-the-job training
	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	1,469	1,477	7	0%	169	\$19.21	\$22.67	\$27.88	Associate degree	None	None
	11-3013	Facilities Managers	1,635	1,738	103	6%	157	\$36.09	\$48.05	\$63.49	Bachelor's degree	Less than 5 years	None
	41-3011	Advertising Sales Agents	995	893	(102)	(10%)	115	\$18.29	\$27.81	\$43.11	High school diploma or equivalent	None	Moderate-term on-the-job training
	13-2028	Property Appraisers and Assessors	1,014	1,002	(12)	(1%)	91	\$25.85	\$37.45	\$49.63	Bachelor's degree	None	Long-term on-the-job training
	39-5011	Barbers	486	523	37	8%	70	\$8.31	\$14.96	\$18.40	Postsecondary nondegree award	None	None
	43-4011	Brokerage Clerks	600	579	(21)	(3%)	69	\$21.90	\$22.12	\$27.52	High school diploma or equivalent	None	Moderate-term on-the-job training
	43-3061	Procurement Clerks	677	664	(13)	(2%)	68	\$19.48	\$23.41	\$28.56	High school diploma or equivalent	None	Moderate-term on-the-job training
	23-2093	Title Examiners, Abstractors, and Searchers	633	634	1	0%	62	\$24.63	\$28.97	\$35.94	High school diploma or equivalent	None	Moderate-term on-the-job training
39-4031	Morticians, Undertakers, and Funeral Arrangers	159	188	29	18%	30	\$16.11	\$19.74	\$22.08	Associate degree	None	Long-term on-the-job training	

Skill Level	SOC	Occupation	2022 Jobs	2027 Jobs	5-Yr Change	5-Yr % Change	Annual Openings	Pct. 25 Hourly Earnings	Median Hourly Earnings	Pct. 75 Hourly Earnings	Typical Entry Level Education	Work Experience Required	Typical On-The-Job Training
Middle-Skill	39-5091	Makeup Artists, Theatrical and Performance	166	185	20	12%	30	\$41.35	\$42.51	\$49.67	Postsecondary nondegree award	None	None
	43-4041	Credit Authorizers, Checkers, and Clerks	247	242	(5)	(2%)	25	\$17.03	\$22.53	\$31.84	High school diploma or equivalent	None	Moderate-term on-the-job training
	43-4141	New Accounts Clerks	158	154	(4)	(3%)	18	\$19.33	\$21.57	\$27.10	High school diploma or equivalent	None	Moderate-term on-the-job training
	39-4011	Embalmers	41	46	6	14%	8	\$20.54	\$25.16	\$30.63	Associate degree	None	Long-term on-the-job training
	11-9171	Funeral Home Managers	51	62	11	22%	7	\$24.29	\$31.93	\$42.32	Associate degree	Less than 5 years	None
	13-1032	Insurance Appraisers, Auto Damage	86	76	(9)	(11%)	6	\$23.61	\$31.51	\$38.57	Postsecondary nondegree award	None	Moderate-term on-the-job training
	43-9111	Statistical Assistants	39	41	2	4%	5	\$22.41	\$26.58	\$34.35	Bachelor's degree	None	None
Above Middle-Skill	13-2011	Accountants and Auditors ^{^#}	19,015	19,909	894	5%	1,852	\$30.06	\$37.86	\$49.16	Bachelor's degree	None	None
	13-1199	Business Operations Specialists, All Other [^]	16,507	17,258	751	5%	1,719	\$23.12	\$33.56	\$47.27	Bachelor's degree	None	None
	13-1111	Management Analysts ^{^#}	14,021	14,881	860	6%	1,486	\$27.74	\$38.65	\$62.51	Bachelor's degree	Less than 5 years	None
	13-1161	Market Research Analysts and Marketing Specialists ^{^#}	12,149	13,313	1,164	10%	1,476	\$26.39	\$32.59	\$47.13	Bachelor's degree	None	None
	11-9199	Managers, All Other [^]	15,499	16,106	607	4%	1,353	\$28.78	\$52.72	\$85.27	Bachelor's degree	Less than 5 years	None
	13-1082	Project Management Specialists [^]	11,651	12,257	606	5%	1,078	\$35.83	\$47.61	\$63.43	Bachelor's degree	None	None
	13-1071	Human Resources Specialists [^]	9,849	10,463	614	6%	1,077	\$27.00	\$34.68	\$46.18	Bachelor's degree	None	None
	11-3031	Financial Managers ^{^#}	11,599	12,445	846	7%	1,055	\$53.14	\$75.06	\$100.74	Bachelor's degree	5 years or more	None
	11-2022	Sales Managers ^{^#}	10,950	10,915	(35)	0%	900	\$37.29	\$59.76	\$82.29	Bachelor's degree	Less than 5 years	None

Skill Level	SOC	Occupation	2022 Jobs	2027 Jobs	5-Yr Change	5-Yr % Change	Annual Openings	Pct. 25 Hourly Earnings	Median Hourly Earnings	Pct. 75 Hourly Earnings	Typical Entry Level Education	Work Experience Required	Typical On-The-Job Training
	41-3031	Securities, Commodities, and Financial Services Sales Agents [^]	7,894	8,019	125	2%	707	\$23.06	\$31.19	\$47.42	Bachelor's degree	None	Moderate-term on-the-job training
	11-2021	Marketing Managers ^{^#}	6,223	6,413	190	3%	588	\$53.78	\$68.41	\$94.55	Bachelor's degree	5 years or more	None
	13-2072	Loan Officers [^]	7,052	6,816	(236)	(3%)	541	\$21.02	\$29.07	\$44.39	Bachelor's degree	Less than 5 years	Moderate-term on-the-job training
	13-2052	Personal Financial Advisors ^{^#}	5,371	5,586	215	4%	431	\$30.56	\$42.80	\$63.67	Bachelor's degree	None	Long-term on-the-job training
	41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products [^]	3,708	3,681	(27)	(1%)	374	\$35.74	\$49.57	\$68.46	Bachelor's degree	None	Moderate-term on-the-job training
	11-1011	Chief Executives [^]	4,556	4,483	(73)	(2%)	337	\$50.31	\$92.44	\$155.45	Bachelor's degree	5 years or more	None
	13-2051	Financial and Investment Analysts [^]	3,484	3,614	130	4%	285	\$35.44	\$45.01	\$57.89	Bachelor's degree	None	None
	27-3031	Public Relations Specialists ^{^#}	2,777	2,941	164	6%	281	\$25.27	\$33.35	\$45.25	Bachelor's degree	None	None
	11-9151	Social and Community Service Managers ^{^#}	2,240	2,549	309	14%	269	\$27.08	\$34.67	\$49.23	Bachelor's degree	Less than 5 years	None
	11-3121	Human Resources Managers [^]	2,571	2,676	106	4%	240	\$49.21	\$65.63	\$88.02	Bachelor's degree	5 years or more	None
	11-3051	Industrial Production Managers [^]	2,682	2,666	(16)	(1%)	191	\$40.71	\$53.14	\$75.63	Bachelor's degree	5 years or more	None
	13-2099	Financial Specialists, All Other [^]	1,709	1,791	82	5%	154	\$24.97	\$34.89	\$50.97	Bachelor's degree	None	None
	13-1141	Compensation, Benefits, and Job Analysis Specialists [^]	1,143	1,180	37	3%	105	\$28.22	\$34.98	\$46.78	Bachelor's degree	Less than 5 years	None
	13-2041	Credit Analysts [^]	1,265	1,238	(27)	(2%)	101	\$30.09	\$36.76	\$49.41	Bachelor's degree	None	None
	41-9031	Sales Engineers [^]	929	906	(23)	(2%)	96	\$38.77	\$50.67	\$71.94	Bachelor's degree	None	Moderate-term on-the-job training

Skill Level	SOC	Occupation	2022 Jobs	2027 Jobs	5-Yr Change	5-Yr % Change	Annual Openings	Pct. 25 Hourly Earnings	Median Hourly Earnings	Pct. 75 Hourly Earnings	Typical Entry Level Education	Work Experience Required	Typical On-The-Job Training
Above Middle-Skill	15-2031	Operations Research Analysts^#	894	1,005	111	12%	87	\$31.09	\$38.84	\$51.70	Bachelor's degree	None	None
	13-1131	Fundraisers^	703	793	90	13%	86	\$24.70	\$29.92	\$38.92	Bachelor's degree	None	None
	13-2053	Insurance Underwriters^	1,217	1,072	(146)	(12%)	86	\$34.61	\$45.50	\$57.68	Bachelor's degree	None	Moderate-term on-the-job training
	11-3061	Purchasing Managers^	902	923	22	2%	79	\$51.48	\$67.04	\$81.71	Bachelor's degree	5 years or more	None
	13-2061	Financial Examiners^	625	690	65	10%	65	\$29.88	\$39.39	\$51.20	Bachelor's degree	None	Long-term on-the-job training
	11-2032	Public Relations Managers^	660	698	38	6%	62	\$46.91	\$62.03	\$86.02	Bachelor's degree	5 years or more	None
	11-3131	Training and Development Managers^	585	610	25	4%	57	\$45.38	\$58.68	\$80.12	Bachelor's degree	5 years or more	None
	13-2054	Financial Risk Specialists^	623	642	19	3%	54	\$36.56	\$47.97	\$62.24	Bachelor's degree	None	None
	11-2011	Advertising and Promotions Managers^	427	437	10	2%	45	\$39.20	\$56.75	\$81.92	Bachelor's degree	Less than 5 years	None
	13-2031	Budget Analysts^	519	538	18	4%	43	\$37.51	\$46.78	\$59.25	Bachelor's degree	None	None
	11-9179	Personal Service Managers, All Other^	396	438	42	11%	41	\$9.26	\$22.50	\$27.67	Bachelor's degree	Less than 5 years	None
	13-1075	Labor Relations Specialists^	380	390	10	3%	38	\$32.57	\$43.09	\$50.49	Bachelor's degree	Less than 5 years	None
	13-2071	Credit Counselors^	263	283	20	8%	25	\$19.75	\$26.63	\$31.40	Bachelor's degree	None	Moderate-term on-the-job training
	11-2033	Fundraising Managers^	216	240	24	11%	23	\$39.20	\$50.40	\$70.64	Bachelor's degree	5 years or more	None
	13-2081	Tax Examiners and Collectors, and Revenue Agents^	246	249	3	1%	22	\$33.30	\$41.93	\$52.99	Bachelor's degree	None	Moderate-term on-the-job training
11-3111	Compensation and Benefits Managers^	218	220	2	1%	17	\$48.07	\$62.16	\$81.85	Bachelor's degree	5 years or more	None	

Skill Level	SOC	Occupation	2022 Jobs	2027 Jobs	5-Yr Change	5-Yr % Change	Annual Openings	Pct. 25 Hourly Earnings	Median Hourly Earnings	Pct. 75 Hourly Earnings	Typical Entry Level Education	Work Experience Required	Typical On-The-Job Training
Above Middle-Skill	13-1011	Agents and Business Managers of Artists, Performers, and Athletes [^]	165	146	(19)	(11%)	17	\$20.87	\$37.34	\$59.78	Bachelor's degree	Less than 5 years	None
	15-2011	Actuaries ^{^#}	179	185	6	4%	12	\$45.62	\$58.58	\$67.68	Bachelor's degree	None	Long-term on-the-job training
	19-3032	Industrial-Organizational Psychologists ^{^#}	66	70	4	6%	6	\$35.91	\$50.45	\$68.45	Master's degree	None	Internship/residency

APPENDIX E: BUSINESS AND ENTREPRENEURSHIP SUPPLY – COMMUNITY COLLEGE AND NON- COMMUNITY COLLEGE AWARDS

This appendix provides labor market supply information, which equates to educational awards, for the Business and Entrepreneurship sector.

Exhibit 25 shows the distribution of community college awards in Orange County by program in the Business and Entrepreneurship sector.

Exhibit 25: Business and Entrepreneurship Community College Awards by Program, 2020-2023

TOP	Program	2020-2021 Awards	2021-2022 Awards	2022-2023 Awards	3-Year Award Average
0501.00	Business and Commerce, General	44	77	50	57
0502.00	Accounting	580	929	858	789
0502.10	Tax Studies	32	64	49	48
0504.00	Banking and Finance	0	1	12	4
0505.00	Business Administration	2,510	2,621	2,484	2,538
0506.00	Business Management	474	201	359	345
0506.30	Management Development and Supervision	74	201	153	143
0506.40	Small Business and Entrepreneurship	53	265	254	191
0508.00	International Business and Trade	38	43	50	44
0509.00	Marketing and Distribution	138	67	119	108
0509.10	Advertising	4	10	12	9
0509.20	Purchasing	-	-	-	-
0509.40	Sales and Salesmanship	6	10	0	5
0509.70	E-Commerce (Business Emphasis)	-	-	-	-
0511.00	Real Estate	218	507	367	364
0511.10	Escrow	2	4	6	4
0512.00	Insurance	-	-	-	-
0514.00	Office Technology/Office Computer Applications	379	286	313	326
0514.10	Legal Office Technology	3	2	2	2
0518.00	Customer Service	2	10	4	5
0599.00	Other Business and Management	14	9	11	11
1255.00	Mortuary Science	53	45	41	46
3005.00	Custodial Services	-	-	-	-
3007.00	Cosmetology and Barbering	309	384	432	375
	Total/Average	4,933	5,736	5,576	5,415

Exhibit 26 details Business and Entrepreneurship sector supply award counts by Orange County community college.

Exhibit 26: Business and Entrepreneurship Community College Awards by College, 2020-2023

College	2020-2021 Awards	2021-2022 Awards	2022-2023 Awards	3-Year Award Average
Coastline	828	653	569	683
Cypress	305	266	307	293
Fullerton	512	563	527	534
Golden West	330	286	353	323
Irvine Valley	578	1,539	1,115	1,077
North Orange Adult	67	92	114	91
Orange Coast	582	581	415	526
Saddleback	632	817	853	767
Santa Ana	641	540	545	575
Santiago Canyon	458	399	778	545
Total/Average	4,933	5,736	5,576	5,415

Exhibit 27 provides the number of Business and Entrepreneurship sector awards conferred by non-community college programs.

Exhibit 27: Business and Entrepreneurship Non-Community College Awards by Program, 2019-2022

CIP	Program	2019-2020 Awards	2020-2021 Awards	2021-2022 Awards	3-Year Award Average
09.0903	Advertising	-	-	-	-
11.0601	Data Entry/Microcomputer Applications, General	-	-	-	-
12.0301	Funeral Service and Mortuary Science, General	-	-	-	-
12.0401	Cosmetology/Cosmetologist, General	292	227	330	283
12.0402	Barbering/Barber	105	100	115	107
12.0406	Make-Up Artist/Specialist	-	-	-	-
12.0407	Hair Styling/Stylist and Hair Design	-	-	-	-
12.0408	Facial Treatment Specialist/Facialist	-	-	-	-
12.0409	Aesthetician/Esthetician and Skin Care Specialist	563	638	863	688
12.0410	Nail Technician/Specialist and Manicurist	844	621	637	701

CIP	Program	2019-2020 Awards	2020-2021 Awards	2021-2022 Awards	3-Year Award Average
12.0412	Salon/Beauty Salon Management/Manager	-	-	-	-
12.0413	Cosmetology, Barber/Styling, and Nail Instructor	7	5	10	7
12.0414	Master Aesthetician/Esthetician	-	-	-	-
12.0499	Cosmetology and Related Personal Grooming Arts, Other	0	0	13	4
30.7102	Business Analytics	-	-	-	-
52.0101	Business/Commerce, General	-	-	-	-
52.0201	Business Administration and Management, General	4,532	4,939	4,566	4,679
52.0202	Purchasing, Procurement/Acquisitions and Contracts Management	-	-	-	-
52.0204	Office Management and Supervision	-	-	-	-
52.0205	Operations Management and Supervision	-	-	-	-
52.0208	E-Commerce/Electronic Commerce	0	0	3	1
52.0215	Risk Management	-	-	-	-
52.0301	Accounting	110	106	109	108
52.0302	Accounting Technology/Technician and Bookkeeping	-	-	-	-
52.0401	Administrative Assistant and Secretarial Science, General	-	-	-	-
52.0407	Business/Office Automation/Technology/Data Entry	-	-	-	-
52.0408	General Office Occupations and Clerical Services	29	26	33	29
52.0411	Customer Service Support/Call Center/Teleservice Operation	-	-	-	-
52.0701	Entrepreneurship/Entrepreneurial Studies	4	36	56	32
52.0703	Small Business Administration/Management	-	-	-	-
52.0704	Social Entrepreneurship	-	-	-	-
52.0801	Finance, General	0	0	16	5
52.0803	Banking and Financial Support Services	1	0	4	2

CIP	Program	2019-2020 Awards	2020-2021 Awards	2021-2022 Awards	3-Year Award Average
52.0810	Financial Risk Management	-	-	-	-
52.1101	International Business/Trade/Commerce	77	80	65	74
52.1401	Marketing/Marketing Management, General	11	12	25	16
52.1404	Digital Marketing	-	-	-	-
52.1501	Real Estate	0	0	15	5
52.1601	Taxation	23	15	21	20
52.1701	Insurance	-	-	-	-
52.1802	Merchandising and Buying Operations	-	-	-	-
52.1804	Selling Skills and Sales Operations	-	-	-	-
Total/Average		6,598	6,805	6,881	6,761

Exhibit 28 includes the number of Business and Entrepreneurship sector awards conferred by non-community college institutions.

Exhibit 28: Business and Entrepreneurship Non-Community College Awards by Institution, 2019-2022

Institution	2019-2020 Awards	2020-2021 Awards	2021-2022 Awards	3-Year Award Average
Advance Beauty College	505	484	544	511
Asian-American International Beauty College	508	363	446	439
Bethesda University	47	57	39	48
California Intercontinental University	26	32	68	42
California State University-Fullerton	2,553	2,640	2,399	2,531
Career Academy of Beauty	131	164	204	166
Chapman University	577	583	604	588
Coastline Beauty College	219	195	222	212
Coba Academy	52	44	88	61
Concordia University-Irvine	126	122	99	116
CRU Institute of Cosmetology and Barbering	33	19	27	26
Haven University	0	0	3	1
Hope International University	72	56	59	62
InterCoast Colleges-Santa Ana	18	0	0	6
Pacific College	-	-	-	-
Paul Mitchell the School-Costa Mesa	238	221	285	248
Platt College-Anaheim	14	9	5	9
Santa Ana Beauty Academy	12	7	26	15
Santa Ana Beauty College	94	76	98	89
Thanh Le College School of Cosmetology	19	18	28	22
The Chicago School of Professional Psychology at Anaheim	0	4	1	2
Touro University Worldwide	0	0	10	3
UEI College-Garden Grove	29	26	33	29
University of California-Irvine	497	591	571	553
University of Massachusetts Global	352	433	467	417
Vanguard University of Southern California	66	87	68	74
West Coast University-Orange County	0	0	11	4
Westcliff University	410	574	476	487
Total/Average	6,598	6,805	6,881	6,761



Important Disclaimers

All representations included in this report have been produced from primary research and/or secondary review of publicly and/or privately available data and/or research reports. This study examines the most recent data available at the time of the analysis; however, data sets are updated regularly and may not be consistent with previous reports. Efforts have been made to qualify and validate the accuracy of the data and the report findings; however, neither the Centers of Excellence for Labor Market Research (COE), COE host district, nor California Community Colleges Chancellor's Office are responsible for the applications or decisions made by individuals and/or organizations based on this study or its recommendations.

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