



# CENTRAL REGION

SAN DIEGO COUNTY

# Subregional Profile

October 2023



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## 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.

# Introduction

This subregional profile highlights demographics, industries, and occupations in the Central Region of San Diego County. The San Diego & Imperial Center of Excellence (COE) categorizes San Diego County into four major subregions: Central, East, North, and South (Exhibit 1). The purpose of this brief is to assist the San Diego & Imperial COE's stakeholders in developing strategic plans to support the occupational demand and workforce needs of employers in the Central Region.

**Exhibit 1: San Diego County's Four Regions**

## San Diego County



For the purpose of this report, the Central Region is defined by the following zip codes (Exhibit 2). The information, exhibits, and analyses in this brief will be based on these zip codes.<sup>1</sup>

**Exhibit 2: San Diego County's Central Region by Zip Codes**

Zip Code	Area	Zip Code	Area
92037	La Jolla	92119	San Diego
92038	La Jolla	92120	San Diego
92039	La Jolla	92121	San Diego
92064	Poway	92122	San Diego
92074	Poway	92123	San Diego
92091	Rancho Santa Fe	92124	San Diego
92092	La Jolla	92126	San Diego
92093	La Jolla	92127	San Diego
92101	San Diego	92128	San Diego
92102	San Diego	92129	San Diego
92103	San Diego	92130	San Diego
92104	San Diego	92131	San Diego
92105	San Diego	92132	San Diego
92106	San Diego	92134	San Diego
92107	San Diego	92137	San Diego
92108	San Diego	92138	San Diego
92109	San Diego	92139	San Diego
92110	San Diego	92140	San Diego
92111	San Diego	92142	San Diego
92112	San Diego	92145	San Diego
92113	San Diego	92147	San Diego
92114	San Diego	92149	San Diego
92115	San Diego	92150	San Diego
92116	San Diego	92159	San Diego

<sup>1</sup> The backbone of ZIP-level data is Lightcast's county-level data, which is built using the U.S. Bureau of Labor Statistics Quarterly Census of Employment and Wages (QCEW) dataset, the most complete source of employment data available in the United States ([kb.lightcast.io/en/articles/6957501-zip-level-employment-data](https://kb.lightcast.io/en/articles/6957501-zip-level-employment-data)). Strictly speaking, ZIP codes are not geographical areas. They are a construct used by the Postal Service to define carrier routes. While many ZIP codes can be approximated using geographical boundaries, many are points on a map. [kb.lightcast.io/en/articles/6957501-zip-level-employment-data](https://kb.lightcast.io/en/articles/6957501-zip-level-employment-data).

Zip Code	Area
92117	San Diego
92161	San Diego
92163	San Diego
92165	San Diego
92166	San Diego
92167	San Diego
92168	San Diego
92169	San Diego
92170	San Diego
92171	San Diego
92172	San Diego
92174	San Diego
92175	San Diego
92176	San Diego

Zip Code	Area
92160	San Diego
92177	San Diego
92182	San Diego
92186	San Diego
92187	San Diego
92191	San Diego
92192	San Diego
92193	San Diego
92195	San Diego
92196	San Diego
92197	San Diego
92198	San Diego
92199	San Diego

**Data Source**

The data presented in this report was derived from Lightcast’s Analyst program. The dataset is 2023.02.

## Fast Facts About the Central Region

### Exhibit 3: Fast Facts About the Central Region



**1,315,815**

#### Total Population (2022)

The Central Region had a population of 1,315,815 in 2022, and this number is projected to decrease by six percent over the next 10 years. The zip code with the highest projected population growth is 92134 (San Diego).



**\$98,073**

#### Avg. Earnings Per Job (2022)

In the Central Region, average earnings were estimated at \$98,073 in 2022, which is higher than the national average reported across industries. National average earnings per job in 2022 were \$80,938.



**922,929**

#### Total Jobs (2022)

The Central Region's total number of jobs in 2022 was 922,929, and the zip code with the most jobs was 92121 (San Diego). Comparatively, San Diego County had 1,767,478 jobs in 2022.



**15%**

#### Projected Job Growth (2022-2032)

Between 2022 and 2032, the number of jobs is projected to increase by 139,156 jobs, or 15 percent. The zip code with the most annual job openings is projected to be 92121 (San Diego).

## Demographics

In 2022, the Central Region had a population of 1,315,815 residents (Exhibit 4). Over the next 10 years, the population is expected to decrease by 74,136 residents, or six percent. The zip code with the highest growth rate is expected to be 92134 (San Diego) (Exhibit 5).

**Exhibit 4: Total Population and Projected Percentage Change in the Central Region, 2022-2032**



Total Population, 2022	Total Population, 2032	Projected % Change
1,315,815	1,241,679	-6%

**Exhibit 5: Total Population and Projected Percentage Change by Zip Code in the Central Region, 2022-2032**

Zip Code and Area	Population, 2022	Population, 2032	Projected % Change
92126 San Diego	78,107	76,243	-2%
92105 San Diego	69,064	68,517	-1%
92114 San Diego	66,627	63,705	-4%
92115 San Diego	58,462	58,398	0%
92130 San Diego	54,856	52,608	-4%
92127 San Diego	50,748	47,784	-6%
92129 San Diego	50,481	47,414	-6%
92117 San Diego	50,462	45,757	-9%
92104 San Diego	47,021	45,431	-3%
92113 San Diego	46,778	47,353	1%
92064 Poway	45,508	39,755	-13%
92128 San Diego	45,370	40,167	-11%
92111 San Diego	45,040	42,888	-5%
92109 San Diego	42,968	40,084	-7%
92122 San Diego	42,335	41,543	-2%
92101 San Diego	40,978	37,541	-8%
92102 San Diego	39,959	39,288	-2%
92139 San Diego	35,589	34,707	-2%
92131 San Diego	34,751	31,952	-8%
92037 La Jolla	34,460	28,615	-17%
92103 San Diego	31,770	27,789	-13%
92123 San Diego	31,224	30,035	-4%
92120 San Diego	30,029	27,355	-9%
92124 San Diego	29,863	28,155	-6%
92116 San Diego	29,769	28,747	-3%
92107 San Diego	29,502	27,486	-7%
92110 San Diego	29,051	28,002	-4%
92119 San Diego	22,120	19,132	-14%
92108 San Diego	21,280	20,050	-6%
92106 San Diego	16,205	14,341	-12%
92174 San Diego	3,488	3,514	1%

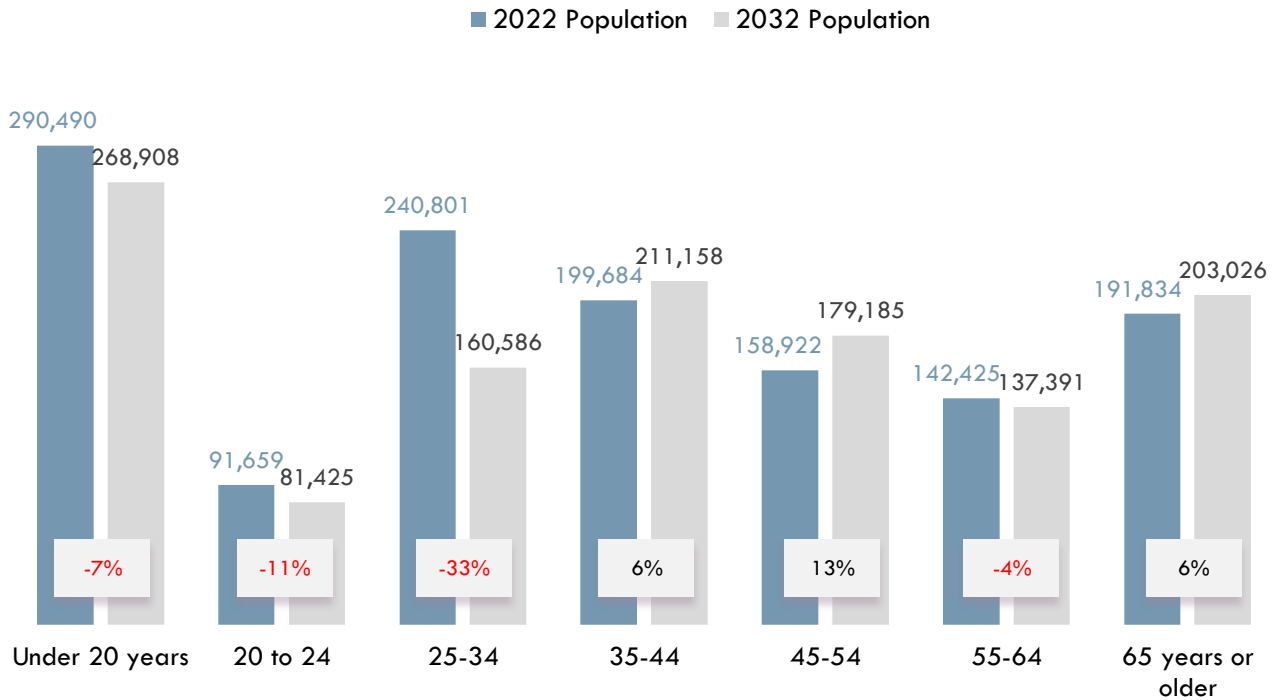
Zip Code and Area	Population, 2022	Population, 2032	Projected % Change
92140 San Diego	3,388	3,077	-9%
92121 San Diego	3,259	3,149	-3%
92196 San Diego	3,148	2,984	-5%
92112 San Diego	3,119	2,805	-10%
92150 San Diego	2,901	2,747	-5%
92192 San Diego	2,803	2,652	-5%
92195 San Diego	2,778	2,771	0%
92177 San Diego	2,726	2,415	-11%
92165 San Diego	2,210	2,236	1%
92175 San Diego	2,065	1,933	-6%
92170 San Diego	2,049	2,096	2%
92172 San Diego	2,020	1,900	-6%
92171 San Diego	1,951	1,967	1%
92074 Poway	1,876	1,682	-10%
92091 Rancho Santa Fe	1,861	1,746	-6%
92159 San Diego	1,793	1,682	-6%
92147 San Diego	1,662	1,585	-5%
92038 La Jolla	1,653	1,128	-32%
92166 San Diego	1,574	1,144	-27%
92193 San Diego	1,479	1,339	-9%
92163 San Diego	1,469	1,337	-9%
92168 San Diego	1,453	1,431	-2%
92138 San Diego	1,418	1,453	2%
92169 San Diego	1,378	1,285	-7%
92142 San Diego	1,363	1,214	-11%
92160 San Diego	1,308	1,211	-7%
92198 San Diego	1,233	581	-53%
92149 San Diego	1,232	1,125	-9%
92176 San Diego	1,165	1,187	2%
92191 San Diego	1,091	1,003	-8%
92167 San Diego	980	916	-7%
92039 La Jolla	958	935	-2%
92137 San Diego	291	298	2%
92134 San Diego	290	309	7%
92092 La Jolla	N/A	N/A	N/A
92093 La Jolla	N/A	N/A	N/A
92132 San Diego	N/A	N/A	N/A
92145 San Diego	N/A	N/A	N/A
92161 San Diego	N/A	N/A	N/A
92182 San Diego	N/A	N/A	N/A
92186 San Diego	N/A	N/A	N/A
92187 San Diego	N/A	N/A	N/A
92197 San Diego	N/A	N/A	N/A
92199 San Diego	N/A	N/A	N/A



# Age

In 2022, 47 percent (622,950 residents) of the Central Region’s population was under 35 years old (Exhibit 6). Over the next 10 years, it is projected that the number of individuals under 35 will decrease by six percent. By 2032, the greatest population change expected for the Central Region will be in the 25-34 years age group, which is projected to decrease by 33 percent.

**Exhibit 6: Age Breakdown and Projected Percentage Change in the Central Region, 2022-2032<sup>2</sup>**



## Prime-Working-Age Adults in the Central Region

According to the Bureau of Labor Statistics, the “prime-working-age” is between 25 and 54 years old. In 2022, 46 percent of the Central Region’s population was classified as “prime-working-age” and could potentially participate in the labor force. Projection data suggests that this percentage will remain stable through 2032.

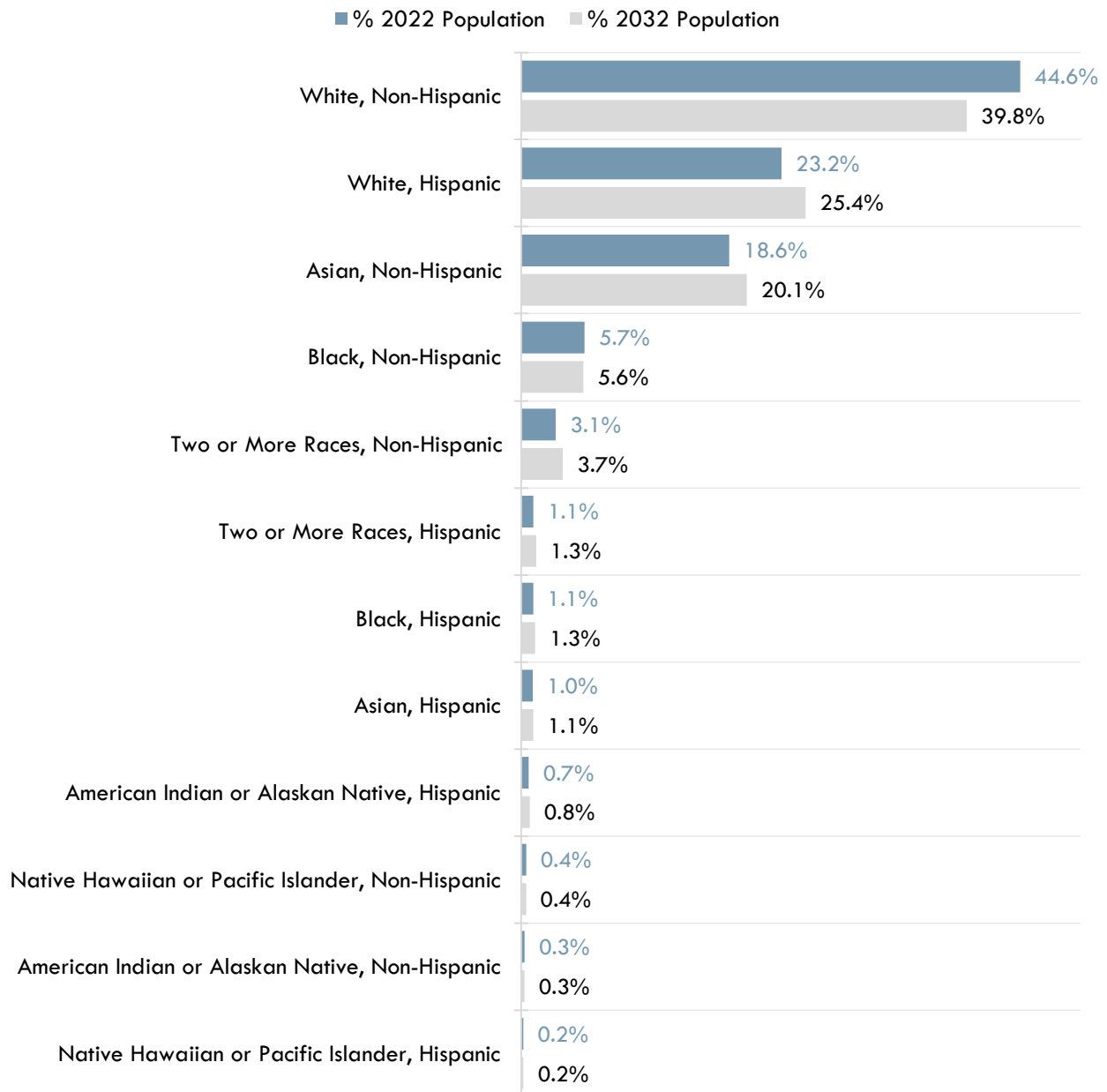
Disclaimer: These numbers represent individuals who are of the “prime-working age” (25-54), and do not necessarily represent the labor force. This number does not account for individuals who do not participate in the labor force due to a variety of reasons, including personal choice, ability status, employment opportunity, and situational circumstances, for example.

<sup>2</sup> Total differs due to rounding.

# Ethnicity

In 2022, 45 percent of the Central Region’s population was White, Non-Hispanic. By 2032, that percentage is projected to decrease to 40 percent (Exhibit 7).<sup>3</sup> Please note that the San Diego-Imperial COE is aware that these ethnic and racial categories do not entirely reflect the population’s increasing diversity. However, the categories below represent the information reported to the federal government through population surveys.

**Exhibit 7: Ethnicity Breakdown in the Central Region, 2022-2032<sup>4</sup>**



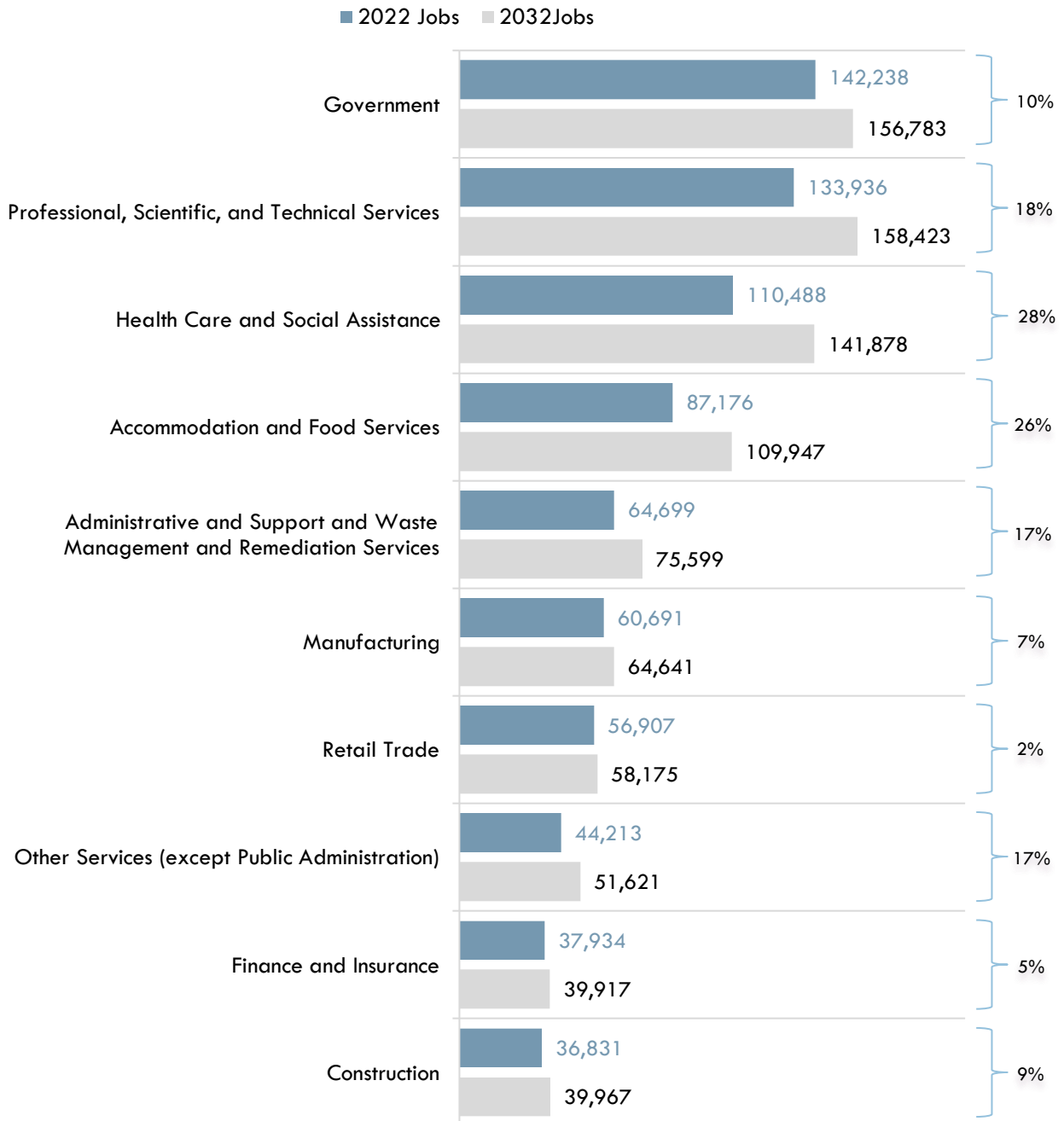
<sup>3</sup> The federal government tracks several racial categories (e.g., White, Black or African American, Asian) but only two ethnic categories, Hispanic and Non-Hispanic. There may be some overlap between race and ethnicity unless the two characteristics are clearly separated, (e.g., White, Non-Hispanic, White, Hispanic, and Non-White Hispanic). See [obamawhitehouse.archives.gov/omb/fedreg\\_race-ethnicity](https://obamawhitehouse.archives.gov/omb/fedreg_race-ethnicity) and [kb.economicmodeling.com/glossary/race-and-ethnicity](https://kb.economicmodeling.com/glossary/race-and-ethnicity).

<sup>4</sup> Totals may not add to 100 percent due to rounding.

## Industries

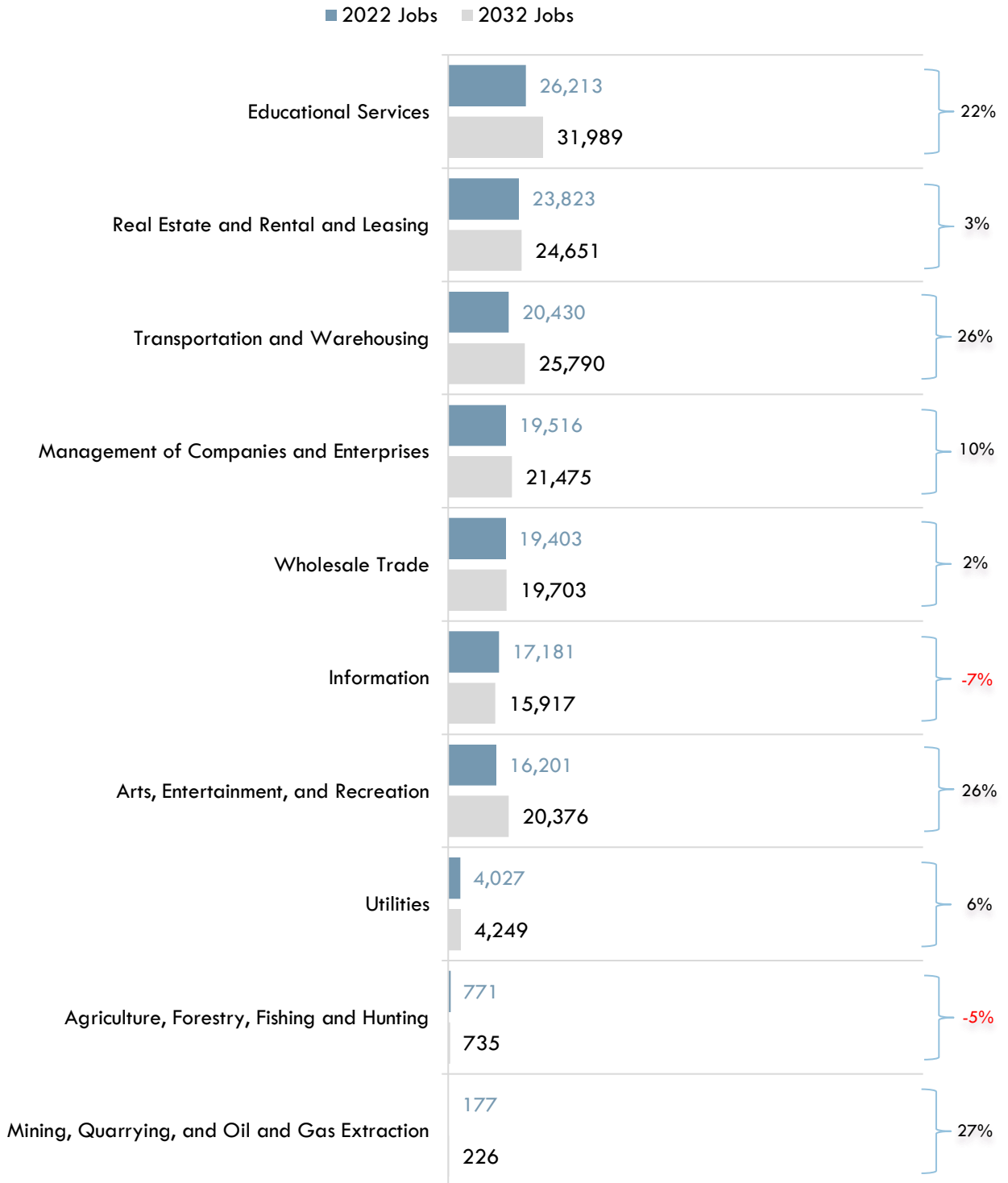
Exhibit 8 and Exhibit 9 show the number of jobs and the projected percentage change by industry in the Central Region. The industries with the most jobs in 2022 were Government<sup>5</sup>; Professional, Scientific, and Technical Services; Health Care and Social Assistance; Accommodation and Food Services; and Administrative and Support and Waste Management and Remediation Services. Between 2022 and 2032, the industries projected to have job decline are Information and Agriculture, Forestry, Fishing and Hunting.

**Exhibit 8: Number of Jobs by Industry and Projected Percentage Change in the Central Region, 2022-2032**



<sup>5</sup> "Government" represents Public Administration and Educational Services, which are two separate two-digit NAICS codes.

**Exhibit 9: Number of Jobs by Industry and Projected Percentage Change in the Central Region, 2022-2032**



## Jobs

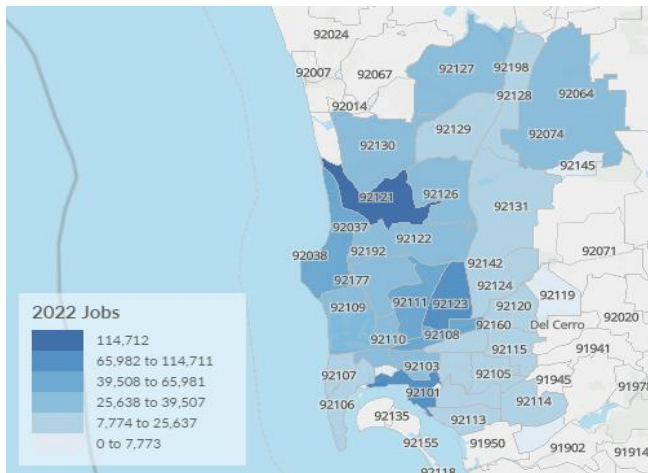
Between 2022 and 2032, the number of jobs in the Central Region is expected to increase from 922,929 to 1,062,085, which is an increase of 139,156 jobs, or 15 percent. Comparatively, San Diego County and California are projected to grow by 240,383 jobs (14 percent) and 2,848,499 jobs (14 percent), respectively (Exhibit 10).

**Exhibit 10: Number of Jobs and Projected Percentage Change by Region, 2022-2032**

Region	Jobs, 2022	Jobs, 2032	Job Change, 2022-2032	Projected % Change
Central Region	922,929	1,062,085	139,156	15%
San Diego County	1,767,478	2,007,861	240,383	14%
California	20,352,832	23,201,331	2,848,499	14%

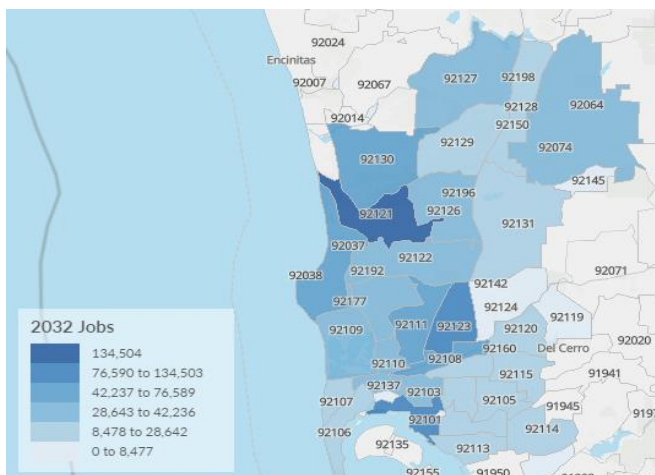
## Job Concentration By Zip Code in the Central Region

**Exhibit 11: Job Concentration in 2022**



In 2022, the most jobs were located in zip code 92121, which is San Diego (Exhibit 11).

**Exhibit 12: Job Concentration in 2032**



The most jobs are projected to remain in the same area in 2032 (Exhibit 12).

Between 2022 and 2032, employers in the Central Region are projected to hire 126,925 workers annually (i.e., average annual job openings) (Exhibit 13). The greatest labor market demand is expected in San Diego (92121), San Diego (92101), and San Diego (92123) (Exhibit 14). Labor market demand is defined by the number of jobs per year that employers expect to fill (i.e., annual job openings), including new jobs and backfill jobs due to attrition caused by turnover and retirement, for example.

**Exhibit 13: Average Annual Job Openings in the Central Region, 2022-2032**



**126,925**  
Average  
Annual Job Openings  
(2022-2032)

**92121**  
Zip Code with the Highest  
Annual Job Openings  
(2022-2032)

**Exhibit 14: Average Annual Job Openings by Zip Code in the Central Region, 2022-2032**

Zip Code	Area	Annual Jobs Openings	Zip Code	Area	Annual Jobs Openings
92121	San Diego	14,293	92117	San Diego	3,482
92101	San Diego	11,973	92115	San Diego	3,181
92123	San Diego	8,484	92128	San Diego	2,922
92108	San Diego	6,642	92131	San Diego	2,268
92037	La Jolla	6,422	92104	San Diego	2,076
92111	San Diego	5,742	92120	San Diego	2,055
92130	San Diego	5,006	92113	San Diego	2,014
92110	San Diego	4,439	92106	San Diego	1,979
92109	San Diego	4,412	92102	San Diego	1,743
92064	Poway	4,353	92105	San Diego	1,616
92126	San Diego	4,313	92129	San Diego	1,421
92103	San Diego	4,214	92107	San Diego	1,361
92093	La Jolla	4,156	92182	San Diego	1,326
92127	San Diego	4,125	92114	San Diego	1,258
92122	San Diego	4,050	92116	San Diego	1,071

**Exhibit 14: Average Annual Job Openings by Zip Code in the Central Region, 2022-2032**

Zip Code	Area	Annual Jobs Openings	Zip Code	Area	Annual Jobs Openings
92124	San Diego	880	92169	San Diego	15
92119	San Diego	664	92039	La Jolla	14
92139	San Diego	617	92191	San Diego	13
92134	San Diego	420	92132	San Diego	13
92140	San Diego	417	92192	San Diego	11
92145	San Diego	389	92168	San Diego	10
92161	San Diego	261	92199	San Diego	10
92091	Rancho Santa Fe	235	92166	San Diego	9
92038	La Jolla	68	92195	San Diego	7
92150	San Diego	52	92165	San Diego	7
92198	San Diego	46	92172	San Diego	7
92147	San Diego	42	92174	San Diego	6
92138	San Diego	40	92149	San Diego	6
92092	La Jolla	40	92167	San Diego	6
92142	San Diego	30	92193	San Diego	6
92196	San Diego	26	92112	San Diego	5
92177	San Diego	25	92171	San Diego	4
92159	San Diego	25	92175	San Diego	3
92163	San Diego	21	92170	San Diego	2
92137	San Diego	20	92186	San Diego	1
92176	San Diego	20	92187	San Diego	0
92074	Poway	19	92197	San Diego	0
92160	San Diego	16			

## Top Jobs with High Entry-Level Earnings

The following section highlights the top jobs with high entry-level earnings in the Central Region. Top jobs with high entry-level earnings are defined as occupations with:



- The greatest labor market demand (highest average number of annual job openings between 2022 and 2032); and
- Entry-level hourly earnings equal to or higher than the Self-Sufficiency Standard<sup>6</sup>

Exhibit 15 summarizes the top jobs with high entry-level earnings by typical entry-level education. These top jobs were derived from Exhibit 16, Exhibit 17, Exhibit 18, and Exhibit 19 which separates the top jobs in the Central Region into four categories based on typical entry-level education: 1) bachelor's degree or higher; 2) associate degree; 3) some college or postsecondary education non-degree award; and 4) high school diploma or lower.

**Exhibit 15: Top Jobs with the Most Annual Job Openings by Education in the Central Region**

Typical Entry-Level Education	Occupational Title	Annual Job Openings	Entry-Level Earnings	Median Earnings
Bachelor's Degree or Higher	Postsecondary Teachers	1,882	\$33.58	\$49.34
Associate Degree	Paralegals and Legal Assistants	391	\$23.45	\$29.76
Some College or Postsecondary Non-degree	Heavy and Tractor-Trailer Truck Drivers	604	\$18.52	\$23.48
High School Diploma or Lower	First-Line Supervisors of Office and Administrative Support Workers	968	\$23.44	\$29.74

<sup>6</sup> Hourly earnings are grouped into five percentiles: 10th, 25th, 50th (median), 75th, and 90th. Entry-level or 25th percentile earnings of \$18.43/hr. indicate that 75 percent of the workers in that occupation make **more** than \$18.43/hr. Median earnings of \$18.43/hr. mean that half of workers in that occupation make more and half make less. The Self-Sufficiency Standard in San Diego for one adult is \$18.43 (Family Needs Calculator, formerly the California Family Needs Calculator, Insight Center for Community Economic Development, last updated 2021. [insightccd.org/family-needs-calculator](https://insightccd.org/family-needs-calculator)).



**Exhibit 16: Top 20 Jobs with High Earnings that Require a Bachelor's Degree or Higher in the Central Region, 2022-2032**

SOC	Occupational Title	Annual Job Openings	Typical On-the-Job Training (OJT)	Work Experience Required	Entry-Level Earnings	Median Earnings
25-1099	Postsecondary Teachers*	1,882	None	None	\$33.58	\$49.34
11-1021	General and Operations Managers	1,736	None	5 years+	\$34.69	\$48.85
15-1252	Software Developers	1,392	None	None	\$49.17	\$62.88
29-1141	Registered Nurses	1,371	None	None	\$47.02	\$53.28
13-1199	Business Operations Specialists, All Other	1,360	None	None	\$23.27	\$35.35
13-2011	Accountants and Auditors	1,037	None	None	\$29.52	\$38.26
23-1011	Lawyers*	783	None	None	\$40.40	\$65.54
11-9199	Managers, All Other	782	None	< 5 years	\$35.82	\$56.03
13-1161	Market Research Analysts and Marketing Specialists	775	None	None	\$23.33	\$30.79
13-1071	Human Resources Specialists	656	None	None	\$28.97	\$36.56
13-1111	Management Analysts	644	None	< 5 years	\$30.70	\$39.20
11-3031	Financial Managers	557	None	5 years+	\$48.75	\$67.05
11-3021	Computer and Information Systems Managers	544	None	5 years+	\$62.94	\$79.41
13-1082	Project Management Specialists	541	None	None	\$36.55	\$47.74
15-1299	Computer Occupations, All Other	530	None	None	\$29.87	\$47.01
11-2022	Sales Managers	420	None	< 5 years	\$37.06	\$60.23
15-1211	Computer Systems Analysts	387	None	None	\$38.36	\$48.63
11-9111	Medical and Health Services Managers	387	None	< 5 years	\$37.23	\$58.35
25-2021	Elementary School Teachers, Except Special Education	378	None	None	\$29.51	\$37.22
41-3031	Securities, Commodities, and Financial Services Sales Agents	363	Moderate-term OJT	None	\$23.18	\$29.58

\*Require a doctoral or professional degree

**Exhibit 17: Top 20 Jobs with High Earnings that Require an Associate Degree in the Central Region, 2022-2032**

SOC	Occupational Title	Annual Job Openings	Typical On-the-Job Training (OJT)	Work Experience Required	Entry-Level Earnings	Median Earnings
23-2011	Paralegals and Legal Assistants	391	None	None	\$23.45	\$29.76
17-3023	Electrical and Electronic Engineering Technologists and Technicians	225	None	None	\$29.00	\$31.96
19-4099	Life, Physical, and Social Science Technicians, All Other	195	None	None	\$21.07	\$28.45
31-2021	Physical Therapist Assistants	133	None	None	\$29.44	\$36.97
17-3029	Engineering Technologists and Technicians, Except Drafters, All Other	131	None	None	\$28.68	\$37.37
17-3011	Architectural and Civil Drafters	112	None	None	\$29.01	\$29.69
29-1292	Dental Hygienists	97	None	None	\$47.73	\$47.80
15-1231	Computer Network Support Specialists	91	None	None	\$24.88	\$32.33
29-2034	Radiologic Technologists and Technicians	78	None	None	\$37.01	\$46.24
29-1126	Respiratory Therapists	61	None	None	\$36.94	\$46.29
31-2011	Occupational Therapy Assistants	58	None	None	\$36.31	\$38.11
17-3027	Mechanical Engineering Technologists and Technicians	49	None	None	\$22.69	\$29.02
17-3022	Civil Engineering Technologists and Technicians	45	None	None	\$28.50	\$29.50
49-2091	Avionics Technicians	45	None	None	\$36.58	\$37.24
29-2032	Diagnostic Medical Sonographers	36	None	None	\$46.58	\$49.27
17-3026	Industrial Engineering Technologists and Technicians	36	None	None	\$23.89	\$29.62
49-9062	Medical Equipment Repairers	34	Moderate-term OJT	None	\$22.34	\$29.67
53-2021	Air Traffic Controllers	33	Long-term OJT	None	\$53.81	\$69.93
17-3013	Mechanical Drafters	24	None	None	\$23.86	\$30.27
29-2031	Cardiovascular Technologists and Technicians	24	None	None	\$23.04	\$30.07

**Exhibit 18: Top 20 Jobs with High Earnings that Require Some College or Postsecondary Non-Degree Award in the Central Region, 2022-2032**

SOC	Occupational Title	Annual Job Openings	Typical On-the-Job Training (OJT)	Work Experience Required	Entry-Level Earnings	Median Earnings
53-3032	Heavy and Tractor-Trailer Truck Drivers	604	Short-term OJT	None	\$18.52	\$23.48
29-2061	Licensed Practical and Licensed Vocational Nurses	393	None	None	\$27.84	\$29.61
15-1232	Computer User Support Specialists*	379	None	None	\$22.81	\$29.26
49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	177	Long-term OJT	None	\$21.70	\$28.43
49-3011	Aircraft Mechanics and Service Technicians	168	None	None	\$30.08	\$36.98
31-9097	Phlebotomists	133	None	None	\$18.51	\$22.67
29-2099	Health Technologists and Technicians, All Other	129	None	None	\$18.44	\$22.85
33-2011	Firefighters	117	Long-term OJT	None	\$23.86	\$29.39
49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers	105	Moderate-term OJT	None	\$23.74	\$29.66
27-2011	Actors*	71	Long-term OJT	None	\$22.67	\$27.96
27-4011	Audio and Video Technicians	53	Short-term OJT	None	\$22.24	\$23.50
29-2055	Surgical Technologists	47	None	None	\$28.73	\$36.14
49-2094	Electrical and Electronics Repairers, Commercial and Industrial Equipment	38	Long-term OJT	None	\$25.81	\$32.66
53-5021	Captains, Mates, and Pilots of Water Vessels	35	None	< 5 years	\$21.50	\$30.27
29-2043	Paramedics	27	None	None	\$19.10	\$23.46
29-9021	Health Information Technologists and Medical Registrars	22	None	None	\$22.56	\$36.60
13-1032	Insurance Appraisers, Auto Damage	22	Moderate-term OJT	None	\$28.18	\$29.01
27-3092	Court Reporters and Simultaneous Captioners	20	Short-term OJT	None	\$20.39	\$36.76
51-9162	Computer Numerically Controlled Tool Programmers	16	Moderate-term OJT	None	\$29.44	\$36.95
53-5031	Ship Engineers	11	None	< 5 years	\$47.18	\$56.94

\*Require some college, no degree

**Exhibit 19: Top 1-20 (of 60) Jobs with High Earnings that Require a High School Diploma or Lower in the Central Region, 2022-2032**

SOC	Occupational Title	Annual Job Openings	Typical On-the-Job Training (OJT)	Work Experience Required	Entry-Level Earnings	Median Earnings
43-1011	First-Line Supervisors of Office and Administrative Support Workers	968	None	< 5 years	\$23.44	\$29.74
41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	764	Moderate-term OJT	None	\$22.57	\$29.54
47-2031	Carpenters	534	Apprenticeship	None	\$19.20	\$26.90
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	530	Moderate-term OJT	None	\$22.38	\$29.95
41-3021	Insurance Sales Agents	485	Moderate-term OJT	None	\$18.49	\$28.61
47-2111	Electricians	401	Apprenticeship	None	\$22.15	\$29.07
41-9022	Real Estate Sales Agents	377	Moderate-term OJT	None	\$20.44	\$31.86
43-6011	Executive Secretaries and Executive Administrative Assistants	351	None	< 5 years	\$28.95	\$35.22
43-5061	Production, Planning, and Expediting Clerks	344	Moderate-term OJT	None	\$19.36	\$23.58
43-6012	Legal Secretaries and Administrative Assistants	327	Moderate-term OJT	None	\$22.81	\$22.86
47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	322	None	5 years+	\$27.91	\$36.97
11-9051	Food Service Managers	312	None	< 5 years	\$22.66	\$28.71
53-1047	First-Line Supervisors of Transportation and Material Moving Workers, Except Aircraft Cargo Handling Supervisors	298	None	< 5 years	\$18.83	\$23.86
33-3051	Police and Sheriff's Patrol Officers	273	Moderate-term OJT	None	\$38.19	\$47.87
51-1011	First-Line Supervisors of Production and Operating Workers	272	None	< 5 years	\$23.37	\$30.44
47-2152	Plumbers, Pipefitters, and Steamfitters	262	Apprenticeship	None	\$21.85	\$28.97
49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	248	None	< 5 years	\$29.20	\$37.06
35-1011	Chefs and Head Cooks	243	None	5 years+	\$22.54	\$22.55
41-9021	Real Estate Brokers	213	None	< 5 years	\$36.58	\$39.37
51-4121	Welders, Cutters, Solderers, and Brazers	208	Moderate-term OJT	None	\$19.16	\$23.88

**Exhibit 20: Top 21-40 (of 60 Jobs) with High Earnings that Require a High School Diploma or Lower in the Central Region, 2022-2032**

SOC	Occupational Title	Annual Job Openings	Typical On-the-Job Training (OJT)	Work Experience Required	Entry-Level Earnings	Median Earnings
13-1031	Claims Adjusters, Examiners, and Investigators	158	Long-term OJT	None	\$29.42	\$37.03
33-3012	Correctional Officers and Jailers	146	Moderate-term OJT	None	\$30.67	\$38.49
41-1012	First-Line Supervisors of Non-Retail Sales Workers	128	None	< 5 years	\$24.62	\$35.37
43-3051	Payroll and Timekeeping Clerks	121	Moderate-term OJT	None	\$22.49	\$23.57
43-4061	Eligibility Interviewers, Government Programs	121	Moderate-term OJT	None	\$19.02	\$23.14
49-9041	Industrial Machinery Mechanics	116	Long-term OJT	None	\$22.87	\$29.10
47-2073	Operating Engineers and Other Construction Equipment Operators	111	Moderate-term OJT	None	\$27.22	\$35.17
33-3021	Detectives and Criminal Investigators	106	Moderate-term OJT	< 5 years	\$47.88	\$50.03
47-2081	Drywall and Ceiling Tile Installers*	105	Moderate-term OJT	None	\$21.72	\$27.80
43-5052	Postal Service Mail Carriers	93	Short-term OJT	None	\$20.25	\$26.77
49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	91	Long-term OJT	None	\$23.71	\$29.46
47-2211	Sheet Metal Workers	90	Apprenticeship	None	\$23.10	\$29.77
53-2031	Flight Attendants	90	Moderate-term OJT	< 5 years	\$26.02	\$32.39
53-3052	Bus Drivers, Transit and Intercity	89	Moderate-term OJT	None	\$18.84	\$23.21
11-3071	Transportation, Storage, and Distribution Managers	89	None	5 years+	\$36.60	\$47.60
51-2011	Aircraft Structure, Surfaces, Rigging, and Systems Assemblers	80	Moderate-term OJT	None	\$18.75	\$18.91
47-4011	Construction and Building Inspectors	78	Moderate-term OJT	5 years+	\$29.10	\$37.50
53-3051	Bus Drivers, School*	75	Short-term OJT	None	\$21.92	\$22.83
51-9011	Chemical Equipment Operators and Tenders	75	Moderate-term OJT	None	\$18.54	\$23.10
11-9081	Lodging Managers	68	None	< 5 years	\$21.23	\$28.82

\*Require no formal educational credential

**Exhibit 21: Top 41-60 (of 60) Jobs with High Earnings that Require a High School Diploma or Lower in the Central Region, 2022-2032**

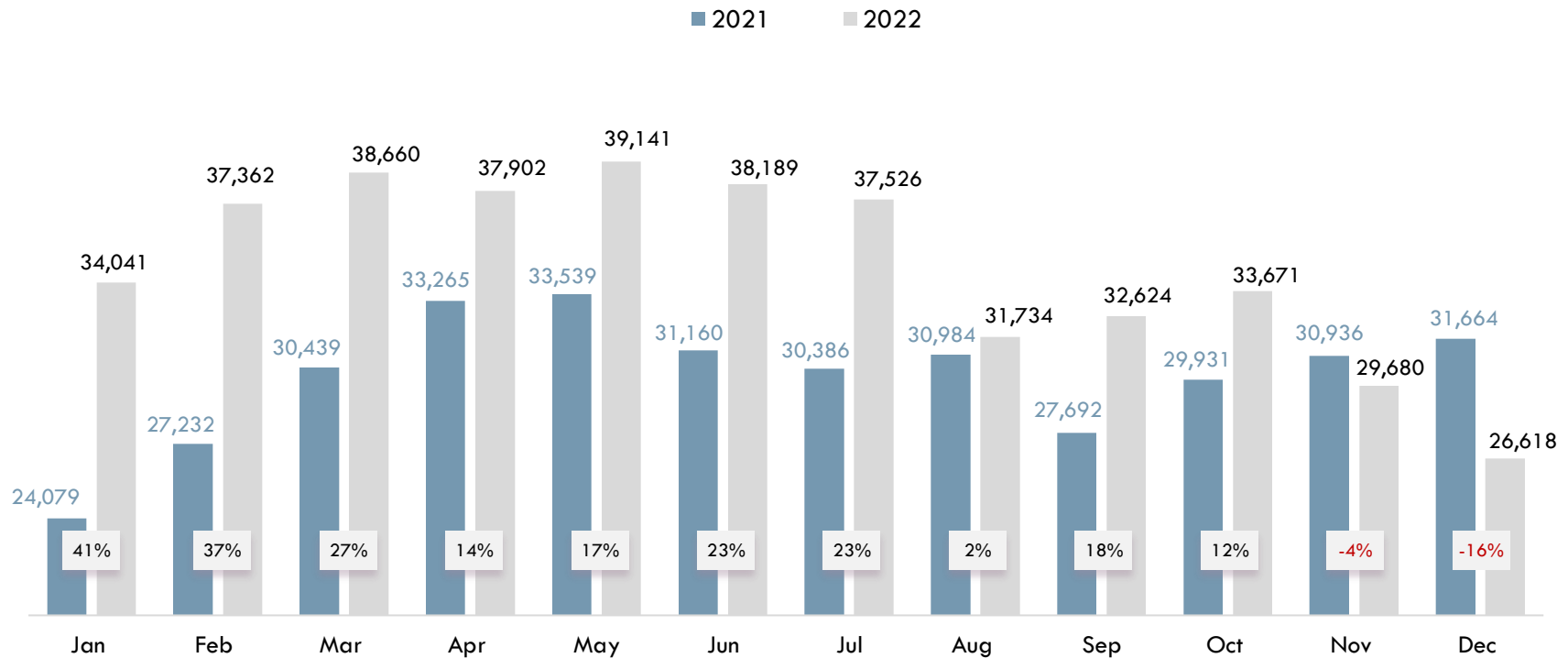
SOC	Occupational Title	Annual Job Openings	Typical On-the-Job Training (OJT)	Work Experience Required	Entry-Level Earnings	Median Earnings
49-3021	Automotive Body and Related Repairers	65	Long-term OJT	None	\$22.78	\$28.84
31-9093	Medical Equipment Preparers	62	Moderate-term OJT	None	\$22.05	\$28.14
37-1012	First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers	59	None	< 5 years	\$22.12	\$28.48
53-7081	Refuse and Recyclable Material Collectors*	59	Short-term OJT	None	\$21.89	\$29.00
49-2098	Security and Fire Alarm Systems Installers	57	Moderate-term OJT	None	\$22.70	\$28.89
37-3013	Tree Trimmers and Pruners	55	Short-term OJT	None	\$22.32	\$23.65
53-2012	Commercial Pilots	53	Moderate-term OJT	None	\$30.14	\$38.28
47-2051	Cement Masons and Concrete Finishers*	51	Moderate-term OJT	None	\$21.88	\$27.44
49-9051	Electrical Power-Line Installers and Repairers	50	Long-term OJT	None	\$38.61	\$58.85
49-3042	Mobile Heavy Equipment Mechanics, Except Engines	49	Long-term OJT	None	\$23.53	\$29.69
17-3031	Surveying and Mapping Technicians	49	Moderate-term OJT	None	\$28.31	\$29.24
21-1094	Community Health Workers	45	Short-term OJT	None	\$18.50	\$22.37
43-4031	Court, Municipal, and License Clerks	44	Long-term OJT	None	\$19.70	\$23.77
51-2041	Structural Metal Fabricators and Fitters	43	Moderate-term OJT	None	\$19.36	\$28.17
49-9052	Telecommunications Line Installers and Repairers	42	Long-term OJT	None	\$22.84	\$29.79
33-9093	Transportation Security Screeners	40	Short-term OJT	None	\$23.88	\$24.27
51-8021	Stationary Engineers and Boiler Operators	39	Long-term OJT	None	\$28.61	\$36.09
43-3061	Procurement Clerks	38	Moderate-term OJT	None	\$18.97	\$23.23
47-4041	Hazardous Materials Removal Workers	38	Moderate-term OJT	None	\$18.47	\$23.24
47-2231	Solar Photovoltaic Installers	37	Moderate-term OJT	None	\$19.50	\$23.17

\*Require no formal educational credential

## Online Job Postings

This report analyzes not only historical and projected data (traditional labor market information or LMI), but also recent data from online job postings (real-time LMI). Online job postings may provide additional insight into recent changes in the labor market that are not captured by historical data. In 2021, there was an average of 30,109 unique online job postings<sup>7</sup> in the Central Region (Exhibit 22), whereas in 2022 there was an average of 34,762 unique online job postings. Please note that online job postings do not equal labor market demand; demand is represented by annual job openings. Employers may post a position multiple times across numerous months and for various reasons, such as increasing the pool of applicants, for example.

**Exhibit 22: Number of Unique Online Job Postings and Percentage Change by Month in the Central Region, 2021-2022**



<sup>7</sup> Unique online job postings represent the number of job postings after deduplicating job postings that advertise the same vacancy. It should be noted, however, that the same job may be posted across multiple months.

## Businesses

Businesses in the Central Region posted a total of 361,307 unique job postings between January 2021 to December 2021. During this period, businesses with the greatest number of unique online job postings in the Central Region were University of California San Diego, Aerotek, and General Atomics (Exhibit 23).

**Exhibit 23: Top Businesses Ranked by Number of Unique Online Job Postings in the Central Region, 2021**

Rank	Company Name	Rank	Company Name
1	University of California San Diego*	26	San Diego State University*
2	Aerotek*	27	CyberCoders*
3	General Atomics*	28	Aya Healthcare*
4	Qualcomm*	29	Kforce*
5	Scripps Health*	30	Dexcom*
6	Robert Half*	31	LPL Financial*
7	Randstad*	32	Scripps Institution of Oceanography*
8	Allied Universal*	33	Aston Carter*
9	Sharp Healthcare*	34	Leidos*
10	Rady Children's Hospital*	35	County of San Diego*
11	Illumina*	36	San Diego Community College District*
12	Elevance Health*	37	Deloitte*
13	Jobot*	38	Kaiser Permanente*
14	Marriott International*	39	Teradata Operations*
15	GPAC*	40	Providence
16	Northrop Grumman*	41	Nordstrom
17	Intuit*	42	TuSimple
18	Cynet Systems	43	Starbucks*
19	Kelly Services*	44	NuVasive
20	ServiceNow*	45	YMCA
21	Apple*	46	Insight Global*
22	BD*	47	California State University*
23	Amazon*	48	Accenture*
24	Hilton*	49	Hyatt*
25	Family Health Centers of San Diego*	50	Motion Recruitment

\*Business also ranked as a top business in 2022



Businesses in the Central Region posted 417,148 unique online job postings between January 2022 and December 2022. During this period, businesses with the greatest number of unique online job postings in the Central Region were the University of California San Diego, Sharp Healthcare, and General Atomics (Exhibit 24).

**Exhibit 24: Top Businesses Ranked by Number of Unique Online Job Postings in the Central Region, 2022**

Rank	Company Name	Rank	Company Name
1	University of California San Diego*	26	Illumina*
2	Sharp Healthcare*	27	Accenture*
3	General Atomics*	28	Actalent
4	Randstad*	29	Intuit*
5	CyberCoders*	30	Family Health Centers of San Diego*
6	Deloitte*	31	Dexcom*
7	Qualcomm*	32	GPAC*
8	Scripps Health*	33	BD*
9	Jobot*	34	California State University*
10	Northrop Grumman*	35	Kaiser Permanente*
11	Aerotek*	36	Kelly Services*
12	Scripps Institution of Oceanography*	37	County of San Diego*
13	Robert Half*	38	ServiceNow*
14	Marriott International*	39	Elevance Health*
15	UnitedHealth Group	40	Leidos*
16	Allied Universal*	41	University of San Diego
17	Aston Carter*	42	LPL Financial*
18	Rady Children's Hospital*	43	City of San Diego
19	Hilton*	44	San Diego Society For Human Resource Management
20	ASML	45	Hyatt*
21	San Diego State University*	46	Eastridge
22	KPMG	47	Starbucks*
23	Amazon*	48	Teradata Operations*
24	Apple*	49	Insight Global*
25	Aya Healthcare*	50	San Diego Community College District*

\*Business also ranked as a top business in 2021

## Technical Skills

Businesses in the Central Region posted 361,307 unique online job postings between January 2021 and December 2021. During this period, the most requested technical skill listed in online job postings was “Microsoft Excel” (Exhibit 25).

**Exhibit 25: Top Technical Skills Ranked by Number of Unique Online Job Postings in the Central Region, 2021**

Rank	Technical Skill	Rank	Technical Skill
1	Microsoft Excel*	21	Python (Programming Language) *
2	Microsoft Office*	22	Agile Methodology*
3	Project Management*	23	Invoicing*
4	Marketing*	24	Process Improvement*
5	Microsoft PowerPoint*	25	Merchandising*
6	Auditing*	26	Warehousing*
7	Microsoft Outlook*	27	Billing*
8	Accounting*	28	Biology*
9	Computer Science*	29	Software Engineering*
10	Finance*	30	Office Equipment*
11	Data Analysis*	31	SQL (Programming Language) *
12	Microsoft Word*	32	Software Development*
13	Workflow Management*	33	Sales Prospecting*
14	Nursing*	34	Pharmaceuticals*
15	Automation*	35	Business Development*
16	Customer Relationship Management*	36	Purchasing*
17	Data Entry*	37	Construction*
18	Selling Techniques*	38	Housekeeping
19	Restaurant Operation*	39	Bilingual (Spanish/English)
20	New Product Development*	40	Spreadsheets*

\*Technical skill also ranked as top skill in 2022

Businesses in the Central Region posted 417,148 unique online job postings between January 2022 and December 2022. During this period, the most requested technical skill listed in online job postings was “Microsoft Excel” (Exhibit 26).

**Exhibit 26: Top Technical Skills Ranked by Number of Unique Online Job Postings in the Central Region, 2022**

Rank	Technical Skill	Rank	Technical Skill
1	Microsoft Excel*	21	Customer Relationship Management*
2	Microsoft Office*	22	Process Improvement*
3	Project Management*	23	Billing*
4	Marketing*	24	New Product Development*
5	Microsoft PowerPoint*	25	Restaurant Operation*
6	Auditing*	26	Biology*
7	Accounting*	27	Software Engineering*
8	Finance*	28	Merchandising*
9	Microsoft Outlook*	29	SQL (Programming Language) *
10	Computer Science*	30	Warehousing*
11	Data Analysis*	31	Software Development*
12	Workflow Management*	32	Purchasing*
13	Nursing*	33	Office Equipment*
14	Automation*	34	Business Development*
15	Python (Programming Language) *	35	Spreadsheets*
16	Agile Methodology*	36	Sales Prospecting*
17	Microsoft Word*	37	Administrative Support
18	Invoicing*	38	Financial Statements
19	Data Entry*	39	Construction*
20	Selling Techniques*	40	Pharmaceuticals*

\*Technical skill also ranked as top skill in 2021

## Soft Skills

Businesses in the Central Region posted 361,307 unique online job postings between January 2021 and December 2021. During this period, the most requested soft skill listed in online job postings was “Communications” (Exhibit 27).

**Exhibit 27: Top Soft Skills Ranked by Number of Unique Online Job Postings in the Central Region, 2021**

Rank	Soft Skill	Rank	Soft Skill
1	Communications*	21	Presentations*
2	Customer Service*	22	Troubleshooting (Problem Solving)*
3	Management*	23	Time Management*
4	Operations*	24	Scheduling*
5	Detail Oriented*	25	Lifting Ability*
6	Sales*	26	Microsoft PowerPoint*
7	Leadership*	27	Professionalism*
8	Writing*	28	Prioritization*
9	Problem Solving*	29	Microsoft Outlook*
10	Microsoft Excel*	30	Innovation*
11	Planning*	31	Teamwork*
12	Research*	32	Microsoft Word*
13	Microsoft Office*	33	Mathematics*
14	Interpersonal Communications*	34	Decision Making*
15	Verbal Communication Skills*	35	Influencing Skills*
16	Self-Motivation*	36	Good Driving Record
17	Multitasking*	37	Coaching*
18	Organizational Skills*	38	Mentorship*
19	Computer Literacy*	39	Administrative Functions
20	Coordinating*	40	Ability To Meet Deadlines*

\*Soft skill also ranked as top skill in 2022

Businesses in the Central Region posted 417,148 unique online job postings between January 2022 and December 2022. During this period, the most requested soft skill listed in online job postings was “Communications” (Exhibit 28).

**Exhibit 28: Top Soft Skills Ranked by Number of Unique Online Job Postings in the Central Region, 2022**

Rank	Soft Skill	Rank	Soft Skill
1	Communications*	21	Troubleshooting (Problem Solving)*
2	Management*	22	Time Management*
3	Customer Service*	23	Scheduling*
4	Operations*	24	Computer Literacy*
5	Leadership*	25	Microsoft PowerPoint*
6	Detail Oriented*	26	Prioritization*
7	Sales*	27	Professionalism*
8	Problem Solving*	28	Lifting Ability*
9	Writing*	29	Innovation*
10	Planning*	30	Microsoft Outlook*
11	Research*	31	Teamwork*
12	Microsoft Excel*	32	Mathematics*
13	Interpersonal Communications*	33	Influencing Skills*
14	Microsoft Office*	34	Decision Making*
15	Coordinating*	35	Mentorship*
16	Verbal Communication Skills*	36	Coaching*
17	Self-Motivation*	37	Ability To Meet Deadlines*
18	Multitasking*	38	Critical Thinking
19	Presentations*	39	Microsoft Word*
20	Organizational Skills*	40	Cleanliness

\*Soft skill also ranked as top skill in 2021

## Certifications and Qualifications

In 2021, employers in the Central Region listed “Valid Driver’s License” as the top certification or qualifications in online job postings (Exhibit 29).

**Exhibit 29: Top Certifications or Qualifications Ranked by Number of Unique Online Job Postings in the Central Region, 2021**

Rank	Certification or Qualification	Rank	Certification or Qualification
1	Valid Driver's License*	21	Automated External Defibrillator (AED) Certification*
2	Registered Nurse (RN)*	22	Pediatric Advanced Life Support (PALS)*
3	Basic Life Support (BLS) Certification*	23	Certified Information Systems Security Professional*
4	Cardiopulmonary Resuscitation (CPR) Certification*	24	Commercial Driver's License (CDL)*
5	Security Clearance*	25	Licensed Marriage And Family Therapist (LMFT)*
6	Secret Clearance*	26	Certified Medical Assistant (CMA)*
7	Master of Business Administration (MBA)*	27	CDL Class A License*
8	First Aid Certification*	28	Forklift Certification*
9	Advanced Cardiovascular Life Support (ACLS) Certification*	29	CDL Class C License
10	Food Handler's Card*	30	ServSafe Certification*
11	Licensed Vocational Nurse (LVN)*	31	Real Estate Salesperson License*
12	Project Management Professional Certification*	32	Cisco Certified Network Associate*
13	Certified Nursing Assistant (CNA)*	33	CompTIA A+*
14	Top Secret-Sensitive Compartmented Information (TS/SCI Clearance)*	34	Top Secret Clearance*
15	Board Certified/Board Eligible*	35	IAT Level II Certification*
16	Licensed Clinical Social Worker (LCSW)*	36	Medical License*
17	Certified Public Accountant*	37	Automotive Service Excellence (ASE) Certification
18	Nurse Practitioner (APRN-CNP)*	38	American Red Cross (ARC) Certification*
19	Licensed Practical Nurse (LPN)*	39	FINRA Series 7 (General Securities Representative)*
20	CompTIA Security+*	40	State Bar Membership

\*Certification or qualification also ranked as top certification or qualification in 2022

In 2022, employers in the Central Region listed “Valid Driver’s License” as the top certification or qualifications in online job postings (Exhibit 30).

**Exhibit 30: Top Certifications or Qualifications Ranked by Number of Unique Online Job Postings in the Central Region, 2022**

Rank	Certification or Qualification	Rank	Certification or Qualification
1	Valid Driver's License*	21	Licensed Practical Nurse (LPN)*
2	Registered Nurse (RN)*	22	Certified Information Systems Security Professional*
3	Basic Life Support (BLS) Certification*	23	Pediatric Advanced Life Support (PALS)*
4	Security Clearance*	24	Automated External Defibrillator (AED) Certification*
5	Cardiopulmonary Resuscitation (CPR) Certification*	25	Top Secret Clearance*
6	Secret Clearance*	26	CDL Class C License*
7	Advanced Cardiovascular Life Support (ACLS) Certification*	27	Commercial Driver's License (CDL)*
8	Master of Business Administration (MBA)*	28	Licensed Marriage And Family Therapist (LMFT)*
9	First Aid Certification*	29	American Red Cross (ARC) Certification*
10	Food Handler's Card*	30	ServSafe Certification*
11	Licensed Vocational Nurse (LVN)*	31	Medical License*
12	Neonatal Resuscitation Program Certification (NRP)	32	Professional Engineer (PE) License
13	Project Management Professional Certification*	33	CompTIA A+*
14	Top Secret-Sensitive Compartmented Information (TS/SCI Clearance)*	34	Certified Medical Assistant (CMA)*
15	Nurse Practitioner (APRN-CNP)*	35	Forklift Certification*
16	Board Certified/Board Eligible*	36	Real Estate Salesperson License*
17	Certified Nursing Assistant (CNA)*	37	Cisco Certified Network Associate*
18	Certified Public Accountant*	38	IAT Level II Certification*
19	Licensed Clinical Social Worker (LCSW)*	39	Professional in Human Resources
20	CompTIA Security+*	40	FINRA Series 7 (General Securities Representative)*

\*Certification or qualification also ranked as top certification or qualification in 2021

**Prepared by:**

**San Diego & Imperial Center of Excellence (COE)**

Dr. Tina Ngo Bartel, Director ([tngobartel@miracosta.edu](mailto:tngobartel@miracosta.edu))

John Edwards, Research Analyst ([jedwards@miracosta.edu](mailto:jedwards@miracosta.edu))

Dr. Priscilla Fernandez, Research Consultant ([priscilla@modresearchconsulting.com](mailto:priscilla@modresearchconsulting.com))

