

Labor Market Analysis: 1303.00/Fashion

Fashion Design and Merchandising – Associate of Arts (A.A.) degree; Certificate requiring 30 to <60 semester units; Certificate requiring 6 to <18 semester units; and Certificate requiring 8 to <16 semesters units

Los Angeles Center of Excellence, November 2023

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, 25 th)	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 three middle-skill occupations:

- **Fashion Designers (27-1022)** Design clothing and accessories. Create original designs or adapt fashion trends.¹
- **Merchandise Displayers and Window Trimmers (27-1026)** Plan and erect commercial displays, such as those in windows and interiors of retail stores and at trade exhibitions.²
- **Fabric and Apparel Patternmakers (51-6092)** Draw and construct sets of precision master fabric patterns or layouts. May also mark and cut fabrics and apparel.³

Middle-skill occupations typically require some postsecondary education, but less than a bachelor's degree.⁴ Although *fashion designers* typically require a bachelor's degree, it is considered middle-skill because approximately one-third of workers in the field have completed some college or an associate degree. 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 occupations.

¹ [Fashion Designers \(bls.gov\)](#)

² [Merchandise Displayers and Window Trimmers \(bls.gov\)](#)

³ [Fabric and Apparel Patternmakers \(bls.gov\)](#)

⁴ 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 for these fashion-related occupations in the region. While the majority of annual openings have entry-level wages that are lower than 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/associate degree or less education. **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, **1,512 jobs are projected to be available annually** in the region due to new growth and replacements, **which is more than the three-year average of 962 awards conferred** by educational institutions in the region.
- **Living Wage Criteria** – Within Los Angeles County, the majority (65%) of annual job openings for these **fashion-related occupations have entry-level wages below the self-sufficiency standard hourly wage** (\$18.10/hour).⁵
- **Educational Criteria** – Within the greater LA/OC region, **66% of the annual job openings** for occupations related to fashion **typically require a high school diploma or equivalent.**
 - However, the national-level educational attainment data indicates **between 36% and 88% of workers in the field have completed some college/associate degree or less education.**

Supply:

- There are **10 community colleges** in the greater LA/OC region that issue awards related to fashion, conferring an average of **319 awards annually** between 2019 and 2022.
- Between 2019 and 2021, there was an average of **643 awards conferred annually** in related training programs by non-community college institutions throughout the greater LA/OC region.

Occupational Demand

Exhibit 1 shows the five-year occupational demand projections for these fashion-related occupations. In the greater Los Angeles/Orange County region, the number of jobs related to these occupations is projected to slightly increase by less than 1% through 2026. There will be more than 1,500 job openings per year through 2027 due to job growth and replacements.

⁵ Self-Sufficiency Standard wage data was pulled from The Self-Sufficiency Standard Tool for California. For more information, visit: <http://selfsufficiencystandard.org/california>.

Exhibit 1: Occupational demand in Los Angeles and Orange Counties⁶

Geography	2022 Jobs	2027 Jobs	2022-2027 Change	2022-2027 % Change	Annual Openings
Los Angeles	10,914	10,864	(51)	(0%)	1,174
Orange	2,999	3,063	64	2%	338
Total	13,913	13,927	14	0%	1,512

Wages

The labor market endorsement in this report considers the entry-level hourly wages for these fashion-related occupations in Los Angeles County as they relate to the county’s self-sufficiency standard wage. Orange County wages are included below in order to provide a complete analysis of the greater LA/OC region. Detailed wage information, by county, is included in Appendix A.

Los Angeles County

The majority (65%) of annual openings for these fashion-related occupations have entry-level wages below the self-sufficiency standard wage for one adult (\$18.10 in Los Angeles County). Typical entry-level hourly wages are in a range between \$17.43 and \$29.08. One occupation in this report has typical entry-level wages that exceed the county’s self-sufficiency standard wage: *Fashion designers* (\$29.08). Experienced workers can expect to earn wages between \$22.14 and \$52.34, which are higher than the self-sufficiency standard.

Exhibit 2: Earnings for Occupations in LA County

Occupation	Entry-Level Hourly Earnings (25 th Percentile)	Median Hourly Earnings	Experienced Hourly Earnings (75 th Percentile)	Median Annual Earnings*
Fashion Designers (27-1022)	\$29.08	\$38.32	\$52.34	\$79,700
Merchandise Displayers and Window Trimmers (27-1026)	\$17.47	\$19.09	\$22.14	\$39,700
Fabric and Apparel Patternmakers (51-6092)	\$17.43	\$30.45	\$39.23	\$63,300

*rounded to the nearest \$100

Orange County

The majority (69%) of annual openings for fashion-related occupations have entry-level wages below the self-sufficiency standard wage for one adult (\$20.63 in Orange County). Typical entry-level hourly wages are in a range between \$17.99 and \$28.66. One occupation in this report has typical entry-level wages that exceed the county’s self-sufficiency standard wage: *Fashion designers* (\$28.66). Experienced workers can expect to earn wages between \$22.80 and \$51.70, which are higher than the self-sufficiency standard.

⁶ Five-year change represents new job additions to the workforce. Annual openings include new jobs and replacement jobs that result from retirements and separations.

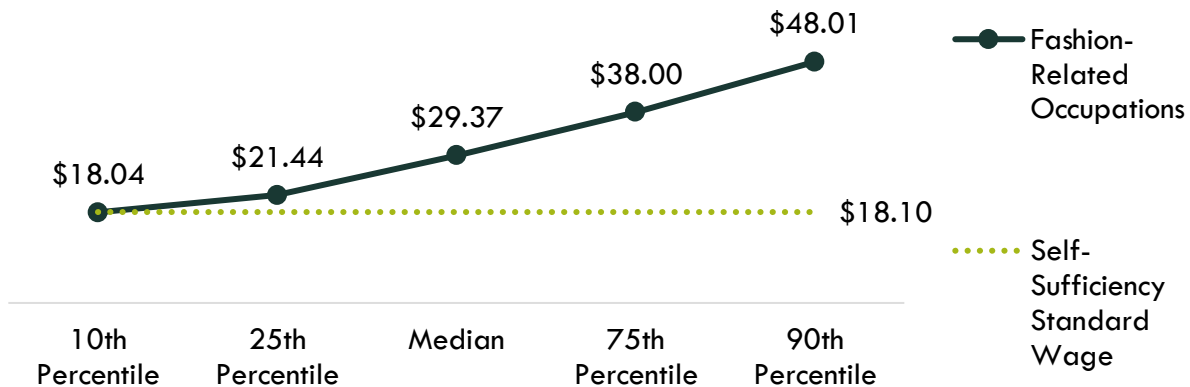
Exhibit 3: Earnings for Occupations in Orange County

Occupation	Entry-Level Hourly Earnings (25 th Percentile)	Median Hourly Earnings	Experienced Hourly Earnings (75 th Percentile)	Median Annual Earnings*
Fashion Designers (27-1022)	\$28.66	\$37.85	\$51.70	\$78,700
Merchandise Displayers and Window Trimmers (27-1026)	\$17.99	\$19.66	\$22.80	\$40,900
Fabric and Apparel Patternmakers (51-6092)	\$18.06	\$31.54	\$40.65	\$65,600

*rounded to the nearest \$100

On average, the entry-level earnings for the occupations in this report are \$21.44; this is above the living wage for one single adult in Los Angeles County (\$18.10). Exhibit 4 shows the average wage for the occupations in this report, from entry-level to experienced workers.

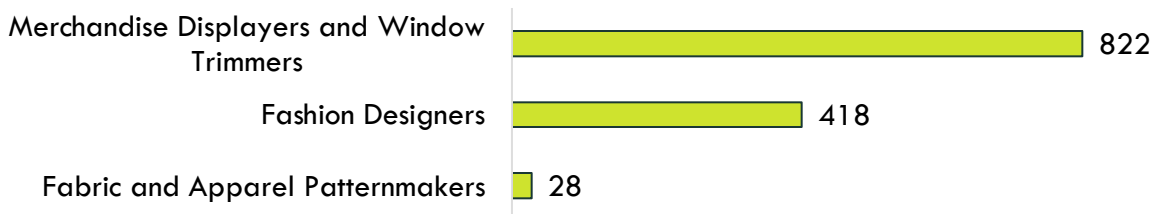
Exhibit 4: Average Hourly Earnings for Fashion-Related Occupations in LA/OC



Job Postings

There were 1,268 online job postings related to these fashion occupations listed in the past 12 months. Exhibit 5 displays the number of job postings by occupation. The majority of job postings (65%) were for *merchandise displayers and window trimmers*, followed by *fashion designers* (33%) and *fabric and apparel patternmakers* (2%). The highest number of job postings were for visual merchandisers, fashion designers, merchandise support associates, apparel designers, and retail merchandising supervisors. The top three employers, by number of job postings, in the region were Macy’s, Walmart, and Sketchers.

Exhibit 5: Job postings by occupation (last 12 months)



Educational Attainment

The Bureau of Labor Statistics (BLS) lists the following typical entry-level education levels for the occupations in this report:

- **Bachelor's degree:** *Fashion designers*
- **High school diploma or equivalent:** *Merchandise displayers and window trimmers; fabric and apparel patternmakers*

In the greater LA/OC region, the majority of annual job openings (66%) typically require a high school diploma or equivalent. However, the national-level educational attainment data indicates between 36% and 88% of workers in the field have completed some college/associate degree or less education. Of the 57% of fashion-related job postings listing a minimum education requirement in the greater Los Angeles/Orange County region, 28% (203) requested high school or vocational training, 20% (147) requested an associate degree, and 51% (370) requested a bachelor's degree.

Educational Supply

Community College Supply

Exhibit 6 shows the annual and three-year average number of awards conferred by community colleges in the related TOP codes: Fashion (1303.00), Fashion Design (1303.10), and Fashion Merchandising (1303.20). The colleges with the most completions in the region are LA Trade-Tech, Santa Monica, and Mt. San Antonio.

Exhibit 6: Regional community college awards (certificates and degrees), 2019-2022

TOP	Program	College	2019-20 Awards	2020-21 Awards	2021-22 Awards	3-Year Average
1303.00	Fashion	El Camino	4	6	6	5
		Pasadena	19	18	27	21
		LA Subtotal	23	24	33	27
		Fullerton	2	5	-	2
		Orange Coast	-	13	3	5
		Santa Ana	11	6	13	10
		OC Subtotal	13	24	16	18
Supply Subtotal/Average			36	48	49	44
1303.10	Fashion Design	El Camino	-	1	1	1
		LA Trade-Tech	65	63	53	60
		Long Beach	7	4	8	6
		Mt San Antonio	55	8	8	24
		Santa Monica	25	26	33	28
		LA Subtotal	152	102	103	119
		Fullerton	6	5	5	5
Orange Coast	8	8	15	10		

TOP	Program	College	2019-20 Awards	2020-21 Awards	2021-22 Awards	3-Year Average
		Saddleback	17	7	10	11
		Santa Ana	7	2	6	5
		OC Subtotal	38	22	36	32
Supply Subtotal/Average			190	124	139	151
1303.20	Fashion Merchandising	El Camino	4	5	-	3
		LA Trade-Tech	9	21	11	14
		Long Beach	10	15	4	10
		Mt San Antonio	28	19	26	24
		Santa Monica	40	27	24	30
		LA Subtotal	91	87	65	81
		Fullerton	8	12	7	9
		Orange Coast	19	13	16	16
		Saddleback	2	17	19	13
		Santa Ana	4	4	7	5
		OC Subtotal	33	46	49	43
Supply Subtotal/Average			124	133	114	124
Supply Total/Average			350	305	302	319

Non-Community College Supply

For a comprehensive regional supply analysis, it is important to consider the supply from other institutions in the region that provide training programs for fashion design-related occupations. Exhibit 7 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 2019 to 2021. Between 2019 and 2021, non-community college institutions in the region conferred an average of 643 bachelor's and sub-baccalaureate awards. Bachelor's awards are included in this report since one of the occupations typically requires a bachelor's degree. Sub-baccalaureate awards include associate degrees, postsecondary awards, and other academic awards.

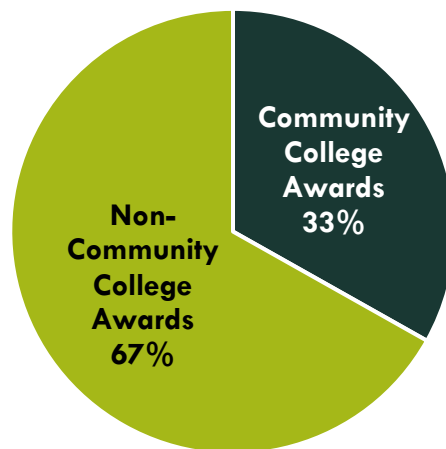
Exhibit 7: Regional non-community college awards, 2019-2021

CIP	Program	Institution	2019-20 Awards	2020-21 Awards	2-Year Average
19.0901	Apparel and Textiles, General	CA State Polytechnic Univ.-Pomona	93	73	83
19.0905	Apparel and Textile	Fashion Institute of Design & Merch.-LA	66	43	55

CIP	Program	Institution	2019-20 Awards	2020-21 Awards	2-Year Average
	Marketing Management				
50.0407	Fashion/ Apparel Design	Beverly Hills Design Institute	1	-	1
		Fashion Institute of Design & Merch.-LA	164	143	154
		Otis College of Art and Design	21	25	23
		Woodbury University	10	10	10
50.0510	Costume Design	Fashion Institute of Design & Merch.-LA	19	21	20
52.1902	Fashion Merchandising	Fashion Institute of Design & Merch.-LA	314	262	288
52.1904	Apparel and Accessories Marketing Operations	Woodbury University	10	10	10
Supply Total/Average			698	587	643

Exhibit 8 shows the proportion of community college awards conferred in LA/OC compared to the number of non-community college awards for the programs in this report. One-third of awards conferred in these programs are awarded by community colleges in the LA/OC region.

Exhibit 8: 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 9. Los Angeles County

Occupation (SOC)	2022 Jobs	2027 Jobs	5-Yr Change	5-Yr % Change	Annual Openings	Entry-Level Hourly Earnings (25 th Percentile)	Median Hourly Earnings	Experienced Hourly Earnings (75 th Percentile)
Fashion Designers (27-1022)	4,529	4,518	(12)	(0%)	409	\$29.08	\$38.32	\$52.34
Merchandise Displayers and Window Trimmers (27-1026)	5,676	5,821	146	3%	697	\$17.47	\$19.09	\$22.14
Fabric and Apparel Patternmakers (51-6092)	709	525	(185)	(26%)	68	\$17.43	\$30.45	\$39.23
Total	10,914	10,864	(51)	(0%)	1,174	-	-	-

Exhibit 10. Orange County

Occupation (SOC)	2022 Jobs	2027 Jobs	5-Yr Change	5-Yr % Change	Annual Openings	Entry-Level Hourly Earnings (25 th Percentile)	Median Hourly Earnings	Experienced Hourly Earnings (75 th Percentile)
Fashion Designers (27-1022)	1,073	1,110	37	3%	105	\$28.66	\$37.85	\$51.70
Merchandise Displayers and Window Trimmers (27-1026)	1,781	1,824	43	2%	218	\$17.99	\$19.66	\$22.80
Fabric and Apparel Patternmakers (51-6092)	145	129	(17)	(11%)	15	\$18.06	\$31.54	\$40.65
Total	2,999	3,063	64	2%	338	-	-	-

Exhibit 11. Los Angeles and Orange Counties

Occupation (SOC)	2022 Jobs	2027 Jobs	5-Yr Change	5-Yr % Change	Annual Openings	% Age 55 and older*	Typical Entry-Level Education
Fashion Designers (27-1022)	5,602	5,628	26	0%	513	19%	Bachelor's degree
Merchandise Displayers and Window Trimmers (27-1026)	7,457	7,645	189	3%	915	25%	HS diploma or equivalent
Fabric and Apparel Patternmakers (51-6092)	855	654	(201)	(24%)	84	36%	HS diploma or equivalent
Total	13,913	13,927	14	0%	1,512	-	-

*The average percentage of workers age 55 and older across all occupations in the greater LA/OC region is 27%. Fashion designers have a smaller share of older workers, which typically indicates fewer replacements needs to offset the amount of impending retirements, whereas fabric and apparel patternmakers has a larger share of older workers.

Appendix B: Sources

- O*NET Online
- 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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