USING LABOR MARKET INFORMATION TO MAKE INFORMED CAREER DECISIONS

Office of Occupational & Labor Market Information





WHAT OOLMI DOES

- Fraction Generate employment and unemployment data for the state, counties, and cities with population over 25,000.
- Publish business establishment employment estimates over 1,300 business respond monthly.
- Publish wage data annually for over 500 occupations at the state and county-level.
- Publish long-term (10 years ahead) industry and occupation forecasts every two years.
- Create and publish career development resources to help students explore career options and make informed career decisions.







WHO USES LABOR MARKET INFORMATION?

- Employers
- Job-seekers
- Career-changers
- Businesses
- Researchers
- Students
- Policy Makers
- Career counselors







HOW CAN LABOR MARKET INFORMATION HELP YOU MAKE INFORMED CAREER DECISIONS?

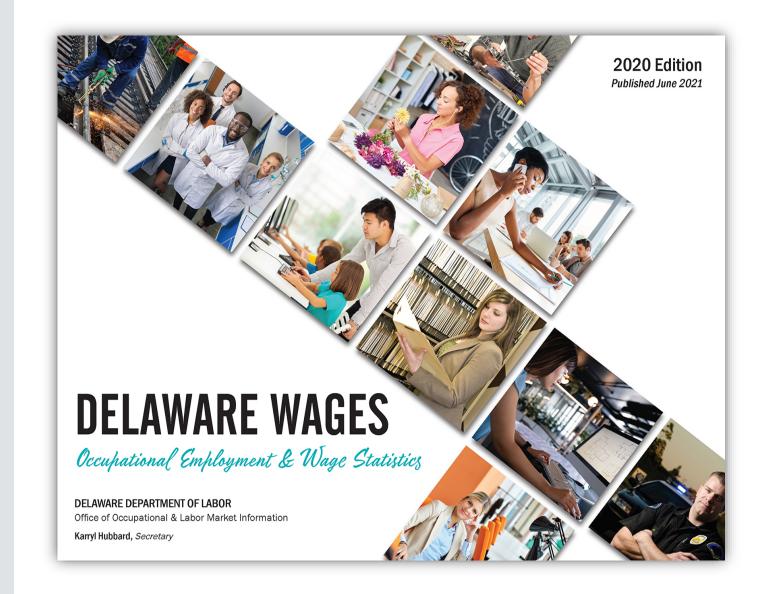
Let's take a look...

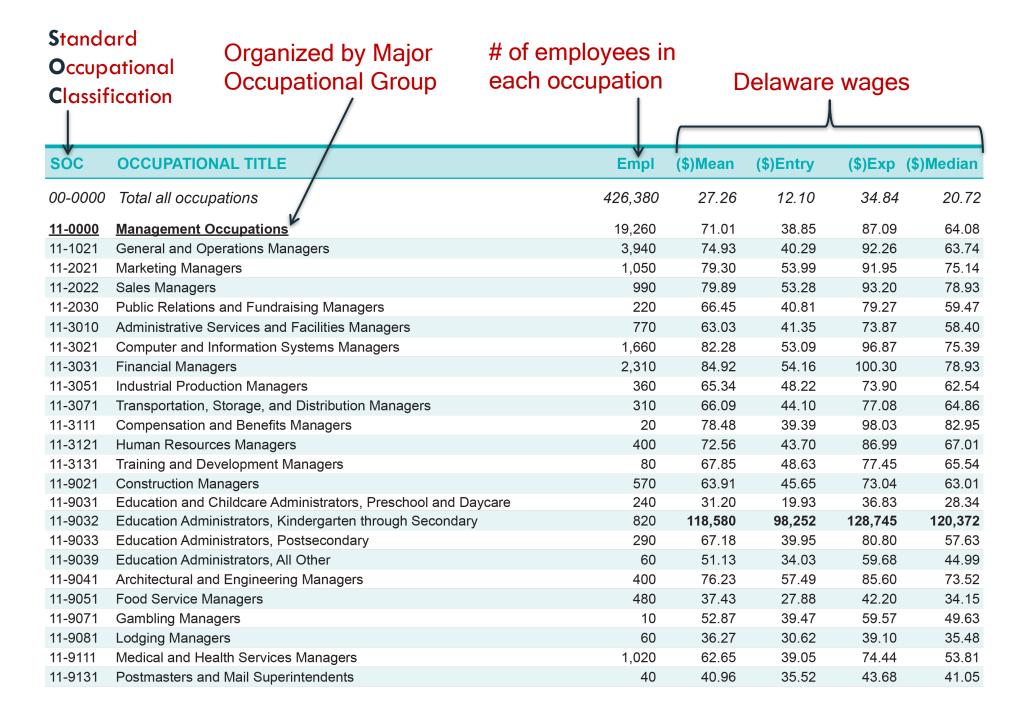


DATA PUBLICATIONS: DELAWARE WAGES

- Delaware Wages contains employment and wages for over 500 different occupations.
- An occupation's employment and wages often differ from location to location.
- Will I make the same wages no matter where I decide to work? Probably not.

Let's take a look inside the publication...





DATA PUBLICATIONS: DELAWARE WAGES

An occupation's employment and wages often differ from location to location. In the example shown here, the annual average entry level wage for Registered Nurses differs from county to county in Delaware.



Employment and Wages by Location

REGISTERED NURSES

CODE OCCUPATIONAL TITLES		Empl	(\$)Mean	(\$)Entry	(\$)Exp	(\$)Median
	Delaware					
29-1141 Registered Nurses		11,410	35.74	27.12	40.05	34.67
	Sussex County					
29-1141 Registered Nurses		2,110	40.68	28.40	46.82	37.76
	Kent County					
29-1141 Registered Nurses		1,570	34.25	26.80	37.98	34.74
	New Castle County	1				
29-1141 Registered Nurses		7,740	34.69	27.02	38.53	33.98

Annual entry wage for Registered Nurses:

Sussex - \$59,072 Kent - \$55,744 New Castle - \$56,202

- Delaware 2028 contains forecasts of Delaware employment by industry for the period 2018 to 2028, as well as the outlook for around 500 occupations in the state over the same time period.
- This publication contains long-term (10 years ahead) projections on which industries and occupations are projected to grow and which are not.
- The projections are published every 2 years. Delaware 2030 will be published in July 2022.
- The terminology for Job Replacements has changed over the last couple years to Exits and Transfers. This is explained in the publication.



2028

OCCUPATION & INDUSTRY PROJECTIONS





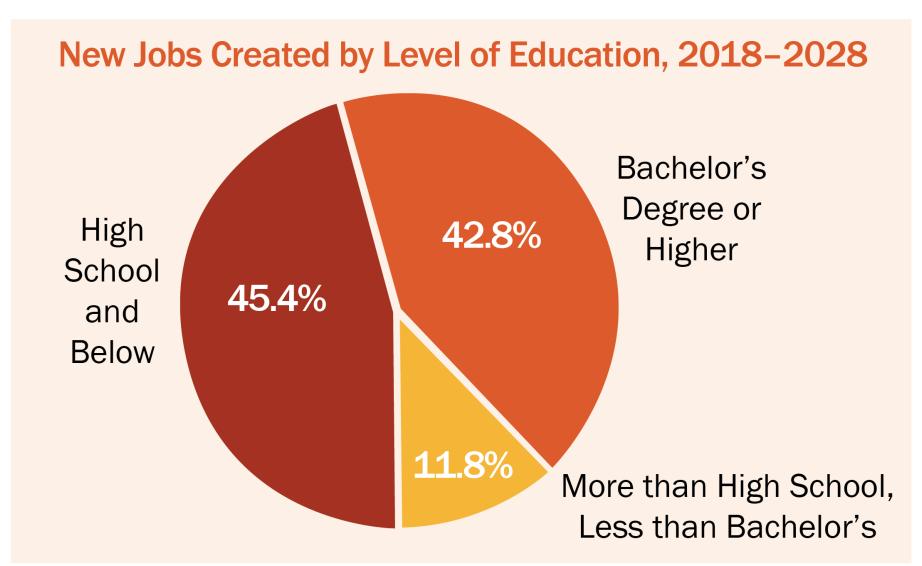


Office of Occupational & Labor Market Information

Delaware Department of Labor Cerron Cade, Secretary

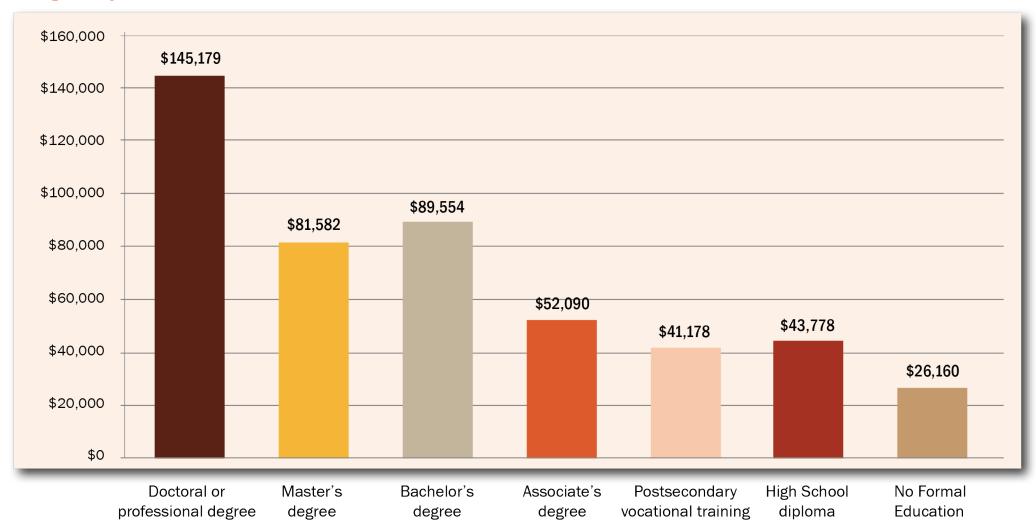
Published July, 2020

Most new jobs created between 2018 and 2028 will not require education beyond high school



Delaware Wages by Level of Education

Wages by Level of Education, 2018



Projected Occupational Openings

Occupations With the Most Annual Openings, 2018–2028

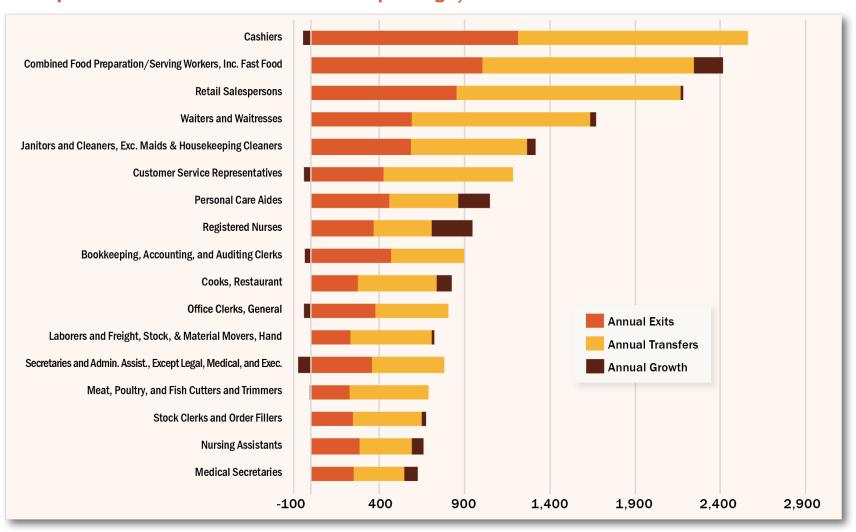


Table from Delaware 2028: Occupation and Industry Projections

SOC Code	Title of Occupation	Annual Growth Rate	Annual Growth	Annual Exits	Annual Transfers	Annual Total Openings	2018 Average Wage
29-1141	Registered Nurses	1.8%	241	368	340	949	\$74,797
29-1126	Respiratory Therapists	3.2%	15	13	12	40	\$67,951
29-1127	Speech-Language Pathologists	2.2%	15	14	24	53	\$81,440

Registered Nurses will average 241 annual job openings due to growth between 2018 and 2028.

Registered Nurses will average 708 annual job openings due to separations (Exits + Transfers) between 2018 and 2028.

In 2018, the average annual wage for Registered Nurses was \$74,797.

^{*}It is through actual expansion of employment (growth) within an occupation that potential entrants will find the most opportunity.

Education, Training, and Work Experience Categories

Typical education needed for entry:

- (PhD/prof) Doctoral or professional degree
- (Mast) Master's degree
- (Bach) Bachelor's degree
- (Assoc) Associate's degree
- (VocEd)Postsecondary non-degree award
- (HS) High school diploma or equivalent
- (NFE) No formal educational credential

Typical on-the-job training needed to attain competency

- (Int/res) Internship/residency
- (App) Apprenticeship
- (LOJT) Long-term on-the-job training (1 year or more)
- (MOJT) Moderate-term on-the-job training (1-12 months)
- (SOJT) Short-term on-the-job training (less than 1 month)
- None

Work experience in a related occupation:

- Primarily for first-line supervisors or managers of service, sales, or production occupations
- Intended to capture experience considered necessary by employers or can be substituted for more formal types of training or education
- Three possible assignments: more than 5 years, less than 5 years, or none





Use this table* to find out what education/training is typically required for an occupation

SOC Code	Title of Occupation	2018 Est. Empl.	2028 Proj. Empl.	Wage Cat.	Job Avail.	Educ.	Work Exp.	Job Training	Skill
29-1126	Respiratory Therapists	412	562	+Avg	Good	Assoc	None	None	М
29-1127	Speech-Language Pathologists	637	790	High	Good	Mast	None	Int	Н
29-1128	Exercise Physiologists	88	101	Avg	Poor	Bach	None	None	Н
29-1131	Veterinarians	271	299	High	Fair	PhD/ prof	None	None	Н
29-1141	Registered Nurses	12,043	14,449	+Avg	Excl	Bach	None	None	Н
29-1151	Nurse Anesthetists	150	177	High	Fair	Mast	None	None	Н
29-1171	Nurse Practitioners	780	1,019	High	Good	Mast	None	None	Н
29-1199	Health Diagnosing and Treating Practitioners, All Other	65	69	High	Poor	Mast	None	None	Н
29-2021	Dental Hygienists	659	705	High	Good	Assoc	None	None	М

Registered Nurses must typically have a Bachelor's Degree.

There is no work experience required.

There is no on-the-job training required.

This is a high skilled occupation (H).

Projected **Industry** Growth

Projected Annual Rate of Growth by Industry Sector, 2018–2028



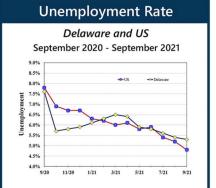
DATA PUBLICATIONS: MONTHLY LABOR REVIEW

- Contained in the Monthly Labor Review is timely information about Delaware's labor market.
- The latest information on Delaware's civilian. labor force, the unemployment rates for Delaware, its counties, and cities over 25,000 in population.
- The total number of Delaware jobs and the number of jobs by industry. Also, contained in the Monthly Labor Review is the change in the number of jobs over-the-month and over-theyear.
- Timely information on the hours and earnings for Delaware workers.



Monthly Labor Review September 2021

Published October 22, 2021



Delaware Civilian Labor Force

Delaware Residents

	Sept. 2021	Aug. 2021	Sept. 2020
Civilian Labor Force	488,800	488,900	490,900
Employed	462,700	462,500	453,400
Unemployed	26,100	26,400	37,500
Unemployment Rate %	5.3	5.4	7.6
US Unemployment Rate %	4.8	5.2	7.8

Source: Delaware Dept. of Labor in cooperation with the US Dept. of Labor, Bureau of Labor Statistics

Area Unemployment Rates (%)

	Sept. 2021	Aug. 2021	Sept. 2020
New Castle County	4.9	5.5	7.6
Wilmington	7.5	8.3	12.6
Newark	4.1	4.1	5.5
Kent County	5.6	6.3	8.0
Dover	7.7	8.6	11.4
Sussex County	4.4	4.3	6.1

Source: Delaware Dept. of Labor in cooperation with the US Dept. of Labor, Bureau of Labor Statistics.



Monthly Commentary

The federal government was offering \$300 per week unemployment benefits bonus in addition to Delaware's unemployment insurance payments that averaged about \$287 per week, but the federal unemployment benefits assistance related to the COVID-19 pandemic ended September 6th. The data in this September report was collected during the reference week that includes the 12th of the month, which is the week following the end of the federal benefit. It is unlikely that the full impact of the ending of the federal benefit on employment and unemployment would be captured in this report due to the timeconsuming hiring process

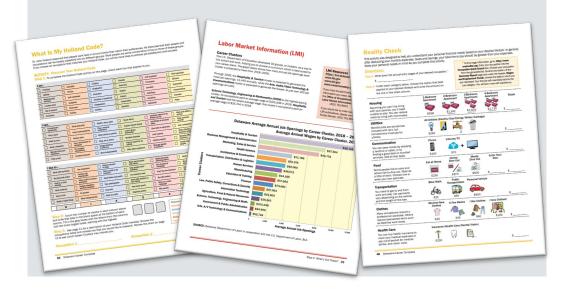
Hours & Earnings

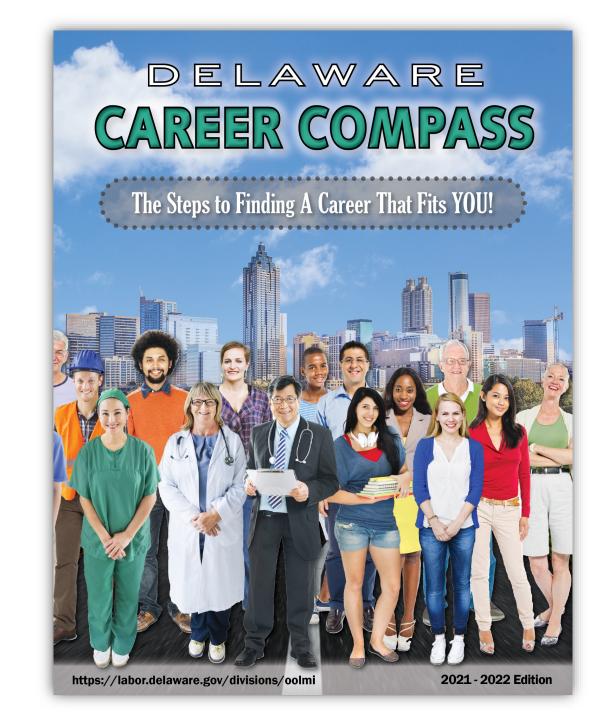
All Employee (Total Private)

	Sept. 2021	Aug. 2021	Sept. 2020
Weekly Earnings	\$950.96	\$954.57	\$928.20
Weekly Hours	33.1	33.4	32.5
Hourly Earnings	\$28.73	\$28.58	\$28.56

Office of Occupational and Labor Market Information

- A 4-step guide to career planning for middle and high school students.
- Students use the activities throughout the book to learn about themselves, the world of work, and how they can reach their career goals.
- Helps students make informed career decisions.





STEP 1 Who Am I?

This step begins by asking students to describe their dream job, then guides them through a series of informal assessments so that students can discover by the end of Step 1 if their dream job is still a good match.

- **Begin With Your Dream**
- Learn to Use O*NET Online
- **Is Self Employment for Me?**
- What Is My Learning Style? *
- What Do I Like? *
- What Is My Holland Code? *
- Which Career Clusters Do I Like? *
- What Basic Skills Do I Have?
- **What Are My Work Values?**
- **SMART Goal Setting**
- What I Have Learned About Myself

The **bold/underlined** titles are informal assessments or activities. The ones with an asterisk (*) are available on the DCRN website in an editable format (https://dcrn.delawareworks.com)

Step 1

Who Am I?

What if you're not sure what kind of job or career you want? What if you have no idea what to do with your life? Rest assured - you're not alone! It takes a lot to develop a career plan and the research begins with YOU.

What makes you unique? A self-assessment is the important first step toward making a good career match. When you have finished the activities in Step 1, you will have a better understanding of yourself, and a good idea of what kind of work you might enjoy.



Begin With Your Dream

1. Imagine you are doing your dream job right now. Close your eyes and visualize yourself working. What are the specifics of

his job? Answer the questions below to help you determine your dream job.	
Where are you?	
What are you doing?	
What are you wearing?	
Do you own your own business or are you working for someone else?	
Are you inside or outside? Office with a view?	
Are you using tools or equipment? A computer? A phone?	
Are people or animals depending on you?	
Do you feel important in your work?	
Are you traveling?	
What talents are you using?	
Do you look satisfied? Why?	
My dream occupation is:	

STEP 2 What's Out There?

Explore labor market information on the occupations you like such as annual salary, education needed, experience needed, and more. This section uses data from both the Industry & Occupation Projections, and the Delaware Wages publications.

- Exploring the World of Work
- Labor Market Information
- Delaware Career Matrix Key
- Delaware Occupations: Most Total Annual Openings
- Delaware Fastest Growing Occupations
- Delaware Career Matrix Career Cluster Tables

Step 2

What's Out There?

In Step 1, you learned about yourself and the kind of work you want to pursue. This section explores Delaware's labor market, including entry wages and education and/or training required. One of the most basic uses of labor market information is to help people who are unsure of what they want to do pick out potential career fields. It is important to learn as much as you can about the occupations that interest you. When you are finished with this step, you will have a wealth of occupational information to use in your career decision-making process.

Exploring the World of Work

The world of work is changing faster than ever. It's unlikely that you will stay with one employer for your entire career. In fact, by the age of thirty, you may have already had work experience with

New

Castle

Kent

Sussex

a number of different companies.

In these changing times, YOU must be the manager of your own career. It is important to understand the labor market and to know where you can find the latest information in order to make informed decisions throughout your life.

Here are just a few questions that labor market information can answer

- · Which occupations are growing?
- . What wages can I expect for the jobs that interest me?
- . What education or training is needed to be fully qualified for the jobs that interest me?
- · What basic skills are needed for the occupations that interest me?
- · Does it matter in which industry I choose to work?
- . Does it matter where I choose

This step will reveal some current facts about Delaware's labor market. and it will also provide resources and websites that you can use to explore your future employment needs.



Did you know...

Dental Hygienists

\$43.42/hr

\$35.28/hr

\$42.42/hr

(SOC Code 29-1292) average hourly wages vary from county to county?

DO THE MATH:

New Castle County: \$43.42 x 2,080 = \$90,314/yr

Kent County: \$35.28 x 2,080 = \$73,382/yr

Sussex County: \$42.42 x 2.080 = \$88.234/vr

*average hourly wage x 2,080 hours = average annual wage (2,080 = 40 hours/week x 52 weeks)



This information may or may not be important to you, but having it gives you the power to make an educated decision.

STEP 3 How Do I Decide?

How much education do you need or want? Also, a Reality Check...will the occupation(s) you chose allow you to sustain your desired lifestyle?

- How Much Education Do I Need or Want?
- Reality Check
- Where Do I Want to Live?
- You Need a Plan...a Career Plan!
- How Do I Match Up?
- What Is My Best Match?

Step 3

How Do I Decide?

In **Step 1**, you looked at your interests, skills, and work values. In **Step 2**, you looked at Delaware's overall labor market. Now it's time to ask yourself some more questions. How much education or training do you need or want? What wages do you hope to make? Where do you want to live? Combine all that you have learned in Steps 1 and 2 with what you will learn in Step 3 to refine your occupational choices.



How Much Education Do I Need or Want?

How much education would you like to attain now, or eventually? Ask yourself:

- Will more education help me meet my occupational goals?
- · Will it be worth it to me financially?
- · What kind of education suits my personality and learning style?



Add your desired level of education or training to the Occupation Comparison Chart on page 52 – Column 1 (My Profile), Row 7 (Education).

Education Pays in Higher Earnings and Lower Unemployment Rates

Something else to consider is that the unemployment rate is inversely related to the amount of education you have attained. The more education you have, the less likely you are to be unemployed.



NOTE: Data are for persons 25 and over. Earnings are for full-time wage and salary workers.

Source: U.S. Bureau of Labor Statistics, Current Population Survey

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STEP 4 How Do I Do It?

Valuable information about making the most of high school, preparing for college, or entering the world of work.

SECTION 1: High School and CTE

- Make the Most of High School
- CTE in Delaware High Schools

SECTION 2: Career Readiness

- Am I Eligible to Work?
- Is Registered Apprenticeship Right for Me?
- Is the Military for Me?
- How Do I Find the Right Job?
- Resume Writing & Cover Letters
- Job Applications & Job Interviews
- Keep Your New Job

SECTION 3: Career Readiness

- How Do I Prepare for College?
- What About Financial Aid?

Step 4

How Do I Do It?

In Step 1, you looked at your interests, skills, and work values.

In Step 2, you looked at Delaware's overall labor market.

In Step 3, you chose the occupation most suited to your self-

assessment. **Now comes the fun part!** It's time to take your goals and turn them into reality. Whether you're looking for additional training or education, looking into the military, or thinking about employment, this step will provide you valuable assistance.



SECTION 1: High School and Career & Technical Education

Make the Most of High School

- 1. Take a variety of classes to discover what you're good at and what interests you. Take a chance try something new.
- 2. Consider Career & Technical Education (CTE). Join a CTE student organization.
- 3. Appreciate the diversity of your classmates. Learn to work with all types of people. Move out of your comfort zone.
- 4. Choose a career pathway that matches your interests and skills.
- 5. Take advantage of extracurricular activities that interest you. Try sports, clubs, music, community theater, scouts, babysitting, lawn care, photography, etc., to learn new skills, build character, and practice responsibility.
- 6. Get really, really good at something anything.
- Volunteer to work in a job that you think might be a good career match. What you perceive about an occupation is very often different from the reality of it.
- 8. Find a summer job that will provide you with more insight into the world of work and how you fit in.
- 9. Make mindful decisions. Think about the person you want to become and the place you want to fill in this world because you are shaping that person right now.

What is Career & Technical Education?

Technical jobs are very much in demand today. Career & Technical Education (CTE) is dedicated to providing secondary students with the education and skills they need to be successfully employed after graduation or to advance to postsecondary education.

CTE includes a wide variety of programs that are designed to equip you with career and life skills. As a CTE student, you can explore career options, gain close insight into a number of fields, prepare for a wide range of occupations, earn college credit while you're still in high school, and experience on-the-job work-based learning. Students who successfully complete these programs can continue their education and enter high-skill, high-wage, high-demand careers.

Career & Technical Education in Delaware High Schools

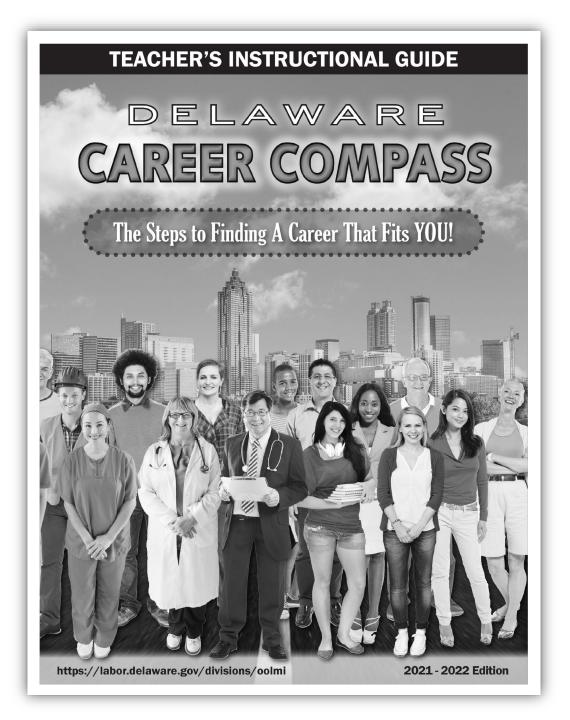


Delaware's goal is for every high school graduate to be college or career ready, and there are multiple avenues available for each student to achieve that. The old separate paths where some students went to public or private high schools to prepare for college while others went to a vocational school to prepare directly for work are no longer as distinct. Now, all public and most charter schools offer a variety of career and technical education (CTE) pathways where students can get real work experience and earn certificates employers look for when hiring, as well as prepare for college. Vocational-technical (Vo-Tech) schools focus primarily on career readiness, but also prepare students for further post-secondary education.

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CAREER PUBLICATIONS: THE DELAWARE CAREER COMPASS TEACHER'S GUIDE

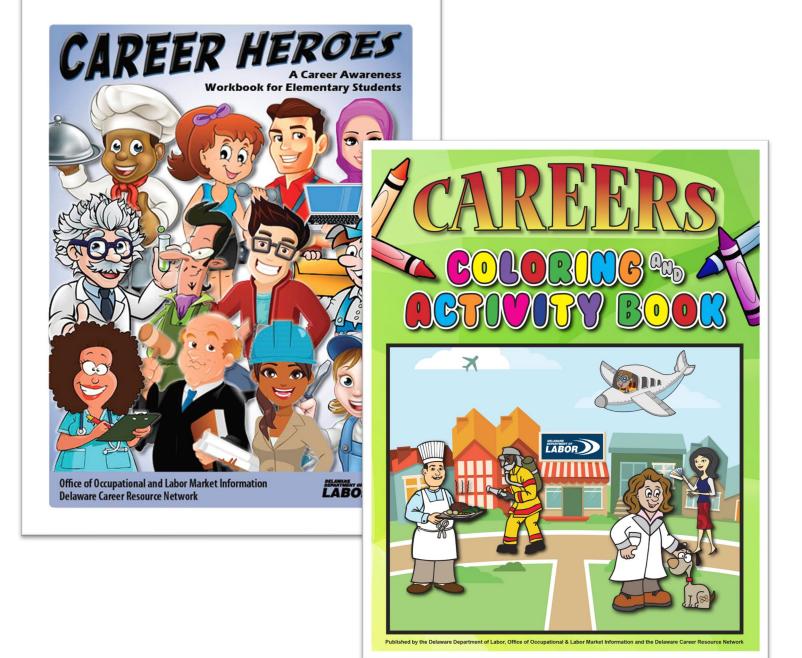
- The Teacher's Guide serves as a companion to the Career Compass.
- It includes lesson plans and additional activities to help teachers incorporate the Career Compass into their everyday curriculum.



CAREER PUBLICATIONS:

CAREER HEROES AND CAREERS COLORING & ACTIVITY BOOK

- For Pre-K thru 3rd grade students, we have the Careers Coloring & Activity Book. The coloring pages and activities in this book are intended to be fun activities for students to begin to learn about careers.
- The Career Heroes Workbook is a career awareness workbook for 3rd thru 5th grade students. It is designed to be used in conjunction with the Career Heroes Teacher's Guide.



CAREER PUBLICATIONS: POCKET RESUME GUIDE AND BOOKMARKS

- Students and job seekers who complete and carry this handy Pocket Resume and Interview Guide will always be prepared for success.
- > The Career Development bookmark lists websites for personal assessment, labor market information, job preparation, and job search. These weblinks are also found in the Delaware Career Compass.



Pocket Resume & Interview Guide

Delaware Department of Labor Office of Occupational & Labor Market Information 19 West Lea Blvd. - Wilmington, DE 19802 Kristie Manley (302) 761-8064

Prepare for your Interview

- * Know yourself your skills, interests, work styles, learning styles, personality, and aptitude
- * Make sure you understand the job description
- * Review your qualifications for the job
- * Research the company and the interviewer (if possible) * Write down the answers to typical interview questions
- * Practice interviewing with someone who will provide you with constructive feedback

Your appearance and mindset

- * Be well rested
- * Dress appropriately; be neat and clean
- * Avoid too much deodorant, perfume, make-up
- * Take your most positive and winning attitude

Things to take with you

- * Resume
- * Social Security Card
- * Application
- * Work Samples/Portfolio
- * Work Permit (if under 18)
- * List of References
- * Picture ID/License
- * Paper & Pen/Pencil

The Interview

- * Arrive 10-15 minutes early
- * Turn off your cell phone
- * Do not smoke or chew aum
- * Act naturally and be confident!
- * Shake hands firmly, make eye contact, and smile
- * Use appropriate language and good posture
- * Be polite and remember your manners
- * Know the name of your interviewer and use it during conversation
- * Listen carefully and take notes (as needed)
- * Answer questions clearly and honestly; show why you would be an asset to the organization
- * Do not criticize former employers
- * Ask questions and show enthusiasm about the job
- * Thank the interviewer before leaving
- * Send a thank you letter or email within 24 hours
- * Resist the urge to post about it on social media

http://lmi.delawareworks.com

Education Pathway/Major: Activities /Skills: Honors/Awards: Work/Volunteer Experience **Emergency Contact** ___ Relationship: _





Successful Career **Decision-Making** Starts Here

https://dcrn.delawareworks.com



Career Exploration & Planning

CareerOneStop www.careeronestop.org



O*Net Online www.onetonline.org



Occupational Outlook Handbook

www.bls.gov/ooh

DE Department of Labo www.lmi.delawareworks.com

(A)	
#300E	
36531.2	

US Department of Labor www.dol.gov



US Bureau of Labor Statistics

www.bls.gov



Job Search

Delaware JobLink www.lmi.delawareworks.com



State of DE Job Listings http://delawarestatejobs.com



Federal Job Listings www.usajobs.gov



Other Information

Volunteer Opportunities www.volunteerdelaware.org



Military www.todaysmilitary.com



Entrepreneurship www.sba.gov





https://dcrn.delawareworks.com/

OOLMI'S DELAWARE CAREER RESOURCE NETWORK

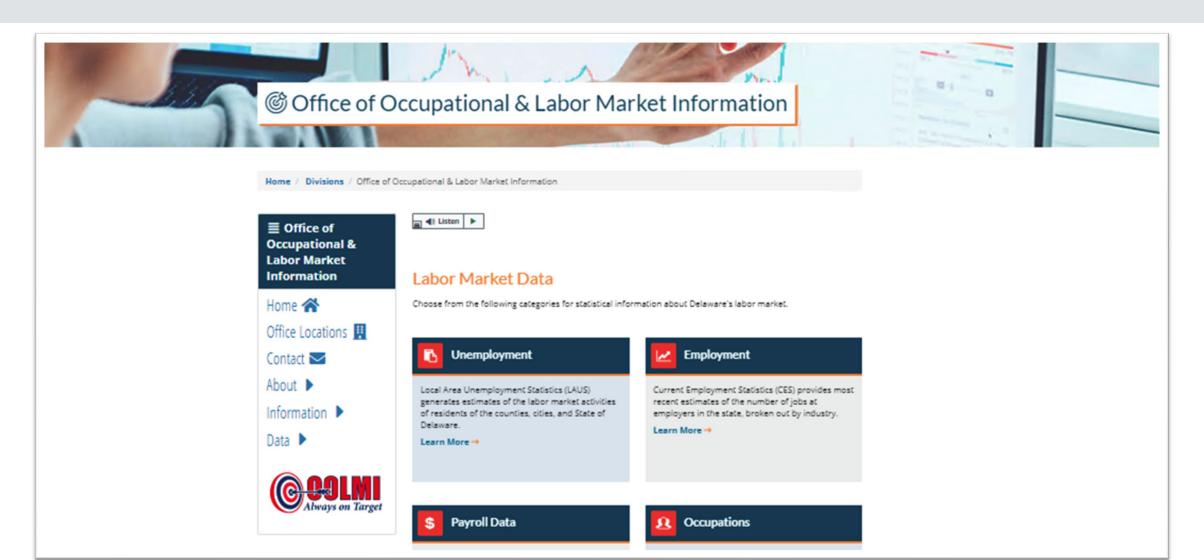
- The Delaware Career Resource Network (DCRN) uses current labor market information to provide information for educators, students and families to learn about careers through the activities, resources and links that we have placed on the site.
- Information on the site is organized by career cluster and also by student ages.



VISIT OUR WEBSITE

The Office of Occupational and Labor Market Information can be found on the internet at:

https://labor.delaware.gov/divisions/oolmi/



CONTACT US

Our publications can be found on our website. For data questions or to request hard copies of our publications, use the contact information below.



https://labor.delaware.gov/divisions/oolmi

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