

Getting Started on the Banking & Finance Career Pathway

The banking and financial services sector in Maine is strong!

Maine and the Coastal Counties region* has a significant portion of the banking and financial services sector represented by small- to mid-sized organizations such as community banks and credit unions, with a commitment to growing their workforce. Additionally, national banks are utilizing the excellent customer service skills of the Maine workforce in their local call centers and branches. Across Maine, the banking sector has committed to opportunities for advancement through tuition benefits and training.

The path is right in front of you!

Careers in this sector include:

- **Loan Servicing Specialist**
- **Information Technology**
- **Commercial Lending**
- **Financial Planner**
- **Customer Service**
- **Mortgage Broker**
- **Personal Banker**
- **Data Security**
- **Teller**



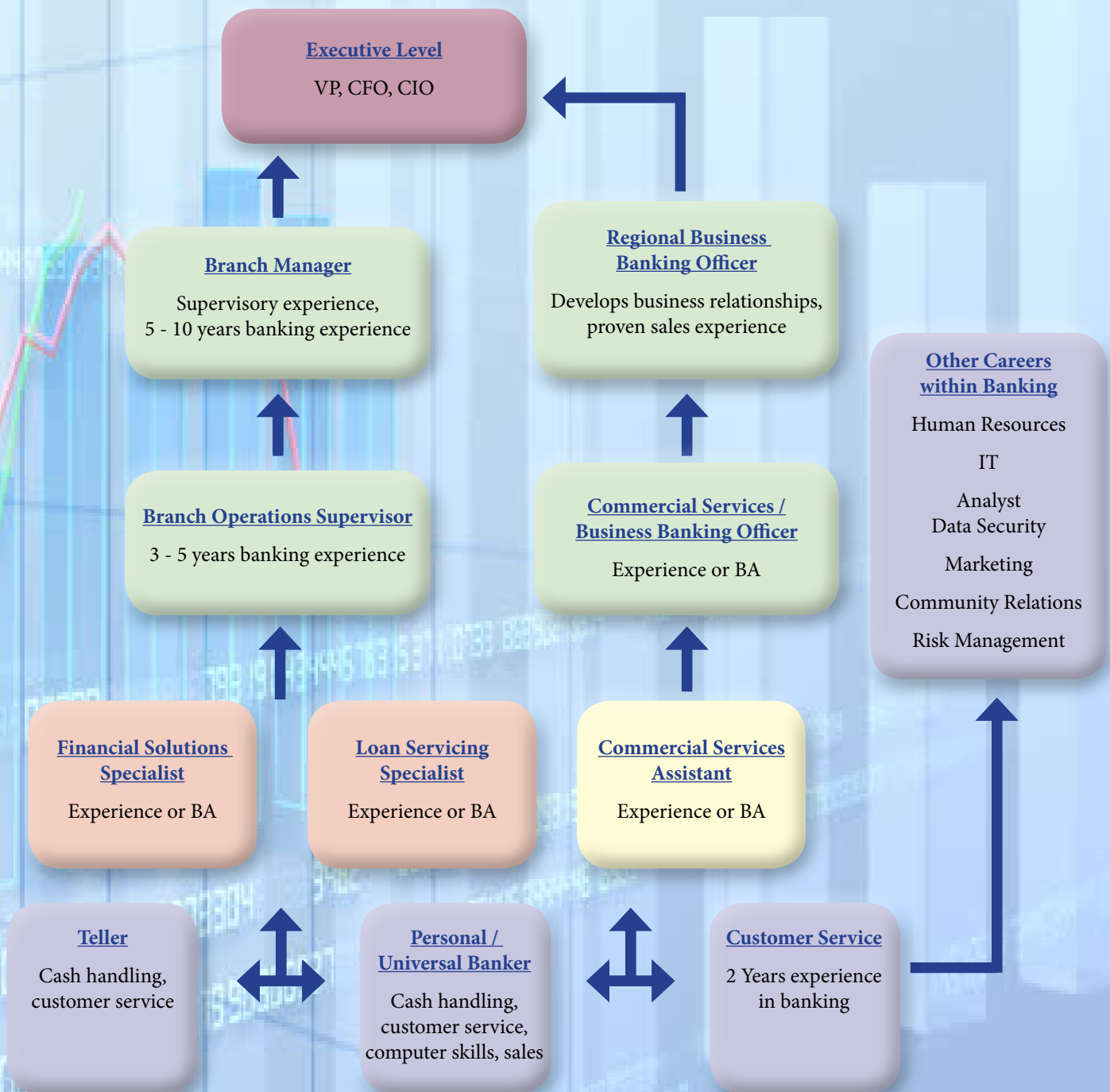
**COASTAL COUNTIES
WORKFORCE, INC.**

*Your partner in business development
and economic prosperity...*

Banking and Finance Career Paths

Coastal Counties Workforce, Inc. 2016

The key to a successful career in banking or financial services is **Customer Service**. Being able to build relationships and determine customers' needs was listed as the *Number One Skill Set* in a survey of the community banks. Additionally, many of the community banks and credit unions in the region provide tuition assistance and opportunities for growth to move entry-level employees, such as teller and personal bankers, up the career ladder into management level positions. Many senior-level managers reported they began their career in banking without a college degree. Their careers advanced by taking college classes part-time through tuition assistance programs.



Community Banks and Credit Unions invest more than money, they also invest in their workforce.



Occupation	Wages	Education Needed	Growth Potential
Teller/Personal Banker	\$12-18/hr	High School Diploma Strong customer service and cash handling skills	Solid* While nationally the trend for teller positions is shrinking, Maine banks report a commitment to customer service and teller positions are transitioning into “personal bankers.”
Customer Service	\$12-\$19/hr	High School Diploma Experience in banking	Strong
Loan Servicing Specialist	\$34k-\$38k/yr	BA in finance, accounting, or business or 5 years experience	Solid* Employers report growth.
Branch Operations Supervisor Branch Manager	\$40k-\$59k/yr \$60k-\$70k/yr	3-5 years banking experience 5-10 years	Solid* A significant number of bank managers are nearing retirement age.
Commercial Services / Business Banking Officer	\$55k-\$70k/yr	BA in finance, accounting or business	Solid* A significant number of bank managers are nearing retirement age.
Mortgage Broker	Commission based salary	Passed the SAFE (Secure and Fair Enforcement) test NMLS License	Growing As the real estate market makes a come back, the need for Mortgage Brokers increases.
Information Technology (IT)	\$50k-\$100k/yr depending on experience	Certified Information Systems Security Professional (CISSP)	Excellent This is an in-demand occupation.

* Depending on the specific role within banking, additional certifications and licensing requirements may apply. Most banks surveyed in the region utilize training through the American Bankers Association. Detailed training information can be found at: www.aba.com/Training/ICB/Pages/default.aspx

Banking and Finance Occupations

Coastal Counties Workforce, Inc. 2016

Banking and Financial Services Occupations

4,782 Jobs (2016) 8% above National Average	-1.7% Change (2016-2025) Nation: 6.6%	\$23.23/hr Median Hourly Earnings Nation: \$34.01
----------------------------------------------------------	----------------------------------------------------	----------------------------------------------------------------

Growth

	4,782 2016 Jobs	4,699 2025 Jobs	-83 Change (2016-2025)	-1.7% Change (2016-2025)
Occupation	2016 Jobs	2025 Jobs	Change	% Change
Financial Managers	1,633	1,641	8	<1%
Personal Financial Advisors	349	392	43	12%
Loan Officers	713	727	14	2%
Financial Specialists, All Other	197	207	10	5%
Tellers	1,402	1,220	-182	-13%
Loan Interviewers and Clerks	489	512	23	5%

Industries Employing Banking & Finance Occupations

Industry	Occupation Group Jobs in Industry (2016)	% of Occupation Group in Industry (2016)	% of Total Jobs in Industry (2016)
Savings Institutions	781	16.3%	54.2%
Commercial Banking	635	13.3%	54.1%
Credit Unions	507	10.6%	54.1%
Financial Transactions Processing, Reserve & Clearinghouse	392	8.2%	36.9%
Corporate, Subsidiary, and Regional Managing Offices	348	7.3%	6.3%

Percentile Earnings

	\$23.19/hr 25 th Percentile Earnings	\$29.23/hr Median Earnings	\$39.31/hr 75 th Percentile Earnings
Occupation	25th Percentile Earnings	Median Earnings	75th Percentile Earnings
Financial Managers	\$35.69	\$45.52	\$58.68
Personal Financial Advisors	\$29.32	\$42.48	\$77.24
Loan Officers	\$21.61	\$27.34	\$39.59
Financial Specialists, All Other	\$21.92	\$27.99	\$36.53
Tellers	\$11.16	\$12.46	\$14.57
Loan Interviewers and Clerks	\$14.28	\$16.61	\$17.94

Getting Started on the Health Care Career Pathway

Health Care is the largest employment sector in the Coastal Counties region.* As the population of Maine ages, the need for medical care is growing. Hospitals and community health centers are expanding their facilities and adding staff. Retirement communities and assisted living facilities are also contributing to the demand for a skilled healthcare workforce. Many employers in this sector offer tuition benefits, career path opportunities and scholarships to move into in demand occupations.

The path is right in front of you!

Careers in this sector include:

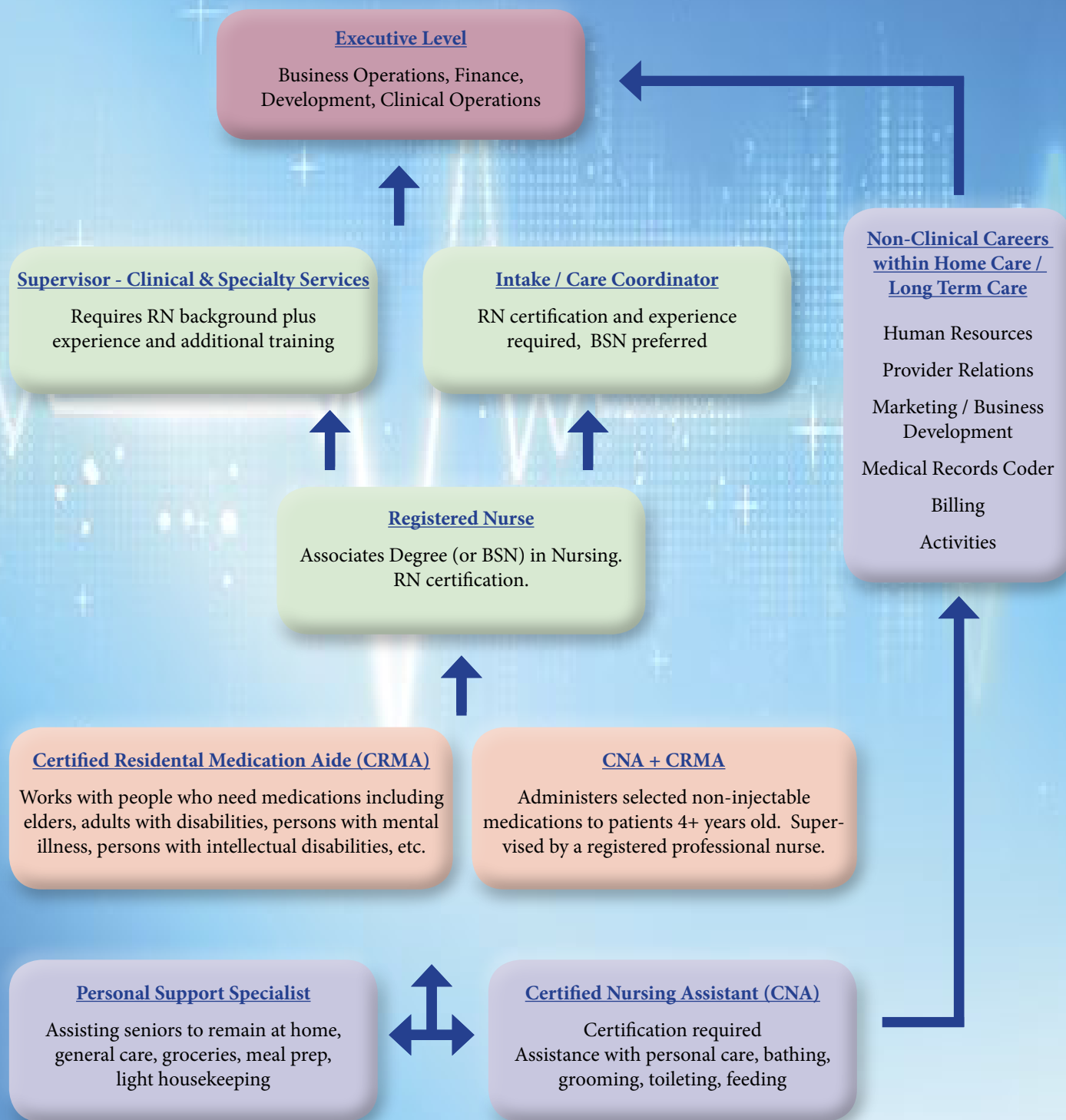
- **Certified Surgical Technicians**
- **Personal Support Specialists**
- **Certified Nurse Aides**
- **Home Health Aides**
- **Medical Assistants**
- **Registered Nurses**



* York, Cumberland, Sagadahoc, Lincoln, Waldo, and Knox counties

Home Care & Long Term Health Care Career Paths

Coastal Counties Workforce, Inc. 2016



**The health care sector is an economic engine in
Maine and the Coastal Counties region.
MaineHealth is the largest employer in Maine.**



Occupation	Wages	Education Needed	Growth Potential
<p>Personal Support Specialist</p> <p>Assist seniors and people with disabilities to live independently in their home.</p>	\$10-14/hr	<p>High School Diploma and short term training</p> <p>Some employers require a certificate in PSS before hire. Some will train you once you come on board as an employee.</p>	<p>Solid</p> <p>This field is expanding, though positions can be part-time or per diem. If a consistent schedule with benefits matters to you, make sure your employer offers that.</p>
<p>Certified Nurse Aide</p>	\$12-\$18/hr	<p>Short Term Certificate Training</p> <p>Some employers including MaineHealth sponsor CNA training at no cost to the student.</p>	<p>Excellent</p> <p>CNAs are always in demand. For those wanting hands on experience in a healthcare setting, CNA may be a first to a career in nursing.</p>
<p>Medical Assistant</p> <p>Prepares patients for examination Assists the physician during the exam Performing basic laboratory tests Drawing blood Taking electrocardiograms Removing sutures and changing dressings May enter medical records</p>	\$14-\$18/hr	<p>9 months - 2 years</p> <p>Employers in the Coastal Counties region view the AAMA certification to be the gold standard. Only graduates of approved Medical Assistant programs such as Associates in Applied Science through the community college system may sit for this exam. SOME employers also accept the CRMA certification which adult education and vocation training programs offer. This is a certificate program with a hands on clinical externship component.</p>	<p>Excellent</p> <p>Health care employers in the Coastal Counties region are expanding. MaineHealth and Midcoast Parkview Health are both adding additional clinical services and building new facilities in the next 5 years.</p>
<p>Registered Nurse</p> <p>Can work in a variety of clinical settings including hospitals, nursing homes, and visiting nurse programs</p>	\$26-\$38/hr	<p>2 year Associate Degree</p> <p>2 year Associate Degree for RN 4 year degree for BSN</p>	<p>Excellent</p> <p>There is a significant nursing shortage in Maine and in the Coastal Counties region. Education funding may be available through a variety of scholarships, loan forgiveness programs and the Competitive Skills Scholarship Program (CSSP). Employers may also offer tuition assistance.</p>
<p>Certified Surgical Technician</p>	\$18-\$25/hr	<p>1 - 2 years</p> <p>Maine Health collaborates with Southern Maine Community College to run an in-house Surgical Technician training program www.mmc.org/surgtech</p>	<p>Good</p> <p>While this is a small segment of the health care sector, the earning potential is quite high for a one year certificate training program.</p>

Health Care Occupations

Coastal Counties Workforce, Inc. 2016

Health Care Occupations

12,632 Jobs (2016) 11% above National Average	11.9% % Change (2016-2025) Nation: 15.0%	\$23.08/hr Median Hourly Wage
------------------------------------------------------------	-------------------------------------------------------	-----------------------------------------

Growth

12,632 2016 Jobs	14,135 2025 Jobs	1,503 Change (2016-2025)	11.9% Change (2016-2025)
----------------------------	----------------------------	------------------------------------	------------------------------------

Occupation	2016 Jobs	2025 Jobs	Change	% Change
Registered Nurses	6,851	7,781	930	14%
Surgical Technologies	228	260	32	14%
Nursing Assistants	3,780	4,084	304	8%
Medical Assistants	1,772	2,010	238	13%

Industries Employing Health Occupations

Industry	Occupation Group Jobs in Industry (2016)	% of Occupation Group in Industry (2016)	% of Total Jobs in Industry (2016)
General Medical and Surgical Hospitalst	6,032	47.8%	40.4%
Nursing Care Facilities (Skilled Nursing Facilities)	1,932	15.3%	52.8%
Offices of Physicians (excepte Mental Health Specialists)	1,398	11.1%	22.8%
Assisted Living Facilites for the Elderly	478	3.8%	21.3%
Home Health Care Services	363	2.9%	16.2%

Percentile Earnings

\$19.92/hr 25 th Percentile Earnings	\$23.08/hr Median Earnings	\$27.28/hr 75 th Percentile Earnings
-----------------------------------------------------------	--------------------------------------	-----------------------------------------------------------

Occupation	25 th Percentile Earnings	Median Earnings	75 th Percentile Earnings
Registered Nurses	\$26.72	\$31.19	\$37.05
Surgical Technologies	\$18.91	\$21.88	\$25.47
Nursing Assistants	\$10.91	\$12.36	\$14.48
Medical Assistants	\$13.59	\$15.48	\$17.94

Getting Started on the Information Technology Career Pathway

Information Technology (IT) is a growing field in the Coastal Counties region* and employees with IT skills are highly in demand. But how do you get started?

Maine is joining many regions that are focusing on growing the IT workforce. There are resources available that are funded by public/private partnerships and are offered at no cost to individuals who are unemployed. For more information, visit:

<http://projectlogin.com/techhire>

The path is right in front of you!

Careers in this sector include:

- Network Systems Administrator
- Software Developer / Engineer
- Information Security Analyst
- Computer Support Specialist
- Database Administrator
- Health Informatics
- Systems Analyst



Information Technology Occupations & Certifications

Coastal Counties Workforce, Inc. 2016

IN-DEMAND SOFTWARE PROGRAMMING SKILLS AND CERTIFICATIONS

SQL	CompTIA A+ Certification
JAVA	Network CCNA
Oracle	(Cisco Certified Network Associate)
Microsoft Excel	CISSP (Certified Information
Microsoft Windows	Systems Security Professional)

RESOURCES TO GET YOU STARTED

www.codecademy.com - Free tutorials in Javascript, PHP, Ruby, Python, and more.

www.edx.org - The CS50 is an excellent baseline computer science course that can get you started on a career in IT.

www.freecodecamp.com - Learn to code through self-paced coding challenges, build projects, and earn certificates..

ONLINE TRAINING

Pluralsight is one online training program which offers free, introductory courses to TechHire communities. <http://learn.pluralsight.com/offers/tech-hire-signup>

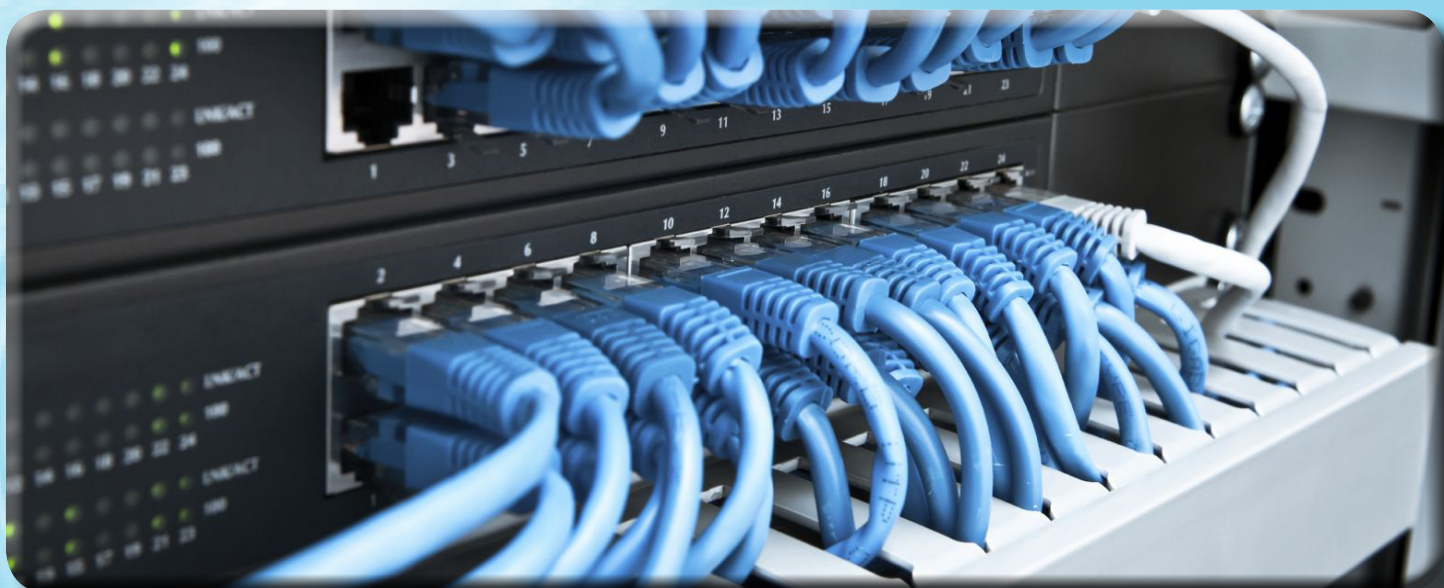
These courses include:

- Front End Web Development
- Software Engineer Essentials
- Java Script Fundamentals
- Technical Support
- Data Analytics
- SQL
- DevOps
- HTML5

The following career tracks represent the most in-demand IT occupations in the Coastal Counties region. While some employers require a degree, many in Maine are moving toward competency-based hiring.



<i>Occupation</i>	<i>Wages</i>	<i>Education Needed</i>	<i>Growth Potential</i>
Computer User Support Specialist (Help Desk)	\$18-26/hr	CompTIA A+	Solid* This is the largest segment of IT occupations in the CCWI region and an excellent starting point on a career in IT. <small>*Some employers nationally are outsourcing.</small>
Software Developers	\$34-\$58/hr	Most require a Bachelor's Degree. Knowledge of coding languages such as Java Script, Ruby, and Python demonstrated by a project portfolio is essential for entry into the field without a degree.	Excellent
Data Analyst / Database Developer	\$23-\$40/hr	Knowledge of Oracle, MySQL, DB2, SQL Server	Excellent
IT Security	\$37-\$61/hr	CompTIA Security+ or CISSP: Certified Information Systems Security Professional	Excellent
Network and Computer Systems Administrators	\$26-\$41/hr	Cisco Certified Network Associate (CCNA) credential CompTIA Network+	Excellent



Information Technology Occupations

Coastal Counties Workforce, Inc. 2016

IT Occupations

7,257 Jobs (2016) 29% below National average	9.6% % Change (2016-2025) Nation: 14.5%	\$35.79 Median Hourly Earnings Nation: \$41.16/hr
-----------------------------------------------------------	------------------------------------------------------	----------------------------------------------------------------

Growth

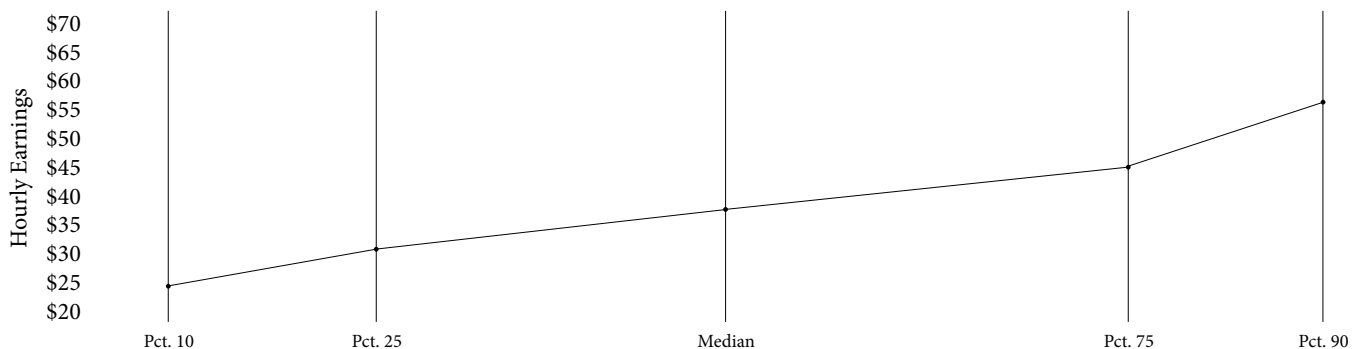
7,257 2016 Jobs	7,954 2025 Jobs	697 Change (2016-2025)	9.6% Change (2016-2025)
---------------------------	---------------------------	----------------------------------	-----------------------------------

Occupation	2016 Jobs	2025 Jobs	Change	% Change
Computer User Support Specialists	1,171	1,317	146	12%
Computer Developers, Applications	999	1,174	175	18%
Computer Systems Analysts	886	1,034	148	17%
Network & Computer Systems Administrators	827	867	40	5%
Computer & Information Systems Managers	740	832	92	12%

Percentile Earnings

\$28.71/hr 25 th Percentile Earnings	\$35.79/hr Median Earnings	\$44.00/hr 75 th Percentile Earnings
-----------------------------------------------------------	--------------------------------------	-----------------------------------------------------------

Occupation	25 th Percentile Earnings	Median Earnings	75 th Percentile Earnings
Computer User Support Specialist	\$18.00	\$22.10	\$26.95
Software Developers, Applications	\$28.82	\$36.91	\$45.26
Software Developers, Systems Software	\$40.57	\$52.18	\$58.56



Getting Started on the Advanced Manufacturing Career Pathway

Advanced Manufacturing is making a comeback in Maine and the Coastal Counties region.* Ship building, boat building, composites, and aerospace continue to represent major employers, but other industries are growing as well. As manufacturing has become a modern, 21st century industry, skills such as computer-aided design, process improvement, precision welding, and fabrication become more in demand. Additionally, more than 50% of the people employed in manufacturing in the region are over 45 years old, so there is a need to train new workers in this sector. Top manufacturing occupations include:

- **Computer Controlled Machine Operators**
- **Production and Operations Supervisors**
- **Machinery Mechanics**
- **Machinists**
- **Welders**

The path is right in front of you!

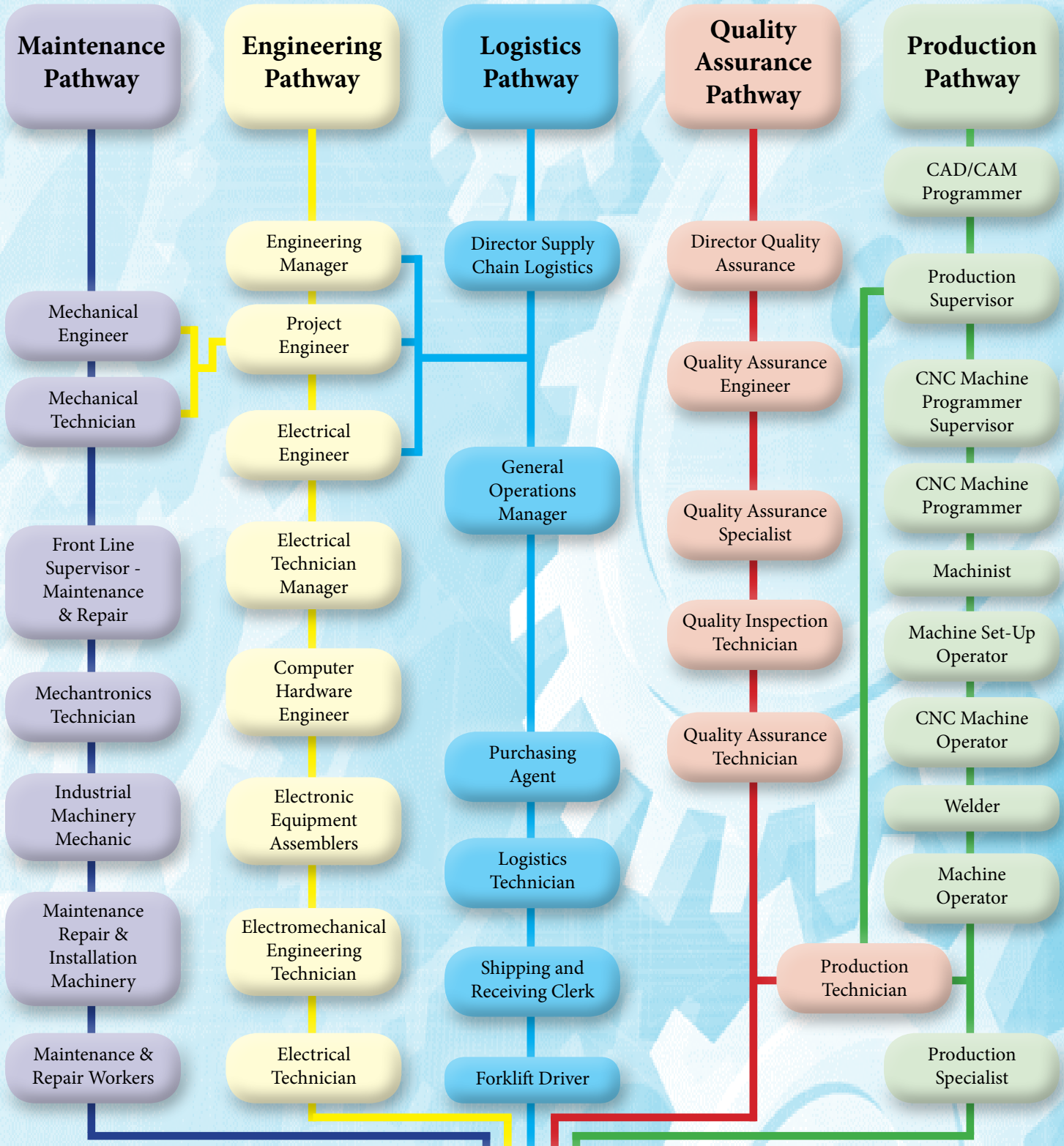
Industries within this sector include:

- **Ship/Boat Building & Aerospace**
- **Precision Manufacturing**
- **Bio/Pharmaceutical**
- **Food Production**
- **Semiconductors**
- **Composites**
- **Electronics**
- **Textiles**



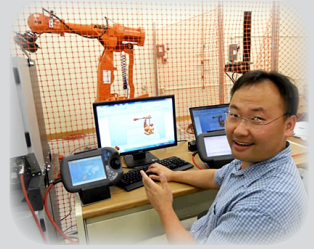
Advanced Manufacturing Career Paths

Coastal Counties Workforce, Inc. 2016



Which path would you take for a career in Advanced Manufacturing?

Due to many factors including an aging workforce, the Advanced Manufacturing sector is growing in Maine and the Coastal Counties region.



Occupation	Wages	Education Needed	Growth Potential
Welders	\$18-27/hr	Depends of the level of detail required by employer. Training is available through Career and Technical Education high schools, Adult Education programs, apprenticeship programs and the community college system.	Excellent Welders are in high demand.
Computer Numerically Controlled (CNC) Machine Operators CNC Tool Operators Develop programs to control machining or processing of metal or plastic parts by automatic machine tools, equipment, or systems.	\$16-\$26/hr	As manufacturing becomes more high tech, the skills required to operate the machines and systems also increase. York Community College and Southern Maine Community College offer certificate programs which prepare you for employment in manufacturing and can lead to a degree.	Solid
Machinists Use machine tools such as lathes, milling machines, and grinders to produce precision metal parts. Many machinists must be able to use both manual and CNC machinery.	\$17-\$25/hr	High School Diploma, Apprenticeship, On-the-Job Training Key skills include: blueprint reading, measuring, and attention to detail.	Solid
Manufacturing/Industrial Engineering Develops new manufacturing processes and technologies into production. Industrial Engineers review production schedules, engineering specifications, and process flows to understand activities in manufacturing and services.	\$40-\$50/hr	Bachelor's Degree There are three schools in Maine with engineering programs that are accredited by the Accreditation Board for Engineering and Technology (ABET). These programs, which can lead to engineering licensure are the University of Maine, Maine Maritime, and the University of Southern Maine.	Solid



Advanced Manufacturing Occupations

Coastal Counties Workforce, Inc. 2016

Advanced Manufacturing Occupations

8,727 Jobs (2016) 9% above National Average	0.4% % Change (2016-2025) Nation: 3.8%	\$22.67 Median Hourly Earnings Nation: \$20.82
----------------------------------------------------------	-----------------------------------------------------	-------------------------------------------------------------

Growth

8,727 2016 Jobs	8,761 2025 Jobs	34 Change (2016-2025)	0.4% Change (2016-2025)	
Occupation	2016 Jobs	2025 Jobs	Change	% Change
First Line Supervisors of Production & Operation	1,496	1,466	-30	-2%
Welders, Cutters, Solderers & Brazers	1,242	1,260	18	1%
Machinists	888	956	68	8%
Computer-Controlled Machine Tool Operators	485	524	39	8%
Sewing Machine Operators	443	419	-24	-5%
Sheet Metal Workers	422	423	1	<1%
Sales Reps - Technical & Scientific Products	399	478	79	20%

Industries Employing Manufacturing Occupations

Industry	Occupation Group Jobs in Industry (2016)	% of Occupation Group in Industry (2016)	% of Total Jobs in Industry (2016)
Ship Building and Repairing	1,291	14.8%	22.1%
Machine Shops	517	5.9%	63.0%
Aircraft Engine and Engine Parts Manufacturing	311	3.6%	27.7%
Boat Building	199	2.3%	21.9%
Sawmills	183	2.1%	36.5%

Percentile Earnings

\$17.65/hr 25 th Percentile Earnings	\$22.67/hr Median Earnings	\$27.72/hr 75 th Percentile Earnings	
Occupation	25 th Percentile Earnings	Median Earnings	75 th Percentile Earnings
Electrical and Electronics Engineering Technicians	\$28.79	\$33.19	\$37.44
Sheet Metal Workers	\$18.45	\$23.39	\$27.19
Computer-Controlled Machine Tool Operators, Metal and Plastic	\$16.42	\$21.31	\$26.74
Machinists	\$17.87	\$21.46	\$25.04
Model Makers, Metal and Plastic	\$22.91	\$31.55	\$42.43
Welders, Cutters, Solderers, and Brazers	\$18.00	\$23.18	\$27.11

Getting Started on the Transportation & Logistics Career Pathway

Growth in Transportation and Logistics continues to climb!

The trucking industry across the US and Maine currently has a shortage of drivers and the career outlook is excellent. Entry level positions, such as delivery drivers (CDL Class B), can pay between \$15-\$20/hr and can lead to positions like over-the-road truck driving (CDL Class A). Long-haul truck drivers can start as rookie drivers earning \$40,000, and with experience can earn up to \$80,000/yr!

If driving long distances isn't for you, consider a career as a transit/tour bus operator or a career in logistics might be your path. You can chart the course through supply chain management and earn an excellent salary.

The path is right in front of you!

Careers in this sector include:

- Heavy and Tractor Trailer Truck Driving
- Light Truck and Delivery Driving
- Transit and Intercity Bus Driving
- Industrial and Tractor Operators
- School Bus Driving
- Logisticians
- Mechanics
- Loaders



**COASTAL COUNTIES
WORKFORCE, INC.**

*Your partner in business development
and economic prosperity...*

Commercial Drivers License (CDL) Classifications & Requirement

Coastal Counties Workforce, Inc. 2016

Class A CDL

Required to operate any combination of vehicles with a gross combination weight rating (GCWR) of 26,001 lbs. or more, to include a towed vehicle that is HEAVIER than 10,000 lbs.

- **Tractor-trailers**
- **Truck and trailer combinations**
 - Double and triple trailers
- **Tractor-trailer buses**
- **Tanker vehicles**
- **Livestock carriers**
- **Flatbeds**

In addition, a Class A license may allow you to drive some Class B and Class C vehicles as long as you possess the correct endorsements.

Class B CDL

Required to operate a single vehicle with a gross vehicle weight rating 26,001 lbs. or heavier AND/OR any vehicle as described above that is towing another vehicle weighing UP TO 10,000 lbs. Some of the vehicles you may be allowed to operate (with the right endorsement) include:

- **Straight trucks**
- **Large buses, including:**
 - City, tourist, and school buses
- **Segmented buses**
- **Box trucks, such as:**
 - Delivery drivers
 - Couriers
 - Furniture delivery
- **Dump trucks with small trailers**

In addition, a Class B license may allow you to operate some Class C vehicles if you possess the correct endorsements. For more information, visit this [Guide to CDL Endorsements](#).

Class C CDL

Required if the vehicle you intend to drive does not meet the criteria described for either a Class A or Class B license AND is meant to transport EITHER at least 16 passengers (to include you, the driver) OR hazardous material (HAZMAT) as laid out by federal guidelines.

Examples of vehicles you might be able to operate with a Class C (with proper endorsement) include:

- **Small HAZMAT vehicles**
- **Passenger vans**
- **Combination vehicles not described in class A or B**
 - *Example:* A small truck towing a trailer

Different types of truck drivers, include:

Over the Road / Long-Haul Drivers operate heavy trucks and drive for long periods of time, either interstate or intrastate.

Pick-up and Delivery (P&D) / Local Drivers operate light, medium or heavy trucks and work in-route sales or pickup and delivery operations. Those P&D drivers often need sales skills in addition to driving skills.

Specialized Trucking involves trucks that handle unusual, oversized or sensitive loads. Drivers cover local and long-distance routes, and need extra training to operate their equipment. Other permits may be needed.

Hazardous Materials Drivers need additional training. Drivers need to know about the content of the loads they are hauling, how to handle the loads safely and what to do in an emergency. They must also take a special test when applying for the CDL that certifies them as a hazardous materials driver. Other permits may be needed.

The Transportation and Logistics sector offers solid career opportunities within Maine and nationally. Entry into this sector requires specific licensing and credentials. See below for approved CDL Truck and Bus Driving programs in the Coastal Counties region.



County	School	Address	Phone Number
Cumberland	Merrymeeting Driver Education http://merrymeeting.maineadulted.org/	68 Church Road Brunswick, ME 04011	(207) 729-7323
Cumberland	Northeast Technical Institute http://www.ntinow.edu/programs/cdl-truck-driver-training-program/	51 US Route One Scarborough, ME 04074	(207) 883-5130
Cumberland	Windham/Raymond Adult Education https://windham.coursestorm.com/course/professional-school-bus-driver-training-fall-2016	406 Gray Road Windham, ME 04062	(207) 885-1211
Knox	Mid-Coast School of Technology https://midcoastadulted.coursestorm.com/category/tools-and-trades	1 Main Street Rockland, ME 04841	(207) 596-7752
York	GoDriving.co http://www.godriving.co/cdlclassatruckdriving.html	239 Main Street Saco, ME 04072	(207) 284-6111

Are you an analytical thinker and prefer not to drive as a career?

Consider Logistics!

The APICS Certified Supply Chain Professional (CSCP) program is the first and only supply chain certification that encompasses the end-to-end global supply chain. APICS CSCP designees gain the skills to effectively manage global supply chain activities that involve suppliers, plants, distributors, and customers located around the world.

<http://apicsmaine.org/education>

Transportation & Logistics Occupations

Coastal Counties Workforce, Inc. 2016

Transportation Occupations Summary

9,348 Jobs (2016) 6% above National Average	4.4% % Change (2016-2025) Nation: 8.3%	\$16.71/hr Median Hourly Earnings Nation: \$18.02/hr
----------------------------------------------------------	-----------------------------------------------------	-------------------------------------------------------------------

Growth

9,348 2016 Jobs	9,761 2025 Jobs	413 Change (2016-2025)	4.4% Change (2016-2025)	
Occupation	2016 Jobs	2025 Jobs	Change	% Change
Logisticians	202	209	7	3%
Bus Drivers, Transit & Intercity	226	244	18	8%
Heavy & Tractor-Trailer Truck Drivers	3,804	3,926	122	3%
Light Truck or Delivery Service Drivers	2,232	2,262	30	1%
Industrial Truck & Tractor Operators	1,004	1,037	33	3%

Industries Employing Transportation Occupations

Industry	Occupation Group Jobs in Industry (2016)	% of Occupation Group in Industry (2016)	% of Total Jobs in Industry (2016)
General Warehousing and Storage	676	7.2%	23.9%
Elementary & Secondary Schools (Local Government)	511	5.5%	3.1%
General Freight Trucking, Long-Distance, Truckload	474	5.1%	78.3%
Couriers & Express Delivery Services	467	5.0%	50.3%
Local Government, Excluding Education & Hospitals	317	3.4%	3.0%

Percentile Earnings

\$13.91/hr 25 th Percentile Earnings	\$16.71/hr Median Earnings	\$20.46/hr 75 th Percentile Earnings	
Occupation	25 th Percentile Earnings	Median Earnings	75 th Percentile Earnings
Logisticians	\$26.62	\$32.08	\$37.62
Bus Drivers, Transit & Intercity	\$14.71	\$16.86	\$20.59
Heavy & Tractor-Trailer Truck	\$14.59	\$17.68	\$21.96
Light Truck or Delivery Services	\$10.50	\$12.93	\$16.69
Industrial Truck & Tractor Operators	\$13.43	\$15.77	\$18.88