

**State-Identified Demand Careers
Philadelphia County**

Educational Attainment Level	Wages (2004)			Employment		Percent Change	Annual Openings
	Annual Average	Entry Level	Exper. Level	Estimated 2002	Projected 2012		
Accountants & Auditors							
Bachelor's degree	\$58,799	\$36,560	\$69,919	5,150	5,030	-2.3	85
Administrative Services Managers							
Work experience plus degree	\$74,527	\$37,458	\$93,062	2,260	2,320	2.7	50
Agricultural Inspectors							
Related work experience	N/A	N/A	N/A	20	20	0	1
Architectural & Civil Drafters							
Postsecondary vocational training	\$45,193	\$29,873	\$52,853	610	540	-11.5	10
Automotive Body & Related Repairers							
Long-term training	\$31,882	\$18,755	\$38,446	1,070	1,060	-0.9	21
Automotive Service Technicians & Mechanics							
Postsecondary vocational training	\$32,013	\$17,780	\$39,130	2,560	2,310	-9.8	43
Biochemists & Biophysicists							
Doctoral degree	\$71,937	\$45,960	\$84,925	60	60	0	2
Biological Technicians							
Associate's degree	N/A	N/A	N/A	570	570	0	10
Biomedical Engineers							
Bachelor's degree	\$70,367	\$51,479	\$79,811	40	40	0	1
Bookkeeping, Accounting & Auditing Clerks							
Moderate-term OJT	\$31,114	\$21,012	\$36,164	7,630	6,790	-11	59
Brickmasons & Blockmasons							
Long-term training	\$45,629	\$32,166	\$52,360	170	160	-5.9	2
Bus, Truck & Diesel Engine Mechanics							
Postsecondary vocational training	\$41,008	\$30,501	\$46,262	1,080	1,020	5.6	22
Butchers & Meat Cutters							
Long-term training	\$26,986	\$14,945	\$33,007	480	380	-20.8	2
Cabinetmakers & Bench Carpenters							

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Long-term training	\$30,423	\$14,443	\$38,413	220	200	-9.1	4
Cardiovascular Technologists & Technicians							
Associate's degree	\$40,493	\$26,003	\$47,739	360	390	8.3	10
Carpenters							
Long-term training	\$46,428	\$29,621	\$54,831	2,120	2,010	-5.2	24
Cement Masons & Concrete Finishers							
Long-term training	\$41,369	\$25,395	\$49,355	200	210	5	5
Chemical Equipment Operators & Tenders							
Moderate-term OJT	\$34,478	\$27,596	\$37,919	350	330	-5.7	11
Chemical Plant & System Operators							
Long-term training/TD>	\$44,024	\$32,662	\$49,704	30	20	-33.3	0
Chemists							
Bachelor's degree	\$60,903	\$36,852	\$72,929	450	470	4.4	17
Child Care Workers							
Short-term OJT	\$20,245	\$14,718	\$23,009	3,300	3,840	16.4	144
Claims Adjusters, Examiners & Investigators							
Long-term training	\$51,270	\$28,903	\$62,453	2,500	2,450	-2	26
Computer & Information Scientists, Research							
Doctoral degree	\$84,901	\$54,536	\$100,084	60	50	-16.7	0
Computer Software Engineers, Systems Software							
Bachelor's degree	N/A	N/A	N/A	1,580	1,740	10.1	32
Computer Support Specialists							
Associate's degree	\$45,660	\$29,176	\$53,902	2,250	2,360	4.9	39
Computer Systems Analysts							
Bachelor's degree	\$70,424	\$52,734	\$79,268	2,760	2,960	7.2	51
Construction & Building Inspectors							
Related work experience	\$47,734	\$35,035	\$54,083	570	570	0	13

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Construction Managers							
Bachelor's degree	\$87,085	\$58,368	\$101,443	810	850	4.9	19
Consumer Information Specialists							
Bachelor's degree	\$53,398	\$26,929	\$66,632	690	780	13	19
Cost Estimators							
Bachelor's degree	\$58,543	\$36,101	\$69,765	490	470	-4.1	9
Counter & Rental Clerks							
Short-term OJT	\$19,234	\$12,468	\$22,617	1,470	1,420	-3.4	51
Customer Service Representatives							
Moderate-term OJT	\$30,541	\$20,464	\$35,579	7,780	7,980	2.6	136
Cutting, Punching & Press Machine Oprs/Tenders							
Moderate-term OJT	\$31,050	\$18,304	\$37,424	650	490	-24.6	0
Dental Hygienists							
Associate's degree	\$55,458	\$50,702	\$57,836	280	340	21.4	8
Dental Laboratory Technicians							
Long-term training	\$19,094	\$12,533	\$22,374	140	130	-7.1	2
Dentists							
First Professional degree	N/A	N/A	N/A	590	550	-6.8	6
Desktop Publishers							
Postsecondary vocational training	\$50,227	\$35,988	\$57,346	110	120	9.1	4
Drilling & Boring Machine Tool Oprs/Tenders							
Moderate-term OJT	\$41,442	\$28,572	\$47,877	40	30	-25	0
Driver/Sales Workers							
Short-term OJT	\$21,245	\$12,790	\$25,472	1,200	1,110	-7.5	11
Education Administrators, Elementary & Secondary School							
Work experience plus degree	N/A	N/A	N/A	1,130	1,090	-3.5	24
Education Administrators, Postsecondary							
Work experience plus degree	\$76,189	\$38,245	\$95,161	1,300	1,360	4.6	38

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Education Administrators, Preschool & Child Care Center Work experience plus degree	\$29,708	\$17,187	\$35,969	510	570	11.8	19
Educational, Vocational & School Counselors Master's degree	\$46,994	\$27,074	\$56,953	1,520	1,420	-6.6	25
Electrical Power-Line Installers & Repairers Long-term training	N/A	N/A	N/A	150	160	6.7	6
Electricians Long-term training	\$58,491	\$38,470	\$68,502	2,440	2,540	4.1	58
Elementary School Teachers Bachelor's degree	N/A	N/A	N/A	7,430	6,780	-8.7	99
Emergency Medical Technicians & Paramedics Postsecondary vocational training	\$36,217	\$28,636	\$40,008	1,430	1,710	19.6	44
Engineering Teachers, Postsecondary Doctoral degree	\$67,673	\$42,210	\$80,405	1,040	1,180	13.5	38
Environmental Engineers Bachelor's degree	\$82,627	\$62,165	\$92,858	230	250	8.7	6
Environmental Scientists & Specialists Bachelor's degree	\$74,667	\$56,280	\$83,861	230	230	0	4
ESL Teachers Bachelor's degree	\$42,561	\$24,929	\$51,378	750	0	9	
Executive Secretaries & Admin. Assistants Moderate-term OJT	\$37,657	\$26,643	\$43,164	10,090	9,370	-7.1	121
Extruding & Drawing Machine Oprs/Tenders Moderate-term OJT	N/A	N/A	N/A	30	30	0	1
Farm Equipment Mechanics Postsecondary vocational training	N/A	N/A	N/A	60	60	0	1
Farmers & Ranchers							

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Long-term training	N/A	N/A	N/A	10	10	0	0
Farmworkers & Laborers: Crop, Nursery & Greenhouse							
Long-term training	\$17,377	\$12,890	\$19,621	410	420	2.4	13
Financial Managers							
Work experience plus degree	\$83,149	\$45,301	\$102,073	4,700	4,780	1.7	75
Furniture Finishers							
Long-term training	\$29,889	\$16,704	\$36,481	30	20	-33.3	0
Graphic Designers							
Bachelor's degree	\$42,015	\$28,984	\$48,530	1,310	1,410	7.6	28
Grinding, Polishing & Buffing Machine Oprs/Tenders							
Moderate-term OJT	\$33,989	\$24,718	\$38,625	170	120	-29.4	0
Heating, A/C & Refrigeration Mechanics							
Long-term training	\$48,697	\$34,904	\$55,594	1,460	1,540	5.5	27
Home Health Aides							
Short-term OJT	\$19,475	\$16,428	\$20,999	2,590	3,080	18.9	83
Industrial Machinery Mechanics							
Long-term training	\$42,070	\$34,887	\$45,662	620	560	-9.7	7
Inspectors, Testers, Samplers & Weighers							
Moderate-term OJT	\$36,540	\$21,280	\$44,171	1,570	1,330	-15.3	12
Job Printers							
Long-term training	\$35,136	\$20,057	\$42,676	320	300	-6.3	6
Kindergarten Teachers							
Bachelor's degree	\$40,727	\$23,873	\$49,154	1,180	1,200	1.7	16
Laborers & Material Movers							
Short-term OJT	\$24,702	\$16,263	\$28,922	8,000	7,020	-12.3	164
Lathe & Turning Machine Tool Oprs/Tenders							
Moderate-term OJT	\$39,182	\$30,572	\$43,487	70	60	-14.3	0

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Lawyers							
First Professional degree	\$100,809	\$48,965	\$126,731	9,030	9,630	6.6	176
Legal Secretaries							
Postsecondary vocational training	\$38,359	\$25,829	\$44,624	5,650	5,960	5.5	139
Librarians							
Master's degree	\$50,378	\$32,010	\$59,561	660	630	-4.5	13
Licensed Practical & Vocational Nurses							
Postsecondary vocational training	\$45,875	\$33,980	\$51,822	4,590	4,320	-5.9	73
Loan Officers							
Bachelor's degree	\$45,091	\$30,523	\$52,375	690	710	2.9	13
Machinists							
Long-term training	\$36,596	\$24,452	\$42,668	770	690	-10.4	10
Maintenance & Repair Workers, General							
Long-term training	\$34,579	\$22,373	\$40,682	6,970	6,910	-0.9	128
Maintenance Workers, Machinery							
Long-term training	\$36,166	\$23,629	\$42,435	400	360	-10	5
Management Analysts							
Work experience plus degree	\$75,093	\$45,316	\$89,981	3,730	4,340	16.4	112
Mathematical Science Teachers, Postsecondary							
Doctoral degree	\$72,865	\$37,045	\$90,775	600	670	11.7	21
Mechanical Drafters							
Postsecondary vocational training	\$62,735	\$41,552	\$73,327	200	160	-20	2
Medical & Clinical Laboratory Technicians							
Associate's degree	\$35,438	\$26,737	\$39,788	2,240	2,170	-3.1	53
Medical & Clinical Laboratory Technologists							
Bachelor's degree	\$46,501	\$34,290	\$52,607	940	920	-2.1	23
Medical & Public Health Social Workers							
Bachelor's degree	\$41,382	\$27,248	\$48,448	2,000	2,030	1.5	37

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Medical Appliance Technicians Long-term training	\$30,618	\$20,432	\$35,711	80	90	12.5	3
Medical Assistants Moderate-term OJT	\$26,872	\$21,005	\$29,806	2,980	3,890	30.5	146
Medical Records & Health Information Technicians Associate's degree	\$30,660	\$19,446	\$36,266	1,020	1,260	23.5	39
Medical Scientists Doctoral degree	N/A	N/A	N/A	320	350	9.4	9
Medical Secretaries Postsecondary vocational training	\$30,205	\$22,881	\$33,867	1,780	1,660	-6.7	22
Medical Transcriptionists Postsecondary vocational training	\$29,278	\$24,008	\$31,914	740	700	-5.4	10
Mental Health Counselors Master's degree	\$32,769	\$23,873	\$37,217	1,020	1,150	12.7	36
Middle School Teachers Bachelor's degree	N/A	N/A	N/A	2,560	2,200	-14.1	20
Milling & Planing Machine Oprs/Tender Moderate-term OJT	\$36,705	\$29,728	\$40,194	30	20	-33.3	0
Millwrights Long-term training	N/A	N/A	N/A	70	70	0	2
Mobile Heavy Equipment Mechanics Postsecondary vocational training	\$22,597	\$16,749	\$25,520	580	520	-10.3	7
Molding & Casting Machine Setters/Oprs/Tenders Moderate-term OJT	\$28,373	\$18,236	\$33,442	70	60	-14.3	1
Motorcycle Mechanics Long-term training	N/A	N/A	N/A	10	10	0	0
Network & Computer Systems Administrators							

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Bachelor's degree	\$64,551	\$45,202	\$74,226	1,230	1,370	11.4	28
Nuclear Engineers							
Bachelor's degree	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Numerical Tool & Process Control Programmers							
Long-term training	N/A	N/A	N/A	20	20	0	0
Nursing Aides, Orderlies & Attendants							
Short-term OJT	\$24,238	\$19,962	\$26,376	7,660	7,810	2	115
Nursing Instructors & Teachers, Postsecondary							
Master's degree	\$67,432	\$37,149	\$82,573	330	360	9.1	10
Occupational Therapists							
Bachelor's degree	\$61,012	\$45,603	\$68,717	760	810	6.6	15
Office Clerks							
Short-term OJT	\$26,112	\$15,104	\$31,617	16,620	14,620	-12	168
Packaging & Filling Machine Operators/Tenders							
Short-term OJT	\$27,733	\$17,701	\$32,749	1,350	1,240	-8.1	16
Painters, Construction & Maintenance							
Moderate-term OJT	\$40,797	\$25,676	\$48,357	1,730	1,710	-1.2	24
Paper Goods Machine Oprs/Tender							
Moderate-term OJT	\$30,434	\$21,256	\$35,023	280	210	-25	0
Personal & Home Care Aides							
Short-term OJT	\$22,757	\$13,381	\$27,445	3,750	4,400	17.3	125
Personal Financial Advisors							
Bachelor's degree	\$72,807	\$31,705	\$93,357	1,300	1,630	25.4	50
Pharmacists							
First Professional degree	\$78,679	\$67,491	\$84,274	1,590	1,620	1.9	34
Pharmacy Technicians							
Moderate-term OJT	\$29,583	\$21,520	\$33,614	1,200	1,250	4.2	21

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Physical Therapist Assistants							
Associate's degree	\$37,452	\$27,486	\$42,435	280	330	17.9	10
Physical Therapists							
Master's degree/TD>	\$64,847	\$46,210	\$74,166	1,630	1,830	12.3	36
Plumbers, Pipefitters & Steamfitters							
Long-term training	\$50,641	\$31,696	\$60,114	1,540	1,550	0.6	37
Police & Sheriff's Patrol Officers							
Long-term training	N/A	N/A	N/A	7,440	7,990	7.4	247
Prepress Technicians & Worker							
Long-term training	\$43,791	\$28,042	\$51,666	290	210	-27.6	2
Preschool Teachers							
Bachelor's degree	\$31,301	\$17,206	\$38,348	2,230	2,500	12.1	54
Printing Machine Operators							
Moderate-term OJT	\$34,425	\$19,544	\$41,865	630	530	-15.9	5
Production, Planning & Expediting Clerks							
Short-term OJT	\$43,460	\$26,599	\$51,890	1,290	1,240	-3.9	26
Radiologic Technologists & Technicians							
Associate's degree	\$48,199	\$36,075	\$54,261	1,200	1,170	-2.5	19
Receptionists & Information Clerks							
Short-term OJT	\$24,073	\$17,304	\$27,457	4,790	5,130	7.1	152
Registered Nurses							
Associate's degree	\$59,401	\$46,258	\$65,973	20,540	21,020	2.3	478
Respiratory Therapists							
Associate's degree	\$49,544	\$39,331	\$54,651	760	810	6.6	30
Sales Managers							
Work experience plus degree	\$87,557	\$41,823	\$110,424	2,090	2,340	12	64
Sales Representatives							
Moderate-term OJT	\$55,452	\$25,224	\$70,566	5,800	5,640	-2.8	136

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Sales Representatives, Technical & Scientific							
Moderate-term OJT	\$65,898	\$38,396	\$79,650	900	980	8.9	32
Secondary School Teachers - Math, Science & Foreign Languages							
Bachelor's degree	N/A	N/A	N/A	4,390	4,110	-6.4	96
Secretaries							
Moderate-term OJT	\$30,140	\$20,251	\$35,085	9,510	7,710	-18.9	30
Securities, Commodities & Financial Services Sales Agents							
Bachelor's degree	\$88,119	\$47,171	\$108,593	1,410	1,420	0.7	17
Security Guards							
Short-term OJT	\$20,699	\$13,695	\$24,201	7,230	7,160	-1	150
Shipping, Receiving & Traffic Clerks							
Short-term OJT	\$28,021	\$18,115	\$32,974	2,910	2,470	-15.1	16
Small Engine/Power Equipment Mechanics							
Moderate-term OJT	N/A	N/A	N/A	50	50	0	1
Special Education Teachers, Secondary School							
Bachelor's degree	N/A	N/A	N/A	100	110	10	3
Speech-Language Pathologists							
Master's degree	\$62,839	\$44,701	\$71,908	320	350	9.4	11
Statisticians							
Master's degree	\$67,418	\$44,541	\$78,857	110	110	0	3
Stonemasons							
Long-term training	\$54,772	\$47,747	\$58,284	40	30	-25	0
Supervisors - Construction/Extraction Workers							
Related work experience	\$59,208	\$47,307	\$65,159	1,540	1,550	0.6	27
Supervisors - Office & Admin. Support Workers							
Related work experience	\$49,096	\$32,168	\$57,560	8,810	7,920	-10.1	100
Supervisors - Production & Operating Workers							

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Related work experience	\$51,586	\$30,106	\$62,325	2,330	2,070	-11.2	23
Supervisors - Trans. & Material-Moving Machine/Vehicle Operators							
Related work experience	\$49,290	\$29,202	\$59,334	1,080	1,030	-4.6	20
Teacher Assistants							
Short-term OJT	\$21,697	\$15,674	\$24,709	3,710	3,770	1.6	78
Telemarketers							
Short-term OJT	\$28,256	\$18,045	\$33,361	3,010	2,370	-21.3	0
Tile & Marble Setters							
Long-term training	N/A	N/A	N/A	30	30	0	1
Tool & Die Makers							
Long-term training	\$40,888	\$30,953	\$45,855	160	130	-18.8	1
Travel Agents							
Postsecondary vocational training	\$31,882	\$18,139	\$38,754	890	700	-21.3	14
Truck Drivers, Heavy & Tractor-Trailer							
Moderate-term OJT	\$38,950	\$28,458	\$44,196	4,830	5,470	13.3	143
Truck Drivers, Light							
Short-term OJT	\$30,267	\$17,113	\$36,844	3,560	3,570	0.3	34
Veterinarians, Large Animals							
First Professional degree	\$76,199	\$54,761	\$86,918	90	100	11.1	3
Veterinary Assistants							
Short-term OJT	\$23,451	\$15,036	\$27,659	310	300	-3.2	5
Veterinary Technologists & Technicians							
Associate's degree	N/A	N/A	N/A	80	100	25	3
Vocational Education Teachers, Secondary School							
Bachelor's degree	N/A	N/A	N/A	890	770	-13.5	13
Welders, Cutters, Solderers & Brazers							
Postsecondary vocational training	\$33,797	\$21,810	\$39,790	1,000	980	-2	26

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Woodworking Machine Oprs/Tenders							
Moderate-term OJT	\$29,542	\$23,363	\$32,631	50	30	-40	0