This survey was created on behalf of the McLean County Community COMPACT, a subsidiary of the McLean County Chamber of Commerce focused on collaborating with local employers, community and workforce partners, and educators to provide innovative approaches to address local workforce demands and workforce retention.

This survey aims to gather specific data from employers across McLean County and provide an aggregate response and proposal on ways the partners listed above can work together to fill the current and projected employer needs.

Your participation is VITAL for the success of this exercise! The results will provide valid, current, and credible employer needs that can be addressed locally.

Please know that we PLEDGE CONFIDENTIALITY with all information from surveys concerning submitted responses. COMPACT nor the Chamber will not discuss, disclose, disseminate, or provide access to survey data and identifiers.

Before you begin this survey, please make sure you have plenty of time to complete this survey in one sitting. The information will not be saved if you exit out of the survey. The survey is lengthy to provide better results to employers across McLean County. Thank you for taking the time to fill out this survey.

*	1.	Ľ)emc	grap	hic	lni	forma	tion	
						_			_

Company	
Contact Name	
Contact Title	
City of Main Office	
State/Province of Main Office	
ZIP/Postal Code	
Email Address	

* 2. Number of Full-Time Employees

* 3. Number of Part-Time Employees

* 4. Total Number of Employees

* 5. Number of Years of Business Operation in McLean County

Employer Needs

All information on this page after completing will be lost if you click the previous button.

* 6. An employee value proposition is the set of attributes and benefits you offer or assist employees with in return for the skills, experience, and qualities they bring to the position. Rate your company's ability to meet the following employee value propositions in your recruitment efforts:

	Very Easy	Easy	Neutral	Difficult	Very Difficult
Job flexibility (work from home/remote work/flexible hours)	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Company values/culture	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Meaning and purpose	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Opportunities for advancement	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Personal connection to community	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Compensation	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Benefits	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Education or professional development	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc

* 7. Most frequently cited reasons for **PAST** employees for leaving your **company.**

	Most Often	Often	Neutral	Rarely	Very Rarely
Job flexibility (work from home/remote work/flexible hours)	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Company values	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Meaning and purpose	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Company culture	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Leadership/Management	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Compensation	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Benefits	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Education or professional development	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc

\ast 8. Most frequently cited reasons for $P\!AST$ employees for leaving the community.

	Most Often	Often	Neutral	Rarely	Very Rarely
Professional opportunities otherwise not available locally	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Relocation for family or other interpersonal reasons	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Quality of place (aesthetics/local activities/nightlife)	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Community culture/diversity/DEI awareness	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Connection to a personal network	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Weather	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Transportation and logistics	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Geographic location	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Cost of living	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Childcare access	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Affordable childcare	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc

* 9. Most frequently cited reasons for **PROSPECTIVE** employees not accepting employment.

	Most Often	Often	Neutral	Rarely	Very Rarely
Job flexibility (work from home/remote work/flexible hours)	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Company values	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Meaning and purpose	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Company culture	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Leadership/Management	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Compensation	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Benefits	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Education or professional development	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Professional opportunities otherwise not available locally	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Relocation for family or other interpersonal reasons	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Quality of place (aesthetics/local activities/nightlife)	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Community culture/diversity/EDI awareness	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Connection to a personal network	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Weather	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Transportation and Logistics	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Geographic location	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Cost of living	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Housing Availability	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Childcare Access	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Affordable Childcare	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc

Skills and Preparation

* 10. Please indicate the percentage of roles within your organization that require each type of education. If exact data isn't available, please provide it as close as possible. **The total must add up to 100% and any spots blank put a 0.**

No or Minimal Schooling	
High School Diploma/GED	
Certification	
Associate's Degree	
Bachelor's Degree	
Master's Degree	
Doctorate	

* 11. **Essential Workplace Skills:** Please rate these from highest to least important with 1 being most important and 6 being least important. The results will provide valuable information to enhance local training programs and increase your employee's workplace skills.

These skills were created with insights from over 140 employers and developed with industry professionals, Heartland Community College's Essential Workplace Skills (EWS) provide an intentional and consistent approach to soft-skills training.

	Practicing Professionalism at Work
	Communicating Effectively
	Thinking Critically at Work
	Navigating Challenges and Stressors
	Understanding Customer Service Essentials
≣	Advancing Diversity, Equity, and Inclusion

12. Please list any other essential skills areas not captured by this model that you would consider important or where a gap exists.

* 13. **Connecting Community Employers:** COMPACT seeks to connect community employers with local students to help develop an interest in career paths that exist within the community and increases the likelihood that students are either retained or return to the community to grow their careers. After having read the description, please take a few moments to rate the level of interest in the following components of that program:

	Very Interested	Moderately Interested	Slightly Interested	Not Interested	N/A
Allow for job shadowing of our employees by students in the community.	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Participate in a career fair hosted specifically to showcase McLean County employers.	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Offer internships (paid or unpaid) to students in the community.	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Host a career day within your organization for area students.	\bigcirc	\bigcirc	\bigcirc	\bigcirc	\bigcirc

Career Clusters

* 14. Please identify **ALL** career clusters that are associated with your company or organization.

The National Career Clusters® Framework serves as an organizing tool for Career Technical Education (CTE) programs, curriculum design and instruction. There are 16 Career Clusters in the National Career Clusters Framework. This is utilized by the State of Illinois and the Bureau of Labor Statistics.

Agriculture, Food & Natural Resources
Architecture & Construction
Arts, Audio/Video Technology, and Communications
Business Management & Administration
Education & Training
Finance & Insurance
Government and Public Administration
Health Sciences
Hospitality & Tourism
Human Services
Information Technology
Law, Public Safety, Corrections & Security
Manufacturing
Marketing
Science, Technology, Engineering, and Mathematics
Transportation, Distribution & Logistics

Career Cluster: Agriculture, Food and Natural Resources

Complete this section by identifying critical roles within your organization and indicating the current and projected recruitment goal for the role, as well as the difficulty of recruiting. The table below is sorted alphabetically within the abovenoted career clusters. Many job titles that are common across multiple industries are identified under Business Management & Administration. We ask that you only provide data for positions that are prevalent within your organization. You may respond with data for as many or as few positions listed below that you deem critical within (to) your organization.

	Number of people occupying role	you	Select the degree needed to perform this role	Difficulty to recruit for this role
Buyers and Purchasing Agents, Farm Products				
Farm Labor Contractors				
Farmers, Ranchers, and Other Agricultural Managers				
Animal Breeders				
Animal Caretakers				
Animal Scientists				
Farmworkers, Farm, Ranch, and Aquacultural Animals				
Environmental Engineering Technologists and Technicians				
Environmental Engineers				
Environmental Science and Protection Technicians, Including Health				
Hazardous				

Materials Removal Workers			
Pest Control Workers			
Refuse and Recyclable Material Collectors			
Water and Wastewater Treatment Plant and System Operators			
Water/Wastewater Engineers			
Agricultural Technicians			
First-Line Supervisors of Farming, Fishing, and Forestry Workers			
Food Science Technicians			
Food Scientists and Technologists			
Graders and Sorters, Agricultural Products			
Clinical Research Coordinators			
Fallers			
Fishing and Hunting Workers			
Forest and Conservation Technicians			
Forest and Conservation Workers			
Foresters			
Geological Technicians, Except Hydrologic Technicians			
Hydrologic Technicians			
Log Graders and Scalers			
Logging Equipment Operators			
Logging Workers, All Other			

Natural Sciences Managers			
Water Resource Specialists			
Zoologists and Wildlife Biologists			
Agricultural Workers, All Other			
Biological Technicians			
Farmworkers and Laborers, Crop, Nursery, and Greenhouse			
Pesticide Handlers, Sprayers, and Applicators, Vegetation			
Soil and Plant Scientists			
Tree Trimmers and Pruners			
Agricultural Engineers			
Agricultural Equipment Operators			
Farm Equipment Mechanics and Service Technicians			

Career Cluster: Architecture and Construction

Complete this section by identifying critical roles within your organization and indicating the current and projected recruitment goal for the role, as well as the difficulty of recruiting. The table below is sorted alphabetically within the abovenoted career clusters. Many job titles that are common across multiple industries are identified under Business Management & Administration. We ask that you only provide data for positions that are prevalent within your organization. You may respond with data for as many or as few positions listed below that you deem critical within (to) your organization.

	How many additional roles to you anticipate adding in 2023	Project New hires in the next 3 years in this role	Select the degree needed to perform this role	Difficulty to recruit for this role
Brickmasons and Blockmasons				
Carpenters				
Carpet Installers				
Cement Masons and Concrete Finishers				
Construction Laborers				
Construction Managers				
Continuous Mining Machine Operators				
Conveyor Operators and Tenders				
Crane and Tower Operators				
Derrick Operators, Oil and Gas				
Dredge Operators				
Drywall and Ceiling Tile Installers				
Earth Drillers, Except Oil and Gas				

Electricians			
Excavating and Loading Machine and Dragline Operators, Surface Mining			
Explosives Workers, Ordnance Handling Experts, and Blasters			
Extraction Workers, All Other			
Fence Erectors			
First-Line Supervisors of Construction Trades and Extraction Workers			
Floor Layers, Except Carpet, Wood, and Hard Tiles			
Floor Sanders and Finishers			
Glaziers			
Helpers, Construction Trades, All Other			
Helpers Brickmasons, Blockmasons, Stonemasons, and Tile and Marble Setters			
Helpers Carpenters			
Helpers Electricians			
Helpers Extraction Workers			
Helpers Painters, Paperhangers, Plasterers, and Stucco Masons			
Helpers Pipelayers, Plumbers, Pipefitters, and Steamfitters			
HelpersRoofers			

Hoist and Winch Operators			
Insulation Workers, Floor, Ceiling, and Wall			
Insulation Workers, Mechanical			
Loading and Moving Machine Operators, Underground Mining			
Manufactured Building and Mobile Home Installers			
Material Moving Workers, All Other			
Operating Engineers and Other Construction Equipment Operators			
Painters, Construction and Maintenance			
Paperhangers			
Paving, Surfacing, and Tamping Equipment Operators			
Pile Driver Operators			
Pipelayers			
Plasterers and Stucco Masons			
Plumbers, Pipefitters, and Steamfitters			
Reinforcing Iron and Rebar Workers			
Riggers			
Rock Splitters, Quarry			
Roof Bolters, Mining			
Roofers			

Rotary Drill Operators, Oil and Gas			
Roustabouts, Oil and Gas			
Segmental Pavers			
Service Unit Operators, Oil and Gas			
Sheet Metal Workers			
Solar Energy Installation Managers			
Solar Photovoltaic Installers			
Stonemasons			
Structural Iron and Steel Workers			
Structural Metal Fabricators and Fitters			
Tapers			
Terrazzo Workers and Finishers			
Tile and Stone Setters			
Underground Mining Machine Operators, All Other			
Architects, Except Landscape and Naval			
Architectural and Civil Drafters			
Civil Engineering Technologists and Technicians			
Civil Engineers			
Cost Estimators			
Geodetic Surveyors			
Interior Designers			
Landscape			

Architects	
Surveying and Mapping Technicians	
Surveyors	
Transportation Engineers	
Boilermakers	
Commercial Divers	
Construction and Related Workers, All Other	
Control and Valve Installers and Repairers, Except Mechanical Door	
Electrical Power- Line Installers and Repairers	
Elevator and Escalator Installers and Repairers	
First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers	
Grounds Maintenance Workers, All Other	
Heating, Air Conditioning, and Refrigeration Mechanics and Installers	
Helpers Installation, Maintenance, and Repair Workers	
Highway Maintenance Workers	
Landscaping and Groundskeeping Workers	
Mechanical Door Repairers	
Millwrights	

Refractory Materials Repairers, Except Brickmasons	
Septic Tank Servicers and Sewer Pipe Cleaners	
Solar Thermal Installers and Technicians	
Stationary Engineers and Boiler Operators	
Weatherization Installers and Technicians	

Career Cluster: Arts, Audio/Video Technology, and Communications

Complete this section by identifying critical roles within your organization and indicating the current and projected recruitment goal for the role, as well as the difficulty of recruiting. The table below is sorted alphabetically within the abovenoted career clusters. Many job titles that are common across multiple industries are identified under Business Management & Administration. We ask that you only provide data for positions that are prevalent within your organization. You may respond with data for as many or as few positions listed below that you deem critical within (to) your organization.

	Number of people occupying role	How many additional Project roles to New hires you in the nex anticipate 3 years ir adding in this role 2023	t Select the degree needed to	Difficulty to recruit for this role
Audio and Video Technicians				
Broadcast Announcers and Radio Disc Jockeys				
Broadcast Technicians				
Camera Operators, Television, Video, and Film				
Communications Equipment Operators, All Other				
Editors				
Film and Video Editors				
Lighting Technicians				
Media and Communication Equipment Workers All Other	,			
News Analysts, Reporters, and Journalists				
Photographers				
Poets, Lyricists and Creative Writers				
Sound Engineering Technicians				

Technical Writers	
Writers and Authors	
Actors	
Agents and Business Managers of Artists, Performers, and Athletes	
Choreographers	
Costume Attendants	
Dancers	
Disc Jockeys, Except Radio	
Entertainers and Performers, Sports and Related Workers, All Other	
Makeup Artists, Theatrical and Performance	
Media and Communication Workers, All Other	
Media Programming Directors	
Media Technical Directors/Managers	
Music Directors and Composers	
Musicians and Singers	
Producers and Directors	
Talent Directors	
Desktop Publishers	
Prepress Technicians and Workers	
Print Binding and Finishing Workers	
Printing Press Operators	
Proofreaders and Copy Markers	
Telecommunications Equipment Installers and Repairers, Except	

Line Installers	
Telecommunications Line Installers and Repairers	
Art Directors	
Artists and Related Workers, All Other	
Commercial and Industrial Designers	
Craft Artists	
Designers, All Other	
Fashion Designers	
Fine Artists, Including Painters, Sculptors, and Illustrators	
Floral Designers	
Graphic Designers	
Set and Exhibit Designers	
Special Effects Artists and Animators	

Career Cluster: Business Management and Administration

Complete this section by identifying critical roles within your organization and indicating the current and projected recruitment goal for the role, as well as the difficulty of recruiting. The table below is sorted alphabetically within the abovenoted career clusters. Many job titles that are common across multiple industries are identified under Business Management & Administration. We ask that you only provide data for positions that are prevalent within your organization. You may respond with data for as many or as few positions listed below that you deem critical within (to) your organization.

	How many additional roles to you anticipate adding in 2023	Project New hires in the next 3 years in this role	Select the degree needed to perform this role	Difficulty to recruit for this role
Bookkeeping, Accounting, and Auditing Clerks				
Computer Occupations, All Other				
Correspondence Clerks				
Customer Service Representatives				
Data Entry Keyers				
Executive Secretaries and Executive Administrative Assistants				
File Clerks				
First-Line Supervisors of Office and Administrative Support Workers				
Human Resources Assistants, Except Payroll and Timekeeping				
Information and Record Clerks, All Other				

Interviewers, Except Eligibility and Loan			
Library			
Assistants, Clerical			
Mail Clerks and			
Mail Machine			
Operators, Except Postal Service			
Meter Readers,			
Utilities			
New Accounts Clerks			
Office and			
Administrative			
Support			
Workers, All Other			
Office Clerks,			
General			
Office Machine			
Operators,			
Except			
Computer			
Order Clerks			
Patient Representatives			
Payroll and			
Timekeeping			
Clerks			
Postal Service Clerks			
Postal Service			
Mail Carriers			
Postal Service Mail Sorters,			
Processors, and			
Processing			
Machine Operators			
Procurement			
Clerks			
Receptionists			
and Information			
Clerks			
Secretaries and			
Administrative			
Assistants, Except Legal,			
Medical, and			
Executive			
Shipping,			
Receiving, and			
Inventory Clerks			
Stockers and			

Order Fillers	
Switchboard Operators, Including Answering Service	
Telephone Operators	
Word Processors and Typists	
Computer and Information Systems Managers	
Brownfield Redevelopment Specialists and Site Managers	
Chief Executives	
Chief Sustainability Officers	
Compliance Managers	
Entertainment and Recreation Managers, Except Gambling	
General and Operations Managers	
Investment Fund Managers	
Loss Prevention Managers	
Managers, All Other	
Personal Service Managers, All Other	
Project Management Specialists	
Regulatory Affairs Managers	
Security Managers	
Supply Chain Managers	
Wind Energy Development Managers	
Wind Energy Operations Managers	

Compensation and Benefits Managers			
Compensation, Benefits, and Job Analysis Specialists			
Human Resources Managers			
Human Resources Specialists			
Labor Relations Specialists			
Training and Development Managers			
Training and Development Specialists			
Administrative Services Managers			
Biofuels Production Managers			
Biomass Power Plant Managers			
Business Continuity Planners			
Business Operations Specialists, All Other			
Customs Brokers			
Energy Auditors			
Facilities Managers			
Fundraisers			
Geothermal Production Managers			
Hydroelectric Production Managers			
Industrial Production Managers			
Management Analysts			
Meeting, Convention, and Event Planners			

Online Merchants	
Operations Research Analysts	
Purchasing Managers	
Quality Control Systems Managers	
Security Management Specialists	
Sustainability Specialists	

Career Cluster: Education and Training

Complete this section by identifying critical roles within your organization and indicating the current and projected recruitment goal for the role, as well as the difficulty of recruiting. The table below is sorted alphabetically within the abovenoted career clusters. Many job titles that are common across multiple industries are identified under Business Management & Administration. We ask that you only provide data for positions that are prevalent within your organization. You may respond with data for as many or as few positions listed below that you deem critical within (to) your organization.

Education Administrators, All Other	
Education Administrators, Kindergarten through Secondary	
Education Administrators, Postsecondary	
Education and Childcare Administrators, Preschool and Daycare	
Fitness and Wellness Coordinators	
Archivists	
Curators	
Educational, Guidance, and Career Counselors and Advisors	
Instructional Coordinators	
Interpreters and Translators	

Librarians and Media Collections Specialists			
Library Technicians			
Museum Technicians and Conservators			
Adapted Physical Education Specialists			
Adult Basic Education, Adult Secondary Education, and English as a Second Language Instructors			
Agricultural Sciences Teachers, Postsecondary			
Anthropology and Archeology Teachers, Postsecondary			
Architecture Teachers, Postsecondary			
Area, Ethnic, and Cultural Studies Teachers, Postsecondary			
Art, Drama, and Music Teachers, Postsecondary			
Atmospheric, Earth, Marine, and Space Sciences Teachers, Postsecondary			
Biological Science Teachers, Postsecondary			
Business Teachers, Postsecondary			
Career/Technical Education Teachers, Middle School			
Career/Technical Education Teachers, Postsecondary			

Career/Technical Education Teachers, Secondary School			
Chemistry Teachers, Postsecondary			
Coaches and Scouts			
Communications Teachers, Postsecondary			
Computer Science Teachers, Postsecondary			
Criminal Justice and Law Enforcement Teachers, Postsecondary			
Economics Teachers, Postsecondary			
Education Teachers, Postsecondary			
Educational Instruction and Library Workers, All Other			
Elementary School Teachers, Except Special Education			
Engineering Teachers, Postsecondary			
English Language and Literature Teachers, Postsecondary			
Environmental Science Teachers, Postsecondary			
Family and Consumer Sciences Teachers, Postsecondary			
Farm and Home Management Educators			
Foreign Language and Literature			

Teachers, Postsecondary	
Forestry and Conservation Science Teachers, Postsecondary	
Geography Teachers, Postsecondary	
Health Specialties Teachers, Postsecondary	
History Teachers, Postsecondary	
Kindergarten Teachers, Except Special Education	
Law Teachers, Postsecondary	
Library Science Teachers, Postsecondary	
Mathematical Science Teachers, Postsecondary	
Middle School Teachers, Except Special and Career/Technical Education	
Nursing Instructors and Teachers, Postsecondary	
Philosophy and Religion Teachers, Postsecondary	
Physics Teachers, Postsecondary	
Political Science Teachers, Postsecondary	
Postsecondary Teachers, All Other	
Preschool Teachers, Except Special Education	
Psychology Teachers, Postsecondary	
Recreation and Fitness Studies	

Teachers, Postsecondary			
Secondary School Teachers, Except Special and Career/Technical Education			
Self-Enrichment Teachers			
Social Sciences Teachers, Postsecondary, All Other			
Social Work Teachers, Postsecondary			
Sociology Teachers, Postsecondary			
Special Education Teachers, All Other			
Special Education Teachers, Elementary School			
Special Education Teachers, Kindergarten			
Special Education Teachers, Middle School			
Special Education Teachers, Preschool			
Special Education Teachers, Secondary School			
Substitute Teachers, Short- Term			
Teachers and Instructors, All Other			
Teaching Assistants, All Other			
Teaching Assistants, Postsecondary			

Education Teaching Assistants, Special	aching sistants, eschool, mentary, ddle, and condary ol, Except pecial	
Education Tutors	aching sistants, pecial ucation	

Career Cluster: Finance and Insurance

Complete this section by identifying critical roles within your organization and indicating the current and projected recruitment goal for the role, as well as the difficulty of recruiting. The table below is sorted alphabetically within the abovenoted career clusters. Many job titles that are common across multiple industries are identified under Business Management & Administration. We ask that you only provide data for positions that are prevalent within your organization. You may respond with data for as many or as few positions listed below that you deem critical within (to) your organization.

20. Complete this section by indicating the current and projected recruitment goal for the role, as well as the difficulty of recruiting. **Only complete the jobs that are prevalent in your organization.**

	Number of people occupying role	roles to you anticipate	Project New hires in the next 3 years in this role	Select the degree needed to perform this role	Difficulty to recruit for this role
Accountants and Auditors					
Bill and Account Collectors					
Credit Analysts					
Credit Authorizers, Checkers, and Clerks					
Financial Clerks, All Other					
Loan Interviewers and Clerks					
Loan Officers					
Tellers					
Budget Analysts					
Financial Managers					
Tax Preparers					
Treasurers and Controllers					
Actuaries					
<u> </u>					

Claims

Adjusters, Examiners, and Investigators			
Insurance Appraisers, Auto Damage			
Insurance Claims and Policy Processing Clerks			
Insurance Sales Agents			
Insurance Underwriters			
Brokerage Clerks			
Financial and Investment Analysts			
Financial Quantitative Analysts			
Financial Risk Specialists			
Financial Specialists, All Other			
Fraud Examiners, Investigators and Analysts			
Personal Financial Advisors			
Securities, Commodities, and Financial Services Sales Agents			

Career Cluster: Government and Public Administration

Complete this section by identifying critical roles within your organization and indicating the current and projected recruitment goal for the role, as well as the difficulty of recruiting. The table below is sorted alphabetically within the abovenoted career clusters. Many job titles that are common across multiple industries are identified under Business Management & Administration. We ask that you only provide data for positions that are prevalent within your organization. You may respond with data for as many or as few positions listed below that you deem critical within (to) your organization.

	Number of people occupying role	roles to you	Project New hires in the next 3 years in this role	Select the degree needed to perform this role	Difficulty to recruit for this role
Aviation Inspectors					
Compliance Officers					
Coroners					
Environmental Compliance Inspectors					
Equal Opportunity Representatives and Officers					
Financial Examiners					
Government Property Inspectors and Investigators					
Legislators					
Regulatory Affairs Specialists					
Transportation Inspectors					
Transportation Vehicle, Equipment and Systems Inspectors, Except Aviation					

Air Crew Members			
Air Crew Officers			
Aircraft Launch and Recovery Officers			
Aircraft Launch and Recovery Specialists			
Armored Assault Vehicle Crew Members			
Armored Assault Vehicle Officers			
Artillery and Missile Crew Members			
Artillery and Missile Officers			
Command and Control Center Officers			
Command and Control Center Specialists			
Engineering Technologists and Technicians, Except Drafters, All Other			
First-Line Supervisors of Air Crew Members			
First-Line Supervisors of All Other Tactical Operations Specialists			
First-Line Supervisors of Weapons Specialists/Crew Members			
Infantry			
Infantry Officers			
Military Enlisted Tactical Operations and Air/Weapons Specialists and Crew Members, All Other			
Military Officer Special and			

Tactical Operations Leaders, All Other			
Special Forces			
Special Forces Officers			
Transportation Security Screeners			
Bioinformatics Technicians			
Statistical Assistants			
Urban and Regional Planners			
Court, Municipal, and License Clerks			
Eligibility Interviewers, Government Programs			
Emergency Management Directors			
Postmasters and Mail Superintendents			
Agricultural Inspectors			
Construction and Building Inspectors			
Occupational Health and Safety Specialists			
Occupational Health and Safety Technicians			
Appraisers and Assessors of Real Estate			
Appraisers of Personal and Business Property			
Tax Examiners and Collectors, and Revenue Agents			

Career Cluster: Health Sciences

Complete this section by identifying critical roles within your organization and indicating the current and projected recruitment goal for the role, as well as the difficulty of recruiting. The table below is sorted alphabetically within the abovenoted career clusters. Many job titles that are common across multiple industries are identified under Business Management & Administration. We ask that you only provide data for positions that are prevalent within your organization. You may respond with data for as many or as few positions listed below that you deem critical within (to) your organization.

	Number of people occupying role	How many additional roles to you anticipate adding in 2023	in the next 3 years in	Select the degree needed to perform this role	Difficulty to recruit for this role
Bioengineers and Biomedical Engineers					
Medical Scientists, Except Epidemiologists					
Cardiovascular Technologists and Technicians					
Cytogenetic Technologists					
Cytotechnologists					
Diagnostic Medical Sonographers					
Epidemiologists					
Histology Technicians					
Histotechnologists					
Magnetic Resonance Imaging Technologists					
Medical and Clinical Laboratory Technicians					
Medical and Clinical					

Laboratory Technologists			
Medical Dosimetrists			
Neurodiagnostic Technologists			
Nuclear Medicine Technologists			
Ophthalmic Medical Technologists			
Radiologic Technologists and Technicians			
Veterinary Technologists and Technicians			
Medical Records Specialists			
Medical Secretaries and Administrative Assistants			
Medical Transcriptionists			
Endoscopy Technicians			
Healthcare Support Workers, All Other			
Medical and Health Services Managers			
Medical Equipment Preparers			
Orderlies			
Pharmacy Aides			
Phlebotomists			
Speech-Language Pathology Assistants			
Veterinary Assistants and Laboratory Animal Caretakers			
Acupuncturists			
Acute Care Nurses			
Advanced Practice Psychiatric Nurses			
Allergists and Immunologists			

Anesthesiologist Assistants	
Anesthesiologists	
Art Therapists	
Athletic Trainers	
Audiologists	
Cardiologists	
Chiropractors	
Clinical Nurse Specialists	
Critical Care Nurses	
Dental Assistants	
Dental Hygienists	
Dentists, All Other Specialists	
Dentists, General	
Dermatologists	
Dietetic Technicians	
Dietitians and Nutritionists	
Emergency Medicine Physicians	
Exercise Physiologists	
Family Medicine Physicians	
General Internal Medicine Physicians	
Genetic Counselors	
Health Information Technologists and Medical Registrars	
Health Technologists and Technicians, All Other	
Healthcare Diagnosing or Treating	

Practitioners, All Other		
Healthcare Practitioners and Technical Workers, All Other		
Hearing Aid Specialists Home Health		
Aides		
Hospitalists		
Licensed Practical and Licensed Vocational Nurses		
Low Vision Therapists, Orientation and Mobility Specialists, and Vision Rehabilitation Therapists		
Medical Assistants		
Midwives		
Music Therapists		
Naturopathic Physicians		
Neurologists		
Nurse Anesthetists		
Nurse Midwives		
Nurse Practitioners		
Nursing Assistants		
Obstetricians and Gynecologists		
Occupational Therapists		
Occupational Therapy Aides		
Occupational Therapy Assistants		
Ophthalmic Medical Technicians		
Ophthalmologists, Except Pediatric		
Opticians, Dispensing		

Optometrists	
Oral and Maxillofacial Surgeons	
Orthodontists	
Orthopedic Surgeons, Except Pediatric	
Orthoptists	
Orthotists and Prosthetists	
Pediatric Surgeons	
Pediatricians, General	
Pharmacists	
Pharmacy Technicians	
Physical Medicine and Rehabilitation Physicians	
Physical Therapist Aides	
Physical Therapist Assistants	
Physical Therapists	
Physician Assistants	
Physicians, All Other	
Physicians, Pathologists	
Podiatrists	
Preventive Medicine Physicians	
Prosthodontists	
Psychiatric Aides	
Psychiatric Technicians	
Psychiatrists	
Radiation Therapists	
Radiologists	
Recreational Therapists	

Registered Nurses	
Respiratory Therapists	
Speech-Language Pathologists	
Sports Medicine Physicians	
Surgeons, All Other	
Surgical Assistants	
Surgical Technologists	
Therapists, All Other	
Urologists	
Veterinarians	

Career Cluster: Hospitality and Tourism

Complete this section by identifying critical roles within your organization and indicating the current and projected recruitment goal for the role, as well as the difficulty of recruiting. The table below is sorted alphabetically within the abovenoted career clusters. Many job titles that are common across multiple industries are identified under Business Management & Administration. We ask that you only provide data for positions that are prevalent within your organization. You may respond with data for as many or as few positions listed below that you deem critical within (to) your organization.

	Number of people occupying role	How many additional roles to you anticipate adding in 2023	Project New hires in the next 3 years in this role	Select the degree needed to perform this role	Difficulty to recruit for this role
Baggage Porters and Bellhops					
Building Cleaning Workers, All Other					
Concierges					
First-Line Supervisors of Housekeeping and Janitorial Workers					
Hotel, Motel, and Resort Desk Clerks					
Janitors and Cleaners, Except Maids and Housekeeping Cleaners					
Lodging Managers					
Maids and Housekeeping Cleaners					
Amusement and Recreation Attendants					
Animal Trainers					

Athletes and Sports Competitors			
Entertainment Attendants and Related Workers, All Other			
First-Line Supervisors of Gambling Services Workers			
Gambling and Sports Book Writers and Runners			
Gambling Cage Workers			
Gambling Change Persons and Booth Cashiers			
Gambling Dealers			
Gambling Managers			
Gambling Service Workers, All Other			
Motion Picture Projectionists			
Recreation Workers			
Umpires, Referees, and Other Sports Officials			
Ushers, Lobby Attendants, and Ticket Takers			
Bakers			
Baristas			
Bartenders			
Chefs and Head Cooks			
Cooks, All Other			
Cooks, Fast Food			
Cooks, Institution and Cafeteria			
Cooks, Private			

Household			
Cooks, Restaurant			
Cooks, Short Order			
Dining Room and Cafeteria Attendants and Bartender Helpers			
Dishwashers			
Fast Food and Counter Workers			
First-Line Supervisors of Food Preparation and Serving Workers			
Food Preparation and Serving Related Workers, All Other			
Food Preparation Workers			
Food Servers, Nonrestaurant			
Food Service Managers			
Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop			
Waiters and Waitresses			
Reservation and Transportation Ticket Agents and Travel Clerks			
Tour Guides and Escorts			
Travel Agents			
Travel Guides			

Career Cluster: Human Services

Complete this section by identifying critical roles within your organization and indicating the current and projected recruitment goal for the role, as well as the difficulty of recruiting. The table below is sorted alphabetically within the abovenoted career clusters. Many job titles that are common across multiple industries are identified under Business Management & Administration. We ask that you only provide data for positions that are prevalent within your organization. You may respond with data for as many or as few positions listed below that you deem critical within (to) your organization.

	Number of people occupying role	you anticipate	Project New hires in the next 3 years in this role	Select the degree needed to perform this role	Difficulty to recruit for this role
Credit Counselors					
Clinical and Counseling Psychologists					
Clinical Neuropsychologists					
Counselors, All Other					
Industrial- Organizational Psychologists					
Marriage and Family Therapists					
Mental Health and Substance Abuse Social Workers					
Mental Health Counselors					
Neuropsychologists					
Psychologists, All Other					
Rehabilitation Counselors					
School Psychologists					
Substance Abuse and Behavioral Disorder Counselors					

Childcare Workers			
Nannies			
Child, Family, and School Social Workers			
Clergy			
Community and Social Service Specialists, All Other			
Community Health Workers			
Directors, Religious Activities and Education			
Health Education Specialists			
Healthcare Social Workers			
Religious Workers, All Other			
Social and Community Service Managers			
Social and Human Service Assistants			
Social Workers, All Other			
Barbers			
Crematory Operators			
Embalmers			
Exercise Trainers and Group Fitness Instructors			
First-Line Supervisors of Entertainment and Recreation Workers, Except Gambling Services			
First-Line Supervisors of Passenger Attendants			
First-Line Supervisors of Personal Service Workers			
Funeral Attendants			
Funeral Home Managers			

Hairdressers, Hairstylists, and Cosmetologists	
Laundry and Dry- Cleaning Workers	
Locker Room, Coatroom, and Dressing Room Attendants	
Manicurists and Pedicurists	
Massage Therapists	
Morticians, Undertakers, and Funeral Arrangers	
Personal Care Aides	
Personal Care and Service Workers, All Other	
Pressers, Textile, Garment, and Related Materials	
Residential Advisors	
Shampooers	
Skincare Specialists	
Spa Managers	
Tailors, Dressmakers, and Custom Sewers	

Career Cluster: Information Technology

Complete this section by identifying critical roles within your organization and indicating the current and projected recruitment goal for the role, as well as the difficulty of recruiting. The table below is sorted alphabetically within the abovenoted career clusters. Many job titles that are common across multiple industries are identified under Business Management & Administration. We ask that you only provide data for positions that are prevalent within your organization. You may respond with data for as many or as few positions listed below that you deem critical within (to) your organization.

	Number of people occupying role	in the next 3 years in	Select the degree needed to perform this role	Difficulty to recruit for this role
Business Intelligence Analysts				
Computer Systems Engineers/Architects				
Computer User Support Specialists				
Data Warehousing Specialists				
Document Management Specialists				
Geographic Information Systems Technologists and Technicians				
Information Technology Project Managers				
Search Marketing Strategists				
Software Quality Assurance Analysts and Testers				
Video Game Designers				
Web Administrators				
Web and Digital Interface Designers				
Computer Network				

Architects	
Computer Network Support Specialists	
Database Administrators	
Database Architects	
Information Security Analysts	
Network and Computer Systems Administrators	
Telecommunications Engineering Specialists	
Computer Programmers	
Computer Systems Analysts	
Health Informatics Specialists	
Software Developers	
Web Developers	

Career Cluster: Law, Public Safety, Corrections, and Security

Complete this section by identifying critical roles within your organization and indicating the current and projected recruitment goal for the role, as well as the difficulty of recruiting. The table below is sorted alphabetically within the abovenoted career clusters. Many job titles that are common across multiple industries are identified under Business Management & Administration. We ask that you only provide data for positions that are prevalent within your organization. You may respond with data for as many or as few positions listed below that you deem critical within (to) your organization.

	Number of people occupying role	you anticipate	Project New hires in the next 3 years in this role	Select the degree needed to perform this role	Difficulty to recruit for this role
Correctional Officers and Jailers					
First-Line Supervisors of Correctional Officers					
Probation Officers and Correctional Treatment Specialists					
Emergency Medical Technicians					
Fire Inspectors and Investigators					
Firefighters					
First-Line Supervisors of Firefighting and Prevention Workers					
Forest Fire Inspectors and Prevention Specialists					
Paramedics					
Public Safety Telecommunicators					
Animal Control Workers					

Customs and Border Protection Officers			
Detectives and Criminal Investigators			
First-Line Supervisors of Police and Detectives			
Fish and Game Wardens			
Forensic Science Technicians			
Intelligence Analysts			
Parking Enforcement Workers			
Police and Sheriff's Patrol Officers			
Police Identification and Records Officers			
Private Detectives and Investigators			
Transit and Railroad Police			
Administrative Law Judges, Adjudicators, and Hearing Officers			
Arbitrators, Mediators, and Conciliators			
Court Reporters and Simultaneous Captioners			
Judges, Magistrate Judges, and Magistrates			
Judicial Law Clerks			
Lawyers			
Legal Secretaries and Administrative Assistants			
Legal Support Workers, All Other			
Paralegals and Legal Assistants			
Title Examiners, Abstractors, and Searchers			
Bailiffs			

Crossing Guards and Flaggers			
First-Line Supervisors of Protective Service Workers, All Other			
First-Line Supervisors of Security Workers			
Gambling Surveillance Officers and Gambling Investigators			
Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers			
Protective Service Workers, All Other			
Retail Loss Prevention			
Specialists School Bus Monitors			
Security Guards			
	\square	\square	

Career Cluster: Manufacturing

Complete this section by identifying critical roles within your organization and indicating the current and projected recruitment goal for the role, as well as the difficulty of recruiting. The table below is sorted alphabetically within the abovenoted career clusters. Many job titles that are common across multiple industries are identified under Business Management & Administration. We ask that you only provide data for positions that are prevalent within your organization. You may respond with data for as many or as few positions listed below that you deem critical within (to) your organization.

	Number of people occupying role	you	Select the degree needed to perform this role	Difficulty to recruit for this role
Audiovisual Equipment Installers and Repairers				
Camera and Photographic Equipment Repairers				
Coin, Vending, and Amusement Machine Servicers and Repairers				
Computer, Automated Teller, and Office Machine Repairers				
Electric Motor, Power Tool, and Related Repairers				
Electrical and Electronics Repairers, Commercial and Industrial Equipment				
Electrical and Electronics Repairers, Powerhouse, Substation, and Relay				
First-Line				

Supervisors of Mechanics, Installers, and Repairers	
Geothermal Technicians	
Home Appliance Repairers	
Industrial Machinery Mechanics	
Installation, Maintenance, and Repair Workers, All Other	
Locksmiths and Safe Repairers	
Maintenance and Repair Workers, General	
Maintenance Workers, Machinery	
Medical Appliance Technicians	
Medical Equipment Repairers	
Musical Instrument Repairers and Tuners	
Outdoor Power Equipment and Other Small Engine Mechanics	
Precision Instrument and Equipment Repairers, All Other	
Radio, Cellular, and Tower Equipment Installers and Repairers	
Security and Fire Alarm Systems Installers	
Watch and Clock Repairers	
Wind Turbine Service Technicians	
Aerospace Engineering and Operations Technologists and Technicians	

Automotive Engineering Technicians			
Calibration Technologists and Technicians			
Chemical Technicians			
Drafters, All Other			
Electrical and Electronic Engineering Technologists and Technicians			
Electrical and Electronics Drafters			
Electro- Mechanical and Mechatronics Technologists and Technicians			
Industrial Engineering Technologists and Technicians			
Mechanical Drafters			
Mechanical Engineering Technologists and Technicians			
Nanotechnology Engineering Technologists and Technicians			
Non-Destructive Testing Specialists			
Nuclear Monitoring Technicians			
Nuclear Technicians			
Photonics Technicians			
Purchasing Agents, Except Wholesale, Retail, and Farm Products			
Robotics Technicians			
Adhesive Bonding Machine Operators and Tenders			
Aircraft Structure,			

Surfaces, Rigging, and Systems Assemblers	
Assemblers and Fabricators, All Other	
Biofuels Processing Technicians	
Biomass Plant Technicians	
Butchers and Meat Cutters	
Cabinetmakers and Bench Carpenters	
Chemical Equipment Operators and Tenders	
Chemical Plant and System Operators	
Cleaning, Washing, and Metal Pickling Equipment Operators and Tenders	
Coating, Painting, and Spraying Machine Setters, Operators, and Tenders	
Coil Winders, Tapers, and Finishers	
Computer Numerically Controlled Tool Operators	
Computer Numerically Controlled Tool Programmers	
Cooling and Freezing Equipment Operators and Tenders	
Crushing, Grinding, and Polishing Machine Setters, Operators, and Tenders	
Cutters and Trimmers, Hand Cutting and	

Slicing Machine Setters, Operators, and Tenders	
Cutting, Punching, and Press Machine Setters, Operators, and Tenders, Metal and Plastic	
Dental Laboratory Technicians	
Drilling and Boring Machine Tool Setters, Operators, and Tenders, Metal and Plastic	
Electrical and Electronic Equipment Assemblers	
Electromechanical Equipment Assemblers	
Engine and Other Machine Assemblers	
Etchers and Engravers	
Extruding and Drawing Machine Setters, Operators, and Tenders, Metal and Plastic	
Extruding and Forming Machine Setters, Operators, and Tenders, Synthetic and Glass Fibers	
Extruding, Forming, Pressing, and Compacting Machine Setters, Operators, and Tenders	
Fabric and Apparel Patternmakers	
Fiberglass Laminators and Fabricators	
First-Line Supervisors of Production and Operating Workers	

Food and Tobacco Roasting, Baking, and Drying Machine Operators and Tenders	
Food Batchmakers	
Food Cooking Machine Operators and Tenders	
Food Processing Workers, All Other	
Forging Machine Setters, Operators, and Tenders, Metal and Plastic	
Foundry Mold and Coremakers	
Furnace, Kiln, Oven, Drier, and Kettle Operators and Tenders	
Furniture Finishers	
Gas Plant Operators	
Gem and Diamond Workers	
Glass Blowers, Molders, Benders, and Finishers	
Grinding and Polishing Workers, Hand	
Grinding, Lapping, Polishing, and Buffing Machine Tool Setters, Operators, and Tenders, Metal and Plastic	
Heat Treating Equipment Setters, Operators, and Tenders, Metal and Plastic	
Helpers Production Workers	
Hydroelectric Plant Technicians	
Jewelers and Precious Stone and Metal Workers	

Lathe and Turning Machine Tool	
Setters, Operators, and Tenders, Metal	
and Plastic	
Layout Workers, Metal and Plastic	
Machine Feeders and Offbearers	
Machinists	
Meat, Poultry, and Fish Cutters and Trimmers	
Metal Workers and Plastic Workers, All Other	
Metal-Refining Furnace Operators and Tenders	
Milling and Planing Machine Setters, Operators, and Tenders, Metal	
and Plastic	
Mixing and Blending Machine Setters, Operators, and Tenders	
Model Makers, Metal and Plastic	
Model Makers, Wood	
Molders, Shapers, and Casters, Except Metal and Plastic	
Molding, Coremaking, and Casting Machine	
Setters, Operators, and Tenders, Metal and Plastic	
Multiple Machine Tool Setters,	
Operators, and Tenders, Metal and Plastic	
Nuclear Power Reactor Operators	
Ophthalmic Laboratory Technicians	

Packaging and Filling Machine Operators and Tenders	
Painting, Coating, and Decorating Workers	
Paper Goods Machine Setters, Operators, and Tenders	
Patternmakers, Metal and Plastic	
Patternmakers, Wood	
Petroleum Pump System Operators, Refinery Operators, and Gaugers	
Photographic Process Workers and Processing Machine Operators	
Plant and System Operators, All Other	
Plating Machine Setters, Operators, and Tenders, Metal and Plastic	
Potters, Manufacturing	
Pourers and Casters, Metal	
Power Distributors and Dispatchers	
Power Plant Operators	
Production Workers, All Other	
Recycling and Reclamation Workers	
Rolling Machine Setters, Operators, and Tenders, Metal and Plastic	
Sawing Machine Setters, Operators, and Tenders, Wood	
Semiconductor Processing Technicians	

Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders	
Sewers, Hand	
Sewing Machine Operators	
Shoe and Leather Workers and Repairers	
Shoe Machine Operators and Tenders	
Slaughterers and Meat Packers	
Stone Cutters and Carvers, Manufacturing	
Team Assemblers	
Textile Bleaching and Dyeing Machine Operators and Tenders	
Textile Cutting Machine Setters, Operators, and Tenders	
Textile Knitting and Weaving Machine Setters, Operators, and Tenders	
Textile Winding, Twisting, and Drawing Out Machine Setters, Operators, and Tenders	
Textile, Apparel, and Furnishings Workers, All Other	
Timing Device Assemblers and Adjusters	
Tire Builders	
Tool and Die Makers	
Tool Grinders, Filers, and Sharpeners	

Upholsterers	
Welders, Cutters, Solderers, and Brazers	
Welding, Soldering, and Brazing Machine Setters, Operators, and Tenders	
Woodworkers, All Other	
Woodworking Machine Setters, Operators, and Tenders, Except Sawing	
Inspectors, Testers, Sorters, Samplers, and Weighers	
Production, Planning, and Expediting Clerks	
Weighers, Measurers, Checkers, and Samplers, Recordkeeping	

Career Cluster: Marketing

Complete this section by identifying critical roles within your organization and indicating the current and projected recruitment goal for the role, as well as the difficulty of recruiting. The table below is sorted alphabetically within the abovenoted career clusters. Many job titles that are common across multiple industries are identified under Business Management & Administration. We ask that you only provide data for positions that are prevalent within your organization. You may respond with data for as many or as few positions listed below that you deem critical within (to) your organization.

	How many additional roles to you anticipate adding in 2023	Project New hires in the next 3 years in this role	Select the degree needed to perform this role	Difficulty to recruit for this role
Public Relations Specialists				
Advertising and Promotions Managers				
Fundraising Managers				
Marketing Managers				
Property, Real Estate, and Community Association Managers				
Public Relations Managers				
Sales Managers				
Market Research Analysts and Marketing Specialists				
Merchandise Displayers and Window Trimmers				
Models				
Wholesale and Retail Buyers, Except Farm Products				

Advertising Sales Agents			
Cashiers			
Counter and Rental Clerks			
Demonstrators and Product Promoters			
Door-to-Door Sales Workers, News and Street Vendors, and Related Workers			
Driver/Sales Workers			
First-Line Supervisors of Non-Retail Sales Workers			
First-Line Supervisors of Retail Sales Workers			
Parts Salespersons			
Real Estate Brokers			
Real Estate Sales Agents			
Retail Salespersons			
Sales and Related Workers, All Other			
Sales Engineers			
Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel			
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products			
Sales Representatives, Wholesale and Manufacturing, Technical and			

Scientific Products			
Solar Sales Representatives and Assessors			
Telemarketers			

Career Cluster: Science, Technology, Engineering, and Mathematics

Complete this section by identifying critical roles within your organization and indicating the current and projected recruitment goal for the role, as well as the difficulty of recruiting. The table below is sorted alphabetically within the abovenoted career clusters. Many job titles that are common across multiple industries are identified under Business Management & Administration. We ask that you only provide data for positions that are prevalent within your organization. You may respond with data for as many or as few positions listed below that you deem critical within (to) your organization.

	Number of people occupying role	you anticipate	Project New hires in the next 3 years in this role	Select the degree needed to perform this role	Difficulty to recruit for this role
Aerospace Engineers					
Architectural and Engineering Managers					
Automotive Engineers					
Biofuels/Biodiesel Technology and Product Development Managers					
Chemical Engineers					
Computer Hardware Engineers					
Electrical Engineers					
Electronics Engineers, Except Computer					
Energy Engineers, Except Wind and Solar					
Engineers, All Other					
Fire-Prevention and Protection Engineers					
Fuel Cell Engineers					

Health and Safety Engineers, Except Mining Safety Engineers and Inspectors	
Human Factors Engineers and Ergonomists	
Industrial Engineers	
Manufacturing Engineers	
Marine Engineers and Naval Architects	
Materials Engineers	
Mechanical Engineers	
Mechatronics Engineers	
Microsystems Engineers	
Mining and Geological Engineers, Including Mining Safety Engineers	
Nanosystems Engineers	
Nuclear Engineers	
Petroleum Engineers	
Photonics Engineers	
Radio Frequency Identification Device Specialists	
Robotics Engineers	
Solar Energy Systems Engineers	
Validation Engineers	
Wind Energy Engineers	
Anthropologists and Archeologists	
Astronomers	
Atmospheric and Space Scientists	
Biochemists and Biophysicists	
Bioinformatics Scientists	

Biological Scientists, All Other			
Biostatisticians			
Cartographers and Photogrammetrists			
Chemists			
Climate Change Policy Analysts			
Clinical Data Managers			
Computer and Information Research Scientists			
Conservation Scientists			
Data Scientists			
Economists			
Environmental Economists			
Environmental Restoration Planners			
Environmental Scientists and Specialists, Including Health			
Geneticists			
Geographers			
Geoscientists, Except Hydrologists and Geographers			
Historians			
Hydrologists			
Industrial Ecologists			
Life Scientists, All Other			
Life, Physical, and Social Science Technicians, All Other			
Materials Scientists			
Mathematical Science Occupations, All			

Other	
Mathematicians	
Microbiologists	
Molecular and Cellular Biologists	
Park Naturalists	
Physical Scientists, All Other	
Physicists	
Political Scientists	
Precision Agriculture Technicians	
Quality Control Analysts	
Range Managers	
Remote Sensing Scientists and Technologists	
Remote Sensing Technicians	
Social Science Research Assistants	
Social Scientists and Related Workers, All Other	
Sociologists	
Statisticians	
Survey Researchers Transportation Planners	

Career Cluster: Transportation, Distribution, and Logistics

Complete this section by identifying critical roles within your organization and indicating the current and projected recruitment goal for the role, as well as the difficulty of recruiting. The table below is sorted alphabetically within the abovenoted career clusters. Many job titles that are common across multiple industries are identified under Business Management & Administration. We ask that you only provide data for positions that are prevalent within your organization. You may respond with data for as many or as few positions listed below that you deem critical within (to) your organization.

	Number of people occupying role	How many additional roles to you anticipate adding in 2023	Project New hires in the next 3 years in this role	Select the degree needed to perform this role	Difficulty to recruit for this role
Aircraft Mechanics and Service Technicians					
Automotive and Watercraft Service Attendants					
Automotive Body and Related Repairers					
Automotive Glass Installers and Repairers					
Automotive Service Technicians and Mechanics					
Avionics Technicians					
Bicycle Repairers					
Bus and Truck Mechanics and Diesel Engine Specialists					
Cleaners of Vehicles and Equipment					
Electrical and Electronics Installers and					

Repairers, Transportation Equipment			
Electronic Equipment Installers and Repairers, Motor Vehicles			
Mobile Heavy Equipment Mechanics, Except Engines			
Motorboat Mechanics and Service Technicians			
Motorcycle Mechanics			
Rail Car Repairers			
Rail-Track Laying and Maintenance Equipment Operators			
Recreational Vehicle Service Technicians			
Signal and Track Switch Repairers			
Tire Repairers and Changers			
Dispatchers, Except Police, Fire, and Ambulance			
Logisticians			
Logistics Analysts			
Logistics Engineers			
Transportation, Storage, and Distribution Managers			
Billing and Posting Clerks			
Cargo and Freight Agents			
Freight Forwarders			
Parking Attendants			
Aircraft Cargo Handling Supervisors			

Aircraft Service Attendants			
Airline Pilots, Copilots, and Flight Engineers			
Ambulance Drivers and Attendants, Except Emergency			
Medical Technicians			
Bridge and Lock Tenders			
Bus Drivers, School			
Bus Drivers, Transit and Intercity			
Captains, Mates, and Pilots of Water Vessels			
Commercial Pilots			
Couriers and Messengers			
First-Line Supervisors of Helpers, Laborers, and Material Movers, Hand			
First-Line Supervisors of Material-Moving Machine and Vehicle Operators			
First-Line Supervisors of Transportation Workers, All Other			
Flight Attendants			
Gas Compressor and Gas Pumping Station Operators			
Heavy and Tractor-Trailer Truck Drivers			
Industrial Truck and Tractor Operators			
Laborers and Freight, Stock,			

and Material Movers, Hand			
Light Truck Drivers			
Locomotive Engineers			
Motor Vehicle Operators, All Other			
Motorboat Operators			
Packers and Packagers, Hand			
Passenger Attendants			
Pump Operators, Except Wellhead Pumpers			
Rail Transportation Workers, All Other			
Rail Yard Engineers, Dinkey Operators, and Hostlers			
Railroad Brake, Signal, and Switch Operators and Locomotive Firers			
Railroad Conductors and Yardmasters			
Recycling Coordinators			
Sailors and Marine Oilers			
Ship Engineers			
Shuttle Drivers and Chauffeurs			
Subway and Streetcar Operators			
Tank Car, Truck, and Ship Loaders			
Taxi Drivers			
Transportation Workers, All Other			

	Wellhead Pumpers	
	Air Traffic Controllers	
	Airfield Operations Specialists	
	Traffic Technicians	

Career Clusters: Job Titles

31. Please list any additional job titles that will be in demand in the coming years through your organization that are not reflected in the survey.