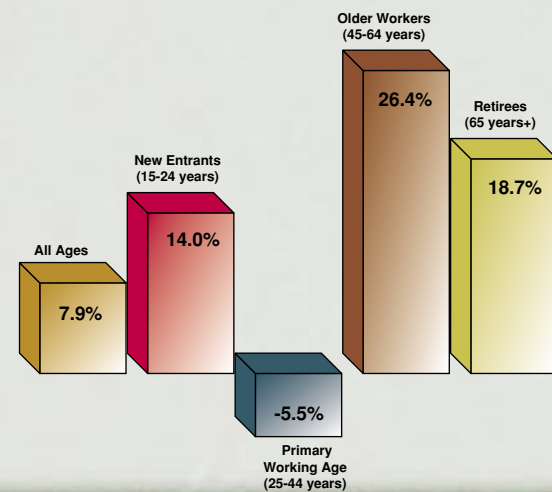


# Population and Labor Force

**Percentage Change in Selected Age Groups: 2002 - 2012  
Cumberland/Salem Labor Demand Region**



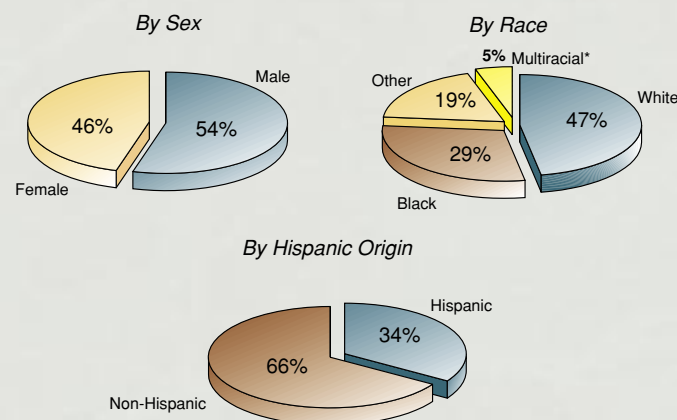
## Population

The region's overall population will increase by 7.9 percent, slightly slower than the state's 8.1 percent growth rate, from 1,785,100 in 2002 to 1,926,600 in 2012.

The number of persons 45-64 years old will grow substantially while the 25-44 age group will decline due to the baby boom-to-baby bust effect.

Senior citizens will account for 14.3 percent of the region's total residents, higher than the statewide proportion of 13.8 percent.

**Labor Force Growth By Race, Sex and Hispanic Origin: 2002 - 2012  
Cumberland/Salem Labor Demand Region**



\*Multiracial refers to persons that are of two or more races.

## Labor Force

The region's labor force will grow faster than the state average of 10.5 percent, increasing by 11.2 percent from 900,400 in 2002 to 1,001,600 in 2012.

Nonwhites will make up the majority (53%) of the labor force growth.

Non-Hispanics will account for a larger portion (66%) of the labor force increase than Hispanics.

# JOBS IN DEMAND

THIRD EDITION



## Cumberland/Salem One-Stop Career Center Services

Cumberland/Salem Workforce Investment Board  
220 North Laurel Street  
P.O. Box 1398  
Bridgeton, NJ 08302-1398  
Phone: 856-451-8920

Cumberland County One-Stop Career Center  
275 North Delsea Drive  
Vineland, NJ 08360  
Phone: 856-696-5660 or 856-696-6600  
Web site: www.ccoel.org

Salem County One-Stop Career Center  
174-180 East Broadway  
Salem, NJ 08079  
Phone: 856-935-1100

With our partner agencies, the Cumberland/Salem Workforce Investment Board (WIB) offers a full menu of services to the community. Through two full-service One-Stop Career Centers, individuals and businesses can easily access a wide variety of job and career information services. The centers are the local workforce development system's central place for bringing job seekers together with potential employers.

### One-Stop services are provided through:

- One-on-one consultations
- Group programs and activities
- Self-directed efforts
- Training programs and business consultations.

### Services for businesses include:

- Employee recruitment
- Skill testing of job applicants
- On-the-Job Training (OJT) programs
- Access to financial assistance for skill training
- Information on business, industry and economic trends
- Information on employee tax credits.

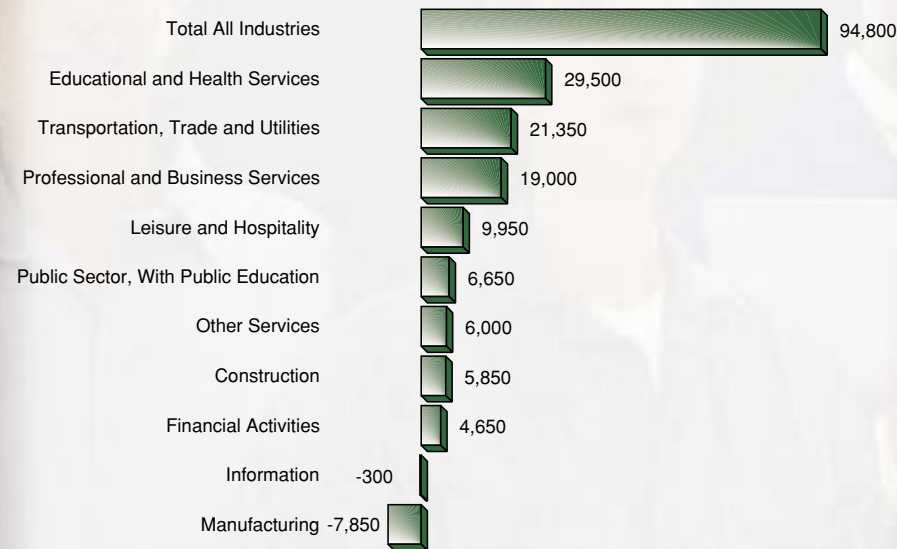
### Services for job seekers include:

- Job listings
- Job search assistance
- Consultation on and access to training and education programs
- Distance learning
- Information on employment, wages and economic trends
- Workshops in employment skills and support
- Unemployment insurance benefits.

# Tomorrow's growth industries...

# and tomorrow's jobs.

## Projected Industry Growth: 2002 - 2012 Cumberland/Salem Labor Demand Region



## Top Ten Industry Job Generators

1. Administrative and Support Services
2. Ambulatory Health Care Services
3. Professional and Technical Services
4. Social Assistance
5. Food Services and Drinking Places
6. Hospitals
7. Local Government Educational Services
8. Nursing and Residential Care Facilities
9. Specialty Trade Contractors
10. Food and Beverage Stores

## Cumberland/Salem Labor Demand Region

Occupation	Annual Average Job Openings 2002-2012		2003 Middle Wage Range (\$)	Education/ Training
	Total	Growth		
Cashiers	1,560	370	\$6.75 - 9.35	Low
Retail Salespersons	1,290	320	\$7.35 - 12.50	Low
Waiters & Waitresses	920	180	\$6.25 - 9.90	Low
Registered Nurses	860	500	\$22.80 - 29.95	High
Combined Food Preparation & Serving Workers, incl. Fast Food	840	270	\$6.20 - 8.50	Low
Office Clerks, General	550	120	\$8.90 - 13.85	Low
Child Care Workers	510	210	\$6.30 - 9.00	Low
Laborers & Freight, Stock, & Material Movers, Hand	500	70	\$8.00 - 13.40	Low
Stock Clerks & Order Fillers	450	10	\$8.00 - 13.40	Low
Janitors & Cleaners, Ex. Maids & Housekeeping Cleaners	420	150	\$8.20 - 13.05	Low
Truck Drivers, Heavy & Tractor-Trailer	350	170	\$14.55 - 20.65	Low
Gaming Dealers	350	30	\$5.90 - 7.30	Moderate
Teacher Assistants	350	180	\$17.30 - 20.51*	Low
Receptionists & Information Clerks	350	200	\$8.50 - 13.50	Low
Food Preparation Workers	330	120	\$6.10 - 9.15	Low
Elementary School Teachers, Ex. Special Education	330	70	\$38.670 - 61.400*	High
Customer Service Representatives	320	180	\$10.70 - 16.35	Low
Sales Representatives, Ex. Technical & Scientific Products	320	140	\$15.85 - 32.20	Low
Nursing Aides, Orderlies & Attendants	310	180	\$9.35 - 12.30	Low
General & Operations Managers	300	130	\$29.75 - 69.70	High
First-Line Supervisors/Managers of Retail Sales Workers	300	110	\$13.75 - 22.10	Moderate
Secondary School Teachers, Ex. Special & Vocational Education	280	90	\$42.210 - 68.430*	High
Secretaries, Ex. Legal, Medical & Executive	280	10	\$11.70 - 17.05	Low
Bookkeeping, Accounting, & Auditing Clerks	270	30	\$11.85 - 17.45	Low
Hairdressers, Hairstylists & Cosmetologists	250	130	\$7.30 - 13.50	Moderate
Maids & Housekeeping Cleaners	240	70	\$7.85 - 11.10	Low
First-Line Supervisors/Mgrs. of Office & Admin. Support Workers	240	50	\$16.55 - 26.05	Moderate
Medical Assistants	240	180	\$8.10 - 13.70	Low
Gaming Change Persons & Booth Cashiers	240	10	\$9.10 - 12.05	Low
Landscaping & Groundskeeping Workers	230	100	\$8.80 - 12.50	Low
Social & Human Service Assistants	230	150	\$10.60 - 18.10	Low
Counter Attendants, Cafeteria, Food Concession & Coffee Shop	230	30	\$6.15 - 8.10	Low
Carpenters	230	100	\$14.35 - 24.80	Moderate
Licensed Practical & Licensed Vocational Nurses	220	110	\$17.25 - 21.75	Moderate
Security Guards	200	50	\$8.50 - 12.50	Low
Truck Drivers, Light or Delivery Services	200	130	\$8.60 - 18.10	Low
Bartenders	190	10	\$6.40 - 11.55	Low
Correctional Officers & Jailers	190	80	\$21.25 - 29.90	Low
Tellers	190	40	\$8.00 - 10.30	Low
Maintenance & Repair Workers, General	190	50	\$13.40 - 21.00	Moderate
First-Line Supervisors/Mgrs. of Food Prep. & Serving Workers	190	70	\$9.95 - 17.90	Moderate
Medical Secretaries	180	80	\$10.25 - 14.45	Moderate
Packers & Packagers, Hand	180	60	\$6.95 - 11.20	Low
Business Operations Specialists, All Other	180	100	\$15.55 - 32.15	High
Cooks, Restaurant	170	40	\$9.60 - 15.00	Moderate
Automotive Service Technicians & Mechanics	170	50	\$11.70 - 20.10	Moderate
Bus Drivers, School	160	40	\$6.85 - 12.50	Low
Dishwashers	160	20	\$6.55 - 10.20	Low
Home Health Aides	150	120	\$9.15 - 10.85	Low
Police & Sheriff's Patrol Officers	150	50	\$21.40 - 30.40	Moderate

\* Annual Salary  
Numbers may not add due to rounding

## High Skill Demand Jobs

- Registered Nurses
- Elementary School Teachers
- General and Operations Managers

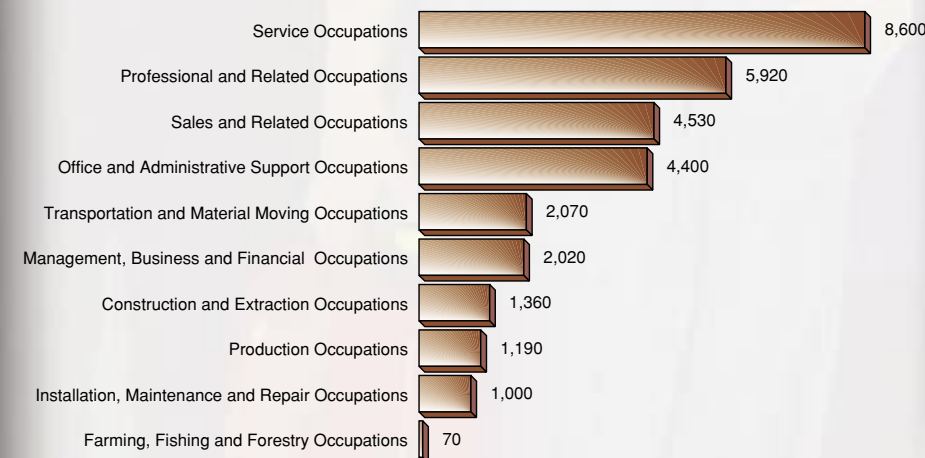
## Mid-Level Skill Demand Jobs

- Gaming Dealers
- Retail Sales Supervisors
- Hairdressers, Hairstylists and Cosmetologists

## Basic-Level Skill Demand Jobs

- Cashiers
- Retail Salespersons
- Waiters and Waitresses

## Projected Annual Job Openings by Occupational Category: 2002 -2012 Cumberland/Salem Labor Demand Region



## Job Openings

The most job openings are projected for the service and professional occupational groups. These two groups will account for nearly one out of every two job openings between 2002 and 2012.

Service occupations—for example, gaming dealers, waiters and waitresses, nursing aides, child care workers and guards—are expected to provide an average of 8,600 job openings per year.