

General Business Occupation Report



CIP 52.0101

Cochise, Pima, SC








Business/Commerce, General

CIP 2010: A program that focuses on the general study of business, including the processes of interchanging goods and services (buying, selling and producing), business organization, and accounting as used in profit-making and nonprofit public and private institutions and agencies. The programs may prepare individuals to apply business principles and techniques in various occupational settings. * *Program Description – Settings*

Occupation Gender Breakdown 2016

	Gender	Jobs	Percent
•	Males	12,873	67.3% 
•	Females	6,246	32.7% 

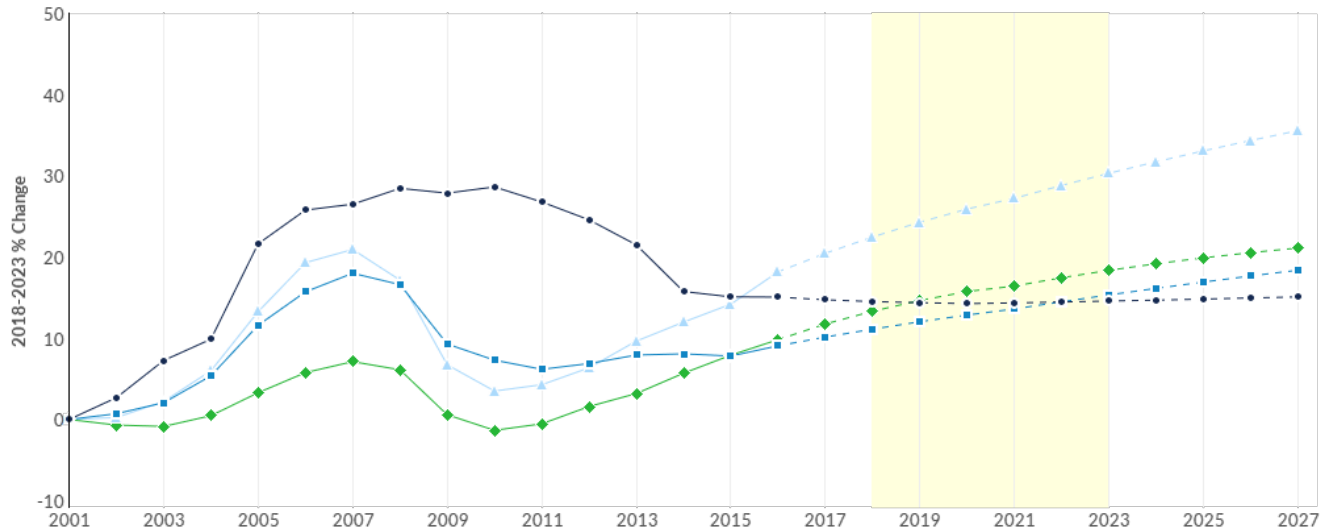
Occupation Age Breakdown 2016

	Age	Jobs	Percent
•	14-18	13	0.1% 
•	19-24	449	2.3% 
•	25-34	3,007	15.7% 
•	35-44	4,726	24.7% 
•	45-54	5,277	27.6% 
•	55-64	4,262	22.3% 
•	65+	1,385	7.2% 

Occupation Summary for 52.0101

19,119 Jobs (2016) 1% above National average	3.8% % Change (2018-2023) Nation: 4.4%	\$29.83/hr Median Hourly Earnings Nation: \$38.65/hr
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Occupation Change Summary



	Region	2018 Jobs	2023 Jobs	Change	% Change	Median Hourly Earnings
●	Cochise County, AZ	2,163	2,164	1	0%	\$32.01
●	Cochise, Pima, SC	19,478	20,216	738	4%	\$29.83
●	Arizona (AZ)	133,980	142,557	8,577	6%	\$33.36
●	United States	6,527,680	6,817,804	290,124	4%	\$38.65

SOC	Description	Typical Entry Level Education	Work Experience Required	Typical On-The-Job Training
11-1011	Chief Executives	Bachelor's degree	5 years or more	None
11-1021	General and Operations Managers	Bachelor's degree	5 years or more	None
11-2022	Sales Managers	Bachelor's degree	Less than 5 years	None
11-3011	Administrative Services Managers	Bachelor's degree	Less than 5 years	None
11-3051	Industrial Production Managers	Bachelor's degree	5 years or more	None
11-3071	Transportation, Storage, and Distribution Managers	High school diploma or equivalent	5 years or more	None
11-9021	Construction Managers	Bachelor's degree	None	Moderate-term on-the-job training
11-9151	Social and Community Service Managers	Bachelor's degree	5 years or more	None
11-9199	Managers, All Other	Bachelor's degree	Less than 5 years	None
13-1051	Cost Estimators	Bachelor's degree	None	None
13-1111	Management Analysts	Bachelor's degree	Less than 5 years	None

Occupation Breakdown - 2018 Jobs

Occupation	Description	Cochise County, AZ	Cochise, Pima, SC	Arizona (AZ)	United States
11-1021	General and Operations Managers	630	6,467	46,026	2,320,554
13-1111	Management Analysts	507	1,927	14,792	856,026
11-9199	Managers, All Other	421	3,023	15,738	839,775
11-1011	Chief Executives	98	921	7,093	294,477
11-9021	Construction Managers	96	815	7,776	366,193
39-1021	First-Line Supervisors of Personal Service Workers	87	1,556	6,321	232,259
37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	61	785	4,305	212,116
13-1051	Cost Estimators	56	689	5,436	232,242
11-3011	Administrative Services Managers	56	847	7,283	289,112
11-2022	Sales Managers	56	1,231	11,272	398,111
11-3071	Transportation, Storage, and Distribution Managers	55	239	2,517	124,591
11-9151	Social and Community Service Managers	30	578	2,449	162,060
11-3051	Industrial Production Managers	<10	355	2,626	176,130
39-1011	Gaming Supervisors	<10	44	348	24,034
	Total	2,163	19,478	133,980	6,527,680

Occupation Breakdown - 2023 Jobs

Occupation	Description	Cochise County, AZ	Cochise, Pima, SC	Arizona (AZ)	United States
11-1021	General and Operations Managers	645	6,766	49,474	2,435,119
13-1111	Management Analysts	489	2,002	16,028	908,573
11-9199	Managers, All Other	426	3,184	17,044	882,976
11-1011	Chief Executives	97	931	7,342	298,804
11-9021	Construction Managers	90	740	7,418	357,649
39-1021	First-Line Supervisors of Personal Service Workers	87	1,630	6,780	245,142
37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	61	831	4,596	221,819
11-3011	Administrative Services Managers	59	899	7,874	303,924
11-2022	Sales Managers	58	1,276	11,924	415,210
11-3071	Transportation, Storage, and Distribution Managers	55	251	2,680	129,034
13-1051	Cost Estimators	54	661	5,505	243,656
11-9151	Social and Community Service Managers	31	640	2,827	173,350
11-3051	Industrial Production Managers	11	359	2,696	178,029
39-1011	Gaming Supervisors	<10	46	369	24,519
	Total	2,164	20,216	142,557	6,817,804

Occupation Breakdown - Change

Occupation	Description	Cochise County, AZ	Cochise, Pima, SC	Arizona (AZ)	United States
11-1021	General and Operations Managers	15	299	3,448	114,565
11-9199	Managers, All Other	5	161	1,306	43,201
11-3011	Administrative Services Managers	3	52	591	14,812
11-2022	Sales Managers	2	45	652	17,099
11-3051	Industrial Production Managers	--	4	70	1,899
11-9151	Social and Community Service Managers	1	62	378	11,290
11-3071	Transportation, Storage, and Distribution Managers	0	12	163	4,443
39-1021	First-Line Supervisors of Personal Service Workers	0	74	459	12,883
39-1011	Gaming Supervisors	--	2	21	485
37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	0	46	291	9,703
11-1011	Chief Executives	-1	10	249	4,327
13-1051	Cost Estimators	-2	-28	69	11,414
11-9021	Construction Managers	-6	-75	-358	-8,544
13-1111	Management Analysts	-18	75	1,236	52,547
	Total	1	738	8,577	290,124

Occupation Breakdown - Median Hourly Earnings








Occupation	Description	Cochise County, AZ	Cochise, Pima, SC	Arizona (AZ)	United States
11-1011	Chief Executives	\$58.94	\$53.28	\$70.30	\$87.12
11-9021	Construction Managers	\$47.44	\$26.07	\$31.38	\$42.93
11-9199	Managers, All Other	\$46.08	\$31.82	\$45.04	\$50.47
11-3051	Industrial Production Managers	--	\$43.42	\$42.35	\$46.70
11-3071	Transportation, Storage, and Distribution Managers	\$34.95	\$37.36	\$32.85	\$42.88
11-1021	General and Operations Managers	\$34.53	\$32.92	\$38.55	\$47.74
11-3011	Administrative Services Managers	\$31.27	\$32.77	\$36.49	\$43.20
11-2022	Sales Managers	\$31.13	\$38.54	\$44.43	\$56.71
11-9151	Social and Community Service Managers	\$29.79	\$27.75	\$28.95	\$30.27
13-1111	Management Analysts	\$29.66	\$29.93	\$30.21	\$36.32
13-1051	Cost Estimators	\$28.06	\$28.24	\$30.02	\$29.71
39-1021	First-Line Supervisors of Personal Service Workers	\$18.08	\$13.77	\$15.27	\$17.65
39-1011	Gaming Supervisors	--	\$17.99	\$20.92	\$23.75
37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	\$14.85	\$14.55	\$16.64	\$18.36
	Total	\$35.68	\$31.11	\$37.65	\$45.19

Top Industries – Change from 2018-2023

NAICS Code	Description	Cochise County, AZ	Cochise, Pima, SC	Arizona (AZ)	United States
541330	Engineering Services	13	-9	-5	3,331
561110	Office Administrative Services	11	40	439	5,815
902999	State Government, Excluding Education and Hospitals	7	39	52	2,192
903999	Local Government, Excluding Education and Hospitals	0	31	316	7,428
901199	Federal Government, Civilian, Excluding Postal Service	-19	30	66	-3,192
	Total	12	132	869	15,574








Source: QCEW Employees, Non-QCEW Employees & Self-Employed - Emsi 2017.3 Class of Worker

National Educational Attainment
General and Operations Managers (11-1021)

	Education Level	2016 Percent
●	Less than high school diploma	2.1% 
●	High school diploma or equivalent	14.6% 
●	Some college, no degree	23.6% 
●	Associate's degree	8.1% 
●	Bachelor's degree	35.3% 
●	Master's degree	13.6% 
●	Doctoral or professional degree	2.8% 








* National Educational Attainment - Settings

National Educational Attainment
Managers, All Other (11-9199)

	Education Level	2016 Percent
●	Less than high school diploma	2.7% 
●	High school diploma or equivalent	14.4% 
●	Some college, no degree	19.0% 
●	Associate's degree	8.0% 
●	Bachelor's degree	35.1% 
●	Master's degree	17.2% 
●	Doctoral or professional degree	3.6% 

* National Educational Attainment - Settings








National Educational Attainment
Management Analysts (13-1111)

	Education Level	2016 Percent
●	Less than high school diploma	0.5% 
●	High school diploma or equivalent	4.9% 
●	Some college, no degree	12.4% 
●	Associate's degree	5.1% 
●	Bachelor's degree	41.0% 
●	Master's degree	29.0% 
●	Doctoral or professional degree	7.2% 

* National Educational Attainment - Settings








October 10, 2017

National Educational Attainment Sales Managers (11-2022)

	Education Level	2016 Percent
●	Less than high school diploma	1.0% 
●	High school diploma or equivalent	8.1% 
●	Some college, no degree	16.1% 
●	Associate's degree	6.4% 
●	Bachelor's degree	50.1% 
●	Master's degree	16.8% 
●	Doctoral or professional degree	1.5% 








* National Educational Attainment - Settings

National Educational Attainment Administrative Services Managers (11-3011)

	Education Level	2016 Percent
●	Less than high school diploma	2.2% 
●	High school diploma or equivalent	16.7% 
●	Some college, no degree	29.2% 
●	Associate's degree	12.8% 
●	Bachelor's degree	27.7% 
●	Master's degree	10.2% 
●	Doctoral or professional degree	1.2% 

* National Educational Attainment - Settings








National Educational Attainment Construction Managers (11-9021)

	Education Level	2016 Percent
●	Less than high school diploma	6.9% 
●	High school diploma or equivalent	26.3% 
●	Some college, no degree	24.3% 
●	Associate's degree	8.5% 
●	Bachelor's degree	27.9% 
●	Master's degree	5.3% 
●	Doctoral or professional degree	0.8% 

* National Educational Attainment - Settings








October 10, 2017

National Educational Attainment
Chief Executives (11-1011)

	Education Level	2016 Percent
●	Less than high school diploma	1.5% 
●	High school diploma or equivalent	9.2% 
●	Some college, no degree	15.2% 
●	Associate's degree	5.3% 
●	Bachelor's degree	40.3% 
●	Master's degree	21.3% 
●	Doctoral or professional degree	7.2% 








* National Educational Attainment - Settings

National Educational Attainment
Cost Estimators (13-1051)

	Education Level	2016 Percent
●	Less than high school diploma	3.7% 
●	High school diploma or equivalent	23.0% 
●	Some college, no degree	29.3% 
●	Associate's degree	11.5% 
●	Bachelor's degree	28.0% 
●	Master's degree	3.9% 
●	Doctoral or professional degree	0.5% 








* National Educational Attainment - Settings

National Educational Attainment
Social and Community Service Managers (11-9151)

	Education Level	2016 Percent
●	Less than high school diploma	1.4% 
●	High school diploma or equivalent	8.1% 
●	Some college, no degree	14.5% 
●	Associate's degree	6.4% 
●	Bachelor's degree	37.5% 
●	Master's degree	27.5% 
●	Doctoral or professional degree	4.6% 








* National Educational Attainment - Settings

National Educational Attainment
Industrial Production Managers (11-3051)

	Education Level	2016 Percent
●	Less than high school diploma	3.3% 
●	High school diploma or equivalent	18.7% 
●	Some college, no degree	23.5% 
●	Associate's degree	9.2% 
●	Bachelor's degree	31.8% 
●	Master's degree	12.2% 
●	Doctoral or professional degree	1.3% 

* National Educational Attainment - Settings

National Educational Attainment
Transportation, Storage, and Distribution Managers (11-3071)

	Education Level	2016 Percent
●	Less than high school diploma	5.5% 
●	High school diploma or equivalent	29.7% 
●	Some college, no degree	25.6% 
●	Associate's degree	8.9% 
●	Bachelor's degree	22.4% 
●	Master's degree	7.5% 
●	Doctoral or professional degree	0.5% 

* National Educational Attainment - Settings

Appendix B - Data Sources and Calculations

Location Quotient

Location quotient (LQ) is a way of quantifying how concentrated a particular industry, cluster, occupation, or demographic group is in a region as compared to the nation. It can reveal what makes a particular region unique in comparison to the national average.

Occupation Data

EMSI occupation employment data are based on final EMSI industry data and final EMSI staffing patterns. Wage estimates are based on Occupational Employment Statistics (QCEW and Non-QCEW Employees classes of worker) and the American Community Survey (Self-Employed and Extended Proprietors). Occupational wage estimates also affected by county-level EMSI earnings by industry.

Completers Data

The completers data in this report is taken directly from the national IPEDS database published by the U.S. Department of Education's National Center for Education Statistics.

Institution Data

The institution data in this report is taken directly from the national IPEDS database published by the U.S. Department of Education's National Center for Education Statistics.

Industry Data

EMSI industry data have various sources depending on the class of worker. (1) For QCEW Employees, EMSI primarily uses the QCEW (Quarterly Census of Employment and Wages), with supplemental estimates from County Business Patterns and Current Employment Statistics. (2) Non-QCEW employees data are based on a number of sources including QCEW, Current Employment Statistics, County Business Patterns, BEA State and Local Personal Income reports, the National Industry-Occupation Employment Matrix (NIOEM), the American Community Survey, and Railroad Retirement Board statistics. (3) Self-Employed and Extended Proprietor classes of worker data are primarily based on the American Community Survey, Nonemployer Statistics, and BEA State and Local Personal Income Reports. Projections for QCEW and Non-QCEW Employees are informed by NIOEM and long-term industry projections published by individual states.

Staffing Patterns Data

The staffing pattern data in this report are compiled from several sources using a specialized process. For QCEW and Non-QCEW Employees classes of worker, sources include Occupational Employment Statistics, the National Industry-Occupation Employment Matrix, and the American Community Survey. For the Self-Employed and Extended Proprietors classes of worker, the primary source is the American Community Survey, with a small amount of information from Occupational Employment Statistics.

State Data Sources

This report uses state data from the following agencies: Arizona Department of Administration, Office of Employment and Population Statistics