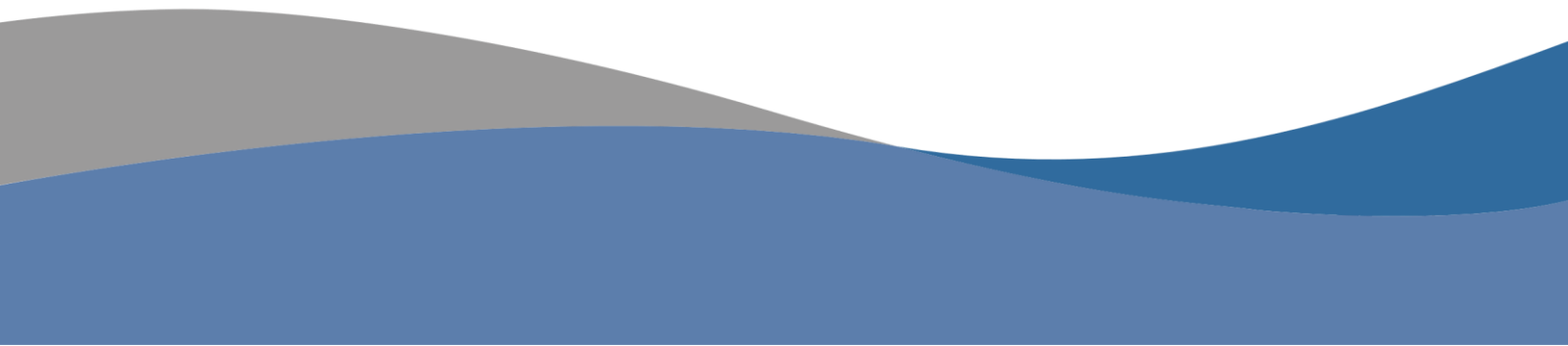




Occupation Report

Medical and Health Services Managers

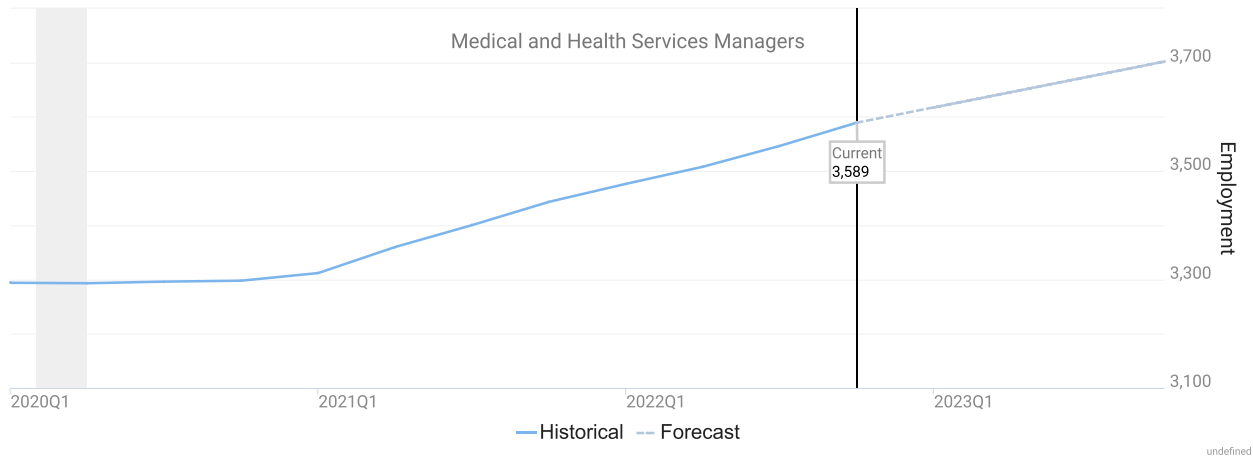
Sacramento-Roseville-Folsom, CA MSA





Occupation Snapshot 3
Employment by Industry 4
Wages 5
Occupation Demographics 6
Education Profile 7
Postsecondary Programs Linked to Medical and Health Services Managers 8
RTI (Job Postings) 9
Top Skill and Certification Gaps 13
Occupation Gaps 14
Geographic Distribution 15
Sacramento-Roseville-Folsom, CA MSA Regional Map..... 17
Data Notes..... 18
Region Definition..... 19
FAQ..... 20

Occupation Snapshot

6-Digit Occupation	Empl	Avg Mean Wages	LQ	3-Year Empl Change	Annual Demand	Forecast Ann Growth
Medical and Health Services Managers	3,589	\$148,400	1.12	324	425	3.1%
Medical and Health Services Managers	3,589	\$148,400	1.12	324	425	3.1%




- 

“Annual Demand” is the projected need for new entrants into an occupation. New entrants are needed due to expected growth and to replace workers who left the occupation due to factors such as retirement or switching careers.
- 

“Forecast Ann Growth” is the expected change in jobs due to national, long-term trend projections (per the BLS) as well as local factors such as industry mix and population growth (as computed and modeled by Chmura).

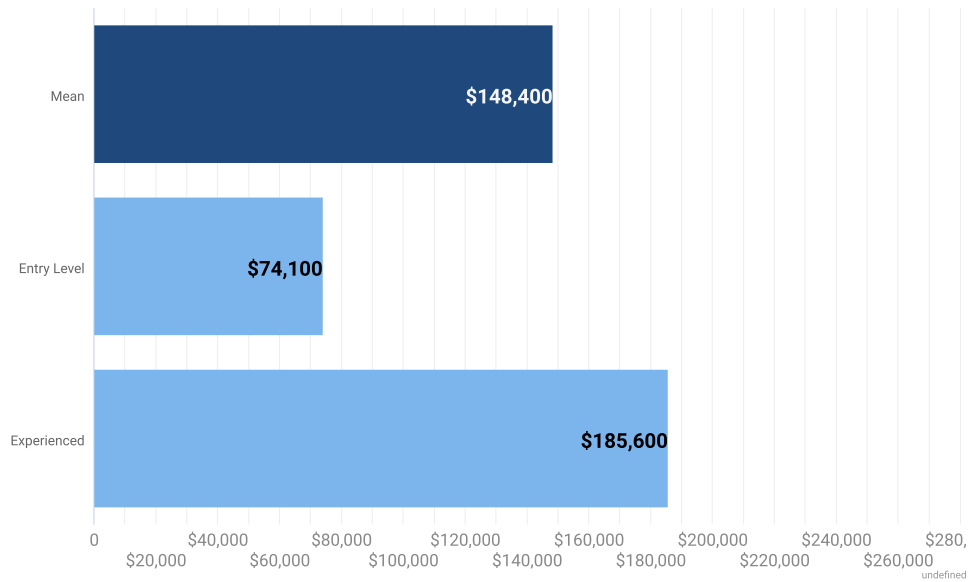
Employment by Industry

Industry Title	% of Occ Empl	Empl	10-Year Separations	10-Year Empl Growth	10-Year Total Demand
General Medical and Surgical Hospitals	23.9%	858	755	258	1,013
Outpatient Care Centers	20.7%	744	695	341	1,036
Offices of Physicians	9.2%	332	297	114	411
Home Health Care Services	4.6%	165	152	70	223
Nursing Care Facilities (Skilled Nursing Facilities)	3.9%	139	119	31	150
Executive, Legislative, and Other General Government Support	3.3%	117	100	25	125
Individual and Family Services	3.2%	114	112	68	179
Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly	3.1%	110	102	47	149
Offices of Other Health Practitioners	3.0%	108	102	53	154
Insurance Carriers	2.3%	82	73	27	100
Administration of Human Resource Programs	1.9%	69	58	14	72
Justice, Public Order, and Safety Activities	1.9%	67	58	15	73
Management of Companies and Enterprises	1.8%	66	58	20	78
Administration of Environmental Quality Programs	1.8%	64	54	13	67
Administration of Economic Programs	1.6%	58	49	11	60
Offices of Dentists	1.5%	55	50	21	71
Other Ambulatory Health Care Services	1.5%	55	52	25	77
Scientific Research and Development Services	1.3%	47	43	18	60
Colleges, Universities, and Professional Schools	1.2%	44	39	15	54
Office Administrative Services	1.1%	39	37	21	58
All Others	7.2%	257	233	97	330

 The industry distribution indicates the industries in which workers in the occupation(s) are primarily found.

 “10-Year Empl Growth” may show industries with positive as well as negative growth; this would indicate that the occupation(s) being examined are expected to expand within some industries while contracting in others.

Wages

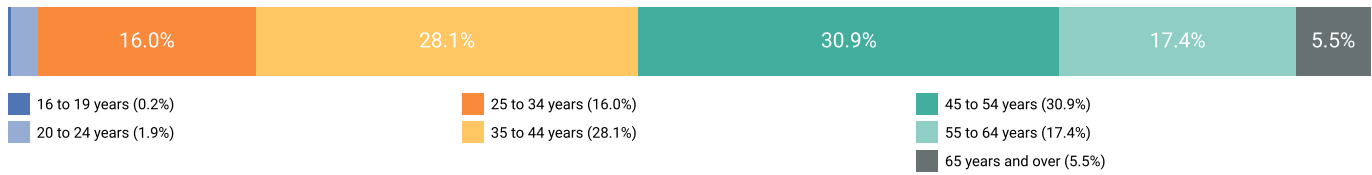


Occupation	Mean	Median	Entry Level	Experienced
Medical and Health Services Managers	\$148,400	\$137,400	\$74,100	\$185,600

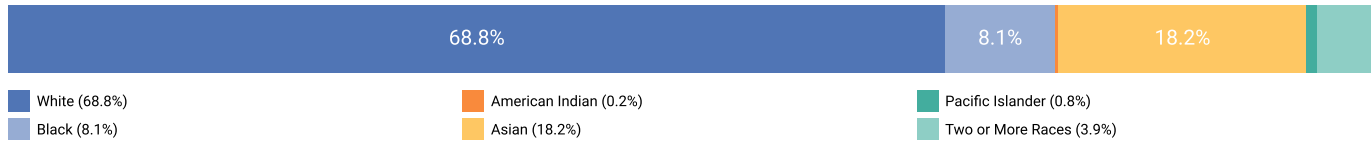
- 💡 Occupation wages here utilize BLS OEWS data, imputed and brought forward by Chmura.
- 💡 When this report is run for an occupation group, the table above displays up to the top ten detailed occupations which have the highest average wages within the occupation group.

Occupation Demographics

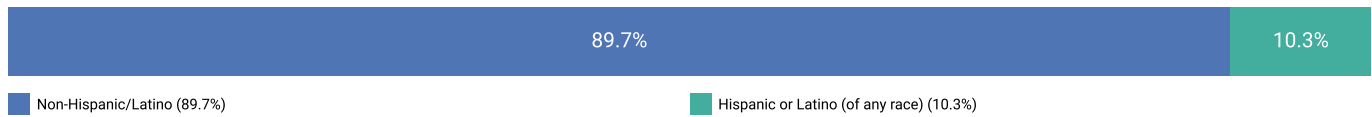
Age



Race



Ethnicity



Gender

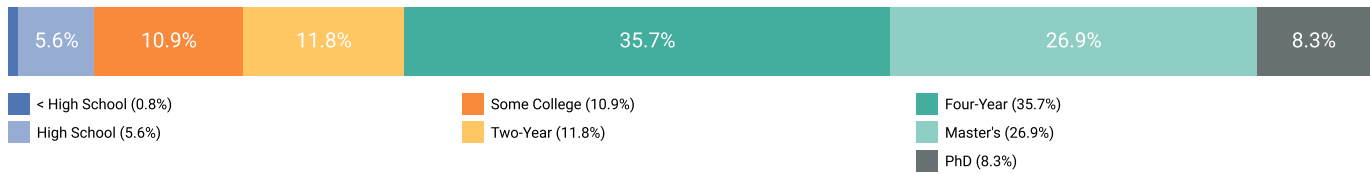


Education and Training Requirements



Education Profile

Educational Attainment




Occupation	Typical Entry-Level Education	Previous Work Experience	Typical On-the-Job Training
Medical and Health Services Managers	Bachelor's degree	Less than 5 years	None


 The stacked bar chart here illustrates the estimated mix of educational attainment of the workers in this occupation(s) in aggregate.

 The table indicates typical education and training requirements rather than the mix of attainment of workers in such positions.

Postsecondary Programs Linked to Medical and Health Services Managers

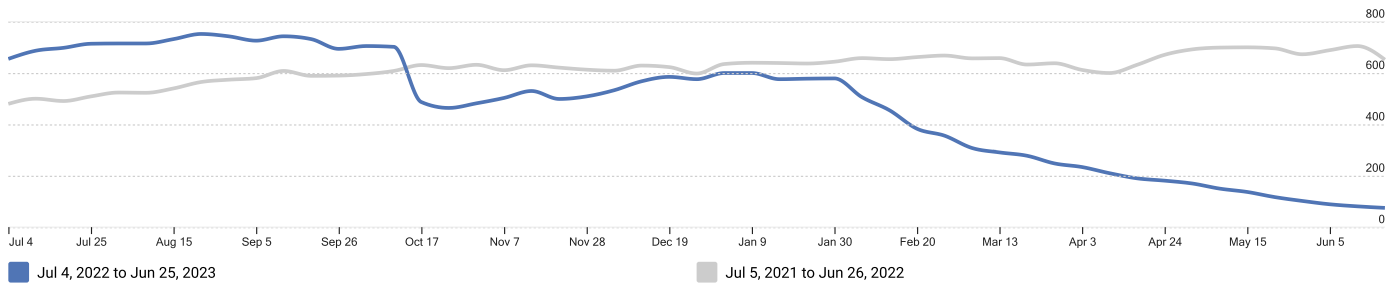
Program	Awards
California Northstate University	
Health/Health Care Administration/Management	0
Pharmacy	131
California State University-Sacramento	
Public Health, General	139
Sacramento City College	
Community Health and Preventive Medicine	7
University of California-Davis	
Nursing Administration	27
Public Health, General	39
William Jessup University	
Health/Health Care Administration/Management	0

 The number of graduates from postsecondary programs in the region identifies the pipeline of future workers as well as the training capacity to support industry demand.

 Among postsecondary programs at schools located in the Sacramento-Roseville-Folsom, CA MSA, the sampling above identifies those most linked to Medical and Health Services Managers. For a complete list see JobsEQ®, <http://www.chmuraecon.com/jobseq>

RTI (Job Postings)

Active Job Ads by Date



 Online job ads are a timely indicator of local demand. Occupation assignments shown below are made by Chmura based upon analysis of job titles and job descriptions. Top employers and listed job requirements are shown on the following pages.

Occupations

SOC	Occupation	Active Job Ads
11-9111.00	Medical and Health Services Managers	2,969

Locations

Location	Active Job Ads	
Sacramento, California	708	
University of California Davis	336	
Sacramento County, California	128	
Roseville, California	106	
Rancho Cordova, California	48	
Sacramento, CA 95825	47	
Elk Grove, California	45	
Folsom, California	35	
Davis, California	33	
Sacramento, CA 95814	33	

Employers

Employer Name	Active Job Ads	
Sacramento, California	241	
CVS Health	94	
Davis, California	94	
Kaiser Permanente	94	
Sutter Health	80	
Department of Veterans Affairs	47	
Elica Health Centers	47	
Clinical Management Consultants	36	
Adventist Health	32	
UC Davis Health	31	

Hard Skills

Skill Name	Active Job Ads	
Microsoft Excel	428	
Microsoft Office	408	
Microsoft PowerPoint	217	
Microsoft Outlook	191	
Teaching/Training, Job	185	
Microsoft Word	166	
Medical Terminology	140	
Presentation	124	
Patient Care	122	
Word Processing	114	

Job Titles

Job Title	Active Job Ads	
Patient Care Coordinator	25	
CA Pharmacy Manager	22	
CA Staff Pharmacist Floater FT	20	
Practice Manager	18	
Clinical Director	17	
Clinical Supervisor	17	
Director of Nursing	17	
Pharmacy Manager (Pharmacist)	15	
ED/ICU Night Clinical Pharmacist	12	
ENVIRONMENTAL PROGRAM MANAGER I (SUPERVISORY)	11	

Education Levels

Minimum Education Level	Active Job Ads	
Bachelor's degree	1,306	
High school diploma or equivalent	285	
Master's degree	165	
Associate's degree	141	
Doctoral or professional degree	93	
Unspecified/other	979	

Programs

Program Name	Active Job Ads	
Nursing	425	
Pharmacy	162	
Business Administration	138	
Business	124	
Healthcare Administration	94	
Social Work	78	
Psychology	60	
Finance	52	
Public Health	51	
Healthcare	48	

Top Skill and Certification Gaps

Top 10 Skill Gaps in Sacramento-Roseville-Folsom, CA MSA

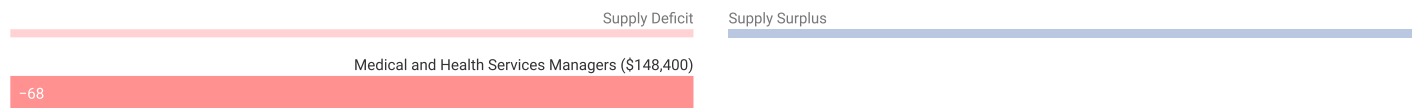
Name	Candidates	Openings	Gap
Word Processing	8	18	-10
Microsoft Excel	48	57	-9
Personal Computers (PC)	8	14	-6
Polymerase Chain Reaction (PCR)	1	7	-6
Medication Administration	3	8	-5
Operations Management	4	9	-5
Google	1	6	-4
Budgeting	4	8	-4
Microsoft PowerPoint	21	25	-4
Business Development	2	4	-3

Top 10 Certification Gaps in Sacramento-Roseville-Folsom, CA MSA

Name	Candidates	Openings	Gap
Basic Life Support (BLS)	21	27	-6
Licensed Practical Nurse (LPN)	1	6	-5
Advanced Cardiac Life Support Certification (ACLS)	11	15	-4
Pediatric Advanced Life Support (PALS)	5	9	-3
Licensed Clinical Social Worker (LCSW)	3	6	-3
First Aid Certification	3	6	-3
Licensed Master Social Worker (LMSW)	0	1	-1
Accredited Residential Manager (ARM)	0	1	-1
Licensed Professional Counselor (LPC)	0	1	-1
Clinical Nurse Leader (CNL)	0	1	-1

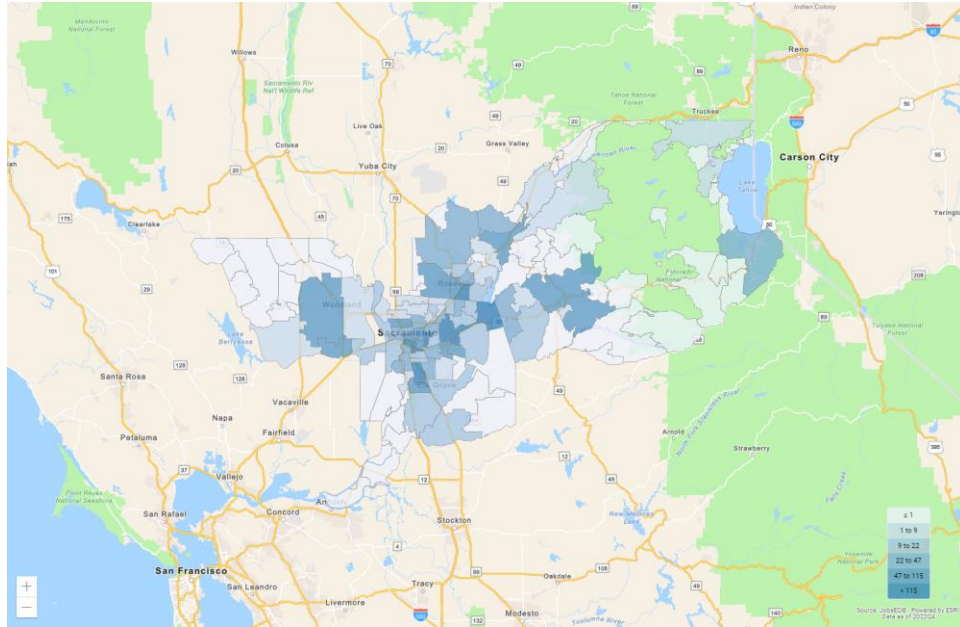
 Skill and certifications gaps can help inform employee development programs, as well as provide a comparison of the needs of regional employers to the supply.

Occupation Gaps



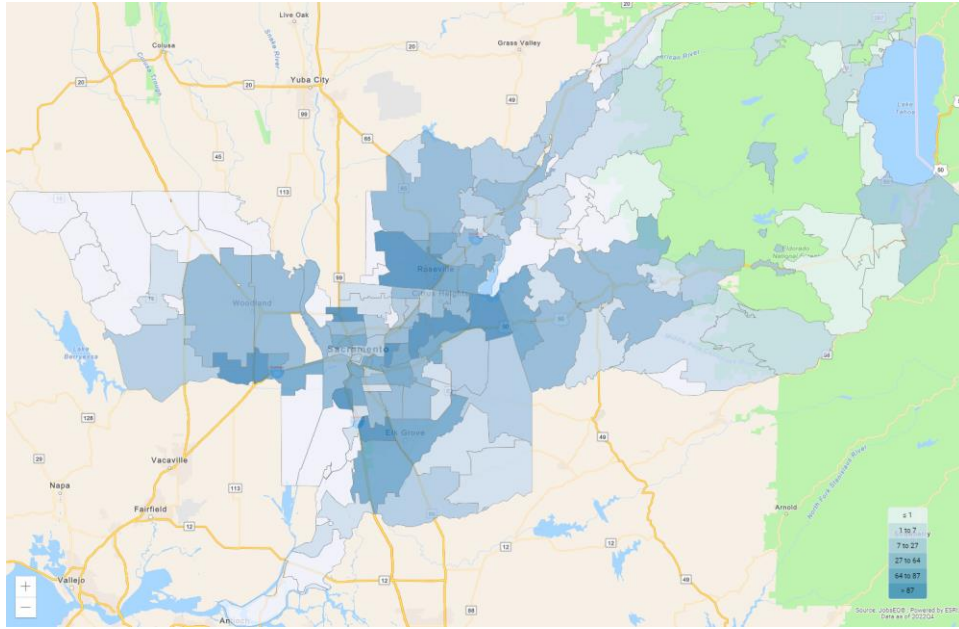
-  The above are the potential average annual gaps over 10 years. Many variables go into this analysis, but at its core it is based on a forecast comparing occupation demand growth to the local population growth and the projected educational attainment of those residents. When an area, for example, has an occupation expected to grow quickly but the educational requirement for the occupation does not match well with the educational attainment of its residents, there is a high potential for an occupation shortfall in the region. Alternatively, slow-growing or contracting occupations often represent potential supply surpluses.
-  The potential supply shortfall is an underlying force that the market needs to resolve one way or another, such as by employers recruiting from further distances for these occupations, wages going up to attract more candidates, and/or increased demand and wages enticing more local residents to get training for these occupations. While this an important analysis for determining local occupation needs, the occupation gap should be considered along with other regional data including growth and separation forecasts, unemployment rates, wage trends, and award and skill gap analyses.

Geographic Distribution



Top ZCTAs by Place of Work for Medical and Health Services Managers, 2022Q4

Region	Employment
ZCTA 95817	303
ZCTA 95823	280
ZCTA 95825	279
ZCTA 95661	263
ZCTA 95814	214
ZCTA 95816	187
ZCTA 95670	136
ZCTA 95608	133
ZCTA 95630	115
ZCTA 95678	110



Top ZCTAs by Place of Residence for Medical and Health Services Managers, 2022Q4

Region	Employment
ZCTA 95630	188
ZCTA 95616	137
ZCTA 95747	124
ZCTA 95608	124
ZCTA 95758	123
ZCTA 95835	111
ZCTA 95678	91
ZCTA 95825	89
ZCTA 95628	89
ZCTA 95831	88

💡 “Place of work” employment is based upon the location of employers for these workers. “Place of residence” data refers to the home locations of the workforce, which is typically the preferred data set to use when calculating labor availability within a drive-time or radius of a potential worksite.

Sacramento-Roseville-Folsom, CA MSA Regional Map



Data Notes

- Occupation employment by default indicates employment by place of work. Occupation employment is as of 2022Q4 and is based on industry employment and local staffing patterns calculated by Chmura and utilizing BLS OEWS data. Employment forecasts are modeled by Chmura and are consistent with BLS national-level 10-year forecasts. Wages by occupation are as of 2022Q4, utilizing BLS OEWS data, imputed and brought forward by Chmura. Entry-level and experienced wages are derived from these source data, computed by Chmura.
- Industry employment is as of 2022Q4 and is based upon BLS QCEW data, imputed by Chmura where necessary, and supplemented by additional sources including Census ZBP data.
- Education and training requirements are from the BLS. Educational attainment mix and other occupation demographics data are modeled by Chmura for 2022Q4 using regional occupation employment from JobsEQ, ZCTA-level demographics data from the Census Bureau, and national occupation-demographics patterns from the BLS.
- Postsecondary awards are per the NCES and are for the 2020-2021 academic year. Any programs shown are linked with the occupation(s) being analyzed via the program-occupation crosswalk, which may not be comprehensive. Any programs shown reflect only data reported to the NCES; reporting is required of all Title IV schools. Training providers that do not report data to the NCES are not reflected.
- Job ads data are online job posts from the Real-Time Intelligence (RTI) data set, produced wholly by Chmura and gleaned from over 40,000 websites. Data reflect ads active during the last twelve month period ending 07/05/2023 and advertised for any Zip Code Tabulation Area in or intersecting with the region for which this report was produced. Historical ad volume is revised as additional data are made available and processed. Since many extraneous factors can affect short-term volume of online job postings, time-series data can be volatile and should be used with caution. All ad counts represent deduplicated figures.
- For skill and certification gaps, openings and candidates are based upon regional occupation demand (growth plus separations) and the percent of skill demand and supply. Skill demand mix data are per a one-year sample of RTI data; skill supply data are estimated using a five-year sample of resumes data; both data sets compiled as of August 2021. Data may be based, at least in part, on data from broader geographies; see the Skill Gaps analytic export for more details.
- Occupation gaps are modeled by Chmura, indicating long-term potential supply and demand mismatches in a region due, in part, to job demand and labor pool dynamics, including educational attainment and projected growth.
- Occupation employment by place of residence is as of 2022Q4 and modeled by Chmura based upon occupation employment by place of work and commuting patterns. Commuting patterns are derived from source data from the Census Bureau, occupation-specific commuting tendencies, and updated to reflect more recent population and employment estimates.
- Figures may not sum due to rounding.

Region Definition

Sacramento-Roseville-Folsom, CA MSA is defined as the following counties:

El Dorado County, California

Placer County, California

Sacramento County, California

Yolo County, California

FAQ

What is (LQ) location quotient?

Location quotient is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an industry (or occupation) as the nation. An LQ of 2.00 would mean the region has twice the expected employment compared to the nation and an LQ of 0.50 would mean the region has half the expected employment in comparison to the nation.

What is annual demand?

Annual demand is a of the sum of the annual projected growth demand and separation demand. Separation demand is the number of jobs required due to separations—labor force exits (including retirements) and turnover resulting from workers moving from one occupation into another. Note that separation demand does not include all turnover—it does not include when workers stay in the same occupation but switch employers. Growth demand is the increase or decrease of jobs expected due to expansion or contraction of the overall number of jobs.