



# Occupation Report

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# Social and Community Service Managers

Sacramento-Roseville-Folsom, CA MSA

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A horizontal line with three circular markers: a blue circle on the left, a dark blue circle in the middle, and a grey circle on the right.

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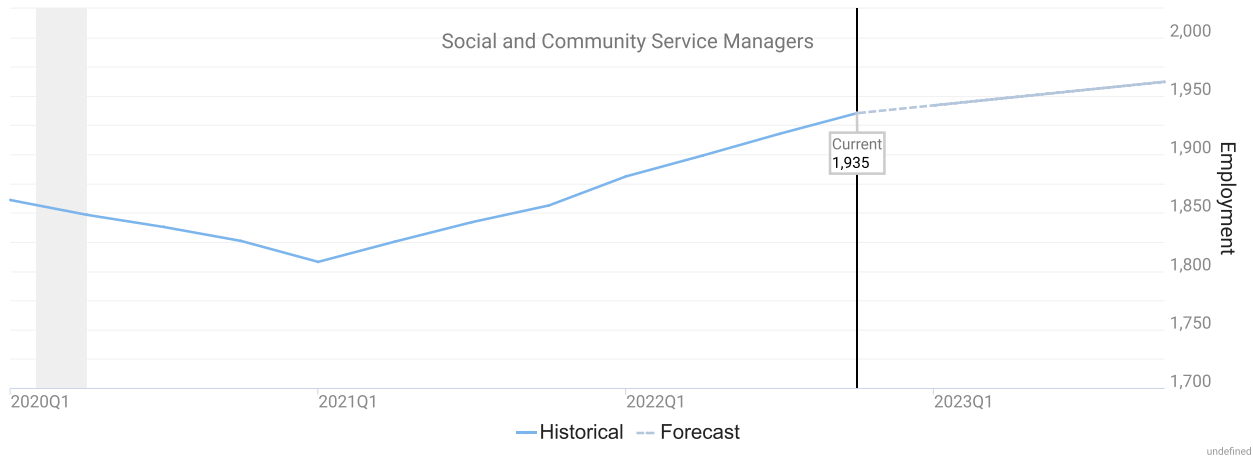
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# Occupation Snapshot



| 6-Digit Occupation                           | Empl         | Avg Mean Wages  | LQ          | 3-Year Empl Change | Annual Demand | Forecast Ann Growth |
|--|--------------|-----------------|-------------|--------------------|---------------|---------------------|
| Social and Community Service Managers        | 1,935        | \$86,600        | 1.59        | 96                 | 202           | 1.4%                |
| <b>Social and Community Service Managers</b> | <b>1,935</b> | <b>\$86,600</b> | <b>1.59</b> | <b>96</b>          | <b>202</b>    | <b>1.4%</b>         |



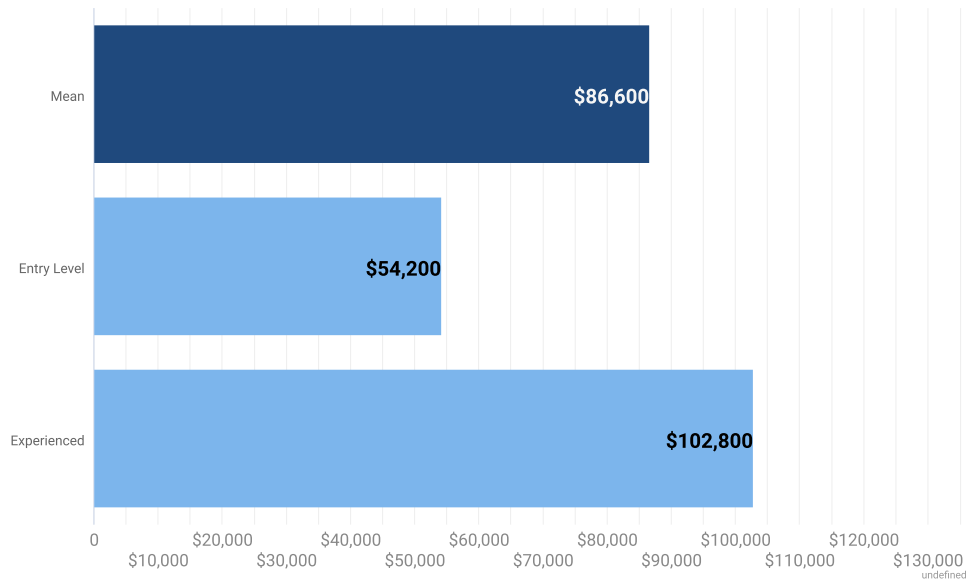
- 💡 “Annual Demand” is the projected need for new entrants into an occupation. New entrants are needed due to expected growth and to replace workers who left the occupation due to factors such as retirement or switching careers.
- 💡 “Forecast Ann Growth” is the expected change in jobs due to national, 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<br>Empl | Empl | 10-Year<br>Separations | 10-Year<br>Empl<br>Growth | 10-Year<br>Total<br>Demand |
|--|------------------|------|------------------------|---------------------------|----------------------------|
| Individual and Family Services   | 32.0%            | 620  | 604                    | 184                       | 788                        |
| Executive, Legislative, and Other General Government Support   | 11.1%            | 215  | 186                    | 3                         | 189                        |
| Administration of Human Resource Programs  | 6.3%             | 121  | 104                    | 1                         | 105                        |
| Justice, Public Order, and Safety Activities   | 5.9%             | 114  | 100                    | 4                         | 103                        |
| Administration of Environmental Quality Programs   | 5.1%             | 99   | 85                     | 0                         | 85                         |
| Community Food and Housing, and Emergency and Other Relief Services                                  | 5.0%             | 97   | 90                     | 18                        | 108                        |
| Administration of Economic Programs  | 4.8%             | 93   | 80                     | 0                         | 79                         |
| Residential Intellectual and Developmental Disability, Mental Health, and Substance Abuse Facilities | 3.6%             | 70   | 61                     | 1                         | 62                         |
| Vocational Rehabilitation Services   | 3.6%             | 70   | 65                     | 12                        | 77                         |
| Outpatient Care Centers  | 3.2%             | 63   | 59                     | 14                        | 73                         |
| Grantmaking and Giving Services  | 2.8%             | 54   | 49                     | 7                         | 56                         |
| Social Advocacy Organizations  | 2.5%             | 49   | 45                     | 7                         | 52                         |
| Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly                | 1.9%             | 37   | 35                     | 7                         | 42                         |
| Management of Companies and Enterprises  | 1.4%             | 27   | 24                     | 2                         | 26                         |
| Religious Organizations  | 1.0%             | 19   | 17                     | 3                         | 20                         |
| General Medical and Surgical Hospitals   | 0.9%             | 18   | 16                     | 2                         | 18                         |
| Colleges, Universities, and Professional Schools   | 0.7%             | 14   | 13                     | 2                         | 15                         |
| Nursing Care Facilities (Skilled Nursing Facilities)   | 0.7%             | 14   | 12                     | 0                         | 12                         |
| Offices of Other Health Practitioners  | 0.6%             | 12   | 12                     | 3                         | 14                         |
| Civic and Social Organizations   | 0.6%             | 11   | 11                     | 4                         | 16                         |
| All Others   | 6.0%             | 116  | 106                    | 15                        | 121                        |

-  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

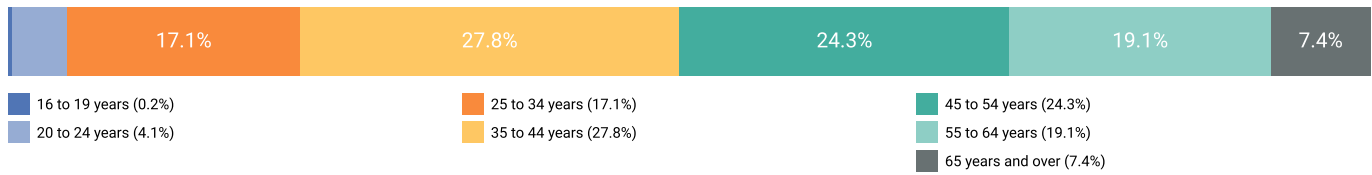


| Occupation                            | Mean     | Median   | Entry Level | Experienced |
|---------------------------------------|----------|----------|-------------|-------------|
| Social and Community Service Managers | \$86,600 | \$78,500 | \$54,200    | \$102,800   |

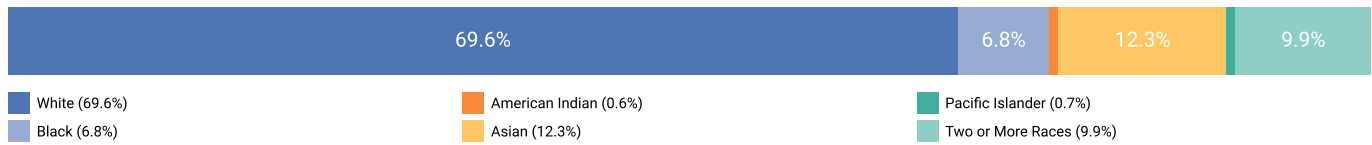
- 💡 Occupation wages here utilize BLS OEWS data, imputed and brought forward by Chmura.
- 💡 When this report is run for an occupation group, the table above displays up to the top ten detailed occupations which have the highest average wages within the occupation group.

# Occupation Demographics

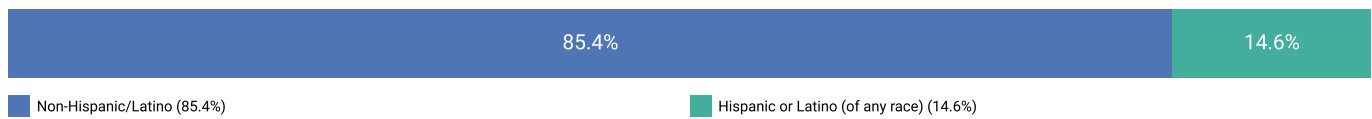
## Age



## Race



## Ethnicity



## Gender

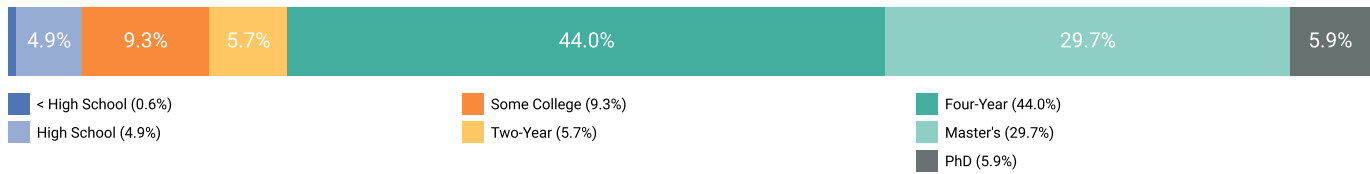


## Education and Training Requirements



# Education Profile

## Educational Attainment



| Occupation                            | Typical Entry-Level Education | Previous Work Experience | Typical On-the-Job Training |
|---------------------------------------|-------------------------------|--------------------------|-----------------------------|
| Social and Community Service 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 Social and Community Service Managers

| Program   | Awards |
|---|--------|
| <b>American River College</b>                   |        |
| Business Administration and Management, General | 294    |
| Human Services, General                         | 20     |
| <b>California State University-Sacramento</b>   |        |
| Business Administration and Management, General | 1,188  |
| Social Work                                     | 310    |
| <b>Cosumnes River College</b>                   |        |
| Business Administration and Management, General | 224    |
| <b>Folsom Lake College</b>                      |        |
| Business Administration and Management, General | 176    |
| Human Services, General                         | 21     |
| <b>Sacramento City College</b>                  |        |
| Business Administration and Management, General | 207    |
| <b>Sierra College</b>                           |        |
| Business Administration and Management, General | 369    |
| <b>William Jessup University</b>                |        |
| Business Administration and Management, General | 139    |

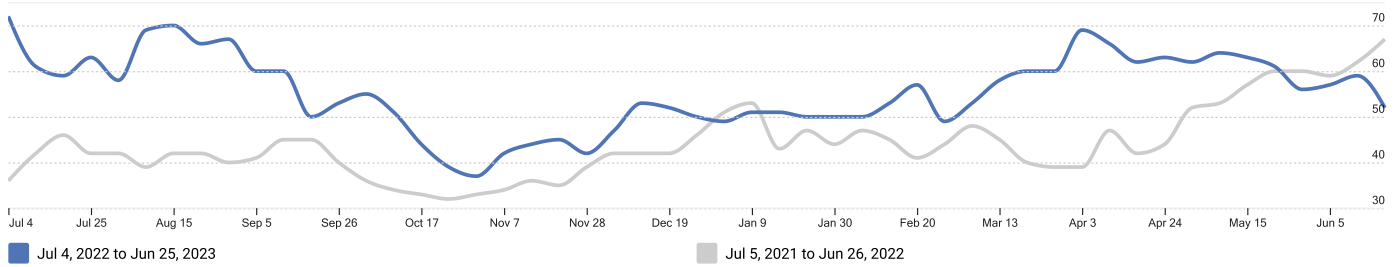
 The number of graduates from postsecondary programs in the region identifies the pipeline of future workers as well as the training capacity to support industry demand.

 Among postsecondary programs at schools located in the Sacramento-Roseville-Folsom, CA MSA, the sampling above identifies those most linked to Social and Community Service 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 |
|------------|---------------------------------------|----------------|
| 11-9151.00 | Social and Community Service Managers | 397            |

### Locations

| Location                             | Active Job Ads |  |
|--------------------------------------|----------------|--|
| Sacramento, California               | 81             |  |
| Sacramento County, California        | 41             |  |
| University of California Davis       | 12             |  |
| 95841                                | 11             |  |
| Davis, California                    | 10             |  |
| 95825                                | 5              |  |
| Roseville, California                | 5              |  |
| Sacramento, CA 95814 (Downtown area) | 5              |  |
| Carmichael, CA 95608                 | 4              |  |
| Crescent City, CA 95811              | 4              |  |

### Employers

| Employer Name  | Active Job Ads |  |
|--|----------------|--|
| CalHR  | 15             |  |
| State of California Department of Public Health        | 15             |  |
| The MENTOR Network                                     | 14             |  |
| Turning Point Community Programs                       | 14             |  |
| State of California Department of Health Care Services | 10             |  |
| UHS  | 10             |  |
| Davis, California                                      | 9              |  |
| CaliforniaVolunteers                                   | 8              |  |
| Stanford Sierra Youth & Families                       | 8              |  |
| University of California, Davis                        | 8              |  |



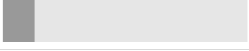
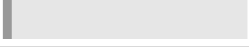


### Hard Skills

| Skill Name              | Active Job Ads |  |
|-------------------------|----------------|--|
| Microsoft Office        | 48             |  |
| Microsoft Excel         | 42             |  |
| Microsoft PowerPoint    | 31             |  |
| Microsoft Outlook       | 25             |  |
| Mental Health           | 24             |  |
| Social Services         | 24             |  |
| Personal Computers (PC) | 23             |  |
| Presentation            | 22             |  |
| Bilingual               | 21             |  |
| Fundraising             | 21             |  |

### Job Titles

| Job Title                                   | Active Job Ads |  |
|---|----------------|--|
| Executive Director                          | 50             |  |
| Program Director                            | 16             |  |
| STAFF SERVICES MANAGER I                    | 16             |  |
| STAFF SERVICES MANAGER III                  | 16             |  |
| Program Manager                             | 11             |  |
| Assistant Program Director                  | 9              |  |
| Director of Social Services                 | 9              |  |
| Social Services Program Manager             | 6              |  |
| Clinical Program Manager                    | 5              |  |
| Revenue Cycle Compliance Executive Director | 5              |  |

### Education Levels

| Minimum Education Level           | Active Job Ads |   |
|-----------------------------------|----------------|---|
| Bachelor's degree                 | 161            |  |
| Master's degree                   | 76             |  |
| High school diploma or equivalent | 21             |  |
| Associate's degree                | 6              |  |
| Doctoral or professional degree   | 3              |  |
| Unspecified/other                 | 130            |  |

### Programs

| Program Name            | Active Job Ads |   |
|-------------------------|----------------|---|
| Social Work             | 68             |    |
| Psychology              | 32             |    |
| Business Administration | 21             |   |
| Human Services          | 21             |  |
| Public Administration   | 18             |  |
| Business                | 14             |  |
| Social Service          | 13             |  |
| Education               | 12             |  |
| Nursing                 | 11             |  |
| Finance                 | 10             |  |

# Top Skill and Certification Gaps

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

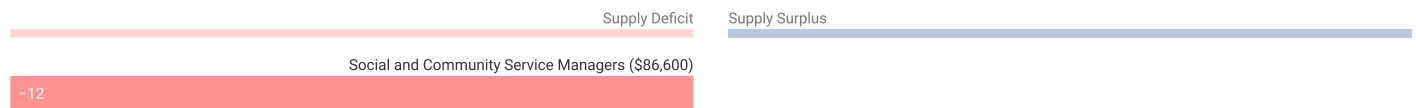
| Name                            | Candidates | Openings | Gap |
|---------------------------------|------------|----------|-----|
| Microsoft Office                | 7          | 31       | -24 |
| Personal Computers (PC)         | 0          | 12       | -12 |
| Social Services                 | 8          | 20       | -11 |
| Polymerase Chain Reaction (PCR) | 1          | 7        | -6  |
| Mental Health                   | 6          | 12       | -5  |
| Budgeting                       | 3          | 8        | -5  |
| Word Processing                 | 0          | 5        | -5  |
| Salesforce                      | 4          | 7        | -3  |
| Auditing                        | 0          | 3        | -2  |
| Keyboarding/Typing              | 0          | 2        | -2  |

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

| Name   | Candidates | Openings | Gap |
|--|------------|----------|-----|
| Licensed Clinical Social Worker (LCSW)             | 2          | 12       | -9  |
| Series 66 - Uniform Combined State Law (Series 66) | 0          | 1        | -1  |
| Registered Environmental Manager (REM)             | 0          | 1        | -1  |
| Professional in Human Resources (PHR)              | 0          | 1        | -1  |
| Licensed Professional Counselor (LPC)              | 0          | 1        | -1  |
| Registered Nurse (RN)                              | 1          | 1        | 0   |
| Senior Professional in Human Resources (SPHR)      | 0          | 1        | 0   |
| Project Management Professional (PMP)              | 1          | 1        | 0   |
| Certified Nursing Assistant (CNA)                  | 1          | 0        | 1   |
| First Aid Certification                            | 6          | 4        | 1   |

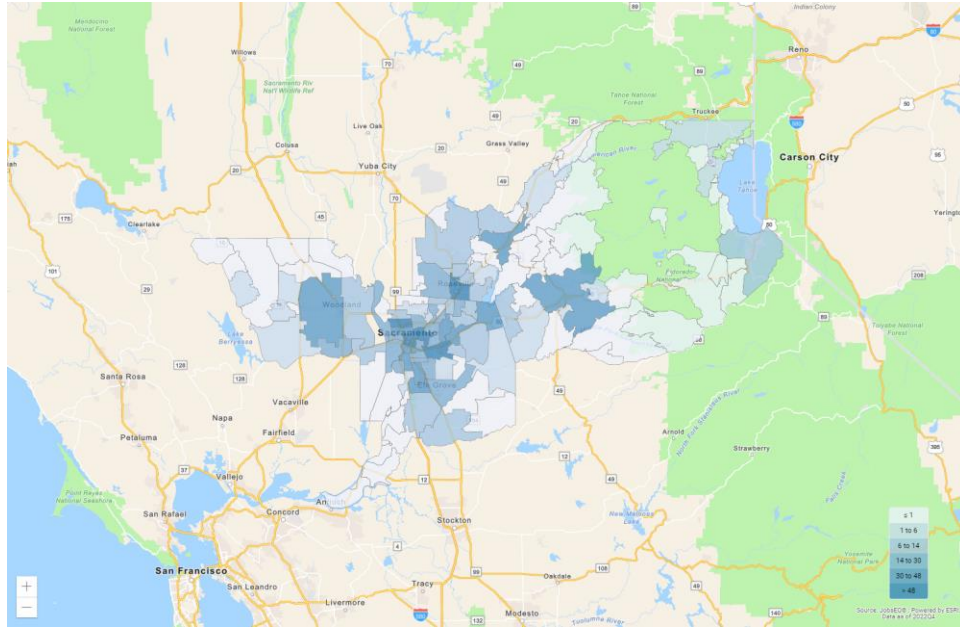
 Skill and certifications gaps can help inform employee development programs, as well as provide a comparison of the needs of regional employers to the supply.

# Occupation Gaps



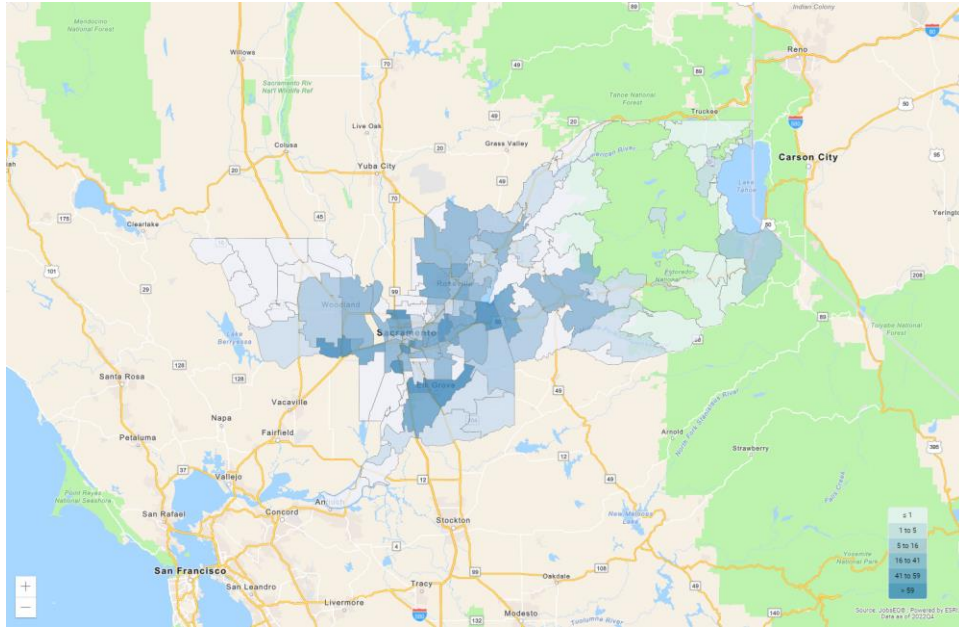
-  The above are the potential average annual gaps over 10 years. Many variables go into this analysis, but at its core it is based on a forecast comparing occupation demand growth to the local population growth and the projected educational attainment of those residents. When an area, for example, has 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 Social and Community Service Managers, 2022Q4**

| Region     | Employment |
|------------|------------|
| ZCTA 95814 | 345        |
| ZCTA 95811 | 88         |
| ZCTA 95834 | 76         |
| ZCTA 95825 | 67         |
| ZCTA 95827 | 64         |
| ZCTA 95815 | 59         |
| ZCTA 95826 | 58         |
| ZCTA 95661 | 57         |
| ZCTA 95678 | 48         |
| ZCTA 95816 | 48         |



**Top ZCTAs by Place of Residence for Social and Community Service Managers, 2022Q4**

| Region     | Employment |
|------------|------------|
| ZCTA 95630 | 112        |
| ZCTA 95835 | 83         |
| ZCTA 95616 | 81         |
| ZCTA 95758 | 69         |
| ZCTA 95831 | 64         |
| ZCTA 95624 | 63         |
| ZCTA 95818 | 60         |
| ZCTA 95816 | 60         |
| ZCTA 95608 | 59         |
| ZCTA 95747 | 58         |

💡 “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

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Placer County, California

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Sacramento County, California

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Yolo County, California

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# 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.