Entry Points 2017 is built on economic resources that are publicly available on various state and federal websites.

**Job Zones** are defined as different levels of education and preparation for the job market. There are five job zones:

* Job Zone 1 focuses on “on the job training”, requiring limited formal educational training
* Job Zone 2 usually requires a HS diploma and perhaps some specialized training
* Job Zone 3 requires vocational school training, on the job experience and/or certification
* Job Zone 4 usually requires a four-year college degree
* Job Zone 5 requires a post four-year college degree plus certifications and/or passing professional level tests

For a comprehensive explanation, check out: <http://www.onetonline.org/help/online/zones#zone1>

**SOC code** and **Occupational titles:** Employers often organize their staff and identify the work of staff around the marketing language of the product and services they are providing to their customers; thus, job titles for similar work activities will vary among employers.

In O\*Net, these jobs are organized around common skills, and identified by a six-digit Standard Occupational Code (SOC code). Check out <http://www.onetonline.org/> . In the upper right-hand corner, type in a job title or SOC code to see a comprehensive explanation of a particular skill-set.

SOC codes identified as STEM jobs (Science, Technology, Engineering and Math) are noted with the **orange** background; STEM LITERACY jobs are noted with the **green** background: per Washington STEM at http: [www.washingtonstem.org/](http://www.washingtonstem.org/) and explained in “Assessing Labor Market Data: Guidebook”.

A list of all training programs is posted on the Career Bridge website; click: <http://www.careerbridge.wa.gov>. Click on **Find Education;** then **All Job Titles**; then **Search**.

**Estimated Employment 2015Q2**: Statistical surveys are conducted with employers throughout the year. The employment pattern in the second quarter is preferred; it is less impacted by seasonality (Winter/Summer/holidays).

These estimations do not include the self-employed, owner/partners in unincorporated firms, the military, household workers or unpaid family workers. Estimates for some occupations or wage levels may be suppressed due to small sample size, i.e. fewer than 10 people.

**Staff Turnover:** is a measure of **Average annual total openings 2016Q2-2018Q2:** Economists factor in staffing turnovers reported by employers in the preceding year and then apply industry forecasts for the coming year. For a comprehensive explanation, check out: <https://fortress.wa.gov/esd/employmentdata/reports-publications/industry-reports/employment-projections>

**Entry Hourly Wage, Median Hourly Wage and Skilled Hourly Wage:** data is based on the 25th, 50th and 75th percentiles respectively. **Average** **Annual Wage:** is the median wage covering 2,080 hours of work, a 40-hour work week, over the period of one year. Educators typically work on an annual contract.

Statistical studies group Thurston County as one Metropolitan Statistical Area (MSA), and Lewis, Mason, Pacific, and Grays Harbor & Wahkiakum Counties as a separate non-MSA.

To **Find Employers**: click on <https://fortress.wa.gov/esd/employmentdata/reports-publications/industry-reports/find-employers> and select a county, and enter the SOC occupational title.

* Click on the Industry group that interests you and then review the list of employers in that industry.
* Double click on the SIZE column to organize the list of employers by size of employment.
* Click on the name of the employer of choice and note the contact information including the employer website.
* Closely review the employer website looking for such headings as Careers, Employment, or Job Openings.
* Click on the appropriate heading and apply online for those jobs that best match your skills, your training and your interests.

Questions?

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