

Appendix A. Employer Demand.

1. If the program is designed for students to enter the workforce immediately, please complete the following table. Contact [Leslie Harper](#) for assistance in completing the table using data from Lightcast. (See other resources below the table).
2. Please provide source of employer demand information and time frame for the projections:

The certificate program is not designed to serve one specific healthcare field, rather, a wide variety of fields can be investigated by students. Here we use some common healthcare fields that do not require a bachelor’s degree as a metric.

Type of Job	Regional Avg Wage	Regional # of openings Annual	Regional Growth Projections (%)	State Avg Wage	State # of openings	State Growth Projections (%)	National Avg Wage	National # of openings	National Growth Projections (%)
Medical assistant (lightcast: medical and health services managers)	\$16.43/hr	6508	+5.95	\$16.12/hr	2078	+8.19	Median = \$37,190	743,500	16% much faster than average
Medical records specialist	\$18.63/hr	1229	-3.41	\$19.28	388	-1.71	Median 46,660	186,400	7% as fast as average
Dental assistant	\$16.43/hr	6508	+5.95	\$16.12/hr	2078	+8.19	Median \$38,660	358,600	8% faster than average
Pharmacy technician ¹	\$17.5/hr	733	+0.3	\$18.62/hr	172	-1.11%	\$36,740	447,300	5%
Clinical laboratory technologist and technician	\$24.14/hr	2987	+2.36%	\$28.43/hr	488	+0.28%	\$57,800	329,200	7%
Medical transcriptionists	\$18.63/hr	1229	-3.41	\$19.28	388	-1.71	\$30,100	59,600	-7%
Veterinary assistant and laboratory animal caretakers ¹	\$17.5/hr	733	+0.3	\$18.62/hr	172	-1.11%	\$29,780	103,500	19% much faster

Information for national trends is from the BLS.gov

Regional data is from Lightcast

1. Estimated using “health technologists and technicians, all others” category

Data from Lightcast:

City

Occupation	2019 Jobs	Annual Openings	Median Earnings	Growth (2019 - 2020)	Employment Concentration (2019)
Medical Secretaries and Administrative Assistants	3,170	499	\$17.31/hr	+3.25%	1.17
Medical and Health Services Managers	2,072	426	\$50.92/hr	+12.50%	1.13
Social and Human Service Assistants	1,671	251	\$16.74/hr	-1.68%	0.89
Clinical Laboratory Technologists and Technicians	1,458	177	\$28.41/hr	+1.99%	0.97
Medical Records Specialists	1,380	99	\$21.94/hr	-3.70%	1.65
Community Health Workers	738	274	\$28.81/hr	+26.15%	2.63
Health Technologists and Technicians, All Other	617	45	\$21.17/hr	-3.08%	0.94

State

Occupation	2019 Jobs	Annual Openings	Median Earnings	Growth (2019 - 2020)	Employment Concentration (2019)
Medical Secretaries and Administrative Assistants	9,583	2,078	\$16.12/hr	+8.19%	1.20
Medical and Health Services Managers	6,229	1,071	\$45.57/hr	+8.51%	1.14
Social and Human Service Assistants	5,623	994	\$14.77/hr	+3.08%	1.02
Clinical Laboratory Technologists and Technicians	4,625	488	\$28.43/hr	+0.28%	1.04
Medical Records Specialists	3,926	338	\$19.28/hr	-1.71%	1.59
Health Technologists and Technicians, All Other	1,711	172	\$18.62/hr	-1.11%	0.88
Community Health Workers	1,573	450	\$24.14/hr	+14.30%	1.89

Region

Occupation	2019 Jobs	Annual Openings	Median Earnings	Growth (2019 - 2020)	Employment Concentration (2019)
Medical Secretaries and Administrative Assistants	31,818	6,508	\$16.43/hr	+5.95%	0.94
Medical and Health Services Managers	25,786	4,625	\$42.80/hr	+8.52%	1.12
Clinical Laboratory Technologists and Technicians	23,269	2,987	\$24.14/hr	+2.36%	1.24
Social and Human Service Assistants	14,144	2,617	\$14.57/hr	+3.45%	0.60
Medical Records Specialists	13,976	1,229	\$18.63/hr	-3.41%	1.33
Health Technologists and Technicians, All Other	5,732	733	\$17.85/hr	+0.30%	0.69
Community Health Workers	3,778	756	\$22.74/hr	-0.93%	1.07

Nation

Occupation	2019 Jobs	Annual Openings	Median Earnings	Growth (2019 - 2020)
Medical Secretaries and Administrative Assistants	620,940	97,789	\$18.01/hr	-1.32%
Social and Human Service Assistants	429,642	62,386	\$18.09/hr	-1.81%
Medical and Health Services Managers	422,313	49,651	\$48.29/hr	+1.56%
Clinical Laboratory Technologists and Technicians	343,467	33,532	\$27.81/hr	-0.48%
Medical Records Specialists	191,777	15,887	\$22.42/hr	-4.96%
Health Technologists and Technicians, All Other	150,840	13,850	\$22.00/hr	-4.33%
Community Health Workers	64,458	10,316	\$22.36/hr	-1.67%