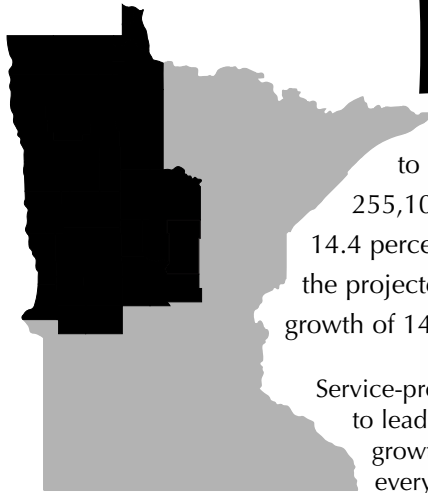


EMPLOYMENT OUTLOOK TO 2012

NORTHWEST MINNESOTA



Employment in Northwest Minnesota is projected to climb by 36,600 jobs, expanding to 291,700 in 2012 from 255,100 in 2002. The projected 14.4 percent growth falls just short of the projected statewide employment growth of 14.7 percent.

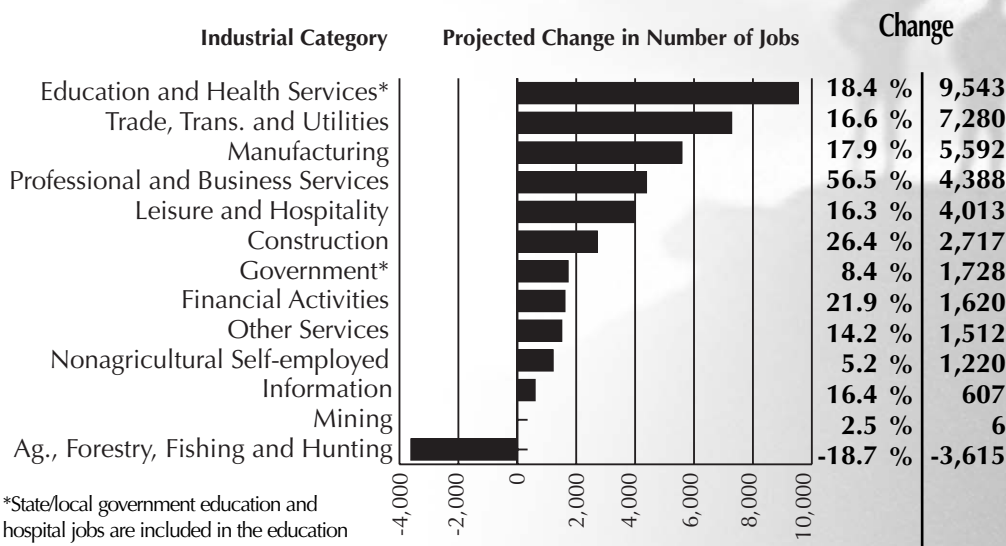
Service-producing jobs are anticipated to lead regional employment growth, accounting for four out of every five new jobs. Goods-producing employment, however, is projected to be stronger in Northwest Minnesota than in any other region of the state. The education and health services sector will be adding the most jobs, mostly in health-related industries. **Nursing and residential care facilities** (3,000), **ambulatory health care** (2,500), and **hospitals** (1,800) will be hiring the highest number of new employees.

Employment growth in the trade, transportation, and utilities sector is expected to account for the second-largest number of new jobs. The top job creators within this sector should be the **merchant durable goods wholesalers** (1,100), **building material and garden supply stores** (1,000), **general merchandise stores** (800), and **truck transportation** (800) industries.

Northwest Minnesota lost roughly 2,500 manufacturing jobs during the recent downturn but is projected to recover the lost jobs and add more manufacturing jobs through 2012. Employment growth is expected to be broad-based, occurring across most manufacturing industries, with **fabricated metal products** (1,100), **transportation equipment** (1,000), **machinery** (700), and **wood products** (700) manufacturers adding the most new jobs.

Employment growth is expected to be the fastest in the professional and business services sector. **Administrative and support services** (2,600) and **professional and technical services** (1,500) are anticipated to be the top job creators in the professional and business services sector. The leisure and hospitality sector will add almost as many jobs as the professional and business services sector. The **food services and drinking places** (2,600) and **amusement, gambling, and recreation** (1,100) industries will add the most jobs within the leisure and hospitality sector.

EMPLOYMENT OUTLOOK BY INDUSTRY GROUP Northwest Minnesota, 2002 - 2012



*State/local government education and hospital jobs are included in the education and health services industry groups.

Employment growth will exceed overall employment expansion in three other sectors; construction, financial activities, and information. Over half of the construction jobs will be generated by **special trade contractors** (1,500). The telecommunications industry is projected to expand employment by 300 workers.

Payrolls will expand in the public sector and other services sector but at a pace below average employment growth. The agriculture, forestry, fishing and hunting sector will continue to experience a shrinking employment base.

This is a summary of industry and occupational employment projections for 2002-2012. Detailed state and substate projections data are on the Internet at www.deed.state.mn.us/lmi/proj. To order brochures, please specify the area and report you want and fax your name, address and phone number to 651.282.5429 or e-mail deed.pubs@state.mn.us

BY INDUSTRY

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Minnesota

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BY OCCUPATION

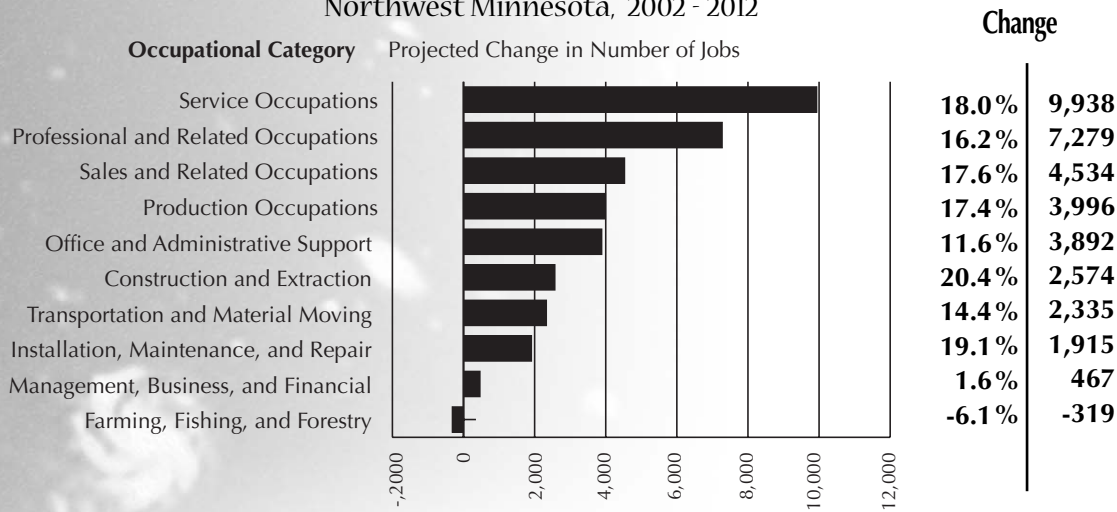
Service-related jobs are expected to account for 27 percent of the 36,600 new jobs projected between 2002 and 2012 in Northwest Minnesota. Service occupations already account for more jobs than any other major occupational group, around 22 percent, and will increase its future share of employment by growing faster than overall job growth during the next 10 years.

The fastest-growing service occupations are expected to be **home health aides, medical assistants, and personal and home care aides**. **Home health aide, combined food preparation and serving worker** and **waiter and waitress** occupations are expected to add the most new workers.

Professional and related occupations are projected to increase 16 percent over the ten year period. Professional jobs will increase by roughly 7,300. The fastest growing professional occupations will be **physician assistants, environmental engineers, and mental health counselors**. Professional opportunities are expected to increase the most for **registered nurses, postsecondary teachers, and social and human service assistants**.

Sales and related occupations are projected to add the third highest number of new workers. More than half of the new sales positions will be either **retail salesperson** or **cashier** jobs. Production occupation projections are relatively high in Northwest Minnesota since manufacturers in the region are expected to outpace statewide manufacturing growth. **Team assemblers, supervisors/managers of production workers,** and

EMPLOYMENT OUTLOOK BY OCCUPATIONAL GROUP Northwest Minnesota, 2002 - 2012



welders and cutters are the production occupations expected to increase the most.

Installation, maintenance, and repair jobs are also expected to increase quicker than overall job growth. **General maintenance and repair workers, automotive service technicians and mechanics, installers, and repairers** will gain the most new workers.

Construction and extraction jobs as a group are expected to grow faster than any other occupational group. Most of the new construction and extraction jobs will be in the construction trades. Jobs for **carpenters, supervisors/managers of construction trades, and electricians** are anticipated to increase the most.

Growth among clerical and administrative support occupations will fall short of overall employment expansion. Demand will be strongest for **general office clerks, customer service representatives, and receptionists and information clerks**. Jobs in transportation and material moving occupations are projected to match overall job growth, with more than half of the employment

expansion expected to be **heavy and tractor-trailer truck drivers** and **light or delivery truck drivers**. The number of individuals involved in farming, fishing and forestry jobs are expected to continue to decline.

In addition to the projected 36,600 job openings created by employment growth, 61,200 replacement job openings are anticipated for new workforce entrants or reentrants between 2002 and 2012 as older workers retire or other workers leave the labor force for various reasons. For most occupations the number of net replacement openings will be higher than openings created by employment growth.

EMPLOYMENT OUTLOOK TO 2012

NORTHWEST MINNESOTA

NORTHWEST MINNESOTA

TOP 50 OCCUPATIONS

RANK	OCCUPATION	2002 ESTIMATED EMPLOYMENT	2012 PROJECTED EMPLOYMENT	2002-2012 PERCENT CHANGE	2002-2012 NUMERIC CHANGE	2005 MEDIAN ANNUAL WAGE
JOBS REQUIRING WORK EXPERIENCE PLUS BACHELOR'S DEGREE:						
33	General and Operations Managers	2,666	3,270	22.7%	604	\$60,624
36	Medical and Health Services Managers	375	495	32.0	120	65,337
JOBS REQUIRING A PROFESSIONAL, MASTER'S OR BACHELOR'S DEGREE:						
42	Accountants and Auditors	1,477	1,820	23.2	343	45,894
8	All other counselors, social and religious workers	1,125	1,544	37.2	419	31,528
11	Business Operations Specialists, All Other	1,468	1,961	33.6	493	39,931
37	Graphic Designers	149	225	51.0	76	29,830
48	Insurance Sales Agents	805	1,008	25.2	203	36,848
14	Mental Health Counselors	239	376	57.3	137	27,853
35	Pharmacists	381	503	32.0	122	86,973
30	Physicians and Surgeons	685	883	28.9	198	146,000
7	Postsecondary Teachers	2,353	3,160	34.3	807	*52,690
43	Rehabilitation Counselors	191	266	39.3	75	33,962
JOBS REQUIRING AN ASSOCIATE DEGREE OR POST-SECONDARY VOCATIONAL TRAINING:						
39	Computer Support Specialists	405	529	30.6	124	33,482
27	Dental Hygienists	325	444	36.6	119	53,748
31	Electrical and Electronic Engineering Technicians	175	255	45.7	80	39,225
13	Medical Records and Health Information Technicians	296	459	55.1	163	27,373
32	Police and Sheriff's Patrol Officers	976	1,233	26.3	257	38,618
19	Registered Nurses	3,539	4,491	26.9	952	50,291
JOBS REQUIRING LONG-TERM ON-THE-JOB TRAINING OR WORK EXPERIENCE IN A RELATED OCCUPATION:						
44	Cost Estimators	305	404	32.5	99	41,130
28	Electricians	858	1,095	27.6	237	42,441
17	First-Line Super./Managers, Personal Service Workers	479	656	37.0	177	27,568
50	First-Line Super./Managers of Retail Sales Workers	3,290	3,932	19.5	642	29,622
49	First-Line Super./Managers of Mechanics, Installers and Repairers	943	1,159	22.9	216	45,488
25	First-Line Super./Managers of Prod. and Operating Workers	1,731	2,198	27.0	467	37,069
24	Heating, AC, and Refrigeration Mechanics and Installers	285	397	39.3	112	36,331
38	Machinists	820	1,040	26.8	220	31,327
23	Telecommunications Line Installers and Repairers	329	451	37.1	122	38,496
18	Welders, Cutters, Solderers, and Brazers	1,201	1,564	30.2	363	30,123
JOBS REQUIRING MODERATE-TERM ON-THE-JOB TRAINING:						
15	Cement Masons and Concrete Finishers	454	631	39.0	177	33,976
16	Computer-Controlled Machine Tool Operators, Metal and Plastic	301	438	45.5	137	25,912
5	Customer Service Representatives	1,846	2,494	35.1	648	25,117
46	Cutting, Punching, and Press Machine Setters, Operators and Tenders	893	1,118	25.2	225	26,850
22	Dental Assistants	424	572	34.9	148	27,846
10	Medical Assistants	355	544	53.2	189	23,944
3	Social and Human Service Assistants	1,436	2,042	42.2	606	25,883
41	Truck Drivers, Heavy and Tractor-Trailer	4,142	5,029	21.4	887	29,586
JOBS REQUIRING SHORT-TERM ON-THE-JOB TRAINING:						
40	Amusement and Recreation Attendants	958	1,205	25.8	247	16,670
26	Bill and Account Collectors	259	363	40.2	104	28,900
6	Combined Food Prep. and Serving Workers, Including Fast Food	4,118	5,467	32.8	1,349	14,495
20	Counter and Rental Clerks	818	1,072	31.1	254	15,037
1	Home Health Aides	3,073	4,787	55.8	1,714	19,255
47	Interviewers, Except Eligibility and Loan	188	261	38.8	73	22,220
9	Landscaping and Groundskeeping Workers	1,687	2,273	34.7	586	21,752
34	Order Clerks	746	950	27.3	204	24,377
4	Personal and Home Care Aides	810	1,177	45.3	367	21,206
21	Receptionists and Information Clerks	1,352	1,745	29.1	393	21,330
45	Retail Salespersons	7,132	8,568	20.1	1,436	17,260
29	Taxi Drivers and Chauffeurs	392	520	32.7	128	23,502
12	Telemarketers	362	541	49.4	179	17,494
2	Truck Drivers, Light or Delivery Services	1,490	2,103	41.1	613	21,899

These are the top 50 occupations, ranked by a combination of projected percent growth and numeric change. They are presented alphabetically by level of training required. This ranking does not account for supply of qualified workers or competition for openings, which are other important factors to consider when using these numbers. Median annual salaries are Northwest 2005 Salary Survey unless asterisked. Single asterisked salaries are 2005 state median annual salaries. More information on job availability can be found in the **MN Careers** publication, produced by the Minnesota Department of State Colleges and Universities.

REGIONAL EMPLOYMENT

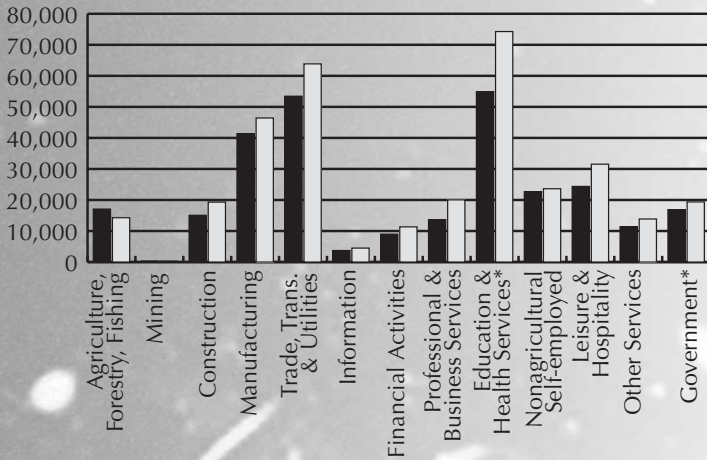
Brochures are available for each of these six regions; detailed industry and occupational projections numbers are on the Internet at www.deed.state.mn.us/lmi/proj

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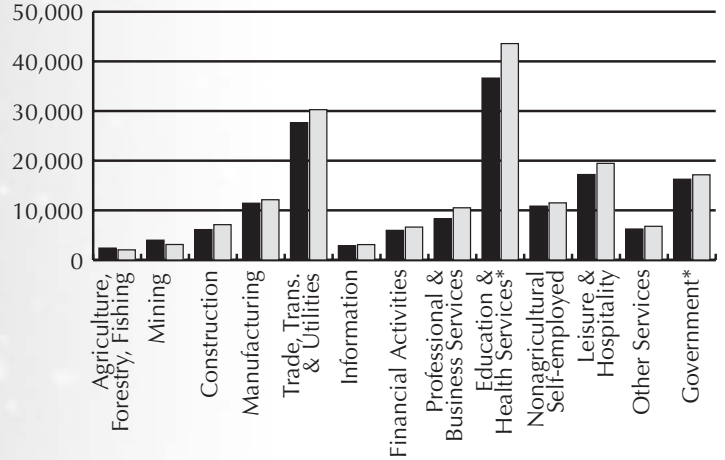
BY INDUSTRY GROUP 2002 and 2012

■ 2002 □ 2012

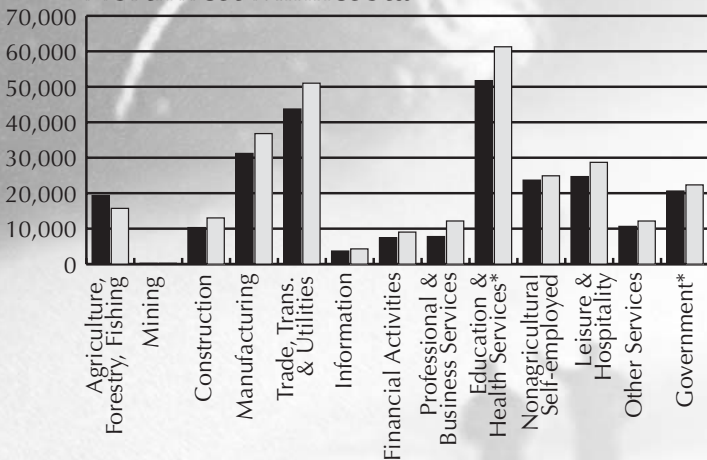
Central Minnesota



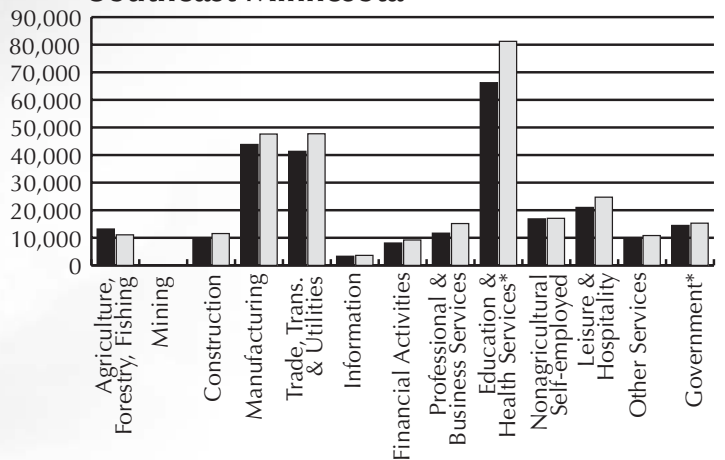
Northeast Minnesota



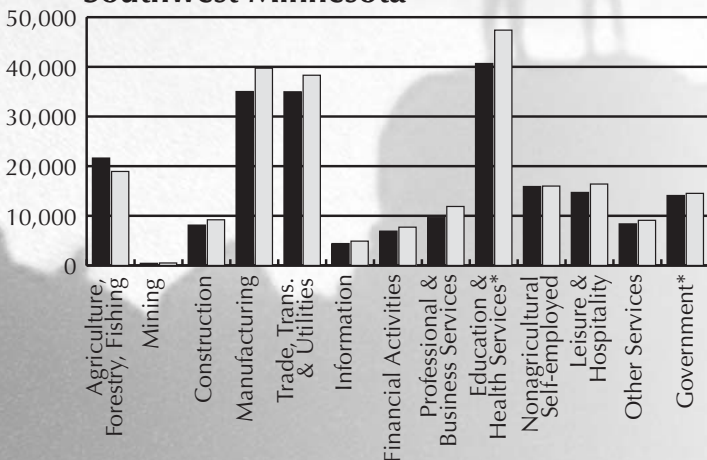
Northwest Minnesota



Southeast Minnesota



Southwest Minnesota



Twin Cities Area (7-county Minneapolis - St. Paul Area)

