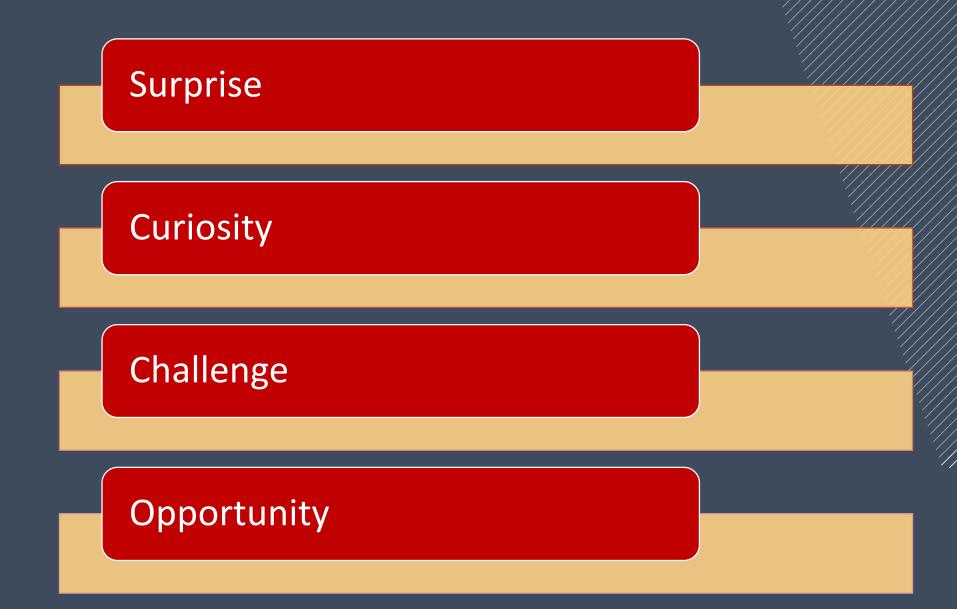
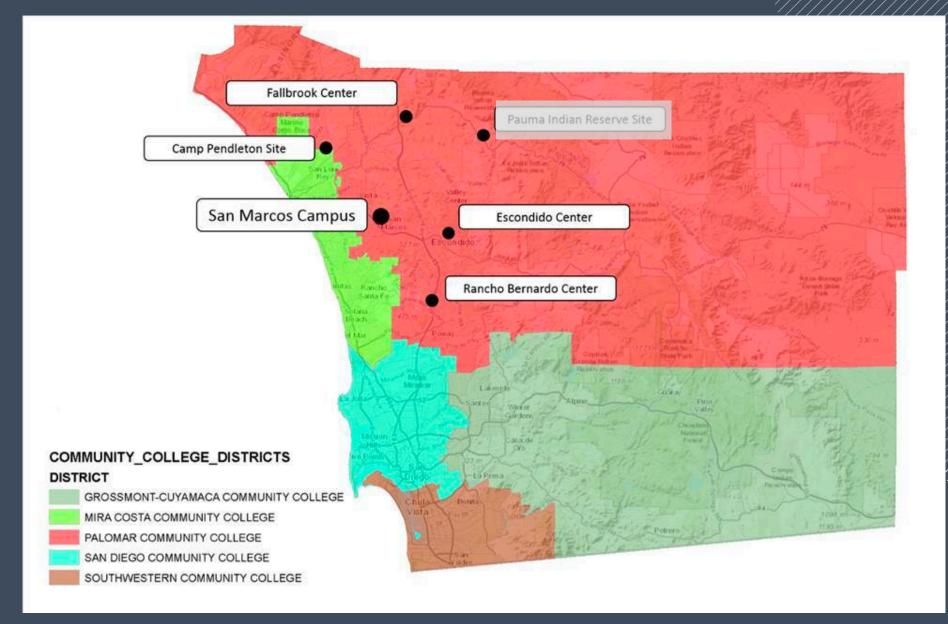
Overview of external calls







College Service Area





Palomar College Service Area Planning Areas					
South		Central			North
92004	Borrego Springs	92025	Escondido	92003	Bonsall
92036	Julian	92027	Escondido	92026	Escondido
92064	Poway	92029	Escondido	92028	Fallbrook
92065	Ramona	92056	Oceanside	92055	Camp Pendleton
92066	Ranchita	92057	Oceanside	92059	Pala
92070	Santa Ysabel	92069	San Marcos	92060	Palomar Mountain
92086	Warner Springs	92078	San Marcos	92061	Pauma Valley
92127	San Diego	92096	San Marcos	92082	Valley Center
92128	San Diego	92081	Vista	92084	Vista
92129	San Diego	92083	Vista		

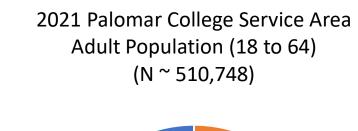


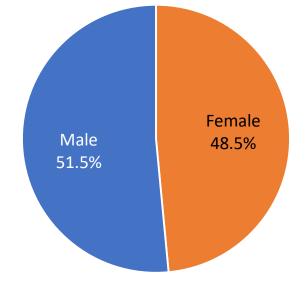
Planning Areas

Service Area Demographics

Palomar College Service Area Population History

Year	Adult Population	Total Population
2010	511,875	815,985
2011	520,406	826,595
2012	526,967	836,565
2013	531,137	845,556
2014	534,850	853,507
2015	537,373	862,070
2016	535,578	866,805
2017	535,635	873,065
2018	532,750	875,865
2019	527,772	877,890
2020	524,869 879,1	
2021	510,748 870,3	
% Change	-0.2%	6.7%

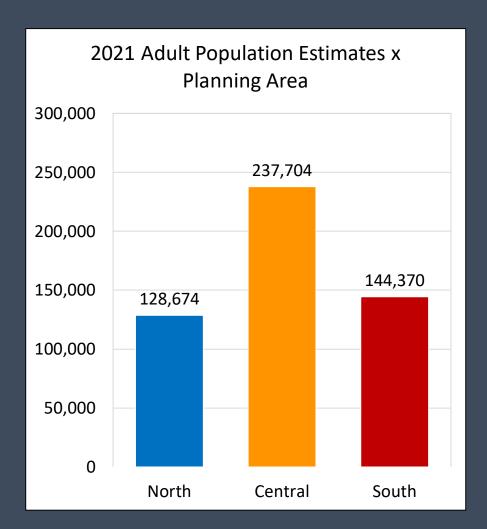


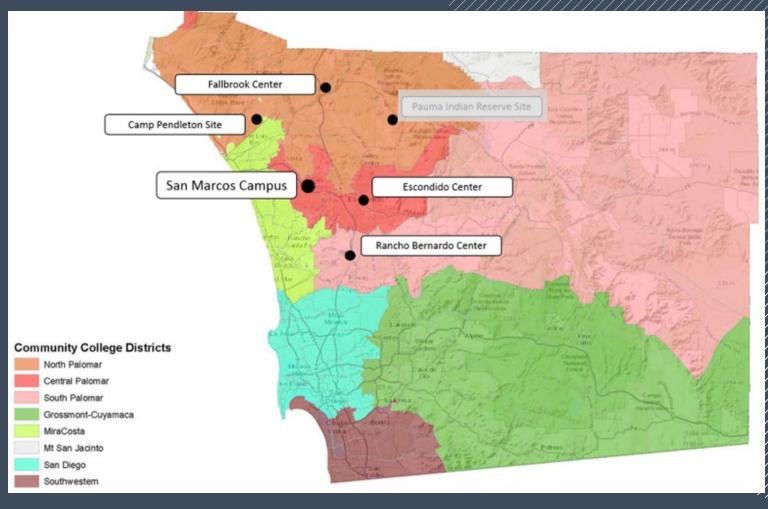


2021 Palomar College Service Area Adult Population (18 to 64) (N ~ 510,748)

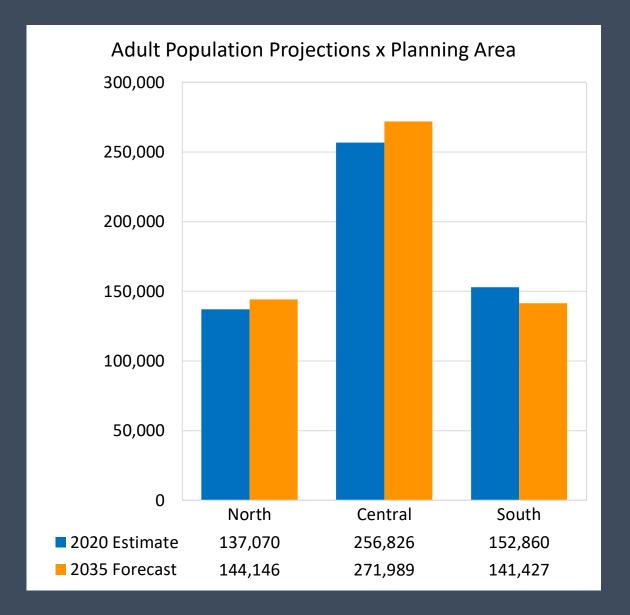
Ethnicity	
American Indian / Alaska Native	0.6%
Asian	10.4%
Black or African American	3.2%
Hawaiian or Pacific Islander	0.5%
Hispanic	34.6%
White	47.2%
Two or More Races	3.3%
Other/Unknown	0.2%
Total	100.0%

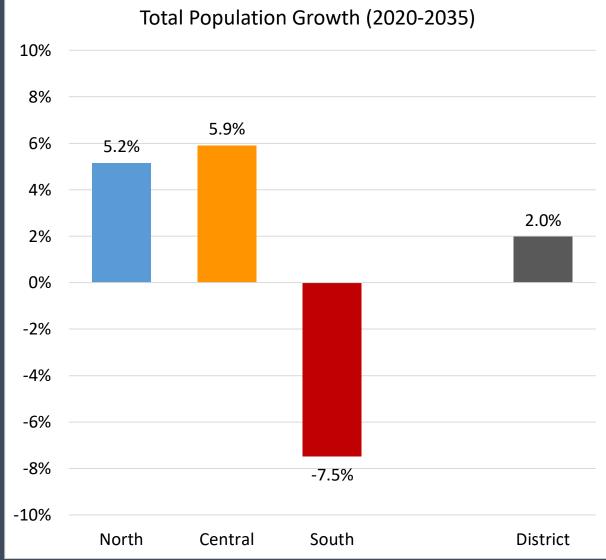




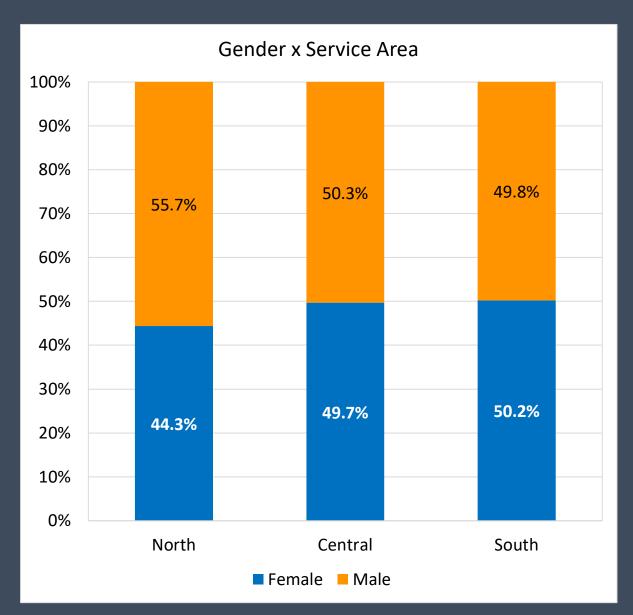


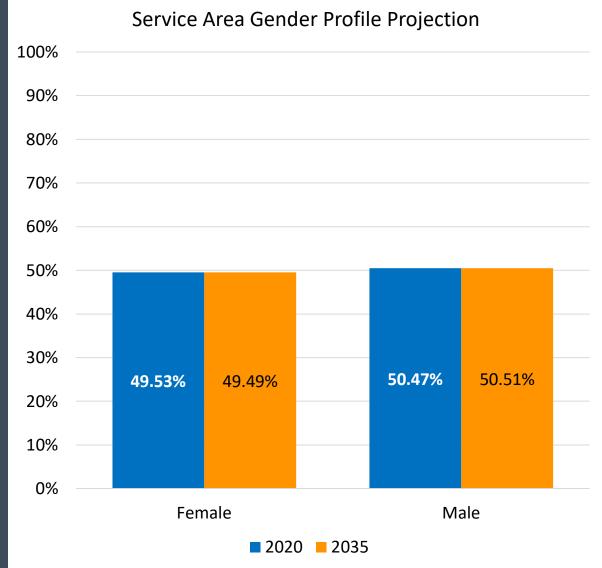




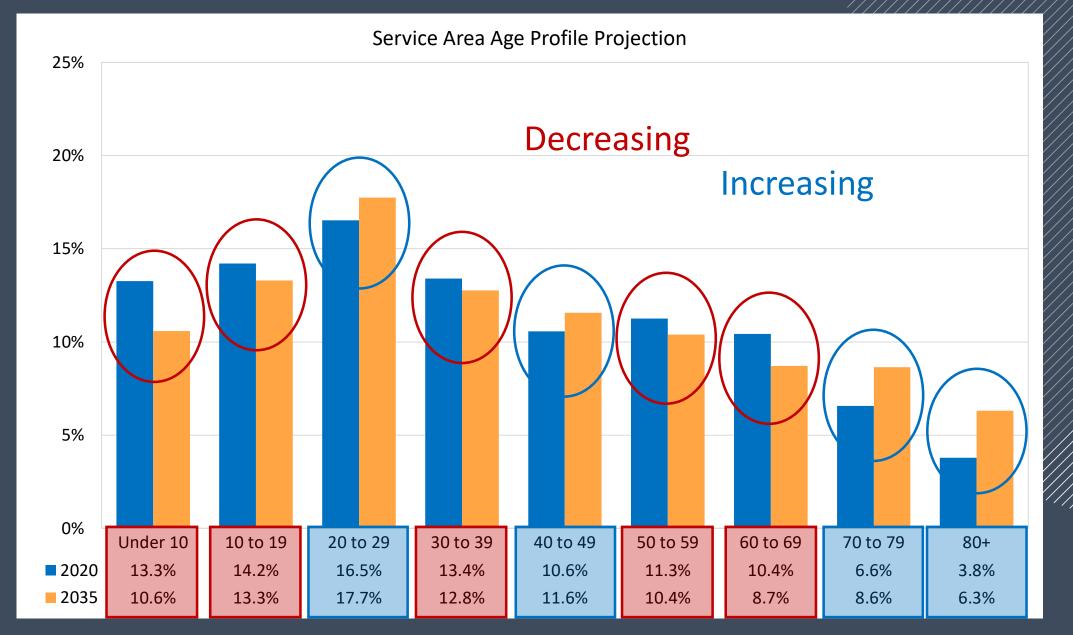












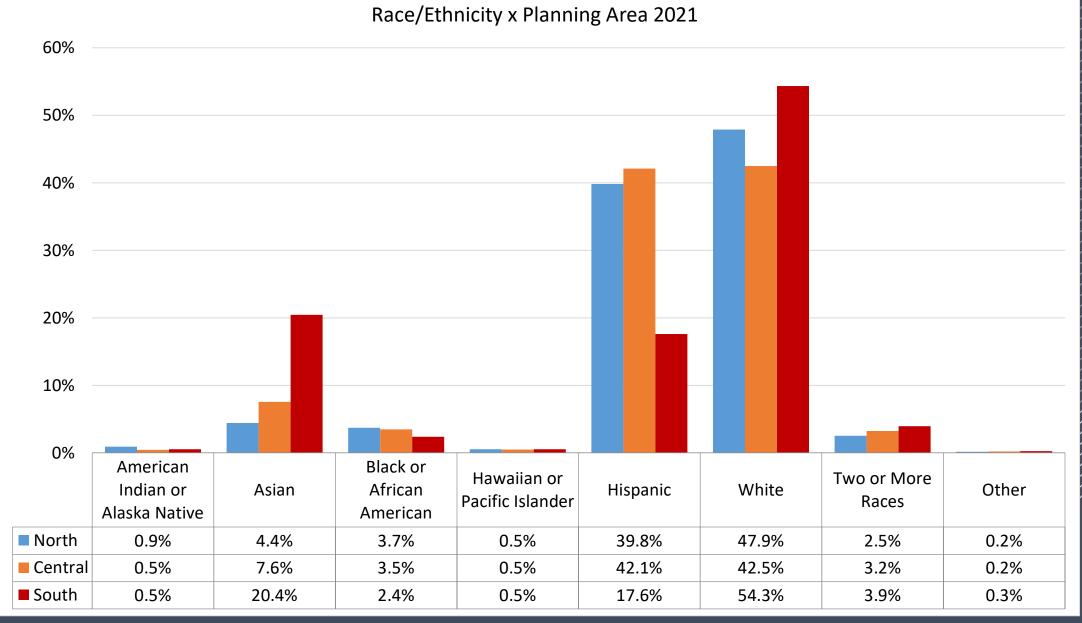


Forecast by Age Segments

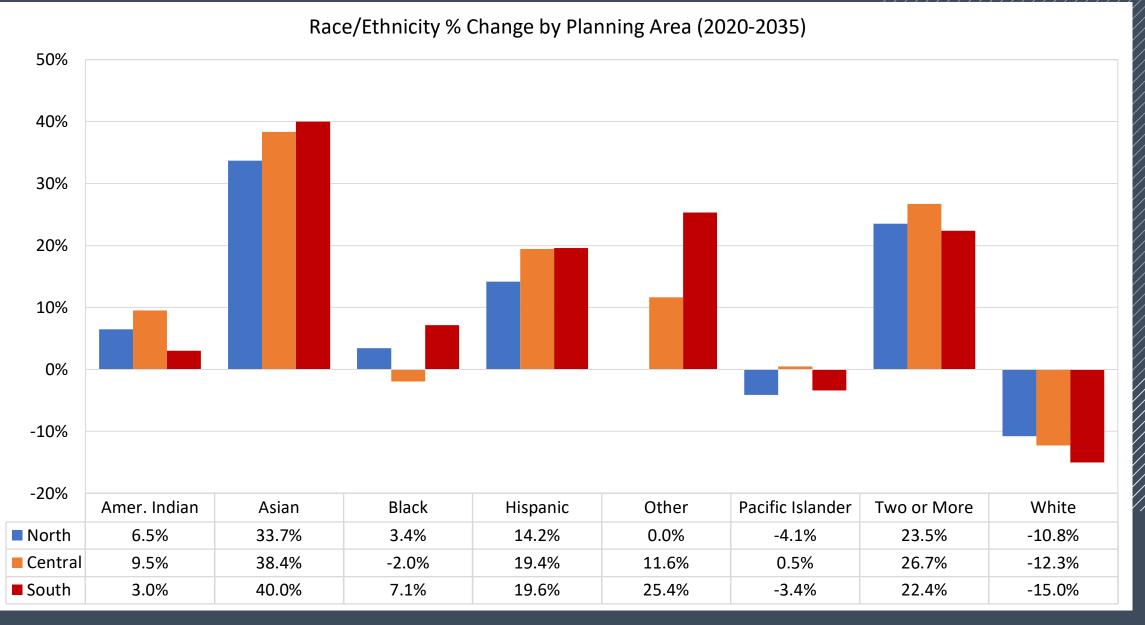
- Growth is projected in the 40-49, and 70+ age segments in all three Planning areas
- Significant growth (16.3%) is projected in the 20-29 year old segment in the <u>Central Planning Area</u>
- This segment (20-29) will shrink in the other two Planning Areas



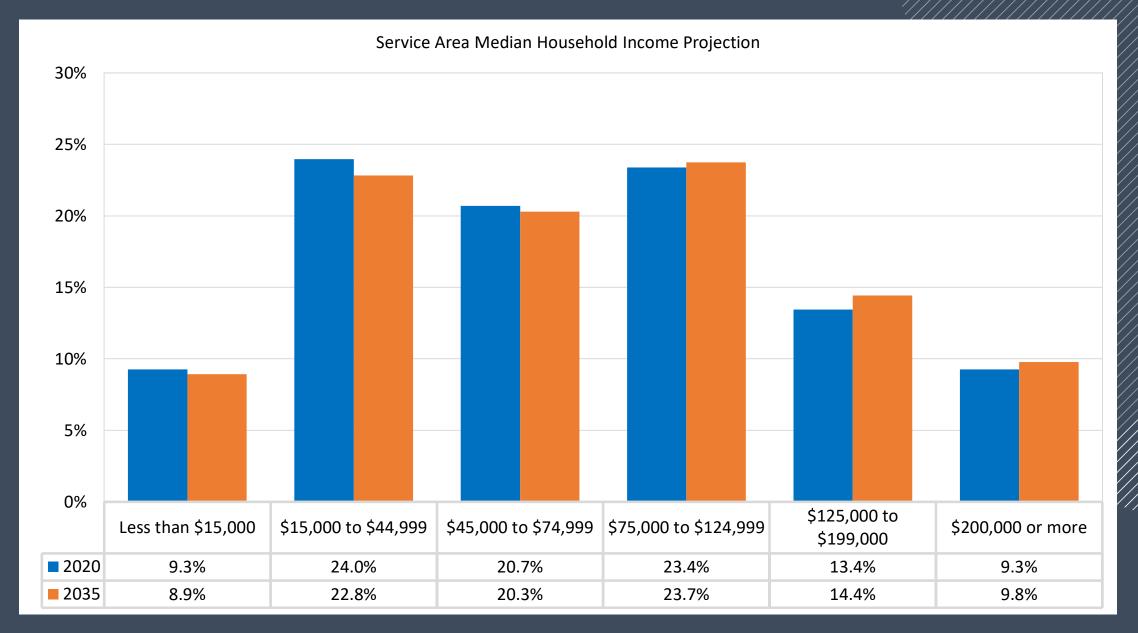








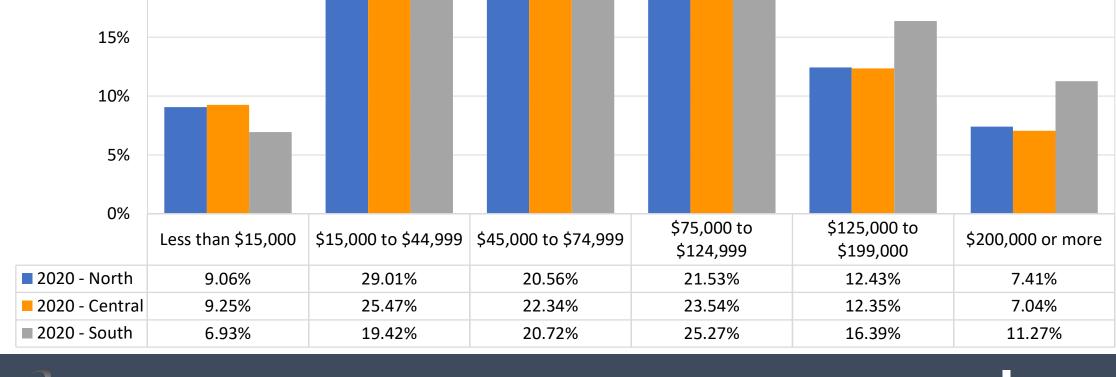








Median Household Income by Planning Area 35% 30% 25% 20% 15% 10% 5% 0%







Household Income % Change by Planning Area2020-2035 25% 20% 15% 10% 5% 0% -5% \$125,000 to Less than \$15,000 \$15,000 to \$44,999 \$45,000 to \$74,999 \$75,000 to \$124,999 \$200,000 or more \$199,000 North -0.8% 4.7% 10.2% 11.8% 19.9% 19.3% Central 6.1% 7.6% 13.8% 21.7% 21.4% 9.5% ■ South -3.2% -1.1% 1.2% 6.5% 11.2% 13.4%





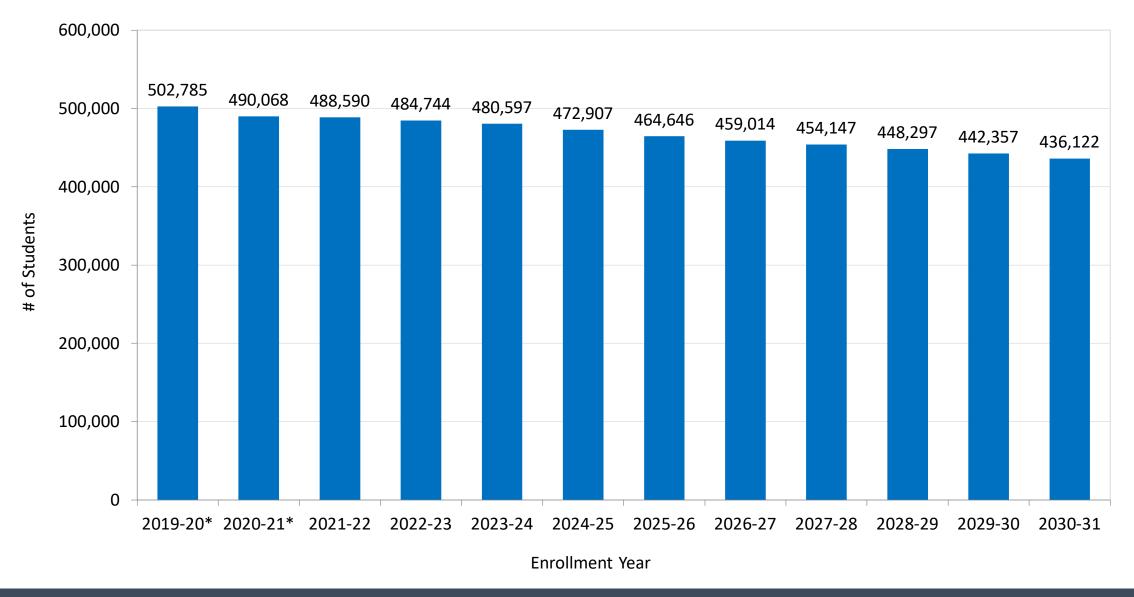
Educational Attainment by Planning Area (Age 25+)					
Educational Attainment	North (N=121,369)	Central (N=270,833)	South (N=171,582)	District Overall	
Less than High School	15.6%	16.3%	5.5%	12.8%	
High School Graduate	22.2%	21.5%	13.6%	19.2%	
Some College	25.2%	23.7%	18.6%	22.5%	
AA Degree	8.5%	9.1%	8.2%	8.7%	
BA Degree +	28.6%	29.4%	54.1%	36.8%	
Total with Less than an AA Degree	63.0%	61.5%	37.7%	54.5%	

Shaded cells are greater than the District Overall percentage

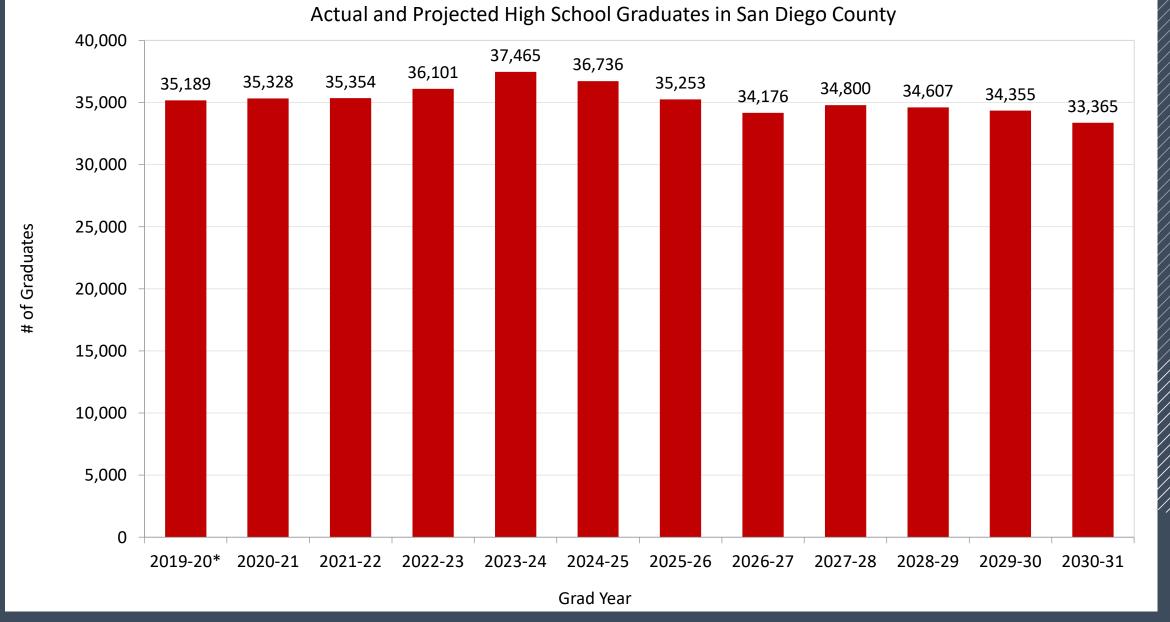


Educational Attainment

Actual and Projected K-12 Enrollment in San Diego County



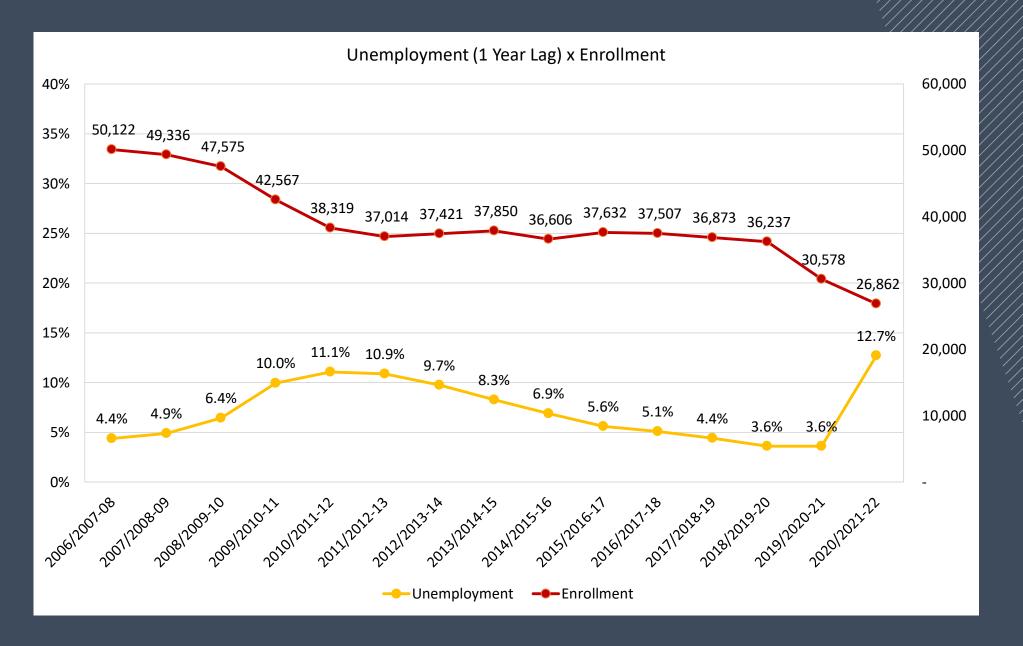






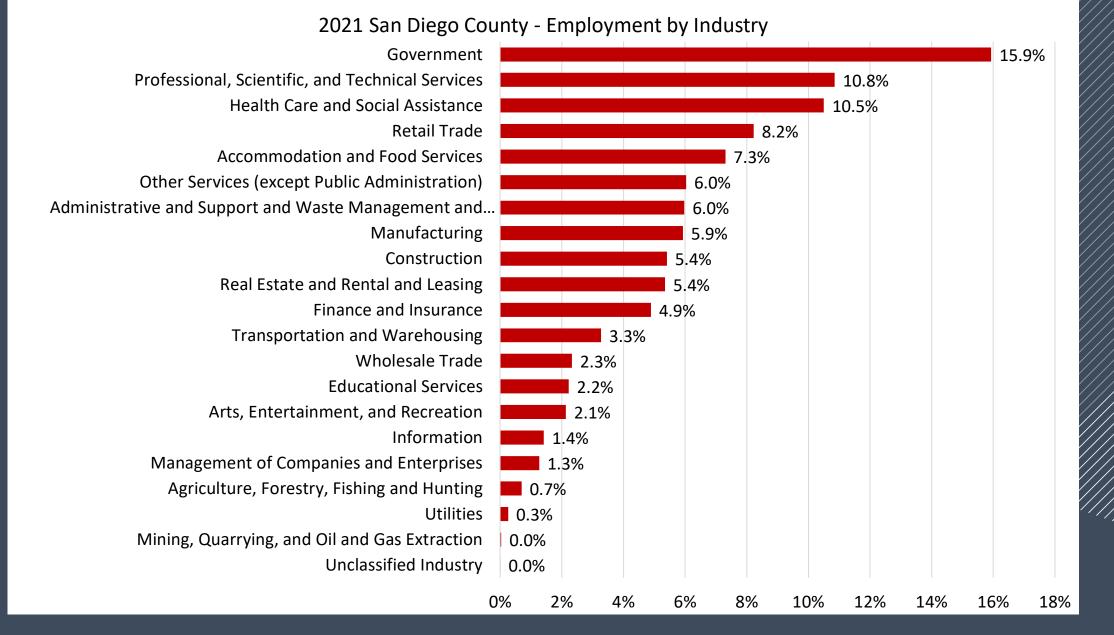
Discussion

Labor Market Data











Occupations with Most Openings

SOC	Occupational Description	Annual Openings	Median Hourly Earnings	Annual Income (Est)
31-1128	Home Health and Personal Care Aides	8,990	\$14.29	\$29,725
35-3023	Fast Food and Counter Workers	7,194	\$14.60	\$30,366
41-2011	Cashiers	6,626	\$14.34	\$29,825
41-2031	Retail Salespersons	4,853	\$14.56	\$30,292
37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	4,262	\$15.02	\$31,244
35-3031	Waiters and Waitresses	3,883	\$14.46	\$30,073
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	3,582	\$16.87	\$35,079
41-9022	Real Estate Sales Agents	3,335	\$26.08	\$54,250
53-7065	Stockers and Order Fillers	3,321	\$16.14	\$33,571
53-3054	Taxi Drivers	3,240	\$10.05	\$20,906
37-2012	Maids and Housekeeping Cleaners	3,004	\$14.67	\$30,515
43-9061	Office Clerks, General	2,720	\$18.21	\$37,876
35-2014	Cooks, Restaurant	2,655	\$17.43	\$36,264
43-4051	Customer Service Representatives	2,512	\$18.17	\$37,803
39-9011	Childcare Workers	2,386	\$14.47	\$30,098
43-3031	Bookkeeping, Accounting, and Auditing Clerks	2,035	\$23.06	\$47,965
37-3011	Landscaping and Groundskeeping Workers	2,014	\$17.01	\$35,372
43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1,938	\$22.11	\$45,996
35-2011	Cooks, Fast Food	1,794	\$14.79	\$30,772
35-2021	Food Preparation Workers	1,776	\$15.90	\$33,069
39-2021	Animal Caretakers	1,739	\$14.68	\$30,534
33-9032	Security Guards	1,661	\$16.79	\$34,927
47-2061	Construction Laborers	1,521	\$20.74	\$43,145
49-9071	Maintenance and Repair Workers, General	1,500	\$22.25	\$46,284

Median Hourly Earnings				
Low	High	Percentile		
\$37.36	\$154.10	Top 25%		
\$25.33	\$37.35	Upper Middle 25%		
\$18.48	\$25.32	Lower Middle 25%		
\$4.43	\$18.47	Bottom 25%		

SOC	Occupational Description	Annual Openings	Median Hourly Earnings	Annual Income (Est)
53-3032	Heavy and Tractor-Trailer Truck Drivers	1,692	\$23.72	\$49,337
39-5012	Hairdressers, Hairstylists, and Cosmetologists	1,530	\$15.92	\$33,104
31-1131	Nursing Assistants	1,468	\$17.76	\$36,948
31-9092	Medical Assistants	1,261	\$18.25	\$37,965
49-3023	Automotive Service Technicians and Mechanics	863	\$23.66	\$49,203
39-5092	Manicurists and Pedicurists	646	\$14.22	\$29,579
31-9091	Dental Assistants	631	\$22.76	\$47,348
29-2061	Licensed Practical and Licensed Vocational Nurses	625	\$29.57	\$61,502
31-9011	Massage Therapists	479	\$20.47	\$42 <i>,</i> 577
49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	420	\$27.86	\$57,952
49-3011	Aircraft Mechanics and Service Technicians	394	\$36.95	\$76,857
33-2011	Firefighters	263	\$29.39	\$61,136
49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers	232	\$28.89	\$60,094
39-5011	Barbers	207	\$14.92	\$31,029
25-4031	Library Technicians	189	\$22.42	\$46,634
31-9097	Phlebotomists	189	\$22.67	\$47,147
29-2099	Health Technologists and Technicians, All Other	187	\$22.80	\$47,434
39-5094	Skincare Specialists	150	\$18.13	\$37,712
29-2072	Medical Records Specialists	127	\$23.29	\$48,449
31-9094	Medical Transcriptionists	120	\$17.07	\$35,505
27-4011	Audio and Video Technicians	96	\$23.32	\$48 <i>,</i> 507
29-2042	Emergency Medical Technicians	87	\$14.59	\$30,345
53-5021	Captains, Mates, and Pilots of Water Vessels	85	\$29.96	\$62,309
49-2094	Flectrical and Flectronics Renairers Commercial		\$32.66	\$67,933
29-2043	Paramedics	65	\$23.46	\$48,797

Median Hourly Earnings				
Low	High	Percentile		
\$37.36	\$154.10	Top 25%		
\$25.33	\$37.35	Upper Middle 25%		
\$18.48	\$25.32	Lower Middle 25%		
\$4.43	\$18.47	Bottom 25%		



SOC	Occupational Description	Annual Openings	Median Hourly Earnings	Annual Income (Est)
25-2011	Preschool Teachers, Except Special Education	685	\$17.47	\$36,346
23-2011	Paralegals and Legal Assistants	440	\$29.49	\$61,340
17-3023	Electrical and Electronic Engineering Technologists and Technicians	292	\$31.84	\$66,218
19-4099	Life, Physical, and Social Science Technicians, All Other	219	\$28.36	\$58,995
31-2021	Physical Therapist Assistants	203	\$36.91	\$76,781
17-3029	Engineering Technologists and Technicians, Except Drafters, All Other	176	\$37.18	\$77,333
29-1292	Dental Hygienists	166	\$47.80	\$99,416
43-4161	Human Resources Assistants, Except Payroll and Timekeeping	164	\$22.85	\$47,529
17-3011	Architectural and Civil Drafters	148	\$29.58	\$61,531
19-4031	Chemical Technicians	140	\$23.14	\$48,131
29-2034	Radiologic Technologists and Technicians	135	\$45.87	\$95,414
15-1231	Computer Network Support Specialists	126	\$31.78	\$66,111
23-2099	Legal Support Workers, All Other	117	\$24.53	\$51,025
49-2091	Avionics Technicians	104	\$37.24	\$77,459
29-2056	Veterinary Technologists and Technicians	102	\$22.14	\$46,051
19-4042	Environmental Science and Protection Technicians, Including Health	93	\$22.44	\$46,668
29-1126	Respiratory Therapists	89	\$46.29	\$96,283
31-2011	Occupational Therapy Assistants	87	\$38.12	\$79,290
53-2021	Air Traffic Controllers	77	\$69.90	\$145,385

Median Hourly Earnings					
Low High Percentile					
\$37.36	\$154.10	Top 25%			
\$25.33	\$37.35	Upper Middle 25%			
\$18.48	\$25.32	Lower Middle 25%			
\$4.43	\$18.47	Bottom 25%			



SOC	Occupational Description	Annual Openings	Median Hourly Earnings	Annual Income (Est)
11-1021	General and Operations Managers	2,548	\$48.23	\$100,328
11-9199	Managers, All Other	2,078	\$38.05	\$79,139
25-1099	Postsecondary Teachers	2,077	\$48.44	\$100,764
13-2052	Personal Financial Advisors	2,049	\$50.09	\$104,183
15-1252	Software Developers	1,914	\$61.75	\$128,446
13-1111	Management Analysts	1,895	\$38.48	\$80,039
29-1141	Registered Nurses	1,880	\$53.10	\$110,444
13-1199	Business Operations Specialists, All Other	1,674	\$35.15	\$73,116
13-2011	Accountants and Auditors	1,535	\$38.78	\$80,657
13-1161	Market Research Analysts and Marketing Specialists	1,270	\$30.02	\$62,442
13-1071	Human Resources Specialists	1,025	\$36.45	\$75,825
41-3031	Securities, Commodities, and Financial Services Sales Agents	991	\$28.60	\$59,493
11-3031	Financial Managers	892	\$61.49	\$127,898
15-1299	Computer Occupations, All Other	855	\$45.70	\$95,051
25-3031	Substitute Teachers, Short-Term	795	\$18.93	\$39,382
25-2021	Elementary School Teachers, Except Special Education	790	\$36.94	\$76,829
13-1082	Project Management Specialists	778	\$47.16	\$98,098
23-1011	Lawyers	759	\$65.18	\$135,564
11-2022	Sales Managers	702	\$56.98	\$118,513
25-3041	Tutors	689	\$17.95	\$37,345
25-9099	Educational Instruction and Library Workers, All Other	689	\$15.37	\$31,976
11-3021	Computer and Information Systems Managers	651	\$78.45	\$163,184
13-2051	Financial and Investment Analysts	650	\$42.81	\$89,053

	Median Hourly Earnings					
Low	High	Percentile				
\$37.36	\$154.10	Top 25%				
\$25.33	\$37.35	Upper Middle 25%				
\$18.48	\$25.32	Lower Middle 25%				
\$4.43	\$18.47	Bottom 25%				



Gap Analysis

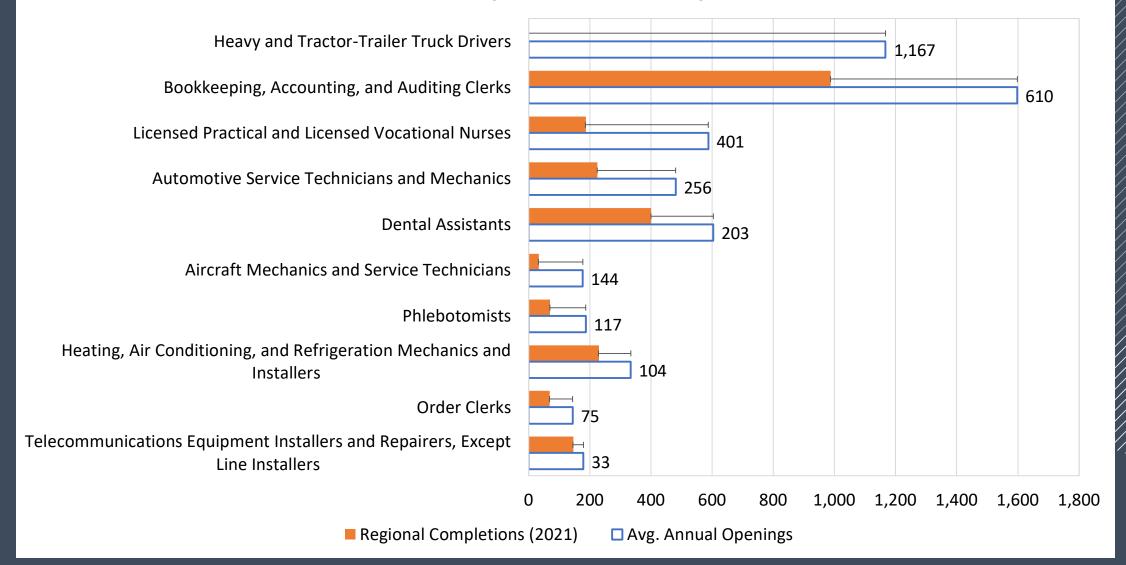
Target Occupations (High-Wage, High-Skill)

Criteria	Number of Occupations
Total Occupations	798
AA or Lower (typical educational level)	542
Openings >= 100	173
Average Hourly Wage >= \$18.00	126



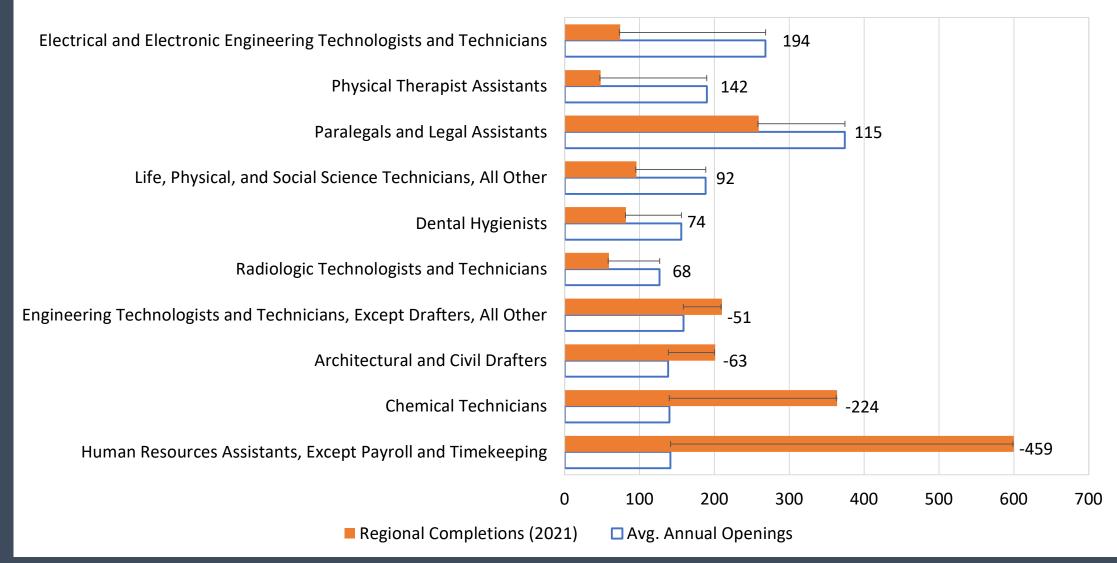
Gap Analysis

San Diego County Labor Market Gap Analysis Some College or Certiicate (No Degree)





San Diego County Labor Market Gap Analysis Associate Degree Occupations





San Diego County Labor Market Gap Analysis Bachelor's Degree Occupations





Discussion