

**Outlook for Occupations in United States That Potentially Match Iowa Western's Career Programs  
September, 2014**

| <b>Career Programs at Iowa Western</b>            | <b>Potential Matching Occupations<sup>1</sup></b>   | <b>2013 Salary U.S. - 10th percentile<sup>1</sup></b> | <b>2013 Salary U.S. - Median<sup>1</sup></b> | <b>2013 Salary U.S. - 90th percentile<sup>1</sup></b> | <b>% Change - Employment U.S. 2012-202</b> | <b>Annual Openings U.S. 2012-2022<sup>12</sup></b> | <b>Outlook Rating<sup>1 2</sup></b> |
|---|---|---|--|---|--|--|-------------------------------------|
| <b>AGRICULTURE</b>                                |   |   |  |   |  |  |                                     |
| Agribusiness Technology AAS                       | First-Line Supervisors - Farming, Fishing, Forestry | \$25,400  | \$43,500                                     | \$70,900  | -3%  | 970  | 2                                   |
| Agribusiness Technology AAS                       | Agricultural & Food Science Technicians             | \$22,900  | \$34,800                                     | \$53,700  | 3%   | 1,010  | 4                                   |
| Turf & Landscape Management AAS                   | Landscaping & Groundskeeping Workers                | \$17,600  | \$23,900                                     | \$38,200  | 12%  | 42,270   | 5                                   |
| Turf & Landscape Management AAS                   | Pesticide Handlers, Sprayers, & Applicators         | \$21,300  | \$30,800                                     | \$46,800  | 11%  | 1,080  | 5                                   |
| Turf & Landscape Management AAS                   | Supervisors - Landscaping, Lawn, Grounds            | \$26,700  | \$42,600                                     | \$70,300  | 13%  | 4,990  | 5                                   |
| Veterinary Technology AAS                         | Veterinary Technologists & Technicians              | \$21,300  | \$30,500                                     | \$44,500  | 30%  | 3,340  | 7                                   |
| <b>BUSINESS, MANAGEMENT, &amp; MARKETING</b>      |   |   |  |   |  |  |                                     |
| Accounting: Technician DIP, Para-Accounting AAS   | Bookkeeping, Accounting, Auditing Clerks            | \$22,000  | \$35,700                                     | \$55,200  | 11%  | 37,000   | 5                                   |
| Culinary Arts: Baking and Pastry Art AAS          | Bakers  | \$17,300  | \$23,200                                     | \$37,100  | 6%   | 5,010  | 4                                   |
| Culinary Arts: Culinarian AAS                     | Chefs & Head Cooks                                  | \$24,200  | \$42,500                                     | \$74,200  | 5%   | 2,470  | 4                                   |
| Culinary Arts, Restaurant & Hospitality Mgmt AAS  | Food Service Managers                               | \$30,500  | \$48,100                                     | \$82,400  | 2%   | 6,240  | 3                                   |
| Culinary Arts, Restaurant & Hospitality Mgmt AAS  | Lodging Managers                                    | \$28,600  | \$46,800                                     | \$92,500  | 1%   | 1,620  | 3                                   |
| Management & Human Resources AAS                  | Human Resources Assistants                          | \$24,900  | \$37,700                                     | \$54,200  | 11%  | 6,160  | 5                                   |
| Marketing, Marketing Fashion AAS                  | Sales - Wholesale and Manufacturing                 | \$27,000  | \$54,400                                     | \$113,800   | 9%   | 42,070   | 5                                   |
| Marketing, Marketing Fashion AAS                  | Supervisors of Retail Sales Workers                 | \$23,500  | \$37,200                                     | \$62,800  | 4%   | 42,980   | 4                                   |
| Marketing: Lodging & Hospitality Management AAS   | Lodging Managers                                    | \$28,600  | \$46,800                                     | \$92,500  | 1%   | 1,620  | 3                                   |
| Office Information Systems Technology DIP         | Secretaries, Except Legal, Medical, Executive       | \$20,400  | \$32,800                                     | \$49,400  | 13%  | 58,760   | 5                                   |
| <b>COMMUNICATION ARTS</b>                         |   |   |  |   |  |  |                                     |
| Graphic Communications AAS                        | Graphic Designers                                   | \$26,700  | \$44,800                                     | \$79,300  | 7%   | 8,600  | 5                                   |
| Media Studies: Media Production AAS               | Broadcast Technicians                               | \$18,500  | \$36,700                                     | \$74,400  | 3%   | 780  | 4                                   |
| Media Studies: Media Production AAS               | Camera Operators, TV, Video, Motion Picture         | \$20,600  | \$42,500                                     | \$91,900  | 6%   | 280  | 4                                   |
| Media Studies: Radio Performance & Production AAS | Broadcast Technicians                               | \$18,500  | \$36,700                                     | \$74,400  | 3%   | 780  | 4                                   |
| Media Studies: Radio Performance & Production AAS | Radio & Television Announcers                       | \$17,500  | \$29,000                                     | \$75,800  | 0%   | 860  | 3                                   |
| Media Studies: Radio Promotion, Sales, Web AAS    | Advertising Sales Agents                            | \$22,200  | \$45,800                                     | \$106,200   | -1%  | 4,750  | 3                                   |
| Media Studies: Sports Media Technology AAS        | Broadcast Technicians                               | \$18,500  | \$36,700                                     | \$74,400  | 3%   | 780  | 4                                   |
| Media Studies: Sports Media Technology AAS        | Radio & Television Announcers                       | \$17,500  | \$29,000                                     | \$75,800  | 0%   | 860  | 3                                   |
| Sign Language Interpreting AAS                    | Interpreters & Translators                          | \$22,200  | \$42,500                                     | \$77,100  | 46%  | 3,810  | 7                                   |
| <b>COMPUTER INFORMATION TECHNOLOGY</b>            |   |   |  |   |  |  |                                     |
| Computers: Application & Web Programming AAS      | N / A   |   |  |   |  |  | -                                   |
| Computers: Desktop Support CER                    | Computer User Support Specialists                   | \$27,800  | \$46,600                                     | \$78,400  | 20%  | 19,690   | 7                                   |
| Computers: Network & System Administration AAS    | Computer Network Support Specialists                | \$35,300  | \$60,200                                     | \$99,800  | 7%   | 3,960  | 5                                   |

<sup>1</sup>America's Career Infonet - <http://www.acinet.org/> <sup>2</sup>Includes both new and replacement job openings

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| <b>ENGINEERING TECHNOLOGY</b>                 |   |   |  |   |  |  |                                     |
| Construction Technology DIP, AAS              | Carpenters  | \$25,100  | \$40,500                                     | \$73,100  | 24%  | 32,920   | 7                                   |
| Design Technology AAS                         | Industrial Engineering Technicians                | \$31,400  | \$46,200                                     | \$61,100  | -3%  | 1,410  | 2                                   |
| Electrical Maintenance Specialist DIP         | Electrical, Electronics Repair Comm Ind Equip     | \$33,100  | \$53,400                                     | \$75,200  | 3%   | 1,630  | 4                                   |
| Electronic Engineering Technology AAS         | Electrical & Electronic Engineering Techs         | \$34,600  | \$58,600                                     | \$85,300  | 0%   | 3,040  | 3                                   |
| Robotics / Automated Systems Technology AAS   | Electro-Mechanical Technicians                    | \$33,500  | \$51,300                                     | \$8,010   | 4%   | 430  | 4                                   |
| Robotics / Automated Systems Technology AAS   | Mechanical Engineering Technicians                | \$33,700  | \$52,400                                     | \$77,200  | 5%   | 1,210  | 4                                   |
| Sustainable Energy Tech: Renewable Energy AAS | Installation, Maintenance, Repair Workers         | \$21,100  | \$36,700                                     | \$61,300  | 9%   | 4,090  | 5                                   |
| <b>HEALTH OCCUPATIONS &amp; MEDICINE</b>      |   |   |  |   |  |  |                                     |
| Dental Assistant DIP                          | Dental Assistants                                 | \$24,200  | \$34,900                                     | \$48,400  | 25%  | 13,720   | 7                                   |
| Dental Hygiene AAS                            | Dental Hygienists                                 | \$47,900  | \$71,100                                     | \$96,700  | 33%  | 11,350   | 7                                   |
| Emergency Medical Services DIP, Paramedic AAS | Emergency Medical Techs & Paramedics              | \$20,400  | \$31,300                                     | \$54,700  | 23%  | 12,060   | 7                                   |
| Medical Assistant DIP                         | Medical Assistants                                | \$21,300  | \$29,200                                     | \$38,900  | 29%  | 26,990   | 7                                   |
| Nursing Assistant CER                         | Nursing Assistants                                | \$18,600  | \$24,900                                     | \$35,800  | 21%  | 59,360   | 7                                   |
| Nursing: Practical Nursing DIP                | Licensed Practical & Licensed Voc Nurses          | \$31,300  | \$41,900                                     | \$58,000  | 25%  | 36,310   | 7                                   |
| Nursing: Associate Degree Nursing AAS         | Registered Nurses                                 | \$45,600  | \$66,200                                     | \$96,300  | 19%  | 105,260  | 6                                   |
| Physical Therapist Assistant AAS              | Physical Therapist Assistants                     | \$32,200  | \$53,400                                     | \$73,800  | 41%  | 4,510  | 7                                   |
| Sterile Processing CER                        | Medical Equipment Preparers                       | \$21,800  | \$31,700                                     | \$47,400  | 20%  | 2,030  | 7                                   |
| Surgical Technology DIP, AAS                  | Surgical Technologists                            | \$30,500  | \$42,700                                     | \$61,300  | 30%  | 3,910  | 7                                   |
| <b>HUMAN &amp; PUBLIC SERVICES</b>            |   |   |  |   |  |  |                                     |
| Early Childhood Studies DIP, AAS              | Preschool Teachers, Except Special Ed             | \$18,400  | \$27,600                                     | \$49,700  | 17%  | 19,940   | 6                                   |
| <b>MUSIC</b>                                  |   |   |  |   |  |  |                                     |
| Music: Technical Music AAS Option             | Audio Video Equipment Technicians                 | \$22,500  | \$41,200                                     | \$74,400  | 14%  | 2,150  | 6                                   |
| Music: Technical Music AAS Option             | Sound Engineering Technicians                     | \$22,200  | \$46,500                                     | \$101,800   | 1%   | 320  | 3                                   |
| <b>TRANSPORTATION TECHNOLOGY</b>              |   |   |  |   |  |  |                                     |
| Automotive Technology DIP, AAS                | Automotive Service Technicians & Mechanics        | \$20,900  | \$36,700                                     | \$61,200  | 9%   | 23,760   | 5                                   |
| Aviation Maintenance Technology AAS           | Aircraft Mechanics & Service Technicians          | \$34,600  | \$56,000                                     | \$85,000  | 2%   | 3,560  | 3                                   |
| Diesel Technology DIP, AAS                    | Bus & Truck Mechanics; Diesel Specialists         | \$27,300  | \$42,700                                     | \$63,800  | 9%   | 7,510  | 5                                   |

**Outlook Ratings**

7 Grow much faster than average, increase 20%+  
 6 Grow faster than average, increase 14-19%  
 5 Grow about as fast as average, increase 7-13%  
 4 Grow more slowly than average, increase 3-6%

3 Little or no change, decrease 2%-increase 2%  
 2 Decline slowly or moderately, decrease 3-9%  
 1 Decline rapidly, decrease 10%+

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