



# Tennessee Job Outlook 2002-2012

## Local Workforce Investment Area (LWIA)1 Carter, Johnson, Sullivan, Unicoi, and Washington

Local Workforce Investment Area 1 is called Tri-Cities after the three major cities within its borders: Bristol, Johnson City, and Kingsport. It is ideally located in the extreme northeast corner of the state with Virginia to the north and North Carolina to the east. Interstate 81 connects LWIA 1 to the rest of the state and to Virginia as well. The distribution of goods is made easy by well-organized transportation connections including interstates, highways, railways, and the Tri-Cities Regional Airport.

Per capita income for this area is about two and a half times higher than it was in 1982, rising from \$9,207 to \$24,034 in 2002. The population of this area has steadily increased by about 11% over the past twenty years, from 318,200 in 1982 to 354,500 in 2002. The unemployment rate has remained consistent with the state and national averages over the past two decades. In November 2004,

the unemployment rate for the area was 5.0% compared to the state at 5.1% and the nation at 5.2%.

The largest industries in this LWIA include education and health services with 32,700 in employment; manufacturing with 28,300; trade, transportation and utilities with 27,400; and leisure and hospitality with 13,300. These four industries are projected to add almost 17,000 jobs by the year 2012. Leisure and hospitality, education and health services, and construction will be among the fastest growing industries.

The five counties that make up the area offer many opportunities for job seekers and businesses alike. Expanding educational opportunities can be found at East Tennessee State University in Johnson City or the Tennessee Technology Center at Elizabethton. These and other educational institutions across the LWIA provide businesses with an educated

workforce. The wide variety of entertainment possibilities promotes growth in the leisure and hospitality industries. Near Elizabethton, the Watauga River supplies anglers and boaters with a variety of recreational opportunities. The roots of country music are found in Bristol, and it is also home to the Bristol Motor Speedway.

The occupational categories with the most jobs will be office and administrative support (27,700); production (18,400); sales (18,100); food service (17,200); transportation and material moving (12,700); and education, training, and library occupations (12,000).

The following pages provide job seekers with a quick reference for comparing their interests with data about the best employment opportunities, salaries, and required training. For more detailed information, refer to the "Key Internet Resources" on page six.

## June 2005

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### Special points of interest:

- Identify the best job for you through use of "Primary Interest Areas"
- Find the Jobs with Best Outlook
- Locate the Career Center most convenient for you

**Phil Bredesen, Governor**

**James G. Neeley, Commissioner**

Tennessee Department of Labor and Workforce Development  
Employment Security Division  
Research and Statistics Section, Occupational Data Unit

# What is Meant by “Your Primary Interest Area”

You can think of occupational interests as your liking or preference for certain work activities. The Interest Profiler found in the O\*Net center online helps measure interest in each of the six Interest Areas described below. Read over the definitions of your Primary and Secondary Interest Areas to get a better understanding of your occupational interests. You can go online and download a self-given and scored test at: <http://www.onetcenter.org/IP.html#profiler>

**A**

**Artistic:** People with **Artistic** interests like work activities that deal with the artistic side of things, such as forms, designs and patterns. They like self-expression in their work. They prefer settings where work can be done without following a clear set of rules.

**C**

**Conventional:** People with **Conventional** interests like work activities that follow set procedures and routines. They prefer working with data and detail more than with ideas. They prefer work in which there are precise standards rather than work in which you have to judge things by yourself. These people like working where the lines of authority are clear.

**E**

**Enterprising:** People with **Enterprising** interests like work activities that have to do with starting up and carrying out projects, especially business ventures. They like persuading people and making decisions. They like taking risks for profit. These people prefer action rather than thought.

**I**

**Investigative:** People with **Investigative** interests like work activities that have to do with ideas and thinking more than with physical activity. They like to search for facts and figure out problems mentally rather than to persuade or lead people.

**R**

**Realistic:** People with **Realistic** interests like work activities that include practical, hands-on problems and solutions. They enjoy dealing with plants, animals, and real-world materials like wood, tools, and machinery. They enjoy outside work. Often people with **Realistic** interests do not like occupations that mainly involve doing paperwork or working closely with people.

**S**

**Social:** People with **Social** interests like work activities that assist others and promote learning and personal development. They prefer to communicate more than to work with objects, machines, or data. They like to teach, to give advice, to help, or otherwise be of service to people.

## Child, Family, and School Social Workers

Interest code: S

Training required: Bachelor's Degree

Average Annual Salary: \$28,300





## Human Resource Managers

Interest code: E, S, C

Training required: Bachelor's Degree plus Work Experience

Average Annual Salary: \$54,200

### Occupations With a Positive Job Outlook through 2012 in LWIA 1 Requiring at Least a Bachelor's Degree

Title	Job Outlook	Average Annual Openings	Training requirements*	Average Annual Wage	Interest Codes**
Pharmacists	Excellent	30	Prof	\$88,800	I,C,R
Preschool Teachers, Except Special Education	Excellent	20	BA	\$18,800	S,A
Kindergarten Teachers, Except Special Education	Excellent	20	BA	\$32,900	S,A
Medical and Clinical Laboratory Technologists	Excellent	20	BA	\$37,300	I,R
Sales Managers	Excellent	20	BA + Work	\$63,000	E,C
Child, Family, and School Social Workers	Excellent	10	BA	\$28,300	S
Nursing Instructors and Teachers, Postsecondary	Excellent	10	MA	\$30,800	S,I
Special Education Teachers, Secondary School	Excellent	10	BA	\$38,200	S,A
Special Education Teachers, Middle School	Excellent	10	BA	\$50,100	S,A
Human Resources Managers	Excellent	10	BA + Work	\$54,200	E,S,C
Advertising and Promotions Managers	Excellent	10	BA + Work	\$40,500	A,E
Employment, Recruitment, and Placement Specialists	Excellent	10	BA	\$41,500	S,E,C
Physician Assistants	Excellent	10	BA	\$54,800	I,S
Mental Health and Substance Abuse Social Workers	Excellent	10	MA	\$23,500	S,I
Medical and Public Health Social Workers	Excellent	10	BA	\$30,200	S,I
Surveyors	Excellent	10	BA	\$31,300	I,E
Special Education Teachers, Preschool, Kindergarten, and Elementary School	Excellent	10	BA	\$33,900	S,A
Training and Development Specialists	Excellent	10	BA	\$36,200	S,E,C
Public Relations Specialists	Excellent	10	BA	\$37,000	E,A,S
Compensation, Benefits, and Job Analysis Specialists	Excellent	10	BA	\$39,100	I,C,E
Construction Managers	Excellent	10	BA	\$44,600	E,R,C
Marketing Managers	Excellent	10	BA + Work	\$69,000	E,C
Elementary School Teachers, Except Special Education	Very Good	60	BA	\$34,600	S,A,I
Secondary School Teachers, Except Special and Vocational Education	Very Good	60	BA	\$41,800	S,A,I

\***Training Requirements:** BA - Bachelor's degree, BA + Work - Bachelor's degree + Work experience, MA - Master's degree, Prof. - Professional degree

\*\***Interest Codes:** A - Artistic, C - Conventional, E - Enterprising, I - Investigative, R - Realistic, S - Social

**Note:** Job Outlook is defined as **Excellent**—expecting more job openings than training completers and an annual growth rate above the average rate for all occupations; **Very Good**—expecting more job openings than training completers and a positive growth rate, but not above the average; and, **Favorable**—expecting about as many job openings as training completers and a positive growth rate.

# Occupations with a Positive Job Outlook through 2012 in LWIA 1 Requiring Specialized Training

Title	Job Outlook	Average Annual Openings	Training requirements*	Average Annual Wage	Interest Codes**
Registered Nurses	Excellent	180	AA	\$43,500	S,I
Carpenters	Excellent	90	LT	\$27,500	R
Cooks, Restaurant	Excellent	70	LT	\$15,000	R,E
First-Line Supervisors/Managers of Food Preparation and Serving Workers	Excellent	50	RWE	\$23,100	E,R,C
Food Service Managers	Excellent	30	RWE	\$32,200	E,C,S
Police and Sheriff's Patrol Officers	Excellent	30	LT	\$31,700	S,R,E
Cooks, Institution and Cafeteria	Excellent	30	LT	\$16,400	R,C,S
First-Line Supervisors/Managers of Police and Detectives	Excellent	20	RWE	\$27,500	E,S,R
Fire Fighters	Excellent	20	LT	\$30,100	R,S
Chefs and Head Cooks	Excellent	20	PS	\$24,900	E,R
Radiologic Technologists and Technicians	Excellent	20	AA	\$33,800	R,I,S
Plumbers, Pipefitters, and Steamfitters	Excellent	20	LT	\$28,200	R
Medical and Clinical Laboratory Technicians	Excellent	20	AA	\$23,300	R,I,C
Medical Records and Health Information Technicians	Excellent	20	AA	\$21,700	C
Construction and Building Inspectors	Excellent	10	RWE	\$39,100	C,R,I
Detectives and Criminal Investigators	Excellent	10	RWE	\$40,400	E,S
First-Line Supervisors/Managers of Fire Fighting and Prevention Workers	Excellent	10	RWE	\$42,500	R,E,S
Glaziers	Excellent	10	LT	\$24,000	R
Structural Iron and Steel Workers	Excellent	10	LT	\$35,600	R
First-Line Supervisors/Managers of Housekeeping and Janitorial Workers	Excellent	10	RWE	\$24,300	E,C,R
Telecommunications Line Installers and Repairers	Excellent	10	LT	\$30,000	R
Self-Enrichment Education Teachers	Excellent	10	RWE	\$17,400	S,A
First-Line Supervisors/Managers of Retail Sales Workers	Very Good	60	RWE	\$32,400	E,C
First-Line Supervisors/Managers of Office and Administrative Support Workers	Very Good	50	RWE	\$32,800	E,S,C
Maintenance and Repair Workers, General	Very Good	50	LT	\$29,300	R,C
Bus and Truck Mechanics and Diesel Engine Specialists	Very Good	20	PS	\$27,200	R,C

\***Training Requirements:** AA - Associate's degree, PS - Postsecondary degree (less than an Associate's degree), LT - Long-term training (more than 12 months), RWE - Related work experience

\*\***Interest Codes:** A - Artistic, C - Conventional, E - Enterprising, I - Investigative, R - Realistic, S - Social

## Registered Nurses

Interest code: S, I

Training required: Associate's degree

Average Annual Salary: \$43,500



## Occupations with a Positive Job Outlook through 2012 in LWIA 1 Requiring Short-term or Moderate-term Training

Title	Job Outlook	Average Annual Openings	Training requirements*	Average Annual Wage	Interest Codes**
Combined Food Preparation and Serving Workers, Including Fast Food	Excellent	240	ST	\$13,600	R
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	Excellent	90	ST	\$17,200	R
Maids and Housekeeping Cleaners	Excellent	70	ST	\$14,500	R,C,S
Food Preparation Workers	Excellent	60	ST	\$15,500	R,C
Cooks, Fast Food	Excellent	60	ST	\$14,300	R,C
Medical Assistants	Excellent	50	MT	\$20,400	S,C
Dental Assistants	Excellent	30	MT	\$26,300	S,R
Construction Laborers	Excellent	30	MT	\$19,600	R,C
Helpers--Carpenters	Excellent	30	ST	\$19,400	R,C
Painters, Construction and Maintenance	Excellent	20	MT	\$24,000	R
Bartenders	Excellent	20	ST	\$17,600	E,S,R
Pharmacy Technicians	Excellent	20	MT	\$19,500	C,R
Pipelayers	Excellent	20	MT	\$26,800	R,C
Cooks, Short Order	Excellent	20	ST	\$14,700	R,E,C
Surveying and Mapping Technicians	Excellent	10	MT	\$23,900	R,C,I
Nonfarm Animal Caretakers	Excellent	10	ST	\$18,200	R
Pest Control Workers	Excellent	10	MT	\$24,100	R,C
Pharmacy Aides	Excellent	10	ST	\$15,500	R,C
Drywall and Ceiling Tile Installers	Excellent	10	MT	\$26,300	R
Helpers--Pipelayers, Plumbers, Pipefitters, and Steamfitters	Excellent	10	ST	\$18,300	R,C
Advertising Sales Agents	Excellent	10	MT	\$33,900	E,S,C
Retail Salespersons	Very Good	280	ST	\$20,200	E,S
Cashiers	Very Good	270	ST	\$14,900	C,E,R
Office Clerks, General	Very Good	110	ST	\$21,000	C
Customer Service Representatives	Very Good	90	MT	\$22,900	C,E,S
Receptionists and Information Clerks	Very Good	70	ST	\$19,000	C,E,S
Truck Drivers, Heavy and Tractor-Trailer	Very Good	70	MT	\$28,400	R

\***Training Requirements:** ST - Short-term training (0-1 month), MT - Moderate-term training (1 to 12 months).

\*\***Interest Codes:** A - Artistic, C - Conventional, E - Enterprising, I - Investigative, R - Realistic, S - Social

### Customer Service Representatives

Interest code: E, C, S

Training required: Moderate Term

Average Annual Wage: \$22,900



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**COMING  
TOGETHER,  
WORKING  
TOGETHER,  
SHARING  
TOGETHER,  
SUCCEEDING  
TOGETHER**

Employment Security Division  
Research and Statistics Section  
Occupational Data Unit  
Davy Crockett Tower  
500 James Robertson Pkwy  
Nashville, TN 37245-1000  
Phone: 615-741-3639  
Fax: 615-532-9434  
Email:  
[Martha.Wettemann@state.tn.us](mailto:Martha.Wettemann@state.tn.us)

## Key Internet Resources

Tennessee Department of  
Labor and Workforce Development

<http://www.tennessee.gov/labor-wfd/>

Tennessee Job Outlooks

<http://www.tennessee.gov/labor-wfd/outlooks/select.htm>

Print lists of wages  
for more than 700 occupations

<http://www.tennessee.gov/labor-wfd/wages/intro.htm>

*The Source*

More information about occupations

<http://www.tennessee.gov/labor-wfd/source/>

TennCIDS:

Explore career interests and  
find training opportunities in Tennessee

<http://www.tcids.utk.edu/>

Occupational Outlook Handbook:

Find detailed description of job duties

<http://www.bls.gov/oco/home.htm>

America's Job Bank:

Apply for jobs in the cities  
or counties you want

<http://www.ajb.org/>

Career InfoNet:

To view short **videos** for more than 350  
occupations click on "Career Resources  
Library"

<http://www.acinet.org/acinet/default.asp>

Teens

Are you a teen looking for a job? Start  
your online job search here!

<http://www.tennessee.gov/labor-wfd/youth/>

## Career Centers

Are you looking for a job? You can find one using your interests and training. Whether you are just out of school, or are soon to be, or if you are between jobs, come visit our Career Centers. You may know what you want, and we can help. If you don't, we can open new doors for you to let you think of new possibilities. The job market is always changing, and you can fit in with a new type of job. If you are not able to find a job, or if you don't know what you like, the **Career Center** provides the tools to explore what is best for you—pointing the way to a job that matches your likes. You can be successful landing that job. And along the way you'll enjoy your search. You'll have these benefits:

- Helpful and friendly assistants
- Computers, Internet access, fax machines, and telephones
- Tools to match your training and personality to a job
- Contacts for leading employers in the area
- The opportunity to learn interviewing skills and to write résumés

You have full, quick, access to these tools. The Career Center nearest you can be found at [www.tennessee.gov/labor-wfd/cc/cccounty.htm](http://www.tennessee.gov/labor-wfd/cc/cccounty.htm).

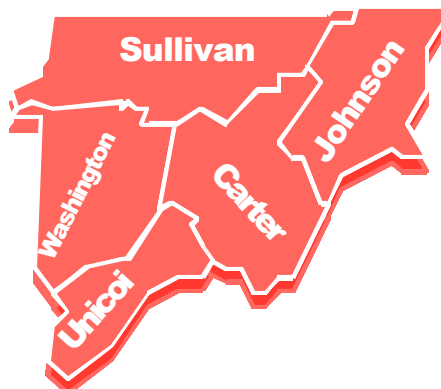
## LWIA 1 Career Centers

### CAREER CENTERS

Northeast Tennessee Career Center  
2515 Wesley Street  
Johnson City, TN 37601  
Telephone: (423) 610-0222

Tennessee Career Center at Bristol  
1712 West State Street  
Bristol, TN 37620 (Sullivan County)  
Telephone: (423) 989-6600

Tennessee Career Center at Elizabethton  
386 Highway 91, Suite 1  
Elizabethton, TN 37643 (Carter County)  
Telephone: (423) 543-5209



Tennessee Career Center at Kingsport  
1140 East Center Street  
Kingsport, TN 37660 (Sullivan County)  
Telephone: (423) 224-1800

Tennessee Career Center at Mountain City  
358 Hospital Road  
Mountain City, TN 37683 (Johnson County)  
Telephone: (423) 727-9181

### TDLWD Local Office

Unicoi County  
Courthouse Building  
North Main Street, P.O. Box 1609  
Erwin, TN 37650  
Telephone: (423) 743-4146



Source: Tennessee Department of Labor and Workforce Development, Employment Security Division, Research and Statistics Section, Occupational Data Unit