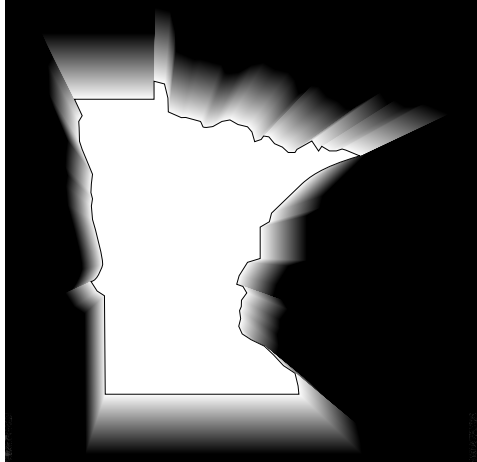


MINNESOTA



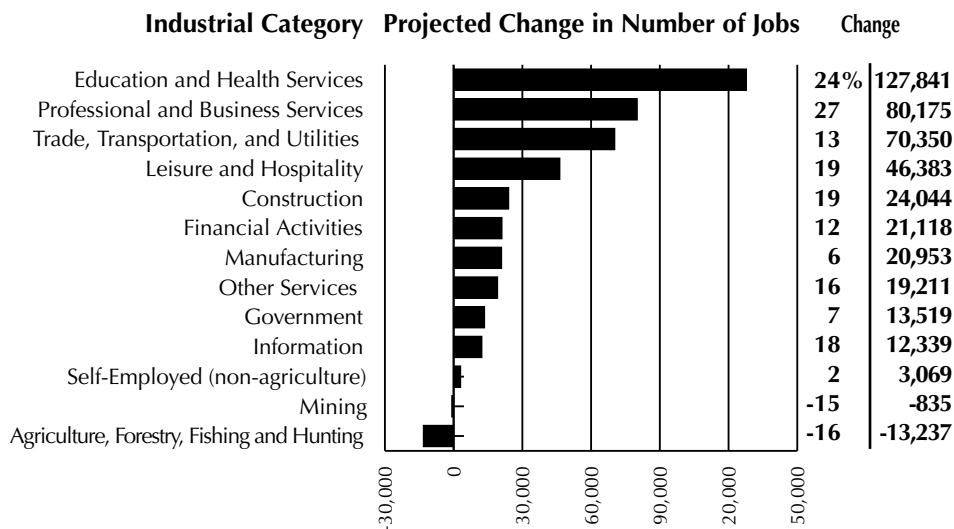
JOB OUTLOOK TO 2012

This is a summary of industry and occupational employment projections for 2002-2012 done by the Minnesota Department of Employment and Economic Development Labor Market Information Office. Detailed state and substate projections data are on the Internet at www.mnwfc.org/lmi/proj/index.htm. To order brochures, please specify the area and report you want and fax your name, address and phone number to 651.282.5429 or write to:

Minnesota Department of Employment and Economic Development
Labor Market Information Office
1st National Bank Building
332 Minnesota Street, Suite E200
St. Paul, MN 55101-1351

EMPLOYMENT OUTLOOK BY INDUSTRY DIVISION

Minnesota, 2002 - 2012



The total number of jobs in Minnesota is expected to increase to 3.3 million by 2012, growing by 425,000 jobs between 2002 and 2012. The projected 14.7 percent growth in jobs over the 10-year period is slower than the 20.8 percent job growth experienced during the previous 10 years when employment expanded by 497,000 jobs (from 1992 to 2002). Nine out of 10 new jobs are projected to be created in the service-providing sector.

Employment in the service-providing sector is expected to expand by 18.3 percent over the decade while goods-producing employment is expected to increase 7.8 percent.

The professional and business services sector will grow the fastest while the education and health services sector will create the most new jobs. Professional and business services employment will be driven by rising employment in the **computer systems design and related services, employment services, and investigation and security services** industries.

The trend towards more educational and health service jobs is expected to continue. Thirty percent of net job creation over the next 10 years is expected to occur in the educational and health services sectors. More than half of the new educational and healthcare jobs are projected to be created by the **hospital, college, physician offices, residential mental retardation, mental health and substance abuse facilities and individual and family services** industries.

Four other major sectors are projected to increase faster than overall job

BY INDUSTRY

growth. These sectors are **construction, leisure and hospitality, information and other services**. The

top construction job generator will be the **building equipment contractors**.

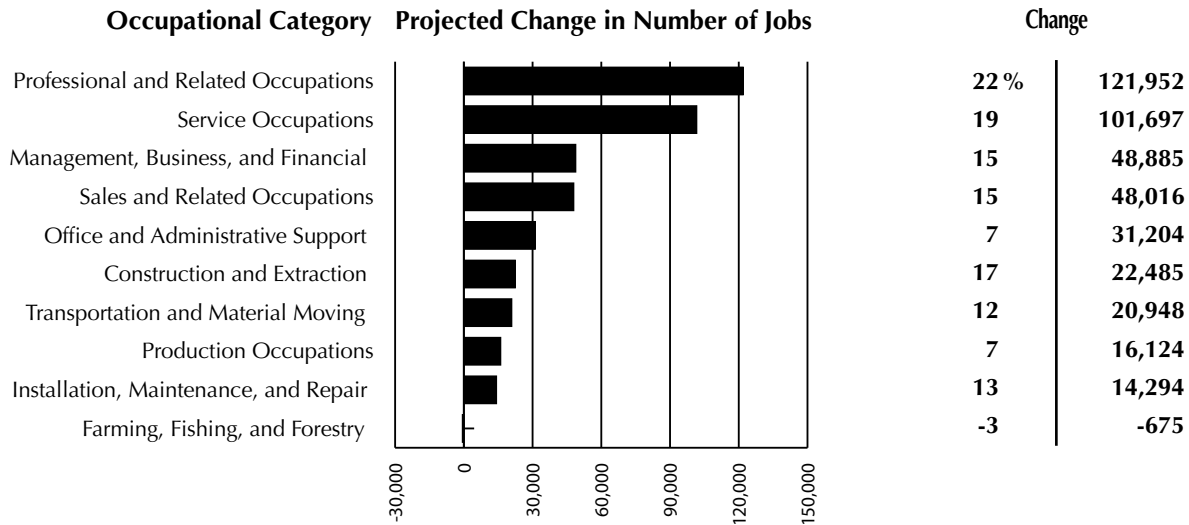
Limited-service eating places and full-service restaurants are projected to create the most jobs in the leisure and hospitality sector. Information employment has slumped over the last few years but is expected to rebound over the next 10 years with employment gains predicted at **software publishers and data processing, hosting, and related services** companies.

Manufacturing employment is gradually rebounding and will increase by 6 percent or roughly 21,000 jobs by 2012. **Machinery manufacturers and wood product manufacturers** are projected to add the most employment. Job loss is projected to be the highest at **computer and electronic product makers and paper manufacturing plants**.

Government jobs, excluding public sector jobs in education or hospitals, will increase 7 percent over the decade. Local government employment growth will account for most of the growth. Self-employment outside of agriculture shot up during the recession but is expected to slip as the economy improves over the next few years and then grow slowly later in the decade. Agriculture employment will continue to decline, sliding another 16 percent as older farmers retire. Mining employment will continue to decline but at a slower rate than other the last few years.

EMPLOYMENT OUTLOOK BY OCCUPATIONAL DIVISION

Minnesota, 2002 - 2012



The two largest major occupational groups in Minnesota - professional and related occupations and service occupations - will increase the fastest and add the most jobs in Minnesota from 2002 to 2012. These two major occupational groups, which tend to have occupations at the opposite ends of the educational attainment and earnings spectrum are projected to account for more than half of all employment growth over the next 10 years. All major occupational groups are projected to add jobs between 2002 and 2012 except for the farming, fishing, and forestry group, which is expected to decline slightly.

Approximately 10 percent of the 728 occupations that Minnesotans currently work in are expected to see declining job numbers over the next 10 years. More than 80 percent of projected job growth is predicted to occur in the 320 occupations that are expected to grow faster than overall job growth. The remaining 330 occupations, those occupations projected to show no growth or slower than average growth, will account for the other 20 percent of employment growth.

The 50 largest occupations accounted for about 50 percent of all jobs in 2002 and are expected to account for roughly the same percent of projected jobs. Five of the largest occupations, however, are expected to shrink. The declining occupations are **farmers and ranchers, stock clerks and order fillers, secretaries — except legal, medical,**

By Occupation

and executive secretaries — farm workers and crop, nursery, and greenhouse laborers, and bartenders. The top 50 fastest growing occupations (with employment of more than 500 workers in 2002) are projected to generate about 30 percent of total employment growth. This group of occupations accounted for 12 percent of employment in 2002.

Professional and related occupations, now the state's largest major occupational group, are expected to continue to grow the fastest and add the most jobs (122,000 jobs). Seven out of 10 new jobs in professional and related occupations will be centered in the **healthcare practitioners and technical, computer and mathematical, or education, training, and library** fields.

Service related occupations are also expected to increase faster than overall job growth as Minnesotans continue to spend a higher proportion of their income on services such as **dining out, healthcare, and recreation.** Employment in services occupations will jump by 101,700 jobs by 2012. **Construction and extraction occupations** are also expected to grow faster than average, adding a projected 22,500 workers.

Sales and related jobs are projected to grow at about the same rate as overall job growth but will add the fourth-highest number of new jobs,

48,000. **Management, business and financial occupations**, the highest-paying group of occupations, are also expected to grow at the same pace as overall job growth and add 48,900 positions.

Transportation and material moving jobs and installation, maintenance, and repair employment are expected to lag slightly behind over all job growth. **Transportation fields** will add 21,000 jobs over the next 10 years while jobs in installation, maintenance, and repair are expected to increase by 14,300.

Office and administrative support occupations, which are spread across most industries, will grow by only 7 percent but still add around 31,200 workers. Production occupations, found mostly in manufacturing, are expected to rebound partially from the declining numbers suffered over the 2000 - 2003 manufacturing slump. Production occupations are projected to grow by 7 percent and increase by 16,100 jobs.

In addition to the 425,000 openings projected to result from employment growth between 2002 and 2012 another 677,000 net replacement openings are projected to be available to new workforce entrants and reentrants as a result of workers retiring or leaving the workforce for other reasons. Even occupations that are expected to decline in numbers over the decade will have job openings due to replacement needs.

MINNESOTA Top 100 Occupations

Below are the top 100 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 wages are state wages from the 2004 Salary Survey.

RANK	OCCUPATION	2002 ESTIMATED EMPLOYMENT	2012 PROJECTED EMPLOYMENT	2002-2012 PERCENT CHANGE	2002-2012 NUMERIC CHANGE	2004 MEDIAN ANNUAL WAGE
JOBS REQUIRING WORK EXPERIENCE PLUS BACHELOR'S OR HIGHER DEGREE:						
90	Chief Executives	8,076	9,581	18.6	1,505	\$146,000
14	Computer and Information Systems Managers	6,837	9,240	35.1	2,403	96,050
80	Financial Managers	9,868	11,690	18.5	1,822	91,806
39	General and Operations Managers	35,958	43,184	20.1	7,226	79,595
44	Management Analysts	10,815	13,267	22.7	2,452	67,430
33	Medical and Health Services Managers	4,711	6,092	29.3	1,381	68,782
59	Postsecondary Education Administrators	2,332	3,080	32.1	748	73,917
31	Sales Managers	7,473	9,510	27.3	2,037	98,691
JOBS REQUIRING A PROFESSIONAL, MASTER'S OR BACHELOR'S DEGREE:						
36	Accountants and Auditors	25,129	30,639	21.9	5,510	51,414
6	All Other Business Operations Specialists	38,954	51,868	33.2	12,914	47,006
13	All Other Counselors, Social, and Religious Workers	11,714	15,407	31.5	3,693	33,563
62	All Other Health Diagnosing and Treating Practitioners	2,721	3,509	29.0	788	53,802
37	All Other Primary, Secondary and Adult Teachers	11,506	14,187	23.3	2,681	44,362
93	Architects, Except Landscape and Naval	1,787	2,313	29.4	526	56,993
72	Child, Family, and School Social Workers	6,660	8,114	21.8	1,454	41,138
5	Computer Software Engineers, Applications	11,478	16,520	43.9	5,042	74,245
15	Computer Software Engineers, Systems Software	6,970	9,383	34.6	2,413	79,840
10	Computer Systems Analysts	9,524	13,055	37.1	3,531	65,210
30	Database Administrators	2,297	3,271	42.4	974	65,895
64	Employment, Recruitment, and Placement Specialists	3,760	4,730	25.8	970	44,698
46	Graphic Designers	3,689	4,759	29.0	1,070	38,863
61	Loan Officers	5,077	6,268	23.5	1,191	47,193
76	Market Research Analysts	4,827	5,902	22.3	1,075	58,433
55	Medical and Clinical Laboratory Technologists	2,363	3,148	33.2	785	46,152
45	Medical and Public Health Social Workers	2,467	3,321	34.6	854	39,220
87	Medical Scientists, Except Epidemiologists	1,039	1,450	39.6	411	50,160
73	Mental Health and Substance Abuse Social Workers	1,351	1,870	38.4	519	41,202
21	Network and Computer Systems Administrators	4,514	6,182	37.0	1,668	58,692
11	Network Systems and Data Communications Analysts	4,307	6,458	49.9	2,151	61,344
51	Pharmacists	3,999	5,112	27.8	1,113	85,333
60	Physical Therapists	2,557	3,334	30.4	777	55,181
84	Physician Assistants	862	1,272	47.6	410	71,615
57	Physicians and Surgeons	8,430	10,282	22.0	1,852	146,000
3	Postsecondary Teachers	22,115	32,417	46.6	10,302	53,445
26	Public Relations Specialists	4,295	5,761	34.1	1,466	45,723
32	Rehabilitation Counselors	2,390	3,321	39.0	931	30,068
88	Social and Community Service Managers	1,766	2,299	30.2	533	50,612
100	Technical Writers	1,324	1,751	32.3	427	55,660
38	Training and Development Specialists	5,091	6,525	28.2	1,434	46,893
JOBS REQUIRING AN ASSOCIATE DEGREE OR POST-SECONDARY VOCATIONAL TRAINING:						
17	All Other Computer Specialists	9,016	11,813	31.0	2,797	62,711
86	All Other Health Professionals and Technicians	2,976	3,734	25.5	758	40,800
12	Computer Support Specialists	11,635	15,318	31.7	3,683	41,366
24	Dental Hygienists	4,558	6,124	34.4	1,566	61,487
23	Emergency Medical Technicians and Paramedics	3,440	4,753	38.2	1,313	27,044
19	Fitness Trainers and Aerobics Instructors	2,701	4,101	51.8	1,400	23,640
56	Medical and Clinical Laboratory Technicians	3,838	4,866	26.8	1,028	35,462
16	Medical Records and Health Information Technicians	3,226	4,814	49.2	1,588	27,517
89	Medical Transcriptionists	3,031	3,781	24.7	750	30,231
79	Paralegals and Legal Assistants	3,936	4,857	23.4	921	41,811

MINNESOTA TOP 100 OCCUPATIONS *continued*

RANK	OCCUPATION	2002 ESTIMATED EMPLOYMENT	2012 PROJECTED EMPLOYMENT	2002-2012 PERCENT CHANGE	2002-2012 NUMERIC CHANGE	2004 MEDIAN ANNUAL WAGE
48	Police and Sheriff's Patrol Officers	7,190	8,916	24.0	1,726	46,297
83	Preschool Teachers, Except Special Education	6,338	7,633	20.4	1,295	25,274
63	Radiologic Technologists and Technicians	3,147	4,020	27.7	873	46,270
9	Registered Nurses	51,510	67,331	30.7	15,821	55,138
78	Respiratory Therapists	1,019	1,447	42.0	428	48,670
70	Surgical Technologists	1,584	2,151	35.8	567	40,127

JOBS REQUIRING LONG-TERM ON-THE-JOB TRAINING OR WORK EXPERIENCE ON A RELATED OCCUPATION:

99	Carpenters	26,831	30,866	15.0	4,035	40,108
40	Coaches and Scouts	2,520	3,404	35.1	884	31,033
97	Cost Estimators	4,584	5,535	20.7	951	48,122
43	Electricians	10,306	12,706	23.3	2,400	60,103
71	Fire Fighters	7,278	8,798	20.9	1,520	28,628
81	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	2,057	2,656	29.1	599	38,261
65	Plumbers, Pipefitters, and Steamfitters	10,430	12,487	19.7	2,057	54,763
98	Restaurant Cooks	13,969	16,258	16.4	2,289	20,945
22	Self-Enrichment Education Teachers	2,968	4,251	43.2	1,283	39,309
85	Supervisors/Managers of Food Preparation and Serving Workers	16,083	18,749	16.6	2,666	25,675
96	Supervisors/Managers of Mechanics, Installers, and Repairers	9,882	11,568	17.1	1,686	50,593
49	Supervisors/Managers of Non-Retail Sales Workers	11,383	13,897	22.1	2,514	69,563
42	Supervisors/Managers of Personal Service Workers	4,704	6,008	27.7	1,304	31,115
77	Supervisors/Managers of Retail Sales Workers	31,177	36,240	16.2	5,063	31,609
50	Telecommunications Line Installers and Repairers	3,298	4,275	29.6	977	39,003

JOBS REQUIRING MODERATE-TERM ON-THE-JOB TRAINING:

29	All Other Sales and Related Workers	21,134	26,179	23.9	5,045	39,166
35	Cement Masons and Concrete Finishers	3,293	4,358	32.3	1,065	43,119
28	Customer Service Representatives	39,878	48,982	22.8	9,104	29,800
82	Demonstrators and Product Promoters	2,528	3,219	27.3	691	18,698
25	Dental Assistants	4,396	5,893	34.1	1,497	33,895
94	General Maintenance and Repair Workers	18,236	21,060	15.5	2,824	33,930
8	Medical Assistants	5,205	7,748	48.9	2,543	27,608
54	Pharmacy Technicians	4,415	5,601	26.9	1,186	28,367
69	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	31,371	36,718	17.0	5,347	53,462
95	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	8,342	9,845	18.0	1,503	67,281
4	Social and Human Service Assistants	11,724	18,067	54.1	6,343	25,207
53	Truck Drivers, Heavy and Tractor-Trailer	35,119	41,830	19.1	6,711	36,445

JOBS REQUIRING SHORT-TERM ON-THE-JOB TRAINING:

47	All Other Healthcare Support Workers	4,002	5,131	28.2	1,129	27,189
74	All Other Personal Care and Service Workers	3,021	3,820	26.4	799	19,121
34	Amusement and Recreation Attendants	8,993	11,212	24.7	2,219	16,359
67	Bill and Account Collectors	7,129	8,695	22.0	1,566	31,198
7	Combined Food Preparation and Serving Workers, Including Fast Food	44,671	58,794	31.6	14,123	15,604
41	Counter and Rental Clerks	8,632	10,674	23.7	2,042	16,779
2	Home Health Aides	19,283	28,466	47.6	9,183	20,865
68	Interviewers, Except Eligibility and Loan	2,740	3,520	28.5	780	25,197
91	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	41,321	47,520	15.0	6,199	20,756
52	Landscaping and Groundskeeping Workers	14,226	17,163	20.6	2,937	23,653
75	Packaging and Filling Machine Operators and Tenders	8,287	9,899	19.5	1,612	24,757
1	Personal and Home Care Aides	16,036	24,366	51.9	8,330	20,475
20	Receptionists and Information Clerks	23,914	30,412	27.2	6,498	23,727
58	Retail Salespersons	85,158	99,660	17.0	14,502	19,047
18	Security Guards	14,148	18,225	28.8	4,077	22,423
92	Taxi Drivers and Chauffeurs	2,656	3,340	25.8	684	20,093
27	Truck Drivers, Light or Delivery Services	17,144	21,275	24.1	4,131	26,511
66	Waiters and Waitresses	44,774	52,329	16.9	7,555	13,591