



COUNTY OF SAN LUIS OBISPO
DEPARTMENT OF SOCIAL SERVICES
WORKFORCE DEVELOPMENT BOARD

Industries and Occupations of “Coastal Area” San Luis Obispo, San Luis Obispo County, and California

Prepared by the

San Luis Obispo County Workforce Development Board

For the

**Los Osos/Baywood Park and Morro Bay
Chamber of Commerce’s**

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Background

This report is presented to the Los Osos/Baywood Park Chamber of Commerce and the Morro Bay Chamber of Commerce on behalf of the businesses, cities, and schools of the Coastal Area in San Luis Obispo County. For the sake of this report, the Coastal Area in San Luis Obispo County will be referred to as Coast and is a look at the areas of Cayucos, Los Osos, and Morro Bay.



Data unique to the Coast is presented within **green tables**. **Blue tables** represent the largest, healthy, or growing industries or occupations. **Beige tables** represent industries or occupations which are vulnerable, small, or declining. The top and bottom three are represented for each category unless unavailable or otherwise specified. Self-employed data is within the **turquoise tables** and industry and occupation reference tables are within the **mauve tables**.

Section 1 – Demographic and Economic Data

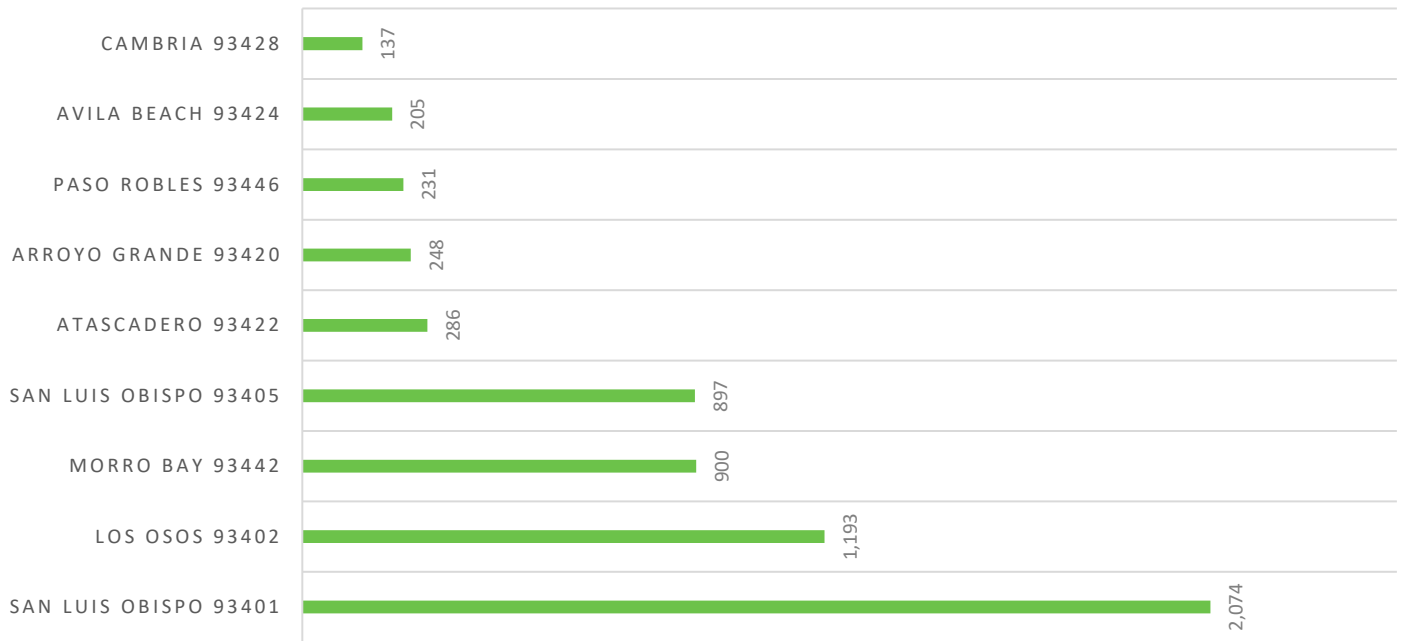
This data source is JobsEQ by Chmura Economics & Analytics, Covered Employment JobsEQ® 3.3.12.7.

Section 1a – Demographic and Economic Data: Employment Overview

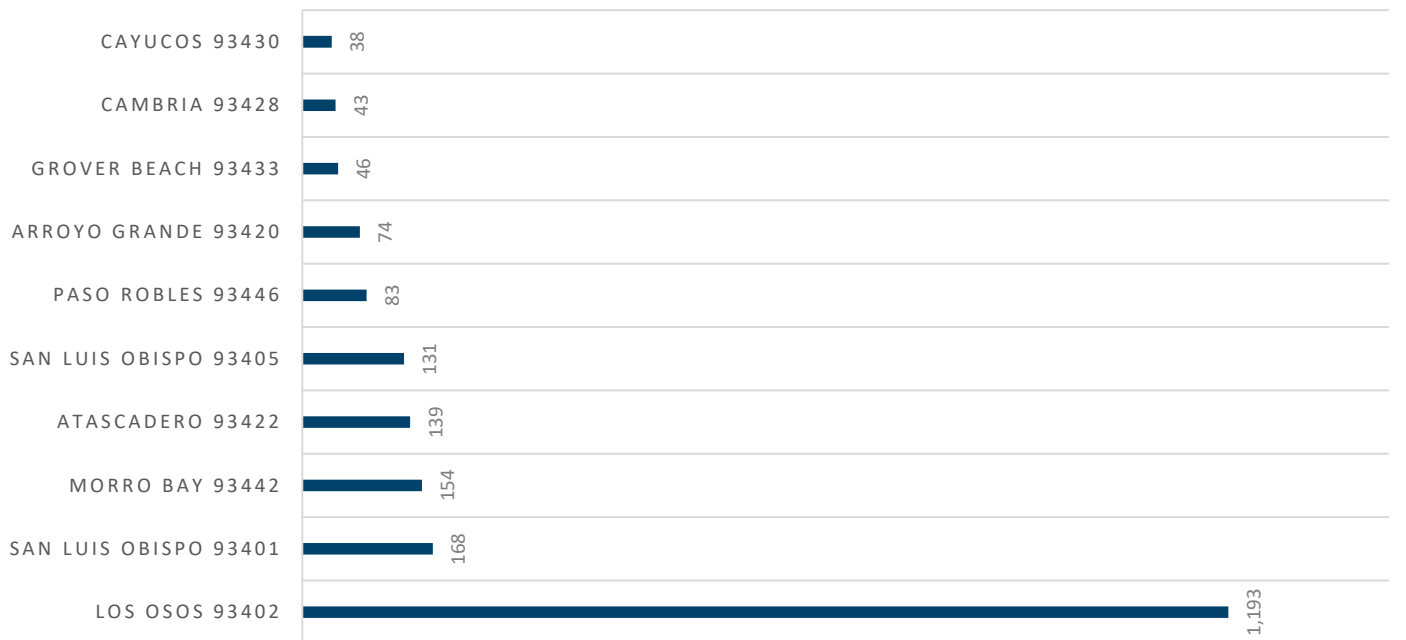
Sub-Region by zip codes (Distribution of workforce within region)

Region	Zip	Population	Total Labor Force Size (civilian population 16 years & over)	Median Age	Median House Value	Median Household Income
CA	-	38,982,847	19,260,868	36.1	\$409,300	\$63,783
SLO County	-	278,680	135,838	37.8	\$443,400	\$64,014
Coastal Area	(93430, 93402, 93442)	29,915	14,411	49.2	\$519,645	\$67,690
Cayucos	93430	3,101	1,485	56.4	\$710,300	\$61,151
Los Osos	93402	15,730	7,741	47.4	\$461,500	\$73,158
Morro Bay	93442	11,084	5,185	49.8	\$540,600	\$62,806

RESIDENTS OF LOS OSOS AND WHERE THEY WORK

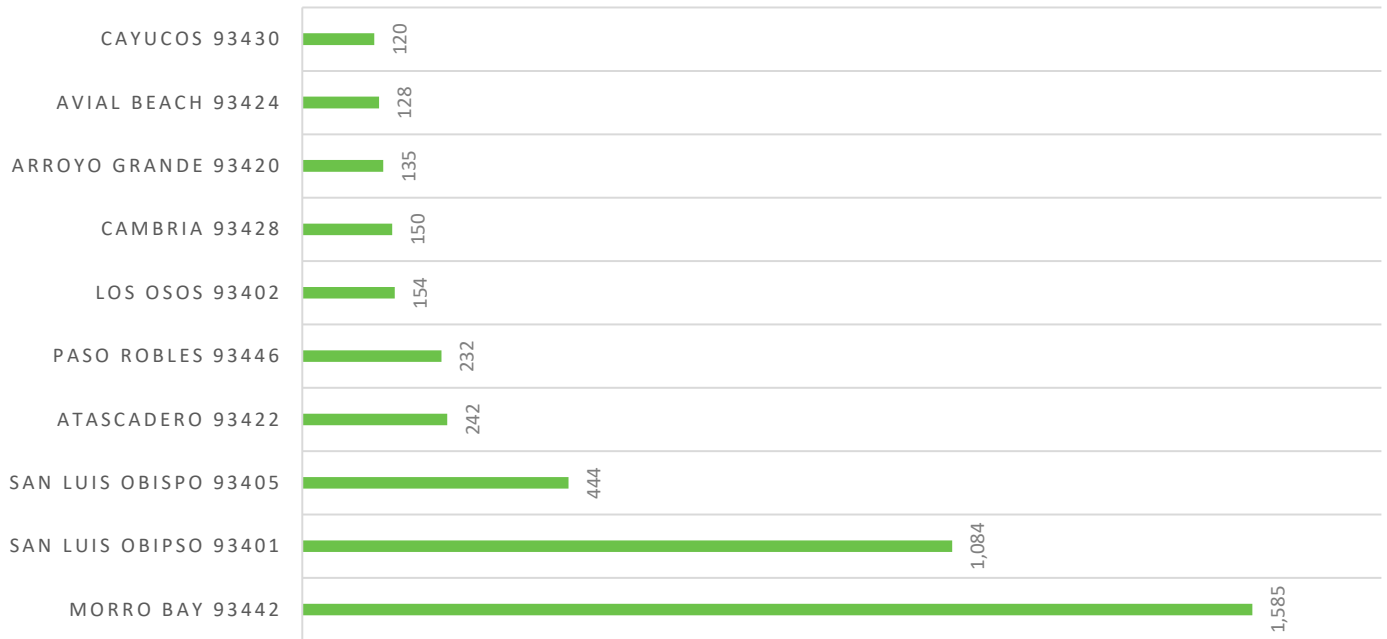


WORKERS IN LOS OSOS AND WHERE THEY LIVE

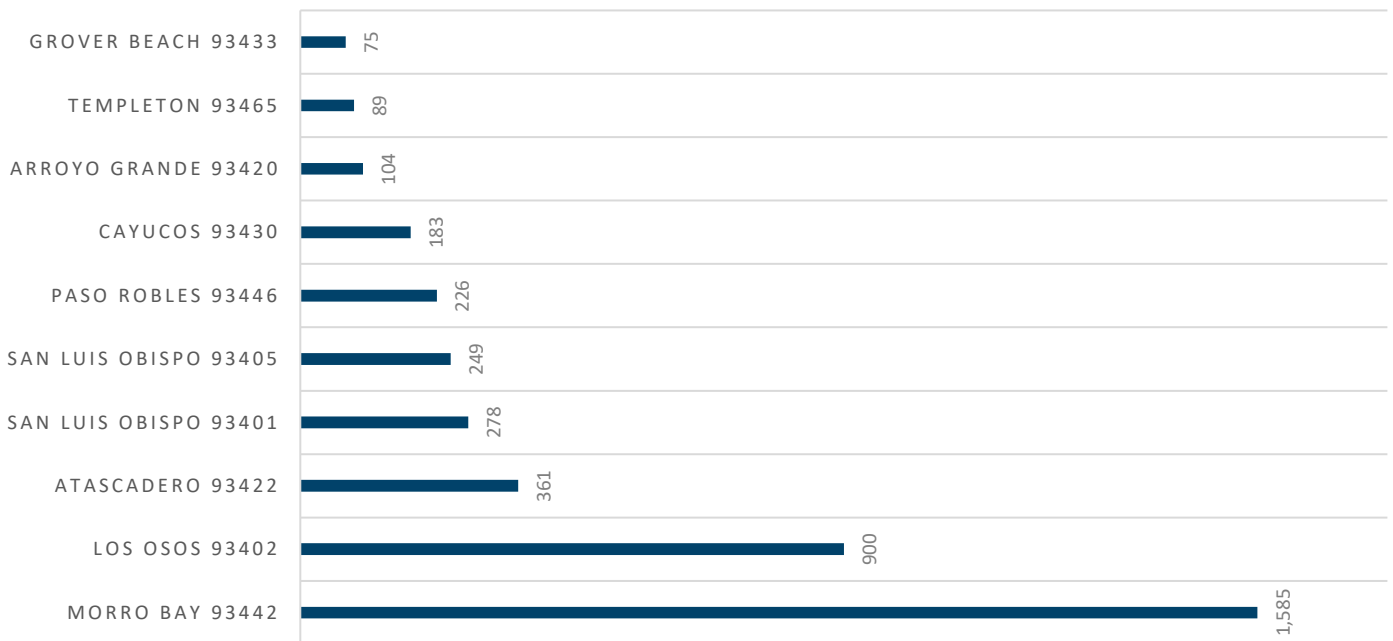


¹ 93402

RESIDENTS OF MORRO BAY AND WHERE THEY WORK



WORKERS IN MORRO BAY AND WHERE THEY LIVE



² 93442

Section 2 – Coast Snapshot

This data source is Emsi Q4 2019 Data Set | www.economicmodeling.com

Total Coast Jobs 5,386 Jobs	Avg. Annual Wage \$58,215	5 year % Job Change (2014-2019) 13% 619 jobs	1 year % Job Change (2018-2019) 0.6% 34 jobs
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[Section 2a – Coast Specific data: Top 5 Largest industries & Occupational Staffing Patterns](#)

Section 2a takes the top 5 largest industries in the Coast area and breaks them down to the six-digit industry code level and six-digit occupational code level staffing pattern.

1. Accommodation & Food Services 1,607 Jobs	2. Government 1,296 Jobs	3. Manufacturing 893 Jobs	4. Retail Trade 871 Jobs	5. Construction 746 Jobs
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1. Accommodation & Food Services

Top 5 [Coast](#) Largest Industries within *Accommodation & Food Services*

Industry	Total Employed in Industry	Median Annual Wages
Full-Service Restaurants	737	\$26,595
Limited-Service Restaurants	397	\$22,708
Hotels (except Casino Hotels) and Motels	228	\$30,254
Snack and Nonalcoholic Beverage Bars	108	\$20,781
Bed-and-Breakfast Inns	61	\$27,628

Top 5 [Coast](#) Occupational Staffing Patterns within *Accommodation & Food Services*

Occupation	Total Employed in Industry	Median Annual Wages
Combined Food Preparation and Serving Workers, Including Fast Food	305	\$24,418
Waiters and Waitresses	295	\$24,834
Cooks, Restaurant	143	\$29,897
Maids and Housekeeping Cleaners	94	\$25,451
First-Line Supervisors of Food Preparation and Serving Workers	77	\$30,842

2. Government³

Top 5 [Coast](#) Largest Industries within *Government*

Industry	Total Employed in Industry	Annual Avg Wages
Local Government, Excluding Education and Hospitals	648	\$102,485
State Government, Excluding Education and Hospitals	459	\$95,161
Federal Government, Military	62	\$30,336
US Postal Service	44	\$70,826
Elementary and Secondary Schools (Local Government)	43	\$73,211

Top 5 [Coast](#) Occupational Staffing Patterns within *Government*

Occupation	Total Employed in Industry	Annual Avg Wages
Correctional Officers and Jailers	113	\$88,088
Firefighters	69	\$54,724
Police and Sheriff's Patrol Officers	68	\$97,385
Military-only occupations	32	\$39,818
Postal Service Mail Carriers	29	\$57,948

3. Manufacturing

Top 5 [Coast](#) Largest Industries within *Manufacturing*

Industry	Total Employed in Industry	Annual Avg Wages
All Other Miscellaneous Electrical Equipment and Component Manufacturing	265	\$90,914
Current-Carrying Wiring Device Manufacturing	256	\$99,689
In-Vitro Diagnostic Substance Manufacturing	108	\$96,972
Toilet Preparation Manufacturing	45	\$84,879
Retail Bakeries	29	\$34,039

Top 5 [Coast](#) Occupational Staffing Patterns within *Manufacturing*

Occupation	Total Employed in Industry	Annual Avg Wages
Electrical, Electronic, and Electromechanical Assemblers, Except Coil Winders, Tapers, and Finishers	102	\$30,409
Assemblers and Fabricators, All Other, Including Team Assemblers	40	\$30,508
Packaging and Filling Machine Operators and Tenders	28	\$28,974
First-Line Supervisors of Production and Operating Workers	22	\$62,259
Laborers and Freight, Stock, and Material Movers, Hand	21	\$28,411

³ The previous reports reflected information from a data system that did not categorize Government as its own industry. EMSI classifies NAICS Code 90 Government as its own industry therefore capturing Government as a whole and not parceled out throughout varying or respective industry codes. I.E. Government employed nurse would not be categorized under the Health Care and Social Assistance NAICS code.

4. Retail Trade

Top 5 [Coast](#) Largest Industries within *Retail Trade*

Industry	Total Employed in Industry	Annual Avg Wages
Supermarkets and Other Grocery (except Convenience) Stores	306	\$37,357
Pharmacies and Drug Stores	74	\$59,851
Hardware Stores	63	\$32,259
Gift, Novelty, and Souvenir Stores	40	\$24,120
Beer, Wine, and Liquor Stores	36	\$35,077

Top 5 [Coast](#) Occupational Staffing Patterns within *Retail Trade*

Occupation	Total Employed in Industry	Annual Avg Wages
Cashiers	186	\$25,908
Retail Salespersons	167	\$27,178
Stock Clerks and Order Fillers	97	\$26,186
First-line Supervisors of Retail Sales Workers	77	\$36,438
Pharmacy Technicians	28	\$41,549

5. Construction

Top 5 [Coast](#) Largest Industries within *Construction*

Industry	Total Employed in Industry	Annual Avg Wages
Painting and Wall Covering Contractors	87	\$43,221
Residential Remodelers	83	\$42,735
Site Preparation Contractors	82	\$85,616
Roofing Contractors)	80	\$48,974
Electrical Contractors and Other Wiring Installation Contractors	79	\$77,314

Top 5 [Coast](#) Occupational Staffing Patterns within *Construction*

Occupation	Total Employed in Industry	Annual Avg Wages
Construction Laborers	119	\$37,345
Carpenters	91	\$44,997
Painters, Construction and Maintenance	70	\$40,676
Roofers	51	\$48,885
Electricians	42	\$61,542

Section 3 – Industries

This data source is EMSI Q4 2019 Data Set | www.economicmodeling.com

All *industries* are represented by a North American Industry Classification System (NAICS) code. NAICS codes are available at a two to six-digit code level. The two-digit code represents the broad industry sector; the third digit represents the industry sub sector; the fourth digit code represents the industry group; the fifth represents the industry, the sixth represents US, Canadian or Mexican National specific. For the purposes of this report, this section is data based from the NAICS two-digit level code⁴. Core industry data consists of industry size by job count, earnings, and job change (growth or decline). Industry size is a good place to start as larger industries have a better chance of impacting the economy.

Section 3a- Industries: Size of Industries sorted by 2-digit Industry NAICS Code

Largest Industries by Total Employees, sorted by NAICS Code

NAICS	Industry	California	SLO County	Coast
11	Ag., Forestry, Fishing, & Hunting	457,024	5,585	299
21	Mining, Quarrying, & Oil & Gas Ext.	20,736	83	N/A
22	Utilities	57,310	1,973	29
23	Construction	1,127,658	10,720	746
31	Manufacturing	1,369,616	8,371	893
42	Wholesale Trade	725,871	2,841	74
44	Retail Trade	1,793,856	15,316	871
48	Transportation & Warehousing	692,003	2,175	91
51	Information	575,927	1,479	75
52	Finance & Insurance	620,491	2,648	117
53	Real Estate & Rental & Leasing	388,800	2,390	190
54	Professional, Scientific, & Technical Svcs.	1,570,065	8,121	362
55	Management of Companies & Enterprises	254,039	659	28
56	Admin. & Support & Waste Mgmt. & Remediation Svcs.	1,294,780	5,407	591
61	Educational Services	500,891	5,364	27
62	Health Care & Social Assistance	2,516,140	15,788	698
71	Arts, Entertainment, & Recreation	411,971	2,358	206
72	Accommodation & Food Services	1,727,295	18,041	1,607
81	Other Services (except Public Admin.) ⁵	946,430	6,267	62
90	Government	2,808,819	23,458	1,269

Note: Blue shaded boxes indicate the top 5 largest industries in the region, beige shaded boxes indicate the bottom 5 smallest industries in the region.

⁴ This data source is EMSI Q4 2019 Data Set | www.economicmodeling.com

⁵ Other Services includes sub-sectors *Repair and Maintenance, Personal and Laundry Services, Religious, Grantmaking, Civic, Professional, and Similar Organizations, and Private Households.*

Section 3b- Industries: Growing and Declining Industries

These percentages are based on employment as a whole. Therefore, the percentages currently portrayed will appear higher than previous reports. Previously, the percentage was calculated only on the projected change. Looking at growth by *percent* change helps smaller industries not get overshadowed by larger industries *actual* change. To measure true significance of change it is recommended to also view *actual* job change. For example, if an industry with 10,000 jobs declines 5% that would be more impactful to a local economy than an industry of 100 jobs that declines 5%. That being said, a 5% change to a smaller industry cannot be dismissed as it would have also had an impact to the business and employees. If only sorting by actual change and not percent change that could be overlooked.

Actual Growth Industries, by percent (%) change, sorted highest to lowest (2014-2019)

California	SLO County	Coast
Transportation & Warehousing 35% 675,288 Jobs	Educational Services 48% 1,731 Jobs	Transportation & Warehousing 52% 214 Jobs
Construction 23% 215,978 Jobs	Construction 18% 1,626 Jobs	Manufacturing 24% 770 Jobs
Health Care & Social Assistance 16% 158,299 Jobs	Accommodation & Food Services 15% 2,420 Jobs	Management of Companies & Enterprises 16% 608 Jobs
Information 16% 297,283 Jobs	Manufacturing 15% 1,083 Jobs	Accommodation & Food Services 15% 615 Jobs
Accommodation & Food Services 14% 95,095 Jobs	Professional, Scientific, & Technical Services 14% 987 Jobs	Professional, Scientific, & Technical Services 15% 572 Jobs

Actual Growth Industries, by total jobs, sorted highest to lowest (2014-2019)

California	SLO County	Coast
Health Care & Social Assistance 344,465 Jobs	Accommodation & Food Services 2,420 Jobs	Accommodation & Food Services 224 Jobs
Construction 297,283 Jobs	Government 2,162 Jobs	Manufacturing 190 Jobs
Accommodation & Food Services 215,978 Jobs	Health Care & Social Assistance 1,756 Jobs	Government 100 Jobs
Transportation & Warehousing 160,942 Jobs	Educational Services 1,731 Jobs	Construction 77 Jobs
Government 158,299 Jobs	Construction 1,626 Jobs	Health Care & Social Assistance 60 Jobs

Actual Decline to Industries, by percent (%) change, sorted lowest to highest (2014-2019)

California	SLO County	Coast
Mining, Quarrying, & Oil & Gas Extraction -29% Change: -8,435 Jobs	Mining, Quarrying, and Oil and Gas Extraction. -40% Change: -56 Jobs	Real Estate and Rental & Leasing -26% Change: -66 Jobs
Wholesale Trade -2% Change: -12,319 Jobs	Admin. & Support & Waste Mgmt. & Remediation Services -26% Change: -1,870 Jobs	Wholesale Trade -22% Change: -21 Jobs
Utilities -2% Change: -894 Jobs	Other Services (except Public Administration) -13% Change: -975 Jobs	Other Services (except Public Administration) -15% Change: -108 Jobs
n/a	Real Estate and Rental & Leasing -10% Change: -260 Jobs	Finance & Insurance -2% Change: -2 Jobs
	Utilities -10% Change: -220 Jobs	Information -1% Change: -1 Jobs

Note: A separate table presenting industry decline sorted by job change will not be provided as there is no additional industry job change to report in all regions.

Section 3c- Industries: Highest and Lowest Annual Average Employee Salary by Industry

Highest Annual Average Employee Wages by Industry, sorted highest to lowest

California	SLO County	Coast
Information \$197,185	Utilities \$239,011	Finance & Insurance \$104,338
Utilities \$171,519	Finance & Insurance \$102,740	Utilities \$101,667
Mgmt. of Companies & Enterprises \$156,397	Information \$101,602	Government \$94,116
Mining, Quarrying, & Oil & Gas Extraction \$149,188	Professional, Scientific, & Technical Services \$83,732	Manufacturing \$85,242
Finance & Insurance \$143,413	Government \$82,651	Mgmt. of Companies & Enterprises \$79,872

Note: Higher earning industries contribute more to economic prosperity.

Lowest Annual Average Employee Wages by Industry, sorted lowest to highest

California	SLO County	Coast
Accommodation & Food Services \$29,658	Educational Services \$22,053	Accommodation & Food Services \$26,179
Other Services (Except Public Admin.) \$37,288	Arts, Entertainment, & Recreation \$25,586	Arts, Entertainment, & Recreation \$30,012
Retail Trade \$43,414	Accommodation & Food Services \$26,398	Educational Services \$30,497
Ag., Forestry, Fishing & Hunting \$44,476	Other Services (Except Public Admin.) \$31,177	Admin. & Support & Waste Mgmt. & Remediation Services. \$32,173
Admin. & Support & Waste Mgmt. & Remediation Services. \$51,057	Retail Trade \$37,956	Retail Trade \$36,187

[Section 3d – Industries: Industry Location Quotient](#)

Location Quotient (LQ) is a way of quantifying how “concentrated” an industry or occupation is in a region compared to a larger geographic area (the data presented in this report compares to the nation as its larger geographic area). LQ can reveal what makes a particular region “unique.” An LQ greater than 1.5 has a higher than average concentration in an area (Ex. An LQ of 2.0 means the area has twice the average employment for a given industry in comparison to the national economy).

Industry Location Quotient (LQ)

California	SLO County	Coast
Ag., Forestry, Fishing & Hunting 1.99	Utilities 4.17	Ag., Forestry, Fishing & Hunting 2.94
Information 1.59	Ag., Forestry, Fishing & Hunting 3.47	Accommodation & Food Services 2.13
Professional, Scientific, & Technical Services 1.20	Accommodation & Food Services 1.51	Construction 1.51

Section 4 -Occupations

This data source is EMSI Q4 2019 Data Set | www.economicmodeling.com

All *occupations* are represented by a six-digit Standard Occupational Classification (SOC) code. SOC codes begin with a two-digit code that represents the major group (major group codes end with 0000); the third digit represents the minor group; the fourth and fifth represent the broad occupation; and the detailed occupation is represented by the sixth digit⁶. For the purposes of this report (unless otherwise specified by the term *overall*), the data is based off the two-digit major group SOC.⁷ Core occupational data consists of size by total job count, job change (growth and decline), and wage.

Section 4a – Occupations: Size of Occupations sorted by 2-digit Occupational SOC Code

SOC	Occupation	California	SLO County	Coast
11-0000	Management	1,259,878	7,835	449
13-0000	Business & Financial Operations	1,164,386	5,170	275
15-0000	Computer & Mathematical	677,767	2,854	73
17-0000	Architecture & Engineering	365,930	2,276	205
19-0000	Life, Physical, & Social Science	199,876	1,256	81
21-0000	Community & Social Service	345,179	2,065	138
23-0000	Legal	179,333	989	66
25-0000	Education, Training, & Library	1,110,678	8,464	121
27-0000	Arts, Design, Entertainment, Sports, & Media	493,907	2,437	189
29-0000	Healthcare Practitioners & Technical	910,592	7,676	319
31-0000	Healthcare Support	404,213	2,802	144
33-0000	Protective Service	414,760	3,728	335
35-0000	Food Preparation & Serving Related	1,646,041	15,238	1,342
37-0000	Building & Grounds Cleaning & Maintenance	723,551	6,433	671
39-0000	Personal Care & Service	1,235,512	8,756	473
41-0000	Sales & Related	1,913,716	14,767	818
43-0000	Office & Admin. Support	2,648,719	18,017	941
45-0000	Farming, Fishing, & Forestry	357,409	4,077	221
47-0000	Construction & Extraction	880,516	7,940	587
49-0000	Installation, Maintenance, & Repair	630,975	4,786	336
51-0000	Production	893,260	5,664	606
53-0000	Transportation & Material Moving	1,305,698	5,593	319

Note: Blue shaded boxes indicate the top 5 largest occupations in the region, beige shaded boxes indicate the bottom 5 smallest occupations in the region.

⁶ Source: <http://www.bls.gov/soc/socguide.htm>

⁷ See last page for a table of two-digit SOC codes

Section 4b – Occupations: Growing and Declining Occupations

Actual Growth Occupations, by percent (%) change, sorted highest to lowest (2014-2019)

California	SLO County	Coast
Personal Care & Service 27% 262,976 Jobs	Personal Care & Service 21% 1,540 Jobs	Life, Physical & Social Science 21% 14 Jobs
Computer & Mathematical 22% 123,771 Jobs	Food Preparation & Serving Related 15% 1,988 Jobs	Architecture & Engineering 21% 35 Jobs
Construction & Extraction 18% 135,884 Jobs	Protective Service 15% 484 Jobs	Computer & Mathematical 20% 12 Jobs
Transportation & Material Moving 17% 194,295 Jobs	Healthcare Practitioners & Technical 14% 915 Jobs	Production 18% 93 Jobs
Management 15% 106,710 Jobs	Farming, Fishing & Forestry 12% 445 Jobs	Legal 16% 9 Jobs

Actual Growth Occupations, by total jobs, sorted highest to lowest (2014-2019)

California	SLO County	Coast
Personal Care & Service 262,976 Jobs	Food Preparation & Serving Related 1,988 Jobs	Food Preparation & Serving Related 1,342 Jobs
Transportation & Material Moving 194,295 Jobs	Personal Care & Service 1,540 Jobs	Office & Admin Support 941 Jobs
Food Preparation & Serving Related 178,391 Jobs	Healthcare Practitioners & Technical 915 Jobs	Sales & Related 818 Jobs
Management 168,516 Jobs	Education, Training, and Library 852 Jobs	Building & Grounds Cleaning & Maintenance 671 Jobs
Business and Financial Operations 151,788 Jobs	Construction & Extraction 781 Jobs	Production 606

Actual Decline to Occupations, by percent (%) change, sorted lowest to highest (2014-2019)

California	SLO County	Coast
n/a	Production 5% Change: -268 Job	Community and Social Service -4% Change: -6 Job
n/a	Transportation & Material Moving 4% Change: -241 Job	Business & Financial Operations -4% Change: -10 Job
n/a	Community and Social Service 3% Change: -63 Job	Sales & Related -1% Change: -111 Job
n/a	n/a	Healthcare Support -1% Change: -1 Job
n/a	n/a	Office and Administrative Support -1% Change: -6 Job

Section 4c – Occupations: Highest and Lowest Average Wage Occupations

Highest Average Annual Wage Occupations

California	SLO County	Coast
Management \$108,717	Architecture & Engineering \$89,867	Architecture & Engineering \$85,343
Computer & Mathematical \$101,735	Management \$81,177	Management \$77,458
Legal \$98,062	Healthcare Practitioners & Technical \$79,999	Protective Services \$75,771
Architecture & Engineering \$94,173	Life, Physical, and Social Science \$77,287	Life, Physical, and Social Science \$73,381
Healthcare Practitioners & Technical \$88,338	Legal \$72,646	Legal \$73,068

Lowest Average Annual Wage Occupations

California	SLO County	Coast
Farming, Fishing, & Forestry \$26,600	Farming, Fishing, & Forestry \$27,400	Food Preparation & Serving Related \$25,406
Food Preparation & Serving Related \$28,400	Food Preparation & Serving Related \$28,300	Personal Care & Service \$25,819
Personal Care & Service \$30,200	Personal Care & Service \$28,900	Farming, Fishing, & Forestry \$26,209
Building & Grounds Cleaning & Maintenance \$33,000	Building & Grounds Cleaning & Maintenance \$31,300	Building & Grounds Cleaning & Maintenance \$29,841
Healthcare Support \$36,700	Healthcare Support \$34,100	Transportation & Material Moving \$29,987

Section 4d – Occupations: Location Quotient

Occupation Location Quotient (LQ)

California	SLO County	Coast
Farming, Fishing, & Forestry 2.41	Farming, Fishing, & Forestry 3.93	Farming, Fishing, & Forestry 3.38
Personal Care & Service 1.4	Personal Care & Service 1.42	Building & Grounds Cleaning & Maintenance 2.11
Arts, Design, Entertainment, Sports, & Media 1.37	Food Preparation & Serving Related 1.32	Food Preparation & Serving Related 1.83

Note: An LQ greater than 1.5 has a higher than average concentration in an area (Ex. An LQ of 2.0 means the area has twice the average employment for a given industry in comparison to the national economy).

Section 5 – Forecast data

Section 5a – Industries: Forecast Growing and Declining Industries

Top 5 industries with largest forecasted growth or forecasted decline, by total projected jobs (2019-2029)

Industry	California	SLO County	Coast
Construction		1,399	
Professional, Scientific, & Technical Svcs.	208,932	-	
Admin. & Support & Waste Mgmt. & Remediation Svcs.	133,148	-	72
Government	138,006	1,520	67
Health Care & Social Assistance	632,156	3,646	139
Accommodation & Food Services	228,286	2,144	186
Manufacturing	-63,029	-	136
Educational Services		2,489	
Wholesale Trade		-107	-5
Utilities		-94	
Real Estate & Rental & Leasing		-28	-5
Mining, Quarrying & Oil & Gas Extraction		-16	
Finance & Insurance		-10	-5

Note: Blue shaded boxes indicate the top 5 forecasted growth industries in the region, beige shaded boxes indicate the bottom 5 projected declining industries in the region.

Section 5b – Occupations: Forecast Growing and Declining Occupations ca

Top 5 occupations with largest forecasted growth or forecasted decline, by total projected jobs (2019-2029)

Occupation	California	SLO County	Coast
Management	123,112	882	
Education, Training, & Library	121,979	1,371	
Healthcare Practitioners & Technical	148,055	950	
Food Preparation & Serving Related	223,940	2,034	170
Personal Care & Service	294,241	1,485	50
Production	-15,683		61
Building & Grounds Cleaning & Maintenance			83
Transportation & Material Moving			51

Note: Blue shaded boxes indicate the top 5 forecasted growth occupations in the region, beige shaded boxes indicate the bottom 5 projected declining occupations in the region.

Section 6 – Self-Employment⁸

Self-employment regional job distribution

California	SLO County	Coast
1,740,653 Jobs	14,014 Jobs	1,112 Jobs

Self-employment by size of Industries

California	SLO County	Coast
Other Services (except Public Admin.) 291,219 Jobs	Construction 2,663 Jobs	Construction 230 Jobs
Professional, Scientific, & Technical Services. 257,305 Jobs	Professional, Scientific, & Technical Services. 2,177 Jobs	Other Services (except Public Admin.) 177 Jobs
Construction 237,662 Jobs	Other Services (except Public Admin.) 1,984 Jobs	Administrative & Support and Waste Management and Remediation Services. 168 Jobs

Top 5 Overall [Coast](#) Self-Employment Industries

Industry	Total Jobs	Annual Avg. Wage
Janitorial Services	80 Jobs	\$25,465
Landscaper Services	69 Jobs	\$26,216
Residential Remodelers	61 Jobs	\$36,248
Independent Artists, Writers, and Performers	49 Jobs	\$32,416
Limousine Service	40 Jobs	\$24,881

Self-employment by Size of Occupation

California	SLO County	Coast
Personal Care & Service 216,309 Jobs	Construction & Extraction 2,064 Jobs	Construction & Extraction 177 Jobs
Sales & Related 207,731 Jobs	Sales & Related 1,749 Jobs	Building & Grounds Cleaning & Maintenance 175 Jobs
Building & Grounds Cleaning & Maintenance 190,960 Jobs	Management 1,689 Jobs	Sales & Related 126 Jobs

Top 5 Overall [Coast](#) Self-Employment Occupations

Occupation	Total Jobs
Maids and Housekeeping Cleaners	68 Jobs
Construction Laborers	53 Jobs
Managers, All Other	49 Jobs
Landscaping & Groundskeeping Workers	49 Jobs
Carpenters	46 Jobs

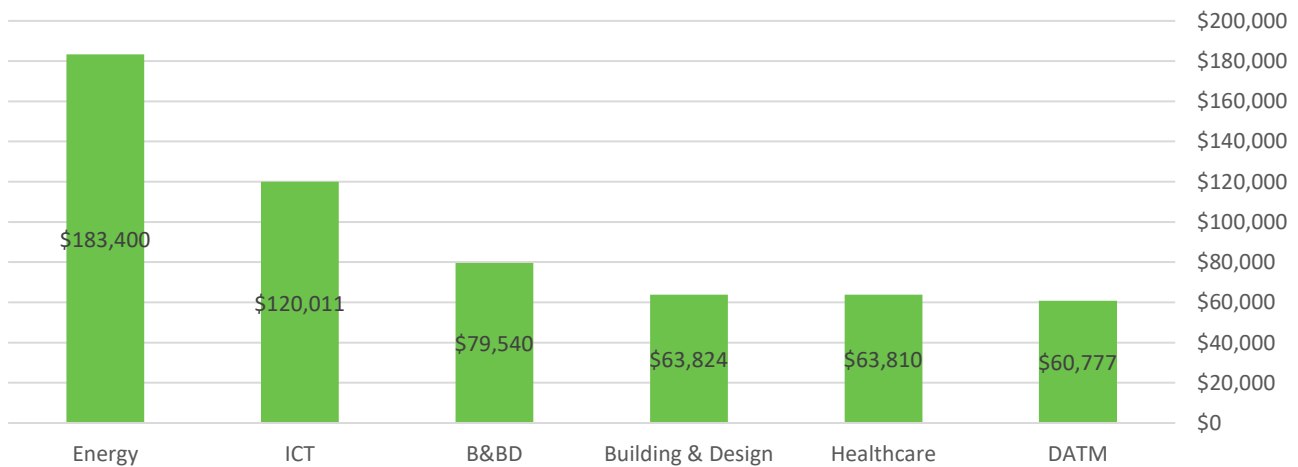
⁸ Source for all Self-Employment data: EMSI Q4 2019.4 – Self-Employed

Section 7 - Industry Clusters of Opportunity

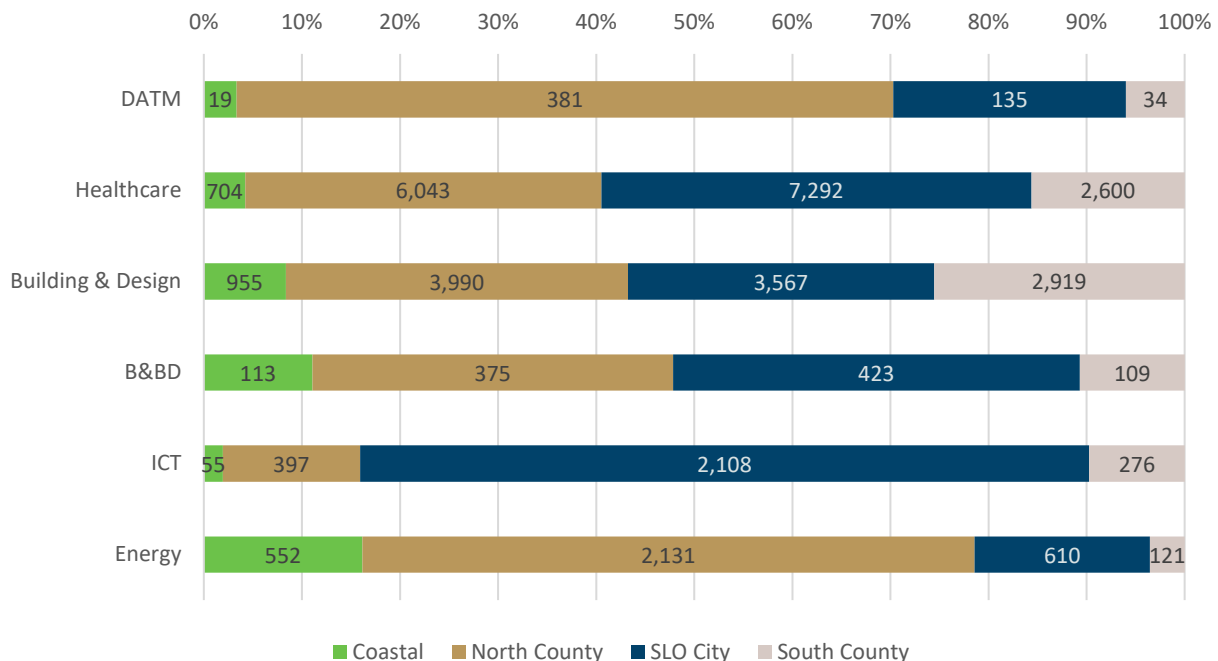
The San Luis Obispo County Industry Clusters of Opportunity analyzed in this report closely follow those identified in the 2018 Industry, Economic & Workforce Research Report. Industry cluster definitions were refined to utilize the North American Industry Classification System (NAICS). These Clusters of Opportunity are high regional growth industries within San Luis Obispo County. Local strategy focuses to build prosperity and continued job growth within these clusters.

Energy	Information & Communication Technologies (ICT)	Biotechnology & Biomedical Devices (B&BD)	Building & Design	Healthcare	Defense, Aerospace, & Transportation Manufacturing (DATM)
3,414 Jobs	2,835 Jobs	1,020 Jobs	11,431 Jobs	16,640 Jobs	569 Jobs

Average Annual Wages



Sub-Regional Share of Industry Cluster Employment



Section 8 – Reference Tables

Section 8a – North American Industry Classification System (NAICS) Reference Table⁹

NAICS	Description	NAICS	Description
11	Agriculture, Forestry, Fishing and Hunting	53	Real Estate & Rental & Leasing
21	Mining, Quarrying, & Oil & Gas Extraction	54	Professional, Scientific, & Technical Services
22	Utilities	55	Management of Companies & Enterprises
23	Construction	56	Admin. & Support & Waste Management & Remediation Services
31-33	Manufacturing	61	Educational Services
42	Wholesale Trade	62	Health Care & Social Assistance
44-45	Retail Trade	71	Arts, Entertainment, & Recreation
48-49	Transportation & Warehousing	72	Accommodation & Food Services
51	Information	81	Other Services (except Public Administration)
52	Finance & Insurance	90	Government

Section 8b – Standard Occupational Classification (SOC) Reference Table¹⁰

SOC	Description	SOC	Description
11-0000	Management Occupations	35-0000	Food Preparation & Serving Related Occupations
13-0000	Business & Financial Operations Occupations	37-0000	Building & Grounds Cleaning & Maintenance
15-0000	Computer & Mathematical Occupations	39-0000	Personal Care & Service Occupations
17-0000	Architecture & Engineering Occupations	41-0000	Sales & Related Occupations
19-0000	Life, Physical, & Social Science Occupations	43-0000	Office & Admin. Support Occupations
21-0000	Community & Social Service Occupations	45-0000	Farming, Fishing, & Forestry Occupations
23-0000	Legal Occupations	47-0000	Construction & Extraction Occupations
25-0000	Education, Training, & Library Occupations	49-0000	Installation, Maintenance, & Repair Occupations
27-0000	Arts, Design, Entertainment, Sports, & Media	51-0000	Production Occupations
29-0000	Healthcare Practitioners & Technical Occupations	53-0000	Transportation & Material Moving Occupations
31-0000	Healthcare Support Occupations		
33-0000	Protective Service Occupations		



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⁹ Source: http://www.bls.gov/iag/tgs/iag_index_naics.htm

¹⁰ Source: http://www.bls.gov/soc/major_groups.htm