



Regional Industry Information at a Glance

Industry Sector: Healthcare

Date: 08/05/2011

Business Services Consultant: Heather Davis, (509) 532-3134 or Hdavis@esd.wa.gov

New Opportunities

| | | |
|-----------|-------------------------|-----|
| WA2191344 | Human Resources Manager | DOE |
| WA2191364 | LPN/RN | DOE |
| WA2192204 | Contract Analyst | DOE |
| WA2189801 | Senior Network Analyst | DOE |

Industry Employment Trends & Observations

Health Educators show a short term growth projection of 2.2% with 26 annual average openings and long term projections show a growth rate of 34.1% and 37 average annual openings.

Wage Information

Medical Assistants show an average wage of \$14.83/hr with a wage range of \$10.99 - \$18.42 per hour for the Spokane Metropolitan Service Area (MSA).

Education and Training News

Medical Assistant. An instructional program that prepares individuals to support physicians by providing assistance during patient examinations, treatment administration, and monitoring; by keeping patient and related health record information; and by performing a wide range of practice-related duties. The program is available through [Spokane Community College](#) and [Carrington College](#).

Other Noteworthy News

Welcome to [Spokane Cardiology!](#)

We have specialized in promoting excellence in cardiovascular health since 1969. Our team of specialists are dedicated to giving you the highest quality health care available. With many locations throughout the Inland Northwest, we can provide for all of your cardiovascular needs.

Complete Heart and Vascular Services

Spokane Cardiology is available 24 hours per day, 7 days per week to provide comprehensive heart and vascular care. Our Cardiologists are prepared to diagnose most conditions using non-invasive means. We treat the heart and vascular system through minimally invasive (tiny catheters) procedures. Our approach to care minimizes your recovery.

Spokane Cardiology will be moving to the Providence Spokane Heart Institute at [122 West 7th Ave.](#) Our new location offers easy access and ample parking. We look forward to showing you around!



Regional Industry Information at a Glance

Industry Sector: Energy, Green Jobs, Construction, Apprenticeships

Date: 08/05/2011

Business Services Consultant: Brad Johnson, (509) 532-3152 or bhjohnson@esd.wa.gov

New Opportunities

- Job order # WS390451892 Natural Resource Technician (Seasonal in Noxon, Montana) , Avista Wage \$14.40 to \$15.29 per hour
- Job order # WX022687701 Dispatcher, Waste Management Wage DOE
- Job order # WA2190989, Concrete Batch Plant Operator, Wage DOE
- Job order # WA2190998, Asphalt Plant Operator, Wage DOE
- Job order # WA2187861, Water Well Pump Tech, Wage \$13.50 per hour

Industry Employment Trends & Observations

- Labor market information for Spokane County shows construction up 200 jobs from the same time last year. Spokane County is still down 2,800 construction jobs from the year 2009.
- LMEA information is from [Workforce Explorer](#) , control and click to reach nonfarm industry employment data for Spokane County.

Education and Training News

- Sustainable Building Advisor Course which teaches building fundamental principles of sustainability to the building environment. Class attendees have included representatives from architectural, engineering, developers & contractors, facilities, capital project managers and government agencies. Class size is limited to 20 people. The class will meet every second Friday and Saturday for nine months. The cost is grant sponsored and the registration has started and will end with the limit of 20 people. For more information for the classes, call Patrick O'Halloran at SCC 533-7117.

Other Noteworthy News

Why should we complete the North Spokane Corridor that connects Interstate 90 to State Route 195 near Wandermere? According to the Inland Northwest Associated General Contractors, the completion:

- Will reduce regional emissions by 2.4 million pounds of carbon monoxide;
- Will reduce congestion on Division Street North and we will be able to reduce our consumption by 1.7 million gallons of gasoline a year;
- Will increase freight mobility by allowing semi trucks to stay on the corridor and away from our neighborhoods, parks and schools;
- Will reduce travel time from Interstate 90 to Wandermere by 30-35 minutes each way.

Industry Sector: Advanced Manufacturing/Aerospace

Date: 08/05/2011

Business Services Consultant: Sean Pelfrey, (509) 532-3159 or spelfrey@esd.wa.gov

New Opportunities

- [WA2191492](#) - FT Receptionist Accounts Payable, 40 hours a week, Competitive Wages + Benefits
- [WA2190665](#) - FT Press Brake Operator, 40+ hours a week, \$13.00 to \$16.00 DOE + Benefits.

Industry Employment Trends & Observations

With one of the state's largest employer, the Boeing Co., on a hiring spree, and the aerospace industry in a boom, the need for skilled aerospace workers is great. Boeing [added more than 1,400 workers](#) in Washington in June. Besides adding workers to deal with increases in jet production, the company also expects a large number of retirements as its workforce ages.

The aerospace training center has been open a little more than a year. It was established by the [Aerospace Futures Alliance](#), with the help of Snohomish County. Edmonds Community College operates the center for the industry group.

The community college and county are ironing out a lease agreement, which will give the center an additional 8,966 square feet of space in the building it occupies. The center now uses about 15,340 square feet.

Wage Information

- As more and more job seekers come in, it is imperative that we start sharing with them the LMI and even the living wage calculator. (<http://www.livingwage.geog.psu.edu/counties/53063>) This information is imperative as job seekers discuss wages with employers and gives them a better understanding of what they need to survive.

Education and Training News

Washington Gov. Chris Gregoire appropriated \$3 million in funding for aerospace worker training. The federal Workforce Investment Act money, which Gregoire gets to distribute, will help nearly 500 workers learn skills needed for aerospace jobs, according to the Governor's office.

The funding consists of:

- \$1.6 million for industry-specified training, including pre-screening and post-training placement services;
- \$1 million for equipment, classroom space and program development materials to train as many as 180 students in such key areas as machine maintenance, precision machining, quality assurance and inspection, and fiber optics;
- \$300,000 for equipment for the aerospace training centers in Renton and Spokane to support short-term aerospace manufacturing and general assembly training;
- \$100,000 to encourage more than 100 high school students to take part in the Washington Scholars Program, 77 percent of whose participants go on to earn engineering degrees.

Other Noteworthy News

With a national shortage of truck drivers and logistics centers across the United States, Spokane WA is lucky in the fact that Trans-Systems International and its subsidiaries have called Spokane its home since 1978. With a state-of-the-art control center, Trans-Systems has become an industry leader in the transportation field.

System Transport is proud of the growth of their company and the success they have with thousands of customers nationwide. This success is founded on over three decades of shipping performance.

Where they've been: In 1972, Jim Williams started hauling freight with one truck and one trailer under the name of Interior Transport. Seven years later, Jim purchased System Transport, a national flatbed carrier. At that point, the merged company began operating under the System name. System has evolved into a coast-to-coast operation, providing freight service throughout the U.S. and Canada.

How they got there: System Transport is a subsidiary of Trans-System Inc. TSI and its subsidiaries employ over 245 office staff, 70 mechanics and shop personnel, and a powerful team of drivers and owner operators. System Transport equipment consists of 800 trucks and 1,200 trailers.

Headquartered in Spokane, WA, the company maintains six terminals and yards strategically located across the country offering local, regional, and transcontinental freight shipping services, including Alaska and Canada.

Where they are going: System Transport makes continual investments in technology, equipment, and in hiring and training the best employees. These investments are critical as they continue to refine their processes to better serve their customers.

www.systemtrans.com



Regional Industry Information at a Glance

Industry Sector: Finance, Insurance, and Education Services

Date: 08/05/2011

Business Services Consultant: Lynda Evans, (509) 532-3175 or levans@esd.wa.gov

New Opportunities

Job Orders currently open on: www.go2worksource.com

- Gonzaga – Residence Director **WA2191719**
- Confidential – Delinquent Accounts Representative **WA2185418**
- SE WA Economic Council – Executive Director **WA2192288**
- STCU – Web Designer **WA2189557**

Employer Profile

University of Phoenix (founded in 1976) - [The Eastern Washington Campus](#) in Spokane, Washington is a facility of University of Phoenix, providing a learning-friendly environment and a variety of helpful services to students enrolled in courses online. No courses are offered at the Eastern Washington Campus. Instead, it is a place where you can study, relax and converse with other students who are also trying to balance the demands of work, family and education.

The Eastern Washington Campus offers tutoring and workshops on topics such as mastering software programs, writing effective papers or understanding math concepts.

University of Phoenix has a State of Washington agreement for training. If you are a state employee you may be eligible for up to 7% discount on tuition. Your years of work experience may also qualify as credit towards your degree.

Current Trends

Spokane Labor Market Summary for June 2011 - **Finance and Insurance Industries** - Jobs grew by 100, (mostly in payroll positions), compared to June 2010, and grew 200 jobs year-to-date over 2010. Small banks and Credit Unions are leading the growth. Several small banks are consolidating, making them stronger going forward. Customer Service Reps remain the **In Demand** job in this industry.

Community and State Higher Education - Lost 400 jobs, due to seasonality; local public schools gained 100 jobs. Currently 25% of the education workforce in Spokane is age 55-64; 29% is age 45-54.

Government – Which is 18% of the workforce in Spokane lost 700 jobs in June. Full losses won't be known until October/ November 2011.

For additional information, click on the following link [Workforce Explorer](#) and then click on [Seasonally Adjusted Nonfarm](#).

Other Noteworthy News

Employment Security News Report – July 20, 2011 Washington gained thirty-six-hundred jobs in June, while the unemployment rate rose slightly from nine-point-one percent to nine-point-two percent. This marks the tenth straight month of job gains in Washington. Since the low point of the recession, Washington has added more than fifty-nine-thousand jobs, which is a little more than one-fourth of the number lost during the recession.

Skill Gap Projection: Manufacturing, Accounting Jobs Will Exceed New Worker Supply

The Workforce Board's annual 2011 Skill Gap Analysis reports that in the coming years there will be more net job openings in manufacturing, accounting, and installation and maintenance than there will be newly trained Washington workers to fill them. The skill gap analysis compares the most recent data on the number of newly prepared workers with the forecast of future job demand. For more see: www.wtb.wa.gov/skillgap.asp

Industry Sector: Professional & Technical

Date: 08/05/2011

Business Services Consultant: Jeff Miller, (509) 532-3136 or jemiller@esd.wa.gov

New Opportunities

Selected job posting opportunities:

- WA2182360 Video Editor (wage is DOE)
- WA2183991 Creative Services Assistant (Wage is DOE)
- WA2186182 Shipping Clerk – mfg. (Wage is \$10-12/hr DOE)
- WA2186151 Mfg. Engineer – mfg. (wage DOE)
- WA2190593 Electrical Engr. – mfg. (wage is DOE)
- WA2191963 Admin Assist. – mfg. (wage DOE)
- WA2191926 Staff Accountant – mfg. (Wage DOE)
- WA2192145 Systems/Data Analyst – mfg. (Wage DOE)
- WA2192372 Supplier Quality Engr. – mfg. (Wage DOE)
- WA2188800 Route Driver (Wage is 9-9.25/hr)
- WA2188004 IT Technician (Wage is \$10-12/hr DOE)
- WA2189231 1st Responder Role Player Participant (Wage is \$8.67)

Industry Employment Trends & Observations

A North Idaho Manufacturing Company is seeing growth in their business and eight job postings are noted above.

Wage Information

Job-growth in June (latest figures)

OLYMPIA – Washington's economy has posted net job gains for 10 months in a row, including an estimated increase of 3600 jobs in June. **Locally for Professional, Technical, and Scientific jobs were up 300 from June of 2010, down 100 for June 2011, notably the losses were in R & D jobs for the month.**

The seasonally adjusted unemployment rate was estimated at 9.2 an increase from 9.1.

An estimated 322,594 people (not seasonally adjusted) in Washington were unemployed and looking for work in June, and 194,759 people received unemployment benefits from Washington.

Other Noteworthy News

Six Interview Mistakes By Michael Neece, Monster Contributing Writer

It's tough to avoid typical interview traps if you're unsure what they are. Here are six to watch out for.

1. Confusing an Interview with an Interrogation

Most candidates expect to be interrogated. An interrogation occurs when one person asks all the questions and the other gives the answers. An interview is a business **conversation** in which both people ask and respond to questions. Candidates who expect to be interrogated avoid asking questions, leaving the interviewer in the role of reluctant interrogator.

2. Making a So-Called Weakness Seem Positive

Interviewers frequently ask candidates, "**What are your weaknesses?**" Conventional interview wisdom dictates that you highlight a weakness like "I'm a perfectionist," and turn it into a positive. Interviewers are not impressed, because they've probably heard the same answer a hundred times. If you are asked this question, highlight a skill that you wish to improve upon and describe what you are doing to enhance your skill in this area. Interviewers

don't care what your weaknesses are. They want to see how you handle the question and what your answer indicates about you.

3. Failing to Ask Questions

Every interview concludes with the interviewer asking if [you have any questions](#). The worst thing to say is that you have no questions. Having no questions prepared indicates you are not interested and not prepared. Interviewers are more impressed by the questions you ask than the selling points you try to make. Before each interview, make a list of five questions you will ask. "I think a good question is, 'Can you tell me about your career?'" says Kent Kirch, director of global recruiting at Deloitte. "Everybody likes to talk about themselves, so you're probably pretty safe asking that question."

4. Researching the Company But Not Yourself

Candidates intellectually prepare by [researching the company](#). Most job seekers do not research themselves by taking inventory of their experience, knowledge and [skills](#). Formulating a list of [accomplishments](#) prepares you to immediately respond to any question about your experience. You must be prepared to discuss any part of your background. Creating your talent inventory refreshes your memory and helps you immediately remember experiences you would otherwise have forgotten during the interview.

5. Leaving Your Cell phone On

We may live in a wired, always-available society, but a ringing cell phone is not appropriate for an interview. Turn it off before you enter the company.

6. Waiting for a Call

Time is your enemy after the interview. After you send a [thank-you letter](#) to every interviewer, [follow up](#) a couple of days later with either a question or additional information. Try to contact the person who can hire you, and assume that everyone you met with has some say in the process. Additional information can be details about your talents, a recent competitor's press release or industry trends. Your intention is to keep everyone's memory of you fresh.