

Health Care Sector

| Occupation | Avg Wages | Indiana Outlook LT / ST* | Certification | Career Pathway | Avg. Instruct Hrs. | Rationale/Notes | Cost of Cert Exam | Prior Learning Credits at Ivy Tech** | Related Skills and Competencies |
|------------------------------|-----------|--------------------------|--------------------------------------|---|--------------------|--|---------------------------|--|---|
| Certified Nurse Aide | \$23,221 | 20.4% / 3.5% | Approved State Certification | LPN to ASN to Registered Nurse to BSN | 105 hrs | Although wage is not high, the demand and opportunity for pathways is strong. | \$75 Skills and Written | HLHS 107 CNA Preparation | <ul style="list-style-type: none"> Attend to patient needs including grooming, applying dressings, and turning bedridden patients. Collect specimens. Record patient vital signs Observe and record food and drink intake and output. |
| Pharmacy Technician | \$26,726 | 28.0% / 3.7% | Certified Pharmacy Technician (CPhT) | Medical Assistant or EKG Technician | 400 hrs | Not a traditional pathway, but can lead to other technical degrees, such as EKG technician. | \$129 PTCE; \$105 (EXCPT) | PHAR 101 Pharm Tech I; PHAR 201 Pharm Tech II; PHAR 202 Pharmacy Technician Experiential Seminar | <ul style="list-style-type: none"> Receive prescription requests and confirm that information is complete and accurate. Maintain proper storage of medicines. Prepare bulk medicines. Prepare and affix labels. Assist customers in checking out |
| Emergency Medical Technician | \$28,538 | 8.6% / 1.1% | State Certification | to EMT Intermediate to Paramedic to LPN | Approx. 150 hrs | EMT Basic, Intermediary and Paramedic (associate degree) is a clear pathway. EMT Basic requires both classroom and practical experience. | \$15 | PARM 102 Emergency Medical Technician-Basic Training | <ul style="list-style-type: none"> Administer first aid and life support. Perform emergency diagnosis and treat Observe, record and report the patient's condition |

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| Medical Coder | \$29,000 | 20.5%/ 3.0% | American Academy of Professional Coders - Certified Professional Coder (CPC) | To AHIMA Certified Coding Specialist (CCS) to Registered Health Info Tech (RHIT) to Registered Health Info Administrator (RHIA) | Not specified | The CPC is not required by the industry currently, however many major employers require it. The CPC will qualify individuals for coding in a physician's office. | \$300 | MEAS 137 Medical Insurance & Basic Coding w/ Computer Applications | <ul style="list-style-type: none"> • Proficiency in adjudicating claims for accurate medical coding • Proficiency across a wide range of coding services • Sound knowledge of medical coding rules and regulations |
| Dental Assistant/ Expanded Duties Dental Assistant | \$33,700 | 36%/ 3.9% | Limited Radiography Certification | To Dental X-ray Technician to Dental Office Manager to Dental Hygienist | 120 | The demand for Dental Assistants is large and growing. | \$60 | N/A | <ul style="list-style-type: none"> • Provide patient care, take dental radiographs, prepare patients and equipment for dental procedures, and discharge office administrative functions under supervision • Keeping medical records, reception and patient intake, scheduling, equipment maintenance and sterilization, basic radiography, pre- and post-operative patient care and instruction, and taking tooth and mouth impressions |

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| Patient Access (Patient Rep) | \$29,400 | 18%/ 3.4% | Certified Healthcare Access Associate (CHAA) | Patient Access to Health Information Medical Technician or Medical Coder | 120 | This certification is not required industry-wide, but many major employers require it. | \$100 | N/A | <ul style="list-style-type: none"> • Coordinate communication between patients, family members, medical staff, administrative staff, or regulatory agencies. • Identify and share research, recommendations, or other information regarding legal liabilities, risk management, or quality of care. |

Information Technology Sector

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| Computer Support Specialist | \$38,200 | 7.7% / 2.7% | COMP TIA A+ | Network systems and communication analyst to network administrator to IT consultant | 100+ hrs. | Depending on the exam, the level of knowledge varies greatly. A+ is 8th grade. | \$168 | CINT 210 PC Technology Essentials; (requires passing A+ PC Essentials exam) CINT 211 IT Technician (requires passing A+ IT Technician exam) | <ul style="list-style-type: none"> • Install and perform minor repairs to computer hardware, software, and other equipment • Technical knowledge of computer networking and security |
| Electronics Installers/Repairers | \$40,000 | 14.0%/ 5.8% | Electronics Systems Professional Alliance (ESPA) Electronic Systems Technician (EST) | Supervisor or Manager | Not specified | ESPA provides multiple levels of certification. | \$250 - \$350 | N/A | <ul style="list-style-type: none"> • Disassemble entertainment equipment and repair or replace defective components and wiring • Install, service, and repair electronic equipment or instruments • Calibrate and test equipment |

Business Administrative & Support, Finance & Insurance Sectors

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| Bookkeeper | \$31,000 | 8.7% / 2.5% | American Institute of Professional Bookkeeping (AIPB) Bookkeeper | Payroll clerk to tax preparer to brokerage clerk | Not specified | requires 2 years of experience before or after exam; testing centers in Merrillville, Mishawaka, Indianapolis, Terre Haute, and Evansville; AIPB has self-study workbooks and practice exams available | \$260 | ACCT 101 Financial Accounting I; ACCT 106 Payroll Accounting | <ul style="list-style-type: none"> • Adjusting entries • Error correction and reconciliation • Payroll • Depreciation • Inventory • Internal control and fraud prevention |
| Admin. Assistant | \$28,985 | 3.0% / 1.6% | Internet and Computing Core Certification (IC3) | Executive assistant to office manager | 70 hrs | IC3 includes knowledge of hardware, software, and Microsoft Office programs. Potential to focus on medical secretary. | \$159 | Not available at this time. | <ul style="list-style-type: none"> • Prepare memos, letters, reports and other documents using word processing, spreadsheets, and other computer software |

Advanced Manufacturing Sector

| Occupation | Avg Wages | Indiana Outlook LT / ST* | Certification | Career Pathway | Avg. Instruct Hrs | Rationale/Notes | Cost of Cert Exam | Prior Learning Credits at Ivy Tech** | Related Skills and Competencies |
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| Production Worker | \$36,000 | 4.6% / 7.1% | Manufacturing Skills Standards Council (MSSC) – Certified Production Technician | Manufacturing Engineering Technician to Technologist to supervisor or manager | 140 hrs | MSSC is not recognized throughout the State, but the skills are relevant | \$280 | ADMF 101 Key Principles of Advanced Manufacturing AND ADMF 102 Technology in Advanced Manufacturing | <ul style="list-style-type: none"> • Safety • Manufacturing processes and production • Quality control • Measurements |
| Entry Welder | \$31,000 | -2.7% / 2.4% | American Welding Society (AWS) – Sense Certification | Welding technician to welding technologist or specialist | 80 hrs | AWS offers multiple levels of credentials; testing facilities in Fort Wayne, Indianapolis, Evansville, South Bend and Lafayette | \$50 | WELD 209 Welding Certification | <ul style="list-style-type: none"> • Safely operate welding tools • Layout, position, measure, cut and align pieces |
| CNC Operator | \$31,000 | 7.3% / 4.0% | National Institute for Metalworking Skills (NIMS) – CNC Operator Level 1 | CNC Programmer | 120 hrs | NIMS offers multiple levels of credentials | \$90 | Not available at this time. | <ul style="list-style-type: none"> • Measurement & Materials • Job Planning, Benchwork & Layout • Manual Milling Skills • CNC Milling • CNC Turning |

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| Heating, Ventilation, and Air Conditioning (HVAC) | \$40,217 | 33%/ 8.6% | EPA 608 and Local Municipality Licensure | Apprentice to Type I Technician to Type II Technician to Type III Technician to Universal Technician | Not Specified | Large demand with significant short term growth and sustained long term growth. | \$24.95 | -HVAC 101 Heating Fundamentals -HVAC 103 Refrigeration I -HVAC 208 Heating Service -HVAC 211 Refrigeration II -HVAC 207 HVAC Codes | <ul style="list-style-type: none"> • Work on ventilation appliances and release refrigerants into the air. |

Transportation and Logistics, Wholesale Trade Sectors

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| Truck Driver, Heavy and Tractor-Trailer | \$37,588 | 15.4% / 6.3% | Class A CDL | Supervisor, Manager | 150 hrs | High short term and long term demand. | \$16 permit fee, \$30 license fee | N/A | <ul style="list-style-type: none"> • Operate a large truck • Obey all traffic laws and regulations |
| Laborers and Material Movers | \$23,382 | .2% / 4.1% | Manufacturing Skills Standards Council (MSSC) Certified Logistics Associate (CLA) | Material Handling, Shipping & Receiving to First Line Supervisor or Manager of Helpers | 40 hrs | Cert. Ladder: to Certified Logistics Technician (CLT) | \$115 - \$170 | N/A | <ul style="list-style-type: none"> • Use the computer systems and software for supply chain management • Understand supply chain management and quality control |
| Laborers and Material Movers: Forklift Operators | \$30,000 | 3% / 2.9% | Certified Logistics Associate + Forklift Certification | Forklift operator to First Line Supervisor or Manager | 50 hrs | Moderate demand that provides a livable wage. | \$39.95- \$49.95 | N/A | <ul style="list-style-type: none"> • Mechanically load or unload materials from pallets, skids, platforms, cars lifting devices, or other transport vehicles. |

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| Automotive Service Technician (Diesel Tech/Hybrid Tech) | \$22,000 | 2.5% / 0.0% | Automotive Service Excellence (ASE) Certification | to Automotive Specialty Technician to Automotive Master Technician | Not specified | Some concerns about demand, but easy to build pathway. Indiana test centers located throughout Indiana. Requires two years of experience before or after certification exam. | \$75 | AUTC credits apply depending on the ASE exams passed | <ul style="list-style-type: none"> • Diagnose problems or trouble with vehicle • Provide basic service for vehicle • Make repairs |

Hospitality Sector

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| Hospitality Staff | \$28,971 | 15.9%/4.6% | START | To Hospitality Skills Certification to Guest Services Gold Certification | 180 hrs | High short term and sustained long term demand. | \$50.00 | HOSP 101 Sanitation & First Aid | <ul style="list-style-type: none"> Greet and serve customers with professionalism |

* Short-term (2010-2012) and long-term (2008-2018) projections were provided by DWD’s Research and Analysis team. The timeframes are set by USDOL Education and Training Administration.

** Prior learning credit is awarded at the discretion of Ivy Tech Community College. If a student has the current certification and is admitted into the related degree program at Ivy Tech, the student may be eligible to receive credit in the course(s) listed.