











# LABOUR MARKET OUTCOMES

OF ALBERTA'S APPRENTICESHIP AND INDUSTRY TRAINING SYSTEM

Report on the Results of the Benefits to Post-Secondary Education Project

#### Labour Market Outcomes of Alberta' Apprenticeship and Industry Training System

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### TABLE OF CONTENTS

Executive Summary	1
Overall	1
Completers versus Qualifiers	1
Completers	1
Introduction	2
Definitions	2
Overview	3
Analysis	4
Results	6
Route to Certification	6
Completers Over Time	8
Completers Starting Income	9
Trade Group	10
Parent Trade	11
Top Paying Trades	11
Lowest Paying Trades	12
Compulsory and Optional Trades	12
Earning Potential and Income Patterns	12
Conclusions	15
Appendix A: Methodology and Limitations	16
Methodology	16
Limitations	17
Appendix B: Trade Group Classification	18
Appendix C: Median Income, Cell Counts, and Response/ Exclusion Rates	19

#### **EXECUTIVE SUMMARY**

The Benefits to Post-Secondary Education Project (BPSEP) examines employment earnings of individuals certified through Alberta's apprenticeship and industry training system. Administrative data was linked to tax records to determine median incomes over time. The project included individuals, certified in a designated trade or occupation in Alberta between 2005 and 2013, who reported employment earnings in the 2006 to 2014 tax years. The project follows individuals certified in each year (cohort) over time.

The results provide an indication of the long-term benefits of trade certification based on annual earnings. They provide accurate, reliable data that builds on and validates existing survey data. Past survey data is self-reported and based on a point in time. This project, for the first time, employs a data matching process and follows certified individuals over time. The results support policy development and accountability related to Alberta's apprenticeship program. The project is, however, limited in scope to those certified individuals who file personal income taxes in the project study years. Self-employed individuals are not included. The number of hours worked and the job in which they are employed are unknown.

#### Overall

The results indicate that there is considerable variability in the median income of those certified through Alberta's apprenticeship industry training system. The variability occurs between trades and between years of certification. Income patterns over time are characterized by fluctuations. The magnitude of those fluctuations depends on the route to certification, trade, and to some extent year of certification. This suggests that in some trades, median incomes may fluctuate with changes in economic conditions - in some cases, quickly and dramatically. Changing economic conditions may affect the availability of work and the hours worked, which in turn, may influence median incomes. Further research is needed to understand these fluctuations in income.

#### Completers versus Qualifiers

Individuals who have completed an apprenticeship program (completers) have different earning potential and median income patterns than those certified through the Qualification Program (qualifiers). Generally, qualifiers have higher median incomes that tend to be more variable from year to year.

#### Completers

The median income of completers has been increasing since 2005. There are a few years in which earnings decrease, but these are typically followed by recovery and growth. The median income of completers one year after graduation tends to increase for each graduation cohort over time.

A higher number of years since certification does not necessarily mean higher earnings. Income growth patterns vary widely among the trades. Most trades are characterized by increases and decreases from year to year. However, earnings in some trades are more volatile than others.

#### INTRODUCTION

The Benefits to Post-Secondary Education Project (BPSEP) is a new research project led by Alberta Advanced Education in partnership with Statistics Canada that is intended to fill information gaps related to the labour market outcomes of Alberta's post-secondary graduates. This report focuses on income outcomes of those certified through Alberta's apprenticeship and industry training system. It provides insight on graduates' initial performance in the labour market, as well as long term earning potential.

To date, data on employment income has been collected solely through a biennial survey of apprentice graduates. This project, for the first time, linked data to track employment income of those certified over time. Although the survey cohort is different from those tracked here, the two approaches deliver similar results with incomes varying by 10% on average over the four survey years compared (2005/06, 2007/08, 2009/10 and 2011/12).

For income information on graduates of other post-secondary programs see: <u>Labour Market</u> Outcomes of Graduates of Alberta Post-Secondary Institutions.

#### **Definitions**

Designated Trade: An occupation designated under the Apprenticeship and Industry Training Act by Lieutenant Governor in Council on the recommendation of industry, the Alberta Apprenticeship and Industry Training Board, and the Minister of Advanced Education. The legislation provides for apprenticeship programs and certification of tradespeople as evidence that their qualifications meet the industry-established standards for the trade.

Designated Occupation: An occupation designated under the Apprenticeship and Industry Training Act by the Minister of Advanced Education on the recommendation of industry and the Alberta Apprenticeship and Industry Training Board. Designated occupations have clearly identified competencies. When an individual has achieved the occupation's identified competencies, the Minister grants an Occupational Certificate. Participation in a designated occupation is voluntary and a certificate is not required by law for an individual to work in the occupation.

For more information on Alberta's designated trades and occupations, go to: https://tradesecrets.alberta.ca

*Completer:* An individual who either completed the requirements of an apprenticeship program in a designated trade or was granted an occupation certificate.

Qualifier: An individual granted a Qualification Certificate who, through an assessment of their prior work experience, knowledge and skills in a designated trade, demonstrates he/she meets the standards set for certification in Alberta. These individuals have not completed an apprenticeship program.

Tax year: Income earned between January 1 and December 31 of a given year.

*Cohort*: Group of individuals who became certified through Alberta's apprenticeship and industry training system between January 1 and December 31 in a given calendar year.

## Unemployment Rate

#### **OVERVIEW**

Individuals who achieved certification through Alberta's apprenticeship and industry training system between 2005 and 2013 (inclusive) were followed over time to study the dynamics of their employment income. Statistics Canada's T1 Family File (T1FF) was used to determine employment income beginning the first year following certification. Three methods of data collection were used in the overall study, cross-sectional, longitudinal and true longitudinal, but only results of true longitudinal approach are reported here. (See Appendix A for more details about methodology and exclusion criteria.) Results from the true longitudinal method include only individuals who consistently filed personal income taxes in every year of the study period after certification. In addition, individuals who reported self-employment earnings in any of the project's study years, or who have returned to study or earned another credential since certification are not included in the results reported here.

This report describes employment incomes based on data matching but does not make causal claims. Further research is needed to better understand the factors affecting earnings over time. Individuals included in this project may have obtained additional credentials prior to becoming certified in a designated trade or occupation. They also may be certified in more than one trade, however they are tracked in the trade in which they are most recently certified. In addition, it is important to note that tax files do not indicate the number of hours tax filers worked nor the type of work/job in which they are employed over the project period. Although they have been certified in a designated trade or occupation at some point, they may not have continued working in that trade/occupation.

The impact of economic conditions on employment earnings in the trades is also unknown. However, the unemployment rate and employment insurance (EI) uptake in Alberta for the study period are included in Figure 1 for context in considering the results reported here. The unemployment rate and EI uptake peaked in 2009 and fell between 2010 and 2012.

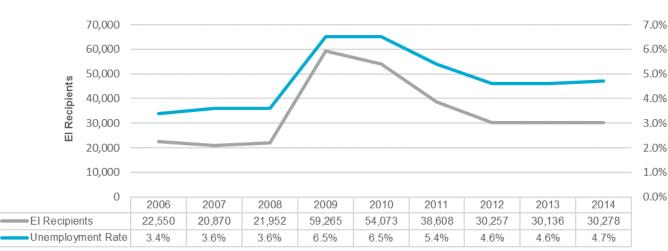


FIGURE 1. Alberta Economic Indicators 2006 - 2014

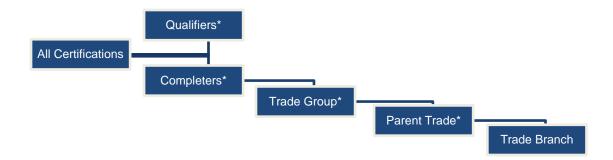
Sources: Statistics Canada Canism Tables 276-0022 and 282-0087: extracted January 2018.

#### **ANALYSIS**

Median income was used to represent earnings for each cohort (each cohort is represented by a unique color in the Figures in this report). Median income is a good indicator of how a 'typical' graduate is doing – half of the cohort is earning above the median income and half is earning below. The advantage of using median income is that outliers (highest and lowest earners) will not skew income figures, as they would if using averages. Median incomes are rounded to the nearest \$100 and expressed in real 2015 dollars using the Alberta Consumer Price Index All-Items (CPI).

Analysis of the data was conducted on three levels, each with an increasing level of specificity. This report covers each of the levels marked with an asterisk in Figure 2 (see below). First, all certifications were divided into 'completers' and 'qualifiers' to determine if incomes varied based on route to, or type of, certification. Of all certificates issued between 2004 and 2013, 83% were Journeyman Certificates issued to completers of apprenticeship programs, 16% were Qualification Certificates, and only 1% were Occupation Certificates. The proportion of those certified in designated occupations is, consequently, too small to report on separately here or to influence the median incomes reported. The analysis of completers includes, where possible, breakdowns by trade group and by parent trade. Due to small numbers, results for trade qualifiers are not available by trade group or parent trade. Data was also collected at the branch level for those trades with branches. Most results at the branch level are based on small numbers and are, therefore, suppressed for both completers and qualifiers and are not included in the analysis.

Figure 2: Certification Levels



There are six trade groups. (See Appendix B for parent trades within each trade group.) All six groups have sufficient data for analysis. There are 49 designated parent trades. (See Table 1 for data availability by trade.) Data for all cohorts is available for 20 trades. Another 13 trades have only partial data available. These trades are marked with asterisk in Table 1. Data has been suppressed for all cohorts in 16 of the parent trades due to small numbers.

Table 1. Data Availability by Parent Trade

Trades with All or	Some* Data Available
AUTOBODY TECHNICIAN*	INSTRUMENTATION AND CONTROL TECHNICIAN
AUTOMOTIVE SERVICE TECHNICIAN	INSULATOR (HEAT AND FROST)
BAKER*	IRONWORKER*
BOILERMAKER*	MACHINIST
BRICKLAYER*	MOTORCYCLE MECHANIC*
CABINETMAKER*	PARTS TECHNICIAN
CARPENTER	PLUMBER
COMMUNICATION TECHNICIAN	POWERLINE TECHNICIAN
COOK	POWER SYSTEM ELECTRICIAN*
CRANE AND HOISTING EQUIPMENT OPERATOR	RECREATION VEHICLE SERVICE TECHNICIAN*
ELECTRICIAN	REFRIGERATION AND AIR CONDITIONING MECHANIC
ELEVATOR CONSTRUCTOR*	RIG TECHNICIAN*
GASFITTER	SHEET METAL WORKER
GLAZIER*	SPRINKLER SYSTEMS INSTALLER*
HAIRSTYLIST	STEAMFITTER-PIPEFITTER
HEAVY EQUIPMENT TECHNICIAN	WELDER
INDUSTRIAL MECHANIC (MILLWRIGHT)	
Trades with A	II Data Suppressed
AGRICULTURAL EQUIPMENT TECHNICIAN	METAL FABRICATOR (FITTER)
APPLIANCE SERVICE TECHNICIAN	NATURAL GAS COMPRESSION TECHNICIAN
CONCRETE FINISHER	OUTDOOR POWER EQUIPMENT TECHNICIAN
ELECTRIC MOTOR SYSTEMS TECHNICIAN	PAINTER AND DECORATOR
FLOORCOVERING INSTALLER	ROOFER
LANDSCAPE HORTICULTURIST	TILESETTER
LATHER (INTERIOR SYSTEMS MECHANIC)	TRANSPORT REFRIGERATION TECHNICIAN
LOCKSMITH	WATER WELL DRILLER

<sup>\*</sup>Data only available for some years and cohorts.

#### RESULTS<sup>1</sup>

#### Route to Certification

Completers and qualifiers have different median income patterns (See Figures 3 and 4; shown on the same scale to reflect the differences). The median income of qualifiers shows more volatility from year to year. (Note: Some variation may be due to the smaller numbers of qualifiers in the data. See valid counts in Appendix C).

Overall completers of Alberta's apprenticeship programs between 2005 and 2013 have a median income ranging from \$78,400 to \$94,100. Employment earnings for qualifiers are higher, but are more varied by cohort and year. Median income for qualifiers ranges from \$87,300 to \$125,400.

Although both groups experience temporary decreases in income, followed by recovery and growth, the magnitude of change is generally higher for qualifiers than completers. For example, there was a decrease in income for both completers and qualifiers between 2008 and 2009, however the decrease is more pronounced for qualifiers.

While most completer cohorts are clustered close together depicting similar median incomes, qualifier cohorts have more variation in median income. Most cohorts for both groups follow a similar pattern – a decrease for one cohort is associated with decreases for all cohorts – but the magnitude of decrease may be different among qualifier cohorts. For example, the 2005, 2006 and 2007 qualifier cohorts all experienced a decrease between 2008 and 2009, but the magnitude of decrease is much larger for the 2006 and 2007 cohort than the 2005 cohort.

<sup>&</sup>lt;sup>1</sup> (See Appendix C for median income, cell counts, and response and exclusion rates for figures presented in report).

\$140,000 \$120,000 \$100,000 \$80,000 \$60,000 \$40,000 \$20,000 \$0 2006 2007 2008 2009 2010 2011 2012 2013 2014 Tax Year 2005 Cohort 2006 Cohort =2007 Cohort 2009 Cohort 2008 Cohort =2010 Cohort 2012 Cohort 2011 Cohort 2013 Cohort

FIGURE 3. Completers: Median Income by Tax Year

Sources: Statistics Canada, T1 Family File (T1FF), 2006 to 2014. Alberta Advanced Education, Apprenticeship, Trade, and Occupation Management System (ATOMS), 2004/05 to 2012/13.

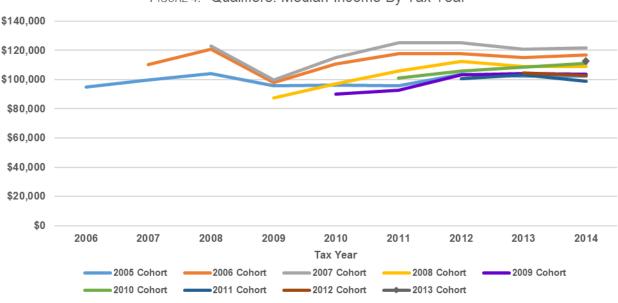


FIGURE 4. Qualifiers: Median Income By Tax Year

#### **Completers Over Time**

The median income of completer cohorts is generally increasing over time. The only exception is between 2008 and 2009, where median income temporarily decreases. In 2011, median incomes ranged from \$82,300 for the 2010 cohort to \$85,700 for the 2005 cohort. In 2014, median incomes range from approximately \$90,700 to \$94,100 for all cohorts.

More years since certification does not necessarily translate to higher earnings for apprentice completers. If the number of years since certification led to increased earnings, the 2005 cohort would stand out as the highest earners over time followed by each consecutive cohort. This is not consistently the case. Magnifying the scale to highlight the median income of the 2014 tax year, shows the 2005 cohort clustered closely with the 2006, 2008 and 2009 cohorts (see Figure 5). While the 2005 cohort does have the highest median income (\$94,100), the median income for the 2009 cohort is almost identical (\$93,900) with fewer years since certification. And the median income for the 2007 cohort (\$91,800) is \$2,100 lower than the median income of the 2009 cohort. It is important to note here that years since certification does not necessarily translate to years of experience. The data on years of experience is not available through this project.

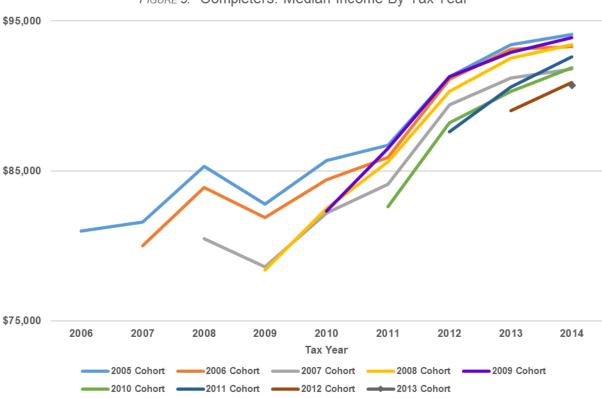


FIGURE 5. Completers: Median Income By Tax Year

#### Completers Starting Income

Since 2005, the trend for starting income (i.e., median income one year after graduation) for completers is increasing (see Figure 6). Starting income for the 2005 cohort was \$81,000; while it was considerably higher for the 2013 cohort at \$90,700. Apprentices graduating in 2008 had the lowest starting income.

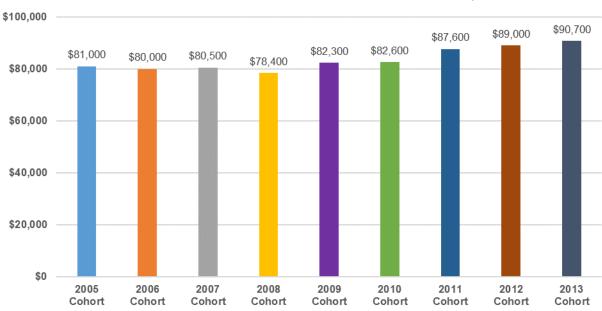


FIGURE 6. Median Income One Year After Graduation: Completers

#### Trade Group<sup>2</sup>

All completers are classified into one of six trade groups – Architectural/Construction, Electrical, Mechanical, Metal, Vehicle and Related, and Other (see Appendix B for a list of trades included in each trade group). Comparing the median income of the trade groups at one and five<sup>3</sup> years after certification (see Figure 7), the Mechanical trade group had the highest median income one year after certification (\$92,100). The Electrical trade group had the highest five years after certification (\$102,700). The Vehicle and Related trade group had the highest increase in median income between one and five years after certification. The Other trade group had the lowest median income and the smallest increase between one and five years after certification. All completers (trade groups combined) is also displayed in Figure 7 for comparison purposes.

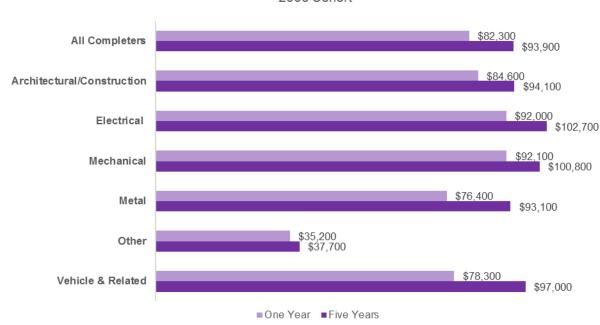


FIGURE 7. Median Income One and Five Years After Certification by Trade Group: 2009 Cohort

<sup>&</sup>lt;sup>2</sup> Only completers are included.

<sup>&</sup>lt;sup>3</sup> The 2009 cohort is the most recent year for which median income five years after certification is available.

#### Parent Trade<sup>4</sup>

Median income varies widely among the trades as does earning potential and patterns of income growth. This also suggests that the economy may influence changes in income.

#### **Top Paying Trades**

Trades with the highest median income can vary each year, however suppression of data (see Appendix C) in some years and not others (i.e., power system electrician) make comparisons difficult. The top paying trades of the most recent cohort (2013) are presented in Figure 8. Power system electrician was the top paying trade in 2014 with median income of \$148,000. Rig technician was the second top paying trade with a median income of \$139,900.

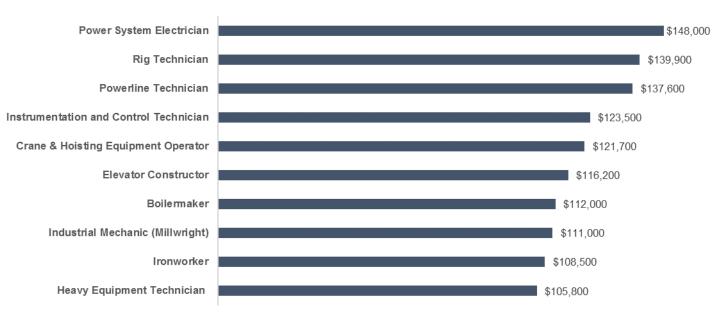


FIGURE 8. Top Paying Trades of 2014 (2013 Cohort)

Sources: Statistics Canada, T1 Family File (T1FF), 2014. Alberta Advanced Education, Apprenticeship, Trade, and Occupation Management System (ATOMS), 2012/13.

Both the ironworker and boilermaker trades have consistently high median incomes across cohorts. In 2014, the 2013 cohort earnings were \$108,500 and \$112,000; respectively. In 2013, the highest proportion of Indigenous apprentices were registered as ironworker apprentices (12%). Boilermaker also had a high proportion of Indigenous apprentices (8%)<sup>5</sup> in 2013.

<sup>&</sup>lt;sup>4</sup> Only completers are included. Not all trades are reported on; a few are discussed to highlight trends and patterns.

<sup>&</sup>lt;sup>5</sup> The concrete finisher and painter and decorator trades actually had a higher percentage of Indigenous apprentices registered in 2013 (10%). However, the median income data for both those trades was suppressed due to small numbers.

#### **Lowest Paying Trades**

Figure 9 displays the five lowest paying trades for the most recent cohort. In 2014, hairstylist, baker, and cook were the lowest paying trades (of those without suppressed data). Hairstylist and baker had the highest proportion of women apprentices registered in 2013. Women comprised 90% of hairstylist apprentices in 2013. Baker had 74% women registered as apprentices that same year.



FIGURE 9. Lowest Paying Trades of 2014 (2013 Cohort)

Sources: Statistics Canada, T1 Family File (T1FF), 2014. Alberta Advanced Education, Apprenticeship, Trade, and Occupation Management System (ATOMS), 2012/13.

#### Compulsory and Optional Trades

Analysis was done examining potential differences in median income for compulsory and optional trades. Both compulsory and optional trades fall on a continuum of low to very high paying. The top paying compulsory trade in 2014 (2013 cohort) was rig technician (\$139,900); the lowest was hairstylist (\$28,600). The top paying optional trade was power systems electrician (\$148,000) and the lowest was baker (\$35,000).

#### Earning Potential and Income Patterns

The earning potential of trades appears to be increasing over time. In 2006, five trades had a starting median income over \$100,000. By 2014, that number more than doubled to twelve trades.

Income patterns over time vary substantially across the trades. Increases and decreases are common for most trades, but the degree of volatility varies considerably. For example, the median income of the insulator trade is one of the most volatile (see Figure 10). In comparison, the median income of the communication technician trade (see Figure 11) is relatively stable.

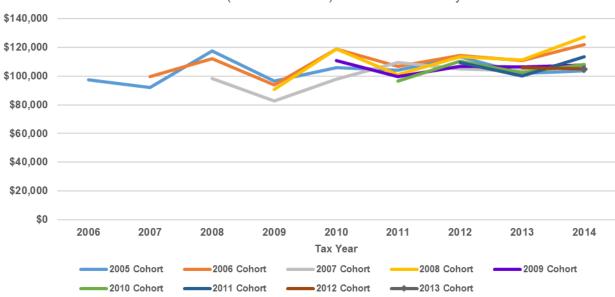


FIGURE 10. Insulator (Heat and Frost): Median Income By Tax Year

Sources: Statistics Canada, T1 Family File (T1FF), 2006 to 2014. Alberta Advanced Education, Apprenticeship, Trade, and Occupation Management System (ATOMS), 2004/05 to 2012/13.

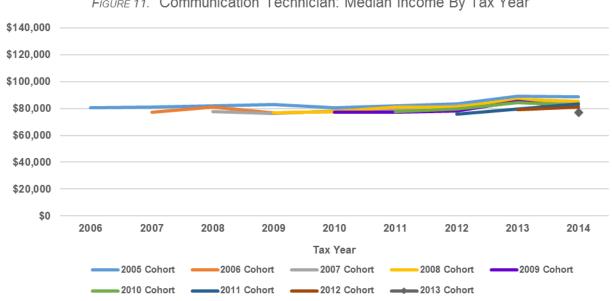


FIGURE 11. Communication Technician: Median Income By Tax Year

Hairstylist is the only trade for which earnings appear to decrease over time (see Figure 12). Examining the cohort with the longest trend (2005), earnings generally decrease over time. The only exception is the first couple of years after certification (2007 and 2008), in which median income appears to increase or stay relatively the same. For most trades, median income decreases year to year are the exception rather than the rule, but hairstylists show an opposite pattern where increases between years are less common than decreases. It is worth restating here that individuals with self-employment earnings are not included in the data and that the number of hours worked is unknown. Both of these factors may impact the trend depicted here for the hairstylist trade.

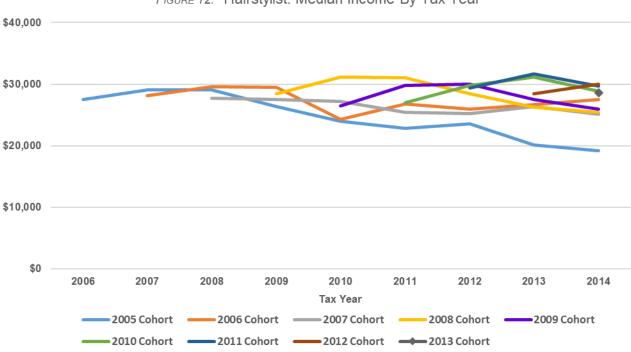


FIGURE 12. Hairstylist: Median Income By Tax Year

#### **CONCLUSIONS**

The Benefits to Post-Secondary Education Project (BPSEP) provides valuable insight into the median income over time of individuals certified in a trade or occupation through Alberta's apprenticeship and industry training system. The data supports and validates previously conducted surveys with self-reported income data. It also provides, for the first time, income data over time.

The information is also helpful to prospective students deciding whether to invest their time and financial resources in an apprenticeship or another post-secondary program, and in deciding which apprenticeship program. However, the job market can vary substantially over time. Findings should be interpreted with caution if used in post-secondary planning. (Refer to Appendix A for further details on methodology and limitations of the data.)

This is a descriptive study and as such, causal claims should not be made. Further research is needed to determine and understand the impact of external factors on incomes, particularly the economy. Further research is also needed to understand the differences in earnings over time such as the number of hours worked and the whether the individuals are still working in the trade in which they were certified. A better understanding of self-employment data and trends in the trades would also provide further insight.

## APPENDIX A: METHODOLOGY AND LIMITATIONS

#### Methodology

Labour market outcomes are analyzed by linking information from Alberta's Apprenticeship, Trade and Occupation Management System (ATOMS) database, which captures apprenticeship administrative data including individuals certified in designated trades and occupations, to Statistics Canada's T1 Family File (T1FF) tax information.

Income information is collected in the first tax year following the year of certification in a trade or occupation. It is important to note that there are sometimes difficulties linking graduates to tax records. See Appendix C for response and exclusion rates. Additionally, not all individuals file taxes every year.

Three types of analysis were performed with the data: cross-sectional, longitudinal and true longitudinal. In the cross-sectional approach, all certified individuals that filed taxes in that year are included. They do not have to file taxes every year to be included in the analysis. In the longitudinal analysis, certified individuals are dropped from the study if they did not file taxes for two or more years in the given timeframe.

A true longitudinal approach was used to analyze data in this report. In true longitudinal analysis, an identical population is followed over time, therefore graduates who meet any of the exclusion criteria or do not file taxes in any year of the project years are not included.

The following completers and qualifiers are excluded in the income calculation:

- individuals who enrolled in another post-secondary program (including apprenticeship) during the time of analysis;
- students pursuing post-secondary education (including apprenticeship) outside of Alberta, who are identified when they claim education tax credits, but simultaneously lack records in ATOMS (see notes above) or Alberta's Learner Enrolment Reporting System (LERS) which captures information about students and enrolment in all credit programs offered by public post-secondary institutions in Alberta; and
- individuals with self-employment earnings, in any of the study years. Earnings for self-employed individuals are not representative of actual earnings as they may be retained within a corporation, transmitted through dividends, or allocated to family members.
   Sometimes negative self-employment income is also reported. Note that some trades may have a relatively larger proportion of self-employed individuals.

Linkages between ATOMS and tax data were conducted in secured facilities at Statistics Canada to safeguard the privacy of individuals. Results are published only at the aggregate level following Statistics Canada's disclosure rules to ensure that any individual's income cannot be directly or indirectly ascertained. The results of this project are highly policy relevant and of public interest, especially to current and future apprentices and other post-secondary students. The detailed outcomes by trade resulting from this project cannot be obtained by other sources such as surveys.

#### Limitations

Since BPSEP only contains income information for individuals certified who filed their taxes, there are some individuals certified who are not captured in the data. For instance, someone with no or very low employment earnings may have little incentive to file taxes. These individuals would have an impact on the median income of their particular cohort, but are not captured in the data.

It is important to note that BPSEP captures earnings from all sources of employment. It is possible that individuals certified may be earning income from a job outside the trade in which they are certified.

Another caveat is that income is only reported as an annual figure. As a result, it is not possible to determine how many hours an individual has worked, or for what duration of the year. For example, an individual may have a full-time and a part-time job and work a much higher number of hours a week than someone with only one job, whereas another individual may do seasonal work six months out of the year. A better understanding of hourly wage, or number of weeks worked per year could provide greater insight to the findings.

It is also not possible to determine the years of work experience. For instance, an individual may already have many years of employment experience before pursuing a new or additional certification. Years of work experience may impact first year earnings upon certification. Lastly, there are many benefits of apprenticeship education beyond employment earnings that impact personal interest and job satisfaction such as job security, health benefits and employee pension plans. These cannot be measured through the approach used for this project.

#### APPENDIX B: TRADE GROUP CLASSIFICATION

**Architectural/Construction** 

Bricklayer Floorcovering Installer

Cabinetmaker Glazier

Carpenter Lather (Interior Systems Mechanic)

Concrete Finisher Painter & Decorator

Crane & Hoisting Equipment Operator Roofer Elevator Constructor Tilesetter

**Electrical** 

Communication Technician Powerline Technician

Electric Motor Systems Technician Power System Electrician

Electrician

**Mechanical** 

Gasfitter Refrigeration & Air Conditioning Mechanic

Instrumentation and Control Technician Sheet Metal Worker
Insulator (Heat and Frost) Sprinkler System Installer

Natural Gas Compression Technician Steamfitter-Pipefitter

Plumber

Metal

Boilermaker Machinist

Industrial Mechanic (Millwright) Metal Fabricator (Fitter)

Ironworker Welder

Other

Appliance Service Technician Landscape Horticulturist

Baker Locksmith
Cook Rig Technician
Hairstylist Water Well Driller

**Vehicle & Related** 

Agricultural Equipment Technician Outdoor Power Equipment Technician

Auto Body Technician Parts Technician

Automotive Service Technician Recreation Vehicle Service Technician Heavy Equipment Technician Transport Refrigeration Technician

Motorcycle Mechanic

## APPENDIX C: MEDIAN INCOME, CELL COUNTS, AND RESPONSE/ EXCLUSION RATES

		· ·	OMPLE	IEKO				
	Mediar	Income	and Cel	Counts	by Tax Y	ear		
2006	2007	2008	2009	2010	2011	2012	2013	2014
\$81,000	\$81,600	\$85,300	\$82,800	\$85,700	\$86,700	\$91,300	\$93,400	\$94,100
2440	2440	2430	2440	2440	2440	2440	2440	2430
	\$80,000	\$83,900	\$81,900	\$84,400	\$85,900	\$91,100	\$93,100	\$93,300
	2510	2500	2510	2510	2510	2510	2510	2510
		\$80,500	\$78,600	\$82,200	\$84,100	\$89,400	\$91,200	\$91,800
		2940	2940	2950	2950	2940	2950	2940
			\$78,400	\$82,500	\$85,600	\$90,300	\$92,500	\$93,400
			3370	3370	3370	3370	3370	3370
				\$82,300	\$86,500	\$91,300	\$92,900	\$93,900
				4100	4100	4100	4100	4100
					\$82,600	\$88,200	\$90,300	\$91,900
					5290	5300	5290	5290
						\$87,600	\$90,600	\$92,600
						5690	5690	5690
							\$89,000	\$90,900
							5950	5950
								\$90,700
								6120
·	Respo	nse Rate	es (top) a	ınd Exclu	ision Rat	es		
74%	74%	74%	74%	74%	74%	74%	74%	74%
55%	55%	55%	55%	55%	55%	55%	55%	55%
	74%	74%	74%	74%	74%	74%	74%	74%
	54%	54%	54%	54%	54%	54%	54%	54%
		77%	77%	77%	77%	77%	77%	77%
		51%	51%	51%	51%	51%	51%	51%
			79%	79%	79%	79%	79%	79%
			48%	48%	48%	48%	48%	48%
				82%	82%	82%	82%	82%
				44%	44%	44%	44%	44%
					82%	82%	82%	82%
					42%	42%	42%	42%
						85%	85%	85%
						36%	36%	36%
							89%	89%
							29%	29%
								92%
								17%
	\$81,000	2006 2007  \$81,000 \$81,600  2440 2440  \$80,000  2510  Respo	2006         2007         2008           \$81,000         \$85,300         2440         2430           \$80,000         \$83,900         2510         2500           \$80,500         2940         2940           Response Rate         74%         74%           55%         55%         55%           74%         74%         54%           54%         54%         77%	Response Rates (top) a   Response Rates (top) a   Ray   Ra	2006         2007         2008         2009         2010           \$81,000         \$81,600         \$85,300         \$82,800         \$85,700           2440         2440         2430         2440         2440           \$80,000         \$83,900         \$81,900         \$84,400           2510         2500         2510         2510           \$80,500         \$78,600         \$82,200           2940         2940         2950           \$78,400         \$82,500           3370         3370           \$82,300         4100           4100         4100           74%         74%         74%         74%           55%         55%         55%         55%           74%         74%         74%         74%         74%           54%         54%         54%         54%           54%         54%         54%         54%           51%         51%         51%         51%           79%         79%         48%         48%           48%         48%         48%	2006   2007   2008   2009   2010   2011	2006         2007         2008         2009         2010         2011         2012           \$81,000         \$81,600         \$85,300         \$82,800         \$85,700         \$86,700         \$91,300           2440         2440         2440         2440         2440         2440         2440           \$80,000         \$83,900         \$81,900         \$84,400         \$85,900         \$91,100           \$80,500         \$78,600         \$82,200         \$84,100         \$89,400           \$940         2940         2950         2950         2940           \$78,400         \$82,500         \$85,600         \$90,300           \$3370         3370         3370         3370           \$82,300         \$86,500         \$91,300           \$4100         \$4100         \$4100         \$4100           \$82,600         \$88,200         \$5290         \$300           \$87,600         \$82,600         \$87,600         \$87,600           \$86,500         \$88,200         \$5290         \$300           \$87,600         \$86,500         \$87,600         \$87,600           \$87,600         \$88,600         \$88,600         \$88,600           \$87,600 <td< td=""><td>2006         2007         2008         2009         2010         2011         2012         2013           \$81,000         \$81,600         \$85,300         \$82,800         \$85,700         \$86,700         \$91,300         \$93,400           2440         2510         251</td></td<>	2006         2007         2008         2009         2010         2011         2012         2013           \$81,000         \$81,600         \$85,300         \$82,800         \$85,700         \$86,700         \$91,300         \$93,400           2440         2510         251

				QUALI	FIERS				
		Medi	an Income	e and Ce	II Counts	by Tax Y	'ear		
	2006	2007	2008	2009	2010	2011	2012	2013	2014
2005	\$94,900	\$99,600	\$104,200	\$95,800	\$96,300	\$95,800	\$103,900	\$102,400	\$102,500
COHORT	390	390	400	390	400	400	400	400	400
2006		\$110,100	\$120,600	\$97,800	\$110,900	\$117,600	\$117,900	\$115,000	\$116,700
COHORT		1290	1290	1290	1290	1290	1290	1290	1280
2007			\$123,200	\$99,700	\$115,200	\$125,400	\$125,100	\$120,700	\$121,700
COHORT			1260	1270	1260	1260	1270	1260	1260
2008				\$87,300	\$96,900	\$105,800	\$112,500	\$108,900	\$109,100
COHORT				960	950	950	950	950	950
2009					\$90,300	\$92,800	\$103,300	\$104,000	\$103,700
COHORT					520	520	520	530	520
2010						\$100,900	\$106,100	\$108,500	\$111,000
COHORT						510	500	510	500
2011							\$100,600	\$103,400	\$98,700
COHORT							480	490	490
2012								\$104,500	\$102,800
COHORT								630	640
2013									\$112,600
COHORT									610
		Resi	oonse Rat	tes (top)	and Excl	usion Ra	tes		
2005	74%		74%	74%	74%	74%	74%	74%	73%
COHORT	51%		50%	51%	51%	50%	51%	50%	51%
2006		68%	69%	68%	69%	68%	68%	69%	69%
COHORT		56%	56%	56%	56%	56%	56%	56%	56%
2007			72%	72%	72%	72%	72%	72%	72%
COHORT			53%	53%	53%	53%	53%	53%	53%
2008				72%	72%	72%	72%	72%	73%
COHORT				55%	55%	55%	55%	55%	55%
2000					72%	73%	73%	73%	73%
2009 COHORT					54%	54%	54%	54%	54%
2040					3170	75%	76%	76%	76%
2010 COHORT						48%	48%	48%	48%
0044						4070	84%	83%	84%
2011 COHORT							40%	40%	40%
0010							70 /0	85%	85%
2012 COHORT								32%	31%
								JZ /0	77%
2013 COHORT									
									49%

AF	RCHITE	CTURAL	/CONST	RUCTIO	N TRAD	E GROU	Р	
	Medi	ian Incon	ne and Co	ell Count	s by Tax	Year		
2006	2007	2008	2009	2010	2011	2012	2013	2014
\$93,300	\$90,700	\$94,000	\$89,800	\$91,800	\$97,400	\$101,500	\$102,700	\$102,300
330	330	340	330	340	330	330	330	340
	\$84,600	\$92,400	\$86,500	\$92,600	\$96,000	\$98,700	\$101,500	\$98,800
	310	310	310	310	310	310	310	310
		\$79,600	\$77,100	\$81,400	\$86,300	\$90,700	\$92,400	\$97,100
		360	360	360	370	360	370	360
			\$79,500	\$83,400	\$91,700	\$94,500	\$95,400	\$93,800
			430	420	430	430	430	430
				\$84,600	\$91,600	\$93,400	\$93,100	\$94,100
				470	470	470	470	460
					\$82,200	\$89,000	\$92,200	\$93,500
					600	600	590	590
						\$91,200	\$94,200	\$94,500
						780	780	770
							\$89,300	\$90,700
							890	890
								\$92,600
								910
	Res	ponse Ra	ates (top)	and Exc	lusion R	ates		<u>'</u>
72%	73%	71%	72%	73%	72%	72%	73%	72%
54%	55%	55%	55%	55%	55%	55%	55%	54%
	74%	75%	74%	75%	75%	75%	74%	74%
	54%	54%	54%	54%	54%	54%	54%	54%
		76%	77%	75%	77%	76%	77%	76%
		49%	50%	51%	51%	51%	49%	51%
			76%	76%	77%	76%	77%	77%
			46%	47%	46%	46%	46%	46%
				82%	82%	82%	82%	82%
				44%	44%	44%	44%	44%
					82%	81%	82%	81%
					44%	43%	43%	44%
						84%	84%	84%
						39%	40%	39%
							90%	90%
							28%	28%
								92%
						<b>†</b>		20%
	2006 \$93,300 330 72%	2006         2007           \$93,300         \$90,700           330         330           \$84,600         310	Median Income   2006   2007   2008	Median Income and Color	Median Income and Cell Country	Median Income and Cell Counts by Tax           2006         2007         2008         2009         2010         2011           \$93,300         \$90,700         \$94,000         \$89,800         \$91,800         \$97,400           330         330         340         330         340         330           \$84,600         \$92,400         \$86,500         \$92,600         \$96,000           310         310         310         310         310           360         360         360         360         360         370           40         360         360         360         391,700         430         420         430         420         430         420         430         470         470         470         470         470         470         470         470         470         582,200         60	Nedian   Name	2006         2007         2008         2009         2010         2011         2012         2013           \$93,300         \$90,700         \$94,000         \$89,800         \$91,800         \$97,400         \$101,500         \$102,700           330         330         340         330         340         330         330         330           \$84,600         \$92,400         \$86,500         \$92,600         \$96,000         \$98,700         \$101,500           310         310         310         310         310         310         310         310           40         \$79,600         \$77,100         \$81,400         \$86,300         \$90,700         \$92,400           40         \$79,500         \$83,400         \$91,700         \$94,500         \$95,400           410         430         420         430         430         430           410         470         470         470         470         470         470           410         470         470         470         470         470         470         470         470         470         470         470         470         470         470         470         470         470

			ELECT	RICAL 1	RADE 0	ROUP			
		Medi	an Incom	ne and Ce	ell Count	s by Tax	Year		
	2006	2007	2008	2009	2010	2011	2012	2013	2014
2005	\$84,900	\$85,000	\$93,500	\$92,100	\$94,700	\$93,400	\$100,300	\$104,100	\$108,400
COHORT	460	460	460	460	460	460	460	460	450
2006		\$84,000	\$89,800	\$90,200	\$91,400	\$91,900	\$98,900	\$99,600	\$103,500
COHORT		470	470	460	470	470	470	470	470
2007			\$91,100	\$88,500	\$94,800	\$92,900	\$101,400	\$104,300	\$108,700
COHORT			580	580	590	580	590	580	580
2008				\$88,000	\$91,700	\$92,200	\$98,200	\$101,600	\$105,100
COHORT				680	680	690	680	680	680
2009					\$92,000	\$92,300	\$98,500	\$101,300	\$102,700
COHORT					730	730	730	730	720
2010						\$88,100	\$94,200	\$98,900	\$101,900
COHORT						1010	1010	1010	1010
2011							\$94,800	\$99,400	\$103,100
COHORT							1150	1160	1150
2012								\$99,500	\$102,600
COHORT								1300	1300
2013									\$101,100
COHORT									1330
	<u>.                                    </u>	Res	ponse Ra	ates (top)	and Exc	lusion R	ates	_	
2005	76%	77%	77%	77%	76%	77%	77%	77%	77%
COHORT	54%	54%	54%	54%	54%	54%	54%	54%	55%
2006		74%	74%	74%	74%	74%	74%	74%	74%
COHORT		53%	54%	53%	53%	53%	53%	53%	53%
2007			78%	78%	78%	78%	78%	78%	78%
COHORT			49%	49%	49%	49%	49%	48%	49%
2008				81%	80%	80%	80%	81%	80%
COHORT				44%	43%	44%	44%	44%	44%
2009					83%	83%	83%	83%	83%
COHORT					42%	42%	42%	42%	42%
2010						85%	86%	86%	85%
COHORT						36%	36%	36%	37%
2011							87%	87%	86%
COHORT							32%	32%	32%
2012								89%	89%
COHORT								24%	24%
2013									93%
COHORT									14%

			MECHA	NICAL	TRADE (	GROUP			
		Medi	an Incon	ne and Ce	ell Count	s by Tax	Year		
	2006	2007	2008	2009	2010	2011	2012	2013	2014
2005	\$89,200	\$90,700	\$96,700	\$92,900	\$95,100	\$95,900	\$100,800	\$102,400	\$101,100
COHORT	450	450	450	450	450	450	450	450	450
2006		\$87,200	\$91,700	\$89,900	\$92,600	\$93,500	\$99,300	\$101,200	\$100,500
COHORT		490	490	490	490	490	490	490	490
2007			\$88,300	\$88,000	\$88,500	\$88,800	\$93,200	\$96,100	\$96,400
COHORT			490	490	480	480	490	490	490
2008				\$85,000	\$90,300	\$90,700	\$94,900	\$98,100	\$96,900
COHORT				600	600	600	590	600	600
2009					\$92,100	\$92,000	\$98,600	\$100,100	\$100,800
COHORT					740	740	740	740	740
2010						\$89,600	\$92,500	\$96,200	\$95,900
COHORT						940	940	950	950
2011							\$91,600	\$94,200	\$97,500
COHORT							1100	1090	1100
2012								\$91,500	\$92,700
COHORT								1150	1160
2013									\$93,000
COHORT									1250
		Res	ponse Ra	ates (top)	and Exc	lusion R	ates		
2005	77%	77%	76%	77%	76%	77%	77%	76%	77%
COHORT	51%	51%	51%	50%	51%	51%	51%	51%	51%
2006		75%	75%	75%	75%	75%	75%	75%	75%
COHORT		51%	52%	52%	52%	52%	52%	52%	52%
2007			78%	77%	77%	77%	78%	78%	77%
COHORT			51%	51%	51%	52%	51%	51%	51%
2008				83%	83%	83%	83%	83%	83%
COHORT				45%	45%	45%	45%	45%	45%
2009					83%	83%	83%	83%	84%
COHORT					46%	46%	46%	46%	46%
2010						81%	81%	81%	81%
COHORT						44%	44%	43%	44%
2011							86%	86%	86%
COHORT							36%	36%	36%
2012								89%	89%
COHORT								32%	32%
2013									92%
COHORT									14%
	I			1					

				TAL TRA					
		Medi	an Incon	ne and Ce	ell Count	s by Tax	Year		
	2006	2007	2008	2009	2010	2011	2012	2013	2014
2005	\$86,000	\$82,300	\$86,600	\$82,300	\$87,900	\$93,500	\$99,500	\$98,500	\$99,800
COHORT	520	520	510	520	520	520	510	520	520
2006		\$82,700	\$89,300	\$85,600	\$87,800	\$91,000	\$97,900	\$98,500	\$98,500
COHORT		480	480	480	490	480	480	480	480
2007			\$82,000	\$76,600	\$82,200	\$88,100	\$94,400	\$94,700	\$96,000
COHORT			610	610	610	600	610	600	610
2008				\$73,900	\$79,100	\$85,500	\$90,300	\$92,200	\$92,000
COHORT				730	730	720	730	730	730
2009					\$76,400	\$84,900	\$91,700	\$91,100	\$93,100
COHORT					1010	1020	1020	1010	1010
2010						\$82,100	\$90,000	\$90,700	\$92,300
COHORT						1240	1240	1240	1240
2011						1210	\$89,500	\$92,400	\$92,800
COHORT							1120	1110	112
2012							1120	\$92,600	\$95,000
COHORT								970	960
2013								310	\$92,300
COHORT									990
		Res	nonse Ra	ates (ton)	and Exc	lusion Ra	ates		
2005	70%	70%	70%	70%	70%	70%	69%	70%	69%
COHORT	59%	58%	58%	59%	58%	58%	58%	58%	58%
2006	0070	70%	69%	70%	70%	69%	70%	70%	69%
2006 COHORT		56%	56%	56%	56%	56%	56%	56%	56%
0007		0070	77%	76%	76%	77%	76%	76%	77%
2007 COHORT			53%	53%	53%	53%	53%	53%	53%
0000			0070	76%	76%	76%	76%	76%	76%
2008 COHORT				52%	52%	51%	52%	52%	52%
0000				0270	81%	81%	81%	81%	819
2009 COHORT					48%	48%	48%	47%	47%
0040					7070	80%	81%	81%	819
2010 COHORT						44%	44%	44%	449
						++ /0	84%	84%	849
2011 COHORT							35%		
							3570	35%	35%
2012 COHORT								87%	879
								30%	30%
2013									91%
COHORT									16%

			OTH	IER TRA	ADE GRO	DUP			
		Medi	an Incom	ne and Ce	ell Count	s by Tax	Year		
	2006	2007	2008	2009	2010	2011	2012	2013	2014
2005	\$31,000	\$33,800	\$36,200	\$34,600	\$34,900	\$35,300	\$33,200	\$30,000	\$29,900
COHORT	250	250	250	250	250	250	250	250	250
2006		\$32,100	\$34,600	\$34,000	\$33,100	\$34,500	\$35,300	\$34,600	\$34,200
COHORT		270	260	260	260	270	260	260	270
2007			\$32,500	\$30,400	\$31,100	\$32,900	\$33,200	\$33,800	\$33,800
COHORT			300	300	300	300	290	300	300
2008				\$33,200	\$34,800	\$37,400	\$36,100	\$36,000	\$37,400
COHORT				260	270	270	260	260	260
2009					\$35,200	\$37,700	\$38,100	\$40,200	\$37,700
COHORT					330	330	320	330	330
2010						\$34,900	\$38,000	\$40,500	\$40,100
COHORT						500	500	500	500
2011							\$36,900	\$38,800	\$37,200
COHORT							520	530	530
2012								\$33,900	\$37,300
COHORT								570	560
2013									\$37,300
COHORT									510
	<u> </u>	Res	ponse Ra	ates (top)	and Exc	lusion Ra	ates		
2005	74%	75%	74%	74%	74%	74%	74%	74%	74%
COHORT	66%	66%	66%	66%	66%	66%	66%	66%	66%
2006		76%	76%	76%	76%	76%	76%	76%	76%
COHORT		63%	64%	64%	64%	63%	63%	64%	63%
2007			77%	77%	77%	77%	77%	77%	77%
COHORT			59%	59%	59%	59%	59%	60%	59%
2008				79%	81%	79%	81%	79%	79%
COHORT				61%	61%	62%	61%	60%	62%
2009					81%	81%	81%	81%	81%
COHORT					51%	51%	51%	51%	52%
2010						83%	82%	83%	82%
COHORT						47%	48%	47%	47%
2011							86%	85%	86%
COHORT							43%	42%	43%
2012								88%	89%
COHORT								36%	34%
2013									91%
COHORT									25%
									2070

						ADE GR			
		Medi	an Incon	ne and Co	ell Count	s by Tax	Year		
	2006	2007	2008	2009	2010	2011	2012	2013	2014
2005	\$76,200	\$79,700	\$82,100	\$81,000	\$81,600	\$83,700	\$86,900	\$89,100	\$90,800
COHORT	430	420	430	420	420	430	430	430	430
2006		\$76,200	\$79,600	\$78,100	\$81,200	\$84,100	\$88,900	\$91,500	\$92,100
COHORT		490	500	500	490	490	490	490	490
2007			\$80,100	\$77,400	\$80,200	\$84,100	\$88,500	\$91,800	\$90,000
COHORT			600	600	600	610	610	600	610
2008				\$77,700	\$80,100	\$86,400	\$91,400	\$93,400	\$94,500
COHORT				660	670	660	670	670	660
2009					\$78,300	\$85,300	\$89,300	\$93,700	\$97,000
COHORT					820	810	810	820	820
2010						\$83,200	\$87,000	\$90,000	\$93,100
COHORT						1000	1000	1000	100
2011							\$85,700	\$89,800	\$93,500
COHORT							1020	1020	102
2012								\$86,400	\$90,50
COHORT								1070	107
2013									\$88,30
COHORT									111
	<u> </u>	Res	ponse Ra	ates (top)	and Exc	lusion Ra	ates		
2005	77%	77%	77%	77%	77%	77%	77%	77%	79%
COHORT	49%	49%	49%	50%	49%	49%	49%	50%	50%
2006		75%	74%	74%	74%	75%	74%	75%	75%
COHORT		49%	48%	49%	49%	49%	49%	48%	49%
2007			79%	79%	79%	78%	78%	78%	78%
COHORT			44%	44%	44%	45%	45%	44%	45%
2000			1	80%	80%	79%	80%	80%	80%
2008 COHORT				42%	42%	42%	42%	42%	42%
2000				1270	82%	82%	82%	83%	82%
2009 COHORT					37%	37%	38%	37%	37%
0040					31 /0	84%	84%	84%	84%
2010 COHORT						36%	36%	36%	36%
004:						30 /0	84%	84%	84%
2011 COHORT							34%	34%	349
			-				3470		
2012 COHORT								88%	889
								28%	28%
2013									92%
COHORT									179

				NICATIO					
						s by Tax			
	2006	2007	2008	2009	2010	2011	2012	2013	2014
2005	\$80,400	\$81,100	\$82,100	\$83,000	\$80,600	\$82,100	\$83,200	\$89,200	\$88,700
COHORT	30	40	30	30	30	30	30	30	40
2006		\$77,200	\$81,000	\$76,900	\$77,700	\$78,600	\$81,300	\$84,700	\$83,300
COHORT		40	40	40	40	40	40	40	40
2007			\$77,700	\$76,000	\$77,900	\$79,300	\$82,100	\$85,100	\$83,700
COHORT			20	20	30	20	20	30	20
2008				\$76,700	\$77,800	\$80,800	\$81,100	\$86,800	\$85,300
COHORT				80	80	80	80	90	80
2009					\$77,000	\$77,200	\$78,000	\$85,300	\$80,900
COHORT					30	20	20	30	20
2010						\$77,500	\$79,600	\$84,100	\$82,200
COHORT						20	20	30	20
2011							\$75,700	\$79,500	\$83,400
COHORT							30	30	30
2012								\$79,000	\$80,800
COHORT								60	60
2012									\$76,900
2013 COHORT									5(
	<u> </u>	Pos	nonso Pr	atos (ton)	and Eve	lusion Ra	atos		
	X	X	X	X	X	X	X	Х	>
2005 COHORT	33%	33%	40%	40%	40%	40%	40%	50%	40%
	3370	33 % X	40 % X	40 70 X	4070 X	40 % X	40 70 X	30 % X	
2006 COHORT		43%	33%	33%	33%	33%	33%	33%	33%
		4370	+	33 % X	33% X	33% X		33% X	
2007 COHORT			X				X		· · · · · · · · · · · · · · · · · · ·
			X	X	X	X	X	X	>
2008 COHORT				X	X	X	X	X	>
COHORT				20%	20%	20%	20%	20%	20%
2009 COHORT					X	X	X	X	>
COHORI					Х	Х	Х	Х	<u> </u>
2010						Х	Х	Х	>
COHORT						Х	Х	Х	×
2011							X	Х	×
COHORT							Х	Х	×
2012								Х	×
COHORT								Х	×
2013									×
	h	-t	···	1	t	l			

				HAIRS	TYLIST				
		Medi	an Incom			s by Tax	Year		
	2006	2007	2008	2009	2010	2011	2012	2013	2014
2005	\$27,500	\$29,100	\$29,100	\$26,400	\$24,000	\$22,800	\$23,600	\$20,100	\$19,200
COHORT	160	170	160	160	160	160	160	160	160
2006		\$28,100	\$29,600	\$29,500	\$24,300	\$26,800	\$26,000	\$26,700	\$27,500
COHORT		170	170	170	170	160	170	170	170
2007			\$27,700	\$27,500	\$27,200	\$25,400	\$25,200	\$26,400	\$25,100
COHORT			200	200	200	200	200	200	200
2008				\$28,400	\$31,200	\$31,100	\$28,400	\$26,300	\$25,400
COHORT				150	150	150	150	150	150
2009					\$26,500	\$29,800	\$30,000	\$27,500	\$25,900
COHORT					190	180	180	190	190
2010						\$27,000	\$29,800	\$31,200	\$28,900
COHORT						270	270	270	270
2011							\$29,400	\$31,700	\$29,700
COHORT							300	290	300
2012								\$28,400	\$30,000
COHORT								310	320
2013									\$28,600
COHORT									240
		Res	ponse Ra	ates (top)	and Exc	lusion Ra	ates		
2005	76%	77%	77%	76%	78%	77%	77%	77%	77%
COHORT	69%	69%	69%	69%	69%	69%	69%	67%	69%
2006		78%	78%	78%	78%	78%	78%	78%	78%
COHORT		67%	67%	67%	66%	67%	67%	67%	68%
2007			79%	77%	79%	79%	77%	79%	79%
COHORT			62%	62%	62%	62%	62%	62%	62%
2008				80%	80%	80%	79%	79%	79%
COHORT				67%	68%	67%	68%	67%	68%
2009					83%	85%	83%	85%	83%
COHORT					56%	54%	55%	55%	56%
2010						84%	83%	83%	83%
COHORT						53%	53%	54%	53%
2011							88%	88%	88%
COHORT							47%	49%	47%
2012								91%	91%
COHORT								42%	40%
2013									89%
COHORT									31%
	1	1	1	1	ı	I .			

INSULATOR (HEAT AND FROST)												
		Мес	dian Incor	me and C	Cell Coun	ts by Tax	Year					
	2006	2007	2008	2009	2010	2011	2012	2013	2014			
2005 COHORT	\$97,200	\$92,000	\$117,400	\$96,300	\$106,100	\$104,200	\$113,300	\$102,000	\$103,700			
	30	40	40	30	30	40	30	30	30			
2006 COHORT		\$99,700	\$112,000	\$93,900	\$118,600	\$106,900	\$114,200	\$111,000	\$121,800			
		40	30	30	40	40	30	40	40			
2007 COHORT			\$98,100	\$82,800	\$98,000	\$109,600	\$104,900	\$103,700	\$106,800			
			40	40	30	30	40	40	30			
2008				\$90,500	\$118,900	\$101,000	\$113,600	\$111,200	\$127,300			
COHORT				30	30	40	30	30	30			
2009 COHORT					\$110,600	\$99,800	\$106,700	\$106,300	\$107,800			
					40	50	40	50	50			
2010						\$96,400	\$110,400	\$102,500	\$107,900			
COHORT						50	40	50	50			
2011							\$109,600	\$100,100	\$113,400			
COHORT							40	40	40			
2012								\$105,900	\$105,000			
COHORT								70	70			
2013									\$104,700			
COHORT								•	80			
		Re	sponse R	ates (to	o) and Exc	clusion R	ates					
2005 COHORT	X	1	1		Х	Х	Х	Х	Х			
	40%	33%	40%	40%	40%	40%	33%	40%	40%			
2006	4070	X	1	X	X	X	X	X	X			
COHORT		25%	33%	20%	40%	40%	20%	20%	33%			
2007		2070	X	X	X	X	X	X	X			
COHORT			33%	40%	33%	20%	40%	33%	40%			
2008 COHORT			0070	75%	67%	75%	67%	60%	75%			
				40%	25%	40%	25%	33%	40%			
2009 COHORT				1070	X	X	X	X	X			
					33%	29%	33%	29%	29%			
2010 COHORT					0070	X	X	X	X			
						29%	33%	17%	29%			
2011			1	†		2070	X	X	X			
COHORT							X	X	X			
2012 COHORT			1	†				Х	Х			
								22%	13%			
2013 COHORT				<del>                                     </del>				2270	X			
									X			
					<u> </u>							

2013 Cohort: Median Income, Cell Counts, and Response/Exclusion Rates										
Trade	Median Income	Cell Count	Response Rate	Exclusion Rate						
Baker	\$35,000	20	X	X						
Boilermaker	\$112,000	60	Х	Х						
Cabinetmaker	\$53,700	30	Х	Х						
Cook	\$38,900	110	86%	15%						
Crane & Hoisting Equipment Operator	\$121,700	390	92%	13%						
Elevator Constructor	\$116,200	40	X	Х						
Heavy Equipment Technician	\$105,800	580	90%	16%						
Industrial Mechanic (Millwright)	\$111,000	210	Х	9%						
Instrumentation and Control Technician	\$123,500	160	Х	16%						
Ironworker	\$108,500	90	Х	10%						
Motorcycle Mechanic	\$60,900	20	Х	Х						
Powerline Technician	\$137,600	100	Х	Х						
Power System Electrician	\$148,000	60	Х	Х						
Rig Technician	\$139,900	110	Х	Х						