



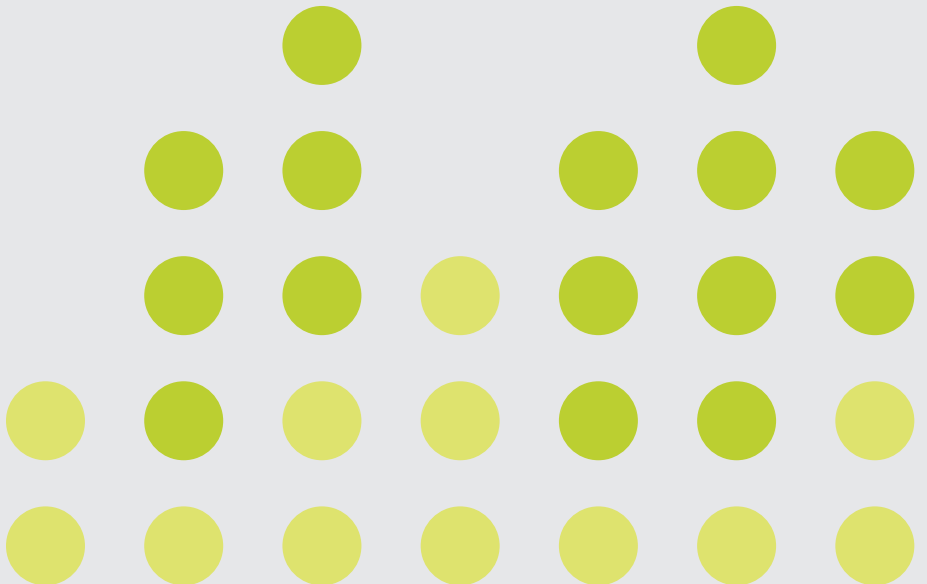
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## Industry Snapshots

*Energy Efficiency  
Tools for the Career Counselor*



## The Bottom Line

This study focused on the industries with the greatest concentration of energy efficiency occupational opportunities. The following three industries fit this criterion: Building or Facility Operations and Maintenance; Building Design and Construction; and Public or Private Utilities or Agencies.

For the purposes of this study, the energy efficiency sector was defined as those firms that:

1. Deliver energy efficiency services as their primary focus, or
2. Are public or private utilities or agencies who hire energy efficiency workers, or
3. Are large customers of energy utilities who hire energy efficiency workers.

California has moved aggressively to establish a legislative and policy framework that puts energy efficiency at the forefront, in the effort to meet the state's increasing energy needs and fight global warming.



## Regional Snapshot

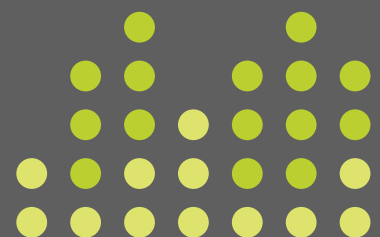
San Francisco Bay Area  
2008-2011

Energy Efficiency Occupations	2008 Employment Estimate	3-year Projected Growth	Growth Rate	Entry Level Median Annual Wage	Experienced Level Median Annual Wage
Project managers for construction or design work	10,630	2,850	27%	\$60,000	\$90,000
Building performance or retrofitting specialists	4,630	2,690	58%	\$50,000	\$80,000
HVAC mechanics, technicians or installers	5,250	1,630	31%	\$41,600	\$72,800
Energy auditors or home energy raters	2,980	1,470	49%	\$42,000	\$70,000
Resource conservation or energy efficiency managers	3,080	1,400	45%	\$52,000	\$83,200
Building controls systems technician	2,790	1,160	42%	\$50,000	\$80,000
Compliance analyst or energy regulation specialists	2,000	1,190	59%	\$52,000	\$76,500
Building operators or building engineers	3,280	710	22%	\$50,000	\$79,700
<b>Total, All Occupations (totals may not add due to rounding)</b>	<b>34,640</b>	<b>13,090</b>			

## Student Tips

- **Skills Employers Seek:** For each occupation, the most important skill employers were seeking in their new employees is the ability to communicate with customers [both written and verbal].
- **Moving Up the Career Ladder:** Career pathways exist for each occupation, nearly all starting with foundational knowledge and experience in the field “pre-energy efficiency” (e.g. HVAC technicians need to have knowledge and experience as a “regular” HVAC technician, and then add the education and training required to conduct the work with a focus on energy efficiency). The Oakland Partnership has developed a comprehensive cross-occupation Career Pathway for their Green Academy. Select this link to view the detailed diagram: [www.oaklandpartnership.com/GreenAcademy](http://www.oaklandpartnership.com/GreenAcademy)

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## Educational Track

Here is a listing of community colleges in the San Francisco Bay area offering Energy Efficiency Industry programs.

COLLEGE	Energy Efficiency Occupations							
	Energy Auditor or Home Energy Rater	Building Performance or Retro-fitting Specialist	Compliance Analyst or Energy Regulation Specialist	Project Manager for Construction or Design Work	HVAC Mechanic, Technician or Installer	Resource Conservation or Energy Efficiency Manager	Building Controls Systems Technician	Building Operator or Building Engineer
	Level of Preparation for and Programs Related to Each Occupation							
Cabrillo	I - X	I - X		I - X		I - X		
Chabot		I - X		I - X	I - X		P - X	I - X
De Anza	I - C/D	I - C/D	I - C/D		I - C/D	I - C/D	I - C/D	
Diablo Valley	I - X	I - C	I - X	P - C/D	P - X	I - X	I - X	P - C/D
Foothill	I - X	P - C	I - X	I - X	P - C	I - X	P - C	I - C
Laney	P - C	P - C		P - C/D	P - C/D	I - X	P - C/D	P - C/D
Los Medanos	I - X	I - D	I - X	I - X	P - C	I - X	I - C	I - D
Merritt	I - C/D	I - C/D		I - C/D		I - C/D		
Napa Valley						I - X		
San Francisco		I - C		P - D	I - C		I - C	I - C
San Jose					P - C		P - C	P - C
San Mateo				I - X			I - C	I - X
Santa Rosa				P - C/D				

### Level of Preparation

I = Introduces to Occupation ; P = Fully Prepares for Occupation

### Types of Education/Training Program

X = Course; C = Certificate Program(s); D = Degree Program(s)



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