



WORLDS of OPPORTUNITY

2019 CAREER GUIDE





WELLS
FARGO

Making our community a better place

Learning starts with curiosity, is fed by discoveries, and continues for a lifetime. Education lays the foundation for the future. Wells Fargo salutes organizations that further education in our community.

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While all efforts have been taken to ensure the accuracy of information herein. Not responsible for omission or errors.

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Dear Parents and Guardians,

We all want the best for our children. The Lynchburg region offers a growing array of high-wage jobs. Being able to compete for these opportunities will require a clear understanding of the necessary skills and education. In this changing world, what worked best for us may not be the best choice for our children. In today's job market, sixty-five percent of jobs require an associate degree or advanced technical training. The best opportunity for our children may be found in equipping them with necessary knowledge to elect an educational option right for them.

Choices our youth make starting in the eighth grade can impact career opportunities for a lifetime. Through dual enrollment, students have the opportunity to take college and technical training courses while in high school. These courses enable them to obtain high-paying jobs immediately out of high school without the burden of college debt. Many companies offer apprenticeships to help fast-track students and develop their career paths.

This booklet highlights what it takes to succeed in various industries and lists sample occupations, general educational requirements, and average salaries. Please discuss this information booklet with your children, encourage them to ask questions, and seek additional support from their guidance counselor.

You can start building a career at many of the companies featured in the Worlds of Opportunity Career Booklet right after graduation. Most will even help pay for the training or education you need to build a successful career.

Don't be one of those people who says 'I don't know' when someone asks what you're going to do after high school. Take action now at the future you want.

Regards,
Lynchburg Regional Business Alliance and
Virginia Career Works-Central Region

For more resources on careers in Central Virginia, please visit:
www.vcwcentralregion.com

This career pathway resource is funded in part with funds from the U. S. Department of Labor Employment and Training Administration Workforce Innovation and Opportunity Act (WIOA) award (#: AA-32183-18-55-A-51) awarded to the City of Lynchburg on behalf of the Central Virginia Workforce Development Board. Additional matching funds of \$23,000 comes from the Region 2 Go Virginia Talent Collaborative Grant.

The Central Virginia Workforce Development Board and Virginia Career Works Lynchburg/ Lynchburg Youth Center are equal opportunity employers/programs. Auxiliary aids and services are available upon request to individuals with disabilities. The full Equal Opportunity Provisions policy can be found by following <https://www.vcwcentralregion.com/wp-content/uploads/AP-201-EO-Equal-Opportunity-Provisions-12-17.docx>

Thank You to Our Partners



CENTRAL REGION



CENTRA



FIND AN EXCITING CAREER PATH THROUGH



CENTRAL REGION

WWW.VCWCENTRALREGION.COM

Largest Employers in the Lynchburg Region

Abbott Nutrition

Aerofin

Amherst County Schools

Appomattox County Schools

Automated Conveyor System

Banker Steel

Bedford County Schools

Belvac

BGF Industries

Boxley

Buffalo Air Handling

BWX Technologies

Campbell County Schools

Centra Health

Central Virginia Community College

City of Lynchburg

Concentrix (former Convergys)

Cooper Steel

County of Amherst

County of Bedford

County of Campbell

Delta Star

Flowserve

Food Lion

Foster Fuel

Framatome

Frito Lay

Genworth

Georgia-Pacific

Glad Manufacturing

Greif Packaging

Hanwah Azdel

Harris Corporation

Horizon Behavioral Health

Innovairre

Inservice America

J. Crew

KDC

Kroger

Liberty University

Lowe's Home Centers

Lynchburg City Schools

Moore's Electrical & Mechanical

Pacific Life

Prestige Brands (Fleet)

Progress Printing

Randolph College

Runk & Pratt Health Care

Sam Moore Furniture

Schrader Sensata

Sentry Equipment

Simplimatic Automation

Sodexo

Southern Air

Startek

Sweet Briar College

U.S. Pipe

University of Lynchburg

Virginia Department of Transportation

Walmart

Westminster Canterbury

YMCA

Occupation Snapshot

The largest major occupation group is Office and Administrative Support Occupations, employing 15,412 workers. The next-largest occupation groups in the region are Sales and Related Occupations (11,188 workers) and Production Occupations (9,780). The major groups with the largest employment sectors compared to the rest of the country are: Production Occupations, Community and Social Service Occupations, and Architecture and Engineering Occupations.

Over the next 5 years the fastest growing occupation is Healthcare Support Occupations with a +1.4% year-over-year rate of growth. The strongest forecast by number of jobs over this period is expected for Healthcare Practitioners and Technical Occupations (+64 jobs) and Personal Care and Service Occupations (+58).

| OCCUPATION | EMPLOYEES | ANNUAL WAGES | NEW DEMAND |
|--|-----------|--------------|------------|
| Food Preparation/Serving Related | 9,451 | \$21,100 | 1,647 |
| Office/Administrative Support | 15,412 | \$32,300 | 1,637 |
| Sales/ Related | 11,188 | \$34,500 | 1,523 |
| Production | 9,780 | \$36,700 | 921 |
| Transportation/ Material Moving | 6,993 | \$32,200 | 818 |
| Personal Care/Service | 4,469 | \$22,500 | 728 |
| Education/Training/Library | 6,061 | \$45,900 | 561 |
| Construction/ Extraction | 5,010 | \$37,000 | 547 |
| Building/Grounds Cleaning/ Maintenance | 3,807 | \$24,900 | 487 |
| Management | 5,836 | \$105,300 | 467 |
| Healthcare Practitioners/Technical | 6,746 | \$70,900 | 428 |
| Installation/Maintenance/Repair | 4,516 | \$44,500 | 425 |
| Healthcare Support | 3,173 | \$28,700 | 417 |
| Business/ Financial Operations | 4,170 | \$66,200 | 388 |
| Community/ Social Service | 2,426 | \$39,200 | 297 |
| Protective Service | 1,766 | \$43,200 | 167 |
| Arts/Design/Entertainment/Sports/Media | 1,637 | \$41,800 | 155 |
| Architecture/Engineering | 2,105 | \$75,900 | 153 |
| Computer/Mathematical | 1,927 | \$81,300 | 137 |
| Life/ Physical/Social Science | 651 | \$70,100 | 59 |
| Farming/Fishing/Forestry | 422 | \$35,300 | 51 |
| Legal | 517 | \$76,900 | 36 |

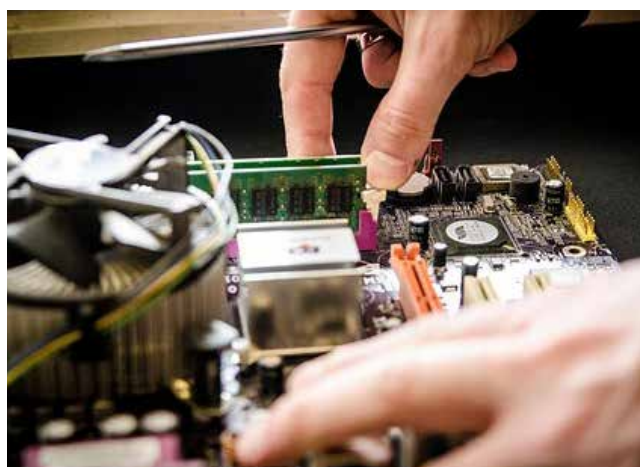


Industry Snapshot

Sectors in the Lynchburg region with the highest average wages per worker are Professional, Scientific, and Technical Services (\$70,511), Wholesale Trade (\$70,181), and Manufacturing (\$60,910). Regional sectors with the best job growth (or most moderate job losses) over the last 5 years are Accommodation and Food Services (+1,414 jobs), Health Care and Social Assistance (+977), and Other Services (except Public Administration) (+579).

Over the next year, employment is projected to expand by 161 jobs. The fastest growing sector in the region is expected to be Health Care and Social Assistance with a + 1.3% year-over-year rate of growth. The strongest forecast by number of jobs over this period is expected for Health Care and Social Assistance (+226 jobs), Construction (+47), and Educational Services (+37).

| OCCUPATION | EMPLOYEES | ANNUAL WAGES | NEW DEMAND |
|--|-----------|--------------|------------|
| Health Care and Social Assistance | 17,908 | \$47,266 | 1,916 |
| Retail Trade | 13,293 | \$24,230 | 1762 |
| Accommodation and Food Services | 9,623 | \$15,305 | 1,579 |
| Manufacturing | 14,939 | \$60,910 | 1,358 |
| Educational Services | 8,753 | \$33,379 | 848 |
| Construction | 6,531 | \$44,395 | 690 |
| Other Services (except Public Administration) | 5,855 | \$23,560 | 658 |
| Administrative and Support and Waste Management and Remediation Services | 5,158 | \$25,034 | 618 |
| Professional, Scientific, and Technical Services | 5,586 | \$70,511 | 507 |
| Wholesale Trade | 3,443 | \$70,181 | 346 |
| Finance and Insurance | 3,304 | \$59,229 | 322 |
| Public Administration | 3,266 | \$42,490 | 290 |
| Transportation and Warehousing | 2,853 | \$48,572 | 287 |
| Arts, Entertainment, and Recreation | 1,474 | \$18,162 | 212 |
| Agriculture, Forestry, Fishing and Hunting | 1,593 | \$14,281 | 169 |
| Real Estate and Rental and Leasing | 1,398 | \$38,114 | 139 |
| Management of Companies and Enterprises | 1,261 | \$54,357 | 114 |
| Information | 1,141 | \$44,577 | 105 |
| Utilities | 364 | \$60,558 | 33 |
| Mining, Quarrying, and Oil and Gas Extraction | 47 | \$47,472 | 4 |



OCCUPATIONS & SALARIES

TRANSPORTATION

WHAT IT TAKES

- Time management skills
- Attention to detail
- Problem-solving skills
- Customer service
- Strong work ethic

LOOK AROUND YOU...

Careers in transportation are found in a variety of places. Everything we use is transported by roadway, railway, airway, or waterway. Within transportation, there are a variety of careers. The level of education required varies from high school graduate to a bachelor's degree. After successfully completing high school, some students enter directly into the workforce. Some positions, such as a mechanic, may only require on-the-job or technical training. Other careers, such as maintenance director, recruiter, safety specialist, and marketing representative, require an associate's degree. A bachelor's degree may be required for a position as a safety or account manager.

| Occupation Title | Avg. Annual Wages | Typical Entry-Level Education |
|------------------------------------|-------------------|-----------------------------------|
| Bus Drivers, Transit and Intercity | \$38,400 | High school diploma or equivalent |
| Motor Vehicle Operators | \$33,000 | None |
| Commercial Drivers | \$45,600 | Postsecondary non-degree award |
| Cargo and Freight Agents | \$38,400 | High school diploma or equivalent |
| Couriers and Messengers | \$25,700 | High school diploma or equivalent |

ENERGY & UTILITIES

WHAT IT TAKES

- Foundational skills in math & technical concepts
- Satisfaction in teamwork
- Self-motivation and attention to detail
- Leadership skills and a desire for continuous improvement
- Commitment to life-long learning

LOOK AROUND YOU...

Our lives center on energy. Without it, your morning would have been different with no alarm clock, hot water, hairdryer, stove, or television. All these things depend on natural gas, electricity, or oil. Challenges are ahead in reliably providing energy to a growing world while minimizing the impact on the environment. Find out more about how you can get into energy at www.getintoenergy.com.

| Occupation Title | Avg. Annual Wages | Typical Entry-Level Education |
|--|-------------------|-----------------------------------|
| Solar Photovoltaic Installers | \$32,100 | High school diploma or equivalent |
| Electrical Power-Line Installers and Repairers | \$63,200 | High school diploma or equivalent |
| Wind Turbine Service Technicians | \$53,100 | Postsecondary non-degree award |

PUBLIC SAFETY

WHAT IT TAKES

- Loyalty to country and community
- Sound moral principles
- Dependability and a positive attitude
- Physical fitness
- Willingness to work long and varied hours

LOOK AROUND YOU...

A career in public service ensures our society will continue to function in a just and orderly manner. Police officers, firefighters, and corrections officers are career options available in our community through local branches of service. Military careers require some of the same personal and professional characteristics but have a wider global impact.

| Occupation Title | Avg. Annual Wages | Typical Entry-Level Education |
|--|-------------------|-----------------------------------|
| Emergency Management Directors | \$73,000 | Bachelor's degree |
| First-Line Supervisors of Police and Detectives | \$76,800 | High school diploma or equivalent |
| First-Line Supervisors of Fire Fighting and Prevention Workers | \$67,700 | Postsecondary non-degree award |
| Firefighters | \$43,700 | Postsecondary non-degree award |
| Fire Inspectors and Investigators | \$46,900 | Postsecondary non-degree award |
| Police and Sheriff's Patrol Officers | \$44,600 | High school diploma or equivalent |
| Animal Control Workers | \$32,100 | High school diploma or equivalent |

OCCUPATIONS & SALARIES

CONSTRUCTION

WHAT IT TAKES

- Strong math, science, and time management skills
- Attention to detail
- Satisfaction in teamwork
- Ability to follow directions
- Hands-on work with tools

LOOK AROUND YOU...

Construction is an exciting field with many different career paths and opportunities. Generally, there are three branches of construction: residential (house building, remodeling), commercial (businesses, offices), and heavy industrial (power plants, mills, steel work). Within these three categories are numerous occupations including brick mason, carpenter, equipment operator, inspector, quality control, drywall finisher, painter, electrician, HVAC technician, insulator, estimator, pipefitter/welder, plumber, roofer, sheet metal worker, iron worker, safety, project manager, and more! As you can see from this list, construction is no longer a “dangerous, dirty, disrespected” job, but an educated, respected, and well-paid profession.

| Occupation Title | Avg. Annual Wages | Typical Entry-Level Education |
|---|-------------------|-----------------------------------|
| Brickmasons and Blockmasons | \$40,700 | High school diploma or equivalent |
| Carpenters | \$35,900 | High school diploma or equivalent |
| Operating Engineers and Other Construction Equipment Operators | \$37,500 | High school diploma or equivalent |
| Electricians | \$42,700 | High school diploma or equivalent |
| Plumbers, Pipefitters, and Steamfitters | \$39,800 | High school diploma or equivalent |
| Sheet Metal Workers | \$44,300 | High school diploma or equivalent |
| Structural Iron and Steel Workers | \$33,300 | High school diploma or equivalent |
| Construction and Building Inspectors | \$51,800 | High school diploma or equivalent |
| Radio, Cellular, and Tower Equipment Installers and Repairers | \$35,000 | Associate's degree |
| Electrical and Electronics Repairers, Powerhouse, Substation, and Relay | \$71,600 | Postsecondary non-degree award |
| Riggers | \$45,200 | High school diploma or equivalent |
| Heating, Air Conditioning, and Refrigeration Mechanics and Installers | \$52,400 | High school diploma or equivalent |



GO HIGH!



BENEFITS

Retirement
401(k)
Medical
Vision
Dental



CAREERS

Administration
Finance
Engineering
Apprentices
Member Services

SOUTHSIDE ELECTRIC COOPERATIVE,

a not-for-profit, member-owned energy distribution utility, was founded in 1937 in response to a desire from rural residents to improve their lives by having electricity in their homes, farms and businesses.

Headquartered in Crewe with district offices in Altavista, Crewe, Dinwiddie and Powhatan, the Cooperative serves nearly 50,000 members across 18 counties in central and southern Virginia.

Whether line workers in the field or those in one of the five offices, Cooperative employees strive each day to provide efficient and economic electricity, along with top-notch service. That can involve installing a new strand of overhead wire, clearing right-of-way, talking to a member about a bill or responding to power outages brought about by winter storms. From a broader perspective, Cooperative employees

are dedicated to enhancing the communities Southside Electric Cooperative serves. They volunteer in their hometowns, and the Cooperative contributes sponsorship dollars to local events, offers scholarships and promotes workforce development.

Electricity is an indispensable commodity. The need for



power at the flip of a switch will only increase, meaning jobs in the electric industry will grow. Further illustrating a robust jobs picture are studies showing a third of America's electrical line workers will retire in the next 5-10 years. Beyond jobs, working for SEC means serving and improving employees' own communities.

Beginning apprentice line technicians start at \$22 an hour and the salary range increases to \$40 an hour for line technicians. The Cooperative offers a vast array of jobs, including in administration, finance, human resources, communications, engineering and member services. These positions offer highly competitive salary and benefit packages.

Apprentices move through the apprentice line technician training (four-year step program) beginning as an Apprentice I for the first year. With satisfactory completion of each year, they progress to the levels of Apprentice II, III and IV. Once completed, they are recognized as line technicians with the Commonwealth of Virginia. Other SEC employees have the opportunity to interview and compete for higher-level positions.

For more information about Southside Electric Cooperative, visit www.sec.coop or call 1-800-552-2118.



Southside Virginia Community College's Power Line Worker Training School

A partner with Southside Electric Cooperative

Located at Pickett Park in Blackstone, the program began in March 2016. It has graduated 187 students, sending them on to jobs with electric cooperatives, investor-owned power providers and other companies.

While almost all of the graduates have come from Virginia and surrounding states, Terence Song, a native of Cameroon, traveled thousands of miles to complete the program. He had worked as a lineman in the African nation for eight years, but said American companies have better equipment to maintain power lines. Song recently got a job with Rappahannock Electric Cooperative.

The school runs like a regular workday, including emergency middle-of-the-night work stations. Students complete the 11-week program earning Level 1 certification from the National Center for Construction Education & Research, commercial driver's license, first aid and CPR certification and OSHA 10 safety training. For students not in the immediate area, affordable housing is available.

With classes Monday through Friday, this comprehensive training program includes pole climbing, pole-top rescue, power line repairs, electrical circuits, rigging, setting and pulling poles, electrical test equipment, and use of trenching, excavating and boring equipment.

Prior to the graduation ceremony, students demonstrate pole climbing, rescues and other skills on the outdoor pole range, affectionately known as The Playground.

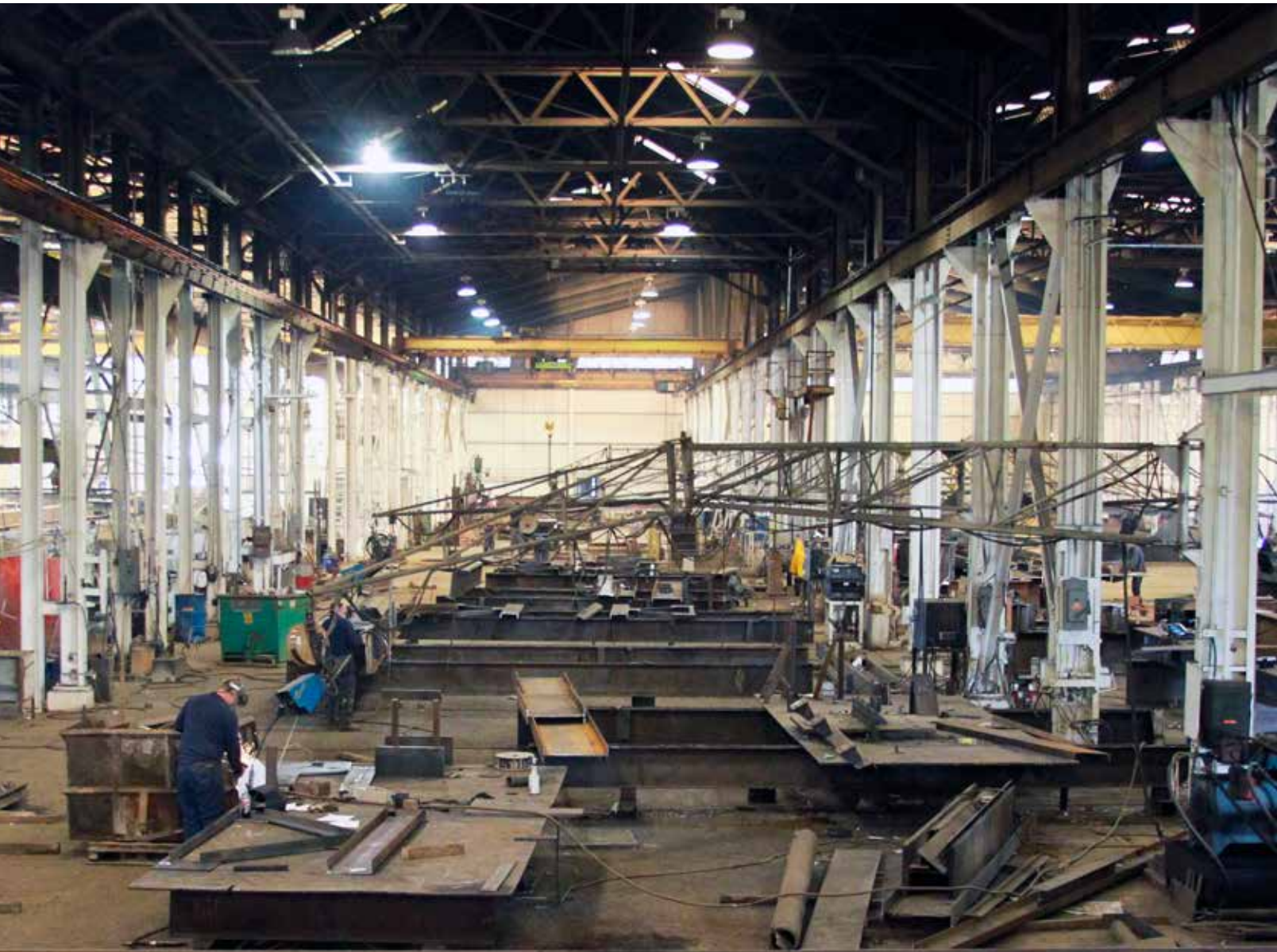
Tuition is priced for success, \$12,600 for the session with grants and scholarships available to many through FastForward, a Virginia initiative, and other means. Graduates enter the workforce with a year's worth of apprenticeship training.

The school was founded by a public-private partnership between Virginia's electric cooperatives, Southside Virginia Community College, Virginia Community College System, Virginia Foundation for Community College Education, Rural Virginia Horseshoe Initiative and the Commonwealth of Virginia.

For more information about the Power Line Worker Training School, contact Susan Early at 434-292-3101 or susan.early@southside.edu or visit www.southside.edu.

Students complete the 11-week program earning Level 1 certification.

STRONG AND SUCCESSFUL



**Banker Steel provided the first steel
to rebuild the World Trade Center
Tower 1 following the attack of 9/11.**

BANKER STEEL COMPANY, an award-winning, AISC-certified steel fabricator, began operations in 1997, and provides the foundation for impressive buildings all over the country. The company is based in Lynchburg and also has facilities in Florida and New Jersey. In total, these facilities run as much as 25,000 tons of steel at any given time.

"If you can dream it, we can fabricate it," says CEO Don Banker.

Banker Steel has been at the forefront of some of the most high-profile projects in recent decades. They have provided the first steel to rebuild the World Trade Center Tower 1 following the attack of 9/11. They also helped to construct Barclays Center in Brooklyn, New York, the Orlando Soccer Stadium, the MGM Resort at National Harbor and the Marine Corps Museum.



Banker Steel says they are different from many competitors in that they truly invest in their employees.

Over the last two decades, Banker Steel has become one of the top steel fabricators on the east coast, winning numerous awards for their hard work and dedication to excellence.

"We empower each employee with the authority to participate in our overall process and product quality," says Chet McPhatter, President of Banker Steel. This means that anyone can have input into the process. For example, if you believe you have spotted an area where quality or efficiency can be improved, company leadership actively encourages you to speak up.

While parts of the job are labor-intensive and require hands-on work, technological advances have made the job easier. The most up-to-date equipment and processes are utilized to ensure that every piece of steel created is accurate down to the smallest detail. This allows new pieces to quickly be created as a project scope changes. Powerful 3D modeling and Building Information Modeling (BIM) software is used to create detailed virtual models that can be used to examine every part of a project.

You'll have the opportunity to learn how steel fabrication works, including skills that will allow you significant opportunity for personal and professional growth. You'll work with people from across the country on challenging, unique and interesting projects. And, you'll be supported by leaders who are actively working to improve the company and the lives of those who make it great.

Banker Steel's benefits include medical, dental, vision and life insurance, 401-K and paid holidays. To learn more and to see current job openings, visit www.bankersteel.com.



OCCUPATIONS & SALARIES

AGRICULTURE

WHAT IT TAKES

- Entrepreneurial spirit
- Strong math and science skills
- Management ability
- Problem solving skills
- Working with natural resources, such as livestock, plants, and timber
- Interest in seeing a product grow from start to finish

LOOK AROUND YOU...

You are surrounded by agriculture, from the food we eat, the clothes we wear, and the houses we live in. Agriculture has a significant impact on our economy, the health of its citizens, and the beauty of its landscapes. If you are interested in a career taking you outdoors, consider a career in agriculture.

| Occupation Title | Avg. Annual Wages | Typical Entry-Level Education |
|---|-------------------|-----------------------------------|
| Veterinarians | \$59,000 | Doctoral or professional degree |
| Veterinary Technologists and Technicians | \$29,300 | Associate's degree |
| Farmers, Ranchers, and Other Agricultural Managers | \$67,200 | High school diploma or equivalent |
| Agricultural Workers | \$27,800 | High school diploma or equivalent |
| Forest and Conservation Technicians | \$37,900 | High school diploma or equivalent |
| Pest Control Workers | \$34,600 | High school diploma or equivalent |
| First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers | \$39,000 | High school diploma or equivalent |

MANUFACTURING & AUTOMOTIVE

WHAT IT TAKES

- Strong math and science skills
- Willingness to be productive
- Satisfaction in teamwork
- Mastery of complicated machinery
- Problem-solving skills

LOOK AROUND YOU...

The products of manufacturing can be seen everywhere. Skills developed in manufacturing contribute toward the production of robotic manufacturing equipment, computers, construction materials and equipment, food and medicine.

| Occupation Title | Avg. Annual Wages | Typical Entry-Level Education |
|---|-------------------|-------------------------------------|
| Lathe and Turning Machine Tool Setters, Operators, and Tenders, Metal and Plastic | \$36,700 | Moderate-term OJT, no exp, no award |
| Milling and Planing Machine Setters, Operators, and Tenders, Metal and Plastic | \$40,100 | Moderate-term OJT, no exp, no award |
| Machinists | \$48,900 | Long-term training, or certificate |
| Electrical and Electronic Engineering Technicians | \$51,400 | 2-year degree or certificate |
| Electro-Mechanical Technicians | \$49,100 | 2-year degree or certificate |
| Industrial Engineering Technicians | \$52,900 | 2-year degree or certificate |
| Mechanical Engineering Technicians | \$51,300 | 2-year degree or certificate |
| Computer Numerically Controlled Machine Tool Programmers, Metal and Plastic | \$49,600 | Postsecondary non-degree award |
| Supervisors of Installation, Maintenance, and Repair Workers | \$62,400 | Postsecondary non-degree award |
| Electrical and Electronic Equipment Mechanics, Installers, and Repairers | \$52,800 | Postsecondary non-degree award |
| Assemblers and Fabricators | \$34,200 | High school diploma or equivalent |
| Metal Workers and Plastic Workers | \$39,800 | High school diploma or equivalent |
| Printing Workers | \$35,800 | High school diploma or equivalent |
| Automotive Body and Related Repairers | \$37,000 | High school diploma or equivalent |

OCCUPATIONS & SALARIES

MANUFACTURING & AUTOMOTIVE (continued)

| | | |
|---|----------|-----------------------------------|
| Automotive Glass Installers and Repairers | \$33,500 | High school diploma or equivalent |
| Bus and Truck Mechanics and Diesel Engine Specialists | \$44,600 | High school diploma or equivalent |

ENGINEERING & ENVIRONMENT

WHAT IT TAKES

- Strong math, science and communication skills
- Focus and attention to detail
- Interest in problem-solving
- Organizational skills
- Satisfaction in teamwork

LOOK AROUND YOU...

Almost everything you see was created through the expertise of engineers and designers prior to construction. If you are interested in being part of designing a building, a ship, an airplane, or even an electronic device, consider a career in engineering or design.

| Occupation Title | Avg. Annual Wages | Typical Entry-Level Education |
|--|-------------------|-----------------------------------|
| Civil Engineers | \$76,700 | Bachelor's degree |
| Electrical Engineers | \$111,600 | Bachelor's degree |
| Civil Engineering Technicians | \$42,900 | Associate's degree |
| Environmental Engineering Technicians | \$41,200 | Associate's degree |
| Surveying and Mapping Technicians | \$34,900 | High school diploma or equivalent |
| Environmental Scientists and Specialists, Including Health | \$67,300 | Bachelor's degree |
| Geoscientists, Except Hydrologists and Geographers | \$86,900 | Bachelor's degree |
| Hydrologists | \$91,000 | Bachelor's degree |

FINANCIAL SERVICES

WHAT IT TAKES

- Interpersonal skills
- Knowledge of IT software
- Customer service
- Financial management
- Problem solving
- Numeracy skills

LOOK AROUND YOU...

The financial sector covers many different types of occupations in such areas as real estate, consumer finance, banking, and insurance. It also covers a broad spectrum of investment funding, including securities-stocks and bonds.

| Occupation Title | Avg. Annual Wages | Typical Entry-Level Education |
|--|-------------------|-----------------------------------|
| Claims Adjusters, Examiners, and Investigators | \$87,500 | High school diploma or equivalent |
| Insurance Appraisers, Auto Damage | \$58,900 | Postsecondary non-degree award |
| Personal Financial Advisors | \$113,100 | Bachelor's degree |
| Financial Examiners | \$71,900 | Bachelor's degree |
| Credit Counselors | \$41,000 | Bachelor's degree |
| Loan Officers | \$72,300 | Bachelor's degree |
| Accountants and Auditors | \$66,300 | Bachelor's degree |
| Appraisers and Assessors of Real Estate | \$46,900 | Bachelor's degree |
| Budget Analysts | \$68,200 | Bachelor's degree |
| Credit Analysts | \$72,300 | Bachelor's degree |
| Financial Analysts | \$75,300 | Bachelor's degree |

A REWARDING CAREER WITH POTENTIAL TO GROW



BENEFITS



- Health Plan
- Dental Plan
- Employee-Owned Company
- Employee Stock Ownership Plan
- Vision Plan
- Short Term & Long Term Disability
- Supplemental & Dependent Life Insurance
- Life Insurance & Accidental Death and Dismemberment
- 401-K Plan Company Match
- Paid Time Off for Vacation
- Employee Assistance Plan

Apprenticeship Program—Free for all employees, ZERO College debt—Earn while you learn!

(4-year program accredited with Department of Labor)

SOUTHERN AIR, INC., founded in 1946, is a full service mechanical, electrical, plumbing and HVAC contractor. Throughout the years, Southern Air has grown into a company that provides world class residential, commercial, industrial and institutional support, with more than 800 employees located in Virginia, West Virginia and North Carolina.

Southern Air specializes in the design, installation and service of heating, air conditioning, electrical, plumbing, and piping systems for educational, commercial and industrial facilities. Throughout the southeast, clients depend on Southern Air for precision and attention to detail from planning through final installation.

Lynchburg's service center, one of 13 different localities, aims to provide quality workmanship through Master Certified, NATE Certified and HVAC Certified technicians. Southern Air offers multiple service options including air conditioner service, HVAC installation, heat pump installation, standby generator sales, along with repair and maintenance for all of the above.

They claim the achievement of their goals and prosperity, as with any company, depends on the employees. As the employer, they feel it is their responsibility to provide a working environment that encourages the attitude and performance necessary to succeed.

Southern Air is a leader in its industry, with strong financials and a great business model. With it being an employee-owned company, maybe one day you could become the president of a great team.



Max Younger began his career at Southern Air as an apprentice and quickly moved into a lead mechanic position. With hard work and determination, he earned his Journeyman's card and State Master's Certification. Recently, Southern Air promoted Younger to Residential Electrical Project Manager.

Ronnie Kidd's electrical career spans over 48 years in construction. His introduction to the electrical trade evolved quickly, with his role at Southern Air beginning in project management. This role ultimately led him to become President. Kidd recently retired from the business to happily spend time with his family.



Visit the website at www.southern-air.com

OCCUPATIONS & SALARIES

RETAIL/CUSTOMER SERVICE

WHAT IT TAKES

- The desire to help others. The most important trait in a sales associate is an interest in helping others
- Empathy
- Patience
- Friendliness
- Must be able to multitask (and prioritize)

LOOK AROUND YOU...

Retail customer service is like any other customer service: it's the act of providing customers with assistance, answering their questions and helping them solve problems.

| Occupation Title | Avg. Annual Wages | Typical Entry-Level Education |
|--|-------------------|-----------------------------------|
| First-Line Supervisors of Retail Sales Workers | \$39,300 | High school diploma or equivalent |
| Supervisors of Sales Workers | \$42,500 | High school diploma or equivalent |
| Retail Sales Workers | \$22,400 | High school diploma or equivalent |

HOSPITALITY & TOURISM

WHAT IT TAKES

- Adaptability and a positive attitude
- Willingness to work hard as a team player
- Cooperation, diplomacy, and competitive nature
- Ability to multi-task
- Organizational skills
- Strong work ethic and competitive nature
- Strong verbal and written communication skills

LOOK AROUND YOU...

Careers in hospitality and tourism are found in a variety of places. Careers in the food industry may involve working directly with culinary staff, but often involves working with the public. Golf pros or park rangers may work daily with small groups or individuals, while tour guides or hotel managers may work with hundreds of people.

Some careers begin through on-the-job-training while in high school and others may combine on-the-job training with formal education at a technical college. Management positions may require a bachelor's degree. All careers in hospitality and tourism are part of fast-paced environments and require stress tolerance, the ability to take direction, and self-motivation.

| Occupation Title | Avg. Annual Wages | Typical Entry-Level Education |
|--|-------------------|------------------------------------|
| Food Service Managers | \$52,600 | High school diploma or equivalent |
| Chefs and Head Cooks | \$43,600 | High school diploma or equivalent |
| First-Line Supervisors of Food Preparation and Serving Workers | \$26,500 | High school diploma or equivalent |
| Cooks, Restaurant | \$22,700 | None |
| First-Line Supervisors of Housekeeping and Janitorial Workers | \$40,100 | High school diploma or equivalent |
| Lodging Managers | \$53,600 | Previous work experience, no award |

OCCUPATIONS & SALARIES

MARKETING/COMMUNICATIONS

WHAT IT TAKES

- Strong consumer and product awareness
- Good organizational and planning skills
- Excellent written and verbal communication
- The ability to work on multiple projects at one time
- The ability to work under pressure and to deadlines

LOOK AROUND YOU...

Marketing communications specialists mainly help develop promotional materials like brochures, press releases, emails, and other media outreach programs. By analyzing market research, these individuals understand the most effective ways of designing promotional communication materials.

| Occupation Title | Avg. Annual Wages | Typical Entry-Level Education |
|---------------------------------------|-------------------|-----------------------------------|
| Public Relations Specialists | \$54,600 | Bachelor's degree |
| Technical Writers | \$68,300 | Bachelor's degree |
| Media and Communication Workers | \$25,200 | High school diploma or equivalent |
| Audio and Video Equipment Technicians | \$34,400 | Postsecondary non-degree award |
| Film and Video Editors | \$48,300 | Bachelor's degree |



OCCUPATIONS & SALARIES

EDUCATION

WHAT IT TAKES

- Great communication skills
- A real grasp of the subject matter
- Organizational skills and the ability to think fast
- Ability to motivate your students to do their best
- Ability to empathize with students
- Ability to give feedback
- Confidence
- Ability to work effectively in groups

LOOK AROUND YOU...

Teaching offers the chance to change other people's lives. As a teacher, you can help to develop somebody's subject knowledge and maybe even their mind and personality. Teaching is incredibly rewarding, and good teachers are needed everywhere, from schools to universities to businesses.

| Occupation Title | Avg. Annual Wages | Typical Entry-Level Education |
|---|-------------------|---------------------------------|
| Education Administrators, All Other | \$82,400 | Bachelor's degree |
| Postsecondary Teachers, All Other | \$62,500 | Doctoral or professional degree |
| Preschool Teachers | \$37,500 | Associate's degree |
| Kindergarten Teachers | \$47,200 | Bachelor's degree |
| Elementary School Teachers | \$53,100 | Bachelor's degree |
| Middle School Teachers | \$51,900 | Bachelor's degree |
| Career/Technical Education Teachers, Secondary School | \$54,700 | Bachelor's degree |
| Special Education Teachers, Middle School | \$50,500 | Bachelor's degree |

INFORMATION TECHNOLOGY

WHAT IT TAKES

- Communication skills
- Writing
- Organizational skills
- Problem solving
- Planning
- Computer skills + typing

LOOK AROUND YOU...

Information technology (IT) is the use of any computers, storage, networking and other physical devices, infrastructure and processes to create, process, store, secure and exchange all forms of electronic data. IT includes several layers of physical equipment (hardware), virtualization and management or automation tools, operating systems and applications (software) used to perform essential functions. User devices, peripherals and software, such as laptops, smartphones or even recording equipment, can be included in the IT domain. IT can also refer to the architectures, methodologies and regulations governing the use and storage of data.

| Occupation Title | Avg. Annual Wages | Typical Entry-Level Education |
|---|-------------------|-------------------------------|
| Computer and Information Systems Managers | \$131,000 | Bachelor's degree |
| Computer Systems Analysts | \$80,100 | Bachelor's degree |
| Information Security Analysts | \$108,000 | Bachelor's degree |
| Software Developers, Applications | \$104,100 | Bachelor's degree |
| Software Developers, Systems Software | \$104,500 | Bachelor's degree |
| Web Developers | \$72,800 | Associate's degree |
| Database Administrators | \$83,500 | Bachelor's degree |
| Computer User Support Specialists | \$45,400 | Some college, no degree |
| Computer Network Support Specialists | \$72,300 | Associate's degree |

OCCUPATIONS & SALARIES

HEALTHCARE & HUMAN SERVICES

WHAT IT TAKES

- Strong math, science, and computer skills
- Attention to detail
- Desire to help others
- Satisfaction in teamwork

LOOK AROUND YOU...

Did you know that healthcare careers are not limited to doctors and nurses? Using science and problem-solving skills, people in healthcare create new medications, discover cures for diseases, comfort the sick, and operate high-tech tools for diagnosing and treating illness and injury. Whether taking care of patients or working behind the scenes, healthcare in our region has an opportunity for everyone.

| Occupation Title | Avg. Annual Wages | Typical Entry-Level Education |
|--|-------------------|---------------------------------|
| Physician Assistants | \$109,800 | Master's degree |
| Occupational Therapists | \$91,000 | Master's degree |
| Physical Therapists | \$88,000 | Doctoral or professional degree |
| Respiratory Therapists | \$52,000 | Associate's degree |
| Registered Nurses | \$58,500 | Bachelor's degree |
| Nurse Practitioners | \$100,100 | Master's degree |
| Medical and Clinical Laboratory Technicians | \$47,300 | Associate's degree |
| Dental Hygienists | \$71,500 | Associate's degree |
| Radiologic Technologists | \$42,600 | Associate's degree |
| Emergency Medical Technicians and Paramedics | \$32,600 | Postsecondary non-degree award |
| Pharmacy Technicians | \$30,100 | Postsecondary non-degree award |
| Surgical Technologists | \$40,100 | Postsecondary non-degree award |
| Ophthalmic Medical Technicians | \$37,500 | Postsecondary non-degree award |
| Licensed Practical and Licensed Vocational Nurses | \$40,900 | Postsecondary non-degree award |
| Medical Records and Health Information Technicians | \$37,700 | Postsecondary non-degree award |
| Mental Health Counselors | \$42,500 | Master's degree |



HELP OTHERS IN HEALTH CARE



CENTRA



CAREERS



Nursing

Certified Technicians

Lab Assistants

Certified Nursing Assistants

Information Technology

Food Service

Clerical & administrative
Positions

Centra provides support and growth along your career path.

CENTRA is a regional, nonprofit health care system based in Lynchburg with more than 8,500 employees, providing care in 70 locations. Created in 1987, through the merger of Lynchburg General and Virginia Baptist hospitals, in 2006 and 2014, Centra's network expanded to include Southside Community Hospital in Farmville and Bedford Memorial Hospital.

At Centra's four hospitals, and across its network of specialty services and medical practices, daily operations include care in cardiac procedures, emergency and critical care services, outpatient surgery, orthopaedic, neurology, neurosurgery, diabetes and pulmonary services and oncology. Centra also houses a birth center as well as the region's neonatal intensive care unit. The system offers child and adult mental health services, skilled care, rehabilitation, physical therapy, and ambulatory surgery along with a Breast Imaging Center, Heartburn Treatment Center, Center for Wound Care and Hyperbaric Medicine, Sleep Disorders Center and the Center for Pain Management. Centra is home to a network of local family practices, primary care physicians, and medical and surgical specialists, with 175 employed physicians, specialists and surgeons covering the greater Lynchburg area and spanning from Danville to Farmville and Moneta to Bedford.

Centra is dedicated to its mission of providing "Excellent Care for Life" by fostering a culture of trust, belonging and purpose in its commitment to teammates. Guided by its core values – teamwork, drive for excellence, integrity/respect and patient centered care – Centra is committed to caring with a purpose. The team believes as they care for the people in this community, the community, in turn, makes this area the best place to live.

Kimberly Dillard has worked in almost every area of Centra as an EKG tech, a CNA/HUC, and Mental Health Counselor II, over the past 20 years. She is presently an R.N. II at the Alan B. Pearson Regional Cancer Center.

"Centra has always provided support, and growth along my career path," Dillard says. "Working here has been both exciting and enriching. I feel proud and optimistic about future advancements. Centra is important to me and has cared for my family, as well. I've been blessed with financial assistance as a 2010 Centra School of Nursing graduate, and the list goes on. Simply put, Centra is a place where I know that I matter."

Dawn Purvis started her career with Centra in August 2005 via the nursing assistant training program and went on to work at Fairmont Crossing.



"I had always wanted a career in nursing to follow in my great-grandmother's footsteps," Purvis says.

She worked until 2008 as a CNA at Fairmont, then transitioned to LPN after completion of the PN program at Lynchburg General Hospital School of Nursing in 2007. In 2016, Purvis entered Centra College of Nursing to complete her associate degree. At this time, she was working with Pathways Recovery Services, which allowed her to work a flexible schedule.

"While I have been at Centra, I have obtained so many different experiences in nursing just as a LPN," Purvis says. "I have worked predominantly with mental health, but have obtained med/surg experience, became a CPR instructor and have been a preceptor for upcoming LPNs. I know that if I had not had the support of my family and my employer, that none of this would be possible."

Centra aims for helping employees to achieve their goals and create a fulfilling and purposeful career. In an effort to provide employees with the best experience possible, they created "Total Rewards" as the banner for their competitive benefits package.

At Centra, we focus on the "total" you:

- your compensation
- your benefits
- your work/life resources
- your recognition
- your professional development

Then, we target ways to "reward" you for a job well done. Under our Total Rewards program, you will find all you need to get the most out of your experience as part of the Centra team!"



NOT YOUR AVERAGE PRINTING FACILITY

BENEFITS

401(k)

Medical

Vision

Dental

Life Insurance



CAREERS

IT Technicians

Press Operators

Logistics Coordinators

Bindery Specialists

Forklift Operators

Controllers

Graphic Designers



PROGRESS PRINTING COMPANY opened its doors in Lynchburg on September 1, 1962, with just two re-built presses, a camera and one client. Thanks to a dedicated team of entrepreneurs and craftsmen, the dream expanded decade after decade, adding more equipment, personnel and capabilities. Progress now serves 700 clients from coast to coast.

Now known as Progress Printing Plus, the company assists customers in meeting their growth objectives through effective planning, printing and distributing of printed, bound and stitched catalogs and publications.

The team places emphasis on both personal and professional development and works with a broad client base, allowing for the opportunity to gain a variety of experiences.

Employees contribute to daily operations as sales representatives, print consultants, graphic designers,



account managers, press operators, IT technicians, marketing coordinators, accountants, packaging designers, copywriters, schedulers, pressmen, bindery specialists, maintenance technicians, controllers, purchasing directors, logistics coordinators, postal design professionals, human resource staff, health and safety specialists, forklift operators, prepress coordinators, business development coordinators, and many more.

Progress operates a 24/7 plant with ongoing projects being managed every hour from design to doorstep. Check out the company's website, www.progressprintplus.com, to see team members in action and take a virtual tour.

Our wages are competitive within our industry and locality and we collect data each year to confirm our salaries are secure.

As far as benefits, the company offers a comprehensive package with three medical plans to choose from for employees and their families and pays approximately 60% of the medical premiums for all levels of coverage. Additionally, they offer dental and vision insurance, life insurance, short-term disability and long-term disability insurance. Retirement monies can be diversified in up to 25 different funds in their 401(k) plan. They also offer supplemental catastrophic illness insurance. Wages are competitive within the industry and locality, as they participate in salary surveys and collect data each year to confirm their salaries are secure.

Progress offers flexibility, camaraderie and unusual loyalty – with an average tenure of more than 25 years. They boast that becoming a part of the team means striving for your personal best and learning, growing and reaching your true potential. Many happy employees on the team started from the bottom and moved their way into higher positions.

David Williams' work ethic and skills were discovered early on when he came to work with the Progress team in 1990, while attending Heritage High School. Williams participated in the school's printing vocational program and worked



after school making proofs in the prepress department. Upon graduating, he studied print technology in college while working summers in the Progress pressroom.

Williams was hired full-time after graduating from Arkansas State University and assisted in the electronic prepress department. He was then promoted to manage that department and also supervise the customer service department.

As technology advanced, Williams' role evolved into overseeing the hardware and software of the company's prepress and data entry systems. He currently works as the systems administrator analyst and also serves as one of two job engineers.

Mark Campbell came to Progress as a press assistant in 1990. After about a year and a half on the job, he was offered a second pressman position that entailed greater responsibilities, learning more of the controls and functions of running a printing press.

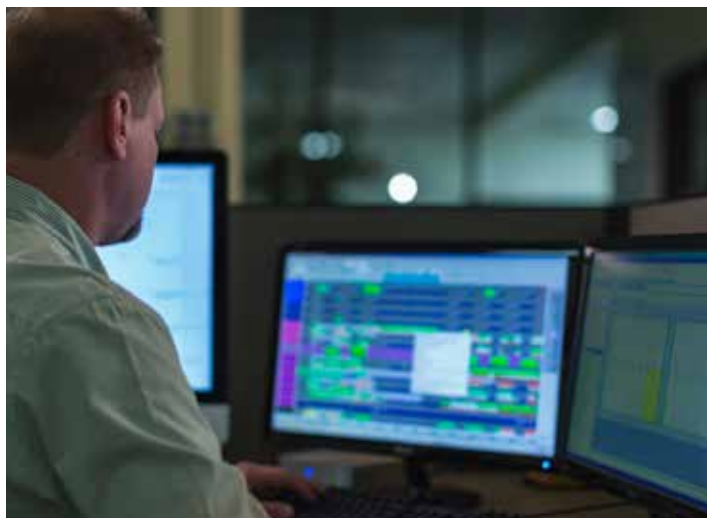
After serving as a pressman for three years, Campbell moved into a press operator position on a two-color press and later a multi-color press. After taking online courses, he now holds a mail coordinator/data processor position in the shipping department. Campbell continues to gain knowledge from collaborating with his co-workers within the department to perform his job successfully and continue to grow in the profession.

Bobby Edwards began working on the sheetfed press as an assistant in 1989. After two years, he landed an opportunity in a growing department as a press assistant in the web press department. Edwards eventually became the lead web pressmen for several years. He took advantage of an in-house printing course being offered and was chosen because of his diligence and tenacity to become a project manager.

Once part of the business center team, Edwards quickly learned other jobs, such as job planning and estimating, and became the print management software administrator. Today, he is relied on to estimate jobs, purchase outside services and assist with the company's new print management software.

Take a look at the virtual tour on the Progress website to see a few members of our team in action.

progressprintplus.com



OPENING DOORS TO YOUR FUTURE



CVCC also partners with regional school divisions through programs such as Early College, Dual Enrollment and the XLR8 Lynchburg Regional Governor's STEM Academy.

CENTRAL VIRGINIA COMMUNITY COLLEGE (CVCC) is a two-year institution established in 1966 as a member of the Virginia Community College System. It is accredited by the Southern Association of Colleges and Schools Commission on Colleges to award associate degrees, diplomas and certificates in both transfer and technical fields of study.

CVCC offers a variety of academic and technical education and training programs that align with many career opportunities found in the Greater Lynchburg Region. From short-term workforce credentials to career studies certificates and associate degrees, CVCC provides a solid foundation to meet the needs of a diverse range of student interests. CVCC's service region includes the City of Lynchburg and the counties of Amherst, Appomattox, Bedford and Campbell.

Adult learners can earn in-demand industry certifications and degrees to start a new career or increase knowledge and skills for advancement within professional fields. Flexible learning through online and evening classes afford students the ability to enroll in courses that align with the demands of a busy life.

Along with serving adult populations, CVCC also partners with regional school divisions through programs such as Early College, Dual Enrollment and the XLR8 Lynchburg Regional Governor's STEM Academy. These innovative programs allow high school students the opportunity to get a jump start on their college career by taking college level-courses and earn academic credit. Designing educational opportunities on the pillars of access, affordability and excellence, makes CVCC a great option for quality education at a fraction of the cost of a four-year college or university.



"EMS is like football. Sometimes you take rough hits and other times you make the game-winning touchdown. The instructors at CVCC prepare us for the Super Bowl. They teach us everything we need to know. We, as students must practice our techniques and do the drills in order to achieve excellence. Our dedication to perform well leads to saving lives, or winning the game."
—Tyler F.

Career pathway programming at CVCC is developed in partnership with regional industry providing rigorous curriculum that adheres to industry standards and expectations. Students enrolling with a transfer focus can utilize CVCC's guaranteed admission agreements with more than 30 college and universities in the state of Virginia.

CVCC offers small class sizes and personalized attention through advising, tutoring and technology to maximize learning experiences. It is among the top 15% of all colleges nationwide selected as a Military Friendly School. Students seeking to begin their college career can do so through comprehensive career services and job fairs.



"The CVCC machine shop program helped me build the foundation to a 28-year career that has been nothing short of AWESOME! Without that education, I'm not sure I would have succeeded. Innovation is key and CVCC has kept up with today's new technology. I am forever grateful to CVCC." — Johnny E.



"The MT1 class was intense training that taught me skills to build a foundation towards my manufacturing career. Today I have confidence, that I can do anything and I add value to my current employer."
— Karen W.

TRAINING FOR IN-DEMAND JOBS

Job Corps is the largest Free residential education and job training program for young adults ages 16–24.

OLD DOMINION JOB CORPS

JOB CORPS, from 1964 to today, helps young people connect with the skills and education needed to get the career they want. It is a tuition-free career technical training and education program that helps eligible young men and women, ages 16 through 24, acquire skills and educational opportunities they need to establish rewarding careers.

There are 122 Job Corps centers across the U.S., including at least one in every state and in Puerto Rico.

Old Dominion Job Corps Center is located 15 minutes from Lynchburg in Amherst County. The center offers students the 11 highest-demand trades currently hiring in Virginia. It is a residential school, similar to a college, with male and female dormitories, athletic facilities, a recreation center, wellness center and cafeteria. The program, unlike most school programs, does not operate on a semester basis. Instead, a new class of 10-15 students starts every Monday, 50 weeks per year. Students graduate these classes upon completion of learning; therefore, each student can finish at their own pace.

Those interested in starting Job Corps can do so with or

without a high school diploma (HSD). Those without a HSD will be able to attend high school-level classes part-time while also working on a trade part-

time. There are no letter grades; instead, all tests are pass/fail. In place of report cards, students will receive a progress report. Also, homework is optional. Those who come to Job Corps with a HSD or GED will be able to move quickly into their trade of choice.

Evenings and weekends are free time, and Job Corps offers many activities to fill those times, including field trips to Liberty University games, local sightseeing venues, regional events and community service opportunities. The center has free streaming Wi-Fi on-campus. Students are also welcome to leave campus on evenings and weekends to work or visit family and friends.



OLD DOMINION JOB CORPS OFFERS THE FOLLOWING CAREER PATHS AND TRADES:

CONSTRUCTION

Building Construction
Technology
Carpentry
Electrical
Commercial Painting
Plumbing

HEALTH CARE

Certified Nurse Assistant
Clinical Medical Assistant
Medical Administrative
Assistant
Pharmacy Technician

HOMELAND SECURITY

Security and protective
Services – DJCS

AUTOMOTIVE AND MACHINE REPAIR

Auto Maintenance and
Light Repair



ELIGIBILITY:

Job Corps' goal is to provide opportunities to youth, who, based on lack of education and/or skills, would likely not be able to earn enough to exceed poverty-level income. Under certain disability circumstances and prior military service, individuals over the age of 24 are eligible. The program is administered by the Department of Labor, who provides the program funding and determines the direction of Job Corps. Students must meet certain low-income criteria, are homeless, are associated with foster care, or have eligible disabilities.

Students must also be able to co-exist in a classroom environment without threat of disruption to other students' attention. Students must be drug-free during their time at Job Corps. Also, students must conduct themselves as they would on the job – drug-free, violence-free, harassment-free and exhibit appropriate dress and language.

HOW TO APPLY:

Franklin Swann, Old Dominion Job Corps Recruitment
swann.franklin@jobcorps.org, (434) 929-8445.

Job Corps is a U.S. Department of Labor Equal Opportunity Employer Program.

Auxiliary aids and services are available upon request to individuals with disabilities.

TDD/TTY telephone number: (877) 889-5627.



**VISIT OUR WEBSITE AT
OLDDOMINION.JOBCORPS.GOV**

All trades are fully accredited by nationally recognized accreditation organizations. The average student who starts Job Corps without a HSD or GED completes the program in about 14 months. The average student who starts Job Corps with a HSD or GED completes the program in about 10 months.

WORK-BASED LEARNING:

Students have the opportunity to participate in the Work-Based Learning program. When a student reaches roughly 70% complete in his or her trade, they are provided the opportunity to work for a local business, on a part-time or full-time basis, in the trade they are learning.

For example, Auto students become employees in Jiffy Lubes, Harris Tire Centers, Auto Mechanic Shops and Auto Parts Stores throughout the Lynchburg region, all while still living at Job Corps. The center transports the students in buses to and from the worksite.

Work-based learning provides students with valuable experience on-the-job and helps them hone their interpersonal skills as well as their trade skills. The money students make during this program is deposited into their savings accounts to provide a financial cushion upon transition from Job Corps back into the community.

STUDENT-CENTERED DESIGN:

Students at Job Corps are encouraged to hold leadership roles in the dorm, in the classroom, on campus, and during Work-Based Learning. The process starts with an eight-part Leadership Class explaining a series of leadership roles, each more entailed than the last. Students are given the opportunity to "modify" their Job Corps experience through feedback received during periodic Student-Centered Design sessions. The leadership roles provide students with decision-making power and the feedback sessions provide them with the ability to turn ideas into solutions for change.

TRADE SCHOOL OR COLLEGE?

Source: www.trade-schools.net

Which One Is Right for You?

Here's an example. If you attend a vocational school to become a welder, then your education is going to focus strictly on learning the welding trade. In contrast, if you are attending a traditional college or university to earn a biology degree, then you will be receiving a broad education that could help prepare you for countless biology-related career fields. And you will take a number of classes outside the field of biology. Although both schools are providing you with a quality education, the trade school is preparing you for a specific career in a short amount of time.

Are There Other Differences Between Trade Schools and Colleges?

Colleges and trade schools both provide the opportunity to gain pertinent knowledge and abilities, but they typically have different approaches and formats. Some of the key differences are discussed below:

Program content Four-year bachelor's degree programs include general education classes that are not related to your chosen career field. For example, if you are earning an engineering degree at a traditional college, you will still end up taking classes in areas like communication, language, and humanities. Vocational schools typically cut out the general education classes that are not directly related to your chosen career field, which results in completing your training in approximately half the time.

Outcomes Vocational schools mostly offer certificate, diploma, and associate degree programs that typically take anywhere from a few months to two years to complete. Traditional colleges and universities focus on offering bachelor's, master's, doctorate, and other post-graduate programs. Once you spend four years achieving your bachelor's degree, you can expect to spend approximately two more years for each additional post-graduate degree.

Class sizes It is likely that you have seen the movies with the massive lecture halls that hold hundreds of students. Those lecture halls are a reality at many traditional colleges and universities, and it is unlikely that your instructor is going to know you by name. Vocational schools, on the other hand, often pride themselves on their small class sizes.

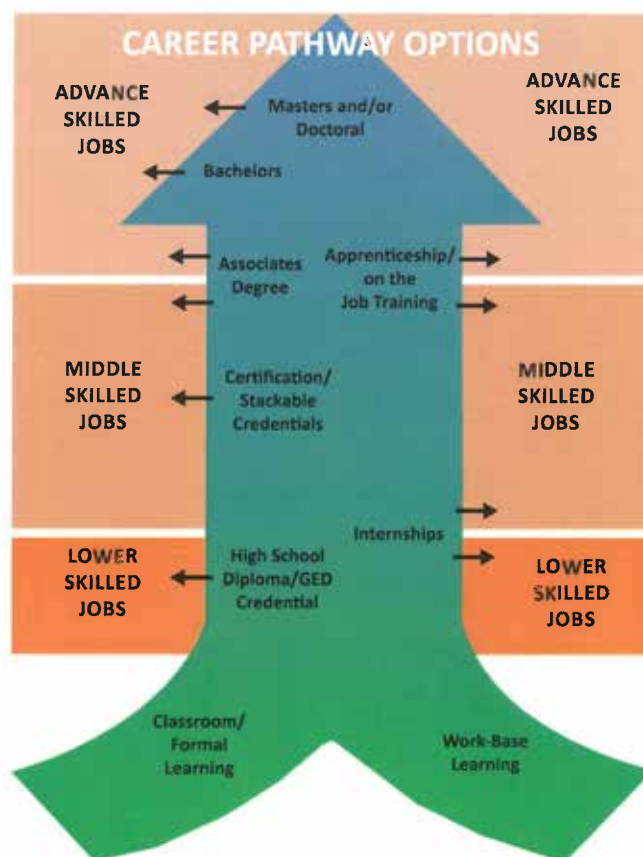
Hands-on training Another point of pride for many vocational schools is the focus on hands-on training. Depending on your field of study, your vocational school may have clinics that are open to the public. For example, hairdressing, dental assisting, cooking, and massage schools often operate on-site facilities where students get to offer services to the public. Having this experience could better prepare you to enter your occupational field

from the entry level. And while you might find some hands-on training opportunities with traditional colleges, the focus of those institutions is often more academic.

Externships Many vocational schools build externships into their programs, which is one more way to receive relevant industry-focused training. An externship is essentially a placement with a company or organization where you may job shadow and perform the duties of a person in the position for which you are training. Some traditional colleges may offer externship opportunities, but they are usually in addition to your regular schooling, not built into your program like they are at a lot of vocational schools.

Employer connections It is common for trade schools to have relationships with many local employers. By maintaining an extensive employer network, your school can make it easier for you to enter the job market and help you find a position after graduation. In fact, many employers recruit new hires directly from career colleges because it makes the hiring process more seamless.

Job security Since many trade schools focus on offering programs for in-demand careers and helping students quickly enter the workforce, it is imperative that those schools stay attuned to the job market in order to ensure that they are offering the most relevant training.



CONTINUING YOUR EDUCATION

THE LYNCHBURG GOVERNOR'S REGIONAL STEM

(Science, Technology, Engineering and Mathematics) Academy, located at Central Virginia Community College, provides 11th and 12th grade students with 21st-century, STEM-enriched technological skills and knowledge necessary to succeeding postsecondary education and in the workplace.



TECHNICAL AND VOCATIONAL SCHOOLS

offer specialized training to high school students:

- The Bedford Science and Technology Center offers career and technical courses not offered at the county's three high schools. All courses and programs offered can lead to a state or national license or industry certification.
- The Campbell County Technical Center, a part of Campbell County Public Schools, offers vocational and technical education as well as GED courses.

AMERICAN NATIONAL UNIVERSITY

www.AN.edu

American National University offers on-campus and online degree, diploma, and certificate programs in the fields of business, healthcare, and information technology. The programs are hands-on and aimed at giving students practical skills for employment.



CENTER FOR ADVANCED ENGINEERING AND RESEARCH

(CAER) Creates partnership between engineering, high-tech industries, university researchers, and research and development centers. The CAER navigates tech start-ups through the entrepreneur process.



CENTRAL VIRGINIA COMMUNITY COLLEGE

www.centralvirginia.edu

Central Virginia Community College serves more than 228,000 people within the Region at campuses located in Lynchburg, Amherst, Appomattox and Bedford. In addition, Through CVCC's Early College Program, high school juniors and seniors can earn a high school diploma and an associate of arts and sciences in general studies from CVCC simultaneously.



OLD DOMINION JOB CORP

Old Dominion Job Corp helps young people connect with the skills and education needed to get the career they want.

It is a tuition-free career technical training and education program that helps eligible young men and women, ages 16 through 24, acquire skills and educational opportunities they need to establish rewarding careers.



THE VIRGINIA TECHNICAL INSTITUTE (VTI)

Located in Altavista it provides hands-on training in the areas of electrical, plumbing, heating and air, welding, carpentry, and industrial maintenance.



FOUR-YEAR COLLEGES AND UNIVERSITIES: LIBERTY UNIVERSITY

www.liberty.edu

Liberty University

LIBERTY UNIVERSITY

has grown to become the largest private, nonprofit university in the nation and the largest university in Virginia. Liberty provides an educational experience with a solid Christian foundation to students from all 50 states and more than 80 countries with 500 programs of study, state-of-the-art facilities and technology.

UNIVERSITY OF LYNCHBURG

www.lynchburg.edu

University of Lynchburg is a private, independent, residential college. Lynchburg College is ranked by U.S. News & World Report in the top tier of southern colleges and universities offering a full range of undergraduate and master's degree programs.



MARY BALDWIN UNIVERSITY (STAUNTON, VA)

www.marybaldwin.edu

Mary Baldwin MBU offers a range of degree programs from bachelor to doctoral. A cutting-edge health sciences campus, programs for online study and regional advising centers throughout Virginia are also part of the university.



RANDOLPH COLLEGE

www.randolphcollege.edu

Randolph College is a nationally recognized, private, liberal arts and sciences institution known for its excellent academic programs; global perspective; and diverse, close-knit community.



SWEET BRIAR COLLEGE

www.sbc.edu

Located in the foothills of the Blue Ridge Mountains in Amherst County, Sweet Briar is one of only two women's colleges in the U.S. to offer an ABET-accredited engineering degree program.



VIRGINIA UNIVERSITY OF LYNCHBURG

www.vul.edu

Virginia University of Lynchburg is the city's oldest institute of higher learning. VUL is coeducational and committed to Biblical principles and the philosophy of self-help. The school offers students opportunities to develop into able leaders and scholars with bachelor's, master's, and doctoral degrees.





**FIND AN EXCITING CAREER PATH THROUGH
WWW.VCWCENTRALREGION.COM**