



January 22, 2020
SUNY Broome Campus

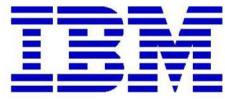
SUNY  BROOME

BROOME • TIOGA
boces
Enriching Lives Through Education

GBEOP 
GREATER BINGHAMTON EDUCATION OUTREACH PROGRAM

Name: _____ School: _____

TITLE SPONSORS



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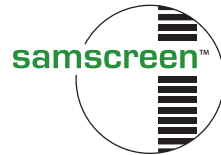
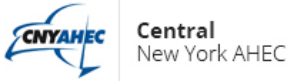


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SPECIAL THANKS TO:

Conrad and Virginia KLEE
FOUNDATION



All sectors represented require employees to be drug free

SPARK

WELCOME! HERE'S WHAT TO EXPECT...

Get ready to SPARK an interest in a career as you explore the variety of options right here in your backyard. We've broken today's event into 5 sections: Healthcare, STEM, Trades/Warehousing, Business, and Humanities. All sections include representatives from Broome-Tioga BOCES, SUNY Broome, and area businesses.

Our hope is while you're here, you take the opportunity to explore as many career options as possible, you never know which might SPARK your interest.

The following packet includes information about careers in the region. Data is pulled from The Agency Broome County IDA/LDC - JobsEQ, Chmura Economics & Analytics. Please note that the salaries listed are the average over a lifetime, entry salaries will be lower.

Whether you like helping people, building things, tinkering with machines, doing math, drawing, or you're not quite sure yet, there's something for you here! Step outside your comfort zone and SPARK something new today.

Sincerely,



Stacey Duncan

Executive Director, *The Agency BCIDA/LDC*

President & CEO, *Greater Binghamton Chamber of Commerce*



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BROOME

BROOME COUNTY *a good life.*

FIND YOUR OPPORTUNITY AT **BROOMEISGOOD.COM**



HEALTHCARE

Companies attending:



Central New York Area Health Education
Center (CNYAHEC)
EBI Career College
Orthodontics of the Southern Tier

WHAT DOES THIS CAREER LOOK LIKE?

Healthcare professionals are individuals that work in medicine and related fields. Apart from delivering direct medical care, healthcare professionals also work within hospitals, doctors' offices, clinics, or in homes to make sure the business of healthcare runs smoothly. In addition to your typical, direct care positions, healthcare institutions also employ many STEM careers (see STEM career page) such as IT, engineers, data analytics and other Humanities careers (See Humanities career page) such as Social Workers.

Healthcare professionals tend to have strong math and science skills, analytical skills, and attention to detail. Healthcare professionals are expected to be able to work independently and part of a team and have a strong desire to help others.

Work environment:

Healthcare professionals work in hospitals, in doctor's offices, in patient homes, in nursing homes, in health promotion, and in offices within hospitals.

Local demand:

There are over 16,000 healthcare workers in Broome County.

AVERAGE ANNUAL SALARY

\$45,000

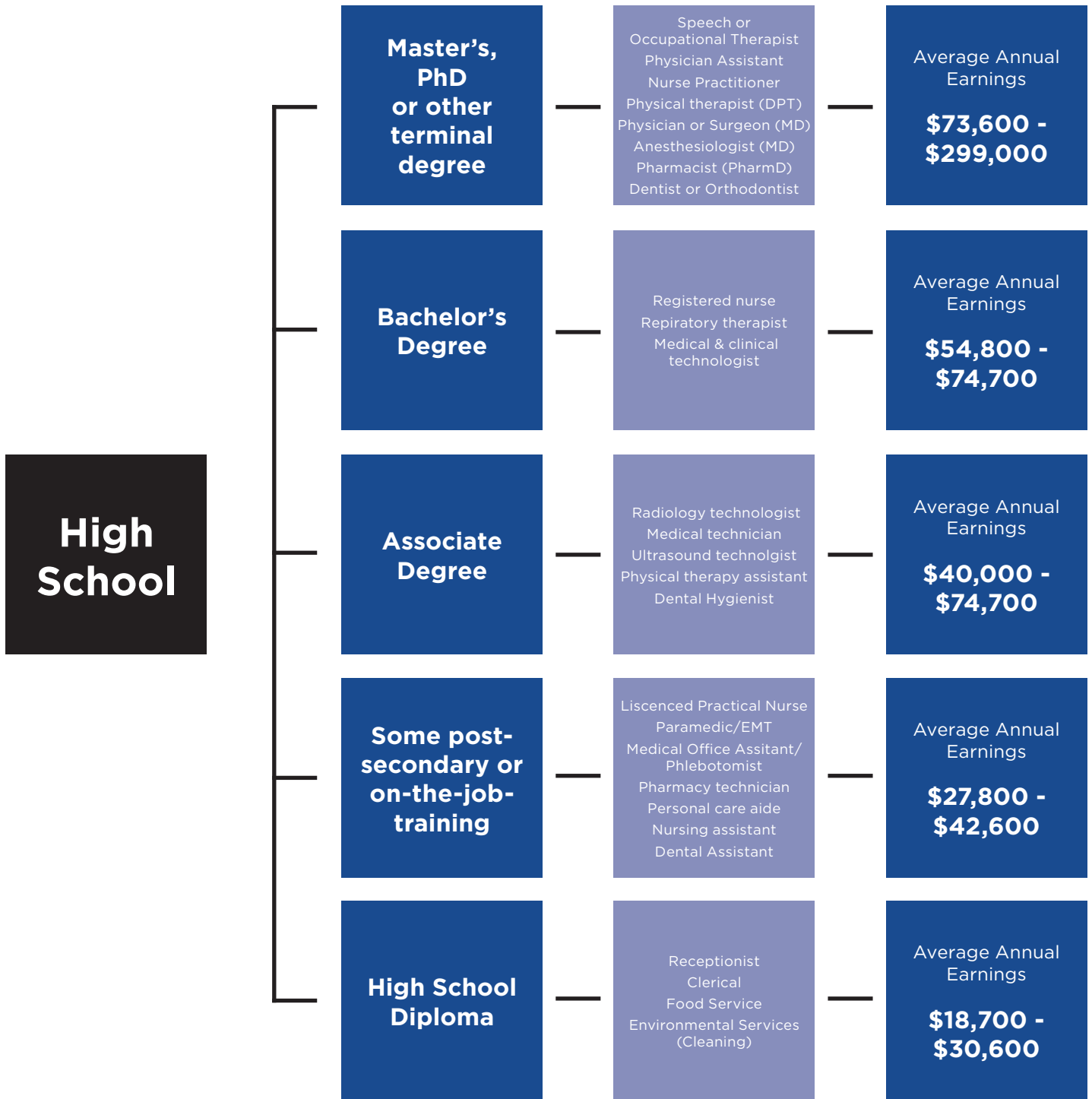
IN DEMAND OCCUPATION:

MINIMUM REQUIRED EDUCATION:

AVERAGE ANNUAL SALARY:

IN DEMAND OCCUPATION:	MINIMUM REQUIRED EDUCATION:	AVERAGE ANNUAL SALARY:
Registered Nurse	Bachelor's degree (as of 2020)	\$59,000
Nursing Assistant	High school and specific training	\$27,800
Personal Care Aide	High school diploma	\$28,500
Licensed Practical and Licensed Vocational Nurses	High school and specific training/certification	\$42,600
Radiologic Technologist	Associate degree	\$60,800
Diagnostic Medical Sonographers (Ultrasound Technologist)	Associate degree	\$74,700
EMT and Paramedics	High school and specific training/certification	\$34,400
Respiratory Therapist	Bachelor's degree	\$68,100
Phlebotomist/Medical Office Assistants	High school and specific training	\$32,800

CAREER LADDER BASED ON TRAINING NEEDED:



LOCAL TRAINING PROGRAMS:

Binghamton University

Registered Nursing,
Nurse Practitioner,
Pre-health programs,
Pharmacy school

SUNY Broome Community College

Dental Hygienist, Medical/Clinical
Assistant, Phlebotomy Technician/
Phlebotomist, Physical Therapy
Assistant, Registered Nursing, Medical
Technician

BOCES

Health Science, P-TECH,
New Visions Health
Careers Program

STEM

Companies attending:

RAYMOND

AM&T

BAE SYSTEMS

Binghamton Zoo at Ross Park

Buckingham Manufacturing

Chenango Valley Technologies

Delta Engineers, Architects, & Land

Surveyors, DPC

Doron Precision

ICS

Lockheed Martin

Samscreen

Siemens

South Central Regional Information Center/

Broome-Tioga BOCES

Tier Energy Network

WHAT DOES THIS CAREER LOOK LIKE?

People that work in STEM have strong math, science, technical, and problem-solving skills and work well independently and in a team. STEM careers include, but are not limited to, Engineering (Mechanical, Electrical, Civil, Computer, Biomedical, etc), Manufacturing, Information Technology, Software Development, Environmental Science, Clean Energy, Data Analytics, Agriculture and Healthcare (see previous section).

Depending on the STEM career or work setting, some other key skills include: statistics, comfort with computers and technology, knowledge of complicated machinery, awareness of safety, computer coding, design systems (i.e. CAD), problem solving, creativity, outside-the-box thinking, and flexibility.

Work environment:

Working in STEM, you can be in an office, a manufacturing floor, research/test labs, or in the field. You can work for a STEM company specifically, or a different company doing STEM work.

Local demand:

There are over 9,000 STEM workers in Broome County.

AVERAGE ANNUAL SALARY

\$55,300

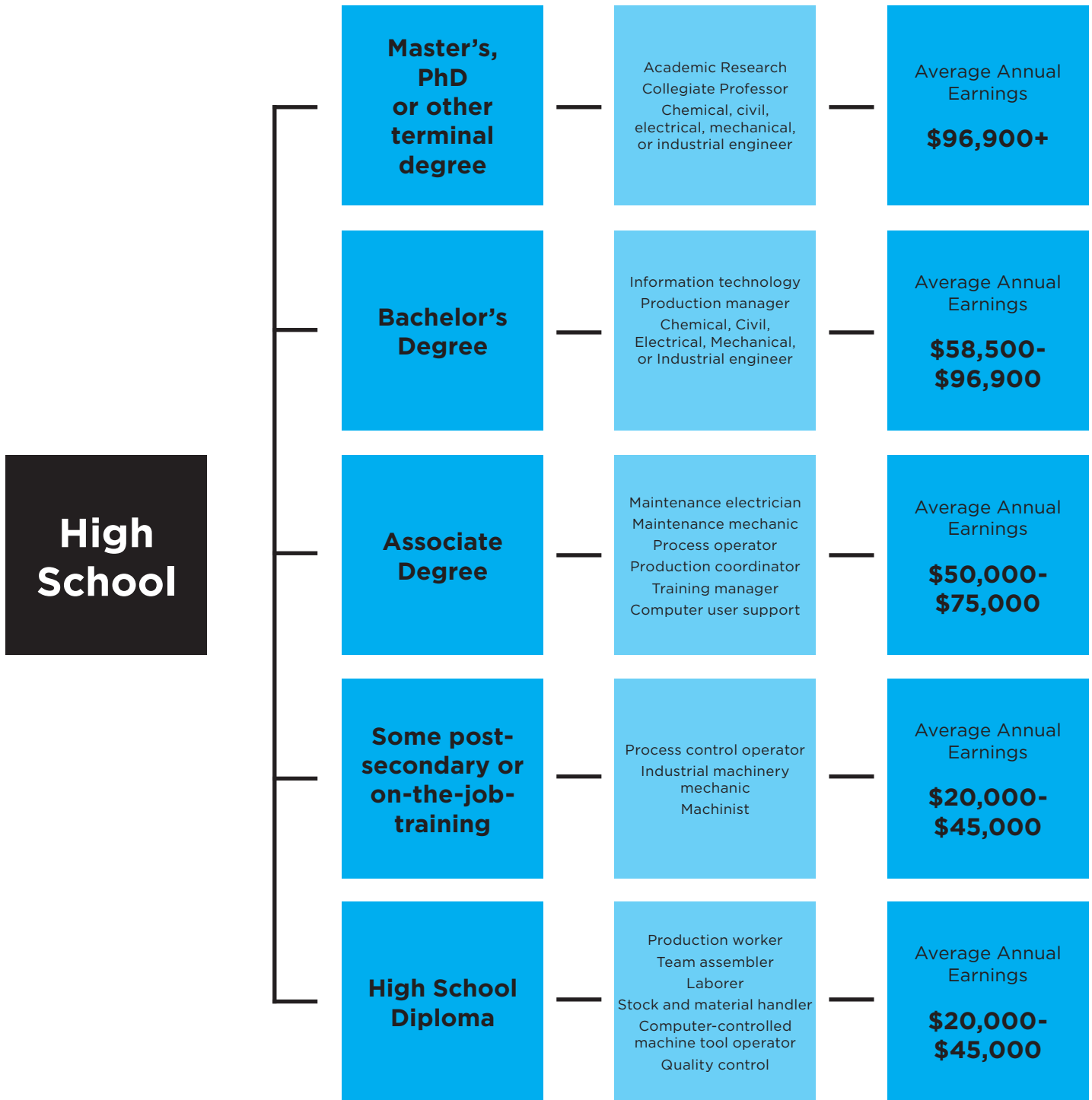
IN DEMAND OCCUPATION:

MINIMUM REQUIRED EDUCATION:

AVERAGE ANNUAL SALARY

Electrical Equipment Assembler	High School and specific training	\$29,000
Machinist	High School and specific training	\$42,900
Inspector	Associate degree	\$32,400
Software Developers	Bachelor's degree	\$88,200
Engineers (Civil, Mechanical, Electrical)	Bachelor's degree, Master's degree	\$78,500 to \$84,000
Computer User Support	Associate degree	\$48,700
Computer-Controlled Machine Tool Operator	High school	\$35,600
Architectural and Civil Drafters	Associate degree	\$51,000
Data Analyst	Bachelor's or Master's degree	\$72,448

CAREER LADDER BASED ON TRAINING NEEDED:



LOCAL TRAINING PROGRAMS:

Binghamton University

Biochemistry, Bioengineering and Biomedical Engineering, Biological Sciences, Chemistry, Computer Engineering, Computer Science, Electrical Engineering, Industrial Engineering, Environmental Science, Geological Sciences, Industrial and Systems Engineering, Mathematics, Mechanical Engineering, Physics, Psychology, Materials Science

SUNY Broome Community College

Environmental Science, Web Development and Management, Computer Information Systems, Civil Engineering Technology, Computer Science, Computer Security and Forensics, Computer Technology, Electrical Engineering Technology, Engineering Science, Manufacturing Technology, Mathematics, Mechanical Engineering Technology, and Liberal Arts and Science

BOCES

P-TECH, IT Specialist, Animal Science, Plant Science, New Visions Engineering

SUNY

SUNY offers additional engineering programs in: robotics, acoustics, chemical, nuclear, aerospace, aeronautical, petroleum, biomechanical, sustainability, optical and manufacturing

CONSTRUCTION/SKILLED TRADES/ TRANSPORTATION/WAREHOUSING

Companies attending:

Andrew R. Mancini Associates, Inc.
 Brick Layers (BAC#3)
 Dicks Sporting Goods Conklin Distribution Center
 IBEW Local Union 325, Electrical Workers
 International Union Of Painters and Allied Trades District Council 4 Painters Bridge Painters, Drywall Tapers, and Glaziers Union
 Mirabito
 North Atlantic States Carpenters Labor Management Program
 NYS Department of Transportation
 Smith Site Development
 TamCo
 Willow Run Foods

WHAT DOES THIS CAREER LOOK LIKE?

People that work in skilled trades and construction see the impact of their work all around them. Every person has a need for the skills that people in this field possess at some point in their lives. As a skilled trade worker and/or construction worker, you can expect to work with people, be called in on emergency situations, and need to adapt to on-the-job changes very often. People that work in skilled trades/construction and transportation/warehousing should have excellent planning and organization skills, and interest in math, science, and technical concepts/technology. Experience with financing and productivity, time management, problem solving, and teamwork skills are important for someone working in transportation or warehousing.

Work environment:

In construction: work environments range depending on the types of projects you work on – this can range from factories and warehouses to people’s homes or small businesses, to a construction site for a large project.

For transportation and warehousing, typically, the work environment will be a warehouse or a vehicle. Long hours may be expected for long-haul truck drivers whose routes span several states. Nighttime hours may be expected for warehouse employees.

Local demand:

There are 5,000 workers in these fields in Broome County.

AVERAGE ANNUAL SALARY

\$51,400

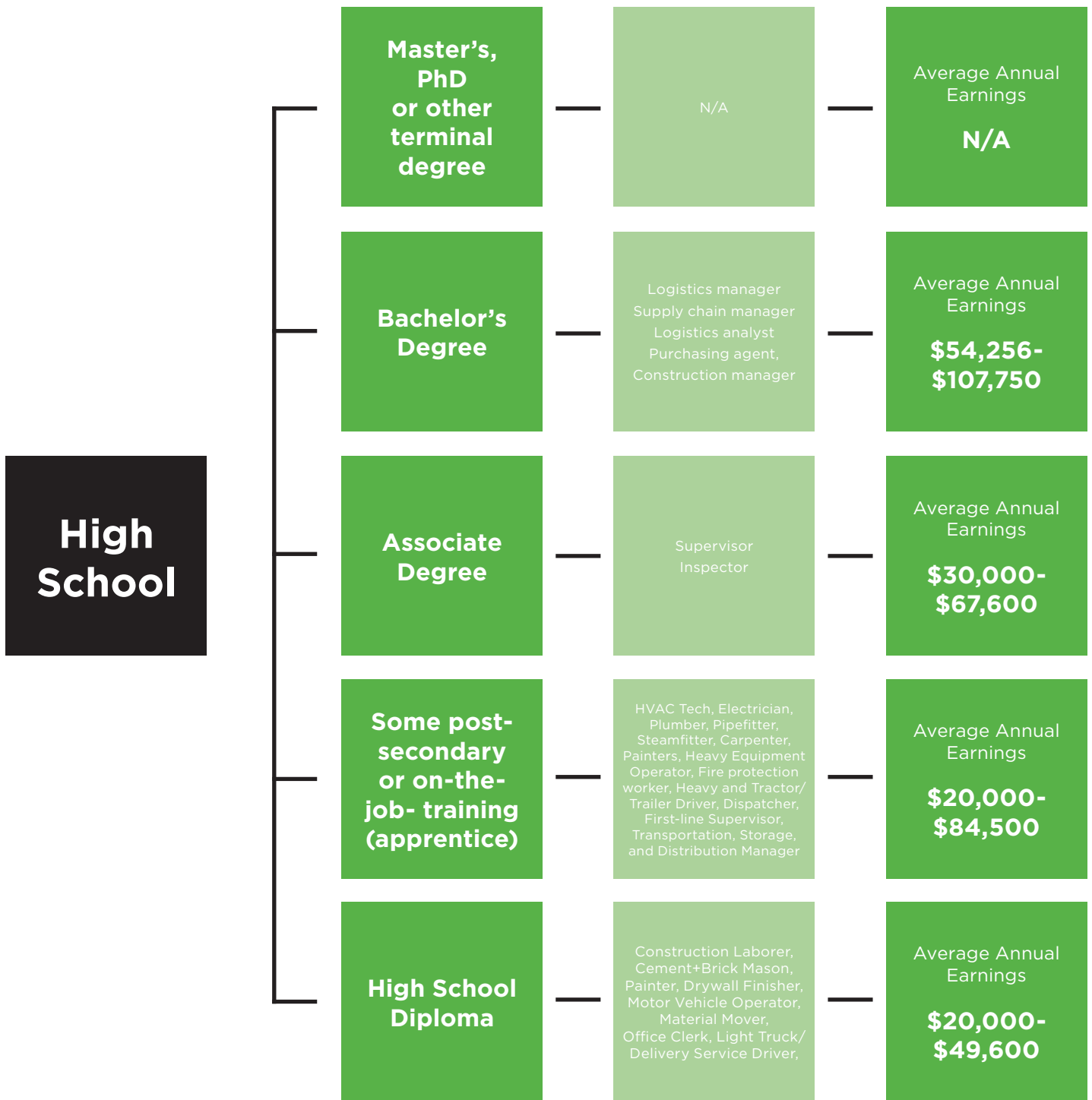
IN DEMAND OCCUPATION:

MINIMUM REQUIRED EDUCATION:

AVERAGE ANNUAL SALARY

Electrician	Technical/On-the-job training	\$55,600
Plumber, Pipefitters, and Steam-fitters	Technical/On-the-job training	\$53,600
Construction Manager	Bachelor’s degree	\$83,500
Carpenter	Technical/On-the-job training	\$45,800
Heating, Air Conditioning, Re- frigeration Mechanics	Technical/On-the-job training	\$57,500
Heavy and Tractor-Trailer Truck Driver	Technical/On-the job training	\$39,800
Material Movers	High school	\$25,800

CAREER LADDER BASED ON TRAINING NEEDED:



LOCAL TRAINING PROGRAMS:

Binghamton University

Business Administration, Electrical Engineering, Materials Engineering, Mechanical Engineering,

Registered Apprenticeship Programs

Most unions offer registered apprenticeship programs

SUNY Broome Community College

Business Administration and Management

BOCES

Carpentry, Electricity, Masonry, Building Trades/Plumbing, Welding, Advanced Manufacturing, Heavy Equipment Repair and Operation, Auto Body, and Engine Mechanics

BUSINESS

Companies attending:

Enhance VR
M&T Bank
Tioga Downs Casino Resort
Visions
Visions Hotels (Tru by Hilton and Fairfield Inn
by Marriott)

WHAT DOES THIS CAREER LOOK LIKE?

Working in business requires good organization, finance, and people skills. Included in this category is hospitality, professional services, marketing, graphic design, sales, food service, cosmetology, retail, finance, accounting, entrepreneurship, and more.

Businesses can be a sole entrepreneur or over 5,000 employees, so the job duties and experience are varied. Your salary is also not necessarily dependent on your degree level as it is with many other fields.

Work environment:

Marketing, communication, and business is necessary in all work environments - you could be working in any size business that sells any kind of product. Graphic design and good writing and math skills are all important for people working in communications, marketing, and/or business. People skills, management skills, and time management are integral for this field.

Local demand:

There are over 30,000 people working in business related positions

AVERAGE ANNUAL SALARY

\$54,937

IN DEMAND OCCUPATION:

MINIMUM REQUIRED EDUCATION:

AVERAGE ANNUAL SALARY

Sales Representative	Associate or Bachelor's degree	\$40,030
Accountant	Bachelor's degree	\$74,200
Food Service or Lodging Managers	Associate or Bachelor's degree	\$46,400 - \$80,500
Human Resources Specialist	Associate or Bachelor's degree	\$34,611
Customer Service Rep.	High School	\$27,958
Retail Sales	High School	\$29,456
Supervisors - Retail Sales	Associate or Bachelor's degree	\$72,853

CAREER LADDER BASED ON TRAINING NEEDED:



LOCAL TRAINING PROGRAMS:

Binghamton University

Accounting, Business Administration, Marketing, Entrepreneurship, Business Analytics, Economics, Finance, additional Liberal Arts majors, Human Development

Master's Degree in Business Administration (MBA), Master's Degree in Public Administration

SUNY Broome Community College

Accounting, Business Administration, Business Information Management, Financial Services, International Business, Office Administration, Sports Management, Entrepreneurship, Event Management, Marketing/Management/Sales, Culinary Arts, Lodging and Casino Management, and Restaurant Management

BOCES

New Visions Business, Business Management and Computer, Hospitality Industry, Culinary Arts, and Cosmetology programs.

HUMANITIES

Companies attending:

ACHIEVE

Broome County Bar Association

Broome County Sheriff

HCA

Southern Tier 8 Regional Board

WHAT DOES THIS CAREER LOOK LIKE?

Working in education requires interaction with children and adults looking to further their knowledge and job capabilities. Being a teacher is not the only option in education – many support staff and other specialists are needed to provide a good school environment.

Working in public administration and government gives you the ability to make change in your community. In these kinds of jobs, you'll interact with the community and work to make laws and programs to create the change you want.

Working in human services allows you to help people in the community that need services or counseling. All of these fields require leadership, communication, problem solving, and emotional intelligence.

Work environment:

Working in a school or department of education requires a focus on the well-being and knowledge gain of students. Teamwork and continuous learning is encouraged.

Working in government requires good communication skills. You will be working in a state, city, or county office building.

Working in human services can involve independent organizations, government contracting, or affiliation with a school or government.

Local demand:

There are 15,000 humanities workers in Broome County. The government is one of the largest employers in New York State.

AVERAGE ANNUAL SALARY

\$64,924

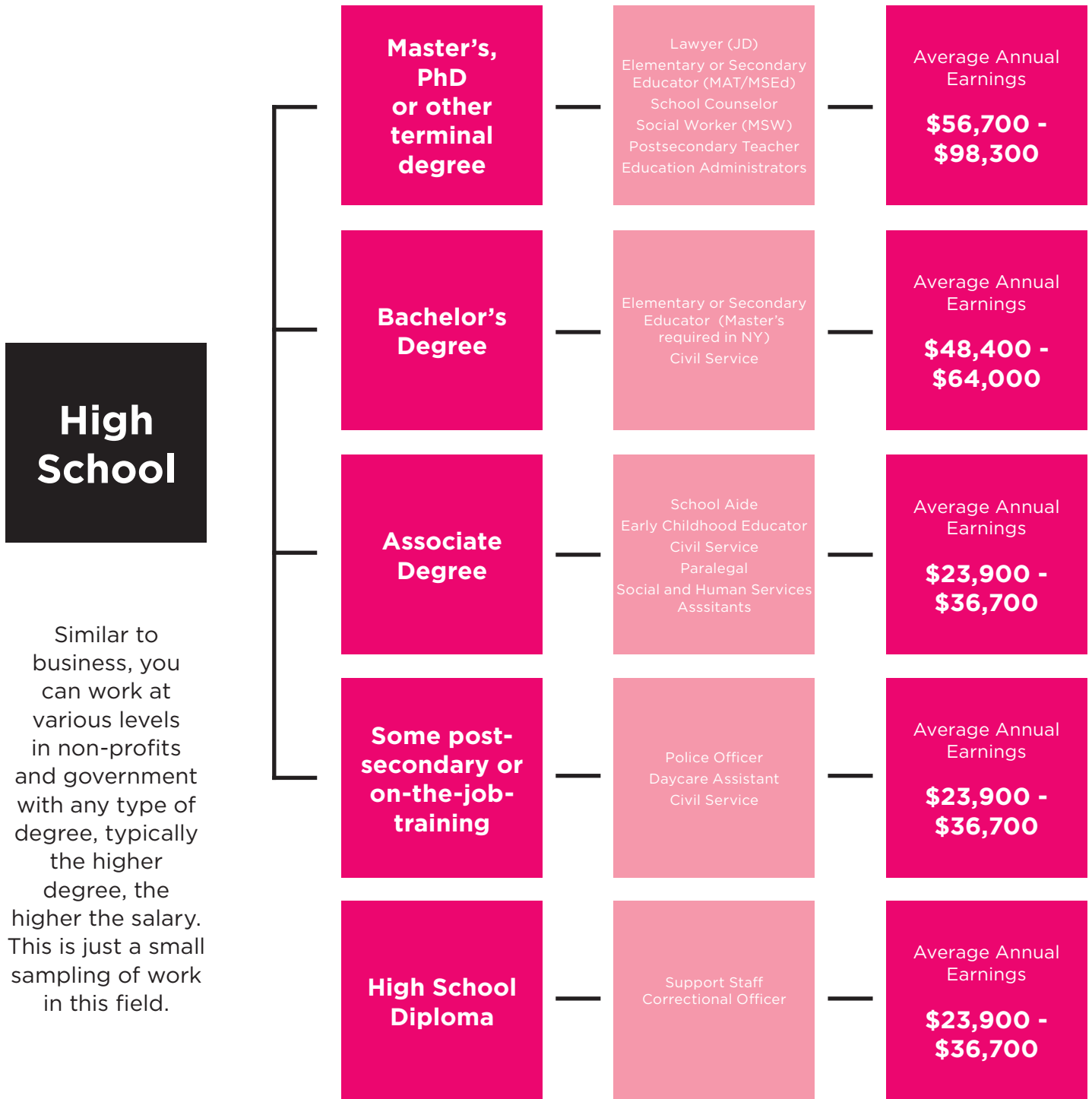
IN DEMAND OCCUPATION:

MINIMUM REQUIRED EDUCATION:

AVERAGE ANNUAL SALARY

Teacher (Elementary, or Secondary)	Can start with Bachelor's, Master's degree required in New York	\$63,800
Support Staff	Associate degree	\$23,900
Social Worker	Master's degree, Master's and additional certifications	\$49,900
Lawyer	JD (Graduate School)	\$98,300
Police Officer	High school diploma	\$72,500
Correctional Officers and Jailers	High school diploma	\$57,500

CAREER LADDER BASED ON TRAINING NEEDED:



LOCAL TRAINING PROGRAMS:

Binghamton University

Most Liberal Arts and Sciences Degrees including, Philosophy, Politics and Law, Human Development

Master's Degrees in Education, Public Administration, Social Work, and Master's Degrees in Education, Public Administration, Social Work, and

SUNY Broome Community College

General Studies, Certificate in New Media Design, Programs in Art, Communications and Media Arts, Music, Theater, Early Childhood, Sports Studies, Liberal Arts, Chemical Dependency Counseling, Human Services, Criminal Justice (Corrections and Police), Fire Protection Technology, Homeland Security, and Paralegal Studies

BOCES

Criminal Justice, New Visions Education, New Visions Law and Government

Thinking in 5s... Plan for Career Exploration

Fill in the blanks!

Talking to my parents and guardians about what I learned AND: _____

IN 5 HOURS... I CAN EXPLORE MY CAREER BY:

Filling out the SPARK survey AND: _____

IN 5 DAYS... I CAN EXPLORE MY CAREER BY:

Talking to my guidance counselor and pursuing job shadowing AND: _____

IN 5 MONTHS... I CAN EXPLORE MY CAREER BY:

Applying for college, trade school, community college, or a job in my career field AND: _____

IN 5 YEARS... I CAN EXPLORE MY CAREER BY:

Name: _____ School: _____

SAVE THE DATE

COME EXPLORE
YOUR OPPORTUNITIES
AT SUNY BROOME!

SUNY  BROOME

Spring Open House

SATURDAY, APRIL 25TH SUNY Broome Ice Center 9:00 A.M. to 12:00 P.M.



SUNYBROOME.EDU/OPENHOUSE

Broome-Tioga BOCES
Center for Career & Technical Excellence
OPEN HOUSE 2020

Tuesday, March 3
5:30-7:30 p.m.

435 Glenwood Rd., Binghamton, NY

Connect...
Explore...
Discover
your future



educate



empower



inspire

More information: 607-763-3343

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