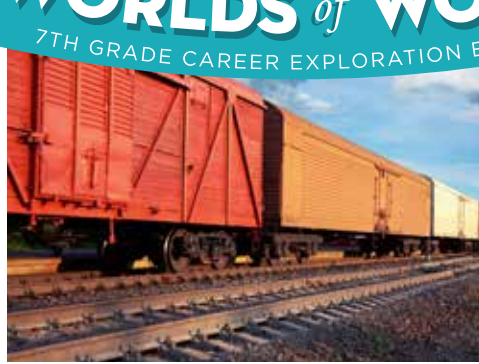




WOW!

WORLDS of WORK
7TH GRADE CAREER EXPLORATION EVENT

2019



Welcome to the WoW!

Dear Families and Guardians,

The local Career and Technical Education Administrators and the participating school divisions believe it is imperative that students be exposed to as many careers as possible during the impressionable years of middle school. As students move through their 7th grade year, they will begin to create personalized academic and career plans that will map out potential courses through their first two years of high school. At this age, if students can explore options in different career pathways and can identify if they like or do not like a particular path, then they will be in a position to make better academic and work-based choices focusing on their future goals. It is our intention that the WoW! Expo will provide experiences in which we can start to frame those conversations. We know that their career, dream, and passion may change, but having an understanding of what could be possible, especially locally, is key.

Please take some time with your child to go over the information in this booklet. We have focused on 10 Worlds of Work, based on the 16 Career Clusters identified by the Virginia Department of Education. Each World lists careers within a specific industry, required education, and potential earnings.

We hope you find this event worthwhile and that you will continue to encourage your child to explore. For more information, please visit our website, ExploreTheWoW.com

Sincerely,

Your Local Career and Technical Education Administrators

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WoW! is managed by the Lord Fairfax Community College Career Pathways Consortium, in partnership with Barrett Machine, Inc., Frederick County Economic Development Authority, Northern Shenandoah Valley Regional Commission, and Winchester Economic Development Authority.

Outdoor facilities provided by:

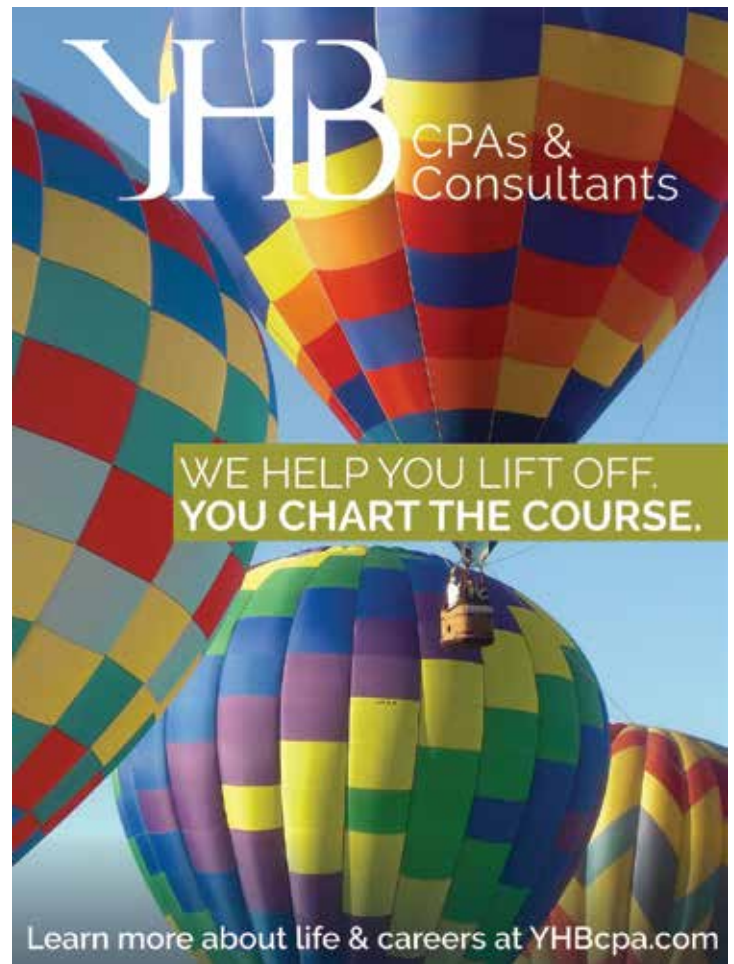


Thank you!

Student lanyards provided by:



**WoW! shuttle services
made possible by:**



**Catering
made possible by:**



**Exhibitor & volunteer
refreshments provided by:**



Agriculture

Overview

Agriculture is the largest industry in Virginia. Combined with Forestry, these industries provide more than 334,000 jobs in the Commonwealth.*

Every job within these two industries supports 1.7 jobs elsewhere in Virginia's economy!

With an increased emphasis on producing clean energy, traditional farming has opened up to new opportunities for growing plants and grains and has helped keep the prospect and sustainability of agricultural jobs solid.

*VA Department of Agriculture and Consumer Services.



How much money will I earn? Your salary or hourly wage depends on a lot of factors, like the education you have, your skills, previous experience in the industry, attitude, and work ethic. These are average earnings for our region:



Occupation	Entry Level	Experienced	Hourly Entry Level	Hourly Experienced	Education Required
Environmental Engineers	\$53,900	\$104,200	\$25.91	\$50.10	4C
Farmers, Ranchers, and other Agricultural Managers	\$43,700	\$101,400	\$21.01	\$48.75	HS
Landscaping and Groundskeeping Workers	\$20,800	\$31,900	\$10.00	\$15.34	HS
Pest Control Workers	\$23,500	\$43,200	\$11.30	\$20.77	HS
Tree Trimmers and Pruners	\$27,800	\$43,800	\$13.37	\$21.06	HS
Veterinarians	\$57,600	\$130,800	\$27.69	\$62.88	DP
Veterinary Assistants and Laboratory Animal Caretakers	\$19,300	\$27,900	\$9.28	\$13.41	HS
Veterinary Technologists and Technicians	\$25,300	\$37,400	\$12.16	\$17.98	CC
Water and Wastewater Treatment Plant and System Operators	\$27,300	\$45,000	\$13.13	\$21.63	HS/PS

**HS: High School | PS: Post-Secondary Non-Degree Award | CC: Community College | 4C: Four-Year College | MD: Master's Degree | DP: Doctoral or Professional Degree

Source: Lord Fairfax Community College service area via JobsEQ | Data as of 2019 Q1



Do you love: Nature? • Sustainability? •
Clean Energy? • Animals? • Farming? • Plants? • Biology?

What it takes: Physical fitness •
Working in tough conditions • Determination

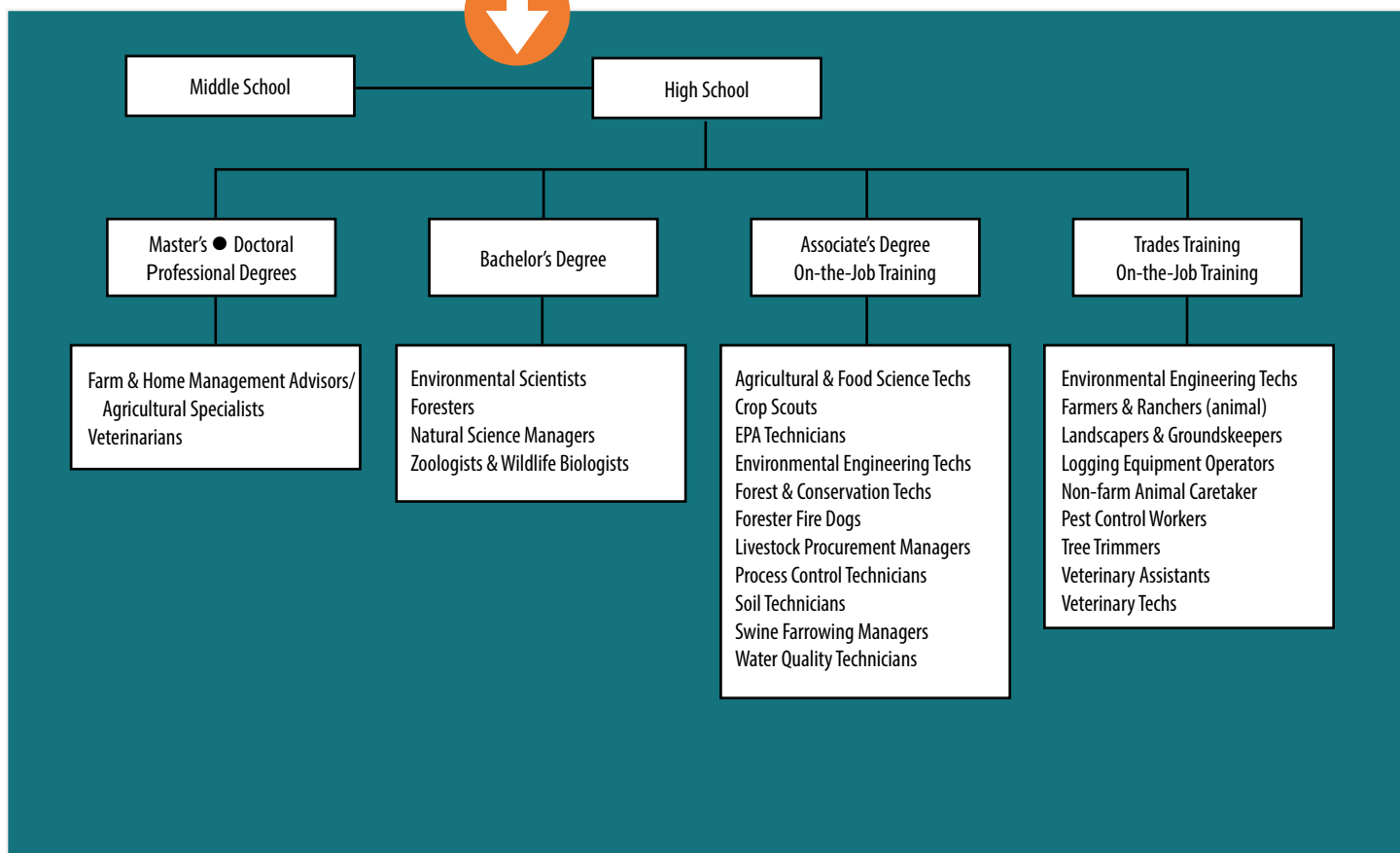


Career Spotlight Farmers, Ranchers, and Agricultural Managers

Farmers, Ranchers, and Agricultural Managers plan, direct, or coordinate the management or operation of farms, ranches, greenhouses, aquacultural operations, nurseries, timber tracts, or other agricultural establishments. They may hire, train, and supervise farm workers or contract for services to carry out the day-to-day activities of the managed operation. Managers may engage in or supervise planting, cultivating, harvesting, and financial and marketing activities.

Source: JobsEQ and United States Department of Labor,
Bureau of Labor Statistics

How do I get there? Each career has its own set of education and skill requirements.



Exhibitors



THE HERDS INN
AT HEDGEBROOK FARM



Communications

Overview

This field is expected to grow 4% from 2018 - 2028 due to emerging technology and the various platforms used to disseminate information. That's about 27,600 newly created jobs!

Digital technology has nearly dissolved the barrier into this market and made the competition for jobs in photography, editing, and writing extremely tough.

That same technology has created a need for businesses to be tech savvy and up to date in image; driving growth in the areas of photography and technical writing.



How much money will I earn? Your salary or hourly wage depends on a lot of factors, like the education you have, your skills, previous experience in the industry, attitude, and work ethic. These are average earnings for our region:



Occupation	Entry Level	Experienced	Hourly Entry Level	Hourly Experienced	Education Required
Air Traffic Controllers	\$44,600	\$133,600	\$21.44	\$64.23	CC
Audio & Video Equipment Technicians	\$23,400	\$51,500	\$11.25	\$24.76	HS/PS
Computer Network Support Specialists	\$37,300	\$73,500	\$17.93	\$35.34	CC
Computer Systems Analysts	\$54,300	\$98,900	\$26.11	\$47.55	4C
Editors	\$30,900	\$76,600	\$14.86	\$36.83	4C
Graphic Designers	\$29,300	\$59,400	\$14.09	\$28.56	4C
Market Research Analysts & Marketing Specialists	\$32,700	\$69,100	\$15.72	\$33.22	4C
Prepress Technicians & Workers	\$28,000	\$53,900	\$13.46	\$25.91	HS/PS
Print Binding & Finishing Workers	\$25,000	\$47,500	\$12.02	\$22.84	HS
Printing Press Operators	\$23,700	\$45,100	\$11.39	\$21.68	HS
Producers & Directors	\$30,900	\$86,700	\$14.86	\$41.68	4C
Public Relations Specialists	\$37,700	\$89,200	\$18.13	\$42.88	4C
Technical Writers	\$40,300	\$77,800	\$19.38	\$37.40	4C
Telecommunications Equipment Installers & Repairers, except Line Installers	\$43,700	\$68,400	\$21.01	\$32.88	HS/PS
Web Developers	\$41,800	\$86,400	\$20.10	\$41.54	CC
Writers & Authors	\$33,400	\$79,500	\$16.06	\$38.22	4C

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Source: Lord Fairfax Community College service area via JobsEQ | Data as of 2019 Q1



Do you love: Creativity? • The spotlight? •
Working behind the scenes? • Writing? • Developing apps?

What it takes: Self-motivation •
Strong communication skills • Writing skills

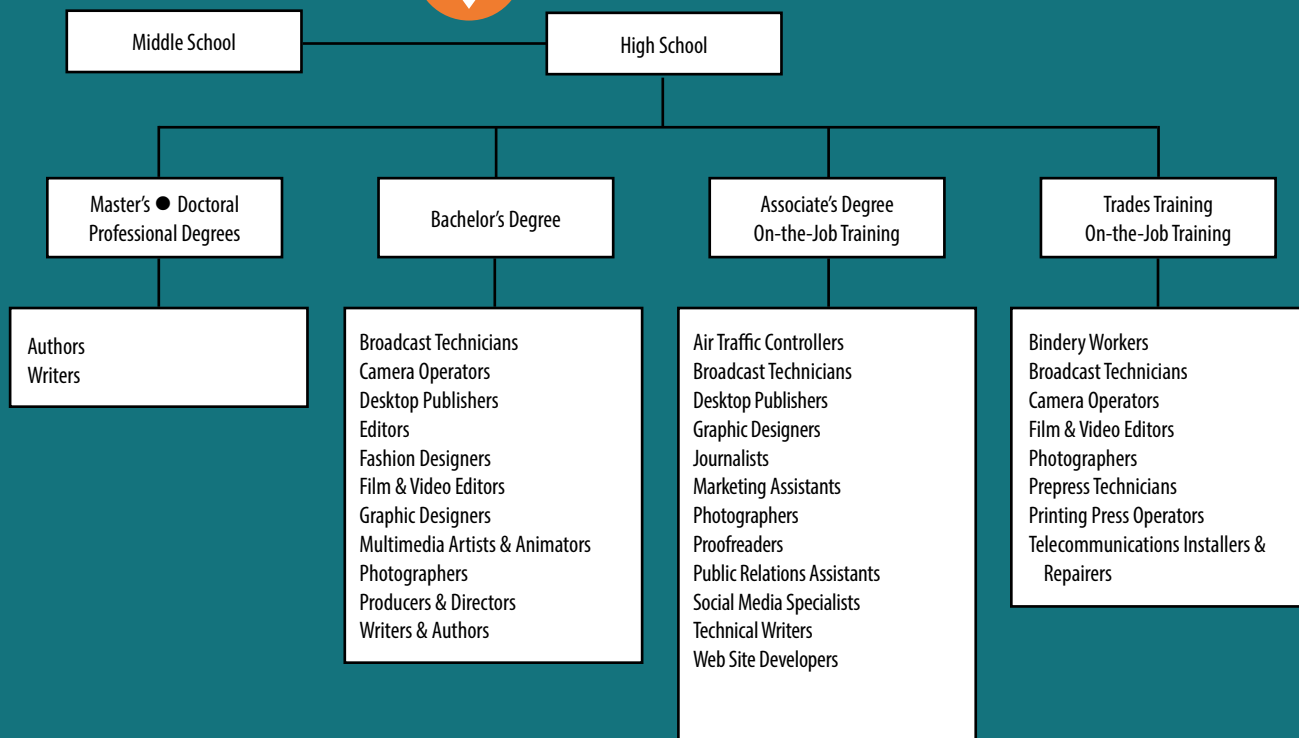


Career Spotlight Market Research Analyst

The role of a Market Research Analyst is to study market conditions in local, regional, or national areas, or gather information to determine potential sales of a product or service, or create a marketing campaign. Analysts may gather information on competitors, prices, sales, and methods of marketing and distribution. This field is projected to grow 20% from 2018 - 2028.

Source: JobsEQ and United States Department of Labor,
Bureau of Labor Statistics

How do I get there? Each career has its own set of education and skill requirements.



Exhibitors



Construction

Overview

A team of construction professionals built every structure, residential community, park, hospital, roadway, or shopping mall you can see. Whether you dream of designing a new building or wielding a blowtorch on a construction crew, opportunities are available throughout the construction field for highly skilled, hardworking people.



How much money will I earn? Your salary or hourly wage depends on a lot of factors, like the education you have, your skills, previous experience in the industry, attitude, and work ethic. These are average earnings for our region:



Occupation	Entry Level	Experienced	Hourly Entry Level	Hourly Experienced	Education Required
Architects, except landscape and naval	\$47,100	\$96,300	\$22.64	\$46.30	4C
Architectural and Civil Drafters	\$34,400	\$58,000	\$16.54	\$27.88	CC
Architectural and Engineering Managers	\$103,900	\$153,100	\$49.95	\$73.61	4C
Bookkeeping, Accounting, and Auditing Clerks	\$24,800	\$46,500	\$11.92	\$22.36	HS/CC
Brickmasons and Blockmasons	\$30,700	\$50,800	\$14.76	\$24.42	HS
Carpenters	\$29,600	\$48,100	\$14.23	\$23.13	HS
Civil Engineers	\$54,400	\$104,500	\$26.15	\$50.24	4C
Construction and Building Inspectors	\$34,300	\$63,200	\$16.49	\$30.38	HS
Construction Managers	\$63,000	\$119,000	\$30.29	\$57.21	4C
Cost Estimators	\$35,600	\$72,900	\$17.12	\$35.05	4C
Electricians	\$35,200	\$61,300	\$16.92	\$29.47	HS/PS
Interior Designers	\$26,700	\$59,600	\$12.84	\$28.65	4C
Millwrights	\$32,400	\$55,800	\$15.58	\$26.83	HS
Plumbers, Pipefitters, and Steamfitters	\$31,100	\$58,300	\$14.95	\$28.03	HS/PS
Sheet Metal Workers	\$36,800	\$54,300	\$17.69	\$26.11	HS/PS
Welders, Cutters, Solderers, and Brazers	\$31,600	\$47,400	\$15.19	\$22.79	HS

**HS: High School | PS: Post-Secondary Non-Degree Award | CC: Community College | 4C: Four-Year College | MD: Master's Degree | DP: Doctoral or Professional Degree

Source: Lord Fairfax Community College service area via JobsEQ | Data as of 2019 Q1



Do you love: Building? • Working with tools? • Drawing? • A sense of accomplishment?

What it takes: Strong math and science skills • Strong time management skills

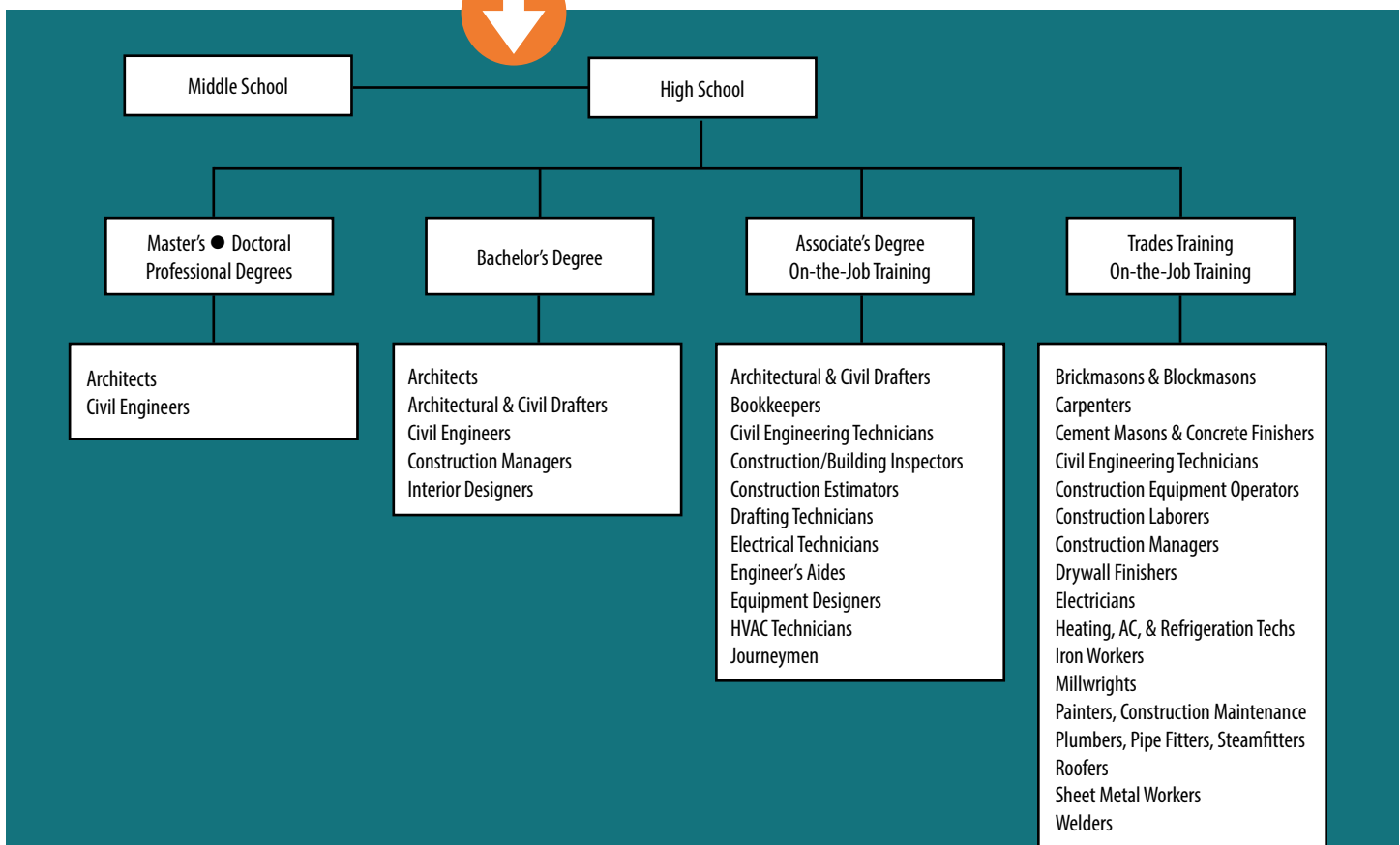


Career Spotlight Electrician

Electricians install, maintain, and repair electrical wiring, equipment, and fixtures. They ensure that work is in accordance with relevant codes. In addition, they may install or service street lights, intercom systems, or electrical control systems. Employment in this field is expected to grow 10% from 2018 - 2028.

Source: JobsEQ and United States Department of Labor, Bureau of Labor Statistics

How do I get there? Each career has its own set of education and skill requirements.



Exhibitors



Finance

Overview

If policy and figures make you tick, the Finance World may be for you! From banking, business financial management, insurance, and financial and investment planning there are finance careers in every area of our economy.



How much money will I earn? Your salary or hourly wage depends on a lot of factors, like the education you have, your skills, previous experience in the industry, attitude, and work ethic. These are average earnings for our region:



Occupation	Entry Level	Experienced	Hourly Entry Level	Hourly Experienced	Education Required
Accountants and Auditors	\$44,600	\$95,300	\$21.44	\$45.82	4C
Bill and Account Collectors	\$28,100	\$45,400	\$13.51	\$21.83	HS
Brokerage Clerks	\$33,200	\$56,300	\$15.96	\$27.07	HS
Budget Analysts	\$50,500	\$88,900	\$24.28	\$42.74	4C
Claims Adjusters, Examiners, and Investigators	\$38,000	\$71,400	\$18.27	\$34.33	HS
Credit Analysts	\$42,600	\$94,000	\$20.48	\$45.19	4C
Credit Authorizers, Checkers, and Clerks	\$25,600	\$42,800	\$12.31	\$20.58	HS
Financial Analysts	\$50,400	\$108,200	\$24.23	\$52.02	4C
Financial Managers	\$77,400	\$157,000	\$37.21	\$75.48	4C
Financial Specialists, all other	\$56,100	\$91,200	\$26.97	\$43.85	4C
Insurance Appraisers, auto damage	\$43,500	\$68,300	\$20.91	\$32.84	PS
Insurance Sales Agents	\$28,300	\$63,200	\$13.61	\$30.38	HS
Insurance Underwriters	\$41,500	\$80,500	\$19.95	\$38.70	4C
Loan Officers	\$45,400	\$105,600	\$21.83	\$50.77	4C
Personal Financial Advisors	\$41,800	\$141,300	\$20.10	\$67.93	4C

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Source: Lord Fairfax Community College service area via JobsEQ | Data as of 2019 Q1



Do you love: Math and problem solving? •
Providing excellent customer service?

What it takes: Excellent math,
organizational, and communication skills

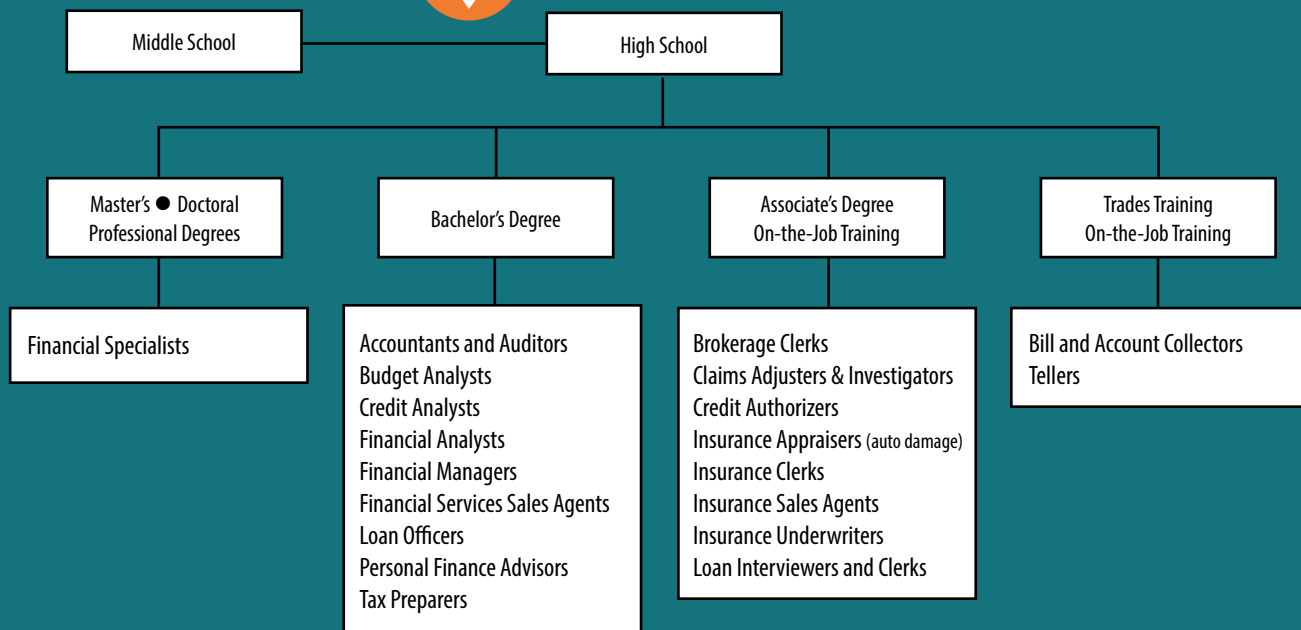


Career Spotlight Accountant/Auditor

Accountants and Auditors examine, analyze, and interpret accounting records to prepare financial statements, give advice, or audit and evaluate statements prepared by others. In addition, they install or advise on systems of recording costs or other financial and budgetary data.

Source: JobsEQ and United States Department of Labor,
Bureau of Labor Statistics

How do I get there? Each career has its own set of education and skill requirements.



Exhibitors



Health Science

Overview

There are two types of professions in healthcare, practitioners, such as surgeons and dental hygienists, and support occupations, like medical transcriptionists and occupational therapy assistants.

This field will add more jobs than any other industry or occupation in the next decade because of the need for healthcare of the baby boomer population that is living longer and healthier, and due to an emphasis on preventive care.



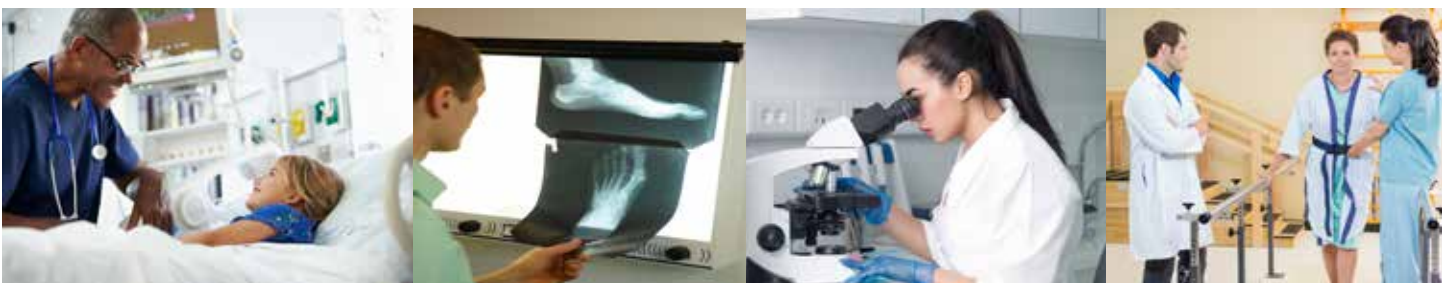
How much money will I earn? Your salary or hourly wage depends on a lot of factors, like the education you have, your skills, previous experience in the industry, attitude, and work ethic. These are average earnings for our region:



Occupation	Entry Level	Experienced	Hourly Entry Level	Hourly Experienced	Education Required
Dental Assistants	\$27,100	\$44,200	\$13.03	\$21.25	PS
Dental Hygienists	\$54,400	\$85,400	\$26.15	\$41.06	CC
Emergency Medical Technicians and Paramedics	\$24,900	\$44,600	\$11.97	\$21.44	PS
Licensed Practical and Licensed Vocational Nurses	\$33,000	\$49,500	\$15.87	\$23.80	PS
Medical and Clinical Laboratory Technicians	\$34,200	\$64,000	\$16.44	\$30.77	CC
Medical and Health Services Managers	\$68,200	\$133,800	\$32.79	\$64.33	4C
Medical Records and Health Information Technicians	\$26,100	\$48,200	\$12.55	\$23.17	PS
Occupational Therapists	\$65,600	\$94,200	\$31.54	\$45.29	MD
Opticians, dispensing	\$36,600	\$49,600	\$17.60	\$23.85	HS
Pharmacists	\$72,900	\$129,800	\$35.05	\$62.40	DP
Pharmacy Technicians	\$21,300	\$35,100	\$10.24	\$16.88	HS
Physical Therapists	\$55,500	\$88,700	\$26.68	\$42.64	DP
Physicians and Surgeons, all other	\$99,700	\$292,200	\$47.93	\$140.48	DP
Radiologic Technologists	\$44,500	\$68,300	\$21.39	\$32.84	CC
Registered Nurses	\$50,800	\$75,000	\$24.42	\$36.06	4C

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Source: Lord Fairfax Community College service area via JobsEQ | Data as of 2019 Q1



Do you love: Helping others? • Science and math? •
The idea of healing the human body?

What it takes: Strong science, math, and computer skills • Attention to detail

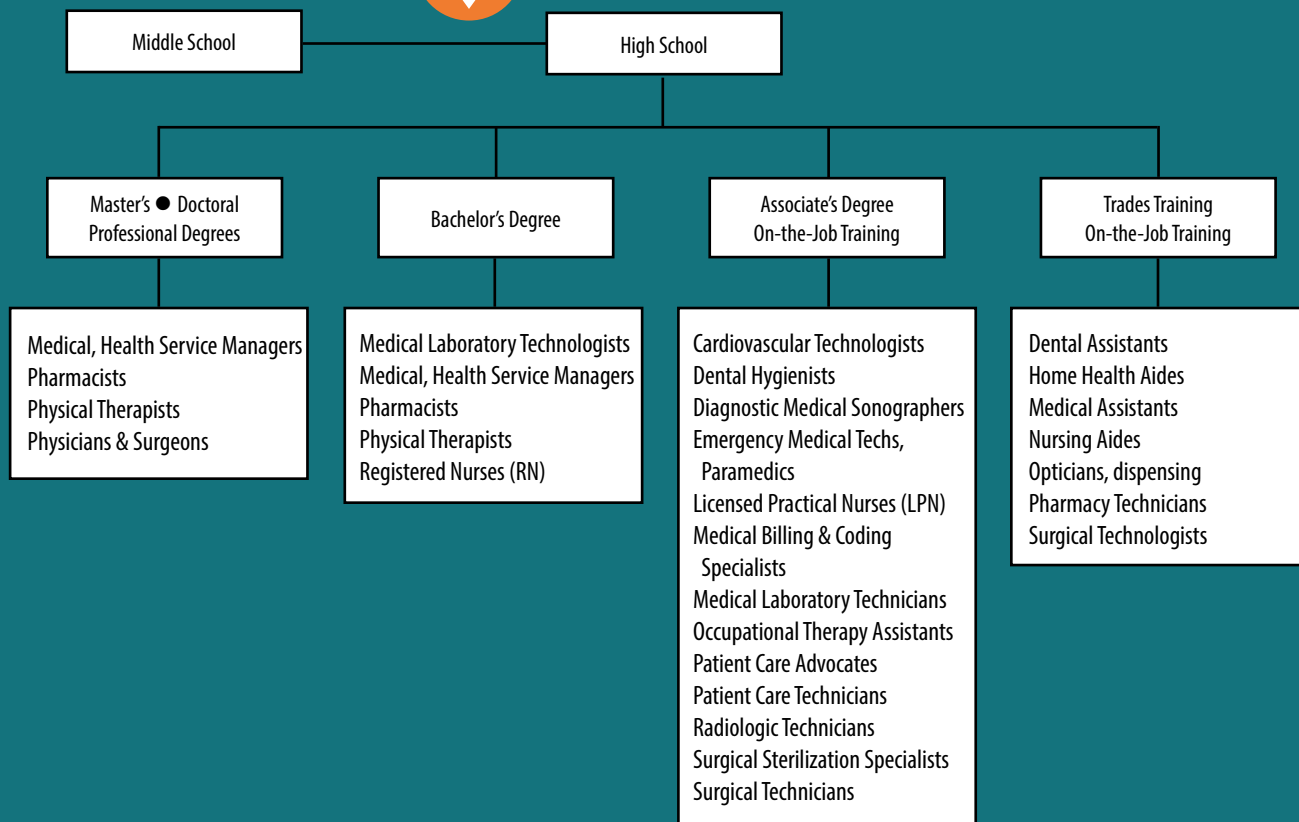


Career Spotlight Registered Nurse

An RN must be licensed and have a Bachelor of Science degree in nursing. RN's are responsible for coordinating and providing patient care; this includes, assessing patients' conditions, administration of medicines and treatments, operation and monitoring of medical equipment, analyzing and performing diagnostics tests, collaborating with physicians, and creating plans for patient care.

Source: JobsEQ and United States Department of Labor, Bureau of Labor Statistics

How do I get there? Each career has its own set of education and skill requirements.



Exhibitors



Hospitality & Tourism

Overview

The folks that help plan travel, prepare culinary masterpieces, or organize an event put in long hours and work nights and weekends but they have a rewarding career that is exciting and projects that always offer something different.



How much money will I earn? Your salary or hourly wage depends on a lot of factors, like the education you have, your skills, previous experience in the industry, attitude, and work ethic. These are average earnings for our region:



Occupation	Entry Level	Experienced	Hourly Entry Level	Hourly Experienced	Education Required
Bartenders	\$17,600	\$35,500	\$8.46	\$17.07	HS
Chefs and Head Cooks	\$30,500	\$58,400	\$14.66	\$28.08	HS
Cooks, restaurant	\$19,000	\$27,800	\$9.13	\$13.37	HS
First-Line Supervisors of Food Preparation and Serving Workers	\$23,500	\$41,700	\$11.30	\$20.05	HS
Fitness Trainers and Aerobics Instructors	\$21,400	\$49,900	\$10.29	\$23.99	HS
Food Service Managers	\$39,600	\$73,700	\$19.04	\$35.43	HS
Hotel, Motel, and Resort Desk Clerks	\$17,500	\$24,200	\$8.41	\$11.63	HS
Janitors and Cleaners, except Maids and Housekeeping Cleaners	\$18,800	\$28,700	\$9.04	\$13.80	HS
Lodging Managers	\$34,500	\$78,200	\$16.59	\$37.60	HS
Maids and Housekeeping Cleaners	\$17,400	\$25,400	\$8.37	\$12.21	HS
Meeting, Convention, and Event Planners	\$30,400	\$62,500	\$14.62	\$30.05	CC/4C
Recreation Workers	\$17,200	\$30,600	\$8.27	\$14.71	CC/4C
Tour Guides and Escorts	\$17,300	\$27,400	\$8.32	\$13.17	HS/PS/CC
Waiters and Waitresses	\$16,700	\$28,100	\$8.03	\$13.51	HS

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Source: Lord Fairfax Community College service area via JobsEQ | Data as of 2019 Q1



Do you love: Helping others? • Creativity? • Planning? • Details?

What it takes: Positive attitude • Strong attention to detail • Strong organization

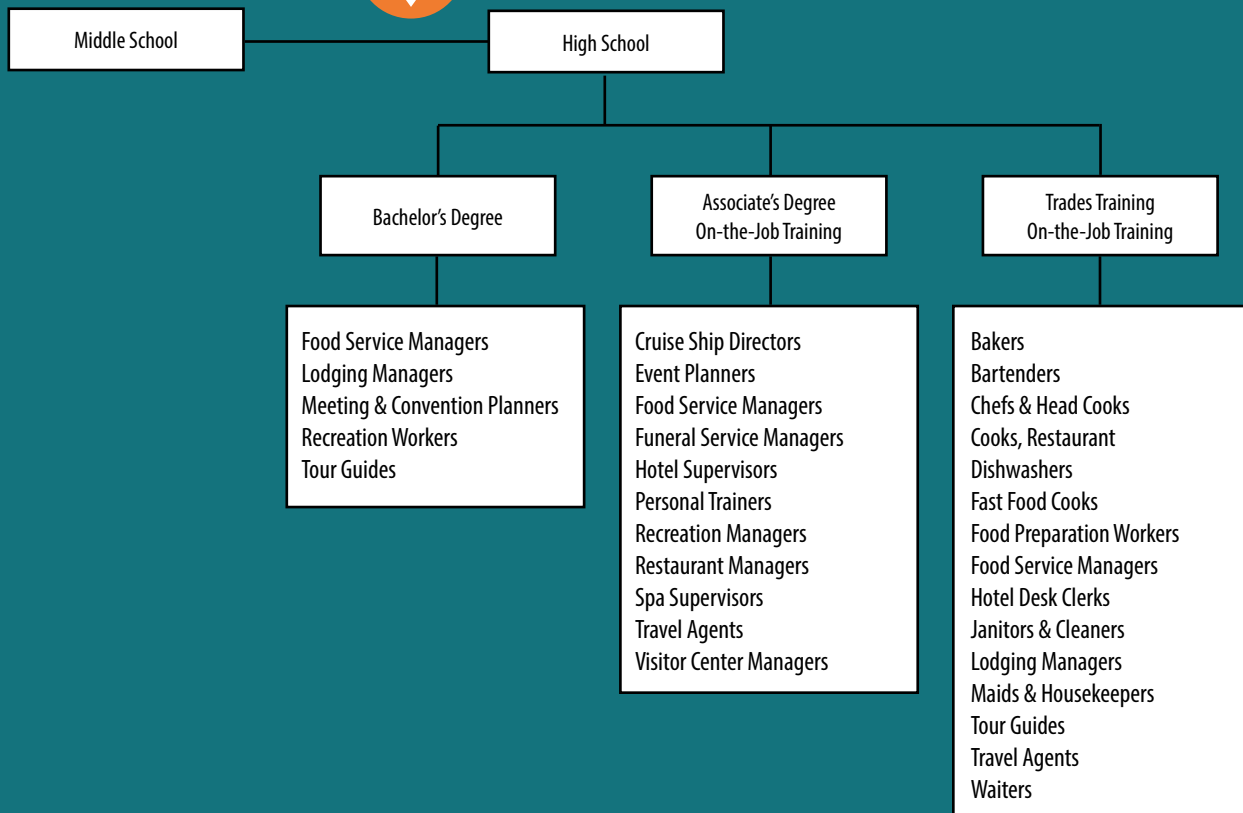


Career Spotlight Food Service Managers

Food Service Managers plan, direct, or coordinate activities of an organization that serves food and beverages. They are responsible for the daily operation which includes managing budgets and payroll, hiring, training and firing employees, addressing complaints, scheduling staff and assigning duties, ordering supplies and equipment, and ensuring employees comply with health and food safety standards.

Source: JobsEQ and United States Department of Labor, Bureau of Labor Statistics

How do I get there? Each career has its own set of education and skill requirements.



Exhibitors



Information Technology

Overview

The professionals in the field of Information Technology work with computer hardware and software and computer networks. The types of work in this field include securing information shared and stored, creation of programs, creation of applications, and design of information systems solutions.



How much money will I earn? Your salary or hourly wage depends on a lot of factors, like the education you have, your skills, previous experience in the industry, attitude, and work ethic. These are average earnings for our region:



Occupation	Entry Level	Experienced	Hourly Entry Level	Hourly Experienced	Education Required
Computer and Information Research Scientists	\$70,700	\$133,100	\$33.99	\$63.99	MD
Computer Network Support Specialists	\$37,300	\$73,500	\$17.93	\$35.34	CC
Computer occupations, all other	\$62,000	\$105,100	\$29.81	\$50.53	4C
Computer Programmers	\$53,600	\$94,900	\$25.77	\$45.63	4C
Computer Systems Analysts	\$54,300	\$98,900	\$26.11	\$47.55	4C
Computer User Support Specialists	\$36,000	\$62,200	\$17.31	\$29.90	PS
Database Administrators	\$54,600	\$109,900	\$26.25	\$52.84	4C
Network and Computer Systems Administrators	\$56,200	\$93,200	\$27.02	\$44.81	4C
Software Developers, applications	\$59,600	\$106,000	\$28.65	\$50.96	4C
Software Developers, systems software	\$63,800	\$123,300	\$30.67	\$59.28	4C
Technical Writers	\$40,300	\$77,800	\$19.38	\$37.40	4C

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Source: Lord Fairfax Community College service area via JobsEQ | Data as of 2019 Q1



Do you love: Problem solving? • Inventing? • Designing? • Creating?

What it takes: Strong math, science, written and verbal skills • Focus

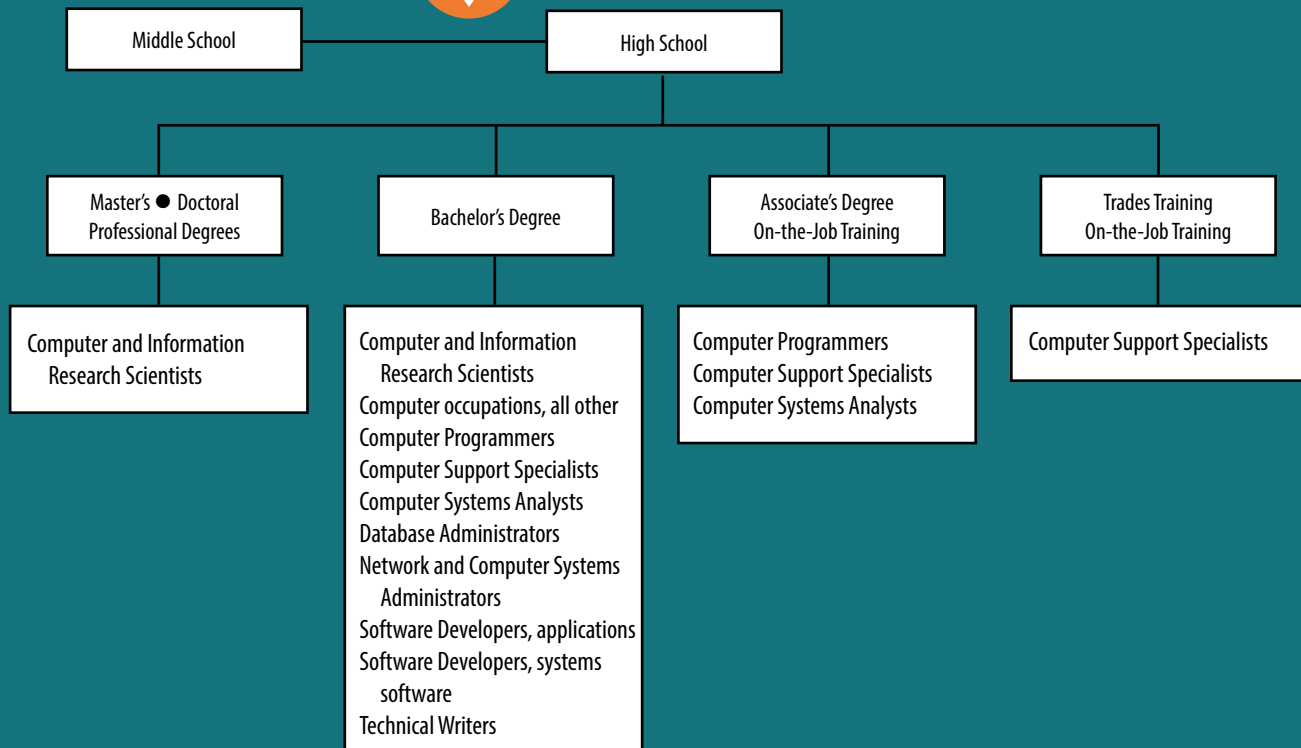


Career Spotlight Software Developers

The role of a Software Developer is to create and modify computer applications software, or specialized utility programs. They analyze user needs and develop software solutions. Software Developers design software or customize software for client use with the aim of optimizing operational efficiency. They also analyze and design databases within an application area, working individually or coordinating database development as part of a team. Oftentimes they supervise computer programmers.

Source: JobsEQ and United States Department of Labor, Bureau of Labor Statistics

How do I get there? Each career has its own set of education and skill requirements.



Exhibitors



Manufacturing

Overview

This sector is comprised of establishments engaged in the mechanical, physical, or chemical transformation of materials, substances, or components into new products.

Manufacturing is involved in everything you see and use on a daily basis; from buildings, vehicles, furniture, televisions, and smart phones to cereal boxes, cereal, and the spoon you eat with. Manufacturing is where the innovation is!



How much money will I earn? Your salary or hourly wage depends on a lot of factors, like the education you have, your skills, previous experience in the industry, attitude, and work ethic. These are average earnings for our region:



Occupation	Entry Level	Experienced	Hourly Entry Level	Hourly Experienced	Education Required
Chemical Technicians	\$27,100	\$53,100	\$13.03	\$25.53	CC
Electrical and Electronics Repairers, commercial and industrial equipment	\$36,500	\$63,800	\$17.55	\$30.67	PS
First-Line Supervisors of Production and Operating Workers	\$39,200	\$77,100	\$18.85	\$37.07	HS
Helpers, Electricians	\$21,600	\$32,200	\$10.38	\$15.48	HS
Industrial Engineering Technicians	\$35,100	\$63,800	\$16.88	\$30.67	CC
Industrial Engineers	\$59,700	\$99,400	\$28.70	\$47.79	4C
Industrial Machinery Mechanics	\$32,200	\$53,300	\$15.48	\$25.63	HS
Industrial Production Managers	\$54,500	\$124,700	\$26.20	\$59.95	4C
Machinists	\$33,700	\$56,400	\$16.20	\$27.12	HS
Millwrights	\$32,400	\$55,800	\$15.58	\$26.83	HS/PS
Molding, Coremaking, and Casting Machine Setters, Operators, and Tenders, metal and plastic	\$26,000	\$40,400	\$12.50	\$19.42	HS
Plant and System Operators, all other	\$39,200	\$67,100	\$18.85	\$32.26	HS
Purchasing Managers	\$75,500	\$124,100	\$36.30	\$59.66	4C
Tool and Die Makers	\$36,600	\$62,600	\$17.60	\$30.10	CC/PS
Welders, Cutters, Solderers, and Brazers	\$31,600	\$47,400	\$15.19	\$22.79	HS

****HS:** High School | **PS:** Post-Secondary Non-Degree Award | **CC:** Community College | **4C:** Four-Year College | **MD:** Master's Degree | **DP:** Doctoral or Professional Degree

Source: Lord Fairfax Community College service area via JobsEQ | Data as of 2019 Q1



Do you love: Making your ideas happen? • Working with machines and computers?

What it takes: Strong math and science skills • Excellent problem solving skills



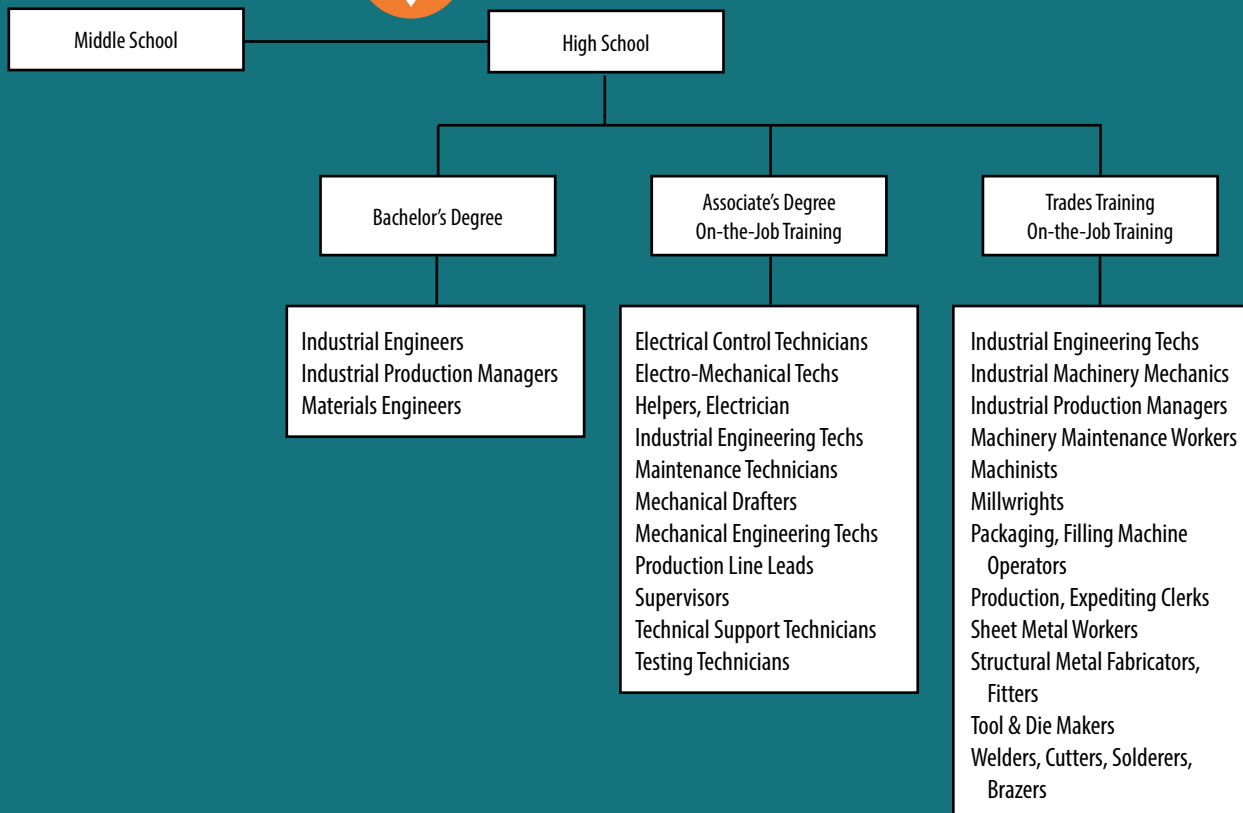
Career Spotlight

Industrial Machinery Mechanics

Industrial Machinery Mechanics maintain, install, adjust, or repair industrial production and processing machinery or refinery and pipeline distribution systems. The need to keep increasingly sophisticated machinery functioning and efficient will continue to create demand in this field.

Source: JobsEQ and United States Department of Labor, Bureau of Labor Statistics

How do I get there? Each career has its own set of education and skill requirements.



Exhibitors



Public Service

Overview

We need people in public service to help keep communities safe and ensure our society functions in an orderly and just manner.

These careers can vary from entering one of the branches of the military to being a local town councilman or supervisor. Regardless of the career, military, police, fire and rescue, or public officer, the responsibility of public service means you must be someone of high moral standards with a good work ethic and have a passion to help others.



How much money will I earn? Your salary or hourly wage depends on a lot of factors, like the education you have, your skills, previous experience in the industry, attitude, and work ethic. These are average earnings for our region:



Occupation	Entry Level	Experienced	Hourly Entry Level	Hourly Experienced	Education Required
Correctional Officers and Jailers	\$31,200	\$50,200	\$15.00	\$24.13	HS
Detectives and Criminal Investigators	\$44,400	\$96,200	\$21.35	\$46.25	HS/CC/4C
Emergency Medical Technicians and Paramedics	\$24,900	\$44,600	\$11.97	\$21.44	PS
Firefighters	\$32,500	\$57,100	\$15.63	\$27.45	PS
Human Resources Managers	\$74,600	\$136,300	\$35.87	\$65.53	4C
Human Resources Specialists	\$41,600	\$84,300	\$20.00	\$40.53	4C
Lawyers	\$60,700	\$140,500	\$29.18	\$67.55	DP
Paralegals and Legal Assistants	\$31,400	\$56,700	\$15.10	\$27.26	CC
Police and Sheriff's Patrol Officers	\$39,300	\$59,100	\$18.89	\$28.41	HS/CC/4C
Private Detectives and Investigators	\$26,700	\$66,000	\$12.84	\$31.73	HS/PS/4C
Probation Officers and Correctional Treatment Specialists	\$34,300	\$50,800	\$16.49	\$24.42	4C

**HS: High School | PS: Post-Secondary Non-Degree Award | CC: Community College | 4C: Four-Year College | MD: Master's Degree | DP: Doctoral or Professional Degree

Source: Lord Fairfax Community College service area via JobsEQ | Data as of 2019 Q1



Do you love: Your community and your country? •
Working on a team? • Helping others?

What it takes: Moral principles •
Dependable performance and attitude



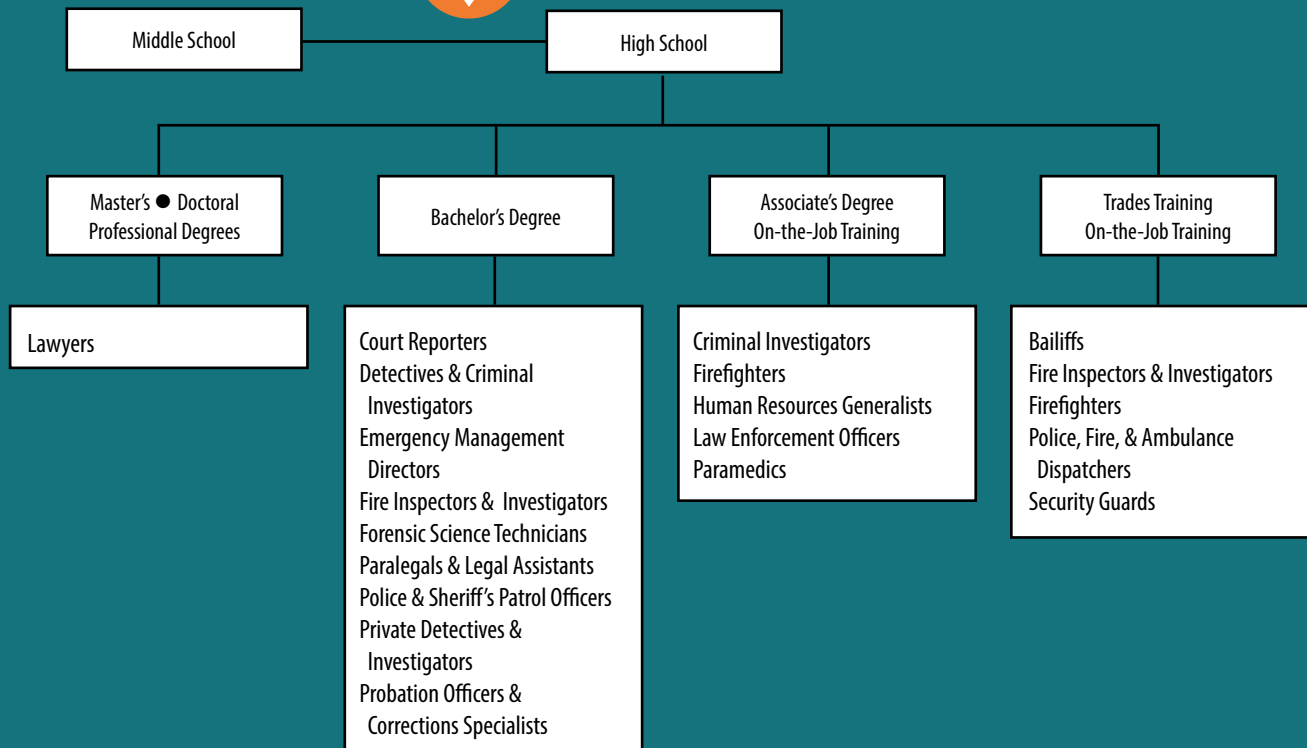
Career Spotlight

Police and Sheriff's Patrol Officers

Police maintain order and protect life and property by enforcing local, tribal, State, or Federal laws and ordinances. Officers perform a combination of the following duties: patrol a specific area; direct traffic; issue traffic summonses; investigate accidents; apprehend and arrest suspects, or serve legal processes of courts.

Source: JobsEQ and United States Department of Labor,
Bureau of Labor Statistics

How do I get there? Each career has its own set of education and skill requirements.



Exhibitors



Winchester
parks and recreation
Virginia



Virginia Cooperative Extension
Virginia Tech • Virginia State University



Winchester
public services
Virginia

Transportation & Logistics

Overview

Our world economy and international trade has made the need for quick distribution and logistics evermore important. A career in transportation and logistics involves the transportation of goods and encompasses the careers of automotive mechanics, shipping clerks, truck drivers and distribution managers.



How much money will I earn? Your salary or hourly wage depends on a lot of factors, like the education you have, your skills, previous experience in the industry, attitude, and work ethic. These are average earnings for our region:



Occupation	Entry Level	Experienced	Hourly Entry Level	Hourly Experienced	Education Required
Air Traffic Controllers	\$44,600	\$133,600	\$21.44	\$64.23	CC
Aircraft Mechanics and Service Technicians	\$35,600	\$72,100	\$17.12	\$34.66	PS
Airline Pilots, Copilots, and Flight Engineers	\$65,500	\$197,800	\$31.49	\$95.10	4C
Automotive Body and related repairs	\$29,000	\$59,100	\$13.94	\$28.41	HS
Automotive Service Technicians and Mechanics	\$27,200	\$52,500	\$13.08	\$25.24	PS
Bus and Truck Mechanics and Diesel Engine Specialists	\$31,200	\$52,100	\$15.00	\$25.05	HS
Business Operations Specialists, all other	\$43,700	\$87,200	\$21.01	\$41.92	4C
Dispatchers, except police, fire, and ambulance	\$27,600	\$45,300	\$13.27	\$21.78	HS
Mobile Heavy Equipment Mechanics, except engines	\$34,900	\$55,200	\$16.78	\$26.54	HS
Purchasing Managers	\$75,500	\$124,100	\$36.30	\$59.66	4C
Shipping, Receiving, and Traffic Clerks	\$24,700	\$38,000	\$11.88	\$18.27	HS
Transportation, Storage, and Distribution Managers	\$63,500	\$103,600	\$30.53	\$49.81	HS
Truck Drivers, heavy and tractor-trailer	\$27,500	\$45,900	\$13.22	\$22.07	PS
Truck Drivers, industrial and tractor operators	\$26,800	\$40,300	\$12.88	\$19.38	HS
Truck Drivers, light and delivery service	\$18,500	\$34,800	\$8.89	\$16.73	HS

**HS: High School | PS: Post-Secondary Non-Degree Award | CC: Community College | 4C: Four-Year College | MD: Master's Degree | DP: Doctoral or Professional Degree

Source: Lord Fairfax Community College service area via JobsEQ | Data as of 2019 Q1



Do you love: Math and problem solving? •
Fixing things? • Organizing flow?

What it takes: Good time
management skills • Impeccable driving record

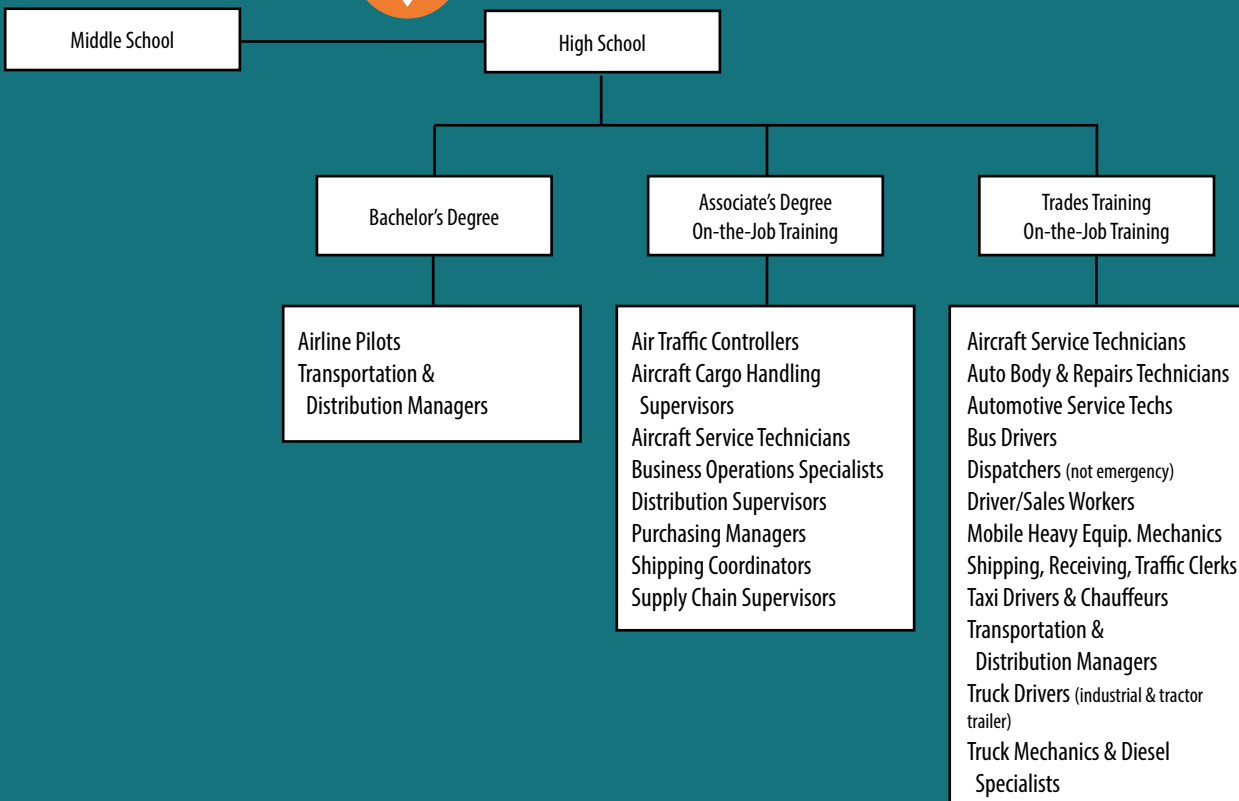


Career Mobile Heavy Equipment Mechanics

Mobile Heavy Equipment Mechanics adjust, diagnose, repair, or overhaul mobile mechanical, hydraulic, and pneumatic equipment, such as cranes, bulldozers, graders, and conveyors, used in construction, logging, and surface mining. As stock of heavy vehicles and mobile equipment continues to increase, more service technicians will be needed to maintain them. Those who have completed postsecondary education programs should enjoy the best job prospects.

Source: JobsEQ and United States Department of Labor,
Bureau of Labor Statistics

How do I get there? Each career has its own set of
education and skill requirements.



Exhibitors



Our Sponsors

Expert

**WELLS
FARGO**



Journeyman



Apprentice



Novice



Intern

WoW! is managed by the Lord Fairfax Community College Career Pathways Consortium, in partnership with Barrett Machine, Inc., Frederick County Economic Development Authority, The Northern Shenandoah Valley Regional Commission, and Winchester Economic Development Authority.



In-Kind Sponsorship



Sustaining Sponsors












Students, Businesses, & Educators the WoW!

Survey Results from WoW! 2018:

When asked which activities they loved, these are the words we heard most!



“

	x84 fire		x47 ag		x42 hose
	x75 cow		x46 science		x32 hospital
	x62 touch		x45 CPR		x24 construction
	x52 animal		x44 car		x24 firefighter
	x50 heart		x42 health		x24 lung

”

95%

Loved WoW!

95% of students reported that their WoW! experience was good or great

87%

Have Career Ideas!

87% of students reported that participating in WoW! gave them career ideas

75%

Will Share Experience!

75% of students will share their experience with a parent or guardian



WoW! gives *students* the ultimate career experience, one they want to share with others!

96%

Satisfied with Event!

96% of exhibitors were satisfied with their overall WoW! experience

93%

Satisfied with Participation!

93% of exhibitors were satisfied with the level of participation by students

97%

Would Recommend!

97% of exhibitors would recommend participation to other businesses

Students are engaged and businesses love it - **97%** of *exhibitors* would recommend participation!



Dear Sponsors and WoW! Supporters,

Thank you for helping make the 5th annual WoW! possible!

The cost of a WoW! event is \$45,000. Much of this is afforded by local business sponsorship but over the past four years, our regional Career and Technical Education Administrators have earmarked their Perkins Grant funds to account for the majority of the cost. The Perkins Grant is not guaranteed and must be decided on by our Virginia General Assembly during the budget process.

The WoW! planning committee is working to establish an annual revenue source to hold this valuable event without taking away from Perkins Grant monies which could be used elsewhere within the schools; to purchase a new piece of equipment or provide CTE educator training. Additionally, we do not want to depend on an uncertain source each year. It is our hope that we will establish sustained sponsorships from our community.

Sponsorships allow us to provide the following:

- Offer the field trip to our students free of charge
- Rental of the event site
- Purchase of 3,000 cinch sacks with the WoW! logo, and 3,000 WoW! passports for students
- Printing of 3,000 WoW! booklets for student use
- Beverages, snacks, and lunch to our business exhibitors and volunteers on event day

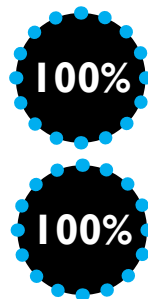
At this time, we do not charge our exhibitors for booth space. We feel our local businesses are providing staffing and cost of setup as well as expense of supplies, which is invaluable to the operation of the event. We realize there are some companies that are able to exhibit as well as sponsor and other businesses that may not be able to exhibit but want to be a part of the event and provide generous sponsorship. Beyond our businesses, our community is full of very involved citizens that believe in stable, good paying jobs and offering our students an opportunity to explore their options. Your involvement is tremendously beneficial to the function of the event and to the success of our future workforce!

We sincerely appreciate your sponsorship of WoW! 2019 and hope you will consider becoming a sustaining sponsor for the future.

Sincerely,

The WoW! Planning Committee

Educators agree, WoW! is an exciting and beneficial experience!



It's a beneficial experience!

100% of educators feel WoW! is beneficial for academic & career planning

It's great for the age level!

100% of educators feel WoW! is a relatable and appropriate event for 7th graders





Looking Ahead

HIGH SCHOOL CAREER AND TECHNICAL EDUCATION

Career and Technical Education is the foundation for the trend toward career ready education and college. Successful students in career and technical education have the skills to enter the workforce, enroll in training programs, or excel in a two-year or four-year college program.

APPRENTICESHIP

Learn a craft or trade from a skilled crafts-person or master trades worker (such as a carpenter or plumber) through supervised, full-time work that meets Virginia state standards. Upon the completion of your apprenticeship, you will receive a nationally recognized certificate of completion.

COMMUNITY COLLEGE

Affordable community colleges, including technical colleges where students can study fields such as automotive technology, culinary arts, and welding, are located in close proximity to all of our participating counties. Earn credentials or an Associate's Degree to prepare you for immediate entry into your career or launch you directly into a four-year college or university.

FOUR-YEAR COLLEGE OR UNIVERSITY

Virginia has numerous public and private colleges and universities. There are many state and federal grant programs available to students who want to attend college in Virginia but need financial support.

MILITARY SERVICE

All branches of the U.S. Military, including the Army, Navy, Air Force, Marines, and Coast Guard, provide skills training, financial aid for college, and career opportunities in return for three or more years of service. Some people choose the military as a long-term career, while others use it to prepare for college or a career in private industry or public service.

ON-THE-JOB-TRAINING

After earning a high school diploma, some graduates immediately start earning money as an entry-level employee. Through on-the-job-training, they are able to learn new skills and gain valuable work experience.

Exhibitors

Advance/CARQUEST Auto Parts	Marlow Motors The Valley
Alban CAT	Museum of the Shenandoah Valley
American Woodmark	Penn Drill Manufacturing
Animal Medical Center of Frederick County	Perry Engineering Company, Inc.
Ashworth Brothers, Inc.	Rappahannock Electric Cooperative
BB&T	Rappahannock, Shenandoah, Warren (RSW) Regional Jail
Barrett Machine, Inc.	The River 95.3
Beckstrom Electric	Shenandoah Country Q102
Berryville Family Chiropractic	Shenandoah University School of Pharmacy
Blandy Experimental Farm	Shenandoah University, Shenandoah Center for Immersive Learning
Body Renew Fitness	Shenandoah Valley Electric Cooperative
Bureau of Alcohol, Tobacco, Firearms and Explosives K-9	Shentel
BURKE Concrete Construction	The Shockey Companies
Carmeuse Lime & Stone, Inc.	SOS Consulting, LLC
Cedar Creek and Belle Grove Historical Park	Sysco Northeast Redistribution Center
City National Bank	ThermoFisher Scientific
City of Winchester VA, Percy D. Miller Water Treatment Plant	Toray Plastics (America), Inc.
Clarke County Farm Bureau	United Bank
Clarke County Parks & Recreation	United Rentals Inc.
Continental	Valley Health System
Drug Enforcement Administration	Valley Health WMC Pharmacy Residents
First Bank	Valley Medical Transport
Frederick County Farm Bureau	Virginia Association of Surveyors
Frederick County Fire & Rescue	Virginia Cooperative Extension
Frederick County GIS & IT	Virginia State Police
Frederick County Recycling	Virginia Vision Therapy Center
Frederick County Sheriff's Office	Wal-Mart Transportation
Funkhouser Real Estate Group	Warren County Fire & Rescue
Greenway Engineering	Warren County Sheriff's Office
Hedgebrook Farm and the Herds Inn at Hedgebrook Farm	Wells Fargo
Holtzman Oil Corporation	Winchester City Fire & Rescue
The Home Depot	Winchester-Frederick County Convention and Visitors Bureau
HP Hood	Winchester Parks and Recreation
International Brotherhood of Electrical Workers (IBEW) Local 26	Winchester Police Department
Kingspan Insulation	Winchester Regional Airport
Leesa Mayfield Architecture	Yount, Hyde, & Barbour
Lord Fairfax Community College EMS Council	
Lord Fairfax Community College School of Nursing	
Lord Fairfax Community College Workforce Solutions	

Education Options in the Region

Blue Ridge Technical Center
Dowell J. Howard Vocational School
Lord Fairfax Community College
Lord Fairfax Community College Workforce Solutions
Page County Technical Center
Shenandoah University
Triplett Tech
Valley Workforce



Partnership

WoWi is managed by the Lord Fairfax Community College Career Pathways Consortium, in partnership with Barrett Machine, Inc., Frederick County Economic Development Authority, Northern Shenandoah Valley Regional Commission, and Winchester Economic Development Authority.

