



# Bureau of Labor Market Information Division of Research and Statistics



# Significant Industries

## A Report to the Workforce Development System

North Country | 2015

## **Preface**

One of the major objectives of the workforce development system is to encourage local workforce investment boards (LWIBs) to plan strategically and focus their resources on priority industries (and eventually on priority occupations within those industries).

To assist in this effort the New York State Department of Labor's Division of Research and Statistics decided to concentrate this report on industries identified as "significant industries." Industries presented here are classified according to their North American Industry Classification System (NAICS) code.

This report lists significant industries in the North Country Region based on various criteria. Local workforce investment boards should concentrate their workforce development resources on these particular industries.

Significant industries were identified on the basis of job counts, wage levels, job growth (both net and percent) over the 2009-2014 period, and expected job growth based on industry employment projections through 2022. Priority industries that may have been designated by economic development or workforce development officials were also considered.

## **North Country Industries**

Seven local industries are designated as "significant" in this report. Four of these industries managed to increase their employment levels between 2009 and 2014 in the aftermath of the worst national economic downturn in 75 years. In addition, six of these seven industries employed at least 5,000 during 2014.

Finally, all "significant industries" shared one or more of the following characteristics: rapid growth (percentage basis); large growth (absolute basis); high wages (average annual wage above the regional average of \$38,900 in 2014); or strong expected growth through 2022. The specific reason(s) why each industry was designated as "significant" are presented in the last column of the first table.

A small set of industries were identified for this report. They fall into six major industry groups: manufacturing; trade, transportation, and utilities; educational services; health care; leisure and hospitality; and public administration/government.

## **Industry Analysis**

In the following analysis, industries are presented in ascending NAICS industry code order. For additional information regarding the NAICS industry classification system, visit <http://www.census.gov/cgi-bin/sssd/naics/naicsrch?chart=2012>.

### Manufacturing

The *transportation equipment manufacturing* (NAICS Industry 336) sector was selected as a "significant industry" because employment grew from 800 in 2009 to 1,100 in 2014, a 37.5

percent growth rate. The annual average wage (\$59,900) was also more than \$20,000 higher than the all-industry annual average wage. Employment is expected to grow by more than 20 percent over the next several years.

#### Trade, Transportation, and Utilities

Between 2009 and 2014, employment in the *general merchandise stores* (NAICS Industry 452) sector fell slightly. However, this industry employs more than 5,000 workers throughout the North Country, and employment is projected to increase by nearly 10 percent over the next few years. Educational services (NAICS Industry 611)

#### Educational Services

With almost 19,000 jobs between the public and private sectors, *educational services* (NAICS Industry 611) has the most employment of any “significant industry” other than public administration. This sector suffered a loss of 800 jobs (-4.1%) between 2009 and 2014 with declines in primary and secondary schools. The industry’s 2014 average annual wage (\$43,400) was nearly \$5,000 above the all-industry average annual wage. Leading job titles include teacher assistant, elementary school teacher, and secondary school teacher.

Growth in educational services is driven more by demographics than by economic conditions. Growth is expected to rebound over the next few years as local school districts throughout the North Country are largely over the severe budget pressures they faced in the last recession.

#### Health Care and Social Assistance

Growth in health care industry employment is, like educational services, also driven more by demographics than by overall economic conditions. Almost all health care occupations are expected to be in demand over the next decade as the North Country’s population continues to age. The health care sectors selected as significant industries are:

- *Ambulatory health care services* (NAICS Industry 621)
- *Hospitals* (NAICS Industry 622)

Between 2009 and 2014, *ambulatory health care services* added 600 jobs, a healthy increase of nearly 11 percent, while *hospitals* added 200 jobs, an increase of more than 2 percent. *Hospitals* (\$59,500) and *ambulatory health care services* (\$49,200) have wage levels above the all-industry average. This is largely a reflection of the mix of occupations in each health care industry.

#### Leisure and Hospitality

With more than 11,400 workers in 2014, the *food services and drinking places* (NAICS 722) industry employs the third most workers of any other three-digit NACIS sector of the North Country economy except educational services and public administration. Tourism is the main driver of the *food services and drinking places* industry.

Outdoor recreation is very popular in the Adirondacks and along the major waterways including Lake Ontario, the St. Lawrence River, and Lake Champlain. Average annual wages (\$14,500) are

relatively low in this industry because it is characterized by seasonal and part-time workers; however, the *food services and drinking places* industry provides many employment opportunities for low-skilled workers and youth, especially in the summer, as well as second-job holders. Employment growth in this industry from 2012-2022 in the North Country Region (+7.3%) is expected to be higher than in the overall economy over the next few years.

#### Public Administration

With nearly 20,000 employees in 2014, the public sector remains a relatively large employer in the North Country. Average annual wages (\$53,300) in the public sector are also significantly above the all industry average annual wage of \$38,900. Both state and local government have a relatively high proportion of total employment as the North Country has several state correctional, disability, and recreational facilities. There are many small local government entities that are too far apart to benefit from economies of scale. During the last recession, the public sector suffered a significant decline in employment, and this sector is expected to continue to decline slightly over the next several years.

#### **For Further Information**

It is hoped that the local workforce investment boards find the information in this report useful. The New York State Department of Labor's North Country labor market analyst, Anthony Hayden, is available for consultation. He can be reached via email at [Anthony.Hayden@labor.ny.gov](mailto:Anthony.Hayden@labor.ny.gov) or by phone at (518) 523-7157.

The statewide report entitled "Significant Industries in New York State: A Report to the Workforce Development System" may be found at <http://www.labor.ny.gov/stats/PDFs/Significant-Industries-New-York-State.pdf>.

## Significant Industries, North Country, 2015

NAICS Industry Code	Industry Name	Job Count		Net Change in Jobs, 2009-2014	% Change in Jobs, 2009-2014	Average Annual Wage, 2014	Projected % Change in Jobs, 2012-2022	Why Industry is Significant**
		2009*	2014*					
	<b>Total, all industries (all ownerships)</b>	<b>152,000</b>	<b>149,700</b>	<b>-2,300</b>	<b>-1.5%</b>	<b>\$38,900</b>	<b>5.5%</b>	<b>NA</b>
<b>336</b>	Transportation Equipment Manufacturing	800	1,100	300	37.5%	\$59,900	21.6%	G, P, W
<b>452</b>	General Merchandise Stores	5,200	5,100	-100	-1.9%	\$20,100	9.7%	J, P
<b>611</b>	Educational Services	19,400	18,600	-800	-4.1%	\$43,400	3.1%	J, W
<b>621</b>	Ambulatory Health Care Services	5,600	6,200	600	10.7%	\$49,200	17.4%	G, J, P, W
<b>622</b>	Hospitals	8,800	9,000	200	2.3%	\$59,500	5.4%	G, J, W
<b>722</b>	Food Services and Drinking Places	10,300	11,400	1,100	10.7%	\$14,500	7.3%	G, J, P
<b>999</b>	Public Administration	21,000	19,800	-2,100	-5.7%	\$53,300	-4.1%	J, W

NA – Not Applicable

\*Represents both private and public sector jobs

**\*\*Key:**

G: Industry experienced above-average job growth; can be net or percentage growth.

J: Industry employs a significant number of jobs (>5,000).

P: Above-average growth projected for 2012-2022.

W: Industry pays above-average wages.

# Transportation Equipment Manufacturing

## (NAICS Industry 336)

**Industry Description:** Industries in the Transportation Equipment Manufacturing subsector produce equipment for transporting people and goods. Transportation equipment is a type of machinery. An entire subsector is devoted to this activity because of the significance of its economic size in all three North American countries. Establishments in this subsector utilize production processes similar to those of other machinery manufacturing establishments - bending, forming, welding, machining, and assembling metal or plastic parts into components and finished products. However, the assembly of components and subassemblies and their further assembly into finished vehicles tends to be a more common production process in this subsector than in the Machinery Manufacturing subsector.

### Ten Most Common Occupations

Rank	SOC Code	Occupational Title	% Share of Industry Workforce*	Median Occupational Wage**	Projected Employment Change (%), 2012-2022
1	51-2092	Team Assemblers	11.2%	\$38,635	16.7%
2	51-4041	Machinists	6.5%	\$46,108	27.3%
3	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	4.6%	\$43,123	7.1%
4	17-2112	Industrial Engineers	4.0%	\$83,046	0.0%
5	51-1011	First-Line Supervisors of Production and Operating Workers	3.4%	\$71,143	-4.9%
6	51-2022	Electrical and Electronic Equipment Assemblers	3.4%	\$24,686	16.1%
7	17-2141	Mechanical Engineers	3.4%	\$84,516	25.0%
8	51-4111	Tool and Die Makers	2.5%	\$68,334	0.0%
9	53-7021	Crane and Tower Operators	2.5%	\$48,175	NA
10	51-4121	Welders, Cutters, Solderers, and Brazers	2.0%	\$39,910	11.8%

\* The source of this information is the NYS statewide occupational staffing patterns.

\*\* The source of this information is the NYS statewide wage data.

NA-Not available

# General Merchandise Stores

## (NAICS Industry 452)

**Industry Description:** Industries in the General Merchandise Stores subsector retail new general merchandise from fixed point-of-sale locations. Establishments in this subsector are unique in that they have the equipment and staff capable of retailing a large variety of goods from a single location. This includes a variety of display equipment and staff trained to provide information on many lines of products.

### Ten Most Common Occupations

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022
1	41-2031	Retail Sales Persons	36.2%	\$20,610	6.6%
2	43-5081	Stock Clerks and Order Fillers	15.6%	\$21,857	-5.1%
3	41-2011	Cashiers	14.4%	\$19,890	-2.7%
4	41-1011	First-Line Supervisors-Managers of Retail Sales Workers	7.9%	\$34,308	3.9%
5	43-1011	First-Line Supervisors-Managers of Office and Administrative Support Workers	3.3%	\$28,948	8.0%
6	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	3.0%	\$19,990	8.8%
7	43-4051	Customer Service Representatives	1.6%	\$22,272	7.6%
8	43-5071	Shipping, Receiving, and Traffic Clerks	1.4%	\$19,768	0.0%
9	11-1021	General and Operations Managers	0.8%	\$72,678	8.0%
10	43-4161	Human Resources Assistants	0.4%	\$32,631	-5.0%

# Educational Services

## (NAICS Industry 611)

**Industry Description:** Industries in this group provide instruction and training in a wide variety of subjects. The instruction and training is provided by specialized establishments, such as schools, colleges, universities, and training centers. This group is structured according to level and type of educational services.

### Ten Most Common Occupations

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022
1	25-9041	Teacher Assistants	10.7%	\$20,737	2.7%
2	25-3098	Substitute Teachers	9.3%	\$26,127	0.6%
3	25-2021	Elementary School Teachers, Except Special Education	7.5%	\$56,953	7.8%
4	25-2031	Secondary School Teachers, Except Special and Vocational Education	6.7%	\$57,545	1.3%
5	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	5.1%	\$29,023	10.1%
6	25-2022	Middle School Teachers, Except Special and Vocational Education	4.2%	\$58,255	7.2%
7	53-3022	Bus Drivers	3.4%	\$30,832	4.0%
8	43-6014	Secretaries, Except Legal, Medical, and Executive	2.9%	\$36,080	10.0%
9	25-2052	Special Education Teachers, Kindergarten and Elementary School	1.8%	\$56,591	0.0%
10	27-2022	Coaches and Scouts	1.7%	\$32,198	12.9%

# Ambulatory Health Care Services

## (NAICS Industry 621)

**Industry Description:** Ambulatory Health Care Services establishments provide health care services directly or indirectly to ambulatory patients and do not usually provide inpatient services. Health practitioners in this group provide outpatient services, with the facilities and equipment not usually being the most significant part of the production process.

### Ten Most Common Occupations

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022
1	43-4171	Receptionists and Information Clerks	9.0%	\$27,830	11.4%
2	29-2061	Licensed Practical and Licensed Vocational Nurses	8.5%	\$35,585	10.1%
3	29-1141	Registered Nurses	5.4%	\$58,194	7.5%
4	29-2041	Emergency Medical Technicians and Paramedics	4.5%	\$30,292	24.0%
5	31-9091	Dental Assistants	4.3%	\$30,450	7.3%
6	43-6014	Secretaries, Except Legal, Medical, and Executive	4.3%	\$30,185	10.0%
7	29-2021	Dental Hygienists	4.0%	\$56,272	17.4%
8	43-1011	First-Line Supervisors-Managers of Office and Administrative Support Workers	3.6%	\$58,696	8.0%
9	43-3021	Billing and Posting Clerks and Machine Operators	2.7%	\$33,224	10.5%
10	31-9092	Medical Assistants	2.5%	\$28,752	17.2%

# Hospitals

## (NAICS Industry 622)

**Industry Description:** Hospitals provide medical, diagnostic, and treatment services that include physician, nursing, and other health services to inpatients and the specialized accommodation services required by inpatients. Hospitals may also provide outpatient services as a secondary activity.

### Ten Most Common Occupations

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022
1	29-1141	Registered Nurses	23.5%	\$72,570	7.5%
2	31-1014	Nursing Assistants	9.1%	\$28,611	11.2%
3	29-2061	Licensed Practical and Licensed Vocational Nurses	5.1%	\$38,967	10.1%
4	43-9061	Office Clerks, General	4.0%	\$30,282	1.1%
5	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	3.0%	\$27,524	10.1%
6	11-9111	Medical and Health Services Managers	2.8%	\$96,011	10.0%
7	29-2011	Medical and Clinical Laboratory Technologists	1.7%	\$61,138	4.5%
8	29-2034	Radiologic Technologists and Technicians	1.7%	\$57,743	9.5%
9	43-4111	Interviewers, Except Eligibility and Loan	1.7%	\$29,308	11.6%
10	29-1069	Physicians and Surgeons, All Other	1.6%	\$195,564	6.1%

# Food Services and Drinking Places

## (NAICS Industry 722)

**Industry Description:** Industries in the Food Services and Drinking Places subsector prepare meals, snacks, and beverages to customer order for immediate on-premises and off-premises consumption. There is a wide range of establishments in these industries. Some provide food and drink only; while others provide various combinations of seating space, waiter/waitress services and incidental amenities, such as limited entertainment. The industries in the subsector are grouped based on the type and level of services provided. The industry groups are full-service restaurants; limited-service eating places; special food services, such as food service contractors, caterers, and mobile food services; and drinking places.

### Ten Most Common Occupations

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022
1	35-3031	Waiters and Waitresses	25.7%	\$18,880	4.4%
2	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	21.8%	\$18,892	10.9%
3	35-2014	Cooks, Restaurant	7.2%	\$23,107	13.0%
4	35-3011	Bartenders	7.1%	\$18,900	14.2%
5	35-9021	Dishwashers	5.4%	\$18,765	4.0%
6	35-1012	First-Line Supervisors-Managers of Food Preparation and Serving Workers	4.7%	\$30,039	10.1%
7	35-2021	Food Preparation Workers	4.4%	\$20,324	-3.7%
8	35-9031	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	2.4%	\$18,952	20.7%*
9	11-1021	General and Operations Managers	0.9%	\$48,290	8.0%
10	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	0.7%	\$19,326	10.1%

\*Data not available for North Country. Data represents change in New York State.

# Public Administration

## (NAICS Industry 999)

**Industry Description:** The Public Administration sector consists of establishments of federal, state, and local government agencies that administer, oversee, and manage public programs and have executive, legislative, or judicial authority over other institutions within a given area. These agencies also set policy, create laws, adjudicate civil and criminal legal cases, provide for public safety and for national defense. In general, government establishments in the Public Administration sector oversee governmental programs and activities that are not performed by private establishments. Establishments in this sector typically are engaged in the organization and financing of the production of public goods and services, most of which are provided for free or at prices that are not economically significant.

### Ten Most Common Occupations

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022
1	33-3012	Correctional Officers and Jailers	16.3%	\$65,622	NA
2	47-4051	Highway Maintenance Workers	5.0%	\$36,205	0.8%
3	33-3051	Police and Sheriffs Patrol Officers	3.6%	\$59,811	0.0%
4	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	3.1%	\$75,149	-6.8%
5	11-1031	Legislators	2.6%	\$81,512	0.0%
6	43-3031	Bookkeeping, Accounting, and Auditing Clerks	1.9%	\$37,114	7.3%
7	49-9071	Maintenance and Repair Workers, General	1.8%	\$43,068	4.1%
8	43-9061	Office Clerks, General	1.8%	\$34,551	1.1%
9	33-1011	First-Line Supervisors of Correctional Officers	1.6%	\$80,415	NA
10	33-3021	Detectives and Criminal Investigators	1.6%	\$93,742	-2.3%

NA- Not Available

This workforce product was funded by a grant awarded by the U.S. Department of Labor's Employment and Training Administration. The product was created by the recipient and does not necessarily reflect the official position of the U.S. Department of Labor. The Department of Labor makes no guarantees, warranties, or assurances of any kind, express or implied, with respect to such information, including any information on linked sites and including, but not limited to, accuracy of the information or its completeness, timeliness, usefulness, adequacy, continued availability, or ownership. This product is copyrighted by the institution that created it. Internal use by an organization and/or personal use by an individual for non-commercial purposes is permissible. All other uses require the prior authorization of the copyright owner.