

**BUREAU OF LABOR MARKET INFORMATION
DIVISION OF RESEARCH AND STATISTICS**



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SIGNIFICANT INDUSTRIES

A Report to the Workforce Development System

New York State

2019

Preface

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

To assist in these efforts, the New York State Department of Labor Division of Research and Statistics developed these reports to identify “significant industries” in New York State as well as for each of the ten regions in the state. Industries presented here are classified according to their North American Industry Classification System (NAICS) code.

This report lists significant industries in New York State based on several factors including employment levels, wage levels, job growth (both net and percent) over the 2013-2018 period and expected job growth between 2016 and 2026 from industry employment projections. Priority industries that may have been designated by economic development or workforce development officials were also considered. The local workforce development boards in the region should focus their workforce development resources on these industries.

Significant Industries

All significant industries shared one or more of the following characteristics: above-average job growth (net and/or percent) between 2013 and 2018; a large number of jobs (>250,000 in 2018); above average annual wages (>\$72,000 in 2018); above average expected job growth (>12.0% between 2016 and 2026); or the industry is identified as a priority industry by economic development or workforce development officials.

This report designates a broad set of 15 industries as “significant industries” in New York State. They fall into eight major industry groups: construction; manufacturing; transportation and warehousing; financial activities; professional and business services, which primarily sell to other businesses; educational services; health care; and leisure and hospitality.

The table on page 7 shows the 15 industries that are designated as significant industries in New York State.

Industry Analysis

Construction

Skilled trades occupations comprise much of the employment within the *heavy and civil engineering construction* (NAICS Industry 237) and *specialty trade contractors* (NAICS Industry 238) industries. Both industries are sensitive to economic fluctuations. As a result of the strong economy between 2013 and 2018, total employment in these industries increased by about 20.0% over this period.

The top five occupations in the *heavy and civil engineering construction* industry (in rank order) are construction laborer; operating engineer and construction equipment operator; carpenter; first-line supervisor of construction trades and extraction worker; and heavy and tractor-trailer truck driver. Together, these occupations account for over 56% of the industry's employment in New York State.

Within *specialty trade contractors*, the five most common occupations (in rank order) are electrician; plumber, pipefitter and steamfitter; construction laborer; carpenter; and heating, air conditioning and refrigeration mechanic and installer. When compared to *heavy and civil engineering construction*, employment in *specialty trade contractors* is less concentrated, with the top five occupations accounting for only 42% of employment in the industry.

Over the next decade, the impending retirement of many baby boomers will contribute to job opportunities in these industries, especially in the skilled trades.

Manufacturing

Food manufacturing (NAICS Industry 311) and *computer and electronic product manufacturing* (NAICS Industry 334) are the only manufacturing industries on the significant industries list. New York's *food manufacturing* industry has been one of the bright spots in the state's manufacturing sector, growing in line with a national trend over the last five years. The top occupations in *food manufacturing* are food batchmaker; packaging and filling machine operator and tender; baker; cashier; and first-line supervisors of production and operating workers.

Although the state's *computer and electronic product manufacturing* industry lost 1,100 jobs between 2013 to 2018, it continues to provide a relatively large number (57,300) of high-paying jobs in New York State. The industry's statewide average annual wage (\$102,800) was more than 40% higher than the all industry average annual wage (\$72,900) in 2018. The most common occupations in the industry include various assemblers, engineers, inspectors, testers and systems software developers.

Transportation and Warehousing

Of the 15 significant industries in New York State, *warehousing and storage* (NAICS Industry 493) experienced the fastest job growth (+36.3%) between 2013 and 2018. The most common occupation in warehousing and storage is manual laborer and freight, stock and material mover, which accounts for over 33% of employment in the industry.

Financial Activities

The *securities and commodity contracts* (NAICS Industry 523) industry is part of the broader financial activities supersector, which includes the finance and insurance sector as well as the real estate, rental and leasing sector. As expected, most employment in financial activities is found in New York City, where about two out of three jobs in the industry are located. In New York State, almost 90% of jobs in the *securities and commodity contracts* industry are in New York City. From the list of 15 significant industries in New York State, the *securities and commodity contracts* industry paid the highest average annual wage in 2018 (\$382,600), which was more than five times higher than the all industry average annual wage (\$72,900) in New York State.

Professional and Business Services

The professional and business services sector has two industries on the significant industries list: *professional, scientific and technical services* (NAICS Industry 541) and *administrative and support services* (NAICS Industry 561). Although there are marked differences between the two, both industries tend to sell their services to other businesses rather than directly to consumers.

Between 2013 and 2018, employment growth was most rapid in *administrative and support services* (+17.3%), while employment in *professional, scientific and technical services* experienced a somewhat slower growth rate (+10.4%). Both industries are expected to add jobs at a faster rate between 2016 and 2026 than the overall industry average over the same period (+12.0%).

At \$114,800 per year in 2018, the *professional, scientific and technical services* industry pays an average annual wage that is higher than the wages paid in the *administrative and support services* (\$53,400) industry. This is not surprising since temporary help agencies employ a large number of people within the *administrative and support services* industry.

Educational Services

With more than 950,000 jobs between the public and private sectors, the *educational services* industry employs more people than any other significant industry presented in this report. Employment growth in *educational services* is driven more by demographics than by fluctuations in economic conditions.

The industry's average annual wage (\$64,300) in 2018 was \$8,600 below the all industry average annual wage (\$72,900) in New York State. Common job titles in this industry include teacher assistant, elementary school teacher, secondary school teacher, middle school teacher and substitute teacher.

Health Care

Employment in health care, like in *educational services*, tends to be driven more by demographics than by changing economic conditions. The demand for nearly all health care occupations is expected to increase over the next decade as New York State's population continues to age. National health care reform continues to boost consumer demand for many health care services.

The health care sector consists of three main components, all three of which are on the significant industries list:

- *Ambulatory health care services* (NAICS Industry 621)
- *Hospitals* (NAICS Industry 622)
- *Nursing and residential care facilities* (NAICS Industry 623)

Between 2013 and 2018, the *ambulatory health care services* industry added more jobs on both an absolute (+125,200) and percentage (+27.5%) basis than the other two health care industries listed above. Much of this growth is due to the fact that the United States spends nearly 18% of its gross domestic product (GDP) on health care. In addition, health care reform has boosted demand for many services offered by ambulatory health care providers (e.g., visits to doctors' offices).

New York State's *ambulatory health care services* industry is expected to experience strong job growth between 2016 and 2026. Employment is projected to grow by 43.4% over this period. This is the highest growth rate for any of the significant industries presented in this report. *Ambulatory health care services* consists of seven 4-digit NAICS industries including: *offices of physicians* (NAICS 6211); *offices of dentists* (NAICS 6212); *offices of other health practitioners* (NAICS 6213); *outpatient care centers* (NAICS 6214); *medical and diagnostic laboratories* (NAICS 6215); *home health care services* (NAICS 6216); and *other ambulatory health care services* (NAICS 6219).

By comparison, job growth was slower in the *hospitals* (+5.2%) industry and even slower in *nursing and residential care facilities* (+2.2%) between 2013 and 2018. Projected job growth between 2016 and 2026 is also more modest in *nursing and residential care facilities* (+22.3%) and *hospitals* (+8.2%) when compared with *ambulatory health care services* (+43.4%).

Of the three industries in this sector on the significant industries list, only *hospitals* (\$78,000) paid an average annual wage above the all industry annual wage in 2018. Both *ambulatory health care services* (\$52,800) and *nursing and residential care facilities* (\$39,900) had an average annual wage below the all industry average annual wage (\$72,900). This is due to the occupational mix in these industries. For example, seven of the ten most common occupations in the *ambulatory health care services* industry paid less than \$50,000 per year. Similarly, the three most common occupations in *nursing and residential care facilities*: nursing assistant (\$36,090), personal care aide (\$26,900) and home health aide (\$25,430) were all low-paying.

Leisure and Hospitality

Tourism is growing in every part of the state as businesses attract visitors to unique destinations and attractions. Three industries from the leisure and hospitality sector are included on the significant industries list: *performing arts and spectator sports* (NAICS Industry 711); *amusements, gambling and recreation* (NAICS Industry 713); and *food services and drinking places* (NAICS Industry 722).

Employment in all three of these industries grew at a faster rate than employment in all industries between 2013 and 2018. The most rapid growth was in *performing arts and spectator sports* (+16.8%) while the slowest was in *amusements, gambling and recreation* (+12.6%). Between 2016 and 2026, employment in all three industries is expected to increase at a faster rate than the all industry average (+12.0%) in New York State. In fact, both *amusements, gambling and recreation* (+23.3%) and *food services and drinking places* (+20.3%) industries are projected to grow almost twice the rate of the all industry growth rate in New York State.

At \$98,300 per year, the *performing arts and spectator sports* industry had the highest average annual wage within the leisure and hospitality sector. In contrast, the *amusements, gambling and recreation* (\$27,600) and *food services and drinking places* (\$26,100) industries paid average annual wages that were about a third of the all industry average annual wage (\$72,900) in 2018. Within the *food services and drinking places* industry, the top five occupations are combined food preparation and serving worker (including fast food restaurants); waiter and waitress; restaurant cook; first-line supervisor of food preparation and serving workers; and bartender. Together, these five occupations account for almost 65% of employment in the *food services and drinking places* industry. In comparison, employment in the other two industries is less concentrated, with the top five occupations accounting for only 32% of employment in the *performing arts and spectator sports* industry and 44% in *amusements, gambling and recreation*.

For Further Information

We hope that the statewide and local workforce development boards find the information presented in this report useful. The New York State Department of Labor's statewide labor market analyst is Elena Grovenger. She is available for consultation and can be reached via email at Elena.Grovenger@labor.ny.gov or by phone at (518) 457-3800.

Similar local data are available from our network of 10 regional labor market analysts to assist LWDBs. For questions regarding your local area, please contact your regional labor market analyst. Their contact information is available at: <https://labor.ny.gov/stats/lslma.shtm>.

Significant Industries, New York State, 2019

NAICS Industry Code	Industry Name	Jobs		Net Change in Jobs, 2013-2018	% Change in Jobs, 2013-2018	Average Annual Wage, 2018	Projected % Change in Jobs, 2016-2026	Why Industry is Significant**
		2013*	2018*					
	Total, all industries (all ownerships)	8,682,400	9,432,200	749,800	8.6%	\$72,900	12.0%	NA
237	Heavy and civil engineering construction	27,400	32,400	5,000	18.2%	\$102,900	17.0%	G, P, W
238	Specialty trade contractors	216,300	260,300	44,000	20.3%	\$70,400	16.2%	G, J, P
311	Food manufacturing	52,500	57,100	4,600	8.8%	\$48,200	12.9%	G, P
334	Computer and electronic product manufacturing	58,400	57,300	(1,100)	-1.9%	\$102,800	-0.5%	W
493	Warehousing and storage	20,100	27,400	7,300	36.3%	\$44,600	21.9%	G, P
523	Securities and commodity contracts	185,300	199,000	13,700	7.4%	\$382,600	8.5%	W
541	Professional, scientific and technical services	613,500	677,100	63,600	10.4%	\$114,800	15.2%	G, J, P, W
561	Administrative and support services	429,700	504,000	74,300	17.3%	\$53,400	19.2%	G, J, P
611	Educational services	889,800	956,000	66,200	7.4%	\$64,300	11.1%	J
621	Ambulatory health care services	455,900	581,100	125,200	27.5%	\$52,800	43.4%	G, J, P
622	Hospitals	434,700	457,500	22,800	5.2%	\$78,000	8.2%	J, W
623	Nursing and residential care facilities	271,400	277,300	5,900	2.2%	\$39,900	22.3%	J, P
711	Performing arts and spectator sports	54,100	63,200	9,100	16.8%	\$98,300	14.8%	G,P,W
713	Amusements, gambling and recreation	89,800	101,100	11,300	12.6%	\$27,600	23.3%	G, P
722	Food services and drinking places	593,400	677,600	84,200	14.2%	\$26,100	20.3%	G, J, P

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 (>250,000)

P: Above-average growth projected for 2016-2026

W: Industry pays above-average wages

**Heavy and Civil Engineering Construction
(NAICS Industry 237)
Ten Most Common Occupations**

Industry Description: The Heavy and Civil Engineering Construction subsector comprises establishments whose primary activity is the construction of entire engineering projects (e.g., highways and dams), and specialty trade contractors, whose primary activity is the production of a specific component for such projects. Specialty trade contractors in the Heavy and Civil Engineering Construction subsector generally are performing activities that are specific to heavy and civil engineering construction projects and are not normally performed on buildings. The work performed may include new work, additions, alterations, or maintenance and repairs.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	47-2061	Construction Laborers	30.5%	\$64,031	12.6%	No formal educational credential	None	Short-term on-the-job training
2	47-2073	Operating Engineers and Other Construction Equipment Operators	9.9%	\$101,018	11.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	47-2031	Carpenters	6.7%	\$88,064	9.1%	High school diploma or equivalent	None	Apprenticeship
4	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	5.9%	\$93,357	12.1%	High school diploma or equivalent	5 years or more	None
5	53-3032	Heavy and Tractor-Trailer Truck Drivers	3.1%	\$55,723	NA	NA	NA	NA
6	11-9021	Construction Managers	2.8%	\$131,540	11.3%	Bachelor's degree	None	Moderate-term on-the-job training
7	11-1021	General and Operations Managers	2.7%	\$134,538	14.6%	Bachelor's degree	5 years or more	None
8	49-9051	Electrical Power-Line Installers and Repairers	2.2%	\$68,416	NA	NA	NA	NA
9	17-2051	Civil Engineers	2.0%	\$113,828	15.5%	Bachelor's degree	None	None
10	49-9052	Telecommunications Line Installers and Repairers	1.8%	\$65,121	NA	NA	NA	NA

NA – Not Available

**Specialty Trade Contractors
(NAICS Industry 238)
Ten Most Common Occupations**

Industry Description: The Specialty Trade Contractors subsector comprises establishments whose primary activity is performing specific activities (e.g., pouring concrete, site preparation, plumbing, painting, and electrical work) involved in building construction or other activities that are similar for all types of construction, but that are not responsible for the entire project. The work performed may include new work, additions, alterations, maintenance, and repairs. The production work performed by establishments in this subsector is usually subcontracted from establishments of the general contractor type or for-sale builders, but especially in remodeling and repair construction, work also may be done directly for the owner of the property. Specialty trade contractors usually perform most of their work at the construction site, although they may have shops where they perform prefabrication and other work. Establishments primarily engaged in preparing sites for new construction are also included in this subsector.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	47-2111	Electricians	12.6%	\$72,833	13.1%	High school diploma or equivalent	None	Apprenticeship
2	47-2152	Plumbers, Pipefitters, and Steamfitters	9.2%	\$67,947	20.5%	High school diploma or equivalent	None	Apprenticeship
3	47-2061	Construction Laborers	8.7%	\$41,797	12.6%	No formal educational credential	None	Short-term on-the-job training
4	47-2031	Carpenters	6.9%	\$60,007	9.1%	High school diploma or equivalent	None	Apprenticeship
5	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	4.6%	\$57,058	NA	NA	NA	NA
6	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	3.9%	\$85,519	12.1%	High school diploma or equivalent	5 years or more	None
7	47-2141	Painters, Construction and Maintenance	3.2%	\$42,455	8.9%	No formal educational credential	None	Moderate-term on-the-job training
8	11-1021	General and Operations Managers	3.2%	\$120,238	14.6%	Bachelor's degree	5 years or more	None
9	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3.0%	\$38,721	-2.1%	High school diploma or equivalent	None	Short-term on-the-job training
10	43-9061	Office Clerks, General	2.4%	\$31,911	1.6%	High school diploma or equivalent	None	Short-term on-the-job training

NA – Not Available

**Food Manufacturing
(NAICS Industry 311)
Ten Most Common Occupations**

Industry Description: Industries in the Food Manufacturing subsector transform livestock and agricultural products into products for intermediate or final consumption. The industry groups are distinguished by the raw materials (generally of animal or vegetable origin) processed into food products.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	51-3092	Food Batchmakers	11.0%	\$28,026	NA	NA	NA	NA
2	51-9111	Packaging and Filling Machine Operators and Tenders	10.0%	\$29,381	NA	NA	NA	NA
3	51-3011	Bakers	8.7%	\$28,935	NA	NA	NA	NA
4	41-2011	Cashiers	4.2%	\$24,582	1.8%	No formal educational credential	None	Short-term on-the-job training
5	51-1011	First-Line Supervisors of Production and Operating Workers	3.6%	\$55,617	NA	NA	NA	NA
6	41-2031	Retail Salespersons	3.5%	\$25,871	3.8%	No formal educational credential	None	Short-term on-the-job training
7	35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	3.5%	\$23,814	12.8%	No formal educational credential	None	Short-term on-the-job training
8	53-7064	Packers and Packagers, Hand	2.9%	\$26,434	NA	NA	NA	NA
9	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	2.8%	\$34,831	NA	NA	NA	NA
10	53-3033	Light Truck or Delivery Services Drivers	2.4%	\$31,172	NA	NA	NA	NA

NA – Not Available

**Computer and Electronic Product Manufacturing
(NAICS Industry 334)
Ten Most Common Occupations**

Industry Description: Industries in the Computer and Electronic Product Manufacturing subsector group establishments that manufacture computers, computer peripherals, communications equipment, and similar electronic products, and establishments that manufacture components for such products. The Computer and Electronic Product Manufacturing industries have been combined in the hierarchy of NAICS because of the economic significance they have attained. Their rapid growth suggests that they will become even more important to the economies of all three North American countries in the future, and in addition their manufacturing processes are fundamentally different from the manufacturing processes of other machinery and equipment.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	51-2028	Electrical, electronic, and electromechanical assemblers, except coil winders, tapers, and finishers	10.4%	\$33,723	NA	NA	NA	NA
2	17-2112	Industrial Engineers	5.9%	\$91,368	13.7%	Bachelor's degree	None	None
3	15-1133	Software Developers, Systems Software	5.4%	\$113,453	27.3%	Bachelor's degree	None	None
4	17-2071	Electrical Engineers	5.3%	\$98,515	13.2%	Bachelor's degree	None	None
5	15-1132	Software Developers, Applications	3.8%	\$115,189	36.5%	Bachelor's degree	None	None
6	17-3023	Electrical and Electronics Engineering Technicians	3.8%	\$59,880	5.6%	Associate's degree	None	None
7	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	3.6%	\$43,975	NA	NA	NA	NA
8	51-2098	Assemblers and fabricators, all other, including team assemblers	3.5%	\$32,479	NA	NA	NA	NA
9	51-1011	First-Line Supervisors of Production and Operating Workers	2.6%	\$71,708	NA	NA	NA	NA
10	17-2141	Mechanical Engineers	2.5%	\$89,557	13.3%	Bachelor's degree	None	None

NA – Not Available

**Warehousing and Storage
(NAICS Industry 493)
Ten Most Common Occupations**

Industry Description: Industries in the Warehousing and Storage subsector are primarily engaged in operating warehousing and storage facilities for general merchandise, refrigerated goods, and other warehouse products. These establishments provide facilities to store goods. They do not sell the goods they handle. These establishments take responsibility for storing the goods and keeping them secure. They may also provide a range of services, often referred to as logistics services, related to the distribution of goods. Logistics services can include labeling, breaking bulk, inventory control and management, light assembly, order entry and fulfillment, packaging, pick and pack, price marking and ticketing, and transportation arrangement. However, establishments in this industry group always provide warehousing or storage services in addition to any logistic services. Furthermore, the warehousing or storage of goods must be more than incidental to the performance of services, such as price marking.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	33.2%	\$32,085	NA	NA	NA	NA
2	53-7064	Packers and Packagers, Hand	10.9%	\$29,986	NA	NA	NA	NA
3	53-7051	Industrial Truck and Tractor Operators	9.8%	\$40,133	NA	NA	NA	NA
4	43-5081	Stock Clerks and Order Fillers	7.5%	\$37,621	7.6%	High school diploma or equivalent	None	Short-term on-the-job training
5	53-3032	Heavy and Tractor-Trailer Truck Drivers	4.6%	\$48,660	NA	NA	NA	NA
6	43-5071	Shipping, Receiving, and Traffic Clerks	3.7%	\$35,132	0.1%	High school diploma or equivalent	None	Short-term on-the-job training
7	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	3.5%	\$56,789	NA	NA	NA	NA
8	43-4051	Customer Service Representatives	2.0%	\$40,900	6.6%	High school diploma or equivalent	None	Short-term on-the-job training
9	43-9061	Office Clerks, General	1.7%	\$42,099	1.6%	High school diploma or equivalent	None	Short-term on-the-job training
10	43-1011	First-Line Supervisors of Office and Administrative Support Workers	1.7%	\$66,871	7.8%	High school diploma or equivalent	Less than 5 years	None

NA – Not Available

**Securities, Commodity Contracts, and Other Financial Investments and Related Activities
(NAICS Industry 523)
Ten Most Common Occupations**

Industry Description: Firms in this industry are primarily engaged in one of the following activities: (1) underwriting securities issues and/or making markets for securities and commodities; (2) acting as agents (i.e., brokers) between buyers and sellers of securities and commodities; (3) providing securities and commodity exchange services; (4) providing other services, such as managing portfolios of assets, providing investment advice, and trust, fiduciary, and custody services.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	41-3031	Securities, Commodities, and Financial Services Sales Agents	23.8%	\$181,477	2.4%	Bachelor's degree	None	Moderate-term on-the-job training
2	13-2051	Financial Analysts	14.4%	\$137,727	11.7%	Bachelor's degree	None	None
3	13-2052	Personal Financial Advisors	10.5%	\$145,941	15.5%	Bachelor's degree	None	Long-term on-the-job training
4	11-3031	Financial Managers	5.2%	\$198,591*	20.8%	Bachelor's degree	5 years or more	None
5	43-6011	Executive Secretaries and Executive Administrative Assistants	4.8%	\$87,838	-13.4%	High school diploma or equivalent	Less than 5 years	None
6	13-2011	Accountants and Auditors	3.4%	\$113,079	16.1%	Bachelor's degree	None	None
7	11-1021	General and Operations Managers	2.7%	\$132,204*	14.6%	Bachelor's degree	5 years or more	None
8	43-4011	Brokerage Clerks	2.2%	\$65,329	1.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
9	15-1132	Software Developers, Applications	2.2%	\$157,519	36.5%	Bachelor's degree	None	None
10	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1.9%	\$54,962	-2.1%	High school diploma or equivalent	None	Short-term on-the-job training

* Due to confidentiality, regional median occupational wage was replaced with regional cross industry median wage.

**Professional, Scientific and Technical Services
(NAICS Industry 541)
Ten Most Common Occupations**

Industry Description: Industries in the Professional, Scientific, and Technical Services subsector group establishments engaged in processes where human capital is the major input. These establishments make available the knowledge and skills of their employees, often on an assignment basis, where an individual or team is responsible for the delivery of services to the client. The individual industries of this subsector are defined on the basis of the particular expertise and training of the services provider.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	23-1011	Lawyers	7.4%	\$162,544	11.5%	Doctoral or professional degree	None	None
2	13-2011	Accountants and Auditors	6.9%	\$84,259	16.1%	Bachelor's degree	None	None
3	13-1161	Market Research Analysts and Marketing Specialists	3.5%	\$67,970	26.4%	Bachelor's degree	None	None
4	13-1111	Management Analysts	3.3%	\$103,184	18.1%	Bachelor's degree	Less than 5 years	None
5	23-2011	Paralegals and Legal Assistants	3.1%	\$53,744	16.0%	Associate's degree	None	None
6	41-3099	Sales Representatives, Services, All Other	3.0%	\$78,956	16.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
7	15-1132	Software Developers, Applications	2.8%	\$106,958	36.5%	Bachelor's degree	None	None
8	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.8%	\$43,991	-2.1%	High school diploma or equivalent	None	Short-term on-the-job training
9	15-1121	Computer Systems Analysts	2.8%	\$101,341	12.2%	Bachelor's degree	None	None
10	43-9061	Office Clerks, General	2.7%	\$33,434	1.6%	High school diploma or equivalent	None	Short-term on-the-job training

**Administrative and Support Services
(NAICS Industry 561)
Ten Most Common Occupations**

Industry Description: Industries in the Administrative and Support Services subsector group establishments engaged in activities that support the day-to-day operations of other organizations. The processes employed in this sector (e.g., general management, personnel administration, clerical activities, cleaning activities) are often integral parts of the activities of establishments found in all sectors of the economy. The establishments classified in this subsector have specialization in one or more of these activities and can, therefore, provide services to clients in a variety of industries and, in some cases, to households. The individual industries of this subsector are defined on the basis of the particular process that they are engaged in and the particular services they provide.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	33-9032	Security Guards	14.2%	\$30,007	11.8%	High school diploma or equivalent	None	Short-term on-the-job training
2	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	13.1%	\$29,487	14.4%	No formal educational credential	None	Short-term on-the-job training
3	37-3011	Landscaping and Groundskeeping Workers	4.7%	\$34,036	16.1%	No formal educational credential	None	Short-term on-the-job training
4	43-4051	Customer Service Representatives	3.4%	\$31,979	6.6%	High school diploma or equivalent	None	Short-term on-the-job training
5	43-9061	Office Clerks, General	3.2%	\$31,318	1.6%	High school diploma or equivalent	None	Short-term on-the-job training
6	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	2.9%	\$26,034	NA	NA	NA	NA
7	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.6%	\$37,715	-2.1%	High school diploma or equivalent	None	Short-term on-the-job training
8	13-1071	Human Resources Specialists	2.4%	\$59,541	13.2%	Bachelor's degree	None	None
9	41-3099	Sales Representatives, Services, All Other	2.2%	\$61,412	16.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	11-1021	General and Operations Managers	2.1%	\$128,667	14.6%	Bachelor's degree	5 years or more	None

NA – Not Available

**Educational Services
(NAICS Industry 611)
Ten Most Common Occupations**

Industry Description: Industries in the Educational Services subsector 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.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	25-9041	Teacher Assistants	9.3%	\$30,642	8.8%	Some college, no degree	None	None
2	25-2021	Elementary School Teachers, Except Special Education	8.2%	\$81,265	5.1%	Bachelor's degree	None	None
3	25-2031	Secondary School Teachers, Except Special and Career/Technical Education	7.4%	\$82,734	7.3%	Bachelor's degree	None	None
4	25-2022	Middle School Teachers, Except Special and Career/Technical Education	3.9%	\$82,158	6.2%	Bachelor's degree	None	None
5	25-3098	Substitute teachers	3.5%	\$36,677	5.1%	Bachelor's degree	None	None
6	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3.1%	\$46,068	-2.1%	High school diploma or equivalent	None	Short-term on-the-job training
7	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	2.5%	\$36,712	14.4%	No formal educational credential	None	Short-term on-the-job training
8	43-9061	Office Clerks, General	2.2%	\$29,916	1.6%	High school diploma or equivalent	None	Short-term on-the-job training
9	11-9032	Education Administrators, Elementary and Secondary School	2.0%	\$127,387	5.5%	Master's degree	5 years or more	None
10	25-3021	Self-Enrichment Education Teachers	2.0%	\$45,891	23.3%	High school diploma or equivalent	Less than 5 years	None

**Ambulatory Health Care Services
(NAICS Industry 621)
Ten Most Common Occupations**

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

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	31-1011	Home Health Aides	22.0%	\$25,668	52.4%	High school diploma or equivalent	None	Short-term on-the-job training
2	39-9021	Personal Care Aides	10.7%	\$26,411	40.6%	High school diploma or equivalent	None	Short-term on-the-job training
3	43-4171	Receptionists and Information Clerks	8.1%	\$34,244	16.5%	High school diploma or equivalent	None	Short-term on-the-job training
4	29-1141	Registered Nurses	5.5%	\$78,167	20.1%	Bachelor's degree	None	None
5	31-9092	Medical Assistants	3.6%	\$36,978	35.1%	Postsecondary non-degree award	None	None
6	31-9091	Dental Assistants	3.1%	\$39,012	22.8%	Postsecondary non-degree award	None	None
7	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.9%	\$36,591	-2.1%	High school diploma or equivalent	None	Short-term on-the-job training
8	29-1069	Physicians and Surgeons, All Other	2.6%	\$206,949	19.3%	Doctoral or professional degree	None	Internship/residency
9	29-2061	Licensed Practical and Licensed Vocational Nurses	2.4%	\$47,132	18.4%	Postsecondary non-degree award	None	None
10	43-1011	First-Line Supervisors of Office and Administrative Support Workers	2.1%	\$61,907	7.8%	High school diploma or equivalent	Less than 5 years	None

**Hospitals
(NAICS Industry 622)
Ten Most Common Occupations**

Industry Description: Industries in the Hospitals subsector 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. Establishments in the Hospitals subsector provide inpatient health services, many of which can only be provided using the specialized facilities and equipment that form a significant and integral part of the production process.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	29-1141	Registered Nurses	24.5%	\$93,026	20.1%	Bachelor's degree	None	None
2	31-1014	Nursing Assistants	7.7%	\$42,030	15.8%	Postsecondary non-degree award	None	None
3	29-1069	Physicians and Surgeons, All Other	5.7%	\$90,761	19.3%	Doctoral or professional degree	None	Internship/residency
4	11-9111	Medical and Health Services Managers	2.8%	\$133,480	22.3%	Bachelor's degree	Less than 5 years	None
5	43-9061	Office Clerks, General	2.7%	\$43,809	1.6%	High school diploma or equivalent	None	Short-term on-the-job training
6	29-2010	Clinical Laboratory Technologists and Technicians	2.4%	\$69,909	NA	NA	NA	NA
7	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1.9%	\$47,266	-2.1%	High school diploma or equivalent	None	Short-term on-the-job training
8	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	1.8%	\$38,996	14.4%	No formal educational credential	None	Short-term on-the-job training
9	29-2034	Radiologic Technologists	1.6%	\$73,459	18.3%	Associate's degree	None	None
10	43-1011	First-Line Supervisors of Office and Administrative Support Workers	1.6%	\$71,785	7.8%	High school diploma or equivalent	Less than 5 years	None

NA – Not Available

**Nursing and Residential Care Facilities
(NAICS Industry 623)
Ten Most Common Occupations**

Industry Description: Industries in the Nursing and Residential Care Facilities subsector provide residential care combined with either nursing, supervisory, or other types of care as required by the residents. In this subsector, the facilities are a significant part of the production process, and the care provided is a mix of health and social services with the health services being largely some level of nursing services.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	31-1014	Nursing Assistants	17.8%	\$35,864	15.8%	Postsecondary non-degree award	None	None
2	39-9021	Personal Care Aides	17.6%	\$27,481	40.6%	High school diploma or equivalent	None	Short-term on-the-job training
3	29-2061	Licensed Practical and Licensed Vocational Nurses	7.6%	\$51,702	18.4%	Postsecondary non-degree award	None	None
4	29-1141	Registered Nurses	5.5%	\$79,406	20.1%	Bachelor's degree	None	None
5	31-1011	Home Health Aides	5.1%	\$26,878	52.4%	High school diploma or equivalent	None	Short-term on-the-job training
6	37-2012	Maids and Housekeeping Cleaners	3.1%	\$28,934	10.5%	No formal educational credential	None	Short-term on-the-job training
7	35-3041	Food Servers, Nonrestaurant	2.6%	\$25,740	19.0%	No formal educational credential	None	Short-term on-the-job training
8	39-1021	First-Line Supervisors of Personal Service Workers	2.3%	\$43,200	21.4%	High school diploma or equivalent	Less than 5 years	None
9	21-1093	Social and Human Service Assistants	1.8%	\$33,308	21.9%	High school diploma or equivalent	None	Short-term on-the-job training
10	39-9011	Childcare Workers	1.8%	\$29,861	7.9%	High school diploma or equivalent	None	Short-term on-the-job training

**Performing Arts and Spectator Sports
(NAICS Industry 711)
Ten Most Common Occupations**

Industry Description: Industries in the Performing Arts, Spectator Sports, and Related Industries subsector group establishments that produce or organize and promote live presentations involving the performances of actors and actresses, singers, dancers, musical groups and artists, athletes, and other entertainers, including independent (i.e., freelance) entertainers and the establishments that manage their careers. The classification recognizes four basic processes: (1) producing (i.e., presenting) events; (2) organizing, managing, and/or promoting events; (3) managing and representing entertainers; and (4) providing the artistic, creative and technical skills necessary to the production of these live events. Also, this subsector contains four industries for performing arts companies. Each is defined based on the particular skills of the entertainers involved in the presentations.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	39-3031	Ushers, Lobby Attendants, and Ticket Takers	12.2%	\$29,062	11.2%	No formal educational credential	None	Short-term on-the-job training
2	27-2042	Musicians and Singers	5.9%	\$36.51	12.8%	No formal educational credential	None	Long-term on-the-job training
3	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	5.9%	\$50,204	NA	NA	NA	NA
4	13-1011	Agents and Business Managers of Artists, Performers, and Athletes	4.3%	\$80,761	9.9%	Bachelor's degree	Less than 5 years	None
5	33-9032	Security Guards	3.7%	\$35,035	11.8%	High school diploma or equivalent	None	Short-term on-the-job training
6	27-2011	Actors	3.6%	\$36.55	NA	NA	NA	NA
7	27-2012	Producers and Directors	3.4%	\$68,606	12.5%	Bachelor's degree	Less than 5 years	None
8	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3.4%	\$37,788	-2.1%	High school diploma or equivalent	None	Short-term on-the-job training
9	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	3.3%	\$32,191	14.4%	No formal educational credential	None	Short-term on-the-job training
10	11-1021	General and Operations Managers	2.8%	\$121,844	14.6%	Bachelor's degree	5 years or more	None

NA – Not Available

**Amusements, Gambling and Recreation
(NAICS Industry 713)
Ten Most Common Occupations**

Industry Description: Industries in the Amusement, Gambling, and Recreation Industries subsector (1) operate facilities where patrons can primarily engage in sports, recreation, amusement, or gambling activities and/or (2) provide other amusement and recreation services, such as supplying and servicing amusement devices in places of business operated by others; operating sports teams, clubs, or leagues engaged in playing games for recreational purposes; and guiding tours without using transportation equipment.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	39-9031	Fitness Trainers and Aerobics Instructors	18.4%	\$56,212	19.0%	High school diploma or equivalent	None	Short-term on-the-job training
2	39-3091	Amusement and Recreation Attendants	13.0%	\$25,179	16.1%	No formal educational credential	None	Short-term on-the-job training
3	37-3011	Landscaping and Groundskeeping Workers	4.5%	\$28,475	16.1%	No formal educational credential	None	Short-term on-the-job training
4	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	4.3%	\$26,725	14.4%	No formal educational credential	None	Short-term on-the-job training
5	35-3031	Waiters and Waitresses	4.2%	\$25,731	16.6%	No formal educational credential	None	Short-term on-the-job training
6	33-9092	Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers	3.2%	\$25,896	16.3%	No formal educational credential	None	Short-term on-the-job training
7	39-9032	Recreation Workers	3.0%	\$33,777	15.6%	High school diploma or equivalent	None	Short-term on-the-job training
8	39-1021	First-Line Supervisors of Personal Service Workers	2.6%	\$51,800	21.4%	High school diploma or equivalent	Less than 5 years	None
9	43-4171	Receptionists and Information Clerks	2.5%	\$27,596	16.5%	High school diploma or equivalent	None	Short-term on-the-job training
10	49-9071	Maintenance and Repair Workers, General	2.4%	\$37,045	NA	NA	NA	NA

NA – Not Available

**Food Services and Drinking Places
(NAICS Industry 722)
Ten Most Common Occupations**

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 Special Food Services, such as food service contractors, caterers, and mobile food services; Drinking Places (Alcoholic Beverages); and Restaurants and Other Eating Places.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	23.5%	\$25,018	25.0%	No formal educational credential	None	Short-term on-the-job training
2	35-3031	Waiters and Waitresses	20.8%	\$28,597	16.6%	No formal educational credential	None	Short-term on-the-job training
3	35-2014	Cooks, Restaurant	9.6%	\$28,568	19.7%	No formal educational credential	Less than 5 years	Moderate-term on-the-job training
4	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	5.6%	\$37,476	19.6%	High school diploma or equivalent	Less than 5 years	None
5	35-3011	Bartenders	5.3%	\$31,385	13.1%	No formal educational credential	None	Short-term on-the-job training
6	35-2021	Food Preparation Workers	4.8%	\$26,922	17.6%	No formal educational credential	None	Short-term on-the-job training
7	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	4.5%	\$25,177	16.7%	No formal educational credential	None	Short-term on-the-job training
8	35-9021	Dishwashers	4.0%	\$24,670	13.8%	No formal educational credential	None	Short-term on-the-job training
9	35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	2.7%	\$24,522	12.8%	No formal educational credential	None	Short-term on-the-job training
10	35-9031	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	2.6%	\$26,438	18.4%	No formal educational credential	None	Short-term on-the-job training

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