

# Finger Lakes Significant Industries

A Report to The Workforce Development System

Bureau of Labor Market Information  
Division of Research and Statistics

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## **Preface**

One of the objectives of the workforce development system is to encourage local workforce development boards (LWDBs) to plan strategically and focus their resources on 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 each of the ten regions in New York State. Industries presented here are classified according to their North American Industry Classification System (NAICS) code.

The coronavirus outbreak had a devastating impact on the labor market in New York State resulting in a record high unemployment rate of 16.2% in April of 2020 and a loss of more than 1.9 million jobs between February and April 2020. As of December 2021, over 1.2 million of those jobs have been recovered while the unemployment rate has fallen to 6.2%.

As the economy continues to recover, many businesses are finding it difficult to fill open positions. Now more than ever it is imperative that the workforce development system understand the changes that have occurred in the labor market and develop effective strategies to match people to careers.

This report lists significant industries in the Finger Lakes region based on several factors including employment levels, wage levels, job growth (both net and percent) over the 2015-2020 period and expected job growth based on industry employment projections through 2028. 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.

## **Regional Industries**

For the purposes of this publication, an industry was designated as “significant” with reference to the following characteristics:

- The industry experienced above-average job growth (in either net or percentage terms); or
- The industry has more than 6,000 jobs; or
- The industry’s projected growth for 2018-2028 was above average; or
- The industry pays above-average wages for the region (\$55,1000).

In the Finger Lakes region, eleven industries are designated as “significant.” Employment increased in five of these industries between 2015 and 2020. All eleven employed at least 6,000 people during 2020. Eight of these industries offered above average annual wages for the region in 2020. The broad set of industries identified for this report covered five major industry groups: construction; manufacturing; professional and business services; educational services; and health care and social assistance.

## 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 <https://www.census.gov/naics/?58967?yearbck=2017>.

### Construction

Skilled trade occupations comprise much of the employment within the *specialty trade contractors* (NAICS Industry 238) industry. Employment in this industry increased by 1,400 from 2015 to 2020. Businesses in this industry tend to pay above average wages (\$65,400 in 2020). Employment in the *special trade contractors* industry is projected to grow by 7.7% from 2018 to 2028. Over the next decade, the impending retirement of many baby boomers will result in job opportunities, especially among the skilled trades.

### Manufacturing

*Food manufacturing* (NAICS Industry 311), *machinery manufacturing* (NAICS Industry 333), and *computer and electronic product manufacturing* (NAICS Industry 334) made the list of significant industries in the region. Together they provide a relatively large number (26,600) of high-paying jobs in the Finger Lakes region. The average annual wage in *computer and electronic product manufacturing* (\$90,800) was nearly 65% more than the all-industry average wage for the region (\$55,100) in 2020. The most common occupations in these industries include assemblers, inspectors, testers, and engineers.

### 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 *management of companies and enterprises* (NAICS Industry 551). Although there are differences between these industries, they share one common trait – they tend to sell to other businesses rather than to consumers.

*Professional, scientific, and technical services* gained 100 jobs between 2015 and 2020. In addition, this industry is expected to grow more rapidly (13.1% from 2018 to 2028) as the economy expands in the coming years. Employment in *management of companies and enterprises* declined (-2,500) between 2015 and 2020 but is expected to grow rapidly (16.3%) from 2018 to 2028. *Professional, scientific, and technical services* (\$78,000) and *management of companies and enterprises* (\$104,800) both paid above-average annual wages for the region in 2020.

### Educational Services

With 68,000 jobs between the public and private sectors, *educational services* (NAICS Industry 611) has, by far, the most jobs of any significant industry in the region. This sector lost 4,200 jobs between 2015 and 2020, but is projected to grow rapidly (17.2%) from 2018 through 2028. The most common job titles in this sector include teacher assistant, elementary school teacher, and secondary school teacher. The industry's 2020 average annual wage (\$61,400) was higher than the all-industry average annual wage (\$55,100) in the region.

Prior to the COVID-19 pandemic employment growth in educational services was driven mostly by demographics rather than by economic conditions. In many school districts most job opportunities result from retirements, employee churn, or job changes. However, as New York State recovers from the COVID-19 pandemic, we expect to see new opportunities in the educational services sector. Programs such as the expansion of pre-k enrollment and curriculum changes to meet the growing demand of a skilled workforce should create new positions within the field.

#### Health Care and Social Assistance

Prior to the COVID-19 pandemic, employment growth in *health care and social assistance* was driven mostly by demographics rather than by economic conditions. As New York State recovers from the COVID-19 pandemic, we expect to see new opportunities in this sector. Nearly all occupations in health care are expected to be in demand over the next decade as New York State's population continues to age. The health care portion of this sector consists of three main industries, all of which are significant in the Finger Lakes region:

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

The wages in these three industries vary widely. The average annual wage in *hospitals* (\$62,800) exceeded the regional average annual wage (\$55,100) in 2020. Meanwhile, *nursing and residential care facilities* paid wages (\$39,000) well below the all-industry average. Finally, the average wage in *ambulatory health care services* (\$54,400) was slightly below the all-industry regional average annual wage (\$55,100). This is largely a reflection of the mix of occupations in the health care industries. For example, in *nursing and residential care facilities*, the three most common occupations are relatively low paying (nursing assistants, personal care aides and home health aides).

Job opportunities in *social assistance* (NAICS Industry 624) should be numerous through 2028 due to turnover and rapid job growth. In fact, some of the fastest growing occupations in the region are found in *social assistance*, such as: home health aides; personal and home care aides; and social and human service assistants. The annual average wages in *social assistance* (\$29,800) were lower than the all-industry average in 2020 due to many part-time and low-paying service jobs.

## **For Further Information**

It is hoped that the members of the workforce system find the information in this report useful. The New York State Department of Labor's Finger Lakes regional labor market analyst, Tammy Marino, is available for consultation. She may be reached via email at [Tammy.Marino@labor.ny.gov](mailto:Tammy.Marino@labor.ny.gov) or by phone at (585) 258-8870.

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, Finger Lakes Region, 2021

NAICS Industry Code	Industry Name	Jobs		Net Change in Jobs, 2015-2020	% Change in Jobs, 2015-2020	Average Annual Wage, 2020	Projected % Change in Jobs, 2018-2028	Why Industry is Significant**
		2015*	2020*					
	<b>Total, all industries (all ownerships)</b>	<b>559,200</b>	<b>520,200</b>	<b>-39,000</b>	<b>-7.0%</b>	<b>\$55,100</b>	<b>9.4%</b>	<b>NA</b>
<b>238</b>	Specialty trade contractors	12,900	14,300	1,400	10.9%	\$65,400	7.7%	G, J, W
<b>311</b>	Food manufacturing	6,500	6,800	300	4.6%	\$56,700	3.6%	G, J, W
<b>333</b>	Machinery manufacturing	11,700	9,800	-1,900	-16.2%	\$81,800	-6.1%	J, W
<b>334</b>	Computer and electronic product manufacturing	10,300	10,000	-300	-2.9%	\$90,800	-10.3%	G, J, W
<b>541</b>	Professional, scientific and technical services	26,500	26,600	100	0.4%	\$78,000	13.1%	G, J, W, P
<b>551</b>	Management of companies and enterprises	12,200	9,700	-2,500	-20.5%	\$104,800	16.3%	J, W, P
<b>611</b>	Educational services	72,200	68,000	-4,200	-5.8%	\$61,400	17.2%	G, J, W, P
<b>621</b>	Ambulatory health care services	21,000	20,100	-900	-4.3%	\$54,400	48.5%	G, J, P
<b>622</b>	Hospitals	31,000	33,600	2,600	8.4%	\$62,800	16.3%	G, J, W, P
<b>623</b>	Nursing and residential care facilities	23,000	22,400	600	-2.6%	\$39,000	15.0%	G, J, P
<b>624</b>	Social assistance	13,600	15,800	2,200	16.2%	\$29,800	43.6%	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 (>6,000)

P: Above-average growth projected for 2018-2028

W: Industry pays above-average wages

## Significant Industries, Finger Lakes Region, 2021

NAICS Industry Code	Industry Name	Jobs		Net Change in Jobs, 2020Q2-2021Q2	% Change in Jobs, 2020Q2-2021Q2
		2020Q2*	2021Q2*		
	<b>Total, all industries (all ownerships)</b>	<b>478,700</b>	<b>523,600</b>	<b>44,900</b>	<b>9.4%</b>
<b>238</b>	Specialty trade contractors	12,800	14,800	2,000	15.6%
<b>311</b>	Food manufacturing	6,500	6,700	200	3.1%
<b>333</b>	Machinery manufacturing	9,600	9,700	100	1.0%
<b>334</b>	Computer and electronic product manufacturing	10,100	9,700	(400)	-4.0%
<b>541</b>	Professional, scientific and technical services	25,800	26,200	400	1.6%
<b>551</b>	Management of companies and enterprises	10,200	10,800	600	5.9%
<b>611</b>	Educational services	70,000	71,800	1,800	2.6%
<b>621</b>	Ambulatory health care services	17,900	19,800	1,900	10.6%
<b>622</b>	Hospitals	32,100	34,200	2,100	6.5%
<b>623</b>	Nursing and residential care facilities	22,000	21,400	(600)	-2.7%

\*Represents both private and public sector jobs

**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 (%), 2018-2028	Education	Work Experience	Training
1	47-2111	Electricians	10.7%	\$67,745	9.1%	High school diploma or equivalent	None	Apprenticeship
2	47-2152	Plumbers, Pipefitters, and Steamfitters	8.4%	\$64,120	13.0%	High school diploma or equivalent	None	Apprenticeship
3	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	6.9%	\$51,975	11.8%	Postsecondary non-degree award	None	Long-term on-the-job training
4	47-2061	Construction Laborers	6.2%	\$38,282	8.0%	No formal educational credential	None	Short-term on-the-job training
5	47-2031	Carpenters	6.1%	\$52,578	7.2%	High school diploma or equivalent	None	Apprenticeship
6	47-2073	Operating Engineers and Other Construction Equipment Operators	4.1%	\$50,109	8.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
7	11-1021	General and Operations Managers	3.6%	\$100,391	9.1%	Bachelor's degree	5 years or more	None
8	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	2.9%	\$70,543	10.1%	High school diploma or equivalent	5 years or more	None
9	47-2141	Painters, Construction and Maintenance	2.7%	\$44,206	6.3%	No formal educational credential	None	Moderate-term on-the-job training
10	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.6%	\$40,383	-0.1%	High school diploma or equivalent	None	Short-term on-the-job training



**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 (%), 2018-2028	Education	Work Experience	Training
1	51-9111	Packaging and Filling Machine Operators and Tenders	14.7%	\$35,925	5.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	51-3011	Bakers	8.4%	\$46,933	1.4%	No formal educational credential	None	Long-term on-the-job training
3	51-3092	Food Batchmakers	8.3%	\$37,845	4.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
4	53-7051	Industrial Truck and Tractor Operators	5.4%	\$40,528	6.3%	No formal educational credential	None	Short-term on-the-job training
5	53-3032	Heavy and Tractor-Trailer Truck Drivers	4.5%	\$41,550	9.7%	Postsecondary non-degree award	None	Short-term on-the-job training
6	51-1011	First-Line Supervisors of Production and Operating Workers	4.3%	\$66,374	-0.3%	High school diploma or equivalent	Less than 5 years	None
7	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	4.0%	\$39,145	11.0%	No formal educational credential	None	Short-term on-the-job training
8	51-9198	Helpers--Production Workers	3.3%	\$28,915	9.5%	High school diploma or equivalent	None	Short-term on-the-job training
9	49-9041	Industrial Machinery Mechanics	3.0%	\$55,168	7.1%	High school diploma or equivalent	None	Long-term on-the-job training
10	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	3.0%	\$41,193	-15.5%	High school diploma or equivalent	None	Moderate-term on-the-job training

**Machinery Manufacturing  
(NAICS Industry 333)  
Ten Most Common Occupations**

**Industry Description:** Industries in the Machinery Manufacturing subsector create end products that apply mechanical force, for example, the application of gears and levers, to perform work. Some important processes for the manufacture of machinery are forging, stamping, bending, forming, and machining that are used to shape individual pieces of metal. Processes, such as welding and assembling are used to join separate parts together. Although these processes are similar to those used in metal fabricating establishments, machinery manufacturing is different because it typically employs multiple metal forming processes in manufacturing the various parts of the machine. Moreover, complex assembly operations are an inherent part of the production process.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2018-2028	Education	Work Experience	Training
1	51-4041	Machinists	9.5%	\$47,737	0.3%	High school diploma or equivalent	None	Long-term on-the-job training
2	51-2090	Miscellaneous Assemblers and Fabricators	6.2%	\$42,449	-10.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	15-1256	Software Developers and Software Quality Assurance Analysts and Testers	4.9%	\$99,969	NA	Bachelor's degree	None	None
4	17-2141	Mechanical Engineers	4.7%	\$77,815	4.6%	Bachelor's degree	None	None
5	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	4.3%	\$49,784	-15.5%	High school diploma or equivalent	None	Moderate-term on-the-job training
6	51-9083	Ophthalmic Laboratory Technicians	4.1%	\$42,669	1.5%	High school diploma or equivalent	None	Moderate-term on-the-job training
7	51-1011	First-Line Supervisors of Production and Operating Workers	2.9%	\$73,514	-0.3%	High school diploma or equivalent	Less than 5 years	None
8	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	2.5%	\$76,797	-0.4%	High school diploma or equivalent	None	Moderate-term on-the-job training
9	43-5071	Shipping, Receiving, and Inventory Clerks	2.5%	\$40,928	-5.8%	High school diploma or equivalent	None	Short-term on-the-job training
10	43-5061	Production, Planning, and Expediting Clerks	2.3%	\$50,039	14.9%	High school diploma or equivalent	None	Moderate-term on-the-job training

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 (%), 2018-2028	Education	Work Experience	Training
1	15-1256	Software Developers and Software Quality Assurance Analysts and Testers	14.5%	\$102,838	NA	Bachelor's degree	None	None
2	51-2028	Electrical, electronic, and electromechanical assemblers, except coil winders, tapers, and finishers	11.5%	\$34,688	0.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	17-2112	Industrial Engineers	5.7%	\$92,622	7.4%	Bachelor's degree	None	None
4	17-2071	Electrical Engineers	4.8%	\$102,969	4.5%	Bachelor's degree	None	None
5	17-2072	Electronics Engineers, Except Computer	3.1%	\$94,778	0.0%	Bachelor's degree	None	None
6	13-1198	Project Management Specialists and Business Operations Specialists, All Other	2.7%	\$90,863	10.2%	Bachelor's degree	None	None
7	51-2090	Miscellaneous Assemblers and Fabricators	2.7%	\$33,919	-10.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
8	17-2141	Mechanical Engineers	2.5%	\$104,908	4.6%	Bachelor's degree	None	None
9	51-1011	First-Line Supervisors of Production and Operating Workers	2.3%	\$72,829	-0.3%	High school diploma or equivalent	Less than 5 years	None
10	17-2199	Engineers, All Other	2.2%	\$110,373	0.0%	Bachelor's degree	None	None

NA – Not Available

**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 (%), 2018-2028	Education	Work Experience	Training
1	15-1256	Software Developers and Software Quality Assurance Analysts and Testers	6.9%	\$90,186	NA	Bachelor's degree	None	None
2	13-2011	Accountants and Auditors	5.6%	\$62,798	13.9%	Bachelor's degree	None	None
3	23-1011	Lawyers	3.9%	\$80,188	9.8%	Doctoral or professional degree	None	None
4	41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	3.8%	\$71,036	11.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
5	15-1232	Computer User Support Specialists	3.5%	\$48,565	17.3%	Some college, no degree	None	None
6	43-3031	Bookkeeping, Accounting, and Auditing Clerks	3.3%	\$46,446	0.7%	Some college, no degree	None	Moderate-term on-the-job training
7	13-1111	Management Analysts	2.9%	\$90,737	15.0%	Bachelor's degree	Less than 5 years	None
8	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.9%	\$42,873	-0.1%	High school diploma or equivalent	None	Short-term on-the-job training
9	43-4051	Customer Service Representatives	2.5%	\$38,601	0.2%	High school diploma or equivalent	None	Short-term on-the-job training
10	11-1021	General and Operations Managers	2.4%	\$144,948	9.1%	Bachelor's degree	5 years or more	None

NA – Not Available

**Management of Companies and Enterprises  
(NAICS Industry 551)  
Ten Most Common Occupations**

**Industry Description:** Industries in the Management of Companies and Enterprises subsector include three main types of establishments: (1) those that hold the securities of (or other equity interests in) companies and enterprises; (2) those (except government establishments) that administer, oversee, and manage other establishments of the company or enterprise but do not hold the securities of these establishments; and (3) those that both administer, oversee, and manage other establishments of the company or enterprise and hold the securities of (or other equity interests in) these establishments. Those establishments that administer, oversee, and manage normally undertake the strategic or organizational planning and decision-making role of the company or enterprise.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2018-2028	Education	Work Experience	Training
1	15-1256	Software Developers and Software Quality Assurance Analysts and Testers	6.7%	\$96,635	NA	Bachelor's degree	None	None
2	13-2011	Accountants and Auditors	4.6%	\$67,407	13.9%	Bachelor's degree	None	None
3	11-1021	General and Operations Managers	3.9%	\$156,110	9.1%	Bachelor's degree	5 years or more	None
4	43-1011	First-Line Supervisors of Office and Administrative Support Workers	3.7%	\$72,960	5.5%	High school diploma or equivalent	Less than 5 years	None
5	43-3031	Bookkeeping, Accounting, and Auditing Clerks	3.5%	\$37,977	0.7%	Some college, no degree	None	Moderate-term on-the-job training
6	13-1111	Management Analysts	2.8%	\$79,901	15.0%	Bachelor's degree	Less than 5 years	None
7	13-1161	Market Research Analysts and Marketing Specialists	2.7%	\$68,751	22.4%	Bachelor's degree	None	None
8	43-4051	Customer Service Representatives	2.7%	\$40,031	0.2%	High school diploma or equivalent	None	Short-term on-the-job training
9	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.7%	\$47,854	-0.1%	High school diploma or equivalent	None	Short-term on-the-job training
10	11-3031	Financial Managers	2.6%	\$162,340	22.9%	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 (%), 2018-2028	Education	Work Experience	Training
1	25-9045	Teaching Assistants, Except Postsecondary	9.8%	\$26,473	12.4%	Some college, no degree	None	None
2	25-2021	Elementary School Teachers, Except Special Education	7.6%	\$64,113	12.6%	Bachelor's degree	None	None
3	25-2031	Secondary School Teachers, Except Special and Career/Technical Education	7.0%	\$69,291	13.0%	Bachelor's degree	None	None
4	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3.6%	\$41,685	-0.1%	High school diploma or equivalent	None	Short-term on-the-job training
5	25-2022	Middle School Teachers, Except Special and Career/Technical Education	3.2%	\$64,746	12.9%	Bachelor's degree	None	None
6	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	2.6%	\$30,547	16.4%	No formal educational credential	None	Short-term on-the-job training
7	25-1071	Health Specialties Teachers, Postsecondary	2.5%	\$140,412	37.2%	Doctoral or professional degree	Less than 5 years	None
8	25-3031	Substitute Teachers, Short-Term	2.5%	\$29,989	12.2%	Bachelor's degree	None	None
9	25-2052	Special Education Teachers, Kindergarten and Elementary School	2.2%	\$60,993	11.4%	Bachelor's degree	None	None
10	53-3058	Passenger Vehicle Drivers, Except Bus Drivers, Transit and Intercity	1.9%	\$40,412	NA	NA	None	Short-term on-the-job training

NA – Not Available

**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 (%), 2018-2028	Education	Work Experience	Training
1	31-1120	Home Health and Personal Care Aides	15.8%	\$28,092	58.1%	High school diploma or equivalent	None	Short-term on-the-job training
2	43-4171	Receptionists and Information Clerks	8.3%	\$32,767	15.7%	High school diploma or equivalent	None	Short-term on-the-job training
3	29-1141	Registered Nurses	7.2%	\$70,101	23.8%	Bachelor's degree	None	None
4	29-2040	Emergency Medical Technicians and Paramedics	6.0%	\$42,929	30.5%	Postsecondary non-degree award	None	None
5	29-1292	Dental Hygienists	4.3%	\$64,354	31.9%	Associate's degree	None	None
6	29-2061	Licensed Practical and Licensed Vocational Nurses	3.7%	\$42,842	15.5%	Postsecondary non-degree award	None	None
7	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3.5%	\$36,081	-0.1%	High school diploma or equivalent	None	Short-term on-the-job training
8	31-9091	Dental Assistants	3.4%	\$46,636	31.2%	Postsecondary non-degree award	None	None
9	43-1011	First-Line Supervisors of Office and Administrative Support Workers	2.8%	\$59,672	5.5%	High school diploma or equivalent	Less than 5 years	None
10	43-3021	Billing and Posting Clerks	2.5%	\$41,427	20.2%	High school diploma or equivalent	None	Moderate-term on-the-job training

**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 (%), 2018-2028	Education	Work Experience	Training
1	29-1141	Registered Nurses	24.8%	\$69,178	23.8%	Bachelor's degree	None	None
2	31-1131	Nursing Assistants	6.9%	\$32,039	12.8%	Postsecondary non-degree award	None	None
3	43-4111	Interviewers, Except Eligibility and Loan	3.0%	\$32,465	12.4%	High school diploma or equivalent	None	Short-term on-the-job training
4	29-2061	Licensed Practical and Licensed Vocational Nurses	3.0%	\$41,957	15.5%	Postsecondary non-degree award	None	None
5	29-1171	Nurse Practitioners	2.8%	\$107,999	37.5%	Master's degree	None	None
6	29-2010	Clinical Laboratory Technologists and Technicians	2.8%	\$62,571	22.1%	Bachelor's degree	None	None
7	43-3021	Billing and Posting Clerks	2.4%	\$32,410	20.2%	High school diploma or equivalent	None	Moderate-term on-the-job training
8	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.3%	\$36,471	-0.1%	High school diploma or equivalent	None	Short-term on-the-job training
9	29-1071	Physician Assistants	2.2%	\$111,227	38.7%	Master's degree	None	None
10	29-2098	Medical Dosimetrists, Medical Records Specialists, and Health Technologists and Technicians, All Other	1.9%	\$46,577	25.0%	Postsecondary non-degree award	None	None



**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 (%), 2018-2028	Education	Work Experience	Training
1	31-1120	Home Health and Personal Care Aides	28.3%	\$28,542	58.1%	High school diploma or equivalent	None	Short-term on-the-job training
2	31-1131	Nursing Assistants	12.6%	\$32,993	12.8%	Postsecondary non-degree award	None	None
3	29-2061	Licensed Practical and Licensed Vocational Nurses	8.2%	\$46,104	15.5%	Postsecondary non-degree award	None	None
4	35-3041	Food Servers, Nonrestaurant	5.1%	\$26,525	13.8%	No formal educational credential	None	Short-term on-the-job training
5	29-1141	Registered Nurses	4.5%	\$68,215	23.8%	Bachelor's degree	None	None
6	21-1015	Rehabilitation Counselors	3.9%	\$28,565	20.0%	Master's degree	None	None
7	37-2012	Maids and Housekeeping Cleaners	2.4%	\$26,737	3.2%	No formal educational credential	None	Short-term on-the-job training
8	35-2012	Cooks, Institution and Cafeteria	2.1%	\$30,774	11.6%	No formal educational credential	None	Short-term on-the-job training
9	39-9011	Childcare Workers	1.9%	\$31,101	13.8%	High school diploma or equivalent	None	Short-term on-the-job training
10	49-9071	Maintenance and Repair Workers, General	1.8%	\$36,749	9.9%	High school diploma or equivalent	None	Moderate-term on-the-job training

**Social Assistance  
(NAICS Industry 624)  
Ten Most Common Occupations**

**Industry Description:** Industries in the Social Assistance subsector provide a wide variety of social assistance services directly to their clients. These services do not include residential or accommodation services, except on a short-stay basis.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2018-2028	Education	Work Experience	Training
1	31-1120	Home Health and Personal Care Aides	33.9%	\$29,011	58.1%	High school diploma or equivalent	None	Short-term on-the-job training
2	21-1093	Social and Human Service Assistants	7.7%	\$35,950	26.7%	High school diploma or equivalent	None	Short-term on-the-job training
3	25-9045	Teaching Assistants, Except Postsecondary	6.0%	\$25,805	12.4%	Some college, no degree	None	None
4	25-2011	Preschool Teachers, Except Special Education	4.8%	\$29,653	25.9%	Associate's degree	None	None
5	39-9011	Childcare Workers	4.5%	\$26,257	13.8%	High school diploma or equivalent	None	Short-term on-the-job training
6	43-5061	Production, Planning, and Expediting Clerks	1.9%	\$42,477	14.9%	High school diploma or equivalent	None	Moderate-term on-the-job training
7	21-1022	Healthcare Social Workers	1.9%	\$41,895	30.8%	Master's degree	None	Internship/residency
8	39-9032	Recreation Workers	1.8%	\$28,899	16.8%	High school diploma or equivalent	None	Short-term on-the-job training
9	21-1012	Educational, Guidance, and Career Counselors and Advisors	1.8%	\$41,064	24.8%	Master's degree	None	None
10	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1.7%	\$34,142	-0.1%	High school diploma or equivalent	None	Short-term on-the-job training

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