

Hudson Valley Significant Industries

A Report to The Workforce Development System

Bureau of Labor Market Information
Division of Research and Statistics

2021

WE ARE YOUR DOL



Department
of Labor

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 Hudson Valley 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 had more than 8,500 jobs; or
- The industry’s projected employment growth for 2018-2028 was above average in the region (10.2%); or
- The industry paid above-average annual wages (\$69,200).

Twenty-three industries are designated as “significant” in the Hudson Valley. Only fourteen experienced an increase in employment - adding a combined total of 15,900 jobs between 2015 and 2020 which reflects the impact of the COVID-19 pandemic on the regional job market. However, it is worth noting that, as economic activity resumed, between Second Quarter 2020 and Second Quarter 2021, the number of jobs in the twenty-three significant industries increased by 40,200, with all but four industries reporting an increase over that period.

A broad set of industries were identified in this report. They fall into ten major industry categories: construction; manufacturing; transportation and warehousing; information; financial

activities; professional and business services; educational services; health care and social assistance; arts, entertainment, and recreation; and accommodation and food services.

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

Steady growth in construction has been a key driver of jobs in the region. All three industries from the sector made the list: *construction of buildings* (NAICS Industry 236); *heavy and civil engineering* (NAICS Industry 237); and *specialty trade contractors* (NAICS Industry 238). Of the three industries, two reported job growth between 2015 and 2020 – *specialty trade contractors* (+2,900) and *construction of buildings* (+400). *Heavy and civil engineering* shed 800 jobs over the period. As business activity resumed, employment in the construction sector showed drastic improvement. The three significant industries in the construction sector added 9,900 jobs between Second Quarter 2020 and Second Quarter 2021. Between 2018 and 2028, employment in the region’s construction sector is projected to grow by 10.8%.

Local developers, especially those in Rockland and Westchester counties, are taking advantage of a strong housing market that is partially driven by relatively low mortgage interest rates and out-of-town buyers (from New York City). The exodus of New York City residents during the COVID-19 pandemic has also had a positive impact on the rental real estate rental market, as demand for rentals continued to trend upward. The outlook for the sector is very bright, with a slew of multi-million-dollar residential and commercial construction projects at various stages of development in the region. Some notable projects include the \$485 million, mixed-use, transit-oriented Hamilton Green project in White Plains and Regeneron Pharmaceuticals’ \$1.8 billion expansion plan at its headquarters in Tarrytown. Combined, both projects are expected to create more than 3,000 temporary construction jobs. Additionally, the region’s construction sector will benefit from the \$1.2 trillion infrastructure bill, which has allocated more than \$170 billion to New York State, some of which will be earmarked towards local construction projects in the region, including \$12 million for improvements at Stewart International Airport.

Manufacturing

Food manufacturing (NAICS Industry 311), *beverage and tobacco product manufacturing* (NAICS Industry 312), *chemical manufacturing* (NAICS Industry 325), and *computer and electronic product manufacturing* (NAICS Industry 334) are the four manufacturing industries to make the significant industries list. Of the four, *food manufacturing* grew the fastest, increasing by 1,100 jobs (or 17.7%) between 2015 and 2020. *Computer and electronic product manufacturing*, the highest paid industry of the group, declined the steepest between 2015 and 2020 – down 20.2%. In 2020, the average annual wage in *computer and electronic product manufacturing* was \$153,600, which was more than double that of the all-industry average annual wage of \$69,200. *Chemical manufacturing* declined by 700 jobs (or -14.0%) over the period.

New York’s craft beverage industry is rapidly growing, and the number of distilleries is also

increasing. This trend has continued in the Hudson Valley. *Beverage and tobacco product manufacturing*, up 11.1% between 2015 and 2020, was the second fastest growing of the four manufacturing industries on the significant industries list. While job growth in the craft beverage industry is apparent, employment in the *beverage and tobacco product manufacturing* industry is still relatively small, with only 1,000 jobs in 2020. The COVID-19 pandemic has negatively impacted distilleries, especially in the operation of their tasting rooms, which have faced similar restrictions as restaurants. Operating under the pandemic related strict guidelines, which forced some of them to close or limit customer capacity, bars and restaurants purchased fewer distilled products. The outlook for this industry is still bright. As companies resumed normal business activities, employment in *beverage and tobacco product manufacturing* doubled to 1,400 from Second Quarter 2020 to Second Quarter 2021. The industry is projected to grow 12.3% from 2018 through 2028.

Transportation and Warehousing

Truck transportation (NAICS Industry 484), *couriers and messengers* (NAICS Industry 492), and *warehousing and storage* (NAICS Industry 493) are the three industries within the transportation and warehousing sector that made the list. Combined, these three industries added 2,200 jobs between 2015 and 2020. The explosion in e-commerce has fueled a booming hiring trend in the *couriers and messengers* industry. As consumers have become increasingly more comfortable with online purchases, jobs related to e-commerce have grown tremendously, especially the final delivery stage. Job growth in *couriers and messengers* (43.8%) was the highest among all the Significant Industries in this region. Jobs in *truck transportation* paid a higher average annual wage (\$60,500) in 2020 than the all-industry wage for the region. The outlook for the sector is positive, as more recent data shows employment in all three industries grew by a combined 2,500 jobs between Second Quarter 2020 and the Second Quarter 2021.

The region, especially Orange County, has grown as a transportation hub in large part because of its proximity to major highways. Several big-box retailers operate distribution centers in the region. More job opportunities will arise from several proposed distribution center projects, including Amazon's two large warehouse projects – a fulfillment center in the Town of Montgomery and a warehouse at the former IBM west campus in East Fishkill. Combined, both facilities are expected to create approximately 2,000 jobs. Additionally, Medline Industries, one the largest privately owned health care companies, is preparing to move from its current Wawayanda location to a new manufacturing and distribution center in the town of Montgomery in Orange County. Medline anticipates adding 250 employees to its current workforce when the new facility becomes fully operational in 2022.

Information

Data processing, hosting, and related services (NAICS Industry 518) is the only industry from the information sector to make the significant industries list, growing by 9.5% between 2015 and 2020 and paying an average annual wage of \$104,700 in 2020. The need for broadband services has become even more critical as customers are relying on residential internet services as they work from home during the pandemic. Last year, Charter Communications announced plans to hire 200 employees at its Hudson Valley call center for Spectrum-branded residential internet services.

Financial Activities

Credit Intermediation and related activities (NAICS Industry 522), *insurance carriers and related activities* (NAICS Industry 524), and *real estate* (NAICS Industry 531) are the three industries in the broader *financial activities* sector to make the list. In 2020, these industries collectively employed 35,700 workers and paid nearly \$4 billion in wages. The average annual wage in all three industries was well above the average all industry annual wage in 2020. Some New York City financial institutions like Morgan Stanley have office operations in the region. The financial giant plans to consolidate its wealth management group at its corporate office in Harrison in Westchester County, adding 1,100 new jobs. The region is also home to MasterCard International, a global financial institution.

Professional and Business Services

The *professional and business services* sector is very sensitive to economic trends. Companies in this sector primarily sell services to other businesses, rather than to consumers. The three major industries within this sector are all on the significant industries list: *professional, scientific, and technical services* (NAICS Industry 541); *management of companies and enterprises* (NAICS Industry 551); and *administrative and support services* (NAICS Industry 561).

Both *administrative and support services* (+1,800) and *professional and technical services* (+300) experienced job growth from 2015 to 2020. *Management of companies* shed 200 jobs over the same period.

Within the professional and business services sector, *management of companies* (\$164,100) had the highest average annual wage in 2020, followed by *professional and technical services* (\$140,000) and *administrative and support services* (\$48,400).

Job gains in professional and business services are, in part, attributed to improved business conditions. According to *Business Insider* and various other published reports, U.S. corporations are enjoying a record-high streak of profits amid the pandemic and recovery. After a dip during the initial phase of the pandemic in the first half of 2020, before-tax profits have more than rebounded and were above \$3 trillion in the second quarter of 2021. As corporate profits continue to increase, so does the spending for those type of services, spurring a demand for office workers, computer specialists, accountants, lawyers, and consultants, among others. In addition, the sector continues to benefit from a vibrant construction industry, which has spurred demand for engineering and architectural services.

Educational Services

Educational services (NAICS Industry 611), with about 96,100 jobs in 2020, has the largest employment of any significant industry in the region. Between 2015 and 2020, the employment declined by 2.3%, shedding 2,300 jobs. However, the sector grew by 2,100 jobs (or 2.1%) from Second Quarter 2020 through Second Quarter 2021, as pandemic-related restrictions were lifted.

Prior to the COVID-19 pandemic employment growth in this industry 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.

According to the U.S. Census Bureau, the region's population grew by 1.4%, or 31,600, between 2010 and 2020. The average annual pay for jobs in *educational services* (\$71,900), topped that of the average all industry wage (\$69,200) in 2020.

Health Care and Social Assistance

Like *educational services*, 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.

In the Hudson Valley region, the significant industries within this sector are: *ambulatory health care services* (NAICS Industry 621); *hospitals* (NAICS Industry 622); and *nursing and residential care facilities* (NAICS Industry 623). Of these industries, two added jobs (*ambulatory health care services*, 3,400, and *hospitals*, 2,600) while *nursing and residential care facilities* lost 2,700 jobs from 2015 through 2020. Of the significant industries in this sector, *hospitals* (\$79,400) had the highest average annual wage in 2020, followed by *ambulatory care services* (\$73,400) and *nursing and residential care facilities* (\$48,400).

A growing and aging population has helped fuel a demand for health care including registered nurses, home health aides, medical assistants, physical therapists, nurse practitioners, and physician assistants, among others. The region's baby boomer population now stands at more than half a million. In recent years, the region has experienced a medical construction boom because of investments from New York City health care systems moving into the region and acquiring hospitals. White Plains Hospital, part of Bronx-based Montefiore Health system, recently celebrated the grand-opening of its \$272 million Center for Advanced Medicine and Surgery outpatient complex, as the massive health care system continues to expand its footprint in the region.

Arts, Amusement, and Recreation

Amusement, gambling, and recreation (NAICS Industry 713) is the only industry from the broader arts, entertainment, and recreation sector that made the list of significant industries in the Hudson Valley. The region's leisure and hospitality sector experienced devastating job losses because of the COVID-19 pandemic. Pandemic-related restrictions forced businesses to operate at less than capacity or shut down. Between 2015 and 2020, employment in the *amusement, gambling and recreation* industry declined by 34.2%. However, as these pandemic-related restrictions were lifted, employment in the industry more than doubled between Second Quarter 2020 and Second Quarter 2021. For example, Legoland hired approximately 800 employees for its reopening in July 2021. The industry is projected to grow by 15.8% between 2018 and 2028.

However, *amusement, gambling, and recreation* is still one the lowest paid industry on the list, with 2020 annual average wages of just \$38,200.

Accommodation and Food Services

Accommodation (NAICS Industry 721) is a broad industry within the accommodation and food services sector that includes hotels and other businesses offering lodging services. Job growth in the industry is attributed to strength in the region's tourism industry and an influx of business travelers. In 2020, tourism spending in the region reached \$2.8 billion despite the complications of operating under the strict guidelines of the COVID-19 pandemic. Employment in *accommodation* declined by 1,600 jobs (or -17.6%) between 2015 and 2020. As pandemic-related restrictions were lifted, this industry bounced back with a gain of 2,500 jobs (or +51%) between Second Quarter 2020 and Second Quarter 2021. The average annual salary in the *accommodation* services industry was just \$36,800 in 2020 – the lowest paying of the 23 significant industries.

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 regional labor market analyst for the Hudson Valley Region, Johny Nelson, is available for consultation. He can be reached via email at Johny.Nelson@labor.ny.gov or by phone at (914) 997-9571.

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, Hudson Valley 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*					
	Total, all industries (all ownerships)	895,700	849,200	(46,500)	-5.2%	\$69,200	10.2%	NA
236	Construction of Buildings	11,300	11,700	400	3.5%	\$69,700	8.6%	G, J, W
237	Heavy and civil engineering construction	5,200	4,400	(800)	-15.4%	\$101,900	8.9%	W
238	Specialty trade contractors	31,600	34,500	2,900	9.2%	\$71,800	12.0%	G, J, P, W
311	Food manufacturing	6,200	7,300	1,100	17.7%	\$61,300	4.1%	G
312	Beverage and tobacco product manufacturing	900	1,000	100	11.1%	\$42,100	12.3%	G, P
325	Chemical manufacturing	5,000	4,300	(700)	-14.0%	\$111,700	7.5%	W
334	Computer and electronic product manufacturing	10,400	8,300	(2,100)	-20.2%	\$153,600	-10.3%	J, W
484	Truck transportation	4,000	4,700	700	17.5%	\$60,500	10.2%	G, P
492	Couriers and messengers	3,200	4,600	1,400	43.8%	\$46,700	20.7%	G, P
493	Warehouse and storage	3,600	3,700	100	2.8%	\$47,800	56.5%	G, P
518	Data processing, hosting and related services	2,100	2,300	200	9.5%	\$104,700	21.9%	G, P, W
522	Credit intermediation and related activities	10,800	11,300	500	4.6%	\$151,900	6.4%	G, J, W
524	Insurance carriers and related activities	11,900	11,000	(900)	-7.6%	\$114,800	1.6%	J, W
531	Real estate	13,000	13,400	400	3.1%	\$72,900	5.2%	G, J, W
541	Professional, scientific, and technical services	44,200	44,500	300	0.7%	\$140,000	12.7%	G, J, P, W
551	Management of companies and enterprises	12,600	12,400	(200)	-1.6%	\$164,100	16.4%	G, J, P, W
561	Administrative and support services	41,100	42,900	1,800	4.4%	\$48,400	19.1%	G, J, P
611	Educational services	98,400	96,100	(2,300)	-2.3%	\$71,900	13.2%	G, J, P, W
621	Ambulatory health care services	55,500	58,900	3,400	6.1%	\$73,400	44.1%	G, J, P, W
622	Hospitals	39,300	41,900	2,600	6.6%	\$79,400	15.5%	G, J, P, W
623	Nursing and residential care facilities	41,700	39,000	(2,700)	-6.5%	\$48,400	16.8%	J, P
713	Amusements, gambling, and recreation	15,200	10,000	(5,200)	-34.2%	\$38,200	15.8%	J, P
721	Accommodation	9,100	7,500	(1,600)	-17.6%	\$36,800	0.0%	J

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 (>8,500)

P: Above-average growth projected for 2018-2028

W: Industry pays above-average wages

Significant Industries, Hudson Valley Region, 2021

NAICS Industry Code	Industry Name	Jobs		Net Change in Jobs, 2020Q2-2021Q2	% Change in Jobs, 2020Q2-2021Q2
		2020Q2*	2021Q2*		
	Total, all industries (all ownerships)	777,700	879,400	101,700	13.1%
236	Construction of buildings	10,300	12,300	2,000	19.4%
237	Heavy and civil engineering construction	4,000	4,600	600	15.0%
238	Specialty trade contractors	29,200	36,500	7,300	25.0%
311	Food manufacturing	6,700	7,500	800	11.9%
312	Beverage and tobacco product manufacturing	700	1,400	700	100.0%
325	Chemical manufacturing	3,800	4,100	300	7.9%
334	Computer and electronic product manufacturing	8,400	8,100	(300)	-3.6%
484	Truck transportation	4,500	5,000	500	11.1%
492	Couriers and messengers	4,000	5,200	1,200	30.0%
493	Warehousing and storage	3,000	3,800	800	26.7%
518	Data processing, hosting and related services	2,300	2,300	-	0.0%
522	Credit intermediation and related activities	11,300	11,400	100	0.9%
524	Insurance carriers and related activities	10,900	10,400	(500)	-4.6%
531	Real estate	13,000	13,100	100	0.8%
541	Professional, scientific, and technical services	43,100	45,000	1,900	4.4%
551	Management of companies and enterprises	12,000	12,400	400	3.3%
561	Administrative and support services	39,600	45,500	5,900	14.9%
611	Educational services	101,100	103,200	2,100	2.1%
621	Ambulatory health care services	52,500	62,100	9,600	18.3%
622	Hospitals	41,300	40,500	(800)	-1.9%
623	Nursing and residential care facilities	38,500	36,600	(1,900)	-4.9%
713	Amusements, gambling, and recreation	6,000	12,900	6,900	115.0%
721	Accommodation	4,900	7,400	2,500	51.0%

*Represents both private and public sector jobs

**Construction of Buildings
(NAICS Industry 236)
Ten Most Common Occupations**

Industry Description: The Construction of Buildings subsector comprises establishments primarily responsible for the construction of buildings. The work performed may include new work, additions, alterations, or maintenance and repairs. The on-site assembly of pre-cut, panelized, and prefabricated buildings and construction of temporary buildings are included in this subsector. Part or all of the production work for which the establishments in this subsector have responsibility may be subcontracted to other construction establishments--usually specialty trade contractors.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2018-2028	Education	Work Experience	Training
1	47-2031	Carpenters	22.6%	\$52,924	8.9%	High school diploma or equivalent	None	Apprenticeship
2	47-2061	Construction Laborers	21.6%	\$49,789	10.9%	No formal educational credential	None	Short-term on-the-job training
3	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	6.2%	\$98,610	10.7%	High school diploma or equivalent	5 years or more	None
4	11-1021	General and Operations Managers	4.2%	\$72,974	10.8%	Bachelor's degree	5 years or more	None
5	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3.9%	\$43,149	-1.5%	High school diploma or equivalent	None	Short-term on-the-job training
6	11-9021	Construction Managers	1.3%	\$137,010	9.9%	Bachelor's degree	None	Moderate-term on-the-job training
7	13-1198	Project Management Specialists and Business Operations Specialists, All Other	1.0%	\$98,245	13.3%	Bachelor's degree	None	None
8	13-1051	Cost Estimators	1.0%	\$84,356	11.1%	Bachelor's degree	None	Moderate-term on-the-job training
9	13-2011	Accountants and Auditors	0.7%	\$92,977	14.4%	Bachelor's degree	None	None
10	43-5061	Production, Planning, and Expediting Clerks	0.4%	\$71,847	19.2%	High school diploma or equivalent	None	Moderate-term on-the-job training

**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 (%), 2018-2028	Education	Work Experience	Training
1	47-2061	Construction Laborers	30.7%	\$80,382	10.9%	No formal educational credential	None	Short-term on-the-job training
2	47-2073	Operating Engineers and Other Construction Equipment Operators	8.9%	\$117,284	9.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	11-9021	Construction Managers	4.0%	\$181,503	9.9%	Bachelor's degree	None	Moderate-term on-the-job training
4	11-1021	General and Operations Managers	3.9%	\$111,726	10.8%	Bachelor's degree	5 years or more	None
5	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	3.9%	\$105,727	10.7%	High school diploma or equivalent	5 years or more	None
6	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3.7%	\$48,614	-1.5%	High school diploma or equivalent	None	Short-term on-the-job training
7	53-3032	Heavy and Tractor-Trailer Truck Drivers	3.3%	\$87,754	8.8%	Postsecondary non-degree award	None	Short-term on-the-job training
8	13-1198	Project Management Specialists and Business Operations Specialists, All Other	3.0%	\$107,546	13.3%	Bachelor's degree	None	None
9	17-2051	Civil Engineers	2.6%	\$110,921	14.6%	Bachelor's degree	None	None
10	51-4121	Welders, Cutters, Solderers, and Brazers	1.8%	NA	3.8%	High school diploma or equivalent	None	Moderate-term on-the-job training

**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	47-2061	Construction Laborers	11.2%	\$57,316	10.9%	No formal educational credential	None	Short-term on-the-job training
2	47-2031	Carpenters	8.6%	\$66,749	8.9%	High school diploma or equivalent	None	Apprenticeship
3	47-2111	Electricians	8.0%	\$68,407	12.8%	High school diploma or equivalent	None	Apprenticeship
4	47-2152	Plumbers, Pipefitters, and Steamfitters	7.4%	\$66,093	17.0%	High school diploma or equivalent	None	Apprenticeship
5	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	4.0%	\$65,031	12.2%	Postsecondary non-degree award	None	Long-term on-the-job training
6	11-1021	General and Operations Managers	3.8%	\$154,416	10.8%	Bachelor's degree	5 years or more	None
7	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	3.0%	\$113,269	10.7%	High school diploma or equivalent	5 years or more	None
8	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.9%	\$47,448	-1.5%	High school diploma or equivalent	None	Short-term on-the-job training
9	47-2081	Drywall and Ceiling Tile Installers	2.7%	\$52,532	NA	NA	NA	NA
10	47-2141	Painters, Construction and Maintenance	2.7%	\$48,287	8.2%	No formal educational credential	None	Moderate-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 (%), 2018-2028	Education	Work Experience	Training
1	51-9111	Packaging and Filling Machine Operators and Tenders	11.9%	\$29,606	6.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	51-3092	Food Batchmakers	4.8%	\$31,622	3.9%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	53-7064	Packers and Packagers, Hand	4.2%	\$30,081	3.6%	No formal educational credential	None	Short-term on-the-job training
4	11-1021	General and Operations Managers	3.5%	\$32,372	10.8%	Bachelor's degree	5 years or more	None
5	51-3093	Food Cooking Machine Operators and Tenders	2.7%	\$36,779	NA	NA	NA	NA
6	51-3022	Meat, Poultry, and Fish Cutters and Trimmers	2.5%	\$25,577	4.0%	No formal educational credential	None	Short-term on-the-job training
7	49-9071	Maintenance and Repair Workers, General	2.1%	\$46,235	10.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
8	53-7061	Cleaners of Vehicles and Equipment	1.6%	\$31,424	8.0%	No formal educational credential	None	Short-term on-the-job training
9	49-9041	Industrial Machinery Mechanics	1.4%	\$66,429	2.8%	High school diploma or equivalent	None	Long-term on-the-job training
10	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	1.4%	\$40,683	-10.5%	High school diploma or equivalent	None	Moderate-term on-the-job training

NA – Not Available

**Beverage and Tobacco Product Manufacturing
(NAICS Industry 312)
Six Most Common Occupations**

Industry Description: Industries in the Beverage and Tobacco Product Manufacturing subsector manufacture beverages and tobacco products. The Beverage Manufacturing industry group includes three types of establishments: (1) those that manufacture nonalcoholic beverages; (2) those that manufacture alcoholic beverages through the fermentation process; and (3) those that produce distilled alcoholic beverages. Ice manufacturing, while not a beverage, is included with nonalcoholic beverage manufacturing because it uses the same production process as water purification.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2018-2028	Education	Work Experience	Training
1	35-3011	Bartenders	19.3%	\$28,354	3.4%	No formal educational credential	None	Short-term on-the-job training
2	51-9012	Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders	15.4%	\$36,166	8.6%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	51-9111	Packaging and Filling Machine Operators and Tenders	8.7%	\$27,090	6.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
4	35-2014	Cooks, Restaurant	4.9%	\$31,125	14.8%	No formal educational credential	Less than 5 years	Moderate-term on-the-job training
5	49-9071	Maintenance and Repair Workers, General	3.0%	\$52,342	10.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
6	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1.0%	\$41,306	-1.5%	High school diploma or equivalent	None	Short-term on-the-job training

Note: Due to confidentiality, only top six occupations are available for this industry.

**Chemical Manufacturing
(NAICS Industry 325)
Ten Most Common Occupations**

Industry Description: The Chemical Manufacturing subsector is based on the transformation of organic and inorganic raw materials by a chemical process and the formulation of products. This subsector distinguishes the production of basic chemicals that comprise the first industry group from the production of intermediate and end products produced by further processing of basic chemicals that make up the remaining industry groups.

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	16.0%	\$32,902	6.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	51-9023	Mixing and Blending Machine Setters, Operators, and Tenders	6.2%	\$32,148	4.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	19-2031	Chemists	5.9%	\$90,312	9.9%	Bachelor's degree	None	None
4	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	5.9%	\$36,995	-10.5%	High school diploma or equivalent	None	Moderate-term on-the-job training
5	51-1011	First-Line Supervisors of Production and Operating Workers	4.8%	\$76,994	1.5%	High school diploma or equivalent	Less than 5 years	None
6	51-9011	Chemical Equipment Operators and Tenders	4.2%	\$48,096	4.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
7	49-9041	Industrial Machinery Mechanics	3.3%	\$52,942	2.8%	High school diploma or equivalent	None	Long-term on-the-job training
8	43-5071	Shipping, Receiving, and Inventory Clerks	2.8%	\$40,261	3.2%	High school diploma or equivalent	None	Short-term on-the-job training
9	19-4031	Chemical Technicians	2.6%	\$44,797	15.0%	Associate's degree	None	Moderate-term on-the-job training
10	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	2.3%	\$32,226	10.2%	No formal educational credential	None	Short-term on-the-job training

**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	21.9%	\$127,411	NA	Bachelor's degree	None	None
2	13-1198	Project Management Specialists and Business Operations Specialists, All Other	5.1%	\$124,459	13.3%	Bachelor's degree	None	None
3	13-1111	Management Analysts	4.7%	\$107,508	18.3%	Bachelor's degree	Less than 5 years	None
4	51-2028	Electrical, electronic, and electromechanical assemblers, except coil winders, tapers, and finishers	4.0%	\$38,556	0.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
5	17-2112	Industrial Engineers	2.5%	\$95,378	3.6%	Bachelor's degree	None	None
6	17-3023	Electrical and Electronic Engineering Technologists and Technicians	2.2%	\$71,924	0.0%	Associate's degree	None	None
7	43-4051	Customer Service Representatives	2.2%	\$51,103	0.3%	High school diploma or equivalent	None	Short-term on-the-job training
8	11-3021	Computer and Information Systems Managers	2.1%	\$187,798	13.1%	Bachelor's degree	5 years or more	None
9	15-1232	Computer User Support Specialists	1.4%	\$68,481	9.1%	Some college, no degree	None	None
10	51-1011	First-Line Supervisors of Production and Operating Workers	1.2%	\$79,033	1.5%	High school diploma or equivalent	Less than 5 years	None

NA – Not Available

**Truck Transportation
(NAICS Industry 484)
Six Most Common Occupations**

Industry Description: Industries in the Truck Transportation subsector provide over-the-road transportation of cargo using motor vehicles, such as trucks and tractor trailers. The subsector is subdivided into general freight trucking and specialized freight trucking. This distinction reflects differences in equipment used, type of load carried, scheduling, terminal, and other networking services. General freight transportation establishments handle a wide variety of general commodities, generally palletized, and transported in a container or van trailer. Specialized freight transportation is the transportation of cargo that, because of size, weight, shape, or other inherent characteristics, requires specialized equipment for transportation.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2018-2028	Education	Work Experience	Training
1	53-3032	Heavy and Tractor-Trailer Truck Drivers	48.4%	\$61,763	8.8%	Postsecondary non-degree award	None	Short-term on-the-job training
2	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	21.0%	\$38,326	10.2%	No formal educational credential	None	Short-term on-the-job training
3	43-9061	Office Clerks, General	3.8%	\$58,056	0.1%	High school diploma or equivalent	None	Short-term on-the-job training
4	53-1047	First-Line Supervisors of Transportation and Material-Moving Workers, Except Aircraft Cargo Handling Supervisors	3.5%	\$64,058	NA	NA	NA	NA
5	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	2.9%	\$53,919	11.0%	High school diploma or equivalent	None	Long-term on-the-job training
6	11-1021	General and Operations Managers	1.9%	n/a	10.8%	Bachelor's degree	5 years or more	None

Note: Due to confidentiality, only top six occupations are available for this industry.

NA – Not Available

**Couriers and Messengers
(NAICS Industry 492)
Ten Most Common Occupations**

Industry Description: Industries in the Couriers and Messengers subsector provide intercity and/or local delivery of parcels and documents. These articles can be described as those that may be handled by one person without using special equipment. This allows the collection, pick-up, and delivery operations to be done with limited labor costs and minimal equipment. Sorting and transportation activities, where necessary, are generally mechanized. The restriction to small parcels partly distinguishes these establishments from those in the transportation industries. The complete network of courier services establishments also distinguishes these transportation services from local messenger and delivery establishments in this subsector. This includes the establishments that perform intercity transportation as well as establishments that, under contract to them, perform local pick-up and delivery. Messengers, who usually deliver within a metropolitan or single urban area, may use bicycle, foot, small truck, or van.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2018-2028	Education	Work Experience	Training
1	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	37.8%	\$29,441	10.2%	No formal educational credential	None	Short-term on-the-job training
2	53-3033	Light Truck Drivers	33.7%	\$58,805	9.0%	High school diploma or equivalent	None	Short-term on-the-job training
3	53-3032	Heavy and Tractor-Trailer Truck Drivers	6.4%	\$73,733	8.8%	Postsecondary non-degree award	None	Short-term on-the-job training
4	53-1047	First-Line Supervisors of Transportation and Material-Moving Workers, Except Aircraft Cargo Handling Supervisors	5.3%	\$53,343	NA	NA	NA	NA
5	11-3071	Transportation, Storage, and Distribution Managers	1.2%	\$116,489	14.9%	High school diploma or equivalent	5 years or more	None
6	43-4051	Customer Service Representatives	1.1%	\$62,466	0.3%	High school diploma or equivalent	None	Short-term on-the-job training
7	49-3011	Aircraft Mechanics and Service Technicians	0.8%	\$73,790	5.6%	Postsecondary non-degree award	None	None
8	43-5061	Production, Planning, and Expediting Clerks	0.4%	\$56,694	19.2%	High school diploma or equivalent	None	Moderate-term on-the-job training
9	11-1021	General and Operations Managers	0.3%	\$104,937	10.8%	Bachelor's degree	5 years or more	None
10	17-2112	Industrial Engineers	0.3%	\$111,500	3.6%	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 (%), 2018-2028	Education	Work Experience	Training
1	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	63.6%	\$33,121	10.2%	No formal educational credential	None	Short-term on-the-job training
2	53-7051	Industrial Truck and Tractor Operators	6.4%	\$32,843	14.7%	No formal educational credential	None	Short-term on-the-job training
3	53-7065	Stockers and Order Fillers	4.5%	\$30,559	-0.3%	High school diploma or equivalent	None	Short-term on-the-job training
4	43-5071	Shipping, Receiving, and Inventory Clerks	3.6%	\$35,333	3.2%	High school diploma or equivalent	None	Short-term on-the-job training
5	53-1047	First-Line Supervisors of Transportation and Material-Moving Workers, Except Aircraft Cargo Handling Supervisors	2.8%	\$66,348	NA	NA	NA	NA
6	43-1011	First-Line Supervisors of Office and Administrative Support Workers	1.8%	\$74,505	6.9%	High school diploma or equivalent	Less than 5 years	None
7	49-9071	Maintenance and Repair Workers, General	1.5%	\$50,124	10.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
8	43-4051	Customer Service Representatives	1.2%	\$44,814	0.3%	High school diploma or equivalent	None	Short-term on-the-job training
9	11-3071	Transportation, Storage, and Distribution Managers	0.8%	\$105,379	14.9%	High school diploma or equivalent	5 years or more	None
10	43-9061	Office Clerks, General	0.7%	\$29,031	0.1%	High school diploma or equivalent	None	Short-term on-the-job training

NA – Not Available

**Data Processing, Hosting and Related Services
(NAICS Industry 518)
Ten Most Common Occupations**

Industry Description: Industries in the Data Processing, Hosting, and Related Services subsector group establishments that provide the infrastructure for hosting and/or data processing services.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2018-2028	Education	Work Experience	Training
1	15-1211	Computer Systems Analysts	11.9%	\$95,933	10.3%	Bachelor's degree	None	None
2	15-1256	Software Developers and Software Quality Assurance Analysts and Testers	8.2%	\$122,943	NA	Bachelor's degree	None	None
3	11-3021	Computer and Information Systems Managers	7.4%	\$174,799	13.1%	Bachelor's degree	5 years or more	None
4	15-1232	Computer User Support Specialists	7.2%	\$67,175	9.1%	Some college, no degree	None	None
5	15-1244	Network and Computer Systems Administrators	4.5%	\$122,104	6.7%	Bachelor's degree	None	None
6	15-1231	Computer Network Support Specialists	3.8%	\$119,756	13.8%	Associate's degree	None	None
7	43-4051	Customer Service Representatives	3.8%	\$46,290	0.3%	High school diploma or equivalent	None	Short-term on-the-job training
8	11-1021	General and Operations Managers	2.5%	\$122,058	10.8%	Bachelor's degree	5 years or more	None
9	13-1151	Training and Development Specialists	2.4%	\$88,902	14.2%	Bachelor's degree	Less than 5 years	None
10	13-1111	Management Analysts	1.8%	\$116,669	18.3%	Bachelor's degree	Less than 5 years	None

NA – Not Available

**Credit Intermediation and Related Activities
(NAICS Industry 522)
Ten Most Common Occupations**

Industry Description: Industries in the Credit Intermediation and Related Activities subsector group establishments that (1) lend funds raised from depositors; (2) lend funds raised from credit market borrowing; or (3) facilitate the lending of funds or issuance of credit by engaging in such activities as mortgage and loan brokerage, clearinghouse and reserve services, and check cashing services.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2018-2028	Education	Work Experience	Training
1	43-3071	Tellers	24.8%	\$37,423	-6.4%	High school diploma or equivalent	None	Short-term on-the-job training
2	13-2072	Loan Officers	9.3%	\$93,977	NA	NA	NA	NA
3	41-3031	Securities, Commodities, and Financial Services Sales Agents	8.4%	\$66,888	8.4%	Bachelor's degree	None	Moderate-term on-the-job training
4	43-1011	First-Line Supervisors of Office and Administrative Support Workers	6.5%	\$65,742	6.9%	High school diploma or equivalent	Less than 5 years	None
5	11-3031	Financial Managers	5.3%	\$104,323	22.4%	Bachelor's degree	5 years or more	None
6	43-4051	Customer Service Representatives	4.7%	\$48,033	0.3%	High school diploma or equivalent	None	Short-term on-the-job training
7	43-4131	Loan Interviewers and Clerks	4.3%	\$40,197	17.2%	High school diploma or equivalent	None	Short-term on-the-job training
8	43-4141	New Accounts Clerks	3.7%	\$47,518	0.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
9	11-1021	General and Operations Managers	3.6%	\$112,514	10.8%	Bachelor's degree	5 years or more	None
10	13-1198	Project Management Specialists and Business Operations Specialists, All Other	1.6%	\$58,800	13.3%	Bachelor's degree	None	None

NA – Not Available

**Insurance Carriers and Related Activities
(NAICS Industry 524)
Ten Most Common Occupations**

Industry Description: Industries in the Insurance Carriers and Related Activities subsector group establishments that are primarily engaged in one of the following: (1) underwriting (assuming the risk, assigning premiums, and so forth) annuities and insurance policies or (2) facilitating such underwriting by selling insurance policies and by providing other insurance and employee benefit related services.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2018-2028	Education	Work Experience	Training
1	41-3021	Insurance Sales Agents	25.4%	\$53,433	10.2%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	43-4051	Customer Service Representatives	24.1%	\$46,455	0.3%	High school diploma or equivalent	None	Short-term on-the-job training
3	13-1031	Claims Adjusters, Examiners, and Investigators	4.6%	\$66,980	-2.5%	High school diploma or equivalent	None	Long-term on-the-job training
4	13-2053	Insurance Underwriters	3.8%	\$80,806	NA	NA	NA	NA
5	43-9041	Insurance Claims and Policy Processing Clerks	2.8%	\$45,168	6.5%	High school diploma or equivalent	None	Moderate-term on-the-job training
6	43-1011	First-Line Supervisors of Office and Administrative Support Workers	2.7%	\$76,515	6.9%	High school diploma or equivalent	Less than 5 years	None
7	11-1021	General and Operations Managers	2.0%	\$212,128	10.8%	Bachelor's degree	5 years or more	None
8	13-2011	Accountants and Auditors	2.0%	\$108,236	14.4%	Bachelor's degree	None	None
9	15-1256	Software Developers and Software Quality Assurance Analysts and Testers	1.7%	\$152,994	NA	Bachelor's degree	None	None
10	11-3031	Financial Managers	1.7%	NA	22.4%	Bachelor's degree	5 years or more	None

NA – Not Available

**Real Estate
(NAICS Industry 531)
Ten Most Common Occupations**

Industry Description: Industries in the Real Estate subsector group establishments that are primarily engaged in renting or leasing real estate to others; managing real estate for others; selling, buying, or renting real estate for others; and providing other real estate related services, such as appraisal services.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2018-2028	Education	Work Experience	Training
1	49-9071	Maintenance and Repair Workers, General	22.6%	\$44,459	10.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	13.8%	\$49,405	15.2%	No formal educational credential	None	Short-term on-the-job training
3	43-9061	Office Clerks, General	10.6%	\$38,239	0.1%	High school diploma or equivalent	None	Short-term on-the-job training
4	41-9022	Real Estate Sales Agents	7.1%	NA	8.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
5	11-9141	Property, Real Estate, and Community Association Managers	4.6%	\$89,210*	NA	NA	NA	NA
6	41-2021	Counter and Rental Clerks	3.1%	\$43,418	2.1%	No formal educational credential	None	Short-term on-the-job training
7	11-1021	General and Operations Managers	2.7%	\$120,100*	10.8%	Bachelor's degree	5 years or more	None
8	43-3031	Bookkeeping, Accounting, and Auditing Clerks	2.6%	\$57,235	2.0%	Some college, no degree	None	Moderate-term on-the-job training
9	43-1011	First-Line Supervisors of Office and Administrative Support Workers	1.8%	\$92,235	6.9%	High school diploma or equivalent	Less than 5 years	None
10	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	1.1%	\$89,476	6.7%	High school diploma or equivalent	Less than 5 years	None

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

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	13-2011	Accountants and Auditors	5.5%	\$95,473	14.4%	Bachelor's degree	None	None
2	23-1011	Lawyers	4.9%	\$108,495	8.3%	Doctoral or professional degree	None	None
3	43-9061	Office Clerks, General	4.3%	\$33,437	0.1%	High school diploma or equivalent	None	Short-term on-the-job training
4	13-1111	Management Analysts	4.1%	\$91,837	18.3%	Bachelor's degree	Less than 5 years	None
5	23-2011	Paralegals and Legal Assistants	3.5%	\$62,528	13.8%	Associate's degree	None	None
6	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3.2%	\$41,766	-1.5%	High school diploma or equivalent	None	Short-term on-the-job training
7	13-1161	Market Research Analysts and Marketing Specialists	3.0%	\$66,189	24.7%	Bachelor's degree	None	None
8	11-1021	General and Operations Managers	2.8%	\$160,039	10.8%	Bachelor's degree	5 years or more	None
9	43-3031	Bookkeeping, Accounting, and Auditing Clerks	2.7%	\$47,666	2.0%	Some college, no degree	None	Moderate-term on-the-job training
10	17-2051	Civil Engineers	2.5%	\$108,136	14.6%	Bachelor's degree	None	None

**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	11-3031	Financial Managers	5.5%	\$191,446	22.4%	Bachelor's degree	5 years or more	None
2	13-2011	Accountants and Auditors	5.0%	\$100,232	14.4%	Bachelor's degree	None	None
3	11-1021	General and Operations Managers	4.5%	\$184,894	10.8%	Bachelor's degree	5 years or more	None
4	43-3021	Billing and Posting Clerks	4.0%	\$48,370	21.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
5	43-4051	Customer Service Representatives	4.0%	\$56,721	0.3%	High school diploma or equivalent	None	Short-term on-the-job training
6	43-1011	First-Line Supervisors of Office and Administrative Support Workers	3.9%	\$79,103	6.9%	High school diploma or equivalent	Less than 5 years	None
7	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3.9%	\$45,845	-1.5%	High school diploma or equivalent	None	Short-term on-the-job training
8	43-3031	Bookkeeping, Accounting, and Auditing Clerks	2.7%	\$51,041	2.0%	Some college, no degree	None	Moderate-term on-the-job training
9	43-9061	Office Clerks, General	2.5%	\$50,252	0.1%	High school diploma or equivalent	None	Short-term on-the-job training
10	11-2021	Marketing Managers	2.5%	\$166,668	8.9%	Bachelor's degree	5 years or more	None

**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 (%), 2018-2028	Education	Work Experience	Training
1	37-3011	Landscaping and Groundskeeping Workers	18.2%	\$36,523	17.7%	No formal educational credential	None	Short-term on-the-job training
2	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	16.1%	\$33,682	15.2%	No formal educational credential	None	Short-term on-the-job training
3	33-9032	Security Guards	9.0%	\$32,812	13.2%	High school diploma or equivalent	None	Short-term on-the-job training
4	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	2.8%	\$33,468	10.2%	No formal educational credential	None	Short-term on-the-job training
5	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.8%	\$40,461	-1.5%	High school diploma or equivalent	None	Short-term on-the-job training
6	43-4051	Customer Service Representatives	2.1%	\$36,938	0.3%	High school diploma or equivalent	None	Short-term on-the-job training
7	11-1021	General and Operations Managers	1.9%	\$122,406	10.8%	Bachelor's degree	5 years or more	None
8	43-9061	Office Clerks, General	1.7%	\$35,592	0.1%	High school diploma or equivalent	None	Short-term on-the-job training
9	43-3031	Bookkeeping, Accounting, and Auditing Clerks	1.5%	\$47,244	2.0%	Some college, no degree	None	Moderate-term on-the-job training
10	43-1011	First-Line Supervisors of Office and Administrative Support Workers	1.3%	\$62,607	6.9%	High school diploma or equivalent	Less than 5 years	None

**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	14.7%	\$33,204	13.8%	Some college, no degree	None	None
2	25-2021	Elementary School Teachers, Except Special Education	12.3%	\$96,567	11.8%	Bachelor's degree	None	None
3	25-2022	Middle School Teachers, Except Special and Career/Technical Education	8.1%	\$105,153	11.9%	Bachelor's degree	None	None
4	25-2031	Secondary School Teachers, Except Special and Career/Technical Education	7.6%	\$105,684	12.1%	Bachelor's degree	None	None
5	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.6%	\$42,894	-1.5%	High school diploma or equivalent	None	Short-term on-the-job training
6	25-2052	Special Education Teachers, Kindergarten and Elementary School	2.5%	\$95,468	10.9%	Bachelor's degree	None	None
7	25-3031	Substitute Teachers, Short-Term	2.4%	\$36,114	12.1%	Bachelor's degree	None	None
8	49-9071	Maintenance and Repair Workers, General	2.3%	\$52,444	10.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
9	39-9011	Childcare Workers	2.2%	\$36,359	13.6%	High school diploma or equivalent	None	Short-term on-the-job training
10	11-9032	Education Administrators, Kindergarten through Secondary	2.1%	\$152,729	12.5%	Master's degree	5 years or more	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 (%), 2018-2028	Education	Work Experience	Training
1	31-1120	Home Health and Personal Care Aides	18.6%	\$30,586	63.8%	High school diploma or equivalent	None	Short-term on-the-job training
2	43-4171	Receptionists and Information Clerks	8.2%	\$37,808	18.5%	High school diploma or equivalent	None	Short-term on-the-job training
3	29-1141	Registered Nurses	6.1%	\$84,861	25.8%	Bachelor's degree	None	None
4	29-2061	Licensed Practical and Licensed Vocational Nurses	3.6%	\$50,858	17.1%	Postsecondary non-degree award	None	None
5	29-2040	Emergency Medical Technicians and Paramedics	3.3%	\$39,759	25.3%	Postsecondary non-degree award	None	None
6	31-9092	Medical Assistants	3.1%	\$39,905	41.6%	Postsecondary non-degree award	None	None
7	31-9091	Dental Assistants	3.0%	\$48,574	22.5%	Postsecondary non-degree award	None	None
8	43-1011	First-Line Supervisors of Office and Administrative Support Workers	2.7%	\$70,299	6.9%	High school diploma or equivalent	Less than 5 years	None
9	29-1292	Dental Hygienists	2.7%	\$89,168	21.6%	Associate's degree	None	None
10	29-1123	Physical Therapists	2.6%	\$99,646	32.0%	Doctoral or professional degree	None	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 (%), 2018-2028	Education	Work Experience	Training
1	29-1141	Registered Nurses	26.1%	\$103,511	25.8%	Bachelor's degree	None	None
2	31-1131	Nursing Assistants	7.0%	\$43,478	11.3%	Postsecondary non-degree award	None	None
3	11-9111	Medical and Health Services Managers	3.3%	\$150,144	28.3%	Bachelor's degree	Less than 5 years	None
4	43-9061	Office Clerks, General	2.6%	\$44,433	0.1%	High school diploma or equivalent	None	Short-term on-the-job training
5	31-1133	Psychiatric Aides	2.4%	\$46,308	20.2%	High school diploma or equivalent	None	Short-term on-the-job training
6	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	2.2%	\$39,829	15.2%	No formal educational credential	None	Short-term on-the-job training
7	29-2034	Radiologic Technologists and Technicians	2.0%	\$84,393	24.3%	Associate's degree	None	None
8	29-2010	Clinical Laboratory Technologists and Technicians	1.8%	\$82,175	22.0%	Bachelor's degree	None	None
9	43-4111	Interviewers, Except Eligibility and Loan	1.8%	\$44,886	13.8%	High school diploma or equivalent	None	Short-term on-the-job training
10	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1.7%	\$46,542	-1.5%	High school diploma or equivalent	None	Short-term on-the-job training

**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	26.4%	\$32,236	63.8%	High school diploma or equivalent	None	Short-term on-the-job training
2	31-1131	Nursing Assistants	13.8%	\$39,115	11.3%	Postsecondary non-degree award	None	None
3	29-2061	Licensed Practical and Licensed Vocational Nurses	8.1%	\$58,187	17.1%	Postsecondary non-degree award	None	None
4	29-1141	Registered Nurses	6.3%	\$83,107	25.8%	Bachelor's degree	None	None
5	39-9011	Childcare Workers	3.0%	\$34,500	13.6%	High school diploma or equivalent	None	Short-term on-the-job training
6	37-2012	Maids and Housekeeping Cleaners	2.4%	\$33,275	0.7%	No formal educational credential	None	Short-term on-the-job training
7	21-1018	Substance abuse, behavioral disorder, and mental health counselors	1.6%	\$40,768	35.8%	Bachelor's degree	None	None
8	49-9071	Maintenance and Repair Workers, General	1.6%	\$43,754	10.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
9	43-5061	Production, Planning, and Expediting Clerks	1.5%	\$45,658	19.2%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	39-9032	Recreation Workers	1.4%	\$35,607	14.8%	High school diploma or equivalent	None	Short-term on-the-job training

**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 (%), 2018-2028	Education	Work Experience	Training
1	39-9031	Exercise Trainers and Group Fitness Instructors	9.4%	\$71,616	13.3%	High school diploma or equivalent	None	Short-term on-the-job training
2	39-3091	Amusement and Recreation Attendants	8.3%	\$30,211	14.3%	No formal educational credential	None	Short-term on-the-job training
3	37-3011	Landscaping and Groundskeeping Workers	6.9%	\$33,759	17.7%	No formal educational credential	None	Short-term on-the-job training
4	35-3031	Waiters and Waitresses	4.4%	\$29,304	0.7%	No formal educational credential	None	Short-term on-the-job training
5	11-1021	General and Operations Managers	2.8%	\$90,453	10.8%	Bachelor's degree	5 years or more	None
6	35-2014	Cooks, Restaurant	2.7%	\$37,259	14.8%	No formal educational credential	Less than 5 years	Moderate-term on-the-job training
7	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	2.6%	\$31,490	15.2%	No formal educational credential	None	Short-term on-the-job training
8	43-4171	Receptionists and Information Clerks	2.6%	\$36,391	18.5%	High school diploma or equivalent	None	Short-term on-the-job training
9	33-9092	Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers	2.3%	\$26,924	9.4%	No formal educational credential	None	Short-term on-the-job training
10	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	2.0%	\$29,908	3.9%	No formal educational credential	None	Short-term on-the-job training

**Accommodation
(NAICS Industry 721)
Ten Most Common Occupations**

Industry Description: Industries in the Accommodation subsector provide lodging or short-term accommodations for travelers, vacationers, and others. There is a wide range of establishments in these industries. Some provide lodging only, while others provide meals, laundry services, and recreational facilities, as well as lodging. Lodging establishments are classified in this subsector even if the provision of complementary services generates more revenue. The types of complementary services provided vary from establishment to establishment.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2018-2028	Education	Work Experience	Training
1	37-2012	Maids and Housekeeping Cleaners	24.7%	\$28,876	0.7%	No formal educational credential	None	Short-term on-the-job training
2	43-4081	Hotel, Motel, and Resort Desk Clerks	10.4%	\$27,578	-3.5%	High school diploma or equivalent	None	Short-term on-the-job training
3	35-3031	Waiters and Waitresses	8.9%	\$37,560	0.7%	No formal educational credential	None	Short-term on-the-job training
4	49-9071	Maintenance and Repair Workers, General	4.7%	\$43,901	10.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
5	35-2014	Cooks, Restaurant	3.9%	\$38,805	14.8%	No formal educational credential	Less than 5 years	Moderate-term on-the-job training
6	43-1011	First-Line Supervisors of Office and Administrative Support Workers	3.6%	\$41,934	6.9%	High school diploma or equivalent	Less than 5 years	None
7	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	3.1%	\$30,615	3.9%	No formal educational credential	None	Short-term on-the-job training
8	35-9021	Dishwashers	2.4%	\$30,776	-1.6%	No formal educational credential	None	Short-term on-the-job training
9	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	2.3%	\$33,624	15.2%	No formal educational credential	None	Short-term on-the-job training
10	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	2.2%	\$37,808	13.4%	High school diploma or equivalent	Less than 5 years	None

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 grantee 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.

