

# 20 CENTRAL NEW YORK 24 SIGNIFICANT INDUSTRIES

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A Report to The Workforce Development System

Bureau of Labor Market Information  
*Division of Policy, Strategy, and Research*



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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). As the economy continues to move forward, 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.

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

This report lists significant industries in the Central New York region based on several factors, including employment levels, wage levels, job growth (both net and percent) over the 2018-2023 period, and expected job growth based on industry employment projections through 2030. Priority industries that may have been designated by economic development or workforce development officials were also considered.

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## **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 employed more than 7,000 people; or
- The industry’s projected employment growth for 2020-2030 was above average in the region (24.6%); or
- The industry paid above-average annual wages in the region (\$63,700).

Twelve industries in Central New York are designated as “significant” in this report. All twelve industries experienced an increase in employment between 2018 and 2023. Many of these industries pay very well. In addition, five of these 12 industries are projected to grow above average through 2030.

A broad set of industries were identified as significant in Central New York. They fall into seven major industry groups: agriculture; construction; manufacturing; trade, transportation, and utilities; professional and business services (which primarily sell to other businesses); educational services; and health care and social assistance.



## Industry Analysis

The Central New York region is poised for extensive job growth over the next several years due to large infrastructure projects and expansion in the semiconductor manufacturing-related ecosystem.

Certain industries continue to exhibit strong growth when compared to the findings of the previous study that took place immediately following the COVID-19 pandemic. Like the trends seen in 2021, the education and health care sectors continue to be crucial, with a persistent need for workers in *ambulatory health care services*. Similarly, the demand for fast delivery of packages and documents continues to lead to job growth in the *couriers and messengers* industry. As observed in 2021, the growth of online purchasing continues to support industries like *warehousing and storage*. Significant new sectors have also grown as well, including the addition of more manufacturing industries on the list. Specifically, the production of computers and electronic products, food, paper, plastics, and rubber goods have been growing because of rising consumer demand and regional industrial growth.

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>.

### Agriculture

#### *Animal Production and Aquaculture* (NAICS Industry 112)

Central New York is home to several rural counties that rely upon the agriculture sector. Job openings in the sector are outpacing the region's supply of workers. *Animal production and aquaculture*, at 1,800 jobs in 2023, makes up a significant and expanding share of the agriculture sector overall. Increasing demand for yogurt, milk products, hard cider, and craft beer have contributed to growth at the region's many dairy farms and farms growing crops such as hops, barley, and apples.

### Construction

#### *Heavy and Civil Engineering Construction* (NAICS Industry 237)

*Heavy and civil engineering construction* has been growing as the need to replace aging infrastructure (such as roads, water pipes, and bridges) has risen. The construction sector is projected to grow through 2030, and these jobs typically pay well. Specifically, *heavy and civil engineering construction* is expected to grow 16.3% from 2020 through 2030 and pays an average wage of \$104,700 as of 2023, making it the second highest paying industry on the significant industries list. Other industries within the construction sector are also projected to grow.

Over the next decade, the impending retirement of many baby boomers will create job opportunities in construction, especially among construction laborers and operating engineers and other construction equipment operators. The large Interstate 81 road construction project is creating many local jobs over the next several years.

### Manufacturing

Four manufacturing industries made the significant industries list. Employment in manufacturing is starting to grow again after a long-term decline in the region. As baby boomers retire, there is strong demand for new workers in the sector.

*Food Manufacturing* (NAICS Industry 311)

A greater emphasis on companies producing milk, yogurt, cheese, fruit, meat, and vegetable products that are locating or expanding in the region, has boosted job opportunities in *food manufacturing*. Employment in this industry is projected to grow faster than the all-industry average.

*Paper Manufacturing* (NAICS Industry 322)

Expansions in making specialty paper have led to growth in the local *paper manufacturing* industry. *Paper manufacturing* is high paying, with an annual average wage of \$81,600. Paper goods machine setters, operators, and tenders make up 22% of the industry's employment.

*Plastics & Rubber Products Manufacturing* (NAICS Industry 326)

Growth at local plastics products makers, especially those producing plastic containers for consumer products, has boosted employment in this industry. The industry also pays above average wages. Common occupations include assemblers and fabricators; metal and plastic molding, coremaking, and casting machine setters, operators, and tenders; and inspectors, testers, sorters, samplers, and weighers.

*Computer and Electronic Product Manufacturing* (NAICS Industry 334)

The *computer and electronic product manufacturing* industry is projected to grow by more than double the region's all-industry growth rate. The industry also pays extremely well, averaging \$106,300 a year, making it the highest-paying industry on the list. An increase in the number of defense-related contracts at local high-tech employers has helped employment rise in the industry. Typical occupations include electrical, electronic, and electromechanical assemblers; software developers; and industrial engineers. The construction of the large Micron Technology semiconductor manufacturing complex in Clay will also lead to thousands of direct and spin-off job opportunities in this industry.

Trade, Transportation, and Utilities

*Merchant Wholesalers, Nondurable Goods* (NAICS Industry 424)

Wholesalers are the middle people between the producers and the consumers. These wholesalers specialize in products that usually last less than three years. This industry is strengthened by the constant demand for products like paper and paper products, groceries, pharmaceuticals, and alcoholic beverages. Wages in the industry (\$79,900) are well above the region's average wage.

*Couriers and Messengers* (NAICS Industry 492)

Employment in the *couriers and messengers* industry grew 42.9% between 2018 and 2023, which is the second highest growth rate on the list. Employment is projected to grow over 38% from

2020 through 2030. It remains strong due to the demand for timely delivery of parcels and documents. Light truck drivers make up over 28% of the employment in this industry.

#### *Warehousing and Storage* (NAICS Industry 493)

The Central New York city of Syracuse is situated at the intersection of multiple interstate highways and is not far from Canada. The region also has the Port of Oswego on Lake Ontario. This makes it an ideal location for warehousing and storage facilities and distribution centers. The *warehousing and storage* industry has been growing at a fast pace in the region and is projected to continue to expand by almost 40% through the year 2030. The growth of online shopping has led to expansion in this industry. The region is also home to Amazon distribution centers that have been growing.

#### Professional and Business Services

##### *Administrative and Support Services* (NAICS Industry 561)

Businesses in this sector tend to sell their services to other businesses rather than consumers. They assist other organizations in their day-to-day operations. The growing need for general management, personnel administration, clerical activities, and cleaning services is helping to boost employment in the administrative and support services industry (NAICS 561). Typical occupations include security guards, janitors and cleaners, landscaping and grounds keeping workers, and customer service representatives.

#### Educational Services:

##### *Educational Services* (NAICS Industry 611)

With 46,000 jobs between the public and private sectors, *educational services* has, by far, the most employment of any significant industry in the region (13.7% of total jobs). The most common job titles in this industry are teaching assistants, elementary school teachers, and secondary school teachers. Teaching specialties in demand include science, math, English as a second language, special education, technology, and foreign languages. Demand is strong in *educational services* as baby boomers retire and not as many students pursue the teaching field.

#### Health Care and Social Assistance:

##### *Ambulatory Health Care Services* (NAICS Industry 621)

Almost all health care occupations are expected to be in demand over the next decade as Central New York's population continues to age. The *ambulatory health care services* industry employs many people (18,800 jobs) and at \$74,800 paid well above the annual average wage in the region in 2023. The most common occupations in *ambulatory health care services* are home health and personal care aides, registered nurses, and medical secretaries and administrative assistants.

### **For Further Information**

It is hoped that the local workforce development boards find the information in this report useful. The New York State Department of Labor's Central New York labor market analyst, Karen Knapik-Scalzo, is available for consultation. She can be reached via email at [Karen.Knapik-Scalzo@labor.ny.gov](mailto:Karen.Knapik-Scalzo@labor.ny.gov) or by phone at (315) 479-3391.

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://dol.ny.gov/labor-market-analysts>.

## Significant Industries, Central New York, 2024

NAICS Industry Code	Industry Name	Average Employment, 2018*	Average Employment, 2023*	Net Change in Jobs, 2018-2023	% Change in Jobs, 2018-2023	Average Annual Wage, 2023	Projected % Change in Jobs, 2020-2030	Why Industry is Significant**
	<b>Total, all industries (all ownerships)</b>	<b>344,700</b>	<b>335,200</b>	<b>-9,500</b>	<b>-2.8%</b>	<b>\$63,700</b>	<b>24.6%</b>	<b>NA</b>
<b>112</b>	Animal production and aquaculture	1,500	1,800	300	20.0%	\$47,000	7.1%	G
<b>237</b>	Heavy and civil engineering construction	1,600	1,800	200	12.5%	\$104,700	16.3%	G, W
<b>311</b>	Food manufacturing	2,000	2,700	700	35.0%	\$60,500	28.1%	G, P
<b>322</b>	Paper manufacturing	1,500	1,800	300	20.0%	\$81,600	1.2%	G, W
<b>326</b>	Plastics and rubber products manufacturing	2,100	2,300	200	9.5%	\$80,100	13.6%	G, W
<b>334</b>	Computer and electronic product manufacturing	5,100	5,400	300	5.9%	\$106,300	59.4%	G, P, W
<b>424</b>	Merchant wholesalers, nondurable goods	5,100	5,600	500	9.8%	\$79,900	14.0%	G, W
<b>492</b>	Couriers and messengers	2,100	3,000	900	42.9%	\$46,900	38.9%	G, P
<b>493</b>	Warehousing and storage	2,200	5,100	2,900	131.8%	\$35,700	39.6%	G, P
<b>561</b>	Administrative and support services	14,300	14,900	600	4.2%	\$49,000	29.3%	G, J, P
<b>611</b>	Educational services	45,700	46,000	300	0.7%	\$71,200	14.2%	G, J, W
<b>621</b>	Ambulatory health care services	18,100	18,800	700	3.9%	\$74,800	23.0%	G, J, W

NA – Not Applicable

\*Represents both private and public sector jobs

**\*\*Key:**

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

J: Industry employs a significant number of jobs (>7,000)

P: Above-average growth projected for 2020-2030

W: Industry pays above-average wages

**Animal Production and Aquaculture  
(NAICS Industry 112)  
Ten Most Common Occupations**

**Industry Description:** Establishments in the *animal production and aquaculture* industry raise or fatten animals for the sale of animals or animal products and/or raise aquatic plants and animals in controlled or selected aquatic environments for the sale of aquatic plants, animals, or their products. The industry includes establishments, such as ranches, farms, and feedlots, primarily engaged in keeping, grazing, breeding, or feeding animals. These animals are kept for the products they produce or for eventual sale. The animals are generally raised in various environments, from total confinement or captivity to feeding on an open range pasture.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	11-9013	Farmers, Ranchers, and Other Agricultural Managers	56.0%	\$32,635	NA	NA	NA	NA
2	45-2092	Farmworkers and Laborers, Crop, Nursery, and Greenhouse	14.8%	\$31,094	4.8%	No formal educational credential	None	Short-term on-the-job training
3	45-2093	Farmworkers, Farm, Ranch, and Aquacultural Animals	8.8%	\$31,342	NA	NA	NA	NA
4	45-2099	Agricultural Workers, All Other	4.3%	\$32,469	NA	NA	NA	NA
5	45-2091	Agricultural Equipment Operators	2.4%	\$33,689	NA	NA	NA	NA
6	39-2021	Animal Caretakers	1.5%	\$32,674	NA	NA	NA	NA
7	45-1011	First-Line Supervisors of Farming, Fishing, and Forestry Workers	1.1%	\$47,724	10.0%	High school diploma or equivalent	Less than 5 years	None
8	39-2011	Animal Trainers	1.0%	\$33,154	NA	NA	NA	NA
9	53-3032	Heavy and Tractor-Trailer Truck Drivers	0.8%	\$53,923	21.7%	Postsecondary non-degree award	None	Short-term on-the-job training
10	11-9199	Managers, All Other	0.7%	\$53,428	NA	NA	NA	NA

Data Source: Lightcast [URL: [lightcast.io](https://lightcast.io)], June 2024



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

**Industry Description:** The *heavy and civil engineering construction* industry is comprised of 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 this industry 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 (%), 2020-2030	Education	Work Experience	Training
1	47-2061	Construction Laborers	21.7%	\$69,233	21.4%	No formal educational credential	None	Short-term on-the-job training
2	47-2073	Operating Engineers and Other Construction Equipment Operators	10.2%	\$105,213	18.1%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	9.4%	\$94,756	19.7%	High school diploma or equivalent	5 years or more	None
4	49-9051	Electrical Power-Line Installers and Repairers	5.1%	NA	9.2%	High school diploma or equivalent	None	Long-term on-the-job training
5	53-3032	Heavy and Tractor-Trailer Truck Drivers	4.3%	\$72,220	21.7%	Postsecondary non-degree award	None	Short-term on-the-job training
6	11-9021	Construction Managers	4.2%	\$99,844	14.7%	Bachelor's degree	None	Moderate-term on-the-job training
7	47-2152	Plumbers, Pipefitters, and Steamfitters	3.6%	NA	22.5%	High school diploma or equivalent	None	Apprenticeship
8	13-1082	Project Management Specialists	3.5%	\$129,547	NA	NA	NA	NA
9	47-2031	Carpenters	3.4%	\$68,982	14.7%	High school diploma or equivalent	None	Apprenticeship
10	49-9052	Telecommunications Line Installers and Repairers	3.2%	NA	0.0%	High school diploma or equivalent	None	Long-term on-the-job training

**Food Manufacturing  
(NAICS Industry 311)**

**Ten Most Common Occupations**

**Industry Description:** Establishments in the *food manufacturing* industry transform livestock and agricultural products into products for intermediate or final consumption. Further subdividing of this industry is performed with reference to 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 (%), 2020-2030	Education	Work Experience	Training
1	51-9111	Packaging and Filling Machine Operators and Tenders	14.3%	\$44,349	30.9%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	51-3092	Food Batchmakers	8.5%	\$35,629	30.4%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	51-9012	Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders	5.4%	\$61,501	NA	NA	NA	NA
4	51-1011	First-Line Supervisors of Production and Operating Workers	4.8%	\$68,796	25.2%	High school diploma or equivalent	Less than 5 years	None
5	51-3011	Bakers	4.5%	\$35,029	30.0%	No formal educational credential	None	Long-term on-the-job training
6	49-9041	Industrial Machinery Mechanics	3.5%	\$70,678	48.9%	High school diploma or equivalent	None	Long-term on-the-job training
7	41-2031	Retail Salespersons	3.4%	NA	21.9%	No formal educational credential	None	Short-term on-the-job training
8	53-7064	Packers and Packagers, Hand	3.4%	\$39,374	20.0%	No formal educational credential	None	Short-term on-the-job training
9	51-3093	Food Cooking Machine Operators and Tenders	3.2%	\$41,158	NA	NA	NA	NA
10	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	2.8%	\$47,369	4.3%	High school diploma or equivalent	None	Moderate-term on-the-job training

**Paper Manufacturing  
(NAICS Industry 322)**

**Ten Most Common Occupations**

**Industry Description:** Establishments in the *paper manufacturing* industry make pulp, paper, or converted paper products. The manufacturing of these products is grouped together because they constitute a series of vertically connected processes. More than one is often carried out in a single establishment. There are essentially three activities. The manufacturing of pulp involves separating the cellulose fibers from other impurities in wood or used paper. The manufacturing of paper involves matting these fibers into a sheet. The manufacturing of converted paper products involves converting paper and other materials by various cutting and shaping techniques and includes coating and laminating activities.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	51-9196	Paper Goods Machine Setters, Operators, and Tenders	22.3%	\$55,356	0.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	51-9198	Helpers--Production Workers	6.2%	\$42,601	4.3%	High school diploma or equivalent	None	Short-term on-the-job training
3	51-5112	Printing Press Operators	6.1%	\$55,686	-2.9%	High school diploma or equivalent	None	Moderate-term on-the-job training
4	51-1011	First-Line Supervisors of Production and Operating Workers	6.0%	\$70,306	25.2%	High school diploma or equivalent	Less than 5 years	None
5	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	4.8%	\$42,669	29.4%	No formal educational credential	None	Short-term on-the-job training
6	51-2090	Miscellaneous Assemblers and Fabricators	4.4%	NA	9.1%	High school diploma or equivalent	None	Moderate-term on-the-job training
7	49-9041	Industrial Machinery Mechanics	3.7%	NA	48.9%	High school diploma or equivalent	None	Long-term on-the-job training
8	51-9032	Cutting and Slicing Machine Setters, Operators, and Tenders	3.6%	\$52,715	10.5%	High school diploma or equivalent	None	Moderate-term on-the-job training
9	49-9071	Maintenance and Repair Workers, General	3.4%	\$53,094	24.5%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	53-7065	Stockers and Order Fillers	3.1%	\$53,213	28.4%	High school diploma or equivalent	None	Short-term on-the-job training

**Plastics and Rubber Products Manufacturing  
(NAICS Industry 326)  
Ten Most Common Occupations**

**Industry Description:** Establishments in the *plastics and rubber products manufacturing* industry make goods by processing plastics materials and raw rubber. The core technology employed by establishments in this industry is that of plastics or rubber product production. Plastics and rubber are combined in the same industry because plastics are increasingly being used as a substitute for rubber. However, the industry is generally restricted to the production of products made of just one material, either solely plastics or rubber.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	51-4072	Molding, Coremaking, and Casting Machine Setters, Operators, and Tenders, Metal and Plastic	17.4%	\$47,132	9.1%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	13.8%	NA	4.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	51-2090	Miscellaneous Assemblers and Fabricators	12.9%	\$48,457	9.1%	High school diploma or equivalent	None	Moderate-term on-the-job training
4	51-1011	First-Line Supervisors of Production and Operating Workers	4.9%	\$73,978	25.2%	High school diploma or equivalent	Less than 5 years	None
5	51-4081	Multiple Machine Tool Setters, Operators, and Tenders, Metal and Plastic	4.2%	\$47,554	23.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
6	53-7064	Packers and Packagers, Hand	3.6%	NA	20.0%	No formal educational credential	None	Short-term on-the-job training
7	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	3.3%	\$53,563	29.4%	No formal educational credential	None	Short-term on-the-job training
8	17-2112	Industrial Engineers	3.0%	\$98,292	42.3%	Bachelor's degree	None	None
9	49-9041	Industrial Machinery Mechanics	2.9%	\$63,102	48.9%	High school diploma or equivalent	None	Long-term on-the-job training
10	51-4021	Extruding and Drawing Machine Setters, Operators, and Tenders, Metal and Plastic	2.4%	NA	0.0%	High school diploma or equivalent	None	Moderate-term on-the-job training

**Computer and Electronic Product Manufacturing  
(NAICS Industry 334)**

**Ten Most Common Occupations**

**Industry Description:** Establishments in the *computer and electronic product manufacturing* industry manufacture computers, computer peripherals, communications equipment, and similar electronic products, and manufacture components for such products. *Computer and electronic product manufacturing* exists in the hierarchy of NAICS to reflect the economic significance these establishments have attained. The rapid growth of this industry suggests that these establishments 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 (%), 2020-2030	Education	Work Experience	Training
1	15-1252	Software Developers	14.3%	\$128,380	NA	NA	NA	NA
2	51-2028	Electrical, electronic, and electromechanical assemblers, except coil winders, tapers, and finishers	10.4%	\$37,531	78.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	17-2112	Industrial Engineers	5.1%	\$99,072	42.3%	Bachelor's degree	None	None
4	51-2090	Miscellaneous Assemblers and Fabricators	4.7%	NA	9.1%	High school diploma or equivalent	None	Moderate-term on-the-job training
5	17-2071	Electrical Engineers	3.5%	\$105,432	24.2%	Bachelor's degree	None	None
6	17-2141	Mechanical Engineers	3.4%	\$101,488	19.1%	Bachelor's degree	None	None
7	17-2199	Engineers, All Other	3.1%	\$132,790	13.2%	Bachelor's degree	None	None
8	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	2.7%	\$46,477	4.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
9	11-9041	Architectural and Engineering Managers	2.3%	\$173,232	13.6%	Bachelor's degree	5 years or more	None
10	51-1011	First-Line Supervisors of Production and Operating Workers	2.2%	\$79,297	25.2%	High school diploma or equivalent	Less than 5 years	None



**Merchant Wholesalers, Nondurable Goods  
(NAICS Industry 424)  
Ten Most Common Occupations**

**Industry Description:** Establishments in the *merchant wholesalers, nondurable goods* industry sell nondurable goods to other businesses. Nondurable goods are items generally with a normal life expectancy of less than three years. Nondurable goods merchant wholesale trade establishments are engaged in wholesaling products, such as paper and paper products, chemicals and chemical products, drugs, textiles and textile products, apparel, footwear, groceries, farm products, petroleum and petroleum products, alcoholic beverages, books, magazines, newspapers, flowers and nursery stock, and tobacco products.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	53-7065	Stockers and Order Fillers	18.7%	\$41,199	28.4%	High school diploma or equivalent	None	Short-term on-the-job training
2	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	12.6%	\$73,797	17.1%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	53-3032	Heavy and Tractor-Trailer Truck Drivers	11.6%	\$62,982	21.7%	Postsecondary non-degree award	None	Short-term on-the-job training
4	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	4.2%	\$44,546	29.4%	No formal educational credential	None	Short-term on-the-job training
5	53-3031	Driver/Sales Workers	4.1%	\$48,439	74.7%	High school diploma or equivalent	None	Short-term on-the-job training
6	53-3033	Light Truck Drivers	3.0%	\$49,426	27.1%	High school diploma or equivalent	None	Short-term on-the-job training
7	53-7051	Industrial Truck and Tractor Operators	2.8%	\$50,639	26.7%	No formal educational credential	None	Short-term on-the-job training
8	53-1047	First-Line Supervisors of Transportation and Material-Moving Workers, Except Aircraft Cargo Handling Supervisors	2.7%	\$68,769	NA	NA	NA	NA
9	41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	2.2%	NA	37.5%	Bachelor's degree	None	Moderate-term on-the-job training
10	11-1021	General and Operations Managers	2.0%	\$135,778	33.7%	Bachelor's degree	5 years or more	None

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

**Industry Description:** Establishments in the *couriers and messengers* industry provide intercity, local, and/or international delivery of parcels and documents (including express delivery services) without operating under a universal service obligation. The restriction to small parcels partly distinguishes these establishments from those in the transportation industries. Messengers, which 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 (%), 2020-2030	Education	Work Experience	Training
1	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	38.5%	NA	29.4%	No formal educational credential	None	Short-term on-the-job training
2	53-3033	Light Truck Drivers	28.6%	\$42,577	27.1%	High school diploma or equivalent	None	Short-term on-the-job training
3	53-3032	Heavy and Tractor-Trailer Truck Drivers	8.7%	NA	21.7%	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	6.3%	\$54,075	NA	NA	NA	NA
5	43-5071	Shipping, Receiving, and Inventory Clerks	3.0%	NA	16.7%	High school diploma or equivalent	None	Short-term on-the-job training
6	11-1021	General and Operations Managers	1.2%	\$79,078	33.7%	Bachelor's degree	5 years or more	None
7	53-7011	Conveyor Operators and Tenders	1.2%	NA	NA	NA	NA	NA
8	41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	1.0%	\$81,735	25.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
9	43-4051	Customer Service Representatives	1.0%	\$59,135	11.8%	High school diploma or equivalent	None	Short-term on-the-job training
10	43-1011	First-Line Supervisors of Office and Administrative Support Workers	1.0%	\$73,794	11.3%	High school diploma or equivalent	Less than 5 years	None

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

**Industry Description:** Establishments in the *warehousing and storage* industry primarily are 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 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 (%), 2020-2030	Education	Work Experience	Training
1	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	41.2%	\$49,725	29.4%	No formal educational credential	None	Short-term on-the-job training
2	53-7065	Stockers and Order Fillers	12.4%	\$51,265	28.4%	High school diploma or equivalent	None	Short-term on-the-job training
3	53-7051	Industrial Truck and Tractor Operators	9.6%	\$52,552	26.7%	No formal educational credential	None	Short-term on-the-job training
4	53-1047	First-Line Supervisors of Transportation and Material-Moving Workers, Except Aircraft Cargo Handling Supervisors	3.2%	\$66,135	NA	NA	NA	NA
5	43-4051	Customer Service Representatives	3.1%	\$45,193	11.8%	High school diploma or equivalent	None	Short-term on-the-job training
6	53-3032	Heavy and Tractor-Trailer Truck Drivers	2.6%	\$59,481	21.7%	Postsecondary non-degree award	None	Short-term on-the-job training
7	43-5071	Shipping, Receiving, and Inventory Clerks	1.8%	\$50,037	16.7%	High school diploma or equivalent	None	Short-term on-the-job training
8	49-9071	Maintenance and Repair Workers, General	1.8%	\$64,374	24.5%	High school diploma or equivalent	None	Moderate-term on-the-job training
9	43-1011	First-Line Supervisors of Office and Administrative Support Workers	1.1%	\$75,126	11.3%	High school diploma or equivalent	Less than 5 years	None
10	11-3071	Transportation, Storage, and Distribution Managers	1.1%	\$100,342	20.0%	High school diploma or equivalent	5 years or more	None

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

**Industry Description:** Establishments in the *administrative and support services* industry are 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 industry 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. Further subdividing of this industry is performed on the basis of the particular processes and services the establishments engage in or provide.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	16.0%	\$32,167	24.2%	No formal educational credential	None	Short-term on-the-job training
2	37-3011	Landscaping and Groundskeeping Workers	8.0%	\$40,088	31.8%	No formal educational credential	None	Short-term on-the-job training
3	33-9032	Security Guards	5.3%	\$41,759	20.2%	High school diploma or equivalent	None	Short-term on-the-job training
4	43-4051	Customer Service Representatives	4.2%	\$38,220	11.8%	High school diploma or equivalent	None	Short-term on-the-job training
5	31-1120	Home Health and Personal Care Aides	3.6%	NA	42.6%	High school diploma or equivalent	None	Short-term on-the-job training
6	29-1141	Registered Nurses	2.8%	\$161,880	15.8%	Bachelor's degree	None	None
7	11-1021	General and Operations Managers	2.6%	\$106,374	33.7%	Bachelor's degree	5 years or more	None
8	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.5%	\$39,596	4.3%	High school diploma or equivalent	None	Short-term on-the-job training
9	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	1.9%	\$34,627	29.4%	No formal educational credential	None	Short-term on-the-job training
10	31-1131	Nursing Assistants	1.8%	NA	16.6%	Postsecondary non-degree award	None	None

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

**Industry Description:** Establishments in the *educational services* industry 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. In this report, numbers for this industry include both public and private ownership.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	25-9045	Teaching Assistants, Except Postsecondary	9.1%	\$37,421	19.7%	Some college, no degree	None	None
2	25-2021	Elementary School Teachers, Except Special Education	7.8%	\$80,246	17.2%	Bachelor's degree	None	None
3	25-2031	Secondary School Teachers, Except Special and Career/Technical Education	6.0%	\$81,699	16.0%	Bachelor's degree	None	None
4	25-2022	Middle School Teachers, Except Special and Career/Technical Education	5.0%	\$81,822	15.8%	Bachelor's degree	None	None
5	29-1141	Registered Nurses	3.6%	\$83,221	15.8%	Bachelor's degree	None	None
6	43-9061	Office Clerks, General	3.0%	\$30,469	13.3%	High school diploma or equivalent	None	Short-term on-the-job training
7	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.9%	\$49,641	4.3%	High school diploma or equivalent	None	Short-term on-the-job training
8	25-3031	Substitute Teachers, Short-Term	2.9%	\$39,188	19.8%	Bachelor's degree	None	None
9	25-9044	Teaching Assistants, Postsecondary	2.7%	NA	12.9%	Bachelor's degree	None	None
10	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	2.7%	\$39,709	24.2%	No formal educational credential	None	Short-term on-the-job training



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

**Industry Description:** Establishments in the *ambulatory health care services* industry provide health care services directly or indirectly to ambulatory patients and do not usually provide inpatient services. Health practitioners in this industry 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 (%), 2020-2030	Education	Work Experience	Training
1	31-1120	Home Health and Personal Care Aides	7.2%	\$35,739	42.6%	High school diploma or equivalent	None	Short-term on-the-job training
2	29-1141	Registered Nurses	6.9%	\$80,148	15.8%	Bachelor's degree	None	None
3	43-6013	Medical Secretaries and Administrative Assistants	6.7%	\$39,825	19.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
4	43-4171	Receptionists and Information Clerks	6.5%	\$37,686	18.6%	High school diploma or equivalent	None	Short-term on-the-job training
5	29-2061	Licensed Practical and Licensed Vocational Nurses	5.5%	\$51,958	17.3%	Postsecondary non-degree award	None	None
6	31-9091	Dental Assistants	5.1%	\$45,191	18.2%	Postsecondary non-degree award	None	None
7	31-9092	Medical Assistants	4.4%	\$39,902	26.8%	Postsecondary non-degree award	None	None
8	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3.0%	\$43,235	4.3%	High school diploma or equivalent	None	Short-term on-the-job training
9	29-1171	Nurse Practitioners	2.6%	\$113,711	54.1%	Master's degree	None	None
10	29-1292	Dental Hygienists	2.5%	\$87,169	17.3%	Associate's degree	None	None

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# **Bureau of Labor Market Information Division of Policy, Strategy, and Research**

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