

20 FINGER LAKES 24 SIGNIFICANT INDUSTRIES

A Report to The Workforce Development System

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



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Preface

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

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 percentagerms); or
- The industry has more than 7,000 jobs; or
- The industry’s projected growth for 2020-2030 was above average; or
- The industry pays above-average wages for the region (\$62,200).

In the Finger Lakes region, twelve industries are designated as “significant.” Employment increased in five of these industries between 2018 and 2023. All twelve employed at least 7,000 people during 2023. Nine of these industries offered above average annual wages for the region in 2023. The broad set of industries identified for this report covered five major industry groups: construction; manufacturing; professional and business services; educational services; and health care and social assistance.

Industry Analysis

In the following analysis, industries are presented in ascending NAICS industry code order. For additional information regarding the NAICS industry classification system, visit <https://www.census.gov/naics>.

Construction

Skilled trade occupations comprise much of the employment within the *specialty trade contractors* (NAICS Industry 238) industry. Employment in this industry increased by 1,400 from

2018 to 2023. Businesses in this industry tend to pay above average wages (\$73,500) in 2023. Employment in the *special trade contractors* industry is projected to grow by 22.9% from 2020 to 2030. The upcoming retirement of many experienced workers in the skilled trades will create significant job opportunities over the next decade.

Manufacturing

Food manufacturing (NAICS Industry 311), *fabricated metal product manufacturing* (NAICS industry 332), *machinery manufacturing* (NAICS Industry 333), and *computer and electronic product manufacturing* (NAICS Industry 334) made the significant industries list. Together they provide a relatively large number (34,300) of high-paying jobs in the Finger Lakes region. The average annual wage in *computer and electronic product manufacturing* (\$94,600) was over 50% higher than the all-industry average wage for the region(\$62,200) in 2023. The most common occupations in these industries include assemblers, inspectors, testers, and engineers.

Professional and Business Services

The professional and business services sector has two industries on the significant industries list: *professional, scientific, and technical services* (NAICS Industry 541) and *management of companies and enterprises* (NAICS Industry 551). Although there are differences between these industries, they share one common trait – they primarily serve other businesses rather than consumers.

Employment in *professional, scientific, and technical services* decreased by 1,400 jobs between 2018 and 2023 but is expected to grow 11.9% between 2020 and 2030 as the economy expands in the coming years. Employment in *management of companies and enterprises* increased by 700 between 2018 and 2023 and is expected to grow significantly (25.6%) from 2020 to 2030. *Professional, scientific, and technical services* (\$88,500) and *management of companies and enterprises* (\$106,600) both paid above-average annual wages for the region in 2023.

Educational Services

With 72,900 jobs between the public and private ownerships, *educational services* (NAICS Industry 611) has, by far, the most jobs of any significant industry in the region. This industry experienced a decline of 1,900 jobs between 2018 and 2023 but is projected to rebound and grow rapidly (13.5%) from 2020 through 2030. The most common job titles include teacher assistant, elementary school teacher, and secondary school teacher. The industry's 2023 average annual wage (\$66,200) was higher than the all-industry average annual wage (\$62,200) in the region.

Prior to the COVID-19 pandemic, employment growth in *educational services* was driven primarily by demographics rather than economic conditions. As the region recovers from the pandemic, we expect to see new opportunities emerge in educational services, such as expanded pre-K programs and curriculum changes to meet the needs of a skilled workforce.

Health Care and Social Assistance

As is the case with educational services, prior to the COVID-19 pandemic, employment growth in

the health care and social assistance sector was driven mostly by demographics rather than by economic conditions. As New York State continues to recover, we expect to see new opportunities in this sector. Nearly all occupations in health care are expected to be in demand over the next decade as New York State's population continues to age, increases in telehealth services occur, and new medical technologies expand. The health care portion of this sector consists of three main industries, all of which are significant in the Finger Lakes region:

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

The wages in these three industries vary widely. The average annual wage in *hospitals* (\$73,700) exceeded the regional all-industry average annual wage (\$62,200) in 2023. Meanwhile, *nursing and residential care facilities* paid wages (\$50,300) well below the all-industry average. Finally, the average wage in *ambulatory health care services* (\$62,700) was slightly above the all-industry average (\$62,200). This reflects the mix of occupations in the health care industries, with higher-paying roles in hospitals and lower-paying positions in nursing and residential care facilities.

Job opportunities in *social assistance* (NAICS Industry 624) are expected to remain plentiful through 2030 due to turnover and continued growth. In fact, some of the fastest growing occupations in the region are found in *social assistance*, such as: home health aides; personal and home care aides; and social and human service assistants. The annual average wages in *social assistance* (\$35,700) were lower than the all-industry average in 2023 due to the presence of many part-time and low-paying service jobs.

For Further Information

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

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

Significant Industries, Finger Lakes Region, 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**
	Total, all industries (all ownerships)	559,800	541,400	-18,400	-3.3%	\$62,200	23.8%	NA
238	Specialty Trade Contractors	14,700	16,100	1,400	9.5%	\$73,500	20.1%	G, J, W
311	Food Manufacturing	6,900	7,100	200	2.9%	\$61,100	23.0%	G, J
332	Fabricated Metal Product Manufacturing	8,100	7,900	-200	-2.5%	\$66,700	19.4%	G, J, W
333	Machinery Manufacturing	10,800	9,700	-1,100	-10.2%	\$84,500	16.6%	J, W
334	Computer and Electronic Product Manufacturing	10,300	9,600	-700	-6.8%	\$94,600	14.9%	J, W
541	Professional, Scientific, and Technical Services	27,600	26,200	-1,400	-5.1%	\$88,500	11.9%	J, W
551	Management of Companies and Enterprises	10,500	11,200	700	6.7%	\$106,600	25.6%	G, J, P, W
611	Educational Services	74,800	72,900	-1,900	-2.5%	\$66,200	13.5%	J, W
621	Ambulatory Health Care Services	21,400	20,600	-800	-3.7%	\$62,700	26.3%	J, P, W
622	Hospitals	33,900	35,300	1,400	4.1%	\$73,700	14.7%	G, J, W
623	Nursing and Residential Care Facilities	24,200	21,700	-2,500	-10.3%	\$50,300	26.4%	J, P
624	Social Assistance	15,600	17,600	2,000	12.8%	\$35,700	39.7%	G, J, P

NA – Not Applicable

*Represents both private and public sector jobs

****Key:**

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

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

P: Above-average growth projected for 2020-2030

W: Industry pays above-average wages

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

Industry Description: The *specialty trade contractors* industry 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 industry 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 industry.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	47-2111	Electricians	12.4%	\$73,265	23.9%	High school diploma or equivalent	None	Apprenticeship
2	47-2152	Plumbers, Pipefitters, and Steamfitters	7.4%	\$64,827	19.5%	High school diploma or equivalent	None	Apprenticeship
3	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	7.3%	\$60,947	19.7%	Postsecondary non-degree award	None	Long-term on-the-job training
4	47-2061	Construction Laborers	6.5%	\$47,563	20.9%	No formal educational credential	None	Short-term on-the-job training
5	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	5.4%	\$76,492	20.0%	High school diploma or equivalent	5 years or more	None
6	47-2031	Carpenters	5.1%	\$55,033	16.2%	High school diploma or equivalent	None	Apprenticeship
7	11-1021	General and Operations Managers	4.1%	\$104,273	28.7%	Bachelor's degree	5 years or more	None
8	47-2141	Painters, Construction and Maintenance	3.2%	\$48,740	14.0%	No formal educational credential	None	Moderate-term on-the-job training
9	47-2181	Roofers	3.1%	\$50,948	19.1%	No formal educational credential	None	Moderate-term on-the-job training
10	13-1082	Project Management Specialists	2.7%	\$92,498	NA	NA	NA	NA

**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	13.1%	\$46,433	21.4%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	51-3092	Food Batchmakers	13.1%	\$52,512	23.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	53-7051	Industrial Truck and Tractor Operators	5.5%	\$52,778	26.5%	No formal educational credential	None	Short-term on-the-job training
4	51-3011	Bakers	5.0%	\$41,404	31.9%	No formal educational credential	None	Long-term on-the-job training
5	51-9198	Helpers--Production Workers	4.3%	\$42,002	7.8%	High school diploma or equivalent	None	Short-term on-the-job training
6	51-1011	First-Line Supervisors of Production and Operating Workers	3.6%	\$68,017	17.2%	High school diploma or equivalent	Less than 5 years	None
7	49-9041	Industrial Machinery Mechanics	2.8%	\$62,410	44.2%	High school diploma or equivalent	None	Long-term on-the-job training
8	41-2031	Retail Salespersons	2.5%	\$32,885	24.8%	No formal educational credential	None	Short-term on-the-job training
9	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	2.4%	\$49,603	1.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	51-9012	Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders	2.4%	\$56,717	40.0%	High school diploma or equivalent	None	Moderate-term on-the-job training

**Fabricated Metal Product Manufacturing
(NAICS Industry 332)
Ten Most Common Occupations**

Industry Description: Establishments in the *fabricated metal product manufacturing* industry transform metal into intermediate or end products (other than machinery, computers and electronics, and metal furniture) or treat metals and metal formed products fabricated elsewhere. Important fabricated metal processes are forging, stamping, bending, forming, and machining, used to shape individual pieces of metal; and other processes, such as welding and assembling, used to join separate parts together. Establishments in this industry may use one of these processes or a combination of these processes.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	51-4041	Machinists	10.2%	\$50,861	22.1%	High school diploma or equivalent	None	Long-term on-the-job training
2	51-2090	Miscellaneous Assemblers and Fabricators	8.3%	\$39,766	4.4%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	51-9161	Computer Numerically Controlled Tool Operators	7.8%	\$48,749	9.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
4	51-4121	Welders, Cutters, Solderers, and Brazers	5.2%	\$52,476	23.5%	High school diploma or equivalent	None	Moderate-term on-the-job training
5	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	4.0%	\$50,328	1.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
6	47-2211	Sheet Metal Workers	3.8%	\$44,952	19.5%	High school diploma or equivalent	None	Apprenticeship
7	43-5071	Shipping, Receiving, and Inventory Clerks	3.6%	\$44,762	9.2%	High school diploma or equivalent	None	Short-term on-the-job training
8	51-1011	First-Line Supervisors of Production and Operating Workers	3.5%	\$67,857	17.2%	High school diploma or equivalent	Less than 5 years	None
9	11-1021	General and Operations Managers	3.0%	\$110,094	28.7%	Bachelor's degree	5 years or more	None
10	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	2.8%	\$83,134	17.6%	High school diploma or equivalent	None	Moderate-term on-the-job training

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

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

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	51-2090	Miscellaneous Assemblers and Fabricators	14.5%	\$53,127	4.4%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	51-4041	Machinists	8.2%	\$54,412	22.1%	High school diploma or equivalent	None	Long-term on-the-job training
3	17-2112	Industrial Engineers	4.4%	\$88,332	23.2%	Bachelor's degree	None	None
4	17-2141	Mechanical Engineers	4.3%	\$82,391	17.9%	Bachelor's degree	None	None
5	51-9161	Computer Numerically Controlled Tool Operators	3.8%	\$50,723	9.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
6	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	3.2%	\$51,809	1.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
7	15-1252	Software Developers	2.8%	\$110,342	NA	NA	NA	NA
8	51-1011	First-Line Supervisors of Production and Operating Workers	2.8%	\$80,568	17.2%	High school diploma or equivalent	Less than 5 years	None
9	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	2.8%	\$82,784	17.6%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	43-5071	Shipping, Receiving, and Inventory Clerks	2.5%	\$46,802	9.2%	High school diploma or equivalent	None	Short-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	51-2028	Electrical, electronic, and electromechanical assemblers, except coil winders, tapers, and finishers	19.4%	\$38,377	18.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	5.7%	\$45,870	1.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	17-2112	Industrial Engineers	5.0%	\$102,211	23.2%	Bachelor's degree	None	None
4	15-1252	Software Developers	4.6%	\$112,404	NA	NA	NA	NA
5	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	4.3%	\$34,858	29.1%	No formal educational credential	None	Short-term on-the-job training
6	51-1011	First-Line Supervisors of Production and Operating Workers	2.8%	\$77,420	17.2%	High school diploma or equivalent	Less than 5 years	None
7	43-5071	Shipping, Receiving, and Inventory Clerks	2.8%	\$39,468	9.2%	High school diploma or equivalent	None	Short-term on-the-job training
8	51-2090	Miscellaneous Assemblers and Fabricators	2.4%	\$38,808	4.4%	High school diploma or equivalent	None	Moderate-term on-the-job training
9	17-3023	Electrical and Electronic Engineering Technologists and Technicians	2.4%	\$63,103	8.3%	Associate's degree	None	None
10	13-1020	Buyers and Purchasing Agents	1.9%	\$74,235	7.7%	Bachelor's degree	None	Moderate-term on-the-job training

**Professional, Scientific, and Technical Services
(NAICS Industry 541)**

Ten Most Common Occupations

Industry Description: Establishments in the *professional, scientific, and technical services* industry are 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. Further subdividing of this industry is done 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 (%), 2020-2030	Education	Work Experience	Training
1	15-1252	Software Developers	6.5%	\$109,382	NA	NA	NA	NA
2	13-2011	Accountants and Auditors	6.1%	\$81,451	16.6%	Bachelor's degree	None	None
3	23-2011	Paralegals and Legal Assistants	4.1%	\$61,311	19.5%	Associate's degree	None	None
4	23-1011	Lawyers	3.8%	\$127,394	14.6%	Doctoral or professional degree	None	None
5	11-1021	General and Operations Managers	3.6%	\$146,581	28.7%	Bachelor's degree	5 years or more	None
6	41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	3.5%	\$88,448	24.5%	High school diploma or equivalent	None	Moderate-term on-the-job training
7	13-1161	Market Research Analysts and Marketing Specialists	3.1%	\$65,806	33.5%	Bachelor's degree	None	None
8	13-1082	Project Management Specialists	2.7%	\$101,433	NA	NA	NA	NA
9	17-2051	Civil Engineers	2.7%	\$101,806	11.0%	Bachelor's degree	None	None
10	15-1232	Computer User Support Specialists	2.5%	\$61,516	16.9%	Some college, no degree	None	None

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

Industry Description: Establishments in the *management of companies and enterprises* industry typically come in three main types: (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 do both. 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 (%), 2020-2030	Education	Work Experience	Training
1	11-3031	Financial Managers	5.1%	\$153,488	28.7%	Bachelor's degree	5 years or more	None
2	43-4051	Customer Service Representatives	4.5%	\$48,175	12.5%	High school diploma or equivalent	None	Short-term on-the-job training
3	13-2011	Accountants and Auditors	3.9%	\$82,152	16.6%	Bachelor's degree	None	None
4	11-1021	General and Operations Managers	3.7%	\$165,856	28.7%	Bachelor's degree	5 years or more	None
5	13-1161	Market Research Analysts and Marketing Specialists	3.5%	\$85,752	33.5%	Bachelor's degree	None	None
6	15-1252	Software Developers	2.7%	\$120,164	NA	NA	NA	NA
7	43-3031	Bookkeeping, Accounting, and Auditing Clerks	2.6%	\$48,316	11.9%	Some college, no degree	None	Moderate-term on-the-job training
8	11-3021	Computer and Information Systems Managers	2.6%	\$167,487	17.6%	Bachelor's degree	5 years or more	None
9	13-2051	Financial and Investment Analysts	2.5%	\$84,190	NA	NA	NA	NA
10	31-1120	Home Health and Personal Care Aides	2.4%	NA	39.5%	High school diploma or equivalent	None	Short-term on-the-job training

**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 ownerships.

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	9.2%	\$33,183	18.3%	Some college, no degree	None	None
2	25-2021	Elementary School Teachers, Except Special Education	8.5%	\$66,970	15.6%	Bachelor's degree	None	None
3	25-2031	Secondary School Teachers, Except Special and Career/Technical Education	6.0%	\$68,615	14.9%	Bachelor's degree	None	None
4	25-9044	Teaching Assistants, Postsecondary	4.4%	\$42,018	12.3%	Bachelor's degree	None	None
5	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	3.5%	\$35,087	25.6%	No formal educational credential	None	Short-term on-the-job training
6	25-3031	Substitute Teachers, Short-Term	3.5%	\$38,969	19.6%	Bachelor's degree	None	None
7	25-1071	Health Specialties Teachers, Postsecondary	3.2%	NA	30.9%	Doctoral or professional degree	Less than 5 years	None
8	25-2022	Middle School Teachers, Except Special and Career/Technical Education	2.8%	\$68,714	14.6%	Bachelor's degree	None	None
9	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.4%	\$46,515	3.3%	High school diploma or equivalent	None	Short-term on-the-job training
10	43-9061	Office Clerks, General	2.0%	\$38,841	12.4%	High school diploma or equivalent	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	16.7%	\$34,426	39.5%	High school diploma or equivalent	None	Short-term on-the-job training
2	31-9091	Dental Assistants	6.0%	\$47,514	19.2%	Postsecondary non-degree award	None	None
3	43-6013	Medical Secretaries and Administrative Assistants	5.3%	\$41,263	16.9%	High school diploma or equivalent	None	Moderate-term on-the-job training
4	43-4171	Receptionists and Information Clerks	5.2%	\$38,860	14.6%	High school diploma or equivalent	None	Short-term on-the-job training
5	29-1141	Registered Nurses	4.9%	\$79,730	16.6%	Bachelor's degree	None	None
6	29-1292	Dental Hygienists	4.2%	\$81,475	18.3%	Associate's degree	None	None
7	31-9092	Medical Assistants	3.9%	\$41,425	25.6%	Postsecondary non-degree award	None	None
8	29-2061	Licensed Practical and Licensed Vocational Nurses	3.2%	\$52,932	18.5%	Postsecondary non-degree award	None	None
9	29-2042	Emergency Medical Technicians	2.7%	\$39,519	NA	NA	NA	NA
10	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.7%	\$47,450	3.3%	High school diploma or equivalent	None	Short-term on-the-job training

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

Industry Description: Establishments in the *hospitals* industry provide medical, diagnostic, and treatment services that include physician, nursing, and other health services to inpatients and the specialized accommodation services required by inpatients. These establishments may also provide outpatient services as a secondary activity. Establishments in this industry 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 (%), 2020-2030	Education	Work Experience	Training
1	29-1141	Registered Nurses	22.4%	\$90,449	16.6%	Bachelor's degree	None	None
2	31-1131	Nursing Assistants	6.2%	\$40,097	16.7%	Postsecondary non-degree award	None	None
3	43-6013	Medical Secretaries and Administrative Assistants	3.8%	\$41,298	16.9%	High school diploma or equivalent	None	Moderate-term on-the-job training
4	29-2010	Clinical Laboratory Technologists and Technicians	2.9%	\$72,174	17.3%	Bachelor's degree	None	None
5	29-2061	Licensed Practical and Licensed Vocational Nurses	2.6%	\$53,727	18.5%	Postsecondary non-degree award	None	None
6	29-1171	Nurse Practitioners	2.4%	\$119,747	50.0%	Master's degree	None	None
7	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	2.4%	\$34,546	25.6%	No formal educational credential	None	Short-term on-the-job training
8	31-9092	Medical Assistants	2.2%	\$42,225	25.6%	Postsecondary non-degree award	None	None
9	43-4171	Receptionists and Information Clerks	2.2%	\$39,643	14.6%	High school diploma or equivalent	None	Short-term on-the-job training
10	29-1071	Physician Assistants	1.9%	\$127,612	40.2%	Master's degree	None	None

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

Industry Description: Establishments in the *nursing and residential care facilities* industry provide residential care combined with either nursing, supervisory, or other types of care as required by the residents. In this industry, 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 (%), 2020-2030	Education	Work Experience	Training
1	31-1120	Home Health and Personal Care Aides	36.2%	\$36,319	39.5%	High school diploma or equivalent	None	Short-term on-the-job training
2	31-1131	Nursing Assistants	12.0%	\$39,910	16.7%	Postsecondary non-degree award	None	None
3	29-2061	Licensed Practical and Licensed Vocational Nurses	5.7%	\$59,175	18.5%	Postsecondary non-degree award	None	None
4	35-3041	Food Servers, Nonrestaurant	4.3%	\$31,964	27.0%	No formal educational credential	None	Short-term on-the-job training
5	29-1141	Registered Nurses	4.0%	\$82,763	16.6%	Bachelor's degree	None	None
6	21-1022	Healthcare Social Workers	3.9%	\$36,230	23.1%	Master's degree	None	Internship/residency
7	35-2012	Cooks, Institution and Cafeteria	2.0%	\$37,782	25.2%	No formal educational credential	None	Short-term on-the-job training
8	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	1.9%	\$34,969	25.6%	No formal educational credential	None	Short-term on-the-job training
9	37-2012	Maids and Housekeeping Cleaners	1.8%	\$31,669	25.9%	No formal educational credential	None	Short-term on-the-job training
10	21-1093	Social and Human Service Assistants	1.8%	\$34,784	30.9%	High school diploma or equivalent	None	Short-term on-the-job training

**Social Assistance
(NAICS Industry 624)**

Ten Most Common Occupations

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

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	31-1120	Home Health and Personal Care Aides	32.8%	\$33,121	39.5%	High school diploma or equivalent	None	Short-term on-the-job training
2	25-9045	Teaching Assistants, Except Postsecondary	8.1%	\$31,112	18.3%	Some college, no degree	None	None
3	25-2011	Preschool Teachers, Except Special Education	7.0%	\$36,577	42.9%	Associate's degree	None	None
4	21-1093	Social and Human Service Assistants	4.8%	\$37,830	30.9%	High school diploma or equivalent	None	Short-term on-the-job training
5	39-9011	Childcare Workers	3.3%	\$31,571	20.9%	High school diploma or equivalent	None	Short-term on-the-job training
6	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.4%	\$39,564	3.3%	High school diploma or equivalent	None	Short-term on-the-job training
7	21-1022	Healthcare Social Workers	2.1%	\$47,958	23.1%	Master's degree	None	Internship/residency
8	43-5061	Production, Planning, and Expediting Clerks	2.0%	\$47,642	22.5%	High school diploma or equivalent	None	Moderate-term on-the-job training
9	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	1.7%	\$34,498	25.6%	No formal educational credential	None	Short-term on-the-job training
10	41-2031	Retail Salespersons	1.5%	NA	24.8%	No formal educational credential	None	Short-term on-the-job training

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