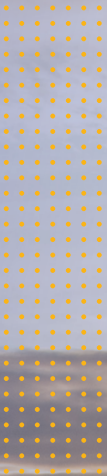


# 20 HUDSON VALLEY 24 SIGNIFICANT INDUSTRIES

A Report to The Workforce Development System

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



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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 Hudson Valley 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**

Fourteen industries are designated as “significant” in the Hudson Valley. Ten of these industries experienced an increase in employment between 2018 and 2023, which reflects the overall employment trends in the regional job market. Employment count in these ten industries increased by 20,000 over the period. Meanwhile, employment count in the four industries that declined over that period amounted to a total loss of 3,600 jobs.

All significant industries shared one or more of the following characteristics: rapid growth (percentage basis); large growth (absolute basis); high wages (average annual wage above the regional average of \$76,000); or strong expected growth through 2030.

A broad set of industries were identified in this report. They fall into nine major industry categories: construction; manufacturing; transportation and warehousing; information; professional and business services; educational services; health care; 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>.

### Construction

Steady growth in the construction sector has been a key driver of jobs in the region. The three major components of this sector are: *construction of buildings* (NAICS Industry 236), *heavy and*

*civil engineering construction* (NAICS Industry 237), and *specialty trade contractors* (NAICS Industry 238). Only two of the three (*construction of buildings* and *specialty trade contractors*) made the list. Of these two, *specialty trade contractors* grew the fastest – up 12.1%, adding 4,300 jobs between 2018 and 2023. Meanwhile, *construction of buildings* paid the higher wage, an average annual pay of \$78,600 in 2023. According to the Long-term Industry Projections for 2020 through 2030, the region’s construction sector is projected to grow by about 24.0%. Employment in the Hudson Valley’s construction sector has largely bounced back from the negative impacts of the COVID-19 pandemic. However, historically high interest rates, which were used to temper high inflation, could present a challenge to sustained growth.

Despite continued uncertainty in the economy, local developers are pushing through with several large construction projects that are at various stages of development. They include the \$1 billion Bellefield at Historic Hyde Park project, a mixed-use commercial, residential, and recreational development in the Town of Hyde Park (Dutchess County) which is expected to create about 550 construction jobs. The Hamilton Green project in White Plains (Westchester County) is a \$650 million redevelopment of the former White Plains Mall property into an 860-unit rental apartment complex, along with retail and restaurant space. The project will be completed in phases. An estimated 300-400 construction jobs will be created during the first phase and 200-300 jobs during the second phase.

There are also several initiatives in the works, which could enhance growth in the Hudson Valley’s construction sector, that are aimed at targeting New York State’s severe housing crisis which. In the Hudson Valley, the State has initiated the Mid-Hudson Momentum Fund, a \$150 million initiative for mixed-use housing and infrastructure projects. This initiative complements a broader statewide effort to construct 800,000 new homes over the next decade.

### Manufacturing

*Food manufacturing* (NAICS Industry 311), *chemical manufacturing* (NAICS Industry 325), and *computer and electronic product manufacturing* (NAICS Industry 334) are the three manufacturing industries to make the significant industries list. Of the three, *food manufacturing* was the only industry to gain jobs between 2018 and 2023 — up 8.2%, adding 600 jobs. Meanwhile, employment in *computer and electronic product manufacturing*, the highest paying industry of the group, declined the fastest — down 9.2% over the period. In 2023, the average annual wage in *computer and electronic product manufacturing* was \$185,300, which was more than double that of region’s all-industry average annual wage of \$76,000. Employment in *chemical manufacturing*, which paid an annual average wage of \$110,100 in 2023, declined by 2.4% over the period.

Employment growth in *food manufacturing* is attributed to several key factors, including expansion by Milmar Foods in Goshen (Orange County) and Danone Foods in White Plains (Westchester County). Another factor is the increase in the number of restaurants in the region, which has raised demand for locally produced food. The number of restaurant establishments in the region increased by 2.3%, to about 5,000 between 2018 and 2023.

*Computer and electronic products manufacturing*, with a workforce of 7,900 in 2023, accounted for roughly one in five manufacturing jobs in 2023. IBM’s resurgence in the region is a promising sign for the industry. Big Blue plans to invest \$20 billion over the next decade to boost its manufacturing and research capabilities in the region. The company plans to make its Poughkeepsie (Dutchess County) campus the global hub for its quantum computing development.

#### Transportation and Warehousing

*Truck transportation* (NAICS Industry 484) and *warehousing and storage* (NAICS Industry 493) are the two industries in the transportation and warehousing sector that made the significant industries list. Combined, these two industries added 2,500 jobs between 2018 and 2023. Job growth in *warehousing and storage* grew the fastest — up 48.8%, adding 2,000 jobs. Meanwhile, jobs in *truck transportation* paid the higher wage (\$67,500) in 2023. Despite some consumers returning to traditional brick-and-mortar shops following the end of the pandemic, e-commerce is still forecast to constitute 41% of retail sales by 2027, a significant increase from its 18% share in 2017, according to a new report by Boston Consulting Group (BCG). Based on the 2020-2030 Long-term Industry Projections report, employment in the region’s transportation and warehousing sector is projected to grow by 36.9% over the period.

The Hudson Valley, especially Orange County, continues to be a magnet for many transportation and warehousing businesses, such as Amazon and Medline industries, as they set up warehouse/distribution centers in the region. Their expansions have been key to the overall job growth in the region’s transportation and warehousing sector.

#### Information

*Motion Picture and Sound Recording Industries* (NAICS Industry 512) is the only industry from the information sector to make the significant industries list. It is a relatively small industry with employment of just 2,100 workers in 2023. Nevertheless, it grew by 16.7% between 2018 and 2023 and paid an average annual wage of \$59,700 in 2023. New York City-area film and television production has boomed in recent years. The Hudson Valley has become an increasingly popular location for film and television production because of its proximity to New York City and given the dramatic rise in television production and the shortage of studio facilities in the New York City area. For example, Lionsgate – one of the largest and most successful mini-major film studios in North America – has opened a \$100 million studio complex in Yonkers (Westchester County). Additionally, the New York State Tax Credit Program has played a key role in cementing New York State as one of the world’s top locations for the highly competitive film industry. New York State offers several programs to grow and incentivize the film and television industry in the form of tax credits, sales tax exemptions and grants to support training, job creation, and diversity in the workforce.

#### 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 components of this sector are: *professional, scientific, and technical services* (NAICS Industry 541), *management of companies and enterprises* (NAICS Industry 551), and *administrative and*

*support services* (NAICS Industry 561). Of the three, only *professional, scientific, and technical services* (NAICS Industry 541) made the list.

Employment in the region's *professional, scientific, and technical services* industry grew by 11.6% between 2018 and 2023, adding 5,300 jobs. In 2023, it paid an annual average wage of \$141,800 — the second highest annual average wage among the 14 significant industries on the list.

Job gains in this sector are attributed in part to improved business conditions. Despite inflation fears, U.S. companies continue to enjoy record-high corporate profits. According to a report from [statista.com](https://www.statista.com), U.S. corporate profits totaled \$3.4 trillion in the fourth quarter of 2023, a slight increase from the third quarter of 2023. As corporate profits continue to increase, so does the spending for those type of services, spurring a demand for lawyers, accountants and auditors, software developers, and paralegals and legal assistants. This sector will get a further boost in employment in the Hudson Valley region as Regeneron Pharmaceuticals is undergoing a \$1.8 billion expansion to boost its R&D at its corporate headquarters in Tarrytown (Westchester County). Regeneron plans to add 1,000 jobs over a 5-year period.

### Educational Services

*Educational services* (NAICS Industry 611), with an employment base in the Hudson Valley of 103,200 jobs (between public and private ownerships) in 2023, has the largest number of jobs of any significant industry in this report. Between 2018 and 2023, industry employment climbed 0.9%, adding 900 jobs. Employment growth in this industry is driven more by demographic trends than by economic conditions. According to the U.S. Census Bureau, the region's population grew by about 5.0%, or 107,000, between 2010 and 2020. More recently, according to a report from Hudson Valley Pattern for Progress, approximately 60,000 people from New York City moved north into the region during the COVID-19 pandemic. Based on the 2020-2030 Long-term Industry Projections report, employment in the region's *educational services* industry is projected to grow by 14.1% over the period. In 2023, the average annual pay for jobs in *educational services* was \$75,100.

### Health Care

Like *educational services*, job growth in health care is driven by demographic trends and is less sensitive to economic conditions than most industries. The health care sector includes *ambulatory health care services* (NAICS Industry 621); *hospitals* (NAICS Industry 622); and *nursing and residential care facilities* (NAICS Industry 623). Of these, only *ambulatory health care services* and *hospitals* made the significant industries list. Between 2018 and 2023, employment in *ambulatory health care services* grew the fastest – up 12.0%, or 7,100 jobs. Meanwhile, *hospitals* paid the higher annual average wage (\$93,200) in 2023.

A growing and aging population has helped fuel a demand for health care specialists at both ends of the age spectrum, including registered nurses, home health aides, medical assistants, physical therapists, nurse practitioners, and physician assistants, among others. According to a report from Lightcast, about 26% of the industry's workforce is at or approaching retirement age — a factor that will continue to drive a demand for more health care experts.

There are several projects that are at various stages of development that will enhance opportunities for jobseekers in the sector, including the \$118 million Elizabeth Seton Pediatric Center expansion plans in White Plains (Westchester County), which is expected to create 300 full-time jobs, and the Center for Discovery's new Children's Specialty Hospital in Rock Hill (Sullivan County), which is expected to create an estimated 400 jobs when it opens.

#### Arts, Amusement, and Recreation

*Amusement, gambling, and recreation* (NAICS Industry 713) is the only industry from the arts, entertainment, and recreation sector that made the significant industries list. Between 2018 and 2023, industry employment declined by 1.9%, shedding 300 jobs. It's also worth noting that *amusement, gambling, and recreation* pays the lowest annual average wages on the significant industries list, with a 2023 annual average salary of just \$40,000 – about 40% lower than the annual average salary for all industries. The number of jobs in this industry has been steadily increasing since 2020, reaching 15,700 in 2023 — just 3.1% lower than the pre-pandemic high reached in 2019. Companies like Legoland and Playland Amusement Park continue to be a source of employment for jobseekers in the industry.

#### Accommodation and Food Services

*Accommodation* (NAICS Industry 721) is a broad industry that includes hotels and other businesses offering lodging services. Regional job growth in the industry is attributed to a vibrant tourism industry, in addition to an influx of business travelers. According to a data from Empire State Development, in 2022, direct visitor spending in the region reached \$6.3 billion, a 20.3% increase from 2021. Employment in *accommodation* declined 21.4%, shedding 2,400 jobs between 2018 and 2023. The industry has not recovered from the devastating impact of the COVID-19 pandemic. In 2023, employment stood at 8,800, nearly 25% lower than the pre-pandemic high level in 2019. The average annual salary in the *accommodation* industry was just \$44,400 in 2023, the second lowest paying of the fourteen significant industries. Nevertheless, employment in the region's *accommodation* industry is projected to grow by 98.3% between 2020 and 2030.

### **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, Johnny Nelson, is available for consultation. He can be reached via email at [Johnny.Nelson@labor.ny.gov](mailto:Johnny.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://dol.ny.gov/labor-market-analysts>.

## Significant Industries, Hudson Valley 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**
	<b>Total, all industries (all ownerships)</b>	<b>929,100</b>	<b>933,800</b>	<b>4,700</b>	<b>0.5%</b>	<b>\$76,000</b>	<b>26.1%</b>	<b>NA</b>
<b>236</b>	Construction of buildings	13,200	13,600	400	3.0%	\$78,600	26.1%	G, J, P, W
<b>238</b>	Specialty trade contractors	35,400	39,700	4,300	12.1%	\$77,700	24.0%	G, J, W
<b>311</b>	Food manufacturing	7,300	7,900	600	8.2%	\$66,000	26.0%	G
<b>325</b>	Chemical manufacturing	4,200	4,100	-100	-2.4%	\$110,100	23.4%	W
<b>334</b>	Computer and electronic product manufacturing	8,700	7,900	-800	-9.2%	\$185,300	15.1%	W
<b>484</b>	Truck transportation	4,600	5,100	500	10.9%	\$67,500	22.4%	G
<b>493</b>	Warehousing and storage	4,100	6,100	2,000	48.8%	\$59,700	38.6%	G, P
<b>512</b>	Motion picture and sound recording industries	1,800	2,100	300	16.7%	\$59,700	15.8%	G
<b>541</b>	Professional, scientific, and technical services	45,500	50,800	5,300	11.6%	\$141,800	12.4%	G, J, W
<b>611</b>	Educational services	102,300	103,200	900	0.9%	\$75,100	14.1%	G, J
<b>621</b>	Ambulatory health care services	59,200	66,300	7,100	12.0%	\$82,400	25.5%	G, J, W
<b>622</b>	Hospitals	42,200	42,300	100	0.2%	\$92,300	14.7%	J, W
<b>713</b>	Amusements, gambling, and recreation	16,000	15,700	-300	-1.9%	\$40,000	112.5%	J, P
<b>721</b>	Accommodation	11,200	8,800	-2,400	-21.4%	\$44,400	98.3%	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 (>8,500)

P: Above-average growth projected for 2020-2030

W: Industry pays above-average wages



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

**Industry Description:** The *construction of buildings* industry consists of 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 precut, 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 industry have responsibility may be subcontracted to other types of construction sector establishments — usually *specialty trade contractors*.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	47-2031	Carpenters	26.5%	\$56,307	17.9%	High school diploma or equivalent	None	Apprenticeship
2	47-2061	Construction Laborers	13.1%	\$53,354	24.8%	No formal educational credential	None	Short-term on-the-job training
3	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	8.8%	\$83,789	22.3%	High school diploma or equivalent	5 years or more	None
4	13-1082	Project Management Specialists	6.0%	\$106,252	NA	NA	NA	NA
5	11-1021	General and Operations Managers	4.8%	\$109,336	31.4%	Bachelor's degree	5 years or more	None
6	47-2141	Painters, Construction and Maintenance	4.4%	\$50,631	20.0%	No formal educational credential	None	Moderate-term on-the-job training
7	47-2044	Tile and Stone Setters	4.3%	NA	25.9%	No formal educational credential	None	Long-term on-the-job training
8	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3.3%	\$49,412	7.5%	High school diploma or equivalent	None	Short-term on-the-job training
9	47-2082	Tapers	2.8%	NA	NA	NA	NA	NA
10	43-9061	Office Clerks, General	2.1%	\$39,947	12.3%	High school diploma or equivalent	None	Short-term on-the-job training

**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	9.9%	\$75,177	26.3%	High school diploma or equivalent	None	Apprenticeship
2	47-2061	Construction Laborers	8.7%	\$56,726	24.8%	No formal educational credential	None	Short-term on-the-job training
3	47-2031	Carpenters	7.0%	\$75,835	17.9%	High school diploma or equivalent	None	Apprenticeship
4	47-2152	Plumbers, Pipefitters, and Steamfitters	6.8%	\$80,262	21.8%	High school diploma or equivalent	None	Apprenticeship
5	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	5.3%	\$65,062	19.2%	Postsecondary non-degree award	None	Long-term on-the-job training
6	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	4.3%	\$96,616	22.3%	High school diploma or equivalent	5 years or more	None
7	11-1021	General and Operations Managers	4.2%	\$122,937	31.4%	Bachelor's degree	5 years or more	None
8	47-2141	Painters, Construction and Maintenance	4.1%	\$59,410	20.0%	No formal educational credential	None	Moderate-term on-the-job training
9	13-1082	Project Management Specialists	3.2%	\$108,742	NA	NA	NA	NA
10	47-2051	Cement Masons and Concrete Finishers	2.9%	\$64,696	15.8%	No formal educational credential	None	Moderate-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	51-3092	Food Batchmakers	10.9%	\$36,570	23.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	51-3011	Bakers	9.7%	\$35,489	34.7%	No formal educational credential	None	Long-term on-the-job training
3	53-7064	Packers and Packers, Hand	8.1%	\$38,240	20.7%	No formal educational credential	None	Short-term on-the-job training
4	51-9111	Packaging and Filling Machine Operators and Tenders	7.9%	\$36,698	28.6%	High school diploma or equivalent	None	Moderate-term on-the-job training
5	41-2031	Retail Salespersons	4.7%	\$35,590	26.0%	No formal educational credential	None	Short-term on-the-job training
6	51-3093	Food Cooking Machine Operators and Tenders	3.4%	\$50,817	28.6%	High school diploma or equivalent	None	Moderate-term on-the-job training
7	35-3023	Fast Food and Counter Workers	2.7%	\$36,716	65.5%	No formal educational credential	None	Short-term on-the-job training
8	51-1011	First-Line Supervisors of Production and Operating Workers	2.6%	\$67,998	21.5%	High school diploma or equivalent	Less than 5 years	None
9	51-3022	Meat, Poultry, and Fish Cutters and Trimmers	2.5%	\$31,307	22.7%	No formal educational credential	None	Short-term on-the-job training
10	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	2.1%	\$46,848	6.2%	High school diploma or equivalent	None	Moderate-term on-the-job training

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

**Industry Description:** The *chemical manufacturing* industry is based on the transformation of organic and inorganic raw materials by a chemical process and the formulation of products. This industry 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 (%), 2020-2030	Education	Work Experience	Training
1	51-9111	Packaging and Filling Machine Operators and Tenders	16.3%	\$37,977	28.6%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	51-9011	Chemical Equipment Operators and Tenders	9.3%	\$54,092	6.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	6.5%	\$48,531	6.2%	High school diploma or equivalent	None	Moderate-term on-the-job training
4	51-9023	Mixing and Blending Machine Setters, Operators, and Tenders	5.7%	\$50,021	20.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
5	19-2031	Chemists	4.5%	\$85,962	14.9%	Bachelor's degree	None	None
6	51-1011	First-Line Supervisors of Production and Operating Workers	4.2%	\$87,667	21.5%	High school diploma or equivalent	Less than 5 years	None
7	51-2090	Miscellaneous Assemblers and Fabricators	3.9%	NA	4.5%	High school diploma or equivalent	None	Moderate-term on-the-job training
8	49-9041	Industrial Machinery Mechanics	3.1%	\$62,127	39.4%	High school diploma or equivalent	None	Long-term on-the-job training
9	43-5071	Shipping, Receiving, and Inventory Clerks	2.8%	\$43,013	12.2%	High school diploma or equivalent	None	Short-term on-the-job training
10	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	2.1%	\$38,755	29.5%	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:** 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	9.5%	NA	NA	NA	NA	NA
2	17-2061	Computer Hardware Engineers	8.9%	NA	7.1%	Bachelor's degree	None	None
3	15-1255	Web and Digital Interface Designers	6.6%	NA	NA	NA	NA	NA
4	13-1111	Management Analysts	6.1%	NA	18.8%	Bachelor's degree	Less than 5 years	None
5	51-2028	Electrical, electronic, and electromechanical assemblers, except coil winders, tapers, and finishers	4.8%	\$45,496	20.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
6	17-2112	Industrial Engineers	3.3%	\$133,635	25.7%	Bachelor's degree	None	None
7	13-1082	Project Management Specialists	2.4%	NA	NA	NA	NA	NA
8	17-3026	Industrial Engineering Technologists and Technicians	2.4%	\$80,973	16.7%	Associate's degree	None	None
9	15-1253	Software Quality Assurance Analysts and Testers	2.3%	NA	NA	NA	NA	NA
10	11-2021	Marketing Managers	2.2%	NA	19.0%	Bachelor's degree	5 years or more	None



**Truck Transportation  
(NAICS Industry 484)**

**Ten Most Common Occupations**

**Industry Description:** Establishments in the *truck transportation* industry provide over-the-road transportation of cargo using motor vehicles, such as trucks and tractor trailers. This industry 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 (%), 2020-2030	Education	Work Experience	Training
1	53-3032	Heavy and Tractor-Trailer Truck Drivers	46.0%	\$61,646	21.3%	Postsecondary non-degree award	None	Short-term on-the-job training
2	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	17.5%	\$46,283	29.5%	No formal educational credential	None	Short-term on-the-job training
3	53-3033	Light Truck Drivers	8.1%	\$46,610	32.5%	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	3.9%	\$79,345	NA	NA	NA	NA
5	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	3.4%	\$56,784	30.2%	High school diploma or equivalent	None	Long-term on-the-job training
6	43-9061	Office Clerks, General	3.1%	\$48,452	12.3%	High school diploma or equivalent	None	Short-term on-the-job training
7	11-1021	General and Operations Managers	3.0%	\$106,327	31.4%	Bachelor's degree	5 years or more	None
8	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	1.8%	NA	18.5%	High school diploma or equivalent	None	Moderate-term on-the-job training
9	53-3031	Driver/Sales Workers	1.7%	NA	45.9%	High school diploma or equivalent	None	Short-term on-the-job training
10	43-3031	Bookkeeping, Accounting, and Auditing Clerks	1.4%	\$59,776	12.7%	Some college, no degree	None	Moderate-term on-the-job training

**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	43.5%	\$40,605	29.5%	No formal educational credential	None	Short-term on-the-job training
2	53-7065	Stockers and Order Fillers	18.0%	\$39,435	29.8%	High school diploma or equivalent	None	Short-term on-the-job training
3	53-7051	Industrial Truck and Tractor Operators	7.4%	\$53,337	24.7%	No formal educational credential	None	Short-term on-the-job training
4	43-5071	Shipping, Receiving, and Inventory Clerks	4.2%	\$48,130	12.2%	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	4.2%	\$76,399	NA	NA	NA	NA
6	43-4051	Customer Service Representatives	1.6%	\$50,182	16.7%	High school diploma or equivalent	None	Short-term on-the-job training
7	53-3032	Heavy and Tractor-Trailer Truck Drivers	1.6%	NA	21.3%	Postsecondary non-degree award	None	Short-term on-the-job training
8	49-9071	Maintenance and Repair Workers, General	1.5%	\$61,650	25.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
9	11-1021	General and Operations Managers	1.2%	\$105,901	31.4%	Bachelor's degree	5 years or more	None
10	43-9061	Office Clerks, General	1.1%	\$49,610	12.3%	High school diploma or equivalent	None	Short-term on-the-job training

**Motion Picture and Sound Recording Industries  
(NAICS Industry 512)  
Ten Most Common Occupations**

**Industry Description:** Establishments in the *motion picture and sound recording* industry are involved in the production and distribution of motion pictures and sound recordings. While producers and distributors of motion pictures and sound recordings issue works for sale as traditional publishers do, the processes are sufficiently different to warrant placing establishments engaged in these activities in a separate industry. Production is typically a complex process that involves several distinct types of establishments that are engaged in various related activities (such as contracting with performers, creating the film or sound content, and providing technical postproduction services). Film distribution is often to exhibitors, such as theaters and broadcasters, rather than through the wholesale and retail distribution chain. When the product is in a mass-produced form, the industry classification system treats production and distribution as the major economic activity as it does in the *publishing industries (except Internet)* industry, rather than as a subsidiary activity to the manufacture of such products. (There are less than 10 occupations presented due to data confidentiality issues.)

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	39-3031	Ushers, Lobby Attendants, and Ticket Takers	31.7%	NA	76.5%	No formal educational credential	None	Short-term on-the-job training
2	27-2012	Producers and Directors	12.7%	\$115,167	23.9%	Bachelor's degree	Less than 5 years	None
3	41-2011	Cashiers	6.3%	NA	15.4%	No formal educational credential	None	Short-term on-the-job training
4	11-1021	General and Operations Managers	6.3%	\$62,650	31.4%	Bachelor's degree	5 years or more	None
5	35-3023	Fast Food and Counter Workers	5.6%	NA	65.5%	No formal educational credential	None	Short-term on-the-job training
6	27-4032	Film and Video Editors	3.8%	\$76,798	16.7%	Bachelor's degree	None	None
7	39-1014	First-Line Supervisors of Entertainment and Recreation Workers, Except Gambling Services	2.0%	NA	NA	NA	NA	NA
8	41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	1.7%	NA	29.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
9	41-1011	First-Line Supervisors of Retail Sales Workers	1.5%	NA	12.5%	High school diploma or equivalent	Less than 5 years	None
10	39-3021	Motion Picture Projectionists	1.4%	NA	NA	NA	NA	NA

**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	23-1011	Lawyers	5.9%	\$139,198	17.1%	Doctoral or professional degree	None	None
2	13-2011	Accountants and Auditors	5.5%	\$102,417	20.4%	Bachelor's degree	None	None
3	15-1252	Software Developers	4.2%	\$126,662	NA	NA	NA	NA
4	23-2011	Paralegals and Legal Assistants	3.9%	\$77,185	19.8%	Associate's degree	None	None
5	11-1021	General and Operations Managers	3.8%	\$171,917	31.4%	Bachelor's degree	5 years or more	None
6	13-1111	Management Analysts	3.2%	\$106,528	18.8%	Bachelor's degree	Less than 5 years	None
7	41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	2.7%	\$109,633	29.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
8	43-9061	Office Clerks, General	2.5%	\$49,963	12.3%	High school diploma or equivalent	None	Short-term on-the-job training
9	13-1161	Market Research Analysts and Marketing Specialists	2.4%	\$84,161	34.5%	Bachelor's degree	None	None
10	43-3031	Bookkeeping, Accounting, and Auditing Clerks	2.1%	\$59,974	12.7%	Some college, no degree	None	Moderate-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	25-2021	Elementary School Teachers, Except Special Education	12.8%	\$107,164	15.6%	Bachelor's degree	None	None
2	25-9045	Teaching Assistants, Except Postsecondary	12.4%	\$40,924	20.4%	Some college, no degree	None	None
3	25-2031	Secondary School Teachers, Except Special and Career/Technical Education	7.7%	\$111,252	15.0%	Bachelor's degree	None	None
4	25-2022	Middle School Teachers, Except Special and Career/Technical Education	4.9%	\$107,206	15.3%	Bachelor's degree	None	None
5	25-3031	Substitute Teachers, Short-Term	2.8%	\$39,974	19.7%	Bachelor's degree	None	None
6	39-9011	Childcare Workers	2.7%	\$38,144	21.8%	High school diploma or equivalent	None	Short-term on-the-job training
7	43-9061	Office Clerks, General	2.5%	\$37,832	12.3%	High school diploma or equivalent	None	Short-term on-the-job training
8	25-2052	Special Education Teachers, Kindergarten and Elementary School	2.4%	\$107,035	14.9%	Bachelor's degree	None	None
9	49-9071	Maintenance and Repair Workers, General	2.4%	\$64,370	25.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	11-9032	Education Administrators, Kindergarten through Secondary	2.3%	\$167,212	15.3%	Master's degree	5 years or more	None



**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	20.7%	\$37,329	40.5%	High school diploma or equivalent	None	Short-term on-the-job training
2	31-9092	Medical Assistants	5.8%	\$47,251	28.3%	Postsecondary non-degree award	None	None
3	43-4171	Receptionists and Information Clerks	5.7%	\$43,844	20.9%	High school diploma or equivalent	None	Short-term on-the-job training
4	29-1141	Registered Nurses	4.7%	\$102,812	19.0%	Bachelor's degree	None	None
5	43-6013	Medical Secretaries and Administrative Assistants	3.7%	\$46,242	24.6%	High school diploma or equivalent	None	Moderate-term on-the-job training
6	31-9091	Dental Assistants	3.3%	\$46,995	17.8%	Postsecondary non-degree award	None	None
7	29-1292	Dental Hygienists	2.3%	\$101,200	17.9%	Associate's degree	None	None
8	43-1011	First-Line Supervisors of Office and Administrative Support Workers	2.0%	\$67,651	13.9%	High school diploma or equivalent	Less than 5 years	None
9	29-2042	Emergency Medical Technicians	2.0%	\$45,272	NA	NA	NA	NA
10	21-1018	Substance abuse, behavioral disorder, and mental health counselors	1.9%	\$65,150	35.5%	Bachelor's degree	None	None

**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	24.4%	\$113,737	19.0%	Bachelor's degree	None	None
2	31-1131	Nursing Assistants	7.2%	\$47,854	19.9%	Postsecondary non-degree award	None	None
3	11-9111	Medical and Health Services Managers	2.5%	\$158,608	43.4%	Bachelor's degree	Less than 5 years	None
4	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	2.4%	\$43,480	25.6%	No formal educational credential	None	Short-term on-the-job training
5	31-1133	Psychiatric Aides	2.4%	\$50,575	13.0%	High school diploma or equivalent	None	Short-term on-the-job training
6	43-9061	Office Clerks, General	2.2%	\$48,626	12.3%	High school diploma or equivalent	None	Short-term on-the-job training
7	43-6013	Medical Secretaries and Administrative Assistants	2.2%	\$48,898	24.6%	High school diploma or equivalent	None	Moderate-term on-the-job training
8	43-4051	Customer Service Representatives	2.1%	\$61,989	16.7%	High school diploma or equivalent	None	Short-term on-the-job training
9	29-2034	Radiologic Technologists and Technicians	2.0%	\$97,689	15.6%	Associate's degree	None	None
10	29-2010	Clinical Laboratory Technologists and Technicians	1.6%	\$105,644	17.4%	Bachelor's degree	None	None

**Amusement, Gambling, and Recreation Industries  
(NAICS Industry 713)**

**Ten Most Common Occupations**

**Industry Description:** Establishments in the *amusement, gambling, and recreation* industries operate facilities where patrons can primarily engage in sports, recreation, amusement, or gambling activities; and/or provide other amusement and recreation services (such as supplying and servicing amusement devices in places of business operated by others, operating various recreational sports teams or related operations, guiding tours without using transportation equipment, and so forth).

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	39-9031	Exercise Trainers and Group Fitness Instructors	10.8%	\$79,637	88.4%	High school diploma or equivalent	None	Short-term on-the-job training
2	39-3091	Amusement and Recreation Attendants	10.2%	\$36,436	69.4%	No formal educational credential	None	Short-term on-the-job training
3	37-3011	Landscaping and Groundskeeping Workers	6.7%	\$39,577	30.1%	No formal educational credential	None	Short-term on-the-job training
4	43-4051	Customer Service Representatives	5.1%	\$33,477	16.7%	High school diploma or equivalent	None	Short-term on-the-job training
5	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	4.8%	\$38,439	25.6%	No formal educational credential	None	Short-term on-the-job training
6	35-3031	Waiters and Waitresses	3.7%	\$45,447	91.5%	No formal educational credential	None	Short-term on-the-job training
7	27-2022	Coaches and Scouts	3.6%	\$61,605	48.3%	Bachelor's degree	None	None
8	11-1021	General and Operations Managers	3.5%	\$91,435	31.4%	Bachelor's degree	5 years or more	None
9	43-4171	Receptionists and Information Clerks	3.5%	\$36,374	20.9%	High school diploma or equivalent	None	Short-term on-the-job training
10	33-9092	Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers	3.0%	\$36,515	77.8%	No formal educational credential	None	Short-term on-the-job training

**Accommodation  
(NAICS Industry 721)**

**Ten Most Common Occupations**

**Industry Description:** Establishments in the *accommodation* industry 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 also provide meals, laundry services, and recreational facilities. 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 (%), 2020-2030	Education	Work Experience	Training
1	37-2012	Maids and Housekeeping Cleaners	16.4%	\$38,178	33.2%	No formal educational credential	None	Short-term on-the-job training
2	43-4081	Hotel, Motel, and Resort Desk Clerks	10.5%	\$38,594	80.5%	High school diploma or equivalent	None	Short-term on-the-job training
3	49-9071	Maintenance and Repair Workers, General	7.2%	\$48,659	25.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
4	35-3031	Waiters and Waitresses	5.5%	\$49,527	91.5%	No formal educational credential	None	Short-term on-the-job training
5	11-9081	Lodging Managers	4.5%	\$80,129	33.3%	High school diploma or equivalent	Less than 5 years	None
6	39-3011	Gambling Dealers	4.3%	NA	NA	NA	NA	NA
7	35-2014	Cooks, Restaurant	3.4%	\$42,343	136.9%	No formal educational credential	Less than 5 years	Moderate-term on-the-job training
8	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	3.2%	\$37,515	83.2%	No formal educational credential	None	Short-term on-the-job training
9	39-9032	Recreation Workers	2.4%	\$53,228	46.5%	High school diploma or equivalent	None	Short-term on-the-job training
10	11-1021	General and Operations Managers	2.1%	\$108,530	31.4%	Bachelor's degree	5 years or more	None

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