

# 20 LONG ISLAND 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 Long Island 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 percentage terms); or
- The industry employed more than 12,500 people; or
- The industry’s projected employment growth for 2020-2030 was above average in the region (26.3%); or
- The industry paid above-average annual wages (\$74,200 in 2023).

Thirteen industries are designated as “significant” on Long Island. Eight of the thirteen industries experienced an increase in employment between 2018 and 2023. In addition, ten industries employed at least 12,500 people during 2023. Collectively, these thirteen industries account for 56.0% the jobs on Long Island.

A broad set of industries were identified for this report. They fall into eight major industry groups: construction; manufacturing; trade, transportation, and utilities; financial activities; professional and business services (which primarily sell to other businesses); educational services; health care and social assistance; and leisure and hospitality.

## **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

Construction activity is booming on Long Island. Dozens of transit-oriented mixed-use developments and multi-family workforce housing projects are underway across the region. Related infrastructure improvements, including sewers, roads, and bridges, are also boosting construction activity. The region's health care industry has also been undergoing several expansion and renovation projects. Over the next decade, the impending retirement of many baby boomers will contribute to job opportunities in this industry, especially among the skilled trades.

Of the two regionally significant construction industries, *heavy and civil engineering construction* (NAICS Industry 237) experienced the faster employment growth between 2018 and 2023. *Heavy and civil engineering construction* is also the highest-paying significant industry in this report with an average annual wage of \$129,600 (74.7% higher than the regional all-industry average wage of \$74,200).

The federal Infrastructure Investment and Jobs Act, which passed in 2021, will continue to deliver billions of dollars to fund local infrastructure projects through 2026. These include investments in aging highways, roads, bridges, water infrastructure, and improving regional airports. The offshore wind industry, including upgrades to the onshore electrical transmission system, will also benefit the *heavy and civil engineering construction* industry.

In the construction sector, 67.8% of jobs are found in the *specialty trade contractors* (NAICS Industry 238) industry. It is the largest industry in the construction sector on Long Island. This industry is comprised mainly of small businesses, with two in three employers having four or fewer employees.

Several factors have contributed to the increased demand for *specialty trade contractors*. An aging housing stock combined with record-high home prices has resulted in increased renovations of existing homes. Scarce real estate in the region has also led to the repurposing of existing commercial properties. Healthcare systems have turned to vacant retail properties to meet the increasing demand for outpatient care facilities. Weak demand for suburban office space has also led to opportunities to redevelop lower quality office properties for industrial and residential uses.

## Manufacturing

Manufacturing remains an important segment of the Long Island economy despite undergoing significant restructuring over the past several decades. Businesses in this sector span from high-tech manufacturing in aerospace and defense and biotech to food and beverage producers. Manufacturing tends to employ a mix of workers of all educational backgrounds with opportunities for career advancement and family-sustaining wages. The growing offshore wind energy sector has also brought an increased focus on strengthening the region's manufacturing supply chain to take advantage of opportunities in the industry. For the purposes of this report, two manufacturing industries were designated as significant.

Long Island has long been a hub for agriculture, commercial fishing, and oyster farming. The *food manufacturing* (NAICS Industry 311) industry grew by 1,000 jobs (14.1%) from 2018 to 2023 and is projected to grow by 24.5% from 2020 through 2030. A growing interest in locally sourced food products and an increase in the number of ethnic food producers has driven growth in the food manufacturing industry.

With 13,800 workers, the *chemical manufacturing* (NAICS Industry 325) industry employed the most people in the manufacturing sector in 2023. The region has added nearly 20 new establishments in the industry since 2018 while employment grew by 700 jobs (5.3%). Employment is projected to grow by 47.7% from 2020 through 2030. Job gains in this industry have been driven by the growing cluster of companies making pharmaceuticals and supplements on Long Island. The industry, which employs a large number of scientists and researchers, tends to be high paying, with an average wage of \$76,800 in 2023 — above the all-industry regional average of \$74,200.

#### Trade, Transportation and Utilities

The pandemic-induced surge in e-commerce has driven growth in the region's *couriers and messengers* (NAICS Industry 492) industry. As online sales increased, consumers' expectations for faster delivery created greater demand for workers needed to deliver products to their final destination. With a growth rate of 50.0%, the *couriers and messengers* industry had the fastest growth, in percentage terms, between 2018 and 2023 among the thirteen significant industries. The industry added 3,100 jobs over that time frame, with more than half of that growth occurring in 2020 alone.

#### Financial Activities

While the industry has been shrinking over the last decade, the *insurance carriers and related activities* (NAICS Industry 524) industry remains a significant presence on Long Island with 21,500 employees in 2023. Jobs in the insurance industry tend to pay higher wages than other industries. In 2023, the average wage was \$105,000 per year, 41.5% higher than the regional all-industry average wage of \$74,200. The impending retirement of baby boomers has created a wide range of career opportunities in the industry from customer service representatives to underwriters and actuaries.

#### Professional and Business Services

The *professional, scientific, and technical services* (NAICS Industry 541) industry provides IT, engineering and architectural consulting, accounting, legal, and other services to other businesses. The industry includes the region's world-class research and development laboratories which are an integral part of Long Island's life sciences cluster, a key regional priority sector. This industry paid average annual wages (\$98,300) well above the all-industry average annual wage in 2023.

With 79,000 employees in 2023, the *administrative and support services* (NAICS Industry 561) industry employs the fourth largest number of workers on Long Island. This industry includes establishments ranging from building security and maintenance to administrative and payroll services, and various other business support functions. The rise in the gig economy and preference for flexible work arrangements since the COVID-19 pandemic has also led to a resurgence of temporary help services.

### Educational Services

Long Island is home to some of the country's top educational institutions for students of all ages. Despite a declining number of school-age children over the past decade, the *educational services* industry (NAICS Industry 611) remains the largest employer on Long Island. The region's public K-12 system, with 125 school districts, had over 414,000 students enrolled in the 2022-23 school year. The expansion of pre-K enrollment should continue to create more positions within the field.

Long Island is also home to around 25 institutes of higher education, including some of the nation's most prestigious colleges and universities. Over the past several years, local institutions — including Hofstra University, Farmingdale State College, Nassau Community College, and Suffolk County Community College — have undergone multimillion dollar capital projects to expand programs designed to prepare students for careers in STEM (Science, Technology, Engineering, and Math) and the health care industry. The \$20 million Offshore Wind Training Institute (OWTI), which was launched in 2020 in collaboration with Stony Brook University and Farmingdale State College, continues to expand workforce development and training initiatives for the emerging offshore wind industry.

### Health Care and Social Assistance

The health care and social assistance sector is critical to Long Island's economy. This sector has been the region's steadiest performer and accounts for about one of every five jobs in the region. The aging of the baby boom generation has increased demand for health care services, especially home health care services.

The *ambulatory health care services* (NAICS Industry 621) industry is one of the fastest growing segments of the health care industry. It added 18,500 jobs between 2018 and 2023, the most jobs among the significant industries on Long Island. Lower costs, patient preference, and improved outcomes will continue to drive growth in outpatient care, particularly for in-home health services.

The *hospitals* (NAICS Industry 622) industry continues to rank among the largest employers on Long Island and have the second highest wages (\$105,000) of the significant industries on Long Island. Several of the region's health care systems have been renovating and expanding local hospitals, as well as opening new outpatient care facilities.

The *social assistance* (NAICS Industry 624) industry provides a wide variety of services directly to clients. This industry includes non-medical home care for the elderly and services for people with intellectual and/or development disabilities. Child day care services, which has been identified as a priority for the region's Regional Economic Development Council, also falls within *social assistance*.

#### Leisure and Hospitality

The *food services and drinking places* (NAICS Industry 722) industry is a vital component of Long Island's \$6.6 billion tourism industry. With 100,300 employees in 2023, the industry was the third largest employer in the region. *Food services and drinking places* was one of the hardest hit industries during the COVID-19 pandemic, losing 21.6% of its jobs in 2020. However, it quickly regained the jobs lost and is currently above pre-pandemic levels. Employment in the industry is projected to nearly double (94.1%) between 2020 and 2030. Due to the predominance of low paying and low skilled occupations within the industry, it had the lowest average annual wage of any of the industries in this report (\$32,000) in 2023.

### **For Further Information**

It is hoped that the statewide and local workforce development boards find the information in this report useful. The New York State Department of Labor's regional labor market analyst for Long Island, Shital Patel, is available for consultation. She can be reached via email at [Shital.Patel@labor.ny.gov](mailto:Shital.Patel@labor.ny.gov) or by phone at (516) 934-8533.

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/stats/labor-market-analysts>.

## Significant Industries, Long Island 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>1,293,400</b>	<b>1,288,000</b>	<b>-5,400</b>	<b>-0.4%</b>	<b>\$74,200</b>	<b>26.3%</b>	<b>NA</b>
<b>237</b>	Heavy and Civil Engineering Construction	6,200	7,000	800	12.9%	\$129,600	16.0%	G, W
<b>238</b>	Specialty Trade Contractors	55,600	54,300	-1,300	-2.3%	\$82,500	24.2%	J, W
<b>311</b>	Food Manufacturing	7,100	8,100	1,000	14.1%	\$50,900	24.5%	G
<b>325</b>	Chemical Manufacturing	13,100	13,800	700	5.3%	\$76,800	47.7%	G, J, P, W
<b>492</b>	Couriers and Messengers	6,200	9,300	3,100	50.0%	\$51,400	53.2%	G, P
<b>524</b>	Insurance Carriers and Related Activities	24,100	21,500	-2,600	-10.8%	\$105,000	3.9%	J, W
<b>541</b>	Professional, Scientific, and Technical Services	78,000	77,600	-400	-0.5%	\$98,300	10.5%	J, W
<b>561</b>	Administrative and Support Services	67,700	79,000	11,300	16.7%	\$64,100	29.3%	G, J, P
<b>611</b>	Educational Services	135,200	133,600	-1,600	-1.2%	\$79,500	15.0%	J, W
<b>621</b>	Ambulatory Health Care Services	88,100	106,600	18,500	21.0%	\$75,900	25.6%	G, J, W
<b>622</b>	Hospitals	73,900	68,900	-5,000	-6.8%	\$105,000	14.7%	J, W
<b>624</b>	Social Assistance	37,000	38,900	1,900	5.1%	\$40,600	40.2%	G, J, P
<b>722</b>	Food Services and Drinking Places	97,900	100,300	2,400	2.5%	\$32,000	94.1%	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 (>12,500)

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	26.0%	\$56,307	19.6%	High school diploma or equivalent	None	Apprenticeship
2	47-2061	Construction Laborers	11.9%	\$52,990	26.0%	No formal educational credential	None	Short-term on-the-job training
3	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	8.5%	\$83,789	23.0%	High school diploma or equivalent	5 years or more	None
4	13-1082	Project Management Specialists	6.4%	\$107,053	NA	NA	NA	NA
5	47-2044	Tile and Stone Setters	5.9%	NA	34.8%	No formal educational credential	None	Long-term on-the-job training
6	11-1021	General and Operations Managers	5.0%	\$109,336	32.1%	Bachelor's degree	5 years or more	None
7	47-2141	Painters, Construction and Maintenance	4.5%	\$50,631	20.7%	No formal educational credential	None	Moderate-term on-the-job training
8	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3.6%	\$51,138	6.4%	High school diploma or equivalent	None	Short-term on-the-job training
9	47-2082	Tapers	3.0%	NA	25.0%	No formal educational credential	None	Moderate-term on-the-job training
10	43-6011	Executive Secretaries and Executive Administrative Assistants	2.2%	\$89,480	-6.7%	High school diploma or equivalent	Less than 5 years	None

**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 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	32.6%	\$97,245	26.0%	No formal educational credential	None	Short-term on-the-job training
2	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	10.4%	\$123,833	23.0%	High school diploma or equivalent	5 years or more	None
3	47-2073	Operating Engineers and Other Construction Equipment Operators	8.5%	\$152,091	18.5%	High school diploma or equivalent	None	Moderate-term on-the-job training
4	13-1082	Project Management Specialists	3.8%	\$125,705	NA	NA	NA	NA
5	11-9021	Construction Managers	3.4%	\$156,015	16.4%	Bachelor's degree	None	Moderate-term on-the-job training
6	53-3032	Heavy and Tractor-Trailer Truck Drivers	3.1%	\$103,065	23.4%	Postsecondary non-degree award	None	Short-term on-the-job training
7	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.3%	\$51,602	6.4%	High school diploma or equivalent	None	Short-term on-the-job training
8	49-9051	Electrical Power-Line Installers and Repairers	2.3%	NA	7.7%	High school diploma or equivalent	None	Long-term on-the-job training
9	17-2051	Civil Engineers	2.2%	\$135,196	12.2%	Bachelor's degree	None	None
10	47-2031	Carpenters	2.0%	\$116,832	19.6%	High school diploma or equivalent	None	Apprenticeship

**Food Manufacturing  
(NAICS Industry 311)**

**Ten Most Common Occupations**

**Industry Description:** Industries in the Food Manufacturing subsector transform livestock and agricultural products into products for intermediate or final consumption. The industry groups are distinguished by the raw materials (generally of animal or vegetable origin) processed into food products.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	51-3092	Food Batchmakers	14.4%	\$35,019	47.1%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	51-3011	Bakers	10.4%	\$37,582	33.3%	No formal educational credential	None	Long-term on-the-job training
3	51-9111	Packaging and Filling Machine Operators and Tenders	9.6%	\$35,339	40.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
4	41-2031	Retail Salespersons	6.5%	\$35,896	24.9%	No formal educational credential	None	Short-term on-the-job training
5	53-7064	Packers and Packagers, Hand	4.7%	\$37,166	17.2%	No formal educational credential	None	Short-term on-the-job training
6	51-1011	First-Line Supervisors of Production and Operating Workers	3.7%	\$69,173	30.5%	High school diploma or equivalent	Less than 5 years	None
7	35-3023	Fast Food and Counter Workers	3.3%	NA	79.5%	No formal educational credential	None	Short-term on-the-job training
8	51-3093	Food Cooking Machine Operators and Tenders	2.2%	\$35,642	NA	NA	NA	NA
9	51-9198	Helpers--Production Workers	2.1%	\$36,131	12.6%	High school diploma or equivalent	None	Short-term on-the-job training
10	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	1.9%	\$38,437	25.5%	No formal educational credential	None	Short-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	18.8%	\$37,265	40.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	51-9011	Chemical Equipment Operators and Tenders	8.6%	\$43,307	36.2%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	6.7%	\$48,791	7.5%	High school diploma or equivalent	None	Moderate-term on-the-job training
4	19-2031	Chemists	4.5%	\$84,776	47.1%	Bachelor's degree	None	None
5	51-9023	Mixing and Blending Machine Setters, Operators, and Tenders	4.1%	\$49,876	42.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
6	51-1011	First-Line Supervisors of Production and Operating Workers	3.9%	\$88,003	30.5%	High school diploma or equivalent	Less than 5 years	None
7	49-9041	Industrial Machinery Mechanics	3.5%	\$63,541	59.8%	High school diploma or equivalent	None	Long-term on-the-job training
8	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	2.6%	\$42,616	31.5%	No formal educational credential	None	Short-term on-the-job training
9	51-9041	Extruding, Forming, Pressing, and Compacting Machine Setters, Operators, and Tenders	2.3%	\$39,134	NA	NA	NA	NA
10	43-5071	Shipping, Receiving, and Inventory Clerks	2.3%	\$42,095	12.4%	High school diploma or equivalent	None	Short-term on-the-job training

**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	53-3033	Light Truck Drivers	42.0%	\$49,712	34.3%	High school diploma or equivalent	None	Short-term on-the-job training
2	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	29.6%	\$41,854	31.5%	No formal educational credential	None	Short-term on-the-job training
3	53-3032	Heavy and Tractor-Trailer Truck Drivers	7.0%	\$56,154	23.4%	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	3.8%	\$60,364	NA	NA	NA	NA
5	43-5021	Couriers and Messengers	2.5%	NA	19.4%	High school diploma or equivalent	None	Short-term on-the-job training
6	43-5071	Shipping, Receiving, and Inventory Clerks	2.5%	\$51,198	12.4%	High school diploma or equivalent	None	Short-term on-the-job training
7	11-1021	General and Operations Managers	1.5%	\$96,792	32.1%	Bachelor's degree	5 years or more	None
8	43-4051	Customer Service Representatives	1.3%	\$59,776	13.3%	High school diploma or equivalent	None	Short-term on-the-job training
9	43-5032	Dispatchers, Except Police, Fire, and Ambulance	0.9%	\$62,375	28.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	0.9%	\$99,211	31.6%	High school diploma or equivalent	None	Moderate-term on-the-job training

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

**Industry Description:** Establishments in the *insurance carriers and related activities* industry primarily are engaged in one of the following: (1) underwriting (assuming the risk, assigning premiums, and so forth) annuities and insurance policies or (2) facilitating such underwriting by selling insurance policies and by providing other insurance and employee benefit related services.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	43-4051	Customer Service Representatives	16.1%	\$60,254	13.3%	High school diploma or equivalent	None	Short-term on-the-job training
2	41-3021	Insurance Sales Agents	15.4%	\$79,025	7.9%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	13-1031	Claims Adjusters, Examiners, and Investigators	12.8%	\$84,481	-2.1%	High school diploma or equivalent	None	Long-term on-the-job training
4	13-2053	Insurance Underwriters	7.0%	\$101,541	-3.6%	Bachelor's degree	None	Moderate-term on-the-job training
5	43-9041	Insurance Claims and Policy Processing Clerks	4.2%	\$61,639	0.5%	High school diploma or equivalent	None	Moderate-term on-the-job training
6	11-1021	General and Operations Managers	4.1%	\$151,033	32.1%	Bachelor's degree	5 years or more	None
7	23-1011	Lawyers	3.6%	\$172,715	16.2%	Doctoral or professional degree	None	None
8	43-9061	Office Clerks, General	3.3%	\$32,185	11.9%	High school diploma or equivalent	None	Short-term on-the-job training
9	43-1011	First-Line Supervisors of Office and Administrative Support Workers	2.8%	\$92,400	11.9%	High school diploma or equivalent	Less than 5 years	None
10	11-3031	Financial Managers	2.6%	\$207,656	28.1%	Bachelor's degree	5 years or more	None

**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	8.6%	\$141,554	16.2%	Doctoral or professional degree	None	None
2	13-2011	Accountants and Auditors	7.8%	\$101,946	16.3%	Bachelor's degree	None	None
3	23-2011	Paralegals and Legal Assistants	5.7%	\$78,758	19.4%	Associate's degree	None	None
4	15-1252	Software Developers	4.5%	\$120,779	NA	NA	NA	NA
5	11-1021	General and Operations Managers	3.5%	\$181,953	32.1%	Bachelor's degree	5 years or more	None
6	13-1111	Management Analysts	2.7%	\$106,528	20.0%	Bachelor's degree	Less than 5 years	None
7	43-3031	Bookkeeping, Accounting, and Auditing Clerks	2.6%	\$62,266	10.6%	Some college, no degree	None	Moderate-term on-the-job training
8	41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	2.6%	\$105,491	31.6%	High school diploma or equivalent	None	Moderate-term on-the-job training
9	43-6011	Executive Secretaries and Executive Administrative Assistants	2.2%	\$89,589	-6.7%	High school diploma or equivalent	Less than 5 years	None
10	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.1%	\$52,641	6.4%	High school diploma or equivalent	None	Short-term on-the-job training

**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	33-9032	Security Guards	13.8%	\$40,312	31.7%	High school diploma or equivalent	None	Short-term on-the-job training
2	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	12.6%	\$37,465	25.5%	No formal educational credential	None	Short-term on-the-job training
3	37-3011	Landscaping and Groundskeeping Workers	11.5%	\$46,418	28.7%	No formal educational credential	None	Short-term on-the-job training
4	43-4051	Customer Service Representatives	2.7%	\$47,194	13.3%	High school diploma or equivalent	None	Short-term on-the-job training
5	11-1021	General and Operations Managers	2.6%	\$129,936	32.1%	Bachelor's degree	5 years or more	None
6	43-9061	Office Clerks, General	2.1%	\$46,866	11.9%	High school diploma or equivalent	None	Short-term on-the-job training
7	41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	2.0%	\$76,723	31.6%	High school diploma or equivalent	None	Moderate-term on-the-job training
8	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1.8%	\$46,633	6.4%	High school diploma or equivalent	None	Short-term on-the-job training
9	37-1012	First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers	1.7%	\$53,602	21.6%	High school diploma or equivalent	Less than 5 years	None
10	29-1141	Registered Nurses	1.5%	\$138,229	16.6%	Bachelor's degree	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 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	12.3%	\$40,134	19.3%	Some college, no degree	None	None
2	25-2021	Elementary School Teachers, Except Special Education	11.9%	\$112,334	15.6%	Bachelor's degree	None	None
3	25-2031	Secondary School Teachers, Except Special and Career/Technical Education	8.4%	\$134,736	15.5%	Bachelor's degree	None	None
4	25-2022	Middle School Teachers, Except Special and Career/Technical Education	5.1%	\$109,076	15.4%	Bachelor's degree	None	None
5	39-9011	Childcare Workers	3.2%	\$38,504	18.1%	High school diploma or equivalent	None	Short-term on-the-job training
6	25-3031	Substitute Teachers, Short-Term	3.1%	\$47,480	20.2%	Bachelor's degree	None	None
7	49-9071	Maintenance and Repair Workers, General	2.8%	\$67,285	24.9%	High school diploma or equivalent	None	Moderate-term on-the-job training
8	43-9061	Office Clerks, General	2.3%	\$48,517	11.9%	High school diploma or equivalent	None	Short-term on-the-job training
9	29-1141	Registered Nurses	2.2%	\$72,878	16.6%	Bachelor's degree	None	None
10	11-9032	Education Administrators, Kindergarten through Secondary	2.2%	\$172,553	15.8%	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	23.8%	\$38,629	39.6%	High school diploma or equivalent	None	Short-term on-the-job training
2	31-9092	Medical Assistants	6.8%	\$47,351	26.5%	Postsecondary non-degree award	None	None
3	43-4171	Receptionists and Information Clerks	6.1%	\$43,844	18.3%	High school diploma or equivalent	None	Short-term on-the-job training
4	29-1141	Registered Nurses	5.0%	\$102,994	16.6%	Bachelor's degree	None	None
5	31-9091	Dental Assistants	3.0%	\$46,995	18.9%	Postsecondary non-degree award	None	None
6	43-6013	Medical Secretaries and Administrative Assistants	2.9%	\$47,310	17.6%	High school diploma or equivalent	None	Moderate-term on-the-job training
7	43-1011	First-Line Supervisors of Office and Administrative Support Workers	2.1%	\$65,881	11.9%	High school diploma or equivalent	Less than 5 years	None
8	29-1292	Dental Hygienists	2.1%	\$101,556	18.5%	Associate's degree	None	None
9	29-1071	Physician Assistants	1.7%	\$141,056	42.5%	Master's degree	None	None
10	29-2010	Clinical Laboratory Technologists and Technicians	1.7%	\$79,702	16.8%	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	24.5%	\$131,241	16.6%	Bachelor's degree	None	None
2	31-1131	Nursing Assistants	8.5%	\$52,392	16.3%	Postsecondary non-degree award	None	None
3	11-9111	Medical and Health Services Managers	2.8%	\$165,722	42.9%	Bachelor's degree	Less than 5 years	None
4	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.5%	\$60,249	6.4%	High school diploma or equivalent	None	Short-term on-the-job training
5	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	2.4%	\$48,272	25.5%	No formal educational credential	None	Short-term on-the-job training
6	29-1071	Physician Assistants	2.3%	\$172,153	42.5%	Master's degree	None	None
7	29-2010	Clinical Laboratory Technologists and Technicians	2.1%	\$106,894	16.8%	Bachelor's degree	None	None
8	31-9092	Medical Assistants	2.0%	\$58,238	26.5%	Postsecondary non-degree award	None	None
9	29-2034	Radiologic Technologists and Technicians	1.9%	\$102,487	15.8%	Associate's degree	None	None
10	43-6013	Medical Secretaries and Administrative Assistants	1.8%	\$51,256	17.6%	High school diploma or equivalent	None	Moderate-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	36.9%	\$36,839	39.6%	High school diploma or equivalent	None	Short-term on-the-job training
2	25-9045	Teaching Assistants, Except Postsecondary	10.8%	\$36,890	19.3%	Some college, no degree	None	None
3	25-2011	Preschool Teachers, Except Special Education	7.3%	\$45,121	46.7%	Associate's degree	None	None
4	39-9011	Childcare Workers	3.8%	\$38,147	18.1%	High school diploma or equivalent	None	Short-term on-the-job training
5	21-1093	Social and Human Service Assistants	3.0%	\$41,401	36.7%	High school diploma or equivalent	None	Short-term on-the-job training
6	21-1022	Healthcare Social Workers	2.1%	\$54,596	24.9%	Master's degree	None	Internship/residency
7	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.0%	\$46,734	6.4%	High school diploma or equivalent	None	Short-term on-the-job training
8	21-1018	Substance abuse, behavioral disorder, and mental health counselors	1.6%	\$75,706	33.8%	Bachelor's degree	None	None
9	21-1021	Child, Family, and School Social Workers	1.4%	\$64,188	20.5%	Bachelor's degree	None	None
10	11-9031	Education and Childcare Administrators, Preschool and Daycare	1.3%	\$85,904	35.3%	Bachelor's degree	Less than 5 years	None

**Food Services and Drinking Places  
(NAICS Industry 722)  
Ten Most Common Occupations**

**Industry Description:** Establishments in the *food services and drinking places* industry prepare meals, snacks, and beverages to customer order for immediate on premises and off-premises consumption. There is a wide range of establishments in this industry. Some provide food and drink only while others provide various combinations of seating space, waiter/waitress services and incidental amenities, such as limited entertainment. Further subdividing within this industry is based on the type and level of services provided by the establishment being classified.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	35-3023	Fast Food and Counter Workers	27.2%	\$35,858	79.5%	No formal educational credential	None	Short-term on-the-job training
2	35-3031	Waiters and Waitresses	18.2%	\$39,047	91.0%	No formal educational credential	None	Short-term on-the-job training
3	35-2014	Cooks, Restaurant	9.6%	\$40,862	139.5%	No formal educational credential	Less than 5 years	Moderate-term on-the-job training
4	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	7.2%	\$47,479	86.6%	High school diploma or equivalent	Less than 5 years	None
5	35-2021	Food Preparation Workers	5.4%	\$37,902	51.6%	No formal educational credential	None	Short-term on-the-job training
6	35-9021	Dishwashers	4.1%	\$35,640	86.6%	No formal educational credential	None	Short-term on-the-job training
7	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	3.8%	\$37,978	85.1%	No formal educational credential	None	Short-term on-the-job training
8	35-3011	Bartenders	2.8%	\$59,974	75.6%	No formal educational credential	None	Short-term on-the-job training
9	41-2011	Cashiers	2.6%	\$35,976	15.2%	No formal educational credential	None	Short-term on-the-job training
10	35-2011	Cooks, Fast Food	2.6%	\$34,456	57.9%	No formal educational credential	None	Short-term on-the-job training

This workforce product was funded by a grant awarded by the U.S. Department of Labor's Employment and Training Administration. The product was created by the grantee and does not necessarily reflect the official position of the U.S. Department of Labor. The Department of Labor makes no guarantees, warranties, or assurances of any kind, express or implied, with respect to such information, including any information on linked sites and including, but not limited to, accuracy of the information or its completeness, timeliness, usefulness, adequacy, continued availability, or ownership. This product is copyrighted by the institution that created it. Internal use by an organization and/or personal use by an individual for non-commercial purposes is permissible. All other uses require the prior authorization of the copyright owner.



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