

# 20 NEW YORK CITY 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 New York State 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 had more than 150,000 jobs; or
- The industry’s projected employment growth for 2020-2030 was above average in the region (+24.9%); or
- The industry paid above-average annual wages for the region (\$114,300).

Eleven industries are designated as “significant” in New York City. Eight of these eleven industries experienced an increase in employment between 2018 and 2023. In addition, six of these industries are expected to grow at a faster-than-average rate from 2020 through 2030. Collectively, these eleven industries account for about 51% of the jobs in New York City.

A broad set of industries were identified for this report. They cover eight major industry groups: construction; trade, transportation, and utilities; information; financial activities; professional and business services; 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

Within the broader construction sector, *heavy and civil engineering* (NAICS industry 237) is an often-overlooked industry. Although construction activity in general tends to be cyclical, publicly funded projects to update and replace aging infrastructure — such as bridges, tunnels, water systems, and more — provide a stable employment base and ensure that the long-term prospects for this industry are favorable. Additionally, New York City has experienced significant infrastructure damage in recent years due to extreme weather events like Superstorm Sandy, Hurricanes Irene and Ida, and Tropical Storm Henri. The need to better prepare for future risks by incorporating design features that protect against damage from flooding, sea-level rise, and other climate impacts will sustain job gain momentum in heavy construction in the future.

Although growth in this industry stalled in recent years due to the pandemic-era lack of public funds, the Infrastructure Investment and Jobs Act (IIJA) allocated \$6.8 billion — the largest federal transportation grant in history — for the Gateway Tunnel beneath the Hudson River, connecting New York to New Jersey. The Hudson Tunnel project alone is expected to create 72,000 jobs over the course of its construction. This, as well as other smaller projects, should help this sector continue to grow over the next decade. This industry is projected to grow by 22.8% from 2020 through 2030.

Skilled trades occupations comprise much of the employment within this industry. Many of these occupations require no more than a high school diploma, followed by an apprenticeship or on-the-job training. They also pay wages above the NYC median and are unionized, making this industry a good choice for those interested in career paths that don't require a college degree.

## Trade, Transportation, and Utilities

*Couriers and messengers* (NAICS Industry 492) and *warehousing and storage* (NAICS Industry 493) are the two industries from the trade, transportation, and utilities sector to make the significant industries list.

Over the last 20 years, e-commerce has comprised an ever-larger portion of overall retail sales. This trend was especially apparent in 2020, as the coronavirus pandemic and local lockdowns pushed shoppers to rely on internet retailers for their needs. Many businesses expanded their services to include two-day, same-day, or even one-hour delivery, leading to the proliferation of warehouses, distribution centers of all sizes, and various delivery companies throughout the city.

Between 2018 and 2023, the *warehousing and storage* industry expanded by 11,100 jobs (191.4%), making it the fastest growth of any industry on the list. Furthermore, as investments in office buildings have become less attractive, real estate developers have diversified their commercial real estate portfolios by updating existing warehouses and investing in the construction of new facilities. Although still small by New York City standards, this part of the city economy continues to expand and is projected to increase by 33.9% between 2020 and 2030.

Employment in the *couriers and messengers* industry had also gotten a boost as a result of the pandemic-induced spike in online shopping. The industry grew by 3,500 positions, or 17.9%, between 2018 and 2023 and currently stands 13.9% higher than before the start of the pandemic. Continued demand for last-mile parcel delivery services and local grocery delivery are expected to help this industry grow. It is projected to increase by 34.7% between 2020 and 2030, the third fastest projected change on the list.

### Information

The main elements that comprise the *computing infrastructure providers, data processing, web hosting, and related services* industry (NAICS Industry 518) are establishments primarily engaged in providing resources necessary for making computerized systems workable and effective. This includes "hard resources" — such as server farms, routers, switches, and more — and also less tangible resources — such as implementing up-to-date security protocols and programming services necessary to maintain hardware and software. Also in this category are data processing businesses. These companies provide services ranging from manual data entry and cleanup to data storage, engineering, reporting, database optimization, Big Data processing, and real-time analytics.

All parts of this industry are rapidly evolving. The most prominent shifts currently are toward cloud-based solutions, the development of enhanced cybersecurity measures, and emerging applications of advanced machine learning algorithms. The boom in technology in New York City over the last two decades brought with it the need for supporting infrastructure and data processing services, driving growth in the industry by 7,100 positions between 2018 and 2023, or 72.4%, the second fastest increase on the significant industry list.

Many jobs in this industry require specialized knowledge and additional certification, creating competition for available workers. The average wage rose by 19.4% over the 2018-2023 period, to \$215,000 per year, making this significant industry the second highest paid on the list, only lagging behind securities. With tech companies continuing to expand in the city, this part of the economy is expected to do well over the next decade, with projections estimating growth of 20.6% between 2020 and 2030.

### Financial Activities

*Securities, commodity contracts, and other financial investments* (NAICS Industry 523) is part of the broader financial activities super sector. Employment in this industry is heavily concentrated in New York City, with almost 90% of the state's jobs located here.

The financial services sector is the largest monetary contributor to New York City's economy, with much of that coming from the securities industry. In fact, 17 cents out of every dollar paid in wages comes from this part of the economy. Notably, the industry accomplishes this with only about 4% of total, all-industry employment; the professional and technical services industry,

which is the second largest contributor to New York City's payroll and tax revenues, is more than double the size.

Although this industry is highly cyclical, it has grown over time. In New York City, securities employment expanded by 7.7% between 2018 and 2023 and is expected to grow by 4.1% from 2020 through 2030. The average annual wage in this industry stood at \$470,900 in 2023 — more than four times the all-industry average of \$114,300. A background in finance is necessary for most occupations in this industry, but about a quarter of all jobs fall outside of finance, with computer-related and management occupations prominently featured.

### Professional and Business Services

Two industries from the professional and business services sector are on the significant industries list: *professional, scientific, and technical services* (NAICS Industry 541) and *administrative and support services* (NAICS Industry 561). Although there are significant differences between these industries, they share a common trait: they tend to sell their services to other businesses rather than directly to consumers.

*Professional, scientific, and technical services* is the city's largest industry based on employment and includes firms that cover a wide range of services, from legal, accounting, and engineering, to scientific research, management consulting, and advertising. This industry features a high annual average wage at \$171,700, around 50% higher than the city average of \$114,300 in 2023. With major technology and social media companies expanding in the city over the past two decades, professional and technical services have become the engine of employment growth for the city economy — both in the primary tech and media categories and in the ecosystem of supporting services that grew up around the tech and social media juggernauts. This part of the economy is expected to do well over the decade, with a projected growth rate of 12.8% from 2020 through 2030.

The *administrative and support services* industry is home to companies that serve physical and virtual offices and the businesses that utilize them. This category includes establishments ranging from building security and maintenance to travel arrangement agencies, administrative and payroll services, and other business support functions. This part of the labor market experienced rapid growth prior to the pandemic, peaking at 272,700 jobs in 2019. However, many jobs in administrative and support services category cannot be performed remotely and pandemic-related layoffs hit the city especially hard, with over 61,000 lost in 2020. This industry made significant progress on its way to recovery and continues to gain jobs as businesses settled into a more permanent hybrid schedule arrangement. As a result, administrative and support services is projected to grow a faster-than-average 29.3% through 2030.

### Educational Services

With more than 395,000 jobs between the public and private sectors, the *educational services* (NAICS Industry 611) industry is behind only *professional, scientific, and technical services* and

*ambulatory health care services* in the number of jobs in New York City. Despite the interruption of the pandemic, which switched most learning to remote administration and eliminated many support positions, the industry added 3,100 jobs, or 0.8%, between 2018 and 2023.

Employment growth in *educational services* is driven mostly by demographics rather than economic conditions. While the city's population dropped by more than half a million residents as a result of the COVID-19 pandemic, the bulk of these losses occurred early in 2020 and lessened each year between 2020 and 2023. Long-term, New York City's demographic trend is one of growth — as evidenced by the Census counts over the last century — and, as the city's population continues to recover from the effects of the pandemic, we expect to see new opportunities in the educational services sector. Programs, such as the expansion of pre-k enrollment and curriculum changes aimed at meeting the growing demand for a skilled workforce, should help create new positions within the field. As a result, this industry is projected to grow by 15.0% from 2020 through 2030.

In New York City, this industry is heavily unionized, providing job security and a guaranteed standard of living for workers. The occupational mix is diverse; while most occupations in this industry require at least a bachelor's degree coupled with advanced certification, supporting positions in education frequently ask for no more than a high school diploma.

#### Health Care and Social Assistance

Similar to education, employment growth in the health care and social assistance sector is driven mostly by demographics rather than economic conditions. As New York City recovers from the effects of the COVID-19 pandemic, we expect to see new opportunities in this sector. Many health care occupations are expected to see strong growth over the next decade as the population continues to age. Employment growth in health care can come from technological innovations, which both increases demand for cutting-edge health care services and requires workers with new technical skills. Laser eye surgery and joint replacement surgery are good examples of this trend.

This sector experienced a steep decline in employment at the start of the pandemic, as hospitals suspended elective procedures and patients postponed routine medical appointments. The largest industry in the sector, *ambulatory health care services* (NAICS industry 621), which accounts for four out of every ten jobs in the health care and social assistance sector, lost 14,500 in 2020; however, once the economy reopened, employment in this industry began to recover rapidly and, by the end of 2021, exceeded pre-pandemic levels. As patient demand for lower-cost medical procedures and in-home care services continues to grow, this industry is projected to expand by 29.3% from 2020 through 2030.

This industry offers a wide range of job opportunities. The occupation of home health and personal care aide requires few skills and offers low wages, with the median annual wage of \$37,919 and projected job growth of 38.5% from 2020 through 2030. There are technical jobs that require some training and offer relatively high pay, such as dental hygienists, with the

median annual wage of \$101,584. There are also high wage jobs requiring considerable training and educational credentials, such as registered nurse and physician’s assistant, with median annual wages of \$1105,763 and \$141,056, respectively. *Ambulatory health care services* also employs many clerical and administrative workers, as well as management staff.

*Social assistance* (NAICS industry 624) — a large industry that employed more than 253,000 people in 2023 — has enjoyed steady growth for many years. Establishments within this industry are primarily engaged in providing services to their clients directly rather than through third-party intermediaries. The largest portion of *social assistance* consists of organizations that prepare and deliver food to people in need; provide short-term emergency shelter, clothing, medical relief, resettlement, and counseling to victims of domestic or international disasters or conflicts; and more. Other establishments within this industry offer vocational rehabilitation services — such as job counseling and training for those recovering from an injury — as well as habitational training and employment in sheltered workshops for people with intellectual and physical disabilities. A significant portion of this industry is comprised of various daycare services for infants or children, including pre-kindergarten and after-school educational programs. In its priority project selection criteria for 2024, the New York City Regional Economic Development Council emphasized projects aimed at improving access to quality childcare, as well as building additional capacity in the number of childcare offerings, and we expect new opportunities and increased employment growth in childcare services over the next few years.

Like health care and education, many of the services this industry provides are not directly tied to the business cycle and remain in demand during economic downturns. However, because a large portion of this industry’s jobs are funded by the public sector, employment in social assistance can decline when state and local government entities experience budget difficulties. Between 2018 and 2023, employment increased by 54,700 positions, or 27.6%, with projections estimating a 40.2% increase between 2020 and 2030.

### Leisure & Hospitality

The largest industry in the leisure and hospitality sector, *food services and drinking places* (NAICS Industry 722), grew rapidly prior to the pandemic, reaching a record high of nearly 318,000 jobs in 2019. However, most jobs in the food services category cannot be performed remotely, and pandemic-related shutdowns decimated restaurant and bar employment, with more than 130,000 jobs lost in 2020. With the continued recovery of the city’s economy from the COVID-19 pandemic, food services and drinking places have made a strong comeback. While this industry is still showing a loss of 12,100 jobs, or 3.8%, from 2018 and 2023, it is projected to significantly exceed its pre-pandemic total by 2030, growing by 94.1%, the fastest growth rate on this list.

Because many of the industry’s largest occupations require only short-term training, food services and drinking places had an annual wage of \$40,600 in 2023, the second lowest of any of the industries in this report. However, this category offers considerable opportunities for

advancement, as 9% of the occupations in this industry are supervisory and managerial — higher than any other industry on the list — with on-the-job experience the most important requirement for a promotion.



### **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 New York City, Elena Volovelsky, is available for consultation. She can be reached via email at [Elena.Volovelsky@labor.ny.gov](mailto:Elena.Volovelsky@labor.ny.gov) or by phone at (718) 613-3971.

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, New York City, 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>4,379,200</b>	<b>4,483,900</b>	<b>104,700</b>	<b>2.4%</b>	<b>\$114,300</b>	<b>24.9%</b>	<b>NA</b>
<b>237</b>	Heavy and civil engineering construction	9,200	8,900	-300	-3.3%	\$134,400	22.8%	W
<b>492</b>	Couriers and messengers	19,500	23,000	3,500	17.9%	\$53,600	34.7%	G, P
<b>493</b>	Warehousing and storage	5,800	16,900	11,100	191.4%	\$63,700	33.9%	G, P
<b>518</b>	Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services	9,800	16,900	7,100	72.4%	\$215,000	20.6%	G, W
<b>523</b>	Securities, commodity contracts, investments	177,600	191,300	13,700	7.7%	\$470,900	4.1%	G, J, W
<b>541</b>	Professional, scientific, and technical services	403,700	439,200	35,500	8.8%	\$171,700	12.8%	G, J, W
<b>561</b>	Administrative and support services	253,100	239,400	-13,700	-5.4%	\$72,600	29.3%	J, P
<b>611</b>	Educational services	392,100	395,200	3,100	0.8%	\$89,400	15.0%	J
<b>621</b>	Ambulatory health care services	307,500	409,000	101,500	33.0%	\$50,700	29.3%	G, J, P
<b>624</b>	Social assistance	198,400	253,100	54,700	27.6%	\$39,500	40.2%	G, J, P
<b>722</b>	Food services and drinking places	315,400	303,300	-12,100	-3.8%	\$40,600	94.1%	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 (>150,000)

P: Above-average growth projected for 2020-2030

W: Industry pays above-average wages

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

**Industry Description:** The *heavy and civil engineering construction* industry is comprised of establishments whose primary activity is the construction of entire engineering projects (e.g., highways and dams), and specialty trade contractors, whose primary activity is the production of a specific component for such projects. Specialty trade contractors in this industry generally are performing activities that are specific to heavy and civil engineering construction projects and are not normally performed on buildings. The work performed may include new work, additions, alterations, or maintenance and repairs.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	47-2061	Construction Laborers	32.6%	\$95,913	23.2%	No formal educational credential	None	Short-term on-the-job training
2	47-2073	Operating Engineers and Other Construction Equipment Operators	9.6%	\$125,232	21.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	7.5%	\$105,440	23.1%	High school diploma or equivalent	5 years or more	None
4	13-1082	Project Management Specialists	4.2%	\$126,893	NA	NA	NA	NA
5	53-3032	Heavy and Tractor-Trailer Truck Drivers	3.9%	\$102,976	19.3%	Postsecondary non-degree award	None	Short-term on-the-job training
6	17-2051	Civil Engineers	3.2%	\$105,608	15.5%	Bachelor's degree	None	None
7	11-9021	Construction Managers	3.0%	\$166,772	18.8%	Bachelor's degree	None	Moderate-term on-the-job training
8	47-2031	Carpenters	2.7%	\$124,122	19.3%	High school diploma or equivalent	None	Apprenticeship
9	49-9052	Telecommunications Line Installers and Repairers	1.9%	\$73,574	0.6%	High school diploma or equivalent	None	Long-term on-the-job training
10	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1.8%	\$51,474	6.9%	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	37.1%	\$49,141	30.2%	High school diploma or equivalent	None	Short-term on-the-job training
2	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	31.2%	\$39,432	32.7%	No formal educational credential	None	Short-term on-the-job training
3	53-3032	Heavy and Tractor-Trailer Truck Drivers	5.7%	\$57,934	19.3%	Postsecondary non-degree award	None	Short-term on-the-job training
4	43-5021	Couriers and Messengers	5.7%	\$36,074	11.9%	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	3.6%	\$58,729	NA	NA	NA	NA
6	43-5071	Shipping, Receiving, and Inventory Clerks	2.2%	\$49,350	14.6%	High school diploma or equivalent	None	Short-term on-the-job training
7	53-7065	Stockers and Order Fillers	1.4%	NA	31.2%	High school diploma or equivalent	None	Short-term on-the-job training
8	11-1021	General and Operations Managers	1.4%	\$99,114	27.6%	Bachelor's degree	5 years or more	None
9	43-4051	Customer Service Representatives	1.1%	\$61,071	12.0%	High school diploma or equivalent	None	Short-term on-the-job training
10	53-7011	Conveyor Operators and Tenders	0.8%	NA	NA	NA	NA	NA

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

**Industry Description:** Establishments in the *warehousing and storage* industry primarily are engaged in operating warehousing and storage facilities for general merchandise, refrigerated goods, and other warehouse products. These establishments provide facilities to store goods. They do not sell the goods they handle. These establishments take responsibility for storing the goods and keeping them secure. They may also provide a range of services, often referred to as logistics services, related to the distribution of goods. Logistics services can include labeling, breaking bulk, inventory control and management, light assembly, order entry and fulfillment, packaging, pick and pack, price marking and ticketing, and transportation arrangement. However, establishments in this industry always provide warehousing or storage services in addition to any logistic services. Furthermore, the warehousing or storage of goods must be more than incidental to the performance of services, such as price marking.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	41.5%	\$50,553	32.7%	No formal educational credential	None	Short-term on-the-job training
2	53-7065	Stockers and Order Fillers	22.9%	\$48,201	31.2%	High school diploma or equivalent	None	Short-term on-the-job training
3	53-7051	Industrial Truck and Tractor Operators	8.0%	\$66,233	28.8%	No formal educational credential	None	Short-term on-the-job training
4	53-1047	First-Line Supervisors of Transportation and Material-Moving Workers, Except Aircraft Cargo Handling Supervisors	2.1%	\$79,161	NA	NA	NA	NA
5	49-9071	Maintenance and Repair Workers, General	1.6%	\$93,481	22.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
6	53-3033	Light Truck Drivers	1.5%	\$79,900	30.2%	High school diploma or equivalent	None	Short-term on-the-job training
7	53-3032	Heavy and Tractor-Trailer Truck Drivers	1.5%	NA	19.3%	Postsecondary non-degree award	None	Short-term on-the-job training
8	43-4051	Customer Service Representatives	1.4%	NA	12.0%	High school diploma or equivalent	None	Short-term on-the-job training
9	43-5071	Shipping, Receiving, and Inventory Clerks	1.2%	\$50,805	14.6%	High school diploma or equivalent	None	Short-term on-the-job training
10	11-3071	Transportation, Storage, and Distribution Managers	1.0%	NA	22.6%	High school diploma or equivalent	5 years or more	None



**Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services  
(NAICS Industry 518)**

**Ten Most Common Occupations**

**Industry Description:** Establishments in the *data processing, hosting, and related services* industry provide the infrastructure for hosting and/or data processing services.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	17.2%	\$131,203	26.6%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	15-1252	Software Developers	14.0%	\$154,267	NA	NA	NA	NA
3	11-3021	Computer and Information Systems Managers	5.6%	\$239,315	19.9%	Bachelor's degree	5 years or more	None
4	13-1161	Market Research Analysts and Marketing Specialists	4.7%	\$143,844	31.6%	Bachelor's degree	None	None
5	13-1071	Human Resources Specialists	3.4%	\$68,509	24.3%	Bachelor's degree	None	None
6	43-4051	Customer Service Representatives	3.2%	\$45,805	12.0%	High school diploma or equivalent	None	Short-term on-the-job training
7	15-1299	Computer Occupations, All Other	3.2%	\$84,518	12.4%	Bachelor's degree	None	None
8	15-1232	Computer User Support Specialists	3.0%	\$61,564	20.4%	Some college, no degree	None	None
9	13-1082	Project Management Specialists	2.7%	\$138,197	NA	NA	NA	NA
10	15-1253	Software Quality Assurance Analysts and Testers	2.7%	\$130,805	NA	NA	NA	NA

**Securities, Commodity Contracts, and Other Financial Investments and Related Activities  
(NAICS Industry 523)**

**Ten Most Common Occupations**

**Industry Description:** Establishments in this industry are primarily engaged in one of the following activities: (1) underwriting securities issues and/or making markets for securities and commodities; (2) acting as agents (i.e., brokers) between buyers and sellers of securities and commodities; (3) providing securities and commodity exchange services; (4) providing other services, such as managing portfolios of assets, providing investment advice, and trust, fiduciary, and custody services.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	41-3031	Securities, Commodities, and Financial Services Sales Agents	18.4%	\$217,671	3.2%	Bachelor's degree	None	Moderate-term on-the-job training
2	13-2051	Financial and Investment Analysts	13.9%	\$134,481	NA	NA	NA	NA
3	13-2052	Personal Financial Advisors	9.1%	\$179,561	6.1%	Bachelor's degree	None	Long-term on-the-job training
4	11-3031	Financial Managers	6.4%	NA	23.0%	Bachelor's degree	5 years or more	None
5	15-1252	Software Developers	5.0%	\$177,845	NA	NA	NA	NA
6	13-2011	Accountants and Auditors	4.6%	\$146,746	15.0%	Bachelor's degree	None	None
7	43-6011	Executive Secretaries and Executive Administrative Assistants	3.8%	\$103,471	-10.1%	High school diploma or equivalent	Less than 5 years	None
8	11-1021	General and Operations Managers	3.5%	\$240,319	27.6%	Bachelor's degree	5 years or more	None
9	11-2022	Sales Managers	2.6%	NA	16.2%	Bachelor's degree	Less than 5 years	None
10	43-4011	Brokerage Clerks	2.5%	\$89,025	-11.5%	High school diploma or equivalent	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	23-1011	Lawyers	9.1%	\$242,001	18.2%	Doctoral or professional degree	None	None
2	13-2011	Accountants and Auditors	6.4%	\$108,144	15.0%	Bachelor's degree	None	None
3	15-1252	Software Developers	5.7%	\$145,717	NA	NA	NA	NA
4	13-1111	Management Analysts	4.9%	\$135,301	17.8%	Bachelor's degree	Less than 5 years	None
5	13-1161	Market Research Analysts and Marketing Specialists	4.5%	\$86,740	31.6%	Bachelor's degree	None	None
6	41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	3.5%	\$108,737	26.6%	High school diploma or equivalent	None	Moderate-term on-the-job training
7	11-1021	General and Operations Managers	3.3%	\$217,319	27.6%	Bachelor's degree	5 years or more	None
8	23-2011	Paralegals and Legal Assistants	3.1%	\$79,442	20.5%	Associate's degree	None	None
9	41-3011	Advertising Sales Agents	2.7%	\$101,269	10.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	11-2021	Marketing Managers	2.6%	\$176,817	17.1%	Bachelor's degree	5 years or more	None

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

**Industry Description:** Establishments in the *administrative and support services* industry are engaged in activities that support the day-to-day operations of other organizations. The processes employed in this sector (e.g., general management, personnel administration, clerical activities, cleaning activities) are often integral parts of the activities of establishments found in all sectors of the economy. The establishments classified in this industry have specialization in one or more of these activities and can, therefore, provide services to clients in a variety of industries and, in some cases, to households. Further subdividing of this industry is performed on the basis of the particular processes and services the establishments engage in or provide.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	33-9032	Security Guards	22.5%	\$39,110	35.1%	High school diploma or equivalent	None	Short-term on-the-job training
2	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	12.1%	\$38,785	24.8%	No formal educational credential	None	Short-term on-the-job training
3	43-4051	Customer Service Representatives	3.1%	\$46,078	12.0%	High school diploma or equivalent	None	Short-term on-the-job training
4	11-1021	General and Operations Managers	2.4%	\$141,051	27.6%	Bachelor's degree	5 years or more	None
5	29-1141	Registered Nurses	2.4%	\$148,538	16.7%	Bachelor's degree	None	None
6	41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	2.3%	\$82,331	26.6%	High school diploma or equivalent	None	Moderate-term on-the-job training
7	13-1071	Human Resources Specialists	2.0%	\$71,694	24.3%	Bachelor's degree	None	None
8	31-1131	Nursing Assistants	2.0%	\$44,844	16.6%	Postsecondary non-degree award	None	None
9	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1.8%	\$47,207	6.9%	High school diploma or equivalent	None	Short-term on-the-job training
10	37-2012	Maids and Housekeeping Cleaners	1.7%	\$40,966	31.1%	No formal educational credential	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	25-2021	Elementary School Teachers, Except Special Education	11.1%	\$105,437	15.3%	Bachelor's degree	None	None
2	25-9045	Teaching Assistants, Except Postsecondary	8.8%	\$41,659	19.5%	Some college, no degree	None	None
3	25-2031	Secondary School Teachers, Except Special and Career/Technical Education	4.9%	\$105,351	15.3%	Bachelor's degree	None	None
4	25-2022	Middle School Teachers, Except Special and Career/Technical Education	4.0%	\$104,707	15.6%	Bachelor's degree	None	None
5	43-9061	Office Clerks, General	3.1%	\$38,454	10.0%	High school diploma or equivalent	None	Short-term on-the-job training
6	25-1121	Art, Drama, and Music Teachers, Postsecondary	3.0%	\$158,536	17.7%	Master's degree	None	None
7	25-1071	Health Specialties Teachers, Postsecondary	2.8%	\$141,191	31.5%	Doctoral or professional degree	Less than 5 years	None
8	25-3031	Substitute Teachers, Short-Term	2.5%	\$45,052	19.8%	Bachelor's degree	None	None
9	25-3021	Self-Enrichment Teachers	2.2%	\$77,500	55.6%	High school diploma or equivalent	Less than 5 years	None
10	39-9011	Childcare Workers	2.0%	\$37,044	15.2%	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	60.8%	\$37,919	38.5%	High school diploma or equivalent	None	Short-term on-the-job training
2	31-9092	Medical Assistants	3.3%	\$46,258	27.5%	Postsecondary non-degree award	None	None
3	43-4171	Receptionists and Information Clerks	2.9%	\$42,913	21.1%	High school diploma or equivalent	None	Short-term on-the-job training
4	29-1141	Registered Nurses	2.6%	\$105,763	16.7%	Bachelor's degree	None	None
5	43-6013	Medical Secretaries and Administrative Assistants	1.5%	\$47,990	17.4%	High school diploma or equivalent	None	Moderate-term on-the-job training
6	31-9091	Dental Assistants	1.4%	\$47,086	20.2%	Postsecondary non-degree award	None	None
7	21-1018	Substance Abuse, Behavioral Disorder, and Mental Health Counselors	1.3%	\$66,562	34.7%	Bachelor's degree	None	None
8	43-1011	First-Line Supervisors of Office and Administrative Support Workers	1.1%	\$64,370	10.8%	High school diploma or equivalent	Less than 5 years	None
9	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1.1%	\$50,212	6.9%	High school diploma or equivalent	None	Short-term on-the-job training
10	29-1292	Dental Hygienists	1.0%	\$101,584	18.4%	Associate's degree	None	None

**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	53.6%	\$37,167	38.5%	High school diploma or equivalent	None	Short-term on-the-job training
2	25-9045	Teaching Assistants, Except Postsecondary	4.8%	\$37,078	19.5%	Some college, no degree	None	None
3	25-2011	Preschool Teachers, Except Special Education	3.6%	\$46,015	31.7%	Associate's degree	None	None
4	21-1093	Social and Human Service Assistants	3.1%	\$43,975	36.0%	High school diploma or equivalent	None	Short-term on-the-job training
5	21-1022	Healthcare Social Workers	2.2%	\$57,606	27.6%	Master's degree	None	Internship/residency
6	39-9011	Childcare Workers	2.1%	\$38,147	15.2%	High school diploma or equivalent	None	Short-term on-the-job training
7	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1.6%	\$45,499	6.9%	High school diploma or equivalent	None	Short-term on-the-job training
8	21-1021	Child, Family, and School Social Workers	1.5%	\$61,211	25.6%	Bachelor's degree	None	None
9	43-5061	Production, Planning, and Expediting Clerks	1.3%	\$54,153	25.9%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	21-1018	Substance Abuse, Behavioral Disorder, and Mental Health Counselors	1.2%	\$71,610	34.7%	Bachelor's degree	None	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	23.2%	\$35,706	76.2%	No formal educational credential	None	Short-term on-the-job training
2	35-3031	Waiters and Waitresses	18.7%	\$39,016	85.9%	No formal educational credential	None	Short-term on-the-job training
3	35-2014	Cooks, Restaurant	10.0%	\$40,993	132.8%	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	6.8%	\$48,229	82.8%	High school diploma or equivalent	Less than 5 years	None
5	35-2021	Food Preparation Workers	5.6%	\$37,947	50.7%	No formal educational credential	None	Short-term on-the-job training
6	35-9021	Dishwashers	4.3%	\$36,155	87.3%	No formal educational credential	None	Short-term on-the-job training
7	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	4.3%	\$38,360	98.4%	No formal educational credential	None	Short-term on-the-job training
8	35-3011	Bartenders	3.9%	\$62,222	91.7%	No formal educational credential	None	Short-term on-the-job training
9	35-9031	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	2.9%	\$38,030	97.3%	No formal educational credential	None	Short-term on-the-job training
10	41-2011	Cashiers	2.6%	\$35,651	17.3%	No formal educational credential	None	Short-term on-the-job training

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