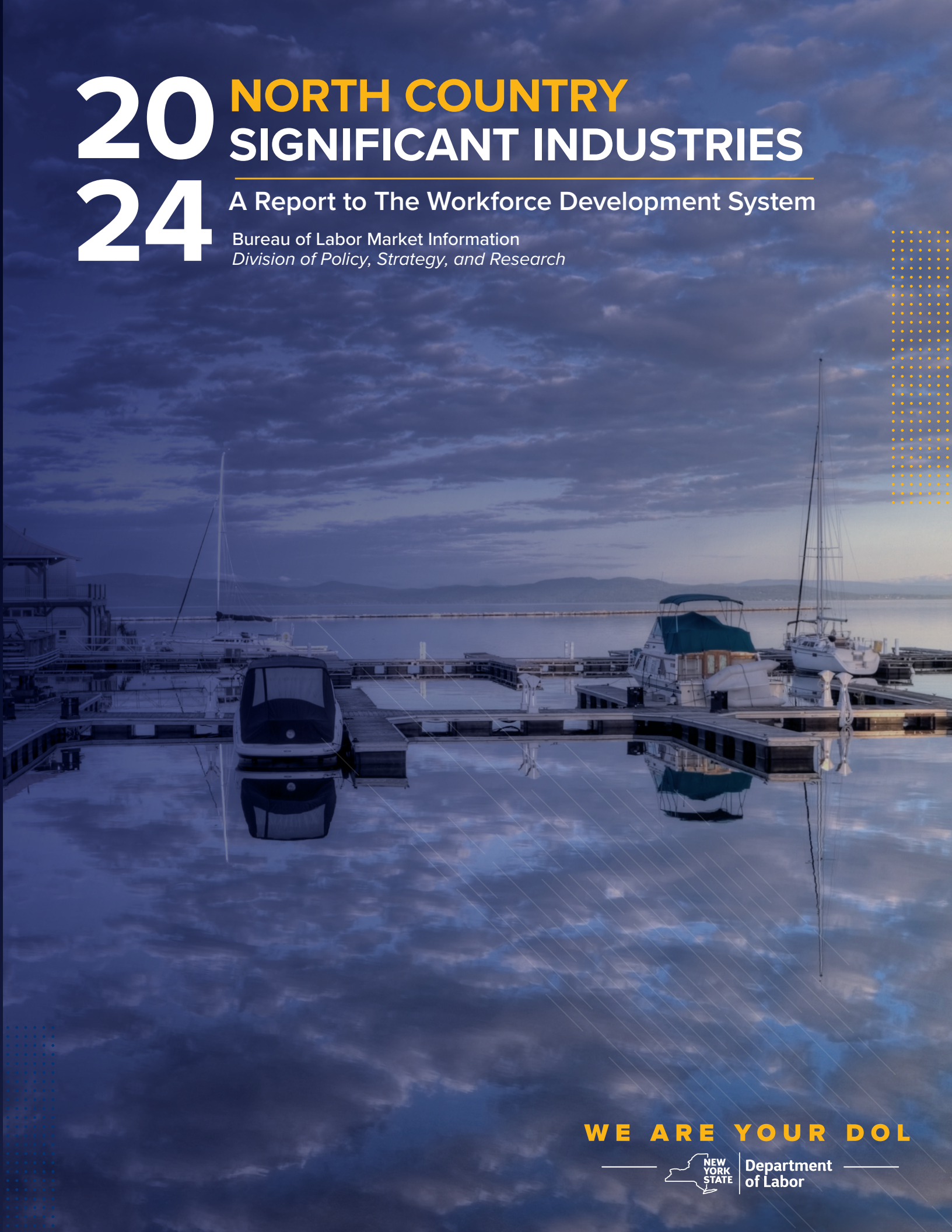


# 20 NORTH COUNTRY SIGNIFICANT INDUSTRIES

# 24

A Report to The Workforce Development System

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



**WE ARE YOUR DOL**



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 North Country 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 one or more of the following characteristics:

- The industry experienced above-average job growth (in either net or percentage terms); or
- The industry employed at least 1,000 people; or
- The industry’s projected employment growth for 2020-2030 was above average in the region (22.4%); or
- The industry paid above-average annual wages (\$57,300).

Eleven industries are designated as “significant” in the North Country. All of these industries employed more than 1,000 people in 2023 and are expected to increase in employment between 2020 and 2030. Collectively, these industries are projected to add nearly 18,800 jobs to the region’s economy over the ten-year period from 2020 to 2030.

A broad set of industries were identified for this report. They fall into seven major industry groups: agriculture; construction; manufacturing; 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>.

### Agriculture

*Animal production and aquaculture* (NAICS Industry 112) was the sole industry from the agriculture sector to make the significant industries list. Between 2018 and 2023, this industry saw an increase of 200 jobs, or 11.8%. This industry represented a small portion of employment in the North Country, with 1,900 jobs in 2023, accounting for 1.3% of the total employment of 147,300. Despite its size, employment in *animal production and aquaculture* influences jobs in related sectors, such as equipment suppliers and wholesalers of farm inputs like seed and fertilizer. Additionally, it's important to note that the dataset used for these reports (the Quarterly Census of Employment and Wages) does not include some agricultural workers.

### Construction

Two industries within the construction sector are considered “significant” in the North Country: *construction of buildings* (NAICS Industry 236) and *specialty trade contractors* (NAICS Industry 238). Both industries offered average annual wages above the regional all-industry average, with wages of \$59,500 and \$62,200, respectively. In the period from 2020 – 2030, *construction of buildings* is projected to grow by 17.6% and *specialty trade contractors* by 24.4%. The employment gains can be attributed to various regional projects, including upgrades to airports and roads, the construction of second homes, renewable energy initiatives, as well as home construction and remodeling projects.

### Manufacturing

The only industry from the manufacturing sector that made the significant industries list for the North Country was *food manufacturing* (NAICS Industry 311). *Food manufacturing* in the North Country employs 1,300 workers, representing 13.5% of all manufacturing jobs (9,600) in the region. From 2018 to 2023, *food manufacturing* employment in the region increased by 100 jobs. The average annual wage in this industry was \$65,900 in 2023, which was 15.0% higher than the region’s all-industry average annual wage of \$57,300. Employment in this industry is projected to grow by 20.5% from 2020 to 2030.

### Professional and Business Services

The increased demand for *professional, scientific, and technical services* (NAICS Industry 541) and *administrative and support services* (NAICS Industry 561) led to the addition of 700 jobs between the two industries from 2018 to 2023. Average annual wages in both industries, \$62,300 and \$62,800 respectively, were above the all-industry regional average. Employment in these industries is expected to grow by 8.6% and 29.5%, respectively, from 2020 to 2030.

### Educational Services

In 2023, *educational services* (NAICS Industry 611) had the largest number of jobs within any significant industry presented in this report, with 19,500 jobs between the public and private sectors. Employment in the industry declined by 300 jobs, or 1.5%, from 2018 to 2023, largely due to the COVID-19 pandemic. The average annual wage in the industry in 2023 was \$56,600, slightly below the all-industry average wage of \$57,300. As the economy continues to recover and the need to replace workers leaving the industry grows, the demand for teachers at all levels is expected to increase.

### Health Care and Social Assistance

Nearly all occupations in this sector are expected to be in demand over the next decade as the North Country's population continues to age and the need to replace workers leaving the labor force grows. An increase in the demand for health care for an aging population, coupled with a rise in demand for social services for people of all ages, is expected to lead to employment growth from 2020 to 2030 as follows.

- *Ambulatory health care services* (NAICS Industry 621), 22.5%
- *Social assistance* (NAICS Industry 624), 39.9%

Employment in ambulatory health care services increased by 100 jobs (1.6%) from 2018 to 2023, reversing recent downward trends. At the same time, social assistance saw strong employment growth over the five-year period, with the industry adding 1,600 jobs (32.0%). Average annual wages in ambulatory health services were \$77,100, while in social services they were \$44,300. The significant difference in average annual wages reflects the mix of occupations in each industry.

### Leisure and Hospitality

Two significant industries from the leisure and hospitality super-sector in the North Country are *accommodation* (NAICS Industry 721) with 3,000 jobs, and *food services and drinking places* (NAICS Industry 722) with 10,900 jobs. Tourism continues to play a vital role in the region's economy. Both accommodation and food services and drinking places sectors are expected to be highly significant in the region's economy from 2020 to 2030. Employment in these industries is projected to grow by 98.6% and 94.1%, respectively. The sectors' relatively low average annual wages (\$34,600 and \$24,100, respectively) can be attributed to lower-paying occupations and the prevalence of seasonal and part-time employment.



### **For Further Information**

It is hoped that the North Country's local workforce development boards find the information in this report useful. The New York State Department of Labor's North Country labor market analyst, Konstantin Sikhaou, is available for consultation. He can be reached via email at [Konstantin.Sikhaou@labor.ny.gov](mailto:Konstantin.Sikhaou@labor.ny.gov) or by phone at 518-523-8957.

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, North Country 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>152,200</b>	<b>147,300</b>	<b>-4,900</b>	<b>-3.2%</b>	<b>\$57,300</b>	<b>22.4%</b>	<b>NA</b>
112	Animal Production and Aquaculture	1,700	1,900	200	11.8%	\$49,100	5.9%	G, J
236	Construction of Buildings	2,100	2,100	0	0.0%	\$59,500	17.6%	G, J, W
238	Specialty Trade Contractors	3,200	3,200	0	0.0%	\$62,200	24.4%	G, J, P, W
311	Food Manufacturing	1,200	1,300	100	8.3%	\$65,900	20.5%	G, J, W
541	Professional, Scientific, and Technical Services	2,900	3,300	400	13.8%	\$62,300	8.6%	G, J, W
561	Administrative and Support Services	3,200	3,500	300	9.4%	\$62,800	29.5%	G, J, P, W
611	Educational Services	19,800	19,500	-300	-1.5%	\$56,600	11.6%	G, J
621	Ambulatory Health Care Services	6,400	6,500	100	1.6%	\$77,100	22.5%	G, J, P, W
624	Social Assistance	5,000	6,600	1,600	32.0%	\$44,300	39.9%	G, J, P
721	Accommodation	3,200	3,000	-200	-6.3%	\$34,600	98.6%	J, P
722	Food Services and Drinking Places	11,200	10,900	-300	-2.7%	\$24,100	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 (>1,000)

P: Above-average growth projected for 2020-2030

W: Industry pays above-average wages

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

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

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	11-9013	Farmers, Ranchers, and Other Agricultural Managers	62.6%	\$35,717	NA	NA	NA	NA
2	45-2092	Farmworkers and Laborers, Crop, Nursery, and Greenhouse	11.6%	\$30,993	4.4%	No formal educational credential	None	Short-term on-the-job training
3	45-2093	Farmworkers, Farm, Ranch, and Aquacultural Animals	8.4%	\$30,964	5.0%	No formal educational credential	None	Short-term on-the-job training
4	45-2099	Agricultural Workers, All Other	3.9%	\$32,275	NA	NA	NA	NA
5	45-2091	Agricultural Equipment Operators	1.9%	\$33,284	NA	NA	NA	NA
6	39-2021	Animal Caretakers	1.4%	\$30,903	53.8%	High school diploma or equivalent	None	Short-term on-the-job training
7	39-2011	Animal Trainers	0.9%	\$30,743	33.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
8	45-1011	First-Line Supervisors of Farming, Fishing, and Forestry Workers	0.8%	\$44,815	NA	NA	NA	NA
9	11-9199	Managers, All Other	0.7%	\$54,365	NA	NA	NA	NA
10	53-3032	Heavy and Tractor-Trailer Truck Drivers	0.6%	\$49,894	16.7%	Postsecondary non-degree award	None	Short-term on-the-job training

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

**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	32.3%	\$53,027	11.3%	High school diploma or equivalent	None	Apprenticeship
2	47-2061	Construction Laborers	20.2%	\$47,469	20.1%	No formal educational credential	None	Short-term on-the-job training
3	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	12.6%	\$82,705	16.9%	High school diploma or equivalent	5 years or more	None
4	13-1082	Project Management Specialists	3.7%	\$79,617	NA	NA	NA	NA
5	11-1021	General and Operations Managers	3.2%	\$85,223	34.7%	Bachelor's degree	5 years or more	None
6	47-2141	Painters, Construction and Maintenance	2.7%	\$57,601	11.5%	No formal educational credential	None	Moderate-term on-the-job training
7	43-9061	Office Clerks, General	2.2%	\$32,185	12.5%	High school diploma or equivalent	None	Short-term on-the-job training
8	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.2%	\$47,530	6.6%	High school diploma or equivalent	None	Short-term on-the-job training
9	13-1051	Cost Estimators	2.0%	\$56,763	27.3%	Bachelor's degree	None	Moderate-term on-the-job training
10	47-2051	Cement Masons and Concrete Finishers	1.9%	NA	0.0%	No formal educational credential	None	Moderate-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	47-2061	Construction Laborers	9.5%	\$45,259	20.1%	No formal educational credential	None	Short-term on-the-job training
2	47-2111	Electricians	9.4%	\$73,654	24.7%	High school diploma or equivalent	None	Apprenticeship
3	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	6.2%	\$61,336	26.7%	Postsecondary non-degree award	None	Long-term on-the-job training
4	47-2152	Plumbers, Pipefitters, and Steamfitters	5.5%	\$64,575	17.2%	High school diploma or equivalent	None	Apprenticeship
5	47-2031	Carpenters	5.1%	\$55,744	11.3%	High school diploma or equivalent	None	Apprenticeship
6	47-2073	Operating Engineers and Other Construction Equipment Operators	4.9%	\$61,387	18.5%	High school diploma or equivalent	None	Moderate-term on-the-job training
7	11-1021	General and Operations Managers	4.7%	\$101,582	34.7%	Bachelor's degree	5 years or more	None
8	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	4.3%	\$82,320	16.9%	High school diploma or equivalent	5 years or more	None
9	43-9061	Office Clerks, General	3.8%	\$43,646	12.5%	High school diploma or equivalent	None	Short-term on-the-job training
10	53-3032	Heavy and Tractor-Trailer Truck Drivers	3.5%	\$54,456	16.7%	Postsecondary non-degree award	None	Short-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	21.3%	\$30,693	23.1%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	51-9111	Packaging and Filling Machine Operators and Tenders	12.9%	\$40,634	23.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	51-9012	Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders	8.0%	NA	37.5%	High school diploma or equivalent	None	Moderate-term on-the-job training
4	51-1011	First-Line Supervisors of Production and Operating Workers	5.3%	\$66,487	16.7%	High school diploma or equivalent	Less than 5 years	None
5	49-9041	Industrial Machinery Mechanics	3.0%	NA	33.3%	High school diploma or equivalent	None	Long-term on-the-job training
6	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	2.9%	\$51,234	19.2%	No formal educational credential	None	Short-term on-the-job training
7	53-7064	Packers and Packagers, Hand	2.7%	\$33,862	19.5%	No formal educational credential	None	Short-term on-the-job training
8	53-7051	Industrial Truck and Tractor Operators	2.5%	\$50,421	26.1%	No formal educational credential	None	Short-term on-the-job training
9	49-9071	Maintenance and Repair Workers, General	2.5%	NA	26.9%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	41-2031	Retail Salespersons	2.4%	\$33,855	19.7%	No formal educational credential	None	Short-term on-the-job training

**Merchant Wholesalers, Durable Goods  
(NAICS Industry 423)  
Ten Most Common Occupations**

**Industry Description:** Establishments in the *merchant wholesalers, durable goods* industry sell capital or durable goods to other businesses. Merchant wholesalers generally take title to the goods that they sell; in other words, they buy and sell goods on their own account. Durable goods are new or used items generally with a normal life expectancy of three years or more. Durable goods merchant wholesale trade establishments are engaged in wholesaling products, such as motor vehicles, furniture, construction materials, machinery and equipment (including household-type appliances), metals and minerals (except petroleum), sporting goods, toys and hobby goods, recyclable materials, and parts.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	13.9%	\$61,176	19.4%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	53-7065	Stockers and Order Fillers	6.7%	\$38,847	27.7%	High school diploma or equivalent	None	Short-term on-the-job training
3	53-3032	Heavy and Tractor-Trailer Truck Drivers	4.9%	\$51,051	16.7%	Postsecondary non-degree award	None	Short-term on-the-job training
4	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	4.6%	\$52,790	33.3%	High school diploma or equivalent	None	Long-term on-the-job training
5	11-1021	General and Operations Managers	3.6%	\$87,086	34.7%	Bachelor's degree	5 years or more	None
6	41-2022	Parts Salespersons	3.6%	\$49,998	20.9%	No formal educational credential	None	Moderate-term on-the-job training
7	43-4051	Customer Service Representatives	3.5%	\$39,581	10.8%	High school diploma or equivalent	None	Short-term on-the-job training
8	53-3033	Light Truck Drivers	3.3%	\$37,916	13.1%	High school diploma or equivalent	None	Short-term on-the-job training
9	49-3041	Farm Equipment Mechanics and Service Technicians	3.2%	\$48,279	20.0%	High school diploma or equivalent	None	Long-term on-the-job training
10	41-2021	Counter and Rental Clerks	2.9%	\$45,909	34.6%	No formal educational credential	None	Short-term on-the-job training

**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. The industry further 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	55.9%	\$50,583	16.7%	Postsecondary non-degree award	None	Short-term on-the-job training
2	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	8.1%	\$37,662	19.2%	No formal educational credential	None	Short-term on-the-job training
3	53-3033	Light Truck Drivers	6.7%	\$32,918	13.1%	High school diploma or equivalent	None	Short-term on-the-job training
4	11-1021	General and Operations Managers	5.1%	\$89,511	34.7%	Bachelor's degree	5 years or more	None
5	43-9061	Office Clerks, General	3.8%	\$38,817	12.5%	High school diploma or equivalent	None	Short-term on-the-job training
6	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	3.5%	\$49,200	33.3%	High school diploma or equivalent	None	Long-term on-the-job training
7	41-2022	Parts Salespersons	3.4%	NA	20.9%	No formal educational credential	None	Moderate-term on-the-job training
8	43-5032	Dispatchers, Except Police, Fire, and Ambulance	1.5%	\$59,436	18.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
9	53-1047	First-Line Supervisors of Transportation and Material-Moving Workers, Except Aircraft Cargo Handling Supervisors	1.5%	NA	NA	NA	NA	NA
10	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1.4%	NA	6.6%	High school diploma or equivalent	None	Short-term on-the-job training

**Professional 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	29-2056	Veterinary Technologists and Technicians	5.6%	\$48,801	20.7%	Associate's degree	None	None
2	13-2011	Accountants and Auditors	5.3%	\$78,476	24.4%	Bachelor's degree	None	None
3	23-1011	Lawyers	4.9%	\$99,600	8.5%	Doctoral or professional degree	None	None
4	43-4171	Receptionists and Information Clerks	4.7%	\$37,071	14.9%	High school diploma or equivalent	None	Short-term on-the-job training
5	31-9096	Veterinary Assistants and Laboratory Animal Caretakers	4.7%	\$37,281	20.0%	High school diploma or equivalent	None	Short-term on-the-job training
6	29-1131	Veterinarians	4.4%	\$137,983	17.6%	Doctoral or professional degree	None	None
7	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3.7%	\$43,198	6.6%	High school diploma or equivalent	None	Short-term on-the-job training
8	11-1021	General and Operations Managers	3.5%	\$100,843	34.7%	Bachelor's degree	5 years or more	None
9	43-6012	Legal Secretaries and Administrative Assistants	2.9%	\$41,260	-16.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	43-3031	Bookkeeping, Accounting, and Auditing Clerks	2.7%	\$49,862	14.4%	Some college, no degree	None	Moderate-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	37-3011	Landscaping and Groundskeeping Workers	10.5%	\$38,932	31.4%	No formal educational credential	None	Short-term on-the-job training
2	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	7.1%	\$36,807	25.5%	No formal educational credential	None	Short-term on-the-job training
3	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	3.7%	\$35,925	19.2%	No formal educational credential	None	Short-term on-the-job training
4	43-4051	Customer Service Representatives	3.6%	\$38,809	10.8%	High school diploma or equivalent	None	Short-term on-the-job training
5	11-1021	General and Operations Managers	3.4%	\$88,610	34.7%	Bachelor's degree	5 years or more	None
6	37-3013	Tree Trimmers and Pruners	3.0%	\$47,444	NA	NA	NA	NA
7	29-1141	Registered Nurses	3.0%	NA	14.9%	Bachelor's degree	None	None
8	53-7065	Stockers and Order Fillers	2.5%	NA	27.7%	High school diploma or equivalent	None	Short-term on-the-job training
9	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.3%	\$39,827	6.6%	High school diploma or equivalent	None	Short-term on-the-job training
10	37-1012	First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers	2.1%	\$49,592	13.3%	High school diploma or equivalent	Less than 5 years	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	12.0%	\$35,348	15.9%	Some college, no degree	None	None
2	25-2031	Secondary School Teachers, Except Special and Career/Technical Education	9.5%	\$78,641	15.2%	Bachelor's degree	None	None
3	25-2021	Elementary School Teachers, Except Special Education	9.1%	\$65,759	15.1%	Bachelor's degree	None	None
4	25-3031	Substitute Teachers, Short-Term	4.7%	\$37,515	20.2%	Bachelor's degree	None	None
5	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	4.5%	\$37,965	25.5%	No formal educational credential	None	Short-term on-the-job training
6	25-2022	Middle School Teachers, Except Special and Career/Technical Education	3.3%	\$78,088	16.4%	Bachelor's degree	None	None
7	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	2.8%	\$35,358	NA	NA	NA	NA
8	49-9071	Maintenance and Repair Workers, General	2.7%	\$47,047	26.9%	High school diploma or equivalent	None	Moderate-term on-the-job training
9	53-3051	Bus Drivers, School	2.6%	\$51,367	NA	NA	NA	NA
10	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.4%	\$49,342	6.6%	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	29-1141	Registered Nurses	7.5%	\$79,386	14.9%	Bachelor's degree	None	None
2	43-4171	Receptionists and Information Clerks	7.4%	\$37,749	14.9%	High school diploma or equivalent	None	Short-term on-the-job training
3	31-1120	Home Health and Personal Care Aides	5.9%	\$35,962	36.5%	High school diploma or equivalent	None	Short-term on-the-job training
4	29-2061	Licensed Practical and Licensed Vocational Nurses	4.8%	\$50,128	14.9%	Postsecondary non-degree award	None	None
5	29-2042	Emergency Medical Technicians	4.4%	\$38,402	NA	NA	NA	NA
6	43-6013	Medical Secretaries and Administrative Assistants	4.2%	\$38,490	11.1%	High school diploma or equivalent	None	Moderate-term on-the-job training
7	31-9091	Dental Assistants	4.1%	\$42,884	18.5%	Postsecondary non-degree award	None	None
8	29-2043	Paramedics	3.3%	\$52,261	NA	NA	NA	NA
9	21-1018	Substance abuse, behavioral disorder, and mental health counselors	3.2%	\$62,585	24.0%	Bachelor's degree	None	None
10	29-1171	Nurse Practitioners	2.9%	\$129,248	61.1%	Master'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	38.3%	\$33,514	36.5%	High school diploma or equivalent	None	Short-term on-the-job training
2	21-1093	Social and Human Service Assistants	5.7%	\$37,054	40.7%	High school diploma or equivalent	None	Short-term on-the-job training
3	25-9045	Teaching Assistants, Except Postsecondary	5.6%	\$31,180	15.9%	Some college, no degree	None	None
4	25-2011	Preschool Teachers, Except Special Education	3.6%	\$37,313	31.3%	Associate's degree	None	None
5	39-9011	Childcare Workers	3.0%	\$32,087	19.3%	High school diploma or equivalent	None	Short-term on-the-job training
6	43-5061	Production, Planning, and Expediting Clerks	2.8%	\$47,756	25.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
7	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.7%	\$38,079	6.6%	High school diploma or equivalent	None	Short-term on-the-job training
8	21-1022	Healthcare Social Workers	2.2%	\$47,319	26.9%	Master's degree	None	Internship/residency
9	21-1018	Substance abuse, behavioral disorder, and mental health counselors	2.1%	\$57,189	24.0%	Bachelor's degree	None	None
10	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	1.7%	\$31,333	25.5%	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 this industry. Some provide lodging only, while others provide meals, laundry services, and recreational facilities, as well as lodging. 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	20.4%	\$32,748	41.4%	No formal educational credential	None	Short-term on-the-job training
2	43-4081	Hotel, Motel, and Resort Desk Clerks	13.5%	\$35,023	84.0%	High school diploma or equivalent	None	Short-term on-the-job training
3	49-9071	Maintenance and Repair Workers, General	10.6%	\$43,306	26.9%	High school diploma or equivalent	None	Moderate-term on-the-job training
4	35-3031	Waiters and Waitresses	7.7%	\$46,099	90.4%	No formal educational credential	None	Short-term on-the-job training
5	11-9081	Lodging Managers	5.3%	\$73,218	NA	NA	NA	NA
6	35-2014	Cooks, Restaurant	3.8%	\$38,126	134.1%	No formal educational credential	Less than 5 years	Moderate-term on-the-job training
7	51-6011	Laundry and Dry-Cleaning Workers	2.8%	\$32,167	57.1%	No formal educational credential	None	Short-term on-the-job training
8	35-9021	Dishwashers	2.6%	\$32,213	88.5%	No formal educational credential	None	Short-term on-the-job training
9	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	2.6%	\$32,340	NA	NA	NA	NA
10	43-9061	Office Clerks, General	2.3%	\$35,320	12.5%	High school diploma or equivalent	None	Short-term on-the-job training

**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 subdivision in this industry is based on the type and level of services provided.

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	30.0%	\$32,566	69.7%	No formal educational credential	None	Short-term on-the-job training
2	35-3031	Waiters and Waitresses	15.8%	\$37,965	90.4%	No formal educational credential	None	Short-term on-the-job training
3	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	9.5%	\$38,407	71.6%	High school diploma or equivalent	Less than 5 years	None
4	35-2014	Cooks, Restaurant	6.5%	\$37,042	134.1%	No formal educational credential	Less than 5 years	Moderate-term on-the-job training
5	35-2011	Cooks, Fast Food	5.6%	\$31,527	NA	NA	NA	NA
6	35-3011	Bartenders	4.9%	\$38,014	111.4%	No formal educational credential	None	Short-term on-the-job training
7	35-2021	Food Preparation Workers	4.4%	\$31,255	40.4%	No formal educational credential	None	Short-term on-the-job training
8	35-9021	Dishwashers	4.3%	\$30,456	88.5%	No formal educational credential	None	Short-term on-the-job training
9	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	2.5%	NA	NA	NA	NA	NA
10	35-9031	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	2.5%	\$32,435	96.0%	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.





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

The New York State Department of Labor is an Equal Opportunity Employer/Program. Auxiliary aids and services are available upon request to individuals with disabilities.