

# 20 SOUTHERN TIER SIGNIFICANT INDUSTRIES

24 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 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 Southern Tier 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. The local workforce development boards in the region should focus their workforce development resources on these industries.

## **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 4,000 people; or
- The industry’s projected employment growth for 2020-2030 was above average in the region (22.6%); or
- The industry paid above-average annual wages (\$62,700).

Twelve industries are designated as “significant” in the Southern Tier. These industries are expected to increase in employment between 2020 and 2030. Collectively, these industries are projected to add over 19,000 jobs to 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 eight major industry groups: construction; manufacturing; wholesale trade; transportation and warehousing; professional and business services (which primarily sell to other businesses); educational services; health care; and other services.

## Industry Analysis

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

### Construction

Skilled trade occupations comprise much of the employment within the *specialty trade contractors* (NAICS Industry 238) industry. This industry employed 5,000 people in 2023 up 200 (4.2%) jobs from 2018. The industry pays \$66,800 on average which is above the all-industry average of \$62,700.

### Manufacturing

Three manufacturing industries made the significant industries list: *food manufacturing* (NAICS Industry 311), *machinery manufacturing* (NAICS Industry 333), and *computer and electronic product manufacturing* (NAICS Industry 334). All three, on average, pay well above the all-industry average (\$62,700) for the region in 2023: \$76,800, \$73,300, and \$110,900, respectively. The *food manufacturing* (100 jobs, 3.0%) and *machinery manufacturing* (100, 2.6%) industries both added jobs from 2018 through 2023. *Machinery manufacturing's* employment base is projected to grow at 13.4%. A noteworthy 7,300 people work in the *computer and electronic product manufacturing* industry.

### Merchant Wholesalers, Durable Goods

*Durable goods merchant wholesale trade* (NAICS Industry 423) 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. This industry has grown from 2018 through 2023 and displayed an average wage (\$81,900) above the all-industry average of \$62,700.

### Couriers and Messengers

E-Commerce has unlocked a new normal in consuming goods. The *couriers and messengers* (NAICS Industry 492) industry has benefited greatly from this changed retail experience. According to the federal Bureau of Labor Statistics, businesses in the *couriers and messengers* industry provide intercity and/or local delivery of parcels and documents (including express delivery services) without operating under a universal service obligation. This business segment made the current significant industry list due to its recent (1,100 jobs, or 137.5%, from 2018 through 2023) and projected (450 jobs, or 42.1%, from 2020 through 2030) employment growth. FedEx and UPS are the big players in this industry but there are many more smaller outfits that assist in getting desired goods to their customers.

### Professional and Business Services

Two of the three breakout industries from the *professional and business services* sector are on the significant industries list: *professional, scientific, and technical services* (NAICS Industry 541),

and *management of companies and enterprises* (NAICS Industry 551). These industries share a common trait: they tend to sell to other businesses rather than to consumers.

Both the *professional, scientific, and technical services* and *management of companies and enterprises* industries showed job growth from 2018-2023, 100 jobs (1.0%) and 200 jobs (7.1%) respectively. *Professional, scientific, and technical services* paid an average wage of \$102,100 and *management of companies and enterprises* paid an average wage of \$145,900. Both are above the regional all-industry average. *Professional, scientific, and technical services* also employed a sizeable number of individuals (10,400 in 2023). Over the 2020-2023 time period, the *management of companies and enterprises* business category is expected to add 650 jobs (or 23.0%) from 2020 through 2030, which is slightly larger than the predicted all-industries change of 22.6%.

### Educational Services

With more than 41,100 jobs between the public and private sectors, *educational services* (NAICS Industry 611), has, by far, the most employment of any significant industry in the region (16.7% of the regional total). This sector lost jobs, to the tune of 2.8% between 2018 and 2023, but is expected to expand from 2020 through 2030 (12.8%). The industry's 2023 average annual wage (\$69,200) was above the all-industry annual average (\$62,700). Common job titles include teacher assistant, elementary school teacher and secondary school teacher.

### Health Care

Two of the three industries from the health care sector made the significant industries list: *ambulatory health care services* (NAICS Industry 621) and *hospitals* (NAICS Industry 622). Combined these industries account for over 21,000 regional jobs, or 9.1% of total jobs in the Southern Tier.

The *ambulatory health care services* industry hits on all four of the designated benchmarks for the significant industry report. The industry added 200 jobs (2.2%) over the five-year period ending in 2023. It also employed 9,100 people in 2023. On top of that, this industry's workforce footprint is anticipated to grow by 2,160 (23.5%) from 2020-2030 and the average wage in the industry (\$86,800) is above the all-industry average (\$62,700).

Although *hospitals* did come up short on hitting both employment growth and projected employment growth significance targets, it did involve a large number of workers (13,300) and did pay an above average wage (\$72,300).

Labor demand in the health care sector has consistently outstripped labor supply. This trend is anticipated to persist.

### Other Services

As the name suggests, other services excluding public administration is a catchall sector including establishments engaged in providing services not specifically provided for elsewhere in the

classification system. One of the industries in this sector, *repair and maintenance* (NAICS Industry 811), was considered significant in the Southern Tier. This industry includes a wide range of businesses that offer repairs and maintenance for various products and equipment. Automotive repair and maintenance shops dominate the employment landscape here. The costly nature of vehicle ownership pushes owners to get the longest life out of their cars/trucks necessitating continued automotive repair and maintenance. The *repair and maintenance* industry made the significant industry list due to job growth between 2018 and 2023 (300 jobs, or 15.8%) and expected job growth (1,410, 75.4%) between 2020 and 2030.

## **For Further Information**

We hope that the statewide and local workforce development boards find the information presented in this report useful. The New York State Department of Labor's Southern Tier Region labor market analyst is Christian Harris. He is available for consultation and can be reached via email at [Christian.Harris@labor.ny.gov](mailto:Christian.Harris@labor.ny.gov) or by phone at (607) 741-4480.

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, Southern Tier 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>259,100</b>	<b>246,100</b>	<b>-13,000</b>	<b>-5.0%</b>	<b>\$62,700</b>	<b>22.6%</b>	<b>NA</b>
<b>238</b>	Specialty Trade Contractors	4,800	5,000	200	4.2%	\$66,800	18.9%	G, J, W
<b>311</b>	Food Manufacturing	3,300	3,400	100	3.0%	\$76,800	29.3%	G, P, W
<b>333</b>	Machinery Manufacturing	3,900	4,000	100	2.6%	\$73,300	13.4%	G, W
<b>334</b>	Computer and Electronic Product Manufacturing	8,100	7,300	-800	-9.9%	\$110,900	10.6%	J, W
<b>423</b>	Merchant Wholesalers, Durable Goods	3,400	3,500	100	2.9%	\$81,900	14.1%	G, W
<b>492</b>	Couriers and Messengers	800	1,900	1,100	137.5%	\$37,800	42.1%	G, P
<b>541</b>	Professional, Scientific, and Technical Services	10,300	10,400	100	1.0%	\$102,100	8.8%	G, J, W
<b>551</b>	Management of Companies and Enterprises	2,800	3,000	200	7.1%	\$145,900	23.0%	G, P, W
<b>611</b>	Educational Services	42,300	41,100	-1,200	-2.8%	\$69,200	12.8%	J, W
<b>621</b>	Ambulatory Health Care Services	8,900	9,100	200	2.2%	\$86,800	23.5%	G, J, P, W
<b>622</b>	Hospitals	13,500	13,300	-200	-1.5%	\$72,300	14.7%	J, W
<b>811</b>	Repair and Maintenance	1,900	2,200	300	15.8%	\$47,800	75.4%	G, 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 (>4,000)

P: Above-average growth projected for 2020-2030

W: Industry pays above-average wages

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

**Industry Description:** The *specialty trade contractors* industry comprises establishments whose primary activity is performing specific activities (e.g., pouring concrete, site preparation, plumbing, painting, and electrical work) involved in building construction or other activities that are similar for all types of construction, but that are not responsible for the entire project. The work performed may include new work, additions, alterations, maintenance, and repairs. The production work performed by establishments in this industry is usually subcontracted from establishments of the general contractor type or for-sale builders, but especially in remodeling and repair construction, work also may be done directly for the owner of the property. *Specialty trade contractors* usually perform most of their work at the construction site, although they may have shops where they perform prefabrication and other work. Establishments primarily engaged in preparing sites for new construction are also included in this industry.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	47-2111	Electricians	10.8%	\$67,276	21.7%	High school diploma or equivalent	None	Apprenticeship
2	47-2152	Plumbers, Pipefitters, and Steamfitters	8.3%	\$66,216	17.6%	High school diploma or equivalent	None	Apprenticeship
3	47-2061	Construction Laborers	6.8%	\$45,750	17.2%	No formal educational credential	None	Short-term on-the-job training
4	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	6.1%	\$61,194	17.2%	Postsecondary non-degree award	None	Long-term on-the-job training
5	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	5.7%	\$83,627	15.3%	High school diploma or equivalent	5 years or more	None
6	47-2181	Roofers	4.8%	\$51,388	15.0%	No formal educational credential	None	Moderate-term on-the-job training
7	11-1021	General and Operations Managers	4.0%	\$98,959	28.5%	Bachelor's degree	5 years or more	None
8	47-2073	Operating Engineers and Other Construction Equipment Operators	3.5%	\$62,074	17.9%	High school diploma or equivalent	None	Moderate-term on-the-job training
9	47-2031	Carpenters	3.5%	\$61,714	8.6%	High school diploma or equivalent	None	Apprenticeship
10	47-2141	Painters, Construction and Maintenance	2.9%	\$49,246	12.2%	No formal educational credential	None	Moderate-term on-the-job training



**Food Manufacturing  
(NAICS Industry 311)**

**Ten Most Common Occupations**

**Industry Description:** Establishments in the *food manufacturing* industry transform livestock and agricultural products into products for intermediate or final consumption. Further subdividing of this industry is performed with reference to the raw materials (generally of animal or vegetable origin) processed into food products.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	51-9111	Packaging and Filling Machine Operators and Tenders	16.8%	\$42,242	33.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	53-7064	Packers and Packagers, Hand	7.0%	NA	25.7%	No formal educational credential	None	Short-term on-the-job training
3	51-3092	Food Batchmakers	6.5%	\$40,469	35.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
4	53-7051	Industrial Truck and Tractor Operators	5.7%	\$48,798	30.1%	No formal educational credential	None	Short-term on-the-job training
5	51-9012	Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders	3.5%	\$52,085	28.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
6	51-1011	First-Line Supervisors of Production and Operating Workers	3.1%	\$80,758	21.3%	High school diploma or equivalent	Less than 5 years	None
7	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	2.7%	NA	23.7%	No formal educational credential	None	Short-term on-the-job training
8	41-2031	Retail Salespersons	2.4%	\$34,576	22.3%	No formal educational credential	None	Short-term on-the-job training
9	49-9041	Industrial Machinery Mechanics	2.3%	\$60,142	45.8%	High school diploma or equivalent	None	Long-term on-the-job training
10	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	2.2%	\$51,547	2.7%	High school diploma or equivalent	None	Moderate-term on-the-job training

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

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

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	51-2090	Miscellaneous Assemblers and Fabricators	12.9%	\$49,051	7.4%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	51-4041	Machinists	6.5%	\$52,348	20.0%	High school diploma or equivalent	None	Long-term on-the-job training
3	17-2112	Industrial Engineers	5.1%	\$83,787	26.0%	Bachelor's degree	None	None
4	51-4121	Welders, Cutters, Solderers, and Brazers	4.9%	NA	21.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
5	53-7065	Stockers and Order Fillers	4.5%	NA	30.9%	High school diploma or equivalent	None	Short-term on-the-job training
6	13-1082	Project Management Specialists	3.8%	NA	NA	NA	NA	NA
7	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	3.5%	\$98,607	17.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
8	17-2141	Mechanical Engineers	2.9%	\$86,087	13.3%	Bachelor's degree	None	None
9	51-4081	Multiple Machine Tool Setters, Operators, and Tenders, Metal and Plastic	2.6%	NA	16.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	15-1252	Software Developers	2.3%	NA	NA	NA	NA	NA

**Computer and Electronic Product Manufacturing  
(NAICS Industry 334)**

**Ten Most Common Occupations**

**Industry Description:** Establishments in the *computer and electronic product manufacturing* industry manufacture computers, computer peripherals, communications equipment, and similar electronic products, and manufacture components for such products. *Computer and electronic product manufacturing* exists in the hierarchy of NAICS to reflect the economic significance these establishments have attained. The rapid growth of this industry suggests that these establishments will become even more important to the economies of all three North American countries in the future, and in addition their manufacturing processes are fundamentally different from the manufacturing processes of other machinery and equipment.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	15-1252	Software Developers	13.0%	\$129,920	NA	NA	NA	NA
2	51-2028	Electrical, electronic, and electromechanical assemblers, except coil winders, tapers, and finishers	12.0%	\$40,106	13.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	51-4081	Multiple Machine Tool Setters, Operators, and Tenders, Metal and Plastic	4.3%	NA	16.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
4	17-2112	Industrial Engineers	3.9%	\$83,926	26.0%	Bachelor's degree	None	None
5	17-2071	Electrical Engineers	3.4%	\$116,514	12.2%	Bachelor's degree	None	None
6	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	3.3%	\$62,009	2.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
7	17-2061	Computer Hardware Engineers	2.7%	\$140,312	11.1%	Bachelor's degree	None	None
8	17-3023	Electrical and Electronic Engineering Technologists and Technicians	2.2%	\$68,362	4.3%	Associate's degree	None	None
9	17-2072	Electronics Engineers, Except Computer	2.2%	\$83,517	17.6%	Bachelor's degree	None	None
10	11-9041	Architectural and Engineering Managers	2.0%	\$171,229	8.1%	Bachelor's degree	5 years or more	None

**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	13.8%	\$63,351	17.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	53-7065	Stockers and Order Fillers	7.4%	\$39,795	30.9%	High school diploma or equivalent	None	Short-term on-the-job training
3	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	5.3%	\$38,223	26.4%	No formal educational credential	None	Short-term on-the-job training
4	53-3032	Heavy and Tractor-Trailer Truck Drivers	4.6%	\$54,923	21.2%	Postsecondary non-degree award	None	Short-term on-the-job training
5	53-3033	Light Truck Drivers	4.3%	\$40,087	28.5%	High school diploma or equivalent	None	Short-term on-the-job training
6	11-1021	General and Operations Managers	3.9%	\$109,990	28.5%	Bachelor's degree	5 years or more	None
7	43-4051	Customer Service Representatives	3.4%	\$41,397	10.8%	High school diploma or equivalent	None	Short-term on-the-job training
8	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.9%	\$40,819	4.4%	High school diploma or equivalent	None	Short-term on-the-job training
9	41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	2.2%	\$82,231	17.2%	Bachelor's degree	None	Moderate-term on-the-job training
10	41-1012	First-Line Supervisors of Non-Retail Sales Workers	2.2%	\$76,160	3.8%	High school diploma or equivalent	Less than 5 years	None

**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	39.1%	\$48,344	28.5%	High school diploma or equivalent	None	Short-term on-the-job training
2	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	36.0%	\$36,769	26.4%	No formal educational credential	None	Short-term on-the-job training
3	53-3032	Heavy and Tractor-Trailer Truck Drivers	6.5%	\$53,926	21.2%	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	4.9%	\$54,404	NA	NA	NA	NA
5	43-5071	Shipping, Receiving, and Inventory Clerks	2.0%	\$42,812	11.7%	High school diploma or equivalent	None	Short-term on-the-job training
6	53-7011	Conveyor Operators and Tenders	1.5%	NA	NA	NA	NA	NA
7	43-4051	Customer Service Representatives	1.4%	\$48,945	10.8%	High school diploma or equivalent	None	Short-term on-the-job training
8	11-1021	General and Operations Managers	1.3%	\$82,970	28.5%	Bachelor's degree	5 years or more	None
9	41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	0.8%	NA	23.5%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	43-5011	Cargo and Freight Agents	0.7%	NA	NA	NA	NA	NA

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

**Ten Most Common Occupations**

**Industry Description:** Establishments in the *professional, scientific, and technical services* industry are engaged in processes where human capital is the major input. These establishments make available the knowledge and skills of their employees, often on an assignment basis, where an individual or team is responsible for the delivery of services to the client. Further subdividing of this industry is done on the basis of the particular expertise and training of the services provider.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	15-1252	Software Developers	5.1%	\$106,826	NA	NA	NA	NA
2	19-4099	Life, Physical, and Social Science Technicians, All Other	4.6%	\$60,046	14.5%	Associate's degree	None	None
3	11-1021	General and Operations Managers	3.2%	\$143,387	28.5%	Bachelor's degree	5 years or more	None
4	23-2011	Paralegals and Legal Assistants	3.1%	\$59,235	15.0%	Associate's degree	None	None
5	13-2011	Accountants and Auditors	3.0%	\$79,780	17.3%	Bachelor's degree	None	None
6	13-1082	Project Management Specialists	2.8%	\$126,819	NA	NA	NA	NA
7	43-9061	Office Clerks, General	2.5%	\$42,288	8.2%	High school diploma or equivalent	None	Short-term on-the-job training
8	23-1011	Lawyers	2.4%	\$98,434	10.8%	Doctoral or professional degree	None	None
9	43-4171	Receptionists and Information Clerks	2.3%	\$37,827	17.9%	High school diploma or equivalent	None	Short-term on-the-job training
10	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.3%	\$49,241	4.4%	High school diploma or equivalent	None	Short-term on-the-job training

**Management of Companies and Enterprises  
(NAICS Industry 551)**

**Ten Most Common Occupations**

**Industry Description:** Establishments in the *management of companies and enterprises* industry typically come in three main types: (1) those that hold the securities of (or other equity interests in) companies and enterprises; (2) those (except government establishments) that administer, oversee, and manage other establishments of the company or enterprise (but do not hold the securities of these establishments); and (3) those that do both. Establishments that administer, oversee, and manage normally undertake the strategic or organizational planning and decision-making role of the company or enterprise.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	43-4051	Customer Service Representatives	7.2%	\$49,315	10.8%	High school diploma or equivalent	None	Short-term on-the-job training
2	11-1021	General and Operations Managers	5.6%	\$189,084	28.5%	Bachelor's degree	5 years or more	None
3	13-2011	Accountants and Auditors	4.3%	\$109,810	17.3%	Bachelor's degree	None	None
4	13-1161	Market Research Analysts and Marketing Specialists	3.9%	NA	33.3%	Bachelor's degree	None	None
5	11-3031	Financial Managers	3.2%	\$169,821	28.6%	Bachelor's degree	5 years or more	None
6	43-9061	Office Clerks, General	3.2%	\$38,934	8.2%	High school diploma or equivalent	None	Short-term on-the-job training
7	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3.2%	\$50,174	4.4%	High school diploma or equivalent	None	Short-term on-the-job training
8	43-1011	First-Line Supervisors of Office and Administrative Support Workers	3.1%	\$100,114	10.4%	High school diploma or equivalent	Less than 5 years	None
9	43-3031	Bookkeeping, Accounting, and Auditing Clerks	3.1%	\$45,285	10.6%	Some college, no degree	None	Moderate-term on-the-job training
10	13-1111	Management Analysts	2.8%	\$87,740	17.7%	Bachelor's degree	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	9.0%	\$36,016	16.3%	Some college, no degree	None	None
2	25-2021	Elementary School Teachers, Except Special Education	7.3%	\$66,215	14.7%	Bachelor's degree	None	None
3	25-2031	Secondary School Teachers, Except Special and Career/Technical Education	5.4%	\$74,321	14.8%	Bachelor's degree	None	None
4	25-1121	Art, Drama, and Music Teachers, Postsecondary	3.7%	\$100,845	12.9%	Master's degree	None	None
5	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	3.4%	\$34,251	23.7%	No formal educational credential	None	Short-term on-the-job training
6	25-3031	Substitute Teachers, Short-Term	3.3%	\$39,824	19.5%	Bachelor's degree	None	None
7	25-1071	Health Specialties Teachers, Postsecondary	3.1%	\$143,457	NA	NA	NA	NA
8	25-2022	Middle School Teachers, Except Special and Career/Technical Education	3.0%	\$76,534	14.8%	Bachelor's degree	None	None
9	25-9044	Teaching Assistants, Postsecondary	2.6%	\$47,757	13.2%	Bachelor's degree	None	None
10	43-9061	Office Clerks, General	2.2%	\$36,404	8.2%	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	43-4171	Receptionists and Information Clerks	8.1%	\$37,442	17.9%	High school diploma or equivalent	None	Short-term on-the-job training
2	29-1141	Registered Nurses	5.8%	\$81,627	16.1%	Bachelor's degree	None	None
3	29-2061	Licensed Practical and Licensed Vocational Nurses	5.6%	\$53,346	14.7%	Postsecondary non-degree award	None	None
4	43-6013	Medical Secretaries and Administrative Assistants	5.4%	\$38,619	19.2%	High school diploma or equivalent	None	Moderate-term on-the-job training
5	31-9092	Medical Assistants	5.4%	\$39,511	23.9%	Postsecondary non-degree award	None	None
6	31-9091	Dental Assistants	5.0%	\$41,919	19.4%	Postsecondary non-degree award	None	None
7	31-1120	Home Health and Personal Care Aides	5.0%	\$33,476	42.3%	High school diploma or equivalent	None	Short-term on-the-job training
8	29-1292	Dental Hygienists	3.7%	\$78,478	19.5%	Associate's degree	None	None
9	29-1171	Nurse Practitioners	3.0%	\$132,270	51.7%	Master's degree	None	None
10	29-2042	Emergency Medical Technicians	3.0%	\$39,534	NA	NA	NA	NA

**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	24.8%	\$88,483	16.1%	Bachelor's degree	None	None
2	31-1131	Nursing Assistants	9.4%	\$38,320	14.8%	Postsecondary non-degree award	None	None
3	29-2061	Licensed Practical and Licensed Vocational Nurses	2.8%	\$55,886	14.7%	Postsecondary non-degree award	None	None
4	43-6013	Medical Secretaries and Administrative Assistants	2.8%	\$39,068	19.2%	High school diploma or equivalent	None	Moderate-term on-the-job training
5	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.5%	\$43,441	4.4%	High school diploma or equivalent	None	Short-term on-the-job training
6	29-2034	Radiologic Technologists and Technicians	2.5%	\$70,263	16.3%	Associate's degree	None	None
7	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	2.5%	\$35,160	23.7%	No formal educational credential	None	Short-term on-the-job training
8	29-2010	Clinical Laboratory Technologists and Technicians	2.5%	\$70,165	14.6%	Bachelor's degree	None	None
9	31-9092	Medical Assistants	2.2%	\$39,387	23.9%	Postsecondary non-degree award	None	None
10	43-9061	Office Clerks, General	1.9%	\$38,833	8.2%	High school diploma or equivalent	None	Short-term on-the-job training

**Repair and Maintenance  
(NAICS Industry 811)  
Ten Most Common Occupations**

**Industry Description:** Establishments in the *repair and maintenance* industry restore machinery, equipment, and other products to working order. These establishments also typically provide general or routine maintenance (i.e., servicing) on such products to ensure they work efficiently and to prevent breakdown and unnecessary repairs.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	49-3023	Automotive Service Technicians and Mechanics	27.3%	\$39,813	33.3%	Postsecondary non-degree award	None	Short-term on-the-job training
2	53-7061	Cleaners of Vehicles and Equipment	10.7%	\$35,479	41.3%	No formal educational credential	None	Short-term on-the-job training
3	49-3021	Automotive Body and Related Repairers	8.2%	\$48,411	37.5%	High school diploma or equivalent	None	Long-term on-the-job training
4	11-1021	General and Operations Managers	5.2%	\$90,123	28.5%	Bachelor's degree	5 years or more	None
5	53-3032	Heavy and Tractor-Trailer Truck Drivers	5.1%	\$46,476	21.2%	Postsecondary non-degree award	None	Short-term on-the-job training
6	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	4.6%	\$62,935	21.0%	High school diploma or equivalent	Less than 5 years	None
7	43-4051	Customer Service Representatives	2.9%	\$35,958	10.8%	High school diploma or equivalent	None	Short-term on-the-job training
8	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	2.7%	\$52,439	24.5%	High school diploma or equivalent	None	Long-term on-the-job training
9	43-9061	Office Clerks, General	2.2%	\$37,812	8.2%	High school diploma or equivalent	None	Short-term on-the-job training
10	53-1047	First-Line Supervisors of Transportation and Material-Moving Workers, Except Aircraft Cargo Handling Supervisors	2.1%	\$50,698	NA	NA	NA	NA

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

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