



Bureau of Labor Market Information Division of Research and Statistics



Significant Industries

A Report to the Workforce Development System

Long Island | 2015

Preface

One of the major objectives of the workforce development system is to encourage local workforce investment boards (LWIBs) to plan strategically and focus their resources on priority industries (and eventually on priority occupations within those industries).

To assist in this effort, the New York State Department of Labor's Division of Research and Statistics decided to concentrate this report on industries identified as "significant industries." Industries presented here are classified according to their North American Industry Classification System (NAICS) code.

This report lists significant industries in the Long Island Region based on various criteria. Local workforce investment boards should concentrate their workforce development resources on these particular industries.

Significant industries were identified on the basis of job counts, wage levels, job growth (both net and percent) over the 2009-2014 period, and expected job growth based on industry employment projections through 2022. Priority industries that may have been designated by economic development or workforce development officials were also considered.

Regional Industries

Sixteen regional industries are designated as "significant" in this report. All sixteen of these industries increased their regional employment levels between 2009 and 2014. In addition, 15 of these 16 industries employed at least 12,500 during 2014.

Finally, all "significant industries" shared one or more of the following characteristics: rapid growth (percentage basis); large growth (absolute basis); high wages (average annual wage above the regional average of \$55,500 in 2014); or strong expected growth through 2022. The specific reason(s) why each industry was designated as "significant" are presented in the last column of the first table.

A broad-based set of industries were identified for this report. They fall into eight major industry groups: construction; manufacturing; trade, transportation, and utilities; financial activities; professional and business services (which primarily sell to other businesses); health care and social assistance; leisure and hospitality; 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 <http://www.census.gov/eos/www/naics/>.

Construction

Skilled trade occupations comprise much of the employment within the *construction of buildings* (NAICS Industry 236) and *specialty trade contractors* (NAICS 238) industry categories.

The region's job growth rate in *specialty trade contractors*, 10.5 percent, was the fastest out of the 10 labor market regions throughout the state over the 2009-2014 time period. Most new construction will be required to meet new high standards for energy efficiency and use of green materials, and this will require some retraining for workers in the industry. Construction activity is booming across a number of sectors including residential projects and health care. Downtown revitalization plans surrounding Long Island Railroad stations should help the construction sector grow. Looking ahead over the next decade, the impending retirement of many baby boomers will contribute to job opportunities in this industry, especially among the skilled trades.

Manufacturing

Manufacturing on Long Island has undergone significant restructuring in the last decade. The defense-manufacturing industry gave the region a strong base in engineering, and research and product development. Maintaining this critical mass of skills, talent, and innovation can be a strong asset in a world where technology and innovation are critical for economic growth.

Long Island's *chemical manufacturing* (NAICS 325) industry is the largest out of the 10 regions in the state, and had the second fastest growth rate, 20.2 percent, over the 2009-2014 time period. Activity is concentrated in pharmaceutical and nutraceutical manufacturing.

Electrical equipment, appliance, and component manufacturing (NAICS 335), particularly surveillance and systems integration, continues to service both military and civilian product markets. Engineers and computer hardware and software professionals are key to retaining technology in the region. Annual wages in this industry are amongst the highest of the "significant industries" (\$71,900) in the Long Island region.

Trade, Transportation, and Utilities

Merchant wholesalers, nondurable goods (NAICS 424) are often tied to the region's manufacturing base in medical equipment and supplies, pharmaceuticals, and nutraceuticals. High rents in New York City have forced many wholesalers to relocate their operations to Long Island. Professional and sales positions with technical expertise are important for this industry. Unlike many jobs in retail trade, average annual wages are well paying, 27.2 percent higher than the all-industry average annual wage.

The region's job growth rate for *building material and garden equipment and supplies dealers* (NAICS 444), 9.4 percent, was the fastest out of the ten regions throughout New York State over the 2009-2014 time period. Expansion by national chains like Home Depot, Lowe's, etc. played a key role in recent job gains. Assuming a rebound in the housing market, the industry is projected to grow by 11.8 percent between 2012 and 2022.

General merchandise stores (NAICS 452) is the second largest industry in the retail trade sector and offers a range of occupations from an entry level cashier to a career in merchandising or finance. As with building material and garden supply stores, the expansion by national chains Walmart, Costco, and other department stores has played a key role in the recent job gains.

Financial Activities

While the financial activities sector is not expected to return to the high levels of the last decade it remains a critical component of the overall economy. With its high wages and proximity to the larger New York City financial markets, the *credit intermediation and related activities industry* (NAICS 522) will continue to be a facilitator of economic growth.

Professional and Business Services

The professional and business services sector includes a range of industries reflecting Long Island's wide-ranging skills and capabilities in science, engineering, and technology. It also reflects Long Island's small business-based economy. The *professional, scientific, and technical services* (NAICS 541) industry sector includes key research and development laboratories as well as companies providing computer systems design, engineering consulting, accounting, and legal services. This industry is the fourth largest employer in the region and pays wages well above the all-industry average annual wage (\$73,400).

Because services to buildings and dwellings are a large part of *administrative and support services*, this industry is closely tied to the health of the overall economy. Between 2009 and 2014, the industry grew rapidly gaining more than 6,400 jobs, and it is projected to grow by 28.8 percent. Many of its largest occupations, including janitors and landscaping workers, require only short-term training and offer wages well below the median wage for all occupations.

Health Care and Social Assistance

Growth in health care industry employment is driven primarily by demographics rather than by overall economic conditions. Many health care occupations are expected to see strong demand over the next decade as the population continues to expand and age. Growth in health care also benefits from continued technological innovation which creates more demand for health care services and requires new types of technical skills.

Ambulatory health care services (NAICS 621), which includes doctor and other health care practitioner offices as well as testing and diagnostic laboratories, is both the largest and fastest growing part of the health care sector. Between 2009 and 2014, growth in ambulatory health care services outpaced that in hospitals as pressure mounted to reduce costs by shifting to outpatient care. This trend will continue under health care reform. New technologies will facilitate remote care monitoring and ease the sharing of health care information and treatment expertise. Skill levels are expected to rise for home health care workers, and staffing shortages are expected to increase beyond nursing to include technical occupations and fields such as doctors and surgeons.

While employment at *hospitals* (NAICS 622) is projected to grow at a much slower pace compared to *ambulatory health care services* (NAICS 621) over the 2012-2022 period (7.4% versus 33.2%), hospitals remain a major employer on Long Island. Average annual wages in this industry are the highest wages of the "significant industries".

More than most industries, health care industries offer a wide range of occupational opportunities. There are health care occupations with large numbers of jobs, or occupations that are rapidly growing and require few skills, but offer low wages (home health aides). There are also technical jobs that require some training and offer average pay (dental assistants) and high wage jobs that require considerable training and educational credentials (registered nurses). These health care industries are also major employers of clerical and administrative workers.

Social assistance (NAICS 624) is a large industry that has enjoyed steady growth for many years and is expected to continue to perform well in the future. It is similar to jobs in health care and education in that many of the services this industry provides are not directly tied to the economic cycle, but tend to be required even during downturns.

Leisure and Hospitality

Food services and drinking places (NAICS 722) added the most jobs of any “significant industry”, and is expected to grow faster than the overall economy going forward. This industry has the lowest annual wage of all 16 significant industries. Many of its largest occupations require only short-term training and offer wages well below the median wage for all occupations. However, *food services and drinking places* also offers considerable opportunity for advancement to a higher-paying supervisory position. It also provides a first job work skills-learning environment for many younger workers.

A myriad of beaches and parks on Long Island have helped bolster the region’s *amusements, gambling, and recreation* (NAICS 713) industry. Employment is projected to grow by 28.1 percent over the 2012-2022 time period. This trend will continue as major investments are taking place throughout the region like Jones Beach and Long Beach.

Other Services

Other services is a mix of personal and laundry services, auto repair, religious and charitable organizations, and business and civic associations. The largest industry in this sector, *personal and laundry services* (NAICS 812), is on the significant industries list. An aging population will require more help with their personal care activities.

For Further Information

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

The statewide report entitled “Significant Industries in New York: A Report to the Workforce Development System” may be found at <http://labor.ny.gov/stats/Significant-Industries.shtm>

Significant Industries, Long Island Region, 2015

NAICS Industry Code	Industry Name	Job Count		Net Change in Jobs, 2009-2014	% Change in Jobs, 2009-2014	Average Annual Wage, 2014	Projected % Change in Jobs, 2012-2022	Why Industry is Significant**
		2009*	2014*					
	Total, all industries (all ownerships)	1,181,800	1,239,500	57,700	4.9%	\$55,500	11.2%	NA
236	Construction of buildings	14,700	15,600	900	6.1%	\$60,000	19.7%	G, J, P, W
238	Specialty trade contractors	43,900	48,500	4,600	10.5%	\$63,500	19.9%	G, J, P, W
325	Chemical manufacturing	10,400	12,500	2,100	20.2%	\$60,100	13.5%	G, J, P, W
335	Electrical equipment and appliance mfg.	2,100	2,500	400	19.0%	\$71,900	1.9%	G, W
424	Merchant wholesalers, nondurable goods	22,400	24,600	2,200	9.8%	\$70,600	4.7%	G, J, W
444	Building material and garden supply stores	11,700	12,800	1,100	9.4%	\$36,200	11.8%	G, J, P
452	General merchandise stores	23,800	27,500	3,700	15.5%	\$22,300	17.0%	G, J, P
522	Credit intermediation and related activities	19,800	21,100	1,300	6.6%	\$75,900	-5.1%	G, J, W
541	Professional and technical services	69,600	77,500	7,900	11.4%	\$73,400	18.7%	G, J, P, W
561	Administrative and support services	58,900	65,300	6,400	10.9%	\$40,100	28.8%	G, J, P
621	Ambulatory health care services	72,500	80,600	8,100	11.2%	\$55,300	33.4%	G, J, P
622	Hospitals	57,100	61,900	4,800	8.4%	\$75,900	7.4%	G, J, W
624	Social assistance	27,600	32,700	5,100	18.5%	\$26,300	28.3%	G, J, P
713	Amusements, gambling, and recreation	15,800	17,100	1,300	8.2%	\$26,200	28.1%	G, J, P
722	Food services and drinking places	71,400	89,200	17,800	24.9%	\$20,300	23.4%	G, J, P
812	Personal and laundry services	18,000	21,200	3,200	17.8%	\$24,200	12.3%	G, J, P

NA – Not Applicable

*Represents both private and public sector jobs

****Key:**

G: Industry experienced above-average job growth; can be net or percentage growth.

J: Industry employs a significant number of jobs (>12,500).

P: Above-average growth projected for 2012-2022.

W: Industry pays above-average wages.

Construction of Buildings

(NAICS Industry 236)

Industry Description: The Construction of Buildings subsector comprises 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 subsector have responsibility may be subcontracted to other construction establishments—usually specialty trade contractors.

Ten Most Common Occupations

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022
1	47-2031	Carpenters	28.7%	\$48,393	16.7%
2	47-2061	Construction Laborers	15.6%	\$30,229	14.9%
3	11-1021	General and Operations Managers	7.1%	\$81,115	13.5%
4	47-1011	First-Line Supervisors of Construction Trades and Extraction Work	6.6%	\$77,403	14.2%
5	47-3012	Helpers--Carpenters	4.7%	\$28,058	17.6%
6	11-9021	Construction Managers	4.5%	\$122,620	11.5%
7	43-9061	Office Clerks, General	3.6%	\$19,141	4.8%
8	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3.2%	\$43,631	12.5%
9	43-3031	Bookkeeping, Accounting, and Auditing Clerks	2.5%	\$44,868	12.0%
10	47-2073	Operating Engineers and Other Construction Equipment Operators	0.9%	\$109,017	9.8%

Specialty Trade Contractors

(NAICS Industry 238)

Industry Description: The Specialty Trade Contractors subsector 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 subsector 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 subsector.

Ten Most Common Occupations

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022
1	47-2031	Carpenters	10.1%	\$62,182	16.7%
2	47-2111	Electricians	10.1%	\$57,575	18.4%
3	47-2061	Construction Laborers	9.9%	\$44,040	14.9%
4	47-2152	Plumbers, Pipefitters, and Steamfitters	9.8%	\$74,882	19.6%
5	11-1021	General and Operations Managers	5.1%	\$114,715	13.5%
6	47-2141	Painters, Construction and Maintenance	2.9%	\$58,650	14.2%
7	47-1011	First-Line Supervisors of Construction Trades and Extraction Work	2.8%	\$89,390	14.2%
8	43-3031	Bookkeeping, Accounting, and Auditing Clerks	2.6%	\$46,484	12.0%
9	13-1051	Cost Estimators	2.6%	\$66,377	21.8%
10	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.2%	\$36,034	12.5%

Chemical Manufacturing

(NAICS Industry 325)

Industry Description: The Chemical Manufacturing subsector is based on the transformation of organic and inorganic raw materials by a chemical process and the formulation of products. This subsector distinguishes the production of basic chemicals that comprise the first industry group from the production of intermediate and end products produced by further processing of basic chemicals that make up the remaining industry groups.

Ten Most Common Occupations

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022
1	51-9111	Packaging and Filling Machine Operators and Tenders	16.6%	\$20,068	10.1%
2	51-9023	Mixing and Blending Machine Setters, Operators, and Tenders	12.1%	\$29,503	10.0%
3	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	6.2%	\$35,794	9.4%
4	19-2031	Chemists	5.5%	\$68,778	16.5%
5	51-9041	Extruding, Forming, Pressing, and Compacting Machine Setters, Operators, and Tenders	3.4%	\$26,208	11.9%
6	43-5071	Shipping, Receiving, and Traffic Clerks	3.3%	\$31,156	2.1%
7	51-1011	First-Line Supervisors of Production and Operating Workers	3.0%	\$66,703	2.8%
8	11-1021	General and Operations Managers	2.2%	\$156,960	13.5%
9	49-9041	Industrial Machinery Mechanics	1.9%	\$58,634	25.0%
10	51-2092	Team Assemblers	1.9%	\$23,321	2.9%

Electrical Equipment, Appliance, and Component Manufacturing (NAICS Industry 335)

Industry Description: Industries in the Electrical Equipment, Appliance, and Component Manufacturing subsector manufacture products that generate, distribute and use electrical power. Electric Lighting Equipment Manufacturing establishments produce electric lamp bulbs, lighting fixtures, and parts. Household Appliance Manufacturing establishments make both small and major electrical appliances and parts. Electrical Equipment Manufacturing establishments make goods, such as electric motors, generators, transformers, and switchgear apparatus. Other Electrical Equipment and Component Manufacturing establishments make devices for storing electrical power (e.g., batteries), for transmitting electricity (e.g., insulated wire), and wiring devices (e.g., electrical outlets, fuse boxes, and light switches).

Ten Most Common Occupations

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022
1	51-2092	Team Assemblers	12.2%	\$25,627	2.9%
2	51-2022	Electrical and Electronic Equipment Assemblers	8.2%	\$25,250	0.0%
3	43-4051	Customer Service Representatives	6.5%	\$45,421	9.0%
4	13-2011	Accountants and Auditors	4.7%	\$65,363	17.8%
5	11-1021	General and Operations Managers	4.3%	\$150,899	13.5%
6	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	3.9%	\$82,180	3.9%
7	43-5071	Shipping, Receiving, and Traffic Clerks	3.6%	\$34,478	2.1%
8	13-1161	Market Research Analysts and Marketing Specialists	2.5%	\$82,957	27.8%
9	15-1142	Network and Computer Systems Administrators	2.5%	\$92,219	9.5%
10	17-2141	Mechanical Engineers	2.5%	\$86,457	4.9%

Merchant Wholesalers, Nondurable Goods (NAICS Industry 424)

Industry Description: Industries in the Merchant Wholesalers, Nondurable Goods subsector sell nondurable goods to other businesses. Nondurable goods are items generally with a normal life expectancy of less than three years. Nondurable goods merchant wholesale trade establishments are engaged in wholesaling products, such as paper and paper products, chemicals and chemical products, drugs, textiles and textile products, apparel, footwear, groceries, farm products, petroleum and petroleum products, alcoholic beverages, books, magazines, newspapers, flowers and nursery stock, and tobacco products.

Ten Most Common Occupations

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022
1	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	15.9%	\$65,635	3.9%
2	43-5081	Stock Clerks and Order Fillers	7.3%	\$22,829	-1.0%
3	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	6.3%	\$27,636	9.6%
4	53-3032	Heavy and Tractor-Trailer Truck Drivers	5.0%	\$55,217	8.3%
5	43-5071	Shipping, Receiving, and Traffic Clerks	4.7%	\$29,546	2.1%
6	53-3033	Light Truck or Delivery Services Drivers	4.2%	\$37,931	3.6%
7	43-9061	Office Clerks, General	4.2%	\$29,960	4.8%
8	53-7064	Packers and Packagers, Hand	4.1%	\$22,756	8.4%
9	43-4051	Customer Service Representatives	3.8%	\$35,320	9.0%
10	11-1021	General and Operations Managers	3.1%	\$134,728	13.5%

Building Material and Garden Equipment and Supplies Dealers

(NAICS Industry 444)

Industry Description: Industries in the Building Material and Garden Equipment and Supplies Dealers subsector retail new building material and garden equipment and supplies from fixed point-of-sale locations. Establishments in this subsector have display equipment designed to handle lumber and related products and garden equipment and supplies that may be kept either indoors or outdoors under covered areas. The staff is usually knowledgeable in the use of the specific products being retailed in the construction, repair, and maintenance of the home and associated grounds.

Ten Most Common Occupations

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022
1	41-2031	Retail Salespersons	36.1%	\$34,474	9.0%
2	41-2011	Cashiers	10.8%	\$24,368	3.7%
3	43-5081	Stock Clerks and Order Fillers	6.4%	\$26,816	-1.0%
4	41-1011	First-Line Supervisors of Retail Sales Workers	6.2%	\$48,085	5.2%
5	53-7051	Industrial Truck and Tractor Operators	2.3%	\$34,477	2.8%
6	43-4051	Customer Service Representatives	2.2%	\$26,230	9.0%
7	53-3033	Light Truck or Delivery Services Drivers	2.2%	\$31,835	3.6%
8	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	2.2%	\$28,039	9.6%
9	37-3011	Landscaping and Groundskeeping Workers	1.8%	\$33,939	19.6%
10	53-3032	Heavy and Tractor-Trailer Truck Drivers	1.5%	\$61,262	8.3%

General Merchandise Stores

(NAICS Industry 452)

Industry Description: Industries in the General Merchandise Stores subsector retail new general merchandise from fixed point-of-sale locations. Establishments in this subsector are unique in that they have the equipment and staff capable of retailing a large variety of goods from a single location. This includes a variety of display equipment and staff trained to provide information on many lines of products. Examples include department stores, warehouse clubs, and supercenters.

Ten Most Common Occupations

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022
1	41-2031	Retail Salespersons	36.2%	\$22,187	9.0%
2	41-2011	Cashiers	16.3%	\$20,618	3.7%
3	43-5081	Stock Clerks and Order Fillers	16.2%	\$22,139	-1.0%
4	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	4.7%	\$23,453	9.6%
5	41-1011	First-Line Supervisors of Retail Sales Workers	4.2%	\$43,699	5.2%
6	43-5071	Shipping, Receiving, and Traffic Clerks	1.9%	\$26,868	2.1%
7	43-1011	First-Line Supervisors of Office and Administrative Support Workers	1.6%	\$37,812	12.5%
8	43-4051	Customer Service Representatives	1.6%	\$24,650	9.0%
9	33-9032	Security Guards	1.6%	\$25,826	17.0%
10	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	1.1%	\$24,020	26.3%

Credit Intermediation and Related Activities (NAICS Industry 522)

Industry Description: Industries in the Credit Intermediation and Related Activities subsector group establishments that (1) lend funds raised from depositors; (2) lend funds raised from credit market borrowing; or (3) facilitate the lending of funds or issuance of credit by engaging in such activities as mortgage and loan brokerage, clearinghouse and reserve services, and check cashing services. Examples include commercial banks, credit unions, credit card issuers, and mortgage banks.

Ten Most Common Occupations

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022
1	43-3071	Tellers	22.5%	\$30,552	-2.0%
2	43-4051	Customer Service Representatives	8.5%	\$39,233	9.0%
3	41-3031	Securities, Commodities, and Financial Services Sales Agents	8.3%	\$47,813	-3.8%
4	43-1011	First-Line Supervisors of Office and Administrative Support Workers	7.8%	\$55,683	12.5%
5	13-2072	Loan Officers	7.6%	\$73,817	0.5%
6	43-4131	Loan Interviewers and Clerks	6.4%	\$36,048	-0.6%
7	11-1021	General and Operations Managers	3.2%	\$95,589	13.5%
8	11-3031	Financial Managers	3.2%	\$96,616	8.8%
9	43-4141	New Accounts Clerks	2.2%	\$38,661	-15.9%
10	13-2052	Personal Financial Advisors	1.6%	NA	13.6%

NA- Not Available

Professional and Technical Services

(NAICS Industry 541)

Industry Description: Establishments in this industry group are engaged in processes where “human capital” is the major input. Firms 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. The distinguishing feature of this industry group is that firms within it are almost wholly dependent on worker skills. Thus, firms here are selling expertise. Examples include legal, accounting, architectural, advertising, scientific R&D, and other professional services.

Ten Most Common Occupations

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022
1	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	7.2%	\$35,917	12.5%
2	23-1011	Lawyers	6.9%	\$103,470	11.3%
3	13-2011	Accountants and Auditors	6.5%	\$84,413	17.8%
4	43-9061	Office Clerks, General	5.2%	\$28,851	4.8%
5	43-3031	Bookkeeping, Accounting, and Auditing Clerks	4.1%	\$38,732	12.0%
6	23-2011	Paralegals and Legal Assistants	2.8%	\$43,901	19.8%
7	43-6012	Legal Secretaries	2.6%	\$54,750	-0.7%
8	15-1132	Software Developers, Applications	2.5%	\$76,814	21.5%
9	19-4061	Social Science Research Assistants	2.5%	\$18,651	27.4%
10	11-1021	General and Operations Managers	2.3%	\$153,250	13.5%

Administrative and Support Services

(NAICS Industry 561)

Industry Description: Industries in the Administrative and Support Services subsector group establishments 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. Many of the activities performed in this subsector are ongoing routine support functions that all businesses and organizations must do and that they have traditionally done for themselves. Recent trends, however, are to contract or purchase such services from businesses that specialize in such activities and can, therefore, provide the services more efficiently.

Ten Most Common Occupations

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022
1	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	15.5%	\$21,789	15.3%
2	37-3011	Landscaping and Groundskeeping Workers	11.3%	\$29,494	19.6%
3	33-9032	Security Guards	10.9%	\$28,269	17.0%
4	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	4.2%	\$38,738	12.5%
5	43-9061	Office Clerks, General	3.6%	\$27,618	4.8%
6	43-4051	Customer Service Representatives	3.5%	\$31,066	9.0%
7	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	2.1%	\$24,202	9.6%
8	41-3099	Sales Representatives, Services, All Other	2.0%	\$76,035	12.9%
9	11-1021	General and Operations Managers	1.9%	\$111,662	13.5%
10	43-1011	First-Line Supervisors of Office and Administrative Support Workers	1.8%	\$68,127	12.5%

Ambulatory Health Care Services

(NAICS Industry 621)

Industry Description: Ambulatory Health Care Services establishments 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.

Ten Most Common Occupations

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022
1	43-4171	Receptionists and Information Clerks	11.4%	\$30,279	16.9%
2	39-9021	Personal Care Aides	7.7%	\$25,100	45.5%
3	31-1011	Home Health Aides	7.7%	\$22,671	47.4%
4	29-1141	Registered Nurses	5.0%	\$73,173	14.7%
5	31-9092	Medical Assistants	4.7%	\$35,011	29.6%
6	31-9091	Dental Assistants	4.5%	\$37,876	17.8%
7	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	4.3%	\$37,907	12.5%
8	29-1069	Physicians and Surgeons, All Other	3.9%	\$195,665	20.9%
9	43-1011	First-Line Supervisors of Office and Administrative Support Workers	3.2%	\$54,404	12.5%
10	29-2061	Licensed Practical and Licensed Vocational Nurses	2.8%	\$52,698	24.9%

Hospitals

(NAICS Industry 622)

Industry Description: Hospitals provide medical, diagnostic, and treatment services that include physician, nursing, and other health services to inpatients and the specialized accommodation services required by inpatients. Hospitals may also provide outpatient services as a secondary activity.

Ten Most Common Occupations

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022
1	29-1141	Registered Nurses	22.3%	\$90,209	14.7%
2	31-1014	Nursing Assistants	9.1%	\$38,711	14.8%
3	11-9111	Medical and Health Services Managers	4.3%	\$112,935	13.6%
4	29-1069	Physicians and Surgeons, All Other	3.9%	\$187,174	20.9%
5	43-9061	Office Clerks, General	3.9%	\$37,328	4.8%
6	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	2.1%	\$37,591	15.3%
7	29-2011	Medical and Clinical Laboratory Technologists	2.0%	\$74,468	10.2%
8	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.0%	\$39,739	12.5%
9	43-4111	Interviewers, Except Eligibility and Loan	1.9%	\$40,480	16.3%
10	43-1011	First-Line Supervisors of Office and Administrative Support Workers	1.8%	\$61,023	12.5%

Social Assistance

(NAICS Industry 624)

Industry Description: Industries in the Social Assistance subsector 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.

Ten Most Common Occupations

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022
1	39-9021	Personal Care Aides	22.1%	\$24,602	45.5%
2	25-9041	Teacher Assistants	14.0%	\$20,683	6.5%
3	25-2011	Preschool Teachers, Except Special Education	9.0%	\$27,158	16.3%
4	31-1011	Home Health Aides	7.3%	\$22,011	47.4%
5	39-9011	Childcare Workers	4.7%	\$22,341	11.0%
6	39-9032	Recreation Workers	3.5%	\$25,364	20.3%
7	21-1093	Social and Human Service Assistants	3.0%	\$29,826	18.4%
8	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.7%	\$30,767	12.5%
9	25-2051	Special Education Teachers, Preschool	2.0%	\$66,347	20.2%
10	21-1015	Rehabilitation Counselors	1.8%	\$34,437	15.5%

Amusement, Gambling, and Recreation (NAICS Industry 713)

Industry Description: Industries in the Amusement, Gambling, and Recreation Industries subsector (1) operate facilities where patrons can primarily engage in sports, recreation, amusement, or gambling activities and/or (2) provide other amusement and recreation services, such as supplying and servicing amusement devices in places of business operated by others; operating sports teams, clubs, or leagues engaged in playing games for recreational purposes; and guiding tours without using transportation equipment.

Ten Most Common Occupations

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022
1	39-9031	Fitness Trainers and Aerobics Instructors	9.2%	\$51,771	23.3%
2	39-3091	Amusement and Recreation Attendants	8.5%	\$19,035	17.1%
3	35-3031	Waiters and Waitresses	8.4%	\$24,613	19.1%
4	37-3011	Landscaping and Groundskeeping Workers	7.9%	\$25,863	19.6%
5	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	5.3%	\$19,682	15.3%
6	41-2011	Cashiers	3.9%	\$21,614	3.7%
7	43-4171	Receptionists and Information Clerks	3.6%	\$20,503	16.9%
8	33-9092	Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers	2.7%	\$19,980	8.6%
9	11-1021	General and Operations Managers	2.6%	\$126,721	13.5%
10	39-9032	Recreation Workers	2.6%	\$26,598	20.3%

Food Services and Drinking Places

(NAICS Industry 722)

Industry Description: Establishments in the Food Services and Drinking Places subsector prepare meals, snacks, and beverages to customer order for immediate on-premises and off-premises consumption. There is a wide range of establishments in these industries. Some provide food and drink only; while others provide various combinations of seating space, waiter/waitress services and incidental amenities, such as limited entertainment. The industry groups are full- service restaurants; limited-service eating places; special food services, such as food service contractors, caterers, and mobile food services; and drinking places.

Ten Most Common Occupations

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022
1	35-3031	Waiters and Waitresses	23.4%	\$19,860	19.1%
2	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	21.8%	\$19,100	26.3%
3	35-2014	Cooks, Restaurant	9.1%	\$30,538	29.8%
4	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	6.2%	\$31,729	24.8%
5	35-2021	Food Preparation Workers	4.9%	\$22,775	11.1%
6	35-3011	Bartenders	4.3%	\$19,154	26.9%
7	35-9021	Dishwashers	4.2%	\$19,455	19.1%
8	35-2011	Cooks, Fast Food	3.6%	\$20,146	11.0%
9	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	3.5%	\$18,652	19.7%
10	35-9031	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	2.6%	\$21,812	19.8%

Personal and Laundry Services

(NAICS Industry 812)

Industry Description: Industries in the Personal and Laundry Services subsector group establishments that provide personal and laundry services to individuals, households, and businesses. Services performed include: personal care services; death care services; laundry and drycleaning services; and a wide range of other personal services, such as pet care (except veterinary) services, photofinishing services, temporary parking services, and dating services.

Ten Most Common Occupations

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022
1	39-5012	Hairdressers, Hairstylists, and Cosmetologists	19.1%	\$19,513	12.5%
2	39-5092	Manicurists and Pedicurists	15.6%	\$19,150	19.0%
3	51-6011	Laundry and Dry-Cleaning Workers	11.2%	\$20,246	7.6%
4	53-6021	Parking Lot Attendants	5.4%	\$19,843	8.9%
5	43-4171	Receptionists and Information Clerks	4.3%	\$23,887	16.9%
6	41-2021	Counter and Rental Clerks	3.5%	\$20,486	8.7%
7	31-9011	Massage Therapists	3.4%	\$52,253	23.9%
8	39-2021	Nonfarm Animal Caretakers	3.2%	\$22,267	14.4%
9	39-1021	First-Line Supervisors of Personal Service Workers	2.3%	\$45,444	15.3%
10	39-5093	Shampooers	2.3%	\$19,238	NA

NA- Not Available

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