



Bureau of Labor Market Information Division of Research and Statistics



Significant Industries

A Report to the Workforce Development System

Mohawk Valley | 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 what identified as "significant industries." Industries presented here are classified according to their North American Industry Classification System (NAICS) code.

The report lists significant industries in the Mohawk Valley Region based on various criteria. The 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

Nine regional industries are designated as "significant" in this report. Three of these industries managed to increase their regional employment levels between 2009 and 2014 despite the worst national economic downturn in 75 years. In addition, all of these industries employed at least 2,000 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 \$38,400 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 six major industry groups: construction; manufacturing; trade, transportation, and utilities; professional and business services (which primarily sell to other businesses); educational services; and health care and social assistance.

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/cgi-bin/sssd/naics/naicsrch?chart=2012>.

Construction

Skilled trades occupations comprise much of the employment within the *specialty trade contractors* (NAICS Industry 238). Although the *specialty trade contractors* industry declined from 2009 to 2014, it fared better than the other construction industries. Looking ahead over the next decade, the impending retirement of many baby boomers will contribute to job opportunities in these industries, especially among the skilled trades.

Manufacturing

Food manufacturing (NAICS Industry 311) is the only manufacturing industry on the significant industry list. The industry added 200 jobs from 2009 to 2014 and provides a good number (2,400) of relatively high-paying jobs in the region. The average wage (\$43,600) was about 14 percent above the all- industry average wage (\$38,400) in 2014. The most common occupations in the industry include packaging and filling machine operators and tenders, hand packers and packagers, and food batchmakers.

Trade, Transportation and Utilities

Warehousing and storage (NAICS Industry 493) had been a bright spot in the Mohawk Valley Region until the recent downturn. Although employment is down in the past five years, it is a large sector with over 3,500 jobs paying above-average wages. This sector had also been a good fit for numerous workers dislocated from the manufacturing sector.

Professional and Business Services

Professional, scientific, and technical services (NAICS Industry 541) is the one industry from the professional and business services sector on the significant industries list. In the Mohawk Valley Region, *professional, scientific, and technical services* is dominated by firms that provide legal, custom computer programming, veterinary, engineering, and accounting services. At \$51,000 per year, the average annual wage in this industry is \$12,600 above the average annual wage for all industries.

Educational Services

With 22,600 jobs between the public and private sectors, *educational services* (NAICS Industry 611) has, by far, the most employment of any “significant industry” in the Mohawk Valley Region. This sector lost 500 jobs (-2.2%) between 2009 and 2014, but the industry’s large size, high wages (\$41,600) and projected growth, placed it on this list. Leading job titles include teacher assistant, elementary school teacher and secondary school teacher.

Growth in educational services is driven more by demographics than by economic conditions. However, now in 2015 many local school districts throughout New York State are facing severe budget pressures, and many may need to lay off teachers and support staff; a number yet to be determined.

Health Care and Social Assistance

Growth in health care and social assistance employment is, like educational services, also driven more by demographics than by overall economic conditions. Almost all health care and social assistance occupations are expected to be in demand over the next decade as the Mohawk Valley Region's population continues to age. Four significant industries within the health care and social assistance sector include:

- *Ambulatory health care services* (NAICS Industry 621)
- *Hospitals* (NAICS Industry 622)
- *Nursing and residential care facilities* (NAICS Industry 623)
- *Social assistance* (NAICS Industry 624)

Of these industries, *social assistance* added the most jobs between 2009 and 2014, on both an absolute and relative basis. *Ambulatory health care services* also added jobs, while employment in *hospitals* and *nursing and residential care facilities* declined.

Nursing and residential care facilities (\$29,900) and *social assistance* (\$22,700) have wage levels below the all-industry average. Average annual wage levels at *hospitals* (\$57,900) and *ambulatory health care services* (\$49,600) in 2014 were much higher than the regional average annual wage (\$38,400). This is largely a reflection of the mix of occupations within each industry. For example in *nursing and residential care facilities*, the two most common occupations are relatively low-paying. They include nursing assistant and home health aide.

For Further Information

It is hoped that local workforce investment boards find the information in this report useful. The New York State Department of Labor's Mohawk Valley regional labor market analyst, Mark Barbano, is available for consultation. He can be reached via email at Mark.Barbano@labor.ny.gov or by phone at (315) 793-2282.

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

Significant Industries, Mohawk Valley 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)	192,300	186,800	-5,500	-2.9%	\$38,400	5.8%	NA
238	Specialty Trade Contractors	2,700	2,600	-100	-3.7%	\$43,200	18.2%	J, P, W
311	Food Manufacturing	2,200	2,400	200	9.1%	\$43,600	5.7%	G, J, W
493	Warehousing and Storage	4,200	3,500	-700	-16.7%	\$41,100	2.1%	J, W
541	Professional, Scientific, and Technical Services	5,300	4,700	-600	-11.3%	\$51,000	14.0%	J, P, W
611	Educational Services	23,100	22,600	-500	-2.2%	\$41,600	4.1%	J, W
621	Ambulatory Health Care Services	7,900	8,100	200	2.5%	\$49,600	25.7%	G, J, P, W
622	Hospitals	12,500	11,400	-1,100	-8.8%	\$57,900	8.1%	J, P, W
623	Nursing and Residential Care Facilities	11,500	11,000	-500	-4.3%	\$29,900	18.3%	J, P
624	Social Assistance	7,900	8,400	500	6.3%	\$22,700	22.7%	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 (>2,000).

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

W: Industry pays above-average wages.

Specialty Trade Contractors

(NAICS Industry 238)

Industry Description: The Specialty Trade Contractors industry comprises establishments whose primary activity is performing specific activities (eg., 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 operative 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	47-2061	Construction Laborers	18.6%	\$32,784	3.7%
2	47-2073	Operating Engineers and Other Construction Equipment Operators	6.9%	\$42,778	4.1%
3	47-2152	Plumbers, Pipefitters, and Steamfitters	6.2%	\$56,521	8.7%
4	11-1021	General and Operations Managers	5.1%	\$65,455	8.0%
5	43-9061	Office Clerks, General	4.7%	\$23,943	-0.7%
6	47-2031	Carpenters	4.7%	\$37,446	-2.5%
7	47-2181	Roofers	4.4%	\$37,320	0.0%
8	47-2111	Electricians	3.3%	\$65,111	5.4%
9	53-3032	Heavy and Tractor-Trailer Truck Drivers	3.3%	\$38,553	7.2%
10	13-1051	Cost Estimators	2.9%	\$45,457	9.1%

Food Manufacturing

(NAICS Industry 311)

Industry Description: This subsector comprises establishments primarily engaged in producing food for human or animal consumption.

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	13.4%	\$34,495	0.0%
2	53-7064	Packers and Packers, Hand	10.0%	\$23,421	-1.4%
3	51-3092	Food Batchmakers	7.4%	\$24,977	6.3%
4	49-9071	Maintenance and Repair Workers, General	3.9%	\$46,090	8.5%
5	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	3.5%	\$24,537	9.4%
6	51-1011	First-Line Supervisors-Managers of Production and Operating Workers	3.0%	\$51,735	-3.5%
7	51-3011	Bakers	3.0%	\$28,332	8.3%
8	53-3032	Heavy and Tractor-Trailer Truck Drivers	3.0%	\$53,440	7.2%
9	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	2.6%	\$62,434	-2.5%
10	43-3031	Bookkeeping, Accounting, and Auditing Clerks	2.6%	\$36,687	1.5%

Warehousing and Storage

(NAICS Industry 493)

Industry Description: This industry is made up of establishments primarily engaged in operating general merchandise, refrigerated and other warehousing and storage facilities. These establishments provide facilities to store goods for customers. They do not take title to the goods they handle. These establishments take responsibility for storing the goods and keeping them secure. They may also provide a range of services, often referred to as logistics services, related to the distribution of a customer's goods. Logistics services can include labeling, breaking bulk, inventory control and management, light assembly, order entry and fulfillment, packaging, pick and pack, price marking and ticketing and transportation arrangement.

Five Most Common Occupations

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022
1	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	32.4%	\$41,511	5.4%
2	49-9071	Maintenance and Repair Workers, General	2.0%	\$49,577	8.5%
3	33-9032	Security Guards	0.9%	\$36,606	16.4%
4	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	0.9%	\$40,138	9.4%
5	43-3031	Bookkeeping, Accounting, and Auditing Clerks	0.6%	\$37,266	1.5%

Professional, Scientific, 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 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	7.0%	\$33,526	7.4%
2	15-1132	Software Developers, Applications	5.1%	\$82,292	8.1%
3	13-2011	Accountants and Auditors	4.5%	\$60,971	8.3%
4	31-9096	Veterinary Assistants and Laboratory Animal Caretakers	3.7%	\$42,253	NA
5	43-3031	Bookkeeping, Accounting, and Auditing Clerks	3.7%	\$36,812	1.5%
6	43-4171	Receptionists and Information Clerks	3.5%	\$33,714	11.4%
7	23-1011	Lawyers	3.3%	NA	2.7%
8	43-6012	Legal Secretaries	2.9%	\$37,307	-4.5%
9	43-9061	Office Clerks, General	2.9%	\$23,167	-0.7%
10	29-2056	Veterinary Technologists and Technicians	2.7%	\$28,941	20.0%

NA – Not Available

Educational Services

(NAICS Industry 611)

Industry Description: Establishments in this group 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.

Ten Most Common Occupations

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022
1	25-9041	Teacher Assistants	11.4%	\$22,725	3.0%
2	25-2021	Elementary School Teachers, Except Special Education	9.9%	\$56,339	0.0%
3	25-2031	Secondary School Teachers, Except Special and Vocational Education	9.2%	\$58,341	0.5%
4	25-3098	Substitute Teachers	7.8%	\$23,973	0.4%
5	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	3.9%	\$31,438	9.4%
6	25-2022	Middle School Teachers, Except Special and Career/Technical Education	3.4%	\$59,226	0.0%
7	43-6014	Secretaries, Except Legal, Medical, and Executive	2.6%	\$35,931	7.4%
8	53-3022	Bus Drivers, School or Special Client	2.2%	\$37,465	4.4%
9	25-2054	Special Education Teachers, Secondary School	1.8%	\$58,722	2.0%
10	43-9061	Office Clerks, General	1.8%	\$25,914	-0.7%

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 group 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	29-1141	Registered Nurses	10.2%	\$58,944	12.2%
2	43-4171	Receptionists and Information Clerks	7.3%	\$26,872	11.4%
3	29-2061	Licensed Practical and Licensed Vocational Nurses	7.0%	\$36,954	16.1%
4	31-1011	Home Health Aides	6.1%	\$24,193	22.2%
5	29-2041	Emergency Medical Technicians and Paramedics	5.8%	\$29,534	34.0%
6	31-9091	Dental Assistants	5.8%	\$34,069	7.9%
7	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	4.7%	\$34,229	7.4%
10	31-9092	Medical Assistants	3.6%	\$29,507	27.6%
9	29-1069	Physicians and Surgeons, All Other	3.4%	\$196,405	19.1%
10	43-3021	Billing and Posting Clerks and Machine Operators	3.2%	\$31,451	15.5%

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	23.7%	\$63,576	12.2%
2	31-1014	Nursing Assistants	10.2%	\$27,268	11.5%
3	11-9111	Medical and Health Services Managers	4.3%	\$85,309	13.3%
4	29-2061	Licensed Practical and Licensed Vocational Nurses	2.7%	\$39,117	16.1%
5	43-4111	Interviewers, Except Eligibility and Loan	2.5%	\$31,364	0.0%
6	31-1013	Psychiatric Aides	2.4%	\$48,418	-4.7%
7	43-6014	Secretaries, Except Legal, Medical, and Executive	2.3%	\$32,303	7.4%
8	29-2034	Radiologic Technologists and Technicians	2.1%	\$57,417	14.6%
9	37-2012	Maids and Housekeeping Cleaners	2.1%	\$23,327	12.9%
10	21-1023	Mental Health and Substance Abuse Social Workers	1.9%	\$68,326	3.0%

Nursing and Residential Care Facilities

(NAICS Industry 623)

Industry Description: Nursing and Residential Care Facilities provide residential care combined with either nursing, supervisory, or other types of care as required by the residents. Here, the facilities are a significant part of the production process and the care provided is a mix of health and social services with the health services being largely some level of nursing services.

Ten Most Common Occupations

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022
1	31-1014	Nursing Assistants	20.1%	\$24,091	11.5%
2	31-1011	Home Health Aides	15.7%	\$22,517	22.2%
3	29-2061	Licensed Practical and Licensed Vocational Nurses	8.5%	\$35,807	16.1%
4	39-9021	Personal Care Aides	7.6%	\$22,366	29.6%
5	29-1141	Registered Nurses	4.1%	\$57,069	12.2%
6	37-2012	Maids and Housekeeping Cleaners	3.6%	\$19,538	12.9%
7	35-2021	Food Preparation Workers	2.8%	\$18,762	2.3%
8	39-9011	Child Care Workers	2.8%	\$22,598	9.0%
9	35-2012	Cooks, Institution and Cafeteria	2.4%	\$22,810	9.4%
10	35-3041	Food Servers, Nonrestaurant	2.0%	\$18,689	22.6%

Social Assistance

(NAICS Industry 624)

Industry Description: This industry is comprised of establishments primarily engaged in providing a wide variety of 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	26.2%	\$22,922	29.6%
2	21-1093	Social and Human Service Assistants	5.4%	\$28,329	11.5%
3	39-9011	Child Care Workers	4.1%	\$21,224	9.0%
4	25-9041	Teacher Assistants	3.6%	\$19,271	3.0%
5	25-2011	Preschool Teachers, Except Special Education	3.4%	\$26,687	7.8%
6	21-1015	Rehabilitation Counselors	2.5%	\$29,284	7.1%
7	53-3022	Bus Drivers, School or Special Client	2.1%	\$24,318	4.4%
8	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	1.8%	\$19,470	9.4%
9	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1.8%	\$24,507	7.4%
10	43-9061	Office Clerks, General	1.4%	\$23,623	-0.7%

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