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SIGNIFICANT INDUSTRIES

A Report to the Workforce Development System

Long Island

2019

Preface

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

To assist in these efforts, the New York State Department of Labor Division of Research and Statistics 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 on Long Island based on several factors including employment levels, wage levels, job growth (both net and percent) over the 2013-2018 period and expected job growth based on industry employment projections through 2026. 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

Twelve industries are designated as “significant” on Long Island. Eleven of the twelve industries experienced an increase in employment between 2013 and 2018. In addition, 11 industries employed at least 12,500 people during 2018. Collectively, these twelve industries account for nearly half the jobs on Long Island.

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 \$61,100 in 2018); or strong expected growth through 2026. The specific reason(s) why each industry was designated as significant are presented in the last column of the first table in this report.

A broad 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); health care and social assistance; and leisure and hospitality.

Industry Analysis

In the following analysis, industries are presented in ascending NAICS industry code order. For additional information regarding the NAICS industry classification system, visit <https://www.census.gov/cgi-bin/sssd/naics/naicsrch?chart=2017>.

Construction

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

Of the significant industries identified in this report, employment in *construction of buildings* and *specialty trade contractors* experienced the fastest growth between 2013 and 2018. Construction activity is booming across several sectors including residential projects, health care and education. The increase in multifamily residential and mixed-use developments near Long Island Railroad stations has driven demand for construction workers. 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 remains an important sector for the Long Island economy despite undergoing significant restructuring over the last decade. The aerospace and defense manufacturing industry provided a strong base for engineering and research and product development. Workers with these skills are an asset in a world where technology and innovation are critical for economic growth.

While it employs the fewest people on the list, the burgeoning *food manufacturing* (NAICS Industry 311) industry on Long Island has been designated as a priority by the region's economic development officials. Of the 21 manufacturing industries on Long Island, *food manufacturing* added the most jobs between 2013 and 2018, helped by a growing interest in locally sourced food products and an increase in the number of ethnic food producers. Strategic investments to support Long Island's food industry should help drive employment growth through 2026.

More workers are employed in the *chemical manufacturing* (NAICS Industry 325) industry on Long Island than any other region in New York State. In fact, one out of every three chemical manufacturing workers in the State is employed on Long Island. Job gains in this industry are due in part to the growing cluster of companies manufacturing pharmaceuticals and supplements on Long Island. *Pharmaceutical manufacturing* is also an integral part of the life sciences cluster, identified as a priority by Long Island's Regional Economic Development Council.

Trade, Transportation and Utilities

Recent growth in the region's *merchant wholesalers, nondurable goods* (NAICS Industry 424) industry has been driven by improved economic conditions and the resulting rise in consumer demand. High rents in New York City have also forced many wholesalers to relocate their operations to Long Island. The average annual wage in this industry (\$73,800) is more than 20% higher than the all industry average annual wage (\$61,100) in 2018.

Professional and Business Services

The professional and business services sector includes a variety of industries reflecting Long Island's wide-ranging skills and capabilities in science, engineering and technology. *Professional, scientific and technical services* (NAICS Industry 541) includes companies that provide IT services, engineering and architectural consulting, accounting and legal services. It also includes world-class research and development laboratories which are an integral part of Long Island's life sciences cluster, a key regional priority sector. This industry employed the fourth most number of people in the region and paid wages (\$81,800) well above the all industry average annual wage in 2018.

Like the *professional, scientific and technical services* industry, businesses in the *administrative and support services* (NAICS Industry 561) industry mainly sell their services to other businesses rather than consumers. As a result, employment in these industries is highly dependent upon the business cycle. Employment growth in *administrative and support services* was concentrated in *services to buildings and dwellings*, including *janitorial and landscaping services*, which pays lower than average wages. However, employment in this industry is projected to grow by 22.0% between 2016 and 2026.

Health Care and Social Assistance

The health care and social assistance sector is critical to Long Island's economy. At record high levels of employment, health care has been the region's steadiest performer and accounts for nearly one out of every five jobs in the region. The aging of the population has major implications for the sector, both as an employer of an older workforce and as a provider of services.

The largest industry in the sector, *ambulatory health care services* (NAICS Industry 621), grew 11.4% between 2013 and 2018 and is projected to grow by 40.5% between 2016 and 2026. Lower costs, patient preference and improved outcomes have driven growth in outpatient care, particularly for in-home health services.

While employment at *hospitals* (NAICS Industry 622) is projected to grow at a slower pace compared to *ambulatory health care services* over the 2016-2026 period, *hospitals* rank among the largest employers in the region. Average annual wages in this industry were the highest of the significant industries in 2018. The region's largest hospitals have also been ramping up their cancer-related services and building new centers to accommodate more patients.

The aging of Long Island's population has increased the demand for nursing care and assisted living facilities. Employment at *nursing and residential care facilities* (NAICS Industry 623) is projected to grow by 25.7% between 2016 and 2026. The opioid epidemic has also driven demand for residential substance abuse facilities.

Businesses in the *social assistance* (NAICS Industry 624) industry provide a wide variety of services directly to their clients in a nonresidential setting. Employment in the *social assistance* industry is the lowest of the sector's four industries and pays the lowest average annual wages (\$29,100) due to its mix of occupations. This industry also includes *child day care services*, which has been identified as a priority for the state's Regional Economic Development Councils.

Leisure and Hospitality

Food services and drinking places (NAICS Industry 722) added the second most jobs of any significant industry in the region. Employment in this industry is expected to grow at nearly twice the rate of growth for all industries in the region. This industry had the lowest annual average wage (\$24,300) in 2018 of the twelve significant industries identified in this report. Many of the most common occupations in this industry require only short-term training but offer wages well below the average annual wage for all occupations. However, restaurants offer considerable opportunities for advancement to higher-paying supervisory positions.

For Further Information

It is hoped that the statewide and local workforce development boards find the information in this report useful. The New York State Department of Labor's regional labor market analyst for 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.

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://labor.ny.gov/stats/lslma.shtm>.

Significant Industries, Long Island, 2019

NAICS Industry Code	Industry Name	Jobs		Net Change in Jobs, 2013-2018	% Change in Jobs, 2013-2018	Average Annual Wage, 2018	Projected % Change in Jobs, 2016-2026	Why Industry is Significant**
		2013*	2018*					
	Total, all industries (all ownerships)	1,225,100	1,293,200	68,100	5.6%	\$61,100	12.3%	NA
236	Construction of buildings	14,900	18,800	3,900	26.2%	\$68,100	6.4%	G, J, W
238	Specialty trade contractors	46,100	55,500	9,400	20.4%	\$70,800	9.4%	G, J, W
311	Food manufacturing	6,200	7,100	900	14.5%	\$44,800	15.0%	G, P
325	Chemical manufacturing	12,900	13,100	200	1.6%	\$61,600	6.9%	J, W
424	Merchant wholesalers, nondurable goods	24,200	26,200	2,000	8.3%	\$73,800	0.2%	G, J, W
541	Professional and technical services	78,300	77,800	(500)	-0.6%	\$81,800	13.2%	J, P, W
561	Administrative and support services	64,500	67,600	3,100	4.8%	\$45,700	22.0%	J, P
621	Ambulatory health care services	79,100	88,100	900	11.4%	\$60,600	40.5%	G, J, P
622	Hospitals	62,700	73,900	11,200	17.9%	\$88,800	13.3%	G, J, P, W
623	Nursing and residential care facilities	34,000	37,300	3,300	9.7%	\$41,400	25.7%	G, J, P
624	Social assistance	31,600	37,000	5,400	17.1%	\$29,100	30.0%	G, J, P
722	Food services and drinking places	86,800	97,900	11,100	12.8%	\$24,300	24.4%	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 2016-2026

W: Industry pays above-average wages

**Construction of buildings
(NAICS Industry 236)
Ten Most Common Occupations**

Industry Description: The Construction of Buildings subsector comprises establishments primarily responsible for the construction of buildings. The work performed may include new work, additions, alternations, 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.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	47-2031	Carpenters	22.1%	\$54,016	6.7%	High school diploma or equivalent	None	Apprenticeship
2	47-2061	Construction Laborers	21.2%	\$37,316	10.9%	No formal educational credential	None	Short-term on-the-job training
3	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	6.7%	\$84,248	9.9%	High school diploma or equivalent	5 years or more	None
4	43-9061	Office Clerks, General	4.1%	\$27,960	1.4%	High school diploma or equivalent	None	Short-term on-the-job training
5	11-1021	General and Operations Managers	3.2%	\$145,904	13.3%	Bachelor's degree	5 years or more	None
6	43-3031	Bookkeeping, Accounting, and Auditing Clerks	3.2%	\$44,158	1.9%	Some college, no degree	None	Moderate-term on-the-job training
7	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.9%	\$44,044	-1.9%	High school diploma or equivalent	None	Short-term on-the-job training
8	13-1051	Cost Estimators	2.3%	\$74,325	11.0%	Bachelor's degree	None	Moderate-term on-the-job training
9	41-3099	Sales Representatives, Services, All Other	2.2%	\$52,682	13.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	47-2081	Drywall and Ceiling Tile Installers	2.2%	\$44,893	0.0%	No formal educational credential	None	Moderate-term on-the-job training

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

Industry Description: The Specialty Trade Contractors 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.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	47-2111	Electricians	11.0%	\$61,208	8.5%	High school diploma or equivalent	None	Apprenticeship
2	47-2061	Construction Laborers	10.4%	\$41,981	10.9%	No formal educational credential	None	Short-term on-the-job training
3	47-2031	Carpenters	9.1%	\$63,839	6.7%	High school diploma or equivalent	None	Apprenticeship
4	47-2152	Plumbers, Pipefitters, and Steamfitters	7.6%	\$97,105	15.7%	High school diploma or equivalent	None	Apprenticeship
5	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	6.0%	\$60,245	11.9%	Postsecondary non-degree award	None	Long-term on-the-job training
6	47-2141	Painters, Construction and Maintenance	3.9%	\$53,951	4.9%	No formal educational credential	None	Moderate-term on-the-job training
7	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	3.6%	\$93,612	9.9%	High school diploma or equivalent	5 years or more	None
8	11-1021	General and Operations Managers	3.2%	\$137,989	13.3%	Bachelor's degree	5 years or more	None
9	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.8%	\$45,454	-1.9%	High school diploma or equivalent	None	Short-term on-the-job training
10	43-9061	Office Clerks, General	2.2%	\$35,523	1.4%	High school diploma or equivalent	None	Short-term on-the-job training

**Food Manufacturing
(NAICS Industry 311)
Ten Most Common Occupations**

Industry Description: Industries in the Food Manufacturing subsector transform livestock and agricultural products into products for intermediate or final consumption. The industry groups are distinguished by 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 (%), 2016-2026	Education	Work Experience	Training
1	51-3092	Food Batchmakers	16.0%	\$24,688	14.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	51-9111	Packaging and Filling Machine Operators and Tenders	10.0%	\$24,725	10.1%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	51-3011	Bakers	8.5%	\$28,121	16.8%	No formal educational credential	None	Long-term on-the-job training
4	41-2011	Cashiers	4.7%	\$24,766	4.5%	No formal educational credential	None	Short-term on-the-job training
5	51-1011	First-Line Supervisors of Production and Operating Workers	4.0%	\$47,166	3.2%	High school diploma or equivalent	Less than 5 years	None
6	53-7064	Packers and Packagers, Hand	3.2%	\$25,346	NA	NA	NA	NA
7	53-3033	Light Truck or Delivery Services Drivers	2.8%	\$26,984	8.8%	High school diploma or equivalent	None	Short-term on-the-job training
8	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	2.8%	\$31,625	NA	NA	NA	NA
9	41-2031	Retail Salespersons	2.5%	\$31,408	5.1%	No formal educational credential	None	Short-term on-the-job training
10	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	2.4%	\$22,540	17.7%	No formal educational credential	None	Short-term on-the-job training

NA – Not Available

**Chemical Manufacturing
(NAICS Industry 325)
Ten Most Common Occupations**

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.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	51-9111	Packaging and Filling Machine Operators and Tenders	18.2%	\$26,998	10.1%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	51-9023	Mixing and Blending Machine Setters, Operators, and Tenders	13.2%	\$30,507	6.4%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	10.9%	\$42,083	-3.1%	High school diploma or equivalent	None	Moderate-term on-the-job training
4	51-1011	First-Line Supervisors of Production and Operating Workers	5.9%	\$78,516	3.2%	High school diploma or equivalent	Less than 5 years	None
5	51-9011	Chemical Equipment Operators and Tenders	5.6%	\$37,913	NA	NA	NA	NA
6	19-2031	Chemists	3.4%	\$69,196	17.8%	Bachelor's degree	None	None
7	49-9041	Industrial Machinery Mechanics	3.2%	\$59,514	10.3%	High school diploma or equivalent	None	Long-term on-the-job training
8	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	2.6%	\$30,084	NA	NA	NA	NA
9	19-1042	Medical Scientists, Except Epidemiologists	2.0%	\$91,282	17.5%	Doctoral or professional degree	None	None
10	11-3051	Industrial Production Managers	1.7%	\$139,595	2.4%	Bachelor's degree	5 years or more	None

NA – Not Available

**Merchant Wholesalers, Nondurable Goods
(NAICS Industry 424)
Ten Most Common Occupations**

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.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	16.7%	\$66,777	2.4%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	13.4%	\$31,015	NA	NA	NA	NA
3	53-3032	Heavy and Tractor-Trailer Truck Drivers	4.4%	\$51,784	6.2%	Postsecondary non-degree award	None	Short-term on-the-job training
4	41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	4.1%	\$85,170	0.0%	Bachelor's degree	None	Moderate-term on-the-job training
5	43-4051	Customer Service Representatives	3.7%	\$46,922	4.1%	High school diploma or equivalent	None	Short-term on-the-job training
6	11-1021	General and Operations Managers	3.6%	\$188,282	13.3%	Bachelor's degree	5 years or more	None
7	53-3033	Light Truck or Delivery Services Drivers	3.2%	\$30,046	8.8%	High school diploma or equivalent	None	Short-term on-the-job training
8	43-9061	Office Clerks, General	2.7%	\$25,140	1.4%	High school diploma or equivalent	None	Short-term on-the-job training
9	43-3031	Bookkeeping, Accounting, and Auditing Clerks	2.3%	\$48,902	1.9%	Some college, no degree	None	Moderate-term on-the-job training
10	53-7051	Industrial Truck and Tractor Operators	2.2%	\$47,523	8.3%	No formal educational credential	None	Short-term on-the-job training

NA – Not Available

**Professional, Scientific and Technical Services
(NAICS Industry 541)
Ten Most Common Occupations**

Industry Description: Industries in the Professional and Technical Services subsector group establishments 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. The distinguishing feature of the Professional and Technical Service subsector is the fact that most of the industries grouped in it have production processes that are almost wholly dependent on worker skills. Thus, the establishments classified in this subsector sell expertise. Much of the expertise requires degrees, though not in every case. Examples include legal, accounting, architectural, advertising, scientific R&D, and other professional services.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	23-1011	Lawyers	8.2%	\$118,128	9.4%	Doctoral or professional degree	None	None
2	13-2011	Accountants and Auditors	6.8%	\$79,242	17.2%	Bachelor's degree	None	None
3	23-2011	Paralegals and Legal Assistants	4.3%	\$50,449	17.5%	Associate's degree	None	None
4	43-9061	Office Clerks, General	4.3%	\$31,353	1.4%	High school diploma or equivalent	None	Short-term on-the-job training
5	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3.6%	\$45,779	-1.9%	High school diploma or equivalent	None	Short-term on-the-job training
6	43-3031	Bookkeeping, Accounting, and Auditing Clerks	3.0%	\$49,136	1.9%	Some college, no degree	None	Moderate-term on-the-job training
7	11-1021	General and Operations Managers	2.8%	\$161,875	13.3%	Bachelor's degree	5 years or more	None
8	13-1111	Management Analysts	2.6%	\$114,681	21.2%	Bachelor's degree	Less than 5 years	None
9	43-6012	Legal Secretaries	2.5%	\$49,626	-18.4%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	15-1132	Software Developers, Applications	2.5%	\$97,512	30.3%	Bachelor's degree	None	None

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

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.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	15.3%	\$26,413	17.7%	No formal educational credential	None	Short-term on-the-job training
2	37-3011	Landscaping and Groundskeeping Workers	11.8%	\$34,243	20.3%	No formal educational credential	None	Short-term on-the-job training
3	33-9032	Security Guards	10.7%	\$35,144	16.0%	High school diploma or equivalent	None	Short-term on-the-job training
4	43-9061	Office Clerks, General	4.2%	\$31,184	1.4%	High school diploma or equivalent	None	Short-term on-the-job training
5	41-3099	Sales Representatives, Services, All Other	3.9%	\$61,017	13.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
6	43-4051	Customer Service Representatives	3.6%	\$32,929	4.1%	High school diploma or equivalent	None	Short-term on-the-job training
7	11-1021	General and Operations Managers	2.7%	\$108,423	13.3%	Bachelor's degree	5 years or more	None
8	37-1012	First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers	2.1%	\$53,447	19.6%	High school diploma or equivalent	Less than 5 years	None
9	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.1%	\$36,613	-1.9%	High school diploma or equivalent	None	Short-term on-the-job training
10	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	1.7%	\$25,728	NA	NA	NA	NA

NA – Not Available

**Ambulatory Health Care Services
(NAICS Industry 621)
Ten Most Common Occupations**

Industry Description: Industries in the Ambulatory Health Care Services subsector provide health care services directly or indirectly to ambulatory patients and do not usually provide inpatient services. Health practitioners in this subsector 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 (%), 2016-2026	Education	Work Experience	Training
1	31-1011	Home Health Aides	11.8%	\$26,018	53.1%	High school diploma or equivalent	None	Short-term on-the-job training
2	43-4171	Receptionists and Information Clerks	11.1%	\$37,762	21.7%	High school diploma or equivalent	None	Short-term on-the-job training
3	39-9021	Personal Care Aides	6.5%	\$28,105	48.2%	High school diploma or equivalent	None	Short-term on-the-job training
4	29-1141	Registered Nurses	5.8%	\$85,089	22.4%	Bachelor's degree	None	None
5	31-9092	Medical Assistants	4.5%	\$38,085	42.0%	Postsecondary non-degree award	None	None
6	31-9091	Dental Assistants	3.7%	\$42,798	21.8%	Postsecondary non-degree award	None	None
7	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3.3%	\$37,230	-1.9%	High school diploma or equivalent	None	Short-term on-the-job training
8	29-1069	Physicians and Surgeons, All Other	3.2%	\$189,588*	21.2%	Doctoral or professional degree	None	Internship/residency
9	29-2021	Dental Hygienists	2.9%	\$89,856	22.1%	Associate's degree	None	None
10	43-3021	Billing and Posting Clerks	2.8%	\$45,046	23.4%	High school diploma or equivalent	None	Moderate-term on-the-job training

* Due to confidentiality, regional median occupational wage was replaced with regional cross industry median wage.

Hospitals
(NAICS Industry 622)
Ten Most Common Occupations

Industry Description: Industries in the Hospitals subsector 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. Establishments in the Hospitals subsector provide inpatient 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 (%), 2016-2026	Education	Work Experience	Training
1	29-1141	Registered Nurses	23.7%	\$101,775	22.4%	Bachelor's degree	None	None
2	31-1014	Nursing Assistants	7.7%	\$46,787	18.1%	Postsecondary non-degree award	None	None
3	29-1069	Physicians and Surgeons, All Other	6.5%	\$158,034	21.2%	Doctoral or professional degree	None	Internship/residency
4	11-9111	Medical and Health Services Managers	3.3%	\$155,883	24.6%	Bachelor's degree	Less than 5 years	None
5	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.3%	\$47,109	-1.9%	High school diploma or equivalent	None	Short-term on-the-job training
6	43-9061	Office Clerks, General	2.2%	\$45,151	1.4%	High school diploma or equivalent	None	Short-term on-the-job training
7	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	2.0%	\$44,635	17.7%	No formal educational credential	None	Short-term on-the-job training
8	29-1071	Physician Assistants	2.0%	\$129,245	48.1%	Master's degree	None	None
9	43-1011	First-Line Supervisors of Office and Administrative Support Workers	1.8%	\$76,525	8.4%	High school diploma or equivalent	Less than 5 years	None
10	29-2010	Clinical Laboratory Technologists and Technicians	1.7%	\$80,384	NA	NA	NA	NA

NA – Not Available

**Nursing and Residential Care Facilities
(NAICS Industry 623)
Ten Most Common Occupations**

Industry Description: Industries in the Nursing and Residential Care Facilities subsector provide residential care combined with either nursing, supervisory, or other types of care as required by the residents. In this subsector, 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.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	39-9021	Personal Care Aides	21.2%	\$29,328	48.2%	High school diploma or equivalent	None	Short-term on-the-job training
2	31-1014	Nursing Assistants	18.4%	\$39,525	18.1%	Postsecondary non-degree award	None	None
3	29-2061	Licensed Practical and Licensed Vocational Nurses	7.7%	\$57,550	22.2%	Postsecondary non-degree award	None	None
4	29-1141	Registered Nurses	6.5%	\$89,276	22.4%	Bachelor's degree	None	None
5	37-2012	Maids and Housekeeping Cleaners	3.5%	\$32,099	17.3%	No formal educational credential	None	Short-term on-the-job training
6	35-3041	Food Servers, Nonrestaurant	3.2%	\$35,252	22.9%	No formal educational credential	None	Short-term on-the-job training
7	31-1011	Home Health Aides	3.0%	\$34,613	53.1%	High school diploma or equivalent	None	Short-term on-the-job training
8	39-1021	First-Line Supervisors of Personal Service Workers	2.7%	\$46,640	21.0%	High school diploma or equivalent	Less than 5 years	None
9	39-9032	Recreation Workers	2.1%	\$34,347	21.2%	High school diploma or equivalent	None	Short-term on-the-job training
10	39-9041	Residential Advisors	1.9%	\$36,543	21.1%	High school diploma or equivalent	None	Short-term on-the-job training

**Social Assistance
(NAICS Industry 624)
Ten Most Common Occupations**

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.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	39-9021	Personal Care Aides	21.6%	\$28,496	48.2%	High school diploma or equivalent	None	Short-term on-the-job training
2	25-9041	Teacher Assistants	10.1%	\$25,750	9.6%	Some college, no degree	None	None
3	31-1011	Home Health Aides	8.1%	\$25,394	53.1%	High school diploma or equivalent	None	Short-term on-the-job training
4	39-9011	Childcare Workers	7.8%	\$25,720	10.1%	High school diploma or equivalent	None	Short-term on-the-job training
5	25-2011	Preschool Teachers, Except Special Education	7.0%	\$30,216	15.3%	Associate's degree	None	None
6	39-9032	Recreation Workers	5.1%	\$29,898	21.2%	High school diploma or equivalent	None	Short-term on-the-job training
7	21-1093	Social and Human Service Assistants	4.7%	\$31,036	22.6%	High school diploma or equivalent	None	Short-term on-the-job training
8	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.7%	\$37,704	-1.9%	High school diploma or equivalent	None	Short-term on-the-job training
9	21-1021	Child, Family, and School Social Workers	2.3%	\$48,042	20.1%	Bachelor's degree	None	None
10	25-2051	Special Education Teachers, Preschool	1.6%	\$67,578	19.0%	Bachelor's degree	None	None

**Food Services and Drinking Places
(NAICS Industry 722)
Ten Most Common Occupations**

Industry Description: Industries 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 restaurants and other eating places, including full-service restaurants, limited-service restaurants, cafeterias, and snack bars; special food services, such as food service contractors, caterers, and mobile food services; and drinking places.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	23.5%	\$24,970	31.0%	No formal educational credential	None	Short-term on-the-job training
2	35-3031	Waiters and Waitresses	21.9%	\$27,425	21.4%	No formal educational credential	None	Short-term on-the-job training
3	35-2014	Cooks, Restaurant	8.1%	\$26,678	27.5%	No formal educational credential	Less than 5 years	Moderate-term on-the-job training
4	35-2021	Food Preparation Workers	6.2%	\$26,764	19.6%	No formal educational credential	None	Short-term on-the-job training
5	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	5.7%	\$37,407	23.2%	High school diploma or equivalent	Less than 5 years	None
6	35-3011	Bartenders	4.6%	\$38,651	15.7%	No formal educational credential	None	Short-term on-the-job training
7	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	4.3%	\$26,220	20.8%	No formal educational credential	None	Short-term on-the-job training
8	35-9021	Dishwashers	3.8%	\$25,091	17.9%	No formal educational credential	None	Short-term on-the-job training
9	35-9031	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	3.4%	\$24,925	21.6%	No formal educational credential	None	Short-term on-the-job training
10	53-3031	Driver/Sales Workers	3.2%	\$23,795	3.6%	High school diploma or equivalent	None	Short-term on-the-job training

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