

**BUREAU OF LABOR MARKET INFORMATION
DIVISION OF RESEARCH AND STATISTICS**



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SIGNIFICANT INDUSTRIES

A Report to the Workforce Development System

Southern Tier

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 in the Southern Tier 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” in the Southern Tier. Eight of these industries experienced an increase in employment between 2013 and 2018. In addition, half of these industries employed at least 8,000 during 2018.

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 \$49,200 in 2018); or strong expected growth through 2026.

A broad set of industries were identified for this report. They fall into six major industry groups: construction; manufacturing; transportation and warehousing; professional and business services (which primarily sell to other businesses); educational services; and health care services.

Industry Analysis

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

Construction

Skilled trade occupations comprise much of the employment within the *construction of buildings* (NAICS Industry 236) industry. Between 2013 and 2018, the Southern Tier’s rate of job growth in this industry (22.2%) was higher than any of the State’s regions north of the Hudson Valley. The impending retirement of many baby boomers will lead to job opportunities in this industry, especially among the skilled trades.

Manufacturing

Four out of twelve of the region's significant industries are manufacturing-focused. Although employment in this sector has declined considerably over the long term, it remains an important segment of the region's economy.

The *Fabricated metal product manufacturing* (NAICS Industry 332) industry experienced employment growth of 7.4% (+200 jobs) between 2013 and 2018. This is the highest rate of growth among the ten labor market regions in the state. The industry paid above average annual wages (\$53,900) in 2018.

Although employment in *computer and electronic product manufacturing* (NAICS Industry 334) declined from 2013 to 2018, it still provides a relatively large number (8,100) of high-paying jobs throughout the Southern Tier. The average annual wage (\$89,600) was well above the all industry average annual wage (\$49,200) in 2018. The most common occupations in the industry include assemblers, inspectors, testers and engineers.

Employment in the region's *transportation equipment manufacturing* (NAICS Industry 336) sector expanded between 2013 and 2018. The industry grew by 16.2% (+600 jobs) over the period. Since these jobs paid an average wage of \$72,600 per year in 2018, the impact of expansion in this sector creates a ripple effect throughout the economy.

Employment in *miscellaneous manufacturing* (NAICS Industry 339) grew by 8.3% (+100 jobs) between 2013 and 2018 and paid above average wages (\$54,800) in 2018. This industry is expected to expand even more (280 jobs, 21.2%) through 2026. The Southern Tier is the only labor market region in New York State expected to experience job growth in this industry between 2016 and 2026.

Transportation and Warehousing

The *warehousing and storage* (NAICS Industry 493) industry is part of the broader transportation and warehousing sector. Jobs within this industry account for a relatively small share of total employment in the region, but the impressive growth rate (62.5%; +500 jobs) and favorable employment outlook are the reasons this industry made the list.

Professional and Business Services

Two industries from the professional and business services sector are on the significant industries list: *professional, scientific and technical services* (NAICS Industry 541) and *management of companies and enterprises* (NAICS Industry 551). These industries share a common trait: they tend to sell to other businesses rather than consumers.

Both industries gained jobs between 2013 and 2018 and employment is expected to continue to grow in the coming years. *Professional, scientific and technical services* (\$86,500) and *management of companies and enterprises* (\$124,400) both paid above-average annual wages in 2018.

Educational Services

With more than 42,000 jobs between the public and private sectors, *educational services* (NAICS Industry 611), has, by far, the most employment of any significant industry in the region. This sector lost jobs (-1.6%) between 2013 and 2018 but is expected to expand through 2026. The industry's 2018 average annual wage (\$57,700) was above the all industry annual average. Common 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. Most job opportunities will likely arise due to retirement of the baby boomers within the industry.

Health Care and Social Assistance

Like *educational services*, growth in health care industry employment is driven more by demographics than by overall economic conditions. Almost all health care occupations are expected to be in demand over the next decade as New York State's population continues to age. The health care sector consists of three main components:

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

Of these, the *ambulatory health care services* industry was the only health care industry to add jobs between 2013 and 2018. Cumulatively, these three industries employed over 34,000, which represents nearly 13% of all jobs in the Southern Tier in 2018.

Ambulatory health care services (\$65,200) and *hospitals* (\$55,100) paid wages above the all industry annual average in 2018. The 2018 average annual wage at *nursing and residential care facilities* (\$36,400) was below the regional annual average (\$49,200). This is largely a reflection of the mix of occupations in each health care industry. In *nursing and residential care facilities*, for example, the three most common occupations are relatively low-paying. They include nursing assistant, home health aide and personal care aide.

For Further Information

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

Similar local data are available from our network of 10 regional labor market analysts to assist LWDBs. For questions regarding your local area, please contact your regional labor market analyst. Their contact information is available at: <https://labor.ny.gov/stats/lslma.shtm>.

Significant Industries, Southern Tier Region, 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)	262,200	259,500	-2,700	-1.0%	\$49,200	6.8%	NA
236	Construction of buildings	1,800	2,200	400	22.2%	\$47,400	0.5%	G
332	Fabricated metal product manufacturing	2,700	2,900	200	7.4%	\$53,900	1.4%	G, W
334	Computer and electronic product manufacturing	9,100	8,100	-1,000	-11.0%	\$89,600	4.5%	J, W
336	Transportation equipment manufacturing	3,700	4,300	600	16.2%	\$72,600	0.5%	G, W
339	Miscellaneous manufacturing	1,200	1,300	100	8.3%	\$54,800	21.2%	G, P, W
493	Warehousing and storage	800	1,300	500	62.5%	\$35,700	27.5%	G, P
541	Professional and technical services	9,800	10,300	500	5.1%	\$86,500	11.1%	G, J, P, W
551	Management of companies and enterprises	2,200	2,800	600	27.3%	\$124,400	4.0%	G, W
611	Educational services	43,300	42,600	-700	-1.6%	\$57,700	8.6%	J, P, W
621	Ambulatory health care services	8,700	8,900	200	2.3%	\$65,200	28.3%	G, J, P, W
622	Hospitals	13,700	13,500	-200	-1.5%	\$55,100	2.2%	J, W
623	Nursing and residential care facilities	12,000	11,700	-300	-2.5%	\$36,400	21.2%	J, P

NA – Not Applicable

*Represents both private and public sector jobs

****Key:**

G: Industry experienced notable job growth; can be net or percentage growth

J: Industry employs a significant number of jobs (>8,000)

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, 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.

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	29.2%	\$47,704	4.5%	High school diploma or equivalent	None	Apprenticeship
2	47-2061	Construction Laborers	25.4%	\$31,569	7.6%	No formal educational credential	None	Short-term on-the-job training
3	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	5.7%	\$59,594	6.8%	High school diploma or equivalent	5 years or more	None
4	11-1021	General and Operations Managers	4.3%	\$82,946	8.6%	Bachelor's degree	5 years or more	None
5	11-9021	Construction Managers	4.3%	\$96,377	7.0%	Bachelor's degree	None	Moderate-term on-the-job training
6	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.9%	\$37,446	-5.1%	High school diploma or equivalent	None	Short-term on-the-job training
7	13-1051	Cost Estimators	2.4%	\$59,412	11.1%	Bachelor's degree	None	Moderate-term on-the-job training
8	43-3031	Bookkeeping, Accounting, and Auditing Clerks	2.4%	\$40,195	0.0%	Some college, no degree	None	Moderate-term on-the-job training
9	43-9061	Office Clerks, General	2.4%	\$24,757	-0.9%	High school diploma or equivalent	None	Short-term on-the-job training
10	47-2141	Painters, Construction and Maintenance	1.4%	\$35,632	5.9%	No formal educational credential	None	Moderate-term on-the-job training

**Fabricated Metal Product Manufacturing
(NAICS Industry 332)
Ten Most Common Occupations**

Industry Description: Industries in the Fabricated Metal Product Manufacturing subsector transform metal into intermediate or end products, other than machinery, computers and electronics, and metal furniture, or treat metals and metal formed products fabricated elsewhere. Important fabricated metal processes are forging, stamping, bending, forming, and machining, used to shape individual pieces of metal; and other processes, such as welding and assembling, used to join separate parts together. Establishments in this subsector may use one of these processes or a combination of these processes.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	51-4041	Machinists	14.6%	\$41,185	5.6%	High school diploma or equivalent	None	Long-term on-the-job training
2	51-4121	Welders, Cutters, Solderers, and Brazers	9.9%	\$37,714	4.5%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	51-2098	Assemblers and fabricators, all other, including team assemblers	7.0%	\$28,654	NA	NA	NA	NA
4	51-1011	First-Line Supervisors of Production and Operating Workers	5.3%	\$65,519	5.1%	High school diploma or equivalent	Less than 5 years	None
5	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	3.6%	\$40,820	-11.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
6	51-2041	Structural Metal Fabricators and Fitters	3.3%	\$45,247	-15.4%	High school diploma or equivalent	None	Moderate-term on-the-job training
7	51-4031	Cutting, Punching, and Press Machine Setters, Operators, and Tenders, Metal and Plastic	3.3%	\$31,870	-8.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
8	51-4193	Plating and Coating Machine Setters, Operators, and Tenders, Metal and Plastic	3.3%	\$31,417	-5.9%	High school diploma or equivalent	None	Moderate-term on-the-job training
9	43-9061	Office Clerks, General	2.6%	\$32,486	-0.9%	High school diploma or equivalent	None	Short-term on-the-job training
10	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	2.6%	\$30,300	8.4%	No formal educational credential	None	Short-term on-the-job training

NA – Not Available

**Computer and Electronic Product Manufacturing
(NAICS Industry 334)
Ten Most Common Occupations**

Industry Description: Industries in the Computer and Electronic Product Manufacturing subsector group establishments that manufacture computers, computer peripherals, communications equipment, and similar electronic products, and establishments that manufacture components for such products. The Computer and Electronic Product Manufacturing industries have been combined in the hierarchy of NAICS because of the economic significance they have attained. Their rapid growth suggests that they will become even more important to the economies of all three North American countries in the future, and in addition their manufacturing processes are fundamentally different from the manufacturing processes of other machinery and equipment.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	51-2028	Electrical, electronic, and electromechanical assemblers, except coil winders, tapers, and finishers	9.0%	\$31,520	NA	NA	NA	NA
2	51-4193	Plating and Coating Machine Setters, Operators, and Tenders, Metal and Plastic	8.2%	\$30,340	-5.9%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	15-1133	Software Developers, Systems Software	6.1%	\$116,251	10.9%	Bachelor's degree	None	None
4	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	6.0%	\$40,247	-11.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
5	17-2112	Industrial Engineers	3.8%	\$81,636	15.9%	Bachelor's degree	None	None
6	51-1011	First-Line Supervisors of Production and Operating Workers	3.3%	\$62,557	5.1%	High school diploma or equivalent	Less than 5 years	None
7	17-2199	Engineers, All Other	3.1%	\$109,345	NA	NA	NA	NA
8	17-3023	Electrical and Electronics Engineering Technicians	3.0%	\$54,176	8.7%	Associate's degree	None	None
9	17-2071	Electrical Engineers	2.6%	\$77,601	12.2%	Bachelor's degree	None	None
10	51-2098	Assemblers and fabricators, all other, including team assemblers	2.5%	\$34,142	NA	NA	NA	NA

NA – Not Available

**Transportation Equipment Manufacturing
(NAICS Industry 336)
Ten Most Common Occupations**

Industry Description: Industries in the Transportation Equipment Manufacturing subsector produce equipment for transporting people and goods. Transportation equipment is a type of machinery. An entire subsector is devoted to this activity because of the significance of its economic size in all three North American countries.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	51-2098	Assemblers and fabricators, all other, including team assemblers	30.6%	\$45,568	NA	NA	NA	NA
2	51-1011	First-Line Supervisors of Production and Operating Workers	5.9%	\$74,760	5.1%	High school diploma or equivalent	Less than 5 years	None
3	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	5.9%	\$50,214	-11.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
4	17-2112	Industrial Engineers	4.1%	\$80,399	15.9%	Bachelor's degree	None	None
5	51-4121	Welders, Cutters, Solderers, and Brazers	3.1%	\$42,668	4.5%	High school diploma or equivalent	None	Moderate-term on-the-job training
6	17-2141	Mechanical Engineers	2.8%	\$86,415	12.2%	Bachelor's degree	None	None
7	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	2.6%	\$43,561	8.4%	No formal educational credential	None	Short-term on-the-job training
8	11-3051	Industrial Production Managers	1.5%	\$112,313	6.9%	Bachelor's degree	5 years or more	None
9	43-5071	Shipping, Receiving, and Traffic Clerks	1.5%	\$33,802	0.9%	High school diploma or equivalent	None	Short-term on-the-job training
10	13-1020	Buyers and Purchasing Agents	1.3%	\$68,249	NA	NA	NA	NA

NA – Not Available

**Miscellaneous Manufacturing
(NAICS Industry 339)
Ten Most Common Occupations**

Industry Description: Industries in the Miscellaneous Manufacturing subsector make a wide range of products that cannot readily be classified in specific NAICS subsectors in manufacturing. Processes used by these establishments vary significantly, both among and within industries. For example, a variety of manufacturing processes are used in manufacturing sporting and athletic goods that include products such as tennis racquets and golf balls. The processes for these products differ from each other, and the processes differ significantly from the fabrication processes used in making dolls or toys, the melting and shaping of precious metals to make jewelry, and the bending, forming, and assembly used in making medical products.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	51-2098	Assemblers and fabricators, all other, including team assemblers	31.5%	\$30,161	NA	NA	NA	NA
2	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	6.3%	\$30,903	8.4%	No formal educational credential	None	Short-term on-the-job training
3	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	3.6%	\$64,412	3.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
4	51-1011	First-Line Supervisors of Production and Operating Workers	2.7%	\$52,671	5.1%	High school diploma or equivalent	Less than 5 years	None
5	51-4121	Welders, Cutters, Solderers, and Brazers	2.7%	\$38,353	4.5%	High school diploma or equivalent	None	Moderate-term on-the-job training
6	51-9081	Dental Laboratory Technicians	2.7%	\$31,697	40.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
7	11-1021	General and Operations Managers	1.8%	\$127,733	8.6%	Bachelor's degree	5 years or more	None
8	13-1020	Buyers and Purchasing Agents	1.8%	\$48,541	NA	NA	NA	NA
9	17-2141	Mechanical Engineers	1.8%	\$71,360	12.2%	Bachelor's degree	None	None
10	43-4051	Customer Service Representatives	1.8%	\$43,696	2.8%	High school diploma or equivalent	None	Short-term on-the-job training

NA – Not Available

**Warehousing and Storage
(NAICS Industry 493)
Four Most Common Occupations**

Industry Description: Industries in the Warehousing and Storage subsector are primarily engaged in operating warehousing and storage facilities for general merchandise, refrigerated goods, and other warehouse products. These establishments provide facilities to store goods. They do not sell 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 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. However, establishments in this industry group always provide warehousing or storage services in addition to any logistic services. Furthermore, the warehousing or storage of goods must be more than incidental to the performance of services, such as price marking.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	36.4%	\$30,780	8.4%	No formal educational credential	None	Short-term on-the-job training
2	43-5081	Stock Clerks and Order Fillers	26.3%	\$35,672	4.8%	High school diploma or equivalent	None	Short-term on-the-job training
3	53-7064	Packers and Packagers, Hand	10.2%	\$31,570*	8.6%	No formal educational credential	None	Short-term on-the-job training
4	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	2.5%	\$67,904	NA	NA	NA	NA

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

Note: Due to confidentiality, only top 4 occupations are available for this industry.

NA – Not Available

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

Industry Description: Industries in the Professional, Scientific, 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 individual industries of this subsector are defined on the basis of the particular expertise and training of the services provider.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	15-1132	Software Developers, Applications	5.0%	\$86,309	25.2%	Bachelor's degree	None	None
2	23-2011	Paralegals and Legal Assistants	3.4%	\$45,689	15.4%	Associate's degree	None	None
3	13-2011	Accountants and Auditors	3.3%	\$64,587	9.8%	Bachelor's degree	None	None
4	43-3031	Bookkeeping, Accounting, and Auditing Clerks	3.2%	\$38,513	0.0%	Some college, no degree	None	Moderate-term on-the-job training
5	17-2141	Mechanical Engineers	3.0%	\$89,500	12.2%	Bachelor's degree	None	None
6	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3.0%	\$40,103	-5.1%	High school diploma or equivalent	None	Short-term on-the-job training
7	11-1021	General and Operations Managers	2.5%	\$109,927	8.6%	Bachelor's degree	5 years or more	None
8	43-6012	Legal Secretaries	2.5%	\$36,246	-20.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
9	13-1111	Management Analysts	2.0%	\$77,744	13.9%	Bachelor's degree	Less than 5 years	None
10	43-4171	Receptionists and Information Clerks	2.0%	\$31,177	13.1%	High school diploma or equivalent	None	Short-term on-the-job training

**Management of Companies and Enterprises
(NAICS Industry 551)
Ten Most Common Occupations**

Industry Description: Industries in the Management of Companies and Enterprises subsector include three main types of establishments: (1) those that hold the securities of (or other equity interests in) companies and enterprises; (2) those (except government establishments) that administer, oversee, and manage other establishments of the company or enterprise but do not hold the securities of these establishments; and (3) those that both administer, oversee, and manage other establishments of the company or enterprise and hold the securities of (or other equity interests in) these establishments. Those establishments that administer, oversee, and manage normally undertake the strategic or organizational planning and decision-making role of the company or enterprise.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	5.2%	\$34,075	-5.1%	High school diploma or equivalent	None	Short-term on-the-job training
2	49-9071	Maintenance and Repair Workers, General	4.5%	\$48,218	7.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	11-1021	General and Operations Managers	4.1%	\$133,814	8.6%	Bachelor's degree	5 years or more	None
4	43-3031	Bookkeeping, Accounting, and Auditing Clerks	4.1%	\$38,503	0.0%	Some college, no degree	None	Moderate-term on-the-job training
5	43-1011	First-Line Supervisors of Office and Administrative Support Workers	3.4%	\$67,524	2.7%	High school diploma or equivalent	Less than 5 years	None
6	43-4051	Customer Service Representatives	3.4%	\$39,523	2.8%	High school diploma or equivalent	None	Short-term on-the-job training
7	43-4131	Loan Interviewers and Clerks	2.7%	\$41,931	4.8%	High school diploma or equivalent	None	Short-term on-the-job training
8	13-1071	Human Resources Specialists	2.4%	\$56,563	6.3%	Bachelor's degree	None	None
9	13-2011	Accountants and Auditors	2.4%	\$72,080	9.8%	Bachelor's degree	None	None
10	43-3021	Billing and Posting Clerks	2.4%	\$32,892	13.2%	High school diploma or equivalent	None	Moderate-term on-the-job training

**Educational Services
(NAICS Industry 611)
Ten Most Common Occupations**

Industry Description: Industries in the Educational Services subsector 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.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	25-9041	Teacher Assistants	8.5%	\$24,625	5.9%	Some college, no degree	None	None
2	25-2021	Elementary School Teachers, Except Special Education	6.6%	\$61,199	3.9%	Bachelor's degree	None	None
3	25-2031	Secondary School Teachers, Except Special and Career/Technical Education	5.4%	\$63,140	4.0%	Bachelor's degree	None	None
4	25-3098	Substitute teachers	4.8%	\$29,833	4.3%	Bachelor's degree	None	None
5	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	4.1%	\$33,561	10.3%	No formal educational credential	None	Short-term on-the-job training
6	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	4.1%	\$49,675	-5.1%	High school diploma or equivalent	None	Short-term on-the-job training
7	25-2022	Middle School Teachers, Except Special and Career/Technical Education	2.9%	\$64,327	3.3%	Bachelor's degree	None	None
8	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	1.9%	\$24,994	14.4%	No formal educational credential	None	Short-term on-the-job training
9	21-1012	Educational, Guidance, School, and Vocational Counselors	1.5%	\$65,266	17.8%	Master's degree	None	None
10	25-9031	Instructional Coordinators	1.5%	\$69,329	13.1%	Master's degree	5 years or more	None

**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	43-4171	Receptionists and Information Clerks	12.7%	\$30,061	13.1%	High school diploma or equivalent	None	Short-term on-the-job training
2	29-1141	Registered Nurses	8.3%	\$62,239	11.8%	Bachelor's degree	None	None
3	29-2041	Emergency Medical Technicians and Paramedics	6.0%	\$34,226	17.1%	Postsecondary non-degree award	None	None
4	31-9091	Dental Assistants	5.4%	\$37,684	13.0%	Postsecondary non-degree award	None	None
5	29-2061	Licensed Practical and Licensed Vocational Nurses	4.8%	\$39,185	10.6%	Postsecondary non-degree award	None	None
6	29-2021	Dental Hygienists	4.6%	\$61,038	16.3%	Associate's degree	None	None
7	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	4.6%	\$31,608	-5.1%	High school diploma or equivalent	None	Short-term on-the-job training
8	31-1011	Home Health Aides	4.5%	\$26,659	32.4%	High school diploma or equivalent	None	Short-term on-the-job training
9	31-9092	Medical Assistants	4.1%	\$31,936	33.3%	Postsecondary non-degree award	None	None
10	43-1011	First-Line Supervisors of Office and Administrative Support Workers	3.0%	\$58,279	2.7%	High school diploma or equivalent	Less than 5 years	None

**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 health services, many of which can only be provided using the specialized facilities and equipment that form a significant and integral part of the production process.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	29-1141	Registered Nurses	26.9%	\$70,068	11.8%	Bachelor's degree	None	None
2	31-1014	Nursing Assistants	10.3%	\$29,513	10.1%	Postsecondary non-degree award	None	None
3	29-2061	Licensed Practical and Licensed Vocational Nurses	2.9%	\$40,141	10.6%	Postsecondary non-degree award	None	None
4	43-9061	Office Clerks, General	2.9%	\$31,540	-0.9%	High school diploma or equivalent	None	Short-term on-the-job training
5	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.7%	\$36,579	-5.1%	High school diploma or equivalent	None	Short-term on-the-job training
6	29-2010	Clinical Laboratory Technologists and Technicians	2.4%	\$60,507	NA	NA	NA	NA
7	29-2034	Radiologic Technologists	2.3%	\$57,491	5.7%	Associate's degree	None	None
8	29-1069	Physicians and Surgeons, All Other	2.3%	\$64,704	8.9%	Doctoral or professional degree	None	Internship/residency
9	43-4171	Receptionists and Information Clerks	1.8%	\$29,719	13.1%	High school diploma or equivalent	None	Short-term on-the-job training
10	11-9111	Medical and Health Services Managers	1.7%	\$100,989	11.7%	Bachelor's degree	Less than 5 years	None

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	17.4%	\$25,529	30.5%	High school diploma or equivalent	None	Short-term on-the-job training
2	31-1014	Nursing Assistants	16.0%	\$28,496	10.1%	Postsecondary non-degree award	None	None
3	31-1011	Home Health Aides	10.0%	\$26,852	32.4%	High school diploma or equivalent	None	Short-term on-the-job training
4	29-1141	Registered Nurses	6.0%	\$60,243	11.8%	Bachelor's degree	None	None
5	29-2061	Licensed Practical and Licensed Vocational Nurses	4.8%	\$40,605	10.6%	Postsecondary non-degree award	None	None
6	37-2012	Maids and Housekeeping Cleaners	4.3%	\$22,343	1.5%	No formal educational credential	None	Short-term on-the-job training
7	39-9011	Childcare Workers	3.4%	\$29,879	3.0%	High school diploma or equivalent	None	Short-term on-the-job training
8	39-1021	First-Line Supervisors of Personal Service Workers	2.8%	\$38,337	17.9%	High school diploma or equivalent	Less than 5 years	None
9	31-9099	Healthcare Support Workers, All Other	2.5%	\$24,602	10.5%	High school diploma or equivalent	None	None
10	21-1093	Social and Human Service Assistants	2.1%	\$28,956	17.0%	High school diploma or equivalent	None	Short-term on-the-job training

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