

# Central NY Significant Industries

A Report to The Workforce Development System

Bureau of Labor Market Information  
Division of Research and Statistics

2021

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## **Preface**

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

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.

The coronavirus outbreak had a devastating impact on the labor market in New York State resulting in a record high unemployment rate of 16.2% in April of 2020 and a loss of more than 1.9 million jobs between February and April 2020. As of December 2021, over 1.2 million of those jobs have been recovered while the unemployment rate has fallen to 6.2%.

As the economy continues to recover, many businesses are finding it difficult to fill open positions. Now more than ever it is imperative that the workforce development system understand the changes that have occurred in the labor market and develop effective strategies to match people to careers.

This report lists significant industries in the Central New York region based on several factors including employment levels, wage levels, job growth (both net and percent) over the 2015-2020 period and expected job growth based on industry employment projections through 2028. Priority industries that may have been designated by economic development or workforce development officials were also considered. The local workforce development boards in the region should focus their workforce development resources on these industries.

## **Regional Industries**

For the purposes of this publication, an industry was designated as “significant” with reference to the following characteristics:

- The industry experienced above-average job growth (in either net or percentage terms); or
- The industry employed more than 7,000 people; or
- The industry’s projected employment growth for 2018-2028 was above average in the region (9.4%); or
- The industry paid above-average annual wages in the region (\$55,300).

Twelve industries in Central New York are designated as “significant” in this report. Ten out of the twelve industries experienced an increase in employment between 2015 and 2020. Most of these industries pay very well. In addition, eight of these 12 industries are projected to grow above average through 2028.

A broad set of industries were identified as significant in Central New York. They fall into seven major industry groups: agriculture; construction; manufacturing; trade, transportation, and utilities; professional and business services (which primarily sell to other businesses);

educational services; and health care and social assistance.

## **Pandemic Recovery**

Between the bottom of the pandemic-induced recession in Second Quarter 2020 to Second Quarter 2021, nine of the twelve Central New York significant industries gained jobs. The largest over-the-year net job gains occurred within the *educational and health services* category. Specifically, *ambulatory health care services* (NAICS Industry 621) gained the largest number of jobs at 2,100 and was followed by *educational services* (NAICS Industry 611) with a gain of 1,000 and *social assistance* (NAICS Industry 624) with a gain of 500. A return to in-person schooling boosted employment in the education sector. The ongoing fight against the coronavirus and its variants boosted employment in healthcare. Employment in *social assistance* grew with the re-opening of childcare centers and the increasing support needed by individuals negatively impacted from the coronavirus.

The *utilities* (NAICS Industry 221) and the *computer and electronic product manufacturing* (NAICS Industry 334) sectors each lost 100 jobs between Second Quarter 2020 and Second Quarter 2021. Ongoing supply chain disruptions in computer chips, steel and other inputs have led to some production slowdowns at local manufacturers and have caused some delays in building construction. Employment in the *animal production and aquaculture* (NAICS Industry 112) sector remained stable over the year.

## **Industry Analysis**

In the following analysis, industries are presented in ascending NAICS industry code order. For additional information regarding the NAICS industry classification system, visit <https://www.census.gov/naics/?58967?yearbck=2017>.

### Agriculture

Central New York is home to several rural counties that rely upon the agriculture sector. Job openings in the sector are outpacing the region's supply of workers. *Animal production and aquaculture* (NAICS Industry 112), at 1,700 jobs in 2020, makes up a significant and expanding share of the agriculture sector overall. Increasing demand for yogurt, milk products, hard cider and craft beer have contributed to growth at the region's many dairy farms and farms growing crops such as hops, barley, and apples.

### Construction

*Heavy and civil engineering construction* (NAICS Industry 237) has been growing as the need to replace aging infrastructure such as roads, water pipes and bridges has risen. The construction sector is projected to grow through 2028, and these jobs typically pay well. Specifically, *heavy and civil engineering construction* (NAICS Industry 237) is expected to grow 3.5% and pays an average wage of \$86,400. Other industries within the construction sector are also projected to grow.

Over the next decade, the impending retirement of many baby boomers will create job opportunities in this sector, especially among construction laborers and operating engineers

and other construction equipment operators. The large Interstate 81 construction project will create many local jobs over the next five years.

### Manufacturing

Employment in *manufacturing* is starting to grow again after a long-term decline in the region. As baby boomers retire, there is strong demand for new workers in the sector. More businesses are expanding in the local *beverage and tobacco product manufacturing* (NAICS Industry 312) industry as the demand for specialty beers, hard ciders and flavored seltzer drinks increases. This industry added 100 jobs (an increase of 11.1%) from 2015 to 2020. The *beverage and tobacco product manufacturing sector* also pays well, with an average annual wage of \$72,900.

Employment in the *computer and electronic product manufacturing* (NAICS Industry 334) industry rose 23.8% (adding 1,000 jobs) between 2015 and 2020. The sector also pays very well with an annual average salary of \$90,800. An increase in the number of defense-related contracts at local high-tech employers has helped employment grow in the *computer and electronic product manufacturing* industry. Occupations in the sector include electrical, electronic, and electromechanical assemblers; software developers and software quality assurance analysts and testers; and industrial engineers.

### Trade, Transportation, and Utilities

The *utilities* (NAICS Industry 221), *nonstore retailers* (NAICS Industry 454), *couriers and messengers* (NAICS Industry 492), and *warehousing and storage* (NAICS Industry 493) industries are the four industries from the *trade, transportation, and utilities* sector to make the significant industries list. The *utilities* industry is the highest-paying significant industry in this report with an average annual wage of \$123,900. It is a growing industry in the region with a significant number of nuclear power plant jobs in Oswego County.

Employment in *nonstore retailers* is projected to grow by 14.1% through 2028. The growing demand for online shopping will push employment higher in this industry. The pandemic has also given this industry a big boost as customers felt safer shopping online instead of in-person. The addition of three local Amazon facilities has increased employment in the region. The industry also pays above average wages for the region. Common occupations in this sector include retail salespersons; customer service representatives; and laborers and freight, stock, and material movers.

Employment in the *couriers and messengers* industry grew 30% between 2015 and 2020. The industry is projected to grow over 19% from 2018 through 2028. It remains strong due to the demand for timely delivery of parcels and documents. Light truck or delivery services drivers make up over 30% of the employment in the sector.

In Central New York, the city of Syracuse is situated at the intersection of major interstates and not far from Canada. The region also has the Port of Oswego on Lake Ontario. This makes it an ideal location for *warehousing and storage* facilities and distribution centers. This industry has been growing in the region and is projected to continue to expand by almost 57% through the

year 2028. This makes it the fastest growing sector in the region. The growth of online shopping has also led to expansion in this industry.

### Professional and Business Services

Employment in *management of companies and enterprises* (NAICS Industry 551) has grown nearly 47% between 2015 and 2020 and is projected to continue this expansion as businesses increase employment at headquarters located across the region. The sector is very high-paying with an average annual salary of \$94,400 as it includes many highly skilled occupations. The most common occupations in the sector are general and operations managers; accountants and auditors; and market research analysts and marketing specialists.

### Educational Services

With more than 44,000 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 (14.0% of total jobs). The most common job titles in this industry are teaching assistant, elementary school teacher, and secondary school teacher. Teaching specialties in demand include science, math, English as a second language, special education and foreign language.

Prior to the COVID-19 pandemic employment growth in *educational services* was driven mostly by demographics rather than by economic conditions. In many school districts most job opportunities result from retirements, employee churn, or job changes. However, as New York State recovers from the COVID-19 pandemic, we expect to see new opportunities in the educational services sector. Programs such as the expansion of pre-k enrollment and curriculum changes to meet the growing demand of a skilled workforce should create new positions within the field. In the Central NY region, the industry is projected to continue to grow at a much faster pace (17.2%) than the region's all-industry average (9.4%).

### Health Care and Social Assistance

Like *educational services*, prior to the COVID-19 pandemic employment growth in *health care and social assistance* was driven mostly by demographics rather than by economic conditions. As New York State recovers from the COVID-19 pandemic, we expect to see new opportunities in this sector. Almost all health care occupations are expected to be in demand over the next decade as Central New York's population continues to age. Industries within this sector on the significant industries list include *ambulatory health care services* (NAICS Industry 621) and *social assistance* (NAICS Industry 624).

These two industries employ many people (28,200 jobs, or 8.9% of all jobs in the region in 2020), added jobs between 2015 and 2020, and are expected to continue to grow through 2028. *Ambulatory health care services* (\$68,700) paid well above the annual average wage in the region in 2020. However, the average annual wage in *social assistance* (\$28,800) was 48% below the regional average. This difference is largely due to the mix of occupations in each industry. The most common occupations in *social assistance*, home health and personal care aide and childcare worker, are low paying.

## **For Further Information**

It is hoped that the local workforce development boards find the information in this report useful. The New York State Department of Labor's Central New York labor market analyst, Karen Knapik-Scalzo, is available for consultation. She can be reached via email at [Karen.Knapik-Scalzo@labor.ny.gov](mailto:Karen.Knapik-Scalzo@labor.ny.gov) or by phone at (315) 479-3391.

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, Central New York, 2021

NAICS Industry Code	Industry Name	Jobs		Net Change in Jobs, 2015-2020	% Change in Jobs, 2015-2020	Average Annual Wage, 2020	Projected % Change in Jobs, 2018-2028	Why Industry is Significant**
		2015*	2020*					
	Total, all industries (all ownerships)	340,600	317,500	(23,100)	-6.8%	\$55,300	9.4%	NA
112	Animal production and aquaculture	1,400	1,700	300	21.4%	\$40,900	1.2%	G
221	Utilities	3,700	4,300	600	16.2%	\$123,900	-5.3%	G, W
237	Heavy and civil engineering construction	1,400	1,700	300	21.4%	\$86,400	3.5%	G, W
312	Beverage and tobacco product manufacturing	900	1,000	100	11.1%	\$72,900	12.3%	G, P, W
334	Computer and electronic product manufacturing	4,200	5,200	1,000	23.8%	\$90,800	-8.5%	G, W
454	Nonstore retailers	1,200	800	(400)	-33.3%	\$57,500	14.1%	P, W
492	Couriers and messengers	2,000	2,600	600	30.0%	\$45,300	19.2%	G, P
493	Warehousing and storage	2,000	2,200	200	10.0%	\$52,000	56.9%	G, P
551	Management of companies and enterprises	3,200	4,700	1,500	46.9%	\$94,400	14.0%	G, P, W
611	Educational services	44,600	44,600	NA	0.0%	\$58,200	17.2%	G, J, P, W
621	Ambulatory health care services	16,800	17,400	600	3.6%	\$68,700	42.7%	G, J, P, W
624	Social assistance	10,400	10,800	400	3.8%	\$28,800	43.7%	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 (>7,000)

P: Above-average growth projected for 2018-2028

W: Industry pays above-average wages

## Significant Industries, Central New York, 2021

NAICS Industry Code	Industry Name	Jobs		Net Change in Jobs, 2020Q2-2021Q2	% Change in Jobs, 2020Q2-2021Q2
		2020Q2*	2021Q2*		
	<b>Total, all industries (all ownerships)</b>	<b>295,900</b>	<b>323,100</b>	<b>27,200</b>	<b>9.2%</b>
112	Animal production and aquaculture	1,700	1,700	NA	0.0%
221	Utilities	4,300	4,200	(100)	-2.3%
237	Heavy and civil engineering construction	1,600	1,700	100	6.2%
312	Beverage and tobacco product manufacturing	900	1,100	200	22.2%
334	Computer and electronic product manufacturing	5,100	5,000	(100)	-2.0%
454	Nonstore retailers	600	700	100	16.7%
492	Couriers and messengers	2,300	2,600	300	13.0%
493	Warehousing and storage	2,000	2,300	300	15.0%
551	Management of companies and enterprises	4,600	4,900	300	6.5%
611	Educational services	45,800	46,800	1,000	2.2%
621	Ambulatory health care services	15,800	17,900	2,100	13.3%
624	Social assistance	10,000	10,500	500	5.0%

NA – Not Applicable

\*Represents both private and public sector jobs



**Animal Production and Aquaculture  
(NAICS Industry 112)  
Ten Most Common Occupations**

**Industry Description:** Industries in the Animal Production and Aquaculture subsector raise or fatten animals for the sale of animals or animal products and/or raise aquatic plants and animals in controlled or selected aquatic environments for the sale of aquatic plants, animals, or their products. The subsector includes establishments, such as ranches, farms, and feedlots, primarily engaged in keeping, grazing, breeding, or feeding animals. These animals are kept for the products they produce or for eventual sale. The animals are generally raised in various environments, from total confinement or captivity to feeding on an open range pasture.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage*	Projected Employment Change (%), 2018-2028	Education	Work Experience	Training
1	45-2093	Farmworkers, Farm, Ranch, and Aquacultural Animals	7.10%	\$32,674	0.0%	No formal educational credential	None	Short-term on-the-job training
2	11-9013	Farmers, Ranchers, and Other Agricultural Managers	6.10%	\$91,447	NA	NA	NA	NA
3	45-2092	Farmworkers and Laborers, Crop, Nursery, and Greenhouse	4.10%	\$30,681	NA	NA	NA	NA
4	45-2091	Agricultural Equipment Operators	3.50%	\$44,896	NA	NA	NA	NA
5	45-2021	Animal Breeders	3.30%	\$44,310	NA	NA	NA	NA
6	53-7064	Packers and Packagers, Hand	3.20%	\$30,811	0.0%	No formal educational credential	None	Short-term on-the-job training
7	39-2011	Animal Trainers	3.00%	\$43,947	NA	NA	NA	NA
8	19-1011	Animal Scientists	2.80%	\$65,538	NA	NA	NA	NA
9	49-9071	Maintenance and Repair Workers, General	2.50%	\$48,026	12.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	45-2041	Graders and Sorters, Agricultural Products	2.40%	\$31,041	NA	NA	NA	NA

\*Due to OES sample limitations, data for NAICS 312 are not available. Therefore, the statewide median occupational wage for all Industries is used  
NA – Not Available

**Utilities**  
**(NAICS Industry 221)**  
**Ten Most Common Occupations**

**Industry Description:** Industries in the Utilities subsector sector provide electric power, natural gas, steam supply, water supply, and sewage removal through a permanent infrastructure of lines, mains, and pipes. Establishments are grouped together based on the utility service provided and the particular system or facilities required to perform the service.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2018-2028	Education	Work Experience	Training
1	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	7.5%	\$69,994	3.8%	High school diploma or equivalent	Less than 5 years	None
2	49-2095	Electrical and Electronics Repairers, Powerhouse, Substation, and Relay	5.8%	\$92,400	0.0%	Postsecondary non-degree award	Less than 5 years	Moderate-term on-the-job training
3	51-1011	First-Line Supervisors of Production and Operating Workers	4.1%	\$124,125	0.0%	High school diploma or equivalent	Less than 5 years	None
4	51-8013	Power Plant Operators	2.4%	\$95,073	-5.9%	High school diploma or equivalent	None	Long-term on-the-job training
5	43-1011	First-Line Supervisors of Office and Administrative Support Workers	1.6%	\$82,370	0.0%	High school diploma or equivalent	Less than 5 years	None
6	11-1021	General and Operations Managers	1.5%	\$146,954	10.1%	Bachelor's degree	5 years or more	None
7	43-6011	Executive Secretaries and Executive Administrative Assistants	1.5%	\$73,571	-11.9%	High school diploma or equivalent	Less than 5 years	None
8	51-8031	Water and Wastewater Treatment Plant and System Operators	1.4%	\$32,824	0.0%	High school diploma or equivalent	None	Long-term on-the-job training
9	13-1198	Project Management Specialists and Business Operations Specialists, All Other	1.2%	\$96,366	9.5%	Bachelor's degree	None	None
10	13-1111	Management Analysts	1.0%	\$94,053	14.5%	Bachelor's degree	Less than 5 years	None

**Heavy and Civil Engineering Construction  
(NAICS Industry 237)  
Ten Most Common Occupations**

**Industry Description:** The Heavy and Civil Engineering Construction subsector comprises establishments whose primary activity is the construction of entire engineering projects (e.g., highways and dams), and specialty trade contractors, whose primary activity is the production of a specific component for such projects. Specialty trade contractors in the Heavy and Civil Engineering Construction subsector generally are performing activities that are specific to heavy and civil engineering construction projects and are not normally performed on buildings. The work performed may include new work, additions, alterations, or maintenance and repairs.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2018-2028	Education	Work Experience	Training
1	47-2061	Construction Laborers	22.6%	\$43,211	7.2%	No formal educational credential	None	Short-term on-the-job training
2	47-2073	Operating Engineers and Other Construction Equipment Operators	10.7%	\$102,515	3.4%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	6.6%	\$30,682	-1.0%	High school diploma or equivalent	None	Short-term on-the-job training
4	11-1021	General and Operations Managers	6.4%	\$88,739	10.1%	Bachelor's degree	5 years or more	None
5	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	5.1%	\$80,355	7.7%	High school diploma or equivalent	5 years or more	None
6	11-9021	Construction Managers	4.3%	\$92,033	7.1%	Bachelor's degree	None	Moderate-term on-the-job training
7	49-3042	Mobile Heavy Equipment Mechanics, Except Engines	1.7%	\$51,966	3.4%	High school diploma or equivalent	None	Long-term on-the-job training
8	13-2011	Accountants and Auditors	1.4%	\$58,951	12.9%	Bachelor's degree	None	None
9	13-1051	Cost Estimators	1.2%	\$113,235	7.7%	Bachelor's degree	None	Moderate-term on-the-job training
10	53-3033	Light Truck Drivers	0.9%	\$46,275	6.2%	High school diploma or equivalent	None	Short-term on-the-job training

**Beverage and Tobacco Product Manufacturing  
(NAICS Industry 312)  
Ten Most Common Occupations**

**Industry Description:** Industries in the Beverage and Tobacco Product Manufacturing subsector manufacture nonalcoholic beverages, alcoholic beverages, ice, and tobacco products.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage*	Projected Employment Change (%), 2018-2028	Education	Work Experience	Training
1	41-2031	Retail Salespersons	10.9%	\$32,130	-8.1%	No formal educational credential	None	Short-term on-the-job training
2	51-9111	Packaging and Filling Machine Operators and Tenders	10.1%	\$31,855	9.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	51-9012	Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders	9.6%	\$42,731	9.5%	High school diploma or equivalent	None	Moderate-term on-the-job training
4	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	4.5%	\$68,397	-0.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
5	53-7051	Industrial Truck and Tractor Operators	3.8%	\$42,128	14.8%	No formal educational credential	None	Short-term on-the-job training
6	11-1021	General and Operations Managers	2.3%	\$137,720	10.1%	Bachelor's degree	5 years or more	None
7	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	1.9%	\$34,346	13.5%	No formal educational credential	None	Short-term on-the-job training
8	41-9011	Demonstrators and Product Promoters	1.8%	\$40,549	NA	NA	NA	NA
9	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	1.7%	\$42,749	-13.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	53-3032	Heavy and Tractor-Trailer Truck Drivers	1.6%	\$53,009	11.0%	Postsecondary non-degree award	None	Short-term on-the-job training

\*Due to OES sample limitations, data for NAICS 312 are not available. Therefore, the statewide median occupational wage for all Industries is used  
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 (%), 2018-2028	Education	Work Experience	Training
1	51-2028	Electrical, electronic, and electromechanical assemblers, except coil winders, tapers, and finishers	16.4%	\$33,700	0.7%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	17-2112	Industrial Engineers	6.0%	\$89,544	10.6%	Bachelor's degree	None	None
3	15-1256	Software Developers and Software Quality Assurance Analysts and Testers	5.7%	\$108,154	NA	Bachelor's degree	None	None
4	17-2071	Electrical Engineers	3.9%	\$85,937	6.6%	Bachelor's degree	None	None
5	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	3.5%	\$56,225	-13.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
6	51-2090	Miscellaneous Assemblers and Fabricators	3.3%	\$37,730*	-13.1%	High school diploma or equivalent	None	Moderate-term on-the-job training
7	17-2141	Mechanical Engineers	3.2%	\$83,787	4.8%	Bachelor's degree	None	None
8	17-2199	Engineers, All Other	2.9%	\$114,473	0.0%	Bachelor's degree	None	None
9	51-1011	First-Line Supervisors of Production and Operating Workers	2.6%	\$76,309	0.0%	High school diploma or equivalent	Less than 5 years	None
10	43-5061	Production, Planning, and Expediting Clerks	2.3%	\$63,201	15.1%	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.

NA – Not Available

**Nonstore Retailers  
(NAICS Industry 454)  
Ten Most Common Occupations**

**Industry Description:** Industries in the Nonstore Retailers subsector retail merchandise using methods, such as the broadcasting of infomercials, the broadcasting and publishing of direct-response advertising, the publishing of paper and electronic catalogs, door-to-door solicitation, in-home demonstration, selling from portable stalls, and distribution through vending machines.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2018-2028	Education	Work Experience	Training
1	53-3032	Heavy and Tractor-Trailer Truck Drivers	18.3%	\$54,600	11.0%	Postsecondary non-degree award	None	Short-term on-the-job training
2	43-4051	Customer Service Representatives	11.2%	\$38,474	-0.3%	High school diploma or equivalent	None	Short-term on-the-job training
3	49-9091	Coin, Vending, and Amusement Machine Servicers and Repairers	8.4%	\$35,909	0.0%	High school diploma or equivalent	None	Short-term on-the-job training
4	43-9061	Office Clerks, General	5.7%	\$36,890	0.1%	High school diploma or equivalent	None	Short-term on-the-job training
5	53-3031	Driver/Sales Workers	5.3%	\$45,801	-8.3%	High school diploma or equivalent	None	Short-term on-the-job training
6	41-2031	Retail Salespersons	4.6%	\$52,103	-8.1%	No formal educational credential	None	Short-term on-the-job training
7	11-1021	General and Operations Managers	3.3%	\$108,120	10.1%	Bachelor's degree	5 years or more	None
8	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	3.2%	\$31,452	13.5%	No formal educational credential	None	Short-term on-the-job training
9	41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	2.7%	\$93,337	6.1%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	43-1011	First-Line Supervisors of Office and Administrative Support Workers	2.4%	\$48,094	0.0%	High school diploma or equivalent	Less than 5 years	None

**Couriers and Messengers  
(NAICS Industry 492)  
Ten Most Common Occupations**

**Industry Description:** Industries in the Couriers and Messengers subsector provide intercity, local, and/or international delivery of parcels and documents (including express delivery services) without operating under a universal service obligation. The restriction to small parcels partly distinguishes these establishments from those in the transportation industries. Messengers, which usually deliver within a metropolitan or single urban area, may use bicycle, foot, small truck, or van.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2018-2028	Education	Work Experience	Training
1	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	41.4%	\$32,603	13.5%	No formal educational credential	None	Short-term on-the-job training
2	53-3033	Light Truck Drivers	17.8%	\$60,050	6.2%	High school diploma or equivalent	None	Short-term on-the-job training
3	53-3032	Heavy and Tractor-Trailer Truck Drivers	8.2%	\$65,849	11.0%	Postsecondary non-degree award	None	Short-term on-the-job training
4	53-1047	First-Line Supervisors of Transportation and Material-Moving Workers, Except Aircraft Cargo Handling Supervisors	6.0%	\$49,530	12.6%	High school diploma or equivalent	Less than 5 years	None
5	49-3011	Aircraft Mechanics and Service Technicians	1.3%	\$83,199	11.1%	Postsecondary non-degree award	None	None
6	43-4051	Customer Service Representatives	1.1%	\$37,788	-0.3%	High school diploma or equivalent	None	Short-term on-the-job training
7	43-9061	Office Clerks, General	1.0%	\$37,094	0.1%	High school diploma or equivalent	None	Short-term on-the-job training
8	43-5011	Cargo and Freight Agents	0.9%	\$52,654	NA	NA	NA	NA
9	43-5032	Dispatchers, Except Police, Fire, and Ambulance	0.7%	\$51,841	10.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	11-3071	Transportation, Storage, and Distribution Managers	0.6%	\$109,922	5.3%	High school diploma or equivalent	5 years or more	None

NA – Not Available

**Warehousing and Storage  
(NAICS Industry 493)  
Ten 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 (%), 2018-2028	Education	Work Experience	Training
1	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	49.2%	\$34,593	13.5%	No formal educational credential	None	Short-term on-the-job training
2	53-1047	First-Line Supervisors of Transportation and Material-Moving Workers, Except Aircraft Cargo Handling Supervisors	4.7%	\$59,342	12.6%	High school diploma or equivalent	Less than 5 years	None
3	49-9071	Maintenance and Repair Workers, General	2.3%	\$49,039	12.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
4	43-4051	Customer Service Representatives	2.1%	\$43,333	-0.3%	High school diploma or equivalent	None	Short-term on-the-job training
5	11-1021	General and Operations Managers	1.6%	\$108,018	10.1%	Bachelor's degree	5 years or more	None
6	43-5071	Shipping, Receiving, and Inventory Clerks	0.9%	\$39,937	-1.8%	High school diploma or equivalent	None	Short-term on-the-job training
7	11-3071	Transportation, Storage, and Distribution Managers	0.6%	\$121,011	5.3%	High school diploma or equivalent	5 years or more	None
8	15-1244	Network and Computer Systems Administrators	0.6%	\$89,619	8.1%	Bachelor's degree	None	None
9	13-1071	Human Resources Specialists	0.6%	\$115,356	12.3%	Bachelor's degree	None	None
10	43-3021	Billing and Posting Clerks	0.6%	\$38,312	20.5%	High school diploma or equivalent	None	Moderate-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 (%), 2018-2028	Education	Work Experience	Training
1	13-2011	Accountants and Auditors	5.2%	\$60,311	12.9%	Bachelor's degree	None	None
2	11-1021	General and Operations Managers	5.0%	\$159,899	10.1%	Bachelor's degree	5 years or more	None
3	43-4051	Customer Service Representatives	4.5%	\$27,091	-0.3%	High school diploma or equivalent	None	Short-term on-the-job training
4	43-3031	Bookkeeping, Accounting, and Auditing Clerks	3.8%	\$40,515	0.4%	Some college, no degree	None	Moderate-term on-the-job training
5	43-1011	First-Line Supervisors of Office and Administrative Support Workers	3.0%	\$77,076	0.0%	High school diploma or equivalent	Less than 5 years	None
6	13-1198	Project Management Specialists and Business Operations Specialists, All Other	3.0%	\$52,526	9.5%	Bachelor's degree	None	None
7	13-1071	Human Resources Specialists	2.9%	\$58,472	12.3%	Bachelor's degree	None	None
8	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.4%	\$45,303	-1.0%	High school diploma or equivalent	None	Short-term on-the-job training
9	11-3031	Financial Managers	2.4%	\$143,506	23.8%	Bachelor's degree	5 years or more	None
10	43-9061	Office Clerks, General	1.9%	\$35,432	0.1%	High school diploma or equivalent	None	Short-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 (%), 2018-2028	Education	Work Experience	Training
1	25-9045	Teaching Assistants, Except Postsecondary	8.1%	\$28,669	13.2%	Some college, no degree	None	None
2	25-2021	Elementary School Teachers, Except Special Education	7.2%	\$67,170	8.5%	Bachelor's degree	None	None
3	25-2031	Secondary School Teachers, Except Special and Career/Technical Education	5.3%	\$74,633	8.6%	Bachelor's degree	None	None
4	25-2022	Middle School Teachers, Except Special and Career/Technical Education	4.3%	\$70,999	8.2%	Bachelor's degree	None	None
5	29-1141	Registered Nurses	3.9%	\$61,855	23.7%	Bachelor's degree	None	None
6	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3.5%	\$45,251	-1.0%	High school diploma or equivalent	None	Short-term on-the-job training
7	25-3031	Substitute Teachers, Short-Term	3.5%	\$31,657	8.2%	Bachelor's degree	None	None
8	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	2.9%	\$36,233	17.5%	No formal educational credential	None	Short-term on-the-job training
9	49-9071	Maintenance and Repair Workers, General	2.2%	\$48,175	12.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	21-1012	Educational, Guidance, and Career Counselors and Advisors	1.9%	\$65,737	29.6%	Master's degree	None	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 (%), 2018-2028	Education	Work Experience	Training
1	43-4171	Receptionists and Information Clerks	10.0%	\$35,208	20.0%	High school diploma or equivalent	None	Short-term on-the-job training
2	29-1141	Registered Nurses	8.3%	\$64,110	23.7%	Bachelor's degree	None	None
3	31-1120	Home Health and Personal Care Aides	7.3%	\$29,021	59.0%	High school diploma or equivalent	None	Short-term on-the-job training
4	29-2061	Licensed Practical and Licensed Vocational Nurses	6.8%	\$43,892	23.3%	Postsecondary non-degree award	None	None
5	29-1228	Physicians, All Other and Ophthalmologists, Except Pediatric	4.4%	NA	24.5%	Doctoral or professional degree	None	Internship/residency
6	29-2040	Emergency Medical Technicians and Paramedics	3.7%	\$38,526	25.7%	Postsecondary non-degree award	None	None
7	29-1292	Dental Hygienists	3.5%	\$75,877	26.4%	Associate's degree	None	None
8	31-9092	Medical Assistants	3.4%	\$35,131	40.8%	Postsecondary non-degree award	None	None
9	31-9091	Dental Assistants	3.0%	\$39,716	27.4%	Postsecondary non-degree award	None	None
10	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.9%	\$37,808	-1.0%	High school diploma or equivalent	None	Short-term on-the-job training

NA – Not Available

**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 (%), 2018-2028	Education	Work Experience	Training
1	31-1120	Home Health and Personal Care Aides	33.1%	\$29,514	59.0%	High school diploma or equivalent	None	Short-term on-the-job training
2	21-1093	Social and Human Service Assistants	13.3%	\$32,618	30.0%	High school diploma or equivalent	None	Short-term on-the-job training
3	39-9011	Childcare Workers	6.7%	\$27,025	13.5%	High school diploma or equivalent	None	Short-term on-the-job training
4	25-9045	Teaching Assistants, Except Postsecondary	4.4%	\$25,972	13.2%	Some college, no degree	None	None
5	25-2011	Preschool Teachers, Except Special Education	3.5%	\$33,394	21.2%	Associate's degree	None	None
6	21-1015	Rehabilitation Counselors	2.1%	\$30,855	30.8%	Master's degree	None	None
7	43-5061	Production, Planning, and Expediting Clerks	2.0%	\$38,851	15.1%	High school diploma or equivalent	None	Moderate-term on-the-job training
8	21-1021	Child, Family, and School Social Workers	1.5%	\$49,143	19.2%	Bachelor's degree	None	None
9	53-3058	Passenger Vehicle Drivers, Except Bus Drivers, Transit and Intercity	1.4%	\$37,818	NA	NA	None	Short-term on-the-job training
10	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	1.3%	\$28,011	17.5%	No formal educational credential	None	Short-term on-the-job training

NA – Not Available

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