

# New York City Significant Industries

A Report to The Workforce Development System

Bureau of Labor Market Information  
Division of Research and Statistics

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NEW YORK STATE  
Department  
of Labor

## **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 New York City 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 had more than 150,000 jobs; or
- The industry’s projected employment growth for 2018-2028 was above average in the region (+12.2%); or
- The industry paid above-average annual wages for the region (\$106,300).

Eleven industries are designated as “significant” in New York City. Nine out of these eleven industries experienced an increase in employment between 2015 and 2020. In addition, seven of these industries are expected to grow at a faster than average rate from 2018 through 2028. Collectively, these eleven industries account for about 45% of the jobs in New York City.

A broad set of industries were identified for this report. They cover eight major industry groups: construction; trade, transportation and utilities; information; financial activities; professional and business services; educational services; 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/naics>.

### Construction

Skilled trades occupations comprise much of the employment within *heavy and civil engineering construction* (NAICS Industry 237). Although construction is highly cyclical, the need to replace aging infrastructure such as roads, tunnels, and bridges ensures that the long-term prospects for this industry are favorable. The recently enacted Infrastructure Investment and Jobs Act allocated billions of dollars to fund local infrastructure projects, including the reconstruction of the Gateway rail line and the second phase of the Second Avenue subway project. These, as well as other, smaller projects, should help this sector to continue to grow over the next decade. This industry is projected to grow by 10.4% from 2018 through 2028.

### Trade, Transportation, and Utilities

*Couriers and messengers* (NAICS Industry 492) and *warehousing and storage* (NAICS Industry 493) are the two industries from the *trade, transportation, and utilities* sector to make the significant industries list.

Over the last 20 years, e-commerce has taken a larger share of overall retail sales. This trend was especially apparent in 2020, as the coronavirus pandemic and local lockdowns pushed shoppers to rely on internet retailers for their consumer needs. Many companies expanded their services to include two-day or even same-day delivery, leading to the proliferation of warehouses, distribution centers, and delivery companies throughout the city.

Between 2015 and 2020, the *warehousing and storage* industry expanded by 12,000 jobs (or +324%), with 5,400 positions created in 2020 alone. This growth continued in 2021, with an additional 1,100 positions gained by the second quarter of that year. Although small by New York City standards, this industry is growing and is projected to increase by 56.4% between 2018 and 2028, making it the second-fastest growing part of the New York City economy, second only to *ambulatory health care services* (NAICS Industry 621).

Employment in the *couriers and messengers* industry also increased as a result of the pandemic. The industry grew by 6,600 positions (or +40%) between 2015 and 2020, with more than a third of these added in 2020. Continued demand for last-mile parcel delivery services and local grocery delivery are expected to help this industry grow. It is projected to increase by about 19% between 2018 and 2028.

### Information

The main elements that comprise the *other information services* industry (NAICS Industry 519) are news syndicates; libraries; archives; and internet publishing and broadcasting and web

search portals. The technology boom in New York City brought with it an increase in internet publishing, web broadcasting, and search portal companies, with this category expanding by almost 20,000 jobs (or +56.6%) between 2015 and 2020.

Internet companies of all sizes are enlarging their New York City offices, creating competition for a limited labor pool. Wages rose approximately 55% over the 2015-2020 period, to \$226,000 per year, making this industry the second highest in average pay after securities. In more recent news, Cornell and Technion Universities are collaborating on construction of a large engineering campus on Roosevelt Island in Midtown Manhattan. These trends suggest strong growth will continue for New York City's technology and internet companies and indeed, the industry is projected to grow by more than 50% from 2018 through 2028.

### Financial Activities

*Securities, commodity contracts, and other financial investments* (NAICS Industry 523) is part of the broader financial activities supersector. Employment in this industry is heavily concentrated in New York City, with 90% of the state's jobs located here.

Although this industry is highly cyclical, it has grown over time. In New York City, employment in this industry expanded by 4.2% between 2015 and 2020 and is expected to grow by 5.2% from 2018 through 2028. In New York City, the average annual wage (\$438,400) in this industry was more than four times the all-industry average (\$106,300) for 2020. A background in finance is necessary for most occupations in this industry, but about a quarter of all jobs in this industry fall outside of finance. For example, jobs in software engineering and quality assurance can be found in this industry.

### 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 *administrative and support services* (NAICS Industry 561). Although there are significant differences between these industries, they share a common trait: they tend to sell their services to other businesses rather than directly to consumers.

*Professional, scientific, and technical services* is the city's largest industry based on employment and includes firms that cover a wide range of services – from legal, accounting and engineering to scientific research, management consulting, and advertising. This industry has a high annual average wage (\$150,800), more than 40% above the New York City average (\$106,300) for 2020. Since many of the jobs in this industry are well suited to remote work, this part of the economy remained relatively stable throughout the pandemic, with employment declining by only 2% between 2019 and 2020, and is expected to recover fully, with a projected growth rate of 10.4% from 2018 through 2028.

The *administrative and support services* industry is home to companies that serve physical offices and the businesses that utilize them. This category includes establishments ranging from building security and maintenance, to travel arrangement agencies and administrative services. This part of the labor market experienced rapid growth prior to the pandemic, with more than

64,000 jobs gained between 2015 and 2019. However, many jobs in administrative and support services category cannot be performed remotely and pandemic-related layoffs hit here especially hard, with nearly all of the gains made in the previous four years being erased during 2020. As businesses bring employees back to the office, administrative and support services are rebounding too. Comparing Second Quarter 2020 to the same period in 2021, employment went up by more than 13,000 (or +7%) and the industry is projected to grow by 19.2% from 2018 through 2028.

### Educational Services

With nearly 380,000 jobs between the public and private sectors, *educational services* (NAICS Industry 611) is second only to *professional, scientific, and technical services* in the number of jobs in New York City. Despite the pandemic, the industry added 13,600 jobs (or +3.7%) from 2015 through 2020. Between 2015 and 2019, the industry added 27,400 (or +7.5%) jobs and is expected to grow by 16.9% from 2018 through 2028, greater than the projected all-industry growth of 12.2% for the same period.

Prior to the COVID-19 pandemic, employment growth in *educational services* was driven mostly by demographics rather than by economic conditions. As New York City recovers from the pandemic, we expect to continue 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. Within New York City in particular, it should be noted that the population of children increased by 20% from the 2010 Census to the 2020 Census, and the city's prospects for more population growth in the future are very favorable.

### Health Care and Social Assistance

Like education, 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 City recovers from the pandemic, we expect to see new opportunities in this sector. Many health care occupations are expected to see strong growth over the next decade as the population continues to age. Employment growth in health care can come from technological innovations, which both increases demand for cutting edge health care services and requires workers with new technical skills. Laser eye surgery and joint replacement surgery are good examples of this trend.

This sector experienced a steep decline in employment at the start of the pandemic, as hospitals suspended elective procedures and patients postponed routine medical appointments. The largest industry in the sector, *ambulatory health care services* (NAICS Industry 621), which accounts for four out of every ten jobs in the sector, was hit very hard, with the loss of more than 48,000 jobs (or 14%) between 2019 and the second quarter of 2020. With the partial reopening of the economy in the second half of 2020, employment in this industry began to recover rapidly and, by the end of Second Quarter 2021, had reached 344,600 jobs and exceeded pre-pandemic levels. As patient demand for lower-cost medical procedures and in-home care services continues to grow, this industry is projected to expand by 65.6% from 2018 through 2028 – the fastest projected growth rate in New York City during this period.

This industry offers a wide range of job opportunities. The occupation of home health and personal care aide requires few skills and offers low wages (median annual wage of \$32,440 and projected job growth of 71.9% from 2018 through 2028). There are technical jobs that require some training and offer average pay, such as occupational therapy assistant (median annual wage of \$69,300). There are also high wage jobs requiring considerable training and educational credentials, such as registered nurse (median annual wage of \$94,751). *Ambulatory health care services* also employs many clerical and administrative workers, as well as management staff.

*Social assistance* (NAICS Industry 624) is a large industry (200,400 jobs in 2020) that has enjoyed steady growth for many years. It is expected to continue to perform well in the future. Like health care and education, many of the services this industry provides are not directly tied to the business cycle and, therefore, remain in demand during economic downturns. However, because a large portion of this industry's jobs are funded by the public sector, employment in *social assistance* can decline when governments experience budget difficulties. Between 2015 and 2020, employment increased by 22,100 positions (or +12.4%) and is projected to grow by 43.8% between 2018 and 2028.

### Leisure & Hospitality

The largest industry in the *leisure and hospitality* sector, *food services and drinking places* (NAICS Industry 722), grew rapidly prior to the pandemic, with more than 28,000 jobs gained between 2015 and 2019. However, most jobs in the food services category cannot be performed remotely and pandemic-related shutdowns decimated restaurant and bar employment, with close to 208,000 jobs lost between 2019 and the second quarter of 2020. With the reopening of the economy and the partial return of tourism, the *food services and drinking places* industry is coming back as well. Comparing Second Quarter 2020 to Second Quarter 2021, almost 96,000 jobs were added, and the industry is projected to exceed its pre-pandemic totals to reach about 323,000 jobs from 2018 through 2028.

Because many of the industry's largest occupations only require short-term training, the *food services and drinking places* industry had the lowest average annual wage of any of the industries in this report (\$32,400) in 2020. However, the industry offers considerable opportunities for advancement to higher-paying supervisory positions. A little more than 8% of the occupations in this industry are supervisory and managerial 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 New York City, Elena Volovelsky, is available for consultation. She can be reached via email at [Elena.Volovelsky@labor.ny.gov](mailto:Elena.Volovelsky@labor.ny.gov) or by phone at (718) 613-3971.

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://dol.ny.gov/labor-market-analysts>.

## Significant Industries, New York City, 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*					
	<b>Total, all industries (all ownerships)</b>	<b>4,080,800</b>	<b>3,997,700</b>	<b>(83,100)</b>	<b>-2.0%</b>	<b>\$106,300</b>	<b>12.2%</b>	<b>NA</b>
237	Heavy and civil engineering construction	12,800	8,600	(4,200)	-32.8%	\$124,300	10.4%	W
492	Couriers and messengers	16,400	23,000	6,600	40.2%	\$47,600	18.9%	G, P
493	Warehousing and storage	3,700	15,700	12,000	324.3%	\$37,800	56.4%	G, P
519	Other information services	35,000	51,800	16,800	48.0%	\$226,900	52.5%	G, P, W
523	Securities, commodity contracts, investments	169,400	176,500	7,100	4.2%	\$438,400	5.2%	G, J, W
541	Professional, scientific, and technical services	383,500	405,500	22,000	5.7%	\$150,800	10.4%	G, J, W
561	Administrative and support services	208,400	210,900	2,500	1.2%	\$78,100	19.2%	G, J, P
611	Educational services	366,300	379,900	13,600	3.7%	\$79,200	16.9%	G, J, P
621	Ambulatory health care services	239,500	325,700	86,200	36.0%	\$47,500	65.6%	G, J, P
624	Social assistance	178,300	200,400	22,100	12.4%	\$36,500	43.8%	G, J, P
722	Food services and drinking places	289,800	187,600	(102,200)	-35.3%	\$32,400	2.3%	J

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 (>150,000)

P: Above-average growth projected for 2018-2028

W: Industry pays above-average wages



## Significant Industries, New York City, 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>3,662,800</b>	<b>4,012,600</b>	<b>349,800</b>	<b>9.6%</b>
<b>493</b>	Warehouse and storage	13,900	16,800	2,900	20.9%
<b>518</b>	Data processing, hosting, and related	11,200	11,000	(200)	-1.8%
<b>519</b>	Other information services	55,000	55,600	600	1.1%
<b>523</b>	Securities, commodity contracts, investments	175,500	173,700	(1,800)	-1.0%
<b>541</b>	Professional, scientific, and technical services	400,100	403,500	3,400	0.8%
<b>561</b>	Administrative and support services	194,600	208,000	13,400	6.9%
<b>611</b>	Educational services	376,700	377,100	400	0.1%
<b>621</b>	Ambulatory health care services	291,600	344,600	53,000	18.2%
<b>624</b>	Social assistance	190,700	209,100	18,400	9.6%
<b>722</b>	Food services and drinking places	110,000	205,700	95,700	87.0%

NA – Not Applicable

\*Represents both private and public sector jobs

**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 Heavy and Civil Engineering Construction 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	34.4%	\$98,195	8.8%	No formal educational credential	None	Short-term on-the-job training
2	47-2073	Operating Engineers and Other Construction Equipment Operators	15.2%	\$135,785	8.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	47-2031	Carpenters	6.6%	\$124,441	6.2%	High school diploma or equivalent	None	Apprenticeship
4	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	4.6%	\$118,465	8.8%	High school diploma or equivalent	5 years or more	None
5	53-3032	Heavy and Tractor-Trailer Truck Drivers	4.3%	\$99,374	7.5%	Postsecondary non-degree award	None	Short-term on-the-job training
6	11-9021	Construction Managers	3.5%	\$172,764	8.5%	Bachelor's degree	None	Moderate-term on-the-job training
7	17-2051	Civil Engineers	2.6%	\$110,829	11.8%	Bachelor's degree	None	None
8	13-1198	Project Management Specialists and Business Operations Specialists, All Other	1.8%	\$149,136	11.4%	Bachelor's degree	None	None
9	47-2221	Structural Iron and Steel Workers	1.5%	\$110,679	8.6%	High school diploma or equivalent	None	Apprenticeship
10	11-1021	General and Operations Managers	1.4%	NA	9.7%	Bachelor's degree	5 years or more	None

NA – Not Available

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

**Industry Description:** Industries in the Couriers and Messengers subsector provide intercity and/or local delivery of parcels and documents. These articles can be described as those that may be handled by one person without using special equipment. This allows the collection, pick-up, and delivery operations to be done with limited labor costs and minimal equipment. Sorting and transportation activities, where necessary, are generally mechanized. The restriction to small parcels partly distinguishes these establishments from those in the transportation industries. The complete network of courier services establishments also distinguishes these transportation services from local messenger and delivery establishments in this subsector. This includes the establishments that perform intercity transportation as well as establishments that, under contract to them, perform local pick-up and delivery. Messengers, who 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	53-3033	Light Truck Drivers	30.3%	\$53,082	11.2%	High school diploma or equivalent	None	Short-term on-the-job training
2	43-5021	Couriers and Messengers	15.4%	\$33,698	1.9%	High school diploma or equivalent	None	Short-term on-the-job training
3	53-3032	Heavy and Tractor-Trailer Truck Drivers	3.2%	\$72,590	7.5%	Postsecondary non-degree award	None	Short-term on-the-job training
4	41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	1.5%	\$67,648	13.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
5	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	1.3%	\$35,341	-0.8%	High school diploma or equivalent	None	Short-term on-the-job training
6	43-4051	Customer Service Representatives	1.2%	\$41,691	0.0%	High school diploma or equivalent	None	Short-term on-the-job training
7	43-1011	First-Line Supervisors of Office and Administrative Support Workers	1.1%	\$61,283	4.1%	High school diploma or equivalent	Less than 5 years	None
8	11-1021	General and Operations Managers	0.7%	\$128,593	9.7%	Bachelor's degree	5 years or more	None
9	43-9061	Office Clerks, General	0.7%	\$31,081	0.0%	High school diploma or equivalent	None	Short-term on-the-job training
10	11-3071	Transportation, Storage, and Distribution Managers	0.4%	\$117,718	10.0%	High school diploma or equivalent	5 years or more	None

**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	65.9%	\$37,501	9.1%	No formal educational credential	None	Short-term on-the-job training
2	53-3032	Heavy and Tractor-Trailer Truck Drivers	2.6%	\$53,019	7.5%	Postsecondary non-degree award	None	Short-term on-the-job training
3	53-1047	First-Line Supervisors of Transportation and Material-Moving Workers, Except Aircraft Cargo Handling Supervisors	2.3%	\$73,516	9.5%	High school diploma or equivalent	Less than 5 years	None
4	43-1011	First-Line Supervisors of Office and Administrative Support Workers	1.0%	\$74,911	4.1%	High school diploma or equivalent	Less than 5 years	None
5	11-1021	General and Operations Managers	0.4%	\$117,899	9.7%	Bachelor's degree	5 years or more	None
6	41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	0.4%	\$72,767	13.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
7	11-3071	Transportation, Storage, and Distribution Managers	0.2%	\$104,118	10.0%	High school diploma or equivalent	5 years or more	None
8	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	0.2%	\$57,718	-1.2%	High school diploma or equivalent	None	Short-term on-the-job training
9	43-3031	Bookkeeping, Accounting, and Auditing Clerks	0.2%	\$59,460	0.3%	Some college, no degree	None	Moderate-term on-the-job training
10	13-1071	Human Resources Specialists	0.1%	\$91,689	14.9%	Bachelor's degree	None	None

**Other Information Services  
(NAICS Industry 519)  
Ten Most Common Occupations**

**Industry Description:** Industries in the Other Information Services subsector group establishments supplying information, storing and providing access to information, searching and retrieving information, operating Web sites that use search engines to allow for searching information on the Internet, or publishing and/or broadcasting content exclusively on the Internet. The main components of the subsector are news syndicates, libraries, archives, exclusive Internet publishing and/or broadcasting, and Web search portals.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2018-2028	Education	Work Experience	Training
1	15-1256	Software Developers and Software Quality Assurance Analysts and Testers	10.4%	\$130,432	#N/A	Bachelor's degree	None	None
2	41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	8.4%	\$84,761	13.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	27-3041	Editors	6.4%	\$79,792	-12.2%	Bachelor's degree	Less than 5 years	None
4	13-1161	Market Research Analysts and Marketing Specialists	6.1%	\$85,957	21.1%	Bachelor's degree	None	None
5	43-4051	Customer Service Representatives	4.3%	\$53,930	0.0%	High school diploma or equivalent	None	Short-term on-the-job training
6	25-4031	Library Technicians	2.8%	\$40,240	-0.6%	Postsecondary non-degree award	None	None
7	15-1257	Web Developers and Digital Interface Designers	2.6%	\$87,308	13.1%	Associate's degree	None	None
8	11-3021	Computer and Information Systems Managers	2.6%	\$208,603	16.4%	Bachelor's degree	5 years or more	None
9	25-4022	Librarians and Media Collections Specialists	2.6%	\$70,192	12.0%	Master's degree	None	None
10	27-2012	Producers and Directors	2.5%	\$78,032	7.2%	Bachelor's degree	Less than 5 years	None

**Securities, Commodity Contracts, and Other Financial Investments and Related Activities  
(NAICS Industry 523)  
Ten Most Common Occupations**

**Industry Description:** Firms in this industry are primarily engaged in one of the following activities: (1) underwriting securities issues and/or making markets for securities and commodities; (2) acting as agents (i.e., brokers) between buyers and sellers of securities and commodities; (3) providing securities and commodity exchange services; (4) providing other services, such as managing portfolios of assets, providing investment advice, and trust, fiduciary, and custody services.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2018-2028	Education	Work Experience	Training
1	41-3031	Securities, Commodities, and Financial Services Sales Agents	22.3%	\$185,933	6.5%	Bachelor's degree	None	Moderate-term on-the-job training
2	13-2098	Financial and Investment Analysts, Financial Risk Specialists, and Financial Specialists, All Other	16.2%	\$123,728	NA	Bachelor's degree	None	NA
3	13-2052	Personal Financial Advisors	8.3%	\$170,375	10.9%	Bachelor's degree	None	Long-term on-the-job training
4	11-3031	Financial Managers	5.2%	NA	20.6%	Bachelor's degree	5 years or more	None
5	13-2011	Accountants and Auditors	4.7%	\$123,942	12.7%	Bachelor's degree	None	None
6	43-6011	Executive Secretaries and Executive Administrative Assistants	4.5%	\$89,159	-14.0%	High school diploma or equivalent	Less than 5 years	None
7	15-1256	Software Developers and Software Quality Assurance Analysts and Testers	4.2%	\$158,547	NA	Bachelor's degree	None	None
8	11-1021	General and Operations Managers	3.7%	\$167,340*	9.7%	Bachelor's degree	5 years or more	None
9	13-2061	Financial Examiners	1.8%	\$136,889	11.0%	Bachelor's degree	None	Long-term on-the-job training
10	13-1161	Market Research Analysts and Marketing Specialists	1.6%	\$120,838	21.1%	Bachelor's degree	None	None

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

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 (%), 2018-2028	Education	Work Experience	Training
1	23-1011	Lawyers	8.3%	\$204,862	10.1%	Doctoral or professional degree	None	None
2	13-2011	Accountants and Auditors	7.1%	\$98,693	12.7%	Bachelor's degree	None	None
3	13-1111	Management Analysts	4.4%	\$110,631	15.4%	Bachelor's degree	Less than 5 years	None
4	13-1161	Market Research Analysts and Marketing Specialists	4.1%	\$73,529	21.1%	Bachelor's degree	None	None
5	15-1256	Software Developers and Software Quality Assurance Analysts and Testers	4.1%	\$129,520	NA	Bachelor's degree	None	None
6	41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	3.0%	\$91,162	13.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
7	11-1021	General and Operations Managers	2.8%	\$208,076	9.7%	Bachelor's degree	5 years or more	None
8	23-2011	Paralegals and Legal Assistants	2.8%	\$59,845	14.9%	Associate's degree	None	None
9	41-3011	Advertising Sales Agents	2.4%	\$81,000	2.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	15-1211	Computer Systems Analysts	2.2%	\$122,719	15.3%	Bachelor's degree	None	None

NA – Not Available

**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. The establishments classified in this subsector have specialization in one or more of these activities and can, therefore, provide services to clients in a variety of industries and, in some cases, to households. The individual industries of this subsector are defined on the basis of the particular process that they are engaged in and the particular services they provide.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2018-2028	Education	Work Experience	Training
1	33-9032	Security Guards	22.7%	\$34,943	14.2%	High school diploma or equivalent	None	Short-term on-the-job training
2	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	13.4%	\$37,346	14.4%	No formal educational credential	None	Short-term on-the-job training
3	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	2.8%	\$32,255	9.1%	No formal educational credential	None	Short-term on-the-job training
4	43-9061	Office Clerks, General	2.8%	\$35,149	0.0%	High school diploma or equivalent	None	Short-term on-the-job training
5	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.5%	\$45,301	-1.2%	High school diploma or equivalent	None	Short-term on-the-job training
6	11-1021	General and Operations Managers	2.3%	\$140,508	9.7%	Bachelor's degree	5 years or more	None
7	13-1071	Human Resources Specialists	2.0%	\$64,541	14.9%	Bachelor's degree	None	None
8	43-4051	Customer Service Representatives	2.0%	\$38,084	0.0%	High school diploma or equivalent	None	Short-term on-the-job training
9	41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	1.8%	\$73,565	13.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	13-1161	Market Research Analysts and Marketing Specialists	1.5%	\$70,365	21.1%	Bachelor's degree	None	None



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

**Industry Description:** Industries in this group provide instruction and training in a wide variety of subjects. The instruction and training is provided by specialized establishments, such as schools, colleges, universities, and training centers.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2018-2028	Education	Work Experience	Training
1	25-2021	Elementary School Teachers, Except Special Education	7.8%	\$76,175	6.3%	Bachelor's degree	None	None
2	25-9045	Teaching Assistants, Except Postsecondary	6.9%	\$39,293	13.5%	Some college, no degree	None	None
3	25-2031	Secondary School Teachers, Except Special and Career/Technical Education	6.2%	\$87,638	6.5%	Bachelor's degree	None	None
4	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	4.0%	\$42,523	-1.2%	High school diploma or equivalent	None	Short-term on-the-job training
5	25-2022	Middle School Teachers, Except Special and Career/Technical Education	3.2%	\$84,131	6.5%	Bachelor's degree	None	None
6	25-1071	Health Specialties Teachers, Postsecondary	3.0%	\$132,319	36.5%	Doctoral or professional degree	Less than 5 years	None
7	43-9061	Office Clerks, General	2.8%	\$33,124	0.0%	High school diploma or equivalent	None	Short-term on-the-job training
8	21-1012	Educational, Guidance, and Career Counselors and Advisors	2.5%	\$75,189	21.0%	Master's degree	None	None
9	25-9031	Instructional Coordinators	2.4%	\$86,967	22.8%	Master's degree	5 years or more	None
10	25-3097	Tutors and Teachers and Instructors, All Other	2.2%	\$38,519	27.9%	Bachelor'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 group 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	31-1120	Home Health and Personal Care Aides	59.1%	\$32,440	71.9%	High school diploma or equivalent	None	Short-term on-the-job training
2	43-4171	Receptionists and Information Clerks	4.7%	\$37,650	17.0%	High school diploma or equivalent	None	Short-term on-the-job training
3	29-1141	Registered Nurses	3.1%	\$94,751	24.3%	Bachelor's degree	None	None
4	31-9092	Medical Assistants	2.8%	\$39,463	40.6%	Postsecondary non-degree award	None	None
5	31-9091	Dental Assistants	1.5%	\$43,366	27.2%	Postsecondary non-degree award	None	None
6	29-1228	Physicians, All Other and Ophthalmologists, Except Pediatric	1.3%	NA	17.6%	Doctoral or professional degree	None	Internship/residency
7	43-1011	First-Line Supervisors of Office and Administrative Support Workers	1.3%	\$69,540	4.1%	High school diploma or equivalent	Less than 5 years	None
8	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1.2%	\$38,610	-1.2%	High school diploma or equivalent	None	Short-term on-the-job training
9	29-2061	Licensed Practical and Licensed Vocational Nurses	1.1%	\$55,987	25.9%	Postsecondary non-degree award	None	None
10	43-3021	Billing and Posting Clerks	1.0%	\$45,010	21.6%	High school diploma or equivalent	None	Moderate-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 (%), 2018-2028	Education	Work Experience	Training
1	31-1120	Home Health and Personal Care Aides	45.9%	\$32,383	71.9%	High school diploma or equivalent	None	Short-term on-the-job training
2	21-1093	Social and Human Service Assistants	4.8%	\$39,179	27.1%	High school diploma or equivalent	None	Short-term on-the-job training
3	39-9011	Childcare Workers	4.4%	\$31,577	8.6%	High school diploma or equivalent	None	Short-term on-the-job training
4	25-9045	Teaching Assistants, Except Postsecondary	3.5%	\$32,829	13.5%	Some college, no degree	None	None
5	21-1021	Child, Family, and School Social Workers	3.4%	\$52,262	21.8%	Bachelor's degree	None	None
6	39-9032	Recreation Workers	2.5%	\$35,428	22.1%	High school diploma or equivalent	None	Short-term on-the-job training
7	25-2011	Preschool Teachers, Except Special Education	2.4%	\$45,242	17.8%	Associate's degree	None	None
8	21-1022	Healthcare Social Workers	2.1%	\$52,134	36.4%	Master's degree	None	Internship/residency
9	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1.6%	\$44,951	-1.2%	High school diploma or equivalent	None	Short-term on-the-job training
10	11-9151	Social and Community Service Managers	1.4%	\$85,649	24.5%	Bachelor's degree	Less than 5 years	None

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

**Industry Description:** Industries in the Food Services and Drinking Places prepare meals, snacks, and beverages to customer order for immediate on-premises and off-premises consumption. There is a wide range of establishments in this industry. 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 industries in the subsector are grouped based on the type and level of services provided. The industry groups are Special Food Services, such as food service contractors, caterers, and mobile food services; Drinking Places (Alcoholic Beverages); and Restaurants and Other Eating Places.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2018-2028	Education	Work Experience	Training
1	35-3023	Fast Food and Counter Workers	22.1%	\$31,483	9.1%	No formal educational credential	None	Short-term on-the-job training
2	35-3031	Waiters and Waitresses	18.9%	\$37,600	0.1%	No formal educational credential	None	Short-term on-the-job training
3	35-2014	Cooks, Restaurant	9.9%	\$36,337	13.1%	No formal educational credential	Less than 5 years	Moderate-term on-the-job training
4	35-2021	Food Preparation Workers	7.5%	\$33,350	2.1%	No formal educational credential	None	Short-term on-the-job training
5	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	5.5%	\$33,346	3.0%	No formal educational credential	None	Short-term on-the-job training
6	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	4.9%	\$47,646	4.3%	High school diploma or equivalent	Less than 5 years	None
7	35-3011	Bartenders	4.8%	\$42,348	1.4%	No formal educational credential	None	Short-term on-the-job training
8	35-9021	Dishwashers	4.2%	\$31,371	-3.6%	No formal educational credential	None	Short-term on-the-job training
9	41-2011	Cashiers	4.0%	\$31,553	-10.9%	No formal educational credential	None	Short-term on-the-job training
10	35-1011	Chefs and Head Cooks	2.6%	\$44,214	4.5%	High school diploma or equivalent	5 years or more	None

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