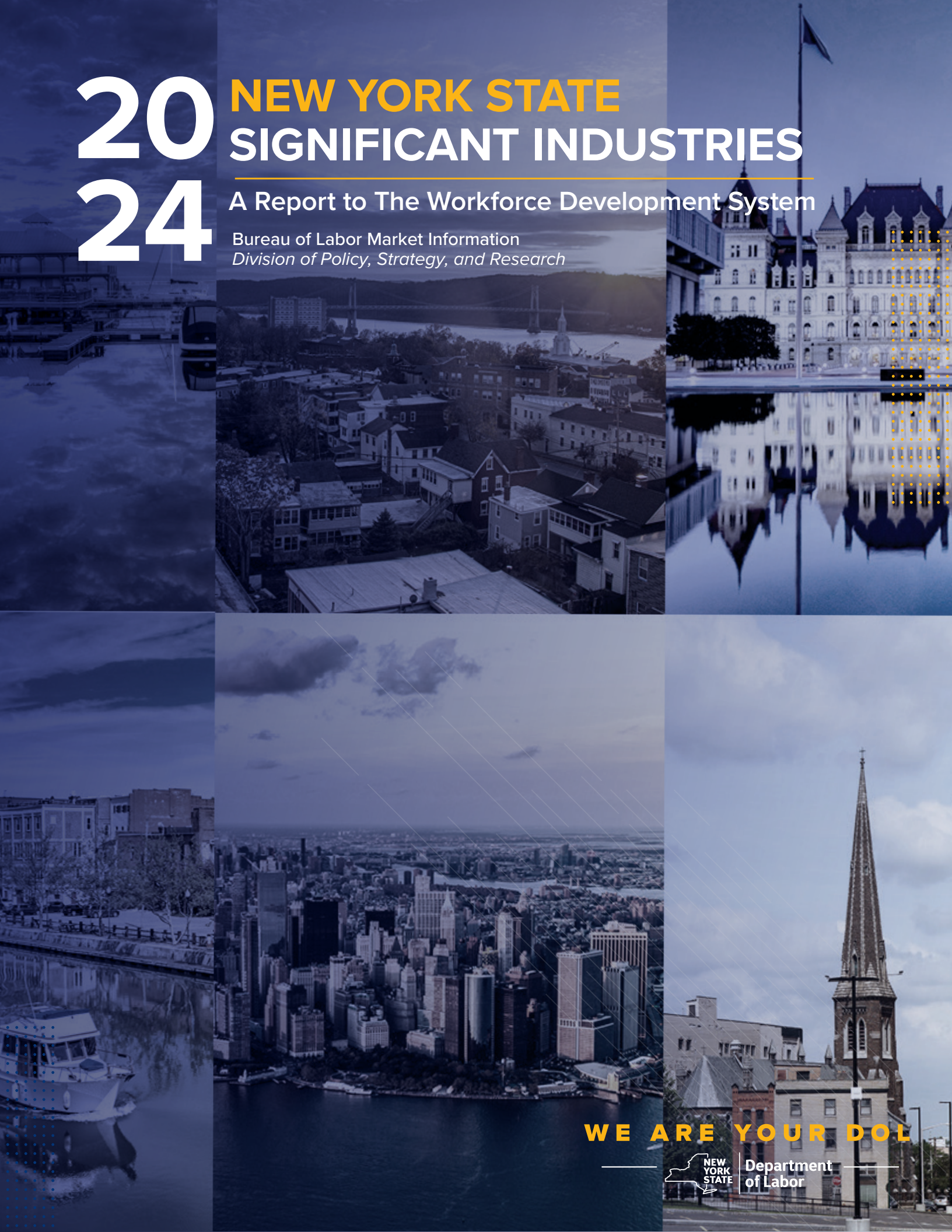


20  
24

# NEW YORK STATE SIGNIFICANT INDUSTRIES

A Report to The Workforce Development System

Bureau of Labor Market Information  
*Division of Policy, Strategy, and Research*



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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). As the economy continues to move forward, 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.

To assist in these efforts, the New York State Department of Labor Division of Policy, Strategy, and Research developed these reports to identify “significant industries” in New York State as well as for 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 New York State based on several factors, including employment levels, wage levels, job growth (both net and percent) over the 2018-2023 period and expected job growth based on industry employment projections through 2030. Priority industries that may have been designated by economic development or workforce development officials were also considered.

## **Significant 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 250,000 jobs in 2023; or
- The industry’s projected employment growth for 2020-2030 was above the all-industry average in the state (25.0%); or
- The industry paid above-average annual wages (\$91,400 in 2023).

This report designates a broad set of 13 industries as “significant industries” in New York State. They fall into eight major industry groups: construction; manufacturing; transportation and warehousing; financial activities; professional and business services; educational services; health care and social assistance; and leisure and hospitality.

The table on page 9 shows the 13 industries that are designated as significant in New York State.

## **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 the *specialty trade*

*contractors* industry (NAICS Industry 238). This industry is sensitive to economic fluctuations, including the most recent, pandemic-induced, recession. Although total employment in the industry declined by 7,800 jobs between 2018 and 2023 due to the economic downturn in 2020, it continues to provide a relatively large number (252,800) of jobs in New York State. Preceding the pandemic, the average annual growth was 3.2% over the five-year period (2014-2019).

In 2023, *specialty trade contractors* in New York State earned an average annual wage of \$80,800, 12% below the statewide all-industry average of \$91,400. Employment in the *special trade contractors* industry is projected to grow by 23.2% from 2020 to 2030. The upcoming retirement of many experienced workers in the skilled trades will create significant job opportunities over the next decade.

Within *specialty trade contractors*, the five most common occupations (in rank order) are electricians; plumbers, pipefitters and steamfitters; construction laborers; carpenters; and heating, air conditioning and refrigeration mechanics and installers. Together, these top five occupations account for over 38% of employment in the industry.

### Manufacturing

Within the broader manufacturing sector, the *chemical manufacturing* (NAICS Industry 325) and *computer and electronic product manufacturing* (NAICS Industry 334) industries both made the significant industries list.

From 2018 to 2023, *chemical manufacturing* added 2,300 jobs, growing at a rate of 6.0%. According to the long-term projections, employment in *chemical manufacturing* is expected to increase by 30.7% between 2020 and 2030, exceeding all-industry projected growth of 25.0% in the state. Companies in the industry employed 40,500 workers in New York State, with an average annual wage of \$101,100, nearly 11% above the state's average. Over a third of the employment in the industry is located on Long Island.

As the reliance on computers and microchip technology has increased, this had led to greater demand for *computer and electronic product manufacturing* (NAICS Industry 334). Almost every device or product used daily contains some type of electronic chip, from cars, cellphones, and dishwashers, to military defense systems. The pandemic also drew attention to the need for more domestic computer chip manufacturing as supply chain issues intensified.

The employment level in the *computer and electronic product manufacturing* sector is projected to grow by nearly 15% from 2020 to 2030 in NYS. A diverse range of skilled, technical occupations make up this sector, including many STEM-related jobs (science, technology, engineering, and math), earning higher wages (\$118,400) than the all-industry average.

There are numerous projects in various regions of NYS with potential for robust growth in the manufacturing sector over the next decade. The state's expertise and experience in the field leverages as an asset to the nation's commitment to expand capacity in manufacturing.



### Transportation and Warehousing

Due to social distancing and in-person activities restrictions during the COVID-19 pandemic, a lot of customers turned away from in-store purchases and toward on-line shopping. As a result, sectors (like transportation and warehousing) and occupations (like drivers and package handlers) that are responsible for fulfilling those functions experienced a sizable boost in employment.

*Couriers and messengers* (NAICS Industry 492) grew at a substantially faster rate (36.9%) than the statewide all-industry average (0.4%) from 2018 to 2023. This is the highest percent growth rate for any of the 13 significant industries identified for this report.

The two most common occupations in *couriers and messengers* are light truck driver and manual laborer and freight, stock, and material mover, which together account for over 70% of employment in the industry.

### Financial Activities

The *securities and commodity contracts* (NAICS Industry 523) industry is part of the broader financial activities super-sector, which includes the finance and insurance sector as well as the real estate, rental, and leasing sector. As expected, most employment in the financial activities sector is found in New York City (two out of three jobs). In the *securities and commodity contracts* industry in particular the balance is even greater — nine out of 10 jobs in New York State are in New York City.

The industry is highly cyclical, as workers within it are primarily engaged in activities such as underwriting risk and/or making markets for securities and commodities; acting as agents between buyers and sellers in the financial sector; providing various exchange services within this sector; and providing other similar or related services. After severe employment losses during the Great Recession of 2008-09, this industry stayed relatively stable until the pandemic-induced recession of 2020 and experienced a boost in the last two years — growing by 8.8% from 2021 through 2023.

Of the 13 significant industries in New York State, the *securities and commodity contracts* industry paid the highest average annual wage in 2023 (\$448,800) — almost five times higher than all industry average annual wage (\$91,400) in New York State. The top three occupations in *securities and commodity contracts* account for over 42% of employment in the industry: securities, commodities and financial services sales agents; financial and investment analysts; and personal financial advisors.

### Professional and Business Services

The professional and business services sector has two industries on the significant industries list: *professional, scientific, and technical services* (NAICS Industry 541) and *administrative and support services* (NAICS Industry 561). Although there are differences between the two, both

industries tend to sell their services to other businesses rather than directly to consumers. Therefore, employment in these industries is highly dependent on the business cycle and reacts quickly to changing economic conditions.

Between 2018 and 2023, employment grew by 6.1% in *professional, scientific, and technical services*, and by under 0.1% in *administrative and support services*. However, both industries are expected to add jobs (12.1% and 29.3%, respectively) between 2020 and 2030.

At \$146,600 per year in 2023, the *professional, scientific, and technical services* industry pays an average annual wage that is more than double the wages paid in the *administrative and support services* industry (\$66,400). This is not surprising given the importance of temporary help agencies to employment in the *administrative and support services* industry.

The *professional, scientific, and technical services* industry contains a diverse list of occupations, including engineering and architectural consulting, legal services, information technology, and research and development. This industry employs many skilled, professional workers such as lawyers, accountants and auditors, software developers, management analysts, and market research analysts and marketing specialists.

Within the *administrative and support services* industry, security guards, janitors and cleaners, and landscaping and groundskeeping workers are top three occupations and account for nearly a third of the industry's employment.

### Educational Services

With 951,800 jobs between public and private ownerships as of 2023, the *educational services* (NAICS Industry 611) industry had considerably more jobs than any other significant industry presented in this report. Employment declined by 0.4% over the five-year period between 2018 and 2023 due to a significant loss during COVID-19 pandemic in 2020. The industry continues to recover but, as of the end of 2023, many public and private schools were still below their pre-pandemic staffing levels. Demographics and economic conditions contribute to trends in *educational services* industry employment. In many school districts, most job opportunities result from retirements, employee churn, or job changes. Enrollment, curriculum, and economic patterns affect private and higher education institutions more directly.

The industry's average annual wage (\$78,300) in 2023 was \$13,100 (or 14.3%) below the all-industry average annual wage (\$91,400) in New York State. The industry is also projected to grow at a slower pace (14.4%) than the state's all-industry average (25.0%) between 2020 and 2030. Common job titles in *educational services* industry include elementary school teachers; teaching assistants; secondary school teachers; middle school teachers; and short-term substitute teachers.

### Health Care and Social Assistance

The health care sector consists of three main components, and all three of them are on the

significant industries list for New York State: *ambulatory health care services* (NAICS Industry 621), *hospitals* (NAICS Industry 622), and *nursing and residential care facilities* (NAICS Industry 623).

*Ambulatory health care services* include medical services performed on an outpatient basis, such as physicians' offices, ambulatory surgical centers, specialty clinics, and urgent care centers. Between 2018 and 2023, the industry added more jobs on an absolute basis (130,300) than any other industry on the significant industries list. Not only did it enjoy a robust recovery after the latest recession, but it also expects to experience strong job growth between 2020 and 2030. Employment is projected to grow by 27.4% over this period, higher than the all-industry expected growth (25.0%).

Facilities in the *hospitals* (NAICS Industry 622) industry provide medical, diagnostic, and treatment services, including physician and nursing services, to inpatient individuals. Employment level in the *hospitals* industry was up by 8,100 (1.8%) from 2018 to 2023 and is projected to grow at a much slower pace (14.7%) than *ambulatory health care services* (27.4%) over the 2020-2030 period.

The *nursing and residential care facilities* (NAICS Industry 623) industry employs 241,900 workers in New York State. Even though the industry lost 12.8% of its workforce between 2018 and 2023, it is projected to grow by 22.7% from 2020 to 2030, which can be attributed to the state's aging population.

Average annual wages in the *hospitals* (\$98,800) industry were higher than average wages in the *ambulatory health care services* (\$61,600), or *nursing and residential care facilities* (\$58,100) industries, or the all-industry statewide average (\$91,400). Lower wages in *ambulatory health care services* and *nursing and residential care facilities* are due to their occupational mix, with the most common occupations in those two industries paying less than \$55,000 per year. The demand for nearly all health care occupations is expected to increase over the next decade as New York State's population continues to age and requires more medical care.

*Social assistance* (NAICS Industry 624) is a large industry (415,200 jobs in 2023) that has experienced stable growth for many years. Businesses in this industry provide a wide variety of services directly to their clients in nonresidential settings, like child care and vocational rehabilitation services. Between 2018 and 2023, employment increased by 57,000 (or 15.9%) and is projected to grow by 40.2% between 2020 and 2030. Employees in the *social assistance* industry receive one of the lowest average annual wages (\$38,700) in the state due to industry's mix of occupations.

### Leisure and Hospitality

With 655,400 workers in 2023, the *food services and drinking places* (NAICS Industry 722) industry employs the fourth largest number of workers when compared to any other three-digit NAICS industry in New York State. Even though employment in *food services and drinking places*

declined by 22,600 (3.3%) jobs from 2018 and 2023 due to the pandemic-induced recession, it is expected to grow by 94.1% between 2020 and 2030, the highest percent change out of all 13 significant industries in this report.

The most common occupations in this industry require only short-term training but offer wages well below the average annual wage for all occupations. The *food services and drinking places* industry provides many employment opportunities for low-skilled workers, youth, and second-job holders. Restaurants also offer opportunities for advancement to higher-paying supervisory positions. The industry had the lowest average annual wage (\$34,100) of any of the industries in this report in 2023. The lower wages can also be attributed, in part, to the seasonal and part-time employment typically found in the industry.

Within the *food services and drinking places* industry, the top five occupations are: fast food and counter workers; waiters and waitresses; restaurant cooks; first-line supervisors of food preparation and serving workers; and food preparation workers. Together, these five occupations account for nearly two thirds of employment in the industry.

### **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 statewide labor market analyst is Elena Grovenger. She is available for consultation and can be reached via email at [Elena.Grovenger@labor.ny.gov](mailto:Elena.Grovenger@labor.ny.gov) or by phone at (518) 457-3800.

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 State, 2024

NAICS Industry Code	Industry Name	Average Employment, 2018*	Average Employment, 2023*	Net Change in Jobs, 2018-2023	% Change in Jobs, 2018-2023	Average Annual Wage, 2023	Projected % Change in Jobs, 2020-2030	Why Industry is Significant**
	<b>Total, all industries (all ownerships)</b>	<b>9,431,400</b>	<b>9,469,300</b>	<b>37,900</b>	<b>0.4%</b>	<b>\$91,400</b>	<b>25.0%</b>	<b>NA</b>
<b>238</b>	Specialty Trade Contractors	260,600	252,800	-7,800	-3.0%	\$80,800	23.2%	J
<b>325</b>	Chemical Manufacturing	38,200	40,500	2,300	6.0%	\$101,100	30.7%	G, P, W
<b>334</b>	Computer and Electronic Product Manufacturing	57,300	53,900	-3,400	-5.9%	\$118,400	14.8%	W
<b>492</b>	Couriers and Messengers	40,400	55,300	14,900	36.9%	\$49,900	39.9%	G, P
<b>523</b>	Securities, Commodity Contracts, and Other Financial Investments and Related Activities	199,100	214,900	15,800	7.9%	\$448,800	4.1%	G, W
<b>541</b>	Professional, Scientific, and Technical Services	678,100	719,700	41,600	6.1%	\$146,600	12.1%	G, J, W
<b>561</b>	Administrative and Support Services	504,100	504,000	-100	0.0%	\$66,500	29.3%	J, P
<b>611</b>	Educational Services	955,800	951,800	-4,000	-0.4%	\$78,300	14.4%	J
<b>621</b>	Ambulatory Health Care Services	581,300	711,600	130,300	22.4%	\$61,600	27.4%	G, J, P
<b>622</b>	Hospitals	457,400	465,500	8,100	1.8%	\$98,800	14.7%	G, J, W
<b>623</b>	Nursing and Residential Care Facilities	277,300	241,900	-35,400	-12.8%	\$58,100	22.7%	NA
<b>624</b>	Social Assistance	358,200	415,200	57,000	15.9%	\$38,700	40.2%	G, J, P
<b>722</b>	Food Services and Drinking Places	678,000	655,400	-22,600	-3.3%	\$34,100	94.1%	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 (>250,000)

P: Above-average growth projected for 2020-2030

W: Industry pays above-average wages

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

**Industry Description:** The *specialty trade contractors* industry comprises establishments whose primary activity is performing specific activities (e.g., pouring concrete, site preparation, plumbing, painting, and electrical work) involved in building construction or other activities that are similar for all types of construction, but that are not responsible for the entire project. The work performed may include new work, additions, alterations, maintenance, and repairs. The production work performed by establishments in this industry is usually subcontracted from establishments of the general contractor type or for-sale builders, but especially in remodeling and repair construction, work also may be done directly for the owner of the property. *Specialty trade contractors* usually perform most of their work at the construction site, although they may have shops where they perform prefabrication and other work. Establishments primarily engaged in preparing sites for new construction are also included in this industry.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	47-2111	Electricians	12.4%	\$77,929	27.1%	High school diploma or equivalent	None	Apprenticeship
2	47-2152	Plumbers, Pipefitters, and Steamfitters	7.8%	\$80,246	21.6%	High school diploma or equivalent	None	Apprenticeship
3	47-2061	Construction Laborers	7.0%	\$54,483	23.3%	No formal educational credential	None	Short-term on-the-job training
4	47-2031	Carpenters	5.7%	\$74,820	18.1%	High school diploma or equivalent	None	Apprenticeship
5	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	5.6%	\$64,037	19.7%	Postsecondary non-degree award	None	Long-term on-the-job training
6	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	4.5%	\$97,693	21.8%	High school diploma or equivalent	5 years or more	None
7	11-1021	General and Operations Managers	4.0%	\$122,937	30.1%	Bachelor's degree	5 years or more	None
8	47-2141	Painters, Construction and Maintenance	3.4%	\$57,767	16.7%	No formal educational credential	None	Moderate-term on-the-job training
9	13-1082	Project Management Specialists	2.9%	\$106,463	NA	NA	NA	NA
10	43-9061	Office Clerks, General	2.7%	\$49,659	8.7%	High school diploma or equivalent	None	Short-term on-the-job training

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

**Industry Description:** The *chemical manufacturing* industry is based on the transformation of organic and inorganic raw materials by a chemical process and the formulation of products. This industry distinguishes the production of basic chemicals that comprise the first industry group from the production of intermediate and end products produced by further processing of basic chemicals that make up the remaining industry groups.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	51-9111	Packaging and Filling Machine Operators and Tenders	13.7%	\$37,720	28.9%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	51-9011	Chemical Equipment Operators and Tenders	9.6%	\$51,134	19.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	6.0%	\$54,586	2.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
4	51-1011	First-Line Supervisors of Production and Operating Workers	4.2%	\$88,886	22.8%	High school diploma or equivalent	Less than 5 years	None
5	51-9023	Mixing and Blending Machine Setters, Operators, and Tenders	4.0%	\$48,438	22.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
6	19-2031	Chemists	3.3%	\$84,776	25.4%	Bachelor's degree	None	None
7	49-9041	Industrial Machinery Mechanics	3.1%	\$65,566	45.5%	High school diploma or equivalent	None	Long-term on-the-job training
8	51-9041	Extruding, Forming, Pressing, and Compacting Machine Setters, Operators, and Tenders	3.1%	\$63,797	25.6%	High school diploma or equivalent	None	Moderate-term on-the-job training
9	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	2.3%	\$44,170	31.6%	No formal educational credential	None	Short-term on-the-job training
10	11-3051	Industrial Production Managers	2.3%	\$156,853	22.0%	Bachelor's degree	5 years or more	None

**Computer and Electronic Product Manufacturing  
(NAICS Industry 334)**

**Ten Most Common Occupations**

**Industry Description:** Establishments in the *computer and electronic product manufacturing* industry manufacture computers, computer peripherals, communications equipment, and similar electronic products, and manufacture components for such products. *Computer and electronic product manufacturing* exists in the hierarchy of NAICS to reflect the economic significance these establishments have attained. The rapid growth of this industry suggests that these establishments 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 (%), 2020-2030	Education	Work Experience	Training
1	51-2028	Electrical, electronic, and electromechanical assemblers, except coil winders, tapers, and finishers	12.5%	\$40,106	20.1%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	15-1252	Software Developers	7.6%	\$129,920	NA	NA	NA	NA
3	17-2112	Industrial Engineers	4.9%	\$100,975	29.2%	Bachelor's degree	None	None
4	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	3.2%	\$49,128	2.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
5	17-3023	Electrical and Electronic Engineering Technologists and Technicians	3.2%	\$67,426	7.9%	Associate's degree	None	None
6	51-9141	Semiconductor Processing Technicians	3.0%	\$43,083	10.6%	High school diploma or equivalent	None	Moderate-term on-the-job training
7	17-2071	Electrical Engineers	2.8%	\$111,256	14.9%	Bachelor's degree	None	None
8	51-2090	Miscellaneous Assemblers and Fabricators	2.5%	\$44,095	5.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
9	17-2061	Computer Hardware Engineers	2.5%	\$142,182	10.1%	Bachelor's degree	None	None
10	51-1011	First-Line Supervisors of Production and Operating Workers	2.3%	\$78,613	22.8%	High school diploma or equivalent	Less than 5 years	None

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

**Industry Description:** Establishments in the *couriers and messengers* industry 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 (%), 2020-2030	Education	Work Experience	Training
1	53-3033	Light Truck Drivers	37.8%	\$48,148	31.0%	High school diploma or equivalent	None	Short-term on-the-job training
2	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	32.0%	\$39,997	31.6%	No formal educational credential	None	Short-term on-the-job training
3	53-3032	Heavy and Tractor-Trailer Truck Drivers	6.7%	\$56,977	21.5%	Postsecondary non-degree award	None	Short-term on-the-job training
4	43-5021	Couriers and Messengers	4.2%	\$36,075	12.9%	High school diploma or equivalent	None	Short-term on-the-job training
5	53-1047	First-Line Supervisors of Transportation and Material-Moving Workers, Except Aircraft Cargo Handling Supervisors	3.9%	\$58,595	32.9%	High school diploma or equivalent	Less than 5 years	None
6	43-5071	Shipping, Receiving, and Inventory Clerks	2.5%	\$50,773	12.9%	High school diploma or equivalent	None	Short-term on-the-job training
7	11-1021	General and Operations Managers	1.5%	\$93,299	30.1%	Bachelor's degree	5 years or more	None
8	43-4051	Customer Service Representatives	1.1%	\$57,845	10.7%	High school diploma or equivalent	None	Short-term on-the-job training
9	53-7011	Conveyor Operators and Tenders	0.8%	\$42,577	31.7%	No formal educational credential	None	Short-term on-the-job training
10	43-5032	Dispatchers, Except Police, Fire, and Ambulance	0.7%	\$58,638	22.3%	High school diploma or equivalent	None	Moderate-term on-the-job training

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

**Ten Most Common Occupations**

**Industry Description:** Establishments 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 (%), 2020-2030	Education	Work Experience	Training
1	41-3031	Securities, Commodities, and Financial Services Sales Agents	18.0%	\$213,032	3.6%	Bachelor's degree	None	Moderate-term on-the-job training
2	13-2051	Financial and Investment Analysts	13.4%	\$134,006	NA	NA	NA	NA
3	13-2052	Personal Financial Advisors	10.7%	\$175,476	5.0%	Bachelor's degree	None	Long-term on-the-job training
4	11-3031	Financial Managers	6.2%	NA	24.7%	Bachelor's degree	5 years or more	None
5	15-1252	Software Developers	4.7%	\$177,845	NA	NA	NA	NA
6	13-2011	Accountants and Auditors	4.4%	\$143,475	16.5%	Bachelor's degree	None	None
7	43-6011	Executive Secretaries and Executive Administrative Assistants	3.6%	\$102,608	-9.2%	High school diploma or equivalent	Less than 5 years	None
8	11-1021	General and Operations Managers	3.5%	\$236,436	30.1%	Bachelor's degree	5 years or more	None
9	43-4011	Brokerage Clerks	3.0%	\$86,487	-11.2%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	11-2022	Sales Managers	2.5%	NA	17.3%	Bachelor's degree	Less than 5 years	None



**Professional, Scientific and Technical Services  
(NAICS Industry 541)**

**Ten Most Common Occupations**

**Industry Description:** Establishments in the *professional, scientific, and technical services* industry are 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. Further subdividing of this industry is done 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 (%), 2020-2030	Education	Work Experience	Training
1	23-1011	Lawyers	7.8%	\$212,981	17.8%	Doctoral or professional degree	None	None
2	13-2011	Accountants and Auditors	6.0%	\$105,756	16.5%	Bachelor's degree	None	None
3	15-1252	Software Developers	5.4%	\$136,763	NA	NA	NA	NA
4	13-1111	Management Analysts	4.0%	\$125,977	18.9%	Bachelor's degree	Less than 5 years	None
5	13-1161	Market Research Analysts and Marketing Specialists	3.8%	\$86,208	33.6%	Bachelor's degree	None	None
6	23-2011	Paralegals and Legal Assistants	3.5%	\$72,859	20.1%	Associate's degree	None	None
7	11-1021	General and Operations Managers	3.4%	\$188,696	30.1%	Bachelor's degree	5 years or more	None
8	41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	3.3%	\$106,646	27.9%	High school diploma or equivalent	None	Moderate-term on-the-job training
9	13-1082	Project Management Specialists	2.4%	\$106,775	NA	NA	NA	NA
10	11-2021	Marketing Managers	2.1%	\$173,576	18.5%	Bachelor's degree	5 years or more	None

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

**Industry Description:** Establishments in the *administrative and support services* industry are 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 industry 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. Further subdividing of this industry is performed on the basis of the particular processes and services the establishments engage in or provide.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	33-9032	Security Guards	15.1%	\$39,165	35.0%	High school diploma or equivalent	None	Short-term on-the-job training
2	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	11.9%	\$37,610	25.9%	No formal educational credential	None	Short-term on-the-job training
3	37-3011	Landscaping and Groundskeeping Workers	5.0%	\$40,263	25.8%	No formal educational credential	None	Short-term on-the-job training
4	43-4051	Customer Service Representatives	3.3%	\$43,909	10.7%	High school diploma or equivalent	None	Short-term on-the-job training
5	11-1021	General and Operations Managers	2.6%	\$128,027	30.1%	Bachelor's degree	5 years or more	None
6	29-1141	Registered Nurses	2.6%	\$130,966	17.0%	Bachelor's degree	None	None
7	41-3091	Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	2.1%	\$77,416	27.9%	High school diploma or equivalent	None	Moderate-term on-the-job training
8	13-1071	Human Resources Specialists	1.9%	\$66,066	24.5%	Bachelor's degree	None	None
9	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1.9%	\$46,232	6.8%	High school diploma or equivalent	None	Short-term on-the-job training
10	43-9061	Office Clerks, General	1.8%	\$45,013	8.7%	High school diploma or equivalent	None	Short-term on-the-job training

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

**Industry Description:** Establishments in the *educational services* industry 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. In this report, numbers for this industry include both public and private ownerships.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	25-2021	Elementary School Teachers, Except Special Education	10.6%	\$89,155	15.5%	Bachelor's degree	None	None
2	25-9045	Teaching Assistants, Except Postsecondary	10.0%	\$39,293	19.0%	Some college, no degree	None	None
3	25-2031	Secondary School Teachers, Except Special and Career/Technical Education	6.2%	\$98,489	15.3%	Bachelor's degree	None	None
4	25-2022	Middle School Teachers, Except Special and Career/Technical Education	4.2%	\$88,168	15.4%	Bachelor's degree	None	None
5	25-3031	Substitute Teachers, Short-Term	3.1%	\$41,037	19.9%	Bachelor's degree	None	None
6	43-9061	Office Clerks, General	2.6%	\$38,777	8.7%	High school diploma or equivalent	None	Short-term on-the-job training
7	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	2.2%	\$39,709	25.9%	No formal educational credential	None	Short-term on-the-job training
8	25-1071	Health Specialties Teachers, Postsecondary	2.1%	\$132,698	31.5%	Doctoral or professional degree	Less than 5 years	None
9	49-9071	Maintenance and Repair Workers, General	2.0%	\$62,726	24.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	39-9011	Childcare Workers	2.0%	\$36,905	18.5%	High school diploma or equivalent	None	Short-term on-the-job training

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

**Industry Description:** Establishments in the *ambulatory health care services* industry provide health care services directly or indirectly to ambulatory patients and do not usually provide inpatient services. Health practitioners in this industry 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 (%), 2020-2030	Education	Work Experience	Training
1	31-1120	Home Health and Personal Care Aides	42.3%	\$37,879	39.1%	High school diploma or equivalent	None	Short-term on-the-job training
2	31-9092	Medical Assistants	4.3%	\$45,878	27.2%	Postsecondary non-degree award	None	None
3	43-4171	Receptionists and Information Clerks	4.3%	\$41,673	20.5%	High school diploma or equivalent	None	Short-term on-the-job training
4	29-1141	Registered Nurses	4.0%	\$99,817	17.0%	Bachelor's degree	None	None
5	43-6013	Medical Secretaries and Administrative Assistants	2.6%	\$45,291	17.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
6	31-9091	Dental Assistants	2.3%	\$46,927	19.3%	Postsecondary non-degree award	None	None
7	29-1292	Dental Hygienists	1.7%	\$96,428	18.5%	Associate's degree	None	None
8	29-2061	Licensed Practical and Licensed Vocational Nurses	1.6%	\$60,671	18.5%	Postsecondary non-degree award	None	None
9	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1.5%	\$49,187	6.8%	High school diploma or equivalent	None	Short-term on-the-job training
10	43-1011	First-Line Supervisors of Office and Administrative Support Workers	1.5%	\$64,370	11.8%	High school diploma or equivalent	Less than 5 years	None

**Hospitals  
(NAICS Industry 622)**

**Ten Most Common Occupations**

**Industry Description:** Establishments in the *hospitals* industry provide medical, diagnostic, and treatment services that include physician, nursing, and other health services to inpatients and the specialized accommodation services required by inpatients. These establishments may also provide outpatient services as a secondary activity. Establishments in this industry 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 (%), 2020-2030	Education	Work Experience	Training
1	29-1141	Registered Nurses	24.2%	\$112,087	17.0%	Bachelor's degree	None	None
2	31-1131	Nursing Assistants	7.9%	\$51,342	17.0%	Postsecondary non-degree award	None	None
3	11-9111	Medical and Health Services Managers	2.5%	\$166,128	42.1%	Bachelor's degree	Less than 5 years	None
4	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	2.4%	\$47,312	25.9%	No formal educational credential	None	Short-term on-the-job training
5	29-2010	Clinical Laboratory Technologists and Technicians	2.2%	\$95,269	16.9%	Bachelor's degree	None	None
6	43-6013	Medical Secretaries and Administrative Assistants	2.1%	\$50,721	17.8%	High school diploma or equivalent	None	Moderate-term on-the-job training
7	43-9061	Office Clerks, General	1.9%	\$49,184	8.7%	High school diploma or equivalent	None	Short-term on-the-job training
8	29-1216	General Internal Medicine Physicians	1.8%	\$89,973	6.3%	Doctoral or professional degree	None	Internship/residency
9	29-2034	Radiologic Technologists and Technicians	1.7%	\$89,827	16.4%	Associate's degree	None	None
10	29-1071	Physician Assistants	1.7%	\$153,745	39.5%	Master's degree	None	None

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

**Industry Description:** Establishments in the *nursing and residential care facilities* industry provide residential care combined with either nursing, supervisory, or other types of care as required by the residents. In this industry, 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 (%), 2020-2030	Education	Work Experience	Training
1	31-1120	Home Health and Personal Care Aides	29.4%	\$37,028	39.1%	High school diploma or equivalent	None	Short-term on-the-job training
2	31-1131	Nursing Assistants	15.3%	\$46,339	17.0%	Postsecondary non-degree award	None	None
3	29-2061	Licensed Practical and Licensed Vocational Nurses	5.8%	\$65,087	18.5%	Postsecondary non-degree award	None	None
4	29-1141	Registered Nurses	5.6%	\$98,607	17.0%	Bachelor's degree	None	None
5	35-3041	Food Servers, Nonrestaurant	3.8%	\$36,619	28.1%	No formal educational credential	None	Short-term on-the-job training
6	37-2012	Maids and Housekeeping Cleaners	2.6%	\$38,546	32.1%	No formal educational credential	None	Short-term on-the-job training
7	21-1022	Healthcare Social Workers	2.4%	\$51,954	26.7%	Master's degree	None	Internship/residency
8	21-1018	Substance abuse, behavioral disorder, and mental health counselors	2.1%	\$50,746	33.4%	Bachelor's degree	None	None
9	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	1.9%	\$39,277	25.9%	No formal educational credential	None	Short-term on-the-job training
10	35-2012	Cooks, Institution and Cafeteria	1.8%	\$43,975	28.7%	No formal educational credential	None	Short-term on-the-job training



**Social Assistance  
(NAICS Industry 624)**

**Ten Most Common Occupations**

**Industry Description:** Establishments in the *social assistance* industry 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 (%), 2020-2030	Education	Work Experience	Training
1	31-1120	Home Health and Personal Care Aides	46.6%	\$37,065	39.1%	High school diploma or equivalent	None	Short-term on-the-job training
2	25-9045	Teaching Assistants, Except Postsecondary	6.4%	\$36,478	19.0%	Some college, no degree	None	None
3	25-2011	Preschool Teachers, Except Special Education	4.7%	\$40,028	38.9%	Associate's degree	None	None
4	21-1093	Social and Human Service Assistants	3.7%	\$40,649	35.7%	High school diploma or equivalent	None	Short-term on-the-job training
5	39-9011	Childcare Workers	2.7%	\$37,036	18.5%	High school diploma or equivalent	None	Short-term on-the-job training
6	21-1022	Healthcare Social Workers	2.2%	\$53,863	26.7%	Master's degree	None	Internship/residency
7	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1.9%	\$44,800	6.8%	High school diploma or equivalent	None	Short-term on-the-job training
8	43-5061	Production, Planning, and Expediting Clerks	1.5%	\$52,179	25.4%	High school diploma or equivalent	None	Moderate-term on-the-job training
9	21-1021	Child, Family, and School Social Workers	1.5%	\$60,568	24.2%	Bachelor's degree	None	None
10	21-1018	Substance abuse, behavioral disorder, and mental health counselors	1.3%	\$65,542	33.4%	Bachelor's degree	None	None

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

**Industry Description:** Establishments in the *food services and drinking places* industry 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. Further subdividing within this industry is based on the type and level of services provided by the establishment being classified.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2020-2030	Education	Work Experience	Training
1	35-3023	Fast Food and Counter Workers	26.3%	\$35,356	79.2%	No formal educational credential	None	Short-term on-the-job training
2	35-3031	Waiters and Waitresses	17.5%	\$39,826	93.8%	No formal educational credential	None	Short-term on-the-job training
3	35-2014	Cooks, Restaurant	9.3%	\$39,700	107.5%	No formal educational credential	Less than 5 years	Moderate-term on-the-job training
4	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	7.4%	\$46,455	87.3%	High school diploma or equivalent	Less than 5 years	None
5	35-2021	Food Preparation Workers	4.8%	\$37,351	53.0%	No formal educational credential	None	Short-term on-the-job training
6	35-9021	Dishwashers	4.3%	\$35,061	91.4%	No formal educational credential	None	Short-term on-the-job training
7	35-3011	Bartenders	4.0%	\$49,554	58.9%	No formal educational credential	None	Short-term on-the-job training
8	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	3.8%	\$37,283	86.9%	No formal educational credential	None	Short-term on-the-job training
9	35-2011	Cooks, Fast Food	3.1%	\$34,305	60.9%	No formal educational credential	None	Short-term on-the-job training
10	35-9031	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	2.8%	\$37,010	103.7%	No formal educational credential	None	Short-term on-the-job training

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