



Bureau of Labor Market Information Division of Research and Statistics



Significant Industries

A Report to the Workforce Development System

New York State | 2015

Preface

One of the major objectives of the workforce development system is to encourage local workforce investment boards (LWIBs) to plan strategically and focus their resources in priority industries (and eventually on priority occupations within those industries). In order to accomplish this goal, it is critical for local decision makers to have the information needed to identify priority industries.

In 2010 and 2011, labor market analysts at the New York State Department of Labor's Division of Research and Statistics compiled a series of reports that identified "significant industries" in each of the state's 10 labor market regions, as well as in the state as a whole. In this report, we update and extend our earlier analysis with the most recent labor market information currently available.

To arrive at the list of significant industries presented in this report, we looked at the following labor market metrics:

- Overall job count in 2014.
- Annual average wage level in 2014.
- Job growth (net and percent) in 2009-2014. This period corresponds with the start of the state's current economic recovery and subsequent expansion.
- Expected job growth through 2022 based on industry employment projections.
- Priority industries that may have been designated by economic development or workforce development officials.

Statewide Industries

A broad-based set of 13 statewide industries are designated as "significant" in this report. They fall into six major industry groups: construction; manufacturing; financial activities; professional and business services, which primarily sell to other businesses; educational services; and health care. All "significant industries" shared one or more of the following specific characteristics:

- High overall job count (>250,000) in 2014
- Above-average job growth (net and/or percent) in 2009-2014
- Above-average annual wage (>\$65,900) in 2014
- Above-average expected job growth (>11.1%), based on industry employment projections, between 2012 and 2022
- Priority industries that may have been designated by economic development or workforce development officials

See the table on page 6 for a list of the 13 statewide significant industries. The specific reason(s) why each statewide industry is considered "significant" are listed in the right-hand column of the table.

Industry Analysis

Construction (NAICS Industries 236 and 238)

Skilled trades occupations comprise much of the employment within both the *construction of buildings* (NAICS Industry 236) and *specialty trade contractors* (NAICS Industry 238) industries. Both industries are sensitive to economic fluctuations, so total employment levels increased in both as overall economic conditions in the state improved between 2009 and 2014.

The top five occupations in the *construction of buildings* industry (in rank order) are carpenter, construction laborer, first-line supervisor of construction trades and extraction work, construction manager and general and operations manager. Together, these top five occupations account for just over 60 percent of industry employment in New York State.

In *specialty trade contractors*, the five most common occupations (in rank order) are electricians; plumbers, pipefitters, and steamfitters; construction laborers; carpenters; and general and operations managers. Relative to the *construction of buildings* industry, employment among *specialty trade contractors* is less concentrated, with the top five occupations accounting for only 42 percent of overall industry employment.

Looking ahead over the next decade, the impending retirement of many baby boomers will contribute to job opportunities in these industries, especially among the skilled trades.

Manufacturing (NAICS Industries 311 and 334)

Food manufacturing (NAICS Industry 311) and *computer and electronic product manufacturing* (NAICS Industry 334) are the only manufacturing industries on the list. New York's food manufacturing industry has been one of the bright spots in the state's factory sector over the past few years, growing three to four times more rapidly than its national counterpart. According to information from Cornell University, the state's food manufacturing industry has a relatively high employment multiplier (2.91).

Although the state's *computer and electronic product manufacturing* industry lost 8,400 jobs from 2009 to 2014, it continues to provide a relatively large number (56,500) of high-paying jobs in New York. The industry's statewide average annual wage (\$93,600) was more than 40 percent above the all-industry average annual wage (\$65,900) in 2014. The most common occupations in the industry include assemblers, inspectors, testers, engineers and engineering technicians.

Financial Activities (NAICS Industries 522 and 523)

Credit intermediation (NAICS Industry 522) and *securities and commodity contracts* (NAICS Industry 523) are part of the broader financial activities supersector, which includes the finance and insurance sector and the real estate, rental and leasing sector. As expected, most employment in financial activities is focused in New York City, where about two out of three

statewide jobs are located. In New York State, almost 60 percent of jobs in *credit intermediation* (e.g., banks) and about 90 percent of jobs in *securities and commodity contracts* are found in New York City.

These two industries pay well. At \$137,300, the *credit intermediation's* average annual wage was more than twice the statewide all-industry average annual wage (\$65,900) in 2014. The average annual wage (\$384,300) paid in the *securities and commodity contracts* industry is almost six times the statewide average annual wage. However, *credit intermediation* is the only significant industry whose employment count is expected to decline (-4.2%) between 2012 and 2022. The *securities and commodity contracts* industry is expected to experience a small employment gain (+2.7%) over this period.

Professional and Business Services (NAICS Industries 541, 551 and 561)

The professional and business services supersector has three representatives on the significant industries list. They are: *professional, scientific and technical services* (NAICS Industry 541); *management of companies* (NAICS Industry 551); and *administrative and support services* (NAICS Industry 561). Although there are marked differences among these three industries, they all share one common trait: they mostly sell to other businesses rather than directly to consumers.

Between 2009 and 2014, all three professional and business services industries added jobs at a faster rate than the total for all industries. Within this sector, the most rapid growth was found in *administrative and support services* (+12.9%) and the slowest growth was experienced in *management of companies* (+8.3%).

All three professional and business services industries are expected to add jobs at a faster rate in 2012-2022 than the overall industry average over the same period (+11.1%) . In fact, both *professional, scientific and technical services* (+24.3%) and *administrative and support services* (+22.8%) are projected to grow more than twice as fast as the overall economy.

At \$144,000, *management of companies* has the highest average annual wage within the professional and business services sector. In contrast, *administrative and support services* paid the lowest average wage (\$44,400) in the sector. This was due to the fact that temporary help agencies constitute a large part of that industry's employment.

Educational Services (NAICS Industry 611)

With almost 900,000 jobs between the public and private sectors, *educational services* has, by far, the most employment of any single "significant industry" presented in this report. It is also unusual in that employment growth in *educational services* is driven more by demographics than by fluctuations in economic conditions.

This sector added jobs at a relatively slow pace (+0.8%) in 2009-2014. The industry's average annual wage (\$53,800) in 2014 was about \$12,000 below the all-industry average annual wage

(\$65,900) that year. Leading job titles in this industry include teacher assistant, elementary school teacher, secondary school teacher and substitute teacher.

Health Care (NAICS Industries 621, 622 and 623)

Growth in health care industry employment is, like *educational services*, tends to be driven more by demographics (e.g., aging of the baby boomers), than by changing economic conditions. Almost all health care occupations are expected to be in demand over the next decade as New York State's population continues to age, while national health care reform boosts consumer demand for many health care services.

The health care sector consists of three main components:

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

Between 2009 and 2014, *ambulatory health care services* added by far the most jobs, on both an absolute (+80,100) and percentage (+20.2%) basis, of any significant industry in this report. Much of this growth stems from the fact that the United States spends almost 20 percent of its gross domestic product (GDP) on health care. In addition, health care reform has boosted demand for many services offered by ambulatory health care providers (e.g., visits to doctors' offices).

The *ambulatory health care services* industry is expected to continue to experience strong job gains in New York State in 2012-2022 with projected employment growth pegged at 35.2 percent, the most robust of any significant industry in this report. *Ambulatory health care services* consists of seven 4-digit NAICS industries including: offices of physicians (NAICS 6211); offices of dentists (NAICS 6212); offices of other health practitioners (NAICS 6213); outpatient care centers (NAICS 6214); medical and diagnostic laboratories (NAICS 6215); home health care services (NAICS 6216); and other ambulatory health care services (NAICS 6219).

In comparison, job growth in 2009-2014 was much slower at *hospitals* (+1.7%), and was slightly negative at *nursing and residential care facilities* (-1.4%) over the period. Projected job growth in 2012-2022 is also more modest at *nursing and residential care facilities* (+20.7%) and *hospitals* (+5.7%).

Among the three health care industries shown here, only *hospitals* (\$70,000) paid an above-average industry annual wage in 2014. Both *ambulatory health care services* (\$51,200) and *nursing and residential care facilities* (\$36,200) have average annual wage levels that are below the all-industry average annual wage (\$65,900). This is largely a reflection of the mix of occupations in these latter two industries. For example, seven of the ten most common occupations in the *ambulatory health care services* industry pay less than \$45,000 per year. Similarly, the three most common occupations in *nursing and residential care facilities*: nursing assistant (\$32,650), personal care aide (\$24,060), and home health aide (\$23,900) are all relatively low-paying.

For Further Information

We hope that the statewide and local workforce investment boards find the information presented in this report useful. The New York State Department of Labor's statewide labor market analyst is Kevin Jack. He is available for consultation, and can be reached via email at Kevin.Jack@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 LWIBs. For questions regarding your local area, please contact your regional labor market analyst. Their contact information is available at: www.labor.ny.gov/stats/lslma.shtm.

Significant Industries, New York State, 2015

NAICS Industry Code	Industry Name	Job Count		Net Change in Jobs, 2009-2014	% Change in Jobs, 2009-2014	Average Annual Wage, 2014	Projected % Change in Jobs, 2012-2022	Why Industry is Significant**
		2009*	2014*					
	Total, all industries (all ownerships)	8,334,700	8,844,200	509,500	6.1%	\$65,900	11.1%	NA
236	Construction of Buildings	82,500	87,800	5,300	6.4%	\$62,700	14.9%	G, P
238	Specialty Trade Contractors	213,300	226,500	13,200	6.2%	\$63,300	21.7%	G, P
311	Food Manufacturing	48,300	52,800	4,500	9.3%	\$42,100	12.6%	G, P
334	Computer and Electronic Product Manufacturing	64,900	56,500	-8,400	-12.9%	\$93,600	0.9%	W
522	Credit Intermediation & Related Activities	157,800	162,200	4,400	2.8%	\$137,300	-4.2%	W
523	Securities & Commodity Contracts	186,400	187,800	1,400	0.8%	\$384,300	2.7%	W
541	Professional, Scientific, and Technical Services	561,400	628,100	66,700	11.9%	\$103,300	24.3%	G, J, P, W
551	Management of Companies	130,600	141,400	10,800	8.3%	\$144,000	17.3%	G, P, W
561	Administrative & Support Services	385,700	435,500	49,800	12.9%	\$44,400	22.8%	G, J, P
611	Educational Services	888,700	896,200	7,500	0.8%	\$53,800	7.0%	J
621	Ambulatory Health Care Services	396,300	476,400	80,100	20.2%	\$51,200	35.2%	G, J, P
622	Hospitals	430,200	437,400	7,200	1.7%	\$70,000	5.7%	J, W
623	Nursing & Residential Care Facilities	273,700	269,800	-3,900	-1.4%	\$36,200	20.7%	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 2012-2022.

W: Industry pays above-average wages.

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

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022	Education	Work Experience	Training
1	47-2031	Carpenters	22.9%	\$46,221	14.8%	High school diploma or equivalent	None	Apprenticeship
2	47-2061	Construction Laborers	21.2%	\$34,733	13.8%	Less than high school	None	Short-term on-the-job training
3	47-1011	First-Line Supervisors/Managers of Construction Trades and Extraction Workers	6.0%	\$76,311	13.3%	High school diploma or equivalent	5 years or more	None
4	11-9021	Construction Managers	5.6%	\$110,456	10.2%	Bachelor's degree	None	Moderate-term on-the-job training
5	11-1021	General and Operations Managers	4.9%	\$95,942	13.9%	Bachelor's degree	Less than 5 years	None
6	43-9061	Office Clerks, General	3.3%	\$19,886	4.1%	High school diploma or equivalent	None	Short-term on-the-job training
7	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical	3.2%	\$31,785	12.6%	High school diploma or equivalent	None	Short-term on-the-job training
8	47-2141	Painters, Construction and Maintenance	2.5%	\$37,961	14.7%	Less than high school	None	Moderate-term on-the-job training
9	43-3031	Bookkeeping, Accounting and Auditing Clerks	2.4%	\$42,925	11.4%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	47-3012	Helpers—Carpenters	2.1%	\$27,482	15.0%	Less than high school	None	Short-term on-the-job training

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

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022	Education	Work Experience	Training
1	47-2111	Electricians	12.6%	\$65,452	17.0%	High school diploma or equivalent	None	Apprenticeship
2	47-2152	Plumbers, Pipefitters, and Steamfitters	9.2%	\$68,595	18.3%	High school diploma or equivalent	None	Apprenticeship
3	47-2061	Construction Laborers	8.8%	\$38,120	13.8%	Less than high school	None	Short-term on-the-job training
4	47-2031	Carpenters	7.1%	\$54,372	14.8%	High school diploma or equivalent	None	Apprenticeship
5	11-1021	General and Operations Managers	4.1%	\$106,281	13.9%	Bachelor's degree	Less than 5 years	None
6	47-2141	Painters, Construction and Maintenance	3.2%	\$41,279	14.7%	Less than high school	none	Moderate-term on-the-job training
7	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	3.1%	\$80,853	13.3%	High school diploma or equivalent	5 years or more	None
8	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	2.7%	\$50,114	11.8%	Post-secondary non-degree award	None	Long-term on-the-job training
9	43-3031	Bookkeeping, Accounting, and Auditing Clerks	2.7%	\$41,041	11.4%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	43-9061	Office Clerks, General	2.6%	\$23,154	4.1%	High school diploma or equivalent	None	Short-term on-the-job training

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

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022	Education	Work Experience	Training
1	51-9111	Packaging and Filling Machine Operators and Tenders	10.2%	\$29,122	4.4%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	51-3092	Food Batchmakers	9.6%	\$24,785	10.6%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	51-3011	Bakers	8.9%	\$24,108	12.9%	Less than high school	None	Long-term on-the-job training
4	51-1011	First-Line Supervisors of Production and Operating Workers	3.9%	\$47,334	1.4%	Postsecondary non-degree award	Less than 5 years	None
5	51-3093	Food Cooking Machine Operators and Tenders	3.8%	\$30,257	12.1%	High school diploma or equivalent	None	Moderate-term on-the-job training
6	53-7064	Packers and Packagers, Hand	3.8%	\$21,543	7.4%	Less than high school	None	Short-term on-the-job training
7	35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	2.7%	\$19,054	9.7%	Less than high school	None	Short-term on-the-job training
8	53-7051	Industrial Truck and Tractor Operators	2.5%	\$36,823	-2.2%	Less than high school	None	Short-term on-the-job training
9	41-2011	Cashiers	2.4%	\$19,152	5.2%	Less than high school	None	Short-term on-the-job training
10	51-2092	Team Assemblers	2.3%	\$24,153	3.6%	High school diploma or equivalent	None	Moderate-term on-the-job training

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

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022	Education	Work Experience	Training
1	51-2022	Electrical and Electronic Equipment Assemblers	8.9%	\$31,178	2.9%	High school diploma or equivalent	None	Short-term on-the-job training
2	17-2071	Electrical Engineers	8.4%	\$96,027	8.4%	Bachelor's degree	None	None
3	17-3023	Electrical and Electronics Engineering Technicians	4.4%	\$56,069	2.7%	Associate's degree	None	None
4	51-2092	Team Assemblers	4.1%	\$28,316	3.6%	High school diploma or equivalent	None	Moderate-term on-the-job training
5	17-2112	Industrial Engineers	3.9%	\$85,042	7.7%	Bachelor's degree	None	None
6	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	3.8%	\$39,470	6.4%	High school diploma or equivalent	None	Moderate-term on-the-job training
7	15-1133	Software Developers, Systems Software	3.6%	\$101,000	18.5%	Bachelor's degree	None	None
8	15-1132	Software Developers, Applications	3.2%	\$97,089	26.2%	Bachelor's degree	None	None
9	17-2072	Electronics Engineers, Except Computer	2.7%	\$106,817	5.5%	Bachelor's degree	None	None
10	11-1021	General and Operations Managers	2.4%	\$158,842	13.9%	Bachelor's degree	Less than 5 years	None

**Credit Intermediation and Related Activities
(NAICS Industry 522)
Ten Most Common Occupations**

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022	Education	Work Experience	Training
1	43-3071	Tellers	18.4%	\$28,113	-0.2%	High school diploma or equivalent	None	Short-term on-the-job training
2	41-3031	Securities, Commodities, and Financial Services Sales Agents	8.8%	\$59,102	-2.7%	Bachelor's degree	None	Moderate-term on-the-job training
3	43-4051	Customer Service Representatives	7.4%	\$37,154	9.2%	High school diploma or equivalent	None	Short-term on-the-job training
4	13-2072	Loan Officers	6.2%	\$76,654	1.4%	Bachelor's degree	None	Moderate-term on-the-job training
5	43-1011	First-Line Supervisors of Office and Administrative Support Workers	6.2%	\$52,777	11.5%	High school diploma or equivalent	Less than 5 years	None
6	11-3031	Financial Managers	4.6%	\$128,256	6.7%	Bachelor's degree	5 years or more	None
7	43-4131	Loan Interviewers and Clerks	4.1%	\$38,598	0.1%	High school diploma or equivalent	None	Short-term on-the-job training
8	13-2051	Financial Analysts	2.9%	\$87,081	10.8%	Bachelor's degree	None	None
9	13-2052	Personal Financial Advisors	2.8%	\$76,724	15.3%	Bachelor's degree	None	None
10	11-1021	General and Operations Managers	2.6%	\$104,708	13.9%	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**

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022	Education	Work Experience	Training
1	41-3031	Securities, Commodities, and Financial Services Sales Agents	21.8%	\$173,532	-2.7%	Bachelor's degree	None	Moderate-term on-the-job training
2	13-2051	Financial Analysts	11.2%	\$116,327	10.8%	Bachelor's degree	None	None
3	13-2052	Personal Financial Advisors	11.0%	\$125,647	15.3%	Bachelor's degree	None	None
4	43-4011	Brokerage Clerks	4.1%	\$58,184	-12.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
5	13-2011	Accountants and Auditors	4.1%	\$108,019	16.0%	Bachelor's degree	None	None
6	43-6011	Executive Secretaries and Executive Administrative Assistants	4.0%	\$77,192	-4.0%	High school diploma or equivalent	Less than 5 years	None
7	11-3031	Financial Managers	3.8%	\$197,610	6.7%	Bachelor's degree	5 years or more	None
8	11-1021	General and Operations Managers	2.7%	\$193,966	13.9%	Bachelor's degree	Less than 5 years	None
9	15-1132	Software Developers, Applications	2.6%	\$132,107	26.2%	Bachelor's degree	None	None
10	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical and Executive	1.8%	\$43,325	12.6%	High school diploma or equivalent	None	Short-term on-the-job training

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

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022	Education	Work Experience	Training
1	23-1011	Lawyers	7.5%	\$156,787	7.9%	Doctoral or professional degree	None	None
2	13-2011	Accountants and Auditors	5.9%	\$78,952	16.0%	Bachelor's degree	None	None
3	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3.9%	\$37,953	12.6%	High school diploma or equivalent	None	Short-term on-the-job training
4	43-9061	Office Clerks, General	3.4%	\$29,288	4.1%	High school diploma or equivalent	None	Short-term on-the-job training
5	23-2011	Paralegals and Legal Assistants	3.0%	\$50,077	15.8%	Associate's degree	None	None
6	15-1132	Software Developers, Applications	2.9%	\$96,756	26.2%	Bachelor's degree	None	None
7	13-1111	Management Analysts	2.8%	\$89,636	18.4%	Bachelor's degree	Less than 5 years	None
8	13-1161	Market Research Analysts and Marketing Specialists	2.6%	\$67,602	34.1%	Bachelor's degree	None	None
9	11-1021	General and Operations Managers	2.5%	\$188,046	13.9%	Bachelor's degree	Less than 5 years	None
10	43-6012	Legal Secretaries	2.4%	\$55,284	-5.1%	High school diploma or equivalent	None	Moderate-term on-the-job training

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

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022	Education	Work Experience	Training
1	13-2011	Accountants and Auditors	4.5%	\$81,565	16.0%	Bachelor's degree	None	None
2	11-1021	General and Operations Managers	4.2%	\$187,192	13.9%	Bachelor's degree	Less than 5 years	None
3	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3.6%	\$41,864	12.6%	High school diploma or equivalent	None	Short-term on-the-job training
4	43-6011	Executive Secretaries and Executive Administrative Assistants	3.6%	\$70,479	-4.0%	High school diploma or equivalent	Less than 5 years	None
5	43-1011	First-Line Supervisors of Office and Administrative Support Workers	3.3%	\$69,807	11.5%	High school diploma or equivalent	Less than 5 years	None
6	43-9061	Office Clerks, General	3.3%	\$31,284	4.1%	High school diploma or equivalent	Less than 5 years	Short-term on-the-job training
7	43-3031	Bookkeeping, Accounting, and Auditing Clerks	3.3%	\$40,521	11.4%	High school diploma or equivalent	None	Moderate-term on-the-job training
8	43-4051	Customer Service Representatives	3.0%	\$37,730	9.2%	High school diploma or equivalent	None	Short-term on-the-job training
9	11-3031	Financial Managers	2.9%	\$176,715	6.7%	Bachelor's degree	5 years or more	None
10	13-2051	Financial Analysts	2.6%	\$82,321	10.8%	Bachelor's degree	None	None

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

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022	Education	Work Experience	Training
1	33-9032	Security Guards	14.0%	\$27,133	15.1%	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%	\$24,724	13.6%	Less than high school	None	Short-term on-the-job training
3	37-3011	Landscaping and Groundskeeping Workers	4.9%	\$28,755	14.2%	Less than high school	None	Short-term on-the-job training
4	43-9061	Office Clerks, General	4.1%	\$26,417	4.1%	High school diploma or equivalent	None	Short-term on-the-job training
5	43-4051	Customer Service Representatives	3.9%	\$30,061	9.2%	High school diploma or equivalent	None	Short-term on-the-job training
6	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3.4%	\$34,698	12.6%	High school diploma or equivalent	None	Short-term on-the-job training
7	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	2.1%	\$21,394	9.7%	Less than high school	None	Short-term on-the-job training
8	31-1014	Nursing Assistants	2.0%	\$29,989	13.7%	Postsecondary non-degree award	None	None
9	43-3011	Bill and Account Collectors	1.9%	\$32,401	15.6%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	11-1021	General and Operations Managers	1.7%	\$120,740	13.9%	Bachelor's degree	Less than 5 years	None

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

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022	Education	Work Experience	Training
1	25-9041	Teacher Assistants	9.5%	\$28,971	4.9%	Some college, no degree	None	None
2	25-2021	Elementary School Teachers, Except Special Education	7.7%	\$74,450	8.2%	Bachelor's degree	None	Internship/residency
3	25-2031	Secondary School Teachers, Except Special and Career/Technical Education	7.1%	\$75,300	1.5%	Bachelor's degree	None	Internship/residency
4	25-3098	Substitute Teachers	4.9%	\$31,398	1.2%	-	-	-
5	25-2022	Middle School Teachers, Except Special and Career/Technical Education	4.1%	\$73,879	8.0%	Bachelor's degree	None	Internship/residency
6	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3.0%	\$43,895	12.6%	High school diploma or equivalent	None	Short-term on-the-job training
7	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	2.9%	\$34,340	13.6%	Less than high school	None	Short-term on-the-job training
8	43-9061	Office Clerks, General	2.8%	\$30,490	4.1%	High school diploma or equivalent	None	Short-term on-the-job training
9	39-9011	Childcare Workers	2.3%	\$28,764	10.8%	High school diploma or equivalent	None	Short-term on-the-job training
10	25-2054	Special Education Teachers, Secondary School	1.9%	\$74,919	0.8%	Bachelor's degree	None	Internship/residency

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

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022	Education	Work Experience	Training
1	31-1011	Home Health Aides	17.2%	\$20,853	45.3%	Less than high school	None	Short-term on-the-job training
2	43-4171	Receptionists and Information Clerks	8.7%	\$29,961	14.5%	High school diploma or equivalent	None	Short-term on-the-job training
3	29-1141	Registered Nurses	6.4%	\$74,597	13.4%	Associate's degree	None	None
4	39-9021	Personal Care Aides	6.1%	\$22,912	36.9%	Less than high school	None	Short-term on-the-job training
5	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	4.2%	\$35,559	12.6%	High school diploma or equivalent	None	Short-term on-the-job training
6	31-9092	Medical Assistants	3.9%	\$32,514	26.8%	Postsecondary non-degree award	None	None
7	31-9091	Dental Assistants	3.5%	\$35,302	16.2%	Postsecondary non-degree award	None	None
8	29-1069	Physicians and Surgeons, All Other	3.0%	\$194,570	15.8%	Doctoral or professional degree	None	Internship/residency
9	29-2061	Licensed Practical and Licensed Vocational Nurses	2.7%	\$41,886	20.6%	Postsecondary non-degree award	None	None
10	43-1011	First-Line Supervisors of Office and Administrative Support Workers	2.6%	\$57,063	11.5%	High school diploma or equivalent	Less than 5 years	None

**Hospitals
(NAICS Industry 622)
Ten Most Common Occupations**

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022	Education	Work Experience	Training
1	29-1141	Registered Nurses	22.7%	\$81,344	13.4%	Associate's degree	None	None
2	31-1014	Nursing Assistants	8.2%	\$35,649	13.7%	Postsecondary non-degree award	None	None
3	29-1069	Physicians and Surgeons, All Other	5.6%	\$84,712	15.8%	Doctoral or professional degree	None	Internship/residency
4	11-9111	Medical and Health Services Managers	3.8%	\$110,932	12.2%	Bachelor's degree	None	None
5	43-9061	Office Clerks, General	3.5%	\$36,543	4.1%	High school diploma or equivalent	None	Short-term on-the-job training
6	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.0%	\$42,147	12.6%	High school diploma or equivalent	None	Short-term on-the-job training
7	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	1.9%	\$33,924	13.6%	Less than high school	None	Short-term on-the-job training
8	43-1011	First-Line Supervisors of Office and Administrative Support Workers	1.9%	\$59,724	11.5%	High school diploma or equivalent	Less than 5 years	None
9	29-2061	Licensed Practical and Licensed Vocational Nurses	1.8%	\$46,577	20.6%	Postsecondary non-degree award	None	None
10	29-2011	Medical and Clinical Laboratory Technologists	1.6%	\$66,473	8.3%	Bachelor's degree	None	None

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

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2012-2022	Education	Work Experience	Training
1	31-1014	Nursing Assistants	19.7%	\$32,652	13.7%	Postsecondary non-degree award	None	None
2	39-9021	Personal Care Aides	10.5%	\$24,057	36.9%	Less than high school	None	Short-term on-the-job training
3	31-1011	Home Health Aides	10.2%	\$23,903	45.3%	Less than high school	None	Short-term on-the-job training
4	29-2061	Licensed Practical and Licensed Vocational Nurses	7.4%	\$46,650	20.6%	Postsecondary non-degree award	None	None
5	29-1141	Registered Nurses	5.8%	\$72,420	13.4%	Associate's degree	None	None
6	37-2012	Maids and Housekeeping Cleaners	3.6%	\$26,108	14.5%	Less than high school	None	Short-term on-the-job training
7	35-3041	Food Servers, Nonrestaurant	2.7%	\$22,810	22.8%	Less than high school	None	Short-term on-the-job training
8	39-9011	Childcare Workers	2.3%	\$27,254	10.8%	High school diploma or equivalent	None	Short-term on-the-job training
9	39-9032	Recreation Workers	1.6%	\$29,812	16.0%	Bachelor's degree	None	None
10	35-2012	Cooks, Institution and Cafeteria	1.6%	\$30,202	13.2%	Less than high school	None	Short-term on-the-job training

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