Bureau of Labor Market Information
Division of Research and Statistics


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## Significant Industries

A Report to the Workforce Development System

## New York State | 2010

## 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).

This effort, however, has not achieved the degree of success that had been hoped for because local decision makers lacked the information needed to identify priority industries. Therefore, the New York State Department of Labor's Division of Research and Statistics decided to concentrate this report on what we have identified as "significant industries." Industries presented here are classified according to their North American Industry Classification System (NAICS) code.

In this report, we list significant statewide industries, based on various criteria. The State Workforce Investment Board should concentrate their workforce development resources on these particular industries. At the regional level, local WIBS should contact their regional labor market analyst for assistance in identifying significant local area industries.

To arrive at these significant industries, we looked at job counts, wage levels, job growth (both net and percent) over the 2006-2009 period, and expected job growth, based on industry employment projections through 2016. We also considered priority industries that may have been designated by economic development or workforce development officials.

## Statewide Industries

Twelve statewide industries are designated as "significant" in this report. Six of these industries managed to increase their statewide employment levels between 2006 and 2009, despite the worst national economic downturn in 75 years. In addition, 10 of these 12 industries employed at least 125,000 during the first three quarters of 2009.

Finally, all "significant industries" shared one or more of the following characteristics: fast growth (percentage basis); large growth (absolute basis); high wages (average weekly wage above the statewide average of $\$ 1,080$ in the first three quarters of 2009); or strong expected growth through 2016. The specific reason(s) why each industry was designated as "significant" are presented in the last column of the table.

A broad-based set of industries were identified for 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.

## 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 http://www.census.gov/epcd/naics07/.

## Construction

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. However, industries are sensitive to fluctuations in economic conditions. Not unexpectedly, employment levels declined in both industries between 2006 and 2009 due in large part to the "Great Recession." Looking ahead over the next decade, the pending retirement of many Baby Boomers will contribute to job opportunities in these industries, especially among the skilled trades.

## Manufacturing

Computer and electronic product manufacturing (NAICS Industry 334) is the only manufacturing industry on the list. Although the industry lost jobs from 2006 to 2009, it provides a relatively large number $(65,800)$ of high-paying jobs in New York State. The average wage $(\$ 1,570)$ was about 50 percent above the all-industry average wage $(\$ 1,080)$ in the first three quarters of 2009. The most common occupations in the industry include assemblers, inspectors, testers, and engineers.

## Financial Activities

Credit intermediation and related activities (NAICS Industry 522) and securities, commodity contracts, and other financial investments (NAICS Industry 523) -- are part of the broader finance and insurance sector. Jobs in this sector are heavily concentrated in New York City, with about 3 of every 5 jobs in New York State's finance and activities sector located there. More than half of the statewide jobs in credit intermediation and related activities (i.e., banks) and 90 percent of jobs in securities, commodity contracts, and other financial investments are in New York City.

These two financial industries list pay wages that are well above-average. The weekly wage $(\$ 5,590)$ paid in the securities and commodity contracts industry is about five times the statewide all-industry average $(\$ 1,080)$ based on data from the first three quarters of 2009. (Many finance industry workers receive bonuses during the first quarter of the year. Therefore, the average wage based on the first three quarters of a year is inflated by these bonuses.)

## Professional and Business Services

The professional and business services sector has three representatives on the significant industries list. They are: professional, scientific, and technical services (NAICS Industry 541); management of companies and enterprises (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 tend to sell to other businesses rather than consumers.

Both professional, scientific, and technical services and management of companies and enterprises added jobs at a faster rate than the total for all industries between 2006 and 2009. Administrative and support services lost jobs at a faster rate than the overall average over the same period. Nonetheless, this category is expected to grow much more rapidly as the
economy expands in the coming years. Professional, scientific, and technical services $(\$ 1,600)$ and management of companies and enterprises $(\$ 2,270)$ pay above-average wages. (Note: Temporary help agencies are a large part of administrative and support services, which brings down the industry's overall average wage level.)

## Educational Services

With more than 865,000 jobs between the public and private sectors, educational services (NAICS Industry 611) has, by far, the most employment of any "significant industry". This sector added jobs (+3.6\%) between 2006 and 2009. The industry's 2009 average weekly wage ( $\$ 930$ ) was $\$ 150$ below the all-industry average. Leading job titles include teacher assistant, elementary school teacher, and secondary school teacher.

Growth in educational services is driven more by demographics than by economic conditions. However, in 2010 many local school districts throughout New York State are facing severe budget pressures. Many may need to lay off large numbers of teachers and support staff, an amount yet to be determined.

## Health Care

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

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

Between 2006 and 2009, of these, ambulatory health care services added the most jobs, on both an absolute and relative basis. Hospitals and nursing and residential care facilities also added jobs, but at about half the rate of the ambulatory health care services industry.

Ambulatory health care services (\$900) and nursing and residential care facilities (\$660) have wage levels below the all-industry average. Average weekly wage levels at hospitals $(\$ 1,110)$ in 2009 were somewhat above the statewide average $(\$ 1,080)$. This is largely a reflection of the mix of occupations in each health care industry. In nursing and residential care facilities, for example, the three most common occupations are relatively low-paying. They include: nursing aide and orderly; home health aide; and licensed practical/vocational nurse.

## For Further Information

We hope that the statewide and local workforce investment boards find the information in this report useful. The New York State Department of Labor's statewide labor market analyst, Kevin Jack, is available for consultation. He can be reached via email at Kevin.Jack@labor.ny.gov or by phone at (518) 457-2919.

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/Islma.shtm.

## Significant Industries, New York State, 2010

| NAICS | Industry Name | Job Count: |  | Net Change in Jobs: <br> Jan./Sept.'06- <br> Jan./Sept.'09 | $\begin{gathered} \text { \% Change in Jobs, } \\ \text { Jan./Sept.'06 - } \\ \text { Jan./Sept.'09 } \\ \hline \end{gathered}$ | Average <br> Weekly Wage, <br> Jan./Sept.'09 | Projected \% Change in Jobs, 2006-2016 | Why <br> Industry is <br> Significant* |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Jan./Sept. '06 | Jan./Sept.'09 |  |  |  |  |  |
|  | Total, all industries | 8,368,500 | 8,315,600 | -52,900 | -0.6\% | \$1,080 | 6.2\% | NA |
| 236 | Construction of Buildings | 84,000 | 82,800 | -1,200 | -1.3\% | \$1,060 | 22.9\% | P |
| 238 | Specialty Trade Contractors | 221,300 | 214,300 | -7,000 | -3.2\% | \$1,060 | 19.4\% | P |
| 334 | Computer and Electronic Product Manufacturing | 73,400 | 65,800 | -7,600 | -10.3\% | \$1,570 | -16.9\% | w |
| 522 | Credit Intermediation and Related Activities | 180,900 | 158,900 | -22,000 | -12.2\% | \$2,050 | -5.3\% | w |
| 523 | Securities, Commodity Contracts and Related | 196,700 | 187,800 | -8,900 | -4.6\% | \$5,590 | 24.0\% | P, w |
| 541 | Professional, Scientific, and Technical Services | 546,900 | 562,600 | 15,700 | 2.9\% | \$1,600 | 19.0\% | G, J, P, w |
| 551 | Management of Companies and Enterprises | 126,700 | 131,100 | 4,400 | 3.4\% | \$2,270 | 10.6\% | G, P, W |
| 561 | Adminstrative and Support Services | 403,400 | 384,700 | -18,700 | -4.7\% | \$740 | 14.4\% | J, P |
| 611 | Educational Services | 836,700 | 867,900 | 31,200 | 3.7\% | \$930 | 8.3\% | G, J, P |
| 621 | Ambulatory Health Care Services | 357,900 | 393,400 | 35,500 | 9.9\% | \$900 | 25.8\% | $\mathrm{G}, \mathrm{J}, \mathrm{P}$ |
| 622 | Hospitals | 411,900 | 429,800 | 17,900 | 4.3\% | \$1,110 | 1.6\% | G, J |
| 623 | Nursing and Residential Care Facilities | 263,900 | 272,900 | 9,000 | 3.4\% | \$660 | 20.7\% | G, J, P |

*Key:
G: Industry experienced above-average job growth; can be net or percentage growth.
$\mathrm{J}:$ Industry employs a significant number of jobs ( $>250,000$ ).
P: Above-average growth projected for 2006-2016.
W: Industry pays above-average wages.


## Construction of Buildings

(NAICS Industry 236)

Industry Description: The work performed by establishments in this industry may include new work, additions, alterations, or maintenance and repairs. The on-site assembly of precut, panelized, and prefabricated buildings and construction of temporary buildings are included in this subsector. Part or all of the production work for which the establishments in this subsector have responsibility may be subcontracted to other construction establishments -- usually specialty trade contractors.

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

| Rank | SOC <br> Code | Occupational Title | \% of Workers | Occupation's Median Wage in this Industry | Projected Employment Change (\%), 2006-2016 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 47-2031 | Carpenters | 30.5\% | \$43,730 | 15.2\% |
| 2 | 47-2061 | Construction Laborers | 15.5\% | \$36,600 | 14.2\% |
| 3 | 47-1011 | First-Line Supervisors/Managers of Construction Trades and Extraction Workers | 7.5\% | \$73,890 | 12.9\% |
| 4 | 11-9021 | Construction Managers | 5.7\% | \$111,980 | 12.4\% |
| 5 | 47-3012 | Helpers--Carpenters | 4.6\% | \$25,480 | 20.8\% |
| 6 | 43-6014 | Secretaries, Except Legal, Medical, and Executive | 3.7\% | \$25,500 | -2.0\% |
| 7 | 43-3031 | Bookkeeping, Accounting, and Auditing Clerks | 2.7\% | \$38,310 | 7.4\% |
| 8 | 43-6011 | Executive Secretaries and Administrative Assistants | 2.4\% | \$50,030 | 9.8\% |
| 9 | 13-1051 | Cost Estimators | 2.3\% | \$62,180 | 18.0\% |
| 10 | 47-2141 | Painters, Construction and Maintenance | 2.3\% | \$32,440 | 11.1\% |



## Specialty Trade Contractors

(NAICS Industry 238)

Industry Description: Workers in this industry perform specific activities (e.g., pouring concrete, site preparation, plumbing, painting, and electrical work) involved in building construction or other activities. They are typically not responsible for the entire project. The work performed may include new work, additions, alterations, maintenance, and repairs. Much of the production work is done by subcontractors. 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.

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

| Rank | $\begin{aligned} & \text { SOC } \\ & \text { Code } \\ & \hline \end{aligned}$ | Occupational Title | \% of Workers | Occupation's Median Wage in this Industry | Projected <br> Employment <br> Change (\%), <br> 2006-2016 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 47-2111 | Electricians | 13.2\% | \$64,990 | 13.8\% |
| 2 | 47-2152 | Plumbers, Pipefitters, and Steamfitters | 8.5\% | \$53,620 | 17.5\% |
| 3 | 47-2031 | Carpenters | 8.0\% | \$50,890 | 15.2\% |
| 4 | 47-2061 | Construction Laborers | 6.8\% | \$44,220 | 14.2\% |
| 5 | 47-1011 | First-Line Supervisors/Managers of Construction Trades and Extraction Workers | 5.1\% | \$77,780 | 12.9\% |
| 6 | 49-9021 | Heating, Air Conditioning, and Refrigeration Mechanics and Installers | 4.1\% | \$42,200 | 7.1\% |
| 7 | 47-2141 | Painters, Construction and Maintenance | 3.5\% | \$40,780 | 11.1\% |
| 8 | 43-6014 | Secretaries, Except Legal, Medical, and Executive | 3.2\% | \$28,130 | -2.0\% |
| 9 | 43-3031 | Bookkeeping, Accounting, and Auditing Clerks | 2.4\% | \$37,990 | 7.4\% |
| 10 | 47-2021 | Brickmasons and Blockmasons | 2.4\% | \$54,460 | 16.6\% |

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

Industry Description: Firms in this industry group manufacture computers, computer peripherals, communications equipment, and similar electronic products. This group also includes establishments that manufacture components for these products.

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

| Rank | SOC Code | Occupational Title | \% of Workers | Occupation's Median Wage in this Industry | Projected Employment Change (\%), 2006-2016 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 51-2022 | Electrical and Electronic Equipment Assemblers | 11.4\% | \$31,680 | -30.7\% |
| 2 | 51-2092 | Team Assemblers | 5.2\% | \$22,540 | -8.2\% |
| 3 | 15-1032 | Computer Software Engineers, Systems Software | 4.2\% | \$100,610 | 19.1\% |
| 4 | 17-2071 | Electrical Engineers | 4.2\% | \$79,890 | -0.2\% |
| 5 | 51-9061 | Inspectors, Testers, Sorters, Samplers, and Weighers | 3.5\% | \$31,320 | -17.0\% |
| 6 | 17-2072 | Electronics Engineers, Except Computer | 3.0\% | \$92,610 | -7.0\% |
| 7 | 51-2023 | Electromechanical Equipment Assemblers | 2.9\% | \$26,460 | -18.1\% |
| 8 | 17-2112 | Industrial Engineers | 2.9\% | \$80,650 | 7.0\% |
| 9 | 13-2011 | Accountants and Auditors | 2.2\% | \$74,950 | 12.6\% |
| 10 | 17-3023 | Electrical and Electronic Engineering Technicians | 2.2\% | \$48,400 | -7.4\% |

## Credit Intermediation and Related Activities <br> (NAICS Industry 522)

Industry Description: Establishments in this industry may: (1) lend funds raised from depositors; (2) lend funds raised from credit market borrowing; or (3) facilitate the lending of funds or issuance of credit by engaging in such activities as mortgage and loan brokerage, clearinghouse and reserve services, and check cashing services.

## Ten Most Common Occupations for Credit Intermediation and Related Activities

(NAICS Industry 522)

| Rank | $\begin{aligned} & \text { SOC } \\ & \text { Code } \\ & \hline \end{aligned}$ | Occupational Title | \% of Workers | Occupation's Median Wage in this Industry | Projected Employment Change (\%), 2006-2016 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 43-3071 | Tellers | 19.4\% | \$25,230 | 2.1\% |
| 2 | 11-3031 | Financial Managers | 7.7\% | \$101,550 | 9.5\% |
| 3 | 13-2072 | Loan Officers | 7.6\% | \$62,230 | -0.9\% |
| 4 | 43-1011 | First-Line Supervisors/Managers of Office and Administrative Support Workers | 5.6\% | \$44,390 | 0.3\% |
| 5 | 43-4051 | Customer Service Representatives | 5.5\% | \$32,170 | 14.0\% |
| 6 | 43-4141 | New Accounts Clerks | 4.3\% | \$31,860 | -11.1\% |
| 7 | 43-4131 | Loan Interviewers and Clerks | 4.3\% | \$36,580 | -11.7\% |
| 8 | 41-3031 | Securities, Commodities, and Financial Services Sales Agents | 3.4\% | \$56,220 | 13.2\% |
| 9 | 43-6011 | Executive Secretaries and Administrative Assistants | 3.4\% | \$51,980 | 9.8\% |
| 10 | 11-1021 | General and Operations Managers | 3.0\% | \$127,720 | -3.6\% |



# Securities, Commodity Contracts, and Other Financial Investments and Related Activities 

(NAICS Industry 523)

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; and (4) providing other services, such as managing portfolios of assets; providing investment advice; and trust, fiduciary, and custody services.

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

| Rank | SOC Code | Occupational Title | \% of Workers | Occupation's Median Wage in this Industry | Projected Employment Change (\%), 2006-2016 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 41-3031 | Securities, Commodities, and Financial Services Sales Agents | 12.6\% | \$122,850 | 13.2\% |
| 2 | 11-3031 | Financial Managers | 9.1\% | \$163,630 | 9.5\% |
| 3 | 13-2051 | Financial Analysts | 8.9\% | \$103,520 | 17.8\% |
| 4 | 13-2052 | Personal Financial Advisors | 8.7\% | \$138,710 | 17.4\% |
| 5 | 43-6011 | Executive Secretaries and Administrative Assistants | 7.0\% | \$58,960 | 9.8\% |
| 6 | 43-4051 | Customer Service Representatives | 5.0\% | \$41,960 | 14.0\% |
| 7 | 43-4011 | Brokerage Clerks | 4.6\% | \$45,500 | 4.6\% |
| 8 | 13-2011 | Accountants and Auditors | 3.3\% | \$86,490 | 12.6\% |
| 9 | 15-1031 | Computer Software Engineers, Applications | 3.1\% | \$98,830 | 38.0\% |
| 10 | 43-1011 | First-Line Supervisors/Managers of Office and Administrative Support Workers | 2.6\% | \$69,960 | 0.3\% |



## Professional, Scientific, and Technical Services

(NAICS Industry 541)

Industry Description: Establishments in this industry group are engaged in processes where "human capital" is the major input. Firms 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 distinguishing feature of this industry group is firms within it are almost wholly dependent on worker skills. Thus, firms here are selling expertise. Examples include legal, accounting, architectural, advertising, scientific R\&D, and other professional services.

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

| Rank | $\begin{aligned} & \text { SOC } \\ & \text { Code } \\ & \hline \end{aligned}$ | Occupational Title | \% of Workers | Occupation's Median Wage in this Industry | Projected Employment Change (\%), 2006-2016 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 23-1011 | Lawyers | 7.9\% | \$153,230 | 6.2\% |
| 2 | 13-2011 | Accountants and Auditors | 5.9\% | \$73,640 | 12.6\% |
| 3 | 43-6012 | Legal Secretaries | 4.7\% | \$41,490 | 5.4\% |
| 4 | 23-2011 | Paralegals and Legal Assistants | 3.8\% | \$58,600 | 16.3\% |
| 5 | 43-6011 | Executive Secretaries and Administrative Assistants | 3.2\% | \$48,890 | 9.8\% |
| 6 | 43-3031 | Bookkeeping, Accounting, and Auditing Clerks | 3.0\% | \$37,360 | 7.4\% |
| 7 | 43-9061 | Office Clerks, General | 2.9\% | \$22,600 | 5.7\% |
| 8 | 43-6014 | Secretaries, Except Legal, Medical, and Executive | 2.8\% | \$32,090 | -2.0\% |
| 9 | 41-3011 | Advertising Sales Agents | 2.6\% | \$53,670 | 14.8\% |
| 10 | 15-1021 | Computer Programmers | 2.3\% | \$70,850 | -6.2\% |



## Management of Companies and Enterprises

(NAICS Industry 551)

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

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

| Rank | SOC Code | Occupational Title | \% of Workers | Occupation's Median Wage in this Industry | Projected Employment Change (\%), 2006-2016 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 43-6011 | Executive Secretaries and Administrative Assistants | 5.6\% | \$52,870 | 9.8\% |
| 2 | 43-9061 | Office Clerks, General | 4.7\% | \$26,920 | 5.7\% |
| 3 | 43-3031 | Bookkeeping, Accounting, and Auditing Clerks | 4.4\% | \$36,110 | 7.4\% |
| 4 | 13-2011 | Accountants and Auditors | 4.1\% | \$70,890 | 12.6\% |
| 5 | 43-1011 | First-Line Supervisors/Managers of Office and Administrative Support Workers | 3.1\% | \$57,430 | 0.3\% |
| 6 | 11-1021 | General and Operations Managers | 3.1\% | \$151,640 | -3.6\% |
| 7 | 11-3031 | Financial Managers | 3.0\% | \$152,510 | 9.5\% |
| 8 | 43-6014 | Secretaries, Except Legal, Medical, and Executive | 2.2\% | \$32,040 | -2.0\% |
| 9 | 43-4051 | Customer Service Representatives | 2.1\% | \$36,810 | 14.0\% |
| 10 | 41-4012 | Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products | 1.9\% | \$61,850 | 0.2\% |



## Administrative and Support Services

## (NAICS Industry 561)

Industry Description: Establishments in this group 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 used by businesses found throughout the economy. Many of the activities performed in this group were once done by businesses themselves. Recently, however, many businesses have "outsourced" these activities to third-party contractors. Activities in this sector are typically on a contract or fee basis.

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

| Rank | SOC Code | Occupational Title | \% of Workers | Occupation's Median Wage in this Industry | Projected Employment Change (\%), 2006-2016 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 33-9032 | Security Guards | 14.0\% | \$24,670 | 10.6\% |
| 2 | 37-2011 | Janitors and Cleaners, Except Maids and Housekeeping Cleaners | 13.4\% | \$22,930 | 8.5\% |
| 3 | 37-3011 | Landscaping and Groundskeeping Workers | 4.9\% | \$25,400 | 11.3\% |
| 4 | 43-9061 | Office Clerks, General | 3.1\% | \$23,640 | 5.7\% |
| 5 | 43-6014 | Secretaries, Except Legal, Medical, and Executive | 2.9\% | \$31,100 | -2.0\% |
| 6 | 43-6011 | Executive Secretaries and Administrative Assistants | 2.3\% | \$43,410 | 9.8\% |
| 7 | 43-3011 | Bill and Account Collectors | 2.2\% | \$28,460 | 17.1\% |
| 8 | 43-4051 | Customer Service Representatives | 2.1\% | \$26,890 | 14.0\% |
| 9 | 53-7062 | Laborers and Freight, Stock, and Material Movers, Hand | 2.0\% | \$21,810 | -6.3\% |
| 10 | 41-9041 | Telemarketers | 1.9\% | \$21,360 | -14.7\% |



## Educational Services

(NAICS Industry 611)

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. This group is structured according to level and type of educational services.

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

| Rank | SOC Code | Occupational Title | \% of Workers | Occupation's Median Wage in this Industry | Projected <br> Employment <br> Change (\%), <br> 2006-2016 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 25-2021 | Elementary School Teachers, Except Special Education | 10.1\% | \$63,810 | 10.7\% |
| 2 | 25-9041 | Teacher Assistants | 10.0\% | \$25,390 | 5.9\% |
| 3 | 25-2031 | Secondary School Teachers, Except Special and Vocational Education | 8.0\% | \$64,480 | 3.1\% |
| 4 | 25-1199 | Postsecondary Teachers, All Other | 5.9\% | \$77,890 | 19.5\% |
| 5 | 25-2022 | Middle School Teachers, Except Special and Vocational Education | 4.3\% | \$64,470 | 8.5\% |
| 6 | 25-3099 | Teachers and Instructors, All Other | 4.3\% | \$31,300 | 6.1\% |
| 7 | 39-9011 | Child Care Workers | 3.2\% | \$26,810 | 10.2\% |
| 8 | 37-2011 | Janitors and Cleaners, Except Maids and Housekeeping Cleaners | 3.1\% | \$31,490 | 8.5\% |
| 9 | 43-9061 | Office Clerks, General | 2.6\% | \$28,200 | 5.7\% |
| 10 | 43-6014 | Secretaries, Except Legal, Medical, and Executive | 2.5\% | \$38,140 | -2.0\% |



## Ambulatory Health Care Services <br> (NAICS Industry 621)

Industry Description: Ambulatory Health Care Services establishments 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.

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

| Rank | $\begin{aligned} & \text { SOC } \\ & \text { Code } \end{aligned}$ | Occupational Title | \% of <br> Workers | Occupation's Median Wage in this Industry | Projected Employment Change (\%), 2006-2016 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 31-1011 | Home Health Aides | 14.3\% | \$19,910 | 37.8\% |
| 2 | 43-4171 | Receptionists and Information Clerks | 7.9\% | \$27,900 | 12.3\% |
| 3 | 43-6014 | Secretaries, Except Legal, Medical, and Executive | 6.9\% | \$31,460 | -2.0\% |
| 4 | 29-1111 | Registered Nurses | 6.7\% | \$69,370 | 14.2\% |
| 5 | 29-1069 | Physicians and Surgeons, All Other | 4.2\% | >\$165,000 | 6.7\% |
| 6 | 31-9092 | Medical Assistants | 4.2\% | \$30,450 | 30.3\% |
| 7 | 31-9091 | Dental Assistants | 3.9\% | \$32,960 | 24.4\% |
| 8 | 39-9021 | Personal and Home Care Aides | 3.7\% | \$22,090 | 35.0\% |
| 9 | 43-1011 | First-Line Supervisors/Managers of Office and Administrative Support Workers | 3.4\% | \$50,930 | 0.3\% |
| 10 | 29-2061 | Licensed Practical and Licensed Vocational Nurses | 3.1\% | \$38,370 | 10.1\% |



## Hospitals <br> (NAICS Industry 622)

Industry Description: Hospitals provide medical, diagnostic, and treatment services that include physician, nursing, and other health services to inpatients and the specialized accommodation services required by inpatients. Hospitals may also provide outpatient services as a secondary activity.

Ten Most Common Occupations for Hospitals (NAICS Industry 622)

| Rank | SOC Code | Occupational Title | \% of Workers | Occupation's Median Wage in this Industry | Projected Employment Change (\%), 2006-2016 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 29-1111 | Registered Nurses | 23.6\% | \$76,910 | 14.2\% |
| 2 | 31-1012 | Nursing Aides, Orderlies, and Attendants | 8.2\% | \$34,110 | 11.6\% |
| 3 | 29-1069 | Physicians and Surgeons, All Other | 4.8\% | \$77,940 | 6.7\% |
| 4 | 11-9111 | Medical and Health Services Managers | 3.7\% | \$97,380 | 6.5\% |
| 5 | 43-9061 | Office Clerks, General | 3.6\% | \$34,570 | 5.7\% |
| 6 | 29-2061 | Licensed Practical and Licensed Vocational Nurses | 2.4\% | \$41,740 | 10.1\% |
| 7 | 43-1011 | First-Line Supervisors/Managers of Office and Administrative Support Workers | 1.9\% | \$50,360 | 0.3\% |
| 8 | 29-2011 | Medical and Clinical Laboratory Technologists | 1.8\% | \$59,360 | 8.1\% |
| 9 | 37-2012 | Maids and Housekeeping Cleaners | 1.8\% | \$31,530 | 6.6\% |
| 10 | 43-6014 | Secretaries, Except Legal, Medical, and Executive | 1.7\% | \$37,160 | -2.0\% |



## Nursing and Residential Care Facilities

(NAICS Industry 623)

Industry Description: Nursing and Residential Care Facilities provide residential care combined with either nursing, supervisory, or other types of care as required by the residents. Here, 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 | $\begin{aligned} & \text { SOC } \\ & \text { Code } \\ & \hline \end{aligned}$ | Occupational Title | \% of Workers | Occupation's Median Wage in this Industry | Projected <br> Employment <br> Change (\%), <br> 2006-2016 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 31-1012 | Nursing Aides, Orderlies, and Attendants | 21.1\% | \$30,390 | 11.6\% |
| 2 | 31-1011 | Home Health Aides | 15.0\% | \$23,000 | 37.8\% |
| 3 | 29-2061 | Licensed Practical and Licensed Vocational Nurses | 7.0\% | \$44,070 | 10.1\% |
| 4 | 29-1111 | Registered Nurses | 6.1\% | \$70,930 | 14.2\% |
| 5 | 37-2012 | Maids and Housekeeping Cleaners | 3.9\% | \$24,990 | 6.6\% |
| 6 | 35-2021 | Food Preparation Workers | 3.5\% | \$25,420 | 11.6\% |
| 7 | 39-9011 | Child Care Workers | 3.4\% | \$23,960 | 10.2\% |
| 8 | 21-1015 | Rehabilitation Counselors | 3.1\% | \$25,630 | 14.7\% |
| 9 | 39-9032 | Recreation Workers | 2.0\% | \$26,250 | 7.4\% |
| 10 | 21-1093 | Social and Human Service Assistants | 1.6\% | \$25,140 | 19.8\% |

