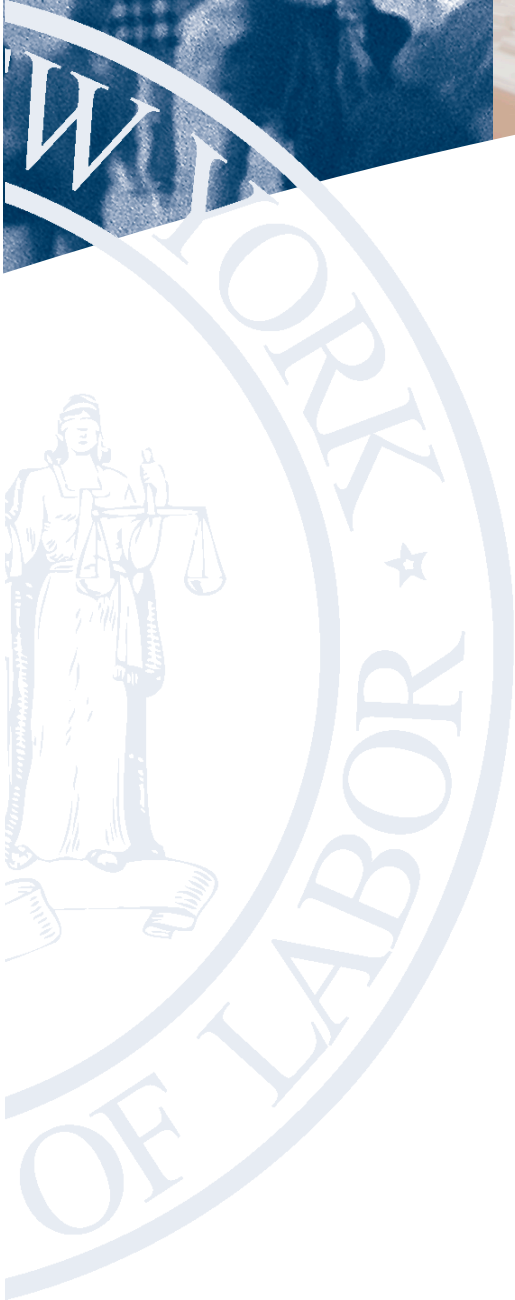


BUREAU OF LABOR MARKET INFORMATION
DIVISION OF RESEARCH AND STATISTICS



Andrew M. Cuomo, Governor
Colleen C. Gardner, Commissioner



Significant Industries

A Report to the Workforce Development System

Finger Lakes Region | 2011



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).

To assist in these efforts the New York State Department of Labor's Division of Research and Statistics decided to concentrate this report on industries identified as "significant industries." Industries presented here are classified according to their North American Industry Classification System (NAICS) code.

This report lists significant industries based on various criteria. We hope the Workforce Investment Board, as well as others involved in the workforce system, may find it helpful in allocating their limited resources.

Significant industries were identified on the basis of 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. Priority industries that may have been designated by economic development or workforce development officials were also considered.

Significant Industries

Eleven industries are designated as significant in this report. Despite the worst national economic downturn in 75 years, eight of these industries managed to increase their local employment levels between 2006 and 2009. In addition, 10 of the 11 industries employed at least 10,000 during 2009.

All significant industries shared one or more of the following characteristics: rapid growth (percentage basis); large growth (absolute basis); high wages (average weekly wage above the regional average of \$790 in 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 first table.

A broad-based set of industries were identified for this report. They cover seven major industry groups: construction; manufacturing; retail trade; professional and business services; educational services; health care; and social assistance.

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 trade occupations comprise much of the employment within the *specialty trade contractors* (NAICS 238) industry. However, this industry is sensitive to fluctuations in economic conditions. Not unexpectedly, employment levels declined slightly 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, especially among the skilled trades.

Manufacturing

Machinery manufacturing (NAICS 333) and *computer and electronic product manufacturing* (NAICS 334) both make the list of significant industries in the region. They provide a relatively large number (22,400) of high-paying jobs in the region. The average weekly wage in machinery manufacturing (\$1,300) was about 65 percent above the all-industry average wage (\$790) in 2009. The most common occupations in these industries include assemblers, inspectors, testers, and engineers.

Retail Trade

General merchandise stores (NAICS 452) are the only retail trade industry to make the significant industry list. Although the average weekly wage (\$360) falls well below the average for the region, this industry is creating new jobs and employs a large number of workers. Because many workers leave this industry or transfer to other occupations, a large number of openings will also arise from the need to replace workers.

Many jobs in the general merchandise stores industry do not require more than a high school diploma. Most of the skills needed for these jobs can be learned through on-the-job training. The most common occupations in this industry include sales, clerical and administrative support, and management.

Professional and Business Services

The professional and business services sector has two representatives on the significant industries list. They are *professional, scientific, and technical services* (NAICS 541) and *management of companies and enterprises* (NAICS 551). Although there are marked differences between these industries, they share one common trait -- they tend to sell to other businesses rather than consumers.

Professional, scientific, and technical services lost jobs between 2006 and 2009. Nonetheless, this industry is expected to grow much more rapidly as the economy expands in the coming years. *Management of companies and enterprises* added jobs at a faster rate than the total for all industries between 2006 and 2009. *Professional, scientific, and technical services* (\$1,070) and *management of companies and enterprises* (\$1,530) both pay above-average wages.

Educational Services

With more than 70,000 jobs between the public and private sectors, *educational services* (NAICS 611) has by far, the most employment of any significant industry. This sector added jobs (+3.2%) between 2006 and 2009. Leading job titles include teacher assistant, elementary school teacher, and secondary school teacher. The industry's 2009 average weekly wage (\$870), was (\$80) higher than the all-industry average.

Growth in educational services is driven more by demographics than by economic conditions. However, in 2011 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. This is a developing and closely watched issue.

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 621)
- *Hospitals* (NAICS 622)
- *Nursing and residential care facilities* (NAICS 623)

The average weekly wages at *hospitals* (\$870) and *ambulatory health care services* (\$840) exceeded the regional average (\$790). Meanwhile *nursing and residential care facilities* (\$590) paid wages well below the all-industry average. 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 aides and orderlies; home health aides; and licensed practical/vocational nurses.

Social Assistance

Job opportunities in social assistance should be numerous thru 2016 because of turnover and rapid job growth. In fact, some of the fastest growing occupations in the region are concentrated in social assistance, such as: home health aides; personal and home care aides; and social and human service assistants. The average wages in social assistance (\$450), are lower than the all-industry average because of the large number of part-time and low-paying service jobs.

For Further Information

It is hoped that the members of the workforce system find the information in this report useful. The New York State Department of Labor's Finger Lakes regional labor market analyst, Tammy Marino, is available for consultation. She may be reached via email at Tammy.Marino@labor.ny.gov or by phone at (585) 258-8870.

Significant Industries, Finger Lakes Region, 2010

NAICS	Industry Name	Job Count:		Net Change in Jobs: 2006 - 2009	% Change in Jobs: 2006 - 2009	Average Weekly Wage: 2009	Projected % Change in Jobs: 2006-2016	Why Industry is Significant*
		2006	2009					
	Total, all industries	546,000	533,400	-12,600	-2.3%	\$790	3.0%	NA
238	Specialty Trade Contractors	11,700	11,600	-100	-0.9%	\$900	12.9%	J,W,P
333	Machinery Manufacturing	15,900	13,400	-2,500	-15.7%	\$1,300	-19.5%	J,W
334	Computer and Electronic Product Manufacturing	8,200	9,000	800	9.8%	\$1,290	-22.4%	G,W
452	General Merchandise Stores	9,800	10,500	700	7.1%	\$360	2.8%	J,G
541	Professional, Scientific and Technical Services	23,900	22,900	-1,000	-4.2%	\$1,070	29.3%	J,W,P
551	Management of Companies and Enterprises	11,800	12,200	400	3.4%	\$1,530	10.2%	G,J,W,P
611	Educational Services	68,500	70,700	2,200	3.2%	\$870	6.9%	G,J,W,P
621	Ambulatory Health Care Services	18,100	19,400	1,300	7.2%	\$840	2.8%	G,J,W
622	Hospitals	26,500	28,300	1,800	6.8%	\$870	3.2%	G,J,W
623	Nursing and Residential Care Facilities	21,800	22,800	1,000	4.6%	\$590	23.4%	G, J,P
624	Social Assistance	13,200	14,500	1,300	9.8%	\$450	25.1%	G, J,P

***Key:**

G: Industry experienced above-average job growth; can be net or percentage growth.

J: Industry employs a significant number of jobs (>10,000).

P: Above-average growth projected for 2006-2016.

W: Industry pays above-average wages.

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	SOC Code	Occupational Title	% of Workers	Occupation's Median Annual Wage in this Industry	Projected Employment Change (%), 2006-2016
1	47-2111	Electricians	13.2%	\$47,084	6.4%
2	47-2152	Plumbers, Pipefitters, and Steamfitters	8.5%	\$46,021	10.0%
3	47-2031	Carpenters	8.0%	\$33,742	12.1%
4	47-2061	Construction Laborers	6.8%	\$26,784	10.5%
5	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	4.1%	\$38,661	10.5%
6	47-2021	Brickmasons and Blockmasons	2.4%	\$45,237	13.8%
7	47-2073	Operating Engineers and Other Construction Equipment Operators	2.4%	\$40,764	5.8%
8	11-9021	Construction Managers	2.1%	\$84,900	10.7%
9	13-1051	Cost Estimators	1.8%	\$49,464	13.6%
10	47-2081	Drywall and Ceiling Tile Installers	1.8%	\$40,398	9.1%

Machinery Manufacturing

(NAICS Industry 333)

Industry Description: Firms in this industry create end products that apply mechanical force, for example, the application of gears and levers, to perform work. Some important processes for the manufacture of machinery are forging, stamping, bending, forming, and machining that are used to shape individual pieces of metal.

Ten Most Common Occupations for Machinery Manufacturing (NAICS Industry 333)

Rank	SOC Code	Occupational Title	% of Workers	Occupation's Median Annual Wage in this Industry	Projected Employment Change (%), 2006-2016
1	51-2092	Team Assemblers	9.8%	\$27,510	-3.5%
2	51-4041	Machinists	5.9%	\$43,301	-8.5%
3	51-4121	Welders, Cutters, Solderers, and Brazers	4.2%	\$32,200	0.0%
4	17-2141	Mechanical Engineers	3.6%	\$67,439	-3.1%
5	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	2.7%	\$45,088	-26.5%
6	51-4011	Computer-Controlled Machine Tool Operators, Metal and Plastic	2.3%	\$29,907	-1.3%
7	51-4111	Tool and Die Makers	1.9%	\$39,134	-15.4%
8	17-2071	Electrical Engineers	1.8%	\$67,377	-5.4%
9	17-2112	Industrial Engineers	1.7%	\$60,241	-11.7%
10	51-2022	Electrical and Electronic Equipment Assemblers	1.6%	\$26,373*	-30.3%

*The industry wage was not releasable; the all-industry wage for this region is shown instead.

Computer and Electronic Product Manufacturing (NAICS Industry 334)

Industry Description: Firms in this industry 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 Annual Wage in this Industry	Projected Employment Change (%), 2006-2016
1	51-2022	Electrical and Electronic Equipment Assemblers	11.4%	\$27,454	-30.3%
2	51-2092	Team Assemblers	5.2%	\$24,429	-3.5%
3	17-2071	Electrical Engineers	4.2%	\$70,115	-5.4%
4	15-1032	Computer Software Engineers, Systems Software	4.2%	\$81,813	4.2%
5	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	3.5%	\$34,400	-26.5%
6	17-2072	Electronics Engineers, Except Computer	3.0%	\$96,614	-10.7%
7	51-2023	Electromechanical Equipment Assemblers	2.9%	\$27,203*	NA
8	17-2112	Industrial Engineers	2.9%	\$67,167	-11.7%
9	17-3023	Electrical and Electronic Engineering Technicians	2.2%	\$44,921	-1.2%
10	51-1011	First-Line Supervisors-Managers of Production and Operating Workers	2.0%	\$60,904	-17.3%

*The industry wage was not releasable; the all-industry wage for this region is shown instead.

General Merchandise Stores

(NAICS Industry 452)

Industry Description: Firms in this industry sell general merchandise from fixed point-of-sale locations. Establishments in this sector are unique in that they have the equipment and staff capable of retailing a large variety of goods from a single location. This includes a variety of display equipment and staff trained to provide information on many lines of products.

Ten Most Common Occupations for General Merchandise Stores (NAICS Industry 452)

Rank	SOC Code	Occupational Title	% of Workers	Occupation's Median Annual Wage in this Industry	Projected Employment Change (%), 2006-2016
1	41-2031	Retail Salespersons	32.0%	\$18,291	5.8%
2	41-2011	Cashiers	20.3%	\$16,945	-6.8%
3	43-5081	Stock Clerks and Order Fillers	17.8%	\$18,843	-13.9%
4	41-1011	First-Line Supervisors-Managers of Retail Sales Workers	5.4%	\$28,749	0.4%
5	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	3.3%	\$18,138	-5.7%
6	43-5071	Shipping, Receiving, and Traffic Clerks	1.9%	\$18,228	-9.9%
7	43-1011	First-Line Supervisors-Managers of Office and Administrative Support	1.9%	\$25,738	-2.8%
8	43-4051	Customer Service Representatives	1.9%	\$20,191	15.3%
9	33-9032	Security Guards	1.4%	\$21,018	10.6%
10	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	1.3%	\$22,803*	8.3%

*The industry wage was not releasable; the all-industry wage for this region is shown instead.

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 that firms within it are almost wholly dependent on worker skills. Thus, firms here are selling expertise. Examples include legal, accounting, architectural, advertising, scientific Research and Development, and other professional services.

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

Rank	SOC Code	Occupational Title	% of Workers	Occupation's Median Annual Wage in this Industry	Projected Employment Change (%), 2006-2016
1	23-1011	Lawyers	7.9%	\$82,702	9.6%
2	13-2011	Accountants and Auditors	5.9%	\$64,517	13.0%
3	43-6012	Legal Secretaries	4.7%	\$33,919	13.6%
4	23-2011	Paralegals and Legal Assistants	3.8%	\$39,237	23.2%
5	43-6011	Executive Secretaries and Administrative Assistants	3.2%	\$37,490	8.2%
6	43-3031	Bookkeeping, Accounting, and Auditing Clerks	3.0%	\$36,830	8.0%
7	43-9061	Office Clerks, General	2.9%	\$20,160	5.8%
8	41-3011	Advertising Sales Agents	2.6%	\$42,220	8.7%
9	15-1021	Computer Programmers	2.3%	\$65,076	-9.1%
10	15-1051	Computer Systems Analysts	1.8%	\$78,062	21.0%

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 Annual Wage in this Industry	Projected Employment Change (%), 2006-2016
1	43-9061	Office Clerks, General	4.7%	\$25,514	5.8%
2	43-3031	Bookkeeping, Accounting, and Auditing Clerks	4.4%	\$31,827	8.0%
3	13-2011	Accountants and Auditors	4.1%	\$66,452	13.0%
4	11-1021	General and Operations Managers	3.1%	\$115,670	-6.2%
5	11-3031	Financial Managers	3.0%	\$110,087	0.0%
6	43-6014	Secretaries, Except Legal, Medical, and Executive	2.2%	\$39,263	-4.3%
7	43-4051	Customer Service Representatives	2.1%	\$31,632	15.3%
8	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical	1.9%	\$52,996	4.0%
9	15-1051	Computer Systems Analysts	1.8%	\$69,395	21.0%
10	15-1041	Computer Support Specialists	1.6%	\$41,253	6.7%

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 Annual Wage in this Industry	Projected Employment Change (%), 2006-2016
1	25-2021	Elementary School Teachers, Except Special Education	10.1%	\$51,482	10.0%
2	25-9041	Teacher Assistants	10.0%	\$21,337	6.3%
3	25-2031	Secondary School Teachers, Except Special and Vocational Education	8.0%	\$51,096	2.5%
4	25-2022	Middle School Teachers, Except Special and Vocational Education	4.3%	\$50,552	7.6%
5	39-9011	Child Care Workers	3.2%	\$18,635	12.4%
6	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	3.1%	\$26,320	8.3%
7	43-9061	Office Clerks, General	2.6%	\$27,158	5.8%
8	43-6014	Secretaries, Except Legal, Medical, and Executive	2.5%	\$33,648	-4.3%
9	25-2041	Special Education Teachers, Preschool, Kindergarten, and Elementary	1.9%	\$51,450	16.0%
10	11-9032	Education Administration, Elementary and Secondary School	1.6%	\$94,845	13.6%

Ambulatory Health Care Services

(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	SOC Code	Occupational Title	% of Workers	Occupation's Median Annual Wage in this Industry	Projected Employment Change (%), 2006-2016
1	31-1011	Home Health Aides	14.3%	\$21,184	23.8%
2	43-4171	Receptionists and Information Clerks	7.9%	\$26,434	7.9%
3	43-6014	Secretaries, Except Legal, Medical, and Executive	6.9%	\$29,500	-4.3%
4	29-1111	Registered Nurses	6.7%	\$57,669	12.5%
5	31-9092	Medical Assistants	4.2%	\$28,194	11.8%
6	31-9091	Dental Assistants	3.9%	\$32,673	4.8%
7	39-9021	Personal and Home Care Aides	3.7%	\$19,570	22.5%
8	29-2061	Licensed Practical and Licensed Vocational Nurses	3.1%	\$35,714	5.8%
9	29-2021	Dental Hygienists	2.7%	\$57,746	3.8%
10	29-2041	Emergency Medical Technicians and Paramedics	2.0%	\$31,017	3.2%

Hospitals

(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 Annual Wage in this Industry	Projected Employment Change (%), 2006-2016
1	29-1111	Registered Nurses	23.6%	\$60,439	12.5%
2	31-1012	Nursing Aides, Orderlies, and Attendants	8.2%	\$23,819	11.6%
3	29-1069	Physicians and Surgeons, All Other	4.8%	\$50,444	NA
4	11-9111	Medical and Health Services Managers	3.7%	\$79,342	6.8%
5	43-9061	Office Clerks, General	3.6%	\$23,350	5.8%
6	29-2061	Licensed Practical and Licensed Vocational Nurses	2.4%	\$36,310	5.8%
7	29-2011	Medical and Clinical Laboratory Technologists	1.8%	\$51,761	NA
8	37-2012	Maids and Housekeeping Cleaners	1.8%	\$21,760	7.1%
9	43-6014	Secretaries, Except Legal, Medical, and Executive	1.7%	\$26,584	-4.3%
10	29-2034	Radiologic Technologists and Technicians	1.6%	\$49,070	0.0%

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.

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

Rank	SOC Code	Occupational Title	% of Workers	Occupation's Median Annual Wage in this Industry	Projected Employment Change (%), 2006-2016
1	31-1012	Nursing Aides, Orderlies, and Attendants	21.1%	\$25,314	11.6%
2	31-1011	Home Health Aides	15.0%	\$21,309	23.8%
3	29-2061	Licensed Practical and Licensed Vocational Nurses	7.0%	\$38,654	5.8%
4	29-1111	Registered Nurses	6.1%	\$56,655	12.5%
5	37-2012	Maids and Housekeeping Cleaners	3.9%	\$20,036	7.1%
6	35-2021	Food Preparation Workers	3.5%	\$18,160	10.3%
7	21-1015	Rehabilitation Counselors	3.1%	\$24,380	NA
8	39-9032	Recreation Workers	2.0%	\$24,149	6.8%
9	21-1093	Social and Human Service Assistants	1.6%	\$21,482	24.4%
10	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	1.6%	\$22,157	8.3%

Social Assistance

(NAICS Industry 624)

Industry Description: The social assistance industry group is made up of four component industries. The largest, individual and family services, includes adoption services, public assistance offices, senior citizen centers, and probation offices, among many other services. The second largest is child day care services (child care centers, nursery schools, and preschool centers). Other smaller industries are vocational rehabilitation services (sheltered workshops and employment training) and community food and housing, and emergency and other relief services (food banks, homeless shelters, disaster relief services).

Ten Most Common Occupations for Social Assistance (NAICS Industry 624)

Rank	SOC Code	Occupational Title	% of Workers	Occupation's Median Annual Wage in this Industry	Projected Employment Change (%), 2006-2016
1	39-9021	Personal and Home Care Aides	21.0%	\$20,199	22.5%
2	31-1011	Home Health Aides	8.8%	\$22,110	23.8%
3	25-9041	Teacher Assistants	8.7%	\$20,493	6.3%
4	21-1093	Social and Human Service Assistants	4.7%	\$24,339	24.4%
5	39-9011	Child Care Workers	3.5%	\$18,645	12.4%
6	21-1015	Rehabilitation Counselors	3.2%	\$26,943	NA
7	21-1021	Child, Family, and School Social Workers	3.1%	\$40,879	12.5%
8	39-9032	Recreation Workers	2.4%	\$18,990	6.8%
9	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	1.9%	\$21,160	8.3%
10	21-1023	Mental Health and Substance Abuse Social Workers	1.4%	\$36,082	22.5%