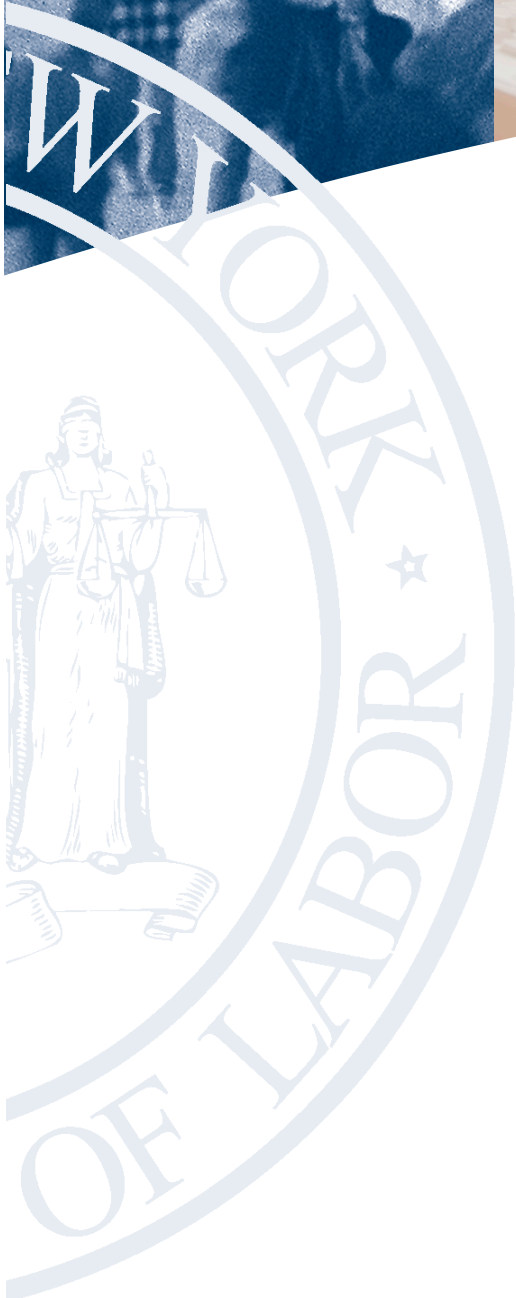


BUREAU OF LABOR MARKET INFORMATION
DIVISION OF RESEARCH AND STATISTICS



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



Significant Industries

A Report to the Workforce Development System

Long Island 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 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.

Long Island Industries

Seventeen industries are highlighted as significant for the Long Island Region. This report attempts to identify industries that are likely to be key to future economic growth in the region. Six of these industries managed to increase their employment levels between 2006 and 2009, despite the worst national economic downturn in 75 years.

Finally, significant industries shared one or more of the following characteristics: the number of jobs in the industry exceeds 25,000; rapid growth (percentage basis); large growth (absolute basis); high wages (average weekly wage above the regional average of \$979 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; trade, transportation and utilities; financial activities; professional and business services; health care; and leisure and hospitality.

Industry Analysis

In the following analysis, industries are presented in ascending NAICS industry code order. For additional information regarding the NAICS industry classification system, visit <http://www.census.gov/epcd/naics07/>.

Construction

Specialty trade contractors (NAICS 238) comprises a large share of the construction industry and includes most of the skilled trades occupations. While this industry suffered significant job losses during the recent recession it is important to the region because of the good wages paid in the industry and the advanced skill sets required by many occupations in the industry. Most new construction will be required to meet new high standards for energy efficiency and use of green materials, and this will require some retraining for workers in the industry. Regional energy costs are among the highest in the country, therefore retrofits and energy upgrades are expected to add to demand for work in coming years. The pending retirement of baby boomers will also contribute to job opportunities in the skilled trades.

Manufacturing

Six manufacturing industries are included on the list. While total employment in manufacturing is generally not rising, this trend masks the importance of this sector as a leader in productivity and product innovation. These characteristics are critical to future regional and national economic growth. Manufacturing has undergone significant restructuring in the last decade. Long Island's defense-manufacturing industry gave the region a strong base in engineering, and research and product development. Maintaining this critical mass of skills, talent, and innovation can be a strong asset in a world where technology and innovation are critical for economic growth.

Each of the selected industries is a critical subsector of the region's legacy as a skilled manufacturing center. *Chemical manufacturing* (NAICS 325) includes biotech, pharmaceutical, nutraceutical and cosmeceutical firms.

The *fabricated metal product manufacturing* (NAICS 332) and *machinery manufacturing* (NAICS Industry 333) industries frequently work on high end products that require quality and precision, which only the most competitive companies can provide. These industries are facing a shortage of precision welders, while at the same time they are transitioning from working with metals to working with composite materials. *Computer and electronic product manufacturing* (NAICS 334), *electrical equipment, appliance, and component manufacturing* (NAICS 335) and *transportation equipment manufacturing* (NAICS 336) continue to service both military and civilian product markets. All of these industries are projected to shrink. Efforts must be undertaken to maintain as many of these jobs as possible.

The region has long specialized in sophisticated electronics and surveillance equipment and today also specializes in systems integration work. In the age of information and communication these are obviously key growth markets for the future. Engineers and computer hardware and software professionals are key to retaining technology in the region. Motivating students to study science and math are critical for preparing workers for these areas.

Trade, Transportation and Utilities

Merchant wholesalers, durable goods (NAICS 423) pays good wages and has an important legacy based on the area's rich history in advanced manufacturing. *Merchant wholesalers, nondurable goods* (NAICS 424) manufacturers are often tied to the region's competencies in electronics, and communications equipment and machinery. Nondurable goods wholesalers frequently have ties to the area's manufacturing base in medical equipment and supplies, pharmaceuticals, and nutraceuticals. Professional and sales positions with technical expertise are important for these industries. *General*

merchandise stores (NAICS 452) is the second largest industry in the retail trade sector and offers a range of occupations from an entry level cashier, to an experienced buyer, to a career in merchandising or finance.

Financial Activities

While the financial activities sector is not expected to return to the high levels of the last decade it remains a critical component of the overall economy. With its good wages and proximity to the larger New York City financial markets it will continue to be a facilitator of economic growth. *Credit intermediation and related activities* (NAICS 522) and *insurance carriers and related activities* (NAICS 524) are the largest components of the sector on Long Island.

Professional and Business Services

The professional and business services sector includes a range of industries reflecting Long Island's wide-ranging skills and capabilities in science, engineering, and technology. It also reflects Long Island's small business-based economy. *Professional, scientific, and technical services* (NAICS 541) includes key research and development laboratories as well as companies providing computer systems design, engineering consulting, accounting, and legal services. *Management of companies and enterprises* (NAICS 551) is not only a source of high wages but reflects the region's expertise in advanced business process development.

Health Care

While health care industry employment growth is driven primarily by demographics, the expected adoption of information technology and digitalization of medical records will contribute to its growth. 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)

Ambulatory health care services, which includes doctor and other health care practitioner offices as well as testing and diagnostic laboratories, is both the largest and fastest growing part of the health care sector. This has occurred as our health care system has shifted away from more expensive institutional care toward ambulatory care. This trend will continue under health care reform. New technologies will facilitate remote care monitoring and ease the sharing of health care information and treatment expertise. Skill levels are expected to rise for home health care workers, and staffing shortages are expected to increase beyond nursing to include technical occupations and fields such as doctors and surgeons.

Leisure and Hospitality

Within leisure and hospitality the largest industry by far is *food services and drinking places* (NAICS 722) with more than 70,000 employees on Long Island. Not usually viewed as a priority sector, this industry is has a number of good paying jobs including chefs, head waiters, restaurant managers, catering service managers and event planners. It also provides a first job work skills-learning environment for many younger workers.

For Further Information

It is hoped that the local workforce investment boards find the information in this report useful. The New York State Department of Labor's Long Island labor market analyst, Michael Crowell, is available for consultation. He can be reached via email at Michael.Crowell@labor.ny.gov or by phone at (516) 934-8533.

The statewide report entitled "Significant Industries in New York: A Report to the Workforce Development System" may be found at <http://www.labor.ny.gov/stats/index.shtm>.

Significant Industries, Long Island Region, 2010

NAICS	Industry Name	Job Count		Net Change in Jobs:	% Change in Jobs:	Average Weekly Wage:	Projected % Change in Jobs:	Why Industry is Significant*
		2006	2009	2006 - 2009	2006 - 2009	2009	2006-2016	
	Total, all Industries	1,211,876	1,182,705	-29,171	-2.4%	\$979	6.7%	NA
238	Specialty Trade Contractors	47,417	43,946	-3,471	-7.3%	\$1,127	11.7%	J,W,P
325	Chemical Manufacturing	9,973	10,425	452	4.5%	\$1,102	-19.8%	G,W
332	Fabricated Metal Product Manufacturing	9,004	7,921	-1,083	-12.0%	\$1,036	-8.6%	W
333	Machinery Manufacturing	6,252	5,192	-1,060	-17.0%	\$1,250	-11.4%	W
334	Computer and Electronic Product Manufacturing	15,876	14,519	-1,357	-8.5%	\$1,513	-20.5%	W
335	Electrical Equipment, Appliance, and Component Manufacturing	2,478	2,115	-363	-14.6%	\$1,056	-21.3%	W
336	Transportation Equipment Manufacturing	5,273	4,698	-575	-10.9%	\$1,501	-12.1%	W
423	Merchant Wholesalers, Durable Goods	36,019	33,075	-2,944	-8.2%	\$1,328	-6.8%	J,W
424	Merchant Wholesalers, Nondurable Goods	23,067	22,438	-629	-2.7%	\$1,214	-0.5%	W
452	General Merchandise Stores	22,607	23,809	1,202	5.3%	\$420	5.2%	G
524	Insurance Carriers and Related Activities	26,751	25,002	-1,749	-6.5%	\$1,336	-1.9%	J,W
541	Professional, Scientific, and Technical Services	71,381	69,714	-1,667	-2.3%	\$1,240	9.2%	J,W,P
551	Management of Companies and Enterprises	16,918	16,419	-499	-2.9%	\$1,648	12.9%	W,P
621	Ambulatory Health Care Services	67,211	72,591	5,380	8.0%	\$1,014	21.7%	G,J,W,P
622	Hospitals	50,980	57,060	6,080	11.9%	\$1,211	3.2%	G,J,W
623	Nursing and Residential Care Facilities	33,827	34,847	1,020	3.0%	\$699	29.2%	G,J,P
722	Food Services and Drinking Places	69,094	71,351	2,257	3.3%	\$364	9.8%	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 (>25,000).

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%	\$60,916	11.6%
2	47-2152	Plumbers, Pipefitters, and Steamfitters	8.5%	\$59,985	13.4%
3	47-2031	Carpenters	8.0%	\$65,189	18.2%
4	47-2061	Construction Laborers	6.8%	\$41,583	14.5%
5	47-1011	First-Line Supervisors-Managers of Construction Trades and Extraction Workers	5.1%	\$82,699	13.1%
6	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	4.1%	\$47,811	7.2%
7	47-2141	Painters, Construction and Maintenance	3.5%	\$48,815	10.5%
8	43-6014	Secretaries, Except Legal, Medical, and Executive	3.2%	\$30,886	-1.5%
9	43-3031	Bookkeeping, Accounting, and Auditing Clerks	2.4%	\$45,898	7.8%
10	47-2021	Brickmasons and Blockmasons	2.4%	\$55,308	15.0%

Chemical Manufacturing

(NAICS Industry 325)

Industry Description: This industry group for Long Island is generally meant to include subsectors of chemical manufacturing comprised largely of pharmaceutical and medicine manufacturing NAICS 3254 and soap, cleaning compound, and toilet preparation manufacturing NAICS 3256.

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

Rank	SOC Code	Occupational Title	% of Workers	Occupation's Median Annual Wage in this Industry	Projected Employment Change (%), 2006-2016
1	51-9023	Mixing and Blending Machine Setters, Operators, and Tenders	13.0%	\$29,259	-14.1%
2	51-9111	Packaging and Filling Machine Operators and Tenders	6.8%	\$25,355	-15.1%
3	19-2031	Chemists	4.8%	\$71,642	-2.9%
4	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	4.0%	\$31,759	-12.6%
5	51-1011	First-Line Supervisors-Managers of Production and Operating Workers	3.5%	\$60,853	-6.9%
6	19-4031	Chemical Technicians	2.8%	\$46,431	-4.3%
7	53-7064	Packers and Packagers, Hand	2.8%	\$20,428	-17.7%
8	51-2092	Team Assemblers	2.5%	\$24,185	2.4%
9	17-2112	Industrial Engineers	2.5%	\$77,304	10.4%
10	51-8091	Chemical Plant and System Operators	2.4%	\$56,941**	NA

**The industry wage was not releasable; the statewide wage for the industry is shown instead.

Fabricated Metal Product Manufacturing

(NAICS Industry 332)

Industry Description: Industries in the Fabricated Metal Product Manufacturing subsector transform metal into intermediate or end products, other than machinery, computers and electronics, and metal furniture. Important fabricated metal processes are forging, stamping, bending, forming, and machining, used to shape individual pieces of metal; and other processes, such as welding and assembling, used to join separate parts together.

Ten Most Common Occupations for Fabricated Metal Product Manufacturing (NAICS Industry 332)

Rank	SOC Code	Occupational Title	% of Workers	Occupation's Median Annual Wage in this Industry	Projected Employment Change (%), 2006-2016
1	51-4041	Machinists	6.7%	\$37,474	-6.1%
2	51-2092	Team Assemblers	6.0%	\$28,626	2.4%
3	51-4121	Welders, Cutters, Solderers, and Brazers	5.1%	\$36,234	4.3%
4	51-1011	First-Line Supervisors-Managers of Production and Operating Workers	4.0%	\$69,269	-6.9%
5	51-2041	Structural Metal Fabricators and Fitters	3.7%	\$29,598	2.7%
6	51-4031	Cutting, Punching, and Press Machine Setters, Operators, and Tenders, Metal and Plastic	3.5%	\$36,382	-20.2%
7	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	3.1%	\$73,286	2.2%
8	51-4011	Computer-Controlled Machine Tool Operators, Metal and Plastic	3.1%	\$30,967	-3.2%
9	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	2.9%	\$40,037	-12.6%
10	51-4033	Grinding, Lapping, Polishing, and Buffing Machine Tool Setters, Operators, and Tenders, Metal and Plastic	2.6%	\$30,582	-15.6%

Machinery Manufacturing

(NAICS Industry 333)

Industry Description: Industries in Machinery Manufacturing create end products that apply mechanical force to perform work. Processes such as welding and assembling are used to join separate parts together, but firms also typically employ multiple processes in manufacturing the various parts of the machine. Moreover, complex assembly operations are an inherent part of the production process. In general, design considerations are very important in machinery production. Establishments specialize in making machinery designed for particular applications. Thus, design is considered to be part of the production process for the purpose of assigning a NAICS code.

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%	\$26,522	2.4%
2	51-4041	Machinists	5.9%	\$42,159	-6.1%
3	51-4121	Welders, Cutters, Solderers, and Brazers	4.2%	\$33,849	4.3%
4	17-2141	Mechanical Engineers	3.6%	\$80,122	-1.7%
5	51-1011	First-Line Supervisors-Managers of Production and Operating Workers	3.1%	\$68,422	-6.9%
6	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	2.7%	\$33,742	-12.6%
7	51-4011	Computer-Controlled Machine Tool Operators, Metal and Plastic	2.3%	\$35,861	-3.2%
8	43-3031	Bookkeeping, Accounting, and Auditing Clerks	2.0%	\$39,576	7.8%
9	51-4111	Tool and Die Makers	1.9%	\$56,879	-11.4%
10	11-1021	General and Operations Managers	1.9%	\$123,818	-3.3%

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 Annual Wage in this Industry	Projected Employment Change (%), 2006-2016
1	51-2022	Electrical and Electronic Equipment Assemblers	11.4%	\$33,429	-33.2%
2	51-2092	Team Assemblers	5.2%	\$27,239	2.4%
3	17-2071	Electrical Engineers	4.2%	\$106,179	-4.3%
4	15-1032	Computer Software Engineers, Systems Software	4.2%	\$92,132	11.1%
5	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	3.5%	\$36,757	-12.6%
6	17-2072	Electronics Engineers, Except Computer	3.0%	\$97,674	-7.9%
7	51-2023	Electromechanical Equipment Assemblers	2.9%	\$23,964	-14.0%
8	17-2112	Industrial Engineers	2.9%	\$80,665	10.4%
9	13-2011	Accountants and Auditors	2.2%	\$85,249	11.4%
10	17-3023	Electrical and Electronic Engineering Technicians	2.2%	\$57,037	-8.2%

Electrical Equipment and Appliance Manufacturing (NAICS Industry 335)

Industry Description: Firms in this industry group manufacture products that generate, distribute and use electrical power. Establishments in this subsector produce products such as: electric lamp bulbs; lighting fixtures; household appliances; electric motors; generators; transformers; and switchgear apparatus. This group also includes establishments that manufacture components for these products.

Ten Most Common Occupations for Electrical Equipment and Appliance Manufacturing (NAICS Industry 335)

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	17.1%	\$23,666	-33.2%
2	51-2092	Team Assemblers	10.3%	\$22,572	2.4%
3	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	4.1%	\$61,621	2.2%
4	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	3.3%	\$33,303	-12.6%
5	51-1011	First-Line Supervisors-Managers of Production and Operating Workers	3.1%	\$61,025	-6.9%
6	51-4031	Cutting, Punching, and Press Machine Setters, Operators, and Tenders, Metal and Plastic	2.2%	\$28,727	-20.2%
7	17-2112	Industrial Engineers	2.0%	\$76,997*	10.4%
8	51-2021	Coil Winders, Tapers, and Finishers	2.0%	\$30,906*	-33.3%
9	43-3031	Bookkeeping, Accounting, and Auditing Clerks	1.9%	\$46,976	7.8%
10	51-4011	Computer-Controlled Machine Tool Operators, Metal and Plastic	1.8%	\$33,558*	-3.2%

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

Transportation Equipment Manufacturing

(NAICS Industry 336)

Industry Description: Firms in this industry produce equipment for transporting people and goods. Transportation equipment is a type of machinery. On Long Island this industry is primarily engaged in manufacturing aircraft and aerospace equipment. Establishments in this subsector utilize production processes similar to those of other machinery manufacturing establishments – bending, forming, welding, machining, and assembling metal or plastic parts into components and finished products.

Ten Most Common Occupations for Transportation Equipment Manufacturing (NAICS Industry 336)

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	10.4%	\$24,244	2.4%
2	51-4041	Machinists	6.4%	\$45,548	-6.1%
3	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	5.6%	\$36,845	-12.6%
4	51-2022	Electrical and Electronic Equipment Assemblers	4.3%	\$22,969	-33.2%
5	51-4081	Multiple Machine Tool Setters, Operators, and Tenders, Metal and Plastic	3.2%	\$24,542*	0.0%
6	17-2112	Industrial Engineers	3.2%	\$91,643	10.4%
7	51-1011	First-Line Supervisors-Managers of Production and Operating Workers	3.0%	\$66,882	-6.9%
8	51-4121	Welders, Cutters, Solderers, and Brazers	2.1%	\$36,266	4.3%
9	17-2199	Engineers, All Other	2.0%	\$80,239*	-4.5%
10	51-2011	Aircraft Structure, Surfaces, Rigging, and Systems Assemblers	1.9%	\$53,929	NA

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

Merchant Wholesalers, Durable Goods (NAICS Industry 423)

Industry Description: Merchant Wholesalers, Durable Goods sell capital or durable goods to other businesses and generally take title to the goods that they sell. Durable goods are items generally with a normal life expectancy of three years or more. Durable goods merchant wholesale trade establishments are engaged in wholesaling products such as machinery and equipment, metals and minerals (except petroleum), sporting goods, toys and hobby goods, furniture and construction materials.

Ten Most Common Occupations for Merchant Wholesalers, Durable Goods (NAICS Industry 423)

Rank	SOC Code	Occupational Title	% of Workers	Occupation's Median Annual Wage in this Industry	Projected Employment Change (%), 2006-2016
1	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	19.2%	\$61,705	2.2%
2	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	6.1%	\$29,703	-5.8%
3	43-5071	Shipping, Receiving, and Traffic Clerks	3.8%	\$35,428	-1.8%
4	43-4051	Customer Service Representatives	3.7%	\$40,161	13.6%
5	43-3031	Bookkeeping, Accounting, and Auditing Clerks	3.5%	\$42,873	7.8%
6	41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	3.4%	\$66,963	1.4%
7	43-9061	Office Clerks, General	3.0%	\$27,138	6.5%
8	43-5081	Stock Clerks and Order Fillers	3.0%	\$25,237	-8.1%
9	41-1012	First-Line Supervisors-Managers of Non-Retail Sales Workers	2.6%	\$102,401	-1.6%
10	53-3033	Truck Drivers, Light or Delivery Services	2.6%	\$29,345	4.3%

Merchant Wholesalers, Nondurable Goods (NAICS Industry 424)

Industry Description: Firms in the Merchant Wholesalers, Nondurable Goods subsector sell nondurable goods to other businesses. Nondurable goods are items generally with a normal life expectancy of less than three years. Nondurable goods merchant wholesale trade establishments are engaged in wholesaling products, such as paper and paper products, drugs, textiles and textile products, apparel, footwear, groceries, farm products, petroleum and petroleum products, alcoholic beverages, books, magazines, newspapers, flowers and nursery stock, and tobacco products.

Ten Most Common Occupations for Merchant Wholesalers, Nondurable Goods (NAICS Industry 424)

Rank	SOC Code	Occupational Title	% of Workers	Occupation's Median Annual Wage in this Industry	Projected Employment Change (%), 2006-2016
1	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	20.4%	\$62,882	2.2%
2	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	6.5%	\$23,474	-5.8%
3	53-3032	Truck Drivers, Heavy and Tractor-Trailer	4.9%	\$51,566	4.0%
4	43-5071	Shipping, Receiving, and Traffic Clerks	4.3%	\$31,273	-1.8%
5	43-5081	Stock Clerks and Order Fillers	3.7%	\$22,717	-8.1%
6	43-3031	Bookkeeping, Accounting, and Auditing Clerks	3.0%	\$40,854	7.8%
7	27-1022	Fashion Designers	3.0%	\$82,520	9.5%
8	41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	3.0%	\$71,317	1.4%
9	53-3033	Truck Drivers, Light or Delivery Services	2.9%	\$33,936	4.3%
10	43-4051	Customer Service Representatives	2.7%	\$36,330	13.6%

General Merchandise Stores (NAICS Industry 452)

Industry Description: General Merchandise Stores retail new general merchandise from fixed point-of-sale locations. Establishments in this subsector 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%	\$19,632	10.9%
2	41-2011	Cashiers	20.3%	\$18,507	0.9%
3	43-5081	Stock Clerks and Order Fillers	17.8%	\$19,878	-8.1%
4	41-1011	First-Line Supervisors-Managers of Retail Sales Workers	5.4%	\$29,530	5.3%
5	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	3.3%	\$19,790	-5.8%
6	43-5071	Shipping, Receiving, and Traffic Clerks	1.9%	\$22,176	-1.8%
7	43-1011	First-Line Supervisors-Managers of Office and Administrative Support Workers	1.9%	\$30,788	1.5%
8	43-4051	Customer Service Representatives	1.9%	\$22,982	13.6%
9	33-9032	Security Guards	1.4%	\$24,210	12.2%
10	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	1.3%	\$23,179	10.2%

Insurance Carriers and Related Activities

(NAICS Industry 524)

Industry Description: Firms in this industry are primarily engaged in one of the following: (1) underwriting (assuming the risk, assigning premiums, and so forth) annuities and insurance policies or (2) facilitating such underwriting by selling insurance policies, and by providing other insurance and employee-benefit related services.

Ten Most Common Occupations for Insurance Carriers and Related Activities (NAICS Industry 524)

Rank	SOC Code	Occupational Title	% of Workers	Occupation's Median Annual Wage in this Industry	Projected Employment Change (%), 2006-2016
1	43-4051	Customer Service Representatives	16.0%	\$36,132	13.6%
2	41-3021	Insurance Sales Agents	13.1%	\$58,138	4.9%
3	13-1031	Claims Adjusters, Examiners, and Investigators	11.3%	\$62,152	0.4%
4	43-9041	Insurance Claims and Policy Processing Clerks	7.1%	\$39,010	-9.3%
5	13-2053	Insurance Underwriters	5.3%	\$69,058	-4.3%
6	43-6011	Executive Secretaries and Administrative Assistants	3.7%	\$45,284	10.5%
7	43-9061	Office Clerks, General	2.7%	\$28,405	6.5%
8	43-6014	Secretaries, Except Legal, Medical, and Executive	2.6%	\$30,274	-1.5%
9	43-1011	First-Line Supervisors-Managers of Office and Administrative Support Workers	2.4%	\$67,067	1.5%
10	13-2011	Accountants and Auditors	2.2%	\$74,416	11.4%

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 R&D, 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%	\$104,720	2.7%
2	13-2011	Accountants and Auditors	5.9%	\$74,894	11.4%
3	43-6012	Legal Secretaries	4.7%	\$44,449	2.6%
4	23-2011	Paralegals and Legal Assistants	3.8%	\$55,468	9.5%
5	43-6011	Executive Secretaries and Administrative Assistants	3.2%	\$43,728	10.5%
6	43-3031	Bookkeeping, Accounting, and Auditing Clerks	3.0%	\$36,552	7.8%
7	43-9061	Office Clerks, General	2.9%	\$21,415	6.5%
8	43-6014	Secretaries, Except Legal, Medical, and Executive	2.8%	\$35,367	-1.5%
9	41-3011	Advertising Sales Agents	2.6%	\$43,781	6.2%
10	15-1021	Computer Programmers	2.3%	\$73,459	-12.5%

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	43-6011	Executive Secretaries and Administrative Assistants	5.6%	\$50,088	10.5%
2	43-9061	Office Clerks, General	4.7%	\$32,013	6.5%
3	43-3031	Bookkeeping, Accounting, and Auditing Clerks	4.4%	\$41,745	7.8%
4	13-2011	Accountants and Auditors	4.1%	\$72,232	11.4%
5	43-1011	First-Line Supervisors-Managers of Office and Administrative Support Workers	3.1%	\$62,250	1.5%
6	11-1021	General and Operations Managers	3.1%	\$142,911	-3.3%
7	11-3031	Financial Managers	3.0%	\$130,972	5.3%
8	43-6014	Secretaries, Except Legal, Medical, and Executive	2.2%	\$36,950	-1.5%
9	43-4051	Customer Service Representatives	2.1%	\$33,320	13.6%
10	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	1.9%	\$57,715	2.2%

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%	\$22,094	42.0%
2	43-4171	Receptionists and Information Clerks	7.9%	\$29,906	13.5%
3	43-6014	Secretaries, Except Legal, Medical, and Executive	6.9%	\$32,296	-1.5%
4	29-1111	Registered Nurses	6.7%	\$72,806	16.3%
5	29-1069	Physicians and Surgeons, All Other	4.2%	NA	9.1%
6	31-9092	Medical Assistants	4.2%	\$32,536	30.2%
7	31-9091	Dental Assistants	3.9%	\$35,592	23.7%
8	39-9021	Personal and Home Care Aides	3.7%	\$23,182	40.7%
9	43-1011	First-Line Supervisors-Managers of Office and Administrative Support Workers	3.4%	\$54,089	1.5%
10	29-2061	Licensed Practical and Licensed Vocational Nurses	3.1%	\$42,039	15.9%

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%	\$83,429	16.3%
2	31-1012	Nursing Aides, Orderlies, and Attendants	8.2%	\$36,842	16.3%
3	29-1069	Physicians and Surgeons, All Other	4.8%	\$88,593	9.1%
4	11-9111	Medical and Health Services Managers	3.7%	\$105,052	9.8%
5	43-9061	Office Clerks, General	3.6%	\$35,925	6.5%
6	29-2061	Licensed Practical and Licensed Vocational Nurses	2.4%	\$50,542	15.9%
7	43-1011	First-Line Supervisors-Managers of Office and Administrative Support Workers	1.9%	\$54,682	1.5%
8	29-2011	Medical and Clinical Laboratory Technologists	1.8%	\$67,531	5.1%
9	37-2012	Maids and Housekeeping Cleaners	1.8%	\$35,765	7.9%
10	43-6014	Secretaries, Except Legal, Medical, and Executive	1.7%	\$39,924	-1.5%

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%	\$35,743	16.3%
2	31-1011	Home Health Aides	15.0%	\$24,346	42.0%
3	29-2061	Licensed Practical and Licensed Vocational Nurses	7.0%	\$48,058	15.9%
4	29-1111	Registered Nurses	6.1%	\$76,893	16.3%
5	37-2012	Maids and Housekeeping Cleaners	3.9%	\$32,204	7.9%
6	35-2021	Food Preparation Workers	3.5%	\$32,691	15.5%
7	39-9011	Child Care Workers	3.4%	\$26,934	10.5%
8	21-1015	Rehabilitation Counselors	3.1%	\$27,600	NA
9	39-9032	Recreation Workers	2.0%	\$30,112	17.0%
10	21-1093	Social and Human Service Assistants	1.6%	\$25,068	28.0%

Food Services and Drinking Places (NAICS Industry 722)

Industry Description: Establishments in the Food Services and Drinking Places subsector prepare meals, snacks, and beverages to customer order for immediate on-premises and off-premises consumption. There is a wide range of establishments in these industries. Some provide food and drink only; while others provide various combinations of seating space, waiter/waitress services and incidental amenities, such as limited entertainment. The industry groups are full-service restaurants; limited-service eating places; special food services, such as food service contractors, caterers, and mobile food services; and drinking places.

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

Rank	SOC Code	Occupational Title	% of Workers	Occupation's Median Annual Wage in this Industry	Projected Employment Change (%), 2006-2016
1	35-3031	Waiters and Waitresses	22.3%	\$21,325	10.5%
2	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	14.1%	\$17,187	18.0%
3	35-2021	Food Preparation Workers	7.6%	\$18,961	15.5%
4	35-1012	First-Line Supervisors-Managers of Food Preparation and Serving Workers	7.4%	\$29,227	11.7%
5	35-2014	Cooks, Restaurant	6.9%	\$27,968	10.9%
6	35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	6.4%	\$17,312	NA
7	35-9021	Dishwashers	6.2%	\$17,410	NA
8	35-2011	Cooks, Fast Food	5.0%	\$18,727	10.1%
9	35-3011	Bartenders	4.4%	\$20,343	9.3%
10	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	3.5%	\$16,503	15.6%