

BUREAU OF LABOR MARKET INFORMATION  
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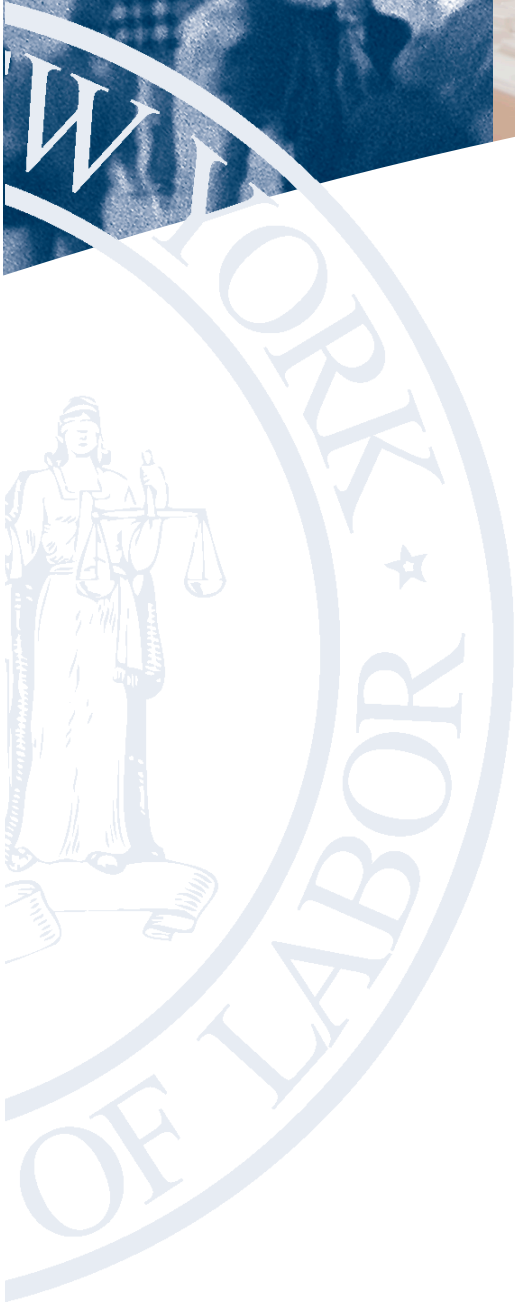


Andrew M. Cuomo, Governor  
Colleen C. Gardner, Commissioner

# Significant Industries

A Report to the Workforce Development System

Western New York | 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.

## **Western New York Industries**

Eight regional industries are designated as significant in this report. All of these 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 \$735 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 four major industry groups: construction; 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 trade occupations comprise much of the employment within *specialty trade contractors* (NAICS 238). 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.

## 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 541); *management of companies and enterprises* (NAICS 551); and *administrative and support services* (NAICS 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. (Note: Temporary help agencies are a large part of administrative and support services, bringing down the industry's overall average wage level.)

## Educational Services

Growth in *educational services* (NAICS 611) 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, but the number to be laid off is 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 the population continues to age. The health care sector consists of three main components. Each appears on the significant industry list.

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

## **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 Western New York labor market analyst, John Slenker, is available for consultation. He can be reached via email at [John.Slenker@labor.ny.gov](mailto:John.Slenker@labor.ny.gov) or by phone at (716) 851-2743.

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, Western New York 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					
	<b>Total, all industries</b>	<b>625,300</b>	<b>613,200</b>	<b>-12,034</b>	<b>-1.9%</b>	<b>\$735</b>	<b>0.5%</b>	<b>NA</b>
238	Specialty Trade Contractors	15,200	14,800	-412	-2.7%	\$887	13.9%	P, W
541	Professional, Scientific, and Technical Services	25,600	28,000	2,374	9.3%	\$994	1.8%	G, J, P, W
551	Management of Companies and Enterprises	9,900	11,800	1,898	19.3%	\$1,241	11.1%	G, P, W
561	Administrative and Support Services	33,100	31,300	-1,831	-5.5%	\$563	15.5%	J, P
611	Educational Services	63,900	65,900	1,945	3.0%	\$761	6.9%	G, J, P, W
621	Ambulatory Health Care Services	25,800	27,500	1,758	6.8%	\$872	15.2%	G, J, P, W
622	Hospitals	27,200	27,900	644	2.4%	\$842	-1.7%	G, J, W
623	Nursing and Residential Care Facilities	25,400	26,500	1,068	4.2%	\$534	24.2%	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 (>8,000).

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%	\$41,518	-0.7%
2	47-2152	Plumbers, Pipefitters, and Steamfitters	8.5%	\$47,469	4.4%
3	47-2031	Carpenters	8.0%	\$33,277	7.3%
4	47-2061	Construction Laborers	6.8%	\$35,616	5.0%
5	47-1011	First-Line Supervisors/Managers of Construction Trades and Extraction Workers	5.1%	\$61,214	5.4%
6	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	4.1%	\$40,728	10.7%
7	47-2141	Painters, Construction and Maintenance	3.5%	\$35,078	6.7%
8	43-6014	Secretaries, Except Legal, Medical, and Executive	3.2%	\$24,105	-5.6%
9	43-3031	Bookkeeping, Accounting, and Auditing Clerks	2.4%	\$30,681	2.0%
10	47-2021	Brickmasons and Blockmasons	2.4%	\$56,167	7.9%

# 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%	\$104,232	-0.2%
2	13-2011	Accountants and Auditors	5.9%	\$69,970	3.6%
3	43-6012	Legal Secretaries	4.7%	\$35,092	-3.4%
4	23-2011	Paralegals and Legal Assistants	3.8%	\$48,147	2.2%
5	43-6011	Executive Secretaries and Administrative Assistants	3.2%	\$45,524	4.1%
6	43-3031	Bookkeeping, Accounting, and Auditing Clerks	3.0%	\$33,640	2.0%
7	43-9061	Office Clerks, General	2.9%	\$22,444	2.4%
8	43-6014	Secretaries, Except Legal, Medical, and Executive	2.8%	\$32,950	-5.6%
9	41-3011	Advertising Sales Agents	2.6%	\$31,763	-2.4%
10	15-1021	Computer Programmers	2.3%	\$63,382	-17.4%

# 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%	\$42,728	4.1%
2	43-9061	Office Clerks, General	4.7%	\$24,916	2.4%
3	43-3031	Bookkeeping, Accounting, and Auditing Clerks	4.4%	\$33,089	2.0%
4	13-2011	Accountants and Auditors	4.1%	\$58,166	3.6%
5	43-1011	First-Line Supervisors-Managers of Office and Administrative Support Workers	3.1%	\$52,953	-2.9%
6	11-1021	General and Operations Managers	3.1%	\$103,281	-10.1%
7	11-3031	Financial Managers	3.0%	\$87,546*	1.3%
8	43-6014	Secretaries, Except Legal, Medical, and Executive	2.2%	\$32,131	-5.6%
9	43-4051	Customer Service Representatives	2.1%	\$35,011	12.5%
10	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	1.9%	\$56,904	0.0%

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

# 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 Annual Wage in this Industry	Projected Employment Change (%), 2006-2016
1	33-9032	Security Guards	14.0%	\$23,452	8.1%
2	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	13.4%	\$19,789	4.7%
3	37-3011	Landscaping and Groundskeeping Workers	4.9%	\$24,553	9.3%
4	43-9061	Office Clerks, General	3.1%	\$22,871	2.4%
5	43-6014	Secretaries, Except Legal, Medical, and Executive	2.9%	\$26,050	-5.6%
6	43-6011	Executive Secretaries and Administrative Assistants	2.3%	\$40,313	4.1%
7	43-3011	Bill and Account Collectors	2.2%	\$28,597	25.9%
8	43-4051	Customer Service Representatives	2.1%	\$23,391	12.5%
9	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	2.0%	\$19,151	-9.7%
10	41-9041	Telemarketers	1.9%	\$18,945	-12.9%

# Educational Services

## (NAICS Industry 611)

**Industry Description:** Establishments in this industry provide instruction and training in a wide variety of subjects. The instruction and training is provided by specialized establishments, such as schools, colleges, universities, and training centers.

### 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%	\$51,600	9.6%
2	25-9041	Teacher Assistants	10.0%	\$22,640	2.2%
3	25-2031	Secondary School Teachers, Except Special and Vocational Education	8.0%	\$50,953	2.2%
4	25-1199	Postsecondary Teachers, All Other	5.9%	\$69,329	NA
5	25-2022	Middle School Teachers, Except Special and Vocational Education	4.3%	\$53,174	7.6%
6	25-3099	Teachers and Instructors, All Other	4.3%	\$26,826	4.7%
7	39-9011	Child Care Workers	3.2%	\$21,356	6.2%
8	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	3.1%	\$27,396	4.7%
9	43-9061	Office Clerks, General	2.6%	\$31,087	2.4%
10	43-6014	Secretaries, Except Legal, Medical, and Executive	2.5%	\$31,646	-5.6%

NA – Not Available

# 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 industry 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%	\$19,330	24.6%
2	43-4171	Receptionists and Information Clerks	7.9%	\$25,637	6.0%
3	43-6014	Secretaries, Except Legal, Medical, and Executive	6.9%	\$29,026	-5.6%
4	29-1111	Registered Nurses	6.7%	\$54,804	11.6%
5	31-9092	Medical Assistants	4.2%	\$29,498	20.7%
6	29-1069	Physicians and Surgeons, All Other	4.2%	\$154,437	5.2%
7	31-9091	Dental Assistants	3.9%	\$30,256	16.0%
8	39-9021	Personal and Home Care Aides	3.7%	\$19,001	16.7%
9	43-1011	First-Line Supervisors-Managers of Office and Administrative Support Workers	3.4%	\$43,702	-2.9%
10	29-2061	Licensed Practical and Licensed Vocational Nurses	3.1%	\$31,738	8.6%

# 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%	\$64,306	11.6%
2	31-1012	Nursing Aides, Orderlies, and Attendants	8.2%	\$28,251	11.1%
3	29-1069	Physicians and Surgeons, All Other	4.8%	\$156,131	5.2%
4	11-9111	Medical and Health Services Managers	3.7%	\$81,151	4.5%
5	43-9061	Office Clerks, General	3.6%	\$28,954	2.4%
6	29-2061	Licensed Practical and Licensed Vocational Nurses	2.4%	\$36,911	8.6%
7	43-1011	First-Line Supervisors-Managers of Office and Administrative Support Workers	1.9%	\$44,616	-2.9%
8	37-2012	Maids and Housekeeping Cleaners	1.8%	\$25,293	4.2%
9	29-2011	Medical and Clinical Laboratory Technologists	1.8%	\$50,298	-1.9%
10	43-6014	Secretaries, Except Legal, Medical, and Executive	1.7%	\$34,315	-5.6%

# 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%	\$24,759	11.1%
2	31-1011	Home Health Aides	15.0%	\$21,615	24.6%
3	29-2061	Licensed Practical and Licensed Vocational Nurses	7.0%	\$37,651	8.6%
4	29-1111	Registered Nurses	6.1%	\$53,652	11.6%
5	37-2012	Maids and Housekeeping Cleaners	3.9%	\$19,692	4.2%
6	35-2021	Food Preparation Workers	3.5%	\$19,805	9.5%
7	39-9011	Child Care Workers	3.4%	\$19,241	6.2%
8	21-1015	Rehabilitation Counselors	3.1%	\$25,554	12.1%
9	39-9032	Recreation Workers	2.0%	\$22,046	1.8%
10	21-1093	Social and Human Service Assistants	1.6%	\$30,914	10.2%