

# BUREAU OF LABOR MARKET INFORMATION DIVISION OF RESEARCH AND STATISTICS



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## SIGNIFICANT INDUSTRIES

A Report to the Workforce Development System

Hudson Valley

2019

## **Preface**

One of the major objectives of the workforce development system is to encourage local workforce development boards (LWDBs) 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 developed these reports to identify “significant industries” in each of the ten regions in New York State. Industries presented here are classified according to their North American Industry Classification System (NAICS) code.

This report lists significant industries in the Hudson Valley based on several factors including employment levels, wage levels, job growth (both net and percent) over the 2013-2018 period and expected job growth based on industry employment projections through 2026. Priority industries that may have been designated by economic development or workforce development officials were also considered. The local workforce development boards in the region should focus their workforce development resources on these industries.

## **Regional Industries**

Nineteen industries are designated as “significant” in the Hudson Valley. Fifteen of these industries experienced an increase in employment between 2013 and 2018. Combined, employment in these fifteen industries increased by 43,800 over the period.

All significant industries shared one or more of the following characteristics: rapid growth (percentage basis); large growth (absolute basis); high wages (average annual wage above the regional average of \$60,700); or strong expected growth through 2026.

A broad set of industries were identified in this report. They fall into nine major industry categories: construction, manufacturing, transportation and warehousing, financial activities, professional and business services, educational services, health care, arts, entertainment and recreation and accommodation and food services.

## **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 <https://www.census.gov/cgi-bin/sssd/naics/naicsrch?chart=2017>.

### Construction

Steady growth in the construction industry has been a key driver of jobs in the region. All three industries from the sector made the list: *construction of buildings* (NAICS Industry 236); *specialty trade contractors* (NAICS Industry 238); and *heavy and civil engineering* (NAICS Industry 237). Combined, these three industries added 12,700 jobs from 2013 to 2018. *Specialty trade contractors* (+7,800) added the most jobs, followed by *construction of buildings* (+3,400) and *heavy and civil engineering* (+1,500). Between 2016 and 2026, employment in the region's construction sector is projected to grow by 21.5%.

Local developers, especially those in Westchester County, are taking advantage of a strong housing market that is partially driven by relatively low interest rates and out-of-town buyers that have been priced out of the New York City housing market. The outlook for the sector is very bright, with a slew of multi-million-dollar construction projects at various stages of development, including the \$585 million mixed-use, transit-oriented Hamilton Green project in White Plains and the \$1.2 billion Biotech Center development project in Valhalla. According to published reports, the Biotech Center development will create 8,000 permanent jobs, in addition to 4,000 temporary construction jobs.

### Manufacturing

*Food manufacturing* (NAICS Industry 311), *beverage and tobacco product manufacturing* (NAICS Industry 312) and *computer and electronic product manufacturing* (NAICS Industry 334) are the three manufacturing industries to make the significant industries list. Of the three, only *computer and electronic product manufacturing* recorded job losses between 2013 and 2018. Nevertheless, the sector paid well above the all industry average annual wage. In 2018, the average annual wage in *computer and electronic product manufacturing* was \$149,400, which was more than double that of the all industry average annual wage of \$60,700. *Food manufacturing* (+1,300) added the most jobs over the period.

New York's craft beverage industry is growing, and the number of distilleries is increasing. This trend continues in the Hudson Valley. *Beverage and tobacco product manufacturing*, up 37.5%, was the fastest growing of the three manufacturing industries on the significant industries list. While job growth in the craft beverage industry is apparent, employment in the *beverage and tobacco product manufacturing* industry is still relatively small, with only 1,100 jobs in 2018. In 2018, the industry paid an average annual wage of \$65,000. The outlook for the industry is bright, as Alexandrion Group, Romania's largest spirits producer, plans to open a \$40 million distillery in Putnam County and create 100 jobs. In addition to generating tax revenue and creating jobs, the expansion in the craft beverage industry has bolstered tourism and created business opportunities for local farmers with an increased demand for farm products, such as corn, grains and apples.

### Transportation and Warehousing

*Truck transportation* (NAICS Industry 484) and *warehousing and storage* (NAICS Industry 493) are the two components of the broader transportation and warehousing industry that made the list. Combined, these two industries added 2,200 jobs between 2013 and 2018. While job growth was more significant in *warehousing and storage* (+36.7%), jobs in truck transportation paid a higher average annual wage (\$55,500) in 2018.

The region has grown as a transportation hub in large part because of its proximity to major highways, especially in Orange County. Several big-box retailers operate distribution centers in the region. More job opportunities will arise from several proposed distribution center projects, including Medline Industries' plan to build a \$110 million distribution center in the Town of Montgomery. The new facility will allow the company to keep its existing workforce of more than 300 employees, while adding 250-plus new jobs within five years of opening. Food manufacturer Amy's Kitchen recently celebrated the groundbreaking for its \$150 million manufacturing and distribution facility in Goshen, Orange County. When completed, the facility expects to employ more than 600 workers.

### Financial Activities

*Credit Intermediation and related activities* (NAICS Industry 522) and *insurance carriers and related activities* (NAICS Industry 524) are the only two industries in the broader financial activities sector to make the list. In 2018, these industries collectively employed 22,600 workers and paid more than \$2.6 billion in wages. The average annual wage for both industries was well above the average all industry annual wage in 2018. The region is also home to MasterCard International, a global financial institution. Although significant in the region due to size and wages, it's worth noting that employment in both industries declined between 2013 and 2018.

### Professional and Business Services

The professional and business services sector is very sensitive to economic trends. Companies in this sector primarily sell services to other businesses, rather than to consumers. The three major components of this sector are all on the significant industries list, *professional, scientific and technical services* (NAICS Industry 541), *management of companies and enterprises* (NAICS Industry 551) and *administrative and support services* (NAICS Industry 561).

Both *administrative and support services* (+6,100) and *professional and technical services* (+2,500) experienced job growth in the professional and business services sector. *Management of companies* shed 300 jobs over the same period.

Within the professional and business services sector, *management of companies* (\$156,700) had the highest average annual wage in 2018, followed by *professional and technical services* (\$105,100) and *administrative and support services* (\$44,000).

Job gains in professional and business services are in part attributed to improved business conditions. As corporate profits continue to increase, so does the spending for those type of services, spurring a demand for office workers, computer specialists, accountants, lawyers and consultants, among others. In addition, the sector is also benefiting from a vibrant construction industry, which has spurred demand for engineering and architectural services.

### Educational Services

*Educational services* (NAICS Industry 611), with about 102,300 jobs in 2018, has the largest

employment of any significant industry in this report. Between 2013 and 2018, the sector grew by 4.6%, adding 4,500 jobs. Employment growth in this sector is driven more by demographic trends than by economic conditions. According to the U.S. Census Bureau, the region's population grew by 1.4%, or 31,094, between 2010 and 2018. The average annual pay for jobs in *educational services* (\$65,600), topped that of the average all industry wage (\$60,700) in 2018.

### Health Care

Like educational services, job growth in health care (NAICS Industries 621; 622; 623) is driven by demographic trends. This sector is less sensitive to economic conditions than most. From 2013 to 2018, health care added 10,700 jobs, with average annual wages ranging from \$41,400 in *nursing and residential care facilities* to \$73,500 in *hospitals*.

Employment in *ambulatory health care services*, up 5,500 between 2013 and 2018, accounted for more than half of the new jobs in health care over the period. Job growth in the *hospitals* industry was up 4,800 over the same period. An aging population has helped fuel a demand for health care specialists, including registered nurses, home health aides, medical assistants, physical therapists, nurse practitioners and physician assistants, among others. The region's baby boomer population now stands at more than half a million people. In recent years, the region has experienced a medical construction boom as a result of investments from New York City health care systems moving into the region and acquiring hospitals. Health systems such as Montefiore, New York-Presbyterian and Long Island based Northwell Health have invested in health care facilities throughout the region as competition for patients has increased.

### Arts, Amusement and Recreation

*Amusement, gambling and recreation* (NAICS Industry 713) is the only industry from the broader arts, entertainment and recreation sector that made the list of significant industries. The industry had an above average employment growth rate (+11.9%) between 2013 and 2018 and is projected to grow by more than 37% through 2026. However, this industry's average annual wage (\$29,900) was the lowest of the nineteen significant industries in 2018. The outlook for the industry is bright, as there are several projects within the industry currently in development. The Kartrite Resort and Indoor Water Park in Sullivan County, which opened in April 2019, hired 400 people and plans to hire an additional 50 by the end of the summer of 2019. In addition, Legoland is scheduled to open a \$350 million theme park in 2020 in Orange County and is expected to employ 1,300 workers.

### Accommodation and Food Services

*Accommodation* (NAICS Industry 721) is a broad industry within the hospitality sector that

includes hotels and other businesses offering lodging services. Job growth in the industry is attributed to strength in the region's tourism industry and an influx of business travelers. The latest available figures from Tourism Economics, a consulting firm, show that direct visitor spending in the Hudson Valley was \$3.66 billion in 2017, 3.6% higher than 2016's level. Employment in *accommodation services* (+19.1%) grew almost three times as fast as the average growth in all industries (+6.8%) from 2013 to 2018. However, the sector paid an average annual salary of just \$32,600 in 2018 – the second lowest paying of the nineteen significant industries.

### **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 regional labor market analyst for the Hudson Valley Region, Johnny Nelson, is available for consultation. He can be reached via email at [Johnny.Nelson@labor.ny.gov](mailto:Johnny.Nelson@labor.ny.gov) or by phone at (914) 997-9571.

Similar local data are available from our network of 10 regional labor market analysts to assist LWDBs. For questions regarding your local area, please contact your regional labor market analyst. Their contact information is available at: <https://labor.ny.gov/stats/lslma.shtm>.

## Significant Industries, Hudson Valley Region, 2019

NAICS Industry Code	Industry Name	Jobs		Net Change in Jobs, 2013-2018	% Change in Jobs, 2013-2018	Average Annual Wage, 2018	Projected % Change in Jobs, 2016-2026	Why Industry is Significant**
		2013*	2018*					
	<b>Total, all industries (all ownerships)</b>	<b>870,600</b>	<b>929,900</b>	<b>59,300</b>	<b>6.8%</b>	<b>\$60,700</b>	<b>12.7%</b>	<b>NA</b>
236	Construction of buildings	9,800	13,200	3,400	34.7%	\$64,600	13.4%	G, J, P, W
237	Heavy and civil engineering construction	3,600	5,100	1,500	41.7%	\$100,800	19.4%	G, P, W
238	Specialty trade contractors	27,500	35,300	7,800	28.4%	\$68,700	24.7%	G, J, P, W
311	Food manufacturing	6,000	7,300	1,300	21.7%	\$58,500	23.4%	G, P
312	Beverage and tobacco product manufacturing	800	1,100	300	37.5%	\$65,000	10.5%	G, W
334	Computer and electronic product manufacturing	11,800	8,700	-3,100	-26.3%	\$149,400	-12.8%	J, W
484	Truck transportation	3,500	4,600	1,100	31.4%	\$55,500	4.4%	G
493	Warehousing and storage	3,000	4,100	1,100	36.7%	\$45,700	27.7%	G, P
522	Credit intermediation and related activities	11,600	11,200	-400	-3.4%	\$129,700	-4.9%	J, W
524	Insurance carriers and related activities	12,000	11,400	-600	-5.0%	\$102,600	-8.3%	J, W
541	Professional and technical services	42,800	45,300	2,500	5.8%	\$105,100	17.1%	J, P, W
551	Management of companies and enterprises	13,000	12,700	-300	-2.3%	\$156,700	10.5%	J, W
561	Administrative and support services	40,700	46,800	6,100	15.0%	\$44,000	22.3%	G, J, P
611	Educational services	97,800	102,300	4,500	4.6%	\$65,600	8.9%	J, W
621	Ambulatory health care services	53,600	59,100	5,500	10.3%	\$68,400	42.3%	G, J, P, W
622	Hospitals	37,400	42,200	4,800	12.8%	\$73,500	9.9%	G, J, W
623	Nursing and residential care facilities	42,000	42,400	400	1.0%	\$41,400	26.9%	J, P
713	Amusements, gambling and recreation	14,300	16,000	1,700	11.9%	\$29,900	37.4%	G, J, P
721	Accommodation	9,400	11,200	1,800	19.1%	\$32,600	12.9%	G, J, P

NA – Not Applicable

\*Represents both private and public sector jobs

\*\*Key:

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

P: Above-average growth projected for 2016-2026

J: Industry employs a significant number of jobs (>8,500)

W: Industry pays above-average wages



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

**Industry Description:** The Construction of Buildings subsector comprises establishments primarily responsible for the construction of buildings. The work performed may include new work, additions, alterations, or maintenance and repairs. The on-site assembly of pre-cut, 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.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	47-2031	Carpenters	25.7%	\$48,795	14.6%	High school diploma or equivalent	None	Apprenticeship
2	47-2061	Construction Laborers	20.2%	\$44,044	18.1%	No formal educational credential	None	Short-term on-the-job training
3	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	8.5%	\$83,105	17.1%	High school diploma or equivalent	5 years or more	None
4	47-2141	Painters, Construction and Maintenance	5.2%	\$36,929	12.1%	No formal educational credential	None	Moderate-term on-the-job training
5	11-1021	General and Operations Managers	3.5%	\$75,882	15.9%	Bachelor's degree	5 years or more	None
6	11-9021	Construction Managers	3.3%	\$128,473	15.4%	Bachelor's degree	None	Moderate-term on-the-job training
7	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.9%	\$35,654	-0.1%	High school diploma or equivalent	None	Short-term on-the-job training
8	13-1051	Cost Estimators	1.2%	\$76,733	20.3%	Bachelor's degree	None	Moderate-term on-the-job training
9	41-3099	Sales Representatives, Services, All Other	0.6%	\$78,380	12.2%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	47-3012	Helpers--Carpenters	0.5%	\$37,356	14.3%	No formal educational credential	None	Short-term on-the-job training

**Heavy and Civil Engineering Construction  
(NAICS Industry 237)  
Ten Most Common Occupations**

**Industry Description:** The Heavy and Civil Engineering Construction subsector comprises establishments whose primary activity is the construction of entire engineering projects (e.g., highways and dams), and specialty trade contractors, whose primary activity is the production of a specific component for such projects. Specialty trade contractors in the Heavy and Civil Engineering Construction subsector generally are performing activities that are specific to heavy and civil engineering construction projects and are not normally performed on buildings. The work performed may include new work, additions, alterations, or maintenance and repairs.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	47-2061	Construction Laborers	32.3%	\$76,962	18.1%	No formal educational credential	None	Short-term on-the-job training
2	47-2073	Operating Engineers and Other Construction Equipment Operators	10.6%	\$117,430	16.5%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	47-2031	Carpenters	8.9%	\$81,565	14.6%	High school diploma or equivalent	None	Apprenticeship
4	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	6.3%	\$101,072	17.1%	High school diploma or equivalent	5 years or more	None
5	47-2221	Structural Iron and Steel Workers	3.7%	\$111,635	23.0%	High school diploma or equivalent	None	Apprenticeship
6	53-3032	Heavy and Tractor-Trailer Truck Drivers	3.2%	\$58,005	9.3%	Postsecondary non-degree award	None	Short-term on-the-job training
7	11-9021	Construction Managers	2.6%	\$118,332	15.4%	Bachelor's degree	None	Moderate-term on-the-job training
8	47-2051	Cement Masons and Concrete Finishers	2.1%	\$102,922	23.0%	No formal educational credential	None	Moderate-term on-the-job training
9	11-1021	General and Operations Managers	1.6%	\$163,091	15.9%	Bachelor's degree	5 years or more	None
10	53-7032	Excavating and Loading Machine and Dragline Operators	1.5%	\$121,604	NA	NA	NA	NA

NA – Not Available

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

**Industry Description:** The Specialty Trade Contractors subsector comprises establishments whose primary activity is performing specific activities (e.g., pouring concrete, site preparation, plumbing, painting, and electrical work) involved in building construction or other activities that are similar for all types of construction, but that are not responsible for the entire project. The work performed may include new work, additions, alterations, maintenance, and repairs. The production work performed by establishments in this subsector is usually subcontracted from establishments of the general contractor type or for-sale builders, but especially in remodeling and repair construction, work also may be done directly for the owner of the property. 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. Establishments primarily engaged in preparing sites for new construction are also included in this subsector.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	47-2061	Construction Laborers	10.6%	\$50,460	18.1%	No formal educational credential	None	Short-term on-the-job training
2	47-2031	Carpenters	10.1%	\$62,237	14.6%	High school diploma or equivalent	None	Apprenticeship
3	47-2111	Electricians	9.8%	\$69,021	20.0%	High school diploma or equivalent	None	Apprenticeship
4	47-2152	Plumbers, Pipefitters, and Steamfitters	7.2%	\$82,399	28.6%	High school diploma or equivalent	None	Apprenticeship
5	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	4.8%	\$48,842	17.9%	Postsecondary non-degree award	None	Long-term on-the-job training
6	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	3.9%	\$87,686	17.1%	High school diploma or equivalent	5 years or more	None
7	11-1021	General and Operations Managers	3.7%	\$102,099	15.9%	Bachelor's degree	5 years or more	None
8	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3.4%	\$44,907	-0.1%	High school diploma or equivalent	None	Short-term on-the-job training
9	47-2081	Drywall and Ceiling Tile Installers	3.2%	\$43,377	8.3%	No formal educational credential	None	Moderate-term on-the-job training
10	47-2141	Painters, Construction and Maintenance	3.1%	\$45,875	12.1%	No formal educational credential	None	Moderate-term on-the-job training

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

**Industry Description:** Industries in the Food Manufacturing subsector transform livestock and agricultural products into products for intermediate or final consumption. The industry groups are distinguished by the raw materials (generally of animal or vegetable origin) processed into food products.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	51-9111	Packaging and Filling Machine Operators and Tenders	9.3%	\$27,316	10.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
2	51-3011	Bakers	7.8%	\$26,731	20.7%	No formal educational credential	None	Long-term on-the-job training
3	51-3092	Food Batchmakers	6.5%	\$28,377	23.5%	High school diploma or equivalent	None	Moderate-term on-the-job training
4	11-1021	General and Operations Managers	3.3%	\$31,011	15.9%	Bachelor's degree	5 years or more	None
5	49-9071	Maintenance and Repair Workers, General	3.3%	\$46,463	15.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
6	51-1011	First-Line Supervisors of Production and Operating Workers	3.3%	\$56,701	4.4%	High school diploma or equivalent	Less than 5 years	None
7	41-2031	Retail Salespersons	2.4%	\$24,548	4.5%	No formal educational credential	None	Short-term on-the-job training
8	53-7064	Packers and Packagers, Hand	2.2%	\$25,732	7.8%	No formal educational credential	None	Short-term on-the-job training
9	51-9012	Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders	1.9%	\$54,356	NA	NA	NA	NA
10	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	1.9%	\$31,037	9.6%	No formal educational credential	None	Short-term on-the-job training

NA – Not Available

**Beverage and Tobacco Product Manufacturing  
(NAICS Industry 312)  
Six Most Common Occupations**

**Industry Description:** Industries in the Beverage and Tobacco Product Manufacturing subsector manufacture beverages and tobacco products. The Beverage Manufacturing industry group includes three types of establishments: (1) those that manufacture nonalcoholic beverages; (2) those that manufacture alcoholic beverages through the fermentation process; and (3) those that produce distilled alcoholic beverages. Ice manufacturing, while not a beverage, is included with nonalcoholic beverage manufacturing because it uses the same production process as water purification.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	51-9012	Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders	15.1%	\$35,004	NA	NA	NA	NA
2	41-2031	Retail Salespersons	9.3%	\$26,306	4.5%	No formal educational credential	None	Short-term on-the-job training
3	51-9111	Packaging and Filling Machine Operators and Tenders	8.1%	\$28,824	10.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
4	51-1011	First-Line Supervisors of Production and Operating Workers	3.5%	\$55,214	4.4%	High school diploma or equivalent	Less than 5 years	None
5	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.3%	\$33,196	-0.1%	High school diploma or equivalent	None	Short-term on-the-job training
6	49-9071	Maintenance and Repair Workers, General	2.3%	\$47,423	15.3%	High school diploma or equivalent	None	Moderate-term on-the-job training

*Note: Due to confidentiality, only top six occupations are available for this industry.*

NA – Not Available

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

**Industry Description:** Industries in the Computer and Electronic Product Manufacturing subsector group establishments that manufacture computers, computer peripherals, communications equipment, and similar electronic products, and establishments that manufacture components for such products. The Computer and Electronic Product Manufacturing industries have been combined in the hierarchy of NAICS because of the economic significance they have attained. Their rapid growth suggests that they will become even more important to the economies of all three North American countries in the future, and in addition their manufacturing processes are fundamentally different from the manufacturing processes of other machinery and equipment.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	17-2112	Industrial Engineers	7.2%	\$89,947*	2.4%	Bachelor's degree	None	None
2	15-1132	Software Developers, Applications	6.4%	\$131,702	18.6%	Bachelor's degree	None	None
3	51-9141	Semiconductor Processors	4.5%	\$53,032	NA	NA	NA	NA
4	13-1161	Market Research Analysts and Marketing Specialists	3.4%	\$70,995*	27.4%	Bachelor's degree	None	None
5	51-2028	Electrical, electronic, and electromechanical assemblers, except coil winders, tapers, and finishers	3.0%	\$32,053	NA	NA	NA	NA
6	13-2011	Accountants and Auditors	2.2%	\$86,075	16.6%	Bachelor's degree	None	None
7	17-2072	Electronics Engineers, Except Computer	1.7%	\$76,981	11.4%	Bachelor's degree	None	None
8	41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	1.7%	\$87,615	-0.8%	Bachelor's degree	None	Moderate-term on-the-job training
9	51-1011	First-Line Supervisors of Production and Operating Workers	1.4%	\$81,824	4.4%	High school diploma or equivalent	Less than 5 years	None
10	11-1021	General and Operations Managers	1.1%	\$182,506	15.9%	Bachelor's degree	5 years or more	None

\* Due to confidentiality, regional median occupational wage was replaced with regional cross industry median wage.

NA – Not Available

**Truck Transportation  
(NAICS Industry 484)  
Ten Most Common Occupations**

**Industry Description:** Industries in the Truck Transportation subsector provide over-the-road transportation of cargo using motor vehicles, such as trucks and tractor trailers. The subsector is subdivided into general freight trucking and specialized freight trucking. This distinction reflects differences in equipment used, type of load carried, scheduling, terminal, and other networking services. General freight transportation establishments handle a wide variety of general commodities, generally palletized, and transported in a container or van trailer. Specialized freight transportation is the transportation of cargo that, because of size, weight, shape, or other inherent characteristics, requires specialized equipment for transportation.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	53-3032	Heavy and Tractor-Trailer Truck Drivers	49.1%	\$52,012	9.3%	Postsecondary non-degree award	None	Short-term on-the-job training
2	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	20.3%	\$37,044	9.6%	No formal educational credential	None	Short-term on-the-job training
3	43-9061	Office Clerks, General	5.6%	\$51,665	2.3%	High school diploma or equivalent	None	Short-term on-the-job training
4	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	4.6%	\$62,667	NA	NA	NA	NA
5	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	2.6%	\$46,891	14.0%	High school diploma or equivalent	None	Long-term on-the-job training
6	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.0%	\$47,465	-0.1%	High school diploma or equivalent	None	Short-term on-the-job training
7	11-1021	General and Operations Managers	1.9%	\$205,873	15.9%	Bachelor's degree	5 years or more	None
8	43-5032	Dispatchers, Except Police, Fire, and Ambulance	1.7%	\$44,159	2.4%	High school diploma or equivalent	None	Moderate-term on-the-job training
9	43-3031	Bookkeeping, Accounting, and Auditing Clerks	1.4%	\$57,419	3.7%	Some college, no degree	None	Moderate-term on-the-job training

*Note: Due to confidentiality, only top nine occupations are available for this industry.*

NA – Not Available

**Warehousing and Storage  
(NAICS Industry 493)  
Ten Most Common Occupations**

**Industry Description:** Industries in the Warehousing and Storage subsector are primarily engaged in operating warehousing and storage facilities for general merchandise, refrigerated goods, and other warehouse products. These establishments provide facilities to store goods. They do not sell the goods they handle. These establishments take responsibility for storing the goods and keeping them secure. They may also provide a range of services, often referred to as logistics services, related to the distribution of goods. Logistics services can include labeling, breaking bulk, inventory control and management, light assembly, order entry and fulfillment, packaging, pick and pack, price marking and ticketing, and transportation arrangement. However, establishments in this industry group always provide warehousing or storage services in addition to any logistic services. Furthermore, the warehousing or storage of goods must be more than incidental to the performance of services, such as price marking.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	23.7%	\$32,099	9.6%	No formal educational credential	None	Short-term on-the-job training
2	53-7051	Industrial Truck and Tractor Operators	8.8%	\$37,088	10.7%	No formal educational credential	None	Short-term on-the-job training
3	43-5071	Shipping, Receiving, and Traffic Clerks	5.3%	\$32,423	2.6%	High school diploma or equivalent	None	Short-term on-the-job training
4	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	3.4%	\$52,460	NA	NA	NA	NA
5	43-5081	Stock Clerks and Order Fillers	2.2%	\$30,637	8.1%	High school diploma or equivalent	None	Short-term on-the-job training
6	43-1011	First-Line Supervisors of Office and Administrative Support Workers	2.1%	\$69,090	9.1%	High school diploma or equivalent	Less than 5 years	None
7	49-9071	Maintenance and Repair Workers, General	1.7%	\$43,794	15.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
8	11-3071	Transportation, Storage, and Distribution Managers	1.5%	\$101,057	7.7%	High school diploma or equivalent	5 years or more	None
9	11-1021	General and Operations Managers	1.2%	\$151,258	15.9%	Bachelor's degree	5 years or more	None
10	43-3031	Bookkeeping, Accounting, and Auditing Clerks	0.7%	\$69,285	3.7%	Some college, no degree	None	Moderate-term on-the-job training

NA – Not Available



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

**Industry Description:** Industries in the Credit Intermediation and Related Activities subsector group establishments that (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.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	43-3071	Tellers	25.3%	\$31,044	-14.3%	High school diploma or equivalent	None	Short-term on-the-job training
2	41-3031	Securities, Commodities, and Financial Services Sales Agents	12.7%	\$51,206	NA	NA	NA	NA
3	13-2072	Loan Officers	7.6%	\$80,420	10.2%	Bachelor's degree	None	Moderate-term on-the-job training
4	43-4051	Customer Service Representatives	6.1%	\$38,241	5.0%	High school diploma or equivalent	None	Short-term on-the-job training
5	11-3031	Financial Managers	5.4%	\$94,803	19.6%	Bachelor's degree	5 years or more	None
6	43-1011	First-Line Supervisors of Office and Administrative Support Workers	4.8%	\$60,576	9.1%	High school diploma or equivalent	Less than 5 years	None
7	43-4131	Loan Interviewers and Clerks	3.9%	\$43,086	9.1%	High school diploma or equivalent	None	Short-term on-the-job training
8	11-1021	General and Operations Managers	3.2%	\$109,279	15.9%	Bachelor's degree	5 years or more	None
9	41-1012	First-Line Supervisors of Non-Retail Sales Workers	1.5%	\$115,601	4.5%	High school diploma or equivalent	Less than 5 years	None
10	43-3011	Bill and Account Collectors	1.2%	\$41,513	4.5%	High school diploma or equivalent	None	Moderate-term on-the-job training

NA – Not Available

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

**Industry Description:** Industries in the Insurance Carriers and Related Activities subsector group establishments that 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.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	43-4051	Customer Service Representatives	27.4%	\$43,988	5.0%	High school diploma or equivalent	None	Short-term on-the-job training
2	41-3021	Insurance Sales Agents	18.5%	\$58,466	-0.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
3	13-1031	Claims Adjusters, Examiners, and Investigators	6.3%	\$69,080	-8.7%	High school diploma or equivalent	None	Long-term on-the-job training
4	13-2053	Insurance Underwriters	5.4%	\$79,246	-14.9%	Bachelor's degree	None	Moderate-term on-the-job training
5	43-9041	Insurance Claims and Policy Processing Clerks	5.2%	\$47,504	0.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
6	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	4.0%	\$42,811	-0.1%	High school diploma or equivalent	None	Short-term on-the-job training
7	43-9061	Office Clerks, General	3.3%	\$26,663	2.3%	High school diploma or equivalent	None	Short-term on-the-job training
8	43-1011	First-Line Supervisors of Office and Administrative Support Workers	2.6%	\$78,008	9.1%	High school diploma or equivalent	Less than 5 years	None
9	11-1021	General and Operations Managers	2.3%	\$193,704	15.9%	Bachelor's degree	5 years or more	None
10	13-1161	Market Research Analysts and Marketing Specialists	1.3%	\$93,595	27.4%	Bachelor's degree	None	None

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

**Industry Description:** Industries in the Professional, Scientific, and Technical Services subsector group establishments engaged in processes where human capital is the major input. These establishments 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 individual industries of this subsector are defined on the basis of the particular expertise and training of the services provider.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	13-2011	Accountants and Auditors	5.7%	\$89,020	16.6%	Bachelor's degree	None	None
2	23-2011	Paralegals and Legal Assistants	5.4%	\$59,269	18.1%	Associate's degree	None	None
3	23-1011	Lawyers	4.8%	\$126,551	9.7%	Doctoral or professional degree	None	None
4	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	4.5%	\$39,543	-0.1%	High school diploma or equivalent	None	Short-term on-the-job training
5	43-9061	Office Clerks, General	3.8%	\$27,446	2.3%	High school diploma or equivalent	None	Short-term on-the-job training
6	13-1111	Management Analysts	3.7%	\$92,093	20.6%	Bachelor's degree	Less than 5 years	None
7	41-3099	Sales Representatives, Services, All Other	3.6%	\$57,791	12.2%	High school diploma or equivalent	None	Moderate-term on-the-job training
8	43-3031	Bookkeeping, Accounting, and Auditing Clerks	3.0%	\$40,073	3.7%	Some college, no degree	None	Moderate-term on-the-job training
9	43-6012	Legal Secretaries	2.7%	\$35,151	-16.5%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	17-2051	Civil Engineers	2.5%	\$102,089	19.2%	Bachelor's degree	None	None

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

**Industry Description:** Industries in the Management of Companies and Enterprises subsector include three main types of establishments: (1) those that hold the securities of (or other equity interests in) companies and enterprises; (2) those (except government establishments) 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.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	11-1021	General and Operations Managers	5.5%	\$191,233	15.9%	Bachelor's degree	5 years or more	None
2	13-2011	Accountants and Auditors	3.5%	\$94,610	16.6%	Bachelor's degree	None	None
3	43-6011	Executive Secretaries and Executive Administrative Assistants	3.2%	\$73,263	-12.4%	High school diploma or equivalent	Less than 5 years	None
4	43-1011	First-Line Supervisors of Office and Administrative Support Workers	3.1%	\$91,546	9.1%	High school diploma or equivalent	Less than 5 years	None
5	43-3031	Bookkeeping, Accounting, and Auditing Clerks	3.1%	\$49,797	3.7%	Some college, no degree	None	Moderate-term on-the-job training
6	43-4051	Customer Service Representatives	3.0%	\$54,103	5.0%	High school diploma or equivalent	None	Short-term on-the-job training
7	43-3021	Billing and Posting Clerks	2.9%	\$40,503	24.0%	High school diploma or equivalent	None	Moderate-term on-the-job training
8	11-3031	Financial Managers	2.5%	\$197,892	19.6%	Bachelor's degree	5 years or more	None
9	13-1161	Market Research Analysts and Marketing Specialists	2.5%	\$84,092	27.4%	Bachelor's degree	None	None
10	43-9061	Office Clerks, General	2.5%	\$37,415	2.3%	High school diploma or equivalent	None	Short-term on-the-job training

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

**Industry Description:** Industries in the Administrative and Support Services subsector group establishments engaged in activities that 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 integral parts of the activities of establishments found in all sectors of the economy. The establishments classified in this subsector have specialization in one or more of these activities and can, therefore, provide services to clients in a variety of industries and, in some cases, to households. The individual industries of this subsector are defined on the basis of the particular process that they are engaged in and the particular services they provide.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	14.1%	\$29,191	18.0%	No formal educational credential	None	Short-term on-the-job training
2	37-3011	Landscaping and Groundskeeping Workers	12.8%	\$36,707	20.7%	No formal educational credential	None	Short-term on-the-job training
3	33-9032	Security Guards	11.7%	\$34,745	15.4%	High school diploma or equivalent	None	Short-term on-the-job training
4	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	4.6%	\$36,549	-0.1%	High school diploma or equivalent	None	Short-term on-the-job training
5	43-4051	Customer Service Representatives	3.1%	\$38,419	5.0%	High school diploma or equivalent	None	Short-term on-the-job training
6	11-1021	General and Operations Managers	2.8%	\$105,962	15.9%	Bachelor's degree	5 years or more	None
7	43-9061	Office Clerks, General	2.4%	\$33,021	2.3%	High school diploma or equivalent	None	Short-term on-the-job training
8	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	2.2%	\$29,329	9.6%	No formal educational credential	None	Short-term on-the-job training
9	37-2021	Pest Control Workers	2.1%	\$38,318	NA	NA	NA	NA
10	43-1011	First-Line Supervisors of Office and Administrative Support Workers	1.7%	\$59,198	9.1%	High school diploma or equivalent	Less than 5 years	None

NA – Not Available

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

**Industry Description:** Industries in the Educational Services subsector 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.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	25-9041	Teacher Assistants	13.3%	\$32,843	8.8%	Some college, no degree	None	None
2	25-2021	Elementary School Teachers, Except Special Education	10.6%	\$100,442	5.8%	Bachelor's degree	None	None
3	25-2031	Secondary School Teachers, Except Special and Career/Technical Education	7.4%	\$105,425	5.9%	Bachelor's degree	None	None
4	25-2022	Middle School Teachers, Except Special and Career/Technical Education	6.1%	\$95,037	6.0%	Bachelor's degree	None	None
5	25-3098	Substitute teachers	3.3%	\$33,230	6.4%	Bachelor's degree	None	None
6	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	2.9%	\$46,817	18.0%	No formal educational credential	None	Short-term on-the-job training
7	11-9032	Education Administrators, Elementary and Secondary School	2.6%	\$157,496	6.0%	Master's degree	5 years or more	None
8	43-9022	Word Processors and Typists	2.4%	\$52,112	-33.7%	High school diploma or equivalent	None	Short-term on-the-job training
9	25-2054	Special Education Teachers, Secondary School	2.3%	\$92,067	5.7%	Bachelor's degree	None	None
10	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.2%	\$46,560	-0.1%	High school diploma or equivalent	None	Short-term on-the-job training

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

**Industry Description:** Industries in the Ambulatory Health Care Services subsector provide health care services directly or indirectly to ambulatory patients and do not usually provide inpatient services. Health practitioners in this subsector provide outpatient services, with the facilities and equipment not usually being the most significant part of the production process.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	31-1011	Home Health Aides	10.8%	\$26,333	51.9%	High school diploma or equivalent	None	Short-term on-the-job training
2	43-4171	Receptionists and Information Clerks	9.3%	\$35,787	21.4%	High school diploma or equivalent	None	Short-term on-the-job training
3	29-1141	Registered Nurses	8.2%	\$77,279	22.1%	Bachelor's degree	None	None
4	29-1069	Physicians and Surgeons, All Other	4.3%	\$199,593	24.7%	Doctoral or professional degree	None	Internship/residency
5	31-9091	Dental Assistants	4.2%	\$43,987	22.8%	Postsecondary non-degree award	None	None
6	29-2041	Emergency Medical Technicians and Paramedics	3.8%	\$39,372	52.2%	Postsecondary non-degree award	None	None
7	31-9092	Medical Assistants	3.8%	\$37,570	48.6%	Postsecondary non-degree award	None	None
8	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3.0%	\$37,751	-0.1%	High school diploma or equivalent	None	Short-term on-the-job training
9	43-1011	First-Line Supervisors of Office and Administrative Support Workers	2.9%	\$66,234	9.1%	High school diploma or equivalent	Less than 5 years	None
10	39-9021	Personal Care Aides	2.7%	\$26,252	31.5%	High school diploma or equivalent	None	Short-term on-the-job training

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

**Industry Description:** Industries in the Hospitals subsector 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. Establishments in the Hospitals subsector provide inpatient health services, many of which can only be provided using the specialized facilities and equipment that form a significant and integral part of the production process.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	29-1141	Registered Nurses	26.2%	\$97,534	22.1%	Bachelor's degree	None	None
2	31-1014	Nursing Assistants	7.0%	\$39,470	18.8%	Postsecondary non-degree award	None	None
3	11-9111	Medical and Health Services Managers	3.3%	\$135,362	27.5%	Bachelor's degree	Less than 5 years	None
4	31-1013	Psychiatric Aides	2.6%	\$46,213	0.8%	High school diploma or equivalent	None	Short-term on-the-job training
5	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	2.3%	\$36,448	18.0%	No formal educational credential	None	Short-term on-the-job training
6	29-2010	Clinical Laboratory Technologists and Technicians	2.2%	\$74,359	NA	NA	NA	NA
7	43-9061	Office Clerks, General	2.2%	\$41,399	2.3%	High school diploma or equivalent	None	Short-term on-the-job training
8	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2.0%	\$44,642	-0.1%	High school diploma or equivalent	None	Short-term on-the-job training
9	29-2034	Radiologic Technologists	1.9%	\$78,505	24.7%	Associate's degree	None	None
10	43-4111	Interviewers, Except Eligibility and Loan	1.9%	\$41,278	9.4%	High school diploma or equivalent	None	Short-term on-the-job training

NA – Not Available



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

**Industry Description:** Industries in the Nursing and Residential Care Facilities subsector provide residential care combined with either nursing, supervisory, or other types of care as required by the residents. In this subsector, 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	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	31-1014	Nursing Assistants	17.4%	\$36,322	18.8%	Postsecondary non-degree award	None	None
2	39-9021	Personal Care Aides	15.8%	\$28,602	31.5%	High school diploma or equivalent	None	Short-term on-the-job training
3	29-2061	Licensed Practical and Licensed Vocational Nurses	8.8%	\$54,953	23.9%	Postsecondary non-degree award	None	None
4	29-1141	Registered Nurses	5.9%	\$80,473	22.1%	Bachelor's degree	None	None
5	31-1011	Home Health Aides	5.7%	\$26,262	51.9%	High school diploma or equivalent	None	Short-term on-the-job training
6	37-2012	Maids and Housekeeping Cleaners	3.2%	\$31,712	-1.2%	No formal educational credential	None	Short-term on-the-job training
7	39-1021	First-Line Supervisors of Personal Service Workers	2.2%	\$46,587	22.3%	High school diploma or equivalent	Less than 5 years	None
8	35-3041	Food Servers, Nonrestaurant	2.1%	\$27,880	28.0%	No formal educational credential	None	Short-term on-the-job training
9	39-9011	Childcare Workers	2.1%	\$30,990	1.9%	High school diploma or equivalent	None	Short-term on-the-job training
10	21-1021	Child, Family, and School Social Workers	2.0%	\$35,603	18.6%	Bachelor's degree	None	None

**Amusements, Gambling and Recreation  
(NAICS Industry 713)  
Ten Most Common Occupations**

**Industry Description:** Industries in the Amusement, Gambling, and Recreation Industries subsector (1) operate facilities where patrons can primarily engage in sports, recreation, amusement, or gambling activities and/or (2) provide other amusement and recreation services, such as supplying and servicing amusement devices in places of business operated by others; operating sports teams, clubs, or leagues engaged in playing games for recreational purposes; and guiding tours without using transportation equipment.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	39-3091	Amusement and Recreation Attendants	12.0%	\$25,151	31.8%	No formal educational credential	None	Short-term on-the-job training
2	39-9031	Fitness Trainers and Aerobics Instructors	12.0%	\$61,584	21.0%	High school diploma or equivalent	None	Short-term on-the-job training
3	37-3011	Landscaping and Groundskeeping Workers	8.3%	\$29,723	20.7%	No formal educational credential	None	Short-term on-the-job training
4	35-3031	Waiters and Waitresses	7.3%	\$29,113	19.6%	No formal educational credential	None	Short-term on-the-job training
5	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	3.3%	\$26,947	18.0%	No formal educational credential	None	Short-term on-the-job training
6	33-9092	Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers	3.2%	\$24,859	16.5%	No formal educational credential	None	Short-term on-the-job training
7	35-2014	Cooks, Restaurant	3.1%	\$34,716	25.3%	No formal educational credential	Less than 5 years	Moderate-term on-the-job training
8	35-3011	Bartenders	2.8%	\$25,635	15.8%	No formal educational credential	None	Short-term on-the-job training
9	27-2022	Coaches and Scouts	2.7%	\$53,107	18.9%	Bachelor's degree	None	None
10	39-9032	Recreation Workers	2.6%	\$36,720	16.0%	High school diploma or equivalent	None	Short-term on-the-job training

**Accommodation  
(NAICS Industry 721)  
Ten Most Common Occupations**

**Industry Description:** Industries in the Accommodation subsector provide lodging or short-term accommodations for travelers, vacationers, and others. There is a wide range of establishments in these industries. Some provide lodging only, while others provide meals, laundry services, and recreational facilities, as well as lodging. Lodging establishments are classified in this subsector even if the provision of complementary services generates more revenue. The types of complementary services provided vary from establishment to establishment.

Rank	SOC Code	Occupational Title	% Share of Industry Workforce	Median Occupational Wage	Projected Employment Change (%), 2016-2026	Education	Work Experience	Training
1	37-2012	Maids and Housekeeping Cleaners	21.4%	\$25,150	-1.2%	No formal educational credential	None	Short-term on-the-job training
2	35-3031	Waiters and Waitresses	12.2%	\$28,885	19.6%	No formal educational credential	None	Short-term on-the-job training
3	43-4081	Hotel, Motel, and Resort Desk Clerks	9.4%	\$27,612	15.1%	High school diploma or equivalent	None	Short-term on-the-job training
4	35-2014	Cooks, Restaurant	5.6%	\$34,826	25.3%	No formal educational credential	Less than 5 years	Moderate-term on-the-job training
5	49-9071	Maintenance and Repair Workers, General	5.1%	\$34,958	15.3%	High school diploma or equivalent	None	Moderate-term on-the-job training
6	11-1021	General and Operations Managers	2.3%	\$93,942	15.9%	Bachelor's degree	5 years or more	None
7	35-9021	Dishwashers	2.0%	\$26,026	18.3%	No formal educational credential	None	Short-term on-the-job training
8	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	2.0%	\$26,098	18.0%	No formal educational credential	None	Short-term on-the-job training
9	41-3099	Sales Representatives, Services, All Other	1.9%	\$52,299	12.2%	High school diploma or equivalent	None	Moderate-term on-the-job training
10	51-6011	Laundry and Dry-Cleaning Workers	1.9%	\$24,131	3.1%	No formal educational credential	None	Short-term on-the-job training

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