

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
21	Mining	00-0000	Total all occupations	150	22.25	46,300	16.80	34,900	19.95	41,500	27.55	57,300
22	Utilities	00-0000	Total all occupations	2,910	37.00	77,000	25.25	52,500	34.45	71,600	45.00	93,600
22	Utilities	11-0000	Management Occupations	90	72.05	149,800	56.65	117,800	67.20	139,800	82.15	170,900
22	Utilities	11-9199	Managers, All Other	40	67.70	140,900	54.75	113,900	65.10	135,400	79.10	164,500
22	Utilities	13-0000	Business and Financial Operations Occupations	70	37.75	78,600	31.40	65,300	38.25	79,500	46.25	96,200
22	Utilities	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	10	30.05	62,500	24.05	50,000	30.95	64,400	35.70	74,300
22	Utilities	13-1199	Business Operations Specialists, All Other	40	38.55	80,200	32.85	68,300	39.15	81,500	46.50	96,700
22	Utilities	17-0000	Architecture and Engineering Occupations	150	37.30	77,600	27.60	57,400	34.80	72,400	45.45	94,500
22	Utilities	17-2051	Civil Engineers	10	49.10	102,100	41.45	86,200	49.20	102,300	58.40	121,500
22	Utilities	19-0000	Life, Physical, and Social Science Occupations	30	38.50	80,100	19.30	40,100	29.60	61,600	48.30	100,500
22	Utilities	41-0000	Sales and Related Occupations	50	48.30	100,400	28.65	59,600	45.40	94,400	62.45	129,900
22	Utilities	43-0000	Office and Administrative Support Occupations	460								
22	Utilities	43-5081	Stock Clerks and Order Fillers	30	19.90	41,400	10.90	22,700	13.80	28,700	33.50	69,700
22	Utilities	43-6011	Executive Secretaries and Executive Administrative Assistants	20	36.65	76,300	30.50	63,400	37.35	77,700	44.75	93,000
22	Utilities	43-9061	Office Clerks, General	70	18.15	37,700	12.85	26,700	17.40	36,200	22.10	46,000
22	Utilities	47-0000	Construction and Extraction Occupations	370	33.65	70,000	23.20	48,300	32.75	68,100	43.85	91,200
22	Utilities	47-2073	Operating Engineers and Other Construction Equipment Operators	60	33.90	70,500	27.40	57,000	34.05	70,800	38.35	79,800
22	Utilities	49-0000	Installation, Maintenance, and Repair Occupations	1,340	34.80	72,300	27.80	57,800	35.00	72,800	43.00	89,400
22	Utilities	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	150	40.50	84,200	34.35	71,400	42.20	87,800	47.30	98,400
22	Utilities	49-3023	Automotive Service Technicians and Mechanics	50	37.60	78,200	32.75	68,200	38.15	79,300	44.45	92,400
22	Utilities	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	260	35.20	73,300	29.55	61,500	35.15	73,100	42.50	88,400
22	Utilities	49-9041	Industrial Machinery Mechanics	350	29.85	62,000	24.45	50,900	29.65	61,700	35.80	74,500
22	Utilities	49-9071	Maintenance and Repair Workers, General	30	38.40	79,900	34.05	70,800	41.90	87,100	45.95	95,600
22	Utilities	49-9099	Installation, Maintenance, and Repair Workers, All Other	30	31.25	65,000	18.10	37,600	28.40	59,000	45.25	94,200
22	Utilities	51-0000	Production Occupations	310	40.55	84,300	29.00	60,300	42.55	88,500	53.30	110,900
22	Utilities	51-1011	First-Line Supervisors of Production and Operating Workers	130	46.45	96,600	39.05	81,200	48.50	100,900	56.85	118,300
22	Utilities	53-0000	Transportation and Material Moving Occupations		27.15	56,500	17.65	36,700	19.55	40,600	39.75	82,700
23	Construction	00-0000	Total all occupations	33,720	31.80	66,200	19.15	39,800	27.65	57,500	40.55	84,400
23	Construction	11-0000	Management Occupations	1,600	78.60	163,500	53.55	111,400	67.70	140,800	92.75	192,900
23	Construction	11-1021	General and Operations Managers	170	101.95	212,100	69.45	144,400	86.40	179,700		
23	Construction	11-2022	Sales Managers	30	69.80	145,200	51.80	107,800	67.25	139,800	82.95	172,600
23	Construction	11-3011	Administrative Services Managers	230	81.95	170,400	54.90	114,100	70.35	146,300		
23	Construction	11-3031	Financial Managers	50	95.95	199,600	66.60	138,500	81.10	168,700		
23	Construction	11-3061	Purchasing Managers	10	61.40	127,700	46.50	96,800	64.35	133,900	76.55	159,200
23	Construction	11-9021	Construction Managers	970	73.95	153,800	51.05	106,200	61.85	128,700	87.40	181,800
23	Construction	11-9041	Architectural and Engineering Managers	70	78.80	163,900	66.00	137,300	73.90	153,700	83.25	173,100
23	Construction	11-9199	Managers, All Other	30	67.25	139,900	56.25	117,000	64.30	133,700	78.30	162,800
23	Construction	13-0000	Business and Financial Operations Occupations	2,000	35.40	73,700	26.30	54,700	31.35	65,200	39.95	83,000
23	Construction	13-1020	Buyers and Purchasing Agents		27.90	58,100	25.65	53,400	27.50	57,200	29.35	61,000
23	Construction	13-1051	Cost Estimators	810	32.45	67,500	26.10	54,300	30.60	63,600	36.85	76,600
23	Construction	13-1071	Human Resources Specialists	20	34.80	72,400	28.60	59,500	33.60	69,900	40.95	85,100
23	Construction	13-1111	Management Analysts		65.05	135,300	66.15	137,600	71.80	149,300	77.40	161,000
23	Construction	13-1199	Business Operations Specialists, All Other	460	36.15	75,200	27.55	57,300	34.55	71,900	45.40	94,400
23	Construction	13-2011	Accountants and Auditors	200	45.60	94,800	34.75	72,300	44.05	91,600	54.65	113,700
23	Construction	15-0000	Computer and Mathematical Occupations		39.05	81,200	28.05	58,400	35.30	73,500	47.10	97,900
23	Construction	15-1142	Network and Computer Systems Administrators		37.45	77,900	29.05	60,400	36.85	76,600	44.40	92,400
23	Construction	17-0000	Architecture and Engineering Occupations	480	43.20	89,800	32.40	67,400	41.55	86,400	52.35	108,900
23	Construction	17-2051	Civil Engineers	130	52.45	109,100	39.90	83,000	49.95	103,900	60.70	126,200
23	Construction	17-2071	Electrical Engineers		47.95	99,800	41.90	87,100	46.20	96,000	50.45	104,900

\*See Footnotes on Page 49

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Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
23	Construction	17-2141	Mechanical Engineers	70	52.15	108,500	44.75	93,000	53.45	111,200	60.30	125,400
23	Construction	17-2199	Engineers, All Other		32.40	67,400	27.55	57,300	29.85	62,100	33.60	69,800
23	Construction	17-3011	Architectural and Civil Drafters		32.45	67,500	31.00	64,400	33.60	69,900	36.30	75,600
23	Construction	17-3013	Mechanical Drafters	100	30.15	62,700	22.75	47,300	28.10	58,400	37.45	77,800
23	Construction	23-0000	Legal Occupations	10	80.50	167,500	44.90	93,400	88.45	184,000	97.20	202,200
23	Construction	23-1011	Lawyers	10	82.35	171,300	80.45	167,300	89.35	185,800	97.65	203,100
23	Construction	29-0000	Healthcare Practitioners and Technical Occupations		38.35	79,800	28.35	59,000	40.95	85,200	46.30	96,300
23	Construction	29-9011	Occupational Health and Safety Specialists		38.55	80,200	28.60	59,500	41.10	85,400	46.35	96,400
23	Construction	37-0000	Building and Grounds Cleaning and Maintenance Occupations	140	14.90	31,000	12.50	26,000	15.85	33,000	18.10	37,700
23	Construction	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	130	14.70	30,600	12.30	25,600	15.85	33,000	17.95	37,400
23	Construction	41-0000	Sales and Related Occupations	1,390	44.55	92,700	32.35	67,300	40.25	83,700	50.90	105,900
23	Construction	41-2022	Parts Salespersons		35.10	73,000	33.25	69,100	35.45	73,700	37.65	78,300
23	Construction	41-3099	Sales Representatives, Services, All Other	1,150	43.10	89,600	32.05	66,600	40.00	83,200	49.75	103,500
23	Construction	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products		50.55	105,100	35.00	72,800	44.85	93,300	60.40	125,600
23	Construction	43-0000	Office and Administrative Support Occupations	5,200	19.75	41,000	13.20	27,500	18.95	39,500	25.25	52,600
23	Construction	43-1011	First-Line Supervisors of Office and Administrative Support Work	190	35.50	73,800	26.10	54,200	31.75	66,100	42.30	88,000
23	Construction	43-3021	Billing and Posting Clerks and Machine Operators	250	22.65	47,100	20.00	41,600	22.35	46,500	25.00	52,000
23	Construction	43-3031	Bookkeeping, Accounting, and Auditing Clerks	1,310	23.15	48,100	18.75	39,000	24.25	50,500	27.50	57,200
23	Construction	43-3051	Payroll and Timekeeping Clerks	100	22.10	46,000	17.05	35,500	21.20	44,100	27.45	57,100
23	Construction	43-4051	Customer Service Representatives		21.50	44,700	15.75	32,800	18.65	38,800	27.45	57,100
23	Construction	43-4071	File Clerks		13.30	27,700	11.55	24,000	13.45	27,900	14.70	30,600
23	Construction	43-4171	Receptionists and Information Clerks	120	19.95	41,400	16.45	34,200	19.70	41,000	23.75	49,400
23	Construction	43-5021	Couriers and Messengers		17.10	35,600	13.50	28,100	17.15	35,700	20.40	42,400
23	Construction	43-5032	Dispatchers, Except Police, Fire, and Ambulance	70	29.30	60,900	20.80	43,300	28.85	60,000	38.15	79,300
23	Construction	43-5061	Production, Planning, and Expediting Clerks	230	25.50	53,100	20.25	42,100	25.35	52,800	29.40	61,200
23	Construction	43-5081	Stock Clerks and Order Fillers	30	19.10	39,700	10.95	22,800	14.35	29,900	28.05	58,400
23	Construction	43-6011	Executive Secretaries and Executive Administrative Assistants	40	32.35	67,300	28.70	59,700	33.65	70,000	37.05	77,000
23	Construction	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	780	14.30	29,700	9.60	19,900	11.35	23,600	18.55	38,500
23	Construction	43-9061	Office Clerks, General	1,570	15.35	32,000	9.45	19,700	15.05	31,300	19.20	40,000
23	Construction	47-0000	Construction and Extraction Occupations	17,620	30.45	63,400	19.55	40,600	27.90	58,000	40.70	84,600
23	Construction	47-1011	First-Line Supervisors of Construction Trades and Extraction Work	960	37.10	77,200	28.50	59,300	36.75	76,400	45.85	95,300
23	Construction	47-2021	Brickmasons and Blockmasons	220	37.75	78,500	29.60	61,600	40.35	83,900	45.40	94,400
23	Construction	47-2031	Carpenters	2,410	27.95	58,200	18.90	39,400	24.85	51,700	36.30	75,500
23	Construction	47-2041	Carpet Installers		27.00	56,100	22.55	46,900	27.90	58,000	31.40	65,300
23	Construction	47-2051	Cement Masons and Concrete Finishers	810	26.30	54,700	18.80	39,100	26.20	54,500	29.95	62,300
23	Construction	47-2061	Construction Laborers	3,830	25.80	53,600	14.85	30,900	22.85	47,500	37.45	77,900
23	Construction	47-2073	Operating Engineers and Other Construction Equipment Operators	540	40.95	85,100	33.70	70,100	40.10	83,500	49.70	103,300
23	Construction	47-2081	Drywall and Ceiling Tile Installers		25.15	52,300	21.85	45,400	25.55	53,200	28.60	59,500
23	Construction	47-2111	Electricians	2,690	37.30	77,600	27.15	56,400	33.30	69,200	51.20	106,400
23	Construction	47-2121	Glaziers	250	30.10	62,600	19.80	41,200	24.80	51,500	42.55	88,500
23	Construction	47-2141	Painters, Construction and Maintenance	530	26.90	56,000	19.85	41,300	23.50	48,900	30.45	63,300
23	Construction	47-2152	Plumbers, Pipefitters, and Steamfitters	2,270	34.65	72,000	22.30	46,400	29.75	61,900	51.75	107,700
23	Construction	47-2181	Roofers	280	23.45	48,800	17.30	36,000	20.15	41,900	29.20	60,700
23	Construction	47-2211	Sheet Metal Workers	310	25.20	52,400	16.80	34,900	20.85	43,300	30.80	64,000
23	Construction	47-2221	Structural Iron and Steel Workers	310	39.25	81,600	36.40	75,700	42.50	88,400	46.30	96,300
23	Construction	47-3012	Helpers--Carpenters		15.25	31,800	13.80	28,700	15.55	32,300	17.25	35,900
23	Construction	47-3013	Helpers--Electricians		18.10	37,700	13.75	28,700	19.65	40,900	22.60	47,000
23	Construction	47-3015	Helpers--Pipefitters, Plumbers, Pipefitters, and Steamfitters		18.80	39,100	16.40	34,100	19.70	41,000	21.85	45,400
23	Construction	49-0000	Installation, Maintenance, and Repair Occupations	3,330	29.65	61,700	20.15	41,900	28.35	59,000	38.70	80,400

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23	Construction	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	190	37.90	78,900	29.95	62,200	37.10	77,200	47.50	98,800
23	Construction	49-3042	Mobile Heavy Equipment Mechanics, Except Engines	70	30.30	63,000	25.60	53,200	31.80	66,200	36.20	75,300
23	Construction	49-9011	Mechanical Door Repairers	160	23.55	49,000	20.50	42,700	23.70	49,300	27.40	57,000
23	Construction	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	1,670	33.00	68,600	25.25	52,500	32.30	67,200	41.75	86,900
23	Construction	49-9052	Telecommunications Line Installers and Repairers		35.40	73,600	27.10	56,400	38.10	79,300	45.25	94,100
23	Construction	49-9071	Maintenance and Repair Workers, General		19.75	41,100	16.60	34,500	18.15	37,700	22.40	46,500
23	Construction	49-9098	Helpers--Installation, Maintenance, and Repair Workers	120	16.15	33,600	12.05	25,100	15.50	32,300	18.95	39,400
23	Construction	49-9099	Installation, Maintenance, and Repair Workers, All Other		20.70	43,000	16.10	33,500	18.50	38,400	26.25	54,600
23	Construction	51-0000	Production Occupations	590	24.80	51,600	16.75	34,800	25.30	52,600	30.30	63,000
23	Construction	51-2041	Structural Metal Fabricators and Fitters	110	33.55	69,700	22.25	46,300	39.20	81,600	44.50	92,600
23	Construction	51-4031	Cutting, Punching, and Press Machine Setters, Operators, and Tenders, Metal and Plastic		20.50	42,700	16.50	34,300	19.90	41,400	26.45	55,100
23	Construction	51-4121	Welders, Cutters, Solderers, and Brazers		22.95	47,700	14.45	30,100	26.35	54,900	29.10	60,500
23	Construction	51-7011	Cabinetmakers and Bench Carpenters		19.90	41,400	16.15	33,600	19.10	39,700	23.85	49,600
23	Construction	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers		32.20	66,900	31.95	66,500	34.45	71,700	36.90	76,800
23	Construction	53-0000	Transportation and Material Moving Occupations	1,130	24.85	51,700	18.45	38,400	24.30	50,500	29.90	62,200
23	Construction	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors		39.55	82,300	32.00	66,500	36.55	76,100	50.65	105,300
23	Construction	53-3032	Heavy and Tractor-Trailer Truck Drivers	380	29.30	61,000	25.65	53,400	28.55	59,400	31.90	66,300
23	Construction	53-3033	Light Truck or Delivery Services Drivers	200	19.45	40,500	14.50	30,100	18.95	39,400	23.95	49,900
23	Construction	53-7021	Crane and Tower Operators		30.40	63,200	21.75	45,200	23.75	49,400	37.05	77,000
23	Construction	53-7032	Excavating and Loading Machine and Dragline Operators		32.95	68,500	27.65	57,600	31.35	65,200	37.50	78,000
23	Construction	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	340	18.25	38,000	14.10	29,300	18.60	38,700	21.85	45,400
23	Construction	53-7072	Pump Operators, Except Wellhead Pumpers		29.90	62,200	22.70	47,300	31.40	65,300	36.55	76,000
31-33	Manufacturing	00-0000	Total all occupations	58,930	24.85	51,700	12.40	25,800	18.85	39,200	29.55	61,400
31-33	Manufacturing	11-0000	Management Occupations	3,170	77.75	161,700	49.85	103,600	66.40	138,200	94.85	197,300
31-33	Manufacturing	11-1021	General and Operations Managers	880	85.55	177,900	48.80	101,500	73.25	152,300		
31-33	Manufacturing	11-2021	Marketing Managers	120	93.90	195,300	61.35	127,600	78.95	164,200		
31-33	Manufacturing	11-2022	Sales Managers	230	80.00	166,400	53.85	112,000	66.80	138,900	96.65	201,000
31-33	Manufacturing	11-3011	Administrative Services Managers	120	64.30	133,800	50.40	104,800	59.05	122,800	72.30	150,400
31-33	Manufacturing	11-3021	Computer and Information Systems Managers	80	97.30	202,400	69.10	143,800	89.00	185,200		
31-33	Manufacturing	11-3031	Financial Managers	210	86.65	180,300	52.20	108,500	70.80	147,300		
31-33	Manufacturing	11-3051	Industrial Production Managers	890	65.65	136,600	44.45	92,400	57.40	119,400	78.10	162,500
31-33	Manufacturing	11-3061	Purchasing Managers	50	77.65	161,500	51.10	106,300	72.55	151,000	94.75	197,000
31-33	Manufacturing	11-3071	Transportation, Storage, and Distribution Managers	120	68.45	142,400	45.25	94,100	62.10	129,200	77.70	161,600
31-33	Manufacturing	11-3121	Human Resources Managers	50	80.70	167,800	60.10	125,000	73.00	151,900	93.25	193,900
31-33	Manufacturing	11-9041	Architectural and Engineering Managers	150	81.70	169,900	61.60	128,100	76.30	158,700	94.35	196,300
31-33	Manufacturing	11-9121	Natural Sciences Managers	50	90.15	187,500	70.25	146,100	82.85	172,300	99.65	207,300
31-33	Manufacturing	11-9199	Managers, All Other	180	71.15	148,000	53.50	111,300	69.40	144,300	81.85	170,300
31-33	Manufacturing	13-0000	Business and Financial Operations Occupations	2,140	39.05	81,200	29.75	61,900	36.50	75,900	46.70	97,100
31-33	Manufacturing	13-1020	Buyers and Purchasing Agents	340	35.00	72,800	28.00	58,200	33.70	70,100	40.00	83,200
31-33	Manufacturing	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	110	44.30	92,200	33.35	69,400	42.70	88,800	51.15	106,400
31-33	Manufacturing	13-1051	Cost Estimators	190	37.20	77,400	29.15	60,600	34.95	72,700	43.05	89,500
31-33	Manufacturing	13-1071	Human Resources Specialists	170	36.05	75,000	28.95	60,200	34.70	72,200	41.80	87,000
31-33	Manufacturing	13-1081	Logisticians	180	44.05	91,600	33.85	70,400	38.70	80,500	48.20	100,300
31-33	Manufacturing	13-1111	Management Analysts	50	52.70	109,700	42.25	87,900	55.05	114,500	63.95	133,000
31-33	Manufacturing	13-1141	Compensation, Benefits, and Job Analysis Specialists	30	38.50	80,000	25.15	52,300	40.85	85,000	48.60	101,000
31-33	Manufacturing	13-1151	Training and Development Specialists	30	41.10	85,500	29.85	62,100	39.95	83,100	53.25	110,800
31-33	Manufacturing	13-1161	Market Research Analysts and Marketing Specialists	220	39.20	81,500	27.90	58,000	36.40	75,700	48.60	101,100

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
31-33	Manufacturing	13-1199	Business Operations Specialists, All Other	200	34.90	72,600	27.95	58,100	34.80	72,400	39.95	83,000
31-33	Manufacturing	13-2011	Accountants and Auditors	550	39.75	82,700	30.60	63,600	37.15	77,200	48.00	99,900
31-33	Manufacturing	13-2051	Financial Analysts	40	51.65	107,500	40.00	83,200	49.95	103,900	67.85	141,100
31-33	Manufacturing	15-0000	Computer and Mathematical Occupations	800	42.95	89,400	29.50	61,300	39.20	81,500	55.10	114,600
31-33	Manufacturing	15-1121	Computer Systems Analysts	70	54.10	112,600	40.85	84,900	52.75	109,800	66.75	138,900
31-33	Manufacturing	15-1131	Computer Programmers	60	50.80	105,700	31.40	65,400	39.80	82,800	55.40	115,300
31-33	Manufacturing	15-1132	Software Developers, Applications	110	50.35	104,800	37.30	77,600	47.40	98,600	61.20	127,300
31-33	Manufacturing	15-1133	Software Developers, Systems Software	40	53.45	111,200	38.45	80,000	55.55	115,600	66.60	138,600
31-33	Manufacturing	15-1134	Web Developers	30	39.35	81,900	31.35	65,200	38.35	79,800	46.65	97,000
31-33	Manufacturing	15-1141	Database Administrators	30	60.30	125,400	46.45	96,600	57.80	120,300	74.35	154,700
31-33	Manufacturing	15-1142	Network and Computer Systems Administrators	160	48.10	100,000	35.00	72,800	45.40	94,400	58.95	122,600
31-33	Manufacturing	15-1151	Computer User Support Specialists	160	26.30	54,700	19.00	39,500	24.80	51,600	31.50	65,500
31-33	Manufacturing	15-1152	Computer Network Support Specialists	50	33.75	70,200	27.55	57,300	33.15	69,000	38.05	79,100
31-33	Manufacturing	15-1199	Computer Occupations, All Other	80	33.90	70,500	18.35	38,200	33.85	70,500	44.85	93,300
31-33	Manufacturing	17-0000	Architecture and Engineering Occupations	2,070	39.15	81,400	27.80	57,900	36.45	75,800	47.30	98,400
31-33	Manufacturing	17-2051	Civil Engineers		42.50	88,400	40.30	83,800	43.75	91,000	47.20	98,200
31-33	Manufacturing	17-2061	Computer Hardware Engineers	20	46.60	96,900	37.20	77,400	44.00	91,500	54.60	113,600
31-33	Manufacturing	17-2071	Electrical Engineers	210	51.30	106,700	35.30	73,400	50.45	105,000	62.95	130,900
31-33	Manufacturing	17-2072	Electronics Engineers, Except Computer	120	46.70	97,100	30.85	64,100	39.50	82,200	55.95	116,400
31-33	Manufacturing	17-2112	Industrial Engineers	500	40.60	84,500	29.70	61,800	39.75	82,700	48.50	100,900
31-33	Manufacturing	17-2131	Materials Engineers		40.75	84,700	32.30	67,200	41.00	85,300	50.00	104,000
31-33	Manufacturing	17-2141	Mechanical Engineers	400	41.00	85,300	33.10	68,800	37.80	78,700	47.20	98,100
31-33	Manufacturing	17-2199	Engineers, All Other	60	39.75	82,700	24.00	49,900	41.35	86,000	52.40	109,000
31-33	Manufacturing	17-3011	Architectural and Civil Drafters		29.90	62,200	24.55	51,100	31.45	65,400	35.50	73,900
31-33	Manufacturing	17-3012	Electrical and Electronics Drafters	30								
31-33	Manufacturing	17-3013	Mechanical Drafters	60	30.70	63,900	24.50	50,900	28.30	58,900	34.30	71,300
31-33	Manufacturing	17-3019	Drafters, All Other	30	22.55	46,900	16.55	34,400	18.85	39,200	24.90	51,800
31-33	Manufacturing	17-3023	Electrical and Electronics Engineering Technicians	240	28.70	59,700	22.10	46,000	28.25	58,800	35.60	74,000
31-33	Manufacturing	17-3026	Industrial Engineering Technicians	190	28.75	59,800	23.00	47,800	28.60	59,500	35.00	72,800
31-33	Manufacturing	17-3027	Mechanical Engineering Technicians	10	23.15	48,200	20.65	43,000	24.00	49,900	27.80	57,800
31-33	Manufacturing	17-3029	Engineering Technicians, Except Drafters, All Other	10	39.40	82,000	29.00	60,400	36.65	76,200	49.00	101,900
31-33	Manufacturing	19-0000	Life, Physical, and Social Science Occupations	1,000	38.75	80,600	24.65	51,300	33.70	70,100	48.45	100,700
31-33	Manufacturing	19-1012	Food Scientists and Technologists	170	32.30	67,200	18.15	37,700	24.45	50,900	40.30	83,800
31-33	Manufacturing	19-2031	Chemists		44.35	92,200	31.60	65,700	41.80	86,900	52.60	109,400
31-33	Manufacturing	19-4031	Chemical Technicians	200	22.65	47,100	18.75	39,000	22.40	46,600	26.75	55,700
31-33	Manufacturing	23-0000	Legal Occupations	20	68.45	142,400	36.15	75,200	56.30	117,100	94.25	196,100
31-33	Manufacturing	23-1011	Lawyers	20	79.60	165,600	46.95	97,700	82.50	171,600	98.60	205,100
31-33	Manufacturing	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	450	26.65	55,400	17.60	36,600	24.00	50,000	31.60	65,700
31-33	Manufacturing	27-1021	Commercial and Industrial Designers	110	34.50	71,800	22.95	47,800	30.05	62,500	39.25	81,600
31-33	Manufacturing	27-1024	Graphic Designers	280	22.25	46,300	14.80	30,800	21.00	43,600	28.15	58,600
31-33	Manufacturing	27-1029	Designers, All Other		24.85	51,700	17.05	35,500	19.30	40,100	27.60	57,400
31-33	Manufacturing	27-3042	Technical Writers	10	32.90	68,400	19.10	39,700	34.40	71,600	39.40	81,900
31-33	Manufacturing	29-0000	Healthcare Practitioners and Technical Occupations	180	34.45	71,600	22.25	46,300	34.55	71,800	42.80	89,100
31-33	Manufacturing	29-9011	Occupational Health and Safety Specialists	50	41.40	86,100	34.00	70,700	40.60	84,400	48.80	101,500
31-33	Manufacturing	29-9012	Occupational Health and Safety Technicians	40	32.95	68,500	23.15	48,100	34.05	70,800	38.10	79,200
31-33	Manufacturing	33-0000	Protective Service Occupations	70	16.45	34,200	13.00	27,000	15.05	31,300	18.90	39,300
31-33	Manufacturing	33-9032	Security Guards	60	16.20	33,700	12.90	26,800	14.95	31,100	18.45	38,400
31-33	Manufacturing	35-0000	Food Preparation and Serving-Related Occupations	660	11.35	23,600	10.15	21,100	11.05	23,000	12.00	24,900
31-33	Manufacturing	35-2021	Food Preparation Workers		11.60	24,100	9.40	19,500	11.00	22,900	12.25	25,500
31-33	Manufacturing	35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop		11.00	22,800	10.35	21,600	11.10	23,100	11.85	24,700

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
31-33	Manufacturing	37-0000	Building and Grounds Cleaning and Maintenance Occupations	420	14.55	30,200	10.80	22,400	12.95	27,000	16.45	34,200
31-33	Manufacturing	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	400	14.50	30,100	10.80	22,400	12.95	27,000	16.50	34,300
31-33	Manufacturing	41-0000	Sales and Related Occupations	3,040	37.65	78,300	23.25	48,300	33.85	70,400	46.30	96,300
31-33	Manufacturing	41-1011	First-Line Supervisors of Retail Sales Workers		31.25	65,000	23.90	49,700	33.55	69,800	37.50	78,000
31-33	Manufacturing	41-1012	First-Line Supervisors of Non-Retail Sales Workers	70	60.15	125,100	37.45	77,900	47.60	99,000	73.10	152,000
31-33	Manufacturing	41-2011	Cashiers		11.30	23,600	9.00	18,700	9.60	19,900	13.50	28,000
31-33	Manufacturing	41-2031	Retail Salespersons	150	13.10	27,300	9.70	20,100	11.45	23,900	14.45	30,000
31-33	Manufacturing	41-3099	Sales Representatives, Services, All Other	260	50.45	104,900	29.80	62,000	42.25	87,900	52.50	109,200
31-33	Manufacturing	41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	340	42.75	88,900	23.00	47,900	42.30	88,000	52.10	108,400
31-33	Manufacturing	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	1,830	38.50	80,000	27.30	56,800	34.85	72,500	45.40	94,400
31-33	Manufacturing	41-9031	Sales Engineers	100	52.55	109,300	36.55	76,000	46.60	96,900	59.60	123,900
31-33	Manufacturing	41-9099	Sales and Related Workers, All Other	50	22.35	46,500	13.55	28,200	23.15	48,100	29.25	60,800
31-33	Manufacturing	43-0000	Office and Administrative Support Occupations	7,720	20.95	43,500	14.30	29,700	19.70	41,000	26.35	54,800
31-33	Manufacturing	43-1011	First-Line Supervisors of Office and Administrative Support Workers	400	32.80	68,200	26.45	55,000	31.85	66,200	38.60	80,200
31-33	Manufacturing	43-3011	Bill and Account Collectors	60	24.60	51,200	20.05	41,700	23.15	48,200	28.55	59,300
31-33	Manufacturing	43-3021	Billing and Posting Clerks and Machine Operators	140	19.25	40,100	15.05	31,300	18.40	38,300	22.95	47,800
31-33	Manufacturing	43-3031	Bookkeeping, Accounting, and Auditing Clerks	950	23.15	48,200	19.35	40,300	23.45	48,800	27.80	57,800
31-33	Manufacturing	43-3051	Payroll and Timekeeping Clerks	60	26.15	54,400	22.55	46,900	26.90	55,900	30.15	62,700
31-33	Manufacturing	43-3061	Procurement Clerks	130	17.30	36,000	11.40	23,700	16.35	34,000	22.85	47,500
31-33	Manufacturing	43-4051	Customer Service Representatives	1,080	22.00	45,800	16.40	34,100	20.95	43,600	26.90	56,000
31-33	Manufacturing	43-4071	File Clerks	10	28.65	59,600	18.90	39,300	26.55	55,200	37.85	78,800
31-33	Manufacturing	43-4151	Order Clerks	120	19.50	40,500	15.15	31,600	18.20	37,900	23.40	48,700
31-33	Manufacturing	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	70	21.00	43,700	14.85	30,900	19.55	40,600	27.20	56,600
31-33	Manufacturing	43-4171	Receptionists and Information Clerks	130	17.35	36,100	14.65	30,500	17.25	35,900	19.50	40,600
31-33	Manufacturing	43-5032	Dispatchers, Except Police, Fire, and Ambulance		17.65	36,700	10.55	21,900	12.85	26,800	25.70	53,400
31-33	Manufacturing	43-5061	Production, Planning, and Expediting Clerks	520	26.15	54,400	21.25	44,200	26.50	55,100	30.50	63,400
31-33	Manufacturing	43-5071	Shipping, Receiving, and Traffic Clerks	1,500	17.65	36,700	12.45	25,900	16.35	34,000	21.20	44,100
31-33	Manufacturing	43-5081	Stock Clerks and Order Fillers	690	14.95	31,100	11.15	23,200	13.50	28,100	17.20	35,800
31-33	Manufacturing	43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping	100	19.95	41,500	10.55	21,900	17.45	36,300	27.20	56,500
31-33	Manufacturing	43-6011	Executive Secretaries and Executive Administrative Assistants	90	38.35	79,800	29.95	62,300	35.65	74,100	41.00	85,300
31-33	Manufacturing	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	640	20.20	42,000	15.20	31,600	19.95	41,500	24.65	51,300
31-33	Manufacturing	43-9021	Data Entry Keyers		19.90	41,400	15.65	32,600	19.05	39,600	23.65	49,200
31-33	Manufacturing	43-9061	Office Clerks, General	830	18.75	39,000	12.90	26,900	17.15	35,700	24.70	51,400
31-33	Manufacturing	47-0000	Construction and Extraction Occupations	450	27.80	57,800	18.15	37,700	25.80	53,700	33.95	70,600
31-33	Manufacturing	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	40	35.80	74,500	25.30	52,600	34.40	71,600	41.95	87,200
31-33	Manufacturing	47-2031	Carpenters	120	22.95	47,800	16.25	33,800	18.35	38,200	27.65	57,500
31-33	Manufacturing	47-2111	Electricians	70	28.95	60,300	20.40	42,400	24.55	51,100	37.65	78,300
31-33	Manufacturing	49-0000	Installation, Maintenance, and Repair Occupations	1,990	24.80	51,600	17.70	36,900	23.80	49,500	30.80	64,100
31-33	Manufacturing	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	150	41.35	86,000	33.55	69,800	40.85	85,000	49.35	102,700
31-33	Manufacturing	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	20	26.85	55,900	24.65	51,300	27.50	57,200	30.20	62,900
31-33	Manufacturing	49-3042	Mobile Heavy Equipment Mechanics, Except Engines		25.70	53,500	24.25	50,400	26.25	54,600	28.40	59,100
31-33	Manufacturing	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers		21.05	43,800	17.70	36,800	19.75	41,100	23.45	48,800
31-33	Manufacturing	49-9041	Industrial Machinery Mechanics	760	26.65	55,400	20.90	43,500	26.00	54,100	32.50	67,600
31-33	Manufacturing	49-9043	Maintenance Workers, Machinery	80	23.95	49,800	16.45	34,200	21.55	44,800	29.90	62,200
31-33	Manufacturing	49-9071	Maintenance and Repair Workers, General	570	19.95	41,500	11.55	24,000	19.25	40,000	26.75	55,700
31-33	Manufacturing	49-9098	Helpers--Installation, Maintenance, and Repair Workers	50	18.25	37,900	14.10	29,300	18.35	38,200	22.15	46,100
31-33	Manufacturing	49-9099	Installation, Maintenance, and Repair Workers, All Other		17.20	35,800	9.35	19,400	14.45	30,000	22.20	46,200
31-33	Manufacturing	51-0000	Production Occupations	29,300	17.80	37,000	11.20	23,300	15.40	32,000	22.25	46,300

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
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Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
31-33	Manufacturing	51-1011	First-Line Supervisors of Production and Operating Workers	1,980	34.45	71,600	26.65	55,400	33.70	70,100	41.40	86,100
31-33	Manufacturing	51-2021	Coil Winders, Tapers, and Finishers	10	20.35	42,300	17.35	36,100	18.85	39,200	20.85	43,400
31-33	Manufacturing	51-2028	Electrical, electronic, and electromechanical assemblers, except coil winders, tapers, and finishers	1,490	17.40	36,200	12.20	25,300	16.45	34,300	21.90	45,600
31-33	Manufacturing	51-2041	Structural Metal Fabricators and Fitters	190	22.50	46,800	17.05	35,400	21.45	44,600	27.45	57,100
31-33	Manufacturing	51-2098	Assemblers and fabricators, all other, including team assemblers	2,840	14.20	29,600	11.05	22,900	13.25	27,600	16.45	34,200
31-33	Manufacturing	51-3011	Bakers	620	15.65	32,600	10.75	22,300	14.65	30,500	20.75	43,200
31-33	Manufacturing	51-3021	Butchers and Meat Cutters	40	19.85	41,300	12.50	26,000	19.70	41,000	26.85	55,800
31-33	Manufacturing	51-3022	Meat, Poultry, and Fish Cutters and Trimmers	110	13.65	28,400	9.65	20,100	11.35	23,600	16.25	33,800
31-33	Manufacturing	51-3023	Slaughterers and Meat Packers	220	12.75	26,600	10.70	22,200	12.30	25,600	14.25	29,600
31-33	Manufacturing	51-3091	Food and Tobacco Roasting, Baking, and Drying Machine Operators and Tenders	150	13.15	27,300	9.30	19,300	11.65	24,200	16.90	35,200
31-33	Manufacturing	51-3092	Food Batchmakers	790	14.65	30,500	11.10	23,100	13.50	28,000	17.45	36,300
31-33	Manufacturing	51-3093	Food Cooking Machine Operators and Tenders	230	13.15	27,400	9.45	19,600	11.25	23,400	15.90	33,000
31-33	Manufacturing	51-3099	Food Processing Workers, All Other	150	10.90	22,600	9.30	19,300	9.70	20,100	11.45	23,800
31-33	Manufacturing	51-4011	Computer-Controlled Machine Tool Operators, Metal and Plastic	550	22.65	47,100	18.55	38,600	22.45	46,600	26.90	56,000
31-33	Manufacturing	51-4012	Computer Numerically Controlled Machine Tool Programmers, Metal a	100	26.40	54,900	19.50	40,500	24.80	51,600	32.60	67,800
31-33	Manufacturing	51-4021	Extruding and Drawing Machine Setters, Operators, and Tenders, Metal and	420	15.95	33,200	12.85	26,700	15.40	32,100	18.25	37,900
31-33	Manufacturing	51-4023	Rolling Machine Setters, Operators, and Tenders, Metal and Plastic		21.90	45,600	19.30	40,200	22.75	47,300	26.40	54,900
31-33	Manufacturing	51-4031	Cutting, Punching, and Press Machine Setters, Operators, and Tenders, Metal and Plastic	820	15.75	32,700	10.50	21,800	14.05	29,300	20.75	43,200
31-33	Manufacturing	51-4033	Grinding, Lapping, Polishing, and Buffing Machine Tool Setters, Operators, and Tenders, Metal and Plastic	240	19.05	39,600	14.35	29,800	17.65	36,700	22.85	47,500
31-33	Manufacturing	51-4034	Lathe and Turning Machine Tool Setters, Operators, and Tenders, Metal and Plastic	110	22.95	47,800	18.10	37,600	22.15	46,100	27.40	57,000
31-33	Manufacturing	51-4035	Milling and Planing Machine Setters, Operators, and Tenders, Metal and Plastic	70	18.65	38,700	13.60	28,300	16.25	33,800	22.15	46,100
31-33	Manufacturing	51-4041	Machinists	680	23.90	49,700	18.55	38,600	23.75	49,400	29.15	60,600
31-33	Manufacturing	51-4051	Metal-Refining Furnace Operators and Tenders		20.15	41,900	16.85	35,000	21.35	44,400	23.65	49,200
31-33	Manufacturing	51-4061	Model Makers, Metal and Plastic	30								
31-33	Manufacturing	51-4072	Molding, Coremaking, and Casting Machine Setters, Operators, and Tenders, Metal and Plastic	370	18.70	38,900	14.00	29,100	17.30	35,900	22.65	47,100
31-33	Manufacturing	51-4081	Multiple Machine Tool Setters, Operators, and Tenders, Metal and Plastic	140	16.15	33,600	12.60	26,200	14.90	31,000	18.75	39,000
31-33	Manufacturing	51-4111	Tool and Die Makers	110	26.80	55,700	22.15	46,100	27.15	56,500	31.05	64,600
31-33	Manufacturing	51-4121	Welders, Cutters, Solderers, and Brazers	740	21.45	44,600	16.00	33,300	20.15	41,900	26.20	54,500
31-33	Manufacturing	51-4122	Welding, Soldering, and Brazing Machine Setters, Operators, and Tenders	30	20.80	43,300	16.80	35,000	20.80	43,300	24.95	51,900
31-33	Manufacturing	51-4193	Plating and Coating Machine Setters, Operators, and Tenders, Metal and Plastic	220	16.30	34,000	11.10	23,100	15.25	31,700	20.85	43,400
31-33	Manufacturing	51-4199	Metal Workers and Plastic Workers, All Other		14.45	30,000	12.80	26,700	14.65	30,500	16.65	34,700
31-33	Manufacturing	51-5111	Prepress Technicians and Workers	310	28.45	59,200	25.50	53,000	28.40	59,100	31.30	65,100
31-33	Manufacturing	51-5112	Printing Press Operators	910	21.60	45,000	15.85	33,000	19.45	40,500	26.90	55,900
31-33	Manufacturing	51-5113	Print Binding and Finishing Workers	490	17.50	36,400	9.85	20,500	13.65	28,400	24.75	51,500
31-33	Manufacturing	51-6021	Pressers, Textile, Garment, and Related Materials	80	11.35	23,600	9.30	19,300	10.15	21,100	12.80	26,600
31-33	Manufacturing	51-6031	Sewing Machine Operators	1,710	10.75	22,400	9.15	19,000	9.70	20,100	11.80	24,600
31-33	Manufacturing	51-6061	Textile Bleaching and Dyeing Machine Operators and Tenders	100	14.95	31,100	12.65	26,300	14.55	30,300	17.20	35,800
31-33	Manufacturing	51-6062	Textile Cutting Machine Setters, Operators, and Tenders	200	14.85	30,900	12.20	25,400	13.65	28,400	15.60	32,400
31-33	Manufacturing	51-6063	Textile Knitting and Weaving Machine Setters, Operators, and Tenders	50	13.95	29,000	11.20	23,300	13.70	28,400	16.80	34,900
31-33	Manufacturing	51-6064	Textile Winding, Twisting, and Drawing Out Machine Setters, Operators,	30	14.55	30,300	13.15	27,400	14.35	29,800	15.65	32,600
31-33	Manufacturing	51-6092	Fabric and Apparel Patternmakers	210	12.45	25,900	9.10	18,900	9.40	19,500	9.70	20,100
31-33	Manufacturing	51-6099	Textile, Apparel, and Furnishings Workers, All Other	160	11.70	24,400	9.15	19,000	10.15	21,200	13.55	28,100

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
31-33	Manufacturing	51-7011	Cabinetmakers and Bench Carpenters	270	24.60	51,200	21.20	44,100	24.65	51,300	28.65	59,600
31-33	Manufacturing	51-7021	Furniture Finishers	150	14.60	30,400	11.45	23,800	13.60	28,300	16.95	35,300
31-33	Manufacturing	51-7042	Woodworking Machine Setters, Operators, and Tenders, Except Sawing		14.70	30,600	11.70	24,300	14.55	30,200	17.00	35,300
31-33	Manufacturing	51-9011	Chemical Equipment Operators and Tenders	410	20.15	41,900	15.05	31,300	19.45	40,400	24.35	50,600
31-33	Manufacturing	51-9021	Crushing, Grinding, and Polishing Machine Setters, Operators, and Tenders	160	17.95	37,300	14.55	30,200	17.35	36,100	21.70	45,200
31-33	Manufacturing	51-9022	Grinding and Polishing Workers, Hand		18.00	37,500	14.10	29,400	17.55	36,500	21.40	44,500
31-33	Manufacturing	51-9023	Mixing and Blending Machine Setters, Operators, and Tenders	590	19.05	39,600	14.65	30,500	18.50	38,500	23.45	48,800
31-33	Manufacturing	51-9031	Cutters and Trimmers, Hand	210	10.50	21,900	8.95	18,600	9.20	19,200	9.60	19,900
31-33	Manufacturing	51-9032	Cutting and Slicing Machine Setters, Operators, and Tenders	310	17.20	35,800	13.65	28,400	15.85	33,000	20.65	43,000
31-33	Manufacturing	51-9041	Extruding, Forming, Pressing, and Compacting Machine Setters, Operators, and Tenders	410	15.75	32,800	12.05	25,100	15.60	32,400	18.50	38,500
31-33	Manufacturing	51-9051	Furnace, Kiln, Oven, Drier, and Kettle Operators and Tenders	40	18.35	38,200	15.25	31,700	17.50	36,400	21.20	44,100
31-33	Manufacturing	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	1,730	18.15	37,800	12.30	25,600	17.20	35,800	22.90	47,600
31-33	Manufacturing	51-9071	Jewelers and Precious Stone and Metal Workers	30	20.20	42,100	17.35	36,000	20.35	42,300	23.35	48,600
31-33	Manufacturing	51-9081	Dental Laboratory Technicians		21.70	45,100	18.20	37,900	21.30	44,300	24.25	50,400
31-33	Manufacturing	51-9111	Packaging and Filling Machine Operators and Tenders	1,800	13.20	27,500	9.85	20,500	11.65	24,200	14.95	31,100
31-33	Manufacturing	51-9121	Coating, Painting, and Spraying Machine Setters, Operators, and Tenders	480	15.75	32,800	12.15	25,200	14.50	30,100	19.95	41,500
31-33	Manufacturing	51-9123	Painting, Coating, and Decorating Workers		15.60	32,400	11.10	23,100	12.30	25,600	20.05	41,700
31-33	Manufacturing	51-9191	Adhesive Bonding Machine Operators and Tenders		18.40	38,200	15.45	32,100	18.15	37,800	21.45	44,600
31-33	Manufacturing	51-9192	Cleaning, Washing, and Metal Pickling Equipment Operators and Tenders	10	21.85	45,400	18.05	37,600	21.75	45,200	24.25	50,500
31-33	Manufacturing	51-9194	Etchers and Engravers		15.85	33,000	12.95	26,900	16.75	34,900	18.50	38,500
31-33	Manufacturing	51-9195	Molders, Shapers, and Casters, Except Metal and Plastic	280	22.80	47,400	19.15	39,900	22.85	47,600	26.40	55,000
31-33	Manufacturing	51-9196	Paper Goods Machine Setters, Operators, and Tenders	660	14.75	30,700	9.80	20,400	13.35	27,700	18.60	38,600
31-33	Manufacturing	51-9198	Helpers--Production Workers	910	12.25	25,500	9.60	19,900	11.55	24,000	14.10	29,300
31-33	Manufacturing	51-9199	Production Workers, All Other	1,280	15.05	31,300	9.65	20,100	11.00	22,900	15.95	33,100
31-33	Manufacturing	53-0000	Transportation and Material Moving Occupations	5,450	15.85	33,000	10.90	22,700	13.95	29,100	18.95	39,400
31-33	Manufacturing	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	220	28.85	60,000	22.35	46,500	27.15	56,400	34.55	71,900
31-33	Manufacturing	53-3031	Driver/Sales Workers		16.60	34,600	13.50	28,000	15.30	31,800	19.05	39,600
31-33	Manufacturing	53-3032	Heavy and Tractor-Trailer Truck Drivers	420	25.95	54,000	20.90	43,500	25.10	52,200	30.70	63,900
31-33	Manufacturing	53-3033	Light Truck or Delivery Services Drivers	490	17.65	36,800	13.60	28,300	16.85	35,000	21.70	45,100
31-33	Manufacturing	53-7011	Conveyor Operators and Tenders		15.30	31,800	11.45	23,800	14.25	29,600	18.75	39,000
31-33	Manufacturing	53-7051	Industrial Truck and Tractor Operators	570	15.90	33,000	11.90	24,700	14.40	29,900	18.25	37,900
31-33	Manufacturing	53-7061	Cleaners of Vehicles and Equipment	190	14.05	29,200	10.95	22,700	13.35	27,800	16.90	35,200
31-33	Manufacturing	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	1,860	14.65	30,500	11.20	23,300	13.95	29,000	17.40	36,200
31-33	Manufacturing	53-7063	Machine Feeders and Offbearers	100	13.85	28,800	11.00	22,900	12.35	25,700	16.60	34,500
31-33	Manufacturing	53-7064	Packers and Packagers, Hand	1,440	11.85	24,700	9.70	20,200	10.90	22,700	12.80	26,600
42	Wholesale Trade	00-0000	Total all occupations	56,140	31.80	66,100	15.25	31,700	23.70	49,300	37.00	77,000
42	Wholesale Trade	11-0000	Management Occupations	6,220	79.35	165,000	50.10	104,200	68.55	142,600	98.25	204,400
42	Wholesale Trade	11-1011	Chief Executives	60	104.05	216,400	82.25	171,000	94.50	196,600		
42	Wholesale Trade	11-1021	General and Operations Managers	2,600	89.85	186,800	51.90	107,900	79.40	165,200		
42	Wholesale Trade	11-2011	Advertising and Promotions Managers	10	81.80	170,200	51.70	107,500	69.90	145,400	99.15	206,300
42	Wholesale Trade	11-2021	Marketing Managers	510	74.35	154,600	50.00	104,000	61.10	127,100	83.40	173,500
42	Wholesale Trade	11-2022	Sales Managers	1,160	72.60	151,000	47.90	99,600	63.50	132,100	89.10	185,300
42	Wholesale Trade	11-3011	Administrative Services Managers	70	74.05	154,000	46.65	97,100	59.35	123,400	79.40	165,200
42	Wholesale Trade	11-3021	Computer and Information Systems Managers	140	75.55	157,200	60.15	125,200	72.70	151,200	86.10	179,100
42	Wholesale Trade	11-3031	Financial Managers	470	81.70	169,900	63.85	132,800	74.65	155,300	93.15	193,800
42	Wholesale Trade	11-3051	Industrial Production Managers	100	69.30	144,200	46.20	96,100	60.45	125,800	79.25	164,900
42	Wholesale Trade	11-3061	Purchasing Managers	80	95.30	198,300	65.65	136,500	78.10	162,400		

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
42	Wholesale Trade	11-3071	Transportation, Storage, and Distribution Managers	340	53.95	112,200	40.50	84,300	49.55	103,100	63.70	132,500
42	Wholesale Trade	11-3121	Human Resources Managers	70	66.95	139,300	48.75	101,400	60.05	124,900	80.35	167,100
42	Wholesale Trade	11-9021	Construction Managers		58.15	121,000	52.65	109,500	56.85	118,200	61.00	126,900
42	Wholesale Trade	11-9041	Architectural and Engineering Managers	40	65.75	136,700	55.75	115,900	65.70	136,600	77.10	160,400
42	Wholesale Trade	11-9199	Managers, All Other	510	62.10	129,200	47.15	98,100	58.90	122,500	73.75	153,400
42	Wholesale Trade	13-0000	Business and Financial Operations Occupations	3,990	37.65	78,300	27.95	58,200	35.30	73,400	44.50	92,500
42	Wholesale Trade	13-1020	Buyers and Purchasing Agents	700	40.75	84,800	28.25	58,700	35.65	74,200	48.15	100,200
42	Wholesale Trade	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	140	39.20	81,600	27.40	57,000	36.90	76,800	47.40	98,600
42	Wholesale Trade	13-1051	Cost Estimators	20	38.85	80,900	29.15	60,600	40.00	83,200	46.90	97,500
42	Wholesale Trade	13-1071	Human Resources Specialists	200	35.30	73,400	28.95	60,200	34.30	71,400	40.45	84,100
42	Wholesale Trade	13-1081	Logisticians	350	37.25	77,400	29.45	61,300	36.70	76,300	45.00	93,600
42	Wholesale Trade	13-1111	Management Analysts	90	38.05	79,200	30.95	64,400	36.50	76,000	46.15	95,900
42	Wholesale Trade	13-1121	Meeting, Convention, and Event Planners	30	36.20	75,300	30.35	63,100	35.80	74,400	41.40	86,200
42	Wholesale Trade	13-1141	Compensation, Benefits, and Job Analysis Specialists	40	39.75	82,700	29.55	61,500	40.70	84,600	49.35	102,700
42	Wholesale Trade	13-1151	Training and Development Specialists	60	37.85	78,800	26.10	54,300	39.30	81,700	46.75	97,200
42	Wholesale Trade	13-1161	Market Research Analysts and Marketing Specialists	580	32.05	66,700	19.10	39,800	31.10	64,700	41.00	85,300
42	Wholesale Trade	13-1199	Business Operations Specialists, All Other	810	34.40	71,600	27.40	57,000	33.25	69,200	38.90	80,900
42	Wholesale Trade	13-2011	Accountants and Auditors	690	43.15	89,800	32.70	68,000	37.95	78,900	50.00	104,000
42	Wholesale Trade	13-2031	Budget Analysts	60	35.60	74,100	23.75	49,400	40.30	83,800	45.80	95,300
42	Wholesale Trade	13-2041	Credit Analysts	90	34.50	71,700	26.60	55,300	30.60	63,700	40.10	83,400
42	Wholesale Trade	13-2051	Financial Analysts	50	50.95	106,000	33.85	70,400	43.05	89,500	66.90	139,200
42	Wholesale Trade	13-2099	Financial Specialists, All Other	80	36.40	75,700	28.00	58,300	36.90	76,800	45.35	94,400
42	Wholesale Trade	15-0000	Computer and Mathematical Occupations	1,030	40.55	84,300	26.50	55,100	39.15	81,500	52.60	109,400
42	Wholesale Trade	15-1121	Computer Systems Analysts		27.50	57,200	20.65	42,900	22.55	46,900	32.45	67,500
42	Wholesale Trade	15-1131	Computer Programmers	50	48.25	100,300	37.70	78,400	47.10	97,900	59.50	123,800
42	Wholesale Trade	15-1132	Software Developers, Applications	230	51.65	107,400	41.15	85,600	53.10	110,500	60.80	126,400
42	Wholesale Trade	15-1133	Software Developers, Systems Software		56.80	118,100	48.95	101,900	56.75	118,000	64.40	134,000
42	Wholesale Trade	15-1134	Web Developers	70	38.20	79,400	30.70	63,900	36.05	75,000	41.75	86,900
42	Wholesale Trade	15-1141	Database Administrators	20	41.10	85,500	21.10	43,900	44.30	92,100	58.60	121,900
42	Wholesale Trade	15-1142	Network and Computer Systems Administrators	130	44.45	92,500	33.55	69,800	43.55	90,600	52.25	108,700
42	Wholesale Trade	15-1143	Computer Network Architects		69.50	144,600	55.15	114,800	71.10	147,800	86.10	179,100
42	Wholesale Trade	15-1151	Computer User Support Specialists	220	29.35	61,000	19.25	40,000	26.60	55,300	38.65	80,300
42	Wholesale Trade	15-1152	Computer Network Support Specialists	50	34.45	71,700	26.70	55,600	33.75	70,200	41.95	87,300
42	Wholesale Trade	15-1199	Computer Occupations, All Other	100	28.25	58,800	18.10	37,600	26.60	55,300	36.20	75,300
42	Wholesale Trade	17-0000	Architecture and Engineering Occupations	410	39.35	81,900	28.25	58,800	38.35	79,700	49.55	103,000
42	Wholesale Trade	17-2071	Electrical Engineers	90	47.75	99,300	37.90	78,900	46.05	95,700	63.15	131,300
42	Wholesale Trade	17-2072	Electronics Engineers, Except Computer	30	49.35	102,600	36.65	76,300	46.40	96,500	59.10	122,900
42	Wholesale Trade	17-2112	Industrial Engineers	60	43.45	90,300	36.40	75,700	42.65	88,700	48.65	101,200
42	Wholesale Trade	17-2141	Mechanical Engineers	40	45.90	95,500	40.20	83,600	46.60	96,900	55.40	115,200
42	Wholesale Trade	17-3013	Mechanical Drafters		20.95	43,600	11.50	23,900	17.60	36,600	30.15	62,700
42	Wholesale Trade	17-3023	Electrical and Electronics Engineering Technicians	40	31.50	65,500	23.25	48,300	33.10	68,800	37.35	77,600
42	Wholesale Trade	19-0000	Life, Physical, and Social Science Occupations		39.45	82,100	28.75	59,800	35.50	73,900	45.00	93,600
42	Wholesale Trade	23-0000	Legal Occupations	40	70.50	146,600	35.95	74,800	49.55	103,000	97.10	201,900
42	Wholesale Trade	23-1011	Lawyers	30	81.55	169,600	43.15	89,700	72.15	150,100		
42	Wholesale Trade	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	610	32.25	67,000	22.35	46,500	28.85	60,100	38.25	79,600
42	Wholesale Trade	27-1021	Commercial and Industrial Designers	70	33.75	70,200	25.05	52,100	32.05	66,700	38.45	79,900
42	Wholesale Trade	27-1022	Fashion Designers	140	35.85	74,500	25.05	52,100	29.35	61,100	38.50	80,100
42	Wholesale Trade	27-1024	Graphic Designers	160	27.30	56,800	20.75	43,200	25.45	52,900	30.40	63,200
42	Wholesale Trade	27-1025	Interior Designers		40.40	84,000	40.75	84,800	45.45	94,500	50.05	104,100

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
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Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
42	Wholesale Trade	27-1026	Merchandise Displayers and Window Trimmers	40	22.05	45,900	17.45	36,300	21.75	45,200	26.15	54,400
42	Wholesale Trade	27-3031	Public Relations Specialists		37.65	78,300	27.95	58,200	33.20	69,000	38.65	80,400
42	Wholesale Trade	27-4021	Photographers	20	25.15	52,300	18.90	39,300	25.30	52,600	31.50	65,500
42	Wholesale Trade	29-0000	Healthcare Practitioners and Technical Occupations		34.10	70,900	13.60	28,300	22.95	47,800	56.55	117,600
42	Wholesale Trade	37-0000	Building and Grounds Cleaning and Maintenance Occupations	330	15.40	32,000	12.20	25,400	14.25	29,700	17.55	36,500
42	Wholesale Trade	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	10	21.00	43,700	17.60	36,600	21.15	44,000	23.95	49,800
42	Wholesale Trade	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	300	15.00	31,200	12.05	25,100	14.10	29,300	16.75	34,800
42	Wholesale Trade	41-0000	Sales and Related Occupations	10,480	34.70	72,100	20.05	41,700	29.25	60,900	42.25	87,800
42	Wholesale Trade	41-1011	First-Line Supervisors of Retail Sales Workers	130	28.40	59,100	20.60	42,900	29.70	61,800	35.25	73,400
42	Wholesale Trade	41-1012	First-Line Supervisors of Non-Retail Sales Workers	410	41.80	86,900	33.15	69,000	37.25	77,400	45.30	94,300
42	Wholesale Trade	41-2011	Cashiers		14.35	29,800	9.65	20,100	11.40	23,700	18.10	37,600
42	Wholesale Trade	41-2022	Parts Salespersons		23.20	48,200	17.90	37,200	22.80	47,400	27.65	57,500
42	Wholesale Trade	41-2031	Retail Salespersons	530	16.00	33,300	11.75	24,500	14.25	29,600	17.65	36,700
42	Wholesale Trade	41-3099	Sales Representatives, Services, All Other	720	37.40	77,700	24.15	50,200	33.30	69,200	46.75	97,200
42	Wholesale Trade	41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	480	52.30	108,800	38.90	81,000	45.70	95,000	56.05	116,600
42	Wholesale Trade	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	7,140	35.75	74,400	21.20	44,100	29.35	61,000	42.65	88,700
42	Wholesale Trade	41-9031	Sales Engineers	140	49.45	102,900	33.35	69,300	44.40	92,400	61.85	128,600
42	Wholesale Trade	41-9041	Telemarketers		15.20	31,700	11.35	23,600	14.25	29,600	18.50	38,400
42	Wholesale Trade	41-9099	Sales and Related Workers, All Other	570	22.85	47,500	13.35	27,800	19.80	41,200	30.40	63,200
42	Wholesale Trade	43-0000	Office and Administrative Support Occupations	13,620	21.90	45,500	14.20	29,600	19.30	40,100	25.05	52,100
42	Wholesale Trade	43-1011	First-Line Supervisors of Office and Administrative Support Workers	810	30.85	64,200	23.60	49,100	30.15	62,700	36.60	76,100
42	Wholesale Trade	43-3011	Bill and Account Collectors	120	27.40	57,000	20.00	41,600	25.35	52,700	35.10	73,000
42	Wholesale Trade	43-3021	Billing and Posting Clerks and Machine Operators	140	23.05	47,900	17.80	37,000	22.00	45,800	26.45	55,000
42	Wholesale Trade	43-3031	Bookkeeping, Accounting, and Auditing Clerks	1,610	24.05	50,100	17.10	35,600	22.70	47,200	28.30	58,800
42	Wholesale Trade	43-3051	Payroll and Timekeeping Clerks	130	21.80	45,400	15.25	31,700	18.75	39,000	28.35	59,000
42	Wholesale Trade	43-3061	Procurement Clerks	130	25.35	52,700	18.95	39,400	21.60	44,900	24.05	50,000
42	Wholesale Trade	43-4041	Credit Authorizers, Checkers, and Clerks	80	19.25	40,100	16.30	33,900	19.35	40,300	22.55	46,900
42	Wholesale Trade	43-4051	Customer Service Representatives	2,700	20.90	43,500	16.40	34,100	20.55	42,800	24.50	51,000
42	Wholesale Trade	43-4071	File Clerks	20	16.35	34,000	9.50	19,700	12.40	25,800	21.15	44,000
42	Wholesale Trade	43-4151	Order Clerks	480	22.00	45,700	16.10	33,500	22.90	47,700	28.00	58,200
42	Wholesale Trade	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	40	21.05	43,800	18.95	39,400	21.25	44,200	23.50	48,900
42	Wholesale Trade	43-4171	Receptionists and Information Clerks	450	13.25	27,600	8.95	18,600	11.35	23,600	16.10	33,500
42	Wholesale Trade	43-5021	Couriers and Messengers		17.05	35,500	14.95	31,100	16.95	35,200	19.05	39,600
42	Wholesale Trade	43-5032	Dispatchers, Except Police, Fire, and Ambulance	160	17.85	37,200	13.80	28,700	15.20	31,600	21.55	44,800
42	Wholesale Trade	43-5061	Production, Planning, and Expediting Clerks	70	26.00	54,100	20.90	43,500	25.90	53,800	31.20	64,900
42	Wholesale Trade	43-5071	Shipping, Receiving, and Traffic Clerks	2,010	16.70	34,800	12.20	25,400	15.30	31,800	19.90	41,400
42	Wholesale Trade	43-5081	Stock Clerks and Order Fillers	1,770	16.40	34,100	12.00	25,000	15.30	31,800	19.75	41,100
42	Wholesale Trade	43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping	110	15.90	33,100	11.05	23,000	13.65	28,400	19.65	40,900
42	Wholesale Trade	43-6011	Executive Secretaries and Executive Administrative Assistants	520	66.60	138,500	25.15	52,400	40.55	84,300		
42	Wholesale Trade	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	710	20.55	42,800	14.80	30,800	20.85	43,300	26.20	54,500
42	Wholesale Trade	43-9011	Computer Operators	30	24.80	51,600	21.80	45,400	24.40	50,700	27.55	57,300
42	Wholesale Trade	43-9021	Data Entry Keyers	140	20.85	43,400	16.25	33,800	20.15	41,900	24.25	50,500
42	Wholesale Trade	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	10	14.60	30,400	9.45	19,700	9.85	20,500	24.25	50,400
42	Wholesale Trade	43-9061	Office Clerks, General	1,280	17.05	35,500	12.15	25,300	16.25	33,800	21.05	43,800
42	Wholesale Trade	47-0000	Construction and Extraction Occupations		39.80	82,800	24.55	51,000	30.30	63,000	56.95	118,400
42	Wholesale Trade	47-1011	First-Line Supervisors of Construction Trades and Extraction Work		57.20	118,900	44.30	92,100	65.45	136,100	72.10	149,900
42	Wholesale Trade	49-0000	Installation, Maintenance, and Repair Occupations	2,570	24.60	51,200	16.45	34,200	23.85	49,600	31.20	64,900
42	Wholesale Trade	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	230	35.80	74,500	30.10	62,600	34.95	72,700	40.50	84,300

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
42	Wholesale Trade	49-2011	Computer, Automated Teller, and Office Machine Repairers	170	25.10	52,200	19.70	40,900	24.30	50,600	28.80	59,900
42	Wholesale Trade	49-3021	Automotive Body and Related Repairers		28.30	58,900	23.35	48,600	27.20	56,500	30.70	63,800
42	Wholesale Trade	49-3023	Automotive Service Technicians and Mechanics		16.15	33,600	10.10	21,000	10.95	22,700	13.45	27,900
42	Wholesale Trade	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	160	31.10	64,700	24.45	50,800	32.10	66,700	36.60	76,200
42	Wholesale Trade	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers		22.00	45,800	18.70	38,900	22.15	46,100	25.30	52,600
42	Wholesale Trade	49-9041	Industrial Machinery Mechanics	130	25.55	53,200	17.10	35,600	24.65	51,300	33.40	69,400
42	Wholesale Trade	49-9061	Camera and Photographic Equipment Repairers		24.80	51,600	22.20	46,200	26.05	54,200	28.75	59,700
42	Wholesale Trade	49-9062	Medical Equipment Repairers	170	22.90	47,600	16.60	34,500	21.70	45,100	27.75	57,700
42	Wholesale Trade	49-9071	Maintenance and Repair Workers, General	260	24.05	50,000	17.70	36,800	24.95	51,900	29.55	61,400
42	Wholesale Trade	49-9098	Helpers--Installation, Maintenance, and Repair Workers	30	23.90	49,700	20.55	42,700	24.95	51,900	28.40	59,100
42	Wholesale Trade	49-9099	Installation, Maintenance, and Repair Workers, All Other	120	20.70	43,100	16.75	34,900	18.50	38,500	22.20	46,200
42	Wholesale Trade	51-0000	Production Occupations	3,070	18.20	37,800	12.35	25,600	16.05	33,400	22.65	47,100
42	Wholesale Trade	51-1011	First-Line Supervisors of Production and Operating Workers	220	30.55	63,500	23.85	49,600	28.95	60,200	36.00	74,900
42	Wholesale Trade	51-2028	Electrical, electronic, and electromechanical assemblers, except coil winders, tapers, and finishers		14.90	31,000	12.15	25,300	13.85	28,800	15.45	32,100
42	Wholesale Trade	51-2098	Assemblers and fabricators, all other, including team assemblers	280	14.20	29,600	11.95	24,900	13.85	28,800	16.25	33,800
42	Wholesale Trade	51-3011	Bakers		16.95	35,300	14.90	31,000	16.80	34,900	18.65	38,800
42	Wholesale Trade	51-3021	Butchers and Meat Cutters		19.75	41,100	15.95	33,200	19.20	39,900	23.55	49,000
42	Wholesale Trade	51-4031	Cutting, Punching, and Press Machine Setters, Operators, and Tenders, Metal and Plastic	80	17.00	35,400	14.65	30,500	16.60	34,600	18.85	39,200
42	Wholesale Trade	51-4041	Machinists		24.90	51,700	20.75	43,100	25.90	53,900	28.95	60,200
42	Wholesale Trade	51-4121	Welders, Cutters, Solderers, and Brazers	60	22.50	46,800	17.80	37,000	22.50	46,800	27.00	56,200
42	Wholesale Trade	51-6031	Sewing Machine Operators		11.65	24,200	8.90	18,500	9.25	19,200	14.65	30,400
42	Wholesale Trade	51-9032	Cutting and Slicing Machine Setters, Operators, and Tenders		16.50	34,300	13.60	28,300	15.10	31,400	19.30	40,200
42	Wholesale Trade	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	360	23.60	49,100	14.65	30,400	21.25	44,200	32.65	67,900
42	Wholesale Trade	51-9111	Packaging and Filling Machine Operators and Tenders		11.85	24,600	9.30	19,400	10.20	21,200	13.05	27,100
42	Wholesale Trade	51-9198	Helpers--Production Workers		13.25	27,600	9.65	20,100	11.15	23,200	16.45	34,200
42	Wholesale Trade	51-9199	Production Workers, All Other	170	13.25	27,500	9.90	20,600	11.50	24,000	13.75	28,600
42	Wholesale Trade	53-0000	Transportation and Material Moving Occupations	12,790	18.90	39,300	12.55	26,100	16.75	34,900	24.05	50,000
42	Wholesale Trade	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	920	31.05	64,600	23.85	49,600	30.30	63,100	38.00	79,100
42	Wholesale Trade	53-3031	Driver/Sales Workers		18.10	37,600	13.90	28,900	16.35	34,000	22.35	46,400
42	Wholesale Trade	53-3032	Heavy and Tractor-Trailer Truck Drivers	1,810	24.25	50,400	19.75	41,000	24.55	51,100	28.85	60,000
42	Wholesale Trade	53-3033	Light Truck or Delivery Services Drivers	1,390	20.10	41,900	14.75	30,700	18.40	38,300	24.95	51,900
42	Wholesale Trade	53-7051	Industrial Truck and Tractor Operators	590	18.55	38,600	13.90	28,900	15.80	32,800	22.85	47,600
42	Wholesale Trade	53-7061	Cleaners of Vehicles and Equipment		17.70	36,800	14.90	31,000	17.15	35,700	19.00	39,500
42	Wholesale Trade	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	6,320	15.80	32,900	11.20	23,200	14.15	29,500	18.55	38,600
42	Wholesale Trade	53-7064	Packers and Packagers, Hand	760	14.30	29,800	11.00	22,900	12.55	26,100	16.90	35,200
42	Wholesale Trade	53-7072	Pump Operators, Except Wellhead Pumpers		22.25	46,300	20.40	42,400	23.90	49,800	27.85	57,900
44-45	Retail Trade	00-0000	Total all occupations	103,680	18.05	37,600	10.30	21,400	12.90	26,800	19.80	41,200
44-45	Retail Trade	11-0000	Management Occupations	2,000	64.85	134,900	37.85	78,800	52.95	110,100	78.70	163,700
44-45	Retail Trade	11-1021	General and Operations Managers	1,240	53.25	110,800	34.75	72,300	43.95	91,400	62.55	130,100
44-45	Retail Trade	11-2021	Marketing Managers	80	81.80	170,100	58.00	120,600	83.05	172,800	97.65	203,100
44-45	Retail Trade	11-2022	Sales Managers	320	81.65	169,800	54.45	113,200	69.65	144,900		
44-45	Retail Trade	11-3011	Administrative Services Managers	60	73.50	152,900	50.90	105,900	64.25	133,600	93.85	195,300
44-45	Retail Trade	11-3021	Computer and Information Systems Managers	80	105.95	220,400	78.25	162,700	97.35	202,500		
44-45	Retail Trade	11-3031	Financial Managers	50	93.20	193,900	60.80	126,500	84.20	175,100		
44-45	Retail Trade	11-3061	Purchasing Managers	30	90.95	189,200	60.55	126,000	86.65	180,300		
44-45	Retail Trade	11-3071	Transportation, Storage, and Distribution Managers	40	69.85	145,300	47.40	98,600	57.45	119,500	72.55	150,900
44-45	Retail Trade	11-3121	Human Resources Managers	20	64.10	133,300	47.75	99,300	62.55	130,100	80.50	167,400

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: *BY INDUSTRY SECTOR***

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
44-45	Retail Trade	11-9199	Managers, All Other	50	74.75	155,500	56.65	117,900	69.45	144,400	88.30	183,700
44-45	Retail Trade	13-0000	Business and Financial Operations Occupations	1,760	41.80	86,900	29.95	62,300	38.70	80,500	50.50	105,000
44-45	Retail Trade	13-1020	Buyers and Purchasing Agents	190	33.80	70,300	25.35	52,800	31.60	65,700	38.45	80,000
44-45	Retail Trade	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	10	32.95	68,600	19.00	39,500	23.50	48,900	37.70	78,400
44-45	Retail Trade	13-1051	Cost Estimators	20	47.75	99,300	32.80	68,300	40.15	83,500	69.40	144,400
44-45	Retail Trade	13-1071	Human Resources Specialists	200	41.50	86,300	28.40	59,000	39.20	81,600	50.50	105,000
44-45	Retail Trade	13-1081	Logisticians	170	44.55	92,700	34.35	71,400	40.10	83,400	51.70	107,500
44-45	Retail Trade	13-1111	Management Analysts	90	50.50	105,000	36.80	76,500	46.75	97,200	68.90	143,400
44-45	Retail Trade	13-1151	Training and Development Specialists	60	33.40	69,500	26.60	55,400	34.00	70,700	39.90	83,000
44-45	Retail Trade	13-1161	Market Research Analysts and Marketing Specialists	360	40.45	84,200	28.80	59,900	37.65	78,300	50.20	104,400
44-45	Retail Trade	13-1199	Business Operations Specialists, All Other	220	42.60	88,600	32.90	68,400	42.60	88,600	49.35	102,700
44-45	Retail Trade	13-2011	Accountants and Auditors	190	44.25	92,000	33.55	69,800	40.00	83,200	52.20	108,500
44-45	Retail Trade	13-2051	Financial Analysts		34.10	70,900	28.50	59,300	31.45	65,400	39.55	82,300
44-45	Retail Trade	13-2072	Loan Officers	180	48.70	101,300	30.75	64,000	50.20	104,500	59.55	123,800
44-45	Retail Trade	15-0000	Computer and Mathematical Occupations	740	51.20	106,500	27.75	57,700	44.65	92,900	74.00	153,900
44-45	Retail Trade	15-1121	Computer Systems Analysts	30	56.35	117,200	38.40	79,900	52.05	108,300	76.75	159,600
44-45	Retail Trade	15-1122	Information Security Analysts	20	35.85	74,600	26.90	55,900	30.15	62,800	40.50	84,200
44-45	Retail Trade	15-1131	Computer Programmers	20	59.85	124,500	33.05	68,800	40.30	83,800	73.25	152,300
44-45	Retail Trade	15-1132	Software Developers, Applications	180	78.65	163,600	68.50	142,500	76.00	158,100	86.20	179,300
44-45	Retail Trade	15-1134	Web Developers	120	32.85	68,300	24.65	51,300	33.70	70,100	38.30	79,600
44-45	Retail Trade	15-1141	Database Administrators		68.50	142,500	52.75	109,700	64.00	133,200	80.00	166,400
44-45	Retail Trade	15-1142	Network and Computer Systems Administrators	50	46.70	97,200	31.85	66,300	44.85	93,300	60.35	125,500
44-45	Retail Trade	15-1151	Computer User Support Specialists		26.00	54,000	18.35	38,200	23.00	47,900	30.25	62,900
44-45	Retail Trade	15-1152	Computer Network Support Specialists	50	29.35	61,100	22.85	47,500	27.90	58,100	33.50	69,700
44-45	Retail Trade	23-0000	Legal Occupations	50	41.35	86,000	18.90	39,300	31.65	65,800	60.35	125,500
44-45	Retail Trade	23-1011	Lawyers	10	87.60	182,200	70.85	147,400	80.70	167,900	96.05	199,800
44-45	Retail Trade	23-2093	Title Examiners, Abstractors, and Searchers	40	24.50	50,900	17.80	37,000	21.80	45,300	33.35	69,400
44-45	Retail Trade	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	830	24.90	51,800	15.15	31,500	22.90	47,600	30.45	63,400
44-45	Retail Trade	27-1011	Art Directors	40	52.20	108,500	41.65	86,700	48.95	101,800	60.70	126,200
44-45	Retail Trade	27-1022	Fashion Designers	50	24.70	51,400	20.95	43,600	24.20	50,400	30.70	63,900
44-45	Retail Trade	27-1023	Floral Designers	150	15.70	32,700	9.25	19,200	15.15	31,500	21.30	44,300
44-45	Retail Trade	27-1024	Graphic Designers	60	30.30	63,000	20.80	43,200	27.25	56,700	37.25	77,500
44-45	Retail Trade	27-1025	Interior Designers		29.95	62,300	24.15	50,300	31.25	65,000	35.65	74,100
44-45	Retail Trade	27-1026	Merchandise Displayers and Window Trimmers	230	18.80	39,100	11.25	23,400	15.70	32,700	25.95	54,000
44-45	Retail Trade	27-3041	Editors	70	32.45	67,500	25.10	52,200	29.65	61,700	38.10	79,200
44-45	Retail Trade	27-3043	Writers and Authors	60	30.55	63,600	21.95	45,600	25.85	53,800	30.95	64,400
44-45	Retail Trade	27-4021	Photographers	110	26.25	54,600	21.85	45,500	25.70	53,400	30.00	62,400
44-45	Retail Trade	29-0000	Healthcare Practitioners and Technical Occupations	4,150	38.45	80,000	13.70	28,500	37.85	78,700	57.50	119,600
44-45	Retail Trade	29-1051	Pharmacists	2,290	56.70	117,900	44.75	93,100	55.65	115,800	67.05	139,400
44-45	Retail Trade	29-2052	Pharmacy Technicians	1,780	15.30	31,900	11.10	23,100	13.05	27,200	16.80	35,000
44-45	Retail Trade	29-2081	Opticians, Dispensing	60	29.65	61,700	26.60	55,300	29.50	61,400	34.20	71,100
44-45	Retail Trade	31-0000	Healthcare Support Occupations	20	12.85	26,700	9.05	18,900	9.40	19,500	18.25	37,900
44-45	Retail Trade	31-9095	Pharmacy Aides	20	12.45	25,900	9.05	18,800	9.35	19,500	16.65	34,600
44-45	Retail Trade	33-0000	Protective Service Occupations	360	17.80	37,000	13.00	27,000	16.40	34,100	20.80	43,200
44-45	Retail Trade	33-1099	First-Line Supervisors of Protective Service Workers, All Other	20	27.30	56,800	22.45	46,700	26.65	55,400	33.60	69,900
44-45	Retail Trade	33-9021	Private Detectives and Investigators		22.80	47,500	15.50	32,200	24.00	49,900	28.95	60,300
44-45	Retail Trade	33-9032	Security Guards	250	16.50	34,300	12.50	26,000	15.95	33,200	18.90	39,300
44-45	Retail Trade	33-9099	Protective Service Workers, All Other		14.20	29,500	11.05	23,000	13.70	28,500	16.70	34,800
44-45	Retail Trade	35-0000	Food Preparation and Serving-Related Occupations	3,810	13.20	27,500	10.25	21,300	11.70	24,300	14.25	29,700

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
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44-45	Retail Trade	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	240	23.30	48,500	17.65	36,700	25.80	53,600	28.60	59,500
44-45	Retail Trade	35-2012	Cooks, Institution and Cafeteria		12.80	26,600	11.15	23,200	12.35	25,700	14.20	29,600
44-45	Retail Trade	35-2015	Cooks, Short Order		12.75	26,500	9.60	20,000	10.85	22,600	16.15	33,600
44-45	Retail Trade	35-2021	Food Preparation Workers	2,030	12.20	25,400	10.10	21,000	11.40	23,700	13.20	27,500
44-45	Retail Trade	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	470	12.50	26,000	10.45	21,800	11.75	24,400	13.60	28,300
44-45	Retail Trade	35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop		12.15	25,200	10.10	21,000	11.45	23,800	13.40	27,900
44-45	Retail Trade	35-9021	Dishwashers		11.25	23,400	9.50	19,800	10.60	22,000	11.70	24,300
44-45	Retail Trade	37-0000	Building and Grounds Cleaning and Maintenance Occupations	710	12.85	26,800	10.30	21,400	12.10	25,100	14.35	29,900
44-45	Retail Trade	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	690	12.70	26,400	10.25	21,300	12.00	25,000	14.25	29,600
44-45	Retail Trade	39-0000	Personal Care and Service Occupations	300	13.15	27,300	9.50	19,700	10.85	22,600	13.85	28,800
44-45	Retail Trade	39-1021	First-Line Supervisors of Personal Service Workers	40	20.20	42,000	14.10	29,300	18.55	38,600	26.85	55,800
44-45	Retail Trade	39-5012	Hairdressers, Hairstylists, and Cosmetologists		11.15	23,200	9.15	19,000	9.45	19,600	9.70	20,200
44-45	Retail Trade	41-0000	Sales and Related Occupations	56,980	14.90	31,000	9.85	20,500	11.65	24,200	16.50	34,300
44-45	Retail Trade	41-1011	First-Line Supervisors of Retail Sales Workers	6,010	26.65	55,400	17.90	37,200	24.30	50,500	32.75	68,200
44-45	Retail Trade	41-1012	First-Line Supervisors of Non-Retail Sales Workers	260	35.95	74,800	24.85	51,700	35.20	73,200	44.15	91,900
44-45	Retail Trade	41-2011	Cashiers	16,740	11.05	23,000	9.45	19,700	10.45	21,700	11.70	24,300
44-45	Retail Trade	41-2021	Counter and Rental Clerks	530	21.70	45,100	14.05	29,200	18.80	39,100	27.35	56,900
44-45	Retail Trade	41-2022	Parts Salespersons	830	20.35	42,300	14.70	30,600	18.50	38,500	24.40	50,700
44-45	Retail Trade	41-2031	Retail Salespersons	30,800	13.30	27,700	9.80	20,400	11.55	24,000	14.90	31,000
44-45	Retail Trade	41-3099	Sales Representatives, Services, All Other	1,130	28.80	59,900	17.95	37,400	22.45	46,700	31.60	65,700
44-45	Retail Trade	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	530	36.95	76,800	26.65	55,500	31.10	64,700	44.50	92,500
44-45	Retail Trade	41-9099	Sales and Related Workers, All Other		19.40	40,300	9.75	20,300	17.75	37,000	25.15	52,300
44-45	Retail Trade	43-0000	Office and Administrative Support Occupations	18,350	15.35	31,900	10.65	22,200	13.50	28,100	18.60	38,700
44-45	Retail Trade	43-1011	First-Line Supervisors of Office and Administrative Support Workers	950	26.70	55,600	20.90	43,500	26.60	55,300	31.05	64,500
44-45	Retail Trade	43-3021	Billing and Posting Clerks and Machine Operators		23.20	48,300	18.60	38,700	22.35	46,400	25.05	52,100
44-45	Retail Trade	43-3031	Bookkeeping, Accounting, and Auditing Clerks	690	21.95	45,600	17.70	36,800	22.40	46,600	26.75	55,700
44-45	Retail Trade	43-3051	Payroll and Timekeeping Clerks	50	25.70	53,400	23.30	48,500	26.20	54,500	28.95	60,200
44-45	Retail Trade	43-3061	Procurement Clerks	80	21.95	45,700	17.60	36,600	22.05	45,800	27.30	56,800
44-45	Retail Trade	43-4051	Customer Service Representatives	2,450	16.10	33,500	11.85	24,700	14.60	30,400	20.15	41,900
44-45	Retail Trade	43-4071	File Clerks	50	22.50	46,800	18.60	38,700	22.30	46,400	26.80	55,700
44-45	Retail Trade	43-4151	Order Clerks	140	16.65	34,600	12.45	25,800	16.45	34,200	19.40	40,400
44-45	Retail Trade	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	120	20.05	41,700	16.60	34,500	19.55	40,700	23.75	49,400
44-45	Retail Trade	43-4171	Receptionists and Information Clerks	180	15.55	32,300	12.60	26,200	14.40	30,000	17.70	36,800
44-45	Retail Trade	43-5032	Dispatchers, Except Police, Fire, and Ambulance	40	26.30	54,700	21.55	44,900	27.05	56,300	33.95	70,600
44-45	Retail Trade	43-5061	Production, Planning, and Expediting Clerks	60	20.85	43,400	16.30	34,000	20.10	41,800	25.50	53,100
44-45	Retail Trade	43-5071	Shipping, Receiving, and Traffic Clerks	530	17.40	36,100	13.35	27,800	16.05	33,400	21.10	43,900
44-45	Retail Trade	43-5081	Stock Clerks and Order Fillers	11,370	13.30	27,700	9.95	20,700	11.90	24,700	15.05	31,300
44-45	Retail Trade	43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping	20	16.50	34,300	14.25	29,600	16.80	34,900	18.55	38,500
44-45	Retail Trade	43-6011	Executive Secretaries and Executive Administrative Assistants	20	30.60	63,700	25.55	53,100	31.20	64,900	35.75	74,400
44-45	Retail Trade	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	210	20.65	42,900	17.65	36,700	20.70	43,000	23.30	48,500
44-45	Retail Trade	43-9011	Computer Operators	30	18.85	39,200	11.10	23,100	17.95	37,300	25.70	53,500
44-45	Retail Trade	43-9021	Data Entry Keyers		16.70	34,800	13.85	28,800	15.00	31,200	17.40	36,200
44-45	Retail Trade	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	10	19.05	39,600	10.00	20,800	17.15	35,600	22.75	47,300
44-45	Retail Trade	43-9061	Office Clerks, General	1,010	14.70	30,600	10.65	22,200	12.60	26,200	18.60	38,700
44-45	Retail Trade	43-9071	Office Machine Operators, Except Computer	60	16.80	35,000	12.05	25,100	14.70	30,600	18.85	39,200
44-45	Retail Trade	43-9199	Office and Administrative Support Workers, All Other	10	15.55	32,400	10.85	22,600	15.70	32,700	20.20	42,000
44-45	Retail Trade	47-0000	Construction and Extraction Occupations	20	26.65	55,400	19.95	41,500	23.80	49,500	30.20	62,800
44-45	Retail Trade	49-0000	Installation, Maintenance, and Repair Occupations	2,940	24.90	51,700	14.70	30,600	23.00	47,900	31.45	65,400
44-45	Retail Trade	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	360	40.45	84,100	30.35	63,100	36.45	75,900	50.05	104,100

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT**  
**OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY**  
**BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
44-45	Retail Trade	49-2011	Computer, Automated Teller, and Office Machine Repairers	80	19.50	40,600	14.35	29,800	18.60	38,700	25.20	52,400
44-45	Retail Trade	49-3023	Automotive Service Technicians and Mechanics	1,200	27.30	56,800	19.65	40,900	26.50	55,200	34.30	71,400
44-45	Retail Trade	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	90	33.35	69,400	28.50	59,300	33.05	68,800	37.80	78,700
44-45	Retail Trade	49-3052	Motorcycle Mechanics	40								
44-45	Retail Trade	49-3093	Tire Repairers and Changers	630	13.15	27,300	10.75	22,300	12.30	25,500	15.45	32,200
44-45	Retail Trade	49-9071	Maintenance and Repair Workers, General	140	17.75	36,900	11.20	23,300	14.20	29,500	20.50	42,700
44-45	Retail Trade	49-9099	Installation, Maintenance, and Repair Workers, All Other	70	16.65	34,600	13.40	27,800	15.20	31,600	18.15	37,700
44-45	Retail Trade	51-0000	Production Occupations	1,920	19.50	40,500	13.15	27,300	18.30	38,100	25.15	52,300
44-45	Retail Trade	51-1011	First-Line Supervisors of Production and Operating Workers	100	27.25	56,600	21.85	45,400	27.80	57,800	32.50	67,600
44-45	Retail Trade	51-2098	Assemblers and fabricators, all other, including team assemblers	60	15.10	31,400	12.65	26,400	14.50	30,200	17.70	36,800
44-45	Retail Trade	51-3011	Bakers	320	16.10	33,500	11.20	23,300	14.55	30,200	20.20	42,000
44-45	Retail Trade	51-3021	Butchers and Meat Cutters	410	24.85	51,700	21.80	45,300	27.45	57,100	30.10	62,600
44-45	Retail Trade	51-3022	Meat, Poultry, and Fish Cutters and Trimmers		16.90	35,200	14.90	31,000	17.40	36,200	20.55	42,700
44-45	Retail Trade	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers		26.35	54,800	17.65	36,700	23.30	48,500	36.95	76,900
44-45	Retail Trade	51-9151	Photographic Process Workers and Processing Machine Operators		13.15	27,400	10.15	21,100	11.50	23,900	13.70	28,500
44-45	Retail Trade	53-0000	Transportation and Material Moving Occupations	8,630	15.95	33,200	10.90	22,700	14.45	30,000	18.75	39,000
44-45	Retail Trade	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	310	28.55	59,400	17.65	36,800	29.05	60,400	36.30	75,500
44-45	Retail Trade	53-3032	Heavy and Tractor-Trailer Truck Drivers		24.80	51,600	22.95	47,800	26.00	54,000	28.30	58,800
44-45	Retail Trade	53-3033	Light Truck or Delivery Services Drivers	1,300	15.00	31,200	10.45	21,700	14.90	31,000	18.25	38,000
44-45	Retail Trade	53-6031	Automotive and Watercraft Service Attendants	1,340	10.90	22,600	9.35	19,500	9.80	20,400	11.40	23,700
44-45	Retail Trade	53-7061	Cleaners of Vehicles and Equipment	100	13.85	28,800	10.10	21,000	12.70	26,500	17.20	35,800
44-45	Retail Trade	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	3,280	15.35	32,000	13.10	27,300	14.65	30,500	16.80	35,000
44-45	Retail Trade	53-7064	Packers and Packers, Hand	890	12.55	26,100	9.45	19,700	10.85	22,500	14.40	30,000
48-49	Transportation and Warehousing	00-0000	Total all occupations	53,460	24.00	49,900	15.30	31,800	21.60	44,900	29.25	60,900
48-49	Transportation and Warehousing	11-0000	Management Occupations	1,690	67.30	140,000	41.65	86,600	56.35	117,200	78.80	163,900
48-49	Transportation and Warehousing	11-1021	General and Operations Managers	560	85.80	178,400	48.75	101,400	75.15	156,300		
48-49	Transportation and Warehousing	11-2021	Marketing Managers	20								
48-49	Transportation and Warehousing	11-2022	Sales Managers	60	84.15	175,100	58.60	121,900	70.70	147,100	99.90	207,800
48-49	Transportation and Warehousing	11-3011	Administrative Services Managers	240	46.95	97,600	40.45	84,200	47.10	98,000	54.85	114,000
48-49	Transportation and Warehousing	11-3021	Computer and Information Systems Managers	30	66.00	137,300	37.40	77,800	65.75	136,700	82.85	172,300
48-49	Transportation and Warehousing	11-3031	Financial Managers	100	65.55	136,300	35.40	73,700	48.85	101,600	80.15	166,700
48-49	Transportation and Warehousing	11-3071	Transportation, Storage, and Distribution Managers	540	56.85	118,200	39.20	81,500	51.80	107,800	69.45	144,500
48-49	Transportation and Warehousing	11-3121	Human Resources Managers	10	70.30	146,300	57.85	120,300	67.75	140,900	77.00	160,200
48-49	Transportation and Warehousing	11-9131	Postmasters and Mail Superintendents	70	40.85	85,000	36.65	76,200	40.80	84,800	44.80	93,200
48-49	Transportation and Warehousing	11-9199	Managers, All Other	50	79.90	166,200	47.30	98,400	66.40	138,100		
48-49	Transportation and Warehousing	13-0000	Business and Financial Operations Occupations	1,410	36.25	75,400	26.85	55,900	34.30	71,300	42.75	88,900
48-49	Transportation and Warehousing	13-1020	Buyers and Purchasing Agents	90	31.85	66,200	18.40	38,300	29.75	61,800	41.60	86,500
48-49	Transportation and Warehousing	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	70	35.30	73,400	31.30	65,100	34.90	72,600	38.35	79,800
48-49	Transportation and Warehousing	13-1051	Cost Estimators		38.15	79,400	33.20	69,000	35.85	74,600	38.50	80,100
48-49	Transportation and Warehousing	13-1071	Human Resources Specialists	130	35.25	73,300	26.90	56,000	33.20	69,100	39.40	81,900
48-49	Transportation and Warehousing	13-1081	Logisticians	300	40.40	84,000	26.85	55,900	36.45	75,800	45.95	95,600
48-49	Transportation and Warehousing	13-1111	Management Analysts	40	36.30	75,500	17.80	37,000	36.15	75,200	52.45	109,100
48-49	Transportation and Warehousing	13-1151	Training and Development Specialists	30	27.10	56,400	20.95	43,500	29.50	61,300	35.00	72,800
48-49	Transportation and Warehousing	13-1161	Market Research Analysts and Marketing Specialists	90	34.30	71,400	22.60	47,000	32.60	67,800	45.05	93,700
48-49	Transportation and Warehousing	13-1199	Business Operations Specialists, All Other		34.75	72,300	28.45	59,200	33.40	69,500	40.70	84,700
48-49	Transportation and Warehousing	13-2011	Accountants and Auditors	330	35.95	74,800	27.10	56,300	35.10	73,000	43.10	89,600
48-49	Transportation and Warehousing	13-2051	Financial Analysts	20	55.45	115,400	32.45	67,500	64.35	133,800	72.70	151,200
48-49	Transportation and Warehousing	15-0000	Computer and Mathematical Occupations	420	43.55	90,600	34.35	71,400	44.00	91,500	52.70	109,600

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'1 (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
48-49	Transportation and Warehousing	15-1131	Computer Programmers		48.10	100,100	41.85	87,100	46.80	97,300	54.70	113,800
48-49	Transportation and Warehousing	15-1132	Software Developers, Applications	40	43.95	91,500	35.30	73,500	46.35	96,400	54.45	113,300
48-49	Transportation and Warehousing	15-1142	Network and Computer Systems Administrators	100	43.55	90,600	34.60	72,000	44.10	91,700	52.40	109,000
48-49	Transportation and Warehousing	15-1151	Computer User Support Specialists	40	34.20	71,100	27.10	56,300	29.35	61,000	39.40	82,000
48-49	Transportation and Warehousing	15-1152	Computer Network Support Specialists	20	36.50	76,000	32.95	68,500	35.95	74,700	38.90	81,000
48-49	Transportation and Warehousing	15-1199	Computer Occupations, All Other	30	33.35	69,400	13.50	28,100	22.70	47,200	56.95	118,400
48-49	Transportation and Warehousing	17-0000	Architecture and Engineering Occupations	220	38.35	79,800	33.60	69,900	33.60	69,900	40.75	84,700
48-49	Transportation and Warehousing	19-0000	Life, Physical, and Social Science Occupations	10	35.00	72,800	19.90	41,400	26.15	54,400	47.20	98,200
48-49	Transportation and Warehousing	29-0000	Healthcare Practitioners and Technical Occupations	20	38.70	80,500	29.35	61,000	40.75	84,700	49.10	102,100
48-49	Transportation and Warehousing	29-9011	Occupational Health and Safety Specialists	20	38.70	80,500	29.35	61,000	40.75	84,700	49.10	102,100
48-49	Transportation and Warehousing	33-0000	Protective Service Occupations	1,420	16.20	33,700	11.00	22,900	12.55	26,200	19.05	39,700
48-49	Transportation and Warehousing	33-9021	Private Detectives and Investigators	20	32.05	66,700	28.70	59,700	34.05	70,800	37.30	77,600
48-49	Transportation and Warehousing	33-9032	Security Guards	260	13.10	27,200	9.85	20,500	11.65	24,300	14.95	31,100
48-49	Transportation and Warehousing	33-9099	Protective Service Workers, All Other	1,120	16.45	34,200	11.15	23,200	12.65	26,300	20.05	41,700
48-49	Transportation and Warehousing	37-0000	Building and Grounds Cleaning and Maintenance Occupations	390	24.75	51,500	17.95	37,400	27.85	57,900	27.95	58,200
48-49	Transportation and Warehousing	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	380	24.80	51,500	17.95	37,400	27.85	57,900	27.85	57,900
48-49	Transportation and Warehousing	41-0000	Sales and Related Occupations	1,120	34.55	71,900	22.25	46,300	34.10	70,900	45.50	94,700
48-49	Transportation and Warehousing	41-1012	First-Line Supervisors of Non-Retail Sales Workers	10								
48-49	Transportation and Warehousing	41-3099	Sales Representatives, Services, All Other	890	36.80	76,600	26.25	54,600	36.15	75,100	46.70	97,100
48-49	Transportation and Warehousing	41-9099	Sales and Related Workers, All Other		41.45	86,200	30.70	63,900	36.10	75,100	46.35	96,400
48-49	Transportation and Warehousing	43-0000	Office and Administrative Support Occupations	15,000	23.55	49,000	17.30	36,000	23.85	49,700	28.90	60,100
48-49	Transportation and Warehousing	43-1011	First-Line Supervisors of Office and Administrative Support Workers	810	34.45	71,700	29.85	62,100	34.05	70,800	38.55	80,200
48-49	Transportation and Warehousing	43-3011	Bill and Account Collectors	70	16.10	33,500	13.30	27,700	16.50	34,300	18.40	38,200
48-49	Transportation and Warehousing	43-3021	Billing and Posting Clerks and Machine Operators	190	19.35	40,200	16.35	34,100	18.55	38,600	22.10	46,000
48-49	Transportation and Warehousing	43-3031	Bookkeeping, Accounting, and Auditing Clerks	470	22.10	46,000	17.20	35,800	21.95	45,600	26.50	55,100
48-49	Transportation and Warehousing	43-3051	Payroll and Timekeeping Clerks	30	21.15	44,000	17.70	36,800	20.10	41,800	24.40	50,800
48-49	Transportation and Warehousing	43-4051	Customer Service Representatives	1,360	21.40	44,500	16.45	34,200	21.15	44,000	26.10	54,300
48-49	Transportation and Warehousing	43-4071	File Clerks		17.65	36,700	13.15	27,300	14.20	29,600	17.00	35,400
48-49	Transportation and Warehousing	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	30	17.55	36,500	15.70	32,700	17.30	36,000	19.15	39,900
48-49	Transportation and Warehousing	43-4171	Receptionists and Information Clerks	40	18.60	38,700	14.40	30,000	18.00	37,400	22.05	45,800
48-49	Transportation and Warehousing	43-4181	Reservation and Transportation Ticket Agents and Travel Clerks	320	18.90	39,400	14.05	29,200	16.70	34,700	23.35	48,500
48-49	Transportation and Warehousing	43-5011	Cargo and Freight Agents	570	26.40	54,900	18.95	39,500	23.75	49,400	32.60	67,800
48-49	Transportation and Warehousing	43-5032	Dispatchers, Except Police, Fire, and Ambulance	580	19.00	39,500	12.85	26,700	17.15	35,600	24.10	50,100
48-49	Transportation and Warehousing	43-5051	Postal Service Clerks	500	26.35	54,800	21.95	45,700	28.90	60,100	28.90	60,100
48-49	Transportation and Warehousing	43-5052	Postal Service Mail Carriers	2,350	25.70	53,400	20.15	41,900	30.05	62,500	30.05	62,500
48-49	Transportation and Warehousing	43-5053	Postal Service Mail Sorters, Processors, and Processing Machine Operators	3,590	24.85	51,700	18.35	38,200	28.25	58,800	28.90	60,100
48-49	Transportation and Warehousing	43-5061	Production, Planning, and Expediting Clerks	260	26.40	54,900	23.15	48,200	28.90	60,100	29.50	61,300
48-49	Transportation and Warehousing	43-5071	Shipping, Receiving, and Traffic Clerks	990	20.05	41,700	13.05	27,100	18.50	38,500	26.40	54,900
48-49	Transportation and Warehousing	43-5081	Stock Clerks and Order Fillers	410	23.50	48,900	17.40	36,200	25.30	52,700	28.80	59,900
48-49	Transportation and Warehousing	43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping		23.10	48,100	16.40	34,100	19.50	40,600	28.65	59,600
48-49	Transportation and Warehousing	43-6011	Executive Secretaries and Executive Administrative Assistants	90	38.50	80,100	34.00	70,700	39.35	81,900	44.50	92,600
48-49	Transportation and Warehousing	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	880	20.45	42,600	17.00	35,300	20.90	43,500	23.55	48,900
48-49	Transportation and Warehousing	43-9011	Computer Operators	70	28.75	59,800	24.25	50,400	29.50	61,300	29.50	61,300
48-49	Transportation and Warehousing	43-9021	Data Entry Keyers		22.15	46,000	16.95	35,300	21.20	44,100	27.90	58,000
48-49	Transportation and Warehousing	43-9061	Office Clerks, General	820	15.60	32,400	9.50	19,800	10.85	22,500	19.75	41,000
48-49	Transportation and Warehousing	43-9071	Office Machine Operators, Except Computer	30	13.35	27,800	10.15	21,100	11.55	24,000	13.55	28,200
48-49	Transportation and Warehousing	47-0000	Construction and Extraction Occupations	280	39.35	81,900	23.75	49,400	36.00	74,900	56.50	117,600
48-49	Transportation and Warehousing	47-2111	Electricians	160	49.15	102,200	37.00	77,000	54.40	113,200	59.90	124,600
48-49	Transportation and Warehousing	49-0000	Installation, Maintenance, and Repair Occupations	1,530	29.75	61,900	24.40	50,800	29.50	61,300	34.45	71,600
48-49	Transportation and Warehousing	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	220	35.85	74,500	28.90	60,100	35.55	73,900	41.85	87,000

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
48-49	Transportation and Warehousing	49-3011	Aircraft Mechanics and Service Technicians	230	37.25	77,500	28.85	60,100	36.20	75,300	43.10	89,700
48-49	Transportation and Warehousing	49-3023	Automotive Service Technicians and Mechanics	80	26.40	54,900	19.50	40,600	29.50	61,300	31.15	64,800
48-49	Transportation and Warehousing	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	510	25.65	53,400	20.60	42,900	25.35	52,700	30.30	63,000
48-49	Transportation and Warehousing	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	30	31.10	64,700	31.15	64,800	31.15	64,800	31.15	64,800
48-49	Transportation and Warehousing	49-9041	Industrial Machinery Mechanics	10	29.50	61,300	22.70	47,200	32.05	66,600	35.80	74,500
48-49	Transportation and Warehousing	49-9071	Maintenance and Repair Workers, General	340	28.50	59,300	25.95	54,000	29.60	61,600	31.15	64,800
48-49	Transportation and Warehousing	49-9099	Installation, Maintenance, and Repair Workers, All Other		22.35	46,500	14.45	30,100	17.70	36,800	28.55	59,300
48-49	Transportation and Warehousing	51-0000	Production Occupations	350	26.70	55,600	12.15	25,200	22.25	46,300	35.10	73,000
48-49	Transportation and Warehousing	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	170	32.85	68,400	19.35	40,300	24.70	51,400	55.25	114,900
48-49	Transportation and Warehousing	53-0000	Transportation and Material Moving Occupations	29,550	20.40	42,500	13.70	28,500	18.90	39,300	25.75	53,600
48-49	Transportation and Warehousing	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	1,760	30.05	62,500	22.75	47,300	28.70	59,700	36.25	75,400
48-49	Transportation and Warehousing	53-3021	Bus Drivers, Transit and Intercity	2,130	20.60	42,900	16.90	35,200	19.85	41,300	23.65	49,200
48-49	Transportation and Warehousing	53-3032	Heavy and Tractor-Trailer Truck Drivers	6,070	24.50	51,000	19.15	39,800	24.35	50,700	29.50	61,300
48-49	Transportation and Warehousing	53-3033	Light Truck or Delivery Services Drivers	2,680	24.90	51,800	19.45	40,500	24.70	51,400	29.90	62,200
48-49	Transportation and Warehousing	53-3041	Taxi Drivers and Chauffeurs	950	12.50	26,000	9.70	20,200	12.75	26,500	14.60	30,300
48-49	Transportation and Warehousing	53-5011	Sailors and Marine Oilers	290	17.50	36,400	10.35	21,500	20.05	41,700	23.10	48,000
48-49	Transportation and Warehousing	53-5021	Captains, Mates, and Pilots of Water Vessels	130	38.40	79,900	28.30	58,900	39.65	82,500	48.00	99,800
48-49	Transportation and Warehousing	53-7051	Industrial Truck and Tractor Operators	1,990	18.80	39,200	13.55	28,200	16.20	33,700	24.05	50,000
48-49	Transportation and Warehousing	53-7061	Cleaners of Vehicles and Equipment	230	15.20	31,600	10.45	21,800	13.70	28,500	16.90	35,100
48-49	Transportation and Warehousing	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	9,020	15.75	32,800	11.25	23,400	13.85	28,800	19.35	40,200
48-49	Transportation and Warehousing	53-7064	Packers and Packagers, Hand	1,040	13.15	27,400	10.05	20,900	11.80	24,500	15.65	32,500
51	Information	00-0000	Total all occupations	20,110	39.60	82,400	17.50	36,400	33.30	69,200	53.65	111,600
51	Information	11-0000	Management Occupations	1,740	89.55	186,300	61.45	127,800	81.15	168,800		
51	Information	11-1021	General and Operations Managers	440	95.00	197,600	58.90	122,600	84.65	176,100		
51	Information	11-2011	Advertising and Promotions Managers	20	67.15	139,700	48.60	101,100	61.15	127,200	79.95	166,300
51	Information	11-2021	Marketing Managers	100	86.65	180,200	64.10	133,300	81.50	169,500	97.95	203,700
51	Information	11-2022	Sales Managers	180	98.75	205,400	66.55	138,400	91.20	189,700		
51	Information	11-3011	Administrative Services Managers	40	77.50	161,200	56.65	117,900	70.35	146,400	92.35	192,000
51	Information	11-3021	Computer and Information Systems Managers	470	88.95	185,000	68.75	143,100	83.40	173,500	99.10	206,100
51	Information	11-3031	Financial Managers	190	89.35	185,900	61.10	127,100	79.35	165,100		
51	Information	11-3051	Industrial Production Managers	20	70.05	145,700	52.15	108,500	68.75	143,000	91.05	189,400
51	Information	11-3061	Purchasing Managers	10	105.75	220,000	86.55	180,000	96.40	200,500		
51	Information	11-3071	Transportation, Storage, and Distribution Managers	10	71.50	148,700	55.00	114,400	61.35	127,600	76.50	159,200
51	Information	11-3121	Human Resources Managers	50	91.20	189,700	60.10	125,000	80.80	168,000		
51	Information	11-9199	Managers, All Other	160	72.25	150,200	49.00	101,900	62.65	130,300	83.55	173,700
51	Information	13-0000	Business and Financial Operations Occupations	1,780	44.35	92,200	30.65	63,800	39.90	83,000	54.75	113,800
51	Information	13-1020	Buyers and Purchasing Agents	20	39.10	81,300	31.75	66,000	40.30	83,800	46.45	96,600
51	Information	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	50	40.95	85,200	26.05	54,200	34.65	72,000	51.65	107,400
51	Information	13-1071	Human Resources Specialists	110	44.50	92,500	32.20	67,000	39.70	82,600	55.55	115,500
51	Information	13-1111	Management Analysts	160	53.40	111,100	36.10	75,000	52.10	108,400	69.15	143,800
51	Information	13-1121	Meeting, Convention, and Event Planners	30	43.35	90,200	24.20	50,400	34.85	72,400	43.85	91,200
51	Information	13-1141	Compensation, Benefits, and Job Analysis Specialists	30	40.20	83,600	28.00	58,200	39.50	82,100	47.15	98,100
51	Information	13-1151	Training and Development Specialists	60	33.95	70,600	26.20	54,500	32.70	68,000	43.20	89,800
51	Information	13-1161	Market Research Analysts and Marketing Specialists	310	37.75	78,600	24.70	51,400	35.10	73,000	52.20	108,600
51	Information	13-1199	Business Operations Specialists, All Other	390	39.25	81,600	28.65	59,600	37.40	77,800	47.60	99,000
51	Information	13-2011	Accountants and Auditors	320	52.50	109,200	34.50	71,700	44.30	92,100	62.50	130,000
51	Information	13-2051	Financial Analysts	150	49.65	103,300	35.00	72,800	45.10	93,900	60.35	125,500
51	Information	13-2099	Financial Specialists, All Other	30	49.10	102,100	35.85	74,600	44.50	92,600	61.40	127,700

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
51	Information	15-0000	Computer and Mathematical Occupations	4,730	52.60	109,400	37.10	77,200	51.70	107,600	66.05	137,300
51	Information	15-1121	Computer Systems Analysts	330	54.45	113,300	40.80	84,800	53.20	110,600	66.50	138,300
51	Information	15-1122	Information Security Analysts	170	56.30	117,100	45.75	95,100	56.75	118,000	68.30	142,100
51	Information	15-1131	Computer Programmers	160	59.75	124,300	28.10	58,500	38.80	80,700	67.70	140,800
51	Information	15-1132	Software Developers, Applications	1,240	57.20	119,000	43.50	90,500	57.40	119,300	70.15	145,900
51	Information	15-1133	Software Developers, Systems Software	680	56.85	118,300	44.65	92,800	56.60	117,700	69.50	144,600
51	Information	15-1134	Web Developers	220	37.05	77,100	26.80	55,700	34.00	70,700	43.85	91,200
51	Information	15-1141	Database Administrators	270	58.25	121,200	45.85	95,400	59.65	124,100	71.55	148,900
51	Information	15-1142	Network and Computer Systems Administrators	380	50.15	104,300	35.40	73,700	47.20	98,200	66.30	137,900
51	Information	15-1143	Computer Network Architects	240	60.85	126,600	48.75	101,400	65.00	135,200	77.10	160,300
51	Information	15-1151	Computer User Support Specialists	400	35.60	74,100	26.70	55,600	32.75	68,200	39.70	82,600
51	Information	15-1152	Computer Network Support Specialists	310	44.65	92,800	35.10	73,000	44.40	92,400	55.20	114,800
51	Information	15-1199	Computer Occupations, All Other	210	48.00	99,900	31.55	65,600	48.05	99,900	61.40	127,700
51	Information	15-2031	Operations Research Analysts	110	53.40	111,100	43.50	90,400	50.80	105,700	61.70	128,300
51	Information	17-0000	Architecture and Engineering Occupations	60	51.45	107,000	41.80	86,900	50.60	105,300	60.90	126,700
51	Information	17-2072	Electronics Engineers, Except Computer	30	59.95	124,700	51.20	106,500	58.95	122,600	69.90	145,400
51	Information	23-0000	Legal Occupations	80	70.05	145,700	28.50	59,300	61.00	126,900		
51	Information	23-1011	Lawyers	50	94.85	197,300	60.30	125,500	90.95	189,200		
51	Information	23-2011	Paralegals and Legal Assistants		23.40	48,700	13.70	28,500	19.60	40,800	30.15	62,800
51	Information	25-0000	Education, Training, and Library Occupations	50	28.75	59,800	18.20	37,900	29.05	60,400	36.00	74,900
51	Information	25-4021	Librarians	20	34.35	71,500	28.65	59,600	33.60	69,900	38.25	79,500
51	Information	25-4031	Library Technicians		22.85	47,500	16.15	33,600	18.10	37,600	29.05	60,400
51	Information	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	4,370	27.45	57,100	9.45	19,600	21.90	45,600	36.50	75,900
51	Information	27-1011	Art Directors	50	48.25	100,400	39.15	81,400	45.40	94,500	53.50	111,300
51	Information	27-1012	Craft Artists		20.00	41,600	16.95	35,200	21.00	43,700	23.35	48,600
51	Information	27-1014	Multimedia Artists and Animators	20	42.40	88,100	28.00	58,200	42.95	89,400	54.65	113,700
51	Information	27-1024	Graphic Designers	190	30.65	63,700	22.85	47,500	31.75	66,000	36.85	76,700
51	Information	27-2012	Producers and Directors	450	42.10	87,600	17.30	36,000	35.05	72,900	55.90	116,300
51	Information	27-3021	Broadcast News Analysts	230	21.70	45,100	13.60	28,300	15.20	31,600	24.00	49,900
51	Information	27-3022	Reporters and Correspondents	190	32.50	67,600	19.95	41,400	24.90	51,800	42.75	88,900
51	Information	27-3031	Public Relations Specialists	60	37.20	77,300	24.20	50,300	30.85	64,200	45.70	95,000
51	Information	27-3041	Editors	1,010	34.95	72,700	20.60	42,800	32.40	67,400	42.05	87,400
51	Information	27-3042	Technical Writers	50	37.60	78,200	26.60	55,400	32.80	68,300	48.15	100,200
51	Information	27-3043	Writers and Authors	80	37.45	77,900	27.05	56,200	33.55	69,800	46.30	96,300
51	Information	27-3099	Media and Communication Workers, All Other		26.90	55,900	15.75	32,700	21.15	44,000	27.90	58,100
51	Information	27-4011	Audio and Video Equipment Technicians	110	23.95	49,800	17.80	37,000	21.95	45,600	28.95	60,300
51	Information	27-4012	Broadcast Technicians		25.75	53,500	9.50	19,700	29.15	60,600	37.20	77,400
51	Information	27-4014	Sound Engineering Technicians		19.65	40,900	9.35	19,400	16.95	35,200	27.75	57,700
51	Information	27-4021	Photographers	80	26.40	54,900	20.30	42,300	25.75	53,600	31.45	65,500
51	Information	27-4031	Camera Operators, Television, Video, and Motion Picture		35.50	73,800	25.85	53,800	33.65	70,000	38.95	81,000
51	Information	27-4032	Film and Video Editors	90	30.30	63,100	25.85	53,800	28.60	59,400	31.40	65,300
51	Information	27-4099	Media and Communication Equipment Workers, All Other		25.80	53,700	20.75	43,100	23.05	48,000	28.05	58,300
51	Information	29-0000	Healthcare Practitioners and Technical Occupations		53.90	112,100	49.05	102,000	54.05	112,400	60.55	125,900
51	Information	33-0000	Protective Service Occupations		17.55	36,500	15.85	32,900	16.90	35,200	18.00	37,500
51	Information	35-0000	Food Preparation and Serving-Related Occupations	510	11.15	23,200	9.05	18,800	9.45	19,700	11.60	24,100
51	Information	35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop		10.30	21,400	9.00	18,700	9.40	19,500	10.95	22,700
51	Information	37-0000	Building and Grounds Cleaning and Maintenance Occupations	30	16.05	33,400	12.20	25,400	14.90	31,000	19.70	40,900
51	Information	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	30	16.05	33,400	12.20	25,400	14.90	31,000	19.70	40,900
51	Information	39-0000	Personal Care and Service Occupations	570	11.40	23,700	9.10	18,900	9.50	19,800	11.00	22,900
51	Information	39-1021	First-Line Supervisors of Personal Service Workers		24.35	50,600	18.10	37,700	24.50	51,000	29.85	62,100

\*See Footnotes on Page 49



**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: *BY INDUSTRY SECTOR***

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
51	Information	39-3021	Motion Picture Projectionists		12.10	25,100	9.25	19,200	10.10	21,000	13.85	28,800
51	Information	39-3031	Ushers, Lobby Attendants, and Ticket Takers	390	9.70	20,200	9.05	18,800	9.35	19,500	9.85	20,400
51	Information	41-0000	Sales and Related Occupations	1,650	36.75	76,400	19.75	41,100	31.10	64,700	47.80	99,400
51	Information	41-1012	First-Line Supervisors of Non-Retail Sales Workers	100	50.00	104,000	31.85	66,300	44.25	92,000	67.55	140,500
51	Information	41-2011	Cashiers	200	10.55	22,000	9.20	19,100	9.55	19,900	11.00	22,900
51	Information	41-3011	Advertising Sales Agents	210	29.50	61,400	19.00	39,500	27.00	56,100	37.25	77,500
51	Information	41-3099	Sales Representatives, Services, All Other	550	43.15	89,700	24.95	51,900	35.10	73,000	52.15	108,400
51	Information	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	420	39.75	82,600	24.65	51,300	36.15	75,200	54.45	113,300
51	Information	41-9031	Sales Engineers	50	55.35	115,100	35.65	74,200	54.70	113,800	74.70	155,400
51	Information	41-9099	Sales and Related Workers, All Other		27.95	58,100	22.40	46,600	26.90	55,900	32.20	67,000
51	Information	43-0000	Office and Administrative Support Occupations	3,090	21.45	44,600	13.85	28,800	18.65	38,800	27.55	57,300
51	Information	43-1011	First-Line Supervisors of Office and Administrative Support Worke	230	36.75	76,500	29.30	60,900	36.90	76,700	44.10	91,800
51	Information	43-3011	Bill and Account Collectors	30	30.80	64,100	26.50	55,200	29.90	62,200	34.90	72,600
51	Information	43-3021	Billing and Posting Clerks and Machine Operators		23.15	48,100	17.85	37,100	21.30	44,300	25.00	52,000
51	Information	43-3031	Bookkeeping, Accounting, and Auditing Clerks	240	23.70	49,300	17.00	35,300	24.90	51,800	29.90	62,200
51	Information	43-3051	Payroll and Timekeeping Clerks	20	27.95	58,100	25.65	53,400	28.25	58,800	30.95	64,400
51	Information	43-4051	Customer Service Representatives		18.85	39,200	13.35	27,800	14.75	30,600	22.90	47,600
51	Information	43-4121	Library Assistants, Clerical		11.90	24,800	9.95	20,700	11.00	22,800	13.15	27,400
51	Information	43-4151	Order Clerks	60	16.50	34,300	9.95	20,700	16.30	33,900	21.25	44,200
51	Information	43-4161	Human Resources Assistants, Except Payroll and Timekeeping		23.25	48,400	16.50	34,300	18.60	38,600	32.40	67,400
51	Information	43-4171	Receptionists and Information Clerks	20	17.50	36,400	15.30	31,800	17.50	36,300	19.90	41,400
51	Information	43-4199	Information and Record Clerks, All Other		15.25	31,700	11.20	23,300	13.40	27,800	18.10	37,700
51	Information	43-5061	Production, Planning, and Expediting Clerks		27.10	56,300	23.00	47,800	26.95	56,100	30.40	63,200
51	Information	43-5071	Shipping, Receiving, and Traffic Clerks	60	17.00	35,400	12.45	25,900	16.60	34,500	18.60	38,700
51	Information	43-5081	Stock Clerks and Order Fillers	20	18.75	39,000	11.10	23,100	16.00	33,300	26.55	55,200
51	Information	43-6011	Executive Secretaries and Executive Administrative Assistants	100	32.60	67,800	27.30	56,800	30.55	63,600	37.15	77,300
51	Information	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	120	20.10	41,800	15.80	32,900	18.80	39,100	24.00	49,900
51	Information	43-9011	Computer Operators	30	26.70	55,600	25.10	52,200	27.55	57,300	30.00	62,400
51	Information	43-9021	Data Entry Keyers	50	21.65	45,000	15.75	32,800	20.95	43,600	25.55	53,100
51	Information	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	20	17.35	36,000	12.85	26,700	17.15	35,700	21.10	43,900
51	Information	43-9061	Office Clerks, General	250	17.30	35,900	14.70	30,600	16.55	34,500	18.45	38,400
51	Information	43-9071	Office Machine Operators, Except Computer	30	17.75	36,900	14.70	30,600	17.90	37,200	21.30	44,300
51	Information	49-0000	Installation, Maintenance, and Repair Occupations	720	34.60	72,000	28.20	58,700	35.20	73,200	40.70	84,600
51	Information	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	40	45.30	94,200	30.80	64,100	47.60	99,000	58.10	120,800
51	Information	49-2021	Radio, Cellular, and Tower Equipment Installers and Repairers	110	33.20	69,000	27.90	58,000	33.60	69,900	38.40	79,800
51	Information	49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers		29.50	61,300	22.30	46,400	29.70	61,800	36.35	75,600
51	Information	49-9071	Maintenance and Repair Workers, General	110	27.00	56,100	22.30	46,300	27.65	57,500	32.80	68,200
51	Information	51-0000	Production Occupations	220	26.95	56,100	18.40	38,300	26.80	55,800	35.05	72,900
51	Information	51-1011	First-Line Supervisors of Production and Operating Workers	30	37.15	77,300	30.80	64,000	37.15	77,300	44.55	92,700
51	Information	51-5111	Prepress Technicians and Workers	20								
51	Information	51-5112	Printing Press Operators	110								
51	Information	53-0000	Transportation and Material Moving Occupations		17.30	36,000	13.20	27,500	16.60	34,600	19.10	39,700
51	Information	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	20	35.15	73,100	26.65	55,400	35.95	74,800	44.65	92,900
51	Information	53-3033	Light Truck or Delivery Services Drivers		16.40	34,100	13.80	28,700	15.30	31,800	18.75	39,000
51	Information	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	40	14.90	30,900	11.35	23,600	15.00	31,200	17.70	36,800
52	Finance and Insurance	00-0000	Total all occupations	56,450	47.60	99,000	23.25	48,400	38.00	79,000	63.45	132,000
52	Finance and Insurance	11-0000	Management Occupations	6,170	88.50	184,100	54.25	112,800	79.70	165,800		

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT**  
**OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY**  
**BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
52	Finance and Insurance	11-1011	Chief Executives	10	114.45	238,100	84.35	175,500				
52	Finance and Insurance	11-1021	General and Operations Managers	640	101.55	211,200	50.60	105,300				
52	Finance and Insurance	11-2021	Marketing Managers	280	94.00	195,600	66.05	137,300	86.85	180,600		
52	Finance and Insurance	11-2022	Sales Managers	690	79.75	165,900	51.05	106,200	73.60	153,100	96.70	201,200
52	Finance and Insurance	11-3011	Administrative Services Managers	280	81.35	169,200	53.25	110,800	63.50	132,100	99.60	207,200
52	Finance and Insurance	11-3021	Computer and Information Systems Managers	1,110	98.90	205,800	68.20	141,900	89.80	186,800		
52	Finance and Insurance	11-3031	Financial Managers	2,490	86.00	178,900	50.50	105,100	78.40	163,100		
52	Finance and Insurance	11-3061	Purchasing Managers	10	82.80	172,300	42.90	89,200	83.50	173,600		
52	Finance and Insurance	11-3121	Human Resources Managers	130	89.50	186,200	55.30	115,100	75.15	156,300		
52	Finance and Insurance	11-3131	Training and Development Managers	20	76.20	158,500	51.95	108,100	59.85	124,500	91.60	190,600
52	Finance and Insurance	11-9141	Property, Real Estate, and Community Association Managers		48.45	100,800	41.30	86,000	45.15	93,900	49.00	101,900
52	Finance and Insurance	11-9199	Managers, All Other	440	74.35	154,600	50.25	104,500	64.45	134,100	87.30	181,600
52	Finance and Insurance	13-0000	Business and Financial Operations Occupations	14,100	47.00	97,800	30.55	63,600	39.35	81,900	58.30	121,200
52	Finance and Insurance	13-1020	Buyers and Purchasing Agents	50	35.40	73,600	24.00	50,000	33.65	70,000	44.55	92,700
52	Finance and Insurance	13-1031	Claims Adjusters, Examiners, and Investigators	1,750	35.25	73,300	28.65	59,600	35.00	72,800	40.20	83,700
52	Finance and Insurance	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	500	47.15	98,100	30.15	62,700	42.90	89,300	58.10	120,800
52	Finance and Insurance	13-1071	Human Resources Specialists	580	42.45	88,300	29.55	61,500	37.55	78,100	51.75	107,600
52	Finance and Insurance	13-1081	Logisticians		83.05	172,800	56.25	117,000	84.55	175,900		
52	Finance and Insurance	13-1111	Management Analysts	760	53.80	112,000	36.50	75,900	50.65	105,300	69.80	145,200
52	Finance and Insurance	13-1121	Meeting, Convention, and Event Planners	20	43.30	90,100	32.00	66,600	41.45	86,200	49.35	102,700
52	Finance and Insurance	13-1141	Compensation, Benefits, and Job Analysis Specialists	30	37.00	76,900	28.40	59,000	37.00	76,900	45.40	94,400
52	Finance and Insurance	13-1151	Training and Development Specialists		32.10	66,800	27.15	56,500	29.50	61,400	31.90	66,400
52	Finance and Insurance	13-1161	Market Research Analysts and Marketing Specialists	350	48.50	100,900	32.70	68,000	43.10	89,700	60.25	125,400
52	Finance and Insurance	13-1199	Business Operations Specialists, All Other	770	44.65	92,800	32.30	67,200	39.95	83,100	53.95	112,200
52	Finance and Insurance	13-2011	Accountants and Auditors	1,280	49.80	103,600	34.45	71,700	43.55	90,500	60.10	125,000
52	Finance and Insurance	13-2021	Appraisers and Assessors of Real Estate		59.05	122,900	53.60	111,500	59.10	122,900	66.55	138,400
52	Finance and Insurance	13-2031	Budget Analysts	20	54.00	112,400	35.65	74,100	48.35	100,600	73.70	153,300
52	Finance and Insurance	13-2041	Credit Analysts	690	44.85	93,300	30.90	64,200	39.10	81,300	57.95	120,600
52	Finance and Insurance	13-2051	Financial Analysts	2,870	57.60	119,800	35.70	74,300	51.35	106,800	73.95	153,800
52	Finance and Insurance	13-2052	Personal Financial Advisors	970	58.50	121,700	30.55	63,600	49.85	103,700	72.90	151,700
52	Finance and Insurance	13-2053	Insurance Underwriters	630								
52	Finance and Insurance	13-2061	Financial Examiners	630	55.00	114,400	32.25	67,100	46.10	95,900	70.45	146,500
52	Finance and Insurance	13-2071	Credit Counselors		33.85	70,400	24.50	51,000	28.25	58,800	36.80	76,500
52	Finance and Insurance	13-2072	Loan Officers	870								
52	Finance and Insurance	13-2099	Financial Specialists, All Other	560	41.55	86,400	28.05	58,400	34.50	71,800	48.10	100,000
52	Finance and Insurance	15-0000	Computer and Mathematical Occupations	11,400	62.75	130,500	46.05	95,800	61.15	127,200	76.30	158,700
52	Finance and Insurance	15-1121	Computer Systems Analysts	1,590	63.15	131,400	49.75	103,400	62.85	130,700	75.70	157,500
52	Finance and Insurance	15-1122	Information Security Analysts	670	63.85	132,800	45.75	95,200	59.75	124,200	75.90	157,800
52	Finance and Insurance	15-1131	Computer Programmers	370	52.80	109,800	39.30	81,800	48.50	100,900	66.00	137,300
52	Finance and Insurance	15-1132	Software Developers, Applications	3,670	66.40	138,100	50.50	105,000	65.10	135,400	79.25	164,800
52	Finance and Insurance	15-1133	Software Developers, Systems Software	600	68.30	142,100	55.40	115,200	68.10	141,700	80.10	166,600
52	Finance and Insurance	15-1134	Web Developers	30	53.95	112,200	40.50	84,200	51.95	108,100	65.35	135,900
52	Finance and Insurance	15-1141	Database Administrators	370	60.30	125,400	48.25	100,300	61.00	126,900	73.10	152,000
52	Finance and Insurance	15-1142	Network and Computer Systems Administrators	1,040	61.35	127,600	42.90	89,200	56.75	118,000	73.95	153,800
52	Finance and Insurance	15-1143	Computer Network Architects	290	79.55	165,500	61.65	128,200	75.85	157,700	92.15	191,700
52	Finance and Insurance	15-1151	Computer User Support Specialists	510	47.85	99,500	30.55	63,600	46.70	97,100	63.75	132,600
52	Finance and Insurance	15-1152	Computer Network Support Specialists		44.95	93,500	32.25	67,100	39.55	82,300	47.80	99,400
52	Finance and Insurance	15-1199	Computer Occupations, All Other	1,280	66.05	137,400	51.80	107,800	64.45	134,000	78.05	162,400
52	Finance and Insurance	15-2011	Actuaries	140	59.80	124,300	38.20	79,500	50.90	105,900	73.00	151,800

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
52	Finance and Insurance	15-2031	Operations Research Analysts	490	49.35	102,600	37.55	78,100	46.75	97,200	61.40	127,700
52	Finance and Insurance	17-0000	Architecture and Engineering Occupations		48.55	101,000	38.45	80,000	49.40	102,700	59.15	123,000
52	Finance and Insurance	23-0000	Legal Occupations	910	75.35	156,700	36.40	75,700	60.80	126,400		
52	Finance and Insurance	23-1011	Lawyers	620	95.00	197,600	57.15	118,800	87.40	181,800		
52	Finance and Insurance	23-2011	Paralegals and Legal Assistants	190	32.80	68,200	23.90	49,700	32.25	67,100	38.75	80,600
52	Finance and Insurance	23-2093	Title Examiners, Abstractors, and Searchers		36.55	76,000	33.30	69,300	36.65	76,300	39.90	83,000
52	Finance and Insurance	23-2099	Legal Support Workers, All Other	40	28.70	59,700	18.15	37,700	22.00	45,800	35.70	74,200
52	Finance and Insurance	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	80	42.35	88,100	28.35	58,900	39.50	82,200	55.40	115,200
52	Finance and Insurance	27-1024	Graphic Designers	20	30.60	63,600	22.75	47,300	29.50	61,400	39.80	82,800
52	Finance and Insurance	27-3031	Public Relations Specialists	40	51.15	106,400	43.75	91,000	54.85	114,000	60.95	126,700
52	Finance and Insurance	29-0000	Healthcare Practitioners and Technical Occupations		39.35	81,900	32.10	66,700	38.05	79,200	47.10	97,900
52	Finance and Insurance	33-0000	Protective Service Occupations		27.70	57,600	22.10	46,000	24.40	50,700	30.45	63,300
52	Finance and Insurance	33-9021	Private Detectives and Investigators	120	35.50	73,800	28.40	59,100	33.55	69,700	39.00	81,100
52	Finance and Insurance	33-9032	Security Guards		23.05	48,000	21.50	44,800	23.00	47,900	24.50	51,000
52	Finance and Insurance	37-0000	Building and Grounds Cleaning and Maintenance Occupations		20.35	42,300	17.95	37,400	21.40	44,500	23.70	49,300
52	Finance and Insurance	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners		20.25	42,100	17.75	36,900	21.35	44,400	23.75	49,400
52	Finance and Insurance	41-0000	Sales and Related Occupations	8,240	41.20	85,700	22.15	46,100	31.20	64,900	49.75	103,400
52	Finance and Insurance	41-1012	First-Line Supervisors of Non-Retail Sales Workers	560	47.95	99,800	27.75	57,700	32.80	68,200	66.20	137,700
52	Finance and Insurance	41-3021	Insurance Sales Agents	1,910	35.30	73,400	18.85	39,200	26.50	55,100	38.80	80,700
52	Finance and Insurance	41-3031	Securities, Commodities, and Financial Services Sales Agents	5,180								
52	Finance and Insurance	41-3099	Sales Representatives, Services, All Other	230	50.45	104,900	29.90	62,200	43.75	91,000	66.00	137,300
52	Finance and Insurance	41-9099	Sales and Related Workers, All Other	160	28.60	59,500	21.50	44,700	29.00	60,300	35.65	74,200
52	Finance and Insurance	43-0000	Office and Administrative Support Occupations	14,810	21.95	45,700	15.55	32,400	19.70	41,000	25.90	53,900
52	Finance and Insurance	43-1011	First-Line Supervisors of Office and Administrative Support Workers	1,560	31.00	64,500	24.65	51,300	29.80	62,000	36.40	75,700
52	Finance and Insurance	43-3011	Bill and Account Collectors		23.80	49,500	19.50	40,500	23.15	48,100	29.00	60,300
52	Finance and Insurance	43-3021	Billing and Posting Clerks and Machine Operators	590	19.30	40,100	17.30	35,900	20.00	41,600	22.10	46,000
52	Finance and Insurance	43-3031	Bookkeeping, Accounting, and Auditing Clerks	600	23.30	48,500	18.05	37,600	22.30	46,400	27.10	56,400
52	Finance and Insurance	43-3071	Tellers	3,990	15.80	32,800	13.60	28,300	15.20	31,600	17.85	37,100
52	Finance and Insurance	43-3099	Financial Clerks, All Other	290	19.65	40,800	16.50	34,300	18.75	39,000	22.65	47,100
52	Finance and Insurance	43-4011	Brokerage Clerks	1,350	28.95	60,200	21.75	45,300	27.80	57,800	34.75	72,300
52	Finance and Insurance	43-4041	Credit Authorizers, Checkers, and Clerks		18.60	38,700	15.85	33,000	17.55	36,600	20.60	42,800
52	Finance and Insurance	43-4051	Customer Service Representatives	1,410	20.95	43,600	16.90	35,200	19.85	41,300	23.40	48,700
52	Finance and Insurance	43-4071	File Clerks	70	18.35	38,100	14.20	29,500	17.25	35,900	24.35	50,600
52	Finance and Insurance	43-4131	Loan Interviewers and Clerks	830	22.85	47,500	18.25	37,900	23.90	49,700	27.95	58,100
52	Finance and Insurance	43-4141	New Accounts Clerks		18.50	38,500	16.50	34,300	18.05	37,600	20.50	42,700
52	Finance and Insurance	43-4161	Human Resources Assistants, Except Payroll and Timekeeping		19.80	41,200	16.35	34,100	18.90	39,300	22.85	47,500
52	Finance and Insurance	43-4171	Receptionists and Information Clerks	180								
52	Finance and Insurance	43-4199	Information and Record Clerks, All Other		20.85	43,300	18.00	37,400	20.25	42,200	22.80	47,400
52	Finance and Insurance	43-5021	Couriers and Messengers		14.35	29,900	8.90	18,500	9.15	19,000	21.15	44,000
52	Finance and Insurance	43-5061	Production, Planning, and Expediting Clerks	40	24.50	50,900	20.10	41,800	25.35	52,800	28.95	60,200
52	Finance and Insurance	43-5081	Stock Clerks and Order Fillers	10	16.00	33,300	12.90	26,900	14.30	29,700	18.10	37,600
52	Finance and Insurance	43-6011	Executive Secretaries and Executive Administrative Assistants	520	37.65	78,300	32.15	66,800	37.30	77,600	43.85	91,200
52	Finance and Insurance	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	530	19.90	41,400	16.05	33,400	20.65	43,000	23.55	49,000
52	Finance and Insurance	43-9011	Computer Operators	40	26.60	55,300	20.00	41,600	23.95	49,800	30.30	63,000
52	Finance and Insurance	43-9021	Data Entry Keyers	170	18.45	38,400	15.90	33,100	17.75	36,900	20.50	42,700
52	Finance and Insurance	43-9041	Insurance Claims and Policy Processing Clerks	710	22.95	47,700	17.45	36,200	20.20	42,000	25.85	53,800
52	Finance and Insurance	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	190	15.85	33,000	12.60	26,300	15.45	32,100	18.25	38,000
52	Finance and Insurance	43-9061	Office Clerks, General	440	17.70	36,800	13.20	27,400	15.25	31,700	21.35	44,400
52	Finance and Insurance	43-9071	Office Machine Operators, Except Computer	30	17.75	37,000	15.75	32,800	17.65	36,700	19.60	40,800
52	Finance and Insurance	43-9199	Office and Administrative Support Workers, All Other	80	24.20	50,300	20.05	41,700	22.60	47,000	26.10	54,300

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
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52	Finance and Insurance	47-0000	Construction and Extraction Occupations	20	28.55	59,400	23.10	48,100	26.85	55,800	30.55	63,600
52	Finance and Insurance	49-0000	Installation, Maintenance, and Repair Occupations	40	29.05	60,400	24.60	51,100	29.20	60,700	35.05	72,900
52	Finance and Insurance	49-9071	Maintenance and Repair Workers, General	30	27.90	58,100	22.90	47,700	28.05	58,400	34.40	71,600
52	Finance and Insurance	53-0000	Transportation and Material Moving Occupations		21.15	44,000	16.55	34,400	19.70	41,000	26.55	55,200
52	Finance and Insurance	53-3041	Taxi Drivers and Chauffeurs	20	22.15	46,100	16.65	34,600	24.15	50,200	27.60	57,400
53	Real Estate and Rental and Leasing	00-0000	Total all occupations	15,170	26.45	55,000	13.95	29,000	19.20	39,900	29.75	61,900
53	Real Estate and Rental and Leasing	11-0000	Management Occupations	1,160	60.25	125,300	36.95	76,800	49.50	103,000	72.00	149,800
53	Real Estate and Rental and Leasing	11-1021	General and Operations Managers	270	96.20	200,100	56.45	117,400	78.20	162,700		
53	Real Estate and Rental and Leasing	11-2021	Marketing Managers		48.10	100,000	43.15	89,700	46.85	97,400	53.25	110,800
53	Real Estate and Rental and Leasing	11-2022	Sales Managers	30	65.25	135,800	36.60	76,100	58.00	120,700	87.25	181,500
53	Real Estate and Rental and Leasing	11-3011	Administrative Services Managers	40	56.75	118,100	45.45	94,600	50.90	105,900	71.40	148,500
53	Real Estate and Rental and Leasing	11-3031	Financial Managers	50	91.65	190,700	74.65	155,300	90.00	187,200		
53	Real Estate and Rental and Leasing	11-3071	Transportation, Storage, and Distribution Managers	20	55.80	116,100	49.00	101,900	54.80	114,000	60.95	126,700
53	Real Estate and Rental and Leasing	11-9141	Property, Real Estate, and Community Association Managers	690	44.40	92,300	32.95	68,500	40.90	85,000	51.15	106,400
53	Real Estate and Rental and Leasing	11-9199	Managers, All Other	10	45.05	93,700	29.95	62,300	43.15	89,700	50.05	104,100
53	Real Estate and Rental and Leasing	13-0000	Business and Financial Operations Occupations	770	38.35	79,700	30.95	64,400	36.85	76,700	44.20	91,900
53	Real Estate and Rental and Leasing	13-1071	Human Resources Specialists	20	35.20	73,200	28.20	58,600	33.70	70,100	43.10	89,700
53	Real Estate and Rental and Leasing	13-1151	Training and Development Specialists		31.55	65,600	27.25	56,700	30.20	62,800	34.45	71,700
53	Real Estate and Rental and Leasing	13-1161	Market Research Analysts and Marketing Specialists	230	39.15	81,400	21.10	43,900	36.10	75,100	43.60	90,700
53	Real Estate and Rental and Leasing	13-1199	Business Operations Specialists, All Other	200	37.65	78,300	33.75	70,200	38.25	79,600	43.60	90,700
53	Real Estate and Rental and Leasing	13-2011	Accountants and Auditors	240	40.05	83,300	32.05	66,700	37.95	78,900	47.10	98,000
53	Real Estate and Rental and Leasing	13-2099	Financial Specialists, All Other		36.00	74,900	28.45	59,200	36.35	75,600	43.70	90,900
53	Real Estate and Rental and Leasing	15-0000	Computer and Mathematical Occupations	130	39.60	82,400	21.70	45,100	27.85	57,900	44.30	92,100
53	Real Estate and Rental and Leasing	15-1131	Computer Programmers		25.60	53,300	22.25	46,300	25.35	52,700	28.20	58,700
53	Real Estate and Rental and Leasing	15-1132	Software Developers, Applications	20	61.90	128,800	50.90	105,900	66.95	139,300	74.30	154,600
53	Real Estate and Rental and Leasing	15-1142	Network and Computer Systems Administrators	30								
53	Real Estate and Rental and Leasing	15-1151	Computer User Support Specialists		15.55	32,400	8.85	18,400	9.15	19,000	26.30	54,700
53	Real Estate and Rental and Leasing	17-0000	Architecture and Engineering Occupations	40	36.95	76,900	22.65	47,100	40.00	83,200	49.05	102,000
53	Real Estate and Rental and Leasing	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	190	34.85	72,400	21.25	44,200	26.25	54,600	35.40	73,600
53	Real Estate and Rental and Leasing	27-1024	Graphic Designers	50								
53	Real Estate and Rental and Leasing	27-4011	Audio and Video Equipment Technicians	60	29.35	61,000	21.10	43,900	24.70	51,400	34.75	72,300
53	Real Estate and Rental and Leasing	33-0000	Protective Service Occupations		12.70	26,400	9.45	19,700	11.90	24,700	14.30	29,800
53	Real Estate and Rental and Leasing	33-9032	Security Guards		12.05	25,000	9.45	19,600	11.70	24,300	13.95	29,000
53	Real Estate and Rental and Leasing	37-0000	Building and Grounds Cleaning and Maintenance Occupations	780	14.05	29,200	10.85	22,600	13.40	27,900	15.90	33,100
53	Real Estate and Rental and Leasing	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	620	13.15	27,300	10.50	21,800	12.70	26,400	15.30	31,800
53	Real Estate and Rental and Leasing	37-3011	Landscaping and Groundskeeping Workers		16.25	33,800	13.25	27,600	15.20	31,600	18.15	37,800
53	Real Estate and Rental and Leasing	39-0000	Personal Care and Service Occupations		13.65	28,400	11.75	24,400	13.70	28,500	15.30	31,800
53	Real Estate and Rental and Leasing	39-6012	Concierges		14.15	29,400	12.70	26,500	14.15	29,400	15.60	32,400
53	Real Estate and Rental and Leasing	41-0000	Sales and Related Occupations	1,540	45.00	93,600	18.05	37,600	26.55	55,300	49.45	102,800
53	Real Estate and Rental and Leasing	41-1011	First-Line Supervisors of Retail Sales Workers	140	27.35	56,800	24.00	49,900	27.45	57,100	30.20	62,800
53	Real Estate and Rental and Leasing	41-1012	First-Line Supervisors of Non-Retail Sales Workers	40	40.40	84,100	26.40	54,900	33.05	68,800	54.50	113,400
53	Real Estate and Rental and Leasing	41-2021	Counter and Rental Clerks	500	24.75	51,500	13.80	28,700	19.65	40,900	28.20	58,700
53	Real Estate and Rental and Leasing	41-2031	Retail Salespersons		20.40	42,400	11.70	24,400	14.30	29,800	32.80	68,200
53	Real Estate and Rental and Leasing	41-3099	Sales Representatives, Services, All Other	180	75.50	157,100	24.15	50,300	41.00	85,300		
53	Real Estate and Rental and Leasing	41-9022	Real Estate Sales Agents	350								
53	Real Estate and Rental and Leasing	41-9099	Sales and Related Workers, All Other		22.85	47,500	16.85	35,000	19.00	39,500	30.70	63,900
53	Real Estate and Rental and Leasing	43-0000	Office and Administrative Support Occupations	4,260	17.65	36,700	12.45	25,900	16.85	35,000	21.60	44,900
53	Real Estate and Rental and Leasing	43-1011	First-Line Supervisors of Office and Administrative Support Workers	250	25.55	53,200	18.05	37,500	24.05	50,000	30.75	63,900
53	Real Estate and Rental and Leasing	43-3021	Billing and Posting Clerks and Machine Operators		21.70	45,200	18.35	38,200	21.40	44,500	24.00	49,900
53	Real Estate and Rental and Leasing	43-3031	Bookkeeping, Accounting, and Auditing Clerks	380	23.45	48,700	19.85	41,300	23.15	48,100	27.30	56,800

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
53	Real Estate and Rental and Leasing	43-4051	Customer Service Representatives	220	16.75	34,800	11.30	23,500	16.95	35,300	20.65	42,900
53	Real Estate and Rental and Leasing	43-4151	Order Clerks	380	10.60	22,000	9.40	19,500	9.70	20,200	10.50	21,800
53	Real Estate and Rental and Leasing	43-4171	Receptionists and Information Clerks	320	14.50	30,100	12.05	25,100	13.95	29,000	17.10	35,600
53	Real Estate and Rental and Leasing	43-5032	Dispatchers, Except Police, Fire, and Ambulance	30	25.40	52,800	18.35	38,100	25.45	53,000	29.90	62,100
53	Real Estate and Rental and Leasing	43-5071	Shipping, Receiving, and Traffic Clerks	60	11.50	23,900	9.40	19,500	9.70	20,200	10.00	20,800
53	Real Estate and Rental and Leasing	43-5081	Stock Clerks and Order Fillers	240	13.95	29,000	10.60	22,000	12.75	26,500	15.85	33,000
53	Real Estate and Rental and Leasing	43-6011	Executive Secretaries and Executive Administrative Assistants		27.30	56,800	22.75	47,300	26.45	55,000	29.85	62,100
53	Real Estate and Rental and Leasing	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	1,010	15.55	32,300	13.65	28,400	15.85	32,900	17.95	37,400
53	Real Estate and Rental and Leasing	43-9061	Office Clerks, General	950	18.35	38,100	12.35	25,700	18.70	38,900	23.80	49,500
53	Real Estate and Rental and Leasing	43-9199	Office and Administrative Support Workers, All Other		20.40	42,400	11.60	24,100	19.35	40,300	24.25	50,400
53	Real Estate and Rental and Leasing	47-0000	Construction and Extraction Occupations	540	33.45	69,600	20.80	43,300	31.70	66,000	45.60	94,800
53	Real Estate and Rental and Leasing	47-1011	First-Line Supervisors of Construction Trades and Extraction Work		50.55	105,200	46.15	96,000	53.45	111,100	58.15	121,000
53	Real Estate and Rental and Leasing	47-2111	Electricians	10	23.20	48,300	17.60	36,600	20.30	42,200	29.20	60,800
53	Real Estate and Rental and Leasing	47-2141	Painters, Construction and Maintenance		30.25	62,900	17.50	36,400	27.80	57,900	44.65	92,900
53	Real Estate and Rental and Leasing	49-0000	Installation, Maintenance, and Repair Occupations	3,310	22.85	47,600	15.95	33,100	19.55	40,600	27.00	56,100
53	Real Estate and Rental and Leasing	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	340	39.50	82,100	24.55	51,000	32.10	66,800	45.25	94,100
53	Real Estate and Rental and Leasing	49-2094	Electrical and Electronics Repairers, Commercial and Industrial Equipment		29.75	61,900	22.75	47,300	28.35	58,900	34.75	72,300
53	Real Estate and Rental and Leasing	49-3023	Automotive Service Technicians and Mechanics		32.55	67,700	31.20	64,900	33.75	70,200	36.30	75,500
53	Real Estate and Rental and Leasing	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists		30.40	63,200	25.25	52,600	29.50	61,300	35.85	74,600
53	Real Estate and Rental and Leasing	49-9071	Maintenance and Repair Workers, General	2,180	19.15	39,900	14.75	30,700	17.60	36,600	21.40	44,500
53	Real Estate and Rental and Leasing	49-9098	Helpers--Installation, Maintenance, and Repair Workers		20.60	42,900	18.75	38,900	21.60	45,000	23.90	49,700
53	Real Estate and Rental and Leasing	51-0000	Production Occupations	400	13.25	27,600	9.55	19,900	10.75	22,300	14.65	30,400
53	Real Estate and Rental and Leasing	51-1011	First-Line Supervisors of Production and Operating Workers	20	25.50	53,000	22.45	46,700	24.75	51,500	27.85	58,000
53	Real Estate and Rental and Leasing	51-6011	Laundry and Dry-Cleaning Workers	230	11.65	24,200	9.40	19,500	9.75	20,300	12.00	25,000
53	Real Estate and Rental and Leasing	53-0000	Transportation and Material Moving Occupations	1,580	17.00	35,400	10.75	22,400	16.60	34,500	20.30	42,300
53	Real Estate and Rental and Leasing	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	80	35.75	74,400	28.00	58,200	33.45	69,500	39.60	82,300
53	Real Estate and Rental and Leasing	53-3032	Heavy and Tractor-Trailer Truck Drivers	420	20.50	42,600	17.50	36,400	19.30	40,200	22.50	46,800
53	Real Estate and Rental and Leasing	53-3033	Light Truck or Delivery Services Drivers	170	17.40	36,200	14.25	29,600	17.85	37,100	20.10	41,800
53	Real Estate and Rental and Leasing	53-3099	Motor Vehicle Operators, All Other		13.50	28,000	11.05	23,000	13.10	27,200	15.80	32,900
53	Real Estate and Rental and Leasing	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	710	14.15	29,400	9.80	20,400	11.55	24,100	18.35	38,100
54	Professional, Scientific, and Technical Services	00-0000	Total all occupations	51,460	42.95	89,300	21.25	44,200	34.65	72,100	56.75	118,000
54	Professional, Scientific, and Technical Services	11-0000	Management Occupations	6,270	84.95	176,700	57.55	119,700	76.40	158,900		
54	Professional, Scientific, and Technical Services	11-1021	General and Operations Managers	1,220	94.55	196,600	60.00	124,800	81.00	168,500		
54	Professional, Scientific, and Technical Services	11-2011	Advertising and Promotions Managers		76.45	159,000	56.95	118,400	68.25	142,000	87.15	181,300
54	Professional, Scientific, and Technical Services	11-2021	Marketing Managers	480	90.20	187,600	67.65	140,800	79.95	166,300		
54	Professional, Scientific, and Technical Services	11-2022	Sales Managers	240	83.15	172,900	57.60	119,800	71.35	148,400	99.80	207,600
54	Professional, Scientific, and Technical Services	11-2031	Public Relations and Fundraising Managers		82.65	171,900	56.65	117,900	66.45	138,200	96.95	201,600
54	Professional, Scientific, and Technical Services	11-3011	Administrative Services Managers	140	69.15	143,800	53.25	110,800	63.85	132,800	76.15	158,400
54	Professional, Scientific, and Technical Services	11-3021	Computer and Information Systems Managers	1,070	84.70	176,100	60.35	125,600	79.80	166,000	98.15	204,200
54	Professional, Scientific, and Technical Services	11-3031	Financial Managers	890	98.65	205,100	73.20	152,300	92.50	192,500		
54	Professional, Scientific, and Technical Services	11-3051	Industrial Production Managers	20	52.70	109,600	37.05	77,100	46.25	96,200	67.65	140,700
54	Professional, Scientific, and Technical Services	11-3061	Purchasing Managers	40	94.15	195,900	73.85	153,600	89.00	185,100		
54	Professional, Scientific, and Technical Services	11-3111	Compensation and Benefits Managers	20	96.35	200,400	73.60	153,000	86.85	180,700		
54	Professional, Scientific, and Technical Services	11-3121	Human Resources Managers	170	85.90	178,700	55.90	116,300	75.55	157,200		
54	Professional, Scientific, and Technical Services	11-3131	Training and Development Managers	70	67.15	139,700	48.30	100,500	60.05	125,000	79.00	164,400
54	Professional, Scientific, and Technical Services	11-9041	Architectural and Engineering Managers	260	72.45	150,700	51.15	106,400	68.05	141,500	85.35	177,600
54	Professional, Scientific, and Technical Services	11-9111	Medical and Health Services Managers	50	89.75	186,700	48.35	100,600	71.40	148,500		
54	Professional, Scientific, and Technical Services	11-9121	Natural Sciences Managers	260	93.35	194,100	63.70	132,500	83.75	174,200		
54	Professional, Scientific, and Technical Services	11-9199	Managers, All Other	1,200	67.95	141,300	50.75	105,600	61.65	128,300	79.90	166,200

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'1 (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
54	Professional, Scientific, and Technical Services	13-0000	Business and Financial Operations Occupations	7,880	44.55	92,700	29.05	60,500	39.65	82,400	56.35	117,200
54	Professional, Scientific, and Technical Services	13-1020	Buyers and Purchasing Agents	240	43.85	91,200	33.40	69,500	41.30	85,900	54.80	114,000
54	Professional, Scientific, and Technical Services	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety,	250	42.75	89,000	32.35	67,200	40.50	84,300	51.40	106,900
54	Professional, Scientific, and Technical Services	13-1051	Cost Estimators		32.70	68,000	29.10	60,500	33.25	69,200	36.95	76,800
54	Professional, Scientific, and Technical Services	13-1071	Human Resources Specialists	550	36.85	76,600	25.45	52,900	34.35	71,400	48.50	100,900
54	Professional, Scientific, and Technical Services	13-1081	Logisticians	180	40.00	83,200	28.90	60,100	35.40	73,600	47.95	99,700
54	Professional, Scientific, and Technical Services	13-1111	Management Analysts	1,170	48.55	101,000	27.45	57,100	42.90	89,300	70.20	146,000
54	Professional, Scientific, and Technical Services	13-1121	Meeting, Convention, and Event Planners	230	35.70	74,300	24.05	50,000	32.05	66,700	44.25	92,100
54	Professional, Scientific, and Technical Services	13-1141	Compensation, Benefits, and Job Analysis Specialists		54.25	112,900	38.55	80,200	62.85	130,700	70.80	147,300
54	Professional, Scientific, and Technical Services	13-1151	Training and Development Specialists	150	40.70	84,600	32.20	67,000	40.35	83,900	47.95	99,700
54	Professional, Scientific, and Technical Services	13-1161	Market Research Analysts and Marketing Specialists	840	44.75	93,000	30.00	62,400	42.95	89,400	56.95	118,400
54	Professional, Scientific, and Technical Services	13-1199	Business Operations Specialists, All Other	960	37.30	77,600	27.05	56,300	34.80	72,400	45.05	93,700
54	Professional, Scientific, and Technical Services	13-2011	Accountants and Auditors	2,490	49.35	102,700	32.10	66,800	43.20	89,800	59.25	123,300
54	Professional, Scientific, and Technical Services	13-2031	Budget Analysts	60	38.10	79,200	30.20	62,800	38.05	79,100	46.05	95,800
54	Professional, Scientific, and Technical Services	13-2051	Financial Analysts	150	50.10	104,200	36.15	75,100	45.70	95,000	61.20	127,300
54	Professional, Scientific, and Technical Services	13-2052	Personal Financial Advisors		36.55	76,000	24.10	50,100	28.75	59,800	52.80	109,800
54	Professional, Scientific, and Technical Services	13-2082	Tax Preparers		28.30	58,900	22.75	47,300	26.65	55,500	31.20	64,900
54	Professional, Scientific, and Technical Services	13-2099	Financial Specialists, All Other	40	36.15	75,200	26.65	55,400	34.05	70,800	43.90	91,300
54	Professional, Scientific, and Technical Services	15-0000	Computer and Mathematical Occupations	10,190	47.85	99,500	33.45	69,600	45.65	94,900	60.85	126,600
54	Professional, Scientific, and Technical Services	15-1121	Computer Systems Analysts	520	53.00	110,300	39.40	81,900	49.25	102,400	61.90	128,700
54	Professional, Scientific, and Technical Services	15-1122	Information Security Analysts	130	61.10	127,100	48.95	101,800	61.50	127,900	73.55	153,000
54	Professional, Scientific, and Technical Services	15-1131	Computer Programmers	820	41.05	85,400	25.40	52,800	34.55	71,900	53.05	110,400
54	Professional, Scientific, and Technical Services	15-1132	Software Developers, Applications	5,090	49.15	102,300	36.70	76,400	46.45	96,600	60.45	125,700
54	Professional, Scientific, and Technical Services	15-1133	Software Developers, Systems Software	940	58.85	122,400	43.20	89,800	58.90	122,500	74.55	155,000
54	Professional, Scientific, and Technical Services	15-1134	Web Developers	90	43.05	89,600	34.90	72,600	40.10	83,400	48.40	100,700
54	Professional, Scientific, and Technical Services	15-1141	Database Administrators	180	59.30	123,300	45.20	94,000	61.75	128,400	73.75	153,400
54	Professional, Scientific, and Technical Services	15-1142	Network and Computer Systems Administrators	460	48.80	101,500	37.20	77,400	44.20	92,000	55.65	115,800
54	Professional, Scientific, and Technical Services	15-1151	Computer User Support Specialists	380	30.80	64,100	19.60	40,800	29.50	61,400	39.25	81,600
54	Professional, Scientific, and Technical Services	15-1152	Computer Network Support Specialists	250	40.25	83,800	28.35	59,000	35.20	73,200	47.40	98,600
54	Professional, Scientific, and Technical Services	15-1199	Computer Occupations, All Other	460	46.85	97,400	39.30	81,700	49.35	102,600	58.20	121,100
54	Professional, Scientific, and Technical Services	15-2031	Operations Research Analysts		43.30	90,100	32.20	66,900	42.00	87,400	53.85	112,000
54	Professional, Scientific, and Technical Services	15-2041	Statisticians	80	66.50	138,300	53.95	112,200	61.15	127,200	72.95	151,700
54	Professional, Scientific, and Technical Services	17-0000	Architecture and Engineering Occupations	3,460	43.35	90,100	26.40	54,900	36.85	76,700	53.75	111,800
54	Professional, Scientific, and Technical Services	17-1011	Architects, Except Landscape and Naval	610	38.35	79,700	24.05	50,100	35.60	74,000	47.75	99,300
54	Professional, Scientific, and Technical Services	17-1022	Surveyors	100	37.25	77,500	30.00	62,400	36.95	76,900	44.85	93,300
54	Professional, Scientific, and Technical Services	17-2051	Civil Engineers	700	61.80	128,500	36.20	75,300	52.10	108,400	71.15	148,000
54	Professional, Scientific, and Technical Services	17-2071	Electrical Engineers	450	52.80	109,800	37.05	77,100	52.25	108,700	64.65	134,500
54	Professional, Scientific, and Technical Services	17-2112	Industrial Engineers	30	42.40	88,200	32.95	68,600	42.45	88,300	52.00	108,200
54	Professional, Scientific, and Technical Services	17-2141	Mechanical Engineers	230	54.25	112,800	40.65	84,600	48.95	101,800	67.40	140,200
54	Professional, Scientific, and Technical Services	17-2199	Engineers, All Other	90	47.15	98,100	27.65	57,500	42.35	88,100	54.60	113,500
54	Professional, Scientific, and Technical Services	17-3011	Architectural and Civil Drafters	510	27.75	57,800	21.50	44,800	25.15	52,300	33.65	70,000
54	Professional, Scientific, and Technical Services	17-3022	Civil Engineering Technicians	140	27.00	56,100	19.35	40,200	25.20	52,400	32.95	68,500
54	Professional, Scientific, and Technical Services	17-3023	Electrical and Electronics Engineering Technicians	90	31.35	65,200	25.95	54,000	32.50	67,600	36.80	76,500
54	Professional, Scientific, and Technical Services	19-0000	Life, Physical, and Social Science Occupations	1,160	43.35	90,200	27.10	56,400	39.05	81,300	53.55	111,400
54	Professional, Scientific, and Technical Services	19-1021	Biochemists and Biophysicists	270	50.95	106,000	40.30	83,800	46.75	97,200	59.40	123,500
54	Professional, Scientific, and Technical Services	19-2031	Chemists	210	45.85	95,300	33.15	69,000	42.10	87,600	56.80	118,200
54	Professional, Scientific, and Technical Services	19-2041	Environmental Scientists and Specialists, Including Health		36.35	75,600	29.70	61,700	35.30	73,500	39.60	82,400
54	Professional, Scientific, and Technical Services	19-3022	Survey Researchers		24.85	51,700	21.50	44,800	23.60	49,000	27.20	56,500
54	Professional, Scientific, and Technical Services	19-4021	Biological Technicians		23.10	48,100	16.10	33,500	18.40	38,200	24.00	49,900
54	Professional, Scientific, and Technical Services	19-4031	Chemical Technicians		24.95	51,900	20.00	41,600	24.40	50,800	29.70	61,700

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'1 (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
54	Professional, Scientific, and Technical Services	19-4091	Environmental Science and Protection Technicians, Including Health		23.50	48,900	16.45	34,200	18.90	39,300	29.65	61,700
54	Professional, Scientific, and Technical Services	21-0000	Community and Social Services Occupations		59.10	122,900	37.00	77,000	55.65	115,800	65.30	135,800
54	Professional, Scientific, and Technical Services	23-0000	Legal Occupations	2,170	55.25	114,900	28.15	58,600	42.90	89,200	70.75	147,100
54	Professional, Scientific, and Technical Services	23-1011	Lawyers	1,510	66.75	138,900	37.50	78,000	59.30	123,300	77.85	161,900
54	Professional, Scientific, and Technical Services	23-2011	Paralegals and Legal Assistants		29.85	62,100	22.55	47,000	28.40	59,000	34.70	72,200
54	Professional, Scientific, and Technical Services	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	1,490	28.05	58,300	17.05	35,400	23.85	49,600	35.70	74,300
54	Professional, Scientific, and Technical Services	27-1011	Art Directors	60	45.20	94,000	40.45	84,200	44.90	93,400	49.45	102,900
54	Professional, Scientific, and Technical Services	27-1024	Graphic Designers	440	25.60	53,200	19.30	40,200	23.05	47,900	29.55	61,500
54	Professional, Scientific, and Technical Services	27-1025	Interior Designers		21.90	45,600	15.55	32,300	18.15	37,800	24.90	51,800
54	Professional, Scientific, and Technical Services	27-2012	Producers and Directors		31.25	65,000	14.60	30,300	23.50	48,900	40.00	83,200
54	Professional, Scientific, and Technical Services	27-3031	Public Relations Specialists	120	33.60	69,900	21.40	44,600	28.05	58,400	41.65	86,600
54	Professional, Scientific, and Technical Services	27-3041	Editors	120	38.85	80,800	27.55	57,300	36.95	76,900	47.25	98,300
54	Professional, Scientific, and Technical Services	27-3042	Technical Writers	100	42.35	88,100	30.15	62,700	37.95	78,900	54.35	113,100
54	Professional, Scientific, and Technical Services	27-4021	Photographers		13.50	28,100	10.05	21,000	10.95	22,800	11.85	24,600
54	Professional, Scientific, and Technical Services	29-0000	Healthcare Practitioners and Technical Occupations	1,230	30.95	64,400	15.45	32,200	21.55	44,800	40.70	84,600
54	Professional, Scientific, and Technical Services	29-1131	Veterinarians	350	60.10	125,000	42.55	88,500	54.00	112,300	72.20	150,100
54	Professional, Scientific, and Technical Services	29-1141	Registered Nurses		42.55	88,500	41.45	86,200	44.85	93,300	48.25	100,300
54	Professional, Scientific, and Technical Services	29-2056	Veterinary Technologists and Technicians	710	17.75	36,900	14.20	29,500	17.75	36,900	21.40	44,500
54	Professional, Scientific, and Technical Services	29-2071	Medical Records and Health Information Technicians		19.90	41,400	13.60	28,300	15.10	31,400	23.55	49,000
54	Professional, Scientific, and Technical Services	31-0000	Healthcare Support Occupations	210	16.60	34,500	11.70	24,400	16.35	34,000	19.80	41,200
54	Professional, Scientific, and Technical Services	31-9096	Veterinary Assistants and Laboratory Animal Caretakers	150	15.60	32,400	11.35	23,600	14.70	30,600	18.95	39,400
54	Professional, Scientific, and Technical Services	33-0000	Protective Service Occupations	10	22.80	47,400	12.00	25,000	15.05	31,400	24.55	51,000
54	Professional, Scientific, and Technical Services	33-9032	Security Guards	10	22.80	47,400	12.00	25,000	15.05	31,400	24.55	51,000
54	Professional, Scientific, and Technical Services	37-0000	Building and Grounds Cleaning and Maintenance Occupations		19.05	39,600	16.25	33,800	18.20	37,900	20.70	43,100
54	Professional, Scientific, and Technical Services	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	30	14.30	29,700	10.95	22,700	12.15	25,300	18.30	38,000
54	Professional, Scientific, and Technical Services	39-0000	Personal Care and Service Occupations		10.35	21,500	9.60	20,000	10.20	21,200	11.00	22,900
54	Professional, Scientific, and Technical Services	39-2021	Nonfarm Animal Caretakers		10.30	21,400	9.60	19,900	10.15	21,100	10.95	22,800
54	Professional, Scientific, and Technical Services	41-0000	Sales and Related Occupations	2,580	43.30	90,100	21.55	44,800	37.15	77,300	59.60	123,900
54	Professional, Scientific, and Technical Services	41-1012	First-Line Supervisors of Non-Retail Sales Workers	30	38.85	80,800	29.35	61,100	42.10	87,600	46.75	97,200
54	Professional, Scientific, and Technical Services	41-3011	Advertising Sales Agents	240	34.00	70,700	14.50	30,100	29.10	60,500	42.80	89,000
54	Professional, Scientific, and Technical Services	41-3099	Sales Representatives, Services, All Other	1,500	50.75	105,600	30.40	63,300	51.45	107,000	65.90	137,100
54	Professional, Scientific, and Technical Services	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and	390	45.75	95,200	19.80	41,200	32.95	68,600	53.65	111,600
54	Professional, Scientific, and Technical Services	41-9041	Telemarketers		12.15	25,300	10.30	21,400	11.10	23,100	11.90	24,800
54	Professional, Scientific, and Technical Services	41-9099	Sales and Related Workers, All Other	170	26.25	54,600	11.35	23,600	26.00	54,100	33.30	69,300
54	Professional, Scientific, and Technical Services	43-0000	Office and Administrative Support Occupations	12,020	21.00	43,700	14.60	30,400	19.15	39,900	26.95	56,000
54	Professional, Scientific, and Technical Services	43-1011	First-Line Supervisors of Office and Administrative Support Worke	700	32.45	67,500	26.80	55,700	32.60	67,900	37.90	78,800
54	Professional, Scientific, and Technical Services	43-3011	Bill and Account Collectors	150	20.00	41,600	14.65	30,500	20.75	43,200	23.90	49,700
54	Professional, Scientific, and Technical Services	43-3021	Billing and Posting Clerks and Machine Operators	140	21.75	45,300	18.70	38,900	22.05	45,900	25.15	52,300
54	Professional, Scientific, and Technical Services	43-3031	Bookkeeping, Accounting, and Auditing Clerks	1,440	21.65	45,000	16.20	33,700	20.15	41,900	27.25	56,700
54	Professional, Scientific, and Technical Services	43-3051	Payroll and Timekeeping Clerks	240	22.10	46,000	15.95	33,200	22.15	46,100	27.90	58,000
54	Professional, Scientific, and Technical Services	43-3061	Procurement Clerks	20	22.20	46,200	17.45	36,300	24.85	51,700	27.85	57,900
54	Professional, Scientific, and Technical Services	43-4051	Customer Service Representatives	1,140	19.80	41,200	14.10	29,400	17.75	36,900	23.55	49,000
54	Professional, Scientific, and Technical Services	43-4071	File Clerks		12.90	26,900	9.35	19,500	11.00	22,800	13.80	28,700
54	Professional, Scientific, and Technical Services	43-4111	Interviewers, Except Eligibility and Loan	210	15.75	32,700	11.35	23,600	15.55	32,300	18.65	38,800
54	Professional, Scientific, and Technical Services	43-4151	Order Clerks	40	12.85	26,700	10.55	21,900	11.65	24,200	12.70	26,400
54	Professional, Scientific, and Technical Services	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	30	18.75	39,000	15.75	32,800	18.30	38,100	21.80	45,400
54	Professional, Scientific, and Technical Services	43-4171	Receptionists and Information Clerks	670	15.80	32,900	12.35	25,700	15.70	32,700	19.10	39,800
54	Professional, Scientific, and Technical Services	43-4199	Information and Record Clerks, All Other		24.80	51,600	18.50	38,400	24.40	50,800	30.35	63,100
54	Professional, Scientific, and Technical Services	43-5021	Couriers and Messengers		15.10	31,400	13.30	27,700	14.70	30,600	17.05	35,500
54	Professional, Scientific, and Technical Services	43-5061	Production, Planning, and Expediting Clerks	200	26.85	55,800	22.90	47,600	26.60	55,400	29.75	61,900

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'1 (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
54	Professional, Scientific, and Technical Services	43-5071	Shipping, Receiving, and Traffic Clerks	80	16.70	34,800	12.15	25,200	14.75	30,700	20.15	41,900
54	Professional, Scientific, and Technical Services	43-5081	Stock Clerks and Order Fillers		14.80	30,800	10.90	22,700	12.95	26,900	17.45	36,300
54	Professional, Scientific, and Technical Services	43-6011	Executive Secretaries and Executive Administrative Assistants	340	33.75	70,200	28.30	58,900	34.30	71,400	39.25	81,600
54	Professional, Scientific, and Technical Services	43-6012	Legal Secretaries	1,550	25.00	52,000	18.30	38,000	27.05	56,200	30.20	62,900
54	Professional, Scientific, and Technical Services	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	1,570	20.20	42,000	16.45	34,200	19.80	41,200	24.65	51,300
54	Professional, Scientific, and Technical Services	43-9011	Computer Operators		29.80	62,000	21.70	45,100	29.20	60,700	40.45	84,200
54	Professional, Scientific, and Technical Services	43-9021	Data Entry Keyers	210	17.15	35,700	13.95	29,000	15.70	32,700	20.00	41,600
54	Professional, Scientific, and Technical Services	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service		14.65	30,500	11.00	22,900	12.40	25,800	17.80	37,000
54	Professional, Scientific, and Technical Services	43-9061	Office Clerks, General	1,720	14.30	29,800	10.80	22,500	13.70	28,500	16.70	34,700
54	Professional, Scientific, and Technical Services	43-9199	Office and Administrative Support Workers, All Other		25.90	53,900	21.75	45,200	23.70	49,300	25.70	53,400
54	Professional, Scientific, and Technical Services	47-0000	Construction and Extraction Occupations	360	28.95	60,300	19.15	39,800	27.65	57,500	38.20	79,500
54	Professional, Scientific, and Technical Services	47-4011	Construction and Building Inspectors	220	29.10	60,500	18.55	38,600	28.20	58,600	38.05	79,100
54	Professional, Scientific, and Technical Services	49-0000	Installation, Maintenance, and Repair Occupations	650	26.05	54,200	17.05	35,500	24.95	51,900	34.35	71,500
54	Professional, Scientific, and Technical Services	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	70	34.80	72,300	30.95	64,400	35.00	72,800	38.55	80,200
54	Professional, Scientific, and Technical Services	49-2011	Computer, Automated Teller, and Office Machine Repairers	220	22.75	47,300	16.75	34,900	18.65	38,800	26.45	55,000
54	Professional, Scientific, and Technical Services	49-9071	Maintenance and Repair Workers, General		21.05	43,700	13.45	28,000	16.90	35,100	24.00	49,900
54	Professional, Scientific, and Technical Services	51-0000	Production Occupations	630	22.65	47,100	14.20	29,500	20.05	41,700	27.80	57,800
54	Professional, Scientific, and Technical Services	51-1011	First-Line Supervisors of Production and Operating Workers	50	35.75	74,400	29.95	62,300	35.35	73,600	41.60	86,500
54	Professional, Scientific, and Technical Services	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	430	22.70	47,200	12.70	26,500	20.65	42,900	27.90	58,000
54	Professional, Scientific, and Technical Services	53-0000	Transportation and Material Moving Occupations	560	18.30	38,000	12.30	25,600	15.95	33,100	23.85	49,600
54	Professional, Scientific, and Technical Services	53-1048	First-line supervisors of transportation and material moving workers, except	30	29.05	60,400	22.95	47,800	28.50	59,300	33.95	70,600
54	Professional, Scientific, and Technical Services	53-3033	Light Truck or Delivery Services Drivers	20	23.35	48,500	15.85	33,000	19.15	39,800	32.90	68,400
54	Professional, Scientific, and Technical Services	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	120	14.55	30,300	10.90	22,700	13.35	27,800	17.25	35,900
55	Management of Companies and Enterprises	00-0000	Total all occupations	23,640	50.20	104,400	25.60	53,200	41.40	86,100	65.45	136,100
55	Management of Companies and Enterprises	11-0000	Management Occupations	5,040	90.15	187,500	62.10	129,200	80.10	166,700		
55	Management of Companies and Enterprises	11-1011	Chief Executives	10	119.80	249,200	89.05	185,200				
55	Management of Companies and Enterprises	11-1021	General and Operations Managers	500	131.55	273,600						
55	Management of Companies and Enterprises	11-2021	Marketing Managers	870	87.25	181,500	64.50	134,200	79.35	165,100	99.85	207,700
55	Management of Companies and Enterprises	11-2022	Sales Managers	470	81.80	170,100	54.85	114,100	66.10	137,500	99.15	206,300
55	Management of Companies and Enterprises	11-2031	Public Relations and Fundraising Managers	60	94.40	196,300	63.80	132,700	82.60	171,900		
55	Management of Companies and Enterprises	11-3011	Administrative Services Managers	250	69.60	144,800	49.45	102,800	64.40	133,900	86.35	179,600
55	Management of Companies and Enterprises	11-3021	Computer and Information Systems Managers	560	95.20	198,000	70.60	146,900	87.75	182,500		
55	Management of Companies and Enterprises	11-3031	Financial Managers	780	95.70	199,100	67.80	141,000	86.20	179,300		
55	Management of Companies and Enterprises	11-3051	Industrial Production Managers	20	74.70	155,300	54.90	114,200	64.60	134,300	85.05	176,900
55	Management of Companies and Enterprises	11-3061	Purchasing Managers	140	92.25	191,900	65.30	135,800	86.70	180,300		
55	Management of Companies and Enterprises	11-3071	Transportation, Storage, and Distribution Managers	130	68.25	142,000	51.25	106,600	58.55	121,800	77.20	160,500
55	Management of Companies and Enterprises	11-3111	Compensation and Benefits Managers	30	78.55	163,400	61.25	127,400	72.20	150,100	87.85	182,700
55	Management of Companies and Enterprises	11-3121	Human Resources Managers	230	85.80	178,400	64.75	134,700	78.00	162,300	96.65	201,000
55	Management of Companies and Enterprises	11-3131	Training and Development Managers	70	71.90	149,600	59.70	124,200	71.40	148,600	83.35	173,400
55	Management of Companies and Enterprises	11-9041	Architectural and Engineering Managers	60	93.60	194,700	73.35	152,600	89.00	185,100		
55	Management of Companies and Enterprises	11-9111	Medical and Health Services Managers	90	75.10	156,300	48.40	100,600	61.25	127,400	87.55	182,100
55	Management of Companies and Enterprises	11-9121	Natural Sciences Managers	170	100.55	209,200	73.00	151,800	89.20	185,600		
55	Management of Companies and Enterprises	11-9141	Property, Real Estate, and Community Association Managers	30	50.20	104,400	30.00	62,400	44.10	91,800	71.00	147,600
55	Management of Companies and Enterprises	11-9199	Managers, All Other	480	75.75	157,500	57.75	120,200	70.70	147,100	86.30	179,500
55	Management of Companies and Enterprises	13-0000	Business and Financial Operations Occupations	6,570	43.55	90,600	31.45	65,400	40.95	85,200	53.50	111,200
55	Management of Companies and Enterprises	13-1020	Buyers and Purchasing Agents	350	42.85	89,100	30.70	63,900	40.50	84,200	51.60	107,400
55	Management of Companies and Enterprises	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	240	37.30	77,600	26.55	55,200	36.15	75,200	46.15	95,900
55	Management of Companies and Enterprises	13-1051	Cost Estimators		49.60	103,200	39.05	81,200	53.95	112,200	59.20	123,100
55	Management of Companies and Enterprises	13-1071	Human Resources Specialists	570	32.65	67,900	19.60	40,800	31.05	64,600	44.35	92,200

\*See Footnotes on Page 49



**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
55	Management of Companies and Enterprises	13-1075	Labor Relations Specialists		36.75	76,400	32.70	68,000	35.35	73,600	38.00	79,100
55	Management of Companies and Enterprises	13-1081	Logisticians	310	46.15	96,000	33.05	68,800	42.45	88,300	54.05	112,400
55	Management of Companies and Enterprises	13-1111	Management Analysts	360	47.50	98,800	35.30	73,500	45.15	93,900	57.75	120,100
55	Management of Companies and Enterprises	13-1121	Meeting, Convention, and Event Planners	40	33.35	69,300	23.10	48,000	30.25	62,900	40.30	83,800
55	Management of Companies and Enterprises	13-1141	Compensation, Benefits, and Job Analysis Specialists	110	36.50	76,000	26.80	55,700	35.55	74,000	44.90	93,400
55	Management of Companies and Enterprises	13-1151	Training and Development Specialists	230	38.40	79,900	30.10	62,600	38.05	79,200	47.25	98,300
55	Management of Companies and Enterprises	13-1161	Market Research Analysts and Marketing Specialists	1,060	42.60	88,600	31.50	65,500	41.35	86,000	52.50	109,200
55	Management of Companies and Enterprises	13-1199	Business Operations Specialists, All Other	800	44.40	92,300	33.30	69,300	41.30	86,000	49.75	103,400
55	Management of Companies and Enterprises	13-2011	Accountants and Auditors	970	46.75	97,200	34.30	71,300	44.30	92,100	57.00	118,500
55	Management of Companies and Enterprises	13-2021	Appraisers and Assessors of Real Estate		41.95	87,300	28.35	59,000	45.55	94,800	54.15	112,700
55	Management of Companies and Enterprises	13-2031	Budget Analysts	240	41.50	86,300	30.80	64,000	39.90	82,900	50.10	104,200
55	Management of Companies and Enterprises	13-2041	Credit Analysts	130	43.10	89,700	29.30	60,900	36.50	75,900	52.60	109,500
55	Management of Companies and Enterprises	13-2051	Financial Analysts	330	52.55	109,300	36.80	76,600	47.90	99,600	62.20	129,400
55	Management of Companies and Enterprises	13-2052	Personal Financial Advisors	40	50.45	104,900	29.15	60,600	38.40	79,900	68.70	142,900
55	Management of Companies and Enterprises	13-2072	Loan Officers	370	43.70	90,900	28.15	58,600	37.35	77,700	55.70	115,800
55	Management of Companies and Enterprises	13-2099	Financial Specialists, All Other	130	43.35	90,200	31.70	65,900	40.30	83,800	50.85	105,700
55	Management of Companies and Enterprises	15-0000	Computer and Mathematical Occupations	2,920	53.55	111,400	37.00	77,000	52.60	109,400	69.55	144,700
55	Management of Companies and Enterprises	15-1121	Computer Systems Analysts	240	57.45	119,500	45.30	94,300	56.15	116,800	71.00	147,700
55	Management of Companies and Enterprises	15-1122	Information Security Analysts	130	63.20	131,500	46.10	95,900	62.75	130,500	78.55	163,400
55	Management of Companies and Enterprises	15-1131	Computer Programmers	90	48.85	101,600	36.05	75,000	48.95	101,900	59.40	123,500
55	Management of Companies and Enterprises	15-1132	Software Developers, Applications	730	57.40	119,400	41.20	85,700	57.30	119,200	72.85	151,500
55	Management of Companies and Enterprises	15-1133	Software Developers, Systems Software		61.75	128,500	47.20	98,200	63.60	132,300	77.20	160,600
55	Management of Companies and Enterprises	15-1134	Web Developers	60	44.95	93,500	31.75	66,100	41.45	86,200	52.30	108,800
55	Management of Companies and Enterprises	15-1141	Database Administrators	100	54.35	113,100	43.10	89,700	55.10	114,700	66.75	138,800
55	Management of Companies and Enterprises	15-1142	Network and Computer Systems Administrators	120	52.05	108,300	39.50	82,200	50.25	104,500	62.85	130,800
55	Management of Companies and Enterprises	15-1143	Computer Network Architects	130	75.25	156,500	59.15	123,000	76.95	160,100	92.05	191,500
55	Management of Companies and Enterprises	15-1151	Computer User Support Specialists	230	32.75	68,100	22.15	46,100	28.75	59,800	39.70	82,500
55	Management of Companies and Enterprises	15-1152	Computer Network Support Specialists	180	36.70	76,400	28.05	58,300	33.35	69,400	43.75	91,000
55	Management of Companies and Enterprises	15-1199	Computer Occupations, All Other	300	50.65	105,300	35.25	73,300	52.60	109,400	63.05	131,100
55	Management of Companies and Enterprises	15-2031	Operations Research Analysts	180	45.35	94,300	30.60	63,700	44.10	91,700	58.15	120,900
55	Management of Companies and Enterprises	15-2041	Statisticians		57.75	120,100	43.80	91,100	59.55	123,900	74.15	154,200
55	Management of Companies and Enterprises	17-0000	Architecture and Engineering Occupations	340	50.65	105,400	37.40	77,800	47.25	98,300	63.80	132,700
55	Management of Companies and Enterprises	17-2111	Health and Safety Engineers, Except Mining Safety Engineers and	10	55.35	115,200	48.05	99,900	57.25	119,100	65.95	137,200
55	Management of Companies and Enterprises	17-2141	Mechanical Engineers		46.80	97,400	41.80	86,900	45.45	94,500	49.10	102,200
55	Management of Companies and Enterprises	19-0000	Life, Physical, and Social Science Occupations		55.10	114,600	35.15	73,100	49.20	102,400	65.00	135,200
55	Management of Companies and Enterprises	19-1021	Biochemists and Biophysicists		46.35	96,500	32.40	67,400	43.45	90,300	57.35	119,300
55	Management of Companies and Enterprises	19-2031	Chemists	100	43.55	90,500	30.50	63,500	39.15	81,400	50.50	105,000
55	Management of Companies and Enterprises	23-0000	Legal Occupations	430	86.65	180,200	49.40	102,800	86.20	179,300		
55	Management of Companies and Enterprises	23-1011	Lawyers	330	101.75	211,700	80.60	167,600	94.55	196,600		
55	Management of Companies and Enterprises	23-2011	Paralegals and Legal Assistants	70	35.55	73,900	28.70	59,600	34.10	70,900	40.10	83,400
55	Management of Companies and Enterprises	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	250	34.90	72,600	24.60	51,200	32.55	67,700	41.55	86,400
55	Management of Companies and Enterprises	27-1011	Art Directors	10	61.45	127,800	49.25	102,400	65.40	136,000	76.60	159,400
55	Management of Companies and Enterprises	27-1024	Graphic Designers	50	28.40	59,000	22.10	46,000	27.30	56,800	34.15	71,000
55	Management of Companies and Enterprises	27-1025	Interior Designers	20	28.85	60,000	22.75	47,400	27.45	57,100	34.10	70,900
55	Management of Companies and Enterprises	27-3031	Public Relations Specialists	60	39.30	81,800	30.10	62,600	35.75	74,400	47.95	99,800
55	Management of Companies and Enterprises	27-3042	Technical Writers		43.05	89,600	35.40	73,700	41.75	86,800	48.95	101,800
55	Management of Companies and Enterprises	27-3043	Writers and Authors		32.55	67,700	27.35	56,900	30.35	63,100	37.25	77,500
55	Management of Companies and Enterprises	29-0000	Healthcare Practitioners and Technical Occupations	190	44.70	92,900	29.15	60,600	35.75	74,400	45.30	94,200
55	Management of Companies and Enterprises	29-1069	Physicians and Surgeons, All Other	20								
55	Management of Companies and Enterprises	33-0000	Protective Service Occupations	40	24.25	50,400	16.55	34,400	25.50	53,100	29.35	61,000

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
55	Management of Companies and Enterprises	33-9032	Security Guards	20	19.75	41,100	13.60	28,300	17.65	36,700	26.95	56,100
55	Management of Companies and Enterprises	37-0000	Building and Grounds Cleaning and Maintenance Occupations	30	21.30	44,300	16.40	34,100	18.60	38,700	23.75	49,400
55	Management of Companies and Enterprises	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	20	17.75	36,900	16.00	33,300	17.80	37,100	19.70	41,000
55	Management of Companies and Enterprises	41-0000	Sales and Related Occupations	1,380	33.50	69,600	11.70	24,400	22.25	46,200	44.15	91,900
55	Management of Companies and Enterprises	41-1011	First-Line Supervisors of Retail Sales Workers		23.50	48,900	14.25	29,600	20.85	43,400	25.20	52,400
55	Management of Companies and Enterprises	41-1012	First-Line Supervisors of Non-Retail Sales Workers	50	48.75	101,400	35.60	74,100	46.15	96,000	59.30	123,400
55	Management of Companies and Enterprises	41-2031	Retail Salespersons	360	14.15	29,500	10.70	22,200	13.45	28,000	16.15	33,600
55	Management of Companies and Enterprises	41-3031	Securities, Commodities, and Financial Services Sales Agents	160	55.55	115,600	33.65	70,000	50.45	105,000	72.70	151,200
55	Management of Companies and Enterprises	41-3099	Sales Representatives, Services, All Other	210	50.45	104,900	29.35	61,000	39.60	82,300	64.50	134,100
55	Management of Companies and Enterprises	41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products		67.20	139,800	44.60	92,800	67.25	139,900	75.80	157,700
55	Management of Companies and Enterprises	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products		45.65	94,900	25.50	53,100	35.40	73,600	60.80	126,400
55	Management of Companies and Enterprises	41-9099	Sales and Related Workers, All Other	80	27.10	56,300	14.10	29,400	28.90	60,100	36.55	76,000
55	Management of Companies and Enterprises	43-0000	Office and Administrative Support Occupations	4,870	24.55	51,100	17.25	35,900	22.35	46,400	30.00	62,400
55	Management of Companies and Enterprises	43-1011	First-Line Supervisors of Office and Administrative Support Workers	410	39.20	81,500	29.15	60,600	37.70	78,400	47.35	98,500
55	Management of Companies and Enterprises	43-3011	Bill and Account Collectors	140	21.90	45,500	18.75	39,000	21.65	45,000	24.55	51,000
55	Management of Companies and Enterprises	43-3021	Billing and Posting Clerks and Machine Operators	400	20.35	42,300	16.95	35,300	20.55	42,700	23.50	48,900
55	Management of Companies and Enterprises	43-3031	Bookkeeping, Accounting, and Auditing Clerks	550	21.95	45,700	18.30	38,100	21.60	45,000	25.35	52,700
55	Management of Companies and Enterprises	43-3051	Payroll and Timekeeping Clerks	50	23.00	47,800	17.35	36,100	21.85	45,500	28.80	59,900
55	Management of Companies and Enterprises	43-3061	Procurement Clerks	60	24.45	50,900	15.50	32,200	20.85	43,400	25.80	53,700
55	Management of Companies and Enterprises	43-3099	Financial Clerks, All Other	50	22.25	46,300	15.30	31,800	20.45	42,500	28.95	60,300
55	Management of Companies and Enterprises	43-4041	Credit Authorizers, Checkers, and Clerks	30	19.90	41,400	17.25	35,800	20.15	41,900	22.95	47,700
55	Management of Companies and Enterprises	43-4051	Customer Service Representatives	950	20.10	41,800	15.15	31,600	18.25	38,000	23.05	48,000
55	Management of Companies and Enterprises	43-4071	File Clerks	30	18.75	39,000	15.05	31,300	18.00	37,500	22.45	46,700
55	Management of Companies and Enterprises	43-4131	Loan Interviewers and Clerks		28.60	59,500	18.90	39,400	23.55	49,000	39.95	83,100
55	Management of Companies and Enterprises	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	100	21.20	44,100	17.70	36,800	21.00	43,700	23.75	49,400
55	Management of Companies and Enterprises	43-4171	Receptionists and Information Clerks	50	17.35	36,000	13.80	28,700	16.15	33,600	21.35	44,400
55	Management of Companies and Enterprises	43-4199	Information and Record Clerks, All Other		23.95	49,800	20.30	42,200	22.70	47,300	25.70	53,400
55	Management of Companies and Enterprises	43-5021	Couriers and Messengers	20	18.90	39,300	16.05	33,400	17.80	37,100	21.05	43,700
55	Management of Companies and Enterprises	43-5061	Production, Planning, and Expediting Clerks	90	27.70	57,600	23.85	49,600	27.90	58,000	31.10	64,700
55	Management of Companies and Enterprises	43-5071	Shipping, Receiving, and Traffic Clerks	70	19.05	39,700	14.00	29,100	18.60	38,700	23.05	47,900
55	Management of Companies and Enterprises	43-5081	Stock Clerks and Order Fillers	50	20.90	43,500	11.70	24,300	21.20	44,100	28.75	59,800
55	Management of Companies and Enterprises	43-6011	Executive Secretaries and Executive Administrative Assistants	580	35.45	73,700	31.05	64,600	35.30	73,400	38.85	80,800
55	Management of Companies and Enterprises	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	310	23.05	47,900	17.95	37,300	22.50	46,800	28.15	58,600
55	Management of Companies and Enterprises	43-9011	Computer Operators	50	23.95	49,900	20.35	42,300	24.95	51,900	29.95	62,300
55	Management of Companies and Enterprises	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	30	14.60	30,400	12.10	25,200	14.70	30,600	17.45	36,300
55	Management of Companies and Enterprises	43-9061	Office Clerks, General	320	19.20	40,000	13.60	28,300	20.35	42,300	23.85	49,600
55	Management of Companies and Enterprises	43-9199	Office and Administrative Support Workers, All Other	30	19.50	40,500	13.80	28,700	17.20	35,700	23.85	49,600
55	Management of Companies and Enterprises	49-0000	Installation, Maintenance, and Repair Occupations	300	26.85	55,900	17.10	35,500	23.35	48,500	34.00	70,700
55	Management of Companies and Enterprises	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	30	38.75	80,600	29.80	62,000	36.65	76,200	47.40	98,600
55	Management of Companies and Enterprises	49-9071	Maintenance and Repair Workers, General	70	25.10	52,200	19.10	39,800	23.60	49,100	30.15	62,700
55	Management of Companies and Enterprises	51-0000	Production Occupations	50	25.00	52,000	15.85	33,000	22.35	46,500	29.65	61,600
55	Management of Companies and Enterprises	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	20	19.60	40,800	11.40	23,700	15.90	33,100	22.85	47,500
55	Management of Companies and Enterprises	53-0000	Transportation and Material Moving Occupations	600	15.85	32,900	9.80	20,400	12.20	25,400	18.15	37,800
55	Management of Companies and Enterprises	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	60	31.55	65,600	25.20	52,400	31.65	65,800	37.50	78,000
55	Management of Companies and Enterprises	53-3041	Taxi Drivers and Chauffeurs		14.15	29,400	10.95	22,800	13.35	27,800	15.40	32,000
55	Management of Companies and Enterprises	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	370	13.10	27,300	9.55	19,800	10.75	22,300	14.90	30,900

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: *BY INDUSTRY SECTOR***

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
56	Administrative and Support and Waste Management and Remediation Services	00-0000	Total all occupations	59,590	20.10	41,800	11.05	23,000	14.95	31,100	23.60	49,100
56	Administrative and Support and Waste Management and Remediation Services	11-0000	Management Occupations	1,540	69.80	145,100	45.65	94,900	62.65	130,300	87.15	181,200
56	Administrative and Support and Waste Management and Remediation Services	11-1021	General and Operations Managers	500	71.85	149,400	40.25	83,700	59.50	123,800	95.75	199,200
56	Administrative and Support and Waste Management and Remediation Services	11-2021	Marketing Managers	40	69.55	144,600	55.55	115,500	65.40	136,000	77.85	162,000
56	Administrative and Support and Waste Management and Remediation Services	11-2022	Sales Managers	130	84.90	176,600	60.90	126,700	76.65	159,400	99.05	206,100
56	Administrative and Support and Waste Management and Remediation Services	11-3011	Administrative Services Managers	150	61.60	128,100	45.10	93,800	54.20	112,800	67.80	141,000
56	Administrative and Support and Waste Management and Remediation Services	11-3021	Computer and Information Systems Managers		84.30	175,400	70.55	146,700	83.90	174,500	94.90	197,400
56	Administrative and Support and Waste Management and Remediation Services	11-3031	Financial Managers		81.05	168,600	65.35	136,000	73.55	153,000	86.75	180,400
56	Administrative and Support and Waste Management and Remediation Services	11-3051	Industrial Production Managers		57.65	119,900	44.50	92,500	54.30	112,900	67.45	140,300
56	Administrative and Support and Waste Management and Remediation Services	11-3061	Purchasing Managers		49.55	103,100	23.30	48,400	36.25	75,400	71.45	148,600
56	Administrative and Support and Waste Management and Remediation Services	11-3071	Transportation, Storage, and Distribution Managers	60	71.40	148,600	44.40	92,400	64.60	134,300	77.55	161,300
56	Administrative and Support and Waste Management and Remediation Services	11-3121	Human Resources Managers		71.65	149,000	47.00	97,700	60.20	125,200	89.50	186,100
56	Administrative and Support and Waste Management and Remediation Services	11-9021	Construction Managers	10	59.30	123,300	44.25	92,100	48.75	101,400	75.95	157,900
56	Administrative and Support and Waste Management and Remediation Services	11-9111	Medical and Health Services Managers	120	52.95	110,100	43.10	89,700	47.90	99,600	65.75	136,700
56	Administrative and Support and Waste Management and Remediation Services	11-9199	Managers, All Other		69.50	144,500	47.85	99,500	64.35	133,800	82.10	170,800
56	Administrative and Support and Waste Management and Remediation Services	13-0000	Business and Financial Operations Occupations	2,330	37.55	78,100	28.40	59,100	35.70	74,200	45.25	94,200
56	Administrative and Support and Waste Management and Remediation Services	13-1020	Buyers and Purchasing Agents	100	40.25	83,700	32.65	67,900	36.75	76,400	50.75	105,600
56	Administrative and Support and Waste Management and Remediation Services	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	120	38.35	79,800	31.60	65,800	37.95	79,000	45.15	93,900
56	Administrative and Support and Waste Management and Remediation Services	13-1051	Cost Estimators	20	38.50	80,100	30.95	64,400	37.50	78,000	45.15	93,900
56	Administrative and Support and Waste Management and Remediation Services	13-1071	Human Resources Specialists	670	35.20	73,200	25.70	53,500	33.00	68,600	41.05	85,400
56	Administrative and Support and Waste Management and Remediation Services	13-1081	Logisticians	60	35.55	74,000	29.70	61,800	35.00	72,800	39.50	82,200
56	Administrative and Support and Waste Management and Remediation Services	13-1111	Management Analysts	70	45.90	95,500	34.75	72,300	46.00	95,700	56.80	118,200
56	Administrative and Support and Waste Management and Remediation Services	13-1121	Meeting, Convention, and Event Planners	220	32.85	68,300	25.40	52,800	31.30	65,100	39.00	81,100
56	Administrative and Support and Waste Management and Remediation Services	13-1141	Compensation, Benefits, and Job Analysis Specialists		50.30	104,600	45.15	93,900	50.50	105,000	57.85	120,300

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
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Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector <i>(see definitions in Section 3)</i>	Occ'l (SOC) Code	Occupational Title <i>(see definitions in Section 2)</i>	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
56	Administrative and Support and Waste Management and Remediation Services	13-1151	Training and Development Specialists	40	38.50	80,000	32.50	67,600	37.90	78,900	45.40	94,400
56	Administrative and Support and Waste Management and Remediation Services	13-1161	Market Research Analysts and Marketing Specialists		40.55	84,400	28.40	59,100	34.40	71,600	51.95	108,000
56	Administrative and Support and Waste Management and Remediation Services	13-1199	Business Operations Specialists, All Other	430	36.95	76,900	26.55	55,200	35.15	73,100	46.40	96,500
56	Administrative and Support and Waste Management and Remediation Services	13-2011	Accountants and Auditors	370	39.80	82,800	32.25	67,100	37.50	78,000	45.95	95,500
56	Administrative and Support and Waste Management and Remediation Services	13-2031	Budget Analysts	10	41.60	86,600	37.30	77,500	42.55	88,500	47.05	97,800
56	Administrative and Support and Waste Management and Remediation Services	13-2051	Financial Analysts	10	46.25	96,200	36.75	76,500	46.20	96,100	56.55	117,600
56	Administrative and Support and Waste Management and Remediation Services	15-0000	Computer and Mathematical Occupations	1,400	46.60	97,000	29.65	61,700	44.60	92,800	60.60	126,000
56	Administrative and Support and Waste Management and Remediation Services	15-1121	Computer Systems Analysts		51.85	107,900	41.90	87,100	51.80	107,800	63.45	132,000
56	Administrative and Support and Waste Management and Remediation Services	15-1131	Computer Programmers	90	67.40	140,100	33.60	69,900	47.15	98,100	79.85	166,100
56	Administrative and Support and Waste Management and Remediation Services	15-1132	Software Developers, Applications	50	54.15	112,600	44.25	92,000	52.25	108,700	61.20	127,300
56	Administrative and Support and Waste Management and Remediation Services	15-1133	Software Developers, Systems Software	90	64.85	134,900	53.15	110,600	67.00	139,400	77.85	162,000
56	Administrative and Support and Waste Management and Remediation Services	15-1134	Web Developers		49.65	103,300	36.85	76,600	47.00	97,800	65.95	137,200
56	Administrative and Support and Waste Management and Remediation Services	15-1141	Database Administrators	30	55.00	114,400	49.95	103,900	56.05	116,600	61.70	128,400
56	Administrative and Support and Waste Management and Remediation Services	15-1142	Network and Computer Systems Administrators	240	49.95	103,900	33.65	70,000	49.10	102,100	61.65	128,200
56	Administrative and Support and Waste Management and Remediation Services	15-1143	Computer Network Architects	90	54.10	112,500	35.80	74,400	52.30	108,800	69.60	144,800
56	Administrative and Support and Waste Management and Remediation Services	15-1151	Computer User Support Specialists	190	26.10	54,300	18.70	38,900	25.60	53,300	29.55	61,500
56	Administrative and Support and Waste Management and Remediation Services	15-1152	Computer Network Support Specialists	80	31.85	66,300	26.95	56,000	30.20	62,800	35.65	74,100
56	Administrative and Support and Waste Management and Remediation Services	15-1199	Computer Occupations, All Other	120	22.45	46,700	8.95	18,700	14.50	30,100	34.05	70,800
56	Administrative and Support and Waste Management and Remediation Services	17-0000	Architecture and Engineering Occupations	140	48.50	100,900	37.45	77,900	49.65	103,200	59.15	123,000
56	Administrative and Support and Waste Management and Remediation Services	17-2112	Industrial Engineers	20	46.50	96,700	38.00	79,100	49.50	103,000	56.25	117,000
56	Administrative and Support and Waste Management and Remediation Services	17-2199	Engineers, All Other	20	53.70	111,700	40.95	85,100	48.60	101,100	62.05	129,000
56	Administrative and Support and Waste Management and Remediation Services	17-3023	Electrical and Electronics Engineering Technicians		22.40	46,600	20.90	43,400	22.40	46,500	23.90	49,700
56	Administrative and Support and Waste Management and Remediation Services	19-0000	Life, Physical, and Social Science Occupations		41.90	87,200	31.70	65,900	37.55	78,100	49.00	101,900
56	Administrative and Support and Waste Management and Remediation Services	23-0000	Legal Occupations	60	44.15	91,900	24.15	50,200	34.55	71,800	44.65	92,900

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: *BY INDUSTRY SECTOR***

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
56	Administrative and Support and Waste Management and Remediation Services	23-1011	Lawyers		51.90	107,900	33.25	69,100	37.35	77,600	61.25	127,400
56	Administrative and Support and Waste Management and Remediation Services	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	200	32.50	67,600	24.45	50,900	28.60	59,500	38.70	80,400
56	Administrative and Support and Waste Management and Remediation Services	27-1024	Graphic Designers	80	29.45	61,200	23.95	49,800	28.00	58,300	34.00	70,700
56	Administrative and Support and Waste Management and Remediation Services	27-3031	Public Relations Specialists	10	48.85	101,600	24.20	50,400	63.45	131,900	72.25	150,200
56	Administrative and Support and Waste Management and Remediation Services	27-3042	Technical Writers		31.95	66,500	25.65	53,300	28.10	58,400	30.90	64,300
56	Administrative and Support and Waste Management and Remediation Services	29-0000	Healthcare Practitioners and Technical Occupations	1,350	35.05	72,900	27.75	57,700	31.90	66,400	39.80	82,800
56	Administrative and Support and Waste Management and Remediation Services	29-1141	Registered Nurses	800	39.10	81,300	32.10	66,700	37.40	77,800	46.25	96,200
56	Administrative and Support and Waste Management and Remediation Services	31-0000	Healthcare Support Occupations	1,190	13.95	29,000	11.55	24,100	13.50	28,100	15.45	32,100
56	Administrative and Support and Waste Management and Remediation Services	31-1014	Nursing Assistants	930	12.90	26,800	11.15	23,200	12.70	26,500	14.40	29,900
56	Administrative and Support and Waste Management and Remediation Services	31-9092	Medical Assistants	200								
56	Administrative and Support and Waste Management and Remediation Services	33-0000	Protective Service Occupations	6,260	14.75	30,600	10.95	22,800	13.45	28,000	16.90	35,100
56	Administrative and Support and Waste Management and Remediation Services	33-1099	First-Line Supervisors of Protective Service Workers, All Other	220	26.15	54,400	23.40	48,700	27.10	56,400	29.85	62,000
56	Administrative and Support and Waste Management and Remediation Services	33-9032	Security Guards	5,910	14.15	29,400	10.85	22,500	13.20	27,400	16.10	33,500
56	Administrative and Support and Waste Management and Remediation Services	35-0000	Food Preparation and Serving-Related Occupations	150	14.55	30,200	11.15	23,100	14.00	29,100	17.25	35,900
56	Administrative and Support and Waste Management and Remediation Services	37-0000	Building and Grounds Cleaning and Maintenance Occupations	10,720	14.50	30,200	11.05	23,000	13.55	28,200	15.95	33,200
56	Administrative and Support and Waste Management and Remediation Services	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	260	25.10	52,200	18.95	39,400	26.10	54,300	30.05	62,500
56	Administrative and Support and Waste Management and Remediation Services	37-1012	First-Line Supervisors of Landscaping, Lawn Service, and Groundsk	190	30.95	64,300	23.45	48,700	28.50	59,300	33.75	70,200
56	Administrative and Support and Waste Management and Remediation Services	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	6,340	13.10	27,300	10.90	22,600	12.65	26,300	14.80	30,800
56	Administrative and Support and Waste Management and Remediation Services	37-2012	Maids and Housekeeping Cleaners		11.35	23,600	9.45	19,700	10.30	21,500	12.85	26,700
56	Administrative and Support and Waste Management and Remediation Services	37-2021	Pest Control Workers	310	24.30	50,600	18.70	38,900	23.55	49,000	29.35	61,100
56	Administrative and Support and Waste Management and Remediation Services	37-3011	Landscaping and Groundskeeping Workers	2,790	15.20	31,600	13.05	27,100	14.90	31,000	17.45	36,300
56	Administrative and Support and Waste Management and Remediation Services	39-0000	Personal Care and Service Occupations	80	16.10	33,500	11.60	24,100	14.40	30,000	19.50	40,600
56	Administrative and Support and Waste Management and Remediation Services	41-0000	Sales and Related Occupations	3,430	24.45	50,900	12.80	26,600	20.35	42,300	31.45	65,400
56	Administrative and Support and Waste Management and Remediation Services	41-1012	First-Line Supervisors of Non-Retail Sales Workers	300	33.20	69,000	23.05	47,900	28.60	59,500	44.60	92,800

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: *BY INDUSTRY SECTOR***

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
56	Administrative and Support and Waste Management and Remediation Services	41-2031	Retail Salespersons		12.25	25,500	9.60	20,000	11.00	22,900	14.00	29,100
56	Administrative and Support and Waste Management and Remediation Services	41-3041	Travel Agents	410	22.80	47,400	13.60	28,300	21.20	44,100	30.10	62,600
56	Administrative and Support and Waste Management and Remediation Services	41-3099	Sales Representatives, Services, All Other	1,170	30.75	64,000	19.90	41,400	27.30	56,800	37.55	78,100
56	Administrative and Support and Waste Management and Remediation Services	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products		40.00	83,200	33.35	69,400	42.05	87,500	47.90	99,600
56	Administrative and Support and Waste Management and Remediation Services	41-9041	Telemarketers	1,050	14.35	29,900	10.50	21,800	11.65	24,200	15.75	32,800
56	Administrative and Support and Waste Management and Remediation Services	41-9099	Sales and Related Workers, All Other	90	23.45	48,800	16.55	34,400	21.75	45,200	31.25	65,000
56	Administrative and Support and Waste Management and Remediation Services	43-0000	Office and Administrative Support Occupations	10,530	19.00	39,500	12.65	26,300	17.55	36,500	23.80	49,600
56	Administrative and Support and Waste Management and Remediation Services	43-1011	First-Line Supervisors of Office and Administrative Support Workers	620	29.35	61,000	21.35	44,400	29.95	62,200	36.65	76,200
56	Administrative and Support and Waste Management and Remediation Services	43-2011	Switchboard Operators, Including Answering Service	40	20.65	43,000	16.40	34,100	21.05	43,800	25.05	52,100
56	Administrative and Support and Waste Management and Remediation Services	43-3011	Bill and Account Collectors	360	16.95	35,300	12.90	26,800	14.90	31,000	19.55	40,700
56	Administrative and Support and Waste Management and Remediation Services	43-3021	Billing and Posting Clerks and Machine Operators	120	22.05	45,900	16.70	34,700	19.95	41,500	25.80	53,700
56	Administrative and Support and Waste Management and Remediation Services	43-3031	Bookkeeping, Accounting, and Auditing Clerks	830	21.45	44,600	16.65	34,600	19.85	41,300	26.95	56,100
56	Administrative and Support and Waste Management and Remediation Services	43-3051	Payroll and Timekeeping Clerks	30	24.45	50,900	17.55	36,500	26.65	55,400	30.20	62,800
56	Administrative and Support and Waste Management and Remediation Services	43-3061	Procurement Clerks	20	20.85	43,300	15.45	32,100	20.20	42,000	26.30	54,800
56	Administrative and Support and Waste Management and Remediation Services	43-4051	Customer Service Representatives	2,430	20.50	42,700	14.55	30,300	20.00	41,600	25.50	53,000
56	Administrative and Support and Waste Management and Remediation Services	43-4071	File Clerks	90	15.85	32,900	9.25	19,300	9.80	20,400	18.80	39,100
56	Administrative and Support and Waste Management and Remediation Services	43-4151	Order Clerks		18.50	38,500	13.90	29,000	16.15	33,600	23.65	49,200
56	Administrative and Support and Waste Management and Remediation Services	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	150	20.30	42,200	15.80	32,900	19.85	41,300	24.25	50,400
56	Administrative and Support and Waste Management and Remediation Services	43-4171	Receptionists and Information Clerks	320	15.50	32,300	13.05	27,200	15.20	31,600	18.15	37,700
56	Administrative and Support and Waste Management and Remediation Services	43-4181	Reservation and Transportation Ticket Agents and Travel Clerks	30	15.40	32,000	12.80	26,700	14.35	29,800	17.15	35,700
56	Administrative and Support and Waste Management and Remediation Services	43-4199	Information and Record Clerks, All Other	150	22.20	46,200	20.30	42,200	22.25	46,200	24.20	50,300
56	Administrative and Support and Waste Management and Remediation Services	43-5032	Dispatchers, Except Police, Fire, and Ambulance	120	21.85	45,400	15.15	31,500	19.70	41,000	28.25	58,800
56	Administrative and Support and Waste Management and Remediation Services	43-5061	Production, Planning, and Expediting Clerks	140	23.75	49,400	17.85	37,200	22.75	47,300	29.40	61,100
56	Administrative and Support and Waste Management and Remediation Services	43-5071	Shipping, Receiving, and Traffic Clerks	360	13.95	29,000	9.60	19,900	10.90	22,700	15.95	33,100

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
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BERGEN-HUDSON-PASSAIC COUNTY AREA: *BY INDUSTRY SECTOR***

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
56	Administrative and Support and Waste Management and Remediation Services	43-5081	Stock Clerks and Order Fillers	1,080	14.20	29,500	10.60	22,100	11.85	24,700	14.85	30,900
56	Administrative and Support and Waste Management and Remediation Services	43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping		24.00	49,900	16.85	35,000	23.15	48,200	30.50	63,400
56	Administrative and Support and Waste Management and Remediation Services	43-6011	Executive Secretaries and Executive Administrative Assistants	180	32.40	67,400	26.75	55,600	31.55	65,600	37.15	77,300
56	Administrative and Support and Waste Management and Remediation Services	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	860	20.60	42,900	16.25	33,900	20.20	42,000	24.05	50,000
56	Administrative and Support and Waste Management and Remediation Services	43-9021	Data Entry Keyers	220	18.70	38,900	15.25	31,700	18.35	38,100	22.60	47,000
56	Administrative and Support and Waste Management and Remediation Services	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	220	14.05	29,200	9.30	19,300	12.65	26,300	17.95	37,300
56	Administrative and Support and Waste Management and Remediation Services	43-9061	Office Clerks, General	1,610	14.05	29,200	10.35	21,500	12.10	25,200	17.20	35,700
56	Administrative and Support and Waste Management and Remediation Services	43-9071	Office Machine Operators, Except Computer		17.45	36,300	12.05	25,000	16.80	34,900	21.05	43,800
56	Administrative and Support and Waste Management and Remediation Services	43-9199	Office and Administrative Support Workers, All Other	60	19.80	41,200	12.95	27,000	18.95	39,500	23.50	48,900
56	Administrative and Support and Waste Management and Remediation Services	47-0000	Construction and Extraction Occupations	730	28.15	58,500	19.00	39,500	23.75	49,400	35.60	74,100
56	Administrative and Support and Waste Management and Remediation Services	47-1011	First-Line Supervisors of Construction Trades and Extraction Work	30	34.65	72,100	27.75	57,700	30.90	64,200	41.95	87,200
56	Administrative and Support and Waste Management and Remediation Services	47-2061	Construction Laborers	150	32.35	67,200	16.25	33,800	23.00	47,800	53.05	110,400
56	Administrative and Support and Waste Management and Remediation Services	47-2111	Electricians		32.00	66,500	21.85	45,400	23.90	49,700	34.15	71,000
56	Administrative and Support and Waste Management and Remediation Services	47-4041	Hazardous Materials Removal Workers	260	30.05	62,500	21.75	45,200	28.20	58,600	37.05	77,000
56	Administrative and Support and Waste Management and Remediation Services	49-0000	Installation, Maintenance, and Repair Occupations	1,500	26.65	55,500	17.95	37,300	25.50	53,100	34.35	71,400
56	Administrative and Support and Waste Management and Remediation Services	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	100	42.85	89,100	36.40	75,700	42.90	89,200	48.95	101,800
56	Administrative and Support and Waste Management and Remediation Services	49-2011	Computer, Automated Teller, and Office Machine Repairers		24.90	51,800	20.40	42,400	23.30	48,400	31.10	64,700
56	Administrative and Support and Waste Management and Remediation Services	49-2098	Security and Fire Alarm Systems Installers	380	26.80	55,800	21.65	45,000	27.60	57,400	32.70	68,000
56	Administrative and Support and Waste Management and Remediation Services	49-3011	Aircraft Mechanics and Service Technicians	130								
56	Administrative and Support and Waste Management and Remediation Services	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	110	25.60	53,200	21.50	44,800	26.15	54,400	29.30	60,900
56	Administrative and Support and Waste Management and Remediation Services	49-9041	Industrial Machinery Mechanics	40	26.70	55,600	22.30	46,400	26.85	55,800	32.25	67,100
56	Administrative and Support and Waste Management and Remediation Services	49-9071	Maintenance and Repair Workers, General		18.70	38,900	15.30	31,900	17.55	36,500	21.30	44,300
56	Administrative and Support and Waste Management and Remediation Services	49-9098	Helpers--Installation, Maintenance, and Repair Workers		16.65	34,600	13.30	27,600	14.35	29,800	15.90	33,000
56	Administrative and Support and Waste Management and Remediation Services	51-0000	Production Occupations	1,500	14.35	29,800	9.65	20,000	11.75	24,500	16.95	35,200

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
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BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

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Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
56	Administrative and Support and Waste Management and Remediation Services	51-1011	First-Line Supervisors of Production and Operating Workers	20	36.65	76,200	31.90	66,300	36.45	75,800	44.30	92,200
56	Administrative and Support and Waste Management and Remediation Services	51-2098	Assemblers and fabricators, all other, including team assemblers	290	11.55	24,100	9.30	19,400	10.45	21,700	12.60	26,200
56	Administrative and Support and Waste Management and Remediation Services	51-4121	Welders, Cutters, Solderers, and Brazers	30	22.05	45,900	19.50	40,500	21.80	45,300	24.30	50,600
56	Administrative and Support and Waste Management and Remediation Services	51-5112	Printing Press Operators	10	15.45	32,200	10.20	21,300	12.10	25,200	19.70	40,900
56	Administrative and Support and Waste Management and Remediation Services	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	170	16.95	35,300	11.60	24,100	14.85	30,900	20.90	43,500
56	Administrative and Support and Waste Management and Remediation Services	51-9111	Packaging and Filling Machine Operators and Tenders	390	13.55	28,200	10.00	20,800	11.75	24,400	15.15	31,500
56	Administrative and Support and Waste Management and Remediation Services	51-9199	Production Workers, All Other	110	13.45	28,000	9.60	19,900	10.90	22,700	16.40	34,100
56	Administrative and Support and Waste Management and Remediation Services	53-0000	Transportation and Material Moving Occupations	15,450	14.15	29,500	9.60	20,000	11.60	24,200	16.95	35,300
56	Administrative and Support and Waste Management and Remediation Services	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	270	29.50	61,400	19.10	39,800	30.70	63,800	38.10	79,300
56	Administrative and Support and Waste Management and Remediation Services	53-3032	Heavy and Tractor-Trailer Truck Drivers	1,060	24.10	50,100	20.25	42,100	24.00	49,900	28.10	58,400
56	Administrative and Support and Waste Management and Remediation Services	53-3033	Light Truck or Delivery Services Drivers		19.35	40,200	14.10	29,300	20.15	41,900	23.75	49,400
56	Administrative and Support and Waste Management and Remediation Services	53-3041	Taxi Drivers and Chauffeurs		13.50	28,100	12.75	26,600	13.65	28,400	14.55	30,300
56	Administrative and Support and Waste Management and Remediation Services	53-7051	Industrial Truck and Tractor Operators	1,120	17.65	36,800	13.00	27,000	15.30	31,800	22.30	46,400
56	Administrative and Support and Waste Management and Remediation Services	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	8,390	12.45	25,900	9.45	19,600	10.85	22,500	14.60	30,400
56	Administrative and Support and Waste Management and Remediation Services	53-7064	Packers and Packagers, Hand	3,610	11.65	24,200	9.45	19,700	10.10	21,000	12.70	26,400
61	Educational Services	00-0000	Total all occupations	81,430	30.95	64,400	17.70	36,800	27.75	57,800	39.45	82,100
61	Educational Services	11-0000	Management Occupations	3,110	64.35	133,900	52.20	108,600	63.10	131,300	75.55	157,200
61	Educational Services	11-1021	General and Operations Managers	90	85.60	178,000	55.35	115,100	63.95	133,000		
61	Educational Services	11-2021	Marketing Managers	10	59.15	123,100	48.60	101,000	60.70	126,200	71.80	149,400
61	Educational Services	11-2031	Public Relations and Fundraising Managers	50	58.35	121,400	44.30	92,100	50.05	104,100	66.55	138,500
61	Educational Services	11-3011	Administrative Services Managers	300	60.15	125,100	48.25	100,300	58.75	122,200	72.45	150,700
61	Educational Services	11-3021	Computer and Information Systems Managers	50	75.55	157,200	57.85	120,300	70.50	146,600	84.85	176,500
61	Educational Services	11-3031	Financial Managers	110	76.90	159,900	57.90	120,400	71.50	148,700	89.15	185,400
61	Educational Services	11-3121	Human Resources Managers	30	68.80	143,100	57.60	119,800	67.45	140,300	81.65	169,900
61	Educational Services	11-3131	Training and Development Managers	20	63.65	132,300	54.40	113,100	61.60	128,100	73.80	153,500
61	Educational Services	11-9031	Education Administrators, Preschool and Childcare Center/Program		49.40	102,800	33.85	70,400	39.20	81,600	72.75	151,300
61	Educational Services	11-9032	Education Administrators, Elementary and Secondary School	1,910		131,400		112,300		134,100		155,900
61	Educational Services	11-9033	Education Administrators, Postsecondary	280	70.10	145,800	49.20	102,300	63.10	131,200	82.20	171,000
61	Educational Services	11-9039	Education Administrators, All Other	80	47.80	99,400	34.55	71,800	43.35	90,100	50.70	105,400
61	Educational Services	11-9051	Food Service Managers	20	46.25	96,200	40.05	83,300	46.85	97,500	55.65	115,800
61	Educational Services	11-9111	Medical and Health Services Managers		57.55	119,700	46.45	96,600	55.15	114,700	63.75	132,600
61	Educational Services	11-9151	Social and Community Service Managers	10	59.25	123,300	54.55	113,400	58.55	121,700	62.55	130,100
61	Educational Services	11-9199	Managers, All Other	60	70.35	146,300	52.00	108,200	62.15	129,300	79.65	165,600
61	Educational Services	13-0000	Business and Financial Operations Occupations	1,810	32.70	68,100	26.15	54,400	30.90	64,200	38.80	80,700
61	Educational Services	13-1020	Buyers and Purchasing Agents	40	36.25	75,400	30.75	64,000	35.40	73,600	39.95	83,100

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Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
61	Educational Services	13-1071	Human Resources Specialists	170	32.25	67,100	25.35	52,700	29.80	61,900	37.00	77,000
61	Educational Services	13-1111	Management Analysts	10	44.20	92,000	36.95	76,900	41.35	86,000	48.75	101,400
61	Educational Services	13-1121	Meeting, Convention, and Event Planners	20	29.55	61,400	21.40	44,500	31.50	65,500	36.75	76,400
61	Educational Services	13-1131	Fundraisers	80	36.30	75,500	27.60	57,400	36.10	75,100	45.35	94,400
61	Educational Services	13-1141	Compensation, Benefits, and Job Analysis Specialists	10	37.40	77,800	33.50	69,600	38.70	80,500	44.65	92,900
61	Educational Services	13-1151	Training and Development Specialists	200	27.65	57,500	13.20	27,500	27.05	56,300	37.20	77,400
61	Educational Services	13-1161	Market Research Analysts and Marketing Specialists	50	33.70	70,100	24.65	51,300	34.65	72,100	40.40	88,400
61	Educational Services	13-1199	Business Operations Specialists, All Other	840	32.40	67,400	26.60	55,300	29.90	62,200	37.35	77,700
61	Educational Services	13-2011	Accountants and Auditors	210	36.00	74,900	28.80	59,900	34.65	72,000	42.50	88,400
61	Educational Services	13-2031	Budget Analysts	20	41.65	86,600	32.85	68,400	39.25	81,600	47.15	98,100
61	Educational Services	13-2051	Financial Analysts		42.80	89,000	35.60	74,100	41.85	87,000	49.00	101,900
61	Educational Services	13-2071	Credit Counselors	70	28.60	59,400	22.25	46,300	27.30	56,800	34.20	71,200
61	Educational Services	13-2099	Financial Specialists, All Other	50	28.75	59,800	22.30	46,300	26.70	55,500	34.60	71,900
61	Educational Services	15-0000	Computer and Mathematical Occupations	820	37.05	77,100	26.55	55,200	35.85	74,500	46.10	95,900
61	Educational Services	15-1121	Computer Systems Analysts	40	48.75	101,400	37.55	78,100	45.40	94,500	58.30	121,300
61	Educational Services	15-1131	Computer Programmers	50	36.65	76,300	29.25	60,800	37.00	77,000	45.60	94,900
61	Educational Services	15-1132	Software Developers, Applications	100	42.30	88,000	33.35	69,300	43.45	90,300	50.35	104,800
61	Educational Services	15-1133	Software Developers, Systems Software	20	55.25	114,900	44.00	91,500	52.95	110,100	65.55	136,400
61	Educational Services	15-1134	Web Developers	30	35.50	73,900	29.55	61,500	34.35	71,500	39.40	82,000
61	Educational Services	15-1141	Database Administrators	20	40.20	83,600	29.80	62,000	40.10	83,400	49.55	103,100
61	Educational Services	15-1142	Network and Computer Systems Administrators	200	44.55	92,700	35.65	74,200	42.60	88,600	53.30	110,900
61	Educational Services	15-1151	Computer User Support Specialists	280	27.15	56,500	20.75	43,200	26.90	55,900	33.70	70,100
61	Educational Services	15-1152	Computer Network Support Specialists	30	27.00	56,200	20.90	43,400	24.60	51,200	32.90	68,500
61	Educational Services	15-1199	Computer Occupations, All Other	40	37.50	78,000	25.75	53,500	40.60	84,400	47.60	99,000
61	Educational Services	19-0000	Life, Physical, and Social Science Occupations	470	42.25	87,900	34.55	71,900	42.40	88,100	50.85	105,800
61	Educational Services	19-3031	Clinical, Counseling, and School Psychologists	430	43.50	90,500	35.90	74,700	43.50	90,500	51.50	107,200
61	Educational Services	19-4099	Life, Physical, and Social Science Technicians, All Other	30	26.20	54,500	21.95	45,700	25.05	52,100	30.60	63,700
61	Educational Services	21-0000	Community and Social Services Occupations	1,910	37.10	77,100	27.65	57,500	35.60	74,000	46.95	97,600
61	Educational Services	21-1012	Educational, Guidance, School, and Vocational Counselors	1,190	37.00	77,000	27.55	57,300	34.65	72,000	46.75	97,200
61	Educational Services	21-1018	Substance abuse, behavioral disorder, and mental health counselors	170	34.95	72,700	24.85	51,700	34.75	72,200	43.80	91,100
61	Educational Services	21-1021	Child, Family, and School Social Workers	470	40.25	83,800	30.55	63,500	40.70	84,700	49.35	102,700
61	Educational Services	21-1099	Community and Social Service Specialists, All Other		23.30	48,500	18.60	38,700	22.40	46,600	27.55	57,300
61	Educational Services	23-0000	Legal Occupations	30	74.30	154,600	42.05	87,500	69.85	145,300	95.15	197,900
61	Educational Services	23-1011	Lawyers	20	88.65	184,300	63.35	131,800	82.00	170,500		
61	Educational Services	25-0000	Education, Training, and Library Occupations	53,940	30.40	63,200	17.35	36,000	27.90	58,000	39.10	81,400
61	Educational Services	25-1011	Business Teachers, Postsecondary	590		109,700		62,300		100,700		131,800
61	Educational Services	25-1021	Computer Science Teachers, Postsecondary	340		99,300		57,700		83,300		123,700
61	Educational Services	25-1022	Mathematical Science Teachers, Postsecondary	310								
61	Educational Services	25-1042	Biological Science Teachers, Postsecondary	250		98,600		60,500		86,100		122,900
61	Educational Services	25-1052	Chemistry Teachers, Postsecondary	170		94,100		60,200		81,900		115,600
61	Educational Services	25-1053	Environmental Science Teachers, Postsecondary	20		115,100		64,000		82,600		125,300
61	Educational Services	25-1062	Area, Ethnic, and Cultural Studies Teachers, Postsecondary	130								
61	Educational Services	25-1063	Economics Teachers, Postsecondary	50								
61	Educational Services	25-1065	Political Science Teachers, Postsecondary	40								
61	Educational Services	25-1066	Psychology Teachers, Postsecondary	250								
61	Educational Services	25-1067	Sociology Teachers, Postsecondary	140								
61	Educational Services	25-1071	Health Specialties Teachers, Postsecondary	640		120,000		76,300		107,500		149,500
61	Educational Services	25-1072	Nursing Instructors and Teachers, Postsecondary	270		95,600		71,100		95,500		118,900
61	Educational Services	25-1111	Criminal Justice and Law Enforcement Teachers, Postsecondary			93,800		56,500		91,100		122,800
61	Educational Services	25-1121	Art, Drama, and Music Teachers, Postsecondary	430								

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'1 (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
61	Educational Services	25-1122	Communications Teachers, Postsecondary	190								
61	Educational Services	25-1123	English Language and Literature Teachers, Postsecondary	690								
61	Educational Services	25-1125	History Teachers, Postsecondary	150								
61	Educational Services	25-1126	Philosophy and Religion Teachers, Postsecondary	120		91,500		49,000		73,000		101,600
61	Educational Services	25-1193	Recreation and Fitness Studies Teachers, Postsecondary	80		70,300		46,700		67,100		91,500
61	Educational Services	25-1194	Vocational Education Teachers, Postsecondary	410	30.65	63,800	20.60	42,800	26.85	55,900	38.60	80,300
61	Educational Services	25-1199	Postsecondary Teachers, All Other	460		71,900		37,900		66,400		99,400
61	Educational Services	25-2011	Preschool Teachers, Except Special Education	960	33.25	69,200	26.50	55,100	30.20	62,800	40.90	85,100
61	Educational Services	25-2012	Kindergarten Teachers, Except Special Education	1,290		69,700		55,600		62,500		83,900
61	Educational Services	25-2021	Elementary School Teachers, Except Special Education	10,070		73,100		57,300		67,200		88,700
61	Educational Services	25-2022	Middle School Teachers, Except Special and Career/Technical Educa	3,800		75,100		58,900		69,900		91,500
61	Educational Services	25-2031	Secondary School Teachers, Except Special and Career/Technical Ed	5,610		75,400		58,300		70,200		92,500
61	Educational Services	25-2032	Career/Technical Education Teachers, Secondary School	390		77,300		57,900		73,800		96,900
61	Educational Services	25-2052	Special Education Teachers, Kindergarten and Elementary School	2,700		72,300		57,500		65,100		85,900
61	Educational Services	25-2053	Special Education Teachers, Middle School	1,080		73,700		58,200		65,800		89,100
61	Educational Services	25-2054	Special Education Teachers, Secondary School	1,160		77,100		58,900		72,900		95,600
61	Educational Services	25-2059	Special Education Teachers, All Other	460		60,000		37,700		55,000		77,200
61	Educational Services	25-3011	Adult Basic and Secondary Education and Literacy Teachers and Ins		28.40	59,000	25.25	52,500	28.20	58,600	31.15	64,800
61	Educational Services	25-3021	Self-Enrichment Education Teachers	1,540	24.20	50,300	17.90	37,200	22.50	46,800	30.60	63,600
61	Educational Services	25-3097	Teachers and Instructors, All Other, Except Substitute Teachers	1,760		32,500		21,700		29,200		36,700
61	Educational Services	25-3098	Substitute Teachers	5,340	16.90	35,100	13.10	27,200	14.25	29,600	16.20	33,700
61	Educational Services	25-4021	Librarians	460	37.20	77,400	28.10	58,400	36.10	75,100	46.25	96,200
61	Educational Services	25-4031	Library Technicians	50	24.55	51,100	21.55	44,800	25.00	51,900	28.20	58,600
61	Educational Services	25-9031	Instructional Coordinators	490	42.40	88,200	33.80	70,300	39.85	82,900	53.10	110,500
61	Educational Services	25-9041	Teacher Assistants	9,300		31,100		23,800		30,300		37,500
61	Educational Services	25-9099	Education, Training, and Library Workers, All Other	340	26.35	54,800	19.65	40,900	24.60	51,100	33.10	68,800
61	Educational Services	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	850	30.00	62,400	17.55	36,500	26.10	54,200	35.25	73,300
61	Educational Services	27-1024	Graphic Designers	20	28.60	59,500	25.10	52,200	28.35	59,000	32.50	67,600
61	Educational Services	27-2022	Coaches and Scouts	480		50,100		27,800		46,200		61,200
61	Educational Services	27-3031	Public Relations Specialists	110	28.80	59,900	21.75	45,200	25.75	53,600	34.55	71,900
61	Educational Services	27-3041	Editors		32.00	66,600	22.95	47,800	33.60	69,900	42.00	87,400
61	Educational Services	27-3043	Writers and Authors		28.60	59,400	26.55	55,200	28.35	59,000	30.15	62,700
61	Educational Services	27-3091	Interpreters and Translators	60								
61	Educational Services	27-4011	Audio and Video Equipment Technicians	30	20.75	43,200	12.35	25,700	18.60	38,700	26.75	55,700
61	Educational Services	29-0000	Healthcare Practitioners and Technical Occupations	3,070	43.20	89,900	30.65	63,800	40.75	84,800	52.40	108,900
61	Educational Services	29-1069	Physicians and Surgeons, All Other		74.60	155,200	33.00	68,700	75.45	157,000	96.30	200,400
61	Educational Services	29-1122	Occupational Therapists	360	44.65	92,800	38.75	80,600	46.35	96,400	54.30	112,900
61	Educational Services	29-1123	Physical Therapists	200	45.25	94,100	39.35	81,900	46.00	95,600	52.95	110,100
61	Educational Services	29-1127	Speech-Language Pathologists	1,030	42.65	88,700	31.35	65,200	41.40	86,200	55.40	115,300
61	Educational Services	29-1141	Registered Nurses	1,020	36.70	76,300	28.35	59,000	36.35	75,600	45.50	94,700
61	Educational Services	29-2061	Licensed Practical and Licensed Vocational Nurses		27.85	57,900	26.00	54,100	27.80	57,800	29.60	61,600
61	Educational Services	29-9091	Athletic Trainers	70		70,400		55,800		69,800		86,700
61	Educational Services	31-0000	Healthcare Support Occupations		17.40	36,200	12.15	25,300	16.75	34,800	21.30	44,300
61	Educational Services	33-0000	Protective Service Occupations	1,600	18.30	38,100	12.95	26,900	16.45	34,300	20.30	42,200
61	Educational Services	33-1099	First-Line Supervisors of Protective Service Workers, All Other	40	34.35	71,400	28.25	58,800	34.80	72,300	41.20	85,700
61	Educational Services	33-3051	Police and Sheriff's Patrol Officers	60	28.65	59,600	23.20	48,200	26.00	54,100	33.15	68,900
61	Educational Services	33-9032	Security Guards	1,090	17.85	37,200	13.95	29,000	17.05	35,500	20.00	41,600
61	Educational Services	33-9099	Protective Service Workers, All Other	350	13.85	28,900	11.25	23,400	12.80	26,600	15.50	32,200
61	Educational Services	35-0000	Food Preparation and Serving-Related Occupations	1,010	15.40	32,000	11.40	23,700	14.50	30,100	18.65	38,700
61	Educational Services	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	80	22.15	46,000	17.95	37,300	19.95	41,500	24.80	51,600

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
 OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
 BERGEN-HUDSON-PASSAIC COUNTY AREA: *BY INDUSTRY SECTOR***

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
61	Educational Services	35-2012	Cooks, Institution and Cafeteria	70	19.85	41,300	16.70	34,700	18.80	39,100	22.25	46,300
61	Educational Services	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	820	14.45	30,000	11.10	23,100	13.30	27,600	17.55	36,500
61	Educational Services	37-0000	Building and Grounds Cleaning and Maintenance Occupations	2,890	22.75	47,300	17.25	35,900	22.80	47,400	27.95	58,200
61	Educational Services	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	40	32.35	67,300	26.45	55,000	34.10	70,900	40.45	84,100
61	Educational Services	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	2,720	22.60	47,000	17.20	35,700	22.80	47,400	27.85	57,900
61	Educational Services	37-3011	Landscaping and Groundskeeping Workers	110	21.20	44,100	17.10	35,600	20.45	42,500	24.75	51,400
61	Educational Services	39-0000	Personal Care and Service Occupations	1,800	16.50	34,300	10.10	21,000	14.50	30,200	20.55	42,800
61	Educational Services	39-1021	First-Line Supervisors of Personal Service Workers	60	27.30	56,700	22.15	46,000	25.80	53,600	31.30	65,100
61	Educational Services	39-9011	Childcare Workers	1,450	14.85	30,900	9.95	20,700	13.25	27,500	18.45	38,300
61	Educational Services	39-9021	Personal Care Aides	50	10.85	22,600	8.90	18,500	9.20	19,100	11.70	24,300
61	Educational Services	39-9032	Recreation Workers	40	23.90	49,800	16.80	35,000	21.20	44,100	32.70	68,000
61	Educational Services	41-0000	Sales and Related Occupations	110	42.90	89,300	17.30	36,000	26.20	54,500	46.95	97,700
61	Educational Services	41-3099	Sales Representatives, Services, All Other	90	46.15	96,000	17.65	36,700	30.95	64,400	48.75	101,400
61	Educational Services	43-0000	Office and Administrative Support Occupations	5,830	22.65	47,100	16.65	34,700	22.30	46,400	28.40	59,100
61	Educational Services	43-1011	First-Line Supervisors of Office and Administrative Support Workers	170	29.15	60,600	22.55	46,900	27.35	56,900	33.25	69,200
61	Educational Services	43-3011	Bill and Account Collectors	20	28.00	58,200	22.35	46,500	27.85	57,900	33.55	69,800
61	Educational Services	43-3021	Billing and Posting Clerks and Machine Operators	30	22.15	46,000	19.60	40,800	22.05	45,900	24.40	50,800
61	Educational Services	43-3031	Bookkeeping, Accounting, and Auditing Clerks	220	26.95	56,100	22.80	47,400	26.65	55,500	30.60	63,600
61	Educational Services	43-3051	Payroll and Timekeeping Clerks	100	26.75	55,600	21.50	44,700	26.30	54,700	32.20	67,000
61	Educational Services	43-3061	Procurement Clerks	10	23.75	49,400	19.70	41,000	23.40	48,700	28.30	58,900
61	Educational Services	43-4051	Customer Service Representatives	100	20.10	41,800	13.40	27,800	17.40	36,200	25.75	53,500
61	Educational Services	43-4071	File Clerks	70	18.40	38,300	13.65	28,400	16.20	33,700	19.95	41,500
61	Educational Services	43-4111	Interviewers, Except Eligibility and Loan	170	24.30	50,600	18.90	39,300	23.75	49,400	29.50	61,300
61	Educational Services	43-4121	Library Assistants, Clerical	70	16.00	33,200	12.40	25,800	16.25	33,800	18.60	38,700
61	Educational Services	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	30	24.35	50,600	17.70	36,800	24.30	50,500	31.50	65,600
61	Educational Services	43-4171	Receptionists and Information Clerks	390	16.45	34,200	14.80	30,800	16.30	33,900	17.95	37,300
61	Educational Services	43-4199	Information and Record Clerks, All Other	100	24.25	50,400	19.80	41,200	23.25	48,300	28.60	59,500
61	Educational Services	43-5021	Couriers and Messengers	10	16.90	35,200	13.15	27,300	14.55	30,300	21.60	44,900
61	Educational Services	43-5032	Dispatchers, Except Police, Fire, and Ambulance	10	31.15	64,800	21.20	44,100	28.80	59,900	41.05	85,400
61	Educational Services	43-5061	Production, Planning, and Expediting Clerks	20	28.20	58,700	25.70	53,400	28.75	59,900	31.85	66,200
61	Educational Services	43-6011	Executive Secretaries and Executive Administrative Assistants	240	34.65	72,100	28.55	59,300	33.85	70,400	39.40	82,000
61	Educational Services	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	2,770	23.50	48,900	18.35	38,100	24.10	50,100	28.85	60,000
61	Educational Services	43-9021	Data Entry Keyers		21.00	43,600	17.35	36,100	21.10	43,900	24.25	50,400
61	Educational Services	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	30	18.35	38,200	14.20	29,500	16.90	35,200	21.05	43,800
61	Educational Services	43-9061	Office Clerks, General	1,030	18.40	38,300	11.90	24,800	17.35	36,100	23.50	48,800
61	Educational Services	43-9071	Office Machine Operators, Except Computer	10	13.15	27,400	9.05	18,800	11.05	23,000	16.00	33,200
61	Educational Services	43-9199	Office and Administrative Support Workers, All Other		13.10	27,200	9.00	18,700	9.40	19,500	15.40	32,000
61	Educational Services	47-0000	Construction and Extraction Occupations	430	27.60	57,400	21.85	45,500	27.85	57,900	32.75	68,100
61	Educational Services	47-1011	First-Line Supervisors of Construction Trades and Extraction Work	10	46.45	96,700	42.70	88,800	47.50	98,900	52.60	109,500
61	Educational Services	47-2031	Carpenters	90	28.10	58,500	24.70	51,400	28.00	58,300	31.10	64,600
61	Educational Services	47-2111	Electricians	160	25.00	52,000	14.70	30,600	26.50	55,100	31.45	65,400
61	Educational Services	47-2141	Painters, Construction and Maintenance		27.50	57,200	21.70	45,200	28.40	59,100	34.50	71,800
61	Educational Services	47-2152	Plumbers, Pipefitters, and Steamfitters	40	30.50	63,400	25.25	52,600	29.00	60,400	33.25	69,200
61	Educational Services	49-0000	Installation, Maintenance, and Repair Occupations	500	28.25	58,800	22.35	46,500	28.55	59,400	34.20	71,100
61	Educational Services	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	20	37.25	77,500	32.75	68,200	36.30	75,500	40.65	84,600
61	Educational Services	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	10	28.75	59,800	25.40	52,900	28.10	58,500	30.95	64,400
61	Educational Services	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	20	31.25	65,000	28.20	58,600	32.00	66,500	35.75	74,400
61	Educational Services	49-9071	Maintenance and Repair Workers, General	400	27.50	57,200	21.65	45,000	27.70	57,700	33.55	69,700
61	Educational Services	51-0000	Production Occupations	110	26.35	54,800	22.85	47,600	27.20	56,500	30.40	63,200
61	Educational Services	51-8021	Stationary Engineers and Boiler Operators	90	27.20	56,600	24.30	50,600	27.55	57,300	30.25	62,900

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
 OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
 BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'1 (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
61	Educational Services	53-0000	Transportation and Material Moving Occupations	1,010	19.65	40,800	13.80	28,700	20.20	42,000	24.35	50,700
61	Educational Services	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	30	33.05	68,800	28.15	58,600	31.00	64,500	37.20	77,400
61	Educational Services	53-3022	Bus Drivers, School or Special Client	930	19.05	39,600	13.55	28,200	19.85	41,300	23.80	49,600
61	Educational Services	53-3032	Heavy and Tractor-Trailer Truck Drivers	20	26.00	54,100	22.25	46,300	26.30	54,700	30.35	63,100
62	Health Care and Social Assistance	00-0000	Total all occupations	132,840	27.80	57,800	13.05	27,100	18.90	39,300	34.60	72,000
62	Health Care and Social Assistance	11-0000	Management Occupations	4,140	57.45	119,500	41.50	86,400	53.90	112,100	66.85	139,000
62	Health Care and Social Assistance	11-1021	General and Operations Managers	370	74.40	154,800	54.05	112,500	67.45	140,300	82.60	171,800
62	Health Care and Social Assistance	11-2021	Marketing Managers	60	87.75	182,500	59.85	124,500	77.95	162,100		
62	Health Care and Social Assistance	11-2022	Sales Managers	20	78.30	162,900	52.80	109,800	67.35	140,100	88.30	183,700
62	Health Care and Social Assistance	11-2031	Public Relations and Fundraising Managers	50	87.50	182,000	55.80	116,100	73.55	152,900		
62	Health Care and Social Assistance	11-3011	Administrative Services Managers	110	61.75	128,400	48.10	100,000	58.05	120,700	69.85	145,200
62	Health Care and Social Assistance	11-3021	Computer and Information Systems Managers	70	84.20	175,200	64.60	134,300	74.95	155,900	94.05	195,700
62	Health Care and Social Assistance	11-3031	Financial Managers	170	79.15	164,600	58.85	122,400	68.65	142,800	88.95	185,000
62	Health Care and Social Assistance	11-3061	Purchasing Managers	10	78.95	164,200	67.20	139,700	83.75	174,200	93.45	194,400
62	Health Care and Social Assistance	11-3121	Human Resources Managers	20	73.05	152,000	52.80	109,800	59.05	122,800	86.40	179,700
62	Health Care and Social Assistance	11-3131	Training and Development Managers	10	73.20	152,200	57.90	120,500	65.60	136,500	85.35	177,500
62	Health Care and Social Assistance	11-9031	Education Administrators, Preschool and Childcare Center/Program	450	28.90	60,100	17.35	36,100	26.70	55,600	36.30	75,500
62	Health Care and Social Assistance	11-9039	Education Administrators, All Other	10	50.40	104,800	36.95	76,900	48.70	101,300	59.80	124,300
62	Health Care and Social Assistance	11-9051	Food Service Managers	50	40.80	84,900	35.50	73,800	39.80	82,700	45.35	94,300
62	Health Care and Social Assistance	11-9111	Medical and Health Services Managers	2,250	58.00	120,700	46.05	95,800	55.25	115,000	64.10	133,300
62	Health Care and Social Assistance	11-9141	Property, Real Estate, and Community Association Managers	10	30.85	64,200	22.85	47,500	30.25	62,900	38.00	79,100
62	Health Care and Social Assistance	11-9151	Social and Community Service Managers	390	40.55	84,300	30.80	64,100	37.40	77,800	45.45	94,600
62	Health Care and Social Assistance	11-9199	Managers, All Other	40	91.55	190,400	65.80	136,900	80.70	167,800		
62	Health Care and Social Assistance	13-0000	Business and Financial Operations Occupations	1,490	37.95	79,000	30.05	62,500	37.05	77,100	44.85	93,300
62	Health Care and Social Assistance	13-1020	Buyers and Purchasing Agents	20	35.65	74,200	31.65	65,800	35.05	72,900	38.30	79,600
62	Health Care and Social Assistance	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	70	39.40	82,000	32.70	68,000	38.70	80,500	46.40	96,600
62	Health Care and Social Assistance	13-1071	Human Resources Specialists	180	33.65	70,000	28.50	59,300	33.55	69,800	38.00	79,100
62	Health Care and Social Assistance	13-1111	Management Analysts	40	43.20	89,900	33.10	68,900	45.45	94,500	55.15	114,700
62	Health Care and Social Assistance	13-1121	Meeting, Convention, and Event Planners	10	30.95	64,300	23.65	49,200	28.20	58,600	35.35	73,500
62	Health Care and Social Assistance	13-1131	Fundraisers	40	32.00	66,500	26.55	55,300	30.15	62,700	35.20	73,200
62	Health Care and Social Assistance	13-1141	Compensation, Benefits, and Job Analysis Specialists	10	40.55	84,400	32.25	67,100	37.65	78,300	46.30	96,300
62	Health Care and Social Assistance	13-1151	Training and Development Specialists	120	37.45	77,900	29.60	61,500	38.00	79,000	44.85	93,300
62	Health Care and Social Assistance	13-1161	Market Research Analysts and Marketing Specialists	100	34.15	71,000	22.95	47,700	35.95	74,800	44.40	92,400
62	Health Care and Social Assistance	13-1199	Business Operations Specialists, All Other	570	38.90	80,900	30.30	63,000	36.85	76,600	44.70	92,900
62	Health Care and Social Assistance	13-2011	Accountants and Auditors	250	39.20	81,600	32.45	67,500	40.10	83,400	46.35	96,500
62	Health Care and Social Assistance	13-2051	Financial Analysts	20	42.65	88,700	38.80	80,700	42.90	89,300	47.00	97,800
62	Health Care and Social Assistance	13-2099	Financial Specialists, All Other	30	44.65	92,900	41.55	86,400	45.25	94,100	48.95	101,800
62	Health Care and Social Assistance	15-0000	Computer and Mathematical Occupations	660	40.75	84,800	28.40	59,100	38.55	80,200	53.60	111,500
62	Health Care and Social Assistance	15-1121	Computer Systems Analysts	160								
62	Health Care and Social Assistance	15-1131	Computer Programmers	40	32.85	68,400	24.55	51,100	28.25	58,700	33.30	69,200
62	Health Care and Social Assistance	15-1132	Software Developers, Applications	170	48.60	101,100	38.65	80,400	48.35	100,600	57.90	120,400
62	Health Care and Social Assistance	15-1141	Database Administrators	20	44.05	91,700	34.55	71,900	40.95	85,200	47.80	99,400
62	Health Care and Social Assistance	15-1142	Network and Computer Systems Administrators	50	45.85	95,400	37.45	77,900	46.45	96,600	55.25	114,900
62	Health Care and Social Assistance	15-1151	Computer User Support Specialists	150	24.15	50,200	18.80	39,100	23.20	48,300	28.55	59,400
62	Health Care and Social Assistance	15-1152	Computer Network Support Specialists	20	37.90	78,800	29.20	60,700	35.10	73,000	46.85	97,400
62	Health Care and Social Assistance	15-1199	Computer Occupations, All Other	10	30.55	63,500	26.10	54,300	32.30	67,200	35.45	73,800
62	Health Care and Social Assistance	19-0000	Life, Physical, and Social Science Occupations	160	63.25	131,600	37.10	77,200	48.35	100,500	64.45	134,000
62	Health Care and Social Assistance	19-3031	Clinical, Counseling, and School Psychologists	90	63.60	132,300	35.75	74,300	44.30	92,100	60.70	126,300

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: *BY INDUSTRY SECTOR***

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'1 (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
62	Health Care and Social Assistance	21-0000	Community and Social Services Occupations	6,640	22.25	46,300	15.70	32,700	19.80	41,100	26.25	54,600
62	Health Care and Social Assistance	21-1012	Educational, Guidance, School, and Vocational Counselors		18.95	39,400	17.05	35,400	18.55	38,600	20.05	41,700
62	Health Care and Social Assistance	21-1013	Marriage and Family Therapists	40	29.15	60,700	26.30	54,700	28.55	59,400	30.85	64,200
62	Health Care and Social Assistance	21-1018	Substance abuse, behavioral disorder, and mental health counselors	1,010	26.20	54,500	20.55	42,800	25.25	52,500	29.85	62,000
62	Health Care and Social Assistance	21-1019	Counselors, All Other		24.30	50,500	17.20	35,700	19.35	40,200	22.60	47,000
62	Health Care and Social Assistance	21-1021	Child, Family, and School Social Workers	340	24.50	51,000	19.35	40,300	23.00	47,800	29.30	61,000
62	Health Care and Social Assistance	21-1022	Healthcare Social Workers	480	31.80	66,200	26.10	54,300	30.50	63,400	36.95	76,900
62	Health Care and Social Assistance	21-1023	Mental Health and Substance Abuse Social Workers	480	37.90	78,800	25.80	53,700	38.65	80,400	48.15	100,100
62	Health Care and Social Assistance	21-1091	Health Educators	10	29.50	61,400	24.80	51,600	28.35	58,900	33.60	69,900
62	Health Care and Social Assistance	21-1093	Social and Human Service Assistants	3,380	16.70	34,700	13.55	28,200	16.50	34,300	19.45	40,500
62	Health Care and Social Assistance	21-1094	Community Health Workers	70	18.75	39,000	14.55	30,300	17.05	35,500	21.40	44,500
62	Health Care and Social Assistance	21-1099	Community and Social Service Specialists, All Other	170	22.60	47,100	14.65	30,500	25.85	53,700	28.45	59,200
62	Health Care and Social Assistance	21-2011	Clergy	90	28.45	59,200	23.80	49,500	28.15	58,500	32.45	67,500
62	Health Care and Social Assistance	21-2099	Religious Workers, All Other		17.10	35,600	14.05	29,200	16.05	33,300	20.40	42,400
62	Health Care and Social Assistance	23-0000	Legal Occupations	40	70.90	147,500	29.55	61,500	43.95	91,400		
62	Health Care and Social Assistance	23-1011	Lawyers	20	92.15	191,700	36.90	76,700	91.15	189,600		
62	Health Care and Social Assistance	23-2011	Paralegals and Legal Assistants	10	28.40	59,000	18.35	38,200	24.40	50,700	37.30	77,600
62	Health Care and Social Assistance	25-0000	Education, Training, and Library Occupations	6,100	16.75	34,900	10.30	21,400	12.95	27,000	18.00	37,400
62	Health Care and Social Assistance	25-1072	Nursing Instructors and Teachers, Postsecondary	70		107,500		91,100		108,700		128,600
62	Health Care and Social Assistance	25-2011	Preschool Teachers, Except Special Education	2,240	18.90	39,300	12.55	26,100	16.20	33,700	24.20	50,400
62	Health Care and Social Assistance	25-2051	Special Education Teachers, Preschool			64,200		54,500		63,100		78,700
62	Health Care and Social Assistance	25-3021	Self-Enrichment Education Teachers	180	45.10	93,800	33.45	69,500	43.40	90,200	56.90	118,300
62	Health Care and Social Assistance	25-3097	Teachers and Instructors, All Other, Except Substitute Teachers			37,300		22,900		28,700		53,300
62	Health Care and Social Assistance	25-9031	Instructional Coordinators	140	27.50	57,200	14.20	29,500	22.90	47,700	40.40	84,000
62	Health Care and Social Assistance	25-9041	Teacher Assistants	3,310		24,700		19,500		22,900		27,800
62	Health Care and Social Assistance	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	140	33.95	70,600	22.25	46,300	30.00	62,400	41.80	86,900
62	Health Care and Social Assistance	27-1024	Graphic Designers	10	25.25	52,500	20.55	42,700	25.90	53,900	30.25	63,000
62	Health Care and Social Assistance	27-3031	Public Relations Specialists	40	35.90	74,600	27.50	57,200	33.60	69,900	40.10	83,400
62	Health Care and Social Assistance	29-0000	Healthcare Practitioners and Technical Occupations	38,320	49.10	102,100	31.15	64,800	40.60	84,400	52.70	109,600
62	Health Care and Social Assistance	29-1011	Chiropractors	380	51.15	106,400	40.55	84,300	47.95	99,700	55.70	115,900
62	Health Care and Social Assistance	29-1021	Dentists, General	980	80.70	167,800	58.60	121,900	70.95	147,500	96.15	200,000
62	Health Care and Social Assistance	29-1023	Orthodontists		135.75	282,400						
62	Health Care and Social Assistance	29-1029	Dentists, All Other Specialists	110								
62	Health Care and Social Assistance	29-1031	Dietitians and Nutritionists	230	34.70	72,100	30.45	63,300	34.65	72,100	38.65	80,400
62	Health Care and Social Assistance	29-1041	Optometrists	110	53.80	111,900	49.65	103,200	54.60	113,600	59.30	123,400
62	Health Care and Social Assistance	29-1051	Pharmacists	420	60.35	125,500	54.35	113,100	60.10	125,000	68.80	143,100
62	Health Care and Social Assistance	29-1061	Anesthesiologists	140	140.30	291,800						
62	Health Care and Social Assistance	29-1062	Family and General Practitioners		118.90	247,300	86.55	180,000				
62	Health Care and Social Assistance	29-1063	Internists, General		126.70	263,500	97.20	202,200				
62	Health Care and Social Assistance	29-1064	Obstetricians and Gynecologists	110	139.35	289,900						
62	Health Care and Social Assistance	29-1065	Pediatricians, General	450	88.60	184,300	70.00	145,600	77.85	161,900	96.15	200,000
62	Health Care and Social Assistance	29-1067	Surgeons	250	132.55	275,700						
62	Health Care and Social Assistance	29-1069	Physicians and Surgeons, All Other	2,570	113.90	236,900	83.20	173,100				
62	Health Care and Social Assistance	29-1071	Physician Assistants	910	57.45	119,500	40.40	84,000	62.25	129,500	83.80	174,300
62	Health Care and Social Assistance	29-1081	Podiatrists	70	73.50	152,900	37.75	78,500	71.90	149,600	80.00	166,400
62	Health Care and Social Assistance	29-1122	Occupational Therapists	650	46.60	97,000	38.60	80,300	47.40	98,600	55.75	116,000
62	Health Care and Social Assistance	29-1123	Physical Therapists	1,210	46.90	97,500	41.45	86,200	46.60	97,000	52.95	110,200
62	Health Care and Social Assistance	29-1124	Radiation Therapists	70								
62	Health Care and Social Assistance	29-1125	Recreational Therapists	70	26.85	55,800	17.25	35,800	27.45	57,100	34.30	71,300
62	Health Care and Social Assistance	29-1126	Respiratory Therapists	680	35.65	74,200	31.55	65,700	35.40	73,600	39.30	81,800

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'1 (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
62	Health Care and Social Assistance	29-1127	Speech-Language Pathologists	290	47.05	97,900	36.15	75,200	47.25	98,300	57.55	119,700
62	Health Care and Social Assistance	29-1128	Exercise Physiologists	10	25.95	54,000	21.10	43,900	25.95	53,900	30.15	62,700
62	Health Care and Social Assistance	29-1141	Registered Nurses	14,010	41.95	87,300	35.15	73,200	41.85	87,000	48.45	100,800
62	Health Care and Social Assistance	29-1151	Nurse Anesthetists	20								
62	Health Care and Social Assistance	29-1161	Nurse Midwives	40								
62	Health Care and Social Assistance	29-1171	Nurse Practitioners	990	59.60	124,000	50.55	105,100	57.45	119,500	65.05	135,300
62	Health Care and Social Assistance	29-1181	Audiologists		42.40	88,100	36.20	75,300	40.80	84,900	46.90	97,600
62	Health Care and Social Assistance	29-1199	Health Diagnosing and Treating Practitioners, All Other	170	44.20	91,900	36.40	75,700	45.60	94,800	53.15	110,500
62	Health Care and Social Assistance	29-2010	Clinical Laboratory Technologists and Technicians	2,520	29.90	62,200	23.05	48,000	30.10	62,600	36.60	76,100
62	Health Care and Social Assistance	29-2021	Dental Hygienists	1,050	43.70	90,900	41.80	87,000	44.65	92,800	47.45	98,700
62	Health Care and Social Assistance	29-2031	Cardiovascular Technologists and Technicians	150	36.30	75,500	32.25	67,100	36.20	75,300	40.45	84,100
62	Health Care and Social Assistance	29-2032	Diagnostic Medical Sonographers	880	37.40	77,800	32.10	66,700	37.80	78,700	44.05	91,600
62	Health Care and Social Assistance	29-2033	Nuclear Medicine Technologists	80	46.25	96,200	41.75	86,900	46.10	95,900	51.00	106,100
62	Health Care and Social Assistance	29-2034	Radiologic Technologists and Technicians	1,280	32.50	67,600	26.25	54,600	32.65	67,900	38.45	80,000
62	Health Care and Social Assistance	29-2035	Magnetic Resonance Imaging Technologists	350	39.95	83,100	35.00	72,800	39.55	82,300	45.20	94,000
62	Health Care and Social Assistance	29-2041	Emergency Medical Technicians and Paramedics	750	20.85	43,400	14.60	30,400	18.25	37,900	25.80	53,700
62	Health Care and Social Assistance	29-2051	Dietetic Technicians	80	17.60	36,700	14.15	29,400	17.25	35,800	21.35	44,400
62	Health Care and Social Assistance	29-2052	Pharmacy Technicians	310	19.40	40,300	16.60	34,500	19.35	40,300	22.55	46,900
62	Health Care and Social Assistance	29-2055	Surgical Technologists	430	27.95	58,100	23.45	48,700	27.65	57,600	31.80	66,200
62	Health Care and Social Assistance	29-2057	Ophthalmic Medical Technicians		25.15	52,300	22.60	47,000	25.60	53,200	28.10	58,400
62	Health Care and Social Assistance	29-2061	Licensed Practical and Licensed Vocational Nurses	2,850	28.10	58,400	25.50	53,000	27.95	58,200	30.45	63,400
62	Health Care and Social Assistance	29-2071	Medical Records and Health Information Technicians	180	32.15	66,900	26.80	55,800	32.00	66,600	37.55	78,100
62	Health Care and Social Assistance	29-2081	Opticians, Dispensing		26.25	54,700	24.15	50,300	26.75	55,600	29.05	60,500
62	Health Care and Social Assistance	29-2099	Health Technologists and Technicians, All Other	550	29.15	60,600	22.45	46,700	30.70	63,800	36.10	75,100
62	Health Care and Social Assistance	29-9011	Occupational Health and Safety Specialists	20	47.45	98,700	42.10	87,500	47.65	99,100	54.40	113,100
62	Health Care and Social Assistance	29-9092	Genetic Counselors	20	44.35	92,300	39.00	81,100	44.50	92,600	49.55	103,100
62	Health Care and Social Assistance	31-0000	Healthcare Support Occupations	36,560	14.75	30,700	11.20	23,300	13.20	27,500	17.15	35,600
62	Health Care and Social Assistance	31-1011	Home Health Aides	15,390	11.45	23,800	10.30	21,500	11.25	23,400	12.25	25,500
62	Health Care and Social Assistance	31-1014	Nursing Assistants	10,160	14.95	31,100	12.55	26,100	14.55	30,300	17.25	35,900
62	Health Care and Social Assistance	31-1015	Orderlies	470	15.25	31,800	12.70	26,400	14.70	30,500	17.65	36,700
62	Health Care and Social Assistance	31-2011	Occupational Therapy Assistants	170	34.90	72,600	31.65	65,800	34.95	72,700	38.15	79,400
62	Health Care and Social Assistance	31-2012	Occupational Therapy Aides	30	11.50	24,000	10.30	21,400	11.05	23,000	11.95	24,900
62	Health Care and Social Assistance	31-2021	Physical Therapist Assistants	320	35.35	73,500	31.75	66,100	35.20	73,200	39.00	81,100
62	Health Care and Social Assistance	31-2022	Physical Therapist Aides	510	13.10	27,200	10.95	22,700	12.55	26,100	14.65	30,500
62	Health Care and Social Assistance	31-9011	Massage Therapists	340	23.80	49,500	17.65	36,700	20.95	43,600	29.25	60,900
62	Health Care and Social Assistance	31-9091	Dental Assistants	2,080	22.20	46,200	17.35	36,100	22.60	47,000	27.40	57,000
62	Health Care and Social Assistance	31-9092	Medical Assistants	3,780	17.50	36,400	14.85	30,900	17.30	36,000	19.60	40,800
62	Health Care and Social Assistance	31-9093	Medical Equipment Preparers	650	19.50	40,500	17.00	35,300	19.05	39,600	22.25	46,300
62	Health Care and Social Assistance	31-9094	Medical Transcriptionists	130	24.05	50,100	17.65	36,700	22.80	47,500	29.85	62,100
62	Health Care and Social Assistance	31-9097	Phlebotomists	1,060	17.85	37,200	14.75	30,700	17.55	36,500	20.70	43,100
62	Health Care and Social Assistance	31-9099	Healthcare Support Workers, All Other	1,240	17.10	35,600	13.85	28,800	15.75	32,700	19.50	40,600
62	Health Care and Social Assistance	33-0000	Protective Service Occupations	670	17.55	36,600	13.20	27,400	16.65	34,600	21.05	43,700
62	Health Care and Social Assistance	33-1099	First-Line Supervisors of Protective Service Workers, All Other	30	28.65	59,600	23.40	48,600	28.65	59,500	33.50	69,700
62	Health Care and Social Assistance	33-9032	Security Guards	580	17.40	36,200	13.45	28,000	16.65	34,700	20.70	43,000
62	Health Care and Social Assistance	33-9092	Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers		12.05	25,100	9.35	19,500	10.90	22,700	12.65	26,300
62	Health Care and Social Assistance	35-0000	Food Preparation and Serving-Related Occupations	3,220	14.65	30,500	11.35	23,700	13.55	28,200	16.80	34,900
62	Health Care and Social Assistance	35-1011	Chefs and Head Cooks	40	26.85	55,800	22.00	45,800	25.90	53,800	30.70	63,800
62	Health Care and Social Assistance	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	160	25.60	53,200	19.70	41,000	24.85	51,600	31.20	64,800
62	Health Care and Social Assistance	35-2012	Cooks, Institution and Cafeteria	610	17.30	36,000	14.35	29,900	16.95	35,300	19.30	40,200
62	Health Care and Social Assistance	35-2021	Food Preparation Workers	130	12.55	26,100	10.55	22,000	12.05	25,100	14.15	29,500

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT**  
**OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY**  
**BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'1 (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
62	Health Care and Social Assistance	35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	20	13.15	27,400	10.95	22,800	13.20	27,400	14.80	30,800
62	Health Care and Social Assistance	35-3041	Food Servers, Nonrestaurant	2,150	13.10	27,300	10.95	22,800	12.60	26,200	14.75	30,700
62	Health Care and Social Assistance	35-9021	Dishwashers	40	11.55	24,000	9.90	20,500	11.35	23,600	12.95	26,900
62	Health Care and Social Assistance	37-0000	Building and Grounds Cleaning and Maintenance Occupations	2,370	13.80	28,700	11.10	23,100	13.10	27,200	15.10	31,400
62	Health Care and Social Assistance	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	190	19.45	40,500	11.70	24,400	16.90	35,200	27.20	56,500
62	Health Care and Social Assistance	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	750	13.10	27,200	10.55	21,900	12.45	25,800	14.70	30,600
62	Health Care and Social Assistance	37-2012	Maids and Housekeeping Cleaners	1,390	13.30	27,600	11.40	23,700	13.15	27,300	14.80	30,800
62	Health Care and Social Assistance	37-3011	Landscaping and Groundskeeping Workers	30	19.90	41,400	16.10	33,500	18.90	39,300	25.20	52,400
62	Health Care and Social Assistance	39-0000	Personal Care and Service Occupations	8,110	14.45	30,100	10.95	22,800	13.25	27,600	16.20	33,700
62	Health Care and Social Assistance	39-1021	First-Line Supervisors of Personal Service Workers	380	25.35	52,700	22.05	45,800	26.15	54,400	29.20	60,800
62	Health Care and Social Assistance	39-5012	Hairdressers, Hairstylists, and Cosmetologists	30	15.75	32,700	11.45	23,800	13.05	27,200	16.35	34,000
62	Health Care and Social Assistance	39-5094	Skincare Specialists	70	18.80	39,100	15.45	32,200	21.20	44,100	23.90	49,700
62	Health Care and Social Assistance	39-6012	Concierges	90	15.40	32,100	13.75	28,600	15.75	32,700	17.50	36,400
62	Health Care and Social Assistance	39-9011	Childcare Workers	2,400	12.15	25,200	9.75	20,300	11.40	23,700	14.40	30,000
62	Health Care and Social Assistance	39-9021	Personal Care Aides	3,660	14.10	29,300	11.90	24,800	13.90	28,900	16.30	33,900
62	Health Care and Social Assistance	39-9031	Fitness Trainers and Aerobics Instructors	130	44.95	93,400	24.10	50,100	50.45	105,000	59.55	123,900
62	Health Care and Social Assistance	39-9032	Recreation Workers	1,110	13.45	28,000	10.45	21,700	12.20	25,300	15.15	31,600
62	Health Care and Social Assistance	39-9041	Residential Advisors		14.70	30,600	12.30	25,600	14.10	29,300	15.70	32,600
62	Health Care and Social Assistance	39-9099	Personal Care and Service Workers, All Other	170	11.85	24,600	9.40	19,600	12.00	24,900	14.00	29,100
62	Health Care and Social Assistance	41-0000	Sales and Related Occupations	460	29.15	60,600	15.25	31,700	27.65	57,600	42.10	87,600
62	Health Care and Social Assistance	41-1011	First-Line Supervisors of Retail Sales Workers	10	27.20	56,600	18.70	38,900	28.05	58,300	34.85	72,500
62	Health Care and Social Assistance	41-1012	First-Line Supervisors of Non-Retail Sales Workers	10	50.20	104,500	42.90	89,200	47.75	99,300	58.10	120,900
62	Health Care and Social Assistance	41-2011	Cashiers	80	14.85	30,900	11.65	24,200	14.55	30,200	17.70	36,800
62	Health Care and Social Assistance	41-3099	Sales Representatives, Services, All Other	250	38.05	79,200	28.25	58,700	37.35	77,700	46.05	95,800
62	Health Care and Social Assistance	41-9099	Sales and Related Workers, All Other	50	32.15	66,900	19.40	40,300	33.80	70,300	43.70	90,900
62	Health Care and Social Assistance	43-0000	Office and Administrative Support Occupations	21,640	19.25	40,000	14.60	30,400	18.25	38,000	23.15	48,200
62	Health Care and Social Assistance	43-1011	First-Line Supervisors of Office and Administrative Support Workers	1,710	29.55	61,500	24.80	51,500	28.80	59,900	34.20	71,100
62	Health Care and Social Assistance	43-2011	Switchboard Operators, Including Answering Service	130	16.25	33,800	13.60	28,300	15.25	31,700	18.15	37,700
62	Health Care and Social Assistance	43-3011	Bill and Account Collectors	10	23.40	48,700	20.20	42,000	22.75	47,300	26.25	54,600
62	Health Care and Social Assistance	43-3021	Billing and Posting Clerks and Machine Operators	2,250	21.30	44,300	17.05	35,400	20.30	42,200	24.15	50,300
62	Health Care and Social Assistance	43-3031	Bookkeeping, Accounting, and Auditing Clerks	360	23.05	47,900	19.30	40,100	22.20	46,100	24.95	51,900
62	Health Care and Social Assistance	43-3051	Payroll and Timekeeping Clerks	80	24.40	50,700	20.00	41,600	24.75	51,500	28.85	60,000
62	Health Care and Social Assistance	43-3061	Procurement Clerks	90	20.40	42,400	14.70	30,600	18.55	38,600	25.15	52,300
62	Health Care and Social Assistance	43-4041	Credit Authorizers, Checkers, and Clerks	40	20.70	43,100	17.85	37,100	20.95	43,600	23.45	48,800
62	Health Care and Social Assistance	43-4051	Customer Service Representatives	740	18.85	39,200	16.10	33,500	18.30	38,100	21.55	44,900
62	Health Care and Social Assistance	43-4061	Eligibility Interviewers, Government Programs	10	20.10	41,800	14.95	31,100	18.90	39,300	23.60	49,100
62	Health Care and Social Assistance	43-4071	File Clerks	900	15.00	31,200	11.05	23,000	14.60	30,400	18.45	38,400
62	Health Care and Social Assistance	43-4111	Interviewers, Except Eligibility and Loan	920	18.75	39,000	15.95	33,200	18.30	38,100	21.90	45,600
62	Health Care and Social Assistance	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	340	20.95	43,600	17.90	37,300	20.85	43,300	23.60	49,100
62	Health Care and Social Assistance	43-4171	Receptionists and Information Clerks	8,610	16.30	33,900	12.85	26,700	15.70	32,600	19.35	40,300
62	Health Care and Social Assistance	43-4199	Information and Record Clerks, All Other		21.35	44,400	17.55	36,500	20.55	42,800	25.10	52,200
62	Health Care and Social Assistance	43-5021	Couriers and Messengers	240	17.35	36,000	15.10	31,400	17.05	35,400	19.15	39,800
62	Health Care and Social Assistance	43-5031	Police, Fire, and Ambulance Dispatchers	90	22.55	46,900	18.30	38,000	22.20	46,200	25.65	53,300
62	Health Care and Social Assistance	43-5032	Dispatchers, Except Police, Fire, and Ambulance	20	14.65	30,400	12.30	25,600	14.05	29,200	16.45	34,200
62	Health Care and Social Assistance	43-5071	Shipping, Receiving, and Traffic Clerks	20	18.50	38,500	15.80	32,800	17.90	37,300	21.45	44,600
62	Health Care and Social Assistance	43-5081	Stock Clerks and Order Fillers	220	17.70	36,800	15.15	31,500	17.35	36,100	19.65	40,800
62	Health Care and Social Assistance	43-6011	Executive Secretaries and Executive Administrative Assistants	490	26.75	55,700	23.20	48,200	26.70	55,600	29.90	62,200
62	Health Care and Social Assistance	43-6013	Medical Secretaries	2,020	22.20	46,200	17.80	37,100	22.70	47,200	26.90	56,000
62	Health Care and Social Assistance	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1,100	17.45	36,300	14.65	30,500	17.30	36,000	20.00	41,600
62	Health Care and Social Assistance	43-9011	Computer Operators	20	23.35	48,600	21.25	44,100	23.35	48,600	25.70	53,500

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'1 (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
62	Health Care and Social Assistance	43-9021	Data Entry Keyers	120	15.10	31,400	10.80	22,500	15.10	31,400	18.40	38,300
62	Health Care and Social Assistance	43-9022	Word Processors and Typists	40	15.70	32,700	13.70	28,500	15.20	31,600	17.70	36,800
62	Health Care and Social Assistance	43-9061	Office Clerks, General	760	18.95	39,400	15.40	32,100	18.25	38,000	22.35	46,500
62	Health Care and Social Assistance	43-9071	Office Machine Operators, Except Computer	160	13.05	27,100	10.85	22,600	13.15	27,400	14.75	30,600
62	Health Care and Social Assistance	43-9199	Office and Administrative Support Workers, All Other	80	17.25	35,900	14.55	30,300	16.85	35,100	19.25	40,100
62	Health Care and Social Assistance	47-0000	Construction and Extraction Occupations	100	33.25	69,200	26.95	56,100	33.35	69,400	38.45	80,000
62	Health Care and Social Assistance	47-2031	Carpenters	20	33.45	69,600	27.20	56,500	33.40	69,500	38.95	81,000
62	Health Care and Social Assistance	47-2111	Electricians	20	35.30	73,400	31.80	66,100	35.05	72,900	38.25	79,500
62	Health Care and Social Assistance	47-2141	Painters, Construction and Maintenance	30	29.55	61,400	24.80	51,500	29.10	60,500	35.00	72,800
62	Health Care and Social Assistance	47-2152	Plumbers, Pipefitters, and Steamfitters	10	32.55	67,700	26.40	54,900	32.45	67,500	38.05	79,100
62	Health Care and Social Assistance	49-0000	Installation, Maintenance, and Repair Occupations	630	23.85	49,600	17.15	35,700	22.90	47,600	29.45	61,300
62	Health Care and Social Assistance	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	70	35.60	74,000	29.80	62,000	35.15	73,100	40.10	83,400
62	Health Care and Social Assistance	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	40	31.85	66,300	26.65	55,400	31.25	65,000	36.90	76,700
62	Health Care and Social Assistance	49-9062	Medical Equipment Repairers	60	27.20	56,600	22.85	47,500	26.30	54,700	30.05	62,500
62	Health Care and Social Assistance	49-9071	Maintenance and Repair Workers, General	430	20.80	43,200	15.70	32,700	19.85	41,300	25.10	52,200
62	Health Care and Social Assistance	51-0000	Production Occupations	320	22.40	46,600	13.15	27,300	17.65	36,800	31.45	65,400
62	Health Care and Social Assistance	51-1011	First-Line Supervisors of Production and Operating Workers		23.70	49,300	12.25	25,500	14.90	31,000	36.75	76,400
62	Health Care and Social Assistance	51-6011	Laundry and Dry-Cleaning Workers	100	13.65	28,400	11.05	23,000	13.15	27,300	15.80	32,900
62	Health Care and Social Assistance	51-8021	Stationary Engineers and Boiler Operators	100	32.80	68,200	28.05	58,400	32.15	66,900	36.95	76,800
62	Health Care and Social Assistance	53-0000	Transportation and Material Moving Occupations	1,040	14.65	30,400	10.80	22,500	13.20	27,500	17.30	36,000
62	Health Care and Social Assistance	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	40	21.95	45,700	17.60	36,600	20.90	43,500	24.45	50,900
62	Health Care and Social Assistance	53-3022	Bus Drivers, School or Special Client		17.50	36,400	15.95	33,200	17.50	36,400	19.00	39,600
62	Health Care and Social Assistance	53-3033	Light Truck or Delivery Services Drivers	30	14.40	30,000	12.00	25,000	13.85	28,800	16.85	35,000
62	Health Care and Social Assistance	53-3041	Taxi Drivers and Chauffeurs	750	14.30	29,700	11.05	23,000	12.75	26,600	15.35	32,000
71	Arts, Entertainment, and Recreation	00-0000	Total all occupations	12,770	20.75	43,200	10.70	22,300	15.35	31,900	25.10	52,200
71	Arts, Entertainment, and Recreation	11-0000	Management Occupations	330	66.15	137,600	39.35	81,900	56.20	116,900	77.15	160,500
71	Arts, Entertainment, and Recreation	11-1021	General and Operations Managers	220	67.25	139,800	39.35	81,900	62.25	129,400	78.10	162,400
71	Arts, Entertainment, and Recreation	11-2022	Sales Managers		40.05	83,300	33.10	68,900	36.85	76,700	52.90	110,000
71	Arts, Entertainment, and Recreation	11-3011	Administrative Services Managers	30	62.95	131,000	42.75	88,900	49.95	103,900	62.50	130,000
71	Arts, Entertainment, and Recreation	11-9199	Managers, All Other	30	72.40	150,600	44.65	92,900	63.60	132,300	80.20	166,900
71	Arts, Entertainment, and Recreation	13-0000	Business and Financial Operations Occupations	320	37.20	77,400	24.20	50,300	32.25	67,000	41.75	86,800
71	Arts, Entertainment, and Recreation	13-1071	Human Resources Specialists	20	28.25	58,800	21.35	44,500	25.65	53,400	35.60	74,000
71	Arts, Entertainment, and Recreation	13-1121	Meeting, Convention, and Event Planners	40	27.95	58,200	23.05	47,900	27.05	56,200	33.35	69,400
71	Arts, Entertainment, and Recreation	13-1131	Fundraisers	10	33.45	69,600	25.50	53,000	31.65	65,800	39.60	82,400
71	Arts, Entertainment, and Recreation	13-1161	Market Research Analysts and Marketing Specialists		24.35	50,700	16.85	35,100	21.40	44,500	31.05	64,600
71	Arts, Entertainment, and Recreation	13-1199	Business Operations Specialists, All Other		33.00	68,600	27.45	57,100	31.00	64,500	38.95	81,000
71	Arts, Entertainment, and Recreation	13-2011	Accountants and Auditors		55.95	116,400	31.50	65,500	50.90	105,900	61.40	127,700
71	Arts, Entertainment, and Recreation	25-0000	Education, Training, and Library Occupations	180	29.60	61,500	20.55	42,700	26.90	56,000	36.85	76,700
71	Arts, Entertainment, and Recreation	25-3021	Self-Enrichment Education Teachers	140	28.10	58,400	19.80	41,200	25.55	53,100	33.15	69,000
71	Arts, Entertainment, and Recreation	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	1,570	26.80	55,700	16.70	34,700	23.70	49,300	35.40	73,600
71	Arts, Entertainment, and Recreation	27-1024	Graphic Designers	10	28.15	58,500	21.90	45,500	24.40	50,800	34.25	71,200
71	Arts, Entertainment, and Recreation	27-1027	Set and Exhibit Designers	10	33.60	69,900	23.50	48,900	34.55	71,900	42.60	88,600
71	Arts, Entertainment, and Recreation	27-2012	Producers and Directors		54.50	113,300	31.85	66,200	67.30	140,000	74.55	155,100
71	Arts, Entertainment, and Recreation	27-2022	Coaches and Scouts	1,040		55,300		31,900		49,000		78,900
71	Arts, Entertainment, and Recreation	27-2042	Musicians and Singers	50	23.40		15.85		18.00		24.25	
71	Arts, Entertainment, and Recreation	27-2099	Entertainers and Performers, Sports and Related Workers, All Other	20	23.25		12.20		15.30		29.95	
71	Arts, Entertainment, and Recreation	27-3012	Public Address System and Other Announcers		22.60	47,000	20.90	43,500	22.60	47,000	24.25	50,500
71	Arts, Entertainment, and Recreation	27-3031	Public Relations Specialists		32.45	67,500	15.25	31,700	32.05	66,700	40.90	85,100
71	Arts, Entertainment, and Recreation	27-4011	Audio and Video Equipment Technicians	70	23.15	48,100	14.20	29,600	21.25	44,200	33.35	69,400

\*See Footnotes on Page 49



**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'1 (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
71	Arts, Entertainment, and Recreation	33-0000	Protective Service Occupations	1,140	12.85	26,800	10.55	21,900	11.65	24,200	13.50	28,100
71	Arts, Entertainment, and Recreation	33-1099	First-Line Supervisors of Protective Service Workers, All Other	70	24.20	50,300	15.50	32,200	26.20	54,500	30.10	62,600
71	Arts, Entertainment, and Recreation	33-9032	Security Guards	300	14.55	30,300	12.30	25,500	13.80	28,700	15.30	31,800
71	Arts, Entertainment, and Recreation	33-9092	Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers		11.15	23,200	10.25	21,300	11.05	23,000	11.90	24,800
71	Arts, Entertainment, and Recreation	35-0000	Food Preparation and Serving-Related Occupations	1,100	13.60	28,300	9.55	19,800	11.50	23,900	15.05	31,300
71	Arts, Entertainment, and Recreation	35-1011	Chefs and Head Cooks	30	39.00	81,100	25.10	52,200	31.30	65,100	43.85	91,300
71	Arts, Entertainment, and Recreation	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	50	25.65	53,300	21.40	44,500	24.95	51,900	30.20	62,800
71	Arts, Entertainment, and Recreation	35-2014	Cooks, Restaurant	110	16.75	34,900	14.20	29,500	16.05	33,400	18.45	38,400
71	Arts, Entertainment, and Recreation	35-2021	Food Preparation Workers	60	13.05	27,100	10.55	22,000	11.95	24,900	15.50	32,200
71	Arts, Entertainment, and Recreation	35-3011	Bartenders	120	10.90	22,600	9.15	19,000	9.40	19,600	9.85	20,500
71	Arts, Entertainment, and Recreation	35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	180	11.05	23,000	9.50	19,800	10.75	22,400	12.20	25,400
71	Arts, Entertainment, and Recreation	35-3031	Waiters and Waitresses	380	12.10	25,200	9.40	19,500	10.85	22,600	14.40	30,000
71	Arts, Entertainment, and Recreation	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	60	11.60	24,200	9.50	19,800	10.50	21,900	12.90	26,800
71	Arts, Entertainment, and Recreation	35-9021	Dishwashers	40	11.40	23,700	10.40	21,600	11.30	23,500	12.20	25,300
71	Arts, Entertainment, and Recreation	35-9099	Food Preparation and Serving Related Workers, All Other		13.25	27,500	9.40	19,500	10.90	22,700	14.45	30,000
71	Arts, Entertainment, and Recreation	37-0000	Building and Grounds Cleaning and Maintenance Occupations	870	14.70	30,600	10.50	21,800	12.35	25,700	16.05	33,400
71	Arts, Entertainment, and Recreation	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	10	21.95	45,700	15.60	32,400	21.05	43,800	23.70	49,300
71	Arts, Entertainment, and Recreation	37-1012	First-Line Supervisors of Landscaping, Lawn Service, and Groundsk		34.45	71,600	26.05	54,200	31.85	66,200	44.70	93,000
71	Arts, Entertainment, and Recreation	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	470	12.15	25,200	9.95	20,700	11.20	23,300	12.75	26,500
71	Arts, Entertainment, and Recreation	37-2012	Maids and Housekeeping Cleaners	40	12.60	26,200	10.30	21,400	12.35	25,700	14.25	29,700
71	Arts, Entertainment, and Recreation	37-3011	Landscaping and Groundskeeping Workers	310	16.15	33,600	12.40	25,800	15.15	31,500	18.95	39,400
71	Arts, Entertainment, and Recreation	39-0000	Personal Care and Service Occupations	3,920	21.55	44,900	10.50	21,800	16.85	35,000	28.20	58,600
71	Arts, Entertainment, and Recreation	39-1021	First-Line Supervisors of Personal Service Workers	200	22.95	47,800	17.40	36,200	21.40	44,500	26.85	55,800
71	Arts, Entertainment, and Recreation	39-2011	Animal Trainers		22.20	46,200	9.15	19,000	13.25	27,600	33.70	70,100
71	Arts, Entertainment, and Recreation	39-3031	Ushers, Lobby Attendants, and Ticket Takers	430	16.20	33,700	15.05	31,300	17.10	35,600	18.60	38,700
71	Arts, Entertainment, and Recreation	39-3091	Amusement and Recreation Attendants	920	10.75	22,400	9.35	19,400	9.90	20,600	11.40	23,700
71	Arts, Entertainment, and Recreation	39-3093	Locker Room, Coatroom, and Dressing Room Attendants		13.35	27,800	9.50	19,800	12.45	25,900	14.75	30,700
71	Arts, Entertainment, and Recreation	39-9031	Fitness Trainers and Aerobics Instructors	1,770	30.75	64,000	20.45	42,600	28.85	60,000	44.15	91,800
71	Arts, Entertainment, and Recreation	39-9032	Recreation Workers		14.10	29,400	10.70	22,300	12.05	25,000	15.00	31,200
71	Arts, Entertainment, and Recreation	41-0000	Sales and Related Occupations	710	18.05	37,500	9.80	20,400	13.85	28,800	21.05	43,800
71	Arts, Entertainment, and Recreation	41-1011	First-Line Supervisors of Retail Sales Workers	60	22.80	47,400	17.45	36,300	21.90	45,600	25.75	53,600
71	Arts, Entertainment, and Recreation	41-2011	Cashiers		10.80	22,500	9.35	19,400	10.10	21,000	11.80	24,600
71	Arts, Entertainment, and Recreation	41-2031	Retail Salespersons	70	11.30	23,500	10.45	21,700	11.20	23,300	11.90	24,800
71	Arts, Entertainment, and Recreation	41-3099	Sales Representatives, Services, All Other		22.95	47,700	9.45	19,600	10.55	21,900	25.90	53,900
71	Arts, Entertainment, and Recreation	41-9099	Sales and Related Workers, All Other	10	21.05	43,800	18.10	37,700	20.75	43,200	23.85	49,600
71	Arts, Entertainment, and Recreation	43-0000	Office and Administrative Support Occupations	1,510	16.90	35,100	11.05	22,900	15.60	32,500	21.55	44,800
71	Arts, Entertainment, and Recreation	43-1011	First-Line Supervisors of Office and Administrative Support Worke	70	26.20	54,500	23.05	47,900	26.10	54,300	29.20	60,800
71	Arts, Entertainment, and Recreation	43-3031	Bookkeeping, Accounting, and Auditing Clerks	170	22.05	45,900	16.45	34,200	23.40	48,700	27.70	57,700
71	Arts, Entertainment, and Recreation	43-4051	Customer Service Representatives	380	14.30	29,700	10.55	22,000	12.00	24,900	16.80	35,000
71	Arts, Entertainment, and Recreation	43-4171	Receptionists and Information Clerks	450	14.80	30,800	10.35	21,500	14.35	29,900	17.85	37,100
71	Arts, Entertainment, and Recreation	43-4199	Information and Record Clerks, All Other		22.80	47,400	21.05	43,800	22.65	47,100	24.30	50,500
71	Arts, Entertainment, and Recreation	43-6011	Executive Secretaries and Executive Administrative Assistants		31.30	65,100	27.65	57,500	31.20	64,900	35.45	73,800
71	Arts, Entertainment, and Recreation	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	120	20.35	42,300	18.70	38,900	21.35	44,400	23.50	48,800
71	Arts, Entertainment, and Recreation	43-9061	Office Clerks, General	230	14.05	29,300	10.65	22,200	13.60	28,300	16.80	35,000
71	Arts, Entertainment, and Recreation	47-0000	Construction and Extraction Occupations	110	28.55	59,400	23.30	48,400	27.15	56,500	31.70	66,000
71	Arts, Entertainment, and Recreation	47-2031	Carpenters	80	27.30	56,700	22.85	47,500	26.30	54,700	29.85	62,100
71	Arts, Entertainment, and Recreation	47-2111	Electricians	10	35.35	73,500	28.25	58,800	32.90	68,400	39.25	81,700
71	Arts, Entertainment, and Recreation	47-2141	Painters, Construction and Maintenance	20	29.30	60,900	24.05	50,000	28.10	58,500	33.90	70,600
71	Arts, Entertainment, and Recreation	49-0000	Installation, Maintenance, and Repair Occupations	270	21.85	45,400	15.05	31,300	19.75	41,100	27.35	56,900
71	Arts, Entertainment, and Recreation	49-9071	Maintenance and Repair Workers, General	180	19.80	41,100	13.75	28,600	19.25	40,100	24.60	51,200

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71	Arts, Entertainment, and Recreation	51-0000	Production Occupations	70	24.30	50,500	16.80	35,000	24.10	50,100	29.85	62,100
71	Arts, Entertainment, and Recreation	53-0000	Transportation and Material Moving Occupations	200	15.45	32,200	10.35	21,500	12.40	25,800	19.90	41,400
71	Arts, Entertainment, and Recreation	53-6021	Parking Lot Attendants	90	10.85	22,500	9.40	19,600	10.40	21,600	11.65	24,300
71	Arts, Entertainment, and Recreation	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	70	19.20	40,000	14.65	30,400	19.50	40,500	23.80	49,500
72	Accommodation and Food Services	00-0000	Total all occupations	56,750	13.35	27,800	9.35	19,400	11.00	22,900	14.55	30,300
72	Accommodation and Food Services	11-0000	Management Occupations	960	49.10	102,100	30.35	63,100	39.70	82,600	55.55	115,500
72	Accommodation and Food Services	11-1021	General and Operations Managers	210	82.60	171,800	52.55	109,300	85.00	176,800	99.25	206,400
72	Accommodation and Food Services	11-2022	Sales Managers		76.25	158,600	56.85	118,300	68.50	142,400	80.35	167,100
72	Accommodation and Food Services	11-3011	Administrative Services Managers		36.00	74,900	27.30	56,700	30.60	63,600	39.60	82,300
72	Accommodation and Food Services	11-3031	Financial Managers	10	64.80	134,800	50.20	104,400	57.90	120,500	65.15	135,500
72	Accommodation and Food Services	11-9051	Food Service Managers	590	38.40	79,800	29.40	61,200	36.55	76,000	46.95	97,600
72	Accommodation and Food Services	11-9081	Lodging Managers	60								
72	Accommodation and Food Services	13-0000	Business and Financial Operations Occupations	190	34.80	72,300	27.75	57,800	33.00	68,700	40.65	84,500
72	Accommodation and Food Services	13-1071	Human Resources Specialists	20	39.50	82,100	28.15	58,600	35.75	74,300	46.20	96,100
72	Accommodation and Food Services	13-1121	Meeting, Convention, and Event Planners	60	29.70	61,800	20.70	43,100	29.30	61,000	37.70	78,500
72	Accommodation and Food Services	13-1199	Business Operations Specialists, All Other		31.65	65,800	27.85	57,900	30.65	63,700	34.65	72,100
72	Accommodation and Food Services	13-2011	Accountants and Auditors	30	33.35	69,400	31.40	65,400	34.55	71,900	37.45	77,900
72	Accommodation and Food Services	33-0000	Protective Service Occupations		17.25	35,900	14.20	29,600	16.50	34,300	20.05	41,700
72	Accommodation and Food Services	33-9032	Security Guards		17.10	35,600	14.10	29,400	16.35	34,000	19.05	39,600
72	Accommodation and Food Services	35-0000	Food Preparation and Serving-Related Occupations	48,720	12.50	26,000	9.35	19,500	10.85	22,600	14.10	29,300
72	Accommodation and Food Services	35-1011	Chefs and Head Cooks	260	32.95	68,500	25.15	52,300	31.65	65,800	38.25	79,600
72	Accommodation and Food Services	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	2,990	20.80	43,200	14.80	30,800	20.80	43,300	26.45	55,000
72	Accommodation and Food Services	35-2011	Cooks, Fast Food	1,580	10.40	21,700	9.30	19,400	9.75	20,300	11.35	23,600
72	Accommodation and Food Services	35-2012	Cooks, Institution and Cafeteria	770	15.90	33,100	13.50	28,000	15.85	32,900	18.20	37,900
72	Accommodation and Food Services	35-2014	Cooks, Restaurant	4,240	15.75	32,800	12.90	26,900	15.15	31,500	18.40	38,300
72	Accommodation and Food Services	35-2015	Cooks, Short Order	3,910	10.35	21,500	9.00	18,800	9.40	19,500	10.80	22,500
72	Accommodation and Food Services	35-2021	Food Preparation Workers	2,870	11.30	23,500	9.30	19,300	10.45	21,700	12.85	26,800
72	Accommodation and Food Services	35-3011	Bartenders	3,670	13.35	27,700	10.80	22,500	12.45	25,800	14.45	30,100
72	Accommodation and Food Services	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	9,430	10.15	21,100	9.20	19,100	9.55	19,900	10.50	21,800
72	Accommodation and Food Services	35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	3,880	9.80	20,400	9.05	18,900	9.40	19,500	10.20	21,200
72	Accommodation and Food Services	35-3031	Waiters and Waitresses	9,770	12.55	26,100	9.40	19,500	11.40	23,700	14.70	30,600
72	Accommodation and Food Services	35-3041	Food Servers, Nonrestaurant		13.30	27,700	10.95	22,800	13.10	27,200	15.55	32,300
72	Accommodation and Food Services	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	1,770	11.85	24,700	9.50	19,700	11.00	22,900	13.35	27,800
72	Accommodation and Food Services	35-9021	Dishwashers	1,450	11.15	23,200	9.85	20,500	10.90	22,700	12.00	25,000
72	Accommodation and Food Services	35-9031	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	1,580	12.75	26,600	9.85	20,500	11.15	23,200	13.25	27,600
72	Accommodation and Food Services	35-9099	Food Preparation and Serving Related Workers, All Other	200	15.95	33,200	12.10	25,200	15.05	31,300	18.50	38,400
72	Accommodation and Food Services	37-0000	Building and Grounds Cleaning and Maintenance Occupations	1,920	12.55	26,100	9.45	19,700	11.25	23,400	14.40	30,000
72	Accommodation and Food Services	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	90	22.45	46,700	14.55	30,200	20.70	43,000	29.95	62,300
72	Accommodation and Food Services	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	350	13.00	27,100	10.35	21,500	12.15	25,300	14.75	30,700
72	Accommodation and Food Services	37-2012	Maids and Housekeeping Cleaners	1,480	11.80	24,600	9.30	19,300	10.70	22,200	13.85	28,800
72	Accommodation and Food Services	39-0000	Personal Care and Service Occupations		16.85	35,100	9.85	20,500	11.25	23,400	24.25	50,500
72	Accommodation and Food Services	39-6011	Baggage Porters and Bellhops		10.50	21,800	9.50	19,800	9.85	20,500	10.90	22,700
72	Accommodation and Food Services	39-9032	Recreation Workers	20	28.15	58,500	24.05	50,000	29.55	61,500	33.65	70,000
72	Accommodation and Food Services	41-0000	Sales and Related Occupations	1,340	14.30	29,700	9.30	19,300	10.65	22,100	15.20	31,600
72	Accommodation and Food Services	41-2011	Cashiers	1,150	12.45	25,900	9.25	19,200	10.10	21,000	12.85	26,700
72	Accommodation and Food Services	41-3099	Sales Representatives, Services, All Other	110	30.10	62,600	20.60	42,900	28.75	59,800	36.85	76,600
72	Accommodation and Food Services	43-0000	Office and Administrative Support Occupations	1,710	15.40	32,100	10.75	22,400	12.95	26,900	19.00	39,500
72	Accommodation and Food Services	43-1011	First-Line Supervisors of Office and Administrative Support Workers	90	23.70	49,300	19.90	41,400	22.60	47,000	26.30	54,700
72	Accommodation and Food Services	43-3031	Bookkeeping, Accounting, and Auditing Clerks	290	22.10	46,000	15.85	32,900	22.70	47,200	26.65	55,500
72	Accommodation and Food Services	43-3051	Payroll and Timekeeping Clerks		24.10	50,200	19.25	40,100	26.60	55,300	28.75	59,900

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
72	Accommodation and Food Services	43-4081	Hotel, Motel, and Resort Desk Clerks	690	12.00	24,900	10.45	21,700	11.35	23,600	12.90	26,800
72	Accommodation and Food Services	43-6011	Executive Secretaries and Executive Administrative Assistants	10	29.35	61,100	23.85	49,600	28.60	59,500	35.45	73,800
72	Accommodation and Food Services	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	150	15.45	32,200	9.65	20,000	14.80	30,700	19.80	41,100
72	Accommodation and Food Services	43-9061	Office Clerks, General	230	11.75	24,400	10.20	21,200	11.30	23,500	12.45	25,900
72	Accommodation and Food Services	49-0000	Installation, Maintenance, and Repair Occupations	380	19.50	40,600	13.85	28,900	18.55	38,600	24.35	50,700
72	Accommodation and Food Services	49-9071	Maintenance and Repair Workers, General	360	19.25	40,000	13.75	28,600	18.50	38,400	24.15	50,300
72	Accommodation and Food Services	51-0000	Production Occupations		12.05	25,100	10.50	21,800	11.60	24,100	13.20	27,500
72	Accommodation and Food Services	51-3011	Bakers		12.05	25,100	10.65	22,200	11.55	24,100	12.55	26,100
72	Accommodation and Food Services	51-6011	Laundry and Dry-Cleaning Workers	80	12.00	25,000	9.65	20,100	11.65	24,300	14.05	29,300
72	Accommodation and Food Services	53-0000	Transportation and Material Moving Occupations	500	13.50	28,100	9.55	19,900	11.90	24,700	16.40	34,100
72	Accommodation and Food Services	53-3033	Light Truck or Delivery Services Drivers		15.55	32,300	9.15	19,000	15.95	33,200	20.65	42,900
81	Other Services (except Public Administration)	00-0000	Total all occupations	28,730	20.60	42,800	10.80	22,500	15.75	32,700	24.15	50,200
81	Other Services (except Public Administration)	11-0000	Management Occupations	950	70.90	147,500	36.30	75,500	53.05	110,300	93.70	194,900
81	Other Services (except Public Administration)	11-1021	General and Operations Managers	420	71.90	149,500	40.15	83,500	55.30	115,000	92.45	192,300
81	Other Services (except Public Administration)	11-2021	Marketing Managers		64.25	133,600	36.70	76,400	70.55	146,800	85.15	177,100
81	Other Services (except Public Administration)	11-2022	Sales Managers		34.10	70,900	31.10	64,700	33.90	70,500	36.65	76,200
81	Other Services (except Public Administration)	11-3031	Financial Managers		100.05	208,100	67.75	140,900	77.25	160,700		
81	Other Services (except Public Administration)	11-3071	Transportation, Storage, and Distribution Managers		23.45	48,800	20.45	42,500	22.15	46,100	23.85	49,600
81	Other Services (except Public Administration)	11-9061	Funeral Service Managers	50								
81	Other Services (except Public Administration)	11-9141	Property, Real Estate, and Community Association Managers		38.50	80,000	27.70	57,600	30.45	63,300	44.90	93,400
81	Other Services (except Public Administration)	11-9151	Social and Community Service Managers	70	54.60	113,600	46.20	96,100	55.65	115,800	63.85	132,800
81	Other Services (except Public Administration)	13-0000	Business and Financial Operations Occupations	1,360	52.05	108,300	32.40	67,400	44.20	92,000	75.15	156,300
81	Other Services (except Public Administration)	13-1051	Cost Estimators	100	30.40	63,200	26.05	54,200	29.50	61,400	35.30	73,500
81	Other Services (except Public Administration)	13-1075	Labor Relations Specialists	700	69.00	143,500	56.85	118,200	73.45	152,800	86.10	179,100
81	Other Services (except Public Administration)	13-1131	Fundraisers	50	25.10	52,200	21.50	44,700	23.20	48,300	24.95	51,900
81	Other Services (except Public Administration)	13-1161	Market Research Analysts and Marketing Specialists	20	31.55	65,600	28.90	60,100	33.15	68,900	36.30	75,500
81	Other Services (except Public Administration)	13-1199	Business Operations Specialists, All Other	150	29.90	62,200	22.05	45,800	27.50	57,300	36.85	76,700
81	Other Services (except Public Administration)	13-2011	Accountants and Auditors		38.80	80,700	33.35	69,400	36.25	75,400	39.65	82,500
81	Other Services (except Public Administration)	15-0000	Computer and Mathematical Occupations		26.45	55,000	17.20	35,700	22.25	46,300	29.55	61,500
81	Other Services (except Public Administration)	15-1142	Network and Computer Systems Administrators		39.05	81,300	23.65	49,200	28.00	58,200	63.80	132,700
81	Other Services (except Public Administration)	17-0000	Architecture and Engineering Occupations		42.65	88,700	18.45	38,400	52.05	108,300	59.45	123,600
81	Other Services (except Public Administration)	21-0000	Community and Social Services Occupations	400	23.55	49,000	14.05	29,200	21.70	45,100	29.75	61,900
81	Other Services (except Public Administration)	21-1093	Social and Human Service Assistants	120	21.10	43,800	17.30	36,000	22.10	46,000	25.95	54,000
81	Other Services (except Public Administration)	21-1099	Community and Social Service Specialists, All Other	40	25.80	53,700	23.65	49,200	26.90	56,000	29.45	61,200
81	Other Services (except Public Administration)	21-2011	Clergy	150	26.40	54,900	13.30	27,600	15.05	31,300	40.15	83,500
81	Other Services (except Public Administration)	21-2021	Directors, Religious Activities and Education		22.05	45,900	17.45	36,300	20.20	42,000	23.10	48,100
81	Other Services (except Public Administration)	21-2099	Religious Workers, All Other	20	13.25	27,600	10.65	22,100	12.60	26,200	14.50	30,200
81	Other Services (except Public Administration)	25-0000	Education, Training, and Library Occupations	320	23.55	48,900	14.75	30,700	18.40	38,300	25.00	52,000
81	Other Services (except Public Administration)	25-2011	Preschool Teachers, Except Special Education		20.95	43,600	16.30	33,900	18.15	37,800	22.55	46,900
81	Other Services (except Public Administration)	25-3021	Self-Enrichment Education Teachers	130	32.85	68,400	20.30	42,200	24.75	51,500	50.45	105,000
81	Other Services (except Public Administration)	25-3097	Teachers and Instructors, All Other, Except Substitute Teachers	40		36,400		32,400		36,900		43,100
81	Other Services (except Public Administration)	25-9041	Teacher Assistants			28,600		22,900		29,200		34,700
81	Other Services (except Public Administration)	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	360	26.65	55,400	11.35	23,700	24.10	50,100	34.55	71,800
81	Other Services (except Public Administration)	27-2022	Coaches and Scouts	60		38,600		32,800		37,700		44,100
81	Other Services (except Public Administration)	27-3031	Public Relations Specialists		34.80	72,400	30.80	64,000	34.90	72,600	39.05	81,200
81	Other Services (except Public Administration)	27-4011	Audio and Video Equipment Technicians		26.45	55,100	24.90	51,800	27.05	56,300	29.20	60,700
81	Other Services (except Public Administration)	29-0000	Healthcare Practitioners and Technical Occupations		45.95	95,600	33.85	70,400	52.65	109,500	58.00	120,600
81	Other Services (except Public Administration)	29-1141	Registered Nurses	20	34.30	71,300	31.75	66,000	34.45	71,700	37.15	77,300
81	Other Services (except Public Administration)	33-0000	Protective Service Occupations	130	11.10	23,100	9.65	20,000	10.70	22,300	11.85	24,600
81	Other Services (except Public Administration)	33-9032	Security Guards	20	11.00	22,900	9.25	19,300	10.35	21,600	12.05	25,100

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'1 (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
81	Other Services (except Public Administration)	33-9092	Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers	110	10.90	22,700	9.70	20,200	10.70	22,300	11.75	24,400
81	Other Services (except Public Administration)	35-0000	Food Preparation and Serving-Related Occupations		13.85	28,900	9.90	20,600	13.45	28,000	16.00	33,300
81	Other Services (except Public Administration)	37-0000	Building and Grounds Cleaning and Maintenance Occupations	720	14.95	31,100	10.85	22,600	12.50	26,000	17.50	36,400
81	Other Services (except Public Administration)	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	300	12.75	26,500	10.65	22,100	11.80	24,500	13.15	27,300
81	Other Services (except Public Administration)	37-3011	Landscaping and Groundskeeping Workers		15.65	32,500	10.80	22,500	15.60	32,400	18.10	37,600
81	Other Services (except Public Administration)	39-0000	Personal Care and Service Occupations	9,060	15.35	31,900	10.40	21,700	12.75	26,500	18.20	37,900
81	Other Services (except Public Administration)	39-1021	First-Line Supervisors of Personal Service Workers	110	22.35	46,500	16.60	34,500	21.90	45,500	27.45	57,100
81	Other Services (except Public Administration)	39-2021	Nonfarm Animal Caretakers	810	13.40	27,900	10.70	22,200	12.40	25,800	15.00	31,200
81	Other Services (except Public Administration)	39-4021	Funeral Attendants	110	17.15	35,700	15.70	32,700	17.05	35,500	18.55	38,500
81	Other Services (except Public Administration)	39-4031	Morticians, Undertakers, and Funeral Directors	130	34.55	71,800	19.05	39,600	35.20	73,200	41.45	86,200
81	Other Services (except Public Administration)	39-5012	Hairdressers, Hairstylists, and Cosmetologists	4,900	16.60	34,500	10.65	22,100	15.60	32,500	20.05	41,800
81	Other Services (except Public Administration)	39-5092	Manicurists and Pedicurists	1,300	11.75	24,500	10.45	21,700	11.30	23,500	12.20	25,400
81	Other Services (except Public Administration)	39-5093	Shampooers	580	10.70	22,300	9.70	20,100	10.35	21,600	11.35	23,600
81	Other Services (except Public Administration)	39-5094	Skincare Specialists		16.20	33,700	15.55	32,400	17.05	35,400	18.35	38,200
81	Other Services (except Public Administration)	39-9011	Childcare Workers	180	11.30	23,500	9.50	19,800	10.40	21,700	12.10	25,200
81	Other Services (except Public Administration)	39-9031	Fitness Trainers and Aerobics Instructors	190	17.25	35,900	9.60	20,000	10.90	22,700	23.75	49,400
81	Other Services (except Public Administration)	39-9032	Recreation Workers		17.05	35,500	9.80	20,400	14.60	30,400	22.00	45,800
81	Other Services (except Public Administration)	39-9099	Personal Care and Service Workers, All Other		13.80	28,700	13.20	27,500	14.05	29,200	14.90	31,000
81	Other Services (except Public Administration)	41-0000	Sales and Related Occupations	660	19.30	40,100	10.30	21,400	16.55	34,400	22.10	45,900
81	Other Services (except Public Administration)	41-1011	First-Line Supervisors of Retail Sales Workers		26.40	54,900	22.10	46,000	25.85	53,800	28.85	60,000
81	Other Services (except Public Administration)	41-1012	First-Line Supervisors of Non-Retail Sales Workers	10	45.35	94,300	28.05	58,300	32.80	68,200	67.90	141,300
81	Other Services (except Public Administration)	41-2011	Cashiers	120	13.75	28,600	9.60	20,000	11.40	23,700	17.75	36,900
81	Other Services (except Public Administration)	41-2021	Counter and Rental Clerks	300	16.15	33,600	9.45	19,700	16.45	34,200	18.80	39,100
81	Other Services (except Public Administration)	41-2031	Retail Salespersons		12.60	26,200	10.20	21,200	11.40	23,700	13.75	28,600
81	Other Services (except Public Administration)	41-3099	Sales Representatives, Services, All Other	70	41.45	86,200	26.35	54,800	40.00	83,200	54.85	114,100
81	Other Services (except Public Administration)	43-0000	Office and Administrative Support Occupations	4,280	18.15	37,700	12.45	25,900	16.25	33,800	23.00	47,900
81	Other Services (except Public Administration)	43-1011	First-Line Supervisors of Office and Administrative Support Workers	50	33.70	70,100	27.20	56,600	32.00	66,500	39.50	82,200
81	Other Services (except Public Administration)	43-3031	Bookkeeping, Accounting, and Auditing Clerks	490	25.50	53,000	22.60	47,100	26.40	54,900	29.35	61,100
81	Other Services (except Public Administration)	43-4051	Customer Service Representatives	150	16.60	34,500	13.50	28,100	15.15	31,500	18.90	39,300
81	Other Services (except Public Administration)	43-4151	Order Clerks		11.65	24,200	9.35	19,500	9.65	20,100	9.95	20,700
81	Other Services (except Public Administration)	43-4161	Human Resources Assistants, Except Payroll and Timekeeping		17.25	35,900	15.60	32,400	17.15	35,700	18.70	38,900
81	Other Services (except Public Administration)	43-4171	Receptionists and Information Clerks	1,030	14.15	29,400	11.65	24,300	14.15	29,400	16.80	34,900
81	Other Services (except Public Administration)	43-4199	Information and Record Clerks, All Other		16.65	34,600	13.80	28,700	16.35	34,000	19.30	40,100
81	Other Services (except Public Administration)	43-5071	Shipping, Receiving, and Traffic Clerks	20	15.50	32,200	9.55	19,900	10.05	20,900	21.85	45,500
81	Other Services (except Public Administration)	43-5081	Stock Clerks and Order Fillers		16.80	34,900	13.10	27,200	14.70	30,600	21.35	44,400
81	Other Services (except Public Administration)	43-6011	Executive Secretaries and Executive Administrative Assistants		40.25	83,700	37.10	77,200	42.10	87,600	46.10	95,900
81	Other Services (except Public Administration)	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1,010	20.65	43,000	16.45	34,200	20.35	42,300	25.65	53,400
81	Other Services (except Public Administration)	43-9021	Data Entry Keyers	90	16.85	35,000	12.25	25,500	14.20	29,600	22.65	47,100
81	Other Services (except Public Administration)	43-9061	Office Clerks, General	1,060	13.70	28,500	10.60	22,000	12.60	26,200	15.40	32,000
81	Other Services (except Public Administration)	49-0000	Installation, Maintenance, and Repair Occupations	4,100	22.25	46,300	15.30	31,800	22.25	46,300	27.90	58,100
81	Other Services (except Public Administration)	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	320	33.65	70,000	25.20	52,400	33.65	70,000	43.80	91,200
81	Other Services (except Public Administration)	49-2011	Computer, Automated Teller, and Office Machine Repairers	80	21.75	45,200	9.45	19,700	21.50	44,800	30.35	63,100
81	Other Services (except Public Administration)	49-3021	Automotive Body and Related Repairers	1,240	25.05	52,100	21.00	43,700	25.40	52,800	28.70	59,700
81	Other Services (except Public Administration)	49-3023	Automotive Service Technicians and Mechanics	1,160	20.00	41,600	13.95	29,000	20.65	43,000	26.10	54,300
81	Other Services (except Public Administration)	49-9031	Home Appliance Repairers	160	30.30	63,000	26.15	54,400	29.40	61,200	35.10	73,000
81	Other Services (except Public Administration)	49-9041	Industrial Machinery Mechanics	90	22.05	45,900	18.15	37,700	21.35	44,400	24.05	50,000
81	Other Services (except Public Administration)	49-9071	Maintenance and Repair Workers, General	440	17.50	36,400	13.60	28,200	16.45	34,200	18.70	38,900
81	Other Services (except Public Administration)	49-9098	Helpers--Installation, Maintenance, and Repair Workers	130	14.25	29,600	11.20	23,300	13.35	27,700	17.05	35,500
81	Other Services (except Public Administration)	51-0000	Production Occupations	3,220	13.60	28,200	9.50	19,700	10.95	22,700	14.75	30,600
81	Other Services (except Public Administration)	51-1011	First-Line Supervisors of Production and Operating Workers	120	29.80	61,900	21.65	45,000	27.95	58,100	38.05	79,100

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'1 (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
81	Other Services (except Public Administration)	51-6011	Laundry and Dry-Cleaning Workers	2,310	11.60	24,200	9.35	19,500	10.30	21,400	12.10	25,100
81	Other Services (except Public Administration)	51-6021	Pressers, Textile, Garment, and Related Materials	280	10.55	21,900	9.30	19,400	10.35	21,500	11.40	23,700
81	Other Services (except Public Administration)	51-7021	Furniture Finishers		23.35	48,600	16.65	34,700	19.15	39,800	30.35	63,100
81	Other Services (except Public Administration)	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers		12.10	25,100	9.80	20,400	10.90	22,700	12.05	25,000
81	Other Services (except Public Administration)	51-9122	Painters, Transportation Equipment	250	24.30	50,500	21.65	45,000	24.40	50,800	27.70	57,600
81	Other Services (except Public Administration)	51-9198	Helpers--Production Workers	60	12.35	25,700	10.75	22,300	11.80	24,600	13.65	28,400
81	Other Services (except Public Administration)	53-0000	Transportation and Material Moving Occupations	2,710	14.05	29,200	9.55	19,800	12.20	25,400	17.40	36,200
81	Other Services (except Public Administration)	53-1048	First-line supervisors of transportation and material moving workers, except	130	24.55	51,000	20.40	42,500	22.85	47,500	27.50	57,200
81	Other Services (except Public Administration)	53-3022	Bus Drivers, School or Special Client		16.50	34,300	11.75	24,400	14.90	31,000	21.95	45,700
81	Other Services (except Public Administration)	53-3031	Driver/Sales Workers		17.90	37,200	15.75	32,800	17.15	35,600	18.55	38,600
81	Other Services (except Public Administration)	53-3032	Heavy and Tractor-Trailer Truck Drivers	20	16.75	34,900	13.90	28,900	15.25	31,700	19.05	39,600
81	Other Services (except Public Administration)	53-3033	Light Truck or Delivery Services Drivers	310	15.40	32,000	9.10	19,000	15.95	33,200	18.90	39,300
81	Other Services (except Public Administration)	53-3041	Taxi Drivers and Chauffeurs		17.30	36,000	12.55	26,100	17.60	36,600	21.60	45,000
81	Other Services (except Public Administration)	53-6021	Parking Lot Attendants	490	12.85	26,800	9.85	20,500	11.50	23,900	16.40	34,100
81	Other Services (except Public Administration)	53-6031	Automotive and Watercraft Service Attendants		9.45	19,600	8.90	18,500	9.15	19,000	9.65	20,000
81	Other Services (except Public Administration)	53-7061	Cleaners of Vehicles and Equipment	860	11.75	24,400	9.35	19,500	9.90	20,500	14.15	29,400
81	Other Services (except Public Administration)	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	160	12.20	25,300	9.85	20,500	11.05	22,900	12.75	26,600
92	Public Administration	00-0000	Total all occupations	45,150	31.90	66,300	18.90	39,300	28.10	58,400	41.00	85,300
92	Public Administration	11-0000	Management Occupations	1,940	53.75	111,800	40.35	83,900	55.20	114,800	72.00	149,800
92	Public Administration	11-1021	General and Operations Managers	80	78.55	163,400	62.05	129,000	72.40	150,600	87.35	181,700
92	Public Administration	11-1031	Legislators	450								
92	Public Administration	11-3011	Administrative Services Managers	150	62.20	129,400	51.90	108,000	59.95	124,700	70.70	147,100
92	Public Administration	11-3021	Computer and Information Systems Managers	40	69.60	144,800	58.55	121,700	67.15	139,700	78.95	164,200
92	Public Administration	11-3031	Financial Managers	150	63.05	131,200	53.75	111,800	61.50	127,900	73.10	152,100
92	Public Administration	11-3071	Transportation, Storage, and Distribution Managers	50	54.75	113,800	45.00	93,600	51.25	106,600	58.40	121,400
92	Public Administration	11-3121	Human Resources Managers	20	57.60	119,800	44.25	92,100	54.50	113,400	61.15	127,200
92	Public Administration	11-9021	Construction Managers	80	60.70	126,200	51.20	106,500	58.85	122,400	70.50	146,700
92	Public Administration	11-9041	Architectural and Engineering Managers	20	65.60	136,500	58.50	121,700	66.30	137,900	73.90	153,700
92	Public Administration	11-9111	Medical and Health Services Managers	40	52.55	109,300	45.05	93,700	51.05	106,200	62.10	129,100
92	Public Administration	11-9141	Property, Real Estate, and Community Association Managers	30	45.40	94,400	30.15	62,700	42.60	88,600	60.25	125,300
92	Public Administration	11-9151	Social and Community Service Managers	60	55.25	115,000	44.20	91,900	54.00	112,300	62.10	129,100
92	Public Administration	11-9161	Emergency Management Directors	30	43.65	90,800	35.90	74,600	43.95	91,400	52.90	110,000
92	Public Administration	11-9199	Managers, All Other	680	67.20	139,800	51.25	106,600	67.10	139,600	81.85	170,300
92	Public Administration	13-0000	Business and Financial Operations Occupations	3,030	36.05	75,000	28.00	58,200	35.90	74,600	43.75	91,000
92	Public Administration	13-1020	Buyers and Purchasing Agents	80	36.85	76,600	30.25	62,900	36.00	74,900	43.60	90,700
92	Public Administration	13-1031	Claims Adjusters, Examiners, and Investigators	170	40.90	85,100	35.95	74,800	40.45	84,100	44.45	92,400
92	Public Administration	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety,	310	31.60	65,800	24.80	51,500	31.15	64,800	36.05	75,000
92	Public Administration	13-1051	Cost Estimators	10	43.35	90,200	34.65	72,100	42.30	88,000	49.20	102,300
92	Public Administration	13-1071	Human Resources Specialists	70	34.85	72,500	28.65	59,600	32.45	67,500	40.85	85,000
92	Public Administration	13-1075	Labor Relations Specialists	10	44.15	91,800	40.05	83,400	45.35	94,300	48.10	100,000
92	Public Administration	13-1111	Management Analysts	100	43.55	90,600	36.60	76,100	45.30	94,200	50.55	105,100
92	Public Administration	13-1141	Compensation, Benefits, and Job Analysis Specialists	20	28.40	59,100	22.60	47,000	28.00	58,200	32.75	68,100
92	Public Administration	13-1151	Training and Development Specialists	60	31.75	66,100	20.70	43,000	27.85	57,900	39.25	81,600
92	Public Administration	13-1199	Business Operations Specialists, All Other	1,300	34.65	72,000	27.15	56,500	34.10	71,000	41.90	87,200
92	Public Administration	13-2011	Accountants and Auditors	340	39.30	81,800	31.40	65,300	39.95	83,100	45.55	94,700
92	Public Administration	13-2021	Appraisers and Assessors of Real Estate	130	31.50	65,500	20.55	42,700	28.45	59,200	42.75	88,900
92	Public Administration	13-2031	Budget Analysts	10	37.80	78,600	27.15	56,500	36.50	75,900	45.75	95,100
92	Public Administration	13-2051	Financial Analysts	50	40.45	84,100	33.15	68,900	40.30	83,800	46.70	97,100
92	Public Administration	13-2081	Tax Examiners and Collectors, and Revenue Agents	220	37.95	79,000	29.40	61,100	37.25	77,500	46.00	95,700
92	Public Administration	13-2099	Financial Specialists, All Other	90	39.00	81,200	31.65	65,800	39.45	82,000	45.45	94,600

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
92	Public Administration	15-0000	Computer and Mathematical Occupations	350	39.20	81,600	29.00	60,300	37.95	79,000	47.05	97,800
92	Public Administration	15-1121	Computer Systems Analysts	40	45.55	94,700	36.05	74,900	49.40	102,700	56.40	117,300
92	Public Administration	15-1122	Information Security Analysts	20	44.65	92,900	38.10	79,200	42.50	88,400	53.15	110,500
92	Public Administration	15-1131	Computer Programmers	30	32.10	66,700	24.65	51,200	31.00	64,400	38.70	80,500
92	Public Administration	15-1132	Software Developers, Applications	20	44.25	92,100	37.35	77,700	46.05	95,800	51.65	107,400
92	Public Administration	15-1142	Network and Computer Systems Administrators	50	44.40	92,300	32.85	68,300	44.50	92,600	54.25	112,900
92	Public Administration	15-1151	Computer User Support Specialists	30	26.40	54,900	23.10	48,100	28.30	58,800	29.60	61,600
92	Public Administration	15-1152	Computer Network Support Specialists	40	36.55	76,100	28.20	58,600	35.55	74,000	40.40	84,100
92	Public Administration	15-1199	Computer Occupations, All Other	110	38.55	80,200	30.85	64,200	37.35	77,700	45.50	94,600
92	Public Administration	17-0000	Architecture and Engineering Occupations	680	40.95	85,200	33.45	69,600	37.65	78,400	48.80	101,500
92	Public Administration	17-1011	Architects, Except Landscape and Naval	10	48.30	100,400	42.40	88,200	47.00	97,700	54.65	113,700
92	Public Administration	17-2051	Civil Engineers	290	44.50	92,600	34.75	72,200	40.35	84,000	53.90	112,100
92	Public Administration	17-2111	Health and Safety Engineers, Except Mining Safety Engineers and	20	43.35	90,200	35.45	73,700	43.70	90,900	52.20	108,600
92	Public Administration	17-2141	Mechanical Engineers	150	37.40	77,800	33.75	70,200	36.30	75,500	38.75	80,600
92	Public Administration	17-2199	Engineers, All Other	10	39.55	82,300	29.90	62,200	42.60	88,600	52.50	109,200
92	Public Administration	17-3022	Civil Engineering Technicians	30	31.50	65,500	25.45	53,000	28.80	59,900	33.65	70,000
92	Public Administration	17-3029	Engineering Technicians, Except Drafters, All Other	10	31.55	65,600	22.95	47,800	27.85	57,900	40.45	84,100
92	Public Administration	17-3031	Surveying and Mapping Technicians	20	31.45	65,400	27.70	57,600	30.65	63,700	33.75	70,200
92	Public Administration	19-0000	Life, Physical, and Social Science Occupations	210	37.45	77,900	28.50	59,300	35.70	74,300	46.60	96,900
92	Public Administration	19-2041	Environmental Scientists and Specialists, Including Health	40	36.65	76,200	28.95	60,300	36.25	75,400	45.25	94,200
92	Public Administration	19-3051	Urban and Regional Planners	70	40.35	83,900	31.65	65,900	39.70	82,600	48.60	101,100
92	Public Administration	19-4061	Social Science Research Assistants	10	26.10	54,300	19.50	40,500	26.65	55,500	30.70	63,900
92	Public Administration	19-4091	Environmental Science and Protection Technicians, Including Health	10	26.75	55,700	21.30	44,300	27.45	57,100	32.75	68,100
92	Public Administration	21-0000	Community and Social Services Occupations	3,580	29.10	60,500	21.75	45,200	26.40	54,900	36.10	75,000
92	Public Administration	21-1012	Educational, Guidance, School, and Vocational Counselors	50	32.85	68,300	28.80	59,900	34.00	70,700	37.75	78,500
92	Public Administration	21-1015	Rehabilitation Counselors	40	36.10	75,100	29.10	60,500	35.75	74,400	42.85	89,100
92	Public Administration	21-1018	Substance abuse, behavioral disorder, and mental health counselors	70	22.20	46,200	16.90	35,200	22.10	46,000	27.90	58,100
92	Public Administration	21-1019	Counselors, All Other	40	31.30	65,100	22.75	47,300	27.90	58,100	38.90	80,900
92	Public Administration	21-1021	Child, Family, and School Social Workers	340	37.95	78,900	27.00	56,100	36.20	75,300	47.35	98,400
92	Public Administration	21-1022	Healthcare Social Workers	20	28.60	59,500	25.20	52,400	27.80	57,800	30.40	63,200
92	Public Administration	21-1023	Mental Health and Substance Abuse Social Workers	10	27.80	57,800	25.05	52,100	27.70	57,600	30.35	63,200
92	Public Administration	21-1029	Social Workers, All Other	10	26.70	55,500	20.75	43,200	24.85	51,700	34.60	71,900
92	Public Administration	21-1091	Health Educators	30	28.30	58,900	21.80	45,300	27.15	56,500	33.80	70,300
92	Public Administration	21-1092	Probation Officers and Correctional Treatment Specialists	500	35.65	74,100	27.40	57,000	35.20	73,200	45.55	94,800
92	Public Administration	21-1093	Social and Human Service Assistants	1,170	19.95	41,500	15.05	31,300	20.40	42,500	23.35	48,600
92	Public Administration	21-1094	Community Health Workers	150								
92	Public Administration	21-1099	Community and Social Service Specialists, All Other	430	26.60	55,400	24.05	50,000	25.25	52,600	29.95	62,300
92	Public Administration	21-2011	Clergy	20	14.00	29,100	9.00	18,700	9.40	19,500	17.45	36,300
92	Public Administration	23-0000	Legal Occupations	1,000	48.05	99,900	30.15	62,700	42.85	89,100	62.40	129,800
92	Public Administration	23-1011	Lawyers	550	49.50	103,000	35.65	74,200	45.70	95,100	59.30	123,400
92	Public Administration	23-1021	Administrative Law Judges, Adjudicators, and Hearing Officers	20								
92	Public Administration	23-1023	Judges, Magistrate Judges, and Magistrates	210	62.20	129,400	35.95	74,800	80.50	167,400	80.50	167,400
92	Public Administration	23-2011	Paralegals and Legal Assistants	50	30.30	63,100	21.70	45,200	25.80	53,700	34.50	71,800
92	Public Administration	23-2091	Court Reporters	10								
92	Public Administration	23-2099	Legal Support Workers, All Other	50	37.50	78,000	22.80	47,400	31.55	65,600	51.60	107,300
92	Public Administration	25-0000	Education, Training, and Library Occupations	910	21.40	44,500	12.50	26,000	19.80	41,200	28.40	59,100
92	Public Administration	25-3097	Teachers and Instructors, All Other, Except Substitute Teachers			54,600		49,600		55,500		60,600
92	Public Administration	25-4021	Librarians	330	27.15	56,500	21.40	44,600	26.75	55,700	32.55	67,700
92	Public Administration	25-4031	Library Technicians	400	15.75	32,700	10.80	22,400	13.35	27,700	19.65	40,900
92	Public Administration	25-9041	Teacher Assistants	90		29,900		22,500		30,900		36,000

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
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Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
92	Public Administration	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	190	22.45	46,600	10.70	22,300	18.90	39,300	30.65	63,800
92	Public Administration	27-3031	Public Relations Specialists	30	30.70	63,800	19.00	39,500	32.50	67,600	37.50	78,000
92	Public Administration	27-3091	Interpreters and Translators	20	36.05	75,000	30.15	62,800	34.20	71,200	44.30	92,100
92	Public Administration	27-4011	Audio and Video Equipment Technicians	10	30.90	64,300	23.35	48,500	29.50	61,300	40.50	84,300
92	Public Administration	29-0000	Healthcare Practitioners and Technical Occupations	940	31.65	65,900	19.70	41,000	29.95	62,300	38.95	81,000
92	Public Administration	29-1031	Dietitians and Nutritionists	30	29.65	61,700	21.80	45,400	28.25	58,800	37.35	77,700
92	Public Administration	29-1069	Physicians and Surgeons, All Other	20	72.00	149,700	57.60	119,800	60.90	126,600	84.40	175,500
92	Public Administration	29-1141	Registered Nurses	310	37.50	78,000	33.05	68,700	37.25	77,500	41.45	86,200
92	Public Administration	29-2041	Emergency Medical Technicians and Paramedics	260	17.95	37,300	15.85	32,900	17.50	36,400	19.15	39,800
92	Public Administration	29-2061	Licensed Practical and Licensed Vocational Nurses	80	28.75	59,800	25.85	53,800	28.00	58,200	30.10	62,600
92	Public Administration	29-2099	Health Technologists and Technicians, All Other	20	33.95	70,600	30.45	63,300	30.45	63,300	45.65	95,000
92	Public Administration	29-9011	Occupational Health and Safety Specialists	80	35.00	72,800	25.30	52,600	36.05	75,000	44.90	93,400
92	Public Administration	29-9012	Occupational Health and Safety Technicians	70	30.55	63,500	22.70	47,200	28.15	58,500	37.75	78,600
92	Public Administration	31-0000	Healthcare Support Occupations	380	19.35	40,300	16.10	33,500	19.60	40,700	22.45	46,600
92	Public Administration	31-1015	Orderlies	100	18.25	38,000	15.20	31,600	19.05	39,600	21.10	43,900
92	Public Administration	31-9092	Medical Assistants	20	23.25	48,300	20.25	42,200	22.85	47,500	26.00	54,100
92	Public Administration	31-9099	Healthcare Support Workers, All Other	50	18.85	39,300	14.45	30,000	15.30	31,900	23.85	49,600
92	Public Administration	33-0000	Protective Service Occupations	12,680	39.70	82,600	20.35	42,300	39.00	81,100	57.60	119,800
92	Public Administration	33-1011	First-Line Supervisors of Correctional Officers	40	63.40	131,900	56.90	118,400	67.75	140,900	75.35	156,800
92	Public Administration	33-1012	First-Line Supervisors of Police and Detectives	1,380	68.00	141,400	59.75	124,300	68.60	142,700	77.70	161,600
92	Public Administration	33-1021	First-Line Supervisors of Fire Fighting and Prevention Workers	450	61.40	127,700	56.10	116,700	61.15	127,200	66.95	139,300
92	Public Administration	33-1099	First-Line Supervisors of Protective Service Workers, All Other	50	30.80	64,000	21.25	44,200	30.15	62,700	41.05	85,300
92	Public Administration	33-2011	Firefighters	1,320	40.25	83,700	26.95	56,100	40.25	83,700	54.25	112,900
92	Public Administration	33-2021	Fire Inspectors and Investigators	250	25.20	52,400	17.70	36,800	23.15	48,100	30.80	64,100
92	Public Administration	33-3012	Correctional Officers and Jailers	890	42.95	89,300	29.35	61,100	45.35	94,400	56.35	117,300
92	Public Administration	33-3021	Detectives and Criminal Investigators	630	50.00	104,000	36.10	75,100	51.25	106,600	64.05	133,200
92	Public Administration	33-3041	Parking Enforcement Workers	170	17.60	36,600	14.40	30,000	17.10	35,500	20.75	43,200
92	Public Administration	33-3051	Police and Sheriff's Patrol Officers	4,480	43.25	90,000	29.10	60,500	44.95	93,500	56.85	118,200
92	Public Administration	33-9011	Animal Control Workers	60	18.80	39,100	16.15	33,600	17.60	36,600	19.45	40,500
92	Public Administration	33-9032	Security Guards	710	18.85	39,200	13.05	27,200	17.60	36,600	23.30	48,500
92	Public Administration	33-9091	Crossing Guards	1,940	16.20	33,700	12.60	26,200	16.60	34,500	19.60	40,800
92	Public Administration	33-9099	Protective Service Workers, All Other	280	19.40	40,400	12.05	25,100	16.85	35,100	23.40	48,700
92	Public Administration	35-0000	Food Preparation and Serving-Related Occupations	190	18.20	37,900	14.45	30,000	18.05	37,500	21.00	43,700
92	Public Administration	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	20	24.55	51,100	18.40	38,200	22.70	47,300	31.30	65,100
92	Public Administration	35-2012	Cooks, Institution and Cafeteria	30	21.20	44,100	17.95	37,300	20.80	43,300	23.00	47,800
92	Public Administration	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	130	16.80	34,900	14.20	29,500	16.85	35,000	20.55	42,800
92	Public Administration	37-0000	Building and Grounds Cleaning and Maintenance Occupations	1,090	19.15	39,800	14.30	29,700	18.45	38,400	21.85	45,500
92	Public Administration	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	50	25.75	53,600	21.05	43,800	24.05	50,000	32.10	66,800
92	Public Administration	37-1012	First-Line Supervisors of Landscaping, Lawn Service, and Groundsk	50	30.80	64,100	23.00	47,800	29.25	60,800	37.80	78,700
92	Public Administration	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	570	16.80	35,000	14.00	29,100	17.35	36,100	20.00	41,600
92	Public Administration	37-2021	Pest Control Workers	10	26.85	55,800	25.55	53,200	27.45	57,100	29.35	61,100
92	Public Administration	37-3011	Landscaping and Groundskeeping Workers	350	19.45	40,500	12.75	26,500	17.75	36,900	25.05	52,100
92	Public Administration	37-3013	Tree Trimmers and Pruners	30	26.30	54,700	19.85	41,300	23.20	48,200	33.20	69,000
92	Public Administration	39-0000	Personal Care and Service Occupations	1,010	15.85	33,000	9.65	20,100	13.10	27,200	18.80	39,100
92	Public Administration	39-1021	First-Line Supervisors of Personal Service Workers	100	26.65	55,400	17.40	36,200	27.20	56,600	34.70	72,200
92	Public Administration	39-2021	Nonfarm Animal Caretakers	50	12.65	26,300	9.10	19,000	12.80	26,600	14.70	30,600
92	Public Administration	39-3091	Amusement and Recreation Attendants	140	12.10	25,200	9.80	20,400	11.10	23,100	13.75	28,600
92	Public Administration	39-9011	Childcare Workers		16.10	33,400	11.95	24,800	16.00	33,200	19.20	39,900
92	Public Administration	39-9021	Personal Care Aides	10	16.70	34,800	14.95	31,100	16.60	34,600	17.85	37,100
92	Public Administration	39-9031	Fitness Trainers and Aerobics Instructors		27.55	57,300	20.90	43,400	26.60	55,300	32.05	66,600

\*See Footnotes on Page 49

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: BY INDUSTRY SECTOR**

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
92	Public Administration	39-9032	Recreation Workers	540	14.80	30,800	9.45	19,700	12.15	25,300	18.05	37,600
92	Public Administration	41-0000	Sales and Related Occupations	520	20.95	43,600	13.10	27,200	18.00	37,400	28.10	58,500
92	Public Administration	41-1011	First-Line Supervisors of Retail Sales Workers	60	33.40	69,400	29.20	60,700	33.20	69,100	39.80	82,700
92	Public Administration	41-2011	Cashiers	450	18.95	39,500	12.80	26,600	15.50	32,200	25.60	53,300
92	Public Administration	43-0000	Office and Administrative Support Occupations	7,920	22.50	46,800	16.70	34,700	21.60	44,900	27.80	57,900
92	Public Administration	43-1011	First-Line Supervisors of Office and Administrative Support Workers	290	31.20	64,900	26.20	54,500	30.45	63,300	36.70	76,400
92	Public Administration	43-2011	Switchboard Operators, Including Answering Service	10	23.30	48,500	18.05	37,600	22.15	46,100	28.40	59,100
92	Public Administration	43-3011	Bill and Account Collectors	30	30.20	62,800	18.40	38,300	33.40	69,500	38.95	81,100
92	Public Administration	43-3021	Billing and Posting Clerks and Machine Operators	20	19.75	41,000	16.75	34,800	19.05	39,700	22.35	46,500
92	Public Administration	43-3031	Bookkeeping, Accounting, and Auditing Clerks	330	25.80	53,700	20.50	42,600	25.75	53,600	31.35	65,200
92	Public Administration	43-3051	Payroll and Timekeeping Clerks	90	25.20	52,400	21.05	43,800	25.90	53,900	29.30	61,000
92	Public Administration	43-3061	Procurement Clerks	20	22.75	47,300	19.30	40,100	22.70	47,200	25.05	52,100
92	Public Administration	43-3099	Financial Clerks, All Other	40	19.95	41,500	16.55	34,500	18.60	38,700	23.40	48,600
92	Public Administration	43-4031	Court, Municipal, and License Clerks	890	24.30	50,600	18.30	38,100	22.85	47,500	28.75	59,800
92	Public Administration	43-4051	Customer Service Representatives	80	24.20	50,400	18.25	37,900	23.95	49,800	28.75	59,800
92	Public Administration	43-4061	Eligibility Interviewers, Government Programs	170	23.60	49,100	19.70	41,000	24.90	51,800	27.95	58,100
92	Public Administration	43-4071	File Clerks	120	21.75	45,200	14.95	31,100	20.20	42,000	28.25	58,800
92	Public Administration	43-4121	Library Assistants, Clerical	350	14.45	30,100	9.90	20,600	13.55	28,200	17.40	36,200
92	Public Administration	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	20	24.70	51,300	21.50	44,700	26.15	54,400	27.30	56,800
92	Public Administration	43-4171	Receptionists and Information Clerks	100	17.15	35,700	12.15	25,200	16.45	34,300	20.20	42,000
92	Public Administration	43-4199	Information and Record Clerks, All Other	260	21.90	45,600	17.40	36,200	20.60	42,900	25.05	52,100
92	Public Administration	43-5021	Couriers and Messengers	40	19.45	40,400	15.65	32,600	18.60	38,700	23.65	49,200
92	Public Administration	43-5031	Police, Fire, and Ambulance Dispatchers	840	20.75	43,100	15.65	32,500	19.45	40,500	26.25	54,600
92	Public Administration	43-5032	Dispatchers, Except Police, Fire, and Ambulance	50	29.55	61,500	21.90	45,500	28.60	59,500	40.30	83,800
92	Public Administration	43-5061	Production, Planning, and Expediting Clerks	10	30.65	63,700	25.55	53,200	32.35	67,200	34.15	71,000
92	Public Administration	43-5081	Stock Clerks and Order Fillers	50	25.95	54,000	19.60	40,800	28.50	59,300	29.45	61,300
92	Public Administration	43-6011	Executive Secretaries and Executive Administrative Assistants	180	32.75	68,100	26.00	54,100	33.00	68,600	37.75	78,500
92	Public Administration	43-6012	Legal Secretaries	150	26.85	55,900	21.00	43,700	27.25	56,700	30.90	64,200
92	Public Administration	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	750	23.95	49,800	19.15	39,900	23.80	49,500	28.20	58,600
92	Public Administration	43-9011	Computer Operators	10	25.35	52,700	22.00	45,700	24.90	51,800	29.35	61,100
92	Public Administration	43-9021	Data Entry Keyers	510	22.25	46,300	17.35	36,100	21.30	44,300	26.25	54,500
92	Public Administration	43-9022	Word Processors and Typists	570	21.95	45,700	17.70	36,800	20.35	42,300	25.40	52,800
92	Public Administration	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	20	17.90	37,200	15.95	33,200	18.50	38,400	19.10	39,700
92	Public Administration	43-9061	Office Clerks, General	1,750	20.10	41,800	14.50	30,200	19.10	39,800	25.50	53,000
92	Public Administration	43-9071	Office Machine Operators, Except Computer	10	22.15	46,100	17.30	36,000	22.05	45,900	26.05	54,200
92	Public Administration	43-9199	Office and Administrative Support Workers, All Other	110	21.25	44,200	14.30	29,700	20.85	43,300	24.90	51,800
92	Public Administration	47-0000	Construction and Extraction Occupations	2,900	27.35	56,900	19.45	40,400	27.05	56,200	35.10	73,100
92	Public Administration	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	210	39.35	81,900	32.80	68,200	39.10	81,300	45.50	94,600
92	Public Administration	47-2031	Carpenters	50	26.95	56,100	22.85	47,500	27.55	57,300	30.15	62,700
92	Public Administration	47-2061	Construction Laborers	480	25.10	52,200	15.80	32,900	23.10	48,100	33.05	68,700
92	Public Administration	47-2071	Paving, Surfacing, and Tamping Equipment Operators	60	25.25	52,500	19.25	40,100	22.70	47,300	32.50	67,600
92	Public Administration	47-2073	Operating Engineers and Other Construction Equipment Operators	220	28.75	59,800	23.70	49,300	28.15	58,500	33.45	69,600
92	Public Administration	47-2111	Electricians	180	33.55	69,800	30.75	64,000	34.40	71,500	37.70	78,500
92	Public Administration	47-2141	Painters, Construction and Maintenance	50	28.75	59,800	23.05	47,900	28.50	59,200	35.05	72,900
92	Public Administration	47-2152	Plumbers, Pipefitters, and Steamfitters	50	27.65	57,500	23.10	48,100	27.55	57,300	32.50	67,600
92	Public Administration	47-4011	Construction and Building Inspectors	590	30.90	64,300	22.55	46,900	31.10	64,700	38.95	81,100
92	Public Administration	47-4051	Highway Maintenance Workers	910	22.10	46,000	15.25	31,700	21.55	44,800	28.70	59,700
92	Public Administration	47-4071	Septic Tank Servicers and Sewer Pipe Cleaners	30	28.15	58,600	19.20	39,900	30.35	63,100	34.80	72,300
92	Public Administration	47-4090	Miscellaneous Construction and Related Workers	20	23.30	48,500	18.05	37,500	22.35	46,500	27.25	56,700
92	Public Administration	49-0000	Installation, Maintenance, and Repair Occupations	1,950	27.70	57,600	20.35	42,300	28.15	58,600	33.45	69,600

\*See Footnotes on Page 49



**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT  
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY  
BERGEN-HUDSON-PASSAIC COUNTY AREA: *BY INDUSTRY SECTOR***

Source: New Jersey Department of Labor and Workforce Development, Division of Labor Market and Demographic Research, June 2019.

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
92	Public Administration	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	250	38.45	80,000	33.10	68,800	39.05	81,300	44.90	93,400
92	Public Administration	49-3023	Automotive Service Technicians and Mechanics	130	33.50	69,700	26.75	55,700	33.25	69,200	40.05	83,300
92	Public Administration	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	400	27.75	57,800	26.20	54,500	29.10	60,500	29.10	60,500
92	Public Administration	49-3042	Mobile Heavy Equipment Mechanics, Except Engines	20	27.20	56,600	22.35	46,500	28.85	60,000	33.50	69,700
92	Public Administration	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	20	28.35	59,000	23.95	49,800	28.40	59,100	31.05	64,600
92	Public Administration	49-9041	Industrial Machinery Mechanics	60	37.20	77,400	32.75	68,200	36.90	76,800	42.70	88,800
92	Public Administration	49-9071	Maintenance and Repair Workers, General	820	23.80	49,500	17.70	36,800	22.90	47,700	29.70	61,800
92	Public Administration	49-9098	Helpers--Installation, Maintenance, and Repair Workers	40	23.20	48,300	16.75	34,900	19.90	41,400	30.15	62,700
92	Public Administration	49-9099	Installation, Maintenance, and Repair Workers, All Other	100	18.05	37,500	16.30	33,900	16.30	33,900	16.30	33,900
92	Public Administration	51-0000	Production Occupations	620	30.00	62,400	19.90	41,400	30.65	63,700	38.40	79,800
92	Public Administration	51-1011	First-Line Supervisors of Production and Operating Workers		43.35	90,100	38.00	79,100	44.05	91,600	48.75	101,400
92	Public Administration	51-8021	Stationary Engineers and Boiler Operators	70	26.80	55,800	25.15	52,300	27.95	58,100	30.00	62,400
92	Public Administration	51-8031	Water and Wastewater Treatment Plant and System Operators	340	26.50	55,100	15.05	31,300	26.50	55,100	36.00	74,900
92	Public Administration	51-8099	Plant and System Operators, All Other		31.55	65,600	28.05	58,300	32.85	68,400	37.25	77,500
92	Public Administration	53-0000	Transportation and Material Moving Occupations	3,060	26.70	55,500	20.10	41,800	28.75	59,800	28.75	59,800
92	Public Administration	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	130	37.45	77,900	31.60	65,700	36.15	75,200	42.50	88,400
92	Public Administration	53-3021	Bus Drivers, Transit and Intercity	1,410	26.60	55,300	25.85	53,800	28.75	59,800	28.75	59,800
92	Public Administration	53-3022	Bus Drivers, School or Special Client	220	18.50	38,500	15.35	31,900	17.70	36,800	21.00	43,700
92	Public Administration	53-3032	Heavy and Tractor-Trailer Truck Drivers	330	26.20	54,400	18.00	37,400	26.10	54,300	34.55	71,800
92	Public Administration	53-3033	Light Truck or Delivery Services Drivers	40	26.15	54,400	21.45	44,600	23.85	49,600	30.90	64,300
92	Public Administration	53-3099	Motor Vehicle Operators, All Other	50	24.35	50,600	18.45	38,400	26.50	55,100	29.90	62,200
92	Public Administration	53-6021	Parking Lot Attendants	10	18.55	38,600	15.80	32,900	17.85	37,200	21.15	44,000
92	Public Administration	53-6051	Transportation Inspectors	50	45.40	94,500	30.40	63,200	41.75	86,800	59.25	123,300
92	Public Administration	53-6099	Transportation Workers, All Other	20	17.80	37,000	16.80	35,000	16.80	35,000	20.10	41,800
92	Public Administration	53-7061	Cleaners of Vehicles and Equipment	70	14.90	31,000	15.15	31,600	15.15	31,600	15.20	31,600
92	Public Administration	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	90	15.85	33,000	13.80	28,700	15.60	32,500	17.65	36,700
92	Public Administration	53-7081	Refuse and Recyclable Material Collectors	270	21.10	43,800	15.75	32,800	19.15	39,800	25.30	52,700

Source: New Jersey Department of Labor and Workforce Development  
Division of Labor Market and Demographic Research  
Occupational Employment Statistics Wage Survey, June 2019.

**FOOTNOTES**

Occupations that do not normally work 2,080 hours per year will have a "Salary" but the equivalent "Hourly" wage **will be blank**. Examples include many teaching occupations, musicians, producers/directors, pilots and airline attendants, to name a few.

The mean wage equals the weighted average wage. Wages are not publishable when there is a quality issue, an employer-confidentiality issue, or the mean's relative standard error is greater than 30%. In these instances, **all hourly and salary columns will be blank**.

The 25th percentile is an estimate of the wage that 25% of the employees reported in the occupation made less than while 75% made more. Likewise for the estimates of the 50th percentile (50% made less and 50% made more) and the 75th percentile (75% made less and 25% made more).

When the 75th Percentile is greater than \$99.99/hr or \$207,999/yr it is not calculable given the survey methodology. In these instances, both 75th Percentile columns **will be blank**.

Est'd Empl. (Estimated Employment) is not the reported employment for the occupation, but rather represents an estimate of the number of employees in that occupation in the defined geographic area and industry. Rounded to the nearest 10, the Est'd Empl. column will be blank in instances where (a) the employment's relative standard error is greater than 50%, or (b) when there are an insufficient number of employers / employment to guarantee employer confidentiality.

## **SECTION 2**

### **Occupational Guide and Definitions for the Standard Occupational Classification (SOC) System**

*This Guide is a listing of all 2010 Standard Occupational Classification (SOC) codes, titles, and definitions.*

<b><u>SOC Code / Occupational Group</u></b>
11-0000 Management Occupations
13-0000 Business and Financial Operations Occupations
15-0000 Computer and Mathematical Occupations
17-0000 Architecture and Engineering Occupations
19-0000 Life, Physical, and Social Science Occupations
21-0000 Community and Social Services Occupations
23-0000 Legal Occupations
25-0000 Education, Training, and Library Occupations
27-0000 Arts, Design, Entertainment, Sports & Media Occs
29-0000 Healthcare Practitioners and Technical Occupations
31-0000 Healthcare Support Occupations
33-0000 Protective Service Occupations
35-0000 Food Preparation and Serving Related Occupations
37-0000 Building, Grounds, Cleaning, Maintenance Occupation
39-0000 Personal Care and Service Occupations
41-0000 Sales and Related Occupations
43-0000 Office and Administrative Support Occupations
45-0000 Farming, Fishing, and Forestry Occupations
47-0000 Construction and Extraction Occupations
49-0000 Installation, Maintenance, and Repair Occupations
51-0000 Production Occupations
53-0000 Transportation and Material Moving Occupations

*Visit the Bureau of Labor Statistics (BLS) website for the 2010 Standard Occupational Classification (SOC) system ([www.bls.gov/soc/](http://www.bls.gov/soc/)) for more information, including explanations, a User's Guide, and a complete listing of SOC occupations and definitions.*

<b>SOC Code</b>	<b>SOC Title</b>	<b>SOC Definition</b>
11-1011	Chief Executives	Determine and formulate policies and provide overall direction of companies or private and public sector organizations within guidelines set up by a board of directors or similar governing body. Plan, direct, or coordinate operational activities at the highest level of management with the help of subordinate executives and staff managers.
11-1021	General and Operations Managers	Plan, direct, or coordinate the operations of public or private sector organizations. Duties and responsibilities include formulating policies, managing daily operations, and planning the use of materials and human resources, but are too diverse and general in nature to be classified in any one functional area of management or administration, such as personnel, purchasing, or administrative services. Excludes First-Line Supervisors.
11-1031	Legislators	Develop, introduce or enact laws and statutes at the local, tribal, State, or Federal level. Includes only workers in elected positions.
11-2011	Advertising and Promotions Managers	Plan, direct, or coordinate advertising policies and programs or produce collateral materials, such as posters, contests, coupons, or give-aways, to create extra interest in the purchase of a product or service for a department, an entire organization, or on an account basis.
11-2021	Marketing Managers	Plan, direct, or coordinate marketing policies and programs, such as determining the demand for products and services offered by a firm and its competitors, and identify potential customers. Develop pricing strategies with the goal of maximizing the firm's profits or share of the market while ensuring the firm's customers are satisfied. Oversee product development or monitor trends that indicate the need for new products and services.
11-2022	Sales Managers	Plan, direct, or coordinate the actual distribution or movement of a product or service to the customer. Coordinate sales distribution by establishing sales territories, quotas, and goals and establish training programs for sales representatives. Analyze sales statistics gathered by staff to determine sales potential and inventory requirements and monitor the preferences of customers.
11-2031	Public Relations and Fundraising Managers	Plan, direct, or coordinate activities designed to create or maintain a favorable public image or raise issue awareness for their organization or client; or if engaged in fundraising, plan, direct, or coordinate activities to solicit and maintain funds for special projects or nonprofit organizations.
11-3011	Administrative Services Managers	Plan, direct, or coordinate one or more administrative services of an organization, such as records and information management, mail distribution, facilities planning and maintenance, custodial operations, and other office support services. Medical records administrators are included in "Medical and Health Services Managers" (11-9111). Excludes "Purchasing Managers" (11-3061).
11-3021	Computer and Information Systems Managers	Plan, direct, or coordinate activities in such fields as electronic data processing, information systems, systems analysis, and computer programming. Excludes "Computer Occupations" (15-1111 through 15-1199).
11-3031	Financial Managers	Plan, direct, or coordinate accounting, investing, banking, insurance, securities, and other financial activities of a branch, office, or department of an establishment.
11-3051	Industrial Production Managers	Plan, direct, or coordinate the work activities and resources necessary for manufacturing products in accordance with cost, quality, and quantity specifications.
11-3061	Purchasing Managers	Plan, direct, or coordinate the activities of buyers, purchasing officers, and related workers involved in purchasing materials, products, and services. Includes wholesale or retail trade merchandising managers and procurement managers.
11-3071	Transportation, Storage, and Distribution Managers	Plan, direct, or coordinate transportation, storage, or distribution activities in accordance with organizational policies and applicable government laws or regulations. Includes logistics managers.
11-3111	Compensation and Benefits Managers	Plan, direct, or coordinate compensation and benefits activities of an organization. Job analysis and position description managers are included in "Human Resource Managers" (11-3121).
11-3121	Human Resources Managers	Plan, direct, or coordinate human resources activities and staff of an organization. Excludes managers who primarily focus on compensation and benefits (11-3111) and training and development (11-3131).
11-3131	Training and Development Managers	Plan, direct, or coordinate the training and development activities and staff of an organization.
11-9013	Farmers, Ranchers, and Other Agricultural Managers	Plan, direct, or coordinate the management or operation of farms, ranches, greenhouses, aquacultural operations, nurseries, timber tracts, or other agricultural establishments. May hire, train, and supervise farm workers or contract for services to carry out the day-to-day activities of the managed operation. May engage in or supervise planting, cultivating, harvesting, and financial and marketing activities. Excludes "First-Line Supervisors of Farming, Fishing, and Forestry Workers" (45-1011).
11-9021	Construction Managers	Plan, direct, or coordinate, usually through subordinate supervisory personnel, activities concerned with the construction and maintenance of structures, facilities, and systems. Participate in the conceptual development of a construction project and oversee its organization, scheduling, budgeting, and implementation. Includes managers in specialized construction fields, such as carpentry or plumbing.
11-9031	Education Administrators, Preschool and Childcare Center/Program	Plan, direct, or coordinate the academic and nonacademic activities of preschool and childcare centers or programs. Excludes "Preschool Teachers" (25-2011).
11-9032	Education Administrators, Elementary and Secondary School	Plan, direct, or coordinate the academic, administrative, or auxiliary activities of public or private elementary or secondary level schools.
11-9033	Education Administrators, Postsecondary	Plan, direct, or coordinate research, instructional, student administration and services, and other educational activities at postsecondary institutions, including universities, colleges, and junior and community colleges.
11-9039	Education Administrators, All Other	All education administrators not listed separately.

11-9041	Architectural and Engineering Managers	Plan, direct, or coordinate activities in such fields as architecture and engineering or research and development in these fields. Excludes "Natural Sciences Managers" (11-9121).
11-9051	Food Service Managers	Plan, direct, or coordinate activities of an organization or department that serves food and beverages. Excludes "Chefs and Head Cooks" (35-1011).
11-9061	Funeral Service Managers	Plan, direct, or coordinate the services or resources of funeral homes. Includes activities such as determining prices for services or merchandise and managing the facilities of funeral homes. Excludes "Morticians, Undertakers, and Funeral Directors" (39-4031).
11-9071	Gaming Managers	Plan, direct, or coordinate gaming operations in a casino. May formulate house rules.
11-9081	Lodging Managers	Plan, direct, or coordinate activities of an organization or department that provides lodging and other accommodations. Excludes "Food Service Managers" (11-9051) in lodging establishments.
11-9111	Medical and Health Services Managers	Plan, direct, or coordinate medical and health services in hospitals, clinics, managed care organizations, public health agencies, or similar organizations.
11-9121	Natural Sciences Managers	Plan, direct, or coordinate activities in such fields as life sciences, physical sciences, mathematics, statistics, and research and development in these fields. Excludes "Architecture and Engineering Managers" (11-9041) and "Computer and Information Systems Managers" (11-3021).
11-9131	Postmasters and Mail Superintendents	Plan, direct, or coordinate operational, administrative, management, and supportive services of a U.S. post office; or coordinate activities of workers engaged in postal and related work in assigned post office.
11-9141	Property, Real Estate, and Community Association Managers	Plan, direct, or coordinate the selling, buying, leasing, or governance activities of commercial, industrial, or residential real estate properties. Includes managers of homeowner and condominium associations, rented or leased housing units, buildings, or land (including rights-of-way).
11-9151	Social and Community Service Managers	Plan, direct, or coordinate the activities of a social service program or community outreach organization. Oversee the program or organization's budget and policies regarding participant involvement, program requirements, and benefits. Work may involve directing social workers, counselors, or probation officers.
11-9161	Emergency Management Directors	Plan and direct disaster response or crisis management activities, provide disaster preparedness training, and prepare emergency plans and procedures for natural (e.g., hurricanes, floods, earthquakes), wartime, or technological (e.g., nuclear power plant emergencies or hazardous materials spills) disasters or hostage situations.
11-9199	Managers, All Other	All managers not listed separately.
13-1011	Agents and Business Managers of Artists, Performers, and Athletes	Represent and promote artists, performers, and athletes in dealings with current or prospective employers. May handle contract negotiation and other business matters for clients.
13-1021	Buyers and Purchasing Agents, Farm Products	Purchase farm products either for further processing or resale. Includes tree farm contractors, grain brokers and market operators, grain buyers, and tobacco buyers.
13-1022	Wholesale and Retail Buyers, Except Farm Products	Buy merchandise or commodities, other than farm products, for resale to consumers at the wholesale or retail level, including both durable and nondurable goods. Analyze past buying trends, sales records, price, and quality of merchandise to determine value and yield. Select, order, and authorize payment for merchandise according to contractual agreements. May conduct meetings with sales personnel and introduce new products. Includes assistant wholesale and retail buyers of nonfarm products.
13-1023	Purchasing Agents, Except Wholesale, Retail, and Farm Products	Purchase machinery, equipment, tools, parts, supplies, or services necessary for the operation of an establishment. Purchase raw or semi-finished materials for manufacturing. Excludes "Buyers and Purchasing Agents, Farm Products" (13-1021) and "Wholesale and Retail Buyers, Except Farm Products" (13-1022).
13-1031	Claims Adjusters, Examiners, and Investigators	Review settled claims to determine that payments and settlements are made in accordance with company practices and procedures. Confer with legal counsel on claims requiring litigation. May also settle insurance claims. Excludes "Fire Inspectors and Investigators" (33-2021).
13-1032	Insurance Appraisers, Auto Damage	Appraise automobile or other vehicle damage to determine repair costs for insurance claim settlement. Prepare insurance forms to indicate repair cost or cost estimates and recommendations. May seek agreement with automotive repair shop on repair costs.
13-1041	Compliance Officers	Examine, evaluate, and investigate eligibility for or conformity with laws and regulations governing contract compliance of licenses and permits, and perform other compliance and enforcement inspection and analysis activities not classified elsewhere. Excludes "Financial Examiners" (13-2061), "Tax Examiners and Collectors, and Revenue Agents" (13-2081), "Occupational Health and Safety Specialists" (29-9011), "Occupational Health and Safety Technicians" (29-9012), "Transportation Security Screeners" (33-9093), "Agricultural Inspectors" (45-2011), "Construction and Building Inspectors" (47-4011), and "Transportation Inspectors" (53-6051).
13-1051	Cost Estimators	Prepare cost estimates for product manufacturing, construction projects, or services to aid management in bidding on or determining price of product or service. May specialize according to particular service performed or type of product manufactured.
13-1071	Human Resources Specialists	Perform activities in the human resource area. Includes employment specialists who screen, recruit, interview, and place workers. Excludes "Compensation, Benefits, and Job Analysis Specialists" (13-1141) and "Training and Development Specialists" (13-1151).
13-1074	Farm Labor Contractors	Recruit and hire seasonal or temporary agricultural laborers. May transport, house, and provide meals for workers.
13-1075	Labor Relations Specialists	Resolve disputes between workers and managers, negotiate collective bargaining agreements, or coordinate grievance procedures to handle employee complaints. Excludes equal employment opportunity (EEO) officers who are included in "Compliance Officers" (13-1041).
13-1081	Logisticians	Analyze and coordinate the logistical functions of a firm or organization. Responsible for the entire life cycle of a product, including acquisition, distribution, internal allocation, delivery, and final disposal of resources. Excludes "Transportation, Storage, and Distribution Managers" (11-3071).

13-1111	Management Analysts	Conduct organizational studies and evaluations, design systems and procedures, conduct work simplification and measurement studies, and prepare operations and procedures manuals to assist management in operating more efficiently and effectively. Includes program analysts and management consultants. Excludes "Computer Systems Analysts" (15-1121) and "Operations Research Analysts" (15-2031).
13-1121	Meeting, Convention, and Event Planners	Coordinate activities of staff, convention personnel, or clients to make arrangements for group meetings, events, or conventions.
13-1131	Fundraisers	Organize activities to raise funds or otherwise solicit and gather monetary donations or other gifts for an organization. May design and produce promotional materials. May also raise awareness of the organization's work, goals, and financial needs.
13-1141	Compensation, Benefits, and Job Analysis Specialists	Conduct programs of compensation and benefits and job analysis for employer. May specialize in specific areas, such as position classification and pension programs.
13-1151	Training and Development Specialists	Design and conduct training and development programs to improve individual and organizational performance. May analyze training needs.
13-1161	Market Research Analysts and Marketing Specialists	Research market conditions in local, regional, or national areas, or gather information to determine potential sales of a product or service, or create a marketing campaign. May gather information on competitors, prices, sales, and methods of marketing and distribution.
13-1199	Business Operations Specialists, All Other	All business operations specialists not listed separately.
13-2011	Accountants and Auditors	Examine, analyze, and interpret accounting records to prepare financial statements, give advice, or audit and evaluate statements prepared by others. Install or advise on systems of recording costs or other financial and budgetary data. Excludes "Tax Examiners and Collectors, and Revenue Agents" (13-2081).
13-2021	Appraisers and Assessors of Real Estate	Appraise real property and estimate its fair value. May assess taxes in accordance with prescribed schedules.
13-2031	Budget Analysts	Examine budget estimates for completeness, accuracy, and conformance with procedures and regulations. Analyze budgeting and accounting reports.
13-2041	Credit Analysts	Analyze credit data and financial statements of individuals or firms to determine the degree of risk involved in extending credit or lending money. Prepare reports with credit information for use in decision making.
13-2051	Financial Analysts	Conduct quantitative analyses of information affecting investment programs of public or private institutions.
13-2052	Personal Financial Advisors	Advise clients on financial plans using knowledge of tax and investment strategies, securities, insurance, pension plans, and real estate. Duties include assessing clients' assets, liabilities, cash flow, insurance coverage, tax status, and financial objectives.
13-2053	Insurance Underwriters	Review individual applications for insurance to evaluate degree of risk involved and determine acceptance of applications.
13-2061	Financial Examiners	Enforce or ensure compliance with laws and regulations governing financial and securities institutions and financial and real estate transactions. May examine, verify, or authenticate records.
13-2071	Credit Counselors	Advise and educate individuals or organizations on acquiring and managing debt. May provide guidance in determining the best type of loan and explaining loan requirements or restrictions. May help develop debt management plans, advise on credit issues, or provide budget, mortgage, and bankruptcy counseling.
13-2072	Loan Officers	Evaluate, authorize, or recommend approval of commercial, real estate, or credit loans. Advise borrowers on financial status and payment methods. Includes mortgage loan officers and agents, collection analysts, loan servicing officers, and loan underwriters.
13-2081	Tax Examiners and Collectors, and Revenue Agents	Determine tax liability or collect taxes from individuals or business firms according to prescribed laws and regulations.
13-2082	Tax Preparers	Prepare tax returns for individuals or small businesses. Excludes "Accountants and Auditors" (13-2011).
13-2099	Financial Specialists, All Other	All financial specialists not listed separately.
15-1111	Computer and Information Research Scientists	Conduct research into fundamental computer and information science as theorists, designers, or inventors. Develop solutions to problems in the field of computer hardware and software.
15-1121	Computer Systems Analysts	Analyze science, engineering, business, and other data processing problems to implement and improve computer systems. Analyze user requirements, procedures, and problems to automate or improve existing systems and review computer system capabilities, workflow, and scheduling limitations. May analyze or recommend commercially available software.
15-1122	Information Security Analysts	Plan, implement, upgrade, or monitor security measures for the protection of computer networks and information. May ensure appropriate security controls are in place that will safeguard digital files and vital electronic infrastructure. May respond to computer security breaches and viruses. Excludes "Computer Network Architects" (15-1143).
15-1131	Computer Programmers	Create, modify, and test the code, forms, and script that allow computer applications to run. Work from specifications drawn up by software developers or other individuals. May assist software developers by analyzing user needs and designing software solutions. May develop and write computer programs to store, locate, and retrieve specific documents, data, and information.
15-1132	Software Developers, Applications	Develop, create, and modify general computer applications software or specialized utility programs. Analyze user needs and develop software solutions. Design software or customize software for client use with the aim of optimizing operational efficiency. May analyze and design databases within an application area, working individually or coordinating database development as part of a team. May supervise computer programmers.

15-1133	Software Developers, Systems Software	Research, design, develop, and test operating systems-level software, compilers, and network distribution software for medical, industrial, military, communications, aerospace, business, scientific, and general computing applications. Set operational specifications and formulate and analyze software requirements. May design embedded systems software. Apply principles and techniques of computer science, engineering, and mathematical analysis.
15-1134	Web Developers	Design, create, and modify Web sites. Analyze user needs to implement Web site content, graphics, performance, and capacity. May integrate Web sites with other computer applications. May convert written, graphic, audio, and video components to compatible Web formats by using software designed to facilitate the creation of Web and multimedia content. Excludes "Multimedia Artists and Animators" (27-1014).
15-1141	Database Administrators	Administer, test, and implement computer databases, applying knowledge of database management systems. Coordinate changes to computer databases. May plan, coordinate, and implement security measures to safeguard computer databases. Excludes "Information Security Analysts" (15-1122).
15-1142	Network and Computer Systems Administrators	Install, configure, and support an organization's local area network (LAN), wide area network (WAN), and Internet systems or a segment of a network system. Monitor network to ensure network availability to all system users and may perform necessary maintenance to support network availability. May monitor and test Web site performance to ensure Web sites operate correctly and without interruption. May assist in network modeling, analysis, planning, and coordination between network and data communications hardware and software. May supervise computer user support specialists and computer network support specialists. May administer network security measures. Excludes "Information Security Analysts"(15-1122), "Computer User Support Specialists" (15-1151), and "Computer Network Support Specialists" (15-1152).
15-1143	Computer Network Architects	Design and implement computer and information networks, such as local area networks (LAN), wide area networks (WAN), intranets, extranets, and other data communications networks. Perform network modeling, analysis, and planning. May also design network and computer security measures. May research and recommend network and data communications hardware and software. Excludes "Information Security Analysts" (15-1122), "Network and Computer Systems Administrators" (15-1142), and "Computer Network Support Specialists" (15-1152).
15-1151	Computer User Support Specialists	Provide technical assistance to computer users. Answer questions or resolve computer problems for clients in person, or via telephone or electronically. May provide assistance concerning the use of computer hardware and software, including printing, installation, word processing, electronic mail, and operating systems. Excludes "Network and Computer Systems Administrators" (15-1142).
15-1152	Computer Network Support Specialists	Analyze, test, troubleshoot, and evaluate existing network systems, such as local area network (LAN), wide area network (WAN), and Internet systems or a segment of a network system. Perform network maintenance to ensure networks operate correctly with minimal interruption. Excludes "Network and Computer Systems Administrators" (15-1142) and "Computer Network Architects" (15-1143).
15-1199	Computer Occupations, All Other	All computer occupations not listed separately. Excludes "Computer and Information Systems Managers" (11-3021), "Computer Hardware Engineers" (17-2061), "Electrical and Electronics Engineers" (17-2070), "Computer Science Teachers, Postsecondary" (25-1021), "Multimedia Artists and Animators" (27-1014), "Graphic Designers" (27-1024), "Computer Operators" (43-9011), and "Computer, Automated Teller, and Office Machine Repairs" (49-2011).
15-2011	Actuaries	Analyze statistical data, such as mortality, accident, sickness, disability, and retirement rates and construct probability tables to forecast risk and liability for payment of future benefits. May ascertain insurance rates required and cash reserves necessary to ensure payment of future benefits.
15-2021	Mathematicians	Conduct research in fundamental mathematics or in application of mathematical techniques to science, management, and other fields. Solve problems in various fields using mathematical methods.
15-2031	Operations Research Analysts	Formulate and apply mathematical modeling and other optimizing methods to develop and interpret information that assists management with decision making, policy formulation, or other managerial functions. May collect and analyze data and develop decision support software, service, or products. May develop and supply optimal time, cost, or logistics networks for program evaluation, review, or implementation.
15-2041	Statisticians	Develop or apply mathematical or statistical theory and methods to collect, organize, interpret, and summarize numerical data to provide usable information. May specialize in fields such as bio-statistics, agricultural statistics, business statistics, or economic statistics. Includes mathematical and survey statisticians. Excludes "Survey Researchers" (19-3022).
15-2091	Mathematical Technicians	Apply standardized mathematical formulas, principles, and methodology to technological problems in engineering and physical sciences in relation to specific industrial and research objectives, processes, equipment, and products.
15-2099	Mathematical Science Occupations, All Other	All mathematical scientists not listed separately.
17-1011	Architects, Except Landscape and Naval	Plan and design structures, such as private residences, office buildings, theaters, factories, and other structural property. Excludes "Landscape Architects" (17-1012) and "Marine Engineers and Naval Architects" (17-2121).
17-1012	Landscape Architects	Plan and design land areas for projects such as parks and other recreational facilities, airports, highways, hospitals, schools, land subdivisions, and commercial, industrial, and residential sites.
17-1021	Cartographers and Photogrammetrists	Collect, analyze, and interpret geographic information provided by geodetic surveys, aerial photographs, and satellite data. Research, study, and prepare maps and other spatial data in digital or graphic form for legal, social, political, educational, and design purposes. May work with Geographic Information Systems (GIS). May design and evaluate algorithms, data structures, and user interfaces for GIS and mapping systems.
17-1022	Surveyors	Make exact measurements and determine property boundaries. Provide data relevant to the shape, contour, gravitation, location, elevation, or dimension of land or land features on or near the earth's surface for engineering, mapmaking, mining, land evaluation, construction, and other purposes.
17-2011	Aerospace Engineers	Perform engineering duties in designing, constructing, and testing aircraft, missiles, and spacecraft. May conduct basic and applied research to evaluate adaptability of materials and equipment to aircraft design and manufacture. May recommend improvements in testing equipment and techniques.
17-2021	Agricultural Engineers	Apply knowledge of engineering technology and biological science to agricultural problems concerned with power and machinery, electrification, structures, soil and water conservation, and processing of agricultural products.

17-2031	Biomedical Engineers	Apply knowledge of engineering, biology, and biomechanical principles to the design, development, and evaluation of biological and health systems and products, such as artificial organs, prostheses, instrumentation, medical information systems, and health management and care delivery systems.
17-2041	Chemical Engineers	Design chemical plant equipment and devise processes for manufacturing chemicals and products, such as gasoline, synthetic rubber, plastics, detergents, cement, paper, and pulp, by applying principles and technology of chemistry, physics, and engineering.
17-2051	Civil Engineers	Perform engineering duties in planning, designing, and overseeing construction and maintenance of building structures, and facilities, such as roads, railroads, airports, bridges, harbors, channels, dams, irrigation projects, pipelines, power plants, and water and sewage systems. Includes architectural, structural, traffic, ocean, and geo-technical engineers. Excludes "Hydrologists" (19-2043).
17-2061	Computer Hardware Engineers	Research, design, develop, or test computer or computer-related equipment for commercial, industrial, military, or scientific use. May supervise the manufacturing and installation of computer or computer-related equipment and components. Excludes "Software Developers, Applications" (15-1132) and "Software Developers, Systems Software (15-1133).
17-2071	Electrical Engineers	Research, design, develop, test, or supervise the manufacturing and installation of electrical equipment, components, or systems for commercial, industrial, military, or scientific use. Excludes "Computer Hardware Engineers" (17-2061).
17-2072	Electronics Engineers, Except Computer	Research, design, develop, or test electronic components and systems for commercial, industrial, military, or scientific use employing knowledge of electronic theory and materials properties. Design electronic circuits and components for use in fields such as telecommunications, aerospace guidance and propulsion control, acoustics, or instruments and controls. Excludes "Computer Hardware Engineers" (17-2061).
17-2081	Environmental Engineers	Research, design, plan, or perform engineering duties in the prevention, control, and remediation of environmental hazards using various engineering disciplines. Work may include waste treatment, site remediation, or pollution control technology.
17-2111	Health and Safety Engineers, Except Mining Safety Engineers and Inspectors	Promote worksite or product safety by applying knowledge of industrial processes, mechanics, chemistry, psychology, and industrial health and safety laws. Includes industrial product safety engineers.
17-2112	Industrial Engineers	Design, develop, test, and evaluate integrated systems for managing industrial production processes, including human work factors, quality control, inventory control, logistics and material flow, cost analysis, and production coordination. Excludes "Health and Safety Engineers, Except Mining Safety Engineers and Inspectors" (17-2111).
17-2121	Marine Engineers and Naval Architects	Design, develop, and evaluate the operation of marine vessels, ship machinery, and related equipment, such as power supply and propulsion systems.
17-2131	Materials Engineers	Evaluate materials and develop machinery and processes to manufacture materials for use in products that must meet specialized design and performance specifications. Develop new uses for known materials. Includes those engineers working with composite materials or specializing in one type of material, such as graphite, metal and metal alloys, ceramics and glass, plastics and polymers, and naturally occurring materials. Includes metallurgists and metallurgical engineers, ceramic engineers, and welding engineers.
17-2141	Mechanical Engineers	Perform engineering duties in planning and designing tools, engines, machines, and other mechanically functioning equipment. Oversee installation, operation, maintenance, and repair of equipment such as centralized heat, gas, water, and steam systems.
17-2151	Mining and Geological Engineers, Including Mining Safety Engineers	Conduct sub-surface surveys to identify the characteristics of potential land or mining development sites. May specify the ground support systems, processes and equipment for safe, economical, and environmentally sound extraction or underground construction activities. May inspect areas for unsafe geological conditions, equipment, and working conditions. May design, implement, and coordinate mine safety programs. Excludes "Petroleum Engineers" (17-2171).
17-2161	Nuclear Engineers	Conduct research on nuclear engineering projects or apply principles and theory of nuclear science to problems concerned with release, control, and use of nuclear energy and nuclear waste disposal.
17-2171	Petroleum Engineers	Devise methods to improve oil and gas extraction and production and determine the need for new or modified tool designs. Oversee drilling and offer technical advice.
17-2199	Engineers, All Other	All engineers not listed separately.
17-3011	Architectural and Civil Drafters	Prepare detailed drawings of architectural and structural features of buildings or drawings and topographical relief maps used in civil engineering projects, such as highways, bridges, and public works. Use knowledge of building materials, engineering practices, and mathematics to complete drawings.
17-3012	Electrical and Electronics Drafters	Prepare wiring diagrams, circuit board assembly diagrams, and layout drawings used for the manufacture, installation, or repair of electrical equipment.
17-3013	Mechanical Drafters	Prepare detailed working diagrams of machinery and mechanical devices, including dimensions, fastening methods, and other engineering information.
17-3019	Drafters, All Other	All drafters not listed separately.
17-3021	Aerospace Engineering and Operations Technicians	Operate, install, calibrate, and maintain integrated computer/communications systems, consoles, simulators, and other data acquisition, test, and measurement instruments and equipment, which are used to launch, track, position, and evaluate air and space vehicles. May record and interpret test data.
17-3022	Civil Engineering Technicians	Apply theory and principles of civil engineering in planning, designing, and overseeing construction and maintenance of structures and facilities under the direction of engineering staff or physical scientists.
17-3023	Electrical and Electronic Engineering Technicians	Apply electrical and electronic theory and related knowledge, usually under the direction of engineering staff, to design, build, repair, calibrate, and modify electrical components, circuitry, controls, and machinery for subsequent evaluation and use by engineering staff in making engineering design decisions. Excludes "Broadcast Technicians" (27-4012).

17-3024	Electro-Mechanical Technicians	Operate, test, maintain, or calibrate unmanned, automated, servo-mechanical, or electromechanical equipment. May operate unmanned submarines, aircraft, or other equipment at worksites, such as oil rigs, deep ocean exploration, or hazardous waste removal. May assist engineers in testing and designing robotics equipment.
17-3025	Environmental Engineering Technicians	Apply theory and principles of environmental engineering to modify, test, and operate equipment and devices used in the prevention, control, and remediation of environmental problems, including waste treatment and site remediation, under the direction of engineering staff or scientist. May assist in the development of environmental remediation devices.
17-3026	Industrial Engineering Technicians	Apply engineering theory and principles to problems of industrial layout or manufacturing production, usually under the direction of engineering staff. May perform time and motion studies on worker operations in a variety of industries for purposes such as establishing standard production rates or improving efficiency.
17-3027	Mechanical Engineering Technicians	Apply theory and principles of mechanical engineering to modify, develop, test, or calibrate machinery and equipment under direction of engineering staff or physical scientists.
17-3029	Engineering Technicians, Except Drafters, All Other	All engineering technicians, except drafters, not listed separately.
17-3031	Surveying and Mapping Technicians	Perform surveying and mapping duties, usually under the direction of an engineer, surveyor, cartographer, or photogrammetrist to obtain data used for construction, mapmaking, boundary location, mining, or other purposes. May calculate mapmaking information and create maps from source data, such as surveying notes, aerial photography, satellite data, or other maps to show topographical features, political boundaries, and other features. May verify accuracy and completeness of maps. Excludes "Surveyors" (17-1022), "Cartographers and Photogrammetrists" (17-1021), and "Geoscientists, Except Hydrologists and Geographers" (19-2042).
19-1011	Animal Scientists	Conduct research in the genetics, nutrition, reproduction, growth, and development of domestic farm animals.
19-1012	Food Scientists and Technologists	Use chemistry, microbiology, engineering, and other sciences to study the principles underlying the processing and deterioration of foods; analyze food content to determine levels of vitamins, fat, sugar, and protein; discover new food sources; research ways to make processed foods safe, palatable, and healthful; and apply food science knowledge to determine best ways to process, package, preserve, store, and distribute food.
19-1013	Soil and Plant Scientists	Conduct research in breeding, physiology, production, yield, and management of crops and agricultural plants or trees, shrubs, and nursery stock, their growth in soils, and control of pests; or study the chemical, physical, biological, and mineralogical composition of soils as they relate to plant or crop growth. May classify and map soils and investigate effects of alternative practices on soil and crop productivity.
19-1021	Biochemists and Biophysicists	Study the chemical composition or physical principles of living cells and organisms, their electrical and mechanical energy, and related phenomena. May conduct research to further understanding of the complex chemical combinations and reactions involved in metabolism, reproduction, growth, and heredity. May determine the effects of foods, drugs, serums, hormones, and other substances on tissues and vital processes of living organisms.
19-1022	Microbiologists	Investigate the growth, structure, development, and other characteristics of microscopic organisms, such as bacteria, algae, or fungi. Includes medical microbiologists who study the relationship between organisms and disease or the effects of antibiotics on microorganisms.
19-1023	Zoologists and Wildlife Biologists	Study the origins, behavior, diseases, genetics, and life processes of animals and wildlife. May specialize in wildlife research and management. May collect and analyze biological data to determine the environmental effects of present and potential use of land and water habitats.
19-1029	Biological Scientists, All Other	All biological scientists not listed separately.
19-1031	Conservation Scientists	Manage, improve, and protect natural resources to maximize their use without damaging the environment. May conduct soil surveys and develop plans to eliminate soil erosion or to protect rangelands. May instruct farmers, agricultural production managers, or ranchers in best ways to use crop rotation, contour plowing, or terracing to conserve soil and water; in the number and kind of livestock and forage plants best suited to particular ranges; and in range and farm improvements, such as fencing and reservoirs for stock watering. Excludes "Zoologists and Wildlife Biologists" (19-1023) and "Foresters" (19-1032).
19-1032	Foresters	Manage public and private forested lands for economic, recreational, and conservation purposes. May inventory the type, amount, and location of standing timber, appraise the timber's worth, negotiate the purchase, and draw up contracts for procurement. May determine how to conserve wildlife habitats, creek beds, water quality, and soil stability, and how best to comply with environmental regulations. May devise plans for planting and growing new trees, monitor trees for healthy growth, and determine optimal harvesting schedules.
19-1041	Epidemiologists	Investigate and describe the determinants and distribution of disease, disability, or health outcomes. May develop the means for prevention and control.
19-1042	Medical Scientists, Except Epidemiologists	Conduct research dealing with the understanding of human diseases and the improvement of human health. Engage in clinical investigation, research and development, or other related activities. Includes physicians, dentists, public health specialists, pharmacologists, and medical pathologists who primarily conduct research. Practitioners who primarily provide medical or dental care or dispense drugs are included in "Health Diagnosing and Treating Practitioners" (29-1000).
19-1099	Life Scientists, All Other	All life scientists not listed separately.
19-2011	Astronomers	Observe, research, and interpret astronomical phenomena to increase basic knowledge or apply such information to practical problems.
19-2012	Physicists	Conduct research into physical phenomena, develop theories on the basis of observation and experiments, and devise methods to apply physical laws and theories. Excludes "Biochemists and Biophysicists" (19-1021).
19-2021	Atmospheric and Space Scientists	Investigate atmospheric phenomena and interpret meteorological data, gathered by surface and air stations, satellites, and radar to prepare reports and forecasts for public and other uses. Includes weather analysts and forecasters whose functions require the detailed knowledge of meteorology.
19-2031	Chemists	Conduct qualitative and quantitative chemical analyses or experiments in laboratories for quality or process control or to develop new products or knowledge. Excludes "Geoscientists, Except Hydrologists and Geographers" (19-2042) and "Biochemists and Biophysicists" (19-1021).



19-2032	Materials Scientists	Research and study the structures and chemical properties of various natural and synthetic or composite materials, including metals, alloys, rubber, ceramics, semiconductors, polymers, and glass. Determine ways to strengthen or combine materials or develop new materials with new or specific properties for use in a variety of products and applications. Includes glass scientists, ceramic scientists, metallurgical scientists, and polymer scientists.
19-2041	Environmental Scientists and Specialists, Including Health	Conduct research or perform investigation for the purpose of identifying, abating, or eliminating sources of pollutants or hazards that affect either the environment or the health of the population. Using knowledge of various scientific disciplines, may collect, synthesize, study, report, and recommend action based on data derived from measurements or observations of air, food, soil, water, and other sources. Excludes "Zoologists and Wildlife Biologists" (19-1023), "Conservation Scientists" (19-1031), "Forest and Conservation Technicians" (19-4093), "Fish and Game Wardens" (33-3031), and "Forest and Conservation Workers" (45-4011).
19-2042	Geoscientists, Except Hydrologists and Geographers	Study the composition, structure, and other physical aspects of the Earth. May use geological, physics, and mathematics knowledge in exploration for oil, gas, minerals, or underground water; or in waste disposal, land reclamation, or other environmental problems. May study the Earth's internal composition, atmospheres, oceans, and its magnetic, electrical, and gravitational forces. Includes mineralogists, crystallographers, paleontologists, stratigraphers, geodesists, and seismologists.
19-2043	Hydrologists	Research the distribution, circulation, and physical properties of underground and surface waters; and study the form and intensity of precipitation, its rate of infiltration into the soil, movement through the earth, and its return to the ocean and atmosphere.
19-2099	Physical Scientists, All Other	All physical scientists not listed separately.
19-3011	Economists	Conduct research, prepare reports, or formulate plans to address economic problems related to the production and distribution of goods and services or monetary and fiscal policy. May collect and process economic and statistical data using sampling techniques and econometric methods. Excludes "Market Research Analysts and Marketing Specialists" (13-1161).
19-3022	Survey Researchers	Plan, develop, or conduct surveys. May analyze and interpret the meaning of survey data, determine survey objectives, or suggest or test question wording. Includes social scientists who primarily design questionnaires or supervise survey teams. Excludes "Market Research Analysts and Marketing Specialists" (13-1161) and "Statisticians" (15-2041).
19-3031	Clinical, Counseling, and School Psychologists	Diagnose and treat mental disorders; learning disabilities; and cognitive, behavioral, and emotional problems, using individual, child, family, and group therapies. May design and implement behavior modification programs.
19-3032	Industrial-Organizational Psychologists	Apply principles of psychology to human resources, administration, management, sales, and marketing problems. Activities may include policy planning; employee testing and selection, training and development; and organizational development and analysis. May work with management to organize the work setting to improve worker productivity.
19-3039	Psychologists, All Other	All psychologists not listed separately.
19-3041	Sociologists	Study human society and social behavior by examining the groups and social institutions that people form, as well as various social, religious, political, and business organizations. May study the behavior and interaction of groups, trace their origin and growth, and analyze the influence of group activities on individual members.
19-3051	Urban and Regional Planners	Develop comprehensive plans and programs for use of land and physical facilities of jurisdictions, such as towns, cities, counties, and metropolitan areas.
19-3091	Anthropologists and Archeologists	Study the origin, development, and behavior of human beings. May study the way of life, language, or physical characteristics of people in various parts of the world. May engage in systematic recovery and examination of material evidence, such as tools or pottery remaining from past human cultures, in order to determine the history, customs, and living habits of earlier civilizations.
19-3092	Geographers	Study the nature and use of areas of the Earth's surface, relating and interpreting interactions of physical and cultural phenomena. Conduct research on physical aspects of a region, including land forms, climates, soils, plants, and animals, and conduct research on the spatial implications of human activities within a given area, including social characteristics, economic activities, and political organization, as well as researching interdependence between regions at scales ranging from local to global.
19-3093	Historians	Research, analyze, record, and interpret the past as recorded in sources, such as government and institutional records, newspapers and other periodicals, photographs, interviews, films, electronic media, and unpublished manuscripts, such as personal diaries and letters.
19-3094	Political Scientists	Study the origin, development, and operation of political systems. May study topics, such as public opinion, political decision-making, and ideology. May analyze the structure and operation of governments, as well as various political entities. May conduct public opinion surveys, analyze election results, or analyze public documents. Excludes "Survey Researchers" (19-3022).
19-3099	Social Scientists and Related Workers, All Other	All social scientists and related workers not listed separately.
19-4011	Agricultural and Food Science Technicians	Work with agricultural and food scientists in food, fiber, and animal research, production, and processing; and assist with animal breeding and nutrition. Conduct tests and experiments to improve yield and quality of crops or to increase the resistance of plants and animals to disease or insects. Includes technicians who assist food scientists or technologists in the research and development of production technology, quality control, packaging, processing, and use of foods.
19-4021	Biological Technicians	Assist biological and medical scientists in laboratories. Set up, operate, and maintain laboratory instruments and equipment, monitor experiments, make observations, and calculate and record results. May analyze organic substances, such as blood, food, and drugs.
19-4031	Chemical Technicians	Conduct chemical and physical laboratory tests to assist scientists in making qualitative and quantitative analyses of solids, liquids, and gaseous materials for research and development of new products or processes, quality control, maintenance of environmental standards, and other work involving experimental, theoretical, or practical application of chemistry and related sciences.
19-4041	Geological and Petroleum Technicians	Assist scientists or engineers in the use of electronic, sonic, or nuclear measuring instruments in both laboratory and production activities to obtain data indicating potential resources such as metallic ore, minerals, gas, coal, or petroleum. Analyze mud and drill cuttings. Chart pressure, temperature, and other characteristics of wells or bore holes. Investigate and collect information leading to the possible discovery of new metallic ore, minerals, gas, coal, or petroleum deposits.

19-4051	Nuclear Technicians	Assist nuclear physicists, nuclear engineers, or other scientists in laboratory or production activities. May operate, maintain, or provide quality control for nuclear testing and research equipment. May monitor radiation.
19-4061	Social Science Research Assistants	Assist social scientists in laboratory, survey, and other social science research. May help prepare findings for publication and assist in laboratory analysis, quality control, or data management. Excludes "Graduate Teaching Assistants" (25-1191).
19-4091	Environmental Science and Protection Technicians, Including Health	Perform laboratory and field tests to monitor the environment and investigate sources of pollution, including those that affect health, under the direction of an environmental scientist, engineer, or other specialist. May collect samples of gases, soil, water, and other materials for testing.
19-4092	Forensic Science Technicians	Collect, identify, classify, and analyze physical evidence related to criminal investigations. Perform tests on weapons or substances, such as fiber, hair, and tissue to determine significance to investigation. May testify as expert witnesses on evidence or crime laboratory techniques. May serve as specialists in area of expertise, such as ballistics, fingerprinting, handwriting, or biochemistry.
19-4093	Forest and Conservation Technicians	Provide technical assistance regarding the conservation of soil, water, forests, or related natural resources. May compile data pertaining to size, content, condition, and other characteristics of forest tracts, under the direction of foresters; or train and lead forest workers in forest propagation, fire prevention and suppression. May assist conservation scientists in managing, improving, and protecting rangelands and wildlife habitats. Excludes "Conservation Scientists" (19-1031) and "Foresters" (19-1032).
19-4099	Life, Physical, and Social Science Technicians, All Other	All life, physical, and social science technicians not listed separately.
21-1011	Substance Abuse and Behavioral Disorder Counselors	Counsel and advise individuals with alcohol, tobacco, drug, or other problems, such as gambling and eating disorders. May counsel individuals, families, or groups or engage in prevention programs. Excludes "Social Workers" (21-1021 through 21-1029), "Psychologists" (19-3031 through 19-3039), and "Mental Health Counselors" (21-1014) providing these services.
21-1012	Educational, Guidance, School, and Vocational Counselors	Counsel individuals and provide group educational and vocational guidance services.
21-1013	Marriage and Family Therapists	Diagnose and treat mental and emotional disorders, whether cognitive, affective, or behavioral, within the context of marriage and family systems. Apply psychotherapeutic and family systems theories and techniques in the delivery of services to individuals, couples, and families for the purpose of treating such diagnosed nervous and mental disorders. Excludes "Social Workers" (21-1021 through 21-1029) and "Psychologists" of all types (19-3031 through 19-3039).
21-1014	Mental Health Counselors	Counsel with emphasis on prevention. Work with individuals and groups to promote optimum mental and emotional health. May help individuals deal with issues associated with addictions and substance abuse; family, parenting, and marital problems; stress management; self-esteem; and aging. Excludes "Social Workers" (21-1021 through 21-1029), "Psychiatrists" (29-1066), and "Psychologists" (19-3031 through 19-3039).
21-1015	Rehabilitation Counselors	Counsel individuals to maximize the independence and employability of persons coping with personal, social, and vocational difficulties that result from birth defects, illness, disease, accidents, or the stress of daily life. Coordinate activities for residents of care and treatment facilities. Assess client needs and design and implement rehabilitation programs that may include personal and vocational counseling, training, and job placement.
21-1019	Counselors, All Other	All counselors not listed separately.
21-1021	Child, Family, and School Social Workers	Provide social services and assistance to improve the social and psychological functioning of children and their families and to maximize the family well-being and the academic functioning of children. May assist parents, arrange adoptions, and find foster homes for abandoned or abused children. In schools, they address such problems as teenage pregnancy, misbehavior, and truancy. May also advise teachers.
21-1022	Healthcare Social Workers	Provide individuals, families, and groups with the psychosocial support needed to cope with chronic, acute, or terminal illnesses. Services include advising family care givers, providing patient education and counseling, and making referrals for other services. May also provide care and case management or interventions designed to promote health, prevent disease, and address barriers to access to healthcare.
21-1023	Mental Health and Substance Abuse Social Workers	Assess and treat individuals with mental, emotional, or substance abuse problems, including abuse of alcohol, tobacco, and/or other drugs. Activities may include individual and group therapy, crisis intervention, case management, client advocacy, prevention, and education.
21-1029	Social Workers, All Other	All social workers not listed separately.
21-1091	Health Educators	Provide and manage health education programs that help individuals, families, and their communities maximize and maintain healthy lifestyles. Collect and analyze data to identify community needs prior to planning, implementing, monitoring, and evaluating programs designed to encourage healthy lifestyles, policies, and environments. May serve as resource to assist individuals, other health professionals, or the community, and may administer fiscal resources for health education programs. Excludes "Community Health Workers" (21-1094).
21-1092	Probation Officers and Correctional Treatment Specialists	Provide social services to assist in rehabilitation of law offenders in custody or on probation or parole. Make recommendations for actions involving formulation of rehabilitation plan and treatment of offender, including conditional release and education and employment stipulations.
21-1093	Social and Human Service Assistants	Assist in providing client services in a wide variety of fields, such as psychology, rehabilitation, or social work, including support for families. May assist clients in identifying and obtaining available benefits and social and community services. May assist social workers with developing, organizing, and conducting programs to prevent and resolve problems relevant to substance abuse, human relationships, rehabilitation, or dependent care. Excludes "Rehabilitation Counselors" (21-1015), "Psychiatric Technicians" (29-2053), "Personal Care Aides" (39-9021), and "Eligibility Interviewers, Government Programs" (43-4061).

21-1094	Community Health Workers	Assist individuals and communities to adopt healthy behaviors. Conduct outreach for medical personnel or health organizations to implement programs in the community that promote, maintain, and improve individual and community health. May provide information on available resources, provide social support and informal counseling, advocate for individuals and community health needs, and provide services such as first aid and blood pressure screening. May collect data to help identify community health needs. Excludes "Health Educators" (21-1091).
21-1099	Community and Social Service Specialists, All Other	All community and social service specialists not listed separately.
21-2011	Clergy	Conduct religious worship and perform other spiritual functions associated with beliefs and practices of religious faith or denomination. Provide spiritual and moral guidance and assistance to members.
21-2021	Directors, Religious Activities and Education	Plan, direct, or coordinate programs designed to promote the religious education or activities of a denominational group. May provide counseling and guidance relative to marital, health, financial, and religious problems.
21-2099	Religious Workers, All Other	All religious workers not listed separately.
23-1011	Lawyers	Represent clients in criminal and civil litigation and other legal proceedings, draw up legal documents, or manage or advise clients on legal transactions. May specialize in a single area or may practice broadly in many areas of law.
23-1012	Judicial Law Clerks	Assist judges in court or by conducting research or preparing legal documents. Excludes "Lawyers" (23-1011) and "Paralegals and Legal Assistants" (23-2011).
23-1021	Administrative Law Judges, Adjudicators, and Hearing Officers	Conduct hearings to recommend or make decisions on claims concerning government programs or other government-related matters. Determine liability, sanctions, or penalties, or recommend the acceptance or rejection of claims or settlements. Excludes "Arbitrators, Mediators, and Conciliators" (23-1022).
23-1022	Arbitrators, Mediators, and Conciliators	Facilitate negotiation and conflict resolution through dialogue. Resolve conflicts outside of the court system by mutual consent of parties involved.
23-1023	Judges, Magistrate Judges, and Magistrates	Arbitrate, advise, adjudicate, or administer justice in a court of law. May sentence defendant in criminal cases according to government statutes or sentencing guidelines. May determine liability of defendant in civil cases. May perform wedding ceremonies.
23-2011	Paralegals and Legal Assistants	Assist lawyers by investigating facts, preparing legal documents, or researching legal precedent. Conduct research to support a legal proceeding, to formulate a defense, or to initiate legal action. Excludes "Legal Secretaries" (43-6012).
23-2091	Court Reporters	Use verbatim methods and equipment to capture, store, retrieve, and transcribe pretrial and trial proceedings or other information. Includes stenocaptioners who operate computerized stenographic captioning equipment to provide captions of live or prerecorded broadcasts for hearing-impaired viewers.
23-2093	Title Examiners, Abstractors, and Searchers	Search real estate records, examine titles, or summarize pertinent legal or insurance documents or details for a variety of purposes. May compile lists of mortgages, contracts, and other instruments pertaining to titles by searching public and private records for law firms, real estate agencies, or title insurance companies.
23-2099	Legal Support Workers, All Other	All legal support workers not listed separately.
25-1011	Business Teachers, Postsecondary	Teach courses in business administration and management, such as accounting, finance, human resources, labor and industrial relations, marketing, and operations research. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1021	Computer Science Teachers, Postsecondary	Teach courses in computer science. May specialize in a field of computer science, such as the design and function of computers or operations and research analysis. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1022	Mathematical Science Teachers, Postsecondary	Teach courses pertaining to mathematical concepts, statistics, and actuarial science and to the application of original and standardized mathematical techniques in solving specific problems and situations. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1031	Architecture Teachers, Postsecondary	Teach courses in architecture and architectural design, such as architectural environmental design, interior architecture/design, and landscape architecture. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1032	Engineering Teachers, Postsecondary	Teach courses pertaining to the application of physical laws and principles of engineering for the development of machines, materials, instruments, processes, and services. Includes teachers of subjects such as chemical, civil, electrical, industrial, mechanical, mineral, and petroleum engineering. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research. Excludes "Computer Science Teachers, Postsecondary" (25-1021).
25-1041	Agricultural Sciences Teachers, Postsecondary	Teach courses in the agricultural sciences. Includes teachers of agronomy, dairy sciences, fisheries management, horticultural sciences, poultry sciences, range management, and agricultural soil conservation. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research. Excludes "Forestry and Conservation Science Teachers, Postsecondary" (25-1043).
25-1042	Biological Science Teachers, Postsecondary	Teach courses in biological sciences. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1043	Forestry and Conservation Science Teachers, Postsecondary	Teach courses in forestry and conservation science. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research. Excludes "Agricultural Science Teachers, Postsecondary" (25-1041) and "Environmental Science Teachers, Postsecondary" (25-1053).
25-1051	Atmospheric, Earth, Marine, and Space Sciences Teachers, Postsecondary	Teach courses in the physical sciences, except chemistry and physics. Includes both teachers primarily engaged in teaching, and those who do a combination of teaching and research.

25-1052	Chemistry Teachers, Postsecondary	Teach courses pertaining to the chemical and physical properties and compositional changes of substances. Work may include instruction in the methods of qualitative and quantitative chemical analysis. Includes both teachers primarily engaged in teaching, and those who do a combination of teaching and research. Excludes "Biological Science Teachers, Postsecondary" (25-1042) who teach biochemistry.
25-1053	Environmental Science Teachers, Postsecondary	Teach courses in environmental science. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1054	Physics Teachers, Postsecondary	Teach courses pertaining to the laws of matter and energy. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1061	Anthropology and Archeology Teachers, Postsecondary	Teach courses in anthropology or archeology. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1062	Area, Ethnic, and Cultural Studies Teachers, Postsecondary	Teach courses pertaining to the culture and development of an area, an ethnic group, or any other group, such as Latin American studies, women's studies, or urban affairs. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1063	Economics Teachers, Postsecondary	Teach courses in economics. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1064	Geography Teachers, Postsecondary	Teach courses in geography. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1065	Political Science Teachers, Postsecondary	Teach courses in political science, international affairs, and international relations. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1066	Psychology Teachers, Postsecondary	Teach courses in psychology, such as child, clinical, and developmental psychology, and psychological counseling. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1067	Sociology Teachers, Postsecondary	Teach courses in sociology. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1069	Social Sciences Teachers, Postsecondary, All Other	All postsecondary social sciences teachers not listed separately.
25-1071	Health Specialties Teachers, Postsecondary	Teach courses in health specialties, in fields such as dentistry, laboratory technology, medicine, pharmacy, public health, therapy, and veterinary medicine. Excludes "Nursing Instructors and Teachers, Postsecondary" (25-1072) and "Biological Science Teachers, Postsecondary" (25-1042) who teach medical science.
25-1072	Nursing Instructors and Teachers, Postsecondary	Demonstrate and teach patient care in classroom and clinical units to nursing students. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1081	Education Teachers, Postsecondary	Teach courses pertaining to education, such as counseling, curriculum, guidance, instruction, teacher education, and teaching English as a second language. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1082	Library Science Teachers, Postsecondary	Teach courses in library science. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1111	Criminal Justice and Law Enforcement Teachers, Postsecondary	Teach courses in criminal justice, corrections, and law enforcement administration. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1112	Law Teachers, Postsecondary	Teach courses in law. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1113	Social Work Teachers, Postsecondary	Teach courses in social work. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1121	Art, Drama, and Music Teachers, Postsecondary	Teach courses in drama, music, and the arts including fine and applied art, such as painting and sculpture, or design and crafts. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1122	Communications Teachers, Postsecondary	Teach courses in communications, such as organizational communications, public relations, radio/television broadcasting, and journalism. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1123	English Language and Literature Teachers, Postsecondary	Teach courses in English language and literature, including linguistics and comparative literature. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1124	Foreign Language and Literature Teachers, Postsecondary	Teach languages and literature courses in languages other than English. Includes teachers of American Sign Language (ASL). Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1125	History Teachers, Postsecondary	Teach courses in human history and historiography. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1126	Philosophy and Religion Teachers, Postsecondary	Teach courses in philosophy, religion, and theology. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1191	Graduate Teaching Assistants	Assist faculty or other instructional staff in postsecondary institutions by performing teaching or teaching-related duties, such as teaching lower level courses, developing teaching materials, preparing and giving examinations, and grading examinations or papers. Graduate teaching assistants must be enrolled in a graduate school program. Graduate assistants who primarily perform non-teaching duties, such as research, should be reported in the occupational category related to the work performed. Excludes "Teacher Assistants" (25-9041).
25-1192	Home Economics Teachers, Postsecondary	Teach courses in childcare, family relations, finance, nutrition, and related subjects pertaining to home management. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.

25-1193	Recreation and Fitness Studies Teachers, Postsecondary	Teach courses pertaining to recreation, leisure, and fitness studies, including exercise physiology and facilities management. Includes both teachers primarily engaged in teaching and those who do a combination of teaching and research.
25-1194	Vocational Education Teachers, Postsecondary	Teach or instruct vocational or occupational subjects at the postsecondary level (but at less than the baccalaureate) to students who have graduated or left high school. Includes correspondence school instructors; industrial, commercial, and government training instructors; and adult education teachers and instructors who prepare persons to operate industrial machinery and equipment and transportation and communications equipment. Teaching may take place in public or private schools whose primary business is education or in a school associated with an organization whose primary business is other than education.
25-1199	Postsecondary Teachers, All Other	All postsecondary teachers not listed separately.
25-2011	Preschool Teachers, Except Special Education	Instruct preschool-aged children in activities designed to promote social, physical, and intellectual growth needed for primary school in preschool, day care center, or other child development facility. Substitute teachers are included in "Teachers and Instructors, All Other" (25-3099). May be required to hold State certification. Excludes "Childcare Workers" (39-9011) and "Special Education Teachers" (25-2050).
25-2012	Kindergarten Teachers, Except Special Education	Teach elemental natural and social science, personal hygiene, music, art, and literature to kindergarten students. Promote physical, mental, and social development. May be required to hold State certification. Substitute teachers are included in "Teachers and Instructors, All Other" (25-3099). Excludes "Special Education Teachers" (25-2050).
25-2021	Elementary School Teachers, Except Special Education	Teach students basic academic, social, and other formative skills in public or private schools at the elementary level. Substitute teachers are included in "Teachers and Instructors, All Other" (25-3099). Excludes "Special Education Teachers" (25-2050).
25-2022	Middle School Teachers, Except Special and Career/Technical Education	Teach students in one or more subjects in public or private schools at the middle, intermediate, or junior high level, which falls between elementary and senior high school as defined by applicable laws and regulations. Substitute teachers are included in "Teachers and Instructors, All Other" (25-3099). Excludes "Career/Technical Education Teachers, Middle School" (25-2023) and "Special Education Teachers" (25-2050).
25-2023	Career/Technical Education Teachers, Middle School	Teach occupational, career and technical, or vocational subjects in public or private schools at the middle, intermediate, or junior high level, which falls between elementary and senior high school as defined by applicable laws and regulations. Substitute teachers are included in "Teachers and Instructors, All Other" (25-3099). Excludes "Special Education Teachers" (25-2050).
25-2031	Secondary School Teachers, Except Special and Career/Technical Education	Teach students in one or more subjects, such as English, mathematics, or social studies at the secondary level in public or private schools. May be designated according to subject matter specialty. Substitute teachers are included in "Teachers and Instructors, All Other" (25-3099). Excludes "Career/Technical Education Teachers, Secondary School" (25-2032) and "Special Education Teachers" (25-2050).
25-2032	Career/Technical Education Teachers, Secondary School	Teach occupational, career and technical, or vocational subjects at the secondary school level in public or private schools. Substitute teachers are included in "Teachers and Instructors, All Other" (25-3099). Excludes "Special Education Teachers, Secondary School" (25-2054).
25-2051	Special Education Teachers, Preschool	Teach preschool school subjects to educationally and physically handicapped students. Includes teachers who specialize and work with audibly and visually handicapped students and those who teach basic academic and life processes skills to the mentally impaired. Substitute teachers are included in "Teachers and Instructors, All Other" (25-3099).
25-2052	Special Education Teachers, Kindergarten and Elementary School	Teach elementary school subjects to educationally and physically handicapped students. Includes teachers who specialize and work with audibly and visually handicapped students and those who teach basic academic and life processes skills to the mentally impaired. Substitute teachers are included in "Teachers and Instructors, All Other" (25-3099).
25-2053	Special Education Teachers, Middle School	Teach middle school subjects to educationally and physically handicapped students. Includes teachers who specialize and work with audibly and visually handicapped students and those who teach basic academic and life processes skills to the mentally impaired. Substitute teachers are included in "Teachers and Instructors, All Other" (25-3099).
25-2054	Special Education Teachers, Secondary School	Teach secondary school subjects to educationally and physically handicapped students. Includes teachers who specialize and work with audibly and visually handicapped students and those who teach basic academic and life processes skills to the mentally impaired. Substitute teachers are included in "Teachers and Instructors, All Other" (25-3099).
25-2059	Special Education Teachers, All Other	All special education teachers not listed separately.
25-3011	Adult Basic and Secondary Education and Literacy Teachers and Instructors	Teach or instruct out-of-school youths and adults in remedial education classes, preparatory classes for the General Educational Development test, literacy, or English as a Second Language. Teaching may or may not take place in a traditional educational institution.
25-3021	Self-Enrichment Education Teachers	Teach or instruct courses other than those that normally lead to an occupational objective or degree. Courses may include self-improvement, nonvocational, and nonacademic subjects. Teaching may or may not take place in a traditional educational institution. Excludes "Fitness Trainers and Aerobics Instructors" (39-9031). Flight instructors are included with "Aircraft Pilots and Flight Engineers" (53-2010).
25-3099	Teachers and Instructors, All Other	All teachers and instructors not listed separately.
25-4011	Archivists	Appraise, edit, and direct safekeeping of permanent records and historically valuable documents. Participate in research activities based on archival materials.
25-4012	Curators	Administer collections, such as artwork, collectibles, historic items, or scientific specimens of museums or other institutions. May conduct instructional, research, or public service activities of institution.

25-4013	Museum Technicians and Conservators	Restore, maintain, or prepare objects in museum collections for storage, research, or exhibit. May work with specimens such as fossils, skeletal parts, or botanicals; or artifacts, textiles, or art. May identify and record objects or install and arrange them in exhibits. Includes book or document conservators.
25-4021	Librarians	Administer libraries and perform related library services. Work in a variety of settings, including public libraries, educational institutions, museums, corporations, government agencies, law firms, non-profit organizations, and healthcare providers. Tasks may include selecting, acquiring, cataloguing, classifying, circulating, and maintaining library materials; and furnishing reference, bibliographical, and readers' advisory services. May perform in-depth, strategic research, and synthesize, analyze, edit, and filter information. May set up or work with databases and information systems to catalogue and access information.
25-4031	Library Technicians	Assist librarians by helping readers in the use of library catalogs, databases, and indexes to locate books and other materials; and by answering questions that require only brief consultation of standard reference. Compile records; sort and shelve books or other media; remove or repair damaged books or other media; register patrons; and check materials in and out of the circulation process. Replace materials in shelving area (stacks) or files. Includes bookmobile drivers who assist with providing services in mobile libraries.
25-9011	Audio-Visual and Multimedia Collections Specialists	Prepare, plan, and operate multimedia teaching aids for use in education. May record, catalogue, and file materials.
25-9021	Farm and Home Management Advisors	Advise, instruct, and assist individuals and families engaged in agriculture, agricultural-related processes, or home economics activities. Demonstrate procedures and apply research findings to solve problems; and instruct and train in product development, sales, and the use of machinery and equipment to promote general welfare. Includes county agricultural agents, feed and farm management advisers, home economists, and extension service advisers.
25-9031	Instructional Coordinators	Develop instructional material, coordinate educational content, and incorporate current technology in specialized fields that provide guidelines to educators and instructors for developing curricula and conducting courses. Includes educational consultants and specialists, and instructional material directors.
25-9041	Teacher Assistants	Perform duties that are instructional in nature or deliver direct services to students or parents. Serve in a position for which a teacher has ultimate responsibility for the design and implementation of educational programs and services. Excludes "Graduate Teaching Assistants" (25-1191).
25-9099	Education, Training, and Library Workers, All Other	All education, training, and library workers not listed separately.
27-1011	Art Directors	Formulate design concepts and presentation approaches for visual communications media, such as print, broadcasting, and advertising. Direct workers engaged in art work or layout design.
27-1012	Craft Artists	Create or reproduce hand-made objects for sale and exhibition using a variety of techniques, such as welding, weaving, pottery, and needlecraft.
27-1013	Fine Artists, Including Painters, Sculptors, and Illustrators	Create original artwork using any of a wide variety of media and techniques.
27-1014	Multimedia Artists and Animators	Create special effects, animation, or other visual images using film, video, computers, or other electronic tools and media for use in products or creations, such as computer games, movies, music videos, and commercials.
27-1019	Artists and Related Workers, All Other	All artists and related workers not listed separately.
27-1021	Commercial and Industrial Designers	Develop and design manufactured products, such as cars, home appliances, and children's toys. Combine artistic talent with research on product use, marketing, and materials to create the most functional and appealing product design.
27-1022	Fashion Designers	Design clothing and accessories. Create original designs or adapt fashion trends.
27-1023	Floral Designers	Design, cut, and arrange live, dried, or artificial flowers and foliage.
27-1024	Graphic Designers	Design or create graphics to meet specific commercial or promotional needs, such as packaging, displays, or logos. May use a variety of mediums to achieve artistic or decorative effects.
27-1025	Interior Designers	Plan, design, and furnish interiors of residential, commercial, or industrial buildings. Formulate design which is practical, aesthetic, and conducive to intended purposes, such as raising productivity, selling merchandise, or improving life style. May specialize in a particular field, style, or phase of interior design. Excludes "Merchandise Displayers and Window Trimmers" (27-1026).
27-1026	Merchandise Displayers and Window Trimmers	Plan and erect commercial displays, such as those in windows and interiors of retail stores and at trade exhibitions.
27-1027	Set and Exhibit Designers	Design special exhibits and movie, television, and theater sets. May study scripts, confer with directors, and conduct research to determine appropriate architectural styles.
27-1029	Designers, All Other	All designers not listed separately.
27-2011	Actors	Play parts in stage, television, radio, video, motion picture productions, or other settings for entertainment, information, or instruction. Interpret serious or comic role by speech, gesture, and body movement to entertain or inform audience. May dance and sing.
27-2012	Producers and Directors	Produce or direct stage, television, radio, video, or motion picture productions for entertainment, information, or instruction. Responsible for creative decisions, such as interpretation of script, choice of actors or guests, set design, sound, special effects, and choreography.
27-2021	Athletes and Sports Competitors	Compete in athletic events.
27-2022	Coaches and Scouts	Instruct or coach groups or individuals in the fundamentals of sports. Demonstrate techniques and methods of participation. May evaluate athletes' strengths and weaknesses as possible recruits or to improve the athletes' technique to prepare them for competition. Those required to hold teaching degrees should be reported in the appropriate teaching category. Excludes "Athletic Trainers" (29-9091).

27-2023	Umpires, Referees, and Other Sports Officials	Officiate at competitive athletic or sporting events. Detect infractions of rules and decide penalties according to established regulations. Includes all sporting officials, referees, and competition judges.
27-2031	Dancers	Perform dances. May perform on stage, for on-air broadcasting, or for video recording
27-2032	Choreographers	Create new dance routines. Rehearse performance of routines. May direct and stage presentations.
27-2041	Music Directors and Composers	Conduct, direct, plan, and lead instrumental or vocal performances by musical groups, such as orchestras, bands, choirs, and glee clubs. Includes arrangers, composers, choral directors, and orchestrators.
27-2042	Musicians and Singers	Play one or more musical instruments or sing. May perform on stage, for on-air broadcasting, or for sound or video recording.
27-2099	Entertainers and Performers, Sports and Related Workers, All Other	All entertainers and performers, sports and related workers not listed separately.
27-3011	Radio and Television Announcers	Speak or read from scripted materials, such as news reports or commercial messages, on radio or television. May announce artist or title of performance, identify station, or interview guests. Excludes "Broadcast News Analysts" (27-3021).
27-3012	Public Address System and Other Announcers	Make announcements over public address system at sporting or other public events. May act as master of ceremonies or disc jockey at weddings, parties, clubs, or other gathering places.
27-3021	Broadcast News Analysts	Analyze, interpret, and broadcast news received from various sources.
27-3022	Reporters and Correspondents	Collect and analyze facts about newsworthy events by interview, investigation, or observation. Report and write stories for newspaper, news magazine, radio, or television. Excludes "Broadcast News Analysts" (27-3021).
27-3031	Public Relations Specialists	Engage in promoting or creating an intended public image for individuals, groups, or organizations. May write or select material for release to various communications media.
27-3041	Editors	Plan, coordinate, or edit content of material for publication. May review proposals and drafts for possible publication. Includes technical editors.
27-3042	Technical Writers	Write technical materials, such as equipment manuals, appendices, or operating and maintenance instructions. May assist in layout work.
27-3043	Writers and Authors	Originate and prepare written material, such as scripts, stories, advertisements, and other material. Excludes "Public Relations Specialists" (27-3031) and "Technical Writers" (27-3042).
27-3091	Interpreters and Translators	Interpret oral or sign language, or translate written text from one language into another.
27-3099	Media and Communication Workers, All Other	All media and communication workers not listed separately.
27-4011	Audio and Video Equipment Technicians	Set up, or set up and operate audio and video equipment including microphones, sound speakers, video screens, projectors, video monitors, recording equipment, connecting wires and cables, sound and mixing boards, and related electronic equipment for concerts, sports events, meetings and conventions, presentations, and news conferences. May also set up and operate associated spotlights and other custom lighting systems. Excludes "Sound Engineering Technicians" (27-4014).
27-4012	Broadcast Technicians	Set up, operate, and maintain the electronic equipment used to transmit radio and television programs. Control audio equipment to regulate volume level and quality of sound during radio and television broadcasts. Operate transmitter to broadcast radio or television programs.
27-4013	Radio Operators	Receive and transmit communications using radiotelephone equipment in accordance with government regulations. May repair equipment. Excludes "Radio, Cellular, and Tower Equipment Installers and Repairs" (49-2021).
27-4014	Sound Engineering Technicians	Operate machines and equipment to record, synchronize, mix, or reproduce music, voices, or sound effects in sporting arenas, theater productions, recording studios, or movie and video productions.
27-4021	Photographers	Photograph people, landscapes, merchandise, or other subjects, using digital or film cameras and equipment. May develop negatives or use computer software to produce finished images and prints. Includes scientific photographers, aerial photographers, and photojournalists.
27-4031	Camera Operators, Television, Video, and Motion Picture	Operate television, video, or motion picture camera to record images or scenes for various purposes, such as TV broadcasts, advertising, video production, or motion pictures.
27-4032	Film and Video Editors	Edit moving images on film, video, or other media. May edit or synchronize soundtracks with images. Excludes "Sound Engineering Technicians"(27-4014).
27-4099	Media and Communication Equipment Workers, All Other	All media and communication equipment workers not listed separately.
29-1011	Chiropractors	Assess, treat, and care for patients by manipulation of spine and musculoskeletal system. May provide spinal adjustment or address sacral or pelvic misalignment.
29-1021	Dentists, General	Examine, diagnose, and treat diseases, injuries, and malformations of teeth and gums. May treat diseases of nerve, pulp, and other dental tissues affecting oral hygiene and retention of teeth. May fit dental appliances or provide preventive care. Excludes "Prosthodontists" (29-1024), "Orthodontists" (29-1023), "Oral and Maxillofacial Surgeons" (29-1022) and "Dentists, All Other Specialists" (29-1029).
29-1022	Oral and Maxillofacial Surgeons	Perform surgery and related procedures on the hard and soft tissues of the oral and maxillofacial regions to treat diseases, injuries, or defects. May diagnose problems of the oral and maxillofacial regions. May perform surgery to improve function or appearance.
29-1023	Orthodontists	Examine, diagnose, and treat dental malocclusions and oral cavity anomalies. Design and fabricate appliances to realign teeth and jaws to produce and maintain normal function and to improve appearance.
29-1024	Prosthodontists	Construct oral prostheses to replace missing teeth and other oral structures to correct natural and acquired deformation of mouth and jaws, to restore and maintain oral function, such as chewing and speaking, and to improve appearance.

29-1029	Dentists, All Other Specialists	All dentists not listed separately.
29-1031	Dietitians and Nutritionists	Plan and conduct food service or nutritional programs to assist in the promotion of health and control of disease. May supervise activities of a department providing quantity food services, counsel individuals, or conduct nutritional research.
29-1041	Optometrists	Diagnose, manage, and treat conditions and diseases of the human eye and visual system. Examine eyes and visual system, diagnose problems or impairments, prescribe corrective lenses, and provide treatment. May prescribe therapeutic drugs to treat specific eye conditions. Ophthalmologists are included in "Physicians and Surgeons, All Other" (29-1069).
29-1051	Pharmacists	Dispense drugs prescribed by physicians and other health practitioners and provide information to patients about medications and their use. May advise physicians and other health practitioners on the selection, dosage, interactions, and side effects of medications.
29-1061	Anesthesiologists	Physicians who administer anesthetics prior to, during, or after surgery, or other medical procedures.
29-1062	Family and General Practitioners	Physicians who diagnose, treat, and help prevent diseases and injuries that commonly occur in the general population. May refer patients to specialists when needed for further diagnosis or treatment.
29-1063	Internists, General	Physicians who diagnose and provide non-surgical treatment of diseases and injuries of internal organ systems. Provide care mainly for adults who have a wide range of problems associated with the internal organs. Subspecialists, such as cardiologists and gastroenterologists, are included in "Physicians and Surgeons, All Other" (29-1069).
29-1064	Obstetricians and Gynecologists	Physicians who provide medical care related to pregnancy or childbirth and those who diagnose, treat, and help prevent diseases of women, particularly those affecting the reproductive system. May also provide general medical care to women.
29-1065	Pediatricians, General	Physicians who diagnose, treat, and help prevent children's diseases and injuries.
29-1066	Psychiatrists	Physicians who diagnose, treat, and help prevent disorders of the mind.
29-1067	Surgeons	Physicians who treat diseases, injuries, and deformities by invasive, minimally-invasive, or non-invasive surgical methods, such as using instruments, appliances, or by manual manipulation. Excludes "Oral and Maxillofacial Surgeons" (29-1022).
29-1069	Physicians and Surgeons, All Other	All physicians and surgeons not listed separately.
29-1071	Physician Assistants	Provide healthcare services typically performed by a physician, under the supervision of a physician. Conduct complete physicals, provide treatment, and counsel patients. May, in some cases, prescribe medication. Must graduate from an accredited educational program for physician assistants. Excludes "Emergency Medical Technicians and Paramedics" (29-2041), "Medical Assistants" (31-9092), "Registered Nurses" (29-1141), "Nurse Anesthetists" (29-1151), "Nurse Midwives" (29-1161), and "Nurse Practitioners" (29-1171).
29-1081	Podiatrists	Diagnose and treat diseases and deformities of the human foot.
29-1122	Occupational Therapists	Assess, plan, organize, and participate in rehabilitative programs that help build or restore vocational, homemaking, and daily living skills, as well as general independence, to persons with disabilities or developmental delays.
29-1123	Physical Therapists	Assess, plan, organize, and participate in rehabilitative programs that improve mobility, relieve pain, increase strength, and improve or correct disabling conditions resulting from disease or injury.
29-1124	Radiation Therapists	Provide radiation therapy to patients as prescribed by a radiologist according to established practices and standards. Duties may include reviewing prescription and diagnosis; acting as liaison with physician and supportive care personnel; preparing equipment, such as immobilization, treatment, and protection devices; and maintaining records, reports, and files. May assist in dosimetry procedures and tumor localization.
29-1125	Recreational Therapists	Plan, direct, or coordinate medically-approved recreation programs for patients in hospitals, nursing homes, or other institutions. Activities include sports, trips, dramatics, social activities, and arts and crafts. May assess a patient condition and recommend appropriate recreational activity. Excludes "Recreation Workers" (39-9032).
29-1126	Respiratory Therapists	Assess, treat, and care for patients with breathing disorders. Assume primary responsibility for all respiratory care modalities, including the supervision of respiratory therapy technicians. Initiate and conduct therapeutic procedures; maintain patient records; and select, assemble, check, and operate equipment.
29-1127	Speech-Language Pathologists	Assess and treat persons with speech, language, voice, and fluency disorders. May select alternative communication systems and teach their use. May perform research related to speech and language problems.
29-1128	Exercise Physiologists	Assess, plan, or implement fitness programs that include exercise or physical activities such as those designed to improve cardiorespiratory function, body composition, muscular strength, muscular endurance, or flexibility. Excludes "Physical Therapists" (29-1123), "Athletic Trainers" (29-9091), and "Fitness Trainers and Aerobic Instructors" (39-9031).
29-1129	Therapists, All Other	All therapists not listed separately.
29-1131	Veterinarians	Diagnose, treat, or research diseases and injuries of animals. Includes veterinarians who conduct research and development, inspect livestock, or care for pets and companion animals.
29-1141	Registered Nurses	Assess patient health problems and needs, develop and implement nursing care plans, and maintain medical records. Administer nursing care to ill, injured, convalescent, or disabled patients. May advise patients on health maintenance and disease prevention or provide case management. Licensing or registration required. Includes Clinical Nurse Specialists. Excludes "Nurse Anesthetists" (29-1151), "Nurse Midwives" (29-1161), and "Nurse Practitioners" (29-1171).



29-1151	Nurse Anesthetists	Administer anesthesia, monitor patient's vital signs, and oversee patient recovery from anesthesia. May assist anesthesiologists, surgeons, other physicians, or dentists. Must be registered nurses who have specialized graduate education.
29-1161	Nurse Midwives	Diagnose and coordinate all aspects of the birthing process, either independently or as part of a healthcare team. May provide well-woman gynecological care. Must have specialized, graduate nursing education.
29-1171	Nurse Practitioners	Diagnose and treat acute, episodic, or chronic illness, independently or as part of a healthcare team. May focus on health promotion and disease prevention. May order, perform, or interpret diagnostic tests such as lab work and x rays. May prescribe medication. Must be registered nurses who have specialized graduate education.
29-1181	Audiologists	Assess and treat persons with hearing and related disorders. May fit hearing aids and provide auditory training. May perform research related to hearing problems.
29-1199	Health Diagnosing and Treating Practitioners, All Other	All health diagnosing and treating practitioners not listed separately.
29-2011	Medical and Clinical Laboratory Technologists	Perform complex medical laboratory tests for diagnosis, treatment, and prevention of disease. May train or supervise staff.
29-2012	Medical and Clinical Laboratory Technicians	Perform routine medical laboratory tests for the diagnosis, treatment, and prevention of disease. May work under the supervision of a medical technologist.
29-2021	Dental Hygienists	Clean teeth and examine oral areas, head, and neck for signs of oral disease. May educate patients on oral hygiene, take and develop x rays, or apply fluoride or sealants.
29-2031	Cardiovascular Technologists and Technicians	Conduct tests on pulmonary or cardiovascular systems of patients for diagnostic purposes. May conduct or assist in electrocardiograms, cardiac catheterizations, pulmonary functions, lung capacity, and similar tests. Includes vascular technologists.
29-2032	Diagnostic Medical Sonographers	Produce ultrasonic recordings of internal organs for use by physicians.
29-2033	Nuclear Medicine Technologists	Prepare, administer, and measure radioactive isotopes in therapeutic, diagnostic, and tracer studies using a variety of radioisotope equipment. Prepare stock solutions of radioactive materials and calculate doses to be administered by radiologists. Subject patients to radiation. Execute blood volume, red cell survival, and fat absorption studies following standard laboratory techniques.
29-2034	Radiologic Technologists	Take x rays and CAT scans or administer nonradioactive materials into patient's blood stream for diagnostic purposes. Includes technologists who specialize in other scanning modalities. Excludes "Diagnostic Medical Sonographers"(29-2032) and "Magnetic Resonance Imaging Technologists" (29-2035).
29-2035	Magnetic Resonance Imaging Technologists	Operate Magnetic Resonance Imaging (MRI) scanners. Monitor patient safety and comfort, and view images of area being scanned to ensure quality of pictures. May administer gadolinium contrast dosage intravenously. May interview patient, explain MRI procedures, and position patient on examining table. May enter into the computer data such as patient history, anatomical area to be scanned, orientation specified, and position of entry.
29-2041	Emergency Medical Technicians and Paramedics	Assess injuries, administer emergency medical care, and extricate trapped individuals. Transport injured or sick persons to medical facilities.
29-2051	Dietetic Technicians	Assist in the provision of food service and nutritional programs, under the supervision of a dietitian. May plan and produce meals based on established guidelines, teach principles of food and nutrition, or counsel individuals.
29-2052	Pharmacy Technicians	Prepare medications under the direction of a pharmacist. May measure, mix, count out, label, and record amounts and dosages of medications according to prescription orders.
29-2053	Psychiatric Technicians	Care for individuals with mental or emotional conditions or disabilities, following the instructions of physicians or other health practitioners. Monitor patients' physical and emotional well-being and report to medical staff. May participate in rehabilitation and treatment programs, help with personal hygiene, and administer oral or injectable medications.
29-2054	Respiratory Therapy Technicians	Provide respiratory care under the direction of respiratory therapists and physicians.
29-2055	Surgical Technologists	Assist in operations, under the supervision of surgeons, registered nurses, or other surgical personnel. May help set up operating room, prepare and transport patients for surgery, adjust lights and equipment, pass instruments and other supplies to surgeons and surgeon's assistants, hold retractors, cut sutures, and help count sponges, needles, supplies, and instruments.
29-2056	Veterinary Technologists and Technicians	Perform medical tests in a laboratory environment for use in the treatment and diagnosis of diseases in animals. Prepare vaccines and serums for prevention of diseases. Prepare tissue samples, take blood samples, and execute laboratory tests, such as urinalysis and blood counts. Clean and sterilize instruments and materials and maintain equipment and machines. May assist a veterinarian during surgery.
29-2057	Ophthalmic Medical Technicians	Assist ophthalmologists by performing ophthalmic clinical functions. May administer eye exams, administer eye medications, and instruct the patient in care and use of corrective lenses.
29-2061	Licensed Practical and Licensed Vocational Nurses	Care for ill, injured, or convalescing patients or persons with disabilities in hospitals, nursing homes, clinics, private homes, group homes, and similar institutions. May work under the supervision of a registered nurse. Licensing required.
29-2071	Medical Records and Health Information Technicians	Compile, process, and maintain medical records of hospital and clinic patients in a manner consistent with medical, administrative, ethical, legal, and regulatory requirements of the health care system. Process, maintain, compile, and report patient information for health requirements and standards in a manner consistent with the healthcare industry's numerical coding system. Excludes "File Clerks" (43-4071).

29-2081	Opticians, Dispensing	Design, measure, fit, and adapt lenses and frames for client according to written optical prescription or specification. Assist client with inserting, removing, and caring for contact lenses. Assist client with selecting frames. Measure customer for size of eyeglasses and coordinate frames with facial and eye measurements and optical prescription. Prepare work order for optical laboratory containing instructions for grinding and mounting lenses in frames. Verify exactness of finished lens spectacles. Adjust frame and lens position to fit client. May shape or reshape frames. Includes contact lens opticians.
29-2091	Orthotists and Prosthetists	Design, measure, fit, and adapt orthopedic braces, appliances or prostheses, such as limbs or facial parts for patients with disabling conditions.
29-2092	Hearing Aid Specialists	Select and fit hearing aids for customers. Administer and interpret tests of hearing. Assess hearing instrument efficacy. Take ear impressions and prepare, design, and modify ear molds. Excludes "Audiologists" (29-1181).
29-2099	Health Technologists and Technicians, All Other	All health technologists and technicians not listed separately.
29-9011	Occupational Health and Safety Specialists	Review, evaluate, and analyze work environments and design programs and procedures to control, eliminate, and prevent disease or injury caused by chemical, physical, and biological agents or ergonomic factors. May conduct inspections and enforce adherence to laws and regulations governing the health and safety of individuals. May be employed in the public or private sector. Includes environmental protection officers.
29-9012	Occupational Health and Safety Technicians	Collect data on work environments for analysis by occupational health and safety specialists. Implement and conduct evaluation of programs designed to limit chemical, physical, biological, and ergonomic risks to workers.
29-9091	Athletic Trainers	Evaluate and advise individuals to assist recovery from or avoid athletic-related injuries or illnesses, or maintain peak physical fitness. May provide first aid or emergency care.
29-9092	Genetic Counselors	Assess individual or family risk for a variety of inherited conditions, such as genetic disorders and birth defects. Provide information to other healthcare providers or to individuals and families concerned with the risk of inherited conditions. Advise individuals and families to support informed decisionmaking and coping methods for those at risk. May help conduct research related to genetic conditions or genetic counseling.
29-9099	Healthcare Practitioners and Technical Workers, All Other	All healthcare practitioners and technical workers not listed separately.
31-1011	Home Health Aides	Provide routine individualized healthcare such as changing bandages and dressing wounds, and applying topical medications to the elderly, convalescents, or persons with disabilities at the patient's home or in a care facility. Monitor or report changes in health status. May also provide personal care such as bathing, dressing, and grooming of patient.
31-1013	Psychiatric Aides	Assist mentally impaired or emotionally disturbed patients, working under direction of nursing and medical staff. May assist with daily living activities, lead patients in educational and recreational activities, or accompany patients to and from examinations and treatments. May restrain violent patients. Includes psychiatric orderlies.
31-1014	Nursing Assistants	Provide basic patient care under direction of nursing staff. Perform duties such as feed, bathe, dress, groom, or move patients, or change linens. May transfer or transport patients. Includes nursing care attendants, nursing aides, and nursing attendants. Excludes "Home Health Aides" (31-1011), "Orderlies" (31-1015), "Personal Care Aides" (39-9021), and "Psychiatric Aides" (31-1013).
31-1015	Orderlies	Transport patients to areas such as operating rooms or x-ray rooms using wheelchairs, stretchers, or moveable beds. May maintain stocks of supplies or clean and transport equipment. Psychiatric orderlies are included in "Psychiatric Aides" (31-1013). Excludes "Nursing Assistants" (31-1014).
31-2011	Occupational Therapy Assistants	Assist occupational therapists in providing occupational therapy treatments and procedures. May, in accordance with State laws, assist in development of treatment plans, carry out routine functions, direct activity programs, and document the progress of treatments. Generally requires formal training.
31-2012	Occupational Therapy Aides	Under close supervision of an occupational therapist or occupational therapy assistant, perform only delegated, selected, or routine tasks in specific situations. These duties include preparing patient and treatment room.
31-2021	Physical Therapist Assistants	Assist physical therapists in providing physical therapy treatments and procedures. May, in accordance with State laws, assist in the development of treatment plans, carry out routine functions, document the progress of treatment, and modify specific treatments in accordance with patient status and within the scope of treatment plans established by a physical therapist. Generally requires formal training.
31-2022	Physical Therapist Aides	Under close supervision of a physical therapist or physical therapy assistant, perform only delegated, selected, or routine tasks in specific situations. These duties include preparing the patient and the treatment area.
31-9011	Massage Therapists	Perform therapeutic massages of soft tissues and joints. May assist in the assessment of range of motion and muscle strength, or propose client therapy plans.
31-9091	Dental Assistants	Assist dentist, set up equipment, prepare patient for treatment, and keep records.
31-9092	Medical Assistants	Perform administrative and certain clinical duties under the direction of a physician. Administrative duties may include scheduling appointments, maintaining medical records, billing, and coding information for insurance purposes. Clinical duties may include taking and recording vital signs and medical histories, preparing patients for examination, drawing blood, and administering medications as directed by physician. Excludes "Physician Assistants" (29-1071).
31-9093	Medical Equipment Preparers	Prepare, sterilize, install, or clean laboratory or healthcare equipment. May perform routine laboratory tasks and operate or inspect equipment.
31-9094	Medical Transcriptionists	Transcribe medical reports recorded by physicians and other healthcare practitioners using various electronic devices, covering office visits, emergency room visits, diagnostic imaging studies, operations, chart reviews, and final summaries. Transcribe dictated reports and translate abbreviations into fully understandable form. Edit as necessary and return reports in either printed or electronic form for review and signature, or correction.
31-9095	Pharmacy Aides	Record drugs delivered to the pharmacy, store incoming merchandise, and inform the supervisor of stock needs. May operate cash register and accept prescriptions for filling.

31-9096	Veterinary Assistants and Laboratory Animal Caretakers	Feed, water, and examine pets and other nonfarm animals for signs of illness, disease, or injury in laboratories and animal hospitals and clinics. Clean and disinfect cages and work areas, and sterilize laboratory and surgical equipment. May provide routine post-operative care, administer medication orally or topically, or prepare samples for laboratory examination under the supervision of veterinary or laboratory animal technologists or technicians, veterinarians, or scientists. Excludes "Nonfarm Animal Caretakers" (39-2021).
31-9097	Phlebotomists	Draw blood for tests, transfusions, donations, or research. May explain the procedure to patients and assist in the recovery of patients with adverse reactions.
31-9099	Healthcare Support Workers, All Other	All healthcare support workers not listed separately
33-1011	First-Line Supervisors of Correctional Officers	Directly supervise and coordinate activities of correctional officers and jailers.
33-1012	First-Line Supervisors of Police and Detectives	Directly supervise and coordinate activities of members of police force.
33-1021	First-Line Supervisors of Fire Fighting and Prevention Workers	Directly supervise and coordinate activities of workers engaged in fire fighting and fire prevention and control.
33-1099	First-Line Supervisors of Protective Service Workers, All Other	All protective service supervisors not listed separately above.
33-2011	Firefighters	Control and extinguish fires or respond to emergency situations where life, property, or the environment is at risk. Duties may include fire prevention, emergency medical service, hazardous material response, search and rescue, and disaster assistance.
33-2021	Fire Inspectors and Investigators	Inspect buildings to detect fire hazards and enforce local ordinances and State laws, or investigate and gather facts to determine cause of fires and explosions.
33-2022	Forest Fire Inspectors and Prevention Specialists	Enforce fire regulations, inspect forest for fire hazards and recommend forest fire prevention or control measures. May report forest fires and weather conditions.
33-3011	Bailiffs	Maintain order in courts of law.
33-3012	Correctional Officers and Jailers	Guard inmates in penal or rehabilitative institutions in accordance with established regulations and procedures. May guard prisoners in transit between jail, courtroom, prison, or other point. Includes deputy sheriffs and police who spend the majority of their time guarding prisoners in correctional institutions.
33-3021	Detectives and Criminal Investigators	Conduct investigations related to suspected violations of Federal, State, or local laws to prevent or solve crimes. Excludes "Private Detectives and Investigators" (33-9021).
33-3031	Fish and Game Wardens	Patrol assigned area to prevent fish and game law violations. Investigate reports of damage to crops or property by wildlife. Compile biological data.
33-3041	Parking Enforcement Workers	Patrol assigned area, such as public parking lot or city streets to issue tickets to overtime parking violators and illegally parked vehicles.
33-3051	Police and Sheriff's Patrol Officers	Maintain order and protect life and property by enforcing local, tribal, State, or Federal laws and ordinances. Perform a combination of the following duties: patrol a specific area; direct traffic; issue traffic summonses; investigate accidents; apprehend and arrest suspects, or serve legal processes of courts.
33-3052	Transit and Railroad Police	Protect and police railroad and transit property, employees, or passengers.
33-9011	Animal Control Workers	Handle animals for the purpose of investigations of mistreatment, or control of abandoned, dangerous, or unattended animals.
33-9021	Private Detectives and Investigators	Gather, analyze, compile and report information regarding individuals or organizations to clients, or detect occurrences of unlawful acts or infractions of rules in private establishment.
33-9031	Gaming Surveillance Officers and Gaming Investigators	Act as oversight and security agent for management and customers. Observe casino or casino hotel operation for irregular activities such as cheating or theft by either employees or patrons. May use one-way mirrors above the casino floor, cashier's cage, and from desk. Use of audio/video equipment is also common to observe operation of the business. Usually required to provide verbal and written reports of all violations and suspicious behavior to supervisor.
33-9032	Security Guards	Guard, patrol, or monitor premises to prevent theft, violence, or infractions of rules. May operate x-ray and metal detector equipment. Excludes "Transportation Security Screeners" (33-9093).
33-9091	Crossing Guards	Guide or control vehicular or pedestrian traffic at such places as streets, schools, railroad crossings, or construction sites.
33-9092	Lifeguards, Ski Patrol, and Other Recreational Protective Service	Monitor recreational areas, such as pools, beaches, or ski slopes to provide assistance and protection to participants.
33-9093	Transportation Security Screeners	Conduct screening of passengers, baggage, or cargo to ensure compliance with Transportation Security Administration (TSA) regulations. May operate basic security equipment such as x-ray machines and hand wands at screening checkpoints.
33-9099	Protective Service Workers, All Other	All protective service workers not listed separately.
35-1011	Chefs and Head Cooks	Direct and may participate in the preparation, seasoning, and cooking of salads, soups, fish, meats, vegetables, desserts, or other foods. May plan and price menu items, order supplies, and keep records and accounts.

35-1012	First-Line Supervisors of Food Preparation and Serving Workers	Directly supervise and coordinate activities of workers engaged in preparing and serving food.
35-2011	Cooks, Fast Food	Prepare and cook food in a fast food restaurant with a limited menu. Duties of these cooks are limited to preparation of a few basic items and normally involve operating large-volume single-purpose cooking equipment.
35-2012	Cooks, Institution and Cafeteria	Prepare and cook large quantities of food for institutions, such as schools, hospitals, or cafeterias.
35-2013	Cooks, Private Household	Prepare meals in private homes. Includes personal chefs.
35-2014	Cooks, Restaurant	Prepare, season, and cook dishes such as soups, meats, vegetables, or desserts in restaurants. May order supplies, keep records and accounts, price items on menu, or plan menu.
35-2015	Cooks, Short Order	Prepare and cook to order a variety of foods that require only a short preparation time. May take orders from customers and serve patrons at counters or tables. Excludes "Fast Food Cooks" (35-2011).
35-2019	Cooks, All Other	All cooks not listed separately.
35-2021	Food Preparation Workers	Perform a variety of food preparation duties other than cooking, such as preparing cold foods and shellfish, slicing meat, and brewing coffee or tea.
35-3011	Bartenders	Mix and serve drinks to patrons, directly or through waitstaff.
35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	Perform duties which combine preparing and serving food and nonalcoholic beverages.
35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	Serve food to diners at counter or from a steam table. Counter attendants who also wait tables are included in "Waiters and Waitresses" (35-3031).
35-3031	Waiters and Waitresses	Take orders and serve food and beverages to patrons at tables in dining establishment. Excludes "Counter Attendants, Cafeteria, Food Concession, and Coffee Shop" (35-3022).
35-3041	Food Servers, Nonrestaurant	Serve food to individuals outside of a restaurant environment, such as in hotel rooms, hospital rooms, residential care facilities, or cars. Excludes "Door-to-Door Sales Workers, News and Street Vendors, and Related Workers" (41-9091) and "Counter Attendants, Cafeteria, Food Concession, and Coffee Shop" (35-3022).
35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	Facilitate food service. Clean tables, remove dirty dishes, replace soiled table linens; set tables; replenish supply of clean linens, silverware, glassware, and dishes; supply service bar with food; and serve items such as water, condiments, and coffee to patrons.
35-9021	Dishwashers	Clean dishes, kitchen, food preparation equipment, or utensils.
35-9031	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	Welcome patrons, seat them at tables or in lounge, and help ensure quality of facilities and service.
35-9099	Food Preparation and Serving Related Workers, All Other	All food preparation and serving related workers not listed separately.
37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	Directly supervise and coordinate work activities of cleaning personnel in hotels, hospitals, offices, and other establishments.
37-1012	First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers	Directly supervise and coordinate activities of workers engaged in landscaping or groundskeeping activities. Work may involve reviewing contracts to ascertain service, machine, and workforce requirements; answering inquiries from potential customers regarding methods, material, and price ranges; and preparing estimates according to labor, material, and machine costs.
37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	Keep buildings in clean and orderly condition. Perform heavy cleaning duties, such as cleaning floors, shampooing rugs, washing walls and glass, and removing rubbish. Duties may include tending furnace and boiler, performing routine maintenance activities, notifying management of need for repairs, and cleaning snow or debris from sidewalk.
37-2012	Maids and Housekeeping Cleaners	Perform any combination of light cleaning duties to maintain private households or commercial establishments, such as hotels and hospitals, in a clean and orderly manner. Duties may include making beds, replenishing linens, cleaning rooms and halls, and vacuuming.
37-2019	Building Cleaning Workers, All Other	All building cleaning workers not listed separately.
37-2021	Pest Control Workers	Apply or release chemical solutions or toxic gases and set traps to kill or remove pests and vermin that infest buildings and surrounding areas.
37-3011	Landscaping and Groundskeeping Workers	Landscaping or maintain grounds of property using hand or power tools or equipment. Workers typically perform a variety of tasks, which may include any combination of the following: sod laying, mowing, trimming, planting, watering, fertilizing, digging, raking, sprinkler installation, and installation of mortarless segmental concrete masonry wall units. Excludes "Farmworkers and Laborers, Crop, Nursery, and Greenhouse" (45-2092).
37-3012	Pesticide Handlers, Sprayers, and Applicators, Vegetation	Mix or apply pesticides, herbicides, fungicides, or insecticides through sprays, dusts, vapors, soil incorporation, or chemical application on trees, shrubs, lawns, or botanical crops. Usually requires specific training and State or Federal certification. Excludes "Commercial Pilots" (53-2012) who dust or spray crops from aircraft.

37-3013	Tree Trimmers and Pruners	Using sophisticated climbing and rigging techniques, cut away dead or excess branches from trees or shrubs to maintain right-of-way for roads, sidewalks, or utilities, or to improve appearance, health, and value of tree. Prune or treat trees or shrubs using handsaws, hand pruners, clippers, and power pruners. Works off the ground in the tree canopy and may use truck-mounted lifts. Excludes workers who primarily perform duties of "Pesticide Handlers, Sprayers, and Applicators, Vegetation" (37-3012) and "Landscaping and Groundskeeping Workers" (37-3011).
37-3019	Grounds Maintenance Workers, All Other	All grounds maintenance workers not listed separately.
39-1011	Gaming Supervisors	Supervise and coordinate activities of workers in assigned gaming areas. Circulate among tables and observe operations. Ensure that stations and games are covered for each shift. May explain and interpret operating rules of house to patrons. May plan and organize activities and services for guests in hotels/casinos. May address service complaints. Excludes "Slot Supervisors" (39-1012).
39-1012	Slot Supervisors	Supervise and coordinate activities of slot department workers to provide service to patrons. Handle and settle complaints of players. Verify and pay off jackpots. Reset slot machines after payoffs. Make repairs or adjustments to slot machines or recommend removal of slot machines for repair. Report hazards and enforce safety rules.
39-1021	First-Line Supervisors of Personal Service Workers	Directly supervise and coordinate activities of personal service workers, such as flight attendants, hairdressers, or caddies.
39-2011	Animal Trainers	Train animals for riding, harness, security, performance, or obedience, or assisting persons with disabilities. Accustom animals to human voice and contact; and condition animals to respond to commands. Train animals according to prescribed standards for show or competition. May train animals to carry pack loads or work as part of pack team.
39-2021	Nonfarm Animal Caretakers	Feed, water, groom, bathe, exercise, or otherwise care for pets and other nonfarm animals, such as dogs, cats, ornamental fish or birds, zoo animals, and mice. Work in settings such as kennels, animal shelters, zoos, circuses, and aquariums. May keep records of feedings, treatments, and animals received or discharged. May clean, disinfect, and repair cages, pens, or fish tanks. Excludes "Veterinary Assistants and Laboratory Animal Caretakers" (31-9096).
39-3011	Gaming Dealers	Operate table games. Stand or sit behind table and operate games of chance by dispensing the appropriate number of cards or blocks to players, or operating other gaming equipment. Distribute winnings or collect players' money or chips. May compare the house's hand against players' hands.
39-3012	Gaming and Sports Book Writers and Runners	Post information enabling patrons to wager on various races and sporting events. Assist in the operation of games such as keno and bingo. May operate random number generating equipment and announce the numbers for patrons. Receive, verify, and record patrons' wagers. Scan and process winning tickets presented by patrons and payout winnings for those wagers.
39-3019	Gaming Service Workers, All Other	All gaming service workers not listed separately.
39-3021	Motion Picture Projectionists	Set up and operate motion picture projection and related sound reproduction equipment.
39-3031	Ushers, Lobby Attendants, and Ticket Takers	Assist patrons at entertainment events by performing duties, such as collecting admission tickets and passes from patrons, assisting in finding seats, searching for lost articles, and locating such facilities as rest rooms and telephones.
39-3091	Amusement and Recreation Attendants	Perform a variety of attending duties at amusement or recreation facility. May schedule use of recreation facilities, maintain and provide equipment to participants of sporting events or recreational pursuits, or operate amusement concessions and rides.
39-3092	Costume Attendants	Select, fit, and take care of costumes for cast members, and aid entertainers. May assist with multiple costume changes during performances.
39-3093	Locker Room, Coatroom, and Dressing Room Attendants	Provide personal items to patrons or customers in locker rooms, dressing rooms, or coatrooms.
39-3099	Entertainment Attendants and Related Workers, All Other	All entertainment attendants and related workers not listed separately.
39-4011	Embalmers	Prepare bodies for interment in conformity with legal requirements.
39-4021	Funeral Attendants	Perform a variety of tasks during funeral, such as placing casket in parlor or chapel prior to service; arranging floral offerings or lights around casket; directing or escorting mourners; closing casket; and issuing and storing funeral equipment.
39-4031	Morticians, Undertakers, and Funeral Directors	Perform various tasks to arrange and direct funeral services, such as coordinating transportation of body to mortuary, interviewing family or other authorized person to arrange details, selecting pallbearers, aiding with the selection of officials for religious rites, and providing transportation for mourners. Excludes "Funeral Service Managers" (11-9061).
39-5011	Barbers	Provide barbering services, such as cutting, trimming, shampooing, and styling hair, trimming beards, or giving shaves.
39-5012	Hairdressers, Hairstylists, and Cosmetologists	Provide beauty services, such as shampooing, cutting, coloring, and styling hair, and massaging and treating scalp. May apply makeup, dress wigs, perform hair removal, and provide nail and skin care services. Excludes "Makeup Artists, Theatrical and Performance" (39-5091), "Manicurists and Pedicurists" (39-5092), and "Skincare Specialists" (39-5094).
39-5091	Makeup Artists, Theatrical and Performance	Apply makeup to performers to reflect period, setting, and situation of their role.
39-5092	Manicurists and Pedicurists	Clean and shape customers' fingernails and toenails. May polish or decorate nails.
39-5093	Shampooers	Shampoo and rinse customers' hair.
39-5094	Skincare Specialists	Provide skincare treatments to face and body to enhance an individual's appearance. Includes electrologists and laser hair removal specialists.
39-6011	Baggage Porters and Bellhops	Handle baggage for travelers at transportation terminals or for guests at hotels or similar establishments.

39-6012	Concierges	Assist patrons at hotel, apartment, or office building with personal services. May take messages, arrange or give advice on transportation, business services or entertainment, or monitor guest requests for housekeeping and maintenance.
39-7011	Tour Guides and Escorts	Escort individuals or groups on sightseeing tours or through places of interest, such as industrial establishments, public buildings, and art galleries.
39-7012	Travel Guides	Plan, organize, and conduct long distance travel , tours, and expeditions for individuals and groups.
39-9011	Childcare Workers	Attend to children at schools, businesses, private households, and childcare institutions. Perform a variety of tasks, such as dressing, feeding, bathing, and overseeing play. Excludes "Preschool Teachers, Except Special Education" (25-2011) and "Teacher Assistants" (25-9041).
39-9021	Personal Care Aides	Assist the elderly, convalescents, or persons with disabilities with daily living activities at the person's home or in a care facility. Duties performed at a place of residence may include keeping house (making beds, doing laundry, washing dishes) and preparing meals. May provide assistance at non-residential care facilities. May advise families, the elderly, convalescents, and persons with disabilities regarding such things as nutrition, cleanliness, and household activities.
39-9031	Fitness Trainers and Aerobics Instructors	Instruct or coach groups or individuals in exercise activities. Demonstrate techniques and form, observe participants, and explain to them corrective measures necessary to improve their skills. Excludes teachers classified in 25-0000 Education, Training, and Library Occupations. Excludes "Coaches and Scouts" (27-2022) and "Athletic Trainers" (29-9091).
39-9032	Recreation Workers	Conduct recreation activities with groups in public, private, or volunteer agencies or recreation facilities. Organize and promote activities, such as arts and crafts, sports, games, music, dramatics, social recreation, camping, and hobbies, taking into account the needs and interests of individual members.
39-9041	Residential Advisors	Coordinate activities in resident facilities in secondary and college dormitories, group homes, or similar establishments. Order supplies and determine need for maintenance, repairs, and furnishings. May maintain household records and assign rooms. May assist residents with problem solving or refer them to counseling resources.
39-9099	Personal Care and Service Workers, All Other	All personal care and service workers not listed separately.
41-1011	First-Line Supervisors of Retail Sales Workers	Directly supervise and coordinate activities of retail sales workers in an establishment or department. Duties may include management functions, such as purchasing, budgeting, accounting, and personnel work, in addition to supervisory duties.
41-1012	First-Line Supervisors of Non-Retail Sales Workers	Directly supervise and coordinate activities of sales workers other than retail sales workers. May perform duties, such as budgeting, accounting, and personnel work, in addition to supervisory duties.
41-2011	Cashiers	Receive and disburse money in establishments other than financial institutions. May use electronic scanners, cash registers, or related equipment. May process credit or debit card transactions and validate checks. Excludes "Gaming Cage Persons and Booth Cashiers" (41-2012).
41-2012	Gaming Change Persons and Booth Cashiers	Exchange coins, tokens and chips for patrons' money. May issue payoffs and obtain customer's signature on receipt. May operate a booth in the slot machine area and furnish change persons with money bank at the start of the shift, or count and audit money in drawers. Excludes "Cashiers" (41-2011).
41-2021	Counter and Rental Clerks	Receive orders, generally in person, for repairs, rentals, and services. May describe available options, compute cost, and accept payment. Excludes "Counter Attendants, Cafeteria, Food Concession, and Coffee Shop" (35-3022), "Hotel, Motel, and Resort Desk Clerks" (43-4081), "Order Clerks" (43-4151), and "Reservation and Transportation Ticket Agents and Travel Clerks" (43-4181).
41-2022	Parts Salespersons	Sell spare and replacement parts and equipment in repair shop or parts store.
41-2031	Retail Salespersons	Sell merchandise, such as furniture, motor vehicles, appliances, or apparel to consumers. Excludes "Cashiers" (41-2011).
41-3011	Advertising Sales Agents	Sell or solicit advertising space, time, or media in publications, signage, TV, radio, or Internet establishments or public spaces.
41-3021	Insurance Sales Agents	Sell life, property, casualty, health, automotive, or other types of insurance. May refer clients to independent brokers, work as an independent broker, or be employed by an insurance company.
41-3031	Securities, Commodities, and Financial Services Sales Agents	Buy and sell securities or commodities in investment and trading firms, or provide financial services to businesses and individuals. May advise customers about stocks, bonds, mutual funds, commodities, and market conditions.
41-3041	Travel Agents	Plan and sell transportation and accommodations for travel agency customers. Determine destination, modes of transportation, travel dates, costs, and accommodations required. May also describe, plan, and arrange itineraries and sell tour packages. May assist in resolving clients' travel problems.
41-3099	Sales Representatives, Services, All Other	All services sales representatives not listed separately.
41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	Sell goods for wholesalers or manufacturers where technical or scientific knowledge is required in such areas as biology, engineering, chemistry, and electronics, normally obtained from at least 2 years of post-secondary education. Excludes "Sales Engineers" (41-9031).
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	Sell goods for wholesalers or manufacturers to businesses or groups of individuals. Work requires substantial knowledge of items sold.
41-9011	Demonstrators and Product Promoters	Demonstrate merchandise and answer questions for the purpose of creating public interest in buying the product. May sell demonstrated merchandise.
41-9012	Models	Model garments or other apparel and accessories for prospective buyers at fashion shows, private showings, or retail establishments. May pose for photos to be used in magazines or advertisements. May pose as subject for paintings, sculptures, and other types of artistic expression.

41-9021	Real Estate Brokers	Operate real estate office, or work for commercial real estate firm, overseeing real estate transactions. Other duties usually include selling real estate or renting properties and arranging loans.
41-9022	Real Estate Sales Agents	Rent, buy, or sell property for clients. Perform duties, such as study property listings, interview prospective clients, accompany clients to property site, discuss conditions of sale, and draw up real estate contracts. Includes agents who represent buyer.
41-9031	Sales Engineers	Sell business goods or services, the selling of which requires a technical background equivalent to a baccalaureate degree in engineering. Excludes "Engineers" (17-2011 through 17-2199) whose primary function is not marketing or sales.
41-9041	Telemarketers	Solicit donations or orders for goods or services over the telephone.
41-9091	Door-to-Door Sales Workers, News and Street Vendors, and Related Workers	Sell goods or services door-to-door or on the street.
41-9099	Sales and Related Workers, All Other	All sales and related workers not listed separately.
43-1011	First-Line Supervisors of Office and Administrative Support Workers	Directly supervise and coordinate the activities of clerical and administrative support workers.
43-2011	Switchboard Operators, Including Answering Service	Operate telephone business systems equipment or switchboards to relay incoming, outgoing, and interoffice calls. May supply information to callers and record messages.
43-2021	Telephone Operators	Provide information by accessing alphabetical, geographical, or other directories. Assist customers with special billing requests, such as charges to a third party and credits or refunds for incorrectly dialed numbers or bad connections. May handle emergency calls and assist children or people with physical disabilities to make telephone calls.
43-2099	Communications Equipment Operators, All Other	All communications equipment operators not listed separately.
43-3011	Bill and Account Collectors	Locate and notify customers of delinquent accounts by mail, telephone, or personal visit to solicit payment. Duties include receiving payment and posting amount to customer's account; preparing statements to credit department if customer fails to respond; initiating repossession proceedings or service disconnection; and keeping records of collection and status of accounts.
43-3021	Billing and Posting Clerks	Compile, compute, and record billing, accounting, statistical, and other numerical data for billing purposes. Prepare billing invoices for services rendered or for delivery or shipment of goods.
43-3031	Bookkeeping, Accounting, and Auditing Clerks	Compute, classify, and record numerical data to keep financial records complete. Perform any combination of routine calculating, posting, and verifying duties to obtain primary financial data for use in maintaining accounting records. May also check the accuracy of figures, calculations, and postings pertaining to business transactions recorded by other workers. Excludes "Payroll and Timekeeping Clerks" (43-3051).
43-3041	Gaming Cage Workers	In a gaming establishment, conduct financial transactions for patrons. May reconcile daily summaries of transactions to balance books. Accept patron's credit application and verify credit references to provide check-cashing authorization or to establish house credit accounts. May sell gambling chips, tokens, or tickets to patrons, or to other workers for resale to patrons. May convert gaming chips, tokens, or tickets to currency upon patron's request. May use a cash register or computer to record transaction.
43-3051	Payroll and Timekeeping Clerks	Compile and record employee time and payroll data. May compute employees' time worked, production, and commission. May compute and post wages and deductions, or prepare paychecks. Excludes "Bookkeeping, Accounting, and Auditing Clerks" (43-3031).
43-3061	Procurement Clerks	Compile information and records to draw up purchase orders for procurement of materials and services.
43-3071	Tellers	Receive and pay out money. Keep records of money and negotiable instruments involved in a financial institution's various transactions.
43-3099	Financial Clerks, All Other	All financial clerks not listed separately.
43-4011	Brokerage Clerks	Perform duties related to the purchase, sale or holding of securities. Duties include writing orders for stock purchases or sales, computing transfer taxes, verifying stock transactions, accepting and delivering securities, tracking stock price fluctuations, computing equity, distributing dividends, and keeping records of daily transactions and holdings.
43-4021	Correspondence Clerks	Compose letters or electronic correspondence in reply to requests for merchandise, damage claims, credit and other information, delinquent accounts, incorrect billings, or unsatisfactory services. Duties may include gathering data to formulate reply and preparing correspondence.
43-4031	Court, Municipal, and License Clerks	Perform clerical duties for courts of law, municipalities, or governmental licensing agencies and bureaus. May prepare docket of cases to be called; secure information for judges and court; prepare draft agendas or bylaws for town or city council; answer official correspondence; keep fiscal records and accounts; issue licenses or permits; and record data, administer tests, or collect fees. Clerks of Court are classified in "Managers, All Other" (11-9199).
43-4041	Credit Authorizers, Checkers, and Clerks	Authorize credit charges against customers' accounts. Investigate history and credit standing of individuals or business establishments applying for credit. May interview applicants to obtain personal and financial data; determine credit worthiness; process applications; and notify customers of acceptance or rejection of credit.
43-4051	Customer Service Representatives	Interact with customers to provide information in response to inquiries about products and services and to handle and resolve complaints. Excludes individuals whose duties are primarily installation, sales, or repair.
43-4061	Eligibility Interviewers, Government Programs	Determine eligibility of persons applying to receive assistance from government programs and agency resources, such as welfare, unemployment benefits, social security, and public housing.

43-4071	File Clerks	File correspondence, cards, invoices, receipts, and other records in alphabetical or numerical order or according to the filing system used. Locate and remove material from file when requested.
43-4081	Hotel, Motel, and Resort Desk Clerks	Accommodate hotel, motel, and resort patrons by registering and assigning rooms to guests, issuing room keys or cards, transmitting and receiving messages, keeping records of occupied rooms and guests' accounts, making and confirming reservations, and presenting statements to and collecting payments from departing guests.
43-4111	Interviewers, Except Eligibility and Loan	Interview persons by telephone, mail, in person, or by other means for the purpose of completing forms, applications, or questionnaires. Ask specific questions, record answers, and assist persons with completing form. May sort, classify, and file forms.
43-4121	Library Assistants, Clerical	Compile records, sort, shelve, issue, and receive library materials such as books, electronic media, pictures, cards, slides and microfilm. Locate library materials for loan and replace material in shelving area, stacks, or files according to identification number and title. Register patrons to permit them to borrow books, periodicals, and other library materials. Excludes "Library Technicians" (25-4031).
43-4131	Loan Interviewers and Clerks	Interview loan applicants to elicit information; investigate applicants' backgrounds and verify references; prepare loan request papers; and forward findings, reports, and documents to appraisal department. Review loan papers to ensure completeness, and complete transactions between loan establishment, borrowers, and sellers upon approval of loan.
43-4141	New Accounts Clerks	Interview persons desiring to open accounts in financial institutions. Explain account services available to prospective customers and assist them in preparing applications.
43-4151	Order Clerks	Receive and process incoming orders for materials, merchandise, classified ads, or services such as repairs, installations, or rental of facilities. Generally receives orders via mail, phone, fax, or other electronic means. Duties include informing customers of receipt, prices, shipping dates, and delays; preparing contracts; and handling complaints. Excludes "Dispatchers, Except Police, Fire, and Ambulance" (43-5032) who both dispatch and take orders for services.
43-4161	Human Resources Assistants, Except Payroll and Timekeeping	Compile and keep personnel records. Record data for each employee, such as address, weekly earnings, absences, amount of sales or production, supervisory reports, and date of and reason for termination. May prepare reports for employment records, file employment records, or search employee files and furnish information to authorized persons.
43-4171	Receptionists and Information Clerks	Answer inquiries and provide information to the general public, customers, visitors, and other interested parties regarding activities conducted at establishment and location of departments, offices, and employees within the organization. Excludes "Switchboard Operators, Including Answering Service" (43-2011).
43-4181	Reservation and Transportation Ticket Agents and Travel Clerks	Make and confirm reservations for transportation or lodging, or sell transportation tickets. May check baggage and direct passengers to designated concourse, pier, or track; deliver tickets, contact individuals and groups to inform them of package tours; or provide tourists with travel or transportation information. Excludes "Travel Agents" (41-3041), "Hotel, Motel, and Resort Desk Clerks" (43-4081), and "Cashiers" (41-2011) who sell tickets for local transportation.
43-4199	Information and Record Clerks, All Other	All information and record clerks not listed separately.
43-5011	Cargo and Freight Agents	Expedite and route movement of incoming and outgoing cargo and freight shipments in airline, train, and trucking terminals, and shipping docks. Take orders from customers and arrange pickup of freight and cargo for delivery to loading platform. Prepare and examine bills of lading to determine shipping charges and tariffs.
43-5021	Couriers and Messengers	Pick up and deliver messages, documents, packages, and other items between offices or departments within an establishment or directly to other business concerns, traveling by foot, bicycle, motorcycle, automobile, or public conveyance. Excludes "Light Truck or Delivery Services Drivers" (53-3033).
43-5031	Police, Fire, and Ambulance Dispatchers	Operate radio, telephone, or computer equipment at emergency response centers. Receive reports from the public of crimes, disturbances, fires, and medical or police emergencies. Relay information to law enforcement and emergency response personnel. May maintain contact with caller until responders arrive.
43-5032	Dispatchers, Except Police, Fire, and Ambulance	Schedule and dispatch workers, work crews, equipment, or service vehicles for conveyance of materials, freight, or passengers, or for normal installation, service, or emergency repairs rendered outside the place of business. Duties may include using radio, telephone, or computer to transmit assignments and compiling statistics and reports on work progress.
43-5041	Meter Readers, Utilities	Read meter and record consumption of electricity, gas, water, or steam.
43-5051	Postal Service Clerks	Perform any combination of tasks in a post office, such as receive letters and parcels; sell postage and revenue stamps, postal cards, and stamped envelopes; fill out and sell money orders; place mail in pigeon holes of mail rack or in bags; and examine mail for correct postage.
43-5052	Postal Service Mail Carriers	Sort mail for delivery. Deliver mail on established route by vehicle or on foot.
43-5053	Postal Service Mail Sorters, Processors, and Processing Machine Operators	Prepare incoming and outgoing mail for distribution. Examine, sort, and route mail. Load, operate, and occasionally adjust and repair mail processing, sorting, and canceling machinery. Keep records of shipments, pouches, and sacks; and other duties related to mail handling within the postal service. Excludes "Postal Service Clerks" (43-5051) and "Postal Service Mail Carriers" (43-5052).
43-5061	Production, Planning, and Expediting Clerks	Coordinate and expedite the flow of work and materials within or between departments of an establishment according to production schedule. Duties include reviewing and distributing production, work, and shipment schedules; conferring with department supervisors to determine progress of work and completion dates; and compiling reports on progress of work, inventory levels, costs, and production problems. Excludes "Weighers, Measurers, Checkers, and Samplers, Recordkeeping" (43-5111).
43-5071	Shipping, Receiving, and Traffic Clerks	Verify and maintain records on incoming and outgoing shipments. Prepare items for shipment. Duties include assembling, addressing, stamping, and shipping merchandise or material; receiving, unpacking, verifying and recording incoming merchandise or material; and arranging for the transportation of products. Excludes "Stock Clerks and Order Fillers" (43-5081) and "Weighers, Measurers, Checkers, and Samplers, Recordkeeping" (43-5111).



43-5081	Stock Clerks and Order Fillers	Receive, store, and issue sales floor merchandise, materials, equipment, and other items from stockroom, warehouse, or storage yard to fill shelves, racks, tables, or customers' orders. May mark prices on merchandise and set up sales displays. Excludes "Laborers and Freight, Stock, and Material Movers, Hand" (53-7062), and "Shipping, Receiving, and Traffic Clerks" (43-5071).
43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping	Weigh, measure, and check materials, supplies, and equipment for the purpose of keeping relevant records. Duties are primarily clerical by nature. Includes workers who collect and keep record of samples of products or materials. Excludes "Inspectors, Testers, Sorters, Samplers, and Weighers" (51-9061).
43-6011	Executive Secretaries and Executive Administrative Assistants	Provide high-level administrative support by conducting research, preparing statistical reports, handling information requests, and performing clerical functions such as preparing correspondence, receiving visitors, arranging conference calls, and scheduling meetings. May also train and supervise lower-level clerical staff. Excludes "Secretaries" (43-6012 through 43-6014).
43-6012	Legal Secretaries	Perform secretarial duties using legal terminology, procedures, and documents. Prepare legal papers and correspondence, such as summonses, complaints, motions, and subpoenas. May also assist with legal research.
43-6013	Medical Secretaries	Perform secretarial duties using specific knowledge of medical terminology and hospital, clinic, or laboratory procedures. Duties may include scheduling appointments, billing patients, and compiling and recording medical charts, reports, and correspondence.
43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	Perform routine clerical and administrative functions such as drafting correspondence, scheduling appointments, organizing and maintaining paper and electronic files, or providing information to callers. Excludes legal, medical, and executive secretaries (43-6011 through 43-6013).
43-9011	Computer Operators	Monitor and control electronic computer and peripheral electronic data processing equipment to process business, scientific, engineering, and other data according to operating instructions. Monitor and respond to operating and error messages. May enter commands at a computer terminal and set controls on computer and peripheral devices. Excludes "Computer Occupations" (15-1100) and "Data Entry Keyers" (43-9021).
43-9021	Data Entry Keyers	Operate data entry device, such as keyboard or photo composing perforator. Duties may include verifying data and preparing materials for printing. Excludes "Word Processors and Typists" (43-9022).
43-9022	Word Processors and Typists	Use word processor, computer or typewriter to type letters, reports, forms, or other material from rough draft, corrected copy, or voice recording. May perform other clerical duties as assigned. Excludes "Data Entry Keyers" (43-9021), "Secretaries and Administrative Assistants" (43-6011 through 43-6014), "Court Reporters" (23-2091), and "Medical Transcriptionists" (31-9094).
43-9031	Desktop Publishers	Format typescript and graphic elements using computer software to produce publication-ready material.
43-9041	Insurance Claims and Policy Processing Clerks	Process new insurance policies, modifications to existing policies, and claims forms. Obtain information from policyholders to verify the accuracy and completeness of information on claims forms, applications and related documents, and company records. Update existing policies and company records to reflect changes requested by policyholders and insurance company representatives. Excludes "Claims Adjusters, Examiners, and Investigators" (13-1031).
43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	Prepare incoming and outgoing mail for distribution. Use hand or mail handling machines to time stamp, open, read, sort, and route incoming mail; and address, seal, stamp, fold, stuff, and affix postage to outgoing mail or packages. Duties may also include keeping necessary records and completed forms.
43-9061	Office Clerks, General	Perform duties too varied and diverse to be classified in any specific office clerical occupation, requiring knowledge of office systems and procedures. Clerical duties may be assigned in accordance with the office procedures of individual establishments and may include a combination of answering telephones, bookkeeping, typing or word processing, stenography, office machine operation, and filing.
43-9071	Office Machine Operators, Except Computer	Operate one or more of a variety of office machines, such as photocopying, photographic, and duplicating machines, or other office machines. Excludes "Computer Operators" (43-9011), "Mail Clerks and Mail Machine Operators, Except Postal Service" (43-9051) and "Billing and Posting Clerks" (43-3021).
43-9081	Proofreaders and Copy Markers	Read transcript or proof type setup to detect and mark for correction any grammatical, typographical, or compositional errors. Excludes workers whose primary duty is editing copy. Includes proofreaders of Braille.
43-9111	Statistical Assistants	Compile and compute data according to statistical formulas for use in statistical studies. May perform actuarial computations and compile charts and graphs for use by actuaries. Includes actuarial clerks.
43-9199	Office and Administrative Support Workers, All Other	All office and administrative support workers not listed separately.
45-1011	First-Line Supervisors of Farming, Fishing, and Forestry Workers	Directly supervise and coordinate the activities of agricultural, forestry, aquacultural, and related workers. Excludes "First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers" (37-1012).
45-2011	Agricultural Inspectors	Inspect agricultural commodities, processing equipment, and facilities, and fish and logging operations, to ensure compliance with regulations and laws governing health, quality, and safety.
45-2021	Animal Breeders	Select and breed animals according to their genealogy, characteristics, and offspring. May require knowledge of artificial insemination techniques and equipment use. May involve keeping records on heats, birth intervals, or pedigree. Excludes "Nonfarm Animal Caretakers" (39-2021) who may occasionally breed animals as part of their other caretaking duties. Excludes "Animal Scientists" (19-1011) whose primary function is research.
45-2041	Graders and Sorters, Agricultural Products	Grade, sort, or classify unprocessed food and other agricultural products by size, weight, color, or condition. Excludes "Agricultural Inspectors" (45-2011).
45-2091	Agricultural Equipment Operators	Drive and control farm equipment to till soil and to plant, cultivate, and harvest crops. May perform tasks, such as crop baling or hay bucking. May operate stationary equipment to perform post-harvest tasks, such as husking, shelling, threshing, and ginning.

45-2092	Farmworkers and Laborers, Crop, Nursery, and Greenhouse	Manually plant, cultivate, and harvest vegetables, fruits, nuts, horticultural specialties, and field crops. Use hand tools, such as shovels, trowels, hoes, tampers, pruning hooks, shears, and knives. Duties may include tilling soil and applying fertilizers; transplanting, weeding, thinning, or pruning crops; applying pesticides; or cleaning, grading, sorting, packing, and loading harvested products. May construct trellises, repair fences and farm buildings, or participate in irrigation activities. Excludes "Graders and Sorters, Agricultural Products" (45-2041) and "Forest, Conservation, and Logging Workers" (45-4011 through 45-4029).
45-2093	Farmworkers, Farm, Ranch, and Aquacultural Animals	Attend to live farm, ranch, or aquacultural animals that may include cattle, sheep, swine, goats, horses and other equines, poultry, finfish, shellfish, and bees. Attend to animals produced for animal products, such as meat, fur, skins, feathers, eggs, milk, and honey. Duties may include feeding, watering, herding, grazing, castrating, branding, de-beaking, weighing, catching, and loading animals. May maintain records on animals; examine animals to detect diseases and injuries; assist in birth deliveries; and administer medications, vaccinations, or insecticides as appropriate. May clean and maintain animal housing areas. Includes workers who shear wool from sheep, and collect eggs in hatcheries.
45-2099	Agricultural Workers, All Other	All agricultural workers not listed separately.
45-3011	Fishers and Related Fishing Workers	Use nets, fishing rods, traps, or other equipment to catch and gather fish or other aquatic animals from rivers, lakes, or oceans, for human consumption or other uses. May haul game onto ship. Aquacultural laborers who work on fish farms are included in "Farmworkers, Farm, Ranch, and Aquacultural Animals" (45-2093).
45-3021	Hunters and Trappers	Hunt and trap wild animals for human consumption, fur, feed, bait, or other purposes.
45-4011	Forest and Conservation Workers	Under supervision, perform manual labor necessary to develop, maintain, or protect areas such as forests, forested areas, woodlands, wetlands, and rangelands through such activities as raising and transporting seedlings; combating insects, pests, and diseases harmful to plant life; and building structures to control water, erosion, and leaching of soil. Includes forester aides, seedling pullers, and tree planters.
45-4021	Fallers	Use axes or chainsaws to fell trees using knowledge of tree characteristics and cutting techniques to control direction of fall and minimize tree damage.
45-4022	Logging Equipment Operators	Drive logging tractor or wheeled vehicle equipped with one or more accessories, such as bulldozer blade, frontal shear, grapple, logging arch, cable winches, hoisting rack, or crane boom, to fell tree; to skid, load, unload, or stack logs; or to pull stumps or clear brush. Logging truck drivers are included in "Heavy and Tractor Trailer Truck Drivers" (53-3032).
45-4023	Log Graders and Scalers	Grade logs or estimate the marketable content or value of logs or pulpwood in sorting yards, millpond, log deck, or similar locations. Inspect logs for defects or measure logs to determine volume. Excludes "Buyers and Purchasing Agents, Farm Products" (13-1021).
45-4029	Logging Workers, All Other	All logging workers not listed separately.
47-1011	Supervisors of Construction and Extraction Workers	Directly supervise and coordinate activities of construction or extraction workers.
47-2011	Boilermakers	Construct, assemble, maintain, and repair stationary steam boilers and boiler house auxiliaries. Align structures or plate sections to assemble boiler frame tanks or vats, following blueprints. Work involves use of hand and power tools, plumb bobs, levels, wedges, dogs, or turnbuckles. Assist in testing assembled vessels. Direct cleaning of boilers and boiler furnaces. Inspect and repair boiler fittings, such as safety valves, regulators, automatic-control mechanisms, water columns, and auxiliary machines.
47-2021	Brickmasons and Blockmasons	Lay and bind building materials, such as brick, structural tile, concrete block, cinder block, glass block, and terra-cotta block, with mortar and other substances to construct or repair walls, partitions, arches, sewers, and other structures. Excludes "Stonemasons" (47-2022). Installers of mortarless segmental concrete masonry wall units are classified in "Landscaping and Groundskeeping Workers" (37-3011).
47-2022	Stonemasons	Build stone structures, such as piers, walls, and abutments. Lay walks, curbstones, or special types of masonry for vats, tanks, and floors.
47-2031	Carpenters	Construct, erect, install, or repair structures and fixtures made of wood, such as concrete forms; building frameworks, including partitions, joists, studding, and rafters; and wood stairways, window and door frames, and hardwood floors. May also install cabinets, siding, drywall and batt or roll insulation. Includes brattice builders who build doors or brattices (ventilation walls or partitions) in underground passageways
47-2041	Carpet Installers	Lay and install carpet from rolls or blocks on floors. Install padding and trim flooring materials. Excludes "Floor Layers, Except Carpet, Wood, and Hard Tiles" (47-2042).
47-2042	Floor Layers, Except Carpet, Wood, and Hard Tiles	Apply blocks, strips, or sheets of shock-absorbing, sound-deadening, or decorative coverings to floors.
47-2043	Floor Sanders and Finishers	Scrape and sand wooden floors to smooth surfaces using floor scraper and floor sanding machine, and apply coats of finish.
47-2044	Tile and Marble Setters	Apply hard tile, marble, and wood tile to walls, floors, ceilings, and roof decks.
47-2051	Cement Masons and Concrete Finishers	Smooth and finish surfaces of poured concrete, such as floors, walks, sidewalks, roads, or curbs using a variety of hand and power tools. Align forms for sidewalks, curbs, or gutters; patch voids; and use saws to cut expansion joints. Installers of mortarless segmental concrete masonry wall units are classified in "Landscaping and Groundskeeping Workers" (37-3011).
47-2053	Terrazzo Workers and Finishers	Apply a mixture of cement, sand, pigment, or marble chips to floors, stairways, and cabinet fixtures to fashion durable and decorative surfaces.
47-2061	Construction Laborers	Perform tasks involving physical labor at construction sites. May operate hand and power tools of all types: air hammers, earth tampers, cement mixers, small mechanical hoists, surveying and measuring equipment, and a variety of other equipment and instruments. May clean and prepare sites, dig trenches, set braces to support the sides of excavations, erect scaffolding, and clean up rubble, debris and other waste materials. May assist other craft workers. Construction laborers who primarily assist a particular craft worker are classified under "Helpers, Construction Trades" (47-3010). Excludes "Hazardous Materials Removal Workers" (47-4041).

47-2071	Paving, Surfacing, and Tamping Equipment Operators	Operate equipment used for applying concrete, asphalt, or other materials to road beds, parking lots, or airport runways and taxiways, or equipment used for tamping gravel, dirt, or other materials. Includes concrete and asphalt paving machine operators, form tampers, tamping machine operators, and stone spreader operators.
47-2072	Pile-Driver Operators	Operate pile drivers mounted on skids, barges, crawler treads, or locomotive cranes to drive pilings for retaining walls, bulkheads, and foundations of structures, such as buildings, bridges, and piers.
47-2073	Operating Engineers and Other Construction Equipment Operators	Operate one or several types of power construction equipment, such as motor graders, bulldozers, scrapers, compressors, pumps, derricks, shovels, tractors, or front-end loaders to excavate, move, and grade earth, erect structures, or pour concrete or other hard surface pavement. May repair and maintain equipment in addition to other duties. Excludes "Crane and Tower Operators" (53-7021) and "Extraction Workers" (47-5000).
47-2081	Drywall and Ceiling Tile Installers	Apply plasterboard or other wallboard to ceilings or interior walls of buildings. Apply or mount acoustical tiles or blocks, strips, or sheets of shock-absorbing materials to ceilings and walls of buildings to reduce or reflect sound. Materials may be of decorative quality. Includes lathers who fasten wooden, metal, or rockboard lath to walls, ceilings or partitions of buildings to provide support base for plaster, fire-proofing, or acoustical material. Excludes "Carpet Installers" (47-2041), "Carpenters" (47-2031), and "Tile and Marble Setters" (47-2044).
47-2082	Tapers	Seal joints between plasterboard or other wallboard to prepare wall surface for painting or papering.
47-2111	Electricians	Install, maintain, and repair electrical wiring, equipment, and fixtures. Ensure that work is in accordance with relevant codes. May install or service street lights, intercom systems, or electrical control systems. Excludes "Security and Fire Alarm Systems Installers" (49-2098).
47-2121	Glaziers	Install glass in windows, skylights, store fronts, and display cases, or on surfaces, such as building fronts, interior walls, ceilings, and tabletops.
47-2131	Insulation Workers, Floor, Ceiling, and Wall	Line and cover structures with insulating materials. May work with batt, roll, or blown insulation materials.
47-2132	Insulation Workers, Mechanical	Apply insulating materials to pipes or ductwork, or other mechanical systems in order to help control and maintain temperature.
47-2141	Painters, Construction and Maintenance	Paint walls, equipment, buildings, bridges, and other structural surfaces, using brushes, rollers, and spray guns. May remove old paint to prepare surface prior to painting. May mix colors or oils to obtain desired color or consistency. Excludes "Paperhangers" (47-2142).
47-2142	Paperhangers	Cover interior walls or ceilings of rooms with decorative wallpaper or fabric, or attach advertising posters on surfaces such as walls and billboards. May remove old materials or prepare surfaces to be papered.
47-2151	Pipelayers	Lay pipe for storm or sanitation sewers, drains, and water mains. Perform any combination of the following tasks: grade trenches or culverts, position pipe, or seal joints. Excludes "Welders, Cutters, Solderers, and Brazers" (51-4121).
47-2152	Plumbers, Pipefitters, and Steamfitters	Assemble, install, alter, and repair pipelines or pipe systems that carry water, steam, air, or other liquids or gases. May install heating and cooling equipment and mechanical control systems. Includes sprinklerfitters.
47-2161	Plasterers and Stucco Masons	Apply interior or exterior plaster, cement, stucco, or similar materials. May also set ornamental plaster.
47-2171	Reinforcing Iron and Rebar Workers	Position and secure steel bars or mesh in concrete forms in order to reinforce concrete. Use a variety of fasteners, rod-bending machines, blowtorches, and hand tools. Includes rod busters.
47-2181	Roofers	Cover roofs of structures with shingles, slate, asphalt, aluminum, wood, or related materials. May spray roofs, sidings, and walls with material to bind, seal, insulate, or soundproof sections of structures.
47-2211	Sheet Metal Workers	Fabricate, assemble, install, and repair sheet metal products and equipment, such as ducts, control boxes, drainpipes, and furnace casings. Work may involve any of the following: setting up and operating fabricating machines to cut, bend, and straighten sheet metal; shaping metal over anvils, blocks, or forms using hammer; operating soldering and welding equipment to join sheet metal parts; or inspecting, assembling, and smoothing seams and joints of burred surfaces. Includes sheet metal duct installers who install prefabricated sheet metal ducts used for heating, air conditioning, or other purposes.
47-2221	Structural Iron and Steel Workers	Raise, place, and unite iron or steel girders, columns, and other structural members to form completed structures or structural frameworks. May erect metal storage tanks and assemble prefabricated metal buildings. Excludes "Reinforcing Iron and Rebar Workers" (47-2171).
47-2231	Solar Photovoltaic Installers	Assemble, install, or maintain solar photovoltaic (PV) systems on roofs or other structures in compliance with site assessment and schematics. May include measuring, cutting, assembling, and bolting structural framing and solar modules. May perform minor electrical work such as current checks. Excludes solar thermal installers who are included in "Plumbers, Pipefitters, and Steamfitters" (47-2152). Excludes solar PV electricians who are included in "Electricians" (47-2111).
47-3011	Helpers--Brickmasons, Blockmasons, Stonemasons, and Tile and Marble Setters	Help brickmasons, blockmasons, stonemasons, or tile and marble setters by performing duties requiring less skill. Duties include using, supplying or holding materials or tools, and cleaning work area and equipment. Construction laborers who do not primarily assist brickmasons, blockmasons, and stonemasons or tile and marble setters are classified under "Construction Laborers" (47-2061). Apprentice workers are classified with the appropriate skilled construction trade occupation (47-2011 through 47-2231).
47-3012	Helpers--Carpenters	Help carpenters by performing duties requiring less skill. Duties include using, supplying or holding materials or tools, and cleaning work area and equipment. Construction laborers who do not primarily assist carpenters are classified under "Construction Laborers" (47-2061). Apprentice workers are classified with the appropriate skilled construction trade occupation (47-2011 through 47-2231).
47-3013	Helpers--Electricians	Help electricians by performing duties requiring less skill. Duties include using, supplying or holding materials or tools, and cleaning work area and equipment. Construction laborers who do not primarily assist electricians are classified under "Construction Laborers" (47-2061). Apprentice workers are classified with the appropriate skilled construction trade occupation (47-2011 through 47-2231).
47-3014	Helpers--Painters, Paperhangers, Plasterers, and Stucco Masons	Help painters, paperhangers, plasterers, or stucco masons by performing duties requiring less skill. Duties include using, supplying or holding materials or tools, and cleaning work area and equipment. Construction laborers who do not primarily assist painters, paperhangers, plasterers, or stucco masons are classified under "Construction Laborers" (47-2061). Apprentice workers are classified with the appropriate skilled construction trade occupation (47-2011 through 47-2231).

47-3015	Helpers--Pipelayers, Plumbers, Pipefitters, and Steamfitters	Help plumbers, pipefitters, steamfitters, or pipelayers by performing duties requiring less skill. Duties include using, supplying or holding materials or tools, and cleaning work area and equipment. Construction laborers who do not primarily assist plumbers, pipefitters, steamfitters, or pipelayers are classified under "Construction Laborers" (47-2061). Apprentice workers are classified with the appropriate skilled construction trade occupation (47-2011 through 47-2231).
47-3016	Helpers--Roofers	Help roofers by performing duties requiring less skill. Duties include using, supplying or holding materials or tools, and cleaning work area and equipment. Construction laborers who do not primarily assist roofers are classified under "Construction Laborers" (47-2061). Apprentice workers are classified with the appropriate skilled construction trade occupation (47-2011 through 47-2231).
47-3019	Helpers, Construction Trades, All Other	All construction trades helpers not listed separately.
47-4011	Construction and Building Inspectors	Inspect structures using engineering skills to determine structural soundness and compliance with specifications, building codes, and other regulations. Inspections may be general in nature or may be limited to a specific area, such as electrical systems or plumbing.
47-4021	Elevator Installers and Repairers	Assemble, install, repair, or maintain electric or hydraulic freight or passenger elevators, escalators, or dumbwaiters.
47-4031	Fence Erectors	Erect and repair fences and fence gates, using hand and power tools.
47-4041	Hazardous Materials Removal Workers	Identify, remove, pack, transport, or dispose of hazardous materials, including asbestos, lead-based paint, waste oil, fuel, transmission fluid, radioactive materials, or contaminated soil. Specialized training and certification in hazardous materials handling or a confined entry permit are generally required. May operate earth-moving equipment or trucks.
47-4051	Highway Maintenance Workers	Maintain highways, municipal and rural roads, airport runways, and rights-of-way. Duties include patching broken or eroded pavement, repairing guard rails, highway markers, and snow fences. May also mow or clear brush from along road or plow snow from roadway. Excludes "Tree Trimmers and Pruners" (37-3013).
47-4061	Rail-Track Laying and Maintenance Equipment Operators	Lay, repair, and maintain track for standard or narrow-gauge railroad equipment used in regular railroad service or in plant yards, quarries, sand and gravel pits, and mines. Includes ballast cleaning machine operators and railroad bed tamping machine operators.
47-4071	Septic Tank Servicers and Sewer Pipe Cleaners	Clean and repair septic tanks, sewer lines, or drains. May patch walls and partitions of tank, replace damaged drain tile, or repair breaks in underground piping.
47-4091	Segmental Pavers	Lay out, cut, and place segmental paving units. Includes installers of bedding and restraining materials for the paving units.
47-4099	Construction and Related Workers, All Other	All construction and related workers not listed separately.
47-5011	Derrick Operators, Oil and Gas	Rig derrick equipment and operate pumps to circulate mud through drill hole.
47-5012	Rotary Drill Operators, Oil and Gas	Set up or operate a variety of drills to remove underground oil and gas, or remove core samples for testing during oil and gas exploration. Excludes "Earth Drillers, Except Oil and Gas" (47-5021).
47-5013	Service Unit Operators, Oil, Gas, and Mining	Operate equipment to increase oil flow from producing wells or to remove stuck pipe, casing, tools, or other obstructions from drilling wells. May also perform similar services in mining exploration operations. Includes fishing-tool technicians.
47-5021	Earth Drillers, Except Oil and Gas	Operate a variety of drills such as rotary, churn, and pneumatic to tap sub-surface water and salt deposits, to remove core samples during mineral exploration or soil testing, and to facilitate the use of explosives in mining or construction. May use explosives. Includes horizontal and earth boring machine operators.
47-5031	Explosives Workers, Ordnance Handling Experts, and Blasters	Place and detonate explosives to demolish structures or to loosen, remove, or displace earth, rock, or other materials. May perform specialized handling, storage, and accounting procedures. Includes seismograph shooters. Excludes "Earth Drillers, Except Oil and Gas" (47-5021) who may also work with explosives.
47-5041	Continuous Mining Machine Operators	Operate self-propelled mining machines that rip coal, metal and nonmetal ores, rock, stone, or sand from the mine face and load it onto conveyors or into shuttle cars in a continuous operation.
47-5042	Mine Cutting and Channeling Machine Operators	Operate machinery such as longwall shears, plows, and cutting machines to cut or channel along the face or seams of coal mines, stone quarries, or other mining surfaces to facilitate blasting, separating, or removing minerals or materials from mines or from the Earth's surface. Includes shale planers.
47-5049	Mining Machine Operators, All Other	All mining machine operators not listed separately.
47-5051	Rock Splitters, Quarry	Separate blocks of rough dimension stone from quarry mass using jackhammer and wedges.
47-5061	Roof Bolters, Mining	Operate machinery to install roof support bolts in underground mine.
47-5071	Roustabouts, Oil and Gas	Assemble or repair oil field equipment using hand and power tools. Perform other tasks as needed.
47-5081	Helpers--Extraction Workers	Help extraction craft workers, such as earth drillers, blasters and explosives workers, derrick operators, and mining machine operators, by performing duties requiring less skill. Duties include supplying equipment or cleaning work area. Apprentice workers are classified with the appropriate skilled construction trade occupation (47-2011 through 47-2231).
47-5099	Extraction Workers, All Other	All extraction workers not listed separately.
49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	Directly supervise and coordinate the activities of mechanics, installers, and repairers. Excludes team or work leaders.

49-2011	Computer, Automated Teller, and Office Machine Repairers	Repair, maintain, or install computers, word processing systems, automated teller machines, and electronic office machines, such as duplicating and fax machines.
49-2021	Radio, Cellular, and Tower Equipment Installers and Repairers	Repair, install or maintain mobile or stationary radio transmitting, broadcasting, and receiving equipment, and two-way radio communications systems used in cellular telecommunications, mobile broadband, ship-to-shore, aircraft-to-ground communications, and radio equipment in service and emergency vehicles. May test and analyze network coverage.
49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers	Install, set-up, rearrange, or remove switching, distribution, routing, and dialing equipment used in central offices or headends. Service or repair telephone, cable television, Internet, and other communications equipment on customers' property. May install communications equipment or communications wiring in buildings. Excludes "Telecommunications Line Installers and Repairers" (49-9052).
49-2091	Avionics Technicians	Install, inspect, test, adjust, or repair avionics equipment, such as radar, radio, navigation, and missile control systems in aircraft or space vehicles.
49-2092	Electric Motor, Power Tool, and Related Repairers	Repair, maintain, or install electric motors, wiring, or switches.
49-2093	Electrical and Electronics Installers and Repairers, Transportation Equipment	Install, adjust, or maintain mobile electronics communication equipment, including sound, sonar, security, navigation, and surveillance systems on trains, watercraft, or other mobile equipment. Excludes "Avionics Technicians" (49-2091) and "Electronic Equipment Installers and Repairers, Motor Vehicles" (49-2096).
49-2094	Electrical and Electronics Repairers, Commercial and Industrial Equipment	Repair, test, adjust, or install electronic equipment, such as industrial controls, transmitters, and antennas. Excludes "Avionics Technicians" (49-2091), "Electronic Equipment Installers and Repairers, Motor Vehicles" (49-2096), and "Electrical and Electronics Installers and Repairers, Transportation Equipment" (49-2093).
49-2095	Electrical and Electronics Repairers, Powerhouse, Substation, and Relay	Inspect, test, repair, or maintain electrical equipment in generating stations, substations, and in-service relays.
49-2096	Electronic Equipment Installers and Repairers, Motor Vehicles	Install, diagnose, or repair communications, sound, security, or navigation equipment in motor vehicles.
49-2097	Electronic Home Entertainment Equipment Installers and Repairers	Repair, adjust, or install audio or television receivers, stereo systems, camcorders, video systems, or other electronic home entertainment equipment.
49-2098	Security and Fire Alarm Systems Installers	Install, program, maintain, and repair security and fire alarm wiring and equipment. Ensure that work is in accordance with relevant codes. Excludes "Electricians" (47-2111) who do a broad range of electrical wiring.
49-3011	Aircraft Mechanics and Service Technicians	Diagnose, adjust, repair, or overhaul aircraft engines and assemblies, such as hydraulic and pneumatic systems. Includes helicopter and aircraft engine specialists. Excludes "Avionics Technician" (49-2091).
49-3021	Automotive Body and Related Repairers	Repair and refinish automotive vehicle bodies and straighten vehicle frames. Excludes "Painters, Transportation Equipment" (51-9122) and "Automotive Glass Installers and Repairers" (49-3022).
49-3022	Automotive Glass Installers and Repairers	Replace or repair broken windshields and window glass in motor vehicles.
49-3023	Automotive Service Technicians and Mechanics	Diagnose, adjust, repair, or overhaul automotive vehicles. Excludes "Automotive Body and Related Repairers" (49-3021), "Bus and Truck Mechanics and Diesel Engine Specialists" (49-3031), and "Electronic Equipment Installers and Repairers, Motor Vehicles" (49-2096).
49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	Diagnose, adjust, repair, or overhaul buses and trucks, or maintain and repair any type of diesel engines. Includes mechanics working primarily with automobile or marine diesel engines.
49-3041	Farm Equipment Mechanics and Service Technicians	Diagnose, adjust, repair, or overhaul farm machinery and vehicles, such as tractors, harvesters, dairy equipment, and irrigation systems. Excludes "Bus and Truck Mechanics and Diesel Engine Specialists" (49-3031).
49-3042	Mobile Heavy Equipment Mechanics, Except Engines	Diagnose, adjust, repair, or overhaul mobile mechanical, hydraulic, and pneumatic equipment, such as cranes, bulldozers, graders, and conveyors, used in construction, logging, and surface mining. Excludes "Rail Car Repairers" (49-3043) and "Bus and Truck Mechanics and Diesel Engine Specialists" (49-3031).
49-3043	Rail Car Repairers	Diagnose, adjust, repair, or overhaul railroad rolling stock, mine cars, or mass transit rail cars. Excludes "Bus and Truck Mechanics and Diesel Engine Specialists" (49-3031).
49-3051	Motorboat Mechanics and Service Technicians	Repair and adjust electrical and mechanical equipment of inboard or inboard-outboard boat engines. Excludes "Bus and Truck Mechanics and Diesel Engine Specialists" (49-3031).
49-3052	Motorcycle Mechanics	Diagnose, adjust, repair, or overhaul motorcycles, scooters, mopeds, dirt bikes, or similar motorized vehicles.
49-3053	Outdoor Power Equipment and Other Small Engine Mechanics	Diagnose, adjust, repair, or overhaul small engines used to power lawn mowers, chain saws, recreational sporting equipment and related equipment.
49-3091	Bicycle Repairers	Repair and service bicycles.

49-3092	Recreational Vehicle Service Technicians	Diagnose, inspect, adjust, repair, or overhaul recreational vehicles including travel trailers. May specialize in maintaining gas, electrical, hydraulic, plumbing, or chassis/towing systems as well as repairing generators, appliances, and interior components. Includes workers who perform customized van conversions. Excludes "Automotive Service Technicians and Mechanics" (49-3023) and "Bus and Truck Mechanics and Diesel Engine Specialists" (49-3031) who also work on recreation vehicles.
49-3093	Tire Repairers and Changers	Repair and replace tires.
49-9011	Mechanical Door Repairers	Install, service, or repair automatic door mechanisms and hydraulic doors. Includes garage door mechanics.
49-9012	Control and Valve Installers and Repairers, Except Mechanical Door	Install, repair, and maintain mechanical regulating and controlling devices, such as electric meters, gas regulators, thermostats, safety and flow valves, and other mechanical governors.
49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	Install or repair heating, central air conditioning, or refrigeration systems, including oil burners, hot-air furnaces, and heating stoves.
49-9031	Home Appliance Repairers	Repair, adjust, or install all types of electric or gas household appliances, such as refrigerators, washers, dryers, and ovens.
49-9041	Industrial Machinery Mechanics	Repair, install, adjust, or maintain industrial production and processing machinery or refinery and pipeline distribution systems. Excludes "Millwrights" (49-9044), "Mobile Heavy Equipment Mechanics, Except Engines" (49-3042), and "Maintenance Workers, Machinery" (49-9043).
49-9043	Maintenance Workers, Machinery	Lubricate machinery, change parts, or perform other routine machinery maintenance. Excludes "Maintenance and Repair Workers, General" (49-9071).
49-9044	Millwrights	Install, dismantle, or move machinery and heavy equipment according to layout plans, blueprints, or other drawings.
49-9045	Refractory Materials Repairers, Except Brickmasons	Build or repair equipment such as furnaces, kilns, cupolas, boilers, converters, ladles, soaking pits and ovens, using refractory materials.
49-9051	Electrical Power-Line Installers and Repairers	Install or repair cables or wires used in electrical power or distribution systems. May erect poles and light or heavy duty transmission towers. Excludes "Electrical and Electronics Repairers, Powerhouse, Substation, and Relay" (49-2095).
49-9052	Telecommunications Line Installers and Repairers	Install and repair telecommunications cable, including fiber optics.
49-9061	Camera and Photographic Equipment Repairers	Repair and adjust cameras and photographic equipment, including commercial video and motion picture camera equipment.
49-9062	Medical Equipment Repairers	Test, adjust, or repair biomedical or electromedical equipment.
49-9063	Musical Instrument Repairers and Tuners	Repair percussion, stringed, reed, or wind instruments. May specialize in one area, such as piano tuning. Excludes "Electronic Home Entertainment Equipment Installers and Repairers" (49-2097) who repair electrical and electronic musical instruments.
49-9064	Watch Repairers	Repair, clean, and adjust mechanisms of timing instruments, such as watches and clocks. Includes watchmakers, watch technicians, and mechanical timepiece repairers.
49-9069	Precision Instrument and Equipment Repairers, All Other	All precision instrument and equipment repairers not listed separately.
49-9071	Maintenance and Repair Workers, General	Perform work involving the skills of two or more maintenance or craft occupations to keep machines, mechanical equipment, or the structure of an establishment in repair. Duties may involve pipe fitting; boiler making; insulating; welding; machining; carpentry; repairing electrical or mechanical equipment; installing, aligning, and balancing new equipment; and repairing buildings, floors, or stairs. Excludes "Maintenance Workers, Machinery" (49-9043).
49-9081	Wind Turbine Service Technicians	Inspect, diagnose, adjust, or repair wind turbines. Perform maintenance on wind turbine equipment including resolving electrical, mechanical, and hydraulic malfunctions.
49-9091	Coin, Vending, and Amusement Machine Servicers and Repairers	Install, service, adjust, or repair coin, vending, or amusement machines including video games, juke boxes, pinball machines, or slot machines.
49-9092	Commercial Divers	Work below surface of water, using scuba gear to inspect, repair, remove, or install equipment and structures. May use a variety of power and hand tools, such as drills, sledgehammers, torches, and welding equipment. May conduct tests or experiments, rig explosives, or photograph structures or marine life. Excludes "Fishers and Related Fishing Workers" (45-3011), "Athletes and Sports Competitors" (27-2021), and "Police and Sheriff's Patrol Officers" (33-3051).
49-9093	Fabric Menders, Except Garment	Repair tears, holes, and other defects in fabrics, such as draperies, linens, parachutes, and tents.
49-9094	Locksmiths and Safe Repairers	Repair and open locks; make keys; change locks and safe combinations; and install and repair safes.
49-9095	Manufactured Building and Mobile Home Installers	Move or install mobile homes or prefabricated buildings.
49-9096	Riggers	Set up or repair rigging for construction projects, manufacturing plants, logging yards, ships and shipyards, or for the entertainment industry.
49-9097	Signal and Track Switch Repairers	Install, inspect, test, maintain, or repair electric gate crossings, signals, signal equipment, track switches, section lines, or intercommunications systems within a railroad system.

49-9098	Helpers--Installation, Maintenance, and Repair Workers	Help installation, maintenance, and repair workers in maintenance, parts replacement, and repair of vehicles, industrial machinery, and electrical and electronic equipment. Perform duties such as furnishing tools, materials, and supplies to other workers; cleaning work area, machines, and tools; and holding materials or tools for other workers.
49-9099	Installation, Maintenance, and Repair Workers, All Other	All, installation, maintenance, and repair workers not listed separately.
51-1011	First-Line Supervisors of Production and Operating Workers	Directly supervise and coordinate the activities of production and operating workers, such as inspectors, precision workers, machine setters and operators, assemblers, fabricators, and plant and system operators. Excludes team or work leaders.
51-2011	Aircraft Structure, Surfaces, Rigging, and Systems Assemblers	Assemble, fit, fasten, and install parts of airplanes, space vehicles, or missiles, such as tails, wings, fuselage, bulkheads, stabilizers, landing gear, rigging and control equipment, or heating and ventilating systems.
51-2021	Coil Winders, Tapers, and Finishers	Wind wire coils used in electrical components, such as resistors and transformers, and in electrical equipment and instruments, such as field cores, bobbins, armature cores, electrical motors, generators, and control equipment.
51-2022	Electrical and Electronic Equipment Assemblers	Assemble or modify electrical or electronic equipment, such as computers, test equipment telemetering systems, electric motors, and batteries.
51-2023	Electromechanical Equipment Assemblers	Assemble or modify electromechanical equipment or devices, such as servomechanisms, gyros, dynamometers, magnetic drums, tape drives, brakes, control linkage, actuators, and appliances.
51-2031	Engine and Other Machine Assemblers	Construct, assemble, or rebuild machines, such as engines, turbines, and similar equipment used in such industries as construction, extraction, textiles, and paper manufacturing.
51-2041	Structural Metal Fabricators and Fitters	Fabricate, position, align, and fit parts of structural metal products. Shipfitters are included in "Layout Workers, Metal and Plastic" (51-4192).
51-2091	Fiberglass Laminators and Fabricators	Laminate layers of fiberglass on molds to form boat decks and hulls, bodies for golf carts, automobiles, or other products.
51-2092	Team Assemblers	Work as part of a team having responsibility for assembling an entire product or component of a product. Team assemblers can perform all tasks conducted by the team in the assembly process and rotate through all or most of them rather than being assigned to a specific task on a permanent basis. May participate in making management decisions affecting the work. Includes team leaders who work as part of the team. Assemblers who continuously perform the same task are classified elsewhere in 51-2000.
51-2093	Timing Device Assemblers and Adjusters	Perform precision assembling, adjusting, or calibrating, within narrow tolerances, of timing devices such as digital clocks or timing devices with electrical or electronic components. Excludes watchmakers, which are included in "Watch Repairers" (49-9064).
51-2099	Assemblers and Fabricators, All Other	All assemblers and fabricators not listed separately.
51-3011	Bakers	Mix and bake ingredients to produce breads, rolls, cookies, cakes, pies, pastries, or other baked goods. Pastry chefs in restaurants and hotels are included with "Chefs and Head Cooks" (35-1011).
51-3021	Butchers and Meat Cutters	Cut, trim, or prepare consumer-sized portions of meat for use or sale in retail establishments.
51-3022	Meat, Poultry, and Fish Cutters and Trimmers	Use hand or hand tools to perform routine cutting and trimming of meat, poultry, and seafood.
51-3023	Slaughterers and Meat Packers	Work in slaughtering, meat packing, or wholesale establishments performing precision functions involving the preparation of meat. Work may include specialized slaughtering tasks, cutting standard or premium cuts of meat for marketing, making sausage, or wrapping meats. Excludes "Meat, Poultry, and Fish Cutters and Trimmers" (51-3022) who perform routine meat cutting.
51-3091	Food and Tobacco Roasting, Baking, and Drying Machine Operators and Tenders	Operate or tend food or tobacco roasting, baking, or drying equipment, including hearth ovens, kiln driers, roasters, char kilns, and vacuum drying equipment.
51-3092	Food Batchmakers	Set up and operate equipment that mixes or blends ingredients used in the manufacturing of food products. Includes candy makers and cheese makers.
51-3093	Food Cooking Machine Operators and Tenders	Operate or tend cooking equipment, such as steam cooking vats, deep fry cookers, pressure cookers, kettles, and boilers, to prepare food products. Excludes "Food and Tobacco Roasting, Baking, and Drying Machine Operators and Tenders" (51-3091).
51-3099	Food Processing Workers, All Other	All food processing workers not listed separately
51-4011	Computer-Controlled Machine Tool Operators, Metal and Plastic	Operate computer-controlled machines or robots to perform one or more machine functions on metal or plastic work pieces.
51-4012	Computer Numerically Controlled Machine Tool Programmers, Metal and Plastic	Develop programs to control machining or processing of metal or plastic parts by automatic machine tools, equipment, or systems.

51-4021	Extruding and Drawing Machine Setters, Operators, and Tenders, Metal and Plastic	Set up, operate, or tend machines to extrude or draw thermoplastic or metal materials into tubes, rods, hoses, wire, bars, or structural shapes.
51-4022	Forging Machine Setters, Operators, and Tenders, Metal and Plastic	Set up, operate, or tend forging machines to taper, shape, or form metal or plastic parts.
51-4023	Rolling Machine Setters, Operators, and Tenders, Metal and Plastic	Set up, operate, or tend machines to roll steel or plastic forming bends, beads, knurls, rolls, or plate or to flatten, temper, or reduce gauge of material.
51-4031	Cutting, Punching, and Press Machine Setters, Operators, and Tenders, Metal and Plastic	Set up, operate, or tend machines to saw, cut, shear, slit, punch, crimp, notch, bend, or straighten metal or plastic material.
51-4032	Drilling and Boring Machine Tool Setters, Operators, and Tenders, Metal and Plastic	Set up, operate, or tend drilling machines to drill, bore, ream, mill, or countersink metal or plastic work pieces.
51-4033	Grinding, Lapping, Polishing, and Buffing Machine Tool Setters, Operators, and Tenders, Metal and Plastic	Set up, operate, or tend grinding and related tools that remove excess material or burrs from surfaces, sharpen edges or corners, or buff, hone, or polish metal or plastic work pieces.
51-4034	Lathe and Turning Machine Tool Setters, Operators, and Tenders, Metal and Plastic	Set up, operate, or tend lathe and turning machines to turn, bore, thread, form, or face metal or plastic materials, such as wire, rod, or bar stock.
51-4035	Milling and Planing Machine Setters, Operators, and Tenders, Metal and Plastic	Set up, operate, or tend milling or planing machines to mill, plane, shape, groove, or profile metal or plastic work pieces.
51-4041	Machinists	Set up and operate a variety of machine tools to produce precision parts and instruments. Includes precision instrument makers who fabricate, modify, or repair mechanical instruments. May also fabricate and modify parts to make or repair machine tools or maintain industrial machines, applying knowledge of mechanics, mathematics, metal properties, layout, and machining procedures.
51-4051	Metal-Refining Furnace Operators and Tenders	Operate or tend furnaces, such as gas, oil, coal, electric-arc or electric induction, open-hearth, or oxygen furnaces, to melt and refine metal before casting or to produce specified types of steel. Excludes "Heat Treating Equipment Setters, Operators, and Tenders, Metal and Plastic" (51-4191).
51-4052	Pourers and Casters, Metal	Operate hand-controlled mechanisms to pour and regulate the flow of molten metal into molds to produce castings or ingots.
51-4061	Model Makers, Metal and Plastic	Set up and operate machines, such as lathes, milling and engraving machines, and jig borers to make working models of metal or plastic objects. Includes template makers.
51-4062	Patternmakers, Metal and Plastic	Lay out, machine, fit, and assemble castings and parts to metal or plastic foundry patterns, core boxes, or match plates.
51-4071	Foundry Mold and Coremakers	Make or form wax or sand cores or molds used in the production of metal castings in foundries.
51-4072	Molding, Coremaking, and Casting Machine Setters, Operators, and Tenders, Metal and Plastic	Set up, operate, or tend metal or plastic molding, casting, or coremaking machines to mold or cast metal or thermoplastic parts or products.
51-4081	Multiple Machine Tool Setters, Operators, and Tenders, Metal and Plastic	Set up, operate, or tend more than one type of cutting or forming machine tool or robot.
51-4111	Tool and Die Makers	Analyze specifications, lay out metal stock, set up and operate machine tools, and fit and assemble parts to make and repair dies, cutting tools, jigs, fixtures, gauges, and machinists' hand tools.
51-4121	Welders, Cutters, Solderers, and Brazers	Use hand-welding, flame-cutting, hand soldering, or brazing equipment to weld or join metal components or to fill holes, indentations, or seams of fabricated metal products.
51-4122	Welding, Soldering, and Brazing Machine Setters, Operators, and Tenders	Set up, operate, or tend welding, soldering, or brazing machines or robots that weld, braze, solder, or heat treat metal products, components, or assemblies. Includes workers who operate laser cutters or laser-beam machines.
51-4191	Heat Treating Equipment Setters, Operators, and Tenders, Metal and Plastic	Set up, operate, or tend heating equipment, such as heat-treating furnaces, flame-hardening machines, induction machines, soaking pits, or vacuum equipment to temper, harden, anneal, or heat-treat metal or plastic objects.
51-4192	Layout Workers, Metal and Plastic	Lay out reference points and dimensions on metal or plastic stock or workpieces, such as sheets, plates, tubes, structural shapes, castings, or machine parts, for further processing. Includes shipfitters.



51-4193	Plating and Coating Machine Setters, Operators, and Tenders, Metal and Plastic	Set up, operate, or tend plating or coating machines to coat metal or plastic products with chromium, zinc, copper, cadmium, nickel, or other metal to protect or decorate surfaces. Includes electrolytic processes.
51-4194	Tool Grinders, Filers, and Sharpeners	Perform precision smoothing, sharpening, polishing, or grinding of metal objects.
51-4199	Metal Workers and Plastic Workers, All Other	All metal workers and plastic workers not listed separately.
51-5111	Prepress Technician and Workers	Format and proof text and images submitted by designers and clients into finished pages that can be printed. Includes digital and photo typesetting. May produce printing plates.
51-5112	Printing Press Operators	Set up and operate digital, letterpress, lithographic, flexographic, gravure, or other printing machines. Includes short-run offset printing presses.
51-5113	Print Binding and Finishing Workers	Bind books and other publications or finish printed products by hand or machine. May set up binding and finishing machines.
51-6011	Laundry and Dry-Cleaning Workers	Operate or tend washing or dry-cleaning machines to wash or dry-clean industrial or household articles, such as cloth garments, suede, leather, furs, blankets, draperies, linens, rugs, and carpets. Includes spotters and dyers of these articles.
51-6021	Pressers, Textile, Garment, and Related Materials	Press or shape articles by hand or machine.
51-6031	Sewing Machine Operators	Operate or tend sewing machines to join, reinforce, decorate, or perform related sewing operations in the manufacture of garment or nongarment products.
51-6041	Shoe and Leather Workers and Repairers	Construct, decorate, or repair leather and leather-like products, such as luggage, shoes, and saddles.
51-6042	Shoe Machine Operators and Tenders	Operate or tend a variety of machines to join, decorate, reinforce, or finish shoes and shoe parts.
51-6051	Sewers, Hand	Sew, join, reinforce, or finish, usually with needle and thread, a variety of manufactured items. Includes weavers and stitchers. Excludes "Fabric Menders, Except Garment" (49-9093).
51-6052	Tailors, Dressmakers, and Custom Sewers	Design, make, alter, repair, or fit garments.
51-6061	Textile Bleaching and Dyeing Machine Operators and Tenders	Operate or tend machines to bleach, shrink, wash, dye, or finish textiles or synthetic or glass fibers.
51-6062	Textile Cutting Machine Setters, Operators, and Tenders	Set up, operate, or tend machines that cut textiles.
51-6063	Textile Knitting and Weaving Machine Setters, Operators, and Tenders	Set up, operate, or tend machines that knit, loop, weave, or draw in textiles. Excludes "Sewing Machine Operators" (51-6031).
51-6064	Textile Winding, Twisting, and Drawing Out Machine Setters, Operators, and Tenders	Set up, operate, or tend machines that wind or twist textiles; or draw out and combine sliver, such as wool, hemp, or synthetic fibers. Includes slubber machine and drawing frame operators.
51-6091	Extruding and Forming Machine Setters, Operators, and Tenders, Synthetic and Glass Fibers	Set up, operate, or tend machines that extrude and form continuous filaments from synthetic materials, such as liquid polymer, rayon, and fiberglass.
51-6092	Fabric and Apparel Patternmakers	Draw and construct sets of precision master fabric patterns or layouts. May also mark and cut fabrics and apparel.
51-6093	Upholsterers	Make, repair, or replace upholstery for household furniture or transportation vehicles.
51-6099	Textile, Apparel, and Furnishings Workers, All Other	All textile, apparel, and furnishings workers not listed separately.
51-7011	Cabinetmakers and Bench Carpenters	Cut, shape, and assemble wooden articles or set up and operate a variety of woodworking machines, such as power saws, jointers, and mortisers to surface, cut, or shape lumber or to fabricate parts for wood products. Excludes "Woodworking Machine Setters, Operators, and Tenders" (51-7040).
51-7021	Furniture Finishers	Shape, finish, and refinish damaged, worn, or used furniture or new high-grade furniture to specified color or finish.
51-7031	Model Makers, Wood	Construct full-size and scale wooden precision models of products. Includes wood jig builders and loft workers.
51-7032	Patternmakers, Wood	Plan, lay out, and construct wooden unit or sectional patterns used in forming sand molds for castings.
51-7041	Sawing Machine Setters, Operators, and Tenders, Wood	Set up, operate, or tend wood sawing machines. May operate CNC equipment. Includes lead sawyers.
51-7042	Woodworking Machine Setters, Operators, and Tenders, Except Sawing	Set up, operate, or tend woodworking machines, such as drill presses, lathes, shapers, routers, sanders, planers, and wood nailing machines. May operate CNC equipment.

51-7099	Woodworkers, All Other	All woodworkers not listed separately.
51-8011	Nuclear Power Reactor Operators	Operate or control nuclear reactors. Move control rods, start and stop equipment, monitor and adjust controls, and record data in logs. Implement emergency procedures when needed. May respond to abnormalities, determine cause, and recommend corrective action.
51-8012	Power Distributors and Dispatchers	Coordinate, regulate, or distribute electricity or steam.
51-8013	Power Plant Operators	Control, operate, or maintain machinery to generate electric power. Includes auxiliary equipment operators. Excludes "Nuclear Power Reactor Operators" (51-8011).
51-8021	Stationary Engineers and Boiler Operators	Operate or maintain stationary engines, boilers, or other mechanical equipment to provide utilities for buildings or industrial processes. Operate equipment, such as steam engines, generators, motors, turbines, and steam boilers.
51-8031	Water and Wastewater Treatment Plant and System Operators	Operate or control an entire process or system of machines, often through the use of control boards, to transfer or treat water or wastewater.
51-8091	Chemical Plant and System Operators	Control or operate entire chemical processes or system of machines.
51-8092	Gas Plant Operators	Distribute or process gas for utility companies and others by controlling compressors to maintain specified pressures on main pipelines.
51-8093	Petroleum Pump System Operators, Refinery Operators, and Gaugers	Operate or control petroleum refining or processing units. May specialize in controlling manifold and pumping systems, gauging or testing oil in storage tanks, or regulating the flow of oil into pipelines.
51-8099	Plant and System Operators, All Other	All plant and system operators not listed separately.
51-9011	Chemical Equipment Operators and Tenders	Operate or tend equipment to control chemical changes or reactions in the processing of industrial or consumer products. Equipment used includes devulcanizers, steam-jacketed kettles, and reactor vessels. Excludes "Chemical Plant and System Operators" (51-8091).
51-9012	Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders	Set up, operate, or tend continuous flow or vat-type equipment; filter presses; shaker screens; centrifuges; condenser tubes; precipitating, fermenting, or evaporating tanks; scrubbing towers; or batch stills. These machines extract, sort, or separate liquids, gases, or solids from other materials to recover a refined product. Includes dairy processing equipment operators. Excludes "Chemical Equipment Operators and Tenders" (51-9011).
51-9021	Crushing, Grinding, and Polishing Machine Setters, Operators, and Tenders	Set up, operate, or tend machines to crush, grind, or polish materials, such as coal, glass, grain, stone, food, or rubber.
51-9022	Grinding and Polishing Workers, Hand	Grind, sand, or polish, using hand tools or hand-held power tools, a variety of metal, wood, stone, clay, plastic, or glass objects. Includes chippers, buffers, and finishers.
51-9023	Mixing and Blending Machine Setters, Operators, and Tenders	Set up, operate, or tend machines to mix or blend materials, such as chemicals, tobacco, liquids, color pigments, or explosive ingredients. Excludes "Food Batchmakers" (51-3092).
51-9031	Cutters and Trimmers, Hand	Use hand tools or hand-held power tools to cut and trim a variety of manufactured items, such as carpet, fabric, stone, glass, or rubber.
51-9032	Cutting and Slicing Machine Setters, Operators, and Tenders	Set up, operate, or tend machines that cut or slice materials, such as glass, stone, cork, rubber, tobacco, food, paper, or insulating material. Excludes "Woodworking Machine Setters, Operators, and Tenders" (51-7040), "Cutting, Punching, and Press Machine Setters, Operators, and Tenders, Metal and Plastic" (51-4031), and "Textile Cutting Machine Setters, Operators, and Tenders" (51-6062).
51-9041	Extruding, Forming, Pressing, and Compacting Machine Setters, Operators, and Tenders	Set up, operate, or tend machines, such as glass forming machines, plodder machines, and tuber machines, to shape and form products, such as glassware, food, rubber, soap, brick, tile, clay, wax, tobacco, or cosmetics. Excludes "Paper Goods Machine Setters, Operators, and Tenders" (51-9196) and "Shoe Machine Operators and Tenders" (51-6042).
51-9051	Furnace, Kiln, Oven, Drier, and Kettle Operators and Tenders	Operate or tend heating equipment other than basic metal, plastic, or food processing equipment. Includes activities, such as annealing glass, drying lumber, curing rubber, removing moisture from materials, or boiling soap.
51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	Inspect, test, sort, sample, or weigh nonagricultural raw materials or processed, machined, fabricated, or assembled parts or products for defects, wear, and deviations from specifications. May use precision measuring instruments and complex test equipment.
51-9071	Jewelers and Precious Stone and Metal Workers	Design, fabricate, adjust, repair, or appraise jewelry, gold, silver, other precious metals, or gems. Includes diamond polishers and gem cutters, and persons who perform precision casting and modeling of molds, casting metal in molds, or setting precious and semi-precious stones for jewelry and related products.
51-9081	Dental Laboratory Technicians	Construct and repair full or partial dentures or dental appliances. Excludes "Dental Assistants" (31-9091).
51-9082	Medical Appliance Technicians	Construct, fit, maintain, or repair medical supportive devices, such as braces, orthotics and prosthetic devices, joints, arch supports, and other surgical and medical appliances.
51-9083	Ophthalmic Laboratory Technicians	Cut, grind, and polish eyeglasses, contact lenses, or other precision optical elements. Assemble and mount lenses into frames or process other optical elements. Includes precision lens polishers or grinders, centerer-edgers, and lens mounters. Excludes "Opticians, Dispensing" (29-2081).
51-9111	Packaging and Filling Machine Operators and Tenders	Operate or tend machines to prepare industrial or consumer products for storage or shipment. Includes cannery workers who pack food products.

51-9121	Coating, Painting, and Spraying Machine Setters, Operators, and Tenders	Set up, operate, or tend machines to coat or paint any of a wide variety of products including, glassware, cloth, ceramics, metal, plastic, paper, or wood, with lacquer, silver, copper, rubber, varnish, glaze, enamel, oil, or rust-proofing materials. Excludes "Plating and Coating Machine Setters, Operators, and Tenders, Metal and Plastic" (51-4193) and "Painters, Transportation Equipment" (51-9122).
51-9122	Painters, Transportation Equipment	Operate or tend painting machines to paint surfaces of transportation equipment, such as automobiles, buses, trucks, trains, boats, and airplanes. Includes painters in auto body repair facilities.
51-9123	Painting, Coating, and Decorating Workers	Paint, coat, or decorate articles, such as furniture, glass, plateware, pottery, jewelry, toys, books, or leather. Excludes "Artists and Related Workers" (27-1010), "Designers" (27-1020), "Photographic Process Workers and Processing Machine Operators" (51-9151), and "Etchers and Engravers" (51-9194).
51-9141	Semiconductor Processors	Perform any or all of the following functions in the manufacture of electronic semiconductors: load semiconductor material into furnace; saw formed ingots into segments; load individual segment into crystal growing chamber and monitor controls; locate crystal axis in ingot using x-ray equipment and saw ingots into wafers; and clean, polish, and load wafers into series of special purpose furnaces, chemical baths, and equipment used to form circuitry and change conductive properties.
51-9151	Photographic Process Workers and Processing Machine Operators	Perform work involved in developing and processing photographic images from film or digital media. May perform precision tasks such as editing photographic negatives and prints.
51-9191	Adhesive Bonding Machine Operators and Tenders	Operate or tend bonding machines that use adhesives to join items for further processing or to form a completed product. Processes include joining veneer sheets into plywood; gluing paper; or joining rubber and rubberized fabric parts, plastic, simulated leather, or other materials. Excludes "Shoe Machine Operators and Tenders" (51-6042).
51-9192	Cleaning, Washing, and Metal Pickling Equipment Operators and Tenders	Operate or tend machines to wash or clean products, such as barrels or kegs, glass items, tin plate, food, pulp, coal, plastic, or rubber, to remove impurities.
51-9193	Cooling and Freezing Equipment Operators and Tenders	Operate or tend equipment, such as cooling and freezing units, refrigerators, batch freezers, and freezing tunnels, to cool or freeze products, food, blood plasma, and chemicals.
51-9194	Etchers and Engravers	Engrave or etch metal, wood, rubber, or other materials. Includes such workers as etcher-circuit processors, pantograph engravers, and silk screen etchers. Photoengravers are included in "Prepress Technicians and Workers" (51-5111).
51-9195	Molders, Shapers, and Casters, Except Metal and Plastic	Mold, shape, form, cast, or carve products such as food products, figurines, tile, pipes, and candles consisting of clay, glass, plaster, concrete, stone, or combinations of materials.
51-9196	Paper Goods Machine Setters, Operators, and Tenders	Set up, operate, or tend paper goods machines that perform a variety of functions, such as converting, sawing, corrugating, banding, wrapping, boxing, stitching, forming, or sealing paper or paperboard sheets into products.
51-9197	Tire Builders	Operate machines to build tires.
51-9198	Helpers--Production Workers	Help production workers by performing duties requiring less skill. Duties include supplying or holding materials or tools, and cleaning work area and equipment. Apprentice workers are classified in the appropriate production occupations (51-0000).
51-9199	Production Workers, All Other	All production workers not listed separately.
53-1011	Aircraft Cargo Handling Supervisors	Supervise and coordinate the activities of ground crew in the loading, unloading, securing, and staging of aircraft cargo or baggage. May determine the quantity and orientation of cargo and compute aircraft center of gravity. May accompany aircraft as member of flight crew and monitor and handle cargo in flight, and assist and brief passengers on safety and emergency procedures. Includes loadmasters.
53-1021	First-Line Supervisors of Helpers, Laborers, and Material Movers, Hand	Directly supervise and coordinate the activities of helpers, laborers, or material movers.
53-1031	First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators	Directly supervise and coordinate activities of transportation and material-moving machine and vehicle operators and helpers.
53-2011	Airline Pilots, Copilots, and Flight Engineers	Pilot and navigate the flight of fixed-wing, multi-engine aircraft, usually on scheduled air carrier routes, for the transport of passengers and cargo. Requires Federal Air Transport certificate and rating for specific aircraft type used. Includes regional, National, and international airline pilots and flight instructors of airline pilots.
53-2012	Commercial Pilots	Pilot and navigate the flight of fixed-wing aircraft on nonscheduled air carrier routes, or helicopters. Requires Commercial Pilot certificate. Includes charter pilots with similar certification, and air ambulance and air tour pilots. Excludes regional, National, and international airline pilots.
53-2021	Air Traffic Controllers	Control air traffic on and within vicinity of airport and movement of air traffic between altitude sectors and control centers according to established procedures and policies. Authorize, regulate, and control commercial airline flights according to government or company regulations to expedite and ensure flight safety.
53-2022	Airfield Operations Specialists	Ensure the safe takeoff and landing of commercial and military aircraft. Duties include coordination between air-traffic control and maintenance personnel; dispatching; using airfield landing and navigational aids; implementing airfield safety procedures; monitoring and maintaining flight records; and applying knowledge of weather information.
53-2031	Flight Attendants	Provide personal services to ensure the safety, security, and comfort of airline passengers during flight. Greet passengers, verify tickets, explain use of safety equipment, and serve food or beverages.

53-3011	Ambulance Drivers and Attendants, Except Emergency Medical Technicians	Drive ambulance or assist ambulance driver in transporting sick, injured, or convalescent persons. Assist in lifting patients.
53-3021	Bus Drivers, Transit and Intercity	Drive bus or motor coach, including regular route operations, charters, and private carriage. May assist passengers with baggage. May collect fares or tickets.
53-3022	Bus Drivers, School or Special Client	Transport students or special clients, such as the elderly or persons with disabilities. Ensure adherence to safety rules. May assist passengers in boarding or exiting.
53-3031	Driver/Sales Workers	Drive truck or other vehicle over established routes or within an established territory and sell or deliver goods, such as food products, including restaurant take-out items, or pick up or deliver items such as commercial laundry. May also take orders, collect payment, or stock merchandise at point of delivery. Includes newspaper delivery drivers. Excludes "Coin, Vending, and Amusement Machine Servicers and Repairers" (49-9091) and "Light Truck or Delivery Services Drivers" (53-3033).
53-3032	Heavy and Tractor-Trailer Truck Drivers	Drive a tractor-trailer combination or a truck with a capacity of at least 26,000 pounds Gross Vehicle Weight (GVW). May be required to unload truck. Requires commercial drivers' license.
53-3033	Light Truck or Delivery Services Drivers	Drive a light vehicle, such as a truck or van, with a capacity of less than 26,000 pounds Gross Vehicle Weight (GVW), primarily to deliver or pick up merchandise or to deliver packages. May load and unload vehicle. Excludes "Couriers and Messengers" (43-5021) and "Driver/Sales Workers" (53-3031).
53-3041	Taxi Drivers and Chauffeurs	Drive automobiles, vans, or limousines to transport passengers. May occasionally carry cargo. Includes hearse drivers. Excludes "Ambulance Drivers and Attendants, Except Emergency Medical Technicians" (53-3011) and "Bus Drivers" (53-3020).
53-3099	Motor Vehicle Operators, All Other	All motor vehicle operators not listed separately.
53-4011	Locomotive Engineers	Drive electric, diesel-electric, steam, or gas-turbine-electric locomotives to transport passengers or freight. Interpret train orders, electronic or manual signals, and railroad rules and regulations.
53-4012	Locomotive Firers	Monitor locomotive instruments and watch for dragging equipment, obstacles on rights-of-way, and train signals during run. Watch for and relay traffic signals from yard workers to yard engineer in railroad yard.
53-4013	Rail Yard Engineers, Dinkey Operators, and Hostlers	Drive switching or other locomotive or dinkey engines within railroad yard, industrial plant, quarry, construction project, or similar location.
53-4021	Railroad Brake, Signal, and Switch Operators	Operate railroad track switches. Couple or uncouple rolling stock to make up or break up trains. Signal engineers by hand or flagging. May inspect couplings, air hoses, journal boxes, and hand brakes.
53-4031	Railroad Conductors and Yardmasters	Coordinate activities of switch-engine crew within railroad yard, industrial plant, or similar location. Conductors coordinate activities of train crew on passenger or freight trains. Yardmasters review train schedules and switching orders and coordinate activities of workers engaged in railroad traffic operations, such as the makeup or breakup of trains and yard switching.
53-4041	Subway and Streetcar Operators	Operate subway or elevated suburban trains with no separate locomotive, or electric-powered streetcar, to transport passengers. May handle fares.
53-4099	Rail Transportation Workers, All Other	All rail transportation workers not listed separately.
53-5011	Sailors and Marine Oilers	Stand watch to look for obstructions in path of vessel, measure water depth, turn wheel on bridge, or use emergency equipment as directed by captain, mate, or pilot. Break out, rig, overhaul, and store cargo-handling gear, stationary rigging, and running gear. Perform a variety of maintenance tasks to preserve the painted surface of the ship and to maintain line and ship equipment. Must hold government-issued certification and tankerman certification when working aboard liquid-carrying vessels. Includes able seamen and ordinary seamen.
53-5021	Captains, Mates, and Pilots of Water Vessels	Command or supervise operations of ships and water vessels, such as tugboats and ferryboats. Required to hold license issued by U.S. Coast Guard. Excludes "Motorboat Operators" (53-5022).
53-5022	Motorboat Operators	Operate small motor-driven boats. May assist in navigational activities.
53-5031	Ship Engineers	Supervise and coordinate activities of crew engaged in operating and maintaining engines, boilers, deck machinery, and electrical, sanitary, and refrigeration equipment aboard ship.
53-6011	Bridge and Lock Tenders	Operate and tend bridges, canal locks, and lighthouses to permit marine passage on inland waterways, near shores, and at danger points in waterway passages. May supervise such operations. Includes drawbridge operators, lock operators, and slip bridge operators.
53-6021	Parking Lot Attendants	Park vehicles or issue tickets for customers in a parking lot or garage. May collect fee.
53-6031	Automotive and Watercraft Service Attendants	Service automobiles, buses, trucks, boats, and other automotive or marine vehicles with fuel, lubricants, and accessories. Collect payment for services and supplies. May lubricate vehicle, change motor oil, install antifreeze, or replace lights or other accessories, such as windshield wiper blades or fan belts. May repair or replace tires.
53-6041	Traffic Technicians	Conduct field studies to determine traffic volume, speed, effectiveness of signals, adequacy of lighting, and other factors influencing traffic conditions, under direction of traffic engineer.
53-6051	Transportation Inspectors	Inspect equipment or goods in connection with the safe transport of cargo or people. Includes rail transportation inspectors, such as freight inspectors; rail inspectors; and other inspectors of transportation vehicles, not elsewhere classified. Excludes "Transportation Security Screeners" (33-9093).
53-6061	Transportation Attendants, Except Flight Attendants	Provide services to ensure the safety and comfort of passengers aboard ships, buses, trains, or within the station or terminal. Perform duties such as greeting passengers, explaining the use of safety equipment, serving meals or beverages, or answering questions related to travel. Excludes "Baggage Porters and Bellhops" (39-6011).

53-6099	Transportation Workers, All Other	All transportation workers not listed separately.
53-7011	Conveyor Operators and Tenders	Control or tend conveyors or conveyor systems that move materials or products to and from stockpiles, processing stations, departments, or vehicles. May control speed and routing of materials or products.
53-7021	Crane and Tower Operators	Operate mechanical boom and cable or tower and cable equipment to lift and move materials, machines, or products in many directions. Excludes "Excavating and Loading Machine and Dragline Operators" (53-7032).
53-7031	Dredge Operators	Operate dredge to remove sand, gravel, or other materials in order to excavate and maintain navigable channels in waterways.
53-7032	Excavating and Loading Machine and Dragline Operators	Operate or tend machinery equipped with scoops, shovels, or buckets, to excavate and load loose materials. Excludes "Dredge Operators" (53-7031).
53-7033	Loading Machine Operators, Underground Mining	Operate underground loading machine to load coal, ore, or rock into shuttle or mine car or onto conveyors. Loading equipment may include power shovels, hoisting engines equipped with cable-drawn scraper or scoop, or machines equipped with gathering arms and conveyor.
53-7041	Hoist and Winch Operators	Operate or tend hoists or winches to lift and pull loads using power-operated cable equipment. Excludes "Crane and Tower Operators" (53-7021).
53-7051	Industrial Truck and Tractor Operators	Operate industrial trucks or tractors equipped to move materials around a warehouse, storage yard, factory, construction site, or similar location. Excludes "Logging Equipment Operators" (45-4022).
53-7061	Cleaners of Vehicles and Equipment	Wash or otherwise clean vehicles, machinery, and other equipment. Use such materials as water, cleaning agents, brushes, cloths, and hoses. Excludes "Janitors and Cleaners, Except Maids and Housekeeping Cleaners" (37-2011).
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	Manually move freight, stock, or other materials or perform other general labor. Includes all manual laborers not elsewhere classified. Excludes "Material Moving Workers" (53-7011 through 53-7199) who use power equipment. Excludes "Construction Laborers" (47-2061) and "Helpers, Construction Trades (47-3011 through 47-3019).
53-7063	Machine Feeders and Offbearers	Feed materials into or remove materials from machines or equipment that is automatic or tended by other workers.
53-7064	Packers and Packagers, Hand	Pack or package by hand a wide variety of products and materials.
53-7071	Gas Compressor and Gas Pumping Station Operators	Operate steam, gas, electric motor, or internal combustion engine driven compressors. Transmit, compress, or recover gases, such as butane, nitrogen, hydrogen, and natural gas.
53-7072	Pump Operators, Except Wellhead Pumpers	Tend, control, or operate power-driven, stationary, or portable pumps and manifold systems to transfer gases, oil, other liquids, slurries, or powdered materials to and from various vessels and processes.
53-7073	Wellhead Pumpers	Operate power pumps and auxiliary equipment to produce flow of oil or gas from wells in oil field.
53-7081	Refuse and Recyclable Material Collectors	Collect and dump refuse or recyclable materials from containers into truck. May drive truck.
53-7111	Mine Shuttle Car Operators	Operate diesel or electric-powered shuttle car in underground mine to transport materials from working face to mine cars or conveyor.
53-7121	Tank Car, Truck, and Ship Loaders	Load and unload chemicals and bulk solids, such as coal, sand, and grain into or from tank cars, trucks, or ships using material moving equipment. May perform a variety of other tasks relating to shipment of products. May gauge or sample shipping tanks and test them for leaks.
53-7199	Material Moving Workers, All Other	All material moving workers not listed separately.

### **SECTION 3**

## **North American Industry Classification System (NAICS) Major Industry Sectors in the United States Structure**

*For more information visit the NAICS page for the Bureau of Labor Statistics ( <http://www.bls.gov/bls/naics.htm> )  
or the NAICS site for the U.S. Census Bureau ( <http://www.census.gov/eos/www/naics/> ).*

### **11 - AGRICULTURE**

The Agriculture industry sector distinguishes two basic activities: agricultural production and agricultural support activities. The Occupational Employment Statistics (OES) survey includes only the agricultural support portion of this sector. Agricultural support includes establishments that perform activities on a contract or fee basis such as soil preparation, planting, harvesting, and management. The OES data does not include data from companies in the agricultural production portion (farm or ranch operation, such as farm owner-operators, tenant farm operators, and sharecroppers).

Excluded also from the Agriculture sector are establishments primarily engaged in agricultural research and establishments primarily engaged in administering programs for regulating and conserving land, mineral, wildlife, and forest use. These establishments are classified in Industry 54, Research and Development in the Physical, Engineering, and Life Sciences; and Industry 92, Public Administration of Conservation Programs, respectively.

### **21 - MINING**

The Mining sector comprises establishments that extract naturally occurring mineral solids, such as coal and ores; liquid minerals, such as crude petroleum; and gases, such as natural gas. The term mining is used in the broad sense to include quarrying, well operations, beneficiating (e.g., crushing, screening, washing, and flotation), and other preparation customarily performed at the mine site, or as a part of mining activity.

The Mining sector distinguishes two basic activities: mine operation and mining support activities. Mine operation includes establishments operating mines, quarries, or oil and gas wells on their own account or for others on a contract or fee basis. Mining support activities include establishments that perform exploration (except geophysical surveying) and/or other mining services on a contract or fee basis.

A mine that manufactures a small amount of finished products will be classified in Sector 21, Mining. An establishment that mines whose primary output is a more finished manufactured product will be classified in Industries 31-33, Manufacturing.

### **22 - UTILITIES**

The Utilities sector comprises establishments engaged in the provision of the following utility services: electric power, natural gas, steam supply, water supply, and sewage removal. Within this sector, the specific activities associated with the utility services provided vary by utility: electric power includes generation, transmission, and distribution; natural gas includes distribution; steam supply includes provision and/or distribution; water supply includes treatment and distribution; and sewage removal includes collection, treatment, and disposal of waste through sewer systems and sewage treatment facilities.

Excluded from this sector are establishments primarily engaged in waste management services classified in Industry 56, Waste Management and Remediation Services. These establishments also collect, treat, and dispose of waste materials; however, they do not use sewer systems or sewage treatment facilities.

## **23 - CONSTRUCTION**

The construction sector comprises establishments primarily engaged in the construction of buildings or engineering projects (e.g., highways and utility systems). This section includes Construction of Buildings, Heavy and Civil Engineering Construction, and Specialty Trade Contractors. Establishments primarily engaged in the preparation of sites for new construction and establishments primarily engaged in subdividing land for sale as building sites also are included in this sector.

The installation and the ongoing repair and maintenance of telecommunications and utility networks are excluded from construction when the establishments performing the work are not independent contractors. Although a growing proportion of this work is subcontracted to independent contractors in the Construction Sector, the operating units of telecommunications and utility companies performing this work are included with the telecommunications or utility activities.

## **31-33 - MANUFACTURING**

The Manufacturing sector comprises establishments engaged in the mechanical, physical, or chemical transformation of materials, substances, or components into new products. The assembling of component parts of manufactured products is considered manufacturing.

In addition to traditional factories and plants, the manufacturing sector in some instances may include establishments engaged in selling to the general public products that were made on the same premises from which they are sold, such as bakeries, candy stores, and custom tailors. Manufacturing establishments may process materials or may contract with other establishments to process their materials for them. Both types of establishments are included in manufacturing.

The following activities are also considered manufacturing in NAICS: milk bottling and pasteurizing; grinding of lenses to prescription; water bottling and processing; fresh fish packaging (oyster shucking, fish filleting); electroplating, plating, metal heat treating, and polishing for the trade; apparel jobbing (assigning of materials to other contract operations); contract factories for fabrication; lapidary work for the trade; fabricating signs and advertising displays; rebuilding or remanufacturing machinery and automotive engines; ready-mixed concrete production; machine shops; leather converting; tire retreading; and printing (though publishing and the combined activity of publishing and printing are in industry 51).

## **42 - WHOLESALE TRADE**

The Wholesale Trade sector comprises establishments engaged in wholesaling merchandise, generally without transformation, and rendering services incidental to the sale of merchandise. Such merchandise includes the outputs of agriculture, mining, manufacturing, and certain information industries, such as publishing.

This sector comprises two main types of wholesalers: (a) merchant wholesalers that sell goods on their own account and (b) business to business electronic markets, agents, and brokers that arrange sales and purchases for others generally for a commission or fee. This includes the sale or arranging the purchase/sale of goods for resale to other wholesalers or retailers, capital or durable non-consumer goods, and raw materials and supplies used in production.

## **44-45 - RETAIL TRADE**

The Retail Trade sector comprises establishments engaged in retailing merchandise, generally without transformation, and rendering services incidental to the sale of merchandise, generally in small quantities to the general public. This sector comprises two main types of retailers: store and non-store retailers (which includes those who reach customers with methods such as "infomercials"; broadcasting/publishing direct-response advertising; publishing of paper and electronic catalogs; door-to-door solicitation; in-home demonstration; street vendors-except food; vending machines.

## **48-49 - TRANSPORTATION AND WAREHOUSING**

The Transportation and Warehousing sector includes companies providing transportation of passengers and cargo (via air, rail, water, road, and pipeline); scenic and sightseeing transportation; courier services; warehousing services (without taking ownership and reselling as a wholesaler), and support activities related to modes of transportation, such as the routine repair and maintenance of transportation equipment (e.g., aircraft at an airport, railroad rolling stock at a railroad terminal, or ships at a harbor or port facility).

Excluded from this sector are establishments primarily engaged in (a) providing travel agent services that support transportation and other establishments, such as hotels, businesses, and government agencies (industry 56); (b) establishments primarily engaged in providing rental and leasing of transportation equipment without an operator (industry 53) and (c) establishments that primarily perform factory (or shipyard) overhauls, rebuilding, or conversions of aircraft, railroad rolling stock, or ships (industry 33).

## **51 - INFORMATION**

The Information sector comprises establishments engaged in the following processes: (a) producing and distributing information and cultural products, (b) providing the means to transmit or distribute these products as well as data or communications, and (c) processing data.

The main components of this sector are the publishing industries (including software publishing and publishing exclusively on the Internet); the motion picture and sound recording industries; the broadcasting industries (including traditional broadcasting and those broadcasting exclusively over the Internet); the telecommunications industries; and industries known as internet service providers, web search portals, data processing industries, and the information services industries.

## **52 - FINANCE AND INSURANCE**

The Finance and Insurance sector comprises establishments primarily engaged in financial transactions (transactions involving the creation, liquidation, or change in ownership of financial assets) and/or in facilitating financial transactions. Three principal types of activities are identified:

(a) Raising funds by taking deposits and/or issuing securities and, in the process, incurring liabilities. Establishments engaged in this activity use raised funds to acquire financial assets by making loans and/or purchasing securities. Putting themselves at risk, they channel funds from lenders to borrowers and transform or repackage the funds with respect to maturity, scale and risk. This activity is known as financial intermediation;

(b) Pooling of risk by underwriting insurance and annuities. Establishments engaged in this activity collect fees, insurance premiums, or annuity considerations; build up reserves; invest those reserves; and make contractual payments. Fees are based on the expected incidence of the insured risk and the expected return on investment.

(c) Providing specialized services facilitating or supporting financial intermediation, insurance, and employee benefit programs.

In addition, legal entities that hold portfolios of assets on behalf of others are included in this sector.



### **53 - REAL ESTATE AND RENTAL AND LEASING**

The Real Estate and Rental and Leasing sector comprises establishments primarily engaged in renting, leasing, or otherwise allowing the use of tangible or intangible assets, and establishments providing related services. The major portion of this sector comprises establishments that rent, lease, or otherwise allow the use of their own assets by others. This sector also includes establishments primarily engaged in managing real estate for others, selling, renting and/or buying real estate for others, and appraising real estate. Excluded from this sector are real estate investment trusts (REITS, which are considered investment vehicles and fall into industry 52).

### **54 - PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES**

This sector comprises establishments that specialize in performing professional, scientific, and technical activities for others. The establishments in this sector specialize according to expertise and provide these services to clients in a variety of industries and, in some cases, to households. Activities performed include: legal advice and representation; accounting, bookkeeping, and payroll services; architectural, engineering, and specialized design services; computer services; consulting services; research services; advertising services; photographic services; translation and interpretation services; and veterinary services.

This sector excludes establishments primarily engaged in providing a range of day-to-day office administrative services, such as financial planning, billing and recordkeeping, personnel, and physical distribution and logistics. These establishments are classified in Industry 56 (Administrative & Support Services and Waste Management & Remediation Services).

### **55 - MANAGEMENT OF COMPANIES AND ENTERPRISES**

The Management of Companies and Enterprises sector comprises (1) establishments that hold the securities of (or other equity interests in) companies and enterprises for the purpose of owning a controlling interest or influencing management decisions or (2) establishments (except government establishments) that administer, oversee, and manage establishments of the company or enterprise and that normally undertake the strategic or organizational planning and decision-making role of the company or enterprise. These establishments that administer, oversee, and manage may hold the securities of the company or enterprise.

Establishments primarily engaged in providing a range of day-to-day office administrative services, such as financial planning, billing and recordkeeping, personnel, and physical distribution and logistics are classified in Industry 56 (Administrative & Support Services and Waste Management & Remediation Services).

### **56-ADMINISTRATIVE SERVICES AND WASTE MANAGEMENT SERVICES**

The Administrative & Support Services and Waste Management & Remediation Services sector comprises establishments performing routine support activities for the day-to-day operations of other organizations. These essential activities are often undertaken in-house by establishments in many sectors of the economy. The establishments in this sector specialize in one or more of these support activities and provide these services to clients in a variety of industries and, in some cases, to households. Activities performed include: office administration; hiring and placing of personnel; document preparation and similar clerical services; solicitation, collection, security and surveillance services; cleaning services; and waste disposal services. The activities performed by establishments in this sector are typically on a contract or fee basis.

Establishments involved in administering, overseeing, and managing other establishments of the company or enterprise are classified in Industry 55 (Management of Companies and Enterprises). These establishments normally undertake the strategic and organizational planning and decision-making role of the company or enterprise.

## **61 - EDUCATIONAL SERVICES**

The Educational Services sector comprises establishments that provide instruction and training in a wide variety of subjects. This instruction and training is provided by specialized establishments, such as schools, colleges, universities, and training centers. These establishments may be privately owned and operated for profit or not for profit, or they may be publicly owned and operated. Instruction is imparted in diverse settings, such as educational institutions, the workplace, or the home through correspondence, television, or other means.

## **62 - HEALTH CARE AND SOCIAL ASSISTANCE**

This sector comprises establishments providing health care and social assistance for individuals. The sector combines health care and social assistance because it is sometimes difficult to distinguish between the boundaries of these two activities. The sector includes establishments providing medical care exclusively, those providing health care and social assistance, and those providing only social assistance.

Excluded from this sector are aerobic classes (Industry 71) and non-medical diet and weight reducing centers (Industry 81).

## **71 - ARTS, ENTERTAINMENT, AND RECREATION**

The Arts, Entertainment, and Recreation sector includes a wide range of establishments that operate facilities or provide services to meet varied cultural, entertainment, and recreational interests of their patrons. This sector comprises (1) establishments that are involved in producing, promoting, or participating in live performances, events, or exhibits intended for public viewing; (2) establishments that preserve and exhibit objects and sites of historical, cultural, or educational interest; and (3) establishments that operate facilities or provide services that enable patrons to participate in recreational activities or pursue amusement, hobby, and leisure time interests.

Some establishments that provide cultural, entertainment, or recreational facilities and services are excluded from this sector, including: (1) establishments that provide both accommodations and recreational facilities, such as hunting and fishing camps and resort and casino hotels (Industry 72, Accommodations and food Services); (2) restaurants and night clubs that provide live entertainment in addition to the sale of food and beverages (also Industry 72); (3) motion picture theaters, libraries and archives, and publishers of newspapers, magazines, books, periodicals, and computer software are classified in (Industry 51, Information); and (4) establishments using transportation equipment to provide recreational and entertainment services, such as those operating sightseeing buses, dinner cruises, or helicopter rides (Industry 48, Scenic and Sightseeing Transportation).

## **72 - ACCOMMODATION AND FOOD SERVICES**

The Accommodation and Food Services sector comprises establishments providing customers with lodging and/or preparing meals, snacks, and beverages for immediate consumption. The "Accommodations" sector includes hotels, motels, and bed-and-breakfast inns; casino hotels; RV camps, campgrounds and recreational camps; and rooming and boarding houses. The "Food Services" sector includes both full-service and limited-service restaurants; food service contractors; caterers; mobile food services; and drinking establishments.

Excluded from this sector are civic and social organizations; amusement and recreation parks; theaters; and other recreation or entertainment facilities providing food and beverage services.

## **81 - OTHER SERVICES, EXCEPT PUBLIC ADMINISTRATION**

This sector includes establishments engaged in providing services not specifically provided for elsewhere in the classification system. Establishments in this sector include those primarily engaged in activities such as repair services; promoting or administering religious activities; grant-making services (scholarships and grants); membership organizations (civic, professional, political, as well as labor unions); advocacy services (human rights, environmental advocates, etc); personal services (hair, skin, weight loss); dry cleaning/laundry services; death care services; and miscellaneous services (pet care, photofinishing, parking lots/garages, dating services, etc.).

Excluded from this sector are retail or wholesale establishments who also perform repairs or general maintenance on that equipment. These establishments are classified in retail or wholesale trade.

## **92 - PUBLIC ADMINISTRATION**

The Public Administration sector consists of establishments of federal, state, and local government agencies that administer, oversee, and manage public programs and have executive, legislative, or judicial authority over other institutions within a given area.

For the purposes of the OES survey, government-owned and operated transportation and utility agencies are included in this sector. Examples of government-provided services that are not included in this sector include schools (Industry 61, Educational Services) and hospitals (Industry 62, Health and Social Services).