

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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
11	Agriculture, Forestry, Fishing and Hunting	00-0000	Total all occupations	2,830	14.55	30,300	10.65	22,200	12.20	25,300	15.95	33,100
11	Agriculture, Forestry, Fishing and Hunting	11-0000	Management Occupations	40	40.95	85,100	25.10	52,200	43.10	89,700	49.85	103,700
11	Agriculture, Forestry, Fishing and Hunting	11-1021	General and Operations Managers	20	50.65	105,400	40.70	84,700	47.05	97,800	59.65	124,100
11	Agriculture, Forestry, Fishing and Hunting	37-0000	Building and Grounds Cleaning and Maintenance Occupations	110	12.15	25,300	10.60	22,000	11.65	24,200	13.10	27,200
11	Agriculture, Forestry, Fishing and Hunting	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	80	11.80	24,500	10.40	21,600	11.25	23,400	12.15	25,300
11	Agriculture, Forestry, Fishing and Hunting	39-0000	Personal Care and Service Occupations	180	21.20	44,100	15.35	31,900	21.70	45,100	24.90	51,800
11	Agriculture, Forestry, Fishing and Hunting	39-2011	Animal Trainers		19.90	41,400	10.90	22,700	14.30	29,700	33.05	68,700
11	Agriculture, Forestry, Fishing and Hunting	39-2021	Nonfarm Animal Caretakers		21.95	45,700	20.40	42,400	22.50	46,800	24.60	51,200
11	Agriculture, Forestry, Fishing and Hunting	43-0000	Office and Administrative Support Occupations	170	18.30	38,100	13.40	27,900	17.20	35,700	23.30	48,400
11	Agriculture, Forestry, Fishing and Hunting	43-3031	Bookkeeping, Accounting, and Auditing Clerks	40	20.85	43,400	17.40	36,200	21.50	44,700	23.95	49,800
11	Agriculture, Forestry, Fishing and Hunting	43-4051	Customer Service Representatives	10	22.60	47,000	17.65	36,700	23.50	48,900	27.55	57,300
11	Agriculture, Forestry, Fishing and Hunting	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	30	23.25	48,400	20.50	42,600	24.90	51,800	27.90	58,100
11	Agriculture, Forestry, Fishing and Hunting	43-9061	Office Clerks, General	20	12.35	25,700	10.90	22,600	12.15	25,200	13.65	28,400
11	Agriculture, Forestry, Fishing and Hunting	45-0000	Farming, Fishing, and Forestry Occupations	590	14.25	29,700	11.45	23,800	13.25	27,500	15.05	31,300
11	Agriculture, Forestry, Fishing and Hunting	45-1011	First-Line Supervisors of Farming, Fishing, and Forestry Worker:	90	17.10	35,600	13.15	27,300	14.30	29,800	17.30	36,000
11	Agriculture, Forestry, Fishing and Hunting	45-2092	Farmworkers and Laborers, Crop, Nursery, and Greenhouse	170	13.75	28,600	11.90	24,700	13.50	28,100	15.10	31,400
11	Agriculture, Forestry, Fishing and Hunting	45-2093	Farmworkers, Farm, Ranch, and Aquacultural Animals	200	12.90	26,900	11.10	23,100	12.55	26,100	14.35	29,800
11	Agriculture, Forestry, Fishing and Hunting	49-0000	Installation, Maintenance, and Repair Occupations	120	18.75	38,900	12.00	25,000	17.35	36,100	25.15	52,300
11	Agriculture, Forestry, Fishing and Hunting	49-9071	Maintenance and Repair Workers, General	100	17.80	37,000	11.45	23,900	16.35	34,100	23.55	49,000
11	Agriculture, Forestry, Fishing and Hunting	53-0000	Transportation and Material Moving Occupations	1,420	12.20	25,400	10.25	21,300	11.20	23,200	12.95	26,900
11	Agriculture, Forestry, Fishing and Hunting	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	80	16.95	35,300	13.85	28,800	16.10	33,500	18.40	38,300
11	Agriculture, Forestry, Fishing and Hunting	53-3032	Heavy and Tractor-Trailer Truck Drivers	120	15.15	31,500	12.55	26,100	14.10	29,300	17.60	36,600
11	Agriculture, Forestry, Fishing and Hunting	53-7051	Industrial Truck and Tractor Operators	60	18.10	37,600	15.85	33,000	17.55	36,500	19.15	39,900
11	Agriculture, Forestry, Fishing and Hunting	53-7064	Packers and Packagers, Hand	120	12.90	26,900	10.40	21,700	11.75	24,400	13.95	29,000
21	Mining	00-0000	Total all occupations	1,340	25.55	53,100	16.50	34,400	22.05	45,900	29.90	62,200
21	Mining	11-0000	Management Occupations	40	70.40	146,400	45.40	94,400	53.30	110,900	82.60	171,800
21	Mining	11-1021	General and Operations Managers	20	89.50	186,200	47.30	98,400	73.80	153,500		
21	Mining	11-3051	Industrial Production Managers	20	53.25	110,800	43.70	90,900	52.35	108,900	59.70	124,200
21	Mining	13-0000	Business and Financial Operations Occupations	30	29.80	62,000	26.00	54,100	29.30	61,000	34.45	71,600
21	Mining	13-1199	Business Operations Specialists, All Other	20	30.80	64,000	26.70	55,600	29.80	62,000	34.75	72,300
21	Mining	41-0000	Sales and Related Occupations	40	37.95	79,000	27.20	56,600	37.30	77,600	47.00	97,800
21	Mining	41-3099	Sales Representatives, Services, All Other	20	33.40	69,500	26.40	54,900	33.60	69,800	40.85	85,000
21	Mining	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products		45.55	94,700	35.05	72,900	44.85	93,300	54.70	113,700
21	Mining	43-0000	Office and Administrative Support Occupations	120	19.50	40,600	13.40	27,900	18.55	38,600	25.25	52,500
21	Mining	43-3031	Bookkeeping, Accounting, and Auditing Clerks	20	18.95	39,400	13.60	28,300	17.70	36,800	23.30	48,500
21	Mining	43-5032	Dispatchers, Except Police, Fire, and Ambulance		23.60	49,100	17.20	35,800	25.70	53,500	29.50	61,400
21	Mining	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,		16.45	34,200	12.35	25,700	17.30	36,000	19.20	40,000
21	Mining	43-9061	Office Clerks, General		16.65	34,600	11.35	23,600	14.65	30,500	20.80	43,300
21	Mining	47-0000	Construction and Extraction Occupations	750	23.50	48,800	15.55	32,400	18.10	37,700	28.10	58,500
21	Mining	47-2061	Construction Laborers	50	21.95	45,600	14.60	30,300	17.40	36,200	24.65	51,300
21	Mining	47-2073	Operating Engineers and Other Construction Equipment Operators	150	39.10	81,400	27.00	56,100	40.40	84,100	48.40	100,600
21	Mining	47-5021	Earth Drillers, Except Oil and Gas		25.50	53,100	17.85	37,100	25.55	53,100	29.45	61,300
21	Mining	49-0000	Installation, Maintenance, and Repair Occupations	100	26.35	54,800	22.75	47,300	26.50	55,100	29.55	61,500
21	Mining	49-3042	Mobile Heavy Equipment Mechanics, Except Engines	20	27.30	56,800	23.05	47,900	26.05	54,200	31.15	64,800
21	Mining	51-0000	Production Occupations	80	23.15	48,200	19.95	41,500	22.55	47,000	25.45	52,900
21	Mining	51-9012	Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders	10	24.70	51,300	22.10	46,000	24.95	51,900	27.65	57,500
21	Mining	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	20	25.10	52,200	21.25	44,200	23.90	49,700	28.65	59,600

*See Footnotes on Page 90

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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
21	Mining	53-0000	Transportation and Material Moving Occupations	180	26.25	54,700	21.25	44,200	25.95	54,000	30.85	64,100
21	Mining	53-3032	Heavy and Tractor-Trailer Truck Drivers	40	20.65	42,900	16.50	34,400	19.95	41,500	24.90	51,800
21	Mining	53-7031	Dredge Operators	10	26.55	55,200	23.10	48,100	26.00	54,100	29.20	60,700
21	Mining	53-7032	Excavating and Loading Machine and Dragline Operators	100	28.95	60,200	23.70	49,300	29.05	60,500	33.10	68,800
22	Utilities	00-0000	Total all occupations	15,160	37.65	78,400	25.25	52,600	35.70	74,300	46.30	96,300
22	Utilities	11-0000	Management Occupations	830	74.80	155,600	54.80	114,000	67.65	140,700	84.85	176,400
22	Utilities	11-1021	General and Operations Managers	180	89.80	186,800	61.85	128,700	75.85	157,800		
22	Utilities	11-2021	Marketing Managers		64.65	134,500	44.05	91,600	48.80	101,600	68.00	141,500
22	Utilities	11-2022	Sales Managers	10	70.30	146,200	64.50	134,100	71.15	148,000	77.75	161,800
22	Utilities	11-2031	Public Relations and Fundraising Managers	10	93.75	195,000	69.40	144,300	88.55	184,200		
22	Utilities	11-3011	Administrative Services Managers	30	69.10	143,700	51.75	107,700	63.85	132,800	77.65	161,500
22	Utilities	11-3031	Financial Managers	50	84.55	175,900	58.80	122,300	74.95	155,800	98.20	204,300
22	Utilities	11-3051	Industrial Production Managers	110	69.15	143,800	53.55	111,400	66.30	137,900	77.65	161,500
22	Utilities	11-3071	Transportation, Storage, and Distribution Managers	10	56.70	118,000	44.75	93,100	51.45	107,000	59.40	123,600
22	Utilities	11-3121	Human Resources Managers	10	82.00	170,500	61.45	127,800	71.90	149,600	91.80	191,000
22	Utilities	11-9021	Construction Managers	20	55.10	114,600	41.90	87,200	51.25	106,600	68.10	141,700
22	Utilities	11-9041	Architectural and Engineering Managers	90	75.65	157,400	60.85	126,600	72.70	151,300	85.70	178,200
22	Utilities	11-9199	Managers, All Other	230	66.90	139,200	53.45	111,100	62.10	129,200	77.50	161,200
22	Utilities	13-0000	Business and Financial Operations Occupations	1,120	40.55	84,300	29.35	61,000	38.95	81,000	47.70	99,200
22	Utilities	13-1020	Buyers and Purchasing Agents	60	33.50	69,700	18.95	39,400	35.65	74,100	44.75	93,000
22	Utilities	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	110	40.80	84,900	34.00	70,700	41.05	85,400	47.55	98,900
22	Utilities	13-1051	Cost Estimators	20	37.55	78,100	27.30	56,800	35.50	73,800	44.15	91,800
22	Utilities	13-1071	Human Resources Specialists	30	37.40	77,800	26.65	55,400	34.30	71,400	45.85	95,400
22	Utilities	13-1081	Logisticians		53.55	111,400	44.55	92,700	53.35	111,000	65.20	135,600
22	Utilities	13-1111	Management Analysts	90	45.85	95,300	33.55	69,800	43.30	90,100	53.80	111,900
22	Utilities	13-1151	Training and Development Specialists	100	36.45	75,900	24.90	51,800	36.35	75,600	46.95	97,700
22	Utilities	13-1161	Market Research Analysts and Marketing Specialists	30	44.45	92,500	32.05	66,600	44.65	92,800	54.40	113,200
22	Utilities	13-1199	Business Operations Specialists, All Other	410	40.30	83,800	26.85	55,800	37.30	77,600	46.60	96,900
22	Utilities	13-2011	Accountants and Auditors		41.50	86,300	31.50	65,500	37.20	77,400	46.60	96,900
22	Utilities	13-2051	Financial Analysts		42.30	88,000	35.30	73,400	42.95	89,400	48.30	100,500
22	Utilities	13-2099	Financial Specialists, All Other		36.10	75,000	28.65	59,600	34.85	72,500	41.60	86,500
22	Utilities	15-0000	Computer and Mathematical Occupations		51.00	106,100	33.50	69,700	46.55	96,800	66.70	138,700
22	Utilities	15-1132	Software Developers, Applications		54.70	113,700	44.80	93,200	49.70	103,400	63.75	132,600
22	Utilities	15-1142	Network and Computer Systems Administrators	10	39.05	81,200	23.55	49,000	41.05	85,300	47.90	99,700
22	Utilities	15-1151	Computer User Support Specialists	20	28.70	59,600	16.90	35,200	19.15	39,800	38.35	79,800
22	Utilities	17-0000	Architecture and Engineering Occupations	1,060	46.10	95,900	35.25	73,300	47.85	99,500	57.10	118,800
22	Utilities	17-2051	Civil Engineers	70	41.20	85,700	33.90	70,500	38.25	79,500	47.60	99,000
22	Utilities	17-2071	Electrical Engineers	210	51.15	106,400	41.65	86,700	51.10	106,300	59.65	124,000
22	Utilities	17-2081	Environmental Engineers	20	52.10	108,300	46.40	96,600	55.50	115,400	62.20	129,400
22	Utilities	17-2199	Engineers, All Other		50.15	104,300	35.25	73,400	52.95	110,100	62.85	130,700
22	Utilities	17-3012	Electrical and Electronics Drafters	100	37.60	78,200	32.20	67,000	39.30	81,700	45.15	93,900
22	Utilities	17-3022	Civil Engineering Technicians	60	28.50	59,300	23.90	49,700	27.45	57,100	31.05	64,600
22	Utilities	17-3023	Electrical and Electronics Engineering Technicians	190	36.40	75,700	30.75	63,900	36.45	75,800	43.70	90,900
22	Utilities	19-0000	Life, Physical, and Social Science Occupations	110	39.65	82,500	23.80	49,500	35.95	74,800	48.75	101,400
22	Utilities	19-2031	Chemists	10	45.15	93,900	38.75	80,600	46.00	95,700	53.90	112,100
22	Utilities	19-2041	Environmental Scientists and Specialists, Including Health	30	47.55	98,900	34.00	70,700	46.90	97,500	63.20	131,500
22	Utilities	19-4031	Chemical Technicians	30	38.45	80,000	22.00	45,800	29.10	60,500	45.15	93,900
22	Utilities	29-0000	Healthcare Practitioners and Technical Occupations	40	36.85	76,700	28.50	59,300	36.60	76,200	47.85	99,500
22	Utilities	29-9011	Occupational Health and Safety Specialists	30	36.70	76,400	29.90	62,200	37.35	77,700	46.95	97,600

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22	Utilities	37-0000	Building and Grounds Cleaning and Maintenance Occupations		15.95	33,100	12.55	26,100	14.30	29,800	18.00	37,500
22	Utilities	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	20	15.55	32,300	11.00	22,900	12.40	25,800	14.80	30,700
22	Utilities	41-0000	Sales and Related Occupations	380	27.30	56,800	11.85	24,600	20.10	41,800	34.00	70,700
22	Utilities	41-3099	Sales Representatives, Services, All Other	20	38.95	81,000	28.75	59,800	37.95	78,900	48.20	100,300
22	Utilities	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	100	30.85	64,100	20.40	42,400	28.95	60,200	36.85	76,600
22	Utilities	41-9099	Sales and Related Workers, All Other	20	27.60	57,400	11.35	23,700	24.60	51,200	42.70	88,800
22	Utilities	43-0000	Office and Administrative Support Occupations	3,010	30.40	63,200	18.25	37,900	26.95	56,000	35.85	74,600
22	Utilities	43-1011	First-Line Supervisors of Office and Administrative Support Workers	210	38.30	79,600	28.40	59,100	38.50	80,100	47.90	99,600
22	Utilities	43-3011	Bill and Account Collectors	220	32.25	67,000	28.15	58,600	34.90	72,600	38.05	79,200
22	Utilities	43-3031	Bookkeeping, Accounting, and Auditing Clerks	40	21.40	44,500	14.05	29,200	23.40	48,700	27.80	57,800
22	Utilities	43-3051	Payroll and Timekeeping Clerks		24.00	49,900	22.85	47,600	26.60	55,300	28.95	60,200
22	Utilities	43-4051	Customer Service Representatives	630	23.90	49,700	16.60	34,500	22.15	46,100	30.30	63,000
22	Utilities	43-4199	Information and Record Clerks, All Other		27.50	57,200	19.20	40,000	24.15	50,300	35.35	73,500
22	Utilities	43-5032	Dispatchers, Except Police, Fire, and Ambulance		31.70	65,900	22.80	47,400	29.55	61,500	42.20	87,800
22	Utilities	43-5041	Meter Readers, Utilities	880								
22	Utilities	43-5081	Stock Clerks and Order Fillers	300	26.65	55,400	11.65	24,200	33.80	70,300	37.65	78,300
22	Utilities	43-6011	Executive Secretaries and Executive Administrative Assistants	110	29.00	60,300	24.15	50,200	28.35	58,900	34.40	71,600
22	Utilities	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	100	23.60	49,100	18.90	39,400	22.85	47,500	28.05	58,300
22	Utilities	43-9022	Word Processors and Typists	30	22.00	45,800	17.45	36,300	23.10	48,000	27.85	57,900
22	Utilities	43-9061	Office Clerks, General	330	23.00	47,900	15.95	33,200	21.25	44,200	31.70	65,900
22	Utilities	47-0000	Construction and Extraction Occupations	1,060	35.30	73,400	24.65	51,300	35.15	73,100	45.00	93,600
22	Utilities	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	50	42.45	88,300	36.35	75,600	41.45	86,300	47.30	98,400
22	Utilities	47-2061	Construction Laborers	60	25.45	53,000	22.30	46,400	26.60	55,400	29.15	60,700
22	Utilities	47-2073	Operating Engineers and Other Construction Equipment Operators	170	35.85	74,600	29.15	60,600	35.80	74,400	41.00	85,300
22	Utilities	47-2111	Electricians	70	44.80	93,200	34.35	71,500	47.25	98,300	58.05	120,700
22	Utilities	47-2152	Plumbers, Pipefitters, and Steamfitters	310	38.75	80,600	29.95	62,300	38.70	80,500	47.85	99,500
22	Utilities	47-2231	Solar Photovoltaic Installers	20	25.00	52,000	20.75	43,200	23.00	47,900	27.05	56,200
22	Utilities	47-4011	Construction and Building Inspectors	150	36.25	75,400	28.70	59,700	38.75	80,600	45.75	95,100
22	Utilities	47-4090	Miscellaneous Construction and Related Workers		30.40	63,200	21.35	44,400	25.10	52,200	42.90	89,200
22	Utilities	49-0000	Installation, Maintenance, and Repair Occupations	5,120	35.65	74,100	27.60	57,400	36.15	75,200	44.60	92,700
22	Utilities	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	670	42.70	88,800	34.80	72,400	43.95	91,400	50.40	104,800
22	Utilities	49-2094	Electrical and Electronics Repairers, Commercial and Industrial Equipment	20	33.70	70,100	32.05	66,700	34.75	72,200	37.40	77,800
22	Utilities	49-2095	Electrical and Electronics Repairers, Powerhouse, Substation, and Relay	360	42.70	88,800	37.75	78,500	43.85	91,200	48.65	101,200
22	Utilities	49-3023	Automotive Service Technicians and Mechanics	90	36.50	76,000	30.85	64,200	36.95	76,800	43.70	90,900
22	Utilities	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	80	37.55	78,100	29.70	61,700	38.25	79,600	44.85	93,300
22	Utilities	49-9012	Control and Valve Installers and Repairers, Except Mechanical Door	200	34.10	70,900	29.30	61,000	34.80	72,300	39.25	81,600
22	Utilities	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	820	33.95	70,700	27.75	57,700	34.70	72,100	40.55	84,400
22	Utilities	49-9031	Home Appliance Repairers		21.35	44,400	16.45	34,200	19.60	40,700	27.85	57,900
22	Utilities	49-9041	Industrial Machinery Mechanics	740	31.10	64,700	25.05	52,100	30.95	64,400	37.05	77,100
22	Utilities	49-9051	Electrical Power-Line Installers and Repairers	930	41.95	87,300	36.10	75,100	43.15	89,700	48.00	99,800
22	Utilities	49-9071	Maintenance and Repair Workers, General	430	39.10	81,300	32.05	66,700	39.00	81,100	44.55	92,700
22	Utilities	49-9098	Helpers--Installation, Maintenance, and Repair Workers		21.55	44,800	14.15	29,400	18.50	38,500	24.50	50,900
22	Utilities	49-9099	Installation, Maintenance, and Repair Workers, All Other	80	31.80	66,100	19.25	40,000	32.20	67,000	44.85	93,300
22	Utilities	51-0000	Production Occupations	1,830	38.50	80,100	29.70	61,800	39.95	83,100	47.40	98,600
22	Utilities	51-1011	First-Line Supervisors of Production and Operating Workers	410	44.35	92,200	35.25	73,300	46.00	95,700	55.60	115,700
22	Utilities	51-4121	Welders, Cutters, Solderers, and Brazers	40	32.75	68,100	21.65	45,000	33.15	68,900	44.55	92,600
22	Utilities	51-8012	Power Distributors and Dispatchers	220	43.35	90,200	36.70	76,300	44.40	92,400	50.20	104,400
22	Utilities	51-8013	Power Plant Operators	440	40.50	84,200	36.45	75,900	42.50	88,400	46.85	97,400
22	Utilities	51-8031	Water and Wastewater Treatment Plant and System Operators	240	32.25	67,100	25.55	53,100	32.40	67,400	38.20	79,500

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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 Petile. Hourly	25th Petile. Salary	50th Petile. Hourly	50th Petile. Salary	75th Petile. Hourly	75th Petile. Salary
22	Utilities	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers		28.90	60,100	21.90	45,600	30.25	62,900	35.75	74,400
22	Utilities	53-0000	Transportation and Material Moving Occupations	180	22.80	47,500	9.35	19,400	18.55	38,500	34.75	72,300
22	Utilities	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	10	36.50	76,000	33.30	69,300	36.25	75,400	39.35	81,900
22	Utilities	53-7021	Crane and Tower Operators	10	41.05	85,400	32.00	66,600	43.50	90,500	48.55	101,000
23	Construction	00-0000	Total all occupations	159,190	31.80	66,200	18.90	39,400	27.65	57,500	40.75	84,700
23	Construction	11-0000	Management Occupations	7,960	75.55	157,200	53.10	110,500	66.80	138,900	87.50	182,000
23	Construction	11-1021	General and Operations Managers	790	102.55	213,300	65.70	136,700	93.40	194,200		
23	Construction	11-2021	Marketing Managers	70	71.65	149,100	48.30	100,500	71.50	148,800	89.45	186,000
23	Construction	11-2022	Sales Managers	240	83.95	174,600	56.75	118,000	73.50	152,900		
23	Construction	11-3011	Administrative Services Managers	740	70.90	147,500	50.85	105,800	60.95	126,800	79.20	164,700
23	Construction	11-3021	Computer and Information Systems Managers	50	74.65	155,300	55.80	116,000	68.85	143,200	88.60	184,300
23	Construction	11-3031	Financial Managers	370	82.30	171,100	53.65	111,600	68.55	142,600		
23	Construction	11-3051	Industrial Production Managers	10	61.50	127,900	52.60	109,400	58.90	122,500	65.35	135,900
23	Construction	11-3061	Purchasing Managers	70	68.70	142,900	56.05	116,600	66.85	139,100	76.40	158,900
23	Construction	11-3071	Transportation, Storage, and Distribution Managers	20	54.80	113,900	46.25	96,200	51.95	108,000	61.20	127,300
23	Construction	11-3121	Human Resources Managers	30	73.60	153,000	53.45	111,200	72.05	149,800	90.25	187,800
23	Construction	11-9021	Construction Managers	5,140	71.70	149,100	52.00	108,200	64.85	134,900	81.10	168,600
23	Construction	11-9041	Architectural and Engineering Managers	190	80.75	168,000	66.35	138,000	76.60	159,300	91.60	190,500
23	Construction	11-9141	Property, Real Estate, and Community Association Managers	30	41.10	85,500	23.60	49,100	40.70	84,700	48.55	101,000
23	Construction	11-9199	Managers, All Other	200	69.80	145,200	52.15	108,500	63.30	131,700	82.20	170,900
23	Construction	13-0000	Business and Financial Operations Occupations	7,800	37.45	77,900	27.45	57,100	34.15	71,000	45.80	95,300
23	Construction	13-1020	Buyers and Purchasing Agents	800	30.95	64,400	25.75	53,600	28.35	59,000	32.45	67,500
23	Construction	13-1051	Cost Estimators	3,190	35.00	72,700	26.15	54,400	31.60	65,700	43.30	90,000
23	Construction	13-1071	Human Resources Specialists	170	32.85	68,300	24.35	50,600	31.05	64,600	39.50	82,100
23	Construction	13-1075	Labor Relations Specialists	40	34.40	71,500	32.35	67,200	34.85	72,400	37.30	77,600
23	Construction	13-1081	Logisticians	60	40.85	84,900	30.45	63,300	39.80	82,800	48.75	101,400
23	Construction	13-1111	Management Analysts	210	72.55	150,900	65.85	137,000	78.00	162,200	90.15	187,500
23	Construction	13-1151	Training and Development Specialists	30	38.90	80,900	28.80	59,900	35.60	74,000	50.50	105,100
23	Construction	13-1161	Market Research Analysts and Marketing Specialists	240	30.55	63,500	17.75	37,000	25.25	52,500	34.15	71,000
23	Construction	13-1199	Business Operations Specialists, All Other	1,850	38.10	79,300	30.05	62,500	36.70	76,300	46.75	97,200
23	Construction	13-2011	Accountants and Auditors	1,130	43.35	90,200	33.40	69,500	39.60	82,400	50.65	105,300
23	Construction	15-0000	Computer and Mathematical Occupations	450	42.85	89,100	29.05	60,500	41.95	87,200	53.40	111,100
23	Construction	15-1121	Computer Systems Analysts	60	46.50	96,800	35.65	74,200	47.30	98,400	57.85	120,300
23	Construction	15-1131	Computer Programmers	60	49.25	102,400	33.90	70,500	42.75	89,000	55.30	115,000
23	Construction	15-1133	Software Developers, Systems Software		50.05	104,100	36.90	76,800	51.45	107,000	61.75	128,500
23	Construction	15-1142	Network and Computer Systems Administrators	90	46.25	96,200	37.65	78,300	44.25	92,000	50.45	105,000
23	Construction	15-1151	Computer User Support Specialists	30	26.45	55,000	19.85	41,300	25.20	52,400	31.05	64,600
23	Construction	15-1199	Computer Occupations, All Other	90	29.90	62,200	17.15	35,600	25.95	54,000	41.45	86,200
23	Construction	17-0000	Architecture and Engineering Occupations	2,000	48.05	100,000	34.65	72,100	45.95	95,500	59.10	122,900
23	Construction	17-1011	Architects, Except Landscape and Naval	30	56.90	118,400	44.20	91,900	56.15	116,800	70.55	146,800
23	Construction	17-1022	Surveyors	80	43.10	89,600	29.40	61,100	47.60	99,000	56.75	118,000
23	Construction	17-2051	Civil Engineers	870	54.55	113,400	41.05	85,400	51.50	107,100	65.10	135,400
23	Construction	17-2071	Electrical Engineers	140	52.90	110,000	41.95	87,300	48.65	101,200	58.40	121,400
23	Construction	17-2072	Electronics Engineers, Except Computer	60	48.45	100,800	38.60	80,300	48.90	101,800	58.00	120,700
23	Construction	17-2081	Environmental Engineers	30	50.30	104,600	40.25	83,700	51.15	106,400	59.65	124,100
23	Construction	17-2111	Health and Safety Engineers, Except Mining Safety Engineers and Inspectors	30	50.40	104,800	39.15	81,500	50.60	105,300	60.25	125,300
23	Construction	17-2141	Mechanical Engineers	200	53.00	110,200	42.30	88,000	54.10	112,600	61.95	128,800
23	Construction	17-2199	Engineers, All Other	90	41.90	87,200	30.65	63,700	37.60	78,200	50.15	104,300

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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
23	Construction	17-3011	Architectural and Civil Drafters	110	30.05	62,600	25.50	53,000	29.65	61,600	34.60	72,000
23	Construction	17-3012	Electrical and Electronics Drafters	50	33.90	70,600	25.35	52,700	32.50	67,600	43.80	91,100
23	Construction	17-3013	Mechanical Drafters	190	32.70	68,000	24.25	50,500	32.30	67,200	38.40	79,900
23	Construction	17-3023	Electrical and Electronics Engineering Technicians		35.65	74,200	29.90	62,200	34.80	72,400	40.80	84,900
23	Construction	23-0000	Legal Occupations	110	59.60	124,000	24.30	50,600	49.80	103,600	87.90	182,800
23	Construction	23-1011	Lawyers	60	82.85	172,400	54.65	113,700	82.35	171,300	98.65	205,200
23	Construction	23-2011	Paralegals and Legal Assistants	10	29.95	62,300	26.60	55,300	29.65	61,700	34.35	71,400
23	Construction	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	440	31.25	65,000	21.80	45,300	29.65	61,600	40.50	84,200
23	Construction	27-1021	Commercial and Industrial Designers		44.50	92,600	36.75	76,400	45.70	95,100	52.10	108,400
23	Construction	27-1024	Graphic Designers	60	28.65	59,600	20.15	41,900	26.85	55,800	35.00	72,800
23	Construction	27-1025	Interior Designers	30	19.35	40,200	11.75	24,400	17.30	36,000	22.45	46,700
23	Construction	27-1029	Designers, All Other	20	43.10	89,600	26.10	54,300	42.55	88,500	58.85	122,400
23	Construction	27-4011	Audio and Video Equipment Technicians	100	32.25	67,100	26.05	54,200	30.80	64,000	37.95	78,900
23	Construction	29-0000	Healthcare Practitioners and Technical Occupations	250	37.55	78,100	29.30	60,900	37.50	78,000	45.55	94,700
23	Construction	29-9011	Occupational Health and Safety Specialists	240	37.75	78,500	29.40	61,200	37.80	78,600	45.75	95,100
23	Construction	37-0000	Building and Grounds Cleaning and Maintenance Occupations	1,560	19.90	41,400	13.60	28,300	17.85	37,100	25.55	53,100
23	Construction	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	80	24.40	50,700	19.40	40,300	23.80	49,500	29.15	60,700
23	Construction	37-1012	First-Line Supervisors of Landscaping, Lawn Service, and Groundsk	20	34.30	71,300	30.75	64,000	35.10	73,000	39.25	81,600
23	Construction	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	560	17.35	36,000	13.35	27,700	17.25	35,900	20.10	41,800
23	Construction	37-3011	Landscaping and Groundskeeping Workers	860	21.00	43,700	13.45	27,900	17.75	36,900	31.25	65,000
23	Construction	41-0000	Sales and Related Occupations	7,100	40.30	83,800	22.70	47,200	35.30	73,400	50.70	105,400
23	Construction	41-1011	First-Line Supervisors of Retail Sales Workers	20	33.45	69,500	29.05	60,500	33.45	69,600	37.55	78,100
23	Construction	41-2011	Cashiers		11.70	24,400	10.40	21,600	11.25	23,400	12.25	25,500
23	Construction	41-2022	Parts Salespersons	40	23.95	49,800	13.80	28,700	18.65	38,800	35.25	73,300
23	Construction	41-2031	Retail Salespersons	190	18.85	39,200	10.90	22,700	13.75	28,600	19.35	40,200
23	Construction	41-3099	Sales Representatives, Services, All Other	4,560	43.65	90,700	25.30	52,600	37.80	78,600	54.40	113,200
23	Construction	41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products		53.60	111,500	32.60	67,800	43.30	90,100	57.15	118,900
23	Construction	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	1,820	38.90	80,900	25.45	53,000	35.05	72,900	48.25	100,400
23	Construction	41-9011	Demonstrators and Product Promoters		10.85	22,600	8.80	18,300	9.05	18,800	9.25	19,200
23	Construction	41-9031	Sales Engineers	50	74.30	154,500	37.35	77,700	64.30	133,800	98.70	205,300
23	Construction	41-9099	Sales and Related Workers, All Other	30	23.15	48,100	17.25	35,900	21.40	44,500	29.05	60,400
23	Construction	43-0000	Office and Administrative Support Occupations	19,750	20.15	41,900	13.65	28,400	19.05	39,700	25.75	53,600
23	Construction	43-1011	First-Line Supervisors of Office and Administrative Support Worke	960	33.15	68,900	26.35	54,800	31.25	65,000	38.90	80,900
23	Construction	43-3011	Bill and Account Collectors	20	20.20	42,000	18.50	38,500	20.95	43,500	22.85	47,500
23	Construction	43-3021	Billing and Posting Clerks and Machine Operators	780	19.65	40,900	14.70	30,600	19.30	40,100	23.55	49,000
23	Construction	43-3031	Bookkeeping, Accounting, and Auditing Clerks	4,300	23.00	47,800	18.05	37,500	23.40	48,600	27.95	58,100
23	Construction	43-3051	Payroll and Timekeeping Clerks	350	24.35	50,600	19.15	39,900	24.90	51,800	29.40	61,200
23	Construction	43-3061	Procurement Clerks	80	20.30	42,300	15.75	32,700	20.95	43,600	25.00	52,000
23	Construction	43-4051	Customer Service Representatives	1,090	21.70	45,200	16.05	33,400	20.20	42,000	27.45	57,100
23	Construction	43-4071	File Clerks	160	15.20	31,600	11.35	23,600	14.30	29,800	19.05	39,600
23	Construction	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	10	23.15	48,100	21.10	43,900	23.10	48,100	25.50	53,100
23	Construction	43-4171	Receptionists and Information Clerks	900	17.50	36,400	14.60	30,400	17.15	35,600	20.15	41,900
23	Construction	43-5021	Couriers and Messengers	40	17.35	36,100	14.75	30,700	17.15	35,700	19.65	40,800
23	Construction	43-5032	Dispatchers, Except Police, Fire, and Ambulance	280	26.30	54,700	19.50	40,600	24.90	51,800	32.75	68,100
23	Construction	43-5061	Production, Planning, and Expediting Clerks	840	24.90	51,800	19.40	40,400	25.40	52,800	29.30	61,000
23	Construction	43-5071	Shipping, Receiving, and Traffic Clerks	130	15.20	31,600	12.35	25,700	14.00	29,100	17.55	36,500
23	Construction	43-5081	Stock Clerks and Order Fillers	220	14.20	29,600	10.55	22,000	11.85	24,700	15.35	31,900
23	Construction	43-6011	Executive Secretaries and Executive Administrative Assistants	240	34.05	70,800	28.65	59,600	33.85	70,400	38.60	80,300

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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
23	Construction	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	2,450	16.75	34,800	10.85	22,500	14.90	31,000	22.25	46,300
23	Construction	43-9021	Data Entry Keyers	90	16.70	34,800	12.40	25,800	14.55	30,300	20.10	41,800
23	Construction	43-9061	Office Clerks, General	6,710	16.70	34,700	9.80	20,400	15.75	32,800	20.85	43,400
23	Construction	43-9199	Office and Administrative Support Workers, All Other		17.95	37,400	16.55	34,400	17.95	37,300	19.30	40,200
23	Construction	47-0000	Construction and Extraction Occupations	89,440	30.40	63,200	19.40	40,300	28.05	58,300	40.60	84,500
23	Construction	47-1011	First-Line Supervisors of Construction Trades and Extraction Work	4,600	36.40	75,700	28.10	58,500	35.50	73,800	44.75	93,100
23	Construction	47-2011	Boilermakers	140	36.65	76,300	18.75	39,000	40.05	83,300	47.65	99,100
23	Construction	47-2021	Brickmasons and Blockmasons	1,170	34.90	72,600	27.80	57,800	34.00	70,700	43.70	90,900
23	Construction	47-2022	Stonemasons		26.80	55,700	18.60	38,600	28.10	58,500	33.10	68,800
23	Construction	47-2031	Carpenters	13,560	30.60	63,700	21.10	43,900	28.15	58,600	40.65	84,500
23	Construction	47-2041	Carpet Installers	510	24.95	51,900	18.10	37,600	24.25	50,400	29.90	62,200
23	Construction	47-2042	Floor Layers, Except Carpet, Wood, and Hard Tiles		42.15	87,700	40.55	84,300	43.35	90,200	46.20	96,000
23	Construction	47-2043	Floor Sanders and Finishers		24.40	50,700	21.15	44,000	22.70	47,200	24.20	50,400
23	Construction	47-2044	Tile and Marble Setters	890	33.15	69,000	16.50	34,400	26.15	54,400	51.55	107,200
23	Construction	47-2051	Cement Masons and Concrete Finishers	3,450	29.10	60,500	21.40	44,500	26.85	55,800	36.85	76,700
23	Construction	47-2053	Terrazzo Workers and Finishers		30.25	63,000	21.10	43,900	24.35	50,600	36.50	75,900
23	Construction	47-2061	Construction Laborers	19,800	26.15	54,400	16.30	33,900	23.10	48,100	36.90	76,800
23	Construction	47-2071	Paving, Surfacing, and Tamping Equipment Operators	460	21.90	45,600	15.75	32,700	20.30	42,200	25.45	52,900
23	Construction	47-2072	Pile-Driver Operators	90	41.25	85,800	30.80	64,100	42.10	87,600	55.85	116,200
23	Construction	47-2073	Operating Engineers and Other Construction Equipment Operators	3,310	39.45	82,100	29.05	60,400	40.45	84,200	49.40	102,700
23	Construction	47-2081	Drywall and Ceiling Tile Installers	1,990	26.05	54,200	20.90	43,400	25.45	52,900	30.60	63,600
23	Construction	47-2082	Tapers	240	28.10	58,400	17.80	37,000	25.90	53,900	40.70	84,600
23	Construction	47-2111	Electricians	15,020	34.70	72,200	22.50	46,800	30.70	63,800	49.55	103,100
23	Construction	47-2121	Glaziers	780	33.50	69,700	22.35	46,400	31.25	65,000	45.50	94,600
23	Construction	47-2131	Insulation Workers, Floor, Ceiling, and Wall	400	17.45	36,300	12.65	26,300	15.80	32,900	20.35	42,400
23	Construction	47-2132	Insulation Workers, Mechanical		36.70	76,300	23.20	48,300	41.55	86,500	47.50	98,800
23	Construction	47-2141	Painters, Construction and Maintenance	3,390	26.05	54,200	17.40	36,200	22.75	47,300	33.45	69,600
23	Construction	47-2151	Pipelayers	340	31.05	64,600	27.25	56,700	32.15	66,900	36.80	76,600
23	Construction	47-2152	Plumbers, Pipefitters, and Steamfitters	7,690	34.50	71,700	23.00	47,800	30.65	63,700	48.15	100,100
23	Construction	47-2171	Reinforcing Iron and Rebar Workers	350	42.45	88,300	36.20	75,200	44.65	92,900	51.10	106,300
23	Construction	47-2181	Roofers	1,380	28.40	59,100	21.35	44,400	28.70	59,700	35.30	73,500
23	Construction	47-2211	Sheet Metal Workers	1,550	29.55	61,500	18.35	38,100	26.20	54,500	43.15	89,800
23	Construction	47-2221	Structural Iron and Steel Workers	1,390	41.95	87,300	39.80	82,800	43.75	91,000	47.45	98,700
23	Construction	47-2231	Solar Photovoltaic Installers	730	26.55	55,200	17.25	35,900	21.00	43,600	28.85	60,000
23	Construction	47-3011	Helpers--Brickmasons, Blockmasons, Stonemasons, and Tile and Marble Setters	580	19.80	41,200	15.55	32,400	17.60	36,600	20.65	42,900
23	Construction	47-3012	Helpers--Carpenters	740	15.45	32,100	12.90	26,900	15.60	32,400	17.95	37,400
23	Construction	47-3013	Helpers--Electricians	1,410	17.45	36,300	13.45	28,000	17.25	35,900	21.80	45,400
23	Construction	47-3015	Helpers--Pipelayers, Plumbers, Pipefitters, and Steamfitters	630	16.75	34,900	14.50	30,100	16.90	35,200	19.00	39,500
23	Construction	47-3019	Helpers, Construction Trades, All Other	120	16.05	33,400	14.35	29,900	15.75	32,800	17.90	37,200
23	Construction	47-4011	Construction and Building Inspectors	60	27.45	57,100	17.90	37,200	25.35	52,800	36.25	75,400
23	Construction	47-4021	Elevator Installers and Repairers	600	35.10	73,000	26.85	55,800	34.10	70,900	43.40	90,200
23	Construction	47-4031	Fence Erectors	560	16.30	33,900	10.45	21,700	15.85	33,000	19.75	41,100
23	Construction	47-4071	Septic Tank Servicers and Sewer Pipe Cleaners		24.55	51,100	20.50	42,600	24.00	50,000	28.75	59,800
23	Construction	47-4090	Miscellaneous Construction and Related Workers	310	22.95	47,700	17.05	35,400	23.10	48,100	29.05	60,400
23	Construction	47-5021	Earth Drillers, Except Oil and Gas	390	31.10	64,700	21.45	44,700	30.10	62,600	41.80	87,000
23	Construction	47-5081	Helpers--Extraction Workers	80	19.15	39,800	15.40	32,100	19.95	41,500	22.85	47,500
23	Construction	49-0000	Installation, Maintenance, and Repair Occupations	14,170	27.35	56,800	18.65	38,800	25.70	53,400	34.80	72,400
23	Construction	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	770	34.20	71,100	25.75	53,600	34.30	71,400	43.60	90,700

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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
23	Construction	49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers	580	26.60	55,300	20.90	43,500	25.95	54,000	32.00	66,500
23	Construction	49-2094	Electrical and Electronics Repairers, Commercial and Industrial Equipment		30.90	64,300	26.30	54,700	31.00	64,400	37.10	77,100
23	Construction	49-2097	Electronic Home Entertainment Equipment Installers and Repairers		16.10	33,500	9.20	19,100	16.45	34,200	20.40	42,500
23	Construction	49-2098	Security and Fire Alarm Systems Installers	440	22.10	46,000	17.10	35,500	21.50	44,700	26.35	54,800
23	Construction	49-3023	Automotive Service Technicians and Mechanics	40	27.85	57,900	19.35	40,200	26.60	55,400	30.95	64,400
23	Construction	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	160	30.20	62,800	24.55	51,000	28.90	60,100	34.70	72,200
23	Construction	49-3042	Mobile Heavy Equipment Mechanics, Except Engines	570	29.80	62,000	23.85	49,700	28.75	59,800	35.20	73,200
23	Construction	49-9011	Mechanical Door Repairers	560	23.70	49,300	19.65	40,900	23.05	48,000	27.60	57,400
23	Construction	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	6,400	28.30	58,900	20.20	42,100	26.65	55,500	35.85	74,600
23	Construction	49-9041	Industrial Machinery Mechanics	110								
23	Construction	49-9044	Millwrights	740	31.65	65,800	23.05	48,000	33.80	70,300	38.95	81,000
23	Construction	49-9052	Telecommunications Line Installers and Repairers	660	31.95	66,500	22.45	46,700	33.00	68,600	42.40	88,200
23	Construction	49-9071	Maintenance and Repair Workers, General	880	21.15	44,000	16.30	33,900	19.50	40,600	26.15	54,400
23	Construction	49-9092	Commercial Divers	70	38.50	80,100	19.15	39,800	44.30	92,100	56.05	116,600
23	Construction	49-9098	Helpers--Installation, Maintenance, and Repair Workers	350	14.20	29,500	10.80	22,500	13.35	27,800	16.60	34,600
23	Construction	49-9099	Installation, Maintenance, and Repair Workers, All Other	850	20.40	42,400	14.70	30,600	17.65	36,700	24.60	51,100
23	Construction	51-0000	Production Occupations	2,210	24.35	50,600	16.40	34,100	22.50	46,800	30.10	62,700
23	Construction	51-1011	First-Line Supervisors of Production and Operating Workers	90	37.55	78,100	29.30	61,000	36.45	75,900	44.75	93,100
23	Construction	51-2041	Structural Metal Fabricators and Fitters	220	29.40	61,200	20.70	43,000	25.30	52,600	40.90	85,100
23	Construction	51-2091	Fiberglass Laminators and Fabricators		28.00	58,200	25.50	53,100	29.55	61,500	34.35	71,500
23	Construction	51-2098	Assemblers and fabricators, all other, including team assemblers	110	28.60	59,400	17.30	36,000	23.50	48,900	44.55	92,600
23	Construction	51-4031	Cutting, Punching, and Press Machine Setters, Operators, and Tenders, Metal and Plastic	130	17.05	35,500	11.60	24,200	15.20	31,600	21.95	45,600
23	Construction	51-4041	Machinists	50	23.65	49,100	19.05	39,600	23.70	49,300	27.70	57,700
23	Construction	51-4121	Welders, Cutters, Solderers, and Brazers	610	25.35	52,800	18.30	38,000	24.30	50,600	29.45	61,200
23	Construction	51-4122	Welding, Soldering, and Brazing Machine Setters, Operators, and Tenders		22.40	46,600	16.30	33,900	25.30	52,700	28.05	58,300
23	Construction	51-7011	Cabinetmakers and Bench Carpenters	270	23.00	47,900	17.40	36,200	22.10	45,900	28.15	58,500
23	Construction	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	70	27.80	57,800	20.50	42,700	31.50	65,500	35.70	74,300
23	Construction	51-9195	Molders, Shapers, and Casters, Except Metal and Plastic	80	19.20	40,000	16.15	33,600	18.55	38,600	22.00	45,800
23	Construction	51-9198	Helpers--Production Workers	30	18.85	39,200	13.15	27,300	17.15	35,700	22.80	47,400
23	Construction	51-9199	Production Workers, All Other		31.75	66,100	32.50	67,600	35.30	73,400	38.05	79,200
23	Construction	53-0000	Transportation and Material Moving Occupations	5,900	24.85	51,700	17.30	35,900	22.95	47,700	29.75	61,900
23	Construction	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	130	36.20	75,300	27.30	56,800	35.50	73,800	45.65	94,900
23	Construction	53-2011	Airline Pilots, Copilots, and Flight Engineers	10		156,100		101,200		126,800		193,400
23	Construction	53-3032	Heavy and Tractor-Trailer Truck Drivers	2,240	27.25	56,700	21.35	44,400	25.25	52,500	30.30	63,000
23	Construction	53-3033	Light Truck or Delivery Services Drivers	820	17.80	37,100	13.90	28,900	17.00	35,300	21.40	44,500
23	Construction	53-3041	Taxi Drivers and Chauffeurs		19.35	40,300	16.85	35,100	19.15	39,800	22.15	46,000
23	Construction	53-3099	Motor Vehicle Operators, All Other		23.45	48,700	11.80	24,600	22.65	47,100	33.25	69,200
23	Construction	53-7021	Crane and Tower Operators	120	38.25	79,500	29.05	60,500	39.90	83,000	45.60	94,800
23	Construction	53-7032	Excavating and Loading Machine and Dragline Operators	710	35.55	74,000	27.90	58,000	35.05	72,900	44.70	92,900
23	Construction	53-7051	Industrial Truck and Tractor Operators	120	17.35	36,100	13.10	27,300	16.00	33,200	19.20	39,900
23	Construction	53-7061	Cleaners of Vehicles and Equipment	40	24.75	51,500	24.40	50,700	26.45	55,100	28.45	59,200
23	Construction	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	1,410	17.80	37,000	12.65	26,300	17.40	36,200	21.45	44,600
23	Construction	53-7072	Pump Operators, Except Wellhead Pumpers	100	25.35	52,700	19.60	40,800	24.40	50,700	29.65	61,700
31-33	Manufacturing	00-0000	Total all occupations	244,660	27.80	57,800	14.30	29,700	21.50	44,700	33.25	69,100
31-33	Manufacturing	11-0000	Management Occupations	14,110	78.90	164,100	52.65	109,600	69.15	143,800	95.40	198,400
31-33	Manufacturing	11-1011	Chief Executives	40	124.75	259,400	90.80	188,900				
31-33	Manufacturing	11-1021	General and Operations Managers	3,490	88.65	184,400	52.40	109,000	76.95	160,100		

*See Footnotes on Page 90

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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 Petile. Hourly	25th Petile. Salary	50th Petile. Hourly	50th Petile. Salary	75th Petile. Hourly	75th Petile. Salary
31-33	Manufacturing	11-2021	Marketing Managers	470	93.95	195,400	65.55	136,300	85.80	178,500		
31-33	Manufacturing	11-2022	Sales Managers	920	85.60	178,000	57.65	119,900	75.25	156,500		
31-33	Manufacturing	11-2031	Public Relations and Fundraising Managers	10	72.25	150,200	43.70	90,900	72.70	151,200	92.20	191,800
31-33	Manufacturing	11-3011	Administrative Services Managers	610	66.85	139,000	47.25	98,200	58.85	122,400	75.70	157,400
31-33	Manufacturing	11-3021	Computer and Information Systems Managers	430	88.75	184,600	68.55	142,600	82.45	171,500	99.45	206,900
31-33	Manufacturing	11-3031	Financial Managers	760	90.40	188,000	60.95	126,800	77.70	161,600		
31-33	Manufacturing	11-3051	Industrial Production Managers	3,740	63.60	132,300	45.70	95,000	57.35	119,300	74.25	154,500
31-33	Manufacturing	11-3061	Purchasing Managers	240	78.75	163,900	59.05	122,900	72.95	151,700	90.75	188,700
31-33	Manufacturing	11-3071	Transportation, Storage, and Distribution Managers	530	68.00	141,400	48.70	101,200	62.05	129,000	77.35	160,900
31-33	Manufacturing	11-3111	Compensation and Benefits Managers	10	89.95	187,100	46.85	97,500	79.15	164,600		
31-33	Manufacturing	11-3121	Human Resources Managers	210	85.55	178,000	59.00	122,800	75.30	156,600		
31-33	Manufacturing	11-3131	Training and Development Managers	30	81.90	170,400	61.05	127,000	79.50	165,300	95.65	198,900
31-33	Manufacturing	11-9021	Construction Managers	20	74.75	155,500	53.95	112,300	61.75	128,400	86.55	180,100
31-33	Manufacturing	11-9041	Architectural and Engineering Managers	830	82.70	172,000	63.55	132,100	77.40	161,000	94.90	197,400
31-33	Manufacturing	11-9111	Medical and Health Services Managers	20	79.90	166,200	50.40	104,900	60.05	124,900		
31-33	Manufacturing	11-9121	Natural Sciences Managers	640	91.50	190,300	69.60	144,800	84.50	175,700		
31-33	Manufacturing	11-9199	Managers, All Other	1,080	75.00	156,000	54.55	113,400	69.05	143,600	89.20	185,600
31-33	Manufacturing	13-0000	Business and Financial Operations Occupations	11,290	41.55	86,400	31.00	64,500	38.90	80,900	49.30	102,600
31-33	Manufacturing	13-1020	Buyers and Purchasing Agents	1,720	38.10	79,200	29.75	61,900	36.80	76,500	45.55	94,800
31-33	Manufacturing	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	1,180	45.95	95,600	33.25	69,200	42.95	89,300	55.05	114,500
31-33	Manufacturing	13-1051	Cost Estimators	610	35.85	74,600	26.65	55,400	33.65	70,000	44.25	92,100
31-33	Manufacturing	13-1071	Human Resources Specialists	840	39.50	82,100	30.00	62,400	37.55	78,100	46.95	97,600
31-33	Manufacturing	13-1075	Labor Relations Specialists	20	45.35	94,300	33.75	70,200	38.80	80,800	54.00	112,300
31-33	Manufacturing	13-1081	Logisticians	1,060	40.95	85,200	32.95	68,600	38.70	80,500	47.45	98,700
31-33	Manufacturing	13-1111	Management Analysts	430	48.75	101,400	37.70	78,400	48.30	100,500	59.30	123,400
31-33	Manufacturing	13-1121	Meeting, Convention, and Event Planners	40	33.95	70,600	25.40	52,800	34.45	71,600	42.70	88,800
31-33	Manufacturing	13-1141	Compensation, Benefits, and Job Analysis Specialists	90	44.00	91,500	30.60	63,600	41.75	86,900	52.10	108,400
31-33	Manufacturing	13-1151	Training and Development Specialists	220	40.70	84,600	29.30	61,000	41.20	85,700	50.40	104,800
31-33	Manufacturing	13-1161	Market Research Analysts and Marketing Specialists	1,020	40.55	84,300	25.95	54,000	36.35	75,600	51.75	107,700
31-33	Manufacturing	13-1199	Business Operations Specialists, All Other	1,100	38.05	79,100	27.65	57,500	35.30	73,500	46.25	96,200
31-33	Manufacturing	13-2011	Accountants and Auditors	2,160	43.45	90,400	33.70	70,100	40.60	84,400	50.05	104,100
31-33	Manufacturing	13-2031	Budget Analysts	100	40.30	83,900	28.95	60,200	41.75	86,800	48.75	101,400
31-33	Manufacturing	13-2041	Credit Analysts	60	38.95	81,000	30.40	63,200	40.00	83,200	46.10	95,900
31-33	Manufacturing	13-2051	Financial Analysts	550	50.95	106,000	37.00	77,000	46.70	97,200	61.05	127,000
31-33	Manufacturing	13-2099	Financial Specialists, All Other	60	34.35	71,500	28.60	59,500	34.65	72,100	39.25	81,600
31-33	Manufacturing	15-0000	Computer and Mathematical Occupations	4,710	48.35	100,500	33.40	69,400	46.40	96,500	61.70	128,400
31-33	Manufacturing	15-1121	Computer Systems Analysts	470	52.15	108,500	38.50	80,100	49.65	103,300	65.50	136,200
31-33	Manufacturing	15-1122	Information Security Analysts	100	51.70	107,600	37.85	78,800	49.95	103,900	63.05	131,100
31-33	Manufacturing	15-1131	Computer Programmers	170	46.55	96,800	30.80	64,100	38.95	81,000	51.00	106,000
31-33	Manufacturing	15-1132	Software Developers, Applications	890	55.60	115,600	41.80	86,900	54.95	114,300	67.55	140,600
31-33	Manufacturing	15-1133	Software Developers, Systems Software	610	60.30	125,500	47.20	98,200	60.85	126,600	73.50	152,900
31-33	Manufacturing	15-1134	Web Developers	90	36.70	76,400	27.10	56,400	34.50	71,700	44.80	93,200
31-33	Manufacturing	15-1141	Database Administrators	200	49.50	103,000	32.75	68,100	49.05	102,100	60.55	126,000
31-33	Manufacturing	15-1142	Network and Computer Systems Administrators	690	47.50	98,800	36.05	75,000	45.60	94,800	56.95	118,500
31-33	Manufacturing	15-1143	Computer Network Architects	80	60.95	126,700	48.75	101,400	59.85	124,500	73.15	152,100
31-33	Manufacturing	15-1151	Computer User Support Specialists	600	28.00	58,300	20.75	43,100	26.95	56,100	34.00	70,700
31-33	Manufacturing	15-1152	Computer Network Support Specialists	200	34.20	71,100	26.90	56,000	33.20	69,000	39.05	81,300
31-33	Manufacturing	15-1199	Computer Occupations, All Other	320	38.85	80,800	26.50	55,100	38.20	79,500	49.95	103,900
31-33	Manufacturing	15-2031	Operations Research Analysts	50	56.25	116,900	41.35	86,000	51.00	106,000	67.70	140,900

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	15-2041	Statisticians	230	57.65	119,900	45.50	94,600	58.45	121,500	70.70	147,100
31-33	Manufacturing	17-0000	Architecture and Engineering Occupations	12,730	45.10	93,800	32.60	67,800	42.75	88,900	55.50	115,400
31-33	Manufacturing	17-2011	Aerospace Engineers	1,610	56.75	118,100	45.80	95,200	55.60	115,700	67.45	140,300
31-33	Manufacturing	17-2031	Biomedical Engineers	50	55.60	115,600	34.00	70,800	42.75	89,000	57.50	119,600
31-33	Manufacturing	17-2041	Chemical Engineers	300	55.00	114,400	41.20	85,700	54.45	113,300	65.35	136,000
31-33	Manufacturing	17-2051	Civil Engineers	40	48.50	100,800	41.30	85,900	45.75	95,100	51.70	107,600
31-33	Manufacturing	17-2061	Computer Hardware Engineers	190	52.10	108,300	40.35	83,900	51.40	106,900	62.55	130,100
31-33	Manufacturing	17-2071	Electrical Engineers	750	57.50	119,600	39.75	82,700	52.15	108,400	72.20	150,100
31-33	Manufacturing	17-2072	Electronics Engineers, Except Computer	780	46.70	97,200	34.90	72,600	45.40	94,400	57.75	120,200
31-33	Manufacturing	17-2081	Environmental Engineers	30	54.00	112,300	42.50	88,400	56.05	116,600	68.10	141,700
31-33	Manufacturing	17-2111	Health and Safety Engineers, Except Mining Safety Engineers and	80	51.70	107,500	42.05	87,400	52.70	109,600	62.55	130,100
31-33	Manufacturing	17-2112	Industrial Engineers	3,170	46.30	96,300	36.20	75,300	44.50	92,500	54.35	113,100
31-33	Manufacturing	17-2131	Materials Engineers	330	42.45	88,300	33.25	69,100	42.40	88,200	51.95	108,100
31-33	Manufacturing	17-2141	Mechanical Engineers	1,630	42.40	88,100	32.80	68,200	40.00	83,200	50.35	104,700
31-33	Manufacturing	17-2199	Engineers, All Other	950	52.25	108,700	36.65	76,300	47.50	98,800	64.85	134,900
31-33	Manufacturing	17-3011	Architectural and Civil Drafters	60	28.55	59,400	23.10	48,100	28.20	58,600	33.00	68,700
31-33	Manufacturing	17-3012	Electrical and Electronics Drafters	260	32.35	67,300	24.10	50,200	32.20	66,900	41.55	86,400
31-33	Manufacturing	17-3013	Mechanical Drafters	520	33.55	69,800	25.70	53,400	31.45	65,400	40.60	84,500
31-33	Manufacturing	17-3019	Drafters, All Other	100	26.40	54,900	20.30	42,200	26.25	54,600	30.95	64,400
31-33	Manufacturing	17-3023	Electrical and Electronics Engineering Technicians	830	31.55	65,600	25.30	52,600	30.65	63,700	37.60	78,200
31-33	Manufacturing	17-3024	Electro-Mechanical Technicians	140	28.70	59,700	22.60	47,100	28.30	58,900	34.65	72,000
31-33	Manufacturing	17-3026	Industrial Engineering Technicians	570	27.75	57,700	22.80	47,500	27.50	57,200	31.75	66,100
31-33	Manufacturing	17-3027	Mechanical Engineering Technicians	180	26.50	55,100	19.60	40,800	25.90	53,900	32.20	67,000
31-33	Manufacturing	17-3029	Engineering Technicians, Except Drafters, All Other	120	36.05	75,000	27.10	56,400	35.25	73,400	45.50	94,600
31-33	Manufacturing	19-0000	Life, Physical, and Social Science Occupations	8,040	44.15	91,800	28.20	58,600	39.70	82,500	55.50	115,400
31-33	Manufacturing	19-1012	Food Scientists and Technologists	630	32.10	66,800	20.30	42,300	28.30	58,800	38.75	80,600
31-33	Manufacturing	19-1021	Biochemists and Biophysicists	640	49.15	102,200	33.65	70,000	44.25	92,000	59.65	124,100
31-33	Manufacturing	19-1022	Microbiologists	240	41.10	85,500	29.30	60,900	37.65	78,300	50.75	105,500
31-33	Manufacturing	19-1042	Medical Scientists, Except Epidemiologists	660	68.25	141,900	52.05	108,200	62.45	129,900	78.40	163,100
31-33	Manufacturing	19-2031	Chemists	4,030	48.35	100,500	34.35	71,500	44.45	92,500	58.15	121,000
31-33	Manufacturing	19-2032	Materials Scientists	100	53.70	111,700	43.20	89,900	55.05	114,500	64.20	133,600
31-33	Manufacturing	19-2041	Environmental Scientists and Specialists, Including Health	20	40.55	84,400	32.70	68,000	38.60	80,300	47.20	98,200
31-33	Manufacturing	19-2099	Physical Scientists, All Other		74.95	155,900	39.80	82,800	60.60	126,000		
31-33	Manufacturing	19-4011	Agricultural and Food Science Technicians	50	28.45	59,100	20.25	42,200	24.15	50,300	37.55	78,100
31-33	Manufacturing	19-4021	Biological Technicians		29.00	60,400	20.65	42,900	26.15	54,400	32.55	67,700
31-33	Manufacturing	19-4031	Chemical Technicians	1,240	25.55	53,100	20.15	42,000	24.55	51,100	29.80	62,000
31-33	Manufacturing	19-4099	Life, Physical, and Social Science Technicians, All Other	150	33.15	68,900	23.10	48,000	32.75	68,100	39.10	81,400
31-33	Manufacturing	23-0000	Legal Occupations	180	82.90	172,500	46.30	96,300	75.00	156,000		
31-33	Manufacturing	23-1011	Lawyers	140	94.85	197,300	62.95	130,900	88.10	183,300		
31-33	Manufacturing	23-2011	Paralegals and Legal Assistants	40	39.70	82,600	31.85	66,300	37.10	77,200	44.75	93,000
31-33	Manufacturing	25-0000	Education, Training, and Library Occupations	20	40.30	83,800	30.55	63,500	37.80	78,700	51.45	107,100
31-33	Manufacturing	25-4021	Librarians	20	40.30	83,800	30.55	63,500	37.80	78,700	51.45	107,100
31-33	Manufacturing	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	1,780	29.55	61,500	20.40	42,400	27.45	57,100	37.10	77,100
31-33	Manufacturing	27-1011	Art Directors	30	43.90	91,400	35.05	72,900	43.90	91,300	54.05	112,400
31-33	Manufacturing	27-1014	Multimedia Artists and Animators	10	22.85	47,500	13.75	28,600	15.40	32,000	24.95	51,900
31-33	Manufacturing	27-1021	Commercial and Industrial Designers	380	36.45	75,900	27.70	57,700	35.95	74,700	43.75	91,000
31-33	Manufacturing	27-1024	Graphic Designers	1,020	25.60	53,300	19.20	40,000	23.80	49,500	30.70	63,800
31-33	Manufacturing	27-1025	Interior Designers	30	31.55	65,600	26.55	55,200	30.35	63,100	35.70	74,200
31-33	Manufacturing	27-1029	Designers, All Other	20	22.65	47,100	16.50	34,300	18.75	39,000	24.45	50,800
31-33	Manufacturing	27-3031	Public Relations Specialists	30	45.15	93,900	30.70	63,800	42.95	89,300	55.15	114,700

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**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 (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 Petile. Hourly	25th Petile. Salary	50th Petile. Hourly	50th Petile. Salary	75th Petile. Hourly	75th Petile. Salary
31-33	Manufacturing	27-3041	Editors	30	35.65	74,100	27.65	57,500	34.50	71,800	39.90	83,000
31-33	Manufacturing	27-3042	Technical Writers	110	39.35	81,900	32.65	68,000	39.45	82,000	46.50	96,700
31-33	Manufacturing	27-3099	Media and Communication Workers, All Other		43.80	91,100	34.85	72,500	44.00	91,600	53.60	111,500
31-33	Manufacturing	27-4021	Photographers	10	20.30	42,200	13.00	27,100	17.05	35,500	25.35	52,800
31-33	Manufacturing	29-0000	Healthcare Practitioners and Technical Occupations	610	37.60	78,200	27.00	56,200	36.95	76,900	47.50	98,800
31-33	Manufacturing	29-1141	Registered Nurses	20	36.70	76,300	32.20	67,000	36.30	75,500	40.80	84,800
31-33	Manufacturing	29-1181	Audiologists		35.40	73,600	31.55	65,600	34.85	72,500	38.20	79,500
31-33	Manufacturing	29-2010	Clinical Laboratory Technologists and Technicians	10	34.75	72,300	29.25	60,900	34.95	72,700	41.65	86,600
31-33	Manufacturing	29-9011	Occupational Health and Safety Specialists	280	43.05	89,600	34.45	71,700	43.10	89,700	50.35	104,700
31-33	Manufacturing	29-9012	Occupational Health and Safety Technicians	100	30.70	63,800	23.35	48,600	30.30	63,100	36.55	76,100
31-33	Manufacturing	31-0000	Healthcare Support Occupations		19.45	40,500	14.60	30,400	19.55	40,700	23.50	48,900
31-33	Manufacturing	33-0000	Protective Service Occupations	280	18.70	38,900	13.45	28,000	16.85	35,000	22.70	47,200
31-33	Manufacturing	33-1099	First-Line Supervisors of Protective Service Workers, All Other	10	32.15	66,900	27.20	56,600	31.65	65,900	38.40	79,900
31-33	Manufacturing	33-9032	Security Guards	260	17.65	36,700	13.25	27,600	16.35	34,000	21.60	44,900
31-33	Manufacturing	35-0000	Food Preparation and Serving-Related Occupations	2,540	11.75	24,400	9.70	20,200	10.95	22,800	12.35	25,600
31-33	Manufacturing	35-1011	Chefs and Head Cooks	30	24.20	50,300	17.75	37,000	19.80	41,200	27.35	56,900
31-33	Manufacturing	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	150	16.35	34,100	12.50	26,000	14.10	29,300	18.40	38,300
31-33	Manufacturing	35-2014	Cooks, Restaurant		19.25	40,100	12.85	26,700	16.40	34,100	21.00	43,600
31-33	Manufacturing	35-2021	Food Preparation Workers	450	11.30	23,500	9.60	20,000	10.75	22,300	11.80	24,500
31-33	Manufacturing	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	210	11.90	24,700	10.55	22,000	11.65	24,200	12.80	26,600
31-33	Manufacturing	35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	1,330	10.90	22,700	9.50	19,700	10.60	22,100	11.75	24,500
31-33	Manufacturing	35-9021	Dishwashers	130	11.15	23,200	9.50	19,800	10.60	22,000	12.10	25,200
31-33	Manufacturing	37-0000	Building and Grounds Cleaning and Maintenance Occupations	1,520	15.10	31,400	11.10	23,000	13.65	28,400	17.75	37,000
31-33	Manufacturing	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	30	26.60	55,300	19.45	40,500	24.15	50,200	33.80	70,300
31-33	Manufacturing	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	1,430	14.85	30,900	11.05	23,000	13.60	28,300	17.55	36,500
31-33	Manufacturing	41-0000	Sales and Related Occupations	11,170	35.95	74,800	19.50	40,500	32.25	67,100	46.15	96,000
31-33	Manufacturing	41-1011	First-Line Supervisors of Retail Sales Workers	140	25.05	52,100	17.35	36,100	24.20	50,300	33.50	69,700
31-33	Manufacturing	41-1012	First-Line Supervisors of Non-Retail Sales Workers	330	55.05	114,500	40.60	84,500	49.10	102,100	66.30	137,900
31-33	Manufacturing	41-2011	Cashiers	830	11.10	23,100	9.30	19,300	10.55	21,900	12.10	25,200
31-33	Manufacturing	41-2021	Counter and Rental Clerks		11.65	24,200	9.25	19,300	10.05	20,900	11.40	23,700
31-33	Manufacturing	41-2031	Retail Salespersons	890	13.10	27,200	9.85	20,500	11.75	24,400	14.50	30,200
31-33	Manufacturing	41-3099	Sales Representatives, Services, All Other	980	38.85	80,800	22.60	47,000	34.55	71,800	47.05	97,900
31-33	Manufacturing	41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	550	42.85	89,200	25.85	53,700	41.35	86,000	51.40	106,900
31-33	Manufacturing	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	6,570	40.90	85,000	26.70	55,500	35.90	74,700	48.80	101,500
31-33	Manufacturing	41-9011	Demonstrators and Product Promoters	140	12.90	26,800	10.50	21,900	11.85	24,600	13.95	29,000
31-33	Manufacturing	41-9031	Sales Engineers	430	46.05	95,800	35.95	74,700	43.60	90,600	50.95	105,900
31-33	Manufacturing	41-9041	Telemarketers		19.55	40,700	11.25	23,400	17.55	36,500	27.30	56,800
31-33	Manufacturing	41-9099	Sales and Related Workers, All Other	200	26.00	54,100	15.10	31,400	23.15	48,200	32.20	67,000
31-33	Manufacturing	43-0000	Office and Administrative Support Occupations	26,200	21.50	44,700	15.50	32,300	20.40	42,500	26.50	55,100
31-33	Manufacturing	43-1011	First-Line Supervisors of Office and Administrative Support Work	1,400	32.25	67,100	25.70	53,500	31.10	64,700	37.95	78,900
31-33	Manufacturing	43-2011	Switchboard Operators, Including Answering Service	20	20.90	43,500	15.80	32,800	17.65	36,700	19.55	40,700
31-33	Manufacturing	43-3011	Bill and Account Collectors	120	24.10	50,100	19.60	40,800	23.15	48,200	28.30	58,900
31-33	Manufacturing	43-3021	Billing and Posting Clerks and Machine Operators	360	21.05	43,800	17.00	35,400	20.65	43,000	24.55	51,100
31-33	Manufacturing	43-3031	Bookkeeping, Accounting, and Auditing Clerks	2,880	23.20	48,300	19.50	40,600	23.15	48,100	27.35	56,900
31-33	Manufacturing	43-3051	Payroll and Timekeeping Clerks	300	24.45	50,800	20.10	41,800	25.25	52,600	28.95	60,200
31-33	Manufacturing	43-3061	Procurement Clerks	610	21.40	44,500	16.35	34,000	21.15	44,000	26.60	55,300
31-33	Manufacturing	43-4041	Credit Authorizers, Checkers, and Clerks	40	25.35	52,800	19.20	39,900	22.25	46,300	26.30	54,700
31-33	Manufacturing	43-4051	Customer Service Representatives	3,510	21.85	45,500	16.50	34,400	21.15	44,000	26.20	54,500

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**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 (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	43-4071	File Clerks	90	20.85	43,400	14.35	29,900	20.15	41,900	25.95	53,900
31-33	Manufacturing	43-4151	Order Clerks	490	17.15	35,700	10.15	21,100	16.60	34,600	22.35	46,400
31-33	Manufacturing	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	300	22.15	46,100	17.75	36,900	22.10	46,000	26.55	55,300
31-33	Manufacturing	43-4171	Receptionists and Information Clerks	570	17.25	35,900	14.85	30,900	17.10	35,600	19.20	39,900
31-33	Manufacturing	43-4199	Information and Record Clerks, All Other	20	22.05	45,800	15.80	32,900	21.85	45,500	25.55	53,100
31-33	Manufacturing	43-5021	Couriers and Messengers	10	17.90	37,200	12.30	25,600	19.55	40,700	22.75	47,300
31-33	Manufacturing	43-5032	Dispatchers, Except Police, Fire, and Ambulance	120	26.35	54,800	17.20	35,700	22.75	47,300	32.95	68,500
31-33	Manufacturing	43-5061	Production, Planning, and Expediting Clerks	2,240	25.40	52,800	20.05	41,700	25.45	53,000	29.80	61,900
31-33	Manufacturing	43-5071	Shipping, Receiving, and Traffic Clerks	3,940	18.50	38,400	13.75	28,600	17.50	36,400	22.20	46,200
31-33	Manufacturing	43-5081	Stock Clerks and Order Fillers	2,050	17.40	36,200	12.50	26,000	16.35	34,000	21.15	44,000
31-33	Manufacturing	43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping	490	18.85	39,300	15.55	32,400	18.00	37,500	21.55	44,800
31-33	Manufacturing	43-6011	Executive Secretaries and Executive Administrative Assistants	610	34.45	71,600	29.05	60,400	34.30	71,400	38.50	80,100
31-33	Manufacturing	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	2,570	21.75	45,300	16.55	34,400	20.85	43,400	26.05	54,200
31-33	Manufacturing	43-9011	Computer Operators	70	21.85	45,400	17.15	35,600	21.10	43,900	25.85	53,800
31-33	Manufacturing	43-9021	Data Entry Keyers	230	18.60	38,700	14.45	30,100	17.65	36,700	22.05	45,900
31-33	Manufacturing	43-9022	Word Processors and Typists		22.20	46,200	20.25	42,100	24.10	50,200	28.10	58,400
31-33	Manufacturing	43-9031	Desktop Publishers	20	25.40	52,800	19.95	41,500	24.75	51,500	30.65	63,700
31-33	Manufacturing	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	70	16.55	34,500	12.15	25,300	14.85	30,900	19.75	41,100
31-33	Manufacturing	43-9061	Office Clerks, General	2,920	17.00	35,400	11.75	24,400	15.35	31,900	21.00	43,700
31-33	Manufacturing	43-9071	Office Machine Operators, Except Computer	30	20.15	41,900	14.55	30,300	19.45	40,500	25.85	53,700
31-33	Manufacturing	43-9199	Office and Administrative Support Workers, All Other	90	17.20	35,800	15.00	31,200	17.45	36,300	20.15	42,000
31-33	Manufacturing	45-0000	Farming, Fishing, and Forestry Occupations	170	16.10	33,500	11.95	24,800	13.85	28,800	17.80	37,000
31-33	Manufacturing	45-2041	Graders and Sorters, Agricultural Products	70	13.60	28,300	12.05	25,000	13.50	28,100	15.35	31,900
31-33	Manufacturing	45-2092	Farmworkers and Laborers, Crop, Nursery, and Greenhouse	70	14.80	30,800	11.40	23,800	13.55	28,200	16.40	34,100
31-33	Manufacturing	47-0000	Construction and Extraction Occupations	2,410	28.95	60,200	19.35	40,300	26.05	54,100	37.75	78,500
31-33	Manufacturing	47-1011	First-Line Supervisors of Construction Trades and Extraction Work	120	37.75	78,500	28.00	58,200	35.30	73,500	46.20	96,100
31-33	Manufacturing	47-2011	Boilermakers	50	25.35	52,700	16.55	34,500	21.20	44,100	35.70	74,300
31-33	Manufacturing	47-2031	Carpenters	530	24.15	50,200	17.05	35,500	20.90	43,500	28.35	59,000
31-33	Manufacturing	47-2044	Tile and Marble Setters		31.85	66,200	15.60	32,400	25.35	52,700	49.35	102,700
31-33	Manufacturing	47-2061	Construction Laborers	120	24.65	51,200	15.75	32,700	19.25	40,000	28.20	58,700
31-33	Manufacturing	47-2073	Operating Engineers and Other Construction Equipment Operators	70	27.40	57,000	22.45	46,700	25.25	52,500	30.50	63,400
31-33	Manufacturing	47-2111	Electricians	640	30.95	64,400	21.95	45,600	29.90	62,200	37.75	78,500
31-33	Manufacturing	47-2152	Plumbers, Pipefitters, and Steamfitters	140	34.75	72,200	27.15	56,500	35.25	73,300	43.25	89,900
31-33	Manufacturing	47-2211	Sheet Metal Workers	350	31.40	65,300	18.90	39,300	28.00	58,200	43.95	91,400
31-33	Manufacturing	47-2221	Structural Iron and Steel Workers	80	34.95	72,700	23.50	48,800	28.10	58,400	45.15	93,900
31-33	Manufacturing	47-3015	Helpers--Pipelayers, Plumbers, Pipefitters, and Steamfitters	50	18.75	39,000	16.25	33,800	18.70	38,900	21.75	45,300
31-33	Manufacturing	47-4090	Miscellaneous Construction and Related Workers		17.25	35,900	12.00	25,000	15.30	31,900	18.20	37,800
31-33	Manufacturing	49-0000	Installation, Maintenance, and Repair Occupations	10,160	27.40	57,000	20.60	42,800	26.60	55,300	32.80	68,200
31-33	Manufacturing	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	820	40.20	83,600	32.45	67,500	39.65	82,500	47.95	99,800
31-33	Manufacturing	49-2011	Computer, Automated Teller, and Office Machine Repairers	20	24.10	50,100	19.85	41,200	25.15	52,300	28.35	58,900
31-33	Manufacturing	49-2091	Avionics Technicians	50	27.50	57,200	25.45	52,900	27.80	57,800	30.15	62,700
31-33	Manufacturing	49-2094	Electrical and Electronics Repairers, Commercial and Industrial Equipment	290	30.05	62,500	24.40	50,700	28.45	59,200	33.60	69,900
31-33	Manufacturing	49-3011	Aircraft Mechanics and Service Technicians		35.90	74,700	27.20	56,500	30.60	63,600	39.80	82,800
31-33	Manufacturing	49-3023	Automotive Service Technicians and Mechanics		29.35	61,100	23.35	48,500	29.35	61,000	35.70	74,200
31-33	Manufacturing	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	160	24.35	50,700	19.50	40,600	23.60	49,000	28.25	58,700
31-33	Manufacturing	49-3042	Mobile Heavy Equipment Mechanics, Except Engines	80	25.35	52,700	22.80	47,400	25.70	53,400	28.50	59,300
31-33	Manufacturing	49-3093	Tire Repairers and Changers		13.25	27,600	11.85	24,700	13.15	27,300	14.40	29,900
31-33	Manufacturing	49-9012	Control and Valve Installers and Repairers, Except Mechanical Door		31.60	65,700	22.50	46,800	29.45	61,200	37.20	77,400
31-33	Manufacturing	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	310	24.70	51,300	19.35	40,300	23.25	48,400	29.20	60,700
31-33	Manufacturing	49-9041	Industrial Machinery Mechanics	4,380	28.75	59,800	22.95	47,800	28.00	58,300	33.75	70,200

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31-33	Manufacturing	49-9043	Maintenance Workers, Machinery	430	23.80	49,500	18.20	37,800	23.00	47,900	28.65	59,500
31-33	Manufacturing	49-9044	Millwrights	50	31.95	66,400	25.65	53,400	30.10	62,600	40.25	83,800
31-33	Manufacturing	49-9062	Medical Equipment Repairers	30	27.35	56,900	23.20	48,200	26.85	55,900	30.30	63,000
31-33	Manufacturing	49-9069	Precision Instrument and Equipment Repairers, All Other	90	36.40	75,700	32.15	66,800	37.35	77,700	42.35	88,100
31-33	Manufacturing	49-9071	Maintenance and Repair Workers, General	2,170	23.25	48,400	16.20	33,600	23.00	47,800	28.65	59,600
31-33	Manufacturing	49-9091	Coin, Vending, and Amusement Machine Servicers and Repairers	70	24.90	51,800	21.45	44,600	25.55	53,200	29.00	60,300
31-33	Manufacturing	49-9096	Riggers	40	40.40	84,000	37.20	77,400	42.40	88,200	46.30	96,300
31-33	Manufacturing	49-9098	Helpers--Installation, Maintenance, and Repair Workers	140	17.75	37,000	12.70	26,400	16.20	33,700	21.50	44,700
31-33	Manufacturing	49-9099	Installation, Maintenance, and Repair Workers, All Other	400	20.20	42,100	14.90	31,000	19.85	41,300	23.80	49,500
31-33	Manufacturing	51-0000	Production Occupations	113,390	19.45	40,500	12.85	26,700	17.50	36,400	24.20	50,300
31-33	Manufacturing	51-1011	First-Line Supervisors of Production and Operating Workers	8,560	34.45	71,600	26.50	55,100	33.75	70,200	41.45	86,200
31-33	Manufacturing	51-2021	Coil Winders, Tapers, and Finishers	140	18.55	38,600	14.35	29,800	17.70	36,800	22.20	46,100
31-33	Manufacturing	51-2028	Electrical, electronic, and electromechanical assemblers, except coil winders, tapers, and finishers	4,610	18.30	38,000	13.55	28,200	17.35	36,100	22.35	46,500
31-33	Manufacturing	51-2031	Engine and Other Machine Assemblers	310	19.10	39,700	14.55	30,300	17.90	37,200	23.70	49,300
31-33	Manufacturing	51-2041	Structural Metal Fabricators and Fitters	520	20.95	43,600	16.40	34,100	19.30	40,100	25.10	52,200
31-33	Manufacturing	51-2091	Fiberglass Laminators and Fabricators		20.05	41,700	16.95	35,300	20.15	42,000	22.40	46,600
31-33	Manufacturing	51-2098	Assemblers and fabricators, all other, including team assemblers	7,160	15.55	32,400	11.50	23,900	14.15	29,400	18.55	38,500
31-33	Manufacturing	51-3011	Bakers	1,940	15.15	31,500	11.20	23,300	14.15	29,500	18.25	37,900
31-33	Manufacturing	51-3021	Butchers and Meat Cutters	340	14.55	30,300	10.80	22,500	12.70	26,400	16.80	35,000
31-33	Manufacturing	51-3022	Meat, Poultry, and Fish Cutters and Trimmers	440	13.10	27,200	9.90	20,600	11.45	23,900	15.00	31,200
31-33	Manufacturing	51-3023	Slaughterers and Meat Packers	550	13.45	27,900	10.95	22,800	12.80	26,600	15.05	31,300
31-33	Manufacturing	51-3091	Food and Tobacco Roasting, Baking, and Drying Machine Operators and Tenders	310	15.45	32,200	9.60	20,000	15.60	32,500	19.45	40,500
31-33	Manufacturing	51-3092	Food Batchmakers	2,920	16.75	34,800	11.95	24,900	15.45	32,200	19.90	41,400
31-33	Manufacturing	51-3093	Food Cooking Machine Operators and Tenders	590	14.80	30,700	10.60	22,100	13.80	28,700	17.95	37,300
31-33	Manufacturing	51-3099	Food Processing Workers, All Other	520	11.30	23,500	9.70	20,200	10.65	22,100	11.70	24,400
31-33	Manufacturing	51-4011	Computer-Controlled Machine Tool Operators, Metal and Plastic	2,370	22.00	45,700	16.40	34,100	21.55	44,800	27.40	57,000
31-33	Manufacturing	51-4012	Computer Numerically Controlled Machine Tool Programmers, Metal and Plastic	420	26.45	55,100	20.55	42,700	25.15	52,300	30.80	64,100
31-33	Manufacturing	51-4021	Extruding and Drawing Machine Setters, Operators, and Tenders, Metal and Plastic	1,650	16.85	35,100	13.45	28,000	16.25	33,800	19.35	40,300
31-33	Manufacturing	51-4022	Forging Machine Setters, Operators, and Tenders, Metal and Plastic	210	17.60	36,600	14.25	29,600	16.25	33,800	19.40	40,300
31-33	Manufacturing	51-4023	Rolling Machine Setters, Operators, and Tenders, Metal and Plastic	590	17.50	36,400	12.60	26,200	16.35	34,100	21.80	45,400
31-33	Manufacturing	51-4031	Cutting, Punching, and Press Machine Setters, Operators, and Tenders, Metal and Plastic	3,610	16.60	34,600	11.55	24,000	16.20	33,700	20.45	42,600
31-33	Manufacturing	51-4032	Drilling and Boring Machine Tool Setters, Operators, and Tenders, Metal and Plastic	180	17.75	37,000	13.15	27,400	16.30	33,900	21.65	45,000
31-33	Manufacturing	51-4033	Grinding, Lapping, Polishing, and Buffing Machine Tool Setters, Operators, and Tenders, Metal and Plastic	1,050	17.85	37,100	13.55	28,200	16.90	35,100	20.15	41,900
31-33	Manufacturing	51-4034	Lathe and Turning Machine Tool Setters, Operators, and Tenders, Metal and Plastic	550	21.15	44,000	16.30	33,900	19.70	40,900	26.45	55,000
31-33	Manufacturing	51-4035	Milling and Planing Machine Setters, Operators, and Tenders, Metal and Plastic	510	24.00	49,900	17.05	35,400	23.15	48,100	31.45	65,400
31-33	Manufacturing	51-4041	Machinists	3,500	24.15	50,200	19.35	40,200	23.70	49,300	28.75	59,800
31-33	Manufacturing	51-4051	Metal-Refining Furnace Operators and Tenders	120	23.00	47,900	18.90	39,300	23.35	48,600	27.15	56,500
31-33	Manufacturing	51-4052	Pourers and Casters, Metal	90	18.25	38,000	13.40	27,900	16.25	33,800	22.35	46,500
31-33	Manufacturing	51-4061	Model Makers, Metal and Plastic	100	27.55	57,300	17.05	35,400	24.90	51,800	38.55	80,200
31-33	Manufacturing	51-4071	Foundry Mold and Coremakers		19.40	40,300	15.10	31,400	19.25	40,000	23.95	49,800
31-33	Manufacturing	51-4072	Molding, Coremaking, and Casting Machine Setters, Operators, and Tenders, Metal and Plastic	2,540	17.80	37,000	13.40	27,900	16.50	34,300	21.25	44,200

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	51-4081	Multiple Machine Tool Setters, Operators, and Tenders, Metal and Plastic	1,160	17.45	36,300	12.90	26,800	16.45	34,200	21.75	45,300
31-33	Manufacturing	51-4111	Tool and Die Makers	800	26.75	55,700	22.10	46,000	27.10	56,300	31.20	64,800
31-33	Manufacturing	51-4121	Welders, Cutters, Solderers, and Brazers	2,900	21.65	45,000	16.90	35,100	20.60	42,800	25.50	53,000
31-33	Manufacturing	51-4122	Welding, Soldering, and Brazing Machine Setters, Operators, and Tenders	820	16.70	34,700	13.55	28,100	14.70	30,600	17.20	35,800
31-33	Manufacturing	51-4191	Heat Treating Equipment Setters, Operators, and Tenders, Metal and Plastic	200	18.85	39,200	14.35	29,900	18.20	37,800	23.15	48,100
31-33	Manufacturing	51-4192	Layout Workers, Metal and Plastic		17.50	36,400	13.90	29,000	16.10	33,500	18.25	38,000
31-33	Manufacturing	51-4193	Plating and Coating Machine Setters, Operators, and Tenders, Metal and Plastic	790	17.75	37,000	13.40	27,900	17.05	35,400	21.65	45,100
31-33	Manufacturing	51-4194	Tool Grinders, Filers, and Sharpeners	20	12.85	26,700	10.75	22,400	11.95	24,900	14.95	31,100
31-33	Manufacturing	51-4199	Metal Workers and Plastic Workers, All Other	510	16.05	33,400	12.35	25,700	14.20	29,600	18.85	39,200
31-33	Manufacturing	51-5111	Prepress Technicians and Workers	960	26.50	55,100	21.50	44,700	27.00	56,200	30.85	64,200
31-33	Manufacturing	51-5112	Printing Press Operators	2,840	21.65	45,000	16.20	33,700	20.35	42,300	27.15	56,500
31-33	Manufacturing	51-5113	Print Binding and Finishing Workers	1,420	17.50	36,400	10.60	22,000	15.05	31,300	23.40	48,600
31-33	Manufacturing	51-6021	Pressers, Textile, Garment, and Related Materials	190	11.50	23,900	9.35	19,500	10.65	22,100	12.95	26,900
31-33	Manufacturing	51-6031	Sewing Machine Operators	3,160	11.50	23,900	9.25	19,200	10.55	22,000	13.05	27,100
31-33	Manufacturing	51-6041	Shoe and Leather Workers and Repairers	20	23.70	49,300	13.70	28,500	18.20	37,800	35.45	73,700
31-33	Manufacturing	51-6051	Sewers, Hand		13.60	28,300	12.15	25,300	13.50	28,100	14.80	30,700
31-33	Manufacturing	51-6052	Tailors, Dressmakers, and Custom Sewers		17.05	35,500	15.70	32,700	16.95	35,200	18.15	37,700
31-33	Manufacturing	51-6061	Textile Bleaching and Dyeing Machine Operators and Tenders	170	15.65	32,600	12.90	26,900	14.95	31,100	17.85	37,100
31-33	Manufacturing	51-6062	Textile Cutting Machine Setters, Operators, and Tenders	370	15.55	32,400	12.30	25,600	14.15	29,500	17.70	36,800
31-33	Manufacturing	51-6063	Textile Knitting and Weaving Machine Setters, Operators, and Tenders	200	13.70	28,500	11.75	24,500	13.55	28,200	15.10	31,400
31-33	Manufacturing	51-6064	Textile Winding, Twisting, and Drawing Out Machine Setters, Operators, and Tenders	160	15.85	33,000	13.15	27,400	15.05	31,300	18.45	38,300
31-33	Manufacturing	51-6091	Extruding and Forming Machine Setters, Operators, and Tenders, Synthetic and Glass Fibers		19.80	41,100	16.05	33,400	21.45	44,600	23.90	49,700
31-33	Manufacturing	51-6092	Fabric and Apparel Patternmakers	220	13.35	27,700	9.10	18,900	9.40	19,600	13.30	27,700
31-33	Manufacturing	51-6093	Upholsterers	170	17.20	35,800	14.20	29,500	16.45	34,200	18.45	38,400
31-33	Manufacturing	51-6099	Textile, Apparel, and Furnishings Workers, All Other	390	11.15	23,200	9.15	19,000	10.10	21,000	11.95	24,900
31-33	Manufacturing	51-7011	Cabinetmakers and Bench Carpenters	1,120	21.30	44,300	15.95	33,200	21.35	44,400	26.30	54,700
31-33	Manufacturing	51-7021	Furniture Finishers	270	15.20	31,600	11.65	24,300	13.85	28,800	17.65	36,700
31-33	Manufacturing	51-7041	Sawing Machine Setters, Operators, and Tenders, Wood	80	16.20	33,700	13.95	29,100	15.65	32,500	18.30	38,000
31-33	Manufacturing	51-7042	Woodworking Machine Setters, Operators, and Tenders, Except Sawing	500	15.90	33,000	12.60	26,200	15.70	32,600	18.00	37,500
31-33	Manufacturing	51-7099	Woodworkers, All Other	40	18.80	39,100	9.90	20,500	19.45	40,400	25.65	53,400
31-33	Manufacturing	51-8021	Stationary Engineers and Boiler Operators	170	30.70	63,900	26.50	55,100	30.40	63,300	35.65	74,100
31-33	Manufacturing	51-8031	Water and Wastewater Treatment Plant and System Operators	40	27.60	57,400	19.75	41,100	27.20	56,600	34.65	72,100
31-33	Manufacturing	51-8091	Chemical Plant and System Operators	590	30.25	62,900	22.20	46,200	30.50	63,500	39.90	83,000
31-33	Manufacturing	51-8093	Petroleum Pump System Operators, Refinery Operators, and Gaugers	230	43.55	90,600	33.45	69,500	43.35	90,200	49.40	102,700
31-33	Manufacturing	51-9011	Chemical Equipment Operators and Tenders	3,190	23.65	49,200	17.90	37,200	23.10	48,100	28.80	59,900
31-33	Manufacturing	51-9012	Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders	860	26.80	55,700	21.20	44,100	27.70	57,600	32.50	67,600
31-33	Manufacturing	51-9021	Crushing, Grinding, and Polishing Machine Setters, Operators, and Tenders	840	17.80	37,000	14.20	29,500	17.25	35,900	21.15	43,900
31-33	Manufacturing	51-9022	Grinding and Polishing Workers, Hand	420	17.85	37,200	14.15	29,500	17.70	36,800	21.45	44,700
31-33	Manufacturing	51-9023	Mixing and Blending Machine Setters, Operators, and Tenders	3,500	20.20	42,000	15.35	31,900	19.75	41,100	24.95	51,900
31-33	Manufacturing	51-9031	Cutters and Trimmers, Hand	320	12.55	26,100	9.10	18,900	9.60	20,000	15.00	31,200
31-33	Manufacturing	51-9032	Cutting and Slicing Machine Setters, Operators, and Tenders	1,690	16.50	34,300	12.40	25,800	15.05	31,300	20.10	41,900
31-33	Manufacturing	51-9041	Extruding, Forming, Pressing, and Compacting Machine Setters, Operators, and Tenders	3,020	17.75	36,900	13.60	28,300	16.80	35,000	21.60	44,900
31-33	Manufacturing	51-9051	Furnace, Kiln, Oven, Drier, and Kettle Operators and Tenders	220	19.90	41,400	15.10	31,400	20.05	41,700	24.00	49,900
31-33	Manufacturing	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	7,100	20.35	42,300	15.15	31,500	19.80	41,200	24.85	51,600
31-33	Manufacturing	51-9071	Jewelers and Precious Stone and Metal Workers	470	25.10	52,200	14.80	30,800	26.80	55,800	34.30	71,300

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	51-9081	Dental Laboratory Technicians	470	20.15	41,900	15.45	32,200	18.90	39,300	24.00	49,900
31-33	Manufacturing	51-9082	Medical Appliance Technicians	1,050	19.65	40,900	14.95	31,100	18.70	38,900	24.10	50,100
31-33	Manufacturing	51-9111	Packaging and Filling Machine Operators and Tenders	9,040	15.15	31,600	10.65	22,100	13.45	28,000	17.80	37,000
31-33	Manufacturing	51-9121	Coating, Painting, and Spraying Machine Setters, Operators, and Tenders	1,870	19.35	40,200	13.60	28,300	18.40	38,300	23.55	48,900
31-33	Manufacturing	51-9122	Painters, Transportation Equipment	40	20.45	42,500	17.45	36,300	20.65	43,000	23.30	48,400
31-33	Manufacturing	51-9123	Painting, Coating, and Decorating Workers	470	14.60	30,400	11.30	23,500	13.30	27,700	17.15	35,700
31-33	Manufacturing	51-9141	Semiconductor Processors		20.30	42,200	16.25	33,800	18.30	38,100	23.15	48,100
31-33	Manufacturing	51-9151	Photographic Process Workers and Processing Machine Operators	40	18.25	38,000	13.60	28,300	15.30	31,800	18.80	39,100
31-33	Manufacturing	51-9191	Adhesive Bonding Machine Operators and Tenders	160	18.10	37,700	14.10	29,300	18.55	38,600	21.95	45,700
31-33	Manufacturing	51-9192	Cleaning, Washing, and Metal Pickling Equipment Operators and Tenders	480	16.85	35,100	11.90	24,700	16.25	33,800	20.95	43,600
31-33	Manufacturing	51-9193	Cooling and Freezing Equipment Operators and Tenders	80	17.40	36,200	12.35	25,700	16.50	34,400	21.45	44,700
31-33	Manufacturing	51-9194	Etchers and Engravers	200	14.70	30,600	10.85	22,600	13.00	27,000	18.05	37,600
31-33	Manufacturing	51-9195	Molders, Shapers, and Casters, Except Metal and Plastic	660	22.65	47,200	18.50	38,400	22.20	46,200	26.05	54,200
31-33	Manufacturing	51-9196	Paper Goods Machine Setters, Operators, and Tenders	2,430	15.25	31,700	10.40	21,600	13.55	28,200	19.30	40,200
31-33	Manufacturing	51-9198	Helpers--Production Workers	3,630	13.70	28,500	9.90	20,600	12.40	25,800	15.50	32,300
31-33	Manufacturing	51-9199	Production Workers, All Other	2,500	15.95	33,200	10.25	21,400	13.35	27,800	18.90	39,300
31-33	Manufacturing	53-0000	Transportation and Material Moving Occupations	23,300	16.60	34,500	11.45	23,800	14.85	30,900	20.05	41,700
31-33	Manufacturing	53-1011	Aircraft Cargo Handling Supervisors	20	37.25	77,500	32.80	68,200	36.95	76,800	44.75	93,100
31-33	Manufacturing	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	980	29.75	61,900	23.20	48,200	28.50	59,300	36.10	75,100
31-33	Manufacturing	53-3031	Driver/Sales Workers	730	16.65	34,700	11.80	24,500	15.70	32,700	20.95	43,600
31-33	Manufacturing	53-3032	Heavy and Tractor-Trailer Truck Drivers	2,320	24.25	50,400	20.50	42,700	23.60	49,100	28.20	58,600
31-33	Manufacturing	53-3033	Light Truck or Delivery Services Drivers	1,470	17.40	36,200	13.10	27,300	16.45	34,200	21.05	43,800
31-33	Manufacturing	53-7011	Conveyor Operators and Tenders	40	15.90	33,100	13.50	28,100	16.35	34,000	18.35	38,100
31-33	Manufacturing	53-7021	Crane and Tower Operators	110	25.35	52,700	18.85	39,200	26.20	54,500	29.95	62,300
31-33	Manufacturing	53-7051	Industrial Truck and Tractor Operators	3,130	17.50	36,400	13.55	28,100	16.70	34,700	20.65	42,900
31-33	Manufacturing	53-7061	Cleaners of Vehicles and Equipment	860	13.40	27,800	10.35	21,600	12.40	25,800	15.35	32,000
31-33	Manufacturing	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	6,450	15.00	31,200	11.40	23,700	14.00	29,100	17.70	36,800
31-33	Manufacturing	53-7063	Machine Feeders and Offbearers	810	14.80	30,800	11.50	23,900	14.20	29,500	17.85	37,100
31-33	Manufacturing	53-7064	Packers and Packagers, Hand	6,240	12.90	26,900	9.95	20,600	11.65	24,200	14.70	30,600
31-33	Manufacturing	53-7199	Material Moving Workers, All Other		26.70	55,500	22.65	47,200	26.90	56,000	30.70	63,800
42	Wholesale Trade	00-0000	Total all occupations	214,580	31.40	65,300	15.50	32,200	23.50	48,900	37.15	77,300
42	Wholesale Trade	11-0000	Management Occupations	22,240	76.45	159,000	49.10	102,100	66.30	137,900	94.15	195,900
42	Wholesale Trade	11-1011	Chief Executives	160	112.35	233,700	82.95	172,600				
42	Wholesale Trade	11-1021	General and Operations Managers	8,840	82.40	171,400	46.85	97,500	69.85	145,300		
42	Wholesale Trade	11-2011	Advertising and Promotions Managers	30	77.45	161,100	55.85	116,100	65.30	135,900	86.45	179,800
42	Wholesale Trade	11-2021	Marketing Managers	1,900	74.00	154,000	51.55	107,200	63.80	132,700	84.75	176,300
42	Wholesale Trade	11-2022	Sales Managers	3,940	72.45	150,700	48.60	101,100	63.20	131,400	86.30	179,500
42	Wholesale Trade	11-2031	Public Relations and Fundraising Managers	30	82.30	171,200	49.55	103,100	69.90	145,400		
42	Wholesale Trade	11-3011	Administrative Services Managers	260	65.85	137,000	44.80	93,100	57.45	119,500	79.05	164,400
42	Wholesale Trade	11-3021	Computer and Information Systems Managers	750	78.50	163,300	58.60	121,900	72.85	151,500	90.70	188,700
42	Wholesale Trade	11-3031	Financial Managers	1,540	80.90	168,300	59.05	122,800	72.80	151,500	93.70	194,900
42	Wholesale Trade	11-3051	Industrial Production Managers	300	64.85	134,900	45.80	95,200	59.20	123,200	76.85	159,800
42	Wholesale Trade	11-3061	Purchasing Managers	350	78.60	163,500	57.20	119,000	70.75	147,200	87.65	182,300
42	Wholesale Trade	11-3071	Transportation, Storage, and Distribution Managers	1,210	57.10	118,800	41.80	86,900	50.90	105,800	67.30	140,000
42	Wholesale Trade	11-3111	Compensation and Benefits Managers		75.35	156,700	60.75	126,400	72.15	150,100	88.40	183,900
42	Wholesale Trade	11-3121	Human Resources Managers	280	71.65	149,100	52.15	108,400	66.80	139,000	85.60	178,100
42	Wholesale Trade	11-3131	Training and Development Managers	70	74.75	155,500	56.50	117,600	73.20	152,200	91.60	190,500
42	Wholesale Trade	11-9021	Construction Managers	40	60.80	126,500	52.30	108,800	58.75	122,200	70.30	146,200
42	Wholesale Trade	11-9041	Architectural and Engineering Managers	300	70.00	145,600	64.85	134,900	70.85	147,300	76.80	159,700

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
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42	Wholesale Trade	11-9111	Medical and Health Services Managers	40	78.70	163,700	56.60	117,700	70.55	146,800	83.10	172,900
42	Wholesale Trade	11-9121	Natural Sciences Managers	510	95.35	198,300	69.80	145,200	88.30	183,700		
42	Wholesale Trade	11-9141	Property, Real Estate, and Community Association Managers	10	57.85	120,300	38.45	80,000	47.00	97,800	59.80	124,400
42	Wholesale Trade	11-9199	Managers, All Other	1,660	62.20	129,300	45.70	95,000	58.05	120,800	74.10	154,200
42	Wholesale Trade	13-0000	Business and Financial Operations Occupations	16,270	38.55	80,200	26.90	56,000	34.75	72,200	45.05	93,700
42	Wholesale Trade	13-1020	Buyers and Purchasing Agents	2,440	38.15	79,300	25.15	52,300	32.85	68,400	42.55	88,500
42	Wholesale Trade	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	1,030	43.30	90,000	30.55	63,600	39.60	82,400	51.80	107,700
42	Wholesale Trade	13-1051	Cost Estimators	250	38.90	80,900	30.95	64,400	41.05	85,400	45.95	95,600
42	Wholesale Trade	13-1071	Human Resources Specialists	680	37.05	77,000	29.05	60,400	35.95	74,700	44.05	91,600
42	Wholesale Trade	13-1081	Logisticians	1,420	35.80	74,500	28.60	59,500	34.55	71,900	41.85	87,000
42	Wholesale Trade	13-1111	Management Analysts	340	39.70	82,600	27.75	57,700	35.80	74,400	49.05	102,000
42	Wholesale Trade	13-1121	Meeting, Convention, and Event Planners	90	36.25	75,400	27.75	57,700	34.70	72,200	42.25	87,900
42	Wholesale Trade	13-1141	Compensation, Benefits, and Job Analysis Specialists	80	43.50	90,500	31.45	65,500	40.35	84,000	53.00	110,200
42	Wholesale Trade	13-1151	Training and Development Specialists	310	38.75	80,600	28.15	58,600	36.85	76,700	47.20	98,200
42	Wholesale Trade	13-1161	Market Research Analysts and Marketing Specialists	2,430	34.50	71,800	24.20	50,400	32.00	66,600	40.85	85,000
42	Wholesale Trade	13-1199	Business Operations Specialists, All Other	3,800	39.30	81,800	24.35	50,700	32.45	67,500	43.25	89,900
42	Wholesale Trade	13-2011	Accountants and Auditors	2,240	41.55	86,400	31.20	64,900	37.85	78,800	48.25	100,400
42	Wholesale Trade	13-2031	Budget Analysts	220	35.70	74,200	27.20	56,600	35.70	74,300	43.85	91,200
42	Wholesale Trade	13-2041	Credit Analysts	370	35.25	73,300	26.90	55,900	31.75	66,100	43.20	89,800
42	Wholesale Trade	13-2051	Financial Analysts	250	47.50	98,800	35.90	74,700	43.85	91,200	54.35	113,000
42	Wholesale Trade	13-2099	Financial Specialists, All Other	300	40.05	83,300	30.00	62,400	37.80	78,600	47.05	97,800
42	Wholesale Trade	15-0000	Computer and Mathematical Occupations	5,270	43.20	89,900	28.65	59,600	40.05	83,300	56.05	116,600
42	Wholesale Trade	15-1121	Computer Systems Analysts	280	45.75	95,100	28.20	58,600	44.40	92,400	60.90	126,600
42	Wholesale Trade	15-1122	Information Security Analysts	40	55.60	115,700	44.85	93,300	55.75	115,900	67.30	140,000
42	Wholesale Trade	15-1131	Computer Programmers	210	41.90	87,100	30.30	63,000	41.25	85,800	51.20	106,500
42	Wholesale Trade	15-1132	Software Developers, Applications	1,800	50.20	104,500	35.15	73,100	48.45	100,800	62.95	130,900
42	Wholesale Trade	15-1133	Software Developers, Systems Software		61.15	127,200	52.05	108,300	61.65	128,300	72.20	150,100
42	Wholesale Trade	15-1134	Web Developers	240	37.10	77,100	28.65	59,600	36.15	75,200	43.75	91,000
42	Wholesale Trade	15-1141	Database Administrators	70	52.35	108,900	41.60	86,600	55.05	114,500	67.35	140,100
42	Wholesale Trade	15-1142	Network and Computer Systems Administrators	560	41.85	87,100	29.95	62,300	39.85	82,900	49.70	103,300
42	Wholesale Trade	15-1143	Computer Network Architects	140	64.15	133,400	52.65	109,500	61.70	128,400	78.70	163,700
42	Wholesale Trade	15-1151	Computer User Support Specialists	1,130	30.00	62,400	21.55	44,900	27.90	58,000	36.85	76,700
42	Wholesale Trade	15-1152	Computer Network Support Specialists	260	34.45	71,600	24.80	51,600	31.35	65,200	45.00	93,600
42	Wholesale Trade	15-1199	Computer Occupations, All Other	250	36.75	76,400	25.30	52,600	34.60	72,000	46.00	95,700
42	Wholesale Trade	15-2041	Statisticians	40	59.10	122,900	48.20	100,300	59.90	124,600	73.10	152,100
42	Wholesale Trade	17-0000	Architecture and Engineering Occupations	2,960	47.75	99,300	32.35	67,300	42.05	87,500	56.40	117,300
42	Wholesale Trade	17-2031	Biomedical Engineers	50	60.10	125,000	37.15	77,300	52.20	108,600	68.75	143,000
42	Wholesale Trade	17-2041	Chemical Engineers	330	53.85	112,000	44.60	92,800	52.60	109,500	62.90	130,800
42	Wholesale Trade	17-2051	Civil Engineers		46.25	96,200	34.55	71,900	45.85	95,300	58.25	121,200
42	Wholesale Trade	17-2061	Computer Hardware Engineers		59.75	124,300	47.20	98,100	58.75	122,200	73.10	152,000
42	Wholesale Trade	17-2071	Electrical Engineers	480	77.05	160,300	43.15	89,800	61.80	128,500	99.05	206,000
42	Wholesale Trade	17-2072	Electronics Engineers, Except Computer	140	50.60	105,300	41.40	86,100	49.95	103,900	60.15	125,100
42	Wholesale Trade	17-2112	Industrial Engineers	250	45.05	93,700	37.40	77,800	44.20	91,900	50.95	106,000
42	Wholesale Trade	17-2141	Mechanical Engineers	370	39.95	83,100	31.85	66,300	39.15	81,400	46.80	97,300
42	Wholesale Trade	17-2199	Engineers, All Other	90	42.95	89,300	27.60	57,400	40.30	83,800	56.75	118,000
42	Wholesale Trade	17-3011	Architectural and Civil Drafters	30	26.60	55,300	23.40	48,700	26.10	54,300	28.85	60,000
42	Wholesale Trade	17-3012	Electrical and Electronics Drafters	20	24.45	50,900	18.75	39,000	24.00	49,900	29.60	61,600
42	Wholesale Trade	17-3013	Mechanical Drafters		23.80	49,500	15.55	32,300	25.60	53,300	32.80	68,200
42	Wholesale Trade	17-3019	Drafters, All Other		16.75	34,900	10.55	22,000	11.75	24,400	20.05	41,700

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NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
 OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
 NEW JERSEY: *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 Petile. Hourly	25th Petile. Salary	50th Petile. Hourly	50th Petile. Salary	75th Petile. Hourly	75th Petile. Salary
42	Wholesale Trade	17-3023	Electrical and Electronics Engineering Technicians		33.00	68,700	28.20	58,600	33.90	70,500	38.30	79,600
42	Wholesale Trade	17-3024	Electro-Mechanical Technicians		25.90	53,800	22.20	46,200	26.05	54,200	28.75	59,800
42	Wholesale Trade	17-3027	Mechanical Engineering Technicians	30	21.70	45,100	15.10	31,400	18.50	38,500	28.55	59,400
42	Wholesale Trade	19-0000	Life, Physical, and Social Science Occupations	1,800	49.30	102,600	35.75	74,300	46.35	96,400	61.20	127,300
42	Wholesale Trade	19-1012	Food Scientists and Technologists		47.35	98,500	43.25	90,000	46.60	96,900	49.95	103,900
42	Wholesale Trade	19-1021	Biochemists and Biophysicists	860	57.35	119,300	43.90	91,300	55.20	114,800	69.00	143,600
42	Wholesale Trade	19-1042	Medical Scientists, Except Epidemiologists	50	57.05	118,600	46.75	97,300	56.45	117,400	69.20	143,900
42	Wholesale Trade	19-2031	Chemists		43.25	90,000	33.70	70,100	40.85	85,000	48.95	101,900
42	Wholesale Trade	19-4031	Chemical Technicians	130	26.90	55,900	20.55	42,700	24.80	51,600	31.30	65,100
42	Wholesale Trade	23-0000	Legal Occupations	230	78.75	163,800	38.95	81,000	65.85	137,000		
42	Wholesale Trade	23-1011	Lawyers	170	95.70	199,100	56.85	118,300	88.20	183,500		
42	Wholesale Trade	23-2011	Paralegals and Legal Assistants	50	37.10	77,200	31.70	66,000	36.30	75,500	42.35	88,100
42	Wholesale Trade	25-0000	Education, Training, and Library Occupations	10	36.15	75,200	27.65	57,500	38.25	79,600	44.85	93,300
42	Wholesale Trade	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	2,230	31.35	65,200	21.20	44,100	28.80	59,900	38.45	79,900
42	Wholesale Trade	27-1011	Art Directors	30	46.10	95,900	40.10	83,400	46.75	97,200	54.05	112,500
42	Wholesale Trade	27-1014	Multimedia Artists and Animators	20	30.55	63,500	25.95	53,900	28.80	59,900	36.55	76,000
42	Wholesale Trade	27-1021	Commercial and Industrial Designers	350	36.80	76,600	27.55	57,300	35.15	73,100	42.95	89,300
42	Wholesale Trade	27-1022	Fashion Designers	170	35.25	73,300	24.50	51,000	29.30	61,000	39.00	81,100
42	Wholesale Trade	27-1024	Graphic Designers	600	31.20	64,900	22.45	46,700	27.70	57,600	35.80	74,500
42	Wholesale Trade	27-1025	Interior Designers	110	33.80	70,300	21.85	45,400	33.15	69,000	46.25	96,200
42	Wholesale Trade	27-1026	Merchandise Displayers and Window Trimmers	220	17.25	35,900	13.30	27,700	16.20	33,700	20.45	42,600
42	Wholesale Trade	27-1029	Designers, All Other	40	20.40	42,400	11.55	24,000	18.40	38,300	28.45	59,200
42	Wholesale Trade	27-3031	Public Relations Specialists	70	35.30	73,500	25.65	53,400	32.20	67,000	41.35	86,000
42	Wholesale Trade	27-3041	Editors	250	36.10	75,100	28.45	59,200	34.35	71,400	40.90	85,000
42	Wholesale Trade	27-3042	Technical Writers	130	40.45	84,200	30.70	63,800	39.10	81,300	48.45	100,700
42	Wholesale Trade	27-3043	Writers and Authors		23.80	49,500	17.15	35,700	18.80	39,100	31.85	66,200
42	Wholesale Trade	27-4012	Broadcast Technicians		15.60	32,400	13.50	28,100	14.75	30,700	17.45	36,300
42	Wholesale Trade	27-4021	Photographers	50	22.05	45,900	14.85	30,900	22.20	46,100	27.05	56,200
42	Wholesale Trade	29-0000	Healthcare Practitioners and Technical Occupations	1,290	37.75	78,500	16.30	34,000	35.55	73,900	57.15	118,900
42	Wholesale Trade	29-1051	Pharmacists	540	58.40	121,400	53.35	111,000	58.30	121,200	63.35	131,800
42	Wholesale Trade	29-1141	Registered Nurses	80	38.50	80,100	30.75	63,900	37.60	78,200	46.05	95,800
42	Wholesale Trade	29-2052	Pharmacy Technicians	510	16.30	34,000	12.65	26,300	15.00	31,200	18.70	38,900
42	Wholesale Trade	29-9011	Occupational Health and Safety Specialists	30	36.75	76,400	28.80	59,900	35.50	73,900	45.20	94,000
42	Wholesale Trade	31-0000	Healthcare Support Occupations	60	16.65	34,700	14.45	30,100	16.45	34,200	18.85	39,200
42	Wholesale Trade	33-0000	Protective Service Occupations	450	17.40	36,100	12.15	25,300	15.75	32,800	20.15	41,900
42	Wholesale Trade	33-9032	Security Guards	420	16.20	33,700	11.95	24,800	15.20	31,600	18.90	39,300
42	Wholesale Trade	35-0000	Food Preparation and Serving-Related Occupations	180	15.35	32,000	10.05	20,900	12.10	25,100	16.80	35,000
42	Wholesale Trade	35-1011	Chefs and Head Cooks	20	32.35	67,300	24.05	50,000	32.75	68,100	39.70	82,600
42	Wholesale Trade	35-2021	Food Preparation Workers	60	13.40	27,900	11.10	23,000	13.00	27,000	15.10	31,400
42	Wholesale Trade	37-0000	Building and Grounds Cleaning and Maintenance Occupations	1,140	14.50	30,100	10.70	22,200	13.40	27,900	16.75	34,900
42	Wholesale Trade	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	30	22.10	46,000	18.40	38,300	22.00	45,700	25.40	52,900
42	Wholesale Trade	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	1,070	14.15	29,400	10.55	21,900	13.20	27,500	16.00	33,300
42	Wholesale Trade	37-2012	Maids and Housekeeping Cleaners	10	15.40	32,000	12.35	25,700	14.30	29,700	18.65	38,800
42	Wholesale Trade	41-0000	Sales and Related Occupations	39,050	35.65	74,100	20.65	43,000	30.15	62,700	44.30	92,200
42	Wholesale Trade	41-1011	First-Line Supervisors of Retail Sales Workers	430	27.80	57,800	20.80	43,200	28.50	59,300	34.25	71,300
42	Wholesale Trade	41-1012	First-Line Supervisors of Non-Retail Sales Workers	1,560	42.50	88,400	32.00	66,600	37.80	78,700	49.85	103,700
42	Wholesale Trade	41-2011	Cashiers	300	12.30	25,500	9.45	19,600	10.75	22,300	12.85	26,800
42	Wholesale Trade	41-2021	Counter and Rental Clerks	260	18.35	38,200	11.95	24,900	17.25	35,900	23.45	48,800
42	Wholesale Trade	41-2022	Parts Salespersons	740	19.20	39,900	14.50	30,100	17.80	37,100	22.75	47,300
42	Wholesale Trade	41-2031	Retail Salespersons	1,660	16.80	34,900	10.55	22,000	13.20	27,500	17.70	36,800

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	41-3099	Sales Representatives, Services, All Other	2,360	40.85	84,900	25.80	53,600	34.25	71,200	47.75	99,300
42	Wholesale Trade	41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	2,100	46.10	95,900	32.05	66,600	42.25	87,900	52.50	109,200
42	Wholesale Trade	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	27,130	36.75	76,500	22.10	45,900	30.60	63,700	45.60	94,800
42	Wholesale Trade	41-9012	Models		25.65	53,400	22.80	47,500	25.50	53,000	28.80	59,900
42	Wholesale Trade	41-9031	Sales Engineers	560	46.85	97,400	31.70	66,000	43.30	90,000	59.60	123,900
42	Wholesale Trade	41-9041	Telemarketers	240	17.95	37,300	11.00	22,900	16.80	34,900	23.40	48,600
42	Wholesale Trade	41-9099	Sales and Related Workers, All Other	1,600	23.95	49,800	15.10	31,400	22.25	46,300	29.85	62,100
42	Wholesale Trade	43-0000	Office and Administrative Support Occupations	46,160	20.50	42,600	14.40	29,900	18.85	39,200	24.60	51,100
42	Wholesale Trade	43-1011	First-Line Supervisors of Office and Administrative Support Workers	3,120	29.95	62,300	24.70	51,400	28.65	59,600	34.50	71,700
42	Wholesale Trade	43-2011	Switchboard Operators, Including Answering Service	10	16.65	34,600	12.50	26,000	15.85	32,900	18.65	38,800
42	Wholesale Trade	43-3011	Bill and Account Collectors	300	24.00	50,000	17.80	37,000	22.45	46,700	29.45	61,300
42	Wholesale Trade	43-3021	Billing and Posting Clerks and Machine Operators	530	21.30	44,300	17.40	36,200	21.00	43,700	24.40	50,800
42	Wholesale Trade	43-3031	Bookkeeping, Accounting, and Auditing Clerks	5,410	23.05	47,900	18.10	37,700	22.50	46,800	27.30	56,800
42	Wholesale Trade	43-3051	Payroll and Timekeeping Clerks	240	21.25	44,200	15.15	31,500	19.65	40,900	26.80	55,700
42	Wholesale Trade	43-3061	Procurement Clerks	420	23.00	47,900	17.95	37,400	21.40	44,500	24.35	50,700
42	Wholesale Trade	43-3099	Financial Clerks, All Other	30	19.65	40,800	14.80	30,800	17.65	36,700	22.75	47,300
42	Wholesale Trade	43-4011	Brokerage Clerks	20	30.15	62,700	23.35	48,600	31.55	65,700	36.70	76,300
42	Wholesale Trade	43-4041	Credit Authorizers, Checkers, and Clerks	400	21.10	43,900	18.05	37,600	21.15	44,000	24.10	50,100
42	Wholesale Trade	43-4051	Customer Service Representatives	8,190	20.55	42,700	16.15	33,600	19.85	41,300	24.30	50,600
42	Wholesale Trade	43-4071	File Clerks	70	16.55	34,400	11.15	23,200	16.95	35,200	19.50	40,600
42	Wholesale Trade	43-4151	Order Clerks	1,920	20.00	41,600	15.35	32,000	18.85	39,200	24.90	51,800
42	Wholesale Trade	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	140	21.65	45,100	18.65	38,800	21.40	44,500	24.20	50,300
42	Wholesale Trade	43-4171	Receptionists and Information Clerks	910	16.30	33,900	9.70	20,200	15.20	31,600	19.50	40,600
42	Wholesale Trade	43-4199	Information and Record Clerks, All Other	50	19.65	40,800	15.95	33,100	19.30	40,200	23.20	48,200
42	Wholesale Trade	43-5021	Couriers and Messengers	140	15.85	33,000	12.80	26,600	15.35	32,000	18.40	38,300
42	Wholesale Trade	43-5032	Dispatchers, Except Police, Fire, and Ambulance	750	21.20	44,100	16.55	34,400	20.80	43,200	24.45	50,900
42	Wholesale Trade	43-5061	Production, Planning, and Expediting Clerks	400	22.45	46,700	17.25	35,900	21.60	44,900	26.00	54,000
42	Wholesale Trade	43-5071	Shipping, Receiving, and Traffic Clerks	6,480	16.65	34,700	12.35	25,600	15.75	32,700	19.50	40,500
42	Wholesale Trade	43-5081	Stock Clerks and Order Fillers	6,760	16.55	34,400	12.00	25,000	15.90	33,000	19.90	41,400
42	Wholesale Trade	43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping	450	17.90	37,200	13.15	27,400	17.35	36,100	21.75	45,200
42	Wholesale Trade	43-6011	Executive Secretaries and Executive Administrative Assistants	1,280	45.75	95,100	24.15	50,300	33.00	68,600	44.45	92,400
42	Wholesale Trade	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	2,770	18.75	39,000	13.20	27,500	17.10	35,600	24.60	51,200
42	Wholesale Trade	43-9011	Computer Operators	110	25.25	52,500	18.25	37,900	24.50	51,000	30.60	63,700
42	Wholesale Trade	43-9021	Data Entry Keyers	430	19.20	39,900	14.55	30,300	18.75	39,100	22.75	47,400
42	Wholesale Trade	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	60	16.15	33,600	11.90	24,800	15.55	32,300	20.20	42,000
42	Wholesale Trade	43-9061	Office Clerks, General	4,570	16.75	34,800	11.95	24,900	16.20	33,700	19.55	40,700
42	Wholesale Trade	43-9071	Office Machine Operators, Except Computer	60	15.80	32,900	11.90	24,800	14.70	30,600	18.90	39,400
42	Wholesale Trade	43-9199	Office and Administrative Support Workers, All Other	10	18.70	38,900	13.95	29,000	19.90	41,400	22.95	47,700
42	Wholesale Trade	45-0000	Farming, Fishing, and Forestry Occupations	880	12.55	26,100	9.85	20,500	10.90	22,700	12.05	25,100
42	Wholesale Trade	45-1011	First-Line Supervisors of Farming, Fishing, and Forestry Workers	30	25.20	52,500	20.50	42,700	22.85	47,500	27.05	56,200
42	Wholesale Trade	45-2091	Agricultural Equipment Operators	10	17.85	37,200	13.15	27,300	14.25	29,700	25.75	53,500
42	Wholesale Trade	45-2092	Farmworkers and Laborers, Crop, Nursery, and Greenhouse	790	11.70	24,300	9.75	20,300	10.75	22,400	11.70	24,300
42	Wholesale Trade	47-0000	Construction and Extraction Occupations	1,560	30.95	64,400	18.50	38,500	27.60	57,400	40.35	84,000
42	Wholesale Trade	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	180	52.90	110,000	40.00	83,200	50.05	104,100	70.30	146,200
42	Wholesale Trade	47-2031	Carpenters		27.65	57,500	17.85	37,100	24.80	51,600	33.85	70,400
42	Wholesale Trade	47-2111	Electricians		34.45	71,600	26.45	55,000	29.75	61,900	44.10	91,700
42	Wholesale Trade	47-2152	Plumbers, Pipefitters, and Steamfitters	370	33.10	68,800	23.20	48,300	30.30	63,000	43.45	90,400
42	Wholesale Trade	47-2211	Sheet Metal Workers		29.30	60,900	17.60	36,600	27.75	57,800	41.75	86,800

*See Footnotes on Page 90

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	47-4090	Miscellaneous Construction and Related Workers		19.85	41,300	16.70	34,700	18.20	37,900	22.95	47,800
42	Wholesale Trade	49-0000	Installation, Maintenance, and Repair Occupations	10,460	26.05	54,200	19.00	39,500	25.40	52,800	31.85	66,300
42	Wholesale Trade	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	910	35.80	74,500	29.60	61,600	35.25	73,300	42.05	87,500
42	Wholesale Trade	49-2011	Computer, Automated Teller, and Office Machine Repairers	1,500	23.40	48,600	17.85	37,100	21.90	45,500	28.00	58,300
42	Wholesale Trade	49-2092	Electric Motor, Power Tool, and Related Repairers		26.95	56,100	21.10	43,900	26.85	55,900	30.95	64,400
42	Wholesale Trade	49-2094	Electrical and Electronics Repairers, Commercial and Industrial Equipment	360	33.20	69,100	26.00	54,100	33.65	70,000	39.90	83,000
42	Wholesale Trade	49-2098	Security and Fire Alarm Systems Installers	310	25.80	53,700	18.75	39,000	25.00	52,000	30.00	62,400
42	Wholesale Trade	49-3021	Automotive Body and Related Repairers	200	26.50	55,100	20.30	42,200	26.10	54,300	30.10	62,600
42	Wholesale Trade	49-3023	Automotive Service Technicians and Mechanics		18.30	38,000	10.45	21,700	11.60	24,200	25.70	53,500
42	Wholesale Trade	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	1,310	27.25	56,700	21.95	45,600	27.10	56,300	31.80	66,100
42	Wholesale Trade	49-3041	Farm Equipment Mechanics and Service Technicians		21.05	43,700	16.55	34,400	18.45	38,300	27.05	56,300
42	Wholesale Trade	49-3042	Mobile Heavy Equipment Mechanics, Except Engines	660	29.35	61,100	25.00	52,000	29.05	60,500	34.25	71,300
42	Wholesale Trade	49-3053	Outdoor Power Equipment and Other Small Engine Mechanics		21.25	44,200	19.05	39,600	21.10	43,900	23.35	48,500
42	Wholesale Trade	49-3093	Tire Repairers and Changers		15.85	33,000	12.90	26,800	14.95	31,100	18.45	38,400
42	Wholesale Trade	49-9012	Control and Valve Installers and Repairers, Except Mechanical Door		19.45	40,500	16.90	35,200	18.65	38,800	21.55	44,800
42	Wholesale Trade	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	420	25.35	52,700	20.40	42,500	24.65	51,300	30.35	63,200
42	Wholesale Trade	49-9041	Industrial Machinery Mechanics	570	26.75	55,700	20.50	42,700	26.35	54,900	32.90	68,400
42	Wholesale Trade	49-9061	Camera and Photographic Equipment Repairers	50	24.30	50,600	21.50	44,700	24.90	51,800	28.15	58,500
42	Wholesale Trade	49-9062	Medical Equipment Repairers	640	28.15	58,600	18.55	38,600	25.55	53,200	34.25	71,200
42	Wholesale Trade	49-9069	Precision Instrument and Equipment Repairers, All Other		22.05	45,900	19.75	41,100	21.65	45,000	23.55	49,000
42	Wholesale Trade	49-9071	Maintenance and Repair Workers, General	1,500	24.20	50,400	18.50	38,500	24.35	50,700	29.30	61,000
42	Wholesale Trade	49-9098	Helpers--Installation, Maintenance, and Repair Workers	140	17.75	36,900	13.35	27,800	15.85	32,900	21.55	44,800
42	Wholesale Trade	49-9099	Installation, Maintenance, and Repair Workers, All Other	430	22.05	45,900	16.55	34,400	19.85	41,300	26.35	54,800
42	Wholesale Trade	51-0000	Production Occupations	9,880	18.55	38,600	12.10	25,100	16.00	33,300	22.85	47,600
42	Wholesale Trade	51-1011	First-Line Supervisors of Production and Operating Workers	790	33.25	69,200	24.65	51,300	30.60	63,700	39.15	81,400
42	Wholesale Trade	51-2028	Electrical, electronic, and electromechanical assemblers, except coil winders, tapers, and finishers	470	17.05	35,500	12.65	26,300	15.10	31,500	20.75	43,100
42	Wholesale Trade	51-2098	Assemblers and fabricators, all other, including team assemblers	1,120	14.20	29,500	10.65	22,100	13.15	27,300	16.40	34,100
42	Wholesale Trade	51-3011	Bakers	590	15.35	31,900	12.50	26,000	15.00	31,200	18.00	37,500
42	Wholesale Trade	51-3021	Butchers and Meat Cutters		19.85	41,200	16.15	33,600	19.25	40,100	23.65	49,200
42	Wholesale Trade	51-3022	Meat, Poultry, and Fish Cutters and Trimmers	30	14.10	29,300	10.60	22,100	11.85	24,700	17.80	37,000
42	Wholesale Trade	51-3092	Food Batchmakers	80	16.60	34,500	10.15	21,200	14.30	29,700	20.40	42,400
42	Wholesale Trade	51-3099	Food Processing Workers, All Other	380	12.05	25,100	9.50	19,800	11.05	23,000	13.70	28,500
42	Wholesale Trade	51-4031	Cutting, Punching, and Press Machine Setters, Operators, and Tenders, Metal and Plastic	210	19.65	40,900	15.15	31,500	17.90	37,200	23.85	49,600
42	Wholesale Trade	51-4041	Machinists	410	20.65	42,900	14.95	31,100	19.95	41,500	26.75	55,700
42	Wholesale Trade	51-4081	Multiple Machine Tool Setters, Operators, and Tenders, Metal and Plastic	20	16.85	35,000	11.90	24,700	16.05	33,400	19.05	39,600
42	Wholesale Trade	51-4121	Welders, Cutters, Solderers, and Brazers	230	21.00	43,600	17.15	35,700	20.60	42,800	24.25	50,500
42	Wholesale Trade	51-5111	Prepress Technicians and Workers	100	24.20	50,400	20.75	43,100	23.85	49,700	28.20	58,700
42	Wholesale Trade	51-5112	Printing Press Operators	130	21.70	45,200	15.55	32,300	20.70	43,100	27.05	56,300
42	Wholesale Trade	51-6031	Sewing Machine Operators		12.80	26,700	9.10	19,000	10.55	21,900	14.35	29,900
42	Wholesale Trade	51-6099	Textile, Apparel, and Furnishings Workers, All Other	70	13.70	28,500	10.65	22,200	11.60	24,100	12.55	26,100
42	Wholesale Trade	51-7011	Cabinetmakers and Bench Carpenters		18.55	38,600	13.70	28,500	15.85	33,000	24.85	51,700
42	Wholesale Trade	51-8021	Stationary Engineers and Boiler Operators		28.75	59,800	22.50	46,800	27.25	56,600	33.20	69,100
42	Wholesale Trade	51-9023	Mixing and Blending Machine Setters, Operators, and Tenders	110	21.50	44,800	17.00	35,400	21.10	43,900	26.10	54,300
42	Wholesale Trade	51-9031	Cutters and Trimmers, Hand		11.45	23,800	8.95	18,700	9.35	19,400	12.60	26,200
42	Wholesale Trade	51-9032	Cutting and Slicing Machine Setters, Operators, and Tenders	240	16.80	34,900	13.55	28,200	15.10	31,400	19.75	41,100
42	Wholesale Trade	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	1,260	21.55	44,800	14.35	29,800	19.35	40,300	26.30	54,700
42	Wholesale Trade	51-9111	Packaging and Filling Machine Operators and Tenders	950	14.65	30,400	9.90	20,600	13.10	27,300	17.55	36,500
42	Wholesale Trade	51-9121	Coating, Painting, and Spraying Machine Setters, Operators, and Tenders		19.35	40,300	14.55	30,300	17.20	35,700	26.50	55,100

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	51-9192	Cleaning, Washing, and Metal Pickling Equipment Operators and Tenders	40	12.85	26,700	10.70	22,300	11.85	24,700	14.50	30,200
42	Wholesale Trade	51-9198	Helpers--Production Workers	200	13.80	28,700	9.95	20,700	12.70	26,400	16.55	34,500
42	Wholesale Trade	51-9199	Production Workers, All Other	800	14.45	30,000	10.55	22,000	12.80	26,600	15.70	32,600
42	Wholesale Trade	53-0000	Transportation and Material Moving Occupations	52,430	17.95	37,300	12.25	25,500	16.35	34,100	22.30	46,300
42	Wholesale Trade	53-1011	Aircraft Cargo Handling Supervisors	10	26.85	55,800	25.55	53,100	27.80	57,800	29.95	62,300
42	Wholesale Trade	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	3,270	28.85	60,000	22.60	47,000	28.25	58,800	34.55	71,900
42	Wholesale Trade	53-3031	Driver/Sales Workers	2,670	18.95	39,400	14.10	29,400	17.90	37,200	22.70	47,200
42	Wholesale Trade	53-3032	Heavy and Tractor-Trailer Truck Drivers	7,650	23.05	48,000	18.25	38,000	22.95	47,700	27.90	58,100
42	Wholesale Trade	53-3033	Light Truck or Delivery Services Drivers	5,820	17.75	37,000	12.80	26,600	17.20	35,800	21.75	45,200
42	Wholesale Trade	53-3041	Taxi Drivers and Chauffeurs		14.30	29,700	11.10	23,100	12.70	26,400	16.00	33,300
42	Wholesale Trade	53-3099	Motor Vehicle Operators, All Other	390	20.20	42,000	13.80	28,700	20.30	42,200	26.40	54,900
42	Wholesale Trade	53-6031	Automotive and Watercraft Service Attendants	160	12.75	26,500	9.35	19,400	11.05	23,000	14.50	30,200
42	Wholesale Trade	53-6051	Transportation Inspectors	180	35.35	73,500	21.80	45,300	28.60	59,400	50.30	104,600
42	Wholesale Trade	53-7011	Conveyor Operators and Tenders		12.05	25,000	9.80	20,400	11.65	24,300	13.75	28,600
42	Wholesale Trade	53-7051	Industrial Truck and Tractor Operators	2,650	17.95	37,300	13.65	28,400	16.60	34,500	21.75	45,200
42	Wholesale Trade	53-7061	Cleaners of Vehicles and Equipment	690	13.80	28,700	9.95	20,700	12.65	26,400	15.60	32,400
42	Wholesale Trade	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	24,910	15.50	32,200	11.55	24,000	14.40	29,900	18.20	37,900
42	Wholesale Trade	53-7063	Machine Feeders and Offbearers		14.50	30,100	11.05	23,000	14.90	30,900	17.35	36,100
42	Wholesale Trade	53-7064	Packers and Packers, Hand	3,110	12.75	26,600	9.75	20,300	11.30	23,500	14.30	29,700
42	Wholesale Trade	53-7071	Gas Compressor and Gas Pumping Station Operators		29.75	61,900	26.15	54,300	30.40	63,200	34.30	71,400
42	Wholesale Trade	53-7199	Material Moving Workers, All Other	60	21.80	45,300	14.10	29,300	17.70	36,900	30.05	62,500
44-45	Retail Trade	00-0000	Total all occupations	462,200	16.90	35,100	10.05	20,900	12.30	25,500	18.60	38,700
44-45	Retail Trade	11-0000	Management Occupations	7,560	64.70	134,500	40.05	83,300	54.30	113,000	76.80	159,700
44-45	Retail Trade	11-1011	Chief Executives	40	125.85	261,800	96.05	199,800				
44-45	Retail Trade	11-1021	General and Operations Managers	4,620	57.65	119,900	37.85	78,700	48.00	99,900	65.55	136,400
44-45	Retail Trade	11-2021	Marketing Managers	200	83.45	173,600	61.65	128,200	77.00	160,100	97.05	201,900
44-45	Retail Trade	11-2022	Sales Managers	1,340	81.05	168,600	49.20	102,400	68.80	143,100		
44-45	Retail Trade	11-3011	Administrative Services Managers	350	59.80	124,400	40.95	85,200	60.55	126,000	74.30	154,600
44-45	Retail Trade	11-3021	Computer and Information Systems Managers	140	89.80	186,800	60.75	126,400	86.50	180,000		
44-45	Retail Trade	11-3031	Financial Managers	240	84.95	176,700	58.55	121,800	74.75	155,500		
44-45	Retail Trade	11-3051	Industrial Production Managers	10	54.35	113,000	46.35	96,400	53.85	112,000	61.50	127,900
44-45	Retail Trade	11-3061	Purchasing Managers	100	73.75	153,300	57.20	119,000	70.25	146,100	81.95	170,500
44-45	Retail Trade	11-3071	Transportation, Storage, and Distribution Managers	150	62.60	130,200	44.65	92,900	56.95	118,400	72.10	150,000
44-45	Retail Trade	11-3121	Human Resources Managers	40	66.05	137,400	45.45	94,500	57.60	119,800	77.25	160,700
44-45	Retail Trade	11-9051	Food Service Managers	80	35.45	73,700	21.25	44,200	23.70	49,300	41.65	86,600
44-45	Retail Trade	11-9199	Managers, All Other	180	55.65	115,800	39.20	81,500	53.20	110,700	64.40	133,900
44-45	Retail Trade	13-0000	Business and Financial Operations Occupations	4,670	39.85	82,800	27.70	57,600	36.55	76,000	49.25	102,400
44-45	Retail Trade	13-1020	Buyers and Purchasing Agents	470	34.50	71,800	25.50	53,000	32.50	67,600	40.55	84,400
44-45	Retail Trade	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	20	35.20	73,200	24.00	49,900	33.35	69,400	42.05	87,500
44-45	Retail Trade	13-1051	Cost Estimators	110	33.85	70,400	23.60	49,100	30.40	63,200	43.10	89,700
44-45	Retail Trade	13-1071	Human Resources Specialists	440	37.65	78,300	28.35	59,000	35.15	73,100	44.60	92,800
44-45	Retail Trade	13-1081	Logisticians	260	41.95	87,300	32.40	67,400	39.00	81,100	49.30	102,600
44-45	Retail Trade	13-1111	Management Analysts	130	47.60	99,000	34.60	71,900	45.35	94,300	61.00	126,900
44-45	Retail Trade	13-1121	Meeting, Convention, and Event Planners	50	32.10	66,800	26.60	55,300	30.65	63,700	37.45	77,900
44-45	Retail Trade	13-1151	Training and Development Specialists	300	25.80	53,700	13.95	29,000	21.30	44,300	34.75	72,200
44-45	Retail Trade	13-1161	Market Research Analysts and Marketing Specialists	600	37.55	78,100	26.50	55,100	34.10	70,900	47.15	98,100
44-45	Retail Trade	13-1199	Business Operations Specialists, All Other	570	35.35	73,500	23.60	49,100	33.20	69,000	44.60	92,800
44-45	Retail Trade	13-2011	Accountants and Auditors	700	41.80	87,000	33.55	69,800	39.10	81,300	48.05	99,900

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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
44-45	Retail Trade	13-2041	Credit Analysts	50	37.40	77,800	28.80	59,900	37.35	77,700	45.95	95,600
44-45	Retail Trade	13-2051	Financial Analysts		36.40	75,700	28.55	59,300	31.55	65,600	44.05	91,600
44-45	Retail Trade	13-2072	Loan Officers	890	51.30	106,700	30.10	62,600	50.70	105,400	66.50	138,400
44-45	Retail Trade	13-2099	Financial Specialists, All Other	10	39.35	81,900	31.40	65,400	38.45	79,900	47.20	98,100
44-45	Retail Trade	15-0000	Computer and Mathematical Occupations	1,530	42.85	89,100	25.50	53,000	36.10	75,100	57.45	119,500
44-45	Retail Trade	15-1121	Computer Systems Analysts	40	51.35	106,800	35.45	73,800	45.45	94,600	65.45	136,200
44-45	Retail Trade	15-1122	Information Security Analysts	20	40.05	83,300	27.70	57,600	31.90	66,300	54.50	113,400
44-45	Retail Trade	15-1131	Computer Programmers	80	44.45	92,500	28.55	59,400	35.05	72,900	50.85	105,800
44-45	Retail Trade	15-1132	Software Developers, Applications	230	72.05	149,900	61.15	127,200	72.65	151,100	81.85	170,200
44-45	Retail Trade	15-1133	Software Developers, Systems Software		55.40	115,200	40.90	85,100	54.30	113,000	69.60	144,800
44-45	Retail Trade	15-1134	Web Developers	240	33.05	68,700	25.15	52,300	33.60	69,900	38.80	80,700
44-45	Retail Trade	15-1141	Database Administrators	40	55.00	114,400	38.35	79,800	53.10	110,500	67.80	141,100
44-45	Retail Trade	15-1142	Network and Computer Systems Administrators	150	46.00	95,700	35.30	73,400	44.35	92,300	55.90	116,300
44-45	Retail Trade	15-1143	Computer Network Architects	60	76.60	159,300	66.90	139,200	83.45	173,500	93.90	195,300
44-45	Retail Trade	15-1151	Computer User Support Specialists	350	25.60	53,200	18.65	38,800	23.60	49,100	30.95	64,400
44-45	Retail Trade	15-1152	Computer Network Support Specialists	210	28.80	59,900	22.25	46,300	26.95	56,000	32.85	68,300
44-45	Retail Trade	15-1199	Computer Occupations, All Other	30	46.35	96,400	26.40	54,900	50.30	104,600	65.50	136,200
44-45	Retail Trade	19-0000	Life, Physical, and Social Science Occupations		35.45	73,800	25.40	52,800	40.65	84,600	45.90	95,500
44-45	Retail Trade	23-0000	Legal Occupations	280	27.80	57,800	17.45	36,300	21.45	44,600	28.00	58,200
44-45	Retail Trade	23-1011	Lawyers	50	62.70	130,400	46.35	96,400	57.35	119,200	70.20	146,000
44-45	Retail Trade	23-2093	Title Examiners, Abstractors, and Searchers	230	20.50	42,700	16.85	35,100	20.15	41,900	23.30	48,400
44-45	Retail Trade	25-0000	Education, Training, and Library Occupations	440	24.40	50,800	15.70	32,600	22.80	47,500	34.70	72,200
44-45	Retail Trade	25-3021	Self-Enrichment Education Teachers	390	22.70	47,200	12.15	25,200	21.75	45,200	33.65	69,900
44-45	Retail Trade	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	3,560	21.85	45,400	13.45	28,000	19.50	40,500	27.10	56,400
44-45	Retail Trade	27-1011	Art Directors	50	51.70	107,500	42.30	88,000	48.80	101,500	59.30	123,400
44-45	Retail Trade	27-1021	Commercial and Industrial Designers		33.05	68,700	27.80	57,900	32.45	67,500	37.75	78,600
44-45	Retail Trade	27-1022	Fashion Designers	90	32.00	66,600	20.95	43,600	25.40	52,800	38.05	79,100
44-45	Retail Trade	27-1023	Floral Designers	780	16.60	34,500	11.35	23,600	16.15	33,600	20.45	42,600
44-45	Retail Trade	27-1024	Graphic Designers	160	28.65	59,600	20.75	43,100	25.05	52,100	33.20	69,100
44-45	Retail Trade	27-1025	Interior Designers	520	29.55	61,400	19.60	40,800	32.05	66,700	37.40	77,800
44-45	Retail Trade	27-1026	Merchandise Displayers and Window Trimmers	1,510	17.55	36,600	12.00	24,900	16.40	34,100	22.05	45,800
44-45	Retail Trade	27-3031	Public Relations Specialists	60	31.55	65,600	18.05	37,600	28.70	59,700	43.05	89,500
44-45	Retail Trade	27-3041	Editors	70	32.30	67,200	25.30	52,600	29.75	61,900	37.50	78,000
44-45	Retail Trade	27-3043	Writers and Authors	70	30.15	62,700	22.10	46,000	25.95	53,900	30.60	63,600
44-45	Retail Trade	27-4021	Photographers	120	26.05	54,100	21.60	45,000	25.30	52,600	29.85	62,100
44-45	Retail Trade	29-0000	Healthcare Practitioners and Technical Occupations	14,610	34.90	72,600	13.40	27,900	24.25	50,400	54.85	114,100
44-45	Retail Trade	29-1031	Dietitians and Nutritionists	50	27.30	56,800	25.10	52,200	27.65	57,500	30.15	62,700
44-45	Retail Trade	29-1041	Optometrists	200	55.50	115,400	47.25	98,300	57.50	119,700	65.15	135,500
44-45	Retail Trade	29-1051	Pharmacists	6,230	57.95	120,600	48.45	100,800	56.80	118,100	64.30	133,800
44-45	Retail Trade	29-2052	Pharmacy Technicians	7,220	15.10	31,400	11.25	23,400	13.60	28,200	17.95	37,300
44-45	Retail Trade	29-2081	Opticians, Dispensing	690	28.20	58,600	25.95	54,000	28.70	59,700	31.55	65,700
44-45	Retail Trade	31-0000	Healthcare Support Occupations		12.85	26,800	10.65	22,100	11.85	24,700	14.55	30,200
44-45	Retail Trade	31-9092	Medical Assistants		16.35	34,100	15.80	32,800	17.05	35,400	18.30	38,000
44-45	Retail Trade	31-9095	Pharmacy Aides		12.20	25,400	10.50	21,800	11.60	24,100	13.70	28,500
44-45	Retail Trade	33-0000	Protective Service Occupations	2,130	16.70	34,700	11.95	24,900	15.45	32,100	19.40	40,400
44-45	Retail Trade	33-1099	First-Line Supervisors of Protective Service Workers, All Other	100	30.95	64,400	26.55	55,300	30.45	63,300	36.15	75,200
44-45	Retail Trade	33-9021	Private Detectives and Investigators	180	19.90	41,400	14.60	30,300	17.90	37,200	25.10	52,300
44-45	Retail Trade	33-9032	Security Guards	1,700	15.75	32,800	11.65	24,300	15.00	31,200	18.65	38,800
44-45	Retail Trade	33-9099	Protective Service Workers, All Other	150								
44-45	Retail Trade	35-0000	Food Preparation and Serving-Related Occupations	19,940	12.55	26,100	9.95	20,700	11.30	23,500	13.40	27,900

*See Footnotes on Page 90

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	35-1011	Chefs and Head Cooks		41.10	85,400	28.95	60,300	40.45	84,100	54.70	113,700
44-45	Retail Trade	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	1,240	22.25	46,300	17.55	36,500	22.40	46,600	27.25	56,700
44-45	Retail Trade	35-2011	Cooks, Fast Food	120	16.55	34,400	14.30	29,800	17.20	35,800	19.00	39,500
44-45	Retail Trade	35-2012	Cooks, Institution and Cafeteria	130	15.95	33,200	13.25	27,600	15.45	32,100	18.00	37,400
44-45	Retail Trade	35-2014	Cooks, Restaurant	270	15.45	32,100	12.40	25,800	14.25	29,600	18.20	37,900
44-45	Retail Trade	35-2015	Cooks, Short Order		13.40	27,900	9.85	20,500	11.70	24,300	16.85	35,100
44-45	Retail Trade	35-2019	Cooks, All Other	60	16.25	33,800	13.00	27,100	15.75	32,800	18.70	38,900
44-45	Retail Trade	35-2021	Food Preparation Workers	11,490	11.85	24,600	9.90	20,600	11.10	23,100	12.65	26,300
44-45	Retail Trade	35-3011	Bartenders		12.55	26,100	9.30	19,300	13.50	28,100	14.65	30,500
44-45	Retail Trade	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	2,530	11.65	24,200	9.90	20,600	11.25	23,400	12.50	26,000
44-45	Retail Trade	35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	3,020	11.05	23,000	9.65	20,100	10.55	22,000	11.75	24,400
44-45	Retail Trade	35-3031	Waiters and Waitresses	330	12.50	26,000	9.35	19,400	11.90	24,700	14.20	29,600
44-45	Retail Trade	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers		10.85	22,500	9.75	20,300	10.60	22,000	11.45	23,900
44-45	Retail Trade	35-9021	Dishwashers	120	11.45	23,800	10.20	21,200	11.10	23,100	12.20	25,400
44-45	Retail Trade	35-9099	Food Preparation and Serving Related Workers, All Other	130	15.30	31,800	12.80	26,600	16.55	34,400	18.30	38,100
44-45	Retail Trade	37-0000	Building and Grounds Cleaning and Maintenance Occupations	3,690	12.75	26,500	10.05	20,900	11.65	24,200	14.20	29,600
44-45	Retail Trade	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	3,500	12.45	25,900	9.95	20,700	11.50	23,900	13.85	28,800
44-45	Retail Trade	37-2012	Maids and Housekeeping Cleaners	10	14.40	30,000	13.05	27,200	14.25	29,600	15.55	32,300
44-45	Retail Trade	37-3011	Landscaping and Groundskeeping Workers	150	17.35	36,100	14.70	30,600	17.20	35,700	19.30	40,100
44-45	Retail Trade	39-0000	Personal Care and Service Occupations	1,900	12.25	25,500	9.50	19,800	10.65	22,100	12.60	26,200
44-45	Retail Trade	39-1021	First-Line Supervisors of Personal Service Workers	110	21.95	45,700	15.60	32,500	21.90	45,600	27.10	56,400
44-45	Retail Trade	39-2011	Animal Trainers	80	12.55	26,100	10.30	21,400	11.30	23,500	12.80	26,600
44-45	Retail Trade	39-2021	Nonfarm Animal Caretakers	980	11.65	24,200	9.85	20,500	10.90	22,700	12.10	25,100
44-45	Retail Trade	39-5012	Hairdressers, Hairstylists, and Cosmetologists	640	11.15	23,200	9.20	19,200	9.55	19,900	10.95	22,700
44-45	Retail Trade	39-5094	Skincare Specialists	20	16.45	34,200	10.35	21,500	13.75	28,600	24.75	51,500
44-45	Retail Trade	39-9011	Childcare Workers	60	13.55	28,200	10.20	21,200	11.75	24,400	15.40	32,000
44-45	Retail Trade	41-0000	Sales and Related Occupations	252,280	14.80	30,800	9.75	20,300	11.60	24,100	16.20	33,700
44-45	Retail Trade	41-1011	First-Line Supervisors of Retail Sales Workers	27,400	25.30	52,600	17.35	36,100	23.00	47,900	30.90	64,300
44-45	Retail Trade	41-1012	First-Line Supervisors of Non-Retail Sales Workers	720	37.30	77,600	26.20	54,500	34.25	71,200	47.15	98,100
44-45	Retail Trade	41-2011	Cashiers	86,610	11.05	23,000	9.40	19,500	10.35	21,600	11.70	24,400
44-45	Retail Trade	41-2021	Counter and Rental Clerks	3,020	21.55	44,900	13.25	27,600	19.85	41,300	27.60	57,400
44-45	Retail Trade	41-2022	Parts Salespersons	3,660	17.60	36,600	12.85	26,700	15.75	32,700	20.20	42,000
44-45	Retail Trade	41-2031	Retail Salespersons	125,030	13.95	29,000	9.80	20,400	11.65	24,200	15.25	31,700
44-45	Retail Trade	41-3099	Sales Representatives, Services, All Other	2,780	29.50	61,400	18.85	39,200	24.05	50,000	34.00	70,700
44-45	Retail Trade	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	2,000	38.15	79,400	25.95	54,000	33.90	70,500	45.00	93,600
44-45	Retail Trade	41-9011	Demonstrators and Product Promoters	50	13.60	28,300	10.70	22,200	12.80	26,600	15.15	31,500
44-45	Retail Trade	41-9099	Sales and Related Workers, All Other	890	18.85	39,200	11.10	23,100	14.95	31,100	24.35	50,700
44-45	Retail Trade	43-0000	Office and Administrative Support Occupations	85,410	14.95	31,100	10.35	21,500	12.90	26,800	17.90	37,200
44-45	Retail Trade	43-1011	First-Line Supervisors of Office and Administrative Support Workers	5,110	25.80	53,600	20.40	42,400	25.10	52,200	30.00	62,400
44-45	Retail Trade	43-2011	Switchboard Operators, Including Answering Service		15.90	33,000	12.65	26,300	16.90	35,100	19.35	40,300
44-45	Retail Trade	43-3011	Bill and Account Collectors	90	19.35	40,200	14.60	30,300	17.85	37,200	23.30	48,500
44-45	Retail Trade	43-3021	Billing and Posting Clerks and Machine Operators	610	19.75	41,100	16.45	34,200	18.90	39,300	22.60	47,000
44-45	Retail Trade	43-3031	Bookkeeping, Accounting, and Auditing Clerks	3,530	20.75	43,100	16.15	33,600	20.85	43,300	25.85	53,800
44-45	Retail Trade	43-3051	Payroll and Timekeeping Clerks	130	24.95	51,900	21.95	45,700	25.60	53,200	28.75	59,800
44-45	Retail Trade	43-3061	Procurement Clerks	580	20.25	42,100	15.20	31,700	20.55	42,800	24.55	51,100
44-45	Retail Trade	43-3099	Financial Clerks, All Other	40	20.90	43,500	18.15	37,800	21.05	43,800	23.70	49,300
44-45	Retail Trade	43-4041	Credit Authorizers, Checkers, and Clerks	70	19.60	40,800	17.00	35,300	18.60	38,700	21.50	44,700
44-45	Retail Trade	43-4051	Customer Service Representatives	10,290	15.25	31,700	11.30	23,500	13.95	29,000	17.85	37,200
44-45	Retail Trade	43-4071	File Clerks	260	19.35	40,300	14.25	29,700	19.00	39,500	23.85	49,600

*See Footnotes on Page 90

**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
44-45	Retail Trade	43-4151	Order Clerks	620	15.15	31,500	10.30	21,500	13.60	28,300	18.50	38,500
44-45	Retail Trade	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	420	19.00	39,500	14.65	30,500	18.35	38,200	23.05	47,900
44-45	Retail Trade	43-4171	Receptionists and Information Clerks	1,190	14.05	29,200	11.05	23,000	13.50	28,100	16.60	34,500
44-45	Retail Trade	43-4199	Information and Record Clerks, All Other	50	19.45	40,500	16.60	34,500	18.95	39,400	22.75	47,400
44-45	Retail Trade	43-5021	Couriers and Messengers		10.40	21,600	9.40	19,500	9.75	20,200	10.60	22,000
44-45	Retail Trade	43-5032	Dispatchers, Except Police, Fire, and Ambulance	170	22.55	46,900	17.00	35,400	22.20	46,200	28.20	58,600
44-45	Retail Trade	43-5061	Production, Planning, and Expediting Clerks	410	18.45	38,400	14.55	30,300	17.75	36,900	21.85	45,500
44-45	Retail Trade	43-5071	Shipping, Receiving, and Traffic Clerks	2,520	15.90	33,100	12.05	25,100	14.50	30,200	18.65	38,800
44-45	Retail Trade	43-5081	Stock Clerks and Order Fillers	49,930	12.90	26,900	9.80	20,300	11.50	23,900	14.45	30,100
44-45	Retail Trade	43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping	80	20.85	43,400	14.35	29,900	17.70	36,800	21.40	44,500
44-45	Retail Trade	43-6011	Executive Secretaries and Executive Administrative Assistants	120	30.60	63,600	25.05	52,100	29.65	61,600	36.85	76,600
44-45	Retail Trade	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	1,510	19.60	40,700	15.55	32,400	19.55	40,600	23.30	48,500
44-45	Retail Trade	43-9011	Computer Operators	380	16.70	34,800	11.45	23,900	14.65	30,400	21.45	44,600
44-45	Retail Trade	43-9021	Data Entry Keyers	260	16.50	34,300	13.70	28,500	15.40	32,000	18.70	38,900
44-45	Retail Trade	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	70	16.10	33,500	11.70	24,300	14.70	30,600	19.20	39,900
44-45	Retail Trade	43-9061	Office Clerks, General	6,370	14.15	29,400	9.75	20,200	12.90	26,900	16.95	35,200
44-45	Retail Trade	43-9071	Office Machine Operators, Except Computer	320	16.80	34,900	12.10	25,100	15.40	32,100	20.20	42,000
44-45	Retail Trade	43-9199	Office and Administrative Support Workers, All Other	130	13.20	27,500	10.40	21,600	11.30	23,500	15.50	32,300
44-45	Retail Trade	45-0000	Farming, Fishing, and Forestry Occupations	490	14.45	30,000	11.25	23,300	13.40	27,800	16.50	34,300
44-45	Retail Trade	45-1011	First-Line Supervisors of Farming, Fishing, and Forestry Workers	40	20.50	42,700	15.95	33,200	17.80	37,000	23.95	49,800
44-45	Retail Trade	45-2092	Farmworkers and Laborers, Crop, Nursery, and Greenhouse	360	14.50	30,200	11.80	24,600	13.75	28,600	16.65	34,600
44-45	Retail Trade	47-0000	Construction and Extraction Occupations	290	26.05	54,100	15.90	33,100	23.45	48,800	36.55	76,100
44-45	Retail Trade	47-1011	First-Line Supervisors of Construction Trades and Extraction Work	20	35.40	73,600	32.60	67,800	35.75	74,400	39.35	81,900
44-45	Retail Trade	47-2031	Carpenters		22.15	46,000	15.70	32,700	18.70	38,900	27.90	58,000
44-45	Retail Trade	47-2041	Carpet Installers	30	23.75	49,400	20.40	42,500	22.80	47,400	25.15	52,300
44-45	Retail Trade	47-2152	Plumbers, Pipefitters, and Steamfitters	10	20.25	42,100	16.55	34,500	18.00	37,400	20.85	43,400
44-45	Retail Trade	47-4090	Miscellaneous Construction and Related Workers		19.60	40,700	13.80	28,700	21.45	44,700	24.05	50,000
44-45	Retail Trade	49-0000	Installation, Maintenance, and Repair Occupations	18,040	22.75	47,400	14.70	30,600	20.70	43,100	28.70	59,700
44-45	Retail Trade	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	1,660	37.30	77,600	27.05	56,300	34.55	71,900	46.20	96,100
44-45	Retail Trade	49-2011	Computer, Automated Teller, and Office Machine Repairers	520	18.30	38,100	14.20	29,500	17.60	36,600	21.60	44,900
44-45	Retail Trade	49-2096	Electronic Equipment Installers and Repairers, Motor Vehicles		15.60	32,400	10.50	21,900	14.95	31,100	18.50	38,500
44-45	Retail Trade	49-2097	Electronic Home Entertainment Equipment Installers and Repairers		21.05	43,800	16.35	34,100	18.60	38,700	26.70	55,600
44-45	Retail Trade	49-3021	Automotive Body and Related Repairers	370	21.10	43,900	16.10	33,500	18.65	38,800	25.95	54,000
44-45	Retail Trade	49-3023	Automotive Service Technicians and Mechanics	6,960	25.20	52,400	18.00	37,400	25.20	52,400	30.50	63,400
44-45	Retail Trade	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	280	29.55	61,500	24.80	51,600	29.95	62,300	36.10	75,100
44-45	Retail Trade	49-3051	Motorboat Mechanics and Service Technicians	170	23.05	47,900	18.90	39,300	23.00	47,800	27.15	56,500
44-45	Retail Trade	49-3052	Motorcycle Mechanics	130	20.90	43,500	16.60	34,600	18.60	38,700	24.50	51,000
44-45	Retail Trade	49-3053	Outdoor Power Equipment and Other Small Engine Mechanics	120	21.75	45,200	18.00	37,500	21.20	44,100	24.65	51,300
44-45	Retail Trade	49-3091	Bicycle Repairers	110	14.35	29,900	13.00	27,100	14.20	29,600	15.85	33,000
44-45	Retail Trade	49-3092	Recreational Vehicle Service Technicians		24.15	50,200	21.55	44,800	24.85	51,700	27.65	57,500
44-45	Retail Trade	49-3093	Tire Repairers and Changers	2,670	14.30	29,800	11.25	23,400	13.45	27,900	16.60	34,500
44-45	Retail Trade	49-9011	Mechanical Door Repairers		19.60	40,700	17.25	35,900	19.50	40,600	22.00	45,700
44-45	Retail Trade	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	590	27.85	58,000	22.65	47,100	27.25	56,700	31.70	66,000
44-45	Retail Trade	49-9031	Home Appliance Repairers	520	21.35	44,400	17.70	36,800	21.00	43,600	25.55	53,100
44-45	Retail Trade	49-9062	Medical Equipment Repairers		21.15	43,900	18.05	37,500	20.90	43,500	23.90	49,800
44-45	Retail Trade	49-9063	Musical Instrument Repairers and Tuners	300	21.35	44,400	16.25	33,800	21.40	44,500	26.75	55,600
44-45	Retail Trade	49-9064	Watch Repairers		21.00	43,700	16.90	35,200	18.85	39,200	21.90	45,600
44-45	Retail Trade	49-9071	Maintenance and Repair Workers, General	790	19.70	41,000	12.15	25,300	18.40	38,300	25.55	53,100
44-45	Retail Trade	49-9091	Coin, Vending, and Amusement Machine Servicers and Repairers	250	13.75	28,600	9.65	20,100	12.65	26,300	14.15	29,400
44-45	Retail Trade	49-9098	Helpers--Installation, Maintenance, and Repair Workers	460	15.00	31,200	10.80	22,500	13.90	28,900	17.80	37,000

NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
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44-45	Retail Trade	49-9099	Installation, Maintenance, and Repair Workers, All Other	730	17.85	37,100	13.75	28,600	16.40	34,100	20.60	42,800
44-45	Retail Trade	51-0000	Production Occupations	8,870	18.85	39,200	11.80	24,600	17.00	35,400	25.25	52,500
44-45	Retail Trade	51-1011	First-Line Supervisors of Production and Operating Workers	710	28.00	58,200	21.30	44,300	26.60	55,300	32.35	67,300
44-45	Retail Trade	51-2098	Assemblers and fabricators, all other, including team assemblers	650	15.30	31,900	11.80	24,600	14.50	30,200	18.00	37,400
44-45	Retail Trade	51-3011	Bakers	1,400	15.60	32,500	11.00	22,900	14.10	29,300	19.40	40,400
44-45	Retail Trade	51-3021	Butchers and Meat Cutters	2,360	22.15	46,000	14.35	29,900	25.10	52,200	28.55	59,400
44-45	Retail Trade	51-3022	Meat, Poultry, and Fish Cutters and Trimmers	1,660	14.50	30,200	10.35	21,600	12.65	26,300	18.00	37,500
44-45	Retail Trade	51-3099	Food Processing Workers, All Other		13.55	28,200	11.05	22,900	12.90	26,800	16.10	33,500
44-45	Retail Trade	51-4041	Machinists		26.65	55,400	24.80	51,600	27.10	56,400	29.40	61,200
44-45	Retail Trade	51-6031	Sewing Machine Operators		15.75	32,700	10.85	22,600	15.45	32,200	20.75	43,200
44-45	Retail Trade	51-6052	Tailors, Dressmakers, and Custom Sewers	160	21.30	44,300	16.10	33,500	23.15	48,200	27.30	56,800
44-45	Retail Trade	51-7011	Cabinetmakers and Bench Carpenters		25.60	53,300	20.75	43,100	23.45	48,800	27.75	57,800
44-45	Retail Trade	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	180	20.35	42,300	14.30	29,800	19.75	41,000	25.55	53,200
44-45	Retail Trade	51-9071	Jewelers and Precious Stone and Metal Workers	260	28.70	59,700	24.60	51,200	27.70	57,700	31.15	64,800
44-45	Retail Trade	51-9083	Ophthalmic Laboratory Technicians	110	16.65	34,600	13.60	28,300	16.65	34,700	19.60	40,700
44-45	Retail Trade	51-9122	Painters, Transportation Equipment		22.75	47,300	14.65	30,500	20.75	43,200	24.30	50,500
44-45	Retail Trade	51-9151	Photographic Process Workers and Processing Machine Operators	270	13.35	27,800	10.55	21,900	11.75	24,500	14.00	29,100
44-45	Retail Trade	51-9198	Helpers--Production Workers	80	12.35	25,700	9.10	18,900	10.80	22,500	15.95	33,100
44-45	Retail Trade	53-0000	Transportation and Material Moving Occupations	35,480	14.20	29,600	9.95	20,700	12.30	25,600	16.40	34,100
44-45	Retail Trade	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	1,420	25.10	52,200	15.65	32,500	22.40	46,600	32.50	67,600
44-45	Retail Trade	53-3031	Driver/Sales Workers	320	20.05	41,700	12.80	26,600	21.35	44,400	26.85	55,900
44-45	Retail Trade	53-3032	Heavy and Tractor-Trailer Truck Drivers	2,220	23.50	48,900	19.65	40,900	24.45	50,800	27.65	57,500
44-45	Retail Trade	53-3033	Light Truck or Delivery Services Drivers	6,240	14.15	29,400	10.30	21,400	12.80	26,600	17.25	35,900
44-45	Retail Trade	53-3041	Taxi Drivers and Chauffeurs	260	14.30	29,700	11.20	23,300	13.95	29,000	17.00	35,400
44-45	Retail Trade	53-3099	Motor Vehicle Operators, All Other	200	15.70	32,700	11.00	22,800	13.20	27,400	19.15	39,800
44-45	Retail Trade	53-6021	Parking Lot Attendants	1,420	12.45	25,900	10.20	21,200	11.35	23,700	13.25	27,600
44-45	Retail Trade	53-6031	Automotive and Watercraft Service Attendants	8,910	10.70	22,300	9.20	19,200	9.80	20,400	11.55	24,100
44-45	Retail Trade	53-7051	Industrial Truck and Tractor Operators	460	18.20	37,800	14.70	30,600	17.50	36,400	21.40	44,500
44-45	Retail Trade	53-7061	Cleaners of Vehicles and Equipment	1,010	13.35	27,800	10.70	22,200	12.60	26,200	14.85	30,900
44-45	Retail Trade	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	9,850	14.35	29,800	11.40	23,700	13.80	28,700	16.15	33,600
44-45	Retail Trade	53-7064	Packers and Packagers, Hand	3,170	12.10	25,200	9.55	19,800	10.80	22,500	13.10	27,200
48-49	Transportation and Warehousing	00-0000	Total all occupations	219,890	24.75	51,500	14.80	30,800	21.45	44,600	29.50	61,300
48-49	Transportation and Warehousing	11-0000	Management Occupations	6,240	65.10	135,400	42.25	87,900	55.35	115,100	76.75	159,700
48-49	Transportation and Warehousing	11-1011	Chief Executives	20	138.60	288,300						
48-49	Transportation and Warehousing	11-1021	General and Operations Managers	1,550	85.60	178,100	48.75	101,400	73.95	153,800		
48-49	Transportation and Warehousing	11-2021	Marketing Managers	100	71.55	148,800	58.80	122,300	70.50	146,700	79.75	165,800
48-49	Transportation and Warehousing	11-2022	Sales Managers	280	70.55	146,700	51.65	107,400	64.15	133,400	81.55	169,600
48-49	Transportation and Warehousing	11-3011	Administrative Services Managers	760	52.60	109,400	40.55	84,400	49.20	102,300	60.35	125,500
48-49	Transportation and Warehousing	11-3021	Computer and Information Systems Managers	90	68.95	143,400	48.60	101,100	67.75	141,000	82.20	170,900
48-49	Transportation and Warehousing	11-3031	Financial Managers	240	77.30	160,800	47.95	99,700	70.45	146,500	94.60	196,800
48-49	Transportation and Warehousing	11-3051	Industrial Production Managers	30	56.90	118,300	31.60	65,700	54.30	112,900	75.90	157,900
48-49	Transportation and Warehousing	11-3061	Purchasing Managers	60	75.40	156,800	58.85	122,400	69.60	144,700	81.00	168,500
48-49	Transportation and Warehousing	11-3071	Transportation, Storage, and Distribution Managers	2,300	56.30	117,100	41.70	86,700	50.70	105,500	66.60	138,600
48-49	Transportation and Warehousing	11-3121	Human Resources Managers	90	66.50	138,300	53.30	110,800	59.80	124,400	73.55	153,000
48-49	Transportation and Warehousing	11-3131	Training and Development Managers	20	67.40	140,200	54.30	112,900	60.35	125,500	79.05	164,400
48-49	Transportation and Warehousing	11-9021	Construction Managers	40	62.40	129,800	53.30	110,900	60.85	126,600	74.60	155,200
48-49	Transportation and Warehousing	11-9041	Architectural and Engineering Managers	30	75.05	156,100	61.35	127,700	70.75	147,200	79.55	165,500
48-49	Transportation and Warehousing	11-9131	Postmasters and Mail Superintendents	430	39.40	82,000	35.50	73,800	39.30	81,700	42.50	88,400
48-49	Transportation and Warehousing	11-9199	Managers, All Other	180	73.75	153,400	50.45	104,900	62.45	129,900	83.85	174,400

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	13-0000	Business and Financial Operations Occupations	5,810	38.55	80,200	29.00	60,300	36.55	76,000	45.70	95,100
48-49	Transportation and Warehousing	13-1020	Buyers and Purchasing Agents	920	38.75	80,600	28.85	60,000	37.85	78,800	47.25	98,200
48-49	Transportation and Warehousing	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	420	36.45	75,800	28.65	59,600	35.65	74,200	43.65	90,800
48-49	Transportation and Warehousing	13-1051	Cost Estimators	100	40.10	83,400	32.55	67,700	36.95	76,800	45.85	95,300
48-49	Transportation and Warehousing	13-1071	Human Resources Specialists	640	34.20	71,200	26.60	55,400	32.35	67,300	39.35	81,800
48-49	Transportation and Warehousing	13-1075	Labor Relations Specialists	40	40.50	84,300	34.30	71,300	38.80	80,700	46.10	95,900
48-49	Transportation and Warehousing	13-1081	Logisticians	1,190	40.70	84,600	31.85	66,300	37.75	78,500	47.15	98,100
48-49	Transportation and Warehousing	13-1111	Management Analysts	290	45.50	94,600	34.70	72,200	43.50	90,500	52.05	108,300
48-49	Transportation and Warehousing	13-1141	Compensation, Benefits, and Job Analysis Specialists	30	35.90	74,700	28.55	59,400	33.70	70,100	40.75	84,800
48-49	Transportation and Warehousing	13-1151	Training and Development Specialists	210	25.70	53,500	17.15	35,700	22.65	47,100	33.20	69,000
48-49	Transportation and Warehousing	13-1161	Market Research Analysts and Marketing Specialists	310	41.80	87,000	28.55	59,400	39.05	81,300	49.50	103,000
48-49	Transportation and Warehousing	13-1199	Business Operations Specialists, All Other	740	37.15	77,300	29.05	60,400	35.45	73,800	42.75	88,900
48-49	Transportation and Warehousing	13-2011	Accountants and Auditors	770	39.75	82,700	29.75	61,900	37.20	77,400	46.15	96,000
48-49	Transportation and Warehousing	13-2031	Budget Analysts		41.25	85,800	37.45	77,900	41.80	86,900	46.15	96,000
48-49	Transportation and Warehousing	13-2041	Credit Analysts		26.15	54,300	21.15	44,000	23.30	48,500	32.65	68,000
48-49	Transportation and Warehousing	13-2051	Financial Analysts	80	49.65	103,300	36.45	75,800	44.80	93,200	60.50	125,800
48-49	Transportation and Warehousing	13-2099	Financial Specialists, All Other	30	36.60	76,100	31.55	65,700	37.90	78,800	42.70	88,800
48-49	Transportation and Warehousing	15-0000	Computer and Mathematical Occupations	1,050	41.65	86,600	31.25	65,000	41.40	86,100	50.40	104,900
48-49	Transportation and Warehousing	15-1121	Computer Systems Analysts	20	42.50	88,400	32.55	67,700	42.20	87,800	51.25	106,600
48-49	Transportation and Warehousing	15-1122	Information Security Analysts	20	59.95	124,700	52.70	109,600	60.60	126,100	70.05	145,700
48-49	Transportation and Warehousing	15-1131	Computer Programmers		47.15	98,100	39.10	81,400	45.30	94,200	54.35	113,000
48-49	Transportation and Warehousing	15-1132	Software Developers, Applications	110	45.75	95,100	35.25	73,300	46.25	96,200	56.40	117,400
48-49	Transportation and Warehousing	15-1134	Web Developers	40	37.50	78,000	30.60	63,600	36.65	76,200	44.05	91,600
48-49	Transportation and Warehousing	15-1141	Database Administrators	40	41.65	86,700	29.50	61,300	35.65	74,100	52.85	109,900
48-49	Transportation and Warehousing	15-1142	Network and Computer Systems Administrators	310	44.45	92,400	37.35	77,700	44.90	93,400	51.30	106,700
48-49	Transportation and Warehousing	15-1151	Computer User Support Specialists	130	30.80	64,000	23.95	49,900	29.05	60,400	37.15	77,300
48-49	Transportation and Warehousing	15-1152	Computer Network Support Specialists	100	32.55	67,700	27.35	56,900	32.40	67,400	37.30	77,600
48-49	Transportation and Warehousing	15-1199	Computer Occupations, All Other	60	34.15	71,100	14.60	30,300	32.45	67,500	49.45	102,900
48-49	Transportation and Warehousing	17-0000	Architecture and Engineering Occupations	830	41.30	85,900	33.60	69,900	37.35	77,700	48.30	100,500
48-49	Transportation and Warehousing	17-2051	Civil Engineers	140	51.00	106,100	41.20	85,700	47.85	99,500	60.50	125,900
48-49	Transportation and Warehousing	17-2071	Electrical Engineers	30	48.45	100,700	40.40	84,100	47.65	99,200	57.25	119,100
48-49	Transportation and Warehousing	17-2112	Industrial Engineers	250	39.25	81,600	31.75	66,100	38.75	80,600	46.20	96,100
48-49	Transportation and Warehousing	17-2141	Mechanical Engineers	30	45.65	94,900	40.95	85,200	44.80	93,200	48.65	101,200
48-49	Transportation and Warehousing	17-2199	Engineers, All Other		53.10	110,400	45.10	93,800	54.65	113,700	63.60	132,300
48-49	Transportation and Warehousing	17-3023	Electrical and Electronics Engineering Technicians	180	33.50	69,600	33.60	69,900	33.60	69,900	33.60	69,900
48-49	Transportation and Warehousing	17-3026	Industrial Engineering Technicians		30.70	63,800	25.30	52,600	31.20	64,900	38.20	79,400
48-49	Transportation and Warehousing	19-0000	Life, Physical, and Social Science Occupations	40	33.20	69,000	26.20	54,500	30.70	63,800	36.50	76,000
48-49	Transportation and Warehousing	23-0000	Legal Occupations	20	69.55	144,700	46.35	96,400	63.75	132,600	87.60	182,200
48-49	Transportation and Warehousing	23-1011	Lawyers	20	73.80	153,500	48.60	101,000	68.90	143,300	91.40	190,100
48-49	Transportation and Warehousing	25-0000	Education, Training, and Library Occupations	10	29.65	61,700	30.10	62,600	30.10	62,600	30.10	62,600
48-49	Transportation and Warehousing	25-3097	Teachers and Instructors, All Other, Except Substitute Teachers	10		61,700		62,600		62,600		62,600
48-49	Transportation and Warehousing	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	140	30.35	63,100	25.90	53,800	28.60	59,500	31.50	65,500
48-49	Transportation and Warehousing	27-1024	Graphic Designers	40	34.40	71,600	27.65	57,500	32.25	67,100	41.45	86,200
48-49	Transportation and Warehousing	29-0000	Healthcare Practitioners and Technical Occupations		23.05	47,900	13.00	27,100	14.60	30,300	33.00	68,600
48-49	Transportation and Warehousing	29-9011	Occupational Health and Safety Specialists	120	42.00	87,400	33.40	69,500	41.85	87,000	50.60	105,200
48-49	Transportation and Warehousing	33-0000	Protective Service Occupations	4,070	14.55	30,300	9.90	20,600	11.60	24,100	17.00	35,300
48-49	Transportation and Warehousing	33-1099	First-Line Supervisors of Protective Service Workers, All Other	100	33.05	68,800	26.65	55,400	30.45	63,300	41.25	85,800
48-49	Transportation and Warehousing	33-9021	Private Detectives and Investigators	40	30.90	64,300	25.55	53,100	32.55	67,700	36.95	76,900
48-49	Transportation and Warehousing	33-9032	Security Guards	890	15.00	31,200	10.80	22,500	13.90	28,900	18.00	37,500

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NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	33-9099	Protective Service Workers, All Other	2,990	13.35	27,800	9.75	20,300	11.05	23,000	14.80	30,800
48-49	Transportation and Warehousing	35-0000	Food Preparation and Serving-Related Occupations	490	13.85	28,800	10.95	22,800	12.50	26,000	14.95	31,100
48-49	Transportation and Warehousing	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	10	23.10	48,100	16.85	35,100	23.10	48,100	29.00	60,400
48-49	Transportation and Warehousing	35-2021	Food Preparation Workers	360	12.35	25,600	10.85	22,600	12.00	24,900	13.80	28,700
48-49	Transportation and Warehousing	37-0000	Building and Grounds Cleaning and Maintenance Occupations	1,530	21.25	44,200	14.40	30,000	19.00	39,500	27.85	57,900
48-49	Transportation and Warehousing	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	1,480	21.10	43,900	14.30	29,800	18.50	38,500	27.85	57,900
48-49	Transportation and Warehousing	37-3011	Landscaping and Groundskeeping Workers	10	18.80	39,100	15.10	31,400	19.15	39,900	22.95	47,700
48-49	Transportation and Warehousing	37-3019	Grounds Maintenance Workers, All Other	20	30.60	63,600	30.80	64,100	31.15	64,800	31.15	64,800
48-49	Transportation and Warehousing	39-0000	Personal Care and Service Occupations	720	11.05	23,000	9.35	19,500	10.00	20,800	11.35	23,600
48-49	Transportation and Warehousing	39-6011	Baggage Porters and Bellhops	200	10.95	22,700	10.20	21,300	10.90	22,600	11.55	24,000
48-49	Transportation and Warehousing	39-9099	Personal Care and Service Workers, All Other		10.55	22,000	9.20	19,100	9.55	19,800	10.50	21,900
48-49	Transportation and Warehousing	41-0000	Sales and Related Occupations	3,370	32.25	67,100	20.55	42,700	29.10	60,600	41.05	85,400
48-49	Transportation and Warehousing	41-1011	First-Line Supervisors of Retail Sales Workers		29.20	60,700	19.15	39,800	23.55	49,000	32.70	68,000
48-49	Transportation and Warehousing	41-1012	First-Line Supervisors of Non-Retail Sales Workers	30	57.00	118,500	35.60	74,100	46.65	97,000	62.40	129,800
48-49	Transportation and Warehousing	41-2011	Cashiers		11.90	24,700	9.50	19,700	10.60	22,000	12.05	25,000
48-49	Transportation and Warehousing	41-2031	Retail Salespersons		15.25	31,700	11.75	24,400	13.85	28,800	17.90	37,200
48-49	Transportation and Warehousing	41-3099	Sales Representatives, Services, All Other	2,640	34.50	71,800	24.10	50,100	30.90	64,200	43.40	90,300
48-49	Transportation and Warehousing	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	140	41.40	86,100	24.15	50,200	35.70	74,200	50.90	105,900
48-49	Transportation and Warehousing	41-9099	Sales and Related Workers, All Other	20	37.10	77,200	30.20	62,900	33.80	70,300	43.70	90,900
48-49	Transportation and Warehousing	43-0000	Office and Administrative Support Occupations	50,270	23.55	49,000	17.30	36,000	23.70	49,300	29.60	61,600
48-49	Transportation and Warehousing	43-1011	First-Line Supervisors of Office and Administrative Support Workers	2,690	33.15	69,000	28.70	59,700	32.60	67,800	37.70	78,400
48-49	Transportation and Warehousing	43-2011	Switchboard Operators, Including Answering Service		11.40	23,700	10.15	21,100	10.80	22,500	11.45	23,900
48-49	Transportation and Warehousing	43-3011	Bill and Account Collectors	200	19.40	40,400	14.55	30,200	18.00	37,400	22.75	47,400
48-49	Transportation and Warehousing	43-3021	Billing and Posting Clerks and Machine Operators	610	19.55	40,700	15.05	31,300	18.55	38,600	23.45	48,800
48-49	Transportation and Warehousing	43-3031	Bookkeeping, Accounting, and Auditing Clerks	1,640	23.30	48,500	18.55	38,600	23.25	48,400	27.90	58,100
48-49	Transportation and Warehousing	43-3051	Payroll and Timekeeping Clerks	60	23.35	48,500	19.30	40,100	22.55	46,900	26.70	55,600
48-49	Transportation and Warehousing	43-3061	Procurement Clerks	150	24.30	50,600	20.90	43,500	25.75	53,500	28.70	59,700
48-49	Transportation and Warehousing	43-4051	Customer Service Representatives	3,690	21.80	45,300	16.10	33,400	21.35	44,400	26.85	55,900
48-49	Transportation and Warehousing	43-4071	File Clerks	70	17.50	36,400	12.90	26,900	14.75	30,700	18.70	38,900
48-49	Transportation and Warehousing	43-4151	Order Clerks		15.10	31,400	12.70	26,400	14.20	29,500	16.90	35,200
48-49	Transportation and Warehousing	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	160	21.35	44,400	16.30	33,900	20.80	43,300	26.65	55,500
48-49	Transportation and Warehousing	43-4171	Receptionists and Information Clerks	220	17.25	35,900	14.10	29,300	17.00	35,400	19.15	39,900
48-49	Transportation and Warehousing	43-4181	Reservation and Transportation Ticket Agents and Travel Clerks	2,820	25.35	52,700	20.35	42,300	27.40	57,000	30.15	62,700
48-49	Transportation and Warehousing	43-4199	Information and Record Clerks, All Other	20	28.95	60,200	26.70	55,500	28.90	60,100	31.05	64,600
48-49	Transportation and Warehousing	43-5011	Cargo and Freight Agents	3,210	27.15	56,500	20.45	42,600	26.00	54,100	31.35	65,200
48-49	Transportation and Warehousing	43-5021	Couriers and Messengers		13.20	27,500	9.45	19,600	12.15	25,300	14.70	30,600
48-49	Transportation and Warehousing	43-5032	Dispatchers, Except Police, Fire, and Ambulance	2,470	19.25	40,100	13.15	27,400	18.20	37,900	23.50	48,900
48-49	Transportation and Warehousing	43-5051	Postal Service Clerks	2,580	25.85	53,700	21.50	44,700	28.90	60,100	28.90	60,100
48-49	Transportation and Warehousing	43-5052	Postal Service Mail Carriers	10,380	25.45	52,900	18.50	38,500	30.05	62,500	30.05	62,500
48-49	Transportation and Warehousing	43-5053	Postal Service Mail Sorters, Processors, and Processing Machine Operators	4,860	25.20	52,400	20.45	42,500	28.25	58,800	28.90	60,100
48-49	Transportation and Warehousing	43-5061	Production, Planning, and Expediting Clerks	1,020	24.35	50,600	19.80	41,200	25.85	53,700	29.50	61,300
48-49	Transportation and Warehousing	43-5071	Shipping, Receiving, and Traffic Clerks	3,850	19.70	41,000	13.75	28,600	17.95	37,400	24.90	51,800
48-49	Transportation and Warehousing	43-5081	Stock Clerks and Order Fillers		17.80	37,000	12.25	25,500	15.60	32,500	23.35	48,500
48-49	Transportation and Warehousing	43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping	630	20.75	43,100	16.30	33,900	19.30	40,200	23.95	49,900
48-49	Transportation and Warehousing	43-6011	Executive Secretaries and Executive Administrative Assistants	430	35.15	73,100	30.50	63,400	35.60	74,000	40.20	83,600
48-49	Transportation and Warehousing	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	2,470	20.70	43,000	15.60	32,400	20.45	42,600	25.20	52,400
48-49	Transportation and Warehousing	43-9011	Computer Operators	140	26.60	55,400	22.05	45,900	29.40	61,200	29.50	61,300
48-49	Transportation and Warehousing	43-9021	Data Entry Keyers	480	22.40	46,600	16.90	35,100	21.30	44,300	27.80	57,900
48-49	Transportation and Warehousing	43-9061	Office Clerks, General	2,260	17.05	35,500	10.30	21,500	15.55	32,300	20.85	43,400

*See Footnotes on Page 90

NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	43-9071	Office Machine Operators, Except Computer	310	18.35	38,100	13.15	27,400	16.50	34,300	24.75	51,500
48-49	Transportation and Warehousing	43-9199	Office and Administrative Support Workers, All Other	50	16.90	35,100	13.05	27,200	17.25	35,900	20.10	41,800
48-49	Transportation and Warehousing	47-0000	Construction and Extraction Occupations	930	33.65	70,000	24.90	51,800	32.70	68,100	38.05	79,100
48-49	Transportation and Warehousing	47-1011	First-Line Supervisors of Construction Trades and Extraction Work	70	36.75	76,400	28.10	58,500	34.45	71,700	44.90	93,400
48-49	Transportation and Warehousing	47-2111	Electricians	360	40.25	83,800	32.85	68,300	37.05	77,000	53.90	112,100
48-49	Transportation and Warehousing	47-2152	Plumbers, Pipefitters, and Steamfitters		28.35	58,900	25.55	53,100	29.45	61,200	31.00	64,400
48-49	Transportation and Warehousing	47-4041	Hazardous Materials Removal Workers	30	30.05	62,500	21.45	44,700	31.75	66,100	36.10	75,100
48-49	Transportation and Warehousing	47-4061	Rail-Track Laying and Maintenance Equipment Operators	400	27.95	58,100	22.80	47,400	27.30	56,800	33.55	69,700
48-49	Transportation and Warehousing	49-0000	Installation, Maintenance, and Repair Occupations	9,440	29.40	61,200	23.05	47,900	29.20	60,800	35.40	73,600
48-49	Transportation and Warehousing	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	1,110	35.45	73,700	27.90	58,000	32.95	68,500	41.75	86,900
48-49	Transportation and Warehousing	49-2091	Avionics Technicians	120	31.70	66,000	26.45	55,000	33.15	68,900	37.35	77,700
48-49	Transportation and Warehousing	49-2093	Electrical and Electronics Installers and Repairers, Transportation		30.05	62,500	26.25	54,600	30.60	63,600	35.30	73,400
48-49	Transportation and Warehousing	49-2094	Electrical and Electronics Repairers, Commercial and Industrial Equipment	80	29.30	60,900	26.60	55,400	29.90	62,200	34.00	70,700
48-49	Transportation and Warehousing	49-3011	Aircraft Mechanics and Service Technicians	1,870	33.20	69,000	26.85	55,800	34.00	70,700	38.90	80,900
48-49	Transportation and Warehousing	49-3021	Automotive Body and Related Repairers	40	23.10	48,100	17.60	36,600	21.25	44,200	30.45	63,400
48-49	Transportation and Warehousing	49-3023	Automotive Service Technicians and Mechanics	320	25.75	53,600	18.50	38,500	28.75	59,800	31.15	64,800
48-49	Transportation and Warehousing	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	2,480	25.10	52,200	19.85	41,300	25.30	52,600	29.75	61,900
48-49	Transportation and Warehousing	49-3042	Mobile Heavy Equipment Mechanics, Except Engines	300								
48-49	Transportation and Warehousing	49-3043	Rail Car Repairers	250	32.90	68,400	22.55	46,900	26.60	55,400	31.00	64,500
48-49	Transportation and Warehousing	49-3051	Motorboat Mechanics and Service Technicians	10	32.90	68,400	22.10	46,000	26.65	55,400	45.85	95,400
48-49	Transportation and Warehousing	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers		29.90	62,200	28.45	59,100	31.15	64,800	31.15	64,800
48-49	Transportation and Warehousing	49-9041	Industrial Machinery Mechanics	310	28.75	59,800	23.10	48,100	29.00	60,300	34.75	72,200
48-49	Transportation and Warehousing	49-9043	Maintenance Workers, Machinery	70	18.95	39,400	13.95	29,000	18.35	38,200	22.85	47,500
48-49	Transportation and Warehousing	49-9071	Maintenance and Repair Workers, General	1,370	26.95	56,000	21.75	45,300	28.05	58,400	31.15	64,800
48-49	Transportation and Warehousing	49-9097	Signal and Track Switch Repairers		33.85	70,500	32.05	66,600	34.70	72,200	37.40	77,800
48-49	Transportation and Warehousing	49-9098	Helpers--Installation, Maintenance, and Repair Workers	80	15.40	32,100	12.40	25,800	13.80	28,700	16.75	34,900
48-49	Transportation and Warehousing	49-9099	Installation, Maintenance, and Repair Workers, All Other	140	24.35	50,700	16.65	34,700	25.10	52,200	30.05	62,500
48-49	Transportation and Warehousing	51-0000	Production Occupations	1,950	22.65	47,100	13.45	28,000	20.10	41,800	30.50	63,500
48-49	Transportation and Warehousing	51-1011	First-Line Supervisors of Production and Operating Workers	90	34.30	71,300	20.65	43,000	34.00	70,700	49.55	103,100
48-49	Transportation and Warehousing	51-2098	Assemblers and fabricators, all other, including team assemblers		14.90	31,000	11.10	23,100	13.60	28,300	18.70	38,800
48-49	Transportation and Warehousing	51-4121	Welders, Cutters, Solderers, and Brazers	70	25.25	52,500	19.60	40,800	26.10	54,300	30.10	62,600
48-49	Transportation and Warehousing	51-8093	Petroleum Pump System Operators, Refinery Operators, and Gaugers	150	30.10	62,600	27.15	56,500	31.00	64,500	34.50	71,800
48-49	Transportation and Warehousing	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	1,060	23.55	49,000	14.50	30,200	20.75	43,200	30.80	64,000
48-49	Transportation and Warehousing	51-9111	Packaging and Filling Machine Operators and Tenders	150	10.90	22,700	8.95	18,600	9.25	19,300	11.15	23,200
48-49	Transportation and Warehousing	51-9122	Painters, Transportation Equipment	20	27.10	56,400	25.00	52,000	27.55	57,300	30.10	62,600
48-49	Transportation and Warehousing	53-0000	Transportation and Material Moving Occupations	132,520	22.60	47,000	13.50	28,100	19.10	39,700	26.75	55,700
48-49	Transportation and Warehousing	53-1011	Aircraft Cargo Handling Supervisors	60	24.95	51,900	17.60	36,600	21.85	45,500	31.65	65,800
48-49	Transportation and Warehousing	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	6,710	30.60	63,700	23.45	48,700	29.35	61,100	37.30	77,600
48-49	Transportation and Warehousing	53-2012	Commercial Pilots	220		97,000		75,100		89,000		105,000
48-49	Transportation and Warehousing	53-2021	Air Traffic Controllers		42.90	89,200	28.55	59,400	31.70	66,000	53.70	111,700
48-49	Transportation and Warehousing	53-2022	Airfield Operations Specialists		32.20	67,000	27.70	57,600	33.45	69,600	37.45	77,900
48-49	Transportation and Warehousing	53-3011	Ambulance Drivers and Attendants, Except Emergency Medical Technicians	180	15.40	32,100	13.90	28,900	15.45	32,200	17.30	36,000
48-49	Transportation and Warehousing	53-3021	Bus Drivers, Transit and Intercity	3,330	20.90	43,500	17.00	35,400	20.20	42,000	24.50	51,000
48-49	Transportation and Warehousing	53-3022	Bus Drivers, School or Special Client	9,050	17.60	36,600	15.05	31,300	17.25	35,900	19.55	40,700
48-49	Transportation and Warehousing	53-3031	Driver/Sales Workers		19.25	40,000	11.40	23,700	18.45	38,400	26.80	55,700
48-49	Transportation and Warehousing	53-3032	Heavy and Tractor-Trailer Truck Drivers	26,140	23.60	49,100	18.30	38,100	23.25	48,300	28.30	58,900
48-49	Transportation and Warehousing	53-3033	Light Truck or Delivery Services Drivers	9,710	24.05	50,000	17.25	35,900	24.30	50,500	30.20	62,800
48-49	Transportation and Warehousing	53-3041	Taxi Drivers and Chauffeurs	3,840	13.85	28,800	11.40	23,800	13.20	27,400	14.90	31,000
48-49	Transportation and Warehousing	53-3099	Motor Vehicle Operators, All Other	460	19.45	40,500	13.50	28,100	16.35	34,000	27.25	56,700

*See Footnotes on Page 90

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	53-4011	Locomotive Engineers	1,330	29.45	61,300	26.35	54,800	28.60	59,500	30.90	64,200
48-49	Transportation and Warehousing	53-4021	Railroad Brake, Signal, and Switch Operators	210	27.75	57,700	24.90	51,800	27.75	57,700	30.75	63,900
48-49	Transportation and Warehousing	53-4031	Railroad Conductors and Yardmasters		32.80	68,200	26.25	54,600	30.45	63,300	40.65	84,500
48-49	Transportation and Warehousing	53-5011	Sailors and Marine Oilers	520	17.50	36,400	10.70	22,300	18.90	39,400	23.30	48,400
48-49	Transportation and Warehousing	53-5021	Captains, Mates, and Pilots of Water Vessels	420	35.75	74,400	27.25	56,600	34.50	71,800	44.80	93,200
48-49	Transportation and Warehousing	53-5022	Motorboat Operators		26.10	54,200	11.65	24,200	31.45	65,500	35.25	73,300
48-49	Transportation and Warehousing	53-5031	Ship Engineers	100	35.15	73,100	29.05	60,500	35.50	73,800	39.85	82,900
48-49	Transportation and Warehousing	53-6031	Automotive and Watercraft Service Attendants	120	13.30	27,700	9.90	20,600	11.65	24,200	14.20	29,600
48-49	Transportation and Warehousing	53-6051	Transportation Inspectors		35.50	73,900	25.25	52,600	29.70	61,700	46.40	96,600
48-49	Transportation and Warehousing	53-6061	Transportation Attendants, Except Flight Attendants	320	12.20	25,400	10.20	21,300	11.35	23,600	12.55	26,100
48-49	Transportation and Warehousing	53-7021	Crane and Tower Operators	410	33.05	68,700	27.90	58,000	34.20	71,100	38.00	79,100
48-49	Transportation and Warehousing	53-7051	Industrial Truck and Tractor Operators	7,450	18.00	37,400	13.55	28,200	16.75	34,800	21.05	43,800
48-49	Transportation and Warehousing	53-7061	Cleaners of Vehicles and Equipment	1,320	13.10	27,200	10.80	22,500	11.85	24,600	13.20	27,500
48-49	Transportation and Warehousing	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	43,120	16.45	34,200	11.30	23,500	14.20	29,500	20.25	42,100
48-49	Transportation and Warehousing	53-7063	Machine Feeders and Offbearers		17.15	35,700	13.65	28,400	17.05	35,400	21.20	44,100
48-49	Transportation and Warehousing	53-7064	Packers and Packers, Hand	3,310	13.80	28,700	10.35	21,500	11.95	24,800	16.65	34,600
48-49	Transportation and Warehousing	53-7121	Tank Car, Truck, and Ship Loaders	440	27.90	58,100	20.85	43,400	32.65	67,900	36.40	75,700
48-49	Transportation and Warehousing	53-7199	Material Moving Workers, All Other		30.35	63,100	26.15	54,400	29.00	60,300	35.25	73,400
51	Information	00-0000	Total all occupations	72,920	43.10	89,700	23.95	49,900	39.25	81,600	56.30	117,100
51	Information	11-0000	Management Occupations	6,230	87.20	181,400	61.50	127,900	79.00	164,300		
51	Information	11-1011	Chief Executives	30	130.60	271,600						
51	Information	11-1021	General and Operations Managers	1,170	90.40	188,000	56.45	117,500	81.90	170,400		
51	Information	11-2011	Advertising and Promotions Managers	80	68.20	141,900	48.35	100,600	61.25	127,400	78.20	162,700
51	Information	11-2021	Marketing Managers	560	85.00	176,800	62.15	129,300	80.20	166,800	97.50	202,800
51	Information	11-2022	Sales Managers	680	92.40	192,200	65.80	136,900	83.40	173,500		
51	Information	11-2031	Public Relations and Fundraising Managers		86.25	179,400	55.10	114,600	76.65	159,400		
51	Information	11-3011	Administrative Services Managers	130	74.05	154,100	54.50	113,400	67.45	140,300	84.70	176,200
51	Information	11-3021	Computer and Information Systems Managers	1,470	90.25	187,700	67.30	140,000	83.00	172,700		
51	Information	11-3031	Financial Managers	790	87.50	182,000	63.25	131,600	77.75	161,800		
51	Information	11-3051	Industrial Production Managers	40	65.75	136,800	47.20	98,100	60.10	125,000	84.85	176,500
51	Information	11-3061	Purchasing Managers	70	81.95	170,500	62.70	130,400	74.40	154,700	93.40	194,300
51	Information	11-3071	Transportation, Storage, and Distribution Managers	30	79.95	166,300	53.25	110,700	68.25	142,000	97.25	202,300
51	Information	11-3111	Compensation and Benefits Managers	40	93.50	194,500	65.90	137,100	86.50	179,900		
51	Information	11-3121	Human Resources Managers	190	84.00	174,700	58.95	122,600	75.50	157,100	97.90	203,600
51	Information	11-3131	Training and Development Managers	30	67.85	141,100	49.85	103,600	59.60	123,900	78.10	162,500
51	Information	11-9041	Architectural and Engineering Managers	190	90.45	188,100	70.25	146,200	83.00	172,600	99.40	206,800
51	Information	11-9141	Property, Real Estate, and Community Association Managers	20	66.80	138,900	53.55	111,400	65.30	135,800	78.00	162,200
51	Information	11-9199	Managers, All Other	610	77.40	161,000	54.65	113,700	70.20	146,100	90.90	189,100
51	Information	13-0000	Business and Financial Operations Occupations	7,620	46.25	96,200	33.40	69,500	44.45	92,400	57.80	120,200
51	Information	13-1020	Buyers and Purchasing Agents	190	47.15	98,100	34.65	72,000	50.05	104,100	58.65	122,000
51	Information	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	180	41.15	85,600	28.55	59,400	38.00	79,100	52.05	108,200
51	Information	13-1051	Cost Estimators	70	42.55	88,500	31.70	65,900	38.90	81,000	56.00	116,500
51	Information	13-1071	Human Resources Specialists	460	44.85	93,300	32.80	68,200	43.25	90,000	56.25	117,000
51	Information	13-1081	Logisticians	190	44.85	93,300	34.30	71,400	43.40	90,300	53.25	110,700
51	Information	13-1111	Management Analysts	410	53.40	111,100	37.95	78,900	50.90	105,900	67.30	139,900
51	Information	13-1121	Meeting, Convention, and Event Planners	120	33.05	68,700	22.70	47,200	29.65	61,600	37.20	77,400
51	Information	13-1131	Fundraisers		33.10	68,800	27.25	56,700	32.10	66,800	39.25	81,600
51	Information	13-1141	Compensation, Benefits, and Job Analysis Specialists	220	44.65	92,900	29.50	61,300	42.10	87,600	56.75	118,100
51	Information	13-1151	Training and Development Specialists	260	38.70	80,500	30.10	62,700	38.35	79,800	46.40	96,500

*See Footnotes on Page 90

NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
 OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
 NEW JERSEY: *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 Petile. Hourly	25th Petile. Salary	50th Petile. Hourly	50th Petile. Salary	75th Petile. Hourly	75th Petile. Salary
51	Information	13-1161	Market Research Analysts and Marketing Specialists	1,480	47.20	98,200	32.25	67,100	48.15	100,100	61.20	127,200
51	Information	13-1199	Business Operations Specialists, All Other	1,710	45.00	93,600	33.30	69,200	43.85	91,200	56.70	118,000
51	Information	13-2011	Accountants and Auditors	1,410	47.95	99,800	34.85	72,400	44.55	92,700	57.35	119,300
51	Information	13-2031	Budget Analysts	180	46.55	96,800	36.50	75,900	45.60	94,900	55.80	116,000
51	Information	13-2041	Credit Analysts	40	41.40	86,100	34.75	72,300	40.20	83,600	47.55	98,900
51	Information	13-2051	Financial Analysts	520	49.75	103,500	37.15	77,300	48.90	101,700	59.30	123,400
51	Information	13-2099	Financial Specialists, All Other	130	42.65	88,700	32.95	68,500	40.70	84,700	48.60	101,100
51	Information	15-0000	Computer and Mathematical Occupations	17,760	52.60	109,400	38.60	80,200	51.95	108,000	64.70	134,600
51	Information	15-1121	Computer Systems Analysts	1,110	53.20	110,700	40.10	83,400	50.85	105,800	65.45	136,100
51	Information	15-1122	Information Security Analysts	480	57.00	118,500	46.05	95,800	56.70	117,900	67.95	141,300
51	Information	15-1131	Computer Programmers	680	46.20	96,100	26.65	55,500	37.45	77,900	57.55	119,700
51	Information	15-1132	Software Developers, Applications	4,040	57.30	119,200	44.15	91,800	55.70	115,800	68.75	143,000
51	Information	15-1133	Software Developers, Systems Software	1,690	55.25	115,000	43.95	91,400	55.45	115,400	66.25	137,800
51	Information	15-1134	Web Developers	540	39.20	81,600	26.80	55,800	35.35	73,500	50.25	104,500
51	Information	15-1141	Database Administrators	760	54.80	114,000	41.90	87,200	54.40	113,200	66.45	138,200
51	Information	15-1142	Network and Computer Systems Administrators	1,920	54.80	114,000	39.50	82,100	55.70	115,800	70.05	145,700
51	Information	15-1143	Computer Network Architects	1,440	62.10	129,100	50.30	104,600	62.65	130,300	75.35	156,700
51	Information	15-1151	Computer User Support Specialists	1,700	34.50	71,700	26.15	54,400	33.80	70,300	40.85	85,000
51	Information	15-1152	Computer Network Support Specialists	1,960	48.25	100,300	40.20	83,600	50.50	105,000	57.40	119,400
51	Information	15-1199	Computer Occupations, All Other	960	54.70	113,800	39.10	81,300	55.10	114,600	69.25	144,000
51	Information	15-2031	Operations Research Analysts	340	50.55	105,200	41.60	86,500	49.60	103,200	59.75	124,200
51	Information	17-0000	Architecture and Engineering Occupations	1,450	57.30	119,100	43.75	91,000	56.70	118,000	71.30	148,300
51	Information	17-1011	Architects, Except Landscape and Naval		42.20	87,800	35.20	73,200	42.00	87,400	47.70	99,300
51	Information	17-2061	Computer Hardware Engineers	20	55.65	115,800	43.15	89,800	47.30	98,300	60.50	125,800
51	Information	17-2071	Electrical Engineers	70	56.30	117,100	43.10	89,600	54.65	113,700	67.80	141,000
51	Information	17-2112	Industrial Engineers		54.85	114,100	41.40	86,200	52.85	109,900	68.00	141,400
51	Information	17-2199	Engineers, All Other	10	49.30	102,500	42.05	87,500	48.80	101,500	56.60	117,800
51	Information	17-3023	Electrical and Electronics Engineering Technicians	20	31.20	64,900	26.90	56,000	29.75	61,900	34.20	71,100
51	Information	19-0000	Life, Physical, and Social Science Occupations	50	48.10	100,100	30.70	63,900	46.05	95,800	65.00	135,200
51	Information	23-0000	Legal Occupations	460	81.00	168,500	39.00	81,200	72.55	150,900		
51	Information	23-1011	Lawyers	330	99.25	206,500	64.60	134,300	92.85	193,100		
51	Information	23-2011	Paralegals and Legal Assistants	100	33.50	69,700	26.05	54,200	33.50	69,700	42.45	88,300
51	Information	23-2099	Legal Support Workers, All Other	20	33.65	70,000	19.05	39,600	28.35	58,900	45.00	93,600
51	Information	25-0000	Education, Training, and Library Occupations	460	24.90	51,800	12.80	26,700	22.70	47,200	36.20	75,300
51	Information	25-4021	Librarians	150	31.50	65,600	22.65	47,100	32.40	67,300	40.45	84,100
51	Information	25-4031	Library Technicians	160	14.85	30,900	10.70	22,300	12.35	25,700	17.50	36,400
51	Information	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	8,890	32.00	66,600	16.05	33,400	27.30	56,800	40.75	84,700
51	Information	27-1011	Art Directors	130	50.25	104,600	39.45	82,000	47.70	99,200	58.45	121,500
51	Information	27-1012	Craft Artists		21.45	44,700	16.50	34,300	21.40	44,500	24.30	50,600
51	Information	27-1014	Multimedia Artists and Animators	60	32.80	68,200	22.60	47,000	28.65	59,600	42.15	87,700
51	Information	27-1024	Graphic Designers	600	29.75	61,900	21.95	45,700	28.00	58,200	37.35	77,700
51	Information	27-2012	Producers and Directors	1,110	47.50	98,800	21.90	45,500	40.10	83,400	61.85	128,600
51	Information	27-2041	Music Directors and Composers	30	58.50	121,700	32.50	67,600	45.00	93,600	63.70	132,500
51	Information	27-3011	Radio and Television Announcers	180	38.20	79,400	14.05	29,300	22.35	46,500	41.65	86,700
51	Information	27-3021	Broadcast News Analysts	270	23.80	49,500	13.70	28,500	15.60	32,500	25.20	52,400
51	Information	27-3022	Reporters and Correspondents	550	28.85	60,100	17.50	36,400	24.30	50,600	36.75	76,400
51	Information	27-3031	Public Relations Specialists	370	35.10	73,000	22.30	46,400	31.40	65,300	44.75	93,100
51	Information	27-3041	Editors	1,860	34.25	71,200	21.05	43,800	31.75	66,000	40.80	84,900
51	Information	27-3042	Technical Writers	220	36.50	75,900	27.45	57,100	34.25	71,200	45.05	93,700
51	Information	27-3043	Writers and Authors	240	33.25	69,100	19.15	39,800	27.15	56,500	39.20	81,500

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	27-3099	Media and Communication Workers, All Other	210	24.85	51,700	14.65	30,500	20.65	42,900	28.30	58,800
51	Information	27-4011	Audio and Video Equipment Technicians	240	30.45	63,300	18.50	38,500	25.65	53,400	43.05	89,600
51	Information	27-4012	Broadcast Technicians	500	26.90	55,900	11.95	24,800	26.45	55,000	37.60	78,200
51	Information	27-4014	Sound Engineering Technicians	260	28.90	60,100	13.00	27,000	26.20	54,500	40.90	85,100
51	Information	27-4021	Photographers	140	25.15	52,300	14.35	29,900	23.05	48,000	30.25	62,900
51	Information	27-4031	Camera Operators, Television, Video, and Motion Picture	220	34.85	72,500	26.25	54,600	32.35	67,300	43.50	90,500
51	Information	27-4032	Film and Video Editors	300	39.75	82,600	26.70	55,500	32.80	68,200	52.60	109,500
51	Information	27-4099	Media and Communication Equipment Workers, All Other	120	28.20	58,600	21.00	43,700	24.70	51,300	30.85	64,200
51	Information	29-0000	Healthcare Practitioners and Technical Occupations	100	52.25	108,700	45.30	94,200	53.45	111,200	60.40	125,600
51	Information	29-1051	Pharmacists	70	55.50	115,400	50.70	105,500	55.90	116,300	61.25	127,400
51	Information	29-9011	Occupational Health and Safety Specialists	30	45.25	94,100	32.50	67,600	42.85	89,100	52.90	110,000
51	Information	33-0000	Protective Service Occupations		19.30	40,100	15.50	32,300	16.85	35,000	18.25	38,000
51	Information	33-9021	Private Detectives and Investigators	20	40.10	83,400	32.55	67,800	38.65	80,400	53.50	111,300
51	Information	33-9032	Security Guards		16.55	34,400	15.40	32,100	16.60	34,500	17.85	37,100
51	Information	35-0000	Food Preparation and Serving-Related Occupations	1,090	11.10	23,100	9.15	19,000	9.65	20,100	11.55	24,000
51	Information	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	70	20.45	42,500	16.15	33,600	19.80	41,100	24.75	51,400
51	Information	35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	850	10.15	21,200	9.10	18,900	9.50	19,700	10.65	22,200
51	Information	37-0000	Building and Grounds Cleaning and Maintenance Occupations	70	15.70	32,700	12.50	26,000	14.65	30,500	18.50	38,500
51	Information	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	70	15.55	32,300	12.50	26,000	14.65	30,400	18.40	38,200
51	Information	39-0000	Personal Care and Service Occupations	1,550	11.05	23,000	9.15	19,000	9.50	19,800	11.00	22,900
51	Information	39-1021	First-Line Supervisors of Personal Service Workers	90	21.30	44,300	14.20	29,500	20.70	43,100	27.80	57,900
51	Information	39-3021	Motion Picture Projectionists	280	12.90	26,800	9.45	19,700	12.40	25,800	14.75	30,700
51	Information	39-3031	Ushers, Lobby Attendants, and Ticket Takers	1,170	9.70	20,100	9.05	18,900	9.40	19,500	9.85	20,500
51	Information	41-0000	Sales and Related Occupations	7,480	35.85	74,600	20.10	41,800	32.30	67,100	46.10	95,900
51	Information	41-1011	First-Line Supervisors of Retail Sales Workers	80	22.70	47,200	18.35	38,200	21.00	43,700	24.10	50,100
51	Information	41-1012	First-Line Supervisors of Non-Retail Sales Workers	460	49.45	102,800	32.20	67,000	47.70	99,200	67.15	139,700
51	Information	41-2011	Cashiers	490	12.00	25,000	9.30	19,300	10.15	21,100	15.35	31,900
51	Information	41-2031	Retail Salespersons		12.20	25,400	10.20	21,200	11.10	23,100	12.60	26,200
51	Information	41-3011	Advertising Sales Agents	1,350	32.30	67,200	15.20	31,600	27.40	57,000	43.40	90,200
51	Information	41-3099	Sales Representatives, Services, All Other	2,910	37.85	78,700	26.30	54,700	34.90	72,600	43.80	91,100
51	Information	41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	160	69.85	145,300	48.80	101,600	82.05	170,600	92.60	192,600
51	Information	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	1,100	35.90	74,600	21.25	44,200	30.20	62,900	48.15	100,200
51	Information	41-9031	Sales Engineers	210	61.70	128,300	45.45	94,600	66.85	139,000	77.65	161,500
51	Information	41-9099	Sales and Related Workers, All Other	360	36.05	75,000	27.20	56,500	34.15	71,100	43.80	91,200
51	Information	43-0000	Office and Administrative Support Occupations	9,800	22.95	47,800	14.65	30,500	21.55	44,800	29.40	61,200
51	Information	43-1011	First-Line Supervisors of Office and Administrative Support Workers	730	34.85	72,400	27.00	56,200	33.45	69,500	41.35	86,000
51	Information	43-3011	Bill and Account Collectors	90	30.45	63,400	24.30	50,600	28.75	59,800	35.05	72,900
51	Information	43-3021	Billing and Posting Clerks and Machine Operators	130	23.45	48,800	19.05	39,600	23.30	48,500	27.85	58,000
51	Information	43-3031	Bookkeeping, Accounting, and Auditing Clerks	600	23.35	48,600	17.40	36,200	22.80	47,400	28.55	59,400
51	Information	43-3051	Payroll and Timekeeping Clerks	60	25.25	52,500	21.15	44,000	25.80	53,700	29.50	61,400
51	Information	43-3061	Procurement Clerks	30	25.60	53,300	22.25	46,300	25.20	52,400	28.95	60,200
51	Information	43-3099	Financial Clerks, All Other		18.95	39,400	15.00	31,200	18.60	38,700	22.85	47,500
51	Information	43-4041	Credit Authorizers, Checkers, and Clerks	20	20.20	42,000	16.00	33,300	20.80	43,200	24.30	50,600
51	Information	43-4051	Customer Service Representatives	3,050	19.50	40,600	13.65	28,400	16.90	35,200	23.65	49,200
51	Information	43-4071	File Clerks		29.70	61,800	26.75	55,600	30.20	62,800	34.60	72,000
51	Information	43-4121	Library Assistants, Clerical	150	11.35	23,700	9.75	20,300	10.80	22,500	11.85	24,700
51	Information	43-4151	Order Clerks	470	23.45	48,800	14.20	29,500	20.85	43,400	34.15	71,000
51	Information	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	70	24.30	50,500	18.95	39,500	25.05	52,100	29.50	61,400

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	43-4171	Receptionists and Information Clerks	120	18.30	38,100	15.25	31,700	17.95	37,300	21.35	44,400
51	Information	43-4199	Information and Record Clerks, All Other	110								
51	Information	43-5021	Couriers and Messengers		17.10	35,500	11.95	24,900	16.50	34,300	22.45	46,600
51	Information	43-5032	Dispatchers, Except Police, Fire, and Ambulance		29.05	60,500	19.00	39,500	32.65	67,900	36.00	74,900
51	Information	43-5061	Production, Planning, and Expediting Clerks	470	26.85	55,900	20.25	42,100	26.65	55,400	33.15	69,000
51	Information	43-5071	Shipping, Receiving, and Traffic Clerks	150	18.20	37,900	13.45	27,900	17.00	35,300	21.55	44,800
51	Information	43-5081	Stock Clerks and Order Fillers	100	22.90	47,600	16.60	34,500	24.80	51,600	29.00	60,300
51	Information	43-6011	Executive Secretaries and Executive Administrative Assistants	590	34.70	72,100	28.05	58,300	34.60	72,000	41.60	86,500
51	Information	43-6012	Legal Secretaries		33.20	69,100	27.35	56,900	33.55	69,800	38.55	80,100
51	Information	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	450	21.25	44,200	16.45	34,200	20.60	42,800	25.85	53,800
51	Information	43-9011	Computer Operators	150	22.85	47,600	15.45	32,100	25.20	52,400	28.95	60,200
51	Information	43-9021	Data Entry Keyers	280	19.00	39,500	13.95	29,000	17.25	35,900	22.60	47,000
51	Information	43-9022	Word Processors and Typists		26.00	54,100	18.10	37,600	26.50	55,100	33.25	69,200
51	Information	43-9031	Desktop Publishers		17.85	37,100	9.25	19,200	9.60	20,000	24.40	50,800
51	Information	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	40	16.55	34,500	12.35	25,700	16.10	33,400	19.80	41,100
51	Information	43-9061	Office Clerks, General	1,010	19.90	41,400	14.00	29,100	19.05	39,600	26.45	55,000
51	Information	43-9071	Office Machine Operators, Except Computer	210	16.60	34,600	11.25	23,400	14.40	29,900	21.10	43,800
51	Information	43-9081	Proofreaders and Copy Markers	100	22.15	46,100	16.50	34,300	20.05	41,700	27.95	58,200
51	Information	43-9199	Office and Administrative Support Workers, All Other	80	18.75	39,000	11.90	24,800	17.35	36,100	23.05	48,000
51	Information	47-0000	Construction and Extraction Occupations	40	36.75	76,500	29.55	61,400	34.30	71,300	42.45	88,300
51	Information	49-0000	Installation, Maintenance, and Repair Occupations	8,160	39.05	81,200	34.90	72,600	41.45	86,200	45.80	95,300
51	Information	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	490	47.80	99,500	40.50	84,300	47.15	98,100	57.25	119,100
51	Information	49-2021	Radio, Cellular, and Tower Equipment Installers and Repairers	140	32.65	67,900	27.15	56,400	33.00	68,600	38.15	79,300
51	Information	49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers	2,550	34.05	70,800	25.75	53,600	36.00	74,800	43.15	89,800
51	Information	49-2094	Electrical and Electronics Repairers, Commercial and Industrial Equipment		31.10	64,700	24.15	50,300	30.15	62,700	37.40	77,800
51	Information	49-9052	Telecommunications Line Installers and Repairers	4,660	41.75	86,800	39.90	83,000	43.05	89,500	46.40	96,500
51	Information	49-9071	Maintenance and Repair Workers, General	190	27.40	57,000	21.80	45,300	27.50	57,200	33.55	69,800
51	Information	51-0000	Production Occupations	620	24.90	51,800	16.00	33,300	23.65	49,200	33.75	70,200
51	Information	51-1011	First-Line Supervisors of Production and Operating Workers	60	37.60	78,200	31.10	64,700	37.55	78,100	44.75	93,100
51	Information	51-5111	Prepress Technicians and Workers	60	23.95	49,800	19.10	39,700	22.65	47,100	29.80	62,000
51	Information	51-5112	Printing Press Operators	260	27.00	56,200	19.30	40,200	27.35	56,900	35.05	72,900
51	Information	51-5113	Print Binding and Finishing Workers	40	17.85	37,200	11.65	24,200	15.95	33,100	22.15	46,100
51	Information	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	40	21.35	44,400	14.45	30,000	20.50	42,600	25.70	53,500
51	Information	51-9151	Photographic Process Workers and Processing Machine Operators		27.80	57,900	18.30	38,100	29.00	60,400	36.20	75,300
51	Information	53-0000	Transportation and Material Moving Occupations	930	17.50	36,400	12.55	26,100	15.85	32,900	19.95	41,500
51	Information	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	60	33.85	70,400	27.25	56,700	32.90	68,500	40.90	85,100
51	Information	53-3031	Driver/Sales Workers	100	20.75	43,100	13.95	29,000	21.30	44,300	27.90	58,100
51	Information	53-3033	Light Truck or Delivery Services Drivers	90	17.45	36,300	12.40	25,800	16.80	34,900	20.30	42,200
51	Information	53-3041	Taxi Drivers and Chauffeurs		16.95	35,200	12.30	25,500	14.00	29,100	15.50	32,300
51	Information	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	230	15.15	31,500	11.15	23,200	14.80	30,800	18.05	37,600
51	Information	53-7063	Machine Feeders and Offbearers		15.30	31,800	12.80	26,600	15.10	31,400	18.00	37,500
51	Information	53-7064	Packers and Packagers, Hand		19.90	41,400	15.20	31,600	21.75	45,300	24.25	50,500
52	Finance and Insurance	00-0000	Total all occupations	183,130	41.50	86,300	21.15	44,000	32.20	67,000	51.95	108,100
52	Finance and Insurance	11-0000	Management Occupations	16,350	85.20	177,300	55.35	115,100	75.90	157,900		
52	Finance and Insurance	11-1011	Chief Executives	30	133.25	277,200						
52	Finance and Insurance	11-1021	General and Operations Managers	2,240	92.25	191,900	49.90	103,800	85.45	177,700		
52	Finance and Insurance	11-2021	Marketing Managers	850	91.50	190,300	66.10	137,500	83.30	173,200		
52	Finance and Insurance	11-2022	Sales Managers	1,770	85.85	178,600	57.55	119,700	75.60	157,200		

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
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52	Finance and Insurance	11-2031	Public Relations and Fundraising Managers	50	81.60	169,700	55.90	116,300	68.80	143,100	97.80	203,400
52	Finance and Insurance	11-3011	Administrative Services Managers	670	74.45	154,800	50.90	105,900	62.45	129,900	87.75	182,500
52	Finance and Insurance	11-3021	Computer and Information Systems Managers	2,050	92.95	193,300	66.35	138,000	82.90	172,400		
52	Finance and Insurance	11-3031	Financial Managers	6,930	82.15	170,900	52.75	109,700	73.15	152,200	99.95	207,900
52	Finance and Insurance	11-3061	Purchasing Managers	30	84.25	175,300	57.70	120,000	80.35	167,100		
52	Finance and Insurance	11-3111	Compensation and Benefits Managers	40	86.30	179,500	67.30	140,000	76.25	158,600	93.85	195,200
52	Finance and Insurance	11-3121	Human Resources Managers	250	88.30	183,700	57.60	119,800	77.90	162,100		
52	Finance and Insurance	11-3131	Training and Development Managers	70	82.65	172,000	57.40	119,400	76.30	158,800	96.55	200,800
52	Finance and Insurance	11-9021	Construction Managers	10	64.75	134,700	51.60	107,400	61.25	127,400	72.95	151,800
52	Finance and Insurance	11-9041	Architectural and Engineering Managers	40	78.80	163,900	67.05	139,500	75.65	157,400	89.80	186,800
52	Finance and Insurance	11-9111	Medical and Health Services Managers	70	87.55	182,100	55.80	116,100	64.40	133,900		
52	Finance and Insurance	11-9121	Natural Sciences Managers	70	107.60	223,800	82.80	172,200	98.55	205,000		
52	Finance and Insurance	11-9141	Property, Real Estate, and Community Association Managers		46.30	96,300	33.10	68,800	41.75	86,900	53.80	111,900
52	Finance and Insurance	11-9199	Managers, All Other	1,070	75.95	158,000	55.20	114,900	69.65	144,900	86.90	180,700
52	Finance and Insurance	13-0000	Business and Financial Operations Occupations	48,370	44.50	92,600	29.95	62,300	38.95	81,000	52.45	109,100
52	Finance and Insurance	13-1020	Buyers and Purchasing Agents	210	41.50	86,300	31.80	66,200	40.00	83,200	50.50	105,000
52	Finance and Insurance	13-1031	Claims Adjusters, Examiners, and Investigators	9,490	35.70	74,300	28.10	58,500	35.60	74,000	43.75	91,000
52	Finance and Insurance	13-1032	Insurance Appraisers, Auto Damage	710	32.50	67,600	25.85	53,800	32.55	67,700	38.70	80,500
52	Finance and Insurance	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	1,140	42.55	88,500	28.60	59,400	39.75	82,700	51.05	106,200
52	Finance and Insurance	13-1071	Human Resources Specialists	1,280	41.65	86,600	30.15	62,700	37.70	78,400	51.00	106,000
52	Finance and Insurance	13-1075	Labor Relations Specialists		40.70	84,600	31.80	66,100	40.35	83,900	45.70	95,100
52	Finance and Insurance	13-1081	Logisticians	130	65.05	135,300	42.60	88,600	57.60	119,900	80.20	166,800
52	Finance and Insurance	13-1111	Management Analysts	2,810	50.00	104,000	36.40	75,700	46.75	97,200	59.75	124,300
52	Finance and Insurance	13-1121	Meeting, Convention, and Event Planners	70	34.85	72,500	22.60	47,000	30.05	62,500	44.25	92,000
52	Finance and Insurance	13-1141	Compensation, Benefits, and Job Analysis Specialists	280	41.45	86,200	31.10	64,700	39.35	81,800	48.40	100,700
52	Finance and Insurance	13-1151	Training and Development Specialists	700	35.75	74,400	27.90	58,000	33.40	69,500	42.60	88,600
52	Finance and Insurance	13-1161	Market Research Analysts and Marketing Specialists	1,640	43.85	91,200	31.10	64,700	41.10	85,500	54.80	114,000
52	Finance and Insurance	13-1199	Business Operations Specialists, All Other	2,690	42.75	88,900	31.80	66,100	40.05	83,300	50.85	105,800
52	Finance and Insurance	13-2011	Accountants and Auditors	4,730	43.65	90,800	32.95	68,500	39.35	81,900	49.05	102,100
52	Finance and Insurance	13-2021	Appraisers and Assessors of Real Estate	90	44.35	92,300	27.40	57,000	46.15	96,000	58.75	122,200
52	Finance and Insurance	13-2031	Budget Analysts	90	49.35	102,600	35.65	74,100	47.15	98,100	62.70	130,400
52	Finance and Insurance	13-2041	Credit Analysts	1,440	42.45	88,300	30.20	62,800	37.85	78,700	53.65	111,600
52	Finance and Insurance	13-2051	Financial Analysts	5,450	54.55	113,500	33.30	69,300	46.85	97,400	70.60	146,800
52	Finance and Insurance	13-2052	Personal Financial Advisors	4,490	60.90	126,700	31.35	65,200	51.60	107,300	73.50	152,900
52	Finance and Insurance	13-2053	Insurance Underwriters	3,100	42.70	88,900	29.40	61,200	38.40	79,900	49.05	102,000
52	Finance and Insurance	13-2061	Financial Examiners	1,390	48.75	101,400	30.20	62,800	41.65	86,600	58.95	122,600
52	Finance and Insurance	13-2071	Credit Counselors	210	36.25	75,400	25.10	52,200	29.25	60,900	47.85	99,500
52	Finance and Insurance	13-2072	Loan Officers	4,560	39.80	82,700	24.50	51,000	33.90	70,500	50.75	105,600
52	Finance and Insurance	13-2099	Financial Specialists, All Other	1,580	41.45	86,200	29.20	60,800	37.05	77,100	49.80	103,600
52	Finance and Insurance	15-0000	Computer and Mathematical Occupations	20,620	57.65	119,900	41.45	86,200	56.05	116,500	72.15	150,100
52	Finance and Insurance	15-1121	Computer Systems Analysts	3,130	58.45	121,600	44.10	91,800	57.20	119,000	71.85	149,400
52	Finance and Insurance	15-1122	Information Security Analysts	1,140	61.50	127,900	45.30	94,200	59.30	123,300	74.00	153,900
52	Finance and Insurance	15-1131	Computer Programmers	940	44.15	91,800	29.90	62,200	41.35	86,000	53.75	111,800
52	Finance and Insurance	15-1132	Software Developers, Applications	5,650	63.10	131,200	47.85	99,500	60.95	126,700	75.90	157,900
52	Finance and Insurance	15-1133	Software Developers, Systems Software	1,170	65.65	136,600	53.00	110,300	65.10	135,400	78.70	163,700
52	Finance and Insurance	15-1134	Web Developers	130	45.75	95,100	29.35	61,100	43.65	90,800	60.70	126,300
52	Finance and Insurance	15-1141	Database Administrators	830	56.45	117,400	43.00	89,400	57.70	120,000	70.60	146,900
52	Finance and Insurance	15-1142	Network and Computer Systems Administrators	1,850	56.15	116,800	39.40	82,000	52.05	108,300	70.30	146,200
52	Finance and Insurance	15-1143	Computer Network Architects	560	72.55	150,900	56.20	116,900	70.45	146,600	84.45	175,700

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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 Petile. Hourly	25th Petile. Salary	50th Petile. Hourly	50th Petile. Salary	75th Petile. Hourly	75th Petile. Salary
52	Finance and Insurance	15-1151	Computer User Support Specialists	1,180	37.15	77,200	24.35	50,600	32.15	66,900	46.60	96,900
52	Finance and Insurance	15-1152	Computer Network Support Specialists	630	44.00	91,500	30.90	64,300	39.40	81,900	50.30	104,600
52	Finance and Insurance	15-1199	Computer Occupations, All Other	1,590	62.15	129,300	47.65	99,100	60.70	126,200	75.45	156,900
52	Finance and Insurance	15-2011	Actuaries	410	56.30	117,200	38.95	81,000	51.05	106,200	67.40	140,200
52	Finance and Insurance	15-2031	Operations Research Analysts	1,320	49.70	103,300	35.55	73,900	47.00	97,700	62.05	129,000
52	Finance and Insurance	15-2041	Statisticians	60	51.00	106,100	38.90	80,900	48.95	101,800	62.75	130,500
52	Finance and Insurance	15-2090	Miscellaneous Mathematical Science Occupations	20	34.00	70,700	32.25	67,100	34.60	71,900	36.90	76,800
52	Finance and Insurance	17-0000	Architecture and Engineering Occupations	380	50.20	104,400	40.50	84,200	48.85	101,600	60.95	126,800
52	Finance and Insurance	17-2111	Health and Safety Engineers, Except Mining Safety Engineers and	150	54.15	112,600	44.30	92,200	55.05	114,500	65.10	135,400
52	Finance and Insurance	17-2112	Industrial Engineers		47.15	98,100	40.15	83,500	45.35	94,400	53.75	111,800
52	Finance and Insurance	19-0000	Life, Physical, and Social Science Occupations	10	54.45	113,300	37.25	77,500	49.25	102,400	60.85	126,500
52	Finance and Insurance	21-0000	Community and Social Services Occupations	270	33.85	70,400	26.70	55,600	33.30	69,200	42.60	88,600
52	Finance and Insurance	21-1022	Healthcare Social Workers	190	37.05	77,000	29.20	60,800	37.25	77,500	44.85	93,300
52	Finance and Insurance	21-1091	Health Educators	10	35.10	73,000	29.75	61,900	35.30	73,500	40.30	83,800
52	Finance and Insurance	21-1093	Social and Human Service Assistants	50	22.10	46,000	17.30	36,000	21.25	44,300	25.60	53,200
52	Finance and Insurance	23-0000	Legal Occupations	2,580	56.30	117,100	28.35	58,900	42.65	88,700	70.20	146,100
52	Finance and Insurance	23-1011	Lawyers	1,190	85.60	178,100	54.60	113,600	73.70	153,300		
52	Finance and Insurance	23-2011	Paralegals and Legal Assistants	500	32.45	67,500	25.35	52,700	32.55	67,700	37.90	78,800
52	Finance and Insurance	23-2093	Title Examiners, Abstractors, and Searchers	720	30.55	63,600	23.00	47,800	28.15	58,500	40.00	83,300
52	Finance and Insurance	23-2099	Legal Support Workers, All Other	160	30.35	63,200	20.75	43,200	25.90	53,800	38.20	79,500
52	Finance and Insurance	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	430	38.20	79,500	27.25	56,700	36.40	75,700	46.75	97,300
52	Finance and Insurance	27-1011	Art Directors	10	56.90	118,400	44.55	92,600	49.75	103,500	57.10	118,800
52	Finance and Insurance	27-1024	Graphic Designers	140	29.30	60,900	22.55	46,900	27.85	58,000	35.30	73,400
52	Finance and Insurance	27-3031	Public Relations Specialists	170	45.70	95,100	33.75	70,200	44.25	92,000	56.30	117,100
52	Finance and Insurance	27-3041	Editors		32.00	66,600	28.75	59,800	31.80	66,100	35.80	74,400
52	Finance and Insurance	27-3042	Technical Writers	50	38.75	80,600	33.85	70,400	40.00	83,200	45.45	94,600
52	Finance and Insurance	27-3043	Writers and Authors	40	32.85	68,300	25.80	53,700	33.75	70,200	41.30	85,900
52	Finance and Insurance	29-0000	Healthcare Practitioners and Technical Occupations	1,390	43.55	90,500	34.55	71,900	40.70	84,700	47.55	98,900
52	Finance and Insurance	29-1051	Pharmacists	50	55.10	114,700	52.50	109,200	56.85	118,200	61.20	127,300
52	Finance and Insurance	29-1069	Physicians and Surgeons, All Other	60	115.70	240,700	90.25	187,700				
52	Finance and Insurance	29-1141	Registered Nurses	1,170	40.30	83,900	35.05	72,900	40.45	84,100	46.45	96,600
52	Finance and Insurance	29-2061	Licensed Practical and Licensed Vocational Nurses	20	29.65	61,700	25.65	53,400	29.00	60,300	33.10	68,900
52	Finance and Insurance	29-2071	Medical Records and Health Information Technicians	40	32.90	68,500	26.35	54,800	32.60	67,800	39.35	81,800
52	Finance and Insurance	33-0000	Protective Service Occupations	480	27.70	57,600	22.10	45,900	24.65	51,300	31.50	65,500
52	Finance and Insurance	33-1099	First-Line Supervisors of Protective Service Workers, All Other	10	32.10	66,800	26.90	56,000	33.10	68,800	37.30	77,600
52	Finance and Insurance	33-9021	Private Detectives and Investigators	170	33.75	70,200	26.85	55,900	32.10	66,800	38.15	79,400
52	Finance and Insurance	33-9032	Security Guards		23.40	48,700	21.50	44,700	23.15	48,100	24.75	51,500
52	Finance and Insurance	37-0000	Building and Grounds Cleaning and Maintenance Occupations	100	19.55	40,700	15.30	31,800	20.60	42,900	24.20	50,300
52	Finance and Insurance	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	70	18.50	38,500	12.40	25,800	17.60	36,600	24.90	51,700
52	Finance and Insurance	41-0000	Sales and Related Occupations	27,980	42.40	88,200	22.60	47,100	30.70	63,900	49.60	103,200
52	Finance and Insurance	41-1011	First-Line Supervisors of Retail Sales Workers	60	27.35	56,900	20.00	41,600	27.20	56,600	33.25	69,200
52	Finance and Insurance	41-1012	First-Line Supervisors of Non-Retail Sales Workers	1,640	44.60	92,700	27.90	58,000	36.00	74,900	57.75	120,100
52	Finance and Insurance	41-2011	Cashiers	190	10.30	21,500	9.25	19,200	9.55	19,900	10.75	22,400
52	Finance and Insurance	41-3021	Insurance Sales Agents	9,920	37.00	77,000	21.05	43,800	28.50	59,200	41.15	85,500
52	Finance and Insurance	41-3031	Securities, Commodities, and Financial Services Sales Agents	14,160	47.40	98,500	23.70	49,300	33.65	70,000	57.90	120,400
52	Finance and Insurance	41-3099	Sales Representatives, Services, All Other	990	39.65	82,500	22.15	46,100	33.40	69,500	47.10	98,000
52	Finance and Insurance	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	20	47.15	98,100	26.55	55,200	39.50	82,100	58.30	121,200
52	Finance and Insurance	41-9041	Telemarketers	160	18.80	39,100	13.50	28,000	20.05	41,700	23.30	48,500
52	Finance and Insurance	41-9099	Sales and Related Workers, All Other	720	33.60	69,900	23.20	48,300	30.60	63,600	41.20	85,700

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	43-0000	Office and Administrative Support Occupations	63,690	21.80	45,400	15.85	33,000	20.00	41,600	25.95	54,000
52	Finance and Insurance	43-1011	First-Line Supervisors of Office and Administrative Support Workers	6,020	32.60	67,900	25.90	53,800	31.40	65,400	37.80	78,600
52	Finance and Insurance	43-2011	Switchboard Operators, Including Answering Service	20	14.45	30,000	10.60	22,100	12.70	26,400	17.60	36,600
52	Finance and Insurance	43-3011	Bill and Account Collectors	820	22.45	46,700	17.30	36,000	21.65	45,100	27.20	56,600
52	Finance and Insurance	43-3021	Billing and Posting Clerks and Machine Operators	1,370	19.95	41,500	17.05	35,400	19.80	41,100	22.70	47,300
52	Finance and Insurance	43-3031	Bookkeeping, Accounting, and Auditing Clerks	2,430	21.95	45,600	17.50	36,400	21.05	43,800	25.15	52,300
52	Finance and Insurance	43-3051	Payroll and Timekeeping Clerks	70	24.45	50,800	20.25	42,100	24.15	53,200	29.00	60,300
52	Finance and Insurance	43-3061	Procurement Clerks		22.05	45,900	16.35	34,000	17.85	37,200	26.35	54,800
52	Finance and Insurance	43-3071	Tellers	13,130	15.85	33,000	13.65	28,400	15.40	32,000	17.95	37,300
52	Finance and Insurance	43-3099	Financial Clerks, All Other	880	22.80	47,500	18.05	37,500	22.45	46,700	27.80	57,800
52	Finance and Insurance	43-4011	Brokerage Clerks	2,730	28.45	59,200	21.55	44,800	27.45	57,100	34.20	71,100
52	Finance and Insurance	43-4021	Correspondence Clerks	100	23.40	48,700	21.40	44,500	23.35	48,600	25.40	52,800
52	Finance and Insurance	43-4041	Credit Authorizers, Checkers, and Clerks	410	20.05	41,700	16.80	35,000	19.75	41,100	23.30	48,400
52	Finance and Insurance	43-4051	Customer Service Representatives	10,600	21.05	43,700	16.25	33,800	19.40	40,400	24.25	50,400
52	Finance and Insurance	43-4071	File Clerks	280	16.35	34,000	12.80	26,600	16.00	33,300	19.00	39,500
52	Finance and Insurance	43-4131	Loan Interviewers and Clerks	4,620	21.70	45,100	17.25	35,900	21.75	45,200	26.80	55,700
52	Finance and Insurance	43-4141	New Accounts Clerks	860	20.65	42,900	17.80	37,100	20.65	43,000	23.25	48,300
52	Finance and Insurance	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	180	20.25	42,100	16.85	35,100	20.05	41,700	23.45	48,700
52	Finance and Insurance	43-4171	Receptionists and Information Clerks	940	18.30	38,100	13.05	27,100	14.85	30,900	18.80	39,100
52	Finance and Insurance	43-4199	Information and Record Clerks, All Other	120	22.10	46,000	17.25	35,900	21.60	44,900	25.05	52,100
52	Finance and Insurance	43-5021	Couriers and Messengers	120	14.15	29,400	8.95	18,600	12.80	26,600	19.20	39,900
52	Finance and Insurance	43-5061	Production, Planning, and Expediting Clerks	210	24.25	50,400	19.25	40,100	24.45	50,800	28.85	60,000
52	Finance and Insurance	43-5081	Stock Clerks and Order Fillers		14.90	31,000	11.75	24,500	14.00	29,100	17.35	36,100
52	Finance and Insurance	43-6011	Executive Secretaries and Executive Administrative Assistants	2,320	33.80	70,300	26.70	55,500	33.00	68,600	39.95	83,000
52	Finance and Insurance	43-6012	Legal Secretaries	130	29.00	60,400	25.25	52,500	28.45	59,100	31.65	65,800
52	Finance and Insurance	43-6013	Medical Secretaries		18.45	38,400	17.10	35,600	18.45	38,400	19.80	41,200
52	Finance and Insurance	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3,300	19.50	40,600	14.55	30,300	19.75	41,100	23.50	48,800
52	Finance and Insurance	43-9011	Computer Operators	160	24.45	50,900	19.45	40,500	23.80	49,500	28.95	60,200
52	Finance and Insurance	43-9021	Data Entry Keyers	760	18.55	38,600	15.40	32,100	17.70	36,900	21.10	43,900
52	Finance and Insurance	43-9022	Word Processors and Typists	120	20.45	42,500	16.75	34,900	19.20	39,900	23.20	48,300
52	Finance and Insurance	43-9041	Insurance Claims and Policy Processing Clerks	7,540	22.70	47,300	18.50	38,500	22.25	46,300	26.25	54,600
52	Finance and Insurance	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	450	16.70	34,700	13.45	27,900	16.40	34,100	19.15	39,800
52	Finance and Insurance	43-9061	Office Clerks, General	2,240	17.90	37,200	12.90	26,800	17.20	35,800	22.40	46,600
52	Finance and Insurance	43-9071	Office Machine Operators, Except Computer	120	14.65	30,500	11.25	23,400	13.90	28,900	17.45	36,300
52	Finance and Insurance	43-9199	Office and Administrative Support Workers, All Other	230	20.40	42,500	15.75	32,800	20.45	42,500	23.70	49,300
52	Finance and Insurance	47-0000	Construction and Extraction Occupations	50	32.45	67,500	24.10	50,100	32.20	67,000	41.40	86,200
52	Finance and Insurance	47-4011	Construction and Building Inspectors	50	32.10	66,800	23.90	49,700	31.65	65,800	40.90	85,100
52	Finance and Insurance	49-0000	Installation, Maintenance, and Repair Occupations	180	26.40	54,900	20.80	43,300	27.00	56,200	31.85	66,200
52	Finance and Insurance	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	20	33.25	69,200	30.40	63,200	33.65	70,000	36.90	76,800
52	Finance and Insurance	49-9071	Maintenance and Repair Workers, General	130	26.15	54,400	20.70	43,100	26.65	55,500	31.35	65,200
52	Finance and Insurance	51-0000	Production Occupations	20	26.25	54,700	20.75	43,100	23.45	48,800	31.70	65,900
52	Finance and Insurance	53-0000	Transportation and Material Moving Occupations	130	20.95	43,600	15.55	32,400	19.10	39,700	26.35	54,800
52	Finance and Insurance	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	10	35.60	74,100	29.25	60,900	32.30	67,200	40.00	83,200
52	Finance and Insurance	53-3041	Taxi Drivers and Chauffeurs	50	22.50	46,800	17.00	35,400	24.95	51,900	27.90	58,000
52	Finance and Insurance	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	40	15.45	32,100	12.85	26,700	15.00	31,200	18.00	37,400
53	Real Estate and Rental and Leasing	00-0000	Total all occupations	58,940	26.40	55,000	14.55	30,300	20.05	41,700	29.90	62,200
53	Real Estate and Rental and Leasing	11-0000	Management Occupations	5,640	59.60	123,900	35.55	74,000	49.30	102,500	76.30	158,700
53	Real Estate and Rental and Leasing	11-1021	General and Operations Managers	1,100	89.10	185,300	52.85	109,900	70.85	147,400		
53	Real Estate and Rental and Leasing	11-2021	Marketing Managers	80	71.25	148,200	54.15	112,600	60.70	126,300	81.95	170,400

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
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53	Real Estate and Rental and Leasing	11-2022	Sales Managers	200	78.70	163,700	64.05	133,200	72.00	149,800	84.95	176,700
53	Real Estate and Rental and Leasing	11-3011	Administrative Services Managers	210	60.25	125,300	47.10	98,000	59.00	122,800	74.05	154,000
53	Real Estate and Rental and Leasing	11-3021	Computer and Information Systems Managers	20	81.20	168,800	58.85	122,400	78.45	163,200	95.20	198,100
53	Real Estate and Rental and Leasing	11-3031	Financial Managers	290	82.20	170,900	58.75	122,200	76.50	159,100	96.60	200,900
53	Real Estate and Rental and Leasing	11-3071	Transportation, Storage, and Distribution Managers	70	65.50	136,300	48.90	101,700	57.90	120,400	72.60	151,000
53	Real Estate and Rental and Leasing	11-3121	Human Resources Managers	10	87.40	181,800	59.15	123,000	70.40	146,500		
53	Real Estate and Rental and Leasing	11-9021	Construction Managers	140	70.85	147,400	49.50	103,000	65.20	135,600	76.55	159,300
53	Real Estate and Rental and Leasing	11-9041	Architectural and Engineering Managers	10	77.40	161,000	67.65	140,700	74.40	154,800	81.35	169,200
53	Real Estate and Rental and Leasing	11-9141	Property, Real Estate, and Community Association Managers	3,430	45.45	94,600	30.00	62,400	39.80	82,800	51.65	107,400
53	Real Estate and Rental and Leasing	11-9199	Managers, All Other	40	66.65	138,700	47.35	98,400	63.45	132,000	78.85	164,000
53	Real Estate and Rental and Leasing	13-0000	Business and Financial Operations Occupations	3,160	37.45	77,900	27.30	56,800	35.90	74,700	44.95	93,500
53	Real Estate and Rental and Leasing	13-1020	Buyers and Purchasing Agents	60	39.10	81,400	30.65	63,700	35.50	73,800	42.95	89,400
53	Real Estate and Rental and Leasing	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	50	40.75	84,800	30.55	63,500	39.75	82,700	47.75	99,300
53	Real Estate and Rental and Leasing	13-1071	Human Resources Specialists	130	36.70	76,300	26.85	55,800	30.25	62,900	42.95	89,300
53	Real Estate and Rental and Leasing	13-1081	Logisticians	50	37.75	78,600	31.35	65,200	35.60	74,100	44.10	91,800
53	Real Estate and Rental and Leasing	13-1111	Management Analysts	40	50.45	105,000	41.25	85,800	47.45	98,700	57.20	119,000
53	Real Estate and Rental and Leasing	13-1121	Meeting, Convention, and Event Planners	10	37.05	77,100	28.10	58,500	35.05	72,900	47.20	98,200
53	Real Estate and Rental and Leasing	13-1151	Training and Development Specialists	290	27.95	58,100	16.85	35,000	25.75	53,600	39.70	82,600
53	Real Estate and Rental and Leasing	13-1161	Market Research Analysts and Marketing Specialists	460	40.15	83,500	26.15	54,400	37.00	77,000	46.35	96,400
53	Real Estate and Rental and Leasing	13-1199	Business Operations Specialists, All Other	670	33.35	69,400	25.10	52,200	34.30	71,400	42.20	87,700
53	Real Estate and Rental and Leasing	13-2011	Accountants and Auditors	960	39.50	82,100	31.70	66,000	37.60	78,200	46.05	95,800
53	Real Estate and Rental and Leasing	13-2021	Appraisers and Assessors of Real Estate	150	48.00	99,800	25.25	52,500	40.30	83,800	59.00	122,800
53	Real Estate and Rental and Leasing	13-2051	Financial Analysts		46.10	95,900	33.50	69,700	38.50	80,100	51.55	107,300
53	Real Estate and Rental and Leasing	13-2099	Financial Specialists, All Other	50	43.60	90,600	30.55	63,500	37.35	77,700	46.50	96,700
53	Real Estate and Rental and Leasing	15-0000	Computer and Mathematical Occupations	590	45.60	94,900	28.60	59,500	44.30	92,100	58.30	121,300
53	Real Estate and Rental and Leasing	15-1121	Computer Systems Analysts	60	50.60	105,300	40.15	83,600	50.85	105,700	59.60	124,000
53	Real Estate and Rental and Leasing	15-1131	Computer Programmers		34.05	70,800	23.55	49,000	27.25	56,700	41.75	86,800
53	Real Estate and Rental and Leasing	15-1132	Software Developers, Applications	130	53.05	110,400	42.40	88,200	52.45	109,100	61.20	127,300
53	Real Estate and Rental and Leasing	15-1134	Web Developers		41.15	85,600	33.05	68,700	43.25	90,000	50.85	105,800
53	Real Estate and Rental and Leasing	15-1141	Database Administrators	30	55.65	115,700	49.20	102,400	56.50	117,500	65.15	135,500
53	Real Estate and Rental and Leasing	15-1142	Network and Computer Systems Administrators	80	63.20	131,500	39.35	81,800	52.50	109,200	68.40	142,300
53	Real Estate and Rental and Leasing	15-1143	Computer Network Architects	10	57.45	119,500	46.75	97,200	59.10	122,900	69.45	144,400
53	Real Estate and Rental and Leasing	15-1151	Computer User Support Specialists	120	23.25	48,300	18.65	38,800	23.60	49,100	28.80	59,900
53	Real Estate and Rental and Leasing	15-1152	Computer Network Support Specialists	20	36.40	75,700	27.40	57,000	31.45	65,400	46.50	96,700
53	Real Estate and Rental and Leasing	15-1199	Computer Occupations, All Other		50.00	104,000	34.35	71,400	49.50	103,000	62.95	130,900
53	Real Estate and Rental and Leasing	17-0000	Architecture and Engineering Occupations	100	43.75	91,000	33.75	70,200	45.05	93,700	55.10	114,600
53	Real Estate and Rental and Leasing	17-2072	Electronics Engineers, Except Computer	30	46.70	97,200	40.45	84,200	47.30	98,400	54.65	113,700
53	Real Estate and Rental and Leasing	17-3012	Electrical and Electronics Drafters		21.75	45,200	19.85	41,300	21.45	44,600	23.05	48,000
53	Real Estate and Rental and Leasing	21-0000	Community and Social Services Occupations	100	24.85	51,600	24.15	50,200	26.65	55,400	28.95	60,200
53	Real Estate and Rental and Leasing	21-1022	Healthcare Social Workers		27.25	56,600	25.65	53,400	27.30	56,800	28.90	60,100
53	Real Estate and Rental and Leasing	21-1093	Social and Human Service Assistants	20	14.75	30,700	11.30	23,500	14.15	29,400	18.00	37,400
53	Real Estate and Rental and Leasing	23-0000	Legal Occupations	180	60.15	125,200	30.05	62,500	46.90	97,600	74.90	155,800
53	Real Estate and Rental and Leasing	23-1011	Lawyers	110	81.40	169,300	51.90	108,000	70.35	146,300		
53	Real Estate and Rental and Leasing	23-2011	Paralegals and Legal Assistants	40	35.25	73,300	24.75	51,500	34.15	71,100	39.50	82,100
53	Real Estate and Rental and Leasing	23-2093	Title Examiners, Abstractors, and Searchers	40	23.00	47,900	17.60	36,600	21.65	45,000	27.30	56,800
53	Real Estate and Rental and Leasing	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	710	29.90	62,200	19.80	41,200	24.15	50,300	35.20	73,200
53	Real Estate and Rental and Leasing	27-1024	Graphic Designers	100	44.45	92,400	20.10	41,800	27.80	57,800	37.75	78,500
53	Real Estate and Rental and Leasing	27-1025	Interior Designers		41.95	87,300	36.55	76,000	42.65	88,700	48.50	100,900
53	Real Estate and Rental and Leasing	27-3031	Public Relations Specialists		31.20	64,900	21.50	44,700	24.30	50,500	39.45	82,100

*See Footnotes on Page 90

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	27-4011	Audio and Video Equipment Technicians	400	25.10	52,200	19.15	39,800	22.55	46,900	31.10	64,700
53	Real Estate and Rental and Leasing	27-4099	Media and Communication Equipment Workers, All Other		19.65	40,900	10.40	21,600	18.25	38,000	27.80	57,800
53	Real Estate and Rental and Leasing	29-0000	Healthcare Practitioners and Technical Occupations	80	43.15	89,700	27.20	56,600	37.35	77,700	51.95	108,000
53	Real Estate and Rental and Leasing	31-0000	Healthcare Support Occupations	50	17.05	35,500	13.95	29,000	16.35	34,000	19.95	41,500
53	Real Estate and Rental and Leasing	33-0000	Protective Service Occupations	670	16.25	33,800	10.75	22,300	13.85	28,800	18.45	38,400
53	Real Estate and Rental and Leasing	33-1099	First-Line Supervisors of Protective Service Workers, All Other	30	30.40	63,200	24.05	50,100	29.50	61,400	36.85	76,600
53	Real Estate and Rental and Leasing	33-9032	Security Guards	590	15.85	33,000	11.00	22,900	13.90	28,900	18.05	37,500
53	Real Estate and Rental and Leasing	33-9092	Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers		9.50	19,800	9.00	18,700	9.30	19,300	9.55	19,900
53	Real Estate and Rental and Leasing	35-0000	Food Preparation and Serving-Related Occupations		12.40	25,800	9.50	19,800	11.60	24,200	14.05	29,200
53	Real Estate and Rental and Leasing	35-9021	Dishwashers	40	10.50	21,900	9.30	19,300	9.70	20,200	11.50	23,900
53	Real Estate and Rental and Leasing	37-0000	Building and Grounds Cleaning and Maintenance Occupations	3,630	13.85	28,900	10.65	22,200	12.90	26,800	16.00	33,300
53	Real Estate and Rental and Leasing	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers		29.45	61,300	19.65	40,900	33.30	69,200	37.25	77,500
53	Real Estate and Rental and Leasing	37-1012	First-Line Supervisors of Landscaping, Lawn Service, and Groundsk	30	29.45	61,200	25.85	53,800	28.65	59,600	32.00	66,600
53	Real Estate and Rental and Leasing	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	2,570	13.15	27,300	10.35	21,500	12.45	25,900	15.55	32,300
53	Real Estate and Rental and Leasing	37-2012	Maids and Housekeeping Cleaners		13.30	27,600	11.35	23,600	13.15	27,400	14.95	31,100
53	Real Estate and Rental and Leasing	37-3011	Landscaping and Groundskeeping Workers	750	14.50	30,200	11.15	23,200	13.50	28,100	16.60	34,500
53	Real Estate and Rental and Leasing	39-0000	Personal Care and Service Occupations	650	14.55	30,300	11.85	24,700	13.55	28,200	15.50	32,300
53	Real Estate and Rental and Leasing	39-6012	Concierges		13.70	28,500	12.20	25,400	13.55	28,200	14.95	31,100
53	Real Estate and Rental and Leasing	39-9032	Recreation Workers	90	19.65	40,900	11.90	24,700	20.85	43,400	26.85	55,800
53	Real Estate and Rental and Leasing	39-9099	Personal Care and Service Workers, All Other		12.40	25,800	10.75	22,300	12.80	26,600	14.15	29,400
53	Real Estate and Rental and Leasing	41-0000	Sales and Related Occupations	7,610	31.20	64,900	15.65	32,500	22.70	47,200	31.65	65,800
53	Real Estate and Rental and Leasing	41-1011	First-Line Supervisors of Retail Sales Workers	770	23.40	48,700	16.90	35,100	21.10	43,900	28.25	58,800
53	Real Estate and Rental and Leasing	41-1012	First-Line Supervisors of Non-Retail Sales Workers	220	49.10	102,100	28.95	60,200	39.55	82,300	57.80	120,200
53	Real Estate and Rental and Leasing	41-2011	Cashiers	60	11.85	24,700	9.70	20,200	10.90	22,600	12.80	26,600
53	Real Estate and Rental and Leasing	41-2021	Counter and Rental Clerks	2,300	17.65	36,700	11.40	23,700	14.70	30,600	20.50	42,600
53	Real Estate and Rental and Leasing	41-2022	Parts Salespersons	70	20.80	43,300	14.80	30,800	20.10	41,800	26.10	54,300
53	Real Estate and Rental and Leasing	41-2031	Retail Salespersons	220	31.60	65,700	25.40	52,900	33.05	68,700	38.80	80,700
53	Real Estate and Rental and Leasing	41-3099	Sales Representatives, Services, All Other	830	46.60	96,900	23.80	49,500	32.70	68,000	53.65	111,500
53	Real Estate and Rental and Leasing	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	210	41.30	85,900	27.30	56,800	36.30	75,500	50.65	105,400
53	Real Estate and Rental and Leasing	41-9021	Real Estate Brokers	470	82.30	171,100	26.00	54,100	62.60	130,200		
53	Real Estate and Rental and Leasing	41-9022	Real Estate Sales Agents	2,330	29.80	62,000	18.05	37,500	24.40	50,700	29.50	61,300
53	Real Estate and Rental and Leasing	41-9099	Sales and Related Workers, All Other	110	26.15	54,400	18.45	38,400	26.35	54,800	32.70	68,000
53	Real Estate and Rental and Leasing	43-0000	Office and Administrative Support Occupations	17,880	19.45	40,500	13.80	28,700	18.45	38,400	24.25	50,500
53	Real Estate and Rental and Leasing	43-1011	First-Line Supervisors of Office and Administrative Support Work	960	30.65	63,800	23.95	49,800	30.10	62,700	36.20	75,200
53	Real Estate and Rental and Leasing	43-3011	Bill and Account Collectors	90	25.85	53,800	18.35	38,200	24.70	51,400	34.00	70,800
53	Real Estate and Rental and Leasing	43-3021	Billing and Posting Clerks and Machine Operators	480	20.90	43,500	17.55	36,500	20.45	42,500	23.75	49,400
53	Real Estate and Rental and Leasing	43-3031	Bookkeeping, Accounting, and Auditing Clerks	2,020	23.45	48,800	19.00	39,600	22.80	47,400	27.20	56,600
53	Real Estate and Rental and Leasing	43-3051	Payroll and Timekeeping Clerks	30	25.90	53,900	23.45	48,800	25.90	53,800	28.65	59,600
53	Real Estate and Rental and Leasing	43-3061	Procurement Clerks	60	23.05	48,000	19.40	40,300	24.60	51,200	27.90	58,000
53	Real Estate and Rental and Leasing	43-4051	Customer Service Representatives	1,310	18.30	38,100	11.80	24,500	16.90	35,100	24.20	50,300
53	Real Estate and Rental and Leasing	43-4071	File Clerks		12.20	25,400	9.55	19,900	10.55	22,000	11.70	24,300
53	Real Estate and Rental and Leasing	43-4111	Interviewers, Except Eligibility and Loan	20	18.60	38,700	16.75	34,900	18.25	38,000	20.40	42,500
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	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	50	20.30	42,200	16.70	34,800	18.45	38,400	23.10	48,100
53	Real Estate and Rental and Leasing	43-4171	Receptionists and Information Clerks	1,060	14.45	30,000	11.55	24,100	13.85	28,800	16.90	35,100
53	Real Estate and Rental and Leasing	43-4199	Information and Record Clerks, All Other		22.70	47,200	18.95	39,400	22.70	47,200	26.75	55,700
53	Real Estate and Rental and Leasing	43-5021	Couriers and Messengers	20	15.60	32,400	13.35	27,700	14.75	30,600	17.45	36,300
53	Real Estate and Rental and Leasing	43-5032	Dispatchers, Except Police, Fire, and Ambulance	120	24.80	51,500	18.35	38,200	25.55	53,200	29.80	62,000
53	Real Estate and Rental and Leasing	43-5061	Production, Planning, and Expediting Clerks	100	24.30	50,500	20.55	42,800	24.15	50,200	27.90	58,000

*See Footnotes on Page 90

NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
 OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
 NEW JERSEY: *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	43-5071	Shipping, Receiving, and Traffic Clerks	70	12.50	26,000	9.45	19,700	9.85	20,500	14.00	29,100
53	Real Estate and Rental and Leasing	43-5081	Stock Clerks and Order Fillers	340	14.80	30,800	10.95	22,800	13.45	28,000	17.45	36,300
53	Real Estate and Rental and Leasing	43-6011	Executive Secretaries and Executive Administrative Assistants	1,020	26.70	55,500	22.45	46,700	26.40	54,900	29.90	62,200
53	Real Estate and Rental and Leasing	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	3,810	15.90	33,100	13.35	27,800	15.80	32,900	18.25	38,000
53	Real Estate and Rental and Leasing	43-9011	Computer Operators		17.55	36,500	14.10	29,400	15.60	32,400	21.45	44,600
53	Real Estate and Rental and Leasing	43-9021	Data Entry Keyers	70	14.70	30,600	11.50	23,900	15.00	31,200	17.65	36,700
53	Real Estate and Rental and Leasing	43-9061	Office Clerks, General	4,760	19.50	40,500	14.25	29,600	19.75	41,100	25.05	52,100
53	Real Estate and Rental and Leasing	43-9071	Office Machine Operators, Except Computer	300	13.80	28,700	9.70	20,200	10.90	22,700	19.60	40,700
53	Real Estate and Rental and Leasing	43-9199	Office and Administrative Support Workers, All Other	170	20.35	42,300	17.00	35,300	20.65	42,900	23.65	49,200
53	Real Estate and Rental and Leasing	47-0000	Construction and Extraction Occupations	1,080	32.60	67,900	19.95	41,500	30.40	63,200	44.85	93,300
53	Real Estate and Rental and Leasing	47-1011	First-Line Supervisors of Construction Trades and Extraction Work	110	46.45	96,600	38.75	80,600	50.10	104,200	56.35	117,200
53	Real Estate and Rental and Leasing	47-2021	Brickmasons and Blockmasons	10	22.90	47,600	20.05	41,700	21.80	45,400	23.60	49,000
53	Real Estate and Rental and Leasing	47-2031	Carpenters	70	31.15	64,800	22.70	47,200	26.65	55,500	39.60	82,400
53	Real Estate and Rental and Leasing	47-2061	Construction Laborers	140	35.80	74,400	23.55	49,000	40.35	83,900	45.80	95,200
53	Real Estate and Rental and Leasing	47-2073	Operating Engineers and Other Construction Equipment Operators		37.70	78,400	23.50	48,900	37.70	78,400	52.00	108,200
53	Real Estate and Rental and Leasing	47-2111	Electricians	60	38.70	80,500	24.25	50,400	35.65	74,200	55.65	115,700
53	Real Estate and Rental and Leasing	47-2141	Painters, Construction and Maintenance	170	28.25	58,700	16.45	34,200	25.60	53,200	42.70	88,800
53	Real Estate and Rental and Leasing	47-2152	Plumbers, Pipefitters, and Steamfitters	50	30.15	62,700	21.20	44,100	27.00	56,100	36.95	76,900
53	Real Estate and Rental and Leasing	49-0000	Installation, Maintenance, and Repair Occupations	12,140	21.55	44,800	15.35	32,000	19.10	39,800	25.40	52,800
53	Real Estate and Rental and Leasing	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	1,300	34.20	71,200	23.95	49,800	31.60	65,800	39.60	82,300
53	Real Estate and Rental and Leasing	49-2011	Computer, Automated Teller, and Office Machine Repairers		26.45	55,000	21.55	44,800	27.15	56,500	32.70	68,000
53	Real Estate and Rental and Leasing	49-2094	Electrical and Electronics Repairers, Commercial and Industrial Equipment		28.65	59,600	21.65	45,100	26.95	56,000	34.40	71,600
53	Real Estate and Rental and Leasing	49-3023	Automotive Service Technicians and Mechanics	160	24.90	51,800	13.95	29,000	27.65	57,500	33.45	69,600
53	Real Estate and Rental and Leasing	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	570	27.65	57,500	23.20	48,300	27.85	57,900	31.75	66,000
53	Real Estate and Rental and Leasing	49-3042	Mobile Heavy Equipment Mechanics, Except Engines	270	30.65	63,700	23.75	49,400	29.40	61,200	37.85	78,700
53	Real Estate and Rental and Leasing	49-3053	Outdoor Power Equipment and Other Small Engine Mechanics	190	21.80	45,400	18.45	38,400	21.80	45,400	25.20	52,400
53	Real Estate and Rental and Leasing	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	20	29.80	62,000	25.65	53,400	30.35	63,100	34.80	72,400
53	Real Estate and Rental and Leasing	49-9062	Medical Equipment Repairers		26.10	54,300	17.80	37,000	23.80	49,500	30.05	62,500
53	Real Estate and Rental and Leasing	49-9071	Maintenance and Repair Workers, General	8,670	18.60	38,600	14.40	30,000	17.55	36,500	21.60	44,900
53	Real Estate and Rental and Leasing	49-9096	Riggers	10	21.85	45,400	18.85	39,200	21.05	43,700	23.25	48,300
53	Real Estate and Rental and Leasing	49-9098	Helpers--Installation, Maintenance, and Repair Workers	100	17.45	36,300	12.50	26,000	17.15	35,600	21.95	45,600
53	Real Estate and Rental and Leasing	49-9099	Installation, Maintenance, and Repair Workers, All Other	170	17.20	35,800	13.55	28,200	16.45	34,300	19.80	41,200
53	Real Estate and Rental and Leasing	51-0000	Production Occupations	520	14.85	30,900	9.70	20,200	12.10	25,100	17.40	36,200
53	Real Estate and Rental and Leasing	51-1011	First-Line Supervisors of Production and Operating Workers	20	27.30	56,800	23.05	47,900	25.55	53,200	29.95	62,300
53	Real Estate and Rental and Leasing	51-6011	Laundry and Dry-Cleaning Workers	240	11.70	24,300	9.40	19,600	9.80	20,300	12.35	25,700
53	Real Estate and Rental and Leasing	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	30	26.25	54,600	22.65	47,100	26.50	55,100	29.25	60,900
53	Real Estate and Rental and Leasing	53-0000	Transportation and Material Moving Occupations	4,060	17.60	36,600	11.70	24,300	16.25	33,800	21.05	43,800
53	Real Estate and Rental and Leasing	53-1048	First-line supervisors of transportation and material moving workers, except	270	31.55	65,700	24.00	49,900	30.35	63,100	37.70	78,400
53	Real Estate and Rental and Leasing	53-3032	Heavy and Tractor-Trailer Truck Drivers	870	21.70	45,100	17.70	36,800	20.10	41,800	25.20	52,400
53	Real Estate and Rental and Leasing	53-3033	Light Truck or Delivery Services Drivers	570	16.20	33,700	13.30	27,700	16.30	33,900	18.80	39,100
53	Real Estate and Rental and Leasing	53-3041	Taxi Drivers and Chauffeurs	240	14.65	30,500	10.85	22,600	13.85	28,800	17.70	36,800
53	Real Estate and Rental and Leasing	53-3099	Motor Vehicle Operators, All Other	300	13.80	28,700	10.80	22,500	12.15	25,300	15.25	31,700
53	Real Estate and Rental and Leasing	53-6021	Parking Lot Attendants		12.00	25,000	10.30	21,400	11.60	24,100	13.10	27,200
53	Real Estate and Rental and Leasing	53-7061	Cleaners of Vehicles and Equipment	100	11.15	23,200	9.35	19,500	10.40	21,700	11.80	24,500
53	Real Estate and Rental and Leasing	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	1,410	14.40	30,000	10.05	20,900	13.05	27,100	17.65	36,700
54	Professional, Scientific, and Technical Services	00-0000	Total all occupations	297,220	43.85	91,200	23.00	47,800	36.35	75,600	57.00	118,600
54	Professional, Scientific, and Technical Services	11-0000	Management Occupations	35,250	82.50	171,600	55.50	115,400	74.35	154,700	99.05	206,100
54	Professional, Scientific, and Technical Services	11-1011	Chief Executives	70	111.75	232,400	78.95	164,200				
54	Professional, Scientific, and Technical Services	11-1021	General and Operations Managers	7,410	86.70	180,300	50.00	104,000	76.35	158,800		
54	Professional, Scientific, and Technical Services	11-2011	Advertising and Promotions Managers	190	78.25	162,700	57.00	118,600	69.70	145,000	90.75	188,700

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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
54	Professional, Scientific, and Technical Services	11-2021	Marketing Managers	3,150	89.70	186,500	59.65	124,100	81.00	168,400		
54	Professional, Scientific, and Technical Services	11-2022	Sales Managers	1,950	88.65	184,300	63.45	132,000	78.25	162,800		
54	Professional, Scientific, and Technical Services	11-2031	Public Relations and Fundraising Managers	380	89.60	186,400	52.05	108,300	76.25	158,600		
54	Professional, Scientific, and Technical Services	11-3011	Administrative Services Managers	1,190	71.85	149,500	51.70	107,500	63.55	132,200	81.70	169,900
54	Professional, Scientific, and Technical Services	11-3021	Computer and Information Systems Managers	5,650	84.15	175,100	61.40	127,800	77.75	161,700	97.15	202,100
54	Professional, Scientific, and Technical Services	11-3031	Financial Managers	3,930	93.75	195,000	67.95	141,300	87.15	181,200		
54	Professional, Scientific, and Technical Services	11-3051	Industrial Production Managers	270	71.25	148,200	54.40	113,100	67.25	139,900	80.40	167,200
54	Professional, Scientific, and Technical Services	11-3061	Purchasing Managers	200	95.10	197,800	72.50	150,800	88.85	184,800		
54	Professional, Scientific, and Technical Services	11-3071	Transportation, Storage, and Distribution Managers	220	60.85	126,500	43.55	90,500	53.85	112,000	69.95	145,400
54	Professional, Scientific, and Technical Services	11-3111	Compensation and Benefits Managers	80	91.80	191,000	64.85	134,900	84.35	175,500		
54	Professional, Scientific, and Technical Services	11-3121	Human Resources Managers	830	81.35	169,200	53.35	111,000	72.00	149,800	99.25	206,500
54	Professional, Scientific, and Technical Services	11-3131	Training and Development Managers	330	79.20	164,700	53.10	110,500	70.25	146,100	95.20	198,000
54	Professional, Scientific, and Technical Services	11-9021	Construction Managers	80	66.95	139,200	53.15	110,500	59.15	123,100	74.95	155,900
54	Professional, Scientific, and Technical Services	11-9041	Architectural and Engineering Managers	1,690	78.60	163,500	62.35	129,700	75.45	157,000	91.70	190,700
54	Professional, Scientific, and Technical Services	11-9111	Medical and Health Services Managers	130	78.00	162,200	47.85	99,500	59.50	123,800	99.60	207,200
54	Professional, Scientific, and Technical Services	11-9121	Natural Sciences Managers	1,810	87.20	181,400	59.40	123,600	78.40	163,000		
54	Professional, Scientific, and Technical Services	11-9141	Property, Real Estate, and Community Association Managers	30	65.20	135,600	38.85	80,800	68.50	142,500	84.50	175,700
54	Professional, Scientific, and Technical Services	11-9199	Managers, All Other	5,630	64.35	133,800	47.65	99,100	59.20	123,200	75.60	157,300
54	Professional, Scientific, and Technical Services	13-0000	Business and Financial Operations Occupations	43,010	43.00	89,500	28.55	59,400	37.75	78,600	52.35	108,900
54	Professional, Scientific, and Technical Services	13-1020	Buyers and Purchasing Agents	1,070	44.40	92,300	32.20	67,000	39.70	82,600	55.15	114,700
54	Professional, Scientific, and Technical Services	13-1031	Claims Adjusters, Examiners, and Investigators		26.40	54,900	18.10	37,600	23.45	48,700	32.75	68,100
54	Professional, Scientific, and Technical Services	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety,	1,700	42.70	88,800	32.60	67,800	41.35	86,000	49.90	103,800
54	Professional, Scientific, and Technical Services	13-1051	Cost Estimators		45.00	93,700	32.75	68,100	37.75	78,500	60.40	125,600
54	Professional, Scientific, and Technical Services	13-1071	Human Resources Specialists	3,560	39.10	81,300	28.15	58,600	35.70	74,300	47.00	97,800
54	Professional, Scientific, and Technical Services	13-1075	Labor Relations Specialists	10	59.20	123,100	38.50	80,000	67.20	139,700	76.80	159,700
54	Professional, Scientific, and Technical Services	13-1081	Logisticians	1,210	36.05	75,000	24.30	50,600	32.95	68,500	44.90	93,300
54	Professional, Scientific, and Technical Services	13-1111	Management Analysts	5,020	54.20	112,800	32.15	66,900	49.50	103,000	71.85	149,500
54	Professional, Scientific, and Technical Services	13-1121	Meeting, Convention, and Event Planners	600	35.20	73,200	25.40	52,800	33.40	69,500	40.25	83,700
54	Professional, Scientific, and Technical Services	13-1141	Compensation, Benefits, and Job Analysis Specialists	390	49.65	103,200	35.50	73,900	47.20	98,200	67.65	140,700
54	Professional, Scientific, and Technical Services	13-1151	Training and Development Specialists	1,390	40.80	84,900	30.75	63,900	39.45	82,100	48.95	101,800
54	Professional, Scientific, and Technical Services	13-1161	Market Research Analysts and Marketing Specialists	5,430	43.95	91,400	27.75	57,700	37.60	78,200	54.60	113,600
54	Professional, Scientific, and Technical Services	13-1199	Business Operations Specialists, All Other	6,500	36.50	75,900	24.85	51,700	33.50	69,600	44.70	93,000
54	Professional, Scientific, and Technical Services	13-2011	Accountants and Auditors	11,780	45.70	95,100	31.35	65,200	39.45	82,100	54.40	113,100
54	Professional, Scientific, and Technical Services	13-2021	Appraisers and Assessors of Real Estate		37.35	77,700	33.60	69,900	36.10	75,100	38.60	80,300
54	Professional, Scientific, and Technical Services	13-2031	Budget Analysts	420	38.25	79,500	28.50	59,200	35.05	72,900	46.25	96,200
54	Professional, Scientific, and Technical Services	13-2041	Credit Analysts	40	37.50	78,000	28.30	58,900	39.65	82,500	46.70	97,100
54	Professional, Scientific, and Technical Services	13-2051	Financial Analysts	1,210	45.20	94,000	33.25	69,100	43.25	89,900	56.30	117,100
54	Professional, Scientific, and Technical Services	13-2052	Personal Financial Advisors	120								
54	Professional, Scientific, and Technical Services	13-2071	Credit Counselors	170	33.50	69,600	23.15	48,100	30.15	62,700	41.75	86,800
54	Professional, Scientific, and Technical Services	13-2082	Tax Preparers	1,200	24.80	51,600	15.85	33,000	22.30	46,400	30.70	63,900
54	Professional, Scientific, and Technical Services	13-2099	Financial Specialists, All Other	580	38.65	80,400	26.45	55,000	35.45	73,800	47.45	98,700
54	Professional, Scientific, and Technical Services	15-0000	Computer and Mathematical Occupations	59,960	47.20	98,100	33.75	70,200	44.90	93,400	59.25	123,200
54	Professional, Scientific, and Technical Services	15-1111	Computer and Information Research Scientists	410	64.00	133,100	49.30	102,600	65.55	136,400	78.00	162,300
54	Professional, Scientific, and Technical Services	15-1121	Computer Systems Analysts	4,530	51.05	106,200	38.45	80,000	49.40	102,700	61.70	128,300
54	Professional, Scientific, and Technical Services	15-1122	Information Security Analysts	910	57.65	119,900	40.30	83,900	55.00	114,400	72.00	149,800
54	Professional, Scientific, and Technical Services	15-1131	Computer Programmers	6,060	38.70	80,500	27.10	56,400	34.35	71,400	48.85	101,600
54	Professional, Scientific, and Technical Services	15-1132	Software Developers, Applications	27,460	48.10	100,000	36.55	76,100	45.55	94,700	58.35	121,300
54	Professional, Scientific, and Technical Services	15-1133	Software Developers, Systems Software	3,700	60.30	125,400	45.50	94,700	59.30	123,400	76.85	159,900
54	Professional, Scientific, and Technical Services	15-1134	Web Developers	1,150	43.20	89,900	23.35	48,500	40.65	84,600	65.10	135,400
54	Professional, Scientific, and Technical Services	15-1141	Database Administrators	990	56.25	117,000	42.95	89,300	57.15	118,900	71.45	148,600

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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
54	Professional, Scientific, and Technical Services	15-1142	Network and Computer Systems Administrators	2,830	42.40	88,100	30.75	64,000	39.85	82,900	49.25	102,500
54	Professional, Scientific, and Technical Services	15-1143	Computer Network Architects	1,760	50.00	104,000	18.25	37,900	51.65	107,400	69.45	144,500
54	Professional, Scientific, and Technical Services	15-1151	Computer User Support Specialists	3,210	34.60	72,000	22.80	47,400	31.00	64,500	42.85	89,100
54	Professional, Scientific, and Technical Services	15-1152	Computer Network Support Specialists	1,630	37.00	77,000	24.25	50,500	33.70	70,100	46.10	95,900
54	Professional, Scientific, and Technical Services	15-1199	Computer Occupations, All Other	3,730	45.25	94,100	31.30	65,100	47.05	97,800	58.50	121,700
54	Professional, Scientific, and Technical Services	15-2011	Actuaries	90	44.90	93,400	29.40	61,100	42.50	88,400	57.35	119,300
54	Professional, Scientific, and Technical Services	15-2021	Mathematicians	210	56.55	117,700	37.95	78,900	54.05	112,500	69.35	144,300
54	Professional, Scientific, and Technical Services	15-2031	Operations Research Analysts	700	56.80	118,100	39.60	82,300	55.80	116,000	72.00	149,800
54	Professional, Scientific, and Technical Services	15-2041	Statisticians	530	55.55	115,600	39.90	83,000	53.05	110,300	63.75	132,600
54	Professional, Scientific, and Technical Services	15-2090	Miscellaneous Mathematical Science Occupations	100	42.05	87,500	34.20	71,100	42.30	88,000	47.40	98,600
54	Professional, Scientific, and Technical Services	17-0000	Architecture and Engineering Occupations	19,350	43.60	90,600	28.60	59,500	38.95	81,000	54.75	113,800
54	Professional, Scientific, and Technical Services	17-1011	Architects, Except Landscape and Naval	2,400	39.35	81,800	29.00	60,300	37.35	77,600	46.90	97,600
54	Professional, Scientific, and Technical Services	17-1012	Landscape Architects	80	33.40	69,400	28.00	58,200	31.90	66,300	37.60	78,200
54	Professional, Scientific, and Technical Services	17-1021	Cartographers and Photogrammetrists	100	42.35	88,000	33.80	70,400	43.55	90,600	49.35	102,600
54	Professional, Scientific, and Technical Services	17-1022	Surveyors	1,010	33.10	68,800	24.45	50,800	32.65	67,900	42.65	88,700
54	Professional, Scientific, and Technical Services	17-2011	Aerospace Engineers		39.05	81,200	24.20	50,300	36.65	76,200	52.80	109,900
54	Professional, Scientific, and Technical Services	17-2031	Biomedical Engineers		46.85	97,500	27.25	56,700	36.50	75,900	56.70	118,000
54	Professional, Scientific, and Technical Services	17-2041	Chemical Engineers		65.90	137,000	44.40	92,400	58.50	121,700	76.85	159,900
54	Professional, Scientific, and Technical Services	17-2051	Civil Engineers	4,780	51.80	107,800	35.20	73,200	48.30	100,500	63.20	131,500
54	Professional, Scientific, and Technical Services	17-2061	Computer Hardware Engineers	200	54.50	113,300	41.75	86,900	52.15	108,500	65.95	137,100
54	Professional, Scientific, and Technical Services	17-2071	Electrical Engineers	1,520	54.20	112,800	40.85	85,000	53.05	110,300	66.15	137,600
54	Professional, Scientific, and Technical Services	17-2072	Electronics Engineers, Except Computer	550	59.70	124,200	45.80	95,300	58.00	120,700	72.90	151,600
54	Professional, Scientific, and Technical Services	17-2081	Environmental Engineers	660	40.40	84,000	29.25	60,800	37.10	77,200	47.80	99,400
54	Professional, Scientific, and Technical Services	17-2111	Health and Safety Engineers, Except Mining Safety Engineers and	110	49.30	102,500	37.05	77,100	48.25	100,400	62.85	130,700
54	Professional, Scientific, and Technical Services	17-2112	Industrial Engineers	300	50.55	105,200	39.75	82,700	49.60	103,100	60.40	125,600
54	Professional, Scientific, and Technical Services	17-2121	Marine Engineers and Naval Architects	130	44.60	92,800	31.30	65,100	47.10	98,000	56.45	117,400
54	Professional, Scientific, and Technical Services	17-2131	Materials Engineers		53.00	110,300	38.85	80,800	47.05	97,900	66.60	138,500
54	Professional, Scientific, and Technical Services	17-2141	Mechanical Engineers	1,350	48.10	100,100	34.80	72,400	45.05	93,700	58.70	122,100
54	Professional, Scientific, and Technical Services	17-2171	Petroleum Engineers		94.05	195,600	62.95	130,900	87.15	181,300		
54	Professional, Scientific, and Technical Services	17-2199	Engineers, All Other	400	45.30	94,200	30.65	63,800	41.05	85,400	53.70	111,700
54	Professional, Scientific, and Technical Services	17-3011	Architectural and Civil Drafters	2,170	28.45	59,100	22.05	45,900	27.95	58,100	34.15	71,000
54	Professional, Scientific, and Technical Services	17-3012	Electrical and Electronics Drafters	50	35.05	72,900	26.30	54,700	33.10	68,800	40.20	83,600
54	Professional, Scientific, and Technical Services	17-3013	Mechanical Drafters	200	34.10	70,900	28.05	58,300	33.95	70,600	38.65	80,400
54	Professional, Scientific, and Technical Services	17-3019	Drafters, All Other	90	27.10	56,400	20.95	43,600	23.30	48,500	33.85	70,400
54	Professional, Scientific, and Technical Services	17-3021	Aerospace Engineering and Operations Technicians		31.10	64,700	24.15	50,200	29.25	60,800	35.75	74,400
54	Professional, Scientific, and Technical Services	17-3022	Civil Engineering Technicians	550	28.80	59,900	22.25	46,300	27.45	57,100	33.75	70,200
54	Professional, Scientific, and Technical Services	17-3023	Electrical and Electronics Engineering Technicians	530	33.40	69,500	26.45	55,000	32.90	68,400	38.60	80,300
54	Professional, Scientific, and Technical Services	17-3025	Environmental Engineering Technicians	260	22.65	47,100	18.35	38,200	20.90	43,500	23.75	49,400
54	Professional, Scientific, and Technical Services	17-3026	Industrial Engineering Technicians	30	29.15	60,700	26.00	54,100	28.75	59,800	31.40	65,400
54	Professional, Scientific, and Technical Services	17-3027	Mechanical Engineering Technicians	130	27.15	56,500	18.00	37,400	26.35	54,800	35.45	73,700
54	Professional, Scientific, and Technical Services	17-3029	Engineering Technicians, Except Drafters, All Other	260	28.55	59,400	12.30	25,600	28.65	59,600	39.90	83,000
54	Professional, Scientific, and Technical Services	17-3031	Surveying and Mapping Technicians	400	23.45	48,800	17.80	37,100	22.95	47,700	28.80	59,900
54	Professional, Scientific, and Technical Services	19-0000	Life, Physical, and Social Science Occupations	14,040	52.85	109,900	29.95	62,300	44.60	92,700	67.10	139,600
54	Professional, Scientific, and Technical Services	19-1011	Animal Scientists		57.35	119,300	54.95	114,300	58.35	121,400	61.75	128,500
54	Professional, Scientific, and Technical Services	19-1012	Food Scientists and Technologists	430	45.25	94,100	29.80	62,000	47.60	99,000	60.10	125,000
54	Professional, Scientific, and Technical Services	19-1021	Biochemists and Biophysicists	4,380	75.40	156,900	50.60	105,300	67.90	141,200	90.80	188,800
54	Professional, Scientific, and Technical Services	19-1022	Microbiologists	220	35.45	73,800	26.20	54,500	30.80	64,100	41.55	86,400
54	Professional, Scientific, and Technical Services	19-1023	Zoologists and Wildlife Biologists	20	31.00	64,500	23.85	49,600	31.20	64,900	37.45	77,900
54	Professional, Scientific, and Technical Services	19-1029	Biological Scientists, All Other	160	28.50	59,200	20.15	41,900	25.65	53,400	36.35	75,600
54	Professional, Scientific, and Technical Services	19-1031	Conservation Scientists	150	46.30	96,300	33.30	69,300	45.05	93,700	56.70	118,000

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
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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 (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
54	Professional, Scientific, and Technical Services	19-1042	Medical Scientists, Except Epidemiologists	1,150	70.50	146,600	48.10	100,100	61.35	127,600	80.15	166,700
54	Professional, Scientific, and Technical Services	19-1099	Life Scientists, All Other	60	59.25	123,300	38.85	80,800	59.00	122,700	79.55	165,400
54	Professional, Scientific, and Technical Services	19-2012	Physicists	240	58.60	121,800	41.60	86,500	55.10	114,600	74.25	154,400
54	Professional, Scientific, and Technical Services	19-2021	Atmospheric and Space Scientists	160	43.05	89,600	25.75	53,600	41.45	86,200	62.60	130,200
54	Professional, Scientific, and Technical Services	19-2031	Chemists	1,940	41.65	86,600	31.05	64,600	38.70	80,500	49.60	103,200
54	Professional, Scientific, and Technical Services	19-2032	Materials Scientists	100	46.35	96,400	39.50	82,200	47.15	98,100	55.90	116,300
54	Professional, Scientific, and Technical Services	19-2041	Environmental Scientists and Specialists, Including Health	1,310	39.00	81,100	26.55	55,300	34.20	71,200	44.15	91,900
54	Professional, Scientific, and Technical Services	19-2042	Geoscientists, Except Hydrologists and Geographers	170	47.45	98,700	34.45	71,700	46.30	96,300	59.75	124,200
54	Professional, Scientific, and Technical Services	19-2043	Hydrologists	40	56.95	118,500	49.95	103,900	56.50	117,600	62.90	130,800
54	Professional, Scientific, and Technical Services	19-2099	Physical Scientists, All Other	20	68.30	142,100	29.70	61,800	42.30	87,900	98.10	204,000
54	Professional, Scientific, and Technical Services	19-3011	Economists	40	47.05	97,800	32.35	67,300	42.55	88,500	56.55	117,600
54	Professional, Scientific, and Technical Services	19-3022	Survey Researchers	360	37.20	77,300	21.20	44,100	32.90	68,400	52.45	109,100
54	Professional, Scientific, and Technical Services	19-3041	Sociologists	30	41.85	87,100	30.70	63,900	40.70	84,700	53.10	110,400
54	Professional, Scientific, and Technical Services	19-3051	Urban and Regional Planners		45.90	95,400	34.45	71,700	40.85	85,000	53.80	112,000
54	Professional, Scientific, and Technical Services	19-4021	Biological Technicians	320	26.45	55,000	19.60	40,800	24.05	50,000	31.00	64,400
54	Professional, Scientific, and Technical Services	19-4031	Chemical Technicians	1,870	32.05	66,700	20.00	41,600	26.65	55,400	35.10	73,000
54	Professional, Scientific, and Technical Services	19-4091	Environmental Science and Protection Technicians, Including Health	190	21.95	45,700	16.00	33,300	19.80	41,200	27.80	57,800
54	Professional, Scientific, and Technical Services	19-4099	Life, Physical, and Social Science Technicians, All Other	60	21.85	45,500	15.90	33,100	18.20	37,800	27.35	56,900
54	Professional, Scientific, and Technical Services	21-0000	Community and Social Services Occupations	140	36.00	74,900	27.05	56,300	30.30	63,000	40.00	83,200
54	Professional, Scientific, and Technical Services	23-0000	Legal Occupations	21,270	52.75	109,700	28.65	59,600	42.70	88,800	67.05	139,500
54	Professional, Scientific, and Technical Services	23-1011	Lawyers	14,050	65.95	137,100	41.20	85,700	57.45	119,500	77.25	160,700
54	Professional, Scientific, and Technical Services	23-1022	Arbitrators, Mediators, and Conciliators		46.85	97,500	28.65	59,500	41.15	85,600	49.05	102,000
54	Professional, Scientific, and Technical Services	23-2011	Paralegals and Legal Assistants	6,380	26.65	55,000	19.30	40,100	25.60	53,300	31.50	65,500
54	Professional, Scientific, and Technical Services	23-2093	Title Examiners, Abstractors, and Searchers	610	27.65	57,500	20.00	41,600	26.75	55,600	34.20	71,100
54	Professional, Scientific, and Technical Services	23-2099	Legal Support Workers, All Other	170	35.60	74,000	28.35	59,000	34.05	70,800	40.10	83,400
54	Professional, Scientific, and Technical Services	25-0000	Education, Training, and Library Occupations	250	42.05	87,500	25.55	53,200	30.05	62,500	40.75	84,800
54	Professional, Scientific, and Technical Services	25-3097	Teachers and Instructors, All Other, Except Substitute Teachers	60		59,500		54,200		59,100		64,000
54	Professional, Scientific, and Technical Services	25-4011	Archivists	20	25.55	53,100	21.35	44,400	25.65	53,400	29.15	60,600
54	Professional, Scientific, and Technical Services	25-4012	Curators		46.40	96,500	39.95	83,100	46.25	96,200	54.50	113,300
54	Professional, Scientific, and Technical Services	25-4021	Librarians	80	36.75	76,400	28.90	60,100	35.90	74,700	43.75	91,000
54	Professional, Scientific, and Technical Services	25-4031	Library Technicians		26.60	55,400	24.05	50,000	27.25	56,700	30.40	63,300
54	Professional, Scientific, and Technical Services	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	9,460	31.30	65,100	15.95	33,200	27.10	56,300	39.95	83,100
54	Professional, Scientific, and Technical Services	27-1011	Art Directors	680	51.65	107,400	41.00	85,300	49.20	102,300	59.35	123,400
54	Professional, Scientific, and Technical Services	27-1014	Multimedia Artists and Animators	310	40.10	83,400	31.30	65,100	40.45	84,200	49.35	102,600
54	Professional, Scientific, and Technical Services	27-1021	Commercial and Industrial Designers	140								
54	Professional, Scientific, and Technical Services	27-1024	Graphic Designers	2,360	27.70	57,600	20.05	41,800	26.45	55,000	32.80	68,200
54	Professional, Scientific, and Technical Services	27-1025	Interior Designers	640	24.65	51,300	16.55	34,400	21.95	45,700	30.65	63,800
54	Professional, Scientific, and Technical Services	27-1026	Merchandise Displayers and Window Trimmers		13.35	27,800	10.45	21,700	11.45	23,800	13.95	29,000
54	Professional, Scientific, and Technical Services	27-1029	Designers, All Other		25.55	53,100	17.10	35,500	18.80	39,100	39.35	81,900
54	Professional, Scientific, and Technical Services	27-2012	Producers and Directors		44.80	93,200	26.85	55,800	30.45	63,400	51.10	106,200
54	Professional, Scientific, and Technical Services	27-3031	Public Relations Specialists	690	42.35	88,100	23.10	48,100	34.50	71,700	57.70	120,000
54	Professional, Scientific, and Technical Services	27-3041	Editors	580	39.95	83,100	27.45	57,100	37.15	77,300	47.45	98,700
54	Professional, Scientific, and Technical Services	27-3042	Technical Writers	890	42.55	88,500	30.05	62,500	39.50	82,100	55.60	115,600
54	Professional, Scientific, and Technical Services	27-3043	Writers and Authors	310	38.65	80,400	26.50	55,100	32.30	67,100	39.25	81,600
54	Professional, Scientific, and Technical Services	27-3091	Interpreters and Translators	80	53.40	111,100	26.65	55,500	39.00	81,200	89.50	186,100
54	Professional, Scientific, and Technical Services	27-3099	Media and Communication Workers, All Other		37.95	78,900	16.15	33,600	27.25	56,600	48.00	99,800
54	Professional, Scientific, and Technical Services	27-4011	Audio and Video Equipment Technicians	80	29.25	60,900	22.70	47,200	27.20	56,600	30.45	63,400
54	Professional, Scientific, and Technical Services	27-4021	Photographers	910	12.90	26,900	9.95	20,700	11.40	23,700	14.25	29,600
54	Professional, Scientific, and Technical Services	27-4031	Camera Operators, Television, Video, and Motion Picture	130	18.30	38,100	9.25	19,300	13.60	28,300	23.30	48,400
54	Professional, Scientific, and Technical Services	27-4032	Film and Video Editors	120	50.85	105,700	50.00	104,000	54.00	112,300	58.00	120,600

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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
54	Professional, Scientific, and Technical Services	27-4099	Media and Communication Equipment Workers, All Other		15.25	31,700	10.30	21,400	11.45	23,800	18.90	39,300
54	Professional, Scientific, and Technical Services	29-0000	Healthcare Practitioners and Technical Occupations	6,900	31.95	66,500	17.35	36,100	23.40	48,600	39.75	82,600
54	Professional, Scientific, and Technical Services	29-1051	Pharmacists	70	60.35	125,500	54.30	112,900	58.85	122,400	63.70	132,500
54	Professional, Scientific, and Technical Services	29-1069	Physicians and Surgeons, All Other	70	88.25	183,500	41.55	86,500	82.00	170,500		
54	Professional, Scientific, and Technical Services	29-1131	Veterinarians	1,660	57.90	120,500	40.10	83,400	55.00	114,300	72.95	151,700
54	Professional, Scientific, and Technical Services	29-1141	Registered Nurses	360	38.45	80,000	31.40	65,300	38.90	80,900	45.65	94,900
54	Professional, Scientific, and Technical Services	29-1171	Nurse Practitioners	10	61.90	128,800	55.65	115,800	60.95	126,800	70.25	146,100
54	Professional, Scientific, and Technical Services	29-2010	Clinical Laboratory Technologists and Technicians	320	26.00	54,100	21.30	44,300	24.80	51,600	30.05	62,500
54	Professional, Scientific, and Technical Services	29-2034	Radiologic Technologists and Technicians	40	28.60	59,500	21.80	45,400	27.50	57,200	34.20	71,200
54	Professional, Scientific, and Technical Services	29-2052	Pharmacy Technicians		14.85	30,900	11.90	24,800	14.20	29,600	17.55	36,500
54	Professional, Scientific, and Technical Services	29-2056	Veterinary Technologists and Technicians	2,920	18.00	37,400	14.45	30,100	17.85	37,100	21.70	45,100
54	Professional, Scientific, and Technical Services	29-2071	Medical Records and Health Information Technicians	890	20.60	42,800	16.55	34,400	18.55	38,600	22.65	47,100
54	Professional, Scientific, and Technical Services	29-9011	Occupational Health and Safety Specialists	360	32.90	68,400	26.35	54,800	30.35	63,100	36.90	76,700
54	Professional, Scientific, and Technical Services	29-9012	Occupational Health and Safety Technicians	40	36.40	75,700	28.15	58,600	35.05	72,900	44.55	92,700
54	Professional, Scientific, and Technical Services	29-9099	Healthcare Practitioners and Technical Workers, All Other		37.75	78,500	19.20	39,900	42.95	89,400	51.15	106,400
54	Professional, Scientific, and Technical Services	31-0000	Healthcare Support Occupations	2,100	15.05	31,300	10.90	22,600	13.60	28,300	18.05	37,600
54	Professional, Scientific, and Technical Services	31-9093	Medical Equipment Preparers	50	25.15	52,300	19.00	39,500	24.65	51,300	31.35	65,200
54	Professional, Scientific, and Technical Services	31-9096	Veterinary Assistants and Laboratory Animal Caretakers	1,730	14.35	29,800	10.60	22,100	12.30	25,500	17.05	35,400
54	Professional, Scientific, and Technical Services	31-9097	Phlebotomists	200	18.10	37,600	16.25	33,800	17.80	37,100	20.20	42,000
54	Professional, Scientific, and Technical Services	31-9099	Healthcare Support Workers, All Other	90	15.30	31,800	12.65	26,300	14.35	29,800	16.95	35,200
54	Professional, Scientific, and Technical Services	33-0000	Protective Service Occupations	300	21.80	45,400	12.70	26,400	18.30	38,000	25.60	53,200
54	Professional, Scientific, and Technical Services	33-1099	First-Line Supervisors of Protective Service Workers, All Other		27.90	58,100	25.60	53,300	27.70	57,600	29.75	61,900
54	Professional, Scientific, and Technical Services	33-9021	Private Detectives and Investigators	20	49.60	103,200	34.45	71,600	38.85	80,800	46.25	96,200
54	Professional, Scientific, and Technical Services	33-9032	Security Guards	240	18.05	37,600	11.55	24,000	16.50	34,300	21.60	45,000
54	Professional, Scientific, and Technical Services	35-0000	Food Preparation and Serving-Related Occupations		14.35	29,800	11.20	23,300	13.60	28,300	15.45	32,200
54	Professional, Scientific, and Technical Services	35-1012	First-Line Supervisors of Food Preparation and Serving Workers		21.40	44,500	17.25	35,900	18.95	39,400	23.25	48,300
54	Professional, Scientific, and Technical Services	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food		12.25	25,400	10.25	21,400	12.70	26,400	14.10	29,400
54	Professional, Scientific, and Technical Services	37-0000	Building and Grounds Cleaning and Maintenance Occupations	1,260	17.50	36,400	13.60	28,300	16.60	34,600	20.00	41,600
54	Professional, Scientific, and Technical Services	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	20	28.65	59,600	20.85	43,400	27.35	56,900	37.70	78,500
54	Professional, Scientific, and Technical Services	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	470	15.35	32,000	11.80	24,500	14.10	29,400	17.45	36,300
54	Professional, Scientific, and Technical Services	37-2012	Maids and Housekeeping Cleaners		14.30	29,700	10.15	21,100	13.20	27,500	18.75	39,000
54	Professional, Scientific, and Technical Services	37-3011	Landscaping and Groundskeeping Workers		17.90	37,300	15.55	32,300	17.75	36,900	20.45	42,500
54	Professional, Scientific, and Technical Services	39-0000	Personal Care and Service Occupations	370	13.15	27,300	9.85	20,500	11.30	23,500	15.90	33,100
54	Professional, Scientific, and Technical Services	39-2021	Nonfarm Animal Caretakers	270	11.95	24,900	9.75	20,300	10.85	22,500	13.15	27,300
54	Professional, Scientific, and Technical Services	41-0000	Sales and Related Occupations	14,190	41.05	85,400	22.35	46,500	35.25	73,300	53.65	111,600
54	Professional, Scientific, and Technical Services	41-1011	First-Line Supervisors of Retail Sales Workers	60	22.90	47,600	19.95	41,500	22.10	45,900	24.20	50,400
54	Professional, Scientific, and Technical Services	41-1012	First-Line Supervisors of Non-Retail Sales Workers	360	47.70	99,200	31.90	66,400	46.65	97,000	61.10	127,100
54	Professional, Scientific, and Technical Services	41-2011	Cashiers	140	10.65	22,100	9.25	19,300	10.00	20,800	11.70	24,300
54	Professional, Scientific, and Technical Services	41-2031	Retail Salespersons	130	13.95	29,100	9.50	19,800	11.15	23,200	14.55	30,300
54	Professional, Scientific, and Technical Services	41-3011	Advertising Sales Agents	1,230	49.85	103,600	30.00	62,400	42.90	89,200	57.50	119,600
54	Professional, Scientific, and Technical Services	41-3021	Insurance Sales Agents	240	28.70	59,700	19.00	39,500	22.00	45,800	28.00	58,200
54	Professional, Scientific, and Technical Services	41-3099	Sales Representatives, Services, All Other	6,970	46.90	97,600	28.45	59,100	42.25	87,900	60.90	126,700
54	Professional, Scientific, and Technical Services	41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and	300	39.20	81,600	27.10	56,400	37.30	77,600	47.30	98,300
54	Professional, Scientific, and Technical Services	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and	2,020	44.05	91,600	23.45	48,800	35.65	74,100	53.95	112,300
54	Professional, Scientific, and Technical Services	41-9011	Demonstrators and Product Promoters		18.00	37,400	11.60	24,100	20.25	42,100	23.10	48,000
54	Professional, Scientific, and Technical Services	41-9031	Sales Engineers	150	56.00	116,500	41.35	86,000	47.80	99,400	73.25	152,300
54	Professional, Scientific, and Technical Services	41-9041	Telemarketers	480	14.30	29,700	10.55	21,900	11.85	24,600	15.25	31,700
54	Professional, Scientific, and Technical Services	41-9099	Sales and Related Workers, All Other	930	28.85	60,000	16.95	35,200	27.35	56,900	37.60	78,300
54	Professional, Scientific, and Technical Services	43-0000	Office and Administrative Support Occupations	57,330	21.45	44,600	15.05	31,300	19.95	41,500	26.90	56,000
54	Professional, Scientific, and Technical Services	43-1011	First-Line Supervisors of Office and Administrative Support Work	3,170	32.20	67,000	25.20	52,400	31.85	66,200	37.95	78,900

*See Footnotes on Page 90

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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
54	Professional, Scientific, and Technical Services	43-2011	Switchboard Operators, Including Answering Service	60								
54	Professional, Scientific, and Technical Services	43-3011	Bill and Account Collectors	560	21.20	44,100	16.55	34,400	20.15	41,900	24.80	51,600
54	Professional, Scientific, and Technical Services	43-3021	Billing and Posting Clerks and Machine Operators	1,990	22.45	46,700	17.65	36,700	22.65	47,100	27.45	57,100
54	Professional, Scientific, and Technical Services	43-3031	Bookkeeping, Accounting, and Auditing Clerks	6,120	22.05	45,900	16.95	35,300	21.75	45,300	27.15	56,500
54	Professional, Scientific, and Technical Services	43-3051	Payroll and Timekeeping Clerks	870	20.10	41,800	14.35	29,900	19.75	41,000	25.35	52,700
54	Professional, Scientific, and Technical Services	43-3061	Procurement Clerks	170	24.55	51,100	19.20	39,900	22.55	46,900	27.45	57,100
54	Professional, Scientific, and Technical Services	43-3099	Financial Clerks, All Other	60	17.65	36,700	14.70	30,500	16.40	34,100	19.30	40,100
54	Professional, Scientific, and Technical Services	43-4041	Credit Authorizers, Checkers, and Clerks	110	30.15	62,800	25.65	53,400	30.15	62,700	36.05	75,000
54	Professional, Scientific, and Technical Services	43-4051	Customer Service Representatives	5,820	21.80	45,400	15.25	31,800	20.15	41,900	26.50	55,100
54	Professional, Scientific, and Technical Services	43-4071	File Clerks	760	14.90	30,900	11.35	23,600	14.05	29,200	17.20	35,800
54	Professional, Scientific, and Technical Services	43-4111	Interviewers, Except Eligibility and Loan	1,640	16.40	34,100	11.85	24,700	15.35	31,900	19.50	40,600
54	Professional, Scientific, and Technical Services	43-4151	Order Clerks	100	16.70	34,800	11.45	23,800	15.30	31,900	19.20	39,900
54	Professional, Scientific, and Technical Services	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	470	19.85	41,300	16.65	34,700	19.15	39,800	23.05	48,000
54	Professional, Scientific, and Technical Services	43-4171	Receptionists and Information Clerks	3,340	15.90	33,100	12.60	26,200	15.65	32,600	18.75	39,000
54	Professional, Scientific, and Technical Services	43-4199	Information and Record Clerks, All Other	230	22.55	47,000	18.45	38,400	22.25	46,300	26.60	55,300
54	Professional, Scientific, and Technical Services	43-5021	Couriers and Messengers	180	15.25	31,800	13.20	27,400	15.00	31,200	17.40	36,200
54	Professional, Scientific, and Technical Services	43-5032	Dispatchers, Except Police, Fire, and Ambulance	190	20.85	43,400	15.10	31,400	20.05	41,700	24.55	51,100
54	Professional, Scientific, and Technical Services	43-5061	Production, Planning, and Expediting Clerks	790	25.50	53,000	19.65	40,900	24.50	50,900	29.35	61,100
54	Professional, Scientific, and Technical Services	43-5071	Shipping, Receiving, and Traffic Clerks	400	17.60	36,600	12.30	25,600	16.55	34,400	21.70	45,200
54	Professional, Scientific, and Technical Services	43-5081	Stock Clerks and Order Fillers	520	14.75	30,700	11.20	23,300	13.30	27,700	16.55	34,500
54	Professional, Scientific, and Technical Services	43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping	410	20.80	43,300	16.60	34,600	19.80	41,200	24.20	50,300
54	Professional, Scientific, and Technical Services	43-6011	Executive Secretaries and Executive Administrative Assistants	2,830	32.05	66,700	26.45	55,000	32.00	66,600	37.40	77,800
54	Professional, Scientific, and Technical Services	43-6012	Legal Secretaries	7,830	23.90	49,700	17.50	36,400	23.30	48,500	30.20	62,800
54	Professional, Scientific, and Technical Services	43-6013	Medical Secretaries	170	16.40	34,100	13.25	27,600	15.10	31,400	18.80	39,100
54	Professional, Scientific, and Technical Services	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	7,640	20.30	42,200	15.85	33,000	19.90	41,400	25.00	52,000
54	Professional, Scientific, and Technical Services	43-9011	Computer Operators	500	21.50	44,700	14.15	29,400	20.60	42,900	27.05	56,300
54	Professional, Scientific, and Technical Services	43-9021	Data Entry Keyers	1,030	17.60	36,600	14.05	29,300	16.50	34,400	20.30	42,200
54	Professional, Scientific, and Technical Services	43-9022	Word Processors and Typists	180	19.65	40,800	15.45	32,200	19.60	40,800	23.60	49,100
54	Professional, Scientific, and Technical Services	43-9031	Desktop Publishers		19.25	40,100	15.85	33,000	17.05	35,500	18.25	38,000
54	Professional, Scientific, and Technical Services	43-9041	Insurance Claims and Policy Processing Clerks	1,450	22.60	47,000	17.65	36,700	21.10	43,900	26.10	54,300
54	Professional, Scientific, and Technical Services	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	900	14.60	30,400	11.00	22,900	13.50	28,100	17.40	36,200
54	Professional, Scientific, and Technical Services	43-9061	Office Clerks, General	6,110	15.45	32,100	11.10	23,100	14.55	30,300	18.50	38,500
54	Professional, Scientific, and Technical Services	43-9071	Office Machine Operators, Except Computer	140	14.65	30,500	10.75	22,400	13.35	27,800	18.75	39,000
54	Professional, Scientific, and Technical Services	43-9081	Proofreaders and Copy Markers	100	23.85	49,600	19.40	40,400	24.00	49,900	28.25	58,700
54	Professional, Scientific, and Technical Services	43-9199	Office and Administrative Support Workers, All Other	290	22.90	47,600	17.40	36,200	22.25	46,300	25.25	52,500
54	Professional, Scientific, and Technical Services	47-0000	Construction and Extraction Occupations	1,670	31.30	65,200	21.95	45,700	29.25	60,800	39.80	82,700
54	Professional, Scientific, and Technical Services	47-1011	First-Line Supervisors of Construction Trades and Extraction Work	70	38.45	80,000	21.20	44,100	24.25	50,400	53.05	110,400
54	Professional, Scientific, and Technical Services	47-2031	Carpenters		31.80	66,100	26.90	56,000	29.25	60,900	35.40	73,700
54	Professional, Scientific, and Technical Services	47-2061	Construction Laborers	220	27.40	57,000	18.70	38,900	26.90	56,000	34.65	72,100
54	Professional, Scientific, and Technical Services	47-2111	Electricians	80	37.45	77,900	33.05	68,800	37.40	77,700	43.05	89,600
54	Professional, Scientific, and Technical Services	47-2152	Plumbers, Pipefitters, and Steamfitters		32.90	68,400	27.30	56,700	32.90	68,400	38.15	79,400
54	Professional, Scientific, and Technical Services	47-4011	Construction and Building Inspectors	930	31.25	65,000	20.85	43,400	29.40	61,200	39.80	82,800
54	Professional, Scientific, and Technical Services	47-4041	Hazardous Materials Removal Workers		26.35	54,800	24.60	51,200	26.90	56,000	29.10	60,500
54	Professional, Scientific, and Technical Services	49-0000	Installation, Maintenance, and Repair Occupations	3,560	27.80	57,800	18.90	39,300	27.70	57,600	35.70	74,300
54	Professional, Scientific, and Technical Services	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	240	35.85	74,600	30.60	63,700	35.85	74,600	42.50	88,400
54	Professional, Scientific, and Technical Services	49-2011	Computer, Automated Teller, and Office Machine Repairers	900	23.30	48,400	14.40	30,000	20.80	43,300	32.30	67,200
54	Professional, Scientific, and Technical Services	49-2021	Radio, Cellular, and Tower Equipment Installers and Repairers		33.10	68,800	27.85	57,900	34.20	71,200	38.00	79,100
54	Professional, Scientific, and Technical Services	49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers	380	27.10	56,400	22.50	46,800	26.75	55,600	31.55	65,600
54	Professional, Scientific, and Technical Services	49-2094	Electrical and Electronics Repairers, Commercial and Industrial Equipment	280	28.90	60,100	20.15	41,900	28.65	59,600	37.00	77,000

*See Footnotes on Page 90

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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
54	Professional, Scientific, and Technical Services	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	40	34.05	70,800	29.40	61,100	33.85	70,400	37.85	78,700
54	Professional, Scientific, and Technical Services	49-9041	Industrial Machinery Mechanics	30	39.05	81,200	31.25	65,000	37.55	78,100	44.70	93,000
54	Professional, Scientific, and Technical Services	49-9062	Medical Equipment Repairers		29.40	61,100	22.65	47,100	31.60	65,700	35.45	73,700
54	Professional, Scientific, and Technical Services	49-9069	Precision Instrument and Equipment Repairers, All Other	500	31.70	66,000	25.95	54,000	32.40	67,400	37.30	77,600
54	Professional, Scientific, and Technical Services	49-9071	Maintenance and Repair Workers, General	480	22.70	47,200	15.45	32,100	20.75	43,100	28.70	59,700
54	Professional, Scientific, and Technical Services	49-9098	Helpers--Installation, Maintenance, and Repair Workers		18.20	37,900	16.15	33,600	18.00	37,500	20.65	43,000
54	Professional, Scientific, and Technical Services	49-9099	Installation, Maintenance, and Repair Workers, All Other	250	24.25	50,400	15.25	31,700	25.50	53,000	29.75	61,900
54	Professional, Scientific, and Technical Services	51-0000	Production Occupations	3,530	22.60	47,000	15.40	32,000	20.65	42,900	27.45	57,100
54	Professional, Scientific, and Technical Services	51-1011	First-Line Supervisors of Production and Operating Workers	290	38.70	80,500	30.90	64,300	37.95	78,900	45.75	95,100
54	Professional, Scientific, and Technical Services	51-2028	Electrical, electronic, and electromechanical assemblers, except coil		17.05	35,500	11.90	24,700	15.30	31,900	21.80	45,300
54	Professional, Scientific, and Technical Services	51-2098	Assemblers and fabricators, all other, including team assemblers	40	19.50	40,600	10.45	21,700	14.25	29,600	19.60	40,700
54	Professional, Scientific, and Technical Services	51-4041	Machinists		24.55	51,100	21.40	44,600	23.10	48,100	24.80	51,600
54	Professional, Scientific, and Technical Services	51-4121	Welders, Cutters, Solderers, and Brazers		30.15	62,700	18.00	37,400	27.85	57,900	38.55	80,100
54	Professional, Scientific, and Technical Services	51-5111	Prepress Technicians and Workers	50	24.15	50,200	17.30	36,000	22.25	46,200	29.20	60,800
54	Professional, Scientific, and Technical Services	51-5112	Printing Press Operators	210	19.30	40,100	12.70	26,400	17.80	37,000	24.40	50,700
54	Professional, Scientific, and Technical Services	51-6031	Sewing Machine Operators	40	14.55	30,300	9.80	20,400	12.75	26,500	18.80	39,100
54	Professional, Scientific, and Technical Services	51-6099	Textile, Apparel, and Furnishings Workers, All Other		26.20	54,500	11.65	24,200	32.25	67,100	35.35	73,600
54	Professional, Scientific, and Technical Services	51-8031	Water and Wastewater Treatment Plant and System Operators	20	23.95	49,800	18.00	37,500	21.45	44,600	26.70	55,600
54	Professional, Scientific, and Technical Services	51-9011	Chemical Equipment Operators and Tenders	110	21.70	45,100	17.80	37,000	21.10	43,800	24.25	50,400
54	Professional, Scientific, and Technical Services	51-9023	Mixing and Blending Machine Setters, Operators, and Tenders		17.80	37,000	14.75	30,700	17.55	36,500	21.20	44,100
54	Professional, Scientific, and Technical Services	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	1,780	21.55	44,800	16.10	33,500	20.05	41,700	25.80	53,700
54	Professional, Scientific, and Technical Services	51-9111	Packaging and Filling Machine Operators and Tenders	20	19.85	41,300	14.25	29,700	16.65	34,600	18.45	38,400
54	Professional, Scientific, and Technical Services	51-9151	Photographic Process Workers and Processing Machine Operators	100	18.45	38,400	13.20	27,500	14.80	30,800	21.70	45,100
54	Professional, Scientific, and Technical Services	51-9199	Production Workers, All Other	160	17.40	36,200	12.60	26,200	14.65	30,500	21.05	43,800
54	Professional, Scientific, and Technical Services	53-0000	Transportation and Material Moving Occupations	2,920	18.20	37,800	12.40	25,800	16.15	33,600	22.35	46,400
54	Professional, Scientific, and Technical Services	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	110	31.55	65,700	24.45	50,900	30.10	62,600	37.90	78,800
54	Professional, Scientific, and Technical Services	53-3031	Driver/Sales Workers		18.05	37,600	11.65	24,300	15.65	32,500	22.70	47,200
54	Professional, Scientific, and Technical Services	53-3032	Heavy and Tractor-Trailer Truck Drivers	460	22.65	47,100	17.10	35,600	22.10	46,000	27.55	57,300
54	Professional, Scientific, and Technical Services	53-3033	Light Truck or Delivery Services Drivers	270	17.70	36,800	12.10	25,200	17.15	35,700	20.75	43,200
54	Professional, Scientific, and Technical Services	53-3041	Taxi Drivers and Chauffeurs	40	20.80	43,300	11.65	24,300	14.15	29,400	18.15	37,700
54	Professional, Scientific, and Technical Services	53-6021	Parking Lot Attendants		11.40	23,800	10.25	21,300	11.20	23,300	12.20	25,400
54	Professional, Scientific, and Technical Services	53-6031	Automotive and Watercraft Service Attendants		9.70	20,200	9.35	19,400	9.60	20,000	9.95	20,700
54	Professional, Scientific, and Technical Services	53-7051	Industrial Truck and Tractor Operators	290	16.35	34,000	13.45	28,000	14.85	30,800	18.50	38,500
54	Professional, Scientific, and Technical Services	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	1,060	15.75	32,800	11.50	23,900	14.75	30,700	18.65	38,800
54	Professional, Scientific, and Technical Services	53-7064	Packers and Packers, Hand	80	16.85	35,100	11.80	24,500	14.50	30,200	19.25	40,000
55	Management of Companies and Enterprises	00-0000	Total all occupations	85,380	50.65	105,400	26.40	54,900	42.30	88,000	65.95	137,200
55	Management of Companies and Enterprises	11-0000	Management Occupations	18,880	87.70	182,400	61.00	126,900	78.75	163,800		
55	Management of Companies and Enterprises	11-1011	Chief Executives	30	132.55	275,700						
55	Management of Companies and Enterprises	11-1021	General and Operations Managers	1,550	116.15	241,600	76.10	158,300				
55	Management of Companies and Enterprises	11-2011	Advertising and Promotions Managers	70	71.90	149,500	52.15	108,500	68.50	142,500	85.35	177,500
55	Management of Companies and Enterprises	11-2021	Marketing Managers	3,210	88.70	184,500	64.60	134,400	81.85	170,300		
55	Management of Companies and Enterprises	11-2022	Sales Managers	1,530	86.20	179,300	57.85	120,300	76.80	159,700		
55	Management of Companies and Enterprises	11-2031	Public Relations and Fundraising Managers	360	101.30	210,700	68.95	143,400	91.45	190,200		
55	Management of Companies and Enterprises	11-3011	Administrative Services Managers	920	67.20	139,800	49.45	102,800	62.55	130,100	80.60	167,600
55	Management of Companies and Enterprises	11-3021	Computer and Information Systems Managers	1,910	89.90	187,000	68.55	142,600	82.40	171,300		
55	Management of Companies and Enterprises	11-3031	Financial Managers	3,020	93.70	194,900	67.30	140,000	83.45	173,600		
55	Management of Companies and Enterprises	11-3051	Industrial Production Managers	170	80.05	166,500	55.15	114,800	77.30	160,800	96.35	200,400
55	Management of Companies and Enterprises	11-3061	Purchasing Managers	530	83.60	173,900	61.50	127,900	75.85	157,800	96.90	201,500
55	Management of Companies and Enterprises	11-3071	Transportation, Storage, and Distribution Managers	480	74.35	154,600	53.15	110,500	67.15	139,700	88.00	183,100

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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 Petile. Hourly	25th Petile. Salary	50th Petile. Hourly	50th Petile. Salary	75th Petile. Hourly	75th Petile. Salary
55	Management of Companies and Enterprises	11-3111	Compensation and Benefits Managers	140	82.20	171,000	65.60	136,400	77.25	160,700	93.35	194,200
55	Management of Companies and Enterprises	11-3121	Human Resources Managers	820	91.25	189,800	65.40	136,000	82.65	171,900		
55	Management of Companies and Enterprises	11-3131	Training and Development Managers	250	81.50	169,500	61.90	128,800	78.45	163,200	94.15	195,800
55	Management of Companies and Enterprises	11-9021	Construction Managers	70	57.90	120,500	46.90	97,600	57.80	120,200	69.95	145,500
55	Management of Companies and Enterprises	11-9041	Architectural and Engineering Managers	170	85.05	176,900	64.00	133,200	80.70	167,800	97.10	201,900
55	Management of Companies and Enterprises	11-9051	Food Service Managers	240	34.20	71,100	26.75	55,600	32.10	66,700	39.75	82,700
55	Management of Companies and Enterprises	11-9111	Medical and Health Services Managers	430	62.85	130,700	46.70	97,100	56.35	117,200	69.20	143,900
55	Management of Companies and Enterprises	11-9121	Natural Sciences Managers	1,040	91.45	190,200	62.00	129,000	81.35	169,200		
55	Management of Companies and Enterprises	11-9141	Property, Real Estate, and Community Association Managers	110	51.85	107,800	32.45	67,500	49.35	102,600	65.70	136,700
55	Management of Companies and Enterprises	11-9151	Social and Community Service Managers	70	44.50	92,500	36.30	75,500	42.55	88,500	52.40	108,900
55	Management of Companies and Enterprises	11-9199	Managers, All Other	1,730	79.60	165,600	57.60	119,900	73.05	152,000	93.70	194,900
55	Management of Companies and Enterprises	13-0000	Business and Financial Operations Occupations	23,130	44.85	93,300	31.85	66,300	41.50	86,300	54.95	114,300
55	Management of Companies and Enterprises	13-1020	Buyers and Purchasing Agents	1,200	42.40	88,200	30.60	63,700	38.45	79,900	49.15	102,200
55	Management of Companies and Enterprises	13-1031	Claims Adjusters, Examiners, and Investigators	50	38.35	79,800	30.80	64,000	37.95	79,000	45.50	94,600
55	Management of Companies and Enterprises	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	1,140	43.35	90,200	31.25	65,000	41.55	86,400	53.40	111,100
55	Management of Companies and Enterprises	13-1051	Cost Estimators	110	44.70	93,000	34.50	71,800	41.60	86,500	55.95	116,400
55	Management of Companies and Enterprises	13-1071	Human Resources Specialists	1,620	38.45	80,000	26.10	54,300	36.00	74,900	48.70	101,300
55	Management of Companies and Enterprises	13-1075	Labor Relations Specialists	100	46.15	96,000	35.05	72,900	40.60	84,500	54.20	112,700
55	Management of Companies and Enterprises	13-1081	Logisticians	1,240	43.90	91,300	32.15	66,900	41.35	86,000	52.85	109,900
55	Management of Companies and Enterprises	13-1111	Management Analysts	1,300	51.40	106,900	36.95	76,900	48.10	100,100	62.10	129,100
55	Management of Companies and Enterprises	13-1121	Meeting, Convention, and Event Planners	160	33.10	68,900	24.75	51,500	30.85	64,200	39.05	81,200
55	Management of Companies and Enterprises	13-1141	Compensation, Benefits, and Job Analysis Specialists	340	42.05	87,400	32.10	66,800	41.00	85,200	50.25	104,500
55	Management of Companies and Enterprises	13-1151	Training and Development Specialists	660	39.75	82,700	29.75	61,900	37.85	78,700	48.50	100,900
55	Management of Companies and Enterprises	13-1161	Market Research Analysts and Marketing Specialists	3,360	47.45	98,700	32.30	67,100	44.90	93,400	59.10	122,900
55	Management of Companies and Enterprises	13-1199	Business Operations Specialists, All Other	3,110	43.75	91,000	33.35	69,400	40.20	83,600	49.90	103,800
55	Management of Companies and Enterprises	13-2011	Accountants and Auditors	3,890	45.45	94,600	32.00	66,600	41.05	85,300	54.90	114,200
55	Management of Companies and Enterprises	13-2021	Appraisers and Assessors of Real Estate	40	43.05	89,500	29.65	61,600	45.10	93,800	54.65	113,700
55	Management of Companies and Enterprises	13-2031	Budget Analysts	460	43.50	90,400	33.60	69,900	42.55	88,500	52.10	108,400
55	Management of Companies and Enterprises	13-2041	Credit Analysts	490	42.75	88,900	29.95	62,300	39.15	81,500	53.10	110,500
55	Management of Companies and Enterprises	13-2051	Financial Analysts	1,520	49.35	102,700	35.10	73,000	45.85	95,400	60.55	125,900
55	Management of Companies and Enterprises	13-2052	Personal Financial Advisors	80	47.90	99,700	28.40	59,100	37.20	77,400	63.80	132,800
55	Management of Companies and Enterprises	13-2053	Insurance Underwriters	20	31.80	66,100	23.40	48,700	30.55	63,500	40.50	84,300
55	Management of Companies and Enterprises	13-2061	Financial Examiners	630	58.15	121,000	43.85	91,200	55.55	115,600	69.15	143,900
55	Management of Companies and Enterprises	13-2071	Credit Counselors	50	34.65	72,000	21.60	44,900	27.40	57,000	38.95	81,000
55	Management of Companies and Enterprises	13-2072	Loan Officers	1,030	39.90	83,000	24.55	51,100	34.45	71,600	53.45	111,200
55	Management of Companies and Enterprises	13-2099	Financial Specialists, All Other	500	41.70	86,800	32.20	67,000	40.75	84,800	49.60	103,100
55	Management of Companies and Enterprises	15-0000	Computer and Mathematical Occupations	11,090	52.35	108,900	37.25	77,500	51.00	106,000	65.50	136,200
55	Management of Companies and Enterprises	15-1121	Computer Systems Analysts	1,270	49.60	103,200	37.25	77,500	47.75	99,300	62.20	129,300
55	Management of Companies and Enterprises	15-1122	Information Security Analysts	460	61.70	128,300	47.65	99,100	61.95	128,800	74.85	155,700
55	Management of Companies and Enterprises	15-1131	Computer Programmers	330	49.25	102,400	35.45	73,700	45.60	94,900	58.90	122,500
55	Management of Companies and Enterprises	15-1132	Software Developers, Applications	3,540	57.30	119,100	43.80	91,200	56.15	116,800	69.70	144,900
55	Management of Companies and Enterprises	15-1133	Software Developers, Systems Software	560	60.40	125,600	46.90	97,600	60.60	126,100	74.85	155,700
55	Management of Companies and Enterprises	15-1134	Web Developers	190	45.95	95,500	33.85	70,500	41.70	86,700	49.80	103,600
55	Management of Companies and Enterprises	15-1141	Database Administrators	470	53.35	111,000	37.25	77,500	53.10	110,500	65.30	135,800
55	Management of Companies and Enterprises	15-1142	Network and Computer Systems Administrators	650	50.10	104,200	39.40	82,000	48.40	100,700	59.95	124,700
55	Management of Companies and Enterprises	15-1143	Computer Network Architects	460	72.30	150,400	56.20	116,900	70.45	146,500	86.50	179,900
55	Management of Companies and Enterprises	15-1151	Computer User Support Specialists	1,170	34.10	70,900	24.10	50,200	30.80	64,100	39.95	83,100
55	Management of Companies and Enterprises	15-1152	Computer Network Support Specialists	510	40.25	83,700	29.60	61,500	38.95	81,000	49.25	102,400
55	Management of Companies and Enterprises	15-1199	Computer Occupations, All Other	980	49.95	103,900	35.75	74,400	51.20	106,500	63.40	131,900

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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 Petile. Hourly	25th Petile. Salary	50th Petile. Hourly	50th Petile. Salary	75th Petile. Hourly	75th Petile. Salary
55	Management of Companies and Enterprises	15-2031	Operations Research Analysts	310	48.95	101,800	33.95	70,600	46.65	97,100	61.80	128,600
55	Management of Companies and Enterprises	15-2041	Statisticians	140	67.55	140,500	45.05	93,700	64.10	133,300	80.45	167,300
55	Management of Companies and Enterprises	17-0000	Architecture and Engineering Occupations	940	51.75	107,700	38.70	80,500	49.70	103,400	63.60	132,300
55	Management of Companies and Enterprises	17-1011	Architects, Except Landscape and Naval	10	66.35	138,100	42.70	88,800	55.80	116,000	90.25	187,700
55	Management of Companies and Enterprises	17-2031	Biomedical Engineers	20	79.55	165,500	36.70	76,400	83.00	172,600		
55	Management of Companies and Enterprises	17-2041	Chemical Engineers		49.10	102,100	36.20	75,300	45.10	93,900	63.95	133,000
55	Management of Companies and Enterprises	17-2071	Electrical Engineers	40	48.40	100,600	36.05	74,900	52.05	108,300	60.25	125,300
55	Management of Companies and Enterprises	17-2072	Electronics Engineers, Except Computer		47.05	97,900	34.75	72,200	48.90	101,700	59.75	124,200
55	Management of Companies and Enterprises	17-2081	Environmental Engineers	20	59.70	124,200	47.10	98,000	58.95	122,600	72.50	150,800
55	Management of Companies and Enterprises	17-2111	Health and Safety Engineers, Except Mining Safety Engineers and	20	53.20	110,700	44.20	91,900	54.90	114,200	63.10	131,200
55	Management of Companies and Enterprises	17-2112	Industrial Engineers	250	57.90	120,400	45.80	95,200	57.80	120,300	70.40	146,500
55	Management of Companies and Enterprises	17-2141	Mechanical Engineers	100	46.55	96,900	41.85	87,000	45.75	95,100	49.60	103,200
55	Management of Companies and Enterprises	17-2199	Engineers, All Other		58.30	121,300	48.90	101,700	57.90	120,500	68.60	142,700
55	Management of Companies and Enterprises	17-3011	Architectural and Civil Drafters	10	35.75	74,300	26.05	54,200	36.45	75,800	43.60	90,700
55	Management of Companies and Enterprises	17-3026	Industrial Engineering Technicians	20	31.20	64,900	25.85	53,800	29.85	62,100	35.55	73,900
55	Management of Companies and Enterprises	17-3029	Engineering Technicians, Except Drafters, All Other		36.15	75,200	27.45	57,100	32.30	67,200	44.30	92,200
55	Management of Companies and Enterprises	19-0000	Life, Physical, and Social Science Occupations	1,890	60.00	124,800	35.40	73,700	51.05	106,200	74.40	154,700
55	Management of Companies and Enterprises	19-1012	Food Scientists and Technologists	60	42.00	87,400	28.95	60,200	38.25	79,500	54.95	114,300
55	Management of Companies and Enterprises	19-1021	Biochemists and Biophysicists	390	71.75	149,200	40.70	84,700	59.60	124,000	94.40	196,400
55	Management of Companies and Enterprises	19-1042	Medical Scientists, Except Epidemiologists	550	81.75	170,000	54.30	113,000	69.35	144,200	99.00	206,000
55	Management of Companies and Enterprises	19-2031	Chemists	370	52.30	108,800	37.65	78,400	50.05	104,100	65.20	135,600
55	Management of Companies and Enterprises	19-4011	Agricultural and Food Science Technicians	150	30.65	63,800	17.65	36,800	32.30	67,200	42.50	88,400
55	Management of Companies and Enterprises	19-4031	Chemical Technicians	60	26.45	55,000	21.35	44,400	25.75	53,600	29.65	61,700
55	Management of Companies and Enterprises	19-4099	Life, Physical, and Social Science Technicians, All Other	220	32.75	68,200	19.20	40,000	33.35	69,400	44.55	92,700
55	Management of Companies and Enterprises	21-0000	Community and Social Services Occupations	230	21.55	44,800	14.80	30,800	20.45	42,500	25.30	52,600
55	Management of Companies and Enterprises	21-1022	Healthcare Social Workers	30	32.85	68,300	26.15	54,400	29.85	62,100	37.85	78,700
55	Management of Companies and Enterprises	21-1093	Social and Human Service Assistants	120	17.15	35,700	12.70	26,400	16.95	35,200	21.40	44,500
55	Management of Companies and Enterprises	23-0000	Legal Occupations	1,250	85.20	177,200	44.05	91,600	82.15	170,900		
55	Management of Companies and Enterprises	23-1011	Lawyers	940	101.45	211,000	72.80	151,500	94.30	196,200		
55	Management of Companies and Enterprises	23-1022	Arbitrators, Mediators, and Conciliators	10	42.50	88,400	28.90	60,100	34.10	71,000	59.30	123,300
55	Management of Companies and Enterprises	23-2011	Paralegals and Legal Assistants	260	37.15	77,300	28.05	58,400	34.65	72,100	42.25	87,900
55	Management of Companies and Enterprises	23-2099	Legal Support Workers, All Other	40	36.90	76,800	23.10	48,000	31.55	65,700	53.50	111,200
55	Management of Companies and Enterprises	25-9031	Instructional Coordinators		35.15	73,100	24.50	50,900	33.90	70,500	44.30	92,100
55	Management of Companies and Enterprises	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	900	37.75	78,500	25.75	53,500	34.45	71,700	47.65	99,100
55	Management of Companies and Enterprises	27-1011	Art Directors	30	51.70	107,600	40.80	84,900	49.20	102,300	64.90	135,000
55	Management of Companies and Enterprises	27-1024	Graphic Designers	210	30.15	62,700	23.35	48,600	28.60	59,500	35.40	73,700
55	Management of Companies and Enterprises	27-1025	Interior Designers	30	29.80	62,000	22.55	46,900	27.85	57,900	35.50	73,800
55	Management of Companies and Enterprises	27-1026	Merchandise Displayers and Window Trimmers	50	20.70	43,000	14.75	30,700	20.35	42,300	25.90	53,900
55	Management of Companies and Enterprises	27-3031	Public Relations Specialists	310	41.60	86,600	29.25	60,900	39.65	82,500	54.45	113,300
55	Management of Companies and Enterprises	27-3041	Editors	20	42.95	89,400	27.40	57,000	39.10	81,300	56.65	117,900
55	Management of Companies and Enterprises	27-3042	Technical Writers	80	45.65	95,000	36.85	76,700	44.35	92,300	54.30	113,000
55	Management of Companies and Enterprises	27-3043	Writers and Authors		47.60	99,000	30.20	62,800	37.10	77,100	72.45	150,700
55	Management of Companies and Enterprises	29-0000	Healthcare Practitioners and Technical Occupations	940	47.35	98,500	30.85	64,200	37.75	78,500	48.80	101,600
55	Management of Companies and Enterprises	29-1031	Dietitians and Nutritionists		34.80	72,400	31.55	65,700	35.10	73,000	38.65	80,400
55	Management of Companies and Enterprises	29-1051	Pharmacists	20	98.75	205,400	60.70	126,300	78.40	163,000		
55	Management of Companies and Enterprises	29-1069	Physicians and Surgeons, All Other	110	106.30	221,100	52.80	109,900				
55	Management of Companies and Enterprises	29-1141	Registered Nurses	360	40.30	83,800	34.05	70,900	39.35	81,900	46.35	96,400
55	Management of Companies and Enterprises	29-1171	Nurse Practitioners	20	62.15	129,200	56.55	117,600	66.15	137,600	73.20	152,300
55	Management of Companies and Enterprises	29-2034	Radiologic Technologists and Technicians	20	33.80	70,300	29.00	60,300	34.15	71,000	38.35	79,800
55	Management of Companies and Enterprises	29-2061	Licensed Practical and Licensed Vocational Nurses	80	28.15	58,500	23.60	49,100	27.85	57,900	32.30	67,200

*See Footnotes on Page 90

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	29-2071	Medical Records and Health Information Technicians	90	31.35	65,200	25.60	53,200	30.75	63,900	36.65	76,200
55	Management of Companies and Enterprises	29-2099	Health Technologists and Technicians, All Other	30	25.15	52,400	18.10	37,600	23.60	49,100	29.80	62,000
55	Management of Companies and Enterprises	29-9011	Occupational Health and Safety Specialists	40	46.20	96,100	38.35	79,700	44.85	93,300	50.70	105,400
55	Management of Companies and Enterprises	31-0000	Healthcare Support Occupations		16.35	34,100	14.60	30,300	16.75	34,800	18.40	38,300
55	Management of Companies and Enterprises	31-1014	Nursing Assistants	250	14.50	30,100	12.10	25,200	13.75	28,600	15.35	31,900
55	Management of Companies and Enterprises	31-9092	Medical Assistants	30	17.90	37,200	15.70	32,700	17.50	36,400	19.30	40,100
55	Management of Companies and Enterprises	31-9094	Medical Transcriptionists		21.05	43,700	18.30	38,000	20.85	43,400	23.75	49,400
55	Management of Companies and Enterprises	33-0000	Protective Service Occupations	200	23.90	49,700	16.20	33,700	20.70	43,100	28.15	58,600
55	Management of Companies and Enterprises	33-1099	First-Line Supervisors of Protective Service Workers, All Other	40	33.50	69,700	25.90	53,900	30.05	62,500	38.25	79,600
55	Management of Companies and Enterprises	33-9032	Security Guards	100	18.85	39,200	14.40	30,000	17.75	36,900	22.15	46,000
55	Management of Companies and Enterprises	35-0000	Food Preparation and Serving-Related Occupations	300	25.00	52,000	19.40	40,400	25.45	53,000	29.95	62,300
55	Management of Companies and Enterprises	35-1011	Chefs and Head Cooks	20	41.50	86,300	28.55	59,400	42.60	88,600	53.45	111,200
55	Management of Companies and Enterprises	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	260	24.65	51,300	20.10	41,800	25.50	53,000	29.75	61,900
55	Management of Companies and Enterprises	35-3041	Food Servers, Nonrestaurant		12.00	25,000	10.75	22,300	11.85	24,700	13.30	27,700
55	Management of Companies and Enterprises	37-0000	Building and Grounds Cleaning and Maintenance Occupations	190	14.95	31,100	10.20	21,300	13.05	27,100	16.10	33,500
55	Management of Companies and Enterprises	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	10	32.80	68,200	25.40	52,800	29.00	60,300	34.15	71,000
55	Management of Companies and Enterprises	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	120	13.85	28,800	10.85	22,600	13.10	27,200	15.70	32,600
55	Management of Companies and Enterprises	39-0000	Personal Care and Service Occupations	240	16.10	33,500	10.35	21,500	12.55	26,100	17.90	37,200
55	Management of Companies and Enterprises	39-1021	First-Line Supervisors of Personal Service Workers	40	20.15	41,900	12.35	25,700	16.25	33,800	23.35	48,600
55	Management of Companies and Enterprises	39-9031	Fitness Trainers and Aerobics Instructors	20	31.05	64,600	25.05	52,100	29.75	61,900	35.70	74,200
55	Management of Companies and Enterprises	39-9041	Residential Advisors		20.40	42,400	15.60	32,400	20.00	41,600	25.90	53,900
55	Management of Companies and Enterprises	41-0000	Sales and Related Occupations	4,890	40.40	84,000	18.15	37,800	34.50	71,800	52.95	110,100
55	Management of Companies and Enterprises	41-1011	First-Line Supervisors of Retail Sales Workers	150	27.70	57,600	18.10	37,700	23.50	48,900	33.50	69,700
55	Management of Companies and Enterprises	41-1012	First-Line Supervisors of Non-Retail Sales Workers	300	59.05	122,800	45.45	94,500	57.60	119,800	72.35	150,500
55	Management of Companies and Enterprises	41-2011	Cashiers		10.20	21,300	8.90	18,500	9.15	19,100	10.35	21,500
55	Management of Companies and Enterprises	41-2031	Retail Salespersons	840	14.90	31,000	11.05	23,000	13.45	28,000	16.20	33,700
55	Management of Companies and Enterprises	41-3011	Advertising Sales Agents		31.10	64,700	26.30	54,700	29.45	61,200	35.85	74,600
55	Management of Companies and Enterprises	41-3031	Securities, Commodities, and Financial Services Sales Agents	890	54.15	112,600	32.25	67,100	47.25	98,200	67.40	140,200
55	Management of Companies and Enterprises	41-3099	Sales Representatives, Services, All Other	980	43.55	90,600	27.90	58,100	38.10	79,300	54.70	113,700
55	Management of Companies and Enterprises	41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	130	51.65	107,400	33.10	68,900	40.50	84,200	59.20	123,100
55	Management of Companies and Enterprises	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	810	49.65	103,300	30.90	64,300	42.90	89,200	61.90	128,700
55	Management of Companies and Enterprises	41-9022	Real Estate Sales Agents	40								
55	Management of Companies and Enterprises	41-9031	Sales Engineers	120	45.05	93,700	29.55	61,400	36.85	76,600	52.90	110,000
55	Management of Companies and Enterprises	41-9041	Telemarketers		14.45	30,000	12.85	26,800	14.10	29,300	15.90	33,100
55	Management of Companies and Enterprises	41-9099	Sales and Related Workers, All Other	280	32.00	66,500	25.80	53,700	32.55	67,700	38.75	80,700
55	Management of Companies and Enterprises	43-0000	Office and Administrative Support Occupations	14,700	24.35	50,600	17.30	36,000	22.45	46,700	29.80	62,000
55	Management of Companies and Enterprises	43-1011	First-Line Supervisors of Office and Administrative Support Workers	1,050	37.25	77,500	28.35	58,900	35.25	73,300	44.65	92,900
55	Management of Companies and Enterprises	43-2011	Switchboard Operators, Including Answering Service	90	15.50	32,300	12.75	26,600	14.95	31,100	17.45	36,300
55	Management of Companies and Enterprises	43-3011	Bill and Account Collectors	240	22.20	46,200	18.80	39,100	21.65	45,100	24.75	51,400
55	Management of Companies and Enterprises	43-3021	Billing and Posting Clerks and Machine Operators	910	20.60	42,900	17.15	35,700	20.50	42,600	23.75	49,300
55	Management of Companies and Enterprises	43-3031	Bookkeeping, Accounting, and Auditing Clerks	1,790	22.15	46,100	17.70	36,800	21.70	45,200	25.90	53,900
55	Management of Companies and Enterprises	43-3051	Payroll and Timekeeping Clerks	180	24.75	51,500	20.75	43,200	24.45	50,800	28.90	60,100
55	Management of Companies and Enterprises	43-3061	Procurement Clerks	160	23.45	48,800	17.15	35,700	21.75	45,200	26.30	54,700
55	Management of Companies and Enterprises	43-3071	Tellers	60	16.45	34,200	13.90	29,000	16.15	33,600	18.30	38,000
55	Management of Companies and Enterprises	43-3099	Financial Clerks, All Other	90	23.10	48,000	15.95	33,200	23.00	47,900	29.00	60,300
55	Management of Companies and Enterprises	43-4041	Credit Authorizers, Checkers, and Clerks	80	21.80	45,400	17.65	36,700	20.65	43,000	23.60	49,000
55	Management of Companies and Enterprises	43-4051	Customer Service Representatives	2,730	21.20	44,100	15.60	32,400	19.35	40,200	24.70	51,400
55	Management of Companies and Enterprises	43-4071	File Clerks	100	17.85	37,200	14.85	30,900	17.65	36,700	20.80	43,300

*See Footnotes on Page 90

NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
 OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
 NEW JERSEY: *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	43-4111	Interviewers, Except Eligibility and Loan	400	17.20	35,800	14.15	29,500	16.55	34,400	20.00	41,600
55	Management of Companies and Enterprises	43-4131	Loan Interviewers and Clerks	380	25.05	52,100	18.45	38,400	22.80	47,400	28.20	58,600
55	Management of Companies and Enterprises	43-4151	Order Clerks	90	17.90	37,200	13.75	28,600	17.30	36,000	21.40	44,500
55	Management of Companies and Enterprises	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	370	21.65	45,100	17.75	36,900	21.70	45,100	24.80	51,600
55	Management of Companies and Enterprises	43-4171	Receptionists and Information Clerks	250	17.90	37,200	15.30	31,800	17.55	36,500	20.40	42,400
55	Management of Companies and Enterprises	43-4199	Information and Record Clerks, All Other		23.15	48,100	18.85	39,300	22.25	46,300	26.55	55,300
55	Management of Companies and Enterprises	43-5011	Cargo and Freight Agents	30	24.15	50,200	18.00	37,500	23.00	47,800	29.95	62,300
55	Management of Companies and Enterprises	43-5021	Couriers and Messengers	110	18.50	38,500	15.50	32,200	17.45	36,300	20.25	42,100
55	Management of Companies and Enterprises	43-5032	Dispatchers, Except Police, Fire, and Ambulance	50	23.60	49,000	16.85	35,000	19.10	39,700	29.85	62,100
55	Management of Companies and Enterprises	43-5061	Production, Planning, and Expediting Clerks	260	27.50	57,200	22.00	45,800	27.35	56,900	31.75	66,100
55	Management of Companies and Enterprises	43-5071	Shipping, Receiving, and Traffic Clerks	190	18.25	38,000	13.55	28,200	17.15	35,700	21.95	45,600
55	Management of Companies and Enterprises	43-5081	Stock Clerks and Order Fillers	180	18.20	37,800	11.50	23,900	16.35	34,100	23.70	49,300
55	Management of Companies and Enterprises	43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping	20	22.75	47,300	18.50	38,500	22.65	47,100	27.45	57,100
55	Management of Companies and Enterprises	43-6011	Executive Secretaries and Executive Administrative Assistants	1,870	33.95	70,600	27.85	58,000	34.30	71,400	39.15	81,400
55	Management of Companies and Enterprises	43-6012	Legal Secretaries	90	31.30	65,100	26.95	56,000	31.15	64,800	36.45	75,800
55	Management of Companies and Enterprises	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	1,410	24.60	51,200	18.05	37,500	23.35	48,600	30.30	63,000
55	Management of Companies and Enterprises	43-9011	Computer Operators	110	23.80	49,500	18.60	38,700	23.70	49,300	29.35	61,000
55	Management of Companies and Enterprises	43-9021	Data Entry Keyers	70	19.35	40,300	16.05	33,400	18.45	38,300	22.60	47,000
55	Management of Companies and Enterprises	43-9022	Word Processors and Typists		24.70	51,400	21.30	44,300	24.90	51,800	28.50	59,300
55	Management of Companies and Enterprises	43-9041	Insurance Claims and Policy Processing Clerks	10	21.15	44,000	17.55	36,500	19.35	40,300	25.55	53,100
55	Management of Companies and Enterprises	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	80	17.60	36,600	14.50	30,200	17.55	36,500	20.95	43,600
55	Management of Companies and Enterprises	43-9061	Office Clerks, General	590	18.95	39,400	13.05	27,100	18.80	39,100	23.80	49,500
55	Management of Companies and Enterprises	43-9199	Office and Administrative Support Workers, All Other	80	19.60	40,700	14.70	30,600	18.95	39,400	24.05	50,100
55	Management of Companies and Enterprises	47-0000	Construction and Extraction Occupations	30	30.70	63,900	21.35	44,400	23.25	48,400	25.25	52,500
55	Management of Companies and Enterprises	49-0000	Installation, Maintenance, and Repair Occupations	1,410	28.95	60,200	21.15	44,000	28.20	58,700	35.75	74,300
55	Management of Companies and Enterprises	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	100	38.40	79,900	29.95	62,300	36.85	76,700	45.85	95,300
55	Management of Companies and Enterprises	49-2011	Computer, Automated Teller, and Office Machine Repairers	10	26.00	54,000	17.60	36,600	25.35	52,700	33.30	69,200
55	Management of Companies and Enterprises	49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers	600	32.05	66,600	25.45	53,000	32.45	67,500	37.75	78,500
55	Management of Companies and Enterprises	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists		26.05	54,200	21.20	44,100	25.80	53,700	30.30	63,000
55	Management of Companies and Enterprises	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	10	30.10	62,600	26.45	55,100	30.50	63,500	34.50	71,800
55	Management of Companies and Enterprises	49-9041	Industrial Machinery Mechanics	20	29.20	60,800	24.20	50,300	29.75	61,900	34.85	72,500
55	Management of Companies and Enterprises	49-9071	Maintenance and Repair Workers, General	260	24.60	51,200	18.95	39,400	24.25	50,400	29.45	61,300
55	Management of Companies and Enterprises	49-9099	Installation, Maintenance, and Repair Workers, All Other		21.70	45,100	15.20	31,600	18.60	38,700	27.30	56,800
55	Management of Companies and Enterprises	51-0000	Production Occupations	240	22.00	45,800	15.60	32,400	19.10	39,700	27.60	57,400
55	Management of Companies and Enterprises	51-1011	First-Line Supervisors of Production and Operating Workers	20	32.15	66,900	27.20	56,600	30.50	63,400	37.40	77,800
55	Management of Companies and Enterprises	51-4012	Computer Numerically Controlled Machine Tool Programmers, Metal a	20								
55	Management of Companies and Enterprises	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	60	20.55	42,700	14.00	29,100	18.75	39,000	24.15	50,300
55	Management of Companies and Enterprises	51-9111	Packaging and Filling Machine Operators and Tenders		17.05	35,400	16.15	33,600	17.55	36,500	18.90	39,300
55	Management of Companies and Enterprises	53-0000	Transportation and Material Moving Occupations	2,030	17.20	35,800	11.30	23,500	14.65	30,500	20.95	43,600
55	Management of Companies and Enterprises	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	310	28.40	59,100	22.75	47,400	28.35	59,000	32.65	67,900
55	Management of Companies and Enterprises	53-3031	Driver/Sales Workers	70	16.40	34,100	13.00	27,000	14.35	29,900	18.45	38,300
55	Management of Companies and Enterprises	53-3032	Heavy and Tractor-Trailer Truck Drivers	20	19.35	40,200	15.00	31,200	19.20	39,900	22.75	47,300
55	Management of Companies and Enterprises	53-3033	Light Truck or Delivery Services Drivers		17.70	36,900	15.45	32,200	16.90	35,200	18.50	38,500
55	Management of Companies and Enterprises	53-3041	Taxi Drivers and Chauffeurs	150	15.00	31,200	11.45	23,800	13.95	29,000	17.15	35,600
55	Management of Companies and Enterprises	53-3099	Motor Vehicle Operators, All Other	370	13.65	28,400	10.45	21,700	11.65	24,200	12.85	26,700
55	Management of Companies and Enterprises	53-6021	Parking Lot Attendants		12.40	25,800	10.15	21,100	13.00	27,000	14.40	29,900
55	Management of Companies and Enterprises	53-7051	Industrial Truck and Tractor Operators	110	16.50	34,300	15.20	31,600	16.95	35,200	18.45	38,400
55	Management of Companies and Enterprises	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	730	15.05	31,300	10.15	21,100	13.35	27,700	18.05	37,500

*See Footnotes on Page 90

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
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55	Management of Companies and Enterprises	53-7064	Packers and Packagers, Hand	140	14.50	30,200	10.85	22,600	13.10	27,300	17.85	37,200
56	Administrative and Support and Waste Management and Remediation Services	00-0000	Total all occupations	289,410	20.25	42,100	11.15	23,200	14.85	30,900	23.00	47,800
56	Administrative and Support and Waste Management and Remediation Services	11-0000	Management Occupations	7,650	72.70	151,200	44.35	92,200	62.30	129,600	91.00	189,300
56	Administrative and Support and Waste Management and Remediation Services	11-1011	Chief Executives	10	119.20	247,900	65.55	136,300				
56	Administrative and Support and Waste Management and Remediation Services	11-1021	General and Operations Managers	2,600	74.40	154,700	41.85	87,000	60.80	126,500	97.65	203,200
56	Administrative and Support and Waste Management and Remediation Services	11-2021	Marketing Managers	200	76.10	158,200	53.00	110,300	68.70	142,900	87.80	182,600
56	Administrative and Support and Waste Management and Remediation Services	11-2022	Sales Managers	660	85.05	176,900	49.35	102,700	75.40	156,800		
56	Administrative and Support and Waste Management and Remediation Services	11-2031	Public Relations and Fundraising Managers		51.90	107,900	43.55	90,600	47.05	97,900	50.65	105,400
56	Administrative and Support and Waste Management and Remediation Services	11-3011	Administrative Services Managers	680	59.00	122,700	37.15	77,200	52.05	108,300	71.50	148,700
56	Administrative and Support and Waste Management and Remediation Services	11-3021	Computer and Information Systems Managers	360	83.30	173,200	66.85	139,100	81.00	168,500	94.50	196,600
56	Administrative and Support and Waste Management and Remediation Services	11-3031	Financial Managers	550	77.45	161,100	54.65	113,700	70.45	146,600	92.40	192,200
56	Administrative and Support and Waste Management and Remediation Services	11-3051	Industrial Production Managers	180	55.10	114,600	41.95	87,200	56.20	116,900	67.55	140,500
56	Administrative and Support and Waste Management and Remediation Services	11-3061	Purchasing Managers	50	57.95	120,600	32.35	67,300	56.45	117,400	82.40	171,400
56	Administrative and Support and Waste Management and Remediation Services	11-3071	Transportation, Storage, and Distribution Managers	140	58.45	121,600	36.55	76,000	51.35	106,800	69.30	144,100
56	Administrative and Support and Waste Management and Remediation Services	11-3121	Human Resources Managers	750	86.45	179,800	47.35	98,500	71.85	149,500		
56	Administrative and Support and Waste Management and Remediation Services	11-3131	Training and Development Managers	40	69.45	144,500	43.95	91,400	62.75	130,500	83.05	172,800
56	Administrative and Support and Waste Management and Remediation Services	11-9021	Construction Managers	40	64.10	133,300	45.10	93,800	57.75	120,100	83.65	174,000
56	Administrative and Support and Waste Management and Remediation Services	11-9041	Architectural and Engineering Managers	50	88.35	183,800	66.15	137,600	80.55	167,600		
56	Administrative and Support and Waste Management and Remediation Services	11-9051	Food Service Managers	40	30.60	63,700	21.30	44,300	27.55	57,300	38.05	79,200
56	Administrative and Support and Waste Management and Remediation Services	11-9111	Medical and Health Services Managers	240	53.10	110,400	42.40	88,200	48.25	100,300	62.75	130,600
56	Administrative and Support and Waste Management and Remediation Services	11-9121	Natural Sciences Managers	100	106.90	222,300	77.65	161,500	97.25	202,300		
56	Administrative and Support and Waste Management and Remediation Services	11-9141	Property, Real Estate, and Community Association Managers		31.75	66,000	27.15	56,500	29.75	61,800	33.40	69,500
56	Administrative and Support and Waste Management and Remediation Services	11-9151	Social and Community Service Managers	20	44.45	92,500	34.25	71,200	42.55	88,500	52.50	109,200
56	Administrative and Support and Waste Management and Remediation Services	11-9199	Managers, All Other	800	62.70	130,400	44.05	91,600	58.20	121,000	75.65	157,400
56	Administrative and Support and Waste Management and Remediation Services	13-0000	Business and Financial Operations Occupations	12,920	37.75	78,500	25.90	53,800	33.85	70,400	45.45	94,500

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56	Administrative and Support and Waste Management and Remediation Services	13-1020	Buyers and Purchasing Agents	360	38.50	80,100	30.50	63,500	37.00	77,000	48.20	100,300
56	Administrative and Support and Waste Management and Remediation Services	13-1031	Claims Adjusters, Examiners, and Investigators	110	28.50	59,300	19.90	41,300	24.35	50,700	37.05	77,000
56	Administrative and Support and Waste Management and Remediation Services	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	770	36.45	75,800	27.90	58,100	36.05	75,000	44.35	92,300
56	Administrative and Support and Waste Management and Remediation Services	13-1051	Cost Estimators	120	40.05	83,300	31.25	65,000	40.80	84,800	49.20	102,300
56	Administrative and Support and Waste Management and Remediation Services	13-1071	Human Resources Specialists	4,560	32.50	67,500	22.85	47,600	29.10	60,500	37.15	77,300
56	Administrative and Support and Waste Management and Remediation Services	13-1081	Logisticians	140	33.90	70,500	25.65	53,300	32.90	68,500	39.85	82,900
56	Administrative and Support and Waste Management and Remediation Services	13-1111	Management Analysts	930	50.70	105,400	34.05	70,800	46.55	96,800	62.45	129,900
56	Administrative and Support and Waste Management and Remediation Services	13-1121	Meeting, Convention, and Event Planners	490	33.20	69,000	24.15	50,300	30.10	62,600	41.95	87,300
56	Administrative and Support and Waste Management and Remediation Services	13-1131	Fundraisers		30.15	62,700	27.15	56,500	29.10	60,500	31.10	64,700
56	Administrative and Support and Waste Management and Remediation Services	13-1141	Compensation, Benefits, and Job Analysis Specialists	170	36.75	76,500	23.85	49,600	35.40	73,600	48.40	100,700
56	Administrative and Support and Waste Management and Remediation Services	13-1151	Training and Development Specialists	260	34.20	71,100	26.30	54,700	32.25	67,000	42.20	87,800
56	Administrative and Support and Waste Management and Remediation Services	13-1161	Market Research Analysts and Marketing Specialists	740	41.55	86,400	24.40	50,700	35.65	74,100	54.20	112,800
56	Administrative and Support and Waste Management and Remediation Services	13-1199	Business Operations Specialists, All Other	1,860	38.30	79,700	27.40	57,000	35.00	72,800	46.90	97,500
56	Administrative and Support and Waste Management and Remediation Services	13-2011	Accountants and Auditors	1,590	45.60	94,800	32.50	67,600	39.65	82,500	53.10	110,500
56	Administrative and Support and Waste Management and Remediation Services	13-2031	Budget Analysts	100	36.35	75,600	26.50	55,100	34.65	72,100	45.20	94,100
56	Administrative and Support and Waste Management and Remediation Services	13-2041	Credit Analysts	90	37.80	78,600	32.20	67,000	36.90	76,700	43.90	91,300
56	Administrative and Support and Waste Management and Remediation Services	13-2051	Financial Analysts	300	44.55	92,700	32.50	67,600	41.05	85,400	53.65	111,600
56	Administrative and Support and Waste Management and Remediation Services	13-2053	Insurance Underwriters	20	39.05	81,300	33.55	69,800	38.90	81,000	46.25	96,200
56	Administrative and Support and Waste Management and Remediation Services	13-2072	Loan Officers	100	26.10	54,300	18.65	38,800	21.90	45,600	26.45	55,000
56	Administrative and Support and Waste Management and Remediation Services	13-2099	Financial Specialists, All Other	140	36.90	76,800	27.65	57,500	34.80	72,400	45.85	95,400
56	Administrative and Support and Waste Management and Remediation Services	15-0000	Computer and Mathematical Occupations	7,730	46.05	95,800	30.00	62,400	42.75	88,900	59.40	123,600
56	Administrative and Support and Waste Management and Remediation Services	15-1121	Computer Systems Analysts	1,150	49.40	102,800	36.90	76,700	46.35	96,400	60.25	125,300
56	Administrative and Support and Waste Management and Remediation Services	15-1122	Information Security Analysts	170	48.75	101,500	28.15	58,500	48.65	101,200	68.65	142,800
56	Administrative and Support and Waste Management and Remediation Services	15-1131	Computer Programmers	480	51.20	106,500	32.10	66,800	39.75	82,700	60.10	125,000

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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	15-1132	Software Developers, Applications	1,130	55.00	114,400	40.95	85,200	51.80	107,800	66.60	138,500
56	Administrative and Support and Waste Management and Remediation Services	15-1133	Software Developers, Systems Software	480	55.65	115,800	43.15	89,800	54.70	113,800	69.10	143,700
56	Administrative and Support and Waste Management and Remediation Services	15-1134	Web Developers	370	43.15	89,800	26.80	55,800	42.35	88,100	58.65	122,000
56	Administrative and Support and Waste Management and Remediation Services	15-1141	Database Administrators	280	41.15	85,600	25.45	53,000	39.15	81,400	58.55	121,800
56	Administrative and Support and Waste Management and Remediation Services	15-1142	Network and Computer Systems Administrators	1,120	48.90	101,700	33.45	69,500	45.65	95,000	60.65	126,200
56	Administrative and Support and Waste Management and Remediation Services	15-1143	Computer Network Architects	470	61.50	127,900	44.85	93,300	58.90	122,600	74.70	155,400
56	Administrative and Support and Waste Management and Remediation Services	15-1151	Computer User Support Specialists	1,150	26.25	54,600	18.55	38,500	24.80	51,500	31.20	64,900
56	Administrative and Support and Waste Management and Remediation Services	15-1152	Computer Network Support Specialists	400	37.80	78,700	27.85	57,900	33.95	70,600	43.00	89,400
56	Administrative and Support and Waste Management and Remediation Services	15-1199	Computer Occupations, All Other	380	37.25	77,500	19.50	40,600	36.25	75,400	55.30	115,100
56	Administrative and Support and Waste Management and Remediation Services	15-2031	Operations Research Analysts	100	38.50	80,100	28.00	58,200	36.30	75,500	48.25	100,400
56	Administrative and Support and Waste Management and Remediation Services	17-0000	Architecture and Engineering Occupations	2,050	41.65	86,600	27.25	56,700	41.15	85,600	54.05	112,400
56	Administrative and Support and Waste Management and Remediation Services	17-1011	Architects, Except Landscape and Naval	20	45.15	93,900	33.75	70,200	40.05	83,300	55.50	115,400
56	Administrative and Support and Waste Management and Remediation Services	17-1012	Landscape Architects	160	36.75	76,400	32.50	67,600	37.40	77,700	43.45	90,400
56	Administrative and Support and Waste Management and Remediation Services	17-2051	Civil Engineers	230	51.85	107,800	42.30	88,000	52.00	108,100	60.60	126,000
56	Administrative and Support and Waste Management and Remediation Services	17-2061	Computer Hardware Engineers	60	62.15	129,300	47.75	99,400	60.85	126,500	77.25	160,700
56	Administrative and Support and Waste Management and Remediation Services	17-2071	Electrical Engineers		44.25	92,100	28.95	60,200	43.40	90,300	56.30	117,100
56	Administrative and Support and Waste Management and Remediation Services	17-2072	Electronics Engineers, Except Computer	150	52.10	108,400	43.30	90,100	52.95	110,200	61.45	127,900
56	Administrative and Support and Waste Management and Remediation Services	17-2081	Environmental Engineers	160	43.70	90,900	29.50	61,400	43.45	90,400	58.40	121,400
56	Administrative and Support and Waste Management and Remediation Services	17-2112	Industrial Engineers	170	44.55	92,700	35.90	74,700	43.75	91,000	52.45	109,100
56	Administrative and Support and Waste Management and Remediation Services	17-2141	Mechanical Engineers	160	51.55	107,200	41.75	86,900	49.95	103,900	59.40	123,500
56	Administrative and Support and Waste Management and Remediation Services	17-2199	Engineers, All Other	170	54.65	113,700	44.35	92,300	54.70	113,800	66.30	137,900
56	Administrative and Support and Waste Management and Remediation Services	17-3011	Architectural and Civil Drafters		18.25	38,000	16.65	34,600	17.90	37,300	19.20	39,900
56	Administrative and Support and Waste Management and Remediation Services	17-3012	Electrical and Electronics Drafters		37.55	78,100	30.00	62,400	37.10	77,200	45.60	94,900
56	Administrative and Support and Waste Management and Remediation Services	17-3013	Mechanical Drafters	30	35.70	74,300	27.20	56,600	34.20	71,200	44.40	92,400

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56	Administrative and Support and Waste Management and Remediation Services	17-3023	Electrical and Electronics Engineering Technicians	30	29.25	60,800	21.70	45,100	24.75	51,400	34.90	72,600
56	Administrative and Support and Waste Management and Remediation Services	17-3025	Environmental Engineering Technicians	170	21.85	45,500	17.05	35,500	19.75	41,000	25.85	53,700
56	Administrative and Support and Waste Management and Remediation Services	17-3026	Industrial Engineering Technicians	70	23.55	49,000	20.50	42,700	22.60	47,000	24.80	51,600
56	Administrative and Support and Waste Management and Remediation Services	17-3029	Engineering Technicians, Except Drafters, All Other	110	38.05	79,100	29.20	60,700	37.80	78,600	46.40	96,500
56	Administrative and Support and Waste Management and Remediation Services	19-0000	Life, Physical, and Social Science Occupations	1,180	34.05	70,800	21.75	45,200	30.40	63,300	41.65	86,600
56	Administrative and Support and Waste Management and Remediation Services	19-1012	Food Scientists and Technologists	20	35.10	73,000	21.90	45,500	35.20	73,200	46.90	97,500
56	Administrative and Support and Waste Management and Remediation Services	19-1021	Biochemists and Biophysicists	40	53.25	110,800	42.15	87,700	50.55	105,100	61.50	127,900
56	Administrative and Support and Waste Management and Remediation Services	19-1022	Microbiologists		41.90	87,200	31.15	64,800	37.25	77,500	54.00	112,300
56	Administrative and Support and Waste Management and Remediation Services	19-1042	Medical Scientists, Except Epidemiologists		58.95	122,700	53.00	110,300	58.55	121,800	66.55	138,400
56	Administrative and Support and Waste Management and Remediation Services	19-2031	Chemists	230	44.25	92,100	28.35	59,000	40.25	83,700	54.85	114,100
56	Administrative and Support and Waste Management and Remediation Services	19-2041	Environmental Scientists and Specialists, Including Health	40	41.30	85,900	23.35	48,600	31.70	66,000	46.00	95,700
56	Administrative and Support and Waste Management and Remediation Services	19-4021	Biological Technicians	90	25.15	52,400	19.00	39,500	24.15	50,200	30.80	64,100
56	Administrative and Support and Waste Management and Remediation Services	19-4031	Chemical Technicians	110	23.70	49,300	17.90	37,200	21.80	45,400	27.30	56,800
56	Administrative and Support and Waste Management and Remediation Services	19-4091	Environmental Science and Protection Technicians, Including Health		18.95	39,400	11.10	23,100	16.65	34,700	25.30	52,700
56	Administrative and Support and Waste Management and Remediation Services	19-4099	Life, Physical, and Social Science Technicians, All Other		31.35	65,200	23.60	49,100	31.35	65,200	37.65	78,300
56	Administrative and Support and Waste Management and Remediation Services	21-0000	Community and Social Services Occupations	460	29.80	62,000	18.70	38,900	24.30	50,500	38.40	79,900
56	Administrative and Support and Waste Management and Remediation Services	21-1012	Educational, Guidance, School, and Vocational Counselors		44.15	91,900	18.65	38,800	54.60	113,600	59.55	123,900
56	Administrative and Support and Waste Management and Remediation Services	21-1093	Social and Human Service Assistants	40	19.70	41,000	14.25	29,700	17.75	37,000	21.20	44,100
56	Administrative and Support and Waste Management and Remediation Services	21-1094	Community Health Workers		22.80	47,400	17.25	35,900	19.65	40,900	24.30	50,500
56	Administrative and Support and Waste Management and Remediation Services	23-0000	Legal Occupations	270	40.45	84,200	26.00	54,000	31.90	66,300	45.30	94,200
56	Administrative and Support and Waste Management and Remediation Services	23-1011	Lawyers	110	58.25	121,200	37.40	77,800	47.35	98,500	69.65	144,800
56	Administrative and Support and Waste Management and Remediation Services	23-2011	Paralegals and Legal Assistants	80	29.25	60,800	21.95	45,600	26.85	55,800	34.65	72,100
56	Administrative and Support and Waste Management and Remediation Services	23-2093	Title Examiners, Abstractors, and Searchers	10	20.90	43,500	16.20	33,700	19.85	41,200	24.10	50,200
56	Administrative and Support and Waste Management and Remediation Services	25-0000	Education, Training, and Library Occupations	100	21.00	43,700	15.00	31,200	18.50	38,400	25.50	53,000

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56	Administrative and Support and Waste Management and Remediation Services	25-3021	Self-Enrichment Education Teachers	20	19.65	40,900	16.70	34,800	18.05	37,500	19.30	40,200
56	Administrative and Support and Waste Management and Remediation Services	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	1,210	33.20	69,100	23.40	48,600	29.80	62,000	41.80	87,000
56	Administrative and Support and Waste Management and Remediation Services	27-1011	Art Directors	10	39.15	81,400	28.75	59,800	41.60	86,500	47.20	98,100
56	Administrative and Support and Waste Management and Remediation Services	27-1014	Multimedia Artists and Animators		47.30	98,400	39.70	82,600	49.55	103,100	56.30	117,200
56	Administrative and Support and Waste Management and Remediation Services	27-1024	Graphic Designers	280	28.25	58,800	23.10	48,100	27.10	56,400	31.00	64,500
56	Administrative and Support and Waste Management and Remediation Services	27-1026	Merchandise Displayers and Window Trimmers	50	18.90	39,300	11.00	22,900	15.50	32,200	26.95	56,100
56	Administrative and Support and Waste Management and Remediation Services	27-1029	Designers, All Other		22.45	46,700	20.40	42,400	22.00	45,800	23.65	49,200
56	Administrative and Support and Waste Management and Remediation Services	27-2012	Producers and Directors		40.05	83,300	32.55	67,700	40.65	84,500	46.15	96,000
56	Administrative and Support and Waste Management and Remediation Services	27-3031	Public Relations Specialists	60	40.85	85,000	26.55	55,200	37.15	77,200	49.65	103,300
56	Administrative and Support and Waste Management and Remediation Services	27-3041	Editors	100	35.80	74,500	26.00	54,000	35.15	73,100	42.30	88,000
56	Administrative and Support and Waste Management and Remediation Services	27-3042	Technical Writers	210	36.35	75,600	26.95	56,100	33.90	70,500	45.55	94,700
56	Administrative and Support and Waste Management and Remediation Services	27-3043	Writers and Authors	60	36.05	75,000	18.95	39,400	22.45	46,700	37.55	78,100
56	Administrative and Support and Waste Management and Remediation Services	27-4011	Audio and Video Equipment Technicians	70	22.80	47,400	18.40	38,200	22.25	46,300	26.35	54,800
56	Administrative and Support and Waste Management and Remediation Services	27-4021	Photographers		46.60	96,900	24.20	50,400	34.95	72,700	82.85	172,400
56	Administrative and Support and Waste Management and Remediation Services	27-4032	Film and Video Editors		40.15	83,500	29.35	61,100	42.30	88,000	46.80	97,400
56	Administrative and Support and Waste Management and Remediation Services	27-4099	Media and Communication Equipment Workers, All Other		30.55	63,600	21.55	44,800	26.05	54,200	30.40	63,200
56	Administrative and Support and Waste Management and Remediation Services	29-0000	Healthcare Practitioners and Technical Occupations	6,280	34.05	70,800	25.50	53,100	30.90	64,200	42.10	87,600
56	Administrative and Support and Waste Management and Remediation Services	29-1021	Dentists, General	10	70.20	146,000	64.25	133,600	70.75	147,200	77.30	160,800
56	Administrative and Support and Waste Management and Remediation Services	29-1031	Dietitians and Nutritionists	10	32.30	67,200	26.55	55,300	29.55	61,400	39.70	82,500
56	Administrative and Support and Waste Management and Remediation Services	29-1051	Pharmacists		57.80	120,200	54.45	113,300	58.30	121,300	62.15	129,300
56	Administrative and Support and Waste Management and Remediation Services	29-1122	Occupational Therapists	20	45.90	95,500	42.20	87,700	45.70	95,100	49.25	102,400
56	Administrative and Support and Waste Management and Remediation Services	29-1123	Physical Therapists	30	48.35	100,500	42.90	89,200	47.90	99,600	54.15	112,600
56	Administrative and Support and Waste Management and Remediation Services	29-1141	Registered Nurses	2,860	39.00	81,100	31.45	65,400	38.55	80,200	46.75	97,300
56	Administrative and Support and Waste Management and Remediation Services	29-2010	Clinical Laboratory Technologists and Technicians	130	19.90	41,400	11.40	23,700	16.15	33,600	26.95	56,000

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56	Administrative and Support and Waste Management and Remediation Services	29-2021	Dental Hygienists		36.75	76,500	31.60	65,700	40.05	83,300	44.90	93,400
56	Administrative and Support and Waste Management and Remediation Services	29-2032	Diagnostic Medical Sonographers		43.30	90,100	34.25	71,300	44.65	92,800	50.75	105,600
56	Administrative and Support and Waste Management and Remediation Services	29-2052	Pharmacy Technicians	30	16.60	34,500	13.90	28,900	16.55	34,400	19.00	39,500
56	Administrative and Support and Waste Management and Remediation Services	29-2055	Surgical Technologists		26.50	55,200	22.80	47,500	26.35	54,800	29.75	61,800
56	Administrative and Support and Waste Management and Remediation Services	29-2061	Licensed Practical and Licensed Vocational Nurses	1,620	26.70	55,600	24.95	51,900	27.30	56,800	29.60	61,600
56	Administrative and Support and Waste Management and Remediation Services	29-2071	Medical Records and Health Information Technicians	480	23.60	49,100	16.65	34,700	21.30	44,300	29.45	61,300
56	Administrative and Support and Waste Management and Remediation Services	29-9011	Occupational Health and Safety Specialists	50	40.65	84,500	32.45	67,500	39.65	82,400	47.10	98,000
56	Administrative and Support and Waste Management and Remediation Services	29-9012	Occupational Health and Safety Technicians		29.20	60,700	20.20	42,100	27.50	57,200	36.65	76,300
56	Administrative and Support and Waste Management and Remediation Services	31-0000	Healthcare Support Occupations	5,560	14.95	31,100	11.75	24,500	14.00	29,200	17.20	35,700
56	Administrative and Support and Waste Management and Remediation Services	31-1011	Home Health Aides	830	11.40	23,700	9.80	20,400	10.95	22,800	12.50	26,000
56	Administrative and Support and Waste Management and Remediation Services	31-1014	Nursing Assistants	2,910	13.85	28,800	11.70	24,300	13.50	28,100	15.10	31,400
56	Administrative and Support and Waste Management and Remediation Services	31-1015	Orderlies	60	13.45	27,900	10.70	22,200	11.80	24,500	16.40	34,100
56	Administrative and Support and Waste Management and Remediation Services	31-9091	Dental Assistants		21.15	44,000	19.85	41,300	21.60	44,900	23.40	48,600
56	Administrative and Support and Waste Management and Remediation Services	31-9092	Medical Assistants	660	16.70	34,800	14.25	29,700	17.05	35,500	19.15	39,800
56	Administrative and Support and Waste Management and Remediation Services	31-9093	Medical Equipment Preparers	60	20.55	42,800	16.15	33,600	19.75	41,100	23.55	49,000
56	Administrative and Support and Waste Management and Remediation Services	31-9094	Medical Transcriptionists		21.85	45,400	15.10	31,400	22.10	45,900	26.30	54,800
56	Administrative and Support and Waste Management and Remediation Services	31-9097	Phlebotomists	490	17.25	35,900	14.20	29,600	16.40	34,200	19.70	41,000
56	Administrative and Support and Waste Management and Remediation Services	31-9099	Healthcare Support Workers, All Other		18.85	39,200	16.80	35,000	18.80	39,100	21.45	44,600
56	Administrative and Support and Waste Management and Remediation Services	33-0000	Protective Service Occupations	24,560	15.60	32,500	11.10	23,100	13.75	28,600	18.00	37,400
56	Administrative and Support and Waste Management and Remediation Services	33-1099	First-Line Supervisors of Protective Service Workers, All Other	910	26.45	55,100	19.50	40,500	26.80	55,800	31.85	66,300
56	Administrative and Support and Waste Management and Remediation Services	33-2021	Fire Inspectors and Investigators		22.65	47,100	17.05	35,500	20.60	42,800	25.00	52,000
56	Administrative and Support and Waste Management and Remediation Services	33-9021	Private Detectives and Investigators		35.60	74,100	28.55	59,400	34.05	70,800	39.35	81,800
56	Administrative and Support and Waste Management and Remediation Services	33-9032	Security Guards	22,450	14.35	29,900	10.90	22,700	13.30	27,700	16.75	34,800
56	Administrative and Support and Waste Management and Remediation Services	35-0000	Food Preparation and Serving-Related Occupations	910	14.85	30,900	10.90	22,700	13.35	27,800	17.20	35,800

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	270	18.40	38,300	12.40	25,800	16.80	34,900	25.50	53,000
56	Administrative and Support and Waste Management and Remediation Services	35-2012	Cooks, Institution and Cafeteria	60	15.10	31,400	11.55	24,000	15.00	31,200	17.85	37,200
56	Administrative and Support and Waste Management and Remediation Services	35-2014	Cooks, Restaurant	20	16.50	34,300	12.80	26,600	15.40	32,100	19.90	41,400
56	Administrative and Support and Waste Management and Remediation Services	35-2021	Food Preparation Workers	90	12.55	26,100	10.30	21,400	11.80	24,500	14.45	30,100
56	Administrative and Support and Waste Management and Remediation Services	35-3011	Bartenders		16.30	33,900	14.40	30,000	16.95	35,300	18.75	39,000
56	Administrative and Support and Waste Management and Remediation Services	35-3031	Waiters and Waitresses		12.45	25,900	9.85	20,500	11.70	24,300	14.35	29,800
56	Administrative and Support and Waste Management and Remediation Services	35-3041	Food Servers, Nonrestaurant	120	12.60	26,300	10.55	21,900	12.20	25,400	14.20	29,500
56	Administrative and Support and Waste Management and Remediation Services	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers		14.35	29,800	12.55	26,100	14.00	29,200	16.60	34,500
56	Administrative and Support and Waste Management and Remediation Services	35-9021	Dishwashers	20	12.05	25,100	10.20	21,200	11.80	24,600	13.75	28,600
56	Administrative and Support and Waste Management and Remediation Services	37-0000	Building and Grounds Cleaning and Maintenance Occupations	58,350	14.65	30,500	11.05	22,900	13.65	28,400	16.90	35,200
56	Administrative and Support and Waste Management and Remediation Services	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	1,820	21.95	45,700	17.65	36,700	21.50	44,700	25.35	52,800
56	Administrative and Support and Waste Management and Remediation Services	37-1012	First-Line Supervisors of Landscaping, Lawn Service, and Groundsk	1,530	26.05	54,100	20.30	42,200	24.70	51,400	30.70	63,800
56	Administrative and Support and Waste Management and Remediation Services	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	29,900	13.40	27,900	10.60	22,000	12.75	26,500	15.00	31,200
56	Administrative and Support and Waste Management and Remediation Services	37-2012	Maids and Housekeeping Cleaners	2,390	11.70	24,400	9.75	20,300	11.20	23,300	13.30	27,600
56	Administrative and Support and Waste Management and Remediation Services	37-2019	Building Cleaning Workers, All Other		20.55	42,700	20.15	41,900	21.95	45,700	23.85	49,600
56	Administrative and Support and Waste Management and Remediation Services	37-2021	Pest Control Workers	1,580	18.90	39,300	15.20	31,700	18.00	37,400	22.50	46,800
56	Administrative and Support and Waste Management and Remediation Services	37-3011	Landscaping and Groundskeeping Workers	19,810	14.90	31,000	11.95	24,800	14.35	29,800	17.45	36,300
56	Administrative and Support and Waste Management and Remediation Services	37-3012	Pesticide Handlers, Sprayers, and Applicators, Vegetation	160	17.55	36,500	14.30	29,700	17.65	36,700	20.75	43,100
56	Administrative and Support and Waste Management and Remediation Services	37-3019	Grounds Maintenance Workers, All Other		12.50	26,000	9.70	20,100	10.80	22,500	13.95	29,100
56	Administrative and Support and Waste Management and Remediation Services	39-0000	Personal Care and Service Occupations	990	14.45	30,000	10.15	21,200	11.55	24,100	15.00	31,200
56	Administrative and Support and Waste Management and Remediation Services	39-1021	First-Line Supervisors of Personal Service Workers	60	21.60	45,000	16.15	33,600	20.40	42,400	27.15	56,400
56	Administrative and Support and Waste Management and Remediation Services	39-3031	Ushers, Lobby Attendants, and Ticket Takers	210	11.10	23,100	10.00	20,800	10.90	22,700	11.80	24,600
56	Administrative and Support and Waste Management and Remediation Services	39-7010	Tour and travel guides	90	19.60	40,700	12.65	26,300	18.30	38,100	27.75	57,700
56	Administrative and Support and Waste Management and Remediation Services	39-9021	Personal Care Aides	260	12.80	26,600	10.65	22,100	11.85	24,600	13.55	28,200

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56	Administrative and Support and Waste Management and Remediation Services	39-9032	Recreation Workers		12.35	25,700	9.15	19,000	9.50	19,700	12.60	26,200
56	Administrative and Support and Waste Management and Remediation Services	39-9099	Personal Care and Service Workers, All Other	50	11.75	24,400	9.25	19,200	10.90	22,700	13.10	27,200
56	Administrative and Support and Waste Management and Remediation Services	41-0000	Sales and Related Occupations	13,520	27.15	56,400	14.00	29,200	21.55	44,800	33.55	69,700
56	Administrative and Support and Waste Management and Remediation Services	41-1011	First-Line Supervisors of Retail Sales Workers	170	21.00	43,700	14.40	30,000	18.85	39,300	26.25	54,600
56	Administrative and Support and Waste Management and Remediation Services	41-1012	First-Line Supervisors of Non-Retail Sales Workers	670	38.70	80,500	25.30	52,700	34.25	71,200	52.30	108,700
56	Administrative and Support and Waste Management and Remediation Services	41-2011	Cashiers	350	14.90	31,000	10.40	21,600	13.50	28,100	16.80	35,000
56	Administrative and Support and Waste Management and Remediation Services	41-2021	Counter and Rental Clerks		10.45	21,800	9.60	20,000	10.40	21,600	11.40	23,700
56	Administrative and Support and Waste Management and Remediation Services	41-2031	Retail Salespersons	400	12.60	26,200	9.80	20,400	11.35	23,600	14.30	29,700
56	Administrative and Support and Waste Management and Remediation Services	41-3021	Insurance Sales Agents	180	26.40	55,000	17.20	35,700	20.85	43,400	27.30	56,800
56	Administrative and Support and Waste Management and Remediation Services	41-3041	Travel Agents	2,030	23.65	49,200	13.85	28,800	20.55	42,700	28.85	60,000
56	Administrative and Support and Waste Management and Remediation Services	41-3099	Sales Representatives, Services, All Other	5,520	34.50	71,800	18.65	38,800	28.40	59,000	43.45	90,400
56	Administrative and Support and Waste Management and Remediation Services	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	610	38.10	79,200	23.15	48,200	36.50	75,900	48.15	100,100
56	Administrative and Support and Waste Management and Remediation Services	41-9011	Demonstrators and Product Promoters	740	18.80	39,100	12.85	26,700	20.35	42,300	24.00	49,900
56	Administrative and Support and Waste Management and Remediation Services	41-9031	Sales Engineers	20	49.70	103,400	35.90	74,600	44.35	92,200	67.85	141,100
56	Administrative and Support and Waste Management and Remediation Services	41-9041	Telemarketers	2,070	13.85	28,900	10.50	21,800	11.75	24,400	15.55	32,400
56	Administrative and Support and Waste Management and Remediation Services	41-9099	Sales and Related Workers, All Other	350	23.10	48,100	14.55	30,200	21.75	45,300	29.75	61,900
56	Administrative and Support and Waste Management and Remediation Services	43-0000	Office and Administrative Support Occupations	49,300	18.60	38,700	13.20	27,500	17.10	35,600	22.75	47,300
56	Administrative and Support and Waste Management and Remediation Services	43-1011	First-Line Supervisors of Office and Administrative Support Workers	2,920	28.45	59,100	21.20	44,100	27.45	57,100	34.15	71,000
56	Administrative and Support and Waste Management and Remediation Services	43-2011	Switchboard Operators, Including Answering Service		13.55	28,200	11.20	23,300	13.15	27,400	14.70	30,600
56	Administrative and Support and Waste Management and Remediation Services	43-3011	Bill and Account Collectors	2,010	20.05	41,700	13.40	27,900	16.80	35,000	24.05	50,100
56	Administrative and Support and Waste Management and Remediation Services	43-3021	Billing and Posting Clerks and Machine Operators	1,700	20.65	42,900	16.60	34,500	19.70	41,000	23.95	49,800
56	Administrative and Support and Waste Management and Remediation Services	43-3031	Bookkeeping, Accounting, and Auditing Clerks	3,230	21.90	45,600	16.95	35,200	21.50	44,700	26.50	55,100
56	Administrative and Support and Waste Management and Remediation Services	43-3051	Payroll and Timekeeping Clerks	330	22.60	47,000	17.35	36,100	22.00	45,700	27.45	57,100
56	Administrative and Support and Waste Management and Remediation Services	43-3061	Procurement Clerks	120	22.85	47,600	18.85	39,200	23.25	48,400	27.65	57,500

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56	Administrative and Support and Waste Management and Remediation Services	43-3071	Tellers	130	13.80	28,700	10.95	22,800	12.55	26,100	15.70	32,700
56	Administrative and Support and Waste Management and Remediation Services	43-3099	Financial Clerks, All Other	40	19.05	39,600	15.45	32,200	18.20	37,900	22.60	47,000
56	Administrative and Support and Waste Management and Remediation Services	43-4041	Credit Authorizers, Checkers, and Clerks	100	19.20	39,900	16.35	34,000	18.75	39,000	22.05	45,800
56	Administrative and Support and Waste Management and Remediation Services	43-4051	Customer Service Representatives	10,200	18.05	37,600	13.30	27,700	16.45	34,200	21.55	44,800
56	Administrative and Support and Waste Management and Remediation Services	43-4071	File Clerks	690	17.25	35,900	12.65	26,300	16.40	34,100	21.65	45,000
56	Administrative and Support and Waste Management and Remediation Services	43-4111	Interviewers, Except Eligibility and Loan	140	18.50	38,500	16.40	34,100	18.05	37,500	20.15	41,900
56	Administrative and Support and Waste Management and Remediation Services	43-4121	Library Assistants, Clerical	50	16.55	34,400	13.00	27,000	16.10	33,400	19.75	41,100
56	Administrative and Support and Waste Management and Remediation Services	43-4131	Loan Interviewers and Clerks	140	20.25	42,100	16.15	33,600	19.35	40,200	23.35	48,600
56	Administrative and Support and Waste Management and Remediation Services	43-4151	Order Clerks	70	17.35	36,100	12.80	26,600	14.95	31,100	21.40	44,600
56	Administrative and Support and Waste Management and Remediation Services	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	770	20.60	42,800	16.65	34,700	20.30	42,200	24.25	50,400
56	Administrative and Support and Waste Management and Remediation Services	43-4171	Receptionists and Information Clerks	1,590	15.80	32,800	12.85	26,800	15.20	31,600	18.40	38,300
56	Administrative and Support and Waste Management and Remediation Services	43-4181	Reservation and Transportation Ticket Agents and Travel Clerks	130	20.70	43,100	14.85	30,900	18.60	38,700	27.60	57,400
56	Administrative and Support and Waste Management and Remediation Services	43-4199	Information and Record Clerks, All Other	520	22.00	45,700	17.70	36,800	21.60	44,900	24.85	51,700
56	Administrative and Support and Waste Management and Remediation Services	43-5021	Couriers and Messengers	130	14.95	31,100	11.50	23,900	14.30	29,800	18.05	37,600
56	Administrative and Support and Waste Management and Remediation Services	43-5032	Dispatchers, Except Police, Fire, and Ambulance	1,030	21.00	43,700	14.30	29,800	19.45	40,400	24.50	51,000
56	Administrative and Support and Waste Management and Remediation Services	43-5041	Meter Readers, Utilities	160	19.10	39,700	15.95	33,200	17.95	37,400	21.55	44,800
56	Administrative and Support and Waste Management and Remediation Services	43-5061	Production, Planning, and Expediting Clerks	660	21.90	45,500	16.30	33,900	21.40	44,500	27.55	57,300
56	Administrative and Support and Waste Management and Remediation Services	43-5071	Shipping, Receiving, and Traffic Clerks	1,180	14.60	30,400	10.15	21,200	12.50	26,000	17.05	35,400
56	Administrative and Support and Waste Management and Remediation Services	43-5081	Stock Clerks and Order Fillers	3,080	13.85	28,800	10.60	22,000	12.20	25,400	15.20	31,700
56	Administrative and Support and Waste Management and Remediation Services	43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping	520	15.45	32,100	10.95	22,700	13.75	28,600	17.55	36,500
56	Administrative and Support and Waste Management and Remediation Services	43-6011	Executive Secretaries and Executive Administrative Assistants	800	29.75	61,900	23.45	48,700	29.70	61,800	35.50	73,900
56	Administrative and Support and Waste Management and Remediation Services	43-6012	Legal Secretaries	30	27.75	57,800	18.10	37,600	24.30	50,500	33.55	69,800
56	Administrative and Support and Waste Management and Remediation Services	43-6013	Medical Secretaries	120	19.10	39,800	16.25	33,800	18.70	38,900	22.45	46,700
56	Administrative and Support and Waste Management and Remediation Services	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	5,110	19.10	39,700	15.30	31,800	18.20	37,900	22.85	47,600

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56	Administrative and Support and Waste Management and Remediation Services	43-9011	Computer Operators	160	19.50	40,600	11.00	22,900	18.50	38,500	25.55	53,100
56	Administrative and Support and Waste Management and Remediation Services	43-9021	Data Entry Keyers	1,210	17.55	36,500	13.95	29,000	17.15	35,700	20.20	42,000
56	Administrative and Support and Waste Management and Remediation Services	43-9022	Word Processors and Typists	20	18.95	39,400	16.20	33,700	19.30	40,200	22.45	46,700
56	Administrative and Support and Waste Management and Remediation Services	43-9031	Desktop Publishers	50	28.35	59,000	19.05	39,600	28.15	58,600	36.70	76,300
56	Administrative and Support and Waste Management and Remediation Services	43-9041	Insurance Claims and Policy Processing Clerks	140	20.65	43,000	15.30	31,800	19.35	40,300	24.00	49,900
56	Administrative and Support and Waste Management and Remediation Services	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	580	16.45	34,200	11.35	23,600	16.70	34,700	20.25	42,100
56	Administrative and Support and Waste Management and Remediation Services	43-9061	Office Clerks, General	7,880	14.90	31,000	10.90	22,700	14.15	29,500	18.10	37,700
56	Administrative and Support and Waste Management and Remediation Services	43-9071	Office Machine Operators, Except Computer	490	16.25	33,800	13.15	27,300	15.00	31,200	18.75	39,000
56	Administrative and Support and Waste Management and Remediation Services	43-9081	Proofreaders and Copy Markers	50	22.60	47,000	18.00	37,400	22.15	46,100	27.20	56,500
56	Administrative and Support and Waste Management and Remediation Services	43-9199	Office and Administrative Support Workers, All Other	310	16.70	34,800	9.55	19,800	15.80	32,900	20.75	43,100
56	Administrative and Support and Waste Management and Remediation Services	45-0000	Farming, Fishing, and Forestry Occupations		14.15	29,400	10.10	21,000	13.00	27,000	17.55	36,500
56	Administrative and Support and Waste Management and Remediation Services	45-2092	Farmworkers and Laborers, Crop, Nursery, and Greenhouse		14.15	29,400	10.10	21,000	13.00	27,000	17.55	36,500
56	Administrative and Support and Waste Management and Remediation Services	47-0000	Construction and Extraction Occupations	4,120	27.20	56,600	19.40	40,300	25.40	52,800	31.35	65,200
56	Administrative and Support and Waste Management and Remediation Services	47-1011	First-Line Supervisors of Construction Trades and Extraction Work	270	35.35	73,500	24.60	51,200	32.55	67,700	43.50	90,500
56	Administrative and Support and Waste Management and Remediation Services	47-2031	Carpenters	440	29.90	62,200	24.65	51,300	28.10	58,400	36.00	74,900
56	Administrative and Support and Waste Management and Remediation Services	47-2061	Construction Laborers	890	23.95	49,800	16.35	34,000	19.50	40,600	28.15	58,500
56	Administrative and Support and Waste Management and Remediation Services	47-2073	Operating Engineers and Other Construction Equipment Operators	100	28.25	58,700	22.20	46,200	24.90	51,800	30.85	64,100
56	Administrative and Support and Waste Management and Remediation Services	47-2111	Electricians	340	31.30	65,100	22.80	47,400	27.65	57,500	36.15	75,200
56	Administrative and Support and Waste Management and Remediation Services	47-2141	Painters, Construction and Maintenance	60	19.55	40,600	13.45	28,000	19.75	41,000	25.80	53,700
56	Administrative and Support and Waste Management and Remediation Services	47-2152	Plumbers, Pipefitters, and Steamfitters	140	40.40	84,100	25.55	53,200	38.95	81,000	55.35	115,200
56	Administrative and Support and Waste Management and Remediation Services	47-2211	Sheet Metal Workers	20								
56	Administrative and Support and Waste Management and Remediation Services	47-3013	Helpers--Electricians		16.35	34,000	15.20	31,600	16.40	34,100	17.65	36,800
56	Administrative and Support and Waste Management and Remediation Services	47-4011	Construction and Building Inspectors	120	32.65	67,900	24.65	51,300	34.30	71,300	42.50	88,400
56	Administrative and Support and Waste Management and Remediation Services	47-4041	Hazardous Materials Removal Workers	820	27.50	57,200	21.35	44,400	27.80	57,800	32.35	67,300

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56	Administrative and Support and Waste Management and Remediation Services	47-4051	Highway Maintenance Workers		26.85	55,900	25.55	53,100	27.10	56,400	28.70	59,700
56	Administrative and Support and Waste Management and Remediation Services	47-4071	Septic Tank Servicers and Sewer Pipe Cleaners	280	22.80	47,500	20.75	43,200	23.05	48,000	25.30	52,600
56	Administrative and Support and Waste Management and Remediation Services	47-4090	Miscellaneous Construction and Related Workers	230	18.55	38,600	16.15	33,600	17.80	37,000	20.55	42,700
56	Administrative and Support and Waste Management and Remediation Services	47-5021	Earth Drillers, Except Oil and Gas		27.75	57,800	25.40	52,800	28.10	58,500	31.55	65,600
56	Administrative and Support and Waste Management and Remediation Services	49-0000	Installation, Maintenance, and Repair Occupations	5,680	25.60	53,200	17.55	36,500	24.25	50,400	31.15	64,700
56	Administrative and Support and Waste Management and Remediation Services	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	470	39.10	81,400	32.15	66,900	40.40	84,000	47.15	98,000
56	Administrative and Support and Waste Management and Remediation Services	49-2011	Computer, Automated Teller, and Office Machine Repairers	130	21.60	45,000	17.15	35,600	20.20	42,100	24.20	50,300
56	Administrative and Support and Waste Management and Remediation Services	49-2021	Radio, Cellular, and Tower Equipment Installers and Repairers	80	42.65	88,800	40.30	83,900	45.15	93,900	49.85	103,600
56	Administrative and Support and Waste Management and Remediation Services	49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers		24.00	50,000	18.80	39,100	22.00	45,800	29.65	61,700
56	Administrative and Support and Waste Management and Remediation Services	49-2094	Electrical and Electronics Repairers, Commercial and Industrial Equipment		21.55	44,800	13.50	28,100	15.90	33,000	24.35	50,700
56	Administrative and Support and Waste Management and Remediation Services	49-2098	Security and Fire Alarm Systems Installers	1,420	26.50	55,100	21.55	44,800	27.15	56,400	31.30	65,100
56	Administrative and Support and Waste Management and Remediation Services	49-3011	Aircraft Mechanics and Service Technicians	150								
56	Administrative and Support and Waste Management and Remediation Services	49-3023	Automotive Service Technicians and Mechanics	130	22.40	46,600	19.75	41,100	22.30	46,400	24.85	51,600
56	Administrative and Support and Waste Management and Remediation Services	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	480	26.60	55,300	21.95	45,700	26.35	54,800	29.75	61,900
56	Administrative and Support and Waste Management and Remediation Services	49-3042	Mobile Heavy Equipment Mechanics, Except Engines	30	26.10	54,300	22.30	46,400	26.75	55,600	29.90	62,100
56	Administrative and Support and Waste Management and Remediation Services	49-3053	Outdoor Power Equipment and Other Small Engine Mechanics	110	20.60	42,800	16.65	34,700	18.55	38,600	25.50	53,100
56	Administrative and Support and Waste Management and Remediation Services	49-3093	Tire Repairers and Changers		16.30	33,900	11.75	24,400	14.85	30,900	17.70	36,800
56	Administrative and Support and Waste Management and Remediation Services	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	30	26.65	55,500	25.25	52,500	27.65	57,500	30.00	62,400
56	Administrative and Support and Waste Management and Remediation Services	49-9041	Industrial Machinery Mechanics	220	26.00	54,100	20.25	42,100	25.10	52,200	31.45	65,500
56	Administrative and Support and Waste Management and Remediation Services	49-9043	Maintenance Workers, Machinery	40	24.00	49,900	18.75	39,000	23.25	48,400	28.60	59,500
56	Administrative and Support and Waste Management and Remediation Services	49-9044	Millwrights		40.20	83,600	34.60	72,000	42.55	88,500	46.80	97,300
56	Administrative and Support and Waste Management and Remediation Services	49-9071	Maintenance and Repair Workers, General	1,100	21.35	44,500	16.15	33,600	18.45	38,400	23.80	49,500
56	Administrative and Support and Waste Management and Remediation Services	49-9094	Locksmiths and Safe Repairers	360	21.00	43,600	15.90	33,100	18.30	38,000	25.35	52,700
56	Administrative and Support and Waste Management and Remediation Services	49-9098	Helpers--Installation, Maintenance, and Repair Workers	160	15.85	33,000	13.40	27,800	14.85	30,900	17.50	36,400

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	49-9099	Installation, Maintenance, and Repair Workers, All Other	380	17.55	36,500	11.70	24,300	14.70	30,600	21.70	45,100
56	Administrative and Support and Waste Management and Remediation Services	51-0000	Production Occupations	10,870	14.45	30,100	9.70	20,100	12.15	25,300	16.85	35,000
56	Administrative and Support and Waste Management and Remediation Services	51-1011	First-Line Supervisors of Production and Operating Workers	190	30.30	63,000	20.60	42,800	29.50	61,400	38.85	80,800
56	Administrative and Support and Waste Management and Remediation Services	51-2028	Electrical, electronic, and electromechanical assemblers, except coil winders, tapers, and finishers		17.35	36,100	11.65	24,300	16.95	35,300	21.65	45,000
56	Administrative and Support and Waste Management and Remediation Services	51-2098	Assemblers and fabricators, all other, including team assemblers	1,510	11.20	23,300	9.25	19,300	9.70	20,200	11.85	24,700
56	Administrative and Support and Waste Management and Remediation Services	51-4011	Computer-Controlled Machine Tool Operators, Metal and Plastic	30	21.45	44,600	13.60	28,300	21.45	44,600	28.80	59,900
56	Administrative and Support and Waste Management and Remediation Services	51-4031	Cutting, Punching, and Press Machine Setters, Operators, and Tenders, Metal and Plastic		16.10	33,500	12.50	26,000	16.35	34,000	19.20	39,900
56	Administrative and Support and Waste Management and Remediation Services	51-4033	Grinding, Lapping, Polishing, and Buffing Machine Tool Setters, Operators, and Tenders, Metal and Plastic		12.65	26,300	10.40	21,700	11.25	23,400	12.10	25,100
56	Administrative and Support and Waste Management and Remediation Services	51-4041	Machinists	90	26.35	54,800	20.95	43,500	26.65	55,500	30.15	62,800
56	Administrative and Support and Waste Management and Remediation Services	51-4072	Molding, Coremaking, and Casting Machine Setters, Operators, and Tenders, Metal and Plastic		13.40	27,900	12.20	25,400	13.45	27,900	14.60	30,400
56	Administrative and Support and Waste Management and Remediation Services	51-4081	Multiple Machine Tool Setters, Operators, and Tenders, Metal and Plastic	20	13.60	28,300	11.50	23,900	13.30	27,700	15.50	32,200
56	Administrative and Support and Waste Management and Remediation Services	51-4111	Tool and Die Makers	10	32.00	66,500	28.10	58,500	33.40	69,500	36.85	76,600
56	Administrative and Support and Waste Management and Remediation Services	51-4121	Welders, Cutters, Solderers, and Brazers	150	22.85	47,500	18.25	37,900	22.20	46,100	26.60	55,300
56	Administrative and Support and Waste Management and Remediation Services	51-4199	Metal Workers and Plastic Workers, All Other	30								
56	Administrative and Support and Waste Management and Remediation Services	51-5111	Prepress Technicians and Workers	60	19.35	40,300	12.90	26,900	18.40	38,200	23.80	49,600
56	Administrative and Support and Waste Management and Remediation Services	51-5112	Printing Press Operators	90	17.50	36,400	10.95	22,800	13.90	28,900	23.80	49,500
56	Administrative and Support and Waste Management and Remediation Services	51-5113	Print Binding and Finishing Workers	410	15.30	31,800	9.55	19,800	12.35	25,600	20.45	42,600
56	Administrative and Support and Waste Management and Remediation Services	51-6011	Laundry and Dry-Cleaning Workers		11.35	23,600	9.60	20,000	10.90	22,600	12.40	25,800
56	Administrative and Support and Waste Management and Remediation Services	51-6062	Textile Cutting Machine Setters, Operators, and Tenders	40	13.75	28,600	10.65	22,200	11.85	24,600	14.50	30,200
56	Administrative and Support and Waste Management and Remediation Services	51-8021	Stationary Engineers and Boiler Operators	50	26.60	55,300	22.00	45,700	25.15	52,300	29.95	62,300
56	Administrative and Support and Waste Management and Remediation Services	51-8031	Water and Wastewater Treatment Plant and System Operators	60	27.25	56,700	25.20	52,400	27.45	57,100	29.65	61,600
56	Administrative and Support and Waste Management and Remediation Services	51-9023	Mixing and Blending Machine Setters, Operators, and Tenders	130	15.15	31,500	11.95	24,900	14.30	29,700	17.65	36,700
56	Administrative and Support and Waste Management and Remediation Services	51-9032	Cutting and Slicing Machine Setters, Operators, and Tenders	20	11.80	24,500	9.50	19,700	10.60	22,100	11.80	24,500
56	Administrative and Support and Waste Management and Remediation Services	51-9041	Extruding, Forming, Pressing, and Compacting Machine Setters, Operators, and Tenders	40	15.85	32,900	12.35	25,700	14.30	29,800	18.40	38,300

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
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56	Administrative and Support and Waste Management and Remediation Services	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	1,610	16.25	33,800	11.40	23,700	14.70	30,600	19.60	40,800
56	Administrative and Support and Waste Management and Remediation Services	51-9111	Packaging and Filling Machine Operators and Tenders	3,730	12.05	25,000	9.30	19,300	10.80	22,500	13.80	28,700
56	Administrative and Support and Waste Management and Remediation Services	51-9123	Painting, Coating, and Decorating Workers	20	14.50	30,100	9.55	19,800	11.65	24,300	15.55	32,300
56	Administrative and Support and Waste Management and Remediation Services	51-9192	Cleaning, Washing, and Metal Pickling Equipment Operators and Tenders	140	11.15	23,200	9.55	19,800	10.65	22,100	11.85	24,600
56	Administrative and Support and Waste Management and Remediation Services	51-9198	Helpers--Production Workers	170	13.40	27,900	10.70	22,300	13.00	27,000	15.70	32,700
56	Administrative and Support and Waste Management and Remediation Services	51-9199	Production Workers, All Other	550	15.30	31,800	11.20	23,300	13.95	29,100	18.10	37,700
56	Administrative and Support and Waste Management and Remediation Services	53-0000	Transportation and Material Moving Occupations	74,850	13.45	28,000	9.70	20,200	11.50	23,900	15.05	31,300
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	1,050	29.40	61,200	20.40	42,400	28.75	59,800	36.95	76,900
56	Administrative and Support and Waste Management and Remediation Services	53-3032	Heavy and Tractor-Trailer Truck Drivers	4,720	22.90	47,600	18.90	39,300	22.65	47,100	27.15	56,400
56	Administrative and Support and Waste Management and Remediation Services	53-3033	Light Truck or Delivery Services Drivers	1,670	19.20	39,900	14.20	29,600	19.65	40,900	23.60	49,100
56	Administrative and Support and Waste Management and Remediation Services	53-3041	Taxi Drivers and Chauffeurs	150	13.25	27,600	11.65	24,300	13.10	27,200	14.55	30,300
56	Administrative and Support and Waste Management and Remediation Services	53-3099	Motor Vehicle Operators, All Other	60	19.30	40,100	12.90	26,800	16.50	34,300	22.65	47,200
56	Administrative and Support and Waste Management and Remediation Services	53-7021	Crane and Tower Operators		32.90	68,400	26.65	55,400	30.75	64,000	40.40	84,000
56	Administrative and Support and Waste Management and Remediation Services	53-7032	Excavating and Loading Machine and Dragline Operators	20	27.25	56,700	22.30	46,400	26.20	54,500	30.40	63,300
56	Administrative and Support and Waste Management and Remediation Services	53-7051	Industrial Truck and Tractor Operators	3,470	16.20	33,700	12.25	25,400	14.50	30,200	19.45	40,500
56	Administrative and Support and Waste Management and Remediation Services	53-7061	Cleaners of Vehicles and Equipment	120	17.15	35,600	15.55	32,300	17.05	35,500	18.65	38,800
56	Administrative and Support and Waste Management and Remediation Services	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	49,090	12.30	25,600	9.65	20,100	11.25	23,400	14.05	29,200
56	Administrative and Support and Waste Management and Remediation Services	53-7063	Machine Feeders and Offbearers	40	11.90	24,800	9.80	20,400	10.90	22,700	12.25	25,400
56	Administrative and Support and Waste Management and Remediation Services	53-7064	Packers and Packers, Hand	13,270	11.10	23,100	9.35	19,500	9.95	20,700	11.70	24,300
56	Administrative and Support and Waste Management and Remediation Services	53-7081	Refuse and Recyclable Material Collectors	820	16.30	33,900	12.20	25,400	14.40	30,000	20.05	41,700
61	Educational Services	00-0000	Total all occupations	396,960	30.85	64,200	17.85	37,200	28.20	58,600	39.15	81,400
61	Educational Services	11-0000	Management Occupations	15,730	63.60	132,300	50.30	104,700	60.30	125,400	73.60	153,100
61	Educational Services	11-1011	Chief Executives	30	114.65	238,500	84.65	176,100				
61	Educational Services	11-1021	General and Operations Managers	430	76.85	159,800	47.00	97,800	61.70	128,400	98.95	205,800
61	Educational Services	11-2021	Marketing Managers	90	70.70	147,000	52.40	109,000	64.05	133,200	89.70	186,600
61	Educational Services	11-2022	Sales Managers	30	76.75	159,600	55.35	115,100	72.85	151,500	93.00	193,500
61	Educational Services	11-2031	Public Relations and Fundraising Managers	320	62.35	129,700	45.60	94,900	55.90	116,300	71.05	147,800
61	Educational Services	11-3011	Administrative Services Managers	1,570	57.30	119,200	44.40	92,300	55.25	114,900	68.55	142,600
61	Educational Services	11-3021	Computer and Information Systems Managers	270	72.15	150,100	56.05	116,600	66.15	137,600	81.55	169,600
61	Educational Services	11-3031	Financial Managers	460	77.05	160,300	56.95	118,400	69.25	144,000	87.55	182,100

*See Footnotes on Page 90

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

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61	Educational Services	11-3061	Purchasing Managers	20	70.40	146,500	53.65	111,600	62.30	129,500	75.35	156,700
61	Educational Services	11-3071	Transportation, Storage, and Distribution Managers	20	54.95	114,300	46.00	95,600	56.15	116,700	64.15	133,400
61	Educational Services	11-3121	Human Resources Managers	160	65.25	135,700	53.00	110,300	60.95	126,800	74.15	154,200
61	Educational Services	11-3131	Training and Development Managers	60	68.05	141,500	56.40	117,300	67.10	139,600	78.95	164,200
61	Educational Services	11-9021	Construction Managers	20	57.85	120,300	48.25	100,300	56.35	117,200	64.15	133,400
61	Educational Services	11-9031	Education Administrators, Preschool and Childcare Center/Program	110	48.35	100,600	31.85	66,200	50.50	105,100	68.05	141,600
61	Educational Services	11-9032	Education Administrators, Elementary and Secondary School	8,880		127,400		108,900		126,300		149,400
61	Educational Services	11-9033	Education Administrators, Postsecondary	1,950	73.80	153,500	48.55	101,000	62.80	130,600	87.70	182,400
61	Educational Services	11-9039	Education Administrators, All Other	390	49.00	102,000	39.15	81,400	45.75	95,100	56.80	118,100
61	Educational Services	11-9051	Food Service Managers	60	44.35	92,300	36.90	76,800	44.55	92,700	51.00	106,100
61	Educational Services	11-9111	Medical and Health Services Managers	190	60.15	125,100	47.35	98,500	56.35	117,200	65.85	137,000
61	Educational Services	11-9151	Social and Community Service Managers	70	50.40	104,800	42.55	88,500	51.20	106,500	58.90	122,500
61	Educational Services	11-9161	Emergency Management Directors	10	54.75	113,900	49.50	102,900	56.45	117,400	62.30	129,500
61	Educational Services	11-9199	Managers, All Other	520	71.50	148,700	51.15	106,400	64.45	134,100	87.60	182,200
61	Educational Services	13-0000	Business and Financial Operations Occupations	8,300	35.60	74,100	27.55	57,400	34.15	71,000	42.10	87,500
61	Educational Services	13-1020	Buyers and Purchasing Agents	160	35.65	74,200	29.30	60,900	35.05	72,900	41.30	85,900
61	Educational Services	13-1031	Claims Adjusters, Examiners, and Investigators		37.20	77,400	32.20	67,000	36.65	76,300	42.60	88,600
61	Educational Services	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	210	37.55	78,200	29.10	60,600	35.60	74,000	44.30	92,100
61	Educational Services	13-1051	Cost Estimators	20	37.30	77,600	33.10	68,900	36.35	75,600	39.70	82,600
61	Educational Services	13-1071	Human Resources Specialists	720	32.10	66,800	24.65	51,300	29.70	61,800	37.65	78,300
61	Educational Services	13-1075	Labor Relations Specialists	40	52.80	109,800	37.55	78,100	48.05	99,900	62.65	130,300
61	Educational Services	13-1111	Management Analysts	140								
61	Educational Services	13-1121	Meeting, Convention, and Event Planners	310	31.30	65,100	24.20	50,300	29.60	61,600	37.35	77,700
61	Educational Services	13-1131	Fundraisers	310	34.55	71,900	27.20	56,600	33.65	69,900	42.65	88,700
61	Educational Services	13-1141	Compensation, Benefits, and Job Analysis Specialists	70	35.00	72,800	27.90	58,000	34.20	71,100	40.45	84,100
61	Educational Services	13-1151	Training and Development Specialists	540	31.00	64,500	21.65	45,000	31.55	65,600	38.05	79,200
61	Educational Services	13-1161	Market Research Analysts and Marketing Specialists	250	37.15	77,200	27.45	57,100	35.10	73,000	43.10	89,600
61	Educational Services	13-1199	Business Operations Specialists, All Other	3,630	35.35	73,500	28.00	58,200	33.95	70,600	40.85	84,900
61	Educational Services	13-2011	Accountants and Auditors	900	38.50	80,000	30.70	63,800	37.35	77,700	45.85	95,300
61	Educational Services	13-2031	Budget Analysts	120	40.95	85,200	32.50	67,600	38.70	80,500	47.60	99,000
61	Educational Services	13-2051	Financial Analysts	140	44.10	91,700	33.05	68,700	39.90	83,000	53.65	111,600
61	Educational Services	13-2071	Credit Counselors	230	29.75	61,800	22.30	46,400	28.35	59,000	36.45	75,800
61	Educational Services	13-2099	Financial Specialists, All Other	450	35.15	73,100	27.40	57,000	34.60	71,900	42.65	88,700
61	Educational Services	15-0000	Computer and Mathematical Occupations	5,100	39.00	81,200	28.30	58,900	36.70	76,400	48.05	100,000
61	Educational Services	15-1121	Computer Systems Analysts	340	48.50	100,800	38.80	80,700	48.10	100,000	58.45	121,600
61	Educational Services	15-1122	Information Security Analysts	60	53.10	110,400	41.00	85,300	52.40	109,000	59.90	124,600
61	Educational Services	15-1131	Computer Programmers	220	41.30	85,900	31.10	64,700	39.05	81,200	52.90	110,100
61	Educational Services	15-1132	Software Developers, Applications	440	42.00	87,300	33.75	70,200	41.25	85,800	49.95	103,900
61	Educational Services	15-1133	Software Developers, Systems Software	300	53.65	111,600	43.90	91,300	53.70	111,700	61.40	127,800
61	Educational Services	15-1134	Web Developers	180	35.50	73,900	29.35	61,100	35.00	72,800	40.55	84,300
61	Educational Services	15-1141	Database Administrators	180	45.75	95,200	35.40	73,700	43.50	90,500	55.90	116,300
61	Educational Services	15-1142	Network and Computer Systems Administrators	1,020	44.05	91,600	35.55	74,000	43.05	89,500	50.75	105,600
61	Educational Services	15-1143	Computer Network Architects	100	52.60	109,400	37.15	77,300	50.80	105,600	65.70	136,700
61	Educational Services	15-1151	Computer User Support Specialists	1,710	27.70	57,600	22.45	46,700	27.80	57,800	33.25	69,200
61	Educational Services	15-1152	Computer Network Support Specialists	130	34.75	72,200	26.30	54,700	32.85	68,300	40.40	84,000
61	Educational Services	15-1199	Computer Occupations, All Other	250	40.35	83,900	30.45	63,400	40.20	83,600	48.85	101,600
61	Educational Services	17-0000	Architecture and Engineering Occupations	80	42.55	88,500	30.80	64,100	42.65	88,700	53.45	111,200
61	Educational Services	17-2199	Engineers, All Other	20	52.90	110,000	41.85	87,100	51.00	106,100	61.40	127,700
61	Educational Services	19-0000	Life, Physical, and Social Science Occupations	3,940	39.05	81,300	27.95	58,200	35.85	74,600	46.70	97,100

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61	Educational Services	19-1023	Zoologists and Wildlife Biologists	10	38.45	80,000	28.20	58,600	41.45	86,300	46.75	97,200
61	Educational Services	19-1029	Biological Scientists, All Other	10	43.95	91,400	40.25	83,700	44.45	92,500	48.50	100,900
61	Educational Services	19-1099	Life Scientists, All Other	130	30.70	63,800	25.60	53,300	30.40	63,200	35.90	74,700
61	Educational Services	19-2099	Physical Scientists, All Other	140	32.15	66,900	25.80	53,600	30.00	62,400	37.45	77,900
61	Educational Services	19-3031	Clinical, Counseling, and School Psychologists	2,270	37.70	78,400	29.55	61,500	36.65	76,200	45.10	93,800
61	Educational Services	19-4021	Biological Technicians	10	27.25	56,700	20.40	42,400	24.50	50,900	31.05	64,600
61	Educational Services	19-4031	Chemical Technicians	20	24.80	51,600	20.95	43,500	23.80	49,500	29.15	60,700
61	Educational Services	19-4061	Social Science Research Assistants	10	24.10	50,100	17.70	36,800	19.90	41,400	23.75	49,400
61	Educational Services	19-4099	Life, Physical, and Social Science Technicians, All Other	490	25.15	52,300	19.25	40,000	24.15	50,200	29.95	62,300
61	Educational Services	21-0000	Community and Social Services Occupations	11,340	33.80	70,300	26.35	54,800	32.40	67,400	41.95	87,200
61	Educational Services	21-1012	Educational, Guidance, School, and Vocational Counselors	6,510	35.25	73,400	27.45	57,100	33.85	70,400	43.55	90,600
61	Educational Services	21-1015	Rehabilitation Counselors	110	27.40	56,900	23.15	48,200	26.70	55,500	30.10	62,600
61	Educational Services	21-1018	Substance abuse, behavioral disorder, and mental health counselors	1,470	32.40	67,400	24.85	51,700	31.25	65,000	39.05	81,200
61	Educational Services	21-1019	Counselors, All Other	70	37.10	77,100	30.35	63,200	34.85	72,500	39.45	82,100
61	Educational Services	21-1021	Child, Family, and School Social Workers	2,300	35.00	72,800	27.85	57,900	34.10	70,900	42.70	88,800
61	Educational Services	21-1022	Healthcare Social Workers	20	31.90	66,300	27.40	57,000	30.85	64,200	36.30	75,500
61	Educational Services	21-1023	Mental Health and Substance Abuse Social Workers		35.80	74,500	30.60	63,700	35.30	73,500	39.75	82,700
61	Educational Services	21-1091	Health Educators	120	30.60	63,600	22.85	47,500	28.65	59,600	38.30	79,600
61	Educational Services	21-1094	Community Health Workers	40	30.05	62,500	21.35	44,400	26.05	54,100	37.55	78,100
61	Educational Services	21-1099	Community and Social Service Specialists, All Other	130	22.50	46,800	16.40	34,100	20.40	42,500	27.30	56,800
61	Educational Services	21-2011	Clergy	100	17.20	35,700	10.40	21,700	12.30	25,600	24.70	51,400
61	Educational Services	21-2021	Directors, Religious Activities and Education		35.80	74,500	31.90	66,300	34.85	72,500	37.80	78,600
61	Educational Services	23-0000	Legal Occupations	140	69.60	144,700	38.65	80,400	59.25	123,300	85.85	178,500
61	Educational Services	23-1011	Lawyers	100	83.55	173,800	54.75	113,900	71.85	149,500		
61	Educational Services	23-2011	Paralegals and Legal Assistants	30	33.20	69,000	28.40	59,100	33.15	69,000	37.25	77,400
61	Educational Services	25-0000	Education, Training, and Library Occupations	253,610	30.60	63,600	18.00	37,400	28.95	60,200	39.10	81,400
61	Educational Services	25-1011	Business Teachers, Postsecondary	2,510		111,700		64,600		96,500		140,300
61	Educational Services	25-1021	Computer Science Teachers, Postsecondary	1,390		105,900		64,600		94,200		130,100
61	Educational Services	25-1022	Mathematical Science Teachers, Postsecondary	1,680		95,500		57,400		81,600		120,600
61	Educational Services	25-1031	Architecture Teachers, Postsecondary	220								
61	Educational Services	25-1032	Engineering Teachers, Postsecondary	1,270		116,300		78,700		105,700		145,100
61	Educational Services	25-1041	Agricultural Sciences Teachers, Postsecondary	80		80,900		56,900		76,100		99,800
61	Educational Services	25-1042	Biological Science Teachers, Postsecondary	1,530		103,700		64,600		90,400		128,300
61	Educational Services	25-1051	Atmospheric, Earth, Marine, and Space Sciences Teachers, Postsecondary	110		101,900		74,300		95,100		124,000
61	Educational Services	25-1052	Chemistry Teachers, Postsecondary	830		92,400		60,300		81,800		109,600
61	Educational Services	25-1053	Environmental Science Teachers, Postsecondary	160		103,700		69,400		91,400		123,000
61	Educational Services	25-1054	Physics Teachers, Postsecondary	450		111,300		70,800		98,400		143,000
61	Educational Services	25-1061	Anthropology and Archeology Teachers, Postsecondary	190		100,800		66,500		89,100		125,600
61	Educational Services	25-1062	Area, Ethnic, and Cultural Studies Teachers, Postsecondary	330		127,900		60,600		97,000		190,300
61	Educational Services	25-1063	Economics Teachers, Postsecondary	340		117,200		73,800		102,400		152,000
61	Educational Services	25-1064	Geography Teachers, Postsecondary	50		109,000		68,900		87,100		176,300
61	Educational Services	25-1065	Political Science Teachers, Postsecondary	640		92,800		61,500		80,700		106,800
61	Educational Services	25-1066	Psychology Teachers, Postsecondary	1,150		99,700		62,400		87,000		127,400
61	Educational Services	25-1067	Sociology Teachers, Postsecondary	480		94,600		58,000		82,000		118,600
61	Educational Services	25-1069	Social Sciences Teachers, Postsecondary, All Other	230		99,700		65,700		81,000		132,800
61	Educational Services	25-1071	Health Specialties Teachers, Postsecondary	4,330		109,500		54,400		93,100		138,800
61	Educational Services	25-1072	Nursing Instructors and Teachers, Postsecondary	1,660		87,300		61,900		89,000		113,500
61	Educational Services	25-1081	Education Teachers, Postsecondary	1,400		88,900		54,200		79,000		106,700
61	Educational Services	25-1082	Library Science Teachers, Postsecondary	140		76,200		58,100		73,200		91,000
61	Educational Services	25-1111	Criminal Justice and Law Enforcement Teachers, Postsecondary	470		87,300		52,800		81,100		114,300

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	25-1112	Law Teachers, Postsecondary			138,400		63,100		131,300		193,800
61	Educational Services	25-1113	Social Work Teachers, Postsecondary	560		80,800		55,400		71,900		93,200
61	Educational Services	25-1121	Art, Drama, and Music Teachers, Postsecondary	2,070		90,800		50,300		75,300		116,500
61	Educational Services	25-1122	Communications Teachers, Postsecondary	940		92,200		57,500		81,200		117,900
61	Educational Services	25-1123	English Language and Literature Teachers, Postsecondary	2,420		86,400		50,200		74,300		105,800
61	Educational Services	25-1124	Foreign Language and Literature Teachers, Postsecondary	630		92,100		51,600		79,500		118,800
61	Educational Services	25-1125	History Teachers, Postsecondary	740		89,200		58,100		80,600		107,100
61	Educational Services	25-1126	Philosophy and Religion Teachers, Postsecondary	520		84,600		52,200		73,900		102,000
61	Educational Services	25-1191	Graduate Teaching Assistants	2,600		36,400		20,700		33,900		41,000
61	Educational Services	25-1193	Recreation and Fitness Studies Teachers, Postsecondary	260		70,800		44,600		65,100		92,700
61	Educational Services	25-1194	Vocational Education Teachers, Postsecondary	2,070	29.30	61,000	21.55	44,800	27.25	56,600	35.55	73,900
61	Educational Services	25-1199	Postsecondary Teachers, All Other	2,670		73,700		43,500		62,700		92,600
61	Educational Services	25-2011	Preschool Teachers, Except Special Education	4,150	29.00	60,300	22.60	47,000	27.95	58,200	35.25	73,300
61	Educational Services	25-2012	Kindergarten Teachers, Except Special Education	5,070		67,500		54,200		63,700		81,300
61	Educational Services	25-2021	Elementary School Teachers, Except Special Education	41,580		70,700		57,200		67,200		83,800
61	Educational Services	25-2022	Middle School Teachers, Except Special and Career/Technical Educa	24,970		72,300		58,800		69,700		85,600
61	Educational Services	25-2031	Secondary School Teachers, Except Special and Career/Technical Ed	29,120		76,400		60,800		74,700		91,900
61	Educational Services	25-2032	Career/Technical Education Teachers, Secondary School	2,260		71,600		58,300		67,300		82,600
61	Educational Services	25-2051	Special Education Teachers, Preschool			62,100		53,900		59,000		67,300
61	Educational Services	25-2052	Special Education Teachers, Kindergarten and Elementary School	11,670		69,600		57,000		65,100		80,900
61	Educational Services	25-2053	Special Education Teachers, Middle School	6,800		71,800		58,300		68,000		84,400
61	Educational Services	25-2054	Special Education Teachers, Secondary School	6,170		76,200		60,500		74,000		91,700
61	Educational Services	25-2059	Special Education Teachers, All Other	2,270		65,600		46,800		60,000		82,200
61	Educational Services	25-3011	Adult Basic and Secondary Education and Literacy Teachers and Ins	340	28.75	59,800	24.25	50,400	28.10	58,400	32.10	66,700
61	Educational Services	25-3021	Self-Enrichment Education Teachers	5,870	27.00	56,200	16.70	34,800	24.55	51,000	36.10	75,100
61	Educational Services	25-3097	Teachers and Instructors, All Other, Except Substitute Teachers	6,490		41,500		25,400		32,800		52,900
61	Educational Services	25-3098	Substitute Teachers	20,330	15.20	31,600	12.50	26,000	13.65	28,400	14.85	30,900
61	Educational Services	25-4021	Librarians	2,250	36.10	75,100	28.45	59,200	35.30	73,400	43.80	91,100
61	Educational Services	25-4031	Library Technicians	350	23.15	48,200	17.90	37,200	22.90	47,600	27.90	58,000
61	Educational Services	25-9011	Audio-Visual and Multimedia Collections Specialists	20	24.95	51,900	18.80	39,100	26.35	54,900	30.65	63,800
61	Educational Services	25-9031	Instructional Coordinators	2,810	39.70	82,600	32.30	67,200	38.90	80,900	47.75	99,300
61	Educational Services	25-9041	Teacher Assistants	40,990		30,400		23,000		28,900		36,100
61	Educational Services	25-9099	Education, Training, and Library Workers, All Other	2,380	28.95	60,300	21.55	44,800	28.35	59,000	36.45	75,900
61	Educational Services	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	4,940	28.40	59,100	18.95	39,400	25.80	53,600	34.85	72,400
61	Educational Services	27-1011	Art Directors	10	32.90	68,400	18.25	38,000	34.90	72,600	42.35	88,100
61	Educational Services	27-1014	Multimedia Artists and Animators	30	35.65	74,100	27.80	57,800	31.75	66,100	43.70	90,900
61	Educational Services	27-1024	Graphic Designers	150	29.45	61,200	23.50	48,900	28.70	59,700	35.25	73,300
61	Educational Services	27-2012	Producers and Directors	140	25.75	53,600	18.40	38,300	22.60	47,100	29.60	61,600
61	Educational Services	27-2022	Coaches and Scouts	2,510		53,200		32,700		48,700		63,500
61	Educational Services	27-2031	Dancers	320	38.85		23.90		30.80		47.65	
61	Educational Services	27-2032	Choreographers	20	31.85	66,300	17.65	36,800	28.65	59,600	39.30	81,800
61	Educational Services	27-2041	Music Directors and Composers		44.60	92,800	41.80	86,900	48.40	100,600	54.35	113,000
61	Educational Services	27-2042	Musicians and Singers		29.95		23.60		26.70		29.30	
61	Educational Services	27-2099	Entertainers and Performers, Sports and Related Workers, All Other		17.30		9.20		20.25		22.50	
61	Educational Services	27-3011	Radio and Television Announcers	20	22.55	46,900	16.25	33,800	19.40	40,400	28.65	59,600
61	Educational Services	27-3031	Public Relations Specialists	580	32.70	68,000	23.90	49,700	30.30	63,000	39.00	81,200
61	Educational Services	27-3041	Editors	70	33.85	70,400	26.15	54,400	31.65	65,800	40.50	84,200
61	Educational Services	27-3042	Technical Writers	40	42.30	88,000	30.60	63,600	43.30	90,100	52.10	108,400
61	Educational Services	27-3043	Writers and Authors	60	32.20	67,000	25.70	53,500	29.45	61,200	36.20	75,300
61	Educational Services	27-3091	Interpreters and Translators	220	35.70	74,300	23.85	49,600	31.95	66,500	48.10	100,000

*See Footnotes on Page 90

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	27-3099	Media and Communication Workers, All Other	40	25.05	52,100	16.95	35,300	21.40	44,500	31.35	65,200
61	Educational Services	27-4011	Audio and Video Equipment Technicians	190	22.40	46,600	16.15	33,600	21.15	44,000	28.80	59,900
61	Educational Services	27-4014	Sound Engineering Technicians	70	23.60	49,000	14.90	31,000	18.40	38,300	34.65	72,100
61	Educational Services	27-4099	Media and Communication Equipment Workers, All Other	40	27.70	57,600	19.35	40,200	24.80	51,600	34.45	71,700
61	Educational Services	29-0000	Healthcare Practitioners and Technical Occupations	15,140	40.85	84,900	28.70	59,700	36.55	76,100	46.65	97,000
61	Educational Services	29-1021	Dentists, General	40	73.75	153,400	63.30	131,700	71.15	148,000	78.60	163,500
61	Educational Services	29-1031	Dietitians and Nutritionists	40	33.40	69,500	25.30	52,700	29.65	61,700	36.35	75,600
61	Educational Services	29-1062	Family and General Practitioners	20	76.10	158,300	59.55	123,900	75.90	157,800	91.35	190,000
61	Educational Services	29-1065	Pediatricians, General	40	88.55	184,100	67.15	139,700	80.10	166,600		
61	Educational Services	29-1066	Psychiatrists	20	106.30	221,100	62.20	129,400				
61	Educational Services	29-1069	Physicians and Surgeons, All Other	1,890	63.30	131,700	31.35	65,200	41.20	85,700	90.15	187,500
61	Educational Services	29-1071	Physician Assistants	10	60.15	125,100	48.60	101,100	59.30	123,300	74.25	154,400
61	Educational Services	29-1122	Occupational Therapists	1,410	42.25	87,900	33.75	70,200	41.40	86,100	49.35	102,600
61	Educational Services	29-1123	Physical Therapists	790	45.45	94,500	35.10	73,000	44.15	91,800	53.60	111,500
61	Educational Services	29-1125	Recreational Therapists	20	35.30	73,400	28.00	58,300	31.45	65,400	37.00	76,900
61	Educational Services	29-1127	Speech-Language Pathologists	3,740	38.40	79,900	29.55	61,500	37.40	77,800	46.40	96,500
61	Educational Services	29-1141	Registered Nurses	5,350	34.65	72,000	27.20	56,600	34.10	70,900	42.55	88,500
61	Educational Services	29-1171	Nurse Practitioners	170	53.75	111,800	47.80	99,400	54.85	114,100	60.80	126,500
61	Educational Services	29-1199	Health Diagnosing and Treating Practitioners, All Other		33.05	68,700	23.35	48,600	30.80	64,100	41.10	85,500
61	Educational Services	29-2010	Clinical Laboratory Technologists and Technicians		32.00	66,600	26.80	55,800	32.55	67,700	37.45	77,800
61	Educational Services	29-2021	Dental Hygienists		39.15	81,400	33.85	70,400	40.40	84,100	45.35	94,300
61	Educational Services	29-2041	Emergency Medical Technicians and Paramedics	20	24.60	51,100	18.35	38,200	23.45	48,700	29.60	61,600
61	Educational Services	29-2061	Licensed Practical and Licensed Vocational Nurses	320	27.70	57,600	26.25	54,700	28.00	58,200	29.70	61,700
61	Educational Services	29-2071	Medical Records and Health Information Technicians	70	27.30	56,700	20.30	42,200	25.90	53,900	34.40	71,600
61	Educational Services	29-2099	Health Technologists and Technicians, All Other	130	28.75	59,900	24.55	51,000	28.20	58,600	32.10	66,800
61	Educational Services	29-9011	Occupational Health and Safety Specialists	70	35.45	73,700	25.60	53,300	35.25	73,300	44.70	92,900
61	Educational Services	29-9012	Occupational Health and Safety Technicians	10	37.55	78,100	27.60	57,400	33.45	69,600	42.20	87,800
61	Educational Services	29-9091	Athletic Trainers	410		70,700		55,700		67,900		87,800
61	Educational Services	29-9099	Healthcare Practitioners and Technical Workers, All Other		46.15	96,000	28.00	58,200	34.65	72,100	50.35	104,800
61	Educational Services	31-0000	Healthcare Support Occupations	1,250	17.50	36,400	13.25	27,600	16.60	34,500	21.00	43,700
61	Educational Services	31-1014	Nursing Assistants	510	14.70	30,600	12.25	25,400	14.05	29,200	16.60	34,600
61	Educational Services	31-2011	Occupational Therapy Assistants	10	24.15	50,300	19.30	40,200	22.70	47,200	28.50	59,300
61	Educational Services	31-2021	Physical Therapist Assistants	30	30.55	63,500	26.30	54,800	30.65	63,700	36.15	75,200
61	Educational Services	31-9091	Dental Assistants	180	20.20	42,000	16.10	33,400	20.80	43,200	23.60	49,100
61	Educational Services	31-9092	Medical Assistants	220	19.75	41,100	16.60	34,500	20.35	42,400	23.00	47,800
61	Educational Services	31-9096	Veterinary Assistants and Laboratory Animal Caretakers		18.15	37,700	15.55	32,400	18.70	38,900	22.15	46,100
61	Educational Services	31-9099	Healthcare Support Workers, All Other	190	18.40	38,200	14.95	31,100	17.65	36,700	20.50	42,700
61	Educational Services	33-0000	Protective Service Occupations	6,690	19.10	39,700	13.50	28,100	17.15	35,600	22.25	46,300
61	Educational Services	33-1012	First-Line Supervisors of Police and Detectives	90	49.95	103,900	41.65	86,700	48.60	101,100	58.90	122,500
61	Educational Services	33-1099	First-Line Supervisors of Protective Service Workers, All Other	140	33.95	70,600	27.00	56,200	33.25	69,200	40.35	83,900
61	Educational Services	33-2021	Fire Inspectors and Investigators	10	31.20	64,900	27.25	56,600	30.20	62,800	34.50	71,800
61	Educational Services	33-3041	Parking Enforcement Workers		20.00	41,600	17.15	35,700	19.75	41,100	22.60	47,100
61	Educational Services	33-3051	Police and Sheriff's Patrol Officers	400	31.60	65,700	24.00	50,000	30.10	62,600	38.45	80,000
61	Educational Services	33-9032	Security Guards	4,170	18.35	38,100	14.50	30,100	17.50	36,400	21.35	44,400
61	Educational Services	33-9092	Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers	190	16.05	33,300	9.95	20,700	10.95	22,800	12.05	25,100
61	Educational Services	33-9099	Protective Service Workers, All Other	1,610	15.20	31,600	11.55	24,000	14.05	29,200	17.60	36,600
61	Educational Services	35-0000	Food Preparation and Serving-Related Occupations	3,890	15.50	32,200	11.65	24,300	14.55	30,300	18.20	37,800
61	Educational Services	35-1011	Chefs and Head Cooks	10	34.05	70,800	29.70	61,800	34.55	71,900	38.85	80,800
61	Educational Services	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	300	23.90	49,700	18.20	37,900	23.00	47,800	28.80	59,900
61	Educational Services	35-2012	Cooks, Institution and Cafeteria	220	20.30	42,200	16.20	33,700	19.70	40,900	24.70	51,400

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	3,250	14.40	29,900	11.35	23,600	14.00	29,100	16.95	35,200
61	Educational Services	35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	20	12.95	26,900	9.20	19,200	13.10	27,300	15.60	32,500
61	Educational Services	35-3041	Food Servers, Nonrestaurant		14.20	29,500	12.95	26,900	14.20	29,600	15.50	32,200
61	Educational Services	35-9021	Dishwashers	40	11.45	23,800	9.80	20,400	10.95	22,700	13.15	27,300
61	Educational Services	37-0000	Building and Grounds Cleaning and Maintenance Occupations	15,410	20.65	43,000	16.20	33,700	19.95	41,500	24.60	51,200
61	Educational Services	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	250	29.60	61,500	22.70	47,200	29.75	61,900	36.30	75,500
61	Educational Services	37-1012	First-Line Supervisors of Landscaping, Lawn Service, and Grounds	50	33.00	68,600	27.45	57,100	31.40	65,400	37.35	77,700
61	Educational Services	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	14,280	20.40	42,400	16.10	33,400	19.70	41,000	24.30	50,500
61	Educational Services	37-2012	Maids and Housekeeping Cleaners	60	16.85	35,000	12.30	25,600	14.90	31,000	21.45	44,600
61	Educational Services	37-3011	Landscaping and Groundskeeping Workers	580	21.40	44,500	17.50	36,400	21.25	44,200	25.10	52,200
61	Educational Services	37-3019	Grounds Maintenance Workers, All Other	180	26.15	54,400	22.75	47,300	27.10	56,400	30.15	62,800
61	Educational Services	39-0000	Personal Care and Service Occupations	10,430	16.75	34,900	11.15	23,200	14.00	29,100	17.85	37,200
61	Educational Services	39-1021	First-Line Supervisors of Personal Service Workers	500	24.80	51,600	17.90	37,200	23.25	48,400	29.65	61,700
61	Educational Services	39-3031	Ushers, Lobby Attendants, and Ticket Takers	70	11.70	24,400	9.65	20,000	10.75	22,400	12.00	24,900
61	Educational Services	39-3091	Amusement and Recreation Attendants	40	20.90	43,500	13.95	29,000	21.70	45,100	27.60	57,400
61	Educational Services	39-9011	Childcare Workers	7,750	14.00	29,200	10.75	22,400	13.30	27,700	15.60	32,500
61	Educational Services	39-9021	Personal Care Aides	80	11.30	23,500	9.10	18,900	9.90	20,600	12.05	25,100
61	Educational Services	39-9031	Fitness Trainers and Aerobics Instructors	860	37.65	78,300	17.75	36,900	29.40	61,100	58.10	120,900
61	Educational Services	39-9032	Recreation Workers	710	15.95	33,200	11.30	23,500	14.60	30,400	18.15	37,700
61	Educational Services	39-9041	Residential Advisors	230	19.60	40,800	15.80	32,900	19.45	40,400	23.25	48,400
61	Educational Services	39-9099	Personal Care and Service Workers, All Other	50	16.30	33,900	9.40	19,500	12.30	25,500	22.50	46,800
61	Educational Services	41-0000	Sales and Related Occupations	780	25.45	52,900	11.25	23,400	16.95	35,200	33.00	68,700
61	Educational Services	41-1011	First-Line Supervisors of Retail Sales Workers	20	25.35	52,700	21.15	44,000	23.60	49,100	29.60	61,500
61	Educational Services	41-2011	Cashiers		13.60	28,300	10.15	21,100	11.70	24,400	15.05	31,300
61	Educational Services	41-2031	Retail Salespersons	90	13.85	28,800	10.10	21,000	11.90	24,700	14.95	31,100
61	Educational Services	41-3099	Sales Representatives, Services, All Other	390	31.85	66,300	14.80	30,700	23.70	49,300	39.55	82,300
61	Educational Services	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	40	53.05	110,400	35.10	73,000	54.45	113,300	70.55	146,800
61	Educational Services	43-0000	Office and Administrative Support Occupations	30,040	21.55	44,800	16.15	33,600	21.55	44,800	27.05	56,200
61	Educational Services	43-1011	First-Line Supervisors of Office and Administrative Support Work	660	31.05	64,600	24.80	51,600	30.20	62,800	36.85	76,600
61	Educational Services	43-2011	Switchboard Operators, Including Answering Service	20	19.25	40,100	16.40	34,200	19.25	40,100	22.40	46,600
61	Educational Services	43-3011	Bill and Account Collectors	30	25.20	52,500	19.50	40,600	24.50	50,900	30.40	63,200
61	Educational Services	43-3021	Billing and Posting Clerks and Machine Operators	140	21.85	45,400	17.80	37,100	21.40	44,500	25.10	52,200
61	Educational Services	43-3031	Bookkeeping, Accounting, and Auditing Clerks	1,290	24.55	51,100	20.85	43,300	24.40	50,800	28.90	60,100
61	Educational Services	43-3051	Payroll and Timekeeping Clerks	440	25.35	52,700	20.05	41,700	24.75	51,500	30.60	63,600
61	Educational Services	43-3061	Procurement Clerks	60	23.60	49,100	19.50	40,600	23.35	48,600	27.90	58,000
61	Educational Services	43-3099	Financial Clerks, All Other	10	21.65	45,000	19.95	41,500	21.85	45,500	23.75	49,400
61	Educational Services	43-4051	Customer Service Representatives	530	22.75	47,300	17.60	36,600	21.60	44,900	25.70	53,500
61	Educational Services	43-4071	File Clerks	230	19.60	40,800	15.10	31,400	19.30	40,100	23.05	48,000
61	Educational Services	43-4111	Interviewers, Except Eligibility and Loan	340	23.25	48,300	19.70	40,900	22.80	47,400	27.15	56,500
61	Educational Services	43-4121	Library Assistants, Clerical	400	17.60	36,600	13.45	28,000	17.30	36,000	21.75	45,300
61	Educational Services	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	140	22.35	46,400	17.95	37,400	22.00	45,700	26.50	55,200
61	Educational Services	43-4171	Receptionists and Information Clerks	1,370	16.45	34,200	12.55	26,100	16.05	33,400	19.15	39,900
61	Educational Services	43-4199	Information and Record Clerks, All Other	600	24.35	50,700	20.20	42,000	23.85	49,700	28.55	59,400
61	Educational Services	43-5021	Couriers and Messengers	60	16.65	34,600	12.90	26,900	14.80	30,800	20.90	43,400
61	Educational Services	43-5031	Police, Fire, and Ambulance Dispatchers	70	23.90	49,700	21.00	43,700	23.75	49,400	27.60	57,400
61	Educational Services	43-5032	Dispatchers, Except Police, Fire, and Ambulance	70	23.90	49,700	18.95	39,400	23.10	48,000	27.95	58,100
61	Educational Services	43-5061	Production, Planning, and Expediting Clerks	150	24.90	51,800	20.00	41,600	24.00	49,900	29.40	61,200
61	Educational Services	43-5071	Shipping, Receiving, and Traffic Clerks	40	19.70	40,900	14.80	30,800	19.20	39,900	22.95	47,800
61	Educational Services	43-5081	Stock Clerks and Order Fillers	60	21.05	43,700	16.00	33,300	21.95	45,700	26.40	54,900

*See Footnotes on Page 90

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	43-6011	Executive Secretaries and Executive Administrative Assistants	1,170	32.15	66,900	27.05	56,300	31.35	65,200	37.20	77,300
61	Educational Services	43-6012	Legal Secretaries	20	25.00	52,000	21.55	44,800	23.75	49,400	27.60	57,400
61	Educational Services	43-6013	Medical Secretaries	200	21.25	44,100	18.05	37,600	21.45	44,600	24.10	50,200
61	Educational Services	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	14,810	22.85	47,600	18.40	38,300	23.05	48,000	27.75	57,700
61	Educational Services	43-9011	Computer Operators	30	24.65	51,300	19.30	40,200	25.05	52,100	29.50	61,400
61	Educational Services	43-9021	Data Entry Keyers	150	20.15	41,900	16.70	34,800	20.50	42,700	23.70	49,300
61	Educational Services	43-9022	Word Processors and Typists	230	19.95	41,500	16.80	35,000	19.70	41,000	23.10	48,100
61	Educational Services	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	140	18.90	39,300	14.50	30,100	18.30	38,100	23.10	48,100
61	Educational Services	43-9061	Office Clerks, General	4,650	17.85	37,200	12.70	26,400	17.20	35,800	22.10	46,000
61	Educational Services	43-9071	Office Machine Operators, Except Computer	40	13.30	27,700	10.25	21,300	11.70	24,300	14.50	30,100
61	Educational Services	43-9199	Office and Administrative Support Workers, All Other	1,800	10.40	21,700	8.90	18,600	9.20	19,100	9.70	20,200
61	Educational Services	47-0000	Construction and Extraction Occupations	1,130	33.70	70,100	26.15	54,400	31.00	64,500	39.85	82,900
61	Educational Services	47-1011	First-Line Supervisors of Construction Trades and Extraction Work	40	40.95	85,200	33.75	70,200	40.50	84,200	48.40	100,700
61	Educational Services	47-2021	Brickmasons and Blockmasons	10	32.20	67,000	24.65	51,300	30.50	63,400	40.05	83,300
61	Educational Services	47-2031	Carpenters	290	37.55	78,100	26.95	56,000	32.00	66,600	46.25	98,200
61	Educational Services	47-2051	Cement Masons and Concrete Finishers	20	32.70	68,000	22.00	45,800	29.25	60,900	45.05	93,700
61	Educational Services	47-2111	Electricians	350	31.20	64,900	25.45	52,900	29.75	61,900	36.85	76,600
61	Educational Services	47-2141	Painters, Construction and Maintenance	200	31.15	64,800	25.70	53,400	31.75	66,100	37.25	77,500
61	Educational Services	47-2152	Plumbers, Pipefitters, and Steamfitters	150	35.10	73,000	27.00	56,100	30.95	64,400	42.55	88,500
61	Educational Services	49-0000	Installation, Maintenance, and Repair Occupations	3,230	28.05	58,300	23.10	48,000	27.95	58,100	32.60	67,800
61	Educational Services	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	220	38.60	80,300	33.75	70,200	38.00	79,000	44.15	91,800
61	Educational Services	49-2011	Computer, Automated Teller, and Office Machine Repairers	20	26.60	55,300	20.50	42,600	25.75	53,500	30.80	64,100
61	Educational Services	49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers	10	26.50	55,200	15.65	32,600	28.75	59,800	32.10	66,700
61	Educational Services	49-2094	Electrical and Electronics Repairers, Commercial and Industrial Equipment	10	30.10	62,600	26.55	55,200	29.50	61,400	35.30	73,400
61	Educational Services	49-3011	Aircraft Mechanics and Service Technicians	50	33.25	69,100	21.80	45,300	31.60	65,800	45.60	94,800
61	Educational Services	49-3023	Automotive Service Technicians and Mechanics	40	27.00	56,100	23.35	48,600	26.80	55,700	29.90	62,200
61	Educational Services	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	90	28.70	59,700	24.05	50,000	28.15	58,600	32.80	68,300
61	Educational Services	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	230	30.45	63,300	26.60	55,300	29.75	61,900	34.55	71,800
61	Educational Services	49-9062	Medical Equipment Repairers	20	34.40	71,500	28.25	58,800	33.15	69,000	39.05	81,200
61	Educational Services	49-9071	Maintenance and Repair Workers, General	2,420	26.75	55,600	22.15	46,100	27.10	56,300	31.10	64,700
61	Educational Services	49-9094	Locksmiths and Safe Repairers	40	27.90	58,000	25.15	52,400	28.10	58,400	30.85	64,100
61	Educational Services	51-0000	Production Occupations	350	26.10	54,300	20.70	43,100	26.65	55,500	31.00	64,500
61	Educational Services	51-1011	First-Line Supervisors of Production and Operating Workers	20	32.70	68,000	26.70	55,500	34.25	71,300	39.85	82,800
61	Educational Services	51-5112	Printing Press Operators	30	24.80	51,600	17.75	37,000	25.65	53,300	31.35	65,200
61	Educational Services	51-8021	Stationary Engineers and Boiler Operators	200	26.15	54,300	22.00	45,800	26.50	55,100	30.15	62,700
61	Educational Services	53-0000	Transportation and Material Moving Occupations	5,440	20.55	42,800	15.55	32,300	19.00	39,500	24.65	51,300
61	Educational Services	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	220	32.50	67,600	27.00	56,100	32.45	67,500	38.10	79,200
61	Educational Services	53-3021	Bus Drivers, Transit and Intercity		17.30	36,000	16.35	34,000	17.60	36,600	18.90	39,300
61	Educational Services	53-3022	Bus Drivers, School or Special Client	4,840	19.60	40,700	15.40	32,100	18.65	38,800	23.90	49,700
61	Educational Services	53-3031	Driver/Sales Workers	20	18.85	39,300	14.00	29,100	18.85	39,200	23.45	48,800
61	Educational Services	53-3032	Heavy and Tractor-Trailer Truck Drivers	80	16.75	34,800	11.50	24,000	13.95	29,100	22.25	46,200
61	Educational Services	53-3033	Light Truck or Delivery Services Drivers	40	19.90	41,300	14.25	29,600	21.00	43,700	24.40	50,800
61	Educational Services	53-3041	Taxi Drivers and Chauffeurs	30	17.00	35,300	14.70	30,600	16.95	35,300	19.10	39,700
61	Educational Services	53-6099	Transportation Workers, All Other	10	19.65	40,900	14.45	30,000	17.65	36,700	26.30	54,700
61	Educational Services	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	40	17.25	35,800	14.45	30,000	17.45	36,300	20.55	42,800
62	Health Care and Social Assistance	00-0000	Total all occupations	582,250	28.15	58,600	13.65	28,400	19.45	40,500	35.00	72,800
62	Health Care and Social Assistance	11-0000	Management Occupations	18,650	55.25	114,900	40.60	84,500	51.35	106,800	63.40	131,900
62	Health Care and Social Assistance	11-1011	Chief Executives	30	130.75	272,000						

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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 Petile. Hourly	25th Petile. Salary	50th Petile. Hourly	50th Petile. Salary	75th Petile. Hourly	75th Petile. Salary
62	Health Care and Social Assistance	11-1021	General and Operations Managers	1,850	73.35	152,500	48.70	101,300	62.10	129,200	83.05	172,800
62	Health Care and Social Assistance	11-2021	Marketing Managers	240	79.70	165,800	54.95	114,300	72.05	149,900	95.85	199,300
62	Health Care and Social Assistance	11-2022	Sales Managers	70	74.45	154,800	53.25	110,700	65.20	135,600	79.60	165,600
62	Health Care and Social Assistance	11-2031	Public Relations and Fundraising Managers	230	70.95	147,600	48.05	100,000	60.50	125,900	78.70	163,700
62	Health Care and Social Assistance	11-3011	Administrative Services Managers	570	58.15	121,000	43.30	90,100	53.75	111,800	65.25	135,800
62	Health Care and Social Assistance	11-3021	Computer and Information Systems Managers	220	74.30	154,600	58.95	122,600	69.70	145,000	81.35	169,200
62	Health Care and Social Assistance	11-3031	Financial Managers	680	77.60	161,400	57.65	119,900	69.30	144,200	89.05	185,200
62	Health Care and Social Assistance	11-3061	Purchasing Managers	30	72.65	151,100	58.55	121,800	71.90	149,500	86.60	180,100
62	Health Care and Social Assistance	11-3071	Transportation, Storage, and Distribution Managers	10	61.15	127,200	41.85	87,000	48.05	100,000	72.70	151,200
62	Health Care and Social Assistance	11-3111	Compensation and Benefits Managers	10	73.90	153,700	56.50	117,500	62.55	130,100	76.05	158,200
62	Health Care and Social Assistance	11-3121	Human Resources Managers	140	75.75	157,500	55.00	114,400	64.75	134,700	87.90	182,800
62	Health Care and Social Assistance	11-3131	Training and Development Managers	60	66.85	139,000	53.10	110,400	60.05	124,900	74.70	155,400
62	Health Care and Social Assistance	11-9021	Construction Managers	10								
62	Health Care and Social Assistance	11-9031	Education Administrators, Preschool and Childcare Center/Program	1,550	35.75	74,400	20.95	43,600	28.50	59,200	39.40	82,000
62	Health Care and Social Assistance	11-9032	Education Administrators, Elementary and Secondary School	20		112,100		87,500		113,400		146,500
62	Health Care and Social Assistance	11-9033	Education Administrators, Postsecondary	40	85.45	177,700	56.45	117,400	70.40	146,400		
62	Health Care and Social Assistance	11-9039	Education Administrators, All Other		38.15	79,400	27.85	57,900	33.15	68,900	45.20	94,100
62	Health Care and Social Assistance	11-9051	Food Service Managers	200	41.00	85,300	32.65	67,900	37.95	78,900	46.25	96,200
62	Health Care and Social Assistance	11-9111	Medical and Health Services Managers	9,860	55.15	114,700	44.75	93,000	53.20	110,700	61.90	128,700
62	Health Care and Social Assistance	11-9121	Natural Sciences Managers	20	98.25	204,300	67.60	140,600	86.55	180,100		
62	Health Care and Social Assistance	11-9141	Property, Real Estate, and Community Association Managers	200	30.65	63,800	26.05	54,200	28.60	59,500	32.70	68,000
62	Health Care and Social Assistance	11-9151	Social and Community Service Managers	2,400	39.60	82,400	30.40	63,200	36.90	76,800	45.40	94,400
62	Health Care and Social Assistance	11-9161	Emergency Management Directors	20	49.10	102,100	40.35	84,000	50.20	104,400	58.25	121,100
62	Health Care and Social Assistance	11-9199	Managers, All Other	100	86.70	180,300	56.35	117,200	72.70	151,200		
62	Health Care and Social Assistance	13-0000	Business and Financial Operations Occupations	7,460	35.75	74,300	28.20	58,600	34.65	72,100	42.15	87,700
62	Health Care and Social Assistance	13-1020	Buyers and Purchasing Agents	150	35.50	73,800	29.00	60,300	34.35	71,400	39.65	82,400
62	Health Care and Social Assistance	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	260	35.30	73,400	27.40	57,000	33.40	69,500	41.40	86,100
62	Health Care and Social Assistance	13-1071	Human Resources Specialists	970	33.60	69,900	27.45	57,100	32.55	67,700	38.85	80,800
62	Health Care and Social Assistance	13-1075	Labor Relations Specialists	30	42.35	88,100	33.15	69,000	42.60	88,600	52.70	109,600
62	Health Care and Social Assistance	13-1111	Management Analysts	130	43.50	90,500	33.40	69,400	42.70	88,800	53.95	112,200
62	Health Care and Social Assistance	13-1121	Meeting, Convention, and Event Planners	80	27.40	56,900	22.60	47,000	27.00	56,200	31.25	65,000
62	Health Care and Social Assistance	13-1131	Fundraisers	240	29.70	61,800	23.40	48,700	28.55	59,400	35.20	73,200
62	Health Care and Social Assistance	13-1141	Compensation, Benefits, and Job Analysis Specialists	90	36.25	75,400	29.25	60,800	34.70	72,200	40.80	84,800
62	Health Care and Social Assistance	13-1151	Training and Development Specialists	710	39.25	81,700	32.00	66,500	39.90	83,000	47.45	98,700
62	Health Care and Social Assistance	13-1161	Market Research Analysts and Marketing Specialists	580	33.80	70,300	26.40	54,900	32.85	68,300	41.80	86,900
62	Health Care and Social Assistance	13-1199	Business Operations Specialists, All Other	2,730	35.05	72,900	27.70	57,600	33.50	69,700	39.70	82,600
62	Health Care and Social Assistance	13-2011	Accountants and Auditors	1,140	37.35	77,700	30.60	63,600	36.90	76,700	44.00	91,500
62	Health Care and Social Assistance	13-2031	Budget Analysts	30	38.90	81,000	32.85	68,400	37.35	77,700	44.80	93,200
62	Health Care and Social Assistance	13-2041	Credit Analysts		47.25	98,300	38.10	79,200	51.35	106,900	57.40	119,300
62	Health Care and Social Assistance	13-2051	Financial Analysts	120	40.60	84,500	34.25	71,200	39.30	81,800	45.80	95,300
62	Health Care and Social Assistance	13-2099	Financial Specialists, All Other	160	40.80	84,800	34.25	71,300	40.35	83,900	47.05	97,900
62	Health Care and Social Assistance	15-0000	Computer and Mathematical Occupations	2,360	38.25	79,600	27.40	57,000	36.75	76,400	47.65	99,100
62	Health Care and Social Assistance	15-1121	Computer Systems Analysts	630	44.40	92,300	34.20	71,100	43.45	90,300	53.70	111,700
62	Health Care and Social Assistance	15-1122	Information Security Analysts	20	49.85	103,600	36.95	76,800	47.55	98,900	64.65	134,500
62	Health Care and Social Assistance	15-1131	Computer Programmers	90	29.90	62,200	23.70	49,300	27.65	57,500	32.30	67,200
62	Health Care and Social Assistance	15-1132	Software Developers, Applications	600	45.50	94,700	36.90	76,800	44.65	92,900	53.30	110,900
62	Health Care and Social Assistance	15-1133	Software Developers, Systems Software	20	56.55	117,700	45.60	94,900	51.80	107,700	66.80	139,000
62	Health Care and Social Assistance	15-1134	Web Developers	30	34.45	71,700	25.15	52,300	35.00	72,800	42.30	88,000
62	Health Care and Social Assistance	15-1141	Database Administrators	50	42.65	88,700	35.05	72,900	41.95	87,300	47.65	99,100

*See Footnotes on Page 90

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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
62	Health Care and Social Assistance	15-1142	Network and Computer Systems Administrators	230	38.20	79,500	30.45	63,300	37.15	77,200	45.20	94,000
62	Health Care and Social Assistance	15-1151	Computer User Support Specialists	600	25.05	52,100	19.45	40,500	23.95	49,800	29.75	61,900
62	Health Care and Social Assistance	15-1152	Computer Network Support Specialists	40	35.75	74,300	29.15	60,600	35.10	73,000	43.45	90,300
62	Health Care and Social Assistance	15-1199	Computer Occupations, All Other	20	25.15	52,300	16.55	34,400	27.40	57,000	34.10	71,000
62	Health Care and Social Assistance	15-2041	Statisticians	20	40.85	84,900	29.05	60,400	36.30	75,500	55.95	116,400
62	Health Care and Social Assistance	17-0000	Architecture and Engineering Occupations	40	40.05	83,300	32.60	67,800	38.75	80,600	47.85	99,600
62	Health Care and Social Assistance	17-2031	Biomedical Engineers	30	42.90	89,300	35.00	72,800	40.65	84,600	52.15	108,400
62	Health Care and Social Assistance	19-0000	Life, Physical, and Social Science Occupations	1,600	63.00	131,100	39.35	81,800	49.25	102,500	76.50	159,100
62	Health Care and Social Assistance	19-1042	Medical Scientists, Except Epidemiologists	100	50.55	105,200	38.85	80,800	49.10	102,200	58.70	122,100
62	Health Care and Social Assistance	19-2012	Physicists	70	102.50	213,200	76.50	159,100	94.00	195,500		
62	Health Care and Social Assistance	19-3031	Clinical, Counseling, and School Psychologists	1,360	63.65	132,400	40.10	83,400	49.25	102,400	76.25	158,600
62	Health Care and Social Assistance	19-3099	Social Scientists and Related Workers, All Other	40	24.15	50,200	19.90	41,400	22.25	46,300	24.70	51,300
62	Health Care and Social Assistance	21-0000	Community and Social Services Occupations	36,920	21.55	44,800	15.05	31,300	19.25	40,000	26.15	54,400
62	Health Care and Social Assistance	21-1012	Educational, Guidance, School, and Vocational Counselors	150	23.00	47,800	17.15	35,600	19.55	40,700	27.05	56,300
62	Health Care and Social Assistance	21-1013	Marriage and Family Therapists	170	26.65	55,400	22.65	47,100	26.80	55,700	30.00	62,400
62	Health Care and Social Assistance	21-1015	Rehabilitation Counselors	370	29.95	62,300	23.95	49,800	28.65	59,600	36.55	76,000
62	Health Care and Social Assistance	21-1018	Substance abuse, behavioral disorder, and mental health counselors	6,640	27.05	56,300	21.25	44,200	25.90	53,900	30.60	63,700
62	Health Care and Social Assistance	21-1019	Counselors, All Other	840	27.95	58,100	19.55	40,600	23.90	49,700	31.60	65,700
62	Health Care and Social Assistance	21-1021	Child, Family, and School Social Workers	1,530	28.65	59,600	21.85	45,400	26.85	55,900	32.10	66,700
62	Health Care and Social Assistance	21-1022	Healthcare Social Workers	2,660	30.50	63,500	26.05	54,200	30.05	62,500	35.40	73,700
62	Health Care and Social Assistance	21-1023	Mental Health and Substance Abuse Social Workers	1,560	38.35	79,800	27.25	56,700	35.80	74,500	47.15	98,100
62	Health Care and Social Assistance	21-1029	Social Workers, All Other	50	29.10	60,500	25.10	52,200	28.60	59,500	33.65	70,000
62	Health Care and Social Assistance	21-1091	Health Educators	160	30.15	62,700	24.55	51,100	29.25	60,900	35.80	74,500
62	Health Care and Social Assistance	21-1093	Social and Human Service Assistants	21,590	16.40	34,200	13.15	27,300	16.05	33,400	19.15	39,800
62	Health Care and Social Assistance	21-1094	Community Health Workers	510	20.00	41,600	16.65	34,600	18.90	39,300	23.25	48,300
62	Health Care and Social Assistance	21-1099	Community and Social Service Specialists, All Other	300	21.75	45,300	15.20	31,600	22.45	46,700	27.90	58,100
62	Health Care and Social Assistance	21-2011	Clergy	360	28.55	59,400	23.50	48,800	28.40	59,000	33.75	70,200
62	Health Care and Social Assistance	21-2099	Religious Workers, All Other	40	19.55	40,700	15.20	31,600	18.50	38,500	24.25	50,500
62	Health Care and Social Assistance	23-0000	Legal Occupations	100	73.40	152,700	33.25	69,200	57.55	119,700		
62	Health Care and Social Assistance	23-1011	Lawyers	70	91.30	189,900	52.75	109,700	85.45	177,800		
62	Health Care and Social Assistance	23-2011	Paralegals and Legal Assistants	30	30.35	63,200	25.85	53,800	31.45	65,400	36.20	75,200
62	Health Care and Social Assistance	25-0000	Education, Training, and Library Occupations	27,180	16.05	33,400	10.65	22,100	12.90	26,800	16.95	35,300
62	Health Care and Social Assistance	25-1071	Health Specialties Teachers, Postsecondary	90		93,300		64,100		83,900		118,700
62	Health Care and Social Assistance	25-1072	Nursing Instructors and Teachers, Postsecondary	340		103,000		87,200		107,500		124,200
62	Health Care and Social Assistance	25-2011	Preschool Teachers, Except Special Education	11,130	16.25	33,800	12.00	24,900	14.35	29,800	17.90	37,300
62	Health Care and Social Assistance	25-2051	Special Education Teachers, Preschool	210		67,800		55,800		66,500		80,900
62	Health Care and Social Assistance	25-2052	Special Education Teachers, Kindergarten and Elementary School	290								
62	Health Care and Social Assistance	25-2053	Special Education Teachers, Middle School	50		78,600		49,400		68,300		116,100
62	Health Care and Social Assistance	25-2054	Special Education Teachers, Secondary School	110		64,700		53,900		66,200		76,200
62	Health Care and Social Assistance	25-2059	Special Education Teachers, All Other	50		60,600		42,100		51,000		62,600
62	Health Care and Social Assistance	25-3011	Adult Basic and Secondary Education and Literacy Teachers and Ins	100	32.50	67,600	26.85	55,800	32.70	68,000	38.85	80,800
62	Health Care and Social Assistance	25-3021	Self-Enrichment Education Teachers	370	34.55	71,800	19.15	39,800	32.00	66,500	49.35	102,700
62	Health Care and Social Assistance	25-3097	Teachers and Instructors, All Other, Except Substitute Teachers			41,300		23,700		30,600		53,400
62	Health Care and Social Assistance	25-4021	Librarians	60	31.25	65,000	21.95	45,600	31.15	64,800	38.20	79,500
62	Health Care and Social Assistance	25-9031	Instructional Coordinators	870	23.05	47,900	15.55	32,300	19.70	41,000	26.75	55,600
62	Health Care and Social Assistance	25-9041	Teacher Assistants	12,550		24,600		20,100		23,200		27,200
62	Health Care and Social Assistance	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	560	29.75	61,900	21.80	45,400	28.20	58,700	35.45	73,800
62	Health Care and Social Assistance	27-1024	Graphic Designers	40	24.20	50,300	20.85	43,400	23.35	48,600	27.60	57,400
62	Health Care and Social Assistance	27-2022	Coaches and Scouts			55,700		41,000		48,300		59,400
62	Health Care and Social Assistance	27-3031	Public Relations Specialists	220	34.20	71,100	27.70	57,600	33.15	69,000	37.80	78,600

*See Footnotes on Page 90

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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 Petile. Hourly	25th Petile. Salary	50th Petile. Hourly	50th Petile. Salary	75th Petile. Hourly	75th Petile. Salary
62	Health Care and Social Assistance	27-3043	Writers and Authors	30	32.45	67,500	22.25	46,300	28.05	58,300	37.95	78,900
62	Health Care and Social Assistance	27-3091	Interpreters and Translators	90	27.50	57,200	19.70	40,900	29.50	61,400	35.00	72,800
62	Health Care and Social Assistance	27-4021	Photographers		19.60	40,800	16.60	34,500	17.80	37,100	19.00	39,600
62	Health Care and Social Assistance	29-0000	Healthcare Practitioners and Technical Occupations	180,230	47.80	99,500	30.65	63,700	39.10	81,300	50.45	104,900
62	Health Care and Social Assistance	29-1011	Chiropractors	870	54.80	114,000	36.30	75,500	47.65	99,100	57.45	119,500
62	Health Care and Social Assistance	29-1021	Dentists, General	3,610	81.90	170,300	51.95	108,000	68.75	143,000		
62	Health Care and Social Assistance	29-1022	Oral and Maxillofacial Surgeons	20	84.90	176,600	26.45	55,000	69.20	144,000		
62	Health Care and Social Assistance	29-1023	Orthodontists	180	131.90	274,400						
62	Health Care and Social Assistance	29-1029	Dentists, All Other Specialists	180	111.60	232,100	48.75	101,400				
62	Health Care and Social Assistance	29-1031	Dietitians and Nutritionists	1,300	33.45	69,500	28.60	59,500	33.35	69,400	37.65	78,300
62	Health Care and Social Assistance	29-1041	Optometrists	950	55.05	114,500	41.95	87,300	55.60	115,600	63.05	131,200
62	Health Care and Social Assistance	29-1051	Pharmacists	1,970	57.95	120,500	53.35	111,000	58.35	121,300	63.65	132,300
62	Health Care and Social Assistance	29-1061	Anesthesiologists	920	143.05	297,500						
62	Health Care and Social Assistance	29-1062	Family and General Practitioners	1,810	108.95	226,600	77.50	161,200	97.70	203,300		
62	Health Care and Social Assistance	29-1063	Internists, General	990	119.75	249,100	91.05	189,400				
62	Health Care and Social Assistance	29-1064	Obstetricians and Gynecologists	370	129.10	268,500	99.50	206,900				
62	Health Care and Social Assistance	29-1065	Pediatricians, General	1,240	90.80	188,800	70.70	147,100	82.40	171,400		
62	Health Care and Social Assistance	29-1066	Psychiatrists	970	118.55	246,600	82.80	172,200				
62	Health Care and Social Assistance	29-1067	Surgeons	1,310	137.50	286,000						
62	Health Care and Social Assistance	29-1069	Physicians and Surgeons, All Other	12,850	106.90	222,400	71.30	148,300				
62	Health Care and Social Assistance	29-1071	Physician Assistants	2,740	55.85	116,100	45.90	95,500	58.10	120,800	72.45	150,700
62	Health Care and Social Assistance	29-1081	Podiatrists	400	64.20	133,600	41.40	86,100	62.15	129,300	76.40	158,900
62	Health Care and Social Assistance	29-1122	Occupational Therapists	3,930	47.95	99,800	39.70	82,600	47.25	98,300	56.20	116,900
62	Health Care and Social Assistance	29-1123	Physical Therapists	6,680	47.20	98,200	39.75	82,700	46.20	96,100	54.65	113,700
62	Health Care and Social Assistance	29-1124	Radiation Therapists	420	51.85	107,900	43.15	89,700	49.20	102,300	59.85	124,500
62	Health Care and Social Assistance	29-1125	Recreational Therapists	410	27.25	56,700	22.80	47,400	27.50	57,200	31.20	64,900
62	Health Care and Social Assistance	29-1126	Respiratory Therapists	3,020	35.30	73,400	31.30	65,100	35.15	73,100	38.90	80,900
62	Health Care and Social Assistance	29-1127	Speech-Language Pathologists	2,560	56.25	117,100	39.25	81,600	53.30	110,900	73.70	153,300
62	Health Care and Social Assistance	29-1128	Exercise Physiologists	130	24.55	51,000	20.35	42,400	23.90	49,700	28.40	59,100
62	Health Care and Social Assistance	29-1129	Therapists, All Other	100	24.90	51,800	22.20	46,200	25.45	53,000	28.70	59,700
62	Health Care and Social Assistance	29-1141	Registered Nurses	67,280	40.20	83,600	34.05	70,800	39.65	82,500	46.45	96,700
62	Health Care and Social Assistance	29-1151	Nurse Anesthetists	620	90.95	189,100	71.90	149,500	85.05	176,900	97.95	203,700
62	Health Care and Social Assistance	29-1161	Nurse Midwives	170	54.95	114,300	46.25	96,200	54.40	113,200	60.75	126,400
62	Health Care and Social Assistance	29-1171	Nurse Practitioners	5,640	58.95	122,600	50.95	105,900	56.80	118,200	62.85	130,700
62	Health Care and Social Assistance	29-1181	Audiologists	290	44.15	91,900	36.60	76,100	43.55	90,600	51.80	107,800
62	Health Care and Social Assistance	29-1199	Health Diagnosing and Treating Practitioners, All Other	930	43.60	90,700	30.80	64,000	41.35	86,000	53.45	111,200
62	Health Care and Social Assistance	29-2010	Clinical Laboratory Technologists and Technicians	6,930	30.95	64,400	25.50	53,000	31.00	64,500	36.85	76,600
62	Health Care and Social Assistance	29-2021	Dental Hygienists	6,080	41.45	86,200	37.65	78,300	42.50	88,400	46.50	96,700
62	Health Care and Social Assistance	29-2031	Cardiovascular Technologists and Technicians	670	36.10	75,100	31.50	65,500	35.90	74,700	40.80	84,900
62	Health Care and Social Assistance	29-2032	Diagnostic Medical Sonographers	2,800	37.05	77,100	32.55	67,700	36.90	76,700	42.55	88,500
62	Health Care and Social Assistance	29-2033	Nuclear Medicine Technologists	570	44.05	91,700	38.00	79,000	44.00	91,600	49.70	103,300
62	Health Care and Social Assistance	29-2034	Radiologic Technologists and Technicians	5,620	32.05	66,700	27.00	56,100	32.05	66,700	37.15	77,300
62	Health Care and Social Assistance	29-2035	Magnetic Resonance Imaging Technologists	1,090	39.25	81,600	34.50	71,700	38.35	79,800	44.25	92,100
62	Health Care and Social Assistance	29-2041	Emergency Medical Technicians and Paramedics	6,160	18.00	37,500	13.55	28,200	15.30	31,800	20.40	42,400
62	Health Care and Social Assistance	29-2051	Dietetic Technicians	330	16.90	35,100	13.60	28,300	16.45	34,300	20.05	41,700
62	Health Care and Social Assistance	29-2052	Pharmacy Technicians	1,610	18.90	39,300	15.95	33,200	18.65	38,800	22.05	45,900
62	Health Care and Social Assistance	29-2053	Psychiatric Technicians	250	19.85	41,300	15.60	32,500	19.30	40,200	23.30	48,400
62	Health Care and Social Assistance	29-2054	Respiratory Therapy Technicians	50	32.60	67,800	28.10	58,500	34.00	70,700	37.65	78,300
62	Health Care and Social Assistance	29-2055	Surgical Technologists	1,940	25.80	53,700	21.80	45,300	25.45	53,000	29.40	61,200
62	Health Care and Social Assistance	29-2057	Ophthalmic Medical Technicians	1,850	21.85	45,400	18.15	37,800	21.80	45,400	25.65	53,300

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62	Health Care and Social Assistance	29-2061	Licensed Practical and Licensed Vocational Nurses	14,710	27.10	56,400	24.55	51,100	27.25	56,700	29.90	62,100
62	Health Care and Social Assistance	29-2071	Medical Records and Health Information Technicians	980	31.20	64,900	25.85	53,700	30.95	64,400	36.80	76,600
62	Health Care and Social Assistance	29-2081	Opticians, Dispensing	900	26.40	55,000	23.65	49,200	26.70	55,600	29.35	61,000
62	Health Care and Social Assistance	29-2091	Orthotists and Prosthetists	50	35.20	73,200	26.70	55,500	32.70	68,000	42.05	87,500
62	Health Care and Social Assistance	29-2092	Hearing Aid Specialists		25.10	52,200	19.80	41,200	25.35	52,800	30.15	62,700
62	Health Care and Social Assistance	29-2099	Health Technologists and Technicians, All Other	2,420	25.35	52,800	18.10	37,700	23.75	49,400	32.70	68,000
62	Health Care and Social Assistance	29-9011	Occupational Health and Safety Specialists	130	45.10	93,800	40.35	84,000	45.20	94,000	50.20	104,400
62	Health Care and Social Assistance	29-9091	Athletic Trainers	80		58,900		42,300		59,400		72,700
62	Health Care and Social Assistance	29-9092	Genetic Counselors	70	41.30	85,900	35.15	73,100	39.85	82,800	47.35	98,500
62	Health Care and Social Assistance	31-0000	Healthcare Support Occupations	142,160	15.20	31,700	11.75	24,400	14.10	29,400	17.65	36,700
62	Health Care and Social Assistance	31-1011	Home Health Aides	38,720	11.60	24,100	10.20	21,200	11.30	23,500	12.50	26,000
62	Health Care and Social Assistance	31-1013	Psychiatric Aides	1,580	19.55	40,600	15.05	31,300	18.55	38,500	24.00	49,900
62	Health Care and Social Assistance	31-1014	Nursing Assistants	52,120	14.60	30,300	12.55	26,100	14.15	29,500	16.45	34,200
62	Health Care and Social Assistance	31-1015	Orderlies	2,310	14.55	30,300	11.75	24,500	14.05	29,200	17.05	35,500
62	Health Care and Social Assistance	31-2011	Occupational Therapy Assistants	650	33.65	70,000	29.50	61,300	34.05	70,800	37.90	78,800
62	Health Care and Social Assistance	31-2012	Occupational Therapy Aides	90	12.90	26,800	10.40	21,600	11.40	23,700	13.65	28,400
62	Health Care and Social Assistance	31-2021	Physical Therapist Assistants	1,560	32.75	68,100	28.85	60,000	33.35	69,300	37.35	77,700
62	Health Care and Social Assistance	31-2022	Physical Therapist Aides	3,180	13.20	27,400	10.90	22,600	12.45	25,900	14.85	30,900
62	Health Care and Social Assistance	31-9011	Massage Therapists	870	22.95	47,700	18.30	38,000	21.30	44,300	25.00	52,000
62	Health Care and Social Assistance	31-9091	Dental Assistants	10,620	20.70	43,100	16.55	34,400	20.05	41,700	24.75	51,500
62	Health Care and Social Assistance	31-9092	Medical Assistants	18,070	17.20	35,800	14.35	29,900	16.90	35,200	19.50	40,600
62	Health Care and Social Assistance	31-9093	Medical Equipment Preparers	2,640	18.80	39,100	16.10	33,500	18.55	38,600	22.10	45,900
62	Health Care and Social Assistance	31-9094	Medical Transcriptionists	540	20.95	43,600	17.10	35,600	19.50	40,600	24.15	50,200
62	Health Care and Social Assistance	31-9097	Phlebotomists	4,150	18.45	38,400	15.55	32,300	18.05	37,600	21.35	44,400
62	Health Care and Social Assistance	31-9099	Healthcare Support Workers, All Other	5,050	17.00	35,300	13.90	29,000	16.25	33,800	19.30	40,100
62	Health Care and Social Assistance	33-0000	Protective Service Occupations	3,040	16.95	35,300	13.25	27,600	16.05	33,400	19.55	40,700
62	Health Care and Social Assistance	33-1099	First-Line Supervisors of Protective Service Workers, All Other	120	29.05	60,400	22.25	46,300	28.05	58,400	35.30	73,400
62	Health Care and Social Assistance	33-9032	Security Guards	2,700	16.65	34,600	13.45	28,000	16.00	33,300	19.25	40,000
62	Health Care and Social Assistance	33-9092	Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers	150	12.05	25,000	10.00	20,800	11.15	23,200	12.75	26,600
62	Health Care and Social Assistance	35-0000	Food Preparation and Serving-Related Occupations	15,800	13.65	28,400	10.40	21,700	12.35	25,700	15.30	31,900
62	Health Care and Social Assistance	35-1011	Chefs and Head Cooks	140	28.50	59,300	23.10	48,100	28.00	58,300	33.70	70,100
62	Health Care and Social Assistance	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	1,130	21.80	45,400	16.15	33,600	20.95	43,600	27.35	56,900
62	Health Care and Social Assistance	35-2012	Cooks, Institution and Cafeteria	2,920	16.10	33,500	13.35	27,800	15.70	32,700	18.45	38,400
62	Health Care and Social Assistance	35-2015	Cooks, Short Order	20	18.35	38,200	16.35	34,000	18.20	37,900	20.50	42,600
62	Health Care and Social Assistance	35-2021	Food Preparation Workers	810	11.95	24,900	9.80	20,300	11.45	23,800	13.70	28,500
62	Health Care and Social Assistance	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	320	15.35	31,900	12.40	25,700	14.45	30,000	18.50	38,500
62	Health Care and Social Assistance	35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	170	12.50	26,000	9.85	20,500	12.00	24,900	14.50	30,200
62	Health Care and Social Assistance	35-3041	Food Servers, Nonrestaurant	9,450	11.95	24,900	10.05	20,900	11.45	23,800	13.45	28,000
62	Health Care and Social Assistance	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	40	12.30	25,600	10.55	21,900	12.15	25,300	14.05	29,200
62	Health Care and Social Assistance	35-9021	Dishwashers	280	10.65	22,200	9.25	19,200	9.95	20,700	11.75	24,400
62	Health Care and Social Assistance	35-9031	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	170	13.05	27,200	10.80	22,500	12.30	25,600	14.45	30,100
62	Health Care and Social Assistance	35-9099	Food Preparation and Serving Related Workers, All Other	160	12.25	25,500	9.85	20,500	11.55	24,100	14.45	30,100
62	Health Care and Social Assistance	37-0000	Building and Grounds Cleaning and Maintenance Occupations	12,040	13.70	28,500	11.05	23,000	13.10	27,300	15.25	31,700
62	Health Care and Social Assistance	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	650	21.15	44,000	16.25	33,800	20.70	43,000	25.70	53,400
62	Health Care and Social Assistance	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	3,310	13.10	27,200	10.30	21,400	12.60	26,200	14.75	30,700
62	Health Care and Social Assistance	37-2012	Maids and Housekeeping Cleaners	7,980	13.25	27,600	11.15	23,200	13.00	27,100	14.95	31,100
62	Health Care and Social Assistance	37-3011	Landscaping and Groundskeeping Workers	90	18.05	37,500	15.45	32,100	17.60	36,600	19.75	41,100
62	Health Care and Social Assistance	39-0000	Personal Care and Service Occupations	28,450	14.05	29,200	10.75	22,300	12.80	26,700	15.90	33,100
62	Health Care and Social Assistance	39-1021	First-Line Supervisors of Personal Service Workers	1,770	21.65	45,000	16.60	34,500	21.25	44,200	26.85	55,800
62	Health Care and Social Assistance	39-5012	Hairdressers, Hairstylists, and Cosmetologists	60	17.35	36,100	11.30	23,500	15.75	32,800	23.35	48,600

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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
62	Health Care and Social Assistance	39-5094	Skincare Specialists	300	28.05	58,300	15.80	32,900	21.45	44,700	27.15	56,500
62	Health Care and Social Assistance	39-6012	Concierges	470	14.05	29,200	12.00	25,000	13.95	29,000	16.20	33,700
62	Health Care and Social Assistance	39-9011	Childcare Workers	7,290	11.65	24,200	9.65	20,000	11.00	22,900	13.00	27,000
62	Health Care and Social Assistance	39-9021	Personal Care Aides	12,370	13.90	28,900	11.40	23,800	13.65	28,400	16.10	33,500
62	Health Care and Social Assistance	39-9031	Fitness Trainers and Aerobics Instructors	430	28.35	59,000	15.60	32,400	22.85	47,500	36.40	75,700
62	Health Care and Social Assistance	39-9032	Recreation Workers	4,920	13.10	27,200	10.55	22,000	12.15	25,200	14.65	30,500
62	Health Care and Social Assistance	39-9041	Residential Advisors	400	15.30	31,900	13.25	27,500	14.50	30,200	16.85	35,000
62	Health Care and Social Assistance	39-9099	Personal Care and Service Workers, All Other	410	12.95	26,900	9.35	19,400	11.40	23,700	14.60	30,400
62	Health Care and Social Assistance	41-0000	Sales and Related Occupations	1,780	25.95	54,000	14.85	30,900	24.05	50,000	34.35	71,400
62	Health Care and Social Assistance	41-1011	First-Line Supervisors of Retail Sales Workers	90	27.05	56,300	18.85	39,200	26.65	55,400	33.65	69,900
62	Health Care and Social Assistance	41-1012	First-Line Supervisors of Non-Retail Sales Workers	20	50.30	104,600	42.00	87,300	47.35	98,500	55.40	115,200
62	Health Care and Social Assistance	41-2011	Cashiers	310	14.40	30,000	11.40	23,700	14.05	29,200	17.10	35,500
62	Health Care and Social Assistance	41-2031	Retail Salespersons	310	14.55	30,300	9.45	19,700	13.40	27,900	17.10	35,600
62	Health Care and Social Assistance	41-3099	Sales Representatives, Services, All Other	760	33.85	70,500	25.35	52,700	32.15	66,900	39.70	82,500
62	Health Care and Social Assistance	41-9041	Telemarketers		13.25	27,500	11.60	24,100	13.30	27,600	14.65	30,400
62	Health Care and Social Assistance	41-9099	Sales and Related Workers, All Other	250	29.70	61,700	22.05	45,900	29.20	60,700	36.50	75,900
62	Health Care and Social Assistance	43-0000	Office and Administrative Support Occupations	93,330	18.95	39,500	14.75	30,700	18.05	37,600	22.60	47,100
62	Health Care and Social Assistance	43-1011	First-Line Supervisors of Office and Administrative Support Workers	7,710	28.40	59,100	23.25	48,400	27.75	57,700	32.65	68,000
62	Health Care and Social Assistance	43-2011	Switchboard Operators, Including Answering Service	830	16.15	33,600	13.40	27,800	15.35	31,900	17.85	37,200
62	Health Care and Social Assistance	43-3011	Bill and Account Collectors	240	18.55	38,600	16.05	33,400	17.60	36,600	20.50	42,600
62	Health Care and Social Assistance	43-3021	Billing and Posting Clerks and Machine Operators	8,600	20.15	41,900	16.55	34,500	19.35	40,200	23.30	48,500
62	Health Care and Social Assistance	43-3031	Bookkeeping, Accounting, and Auditing Clerks	2,210	22.80	47,500	18.80	39,100	22.10	46,000	25.50	53,000
62	Health Care and Social Assistance	43-3051	Payroll and Timekeeping Clerks	360	23.50	48,900	19.65	40,800	23.20	48,300	27.65	57,500
62	Health Care and Social Assistance	43-3061	Procurement Clerks	250	21.70	45,100	16.95	35,300	21.40	44,500	25.75	53,500
62	Health Care and Social Assistance	43-3099	Financial Clerks, All Other	50	17.50	36,400	15.25	31,700	17.55	36,500	20.15	41,900
62	Health Care and Social Assistance	43-4021	Correspondence Clerks	30	19.15	39,800	16.55	34,400	18.20	37,800	20.70	43,100
62	Health Care and Social Assistance	43-4041	Credit Authorizers, Checkers, and Clerks	270	20.55	42,800	17.60	36,700	20.50	42,600	23.30	48,500
62	Health Care and Social Assistance	43-4051	Customer Service Representatives	3,070	18.15	37,700	15.10	31,400	17.90	37,200	21.30	44,300
62	Health Care and Social Assistance	43-4061	Eligibility Interviewers, Government Programs	100	21.45	44,700	14.00	29,100	19.95	41,500	28.65	59,600
62	Health Care and Social Assistance	43-4071	File Clerks	4,230	14.95	31,100	11.10	23,100	14.35	29,800	18.05	37,600
62	Health Care and Social Assistance	43-4111	Interviewers, Except Eligibility and Loan	4,330	17.95	37,300	15.20	31,700	17.55	36,500	20.25	42,100
62	Health Care and Social Assistance	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	1,300	21.35	44,400	17.65	36,700	20.85	43,400	24.05	50,000
62	Health Care and Social Assistance	43-4171	Receptionists and Information Clerks	34,640	16.40	34,100	13.35	27,700	16.20	33,700	19.05	39,600
62	Health Care and Social Assistance	43-4199	Information and Record Clerks, All Other	150	19.80	41,200	16.15	33,600	19.20	40,000	23.65	49,200
62	Health Care and Social Assistance	43-5021	Couriers and Messengers	420	16.90	35,200	14.35	29,800	16.75	34,900	18.95	39,400
62	Health Care and Social Assistance	43-5031	Police, Fire, and Ambulance Dispatchers	300	19.30	40,100	16.05	33,400	18.55	38,600	22.40	46,600
62	Health Care and Social Assistance	43-5032	Dispatchers, Except Police, Fire, and Ambulance	90	17.85	37,100	13.20	27,400	17.00	35,400	21.75	45,200
62	Health Care and Social Assistance	43-5061	Production, Planning, and Expediting Clerks		18.85	39,200	16.05	33,400	17.35	36,100	18.65	38,800
62	Health Care and Social Assistance	43-5071	Shipping, Receiving, and Traffic Clerks	60	16.95	35,300	14.60	30,400	16.85	35,000	18.75	39,000
62	Health Care and Social Assistance	43-5081	Stock Clerks and Order Fillers	980	17.25	35,900	14.50	30,100	16.95	35,300	19.30	40,100
62	Health Care and Social Assistance	43-6011	Executive Secretaries and Executive Administrative Assistants	2,330	25.95	54,000	22.30	46,400	25.70	53,500	29.30	60,900
62	Health Care and Social Assistance	43-6013	Medical Secretaries	10,520	20.60	42,800	16.60	34,500	20.15	41,900	24.70	51,400
62	Health Care and Social Assistance	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	5,390	17.75	36,900	15.05	31,300	17.50	36,400	20.25	42,100
62	Health Care and Social Assistance	43-9011	Computer Operators	100	23.05	48,000	19.80	41,200	22.95	47,700	26.80	55,700
62	Health Care and Social Assistance	43-9021	Data Entry Keyers	510	17.30	35,900	14.80	30,800	17.45	36,300	20.20	42,000
62	Health Care and Social Assistance	43-9022	Word Processors and Typists	80	18.75	39,000	14.95	31,100	19.25	40,100	22.25	46,200
62	Health Care and Social Assistance	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	40	14.90	30,900	12.55	26,100	14.10	29,300	16.75	34,800
62	Health Care and Social Assistance	43-9061	Office Clerks, General	3,360	18.30	38,000	13.70	28,500	17.35	36,100	22.35	46,500
62	Health Care and Social Assistance	43-9071	Office Machine Operators, Except Computer	400	12.80	26,600	10.30	21,400	12.25	25,400	14.65	30,500
62	Health Care and Social Assistance	43-9199	Office and Administrative Support Workers, All Other	300	16.30	33,900	12.95	26,900	15.50	32,300	19.20	39,900

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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
62	Health Care and Social Assistance	47-0000	Construction and Extraction Occupations	470	28.95	60,200	24.30	50,600	28.25	58,700	33.45	69,600
62	Health Care and Social Assistance	47-1011	First-Line Supervisors of Construction Trades and Extraction Work	40	35.15	73,100	31.35	65,200	35.70	74,300	40.85	84,900
62	Health Care and Social Assistance	47-2031	Carpenters	110	29.40	61,200	25.60	53,300	28.20	58,700	30.95	64,300
62	Health Care and Social Assistance	47-2111	Electricians	90	30.80	64,100	26.65	55,500	30.10	62,600	34.85	72,500
62	Health Care and Social Assistance	47-2141	Painters, Construction and Maintenance	120	25.25	52,500	19.95	41,500	24.75	51,500	29.65	61,700
62	Health Care and Social Assistance	47-2152	Plumbers, Pipefitters, and Steamfitters	70	29.95	62,300	25.80	53,700	28.60	59,500	32.35	67,200
62	Health Care and Social Assistance	49-0000	Installation, Maintenance, and Repair Occupations	3,410	23.45	48,800	17.45	36,200	22.50	46,800	28.55	59,400
62	Health Care and Social Assistance	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	360	33.35	69,400	27.50	57,200	33.10	68,900	39.10	81,300
62	Health Care and Social Assistance	49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers	30	34.35	71,500	27.10	56,400	32.10	66,800	40.00	83,200
62	Health Care and Social Assistance	49-3023	Automotive Service Technicians and Mechanics	50	22.25	46,300	15.25	31,700	20.90	43,400	27.65	57,500
62	Health Care and Social Assistance	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	150	29.65	61,700	26.20	54,400	29.05	60,400	33.20	69,000
62	Health Care and Social Assistance	49-9062	Medical Equipment Repairers	200	28.70	59,700	23.00	47,800	27.30	56,700	31.95	66,400
62	Health Care and Social Assistance	49-9071	Maintenance and Repair Workers, General	2,560	21.30	44,300	16.65	34,600	20.40	42,500	25.85	53,800
62	Health Care and Social Assistance	49-9094	Locksmiths and Safe Repairers	10	30.85	64,200	25.25	52,500	29.25	60,900	36.45	75,800
62	Health Care and Social Assistance	49-9098	Helpers--Installation, Maintenance, and Repair Workers	30	14.35	29,900	11.85	24,600	14.45	30,000	16.85	35,100
62	Health Care and Social Assistance	51-0000	Production Occupations	1,790	17.90	37,300	10.90	22,700	14.05	29,200	24.10	50,200
62	Health Care and Social Assistance	51-1011	First-Line Supervisors of Production and Operating Workers	170	26.80	55,800	14.35	29,900	25.60	53,200	36.50	75,900
62	Health Care and Social Assistance	51-6011	Laundry and Dry-Cleaning Workers	670	12.95	26,900	10.80	22,500	12.50	26,000	14.45	30,000
62	Health Care and Social Assistance	51-8021	Stationary Engineers and Boiler Operators	390	29.00	60,300	24.95	51,900	28.40	59,100	32.35	67,300
62	Health Care and Social Assistance	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers		20.75	43,200	12.90	26,800	21.90	45,600	28.10	58,400
62	Health Care and Social Assistance	51-9083	Ophthalmic Laboratory Technicians		17.50	36,400	15.45	32,100	17.40	36,200	20.00	41,600
62	Health Care and Social Assistance	51-9199	Production Workers, All Other	100	12.15	25,200	9.00	18,800	9.35	19,400	12.85	26,800
62	Health Care and Social Assistance	53-0000	Transportation and Material Moving Occupations	4,760	14.15	29,400	10.65	22,100	12.95	27,000	16.25	33,800
62	Health Care and Social Assistance	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	230	23.65	49,200	18.35	38,200	22.75	47,300	28.00	58,200
62	Health Care and Social Assistance	53-3011	Ambulance Drivers and Attendants, Except Emergency Medical Technicians		11.75	24,400	10.20	21,200	11.25	23,400	12.75	26,500
62	Health Care and Social Assistance	53-3022	Bus Drivers, School or Special Client	450	16.75	34,900	14.70	30,600	16.65	34,700	18.50	38,400
62	Health Care and Social Assistance	53-3032	Heavy and Tractor-Trailer Truck Drivers	60	19.65	40,900	17.50	36,400	19.30	40,100	22.00	45,800
62	Health Care and Social Assistance	53-3033	Light Truck or Delivery Services Drivers	290	14.45	30,100	10.05	21,000	13.05	27,200	17.90	37,200
62	Health Care and Social Assistance	53-3041	Taxi Drivers and Chauffeurs	2,880	13.65	28,400	11.05	23,000	12.75	26,500	14.95	31,100
62	Health Care and Social Assistance	53-6021	Parking Lot Attendants	10	14.00	29,100	11.35	23,600	12.75	26,500	14.85	30,900
62	Health Care and Social Assistance	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	180	14.35	29,800	10.60	22,000	14.45	30,000	17.85	37,200
62	Health Care and Social Assistance	53-7064	Packers and Packagers, Hand	490	9.75	20,300	9.00	18,700	9.25	19,200	9.65	20,100
71	Arts, Entertainment, and Recreation	00-0000	Total all occupations	63,880	19.65	40,800	10.35	21,500	14.30	29,700	24.25	50,400
71	Arts, Entertainment, and Recreation	11-0000	Management Occupations	1,790	59.20	123,200	35.35	73,500	52.15	108,500	72.65	151,200
71	Arts, Entertainment, and Recreation	11-1021	General and Operations Managers	1,040	57.95	120,600	34.10	70,900	50.50	105,000	71.90	149,500
71	Arts, Entertainment, and Recreation	11-2021	Marketing Managers	50	69.50	144,500	39.20	81,600	59.10	122,900	91.00	189,300
71	Arts, Entertainment, and Recreation	11-2022	Sales Managers	70	64.95	135,100	36.90	76,700	58.10	120,900	78.40	163,100
71	Arts, Entertainment, and Recreation	11-2031	Public Relations and Fundraising Managers	50	84.45	175,600	51.15	106,400	75.15	156,300		
71	Arts, Entertainment, and Recreation	11-3011	Administrative Services Managers	210	50.60	105,300	34.40	71,500	46.80	97,400	59.35	123,400
71	Arts, Entertainment, and Recreation	11-3031	Financial Managers	60	78.50	163,300	55.40	115,200	70.00	145,600	94.15	195,800
71	Arts, Entertainment, and Recreation	11-3121	Human Resources Managers	10	66.35	138,100	53.65	111,600	66.60	138,500	80.85	168,200
71	Arts, Entertainment, and Recreation	11-9051	Food Service Managers	50	35.85	74,500	28.40	59,100	34.30	71,400	41.50	86,300
71	Arts, Entertainment, and Recreation	11-9151	Social and Community Service Managers		47.45	98,700	38.60	80,300	47.00	97,700	56.00	116,500
71	Arts, Entertainment, and Recreation	11-9199	Managers, All Other	170	63.25	131,600	36.85	76,700	55.95	116,400	77.50	161,200
71	Arts, Entertainment, and Recreation	13-0000	Business and Financial Operations Occupations	1,400	33.80	70,300	23.55	49,000	31.00	64,400	40.90	85,100
71	Arts, Entertainment, and Recreation	13-1011	Agents and Business Managers of Artists, Performers, and Athletes	130	39.05	81,200	30.95	64,400	36.60	76,100	46.80	97,300
71	Arts, Entertainment, and Recreation	13-1020	Buyers and Purchasing Agents		32.30	67,200	28.20	58,600	34.25	71,200	37.40	77,800
71	Arts, Entertainment, and Recreation	13-1071	Human Resources Specialists	120	28.05	58,300	21.50	44,700	27.95	58,100	34.60	71,900

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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 Petile. Hourly	25th Petile. Salary	50th Petile. Hourly	50th Petile. Salary	75th Petile. Hourly	75th Petile. Salary
71	Arts, Entertainment, and Recreation	13-1121	Meeting, Convention, and Event Planners	250	30.60	63,700	24.30	50,500	29.05	60,400	38.05	79,100
71	Arts, Entertainment, and Recreation	13-1131	Fundraisers	90	30.95	64,400	24.95	51,900	30.75	64,000	37.90	78,800
71	Arts, Entertainment, and Recreation	13-1161	Market Research Analysts and Marketing Specialists	280	27.50	57,200	18.15	37,800	22.80	47,400	33.55	69,800
71	Arts, Entertainment, and Recreation	13-1199	Business Operations Specialists, All Other	130	34.35	71,400	26.50	55,100	32.85	68,300	39.45	82,000
71	Arts, Entertainment, and Recreation	13-2011	Accountants and Auditors	310	42.75	88,900	28.40	59,100	39.20	81,500	51.95	108,000
71	Arts, Entertainment, and Recreation	13-2099	Financial Specialists, All Other		27.20	56,500	24.60	51,200	26.90	55,900	29.30	61,000
71	Arts, Entertainment, and Recreation	15-0000	Computer and Mathematical Occupations	140	33.50	69,700	21.95	45,700	33.45	69,600	44.60	92,700
71	Arts, Entertainment, and Recreation	15-1134	Web Developers	20	26.00	54,100	14.05	29,200	23.95	49,900	30.35	63,200
71	Arts, Entertainment, and Recreation	15-1141	Database Administrators		42.35	88,100	35.10	73,000	38.60	80,300	46.20	96,100
71	Arts, Entertainment, and Recreation	15-1142	Network and Computer Systems Administrators	70	36.80	76,600	25.85	53,800	38.30	79,700	48.70	101,300
71	Arts, Entertainment, and Recreation	15-1151	Computer User Support Specialists	20	27.10	56,400	18.35	38,200	27.05	56,300	34.25	71,200
71	Arts, Entertainment, and Recreation	15-1152	Computer Network Support Specialists	10	33.85	70,400	26.70	55,600	30.50	63,500	39.60	82,300
71	Arts, Entertainment, and Recreation	17-0000	Architecture and Engineering Occupations	20	43.80	91,100	34.80	72,400	38.35	79,800	54.95	114,300
71	Arts, Entertainment, and Recreation	17-1012	Landscape Architects	10	40.45	84,100	33.95	70,600	36.75	76,500	39.75	82,700
71	Arts, Entertainment, and Recreation	19-0000	Life, Physical, and Social Science Occupations		22.45	46,700	17.55	36,500	19.90	41,400	24.80	51,600
71	Arts, Entertainment, and Recreation	21-0000	Community and Social Services Occupations	50	23.50	48,900	21.20	44,100	23.60	49,100	26.30	54,700
71	Arts, Entertainment, and Recreation	25-0000	Education, Training, and Library Occupations	830	28.50	59,300	18.25	38,000	26.80	55,800	36.95	76,800
71	Arts, Entertainment, and Recreation	25-3021	Self-Enrichment Education Teachers	610	29.95	62,300	19.25	40,100	28.40	59,000	38.70	80,500
71	Arts, Entertainment, and Recreation	25-4012	Curators	60	30.25	62,900	24.75	51,500	28.20	58,700	32.25	67,100
71	Arts, Entertainment, and Recreation	25-4013	Museum Technicians and Conservators	20	27.05	56,200	20.60	42,800	24.75	51,500	31.25	65,000
71	Arts, Entertainment, and Recreation	25-4021	Librarians		21.55	44,800	15.70	32,700	18.15	37,800	27.15	56,400
71	Arts, Entertainment, and Recreation	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	7,830	27.30	56,700	15.70	32,600	23.05	47,900	31.25	65,000
71	Arts, Entertainment, and Recreation	27-1013	Fine Artists, Including Painters, Sculptors, and Illustrators	70	29.15	60,600	23.80	49,500	32.60	67,900	36.35	75,600
71	Arts, Entertainment, and Recreation	27-1024	Graphic Designers	60	24.30	50,600	19.15	39,800	22.80	47,400	29.10	60,600
71	Arts, Entertainment, and Recreation	27-1027	Set and Exhibit Designers	90	27.00	56,100	21.50	44,700	26.60	55,300	29.75	61,900
71	Arts, Entertainment, and Recreation	27-1029	Designers, All Other	10	18.85	39,200	11.20	23,300	17.75	36,900	27.00	56,200
71	Arts, Entertainment, and Recreation	27-2011	Actors	290	21.90		11.80		16.80		25.95	
71	Arts, Entertainment, and Recreation	27-2012	Producers and Directors	130	38.85	80,800	19.90	41,400	29.75	61,900	58.30	121,300
71	Arts, Entertainment, and Recreation	27-2021	Athletes and Sports Competitors	70		62,600		32,400		51,400		91,100
71	Arts, Entertainment, and Recreation	27-2022	Coaches and Scouts	5,080		52,600		30,400		46,300		62,100
71	Arts, Entertainment, and Recreation	27-2023	Umpires, Referees, and Other Sports Officials	100		44,400		26,200		37,100		56,400
71	Arts, Entertainment, and Recreation	27-2032	Choreographers		22.10	46,000	19.65	40,900	21.95	45,700	24.25	50,400
71	Arts, Entertainment, and Recreation	27-2041	Music Directors and Composers	130	38.20	79,500	21.40	44,600	34.40	71,600	44.95	93,500
71	Arts, Entertainment, and Recreation	27-2042	Musicians and Singers	640	38.15		21.10		27.35		36.40	
71	Arts, Entertainment, and Recreation	27-2099	Entertainers and Performers, Sports and Related Workers, All Other	140	24.85		11.50		21.70		30.25	
71	Arts, Entertainment, and Recreation	27-3012	Public Address System and Other Announcers	100	29.45	61,300	20.75	43,100	23.95	49,900	29.80	62,000
71	Arts, Entertainment, and Recreation	27-3031	Public Relations Specialists	200	29.70	61,800	20.25	42,200	26.70	55,600	36.90	76,800
71	Arts, Entertainment, and Recreation	27-3041	Editors	20	32.70	68,000	23.90	49,700	31.50	65,500	38.10	79,300
71	Arts, Entertainment, and Recreation	27-3099	Media and Communication Workers, All Other	10	19.60	40,800	11.25	23,400	15.10	31,400	27.90	58,000
71	Arts, Entertainment, and Recreation	27-4011	Audio and Video Equipment Technicians	240	23.05	47,900	17.30	36,000	21.40	44,500	29.40	61,100
71	Arts, Entertainment, and Recreation	27-4012	Broadcast Technicians	20	22.35	46,500	16.20	33,700	21.65	45,000	24.45	50,900
71	Arts, Entertainment, and Recreation	27-4014	Sound Engineering Technicians	50	23.60	49,100	16.85	35,000	21.10	43,900	27.50	57,200
71	Arts, Entertainment, and Recreation	27-4021	Photographers	20	18.90	39,300	9.45	19,600	14.20	29,600	26.30	54,700
71	Arts, Entertainment, and Recreation	27-4031	Camera Operators, Television, Video, and Motion Picture	70	31.15	64,800	18.40	38,300	29.65	61,700	40.70	84,700
71	Arts, Entertainment, and Recreation	27-4032	Film and Video Editors		36.95	76,800	18.35	38,200	36.00	74,900	48.65	101,200
71	Arts, Entertainment, and Recreation	27-4099	Media and Communication Equipment Workers, All Other	90	21.15	44,000	15.85	33,000	22.35	46,500	27.55	57,300
71	Arts, Entertainment, and Recreation	29-0000	Healthcare Practitioners and Technical Occupations		16.25	33,800	10.25	21,400	11.15	23,200	14.50	30,100
71	Arts, Entertainment, and Recreation	29-1141	Registered Nurses		31.65	65,800	17.50	36,400	30.50	63,500	45.25	94,100
71	Arts, Entertainment, and Recreation	29-2041	Emergency Medical Technicians and Paramedics	30	13.80	28,700	12.75	26,500	13.75	28,600	14.75	30,600
71	Arts, Entertainment, and Recreation	31-0000	Healthcare Support Occupations	190	15.50	32,300	9.10	19,000	13.40	27,900	20.95	43,600

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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 Petile. Hourly	25th Petile. Salary	50th Petile. Hourly	50th Petile. Salary	75th Petile. Hourly	75th Petile. Salary
71	Arts, Entertainment, and Recreation	31-9011	Massage Therapists	190	15.50	32,200	9.10	19,000	13.30	27,700	21.00	43,600
71	Arts, Entertainment, and Recreation	33-0000	Protective Service Occupations	4,140	13.00	27,000	9.85	20,500	11.10	23,100	12.45	25,900
71	Arts, Entertainment, and Recreation	33-1099	First-Line Supervisors of Protective Service Workers, All Other	140	26.20	54,500	18.70	38,900	26.95	56,000	31.30	65,100
71	Arts, Entertainment, and Recreation	33-9032	Security Guards	760	14.65	30,500	11.50	23,900	13.65	28,400	16.55	34,400
71	Arts, Entertainment, and Recreation	33-9092	Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers	3,190	12.00	25,000	9.65	20,000	10.70	22,200	11.80	24,500
71	Arts, Entertainment, and Recreation	35-0000	Food Preparation and Serving-Related Occupations	7,360	13.45	28,000	9.70	20,200	11.60	24,200	14.90	31,000
71	Arts, Entertainment, and Recreation	35-1011	Chefs and Head Cooks	150	37.15	77,200	26.50	55,100	32.35	67,200	45.05	93,700
71	Arts, Entertainment, and Recreation	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	360	21.95	45,700	16.10	33,400	21.45	44,600	27.55	57,300
71	Arts, Entertainment, and Recreation	35-2011	Cooks, Fast Food	30	12.95	26,900	10.20	21,300	11.80	24,500	14.20	29,600
71	Arts, Entertainment, and Recreation	35-2014	Cooks, Restaurant	810	16.05	33,400	12.80	26,600	15.00	31,200	18.25	38,000
71	Arts, Entertainment, and Recreation	35-2015	Cooks, Short Order	50	12.90	26,900	10.85	22,500	12.45	25,900	14.65	30,500
71	Arts, Entertainment, and Recreation	35-2021	Food Preparation Workers	660	11.35	23,600	9.65	20,000	10.75	22,400	12.45	25,900
71	Arts, Entertainment, and Recreation	35-3011	Bartenders	1,000	12.75	26,600	10.05	20,900	11.70	24,400	14.65	30,400
71	Arts, Entertainment, and Recreation	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	130	11.50	24,000	9.05	18,800	9.70	20,200	12.35	25,700
71	Arts, Entertainment, and Recreation	35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	720	10.30	21,400	9.15	19,100	9.65	20,000	11.15	23,200
71	Arts, Entertainment, and Recreation	35-3031	Waiters and Waitresses	2,320	12.85	26,700	9.65	20,100	11.75	24,500	14.85	30,900
71	Arts, Entertainment, and Recreation	35-3041	Food Servers, Nonrestaurant	30	10.40	21,700	9.25	19,200	9.70	20,200	11.55	24,000
71	Arts, Entertainment, and Recreation	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	510	11.05	22,900	9.45	19,700	10.35	21,500	11.70	24,300
71	Arts, Entertainment, and Recreation	35-9021	Dishwashers	360	11.15	23,200	9.90	20,600	10.95	22,700	12.05	25,000
71	Arts, Entertainment, and Recreation	35-9031	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	180	10.75	22,400	9.20	19,200	9.85	20,400	11.10	23,000
71	Arts, Entertainment, and Recreation	35-9099	Food Preparation and Serving Related Workers, All Other	40	13.50	28,000	10.05	21,000	13.05	27,100	15.25	31,700
71	Arts, Entertainment, and Recreation	37-0000	Building and Grounds Cleaning and Maintenance Occupations	5,010	14.90	31,000	10.80	22,500	12.90	26,900	16.85	35,100
71	Arts, Entertainment, and Recreation	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	70	20.85	43,400	17.35	36,100	20.80	43,200	23.55	48,900
71	Arts, Entertainment, and Recreation	37-1012	First-Line Supervisors of Landscaping, Lawn Service, and Groundsk	280	29.80	62,000	23.60	49,100	28.20	58,700	33.95	70,700
71	Arts, Entertainment, and Recreation	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	1,660	13.05	27,200	10.10	21,000	11.60	24,100	14.20	29,500
71	Arts, Entertainment, and Recreation	37-2012	Maids and Housekeeping Cleaners	320	12.35	25,700	10.35	21,600	11.75	24,400	13.75	28,600
71	Arts, Entertainment, and Recreation	37-3011	Landscaping and Groundskeeping Workers	2,670	14.60	30,400	11.25	23,400	13.55	28,200	16.75	34,800
71	Arts, Entertainment, and Recreation	39-0000	Personal Care and Service Occupations	21,130	17.55	36,500	9.70	20,100	12.55	26,100	24.10	50,200
71	Arts, Entertainment, and Recreation	39-1010	First-line supervisors of gaming workers		19.95	41,500	13.95	29,000	19.60	40,800	24.80	51,600
71	Arts, Entertainment, and Recreation	39-1021	First-Line Supervisors of Personal Service Workers	1,030	20.20	42,000	15.35	31,900	18.60	38,700	24.45	50,900
71	Arts, Entertainment, and Recreation	39-2011	Animal Trainers	100	16.25	33,800	9.00	18,800	12.10	25,200	21.55	44,800
71	Arts, Entertainment, and Recreation	39-2021	Nonfarm Animal Caretakers	320	14.20	29,600	11.70	24,300	13.55	28,100	15.45	32,100
71	Arts, Entertainment, and Recreation	39-3012	Gaming and Sports Book Writers and Runners		16.35	34,000	10.95	22,700	14.70	30,600	21.35	44,400
71	Arts, Entertainment, and Recreation	39-3031	Ushers, Lobby Attendants, and Ticket Takers	1,000	13.20	27,500	9.65	20,100	12.35	25,700	16.85	35,000
71	Arts, Entertainment, and Recreation	39-3091	Amusement and Recreation Attendants	6,640	10.45	21,700	9.20	19,200	9.65	20,100	11.00	22,900
71	Arts, Entertainment, and Recreation	39-3092	Costume Attendants		11.80	24,600	9.35	19,400	9.70	20,200	12.10	25,200
71	Arts, Entertainment, and Recreation	39-3093	Locker Room, Coatroom, and Dressing Room Attendants	310	12.55	26,200	9.65	20,100	11.50	23,900	14.25	29,600
71	Arts, Entertainment, and Recreation	39-3099	Entertainment Attendants and Related Workers, All Other	30								
71	Arts, Entertainment, and Recreation	39-6012	Concierges	20	18.15	37,700	16.25	33,800	17.70	36,800	19.20	39,900
71	Arts, Entertainment, and Recreation	39-7010	Tour and travel guides	360	14.00	29,200	10.35	21,600	13.75	28,600	17.30	36,000
71	Arts, Entertainment, and Recreation	39-9011	Childcare Workers	1,010	11.30	23,500	9.30	19,300	10.00	20,800	11.95	24,900
71	Arts, Entertainment, and Recreation	39-9031	Fitness Trainers and Aerobics Instructors	8,230	25.40	52,800	15.05	31,300	26.15	54,400	30.85	64,200
71	Arts, Entertainment, and Recreation	39-9032	Recreation Workers	1,260	16.20	33,700	10.65	22,100	15.10	31,400	19.80	41,200
71	Arts, Entertainment, and Recreation	39-9099	Personal Care and Service Workers, All Other		10.15	21,100	9.05	18,800	9.35	19,400	10.00	20,800
71	Arts, Entertainment, and Recreation	41-0000	Sales and Related Occupations	3,220	18.65	38,800	9.60	19,900	12.55	26,100	21.30	44,300
71	Arts, Entertainment, and Recreation	41-1011	First-Line Supervisors of Retail Sales Workers	170	20.80	43,200	14.35	29,900	20.10	41,800	25.20	52,400
71	Arts, Entertainment, and Recreation	41-1012	First-Line Supervisors of Non-Retail Sales Workers	20	46.05	95,800	34.60	71,900	39.85	82,900	49.85	103,700
71	Arts, Entertainment, and Recreation	41-2011	Cashiers	1,070	11.35	23,600	9.25	19,200	9.80	20,300	12.05	25,100
71	Arts, Entertainment, and Recreation	41-2021	Counter and Rental Clerks	370	13.00	27,000	9.25	19,200	9.95	20,700	14.25	29,600
71	Arts, Entertainment, and Recreation	41-2031	Retail Salespersons	380	19.80	41,200	10.35	21,500	12.10	25,200	17.10	35,600

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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
71	Arts, Entertainment, and Recreation	41-3011	Advertising Sales Agents		25.50	53,000	18.30	38,100	25.95	54,000	29.70	61,800
71	Arts, Entertainment, and Recreation	41-3099	Sales Representatives, Services, All Other	910	28.30	58,800	12.50	26,000	22.55	46,900	33.80	70,300
71	Arts, Entertainment, and Recreation	41-9099	Sales and Related Workers, All Other	40	19.05	39,600	11.50	23,900	17.65	36,700	22.95	47,800
71	Arts, Entertainment, and Recreation	43-0000	Office and Administrative Support Occupations	6,520	17.65	36,700	11.05	23,000	15.25	31,700	21.50	44,700
71	Arts, Entertainment, and Recreation	43-1011	First-Line Supervisors of Office and Administrative Support Work	400	25.10	52,200	20.05	41,700	25.40	52,800	29.55	61,500
71	Arts, Entertainment, and Recreation	43-3021	Billing and Posting Clerks and Machine Operators	10	21.75	45,200	20.00	41,600	21.65	45,100	23.30	48,500
71	Arts, Entertainment, and Recreation	43-3031	Bookkeeping, Accounting, and Auditing Clerks	660	20.90	43,500	15.95	33,100	21.70	45,100	25.60	53,300
71	Arts, Entertainment, and Recreation	43-3051	Payroll and Timekeeping Clerks	70	22.10	46,000	17.85	37,200	22.50	46,900	26.85	55,800
71	Arts, Entertainment, and Recreation	43-4051	Customer Service Representatives	1,050	14.80	30,800	10.70	22,200	12.50	26,000	17.20	35,800
71	Arts, Entertainment, and Recreation	43-4071	File Clerks	80	14.75	30,700	9.60	19,900	11.65	24,200	17.05	35,500
71	Arts, Entertainment, and Recreation	43-4081	Hotel, Motel, and Resort Desk Clerks		14.00	29,100	11.15	23,200	13.25	27,600	15.10	31,500
71	Arts, Entertainment, and Recreation	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	30	19.45	40,500	14.45	30,100	18.75	39,100	25.15	52,300
71	Arts, Entertainment, and Recreation	43-4171	Receptionists and Information Clerks	1,900	13.15	27,300	10.10	21,000	11.70	24,300	15.50	32,300
71	Arts, Entertainment, and Recreation	43-4199	Information and Record Clerks, All Other	70	21.85	45,400	18.15	37,800	21.85	45,400	24.50	51,000
71	Arts, Entertainment, and Recreation	43-5061	Production, Planning, and Expediting Clerks	30	22.25	46,200	17.60	36,600	21.25	44,200	27.70	57,700
71	Arts, Entertainment, and Recreation	43-5081	Stock Clerks and Order Fillers	60	16.50	34,300	11.05	23,000	16.45	34,200	21.85	45,400
71	Arts, Entertainment, and Recreation	43-6011	Executive Secretaries and Executive Administrative Assistants	160	62.25	129,400	28.20	58,700	34.90	72,500		
71	Arts, Entertainment, and Recreation	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	760	19.50	40,600	14.80	30,800	19.50	40,500	23.75	49,400
71	Arts, Entertainment, and Recreation	43-9061	Office Clerks, General	950	14.65	30,500	10.25	21,300	13.25	27,500	18.35	38,200
71	Arts, Entertainment, and Recreation	43-9199	Office and Administrative Support Workers, All Other	70	17.00	35,400	12.70	26,400	15.85	32,900	20.65	42,900
71	Arts, Entertainment, and Recreation	47-0000	Construction and Extraction Occupations	450	30.10	62,600	23.20	48,300	27.05	56,300	31.95	66,500
71	Arts, Entertainment, and Recreation	47-1011	First-Line Supervisors of Construction Trades and Extraction Work	10	32.10	66,800	31.15	64,800	34.05	70,800	36.75	76,500
71	Arts, Entertainment, and Recreation	47-2031	Carpenters	360	29.85	62,100	23.15	48,100	26.65	55,500	30.00	62,400
71	Arts, Entertainment, and Recreation	47-2111	Electricians	40	32.70	68,000	25.40	52,900	28.75	59,800	36.55	76,000
71	Arts, Entertainment, and Recreation	47-2141	Painters, Construction and Maintenance	30	32.00	66,500	24.15	50,200	30.40	63,200	40.80	84,800
71	Arts, Entertainment, and Recreation	49-0000	Installation, Maintenance, and Repair Occupations	1,890	20.70	43,000	14.60	30,300	20.00	41,600	25.35	52,700
71	Arts, Entertainment, and Recreation	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers		27.40	57,000	22.05	45,900	24.55	51,100	31.45	65,400
71	Arts, Entertainment, and Recreation	49-3023	Automotive Service Technicians and Mechanics		17.75	37,000	13.30	27,600	14.90	30,900	19.00	39,500
71	Arts, Entertainment, and Recreation	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists		22.55	46,900	18.45	38,400	20.85	43,300	23.00	47,900
71	Arts, Entertainment, and Recreation	49-3051	Motorboat Mechanics and Service Technicians		26.05	54,200	22.20	46,200	26.70	55,600	29.90	62,200
71	Arts, Entertainment, and Recreation	49-3053	Outdoor Power Equipment and Other Small Engine Mechanics	120	22.10	46,000	16.35	34,000	22.05	45,800	28.10	58,400
71	Arts, Entertainment, and Recreation	49-9041	Industrial Machinery Mechanics		23.40	48,700	18.35	38,200	25.55	53,100	28.25	58,700
71	Arts, Entertainment, and Recreation	49-9071	Maintenance and Repair Workers, General	940	19.00	39,500	13.80	28,700	18.10	37,600	23.30	48,500
71	Arts, Entertainment, and Recreation	49-9091	Coin, Vending, and Amusement Machine Servicers and Repairers		17.60	36,600	11.50	24,000	16.30	33,900	21.30	44,300
71	Arts, Entertainment, and Recreation	49-9099	Installation, Maintenance, and Repair Workers, All Other	280	19.40	40,300	12.35	25,700	18.70	38,900	23.10	48,000
71	Arts, Entertainment, and Recreation	51-0000	Production Occupations	160	20.55	42,800	11.70	24,300	21.30	44,400	25.50	53,000
71	Arts, Entertainment, and Recreation	51-1011	First-Line Supervisors of Production and Operating Workers	20	33.50	69,700	26.30	54,800	30.35	63,100	38.85	80,800
71	Arts, Entertainment, and Recreation	51-3011	Bakers		14.55	30,200	10.80	22,400	11.75	24,500	16.70	34,800
71	Arts, Entertainment, and Recreation	51-6011	Laundry and Dry-Cleaning Workers	30	11.60	24,200	9.95	20,700	11.05	23,000	13.05	27,100
71	Arts, Entertainment, and Recreation	51-6052	Tailors, Dressmakers, and Custom Sewers	10	25.00	52,000	22.45	46,700	27.70	57,600	30.15	62,700
71	Arts, Entertainment, and Recreation	53-0000	Transportation and Material Moving Occupations	1,240	16.05	33,400	10.50	21,800	13.15	27,400	20.10	41,800
71	Arts, Entertainment, and Recreation	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors		18.50	38,500	10.55	22,000	11.70	24,300	26.80	55,700
71	Arts, Entertainment, and Recreation	53-3032	Heavy and Tractor-Trailer Truck Drivers	10	23.55	49,000	18.35	38,100	21.85	45,500	28.55	59,400
71	Arts, Entertainment, and Recreation	53-3033	Light Truck or Delivery Services Drivers	30	16.00	33,200	11.50	23,900	14.30	29,800	18.80	39,100
71	Arts, Entertainment, and Recreation	53-3041	Taxi Drivers and Chauffeurs	20	11.90	24,800	10.65	22,100	11.45	23,900	12.30	25,600
71	Arts, Entertainment, and Recreation	53-6021	Parking Lot Attendants	180	10.45	21,800	9.15	19,100	9.85	20,500	11.35	23,600
71	Arts, Entertainment, and Recreation	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	780	17.55	36,500	11.75	24,500	15.60	32,500	22.10	45,900
72	Accommodation and Food Services	00-0000	Total all occupations	313,060	13.95	29,000	9.50	19,700	11.50	24,000	15.25	31,800
72	Accommodation and Food Services	11-0000	Management Occupations	5,160	49.20	102,300	32.45	67,500	42.55	88,500	55.25	114,900

*See Footnotes on Page 90

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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 Petile. Hourly	25th Petile. Salary	50th Petile. Hourly	50th Petile. Salary	75th Petile. Hourly	75th Petile. Salary
72	Accommodation and Food Services	11-1021	General and Operations Managers	1,280	69.45	144,400	41.10	85,500	54.80	113,900	87.10	181,200
72	Accommodation and Food Services	11-2021	Marketing Managers	50	62.00	129,000	40.00	83,200	55.05	114,600	71.80	149,300
72	Accommodation and Food Services	11-2022	Sales Managers	90	62.30	129,600	44.40	92,400	61.05	127,000	73.80	153,600
72	Accommodation and Food Services	11-3011	Administrative Services Managers	250	50.60	105,300	34.60	72,000	50.85	105,700	64.00	133,200
72	Accommodation and Food Services	11-3021	Computer and Information Systems Managers		45.00	93,600	29.45	61,300	37.30	77,600	63.70	132,500
72	Accommodation and Food Services	11-3031	Financial Managers	70	63.25	131,500	41.40	86,100	50.80	105,700	70.50	146,600
72	Accommodation and Food Services	11-3051	Industrial Production Managers	30	37.40	77,800	26.95	56,100	32.05	66,700	47.65	99,200
72	Accommodation and Food Services	11-3121	Human Resources Managers	20	59.55	123,900	51.05	106,200	58.60	121,900	68.50	142,500
72	Accommodation and Food Services	11-9051	Food Service Managers	2,650	40.10	83,400	30.05	62,500	39.05	81,200	48.60	101,100
72	Accommodation and Food Services	11-9071	Gaming Managers	140	40.80	84,900	32.45	67,500	37.65	78,300	45.95	95,600
72	Accommodation and Food Services	11-9081	Lodging Managers	500	40.25	83,700	31.85	66,300	36.05	74,900	43.70	90,900
72	Accommodation and Food Services	11-9199	Managers, All Other	30	46.15	96,000	32.30	67,200	41.65	86,600	55.30	115,000
72	Accommodation and Food Services	13-0000	Business and Financial Operations Occupations	1,590	29.05	60,400	19.55	40,700	28.30	58,900	36.70	76,400
72	Accommodation and Food Services	13-1020	Buyers and Purchasing Agents	40	34.00	70,700	28.55	59,400	32.40	67,400	38.25	79,600
72	Accommodation and Food Services	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	100	21.10	43,800	11.60	24,200	18.75	38,900	27.75	57,700
72	Accommodation and Food Services	13-1071	Human Resources Specialists	150	29.85	62,100	23.00	47,800	29.50	61,300	36.00	74,900
72	Accommodation and Food Services	13-1111	Management Analysts	20	33.95	70,700	26.80	55,800	30.50	63,400	38.50	80,100
72	Accommodation and Food Services	13-1121	Meeting, Convention, and Event Planners	310	26.30	54,700	19.15	39,900	24.75	51,500	33.35	69,300
72	Accommodation and Food Services	13-1131	Fundraisers	10	30.40	63,200	24.15	50,200	28.75	59,800	39.10	81,300
72	Accommodation and Food Services	13-1151	Training and Development Specialists	130	19.80	41,200	10.40	21,700	11.55	24,100	30.70	63,800
72	Accommodation and Food Services	13-1161	Market Research Analysts and Marketing Specialists	200	30.75	64,000	16.10	33,500	27.50	57,200	42.15	87,600
72	Accommodation and Food Services	13-1199	Business Operations Specialists, All Other	160	32.80	68,200	25.50	53,000	29.55	61,500	37.85	78,700
72	Accommodation and Food Services	13-2011	Accountants and Auditors	460	31.75	66,100	25.45	53,000	31.00	64,500	39.40	82,000
72	Accommodation and Food Services	15-0000	Computer and Mathematical Occupations	100	30.40	63,300	23.40	48,700	27.85	57,900	34.90	72,600
72	Accommodation and Food Services	15-1142	Network and Computer Systems Administrators	20	43.20	89,900	28.60	59,500	38.80	80,700	64.55	134,200
72	Accommodation and Food Services	15-1151	Computer User Support Specialists	60	23.60	49,100	18.20	37,800	25.40	52,800	28.10	58,400
72	Accommodation and Food Services	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	1,240	25.10	52,300	17.85	37,200	26.25	54,600	30.00	62,400
72	Accommodation and Food Services	27-2022	Coaches and Scouts	160		35,600		27,200		31,100		40,500
72	Accommodation and Food Services	27-3031	Public Relations Specialists	10	30.85	64,200	19.80	41,200	23.40	48,600	35.65	74,200
72	Accommodation and Food Services	27-4011	Audio and Video Equipment Technicians	800	25.70	53,400	19.10	39,800	26.95	56,000	30.45	63,300
72	Accommodation and Food Services	29-0000	Healthcare Practitioners and Technical Occupations	200	24.70	51,400	14.80	30,800	24.70	51,300	32.95	68,500
72	Accommodation and Food Services	29-1031	Dietitians and Nutritionists	90	32.65	67,900	28.20	58,700	32.15	66,900	36.55	76,000
72	Accommodation and Food Services	29-2051	Dietetic Technicians		16.10	33,500	13.15	27,400	14.90	31,000	17.90	37,300
72	Accommodation and Food Services	31-0000	Healthcare Support Occupations	80	18.90	39,300	13.70	28,500	18.25	38,000	22.85	47,500
72	Accommodation and Food Services	31-9011	Massage Therapists	70	18.95	39,400	13.55	28,200	18.35	38,200	23.15	48,100
72	Accommodation and Food Services	33-0000	Protective Service Occupations	2,080	16.55	34,400	13.15	27,300	15.15	31,500	18.40	38,300
72	Accommodation and Food Services	33-1099	First-Line Supervisors of Protective Service Workers, All Other	80	23.30	48,500	20.10	41,800	22.75	47,300	25.50	53,100
72	Accommodation and Food Services	33-9031	Gaming Surveillance Officers and Gaming Investigators	90	19.05	39,600	14.60	30,300	17.45	36,300	22.15	46,100
72	Accommodation and Food Services	33-9032	Security Guards	1,860	16.10	33,500	13.15	27,300	15.05	31,300	18.05	37,600
72	Accommodation and Food Services	33-9092	Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers	60	16.65	34,600	10.30	21,400	11.50	23,900	13.45	28,000
72	Accommodation and Food Services	35-0000	Food Preparation and Serving-Related Occupations	252,360	13.05	27,200	9.55	19,800	11.40	23,700	14.80	30,800
72	Accommodation and Food Services	35-1011	Chefs and Head Cooks	2,140	34.05	70,800	24.60	51,200	32.55	67,700	39.75	82,600
72	Accommodation and Food Services	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	16,180	21.05	43,800	15.65	32,600	19.85	41,300	26.10	54,300
72	Accommodation and Food Services	35-2011	Cooks, Fast Food	8,630	11.15	23,200	9.50	19,800	10.45	21,700	12.75	26,500
72	Accommodation and Food Services	35-2012	Cooks, Institution and Cafeteria	3,390	16.15	33,600	13.05	27,100	15.50	32,300	18.70	38,900
72	Accommodation and Food Services	35-2014	Cooks, Restaurant	19,510	15.95	33,200	12.75	26,500	14.85	30,900	18.45	38,400
72	Accommodation and Food Services	35-2015	Cooks, Short Order	10,290	12.00	24,900	9.30	19,300	10.85	22,500	14.00	29,100
72	Accommodation and Food Services	35-2019	Cooks, All Other		12.75	26,600	9.80	20,400	13.60	28,300	14.90	30,900
72	Accommodation and Food Services	35-2021	Food Preparation Workers	18,970	11.70	24,300	9.25	19,200	10.50	21,800	13.05	27,200

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	35-3011	Bartenders	15,670	14.50	30,100	11.00	22,900	13.65	28,400	17.50	36,400
72	Accommodation and Food Services	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	37,830	10.65	22,100	9.30	19,300	9.80	20,400	11.45	23,800
72	Accommodation and Food Services	35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	29,280	10.40	21,600	9.15	19,000	9.60	20,000	11.10	23,100
72	Accommodation and Food Services	35-3031	Waiters and Waitresses	55,470	13.25	27,600	9.80	20,400	12.30	25,600	15.50	32,200
72	Accommodation and Food Services	35-3041	Food Servers, Nonrestaurant	2,230	12.80	26,600	10.15	21,200	12.05	25,000	15.15	31,500
72	Accommodation and Food Services	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	12,460	11.60	24,200	9.50	19,800	10.80	22,500	12.50	26,000
72	Accommodation and Food Services	35-9021	Dishwashers	8,370	10.85	22,600	9.50	19,800	10.50	21,900	11.75	24,400
72	Accommodation and Food Services	35-9031	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	10,080	11.65	24,300	9.45	19,700	10.60	22,100	12.05	25,100
72	Accommodation and Food Services	35-9099	Food Preparation and Serving Related Workers, All Other	1,750	13.35	27,700	11.30	23,500	13.00	27,100	14.75	30,600
72	Accommodation and Food Services	37-0000	Building and Grounds Cleaning and Maintenance Occupations	12,700	12.85	26,700	9.95	20,700	11.70	24,300	14.15	29,400
72	Accommodation and Food Services	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	740	19.85	41,300	15.40	32,100	18.95	39,400	23.20	48,200
72	Accommodation and Food Services	37-1012	First-Line Supervisors of Landscaping, Lawn Service, and Groundsk	20	20.40	42,400	16.10	33,500	18.65	38,800	23.45	48,800
72	Accommodation and Food Services	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	3,090	13.60	28,300	10.35	21,500	12.25	25,500	14.45	30,100
72	Accommodation and Food Services	37-2012	Maids and Housekeeping Cleaners	8,350	11.85	24,600	9.75	20,300	11.20	23,300	13.30	27,700
72	Accommodation and Food Services	37-3011	Landscaping and Groundskeeping Workers	500	14.40	30,000	10.70	22,200	12.95	26,900	16.45	34,200
72	Accommodation and Food Services	39-0000	Personal Care and Service Occupations	6,710	14.05	29,300	9.25	19,200	10.40	21,700	16.65	34,600
72	Accommodation and Food Services	39-1010	First-line supervisors of gaming workers		27.40	57,000	22.85	47,500	27.65	57,500	32.10	66,700
72	Accommodation and Food Services	39-1021	First-Line Supervisors of Personal Service Workers	120	23.55	49,000	17.05	35,400	22.35	46,500	30.10	62,600
72	Accommodation and Food Services	39-3019	Gaming Service Workers, All Other		14.45	30,100	11.15	23,200	14.00	29,100	17.50	36,300
72	Accommodation and Food Services	39-3031	Ushers, Lobby Attendants, and Ticket Takers	170	11.05	22,900	9.35	19,500	10.05	20,900	12.00	25,000
72	Accommodation and Food Services	39-3091	Amusement and Recreation Attendants	850	16.15	33,600	9.80	20,400	12.50	26,100	18.15	37,800
72	Accommodation and Food Services	39-3093	Locker Room, Coatroom, and Dressing Room Attendants	60	10.40	21,600	9.20	19,200	9.55	19,800	10.50	21,800
72	Accommodation and Food Services	39-5012	Hairdressers, Hairstylists, and Cosmetologists	20	18.10	37,700	9.50	19,800	19.05	39,700	22.90	47,700
72	Accommodation and Food Services	39-5094	Skincare Specialists	20	17.50	36,400	11.05	22,900	16.40	34,100	21.55	44,800
72	Accommodation and Food Services	39-6011	Baggage Porters and Bellhops	430	11.20	23,300	9.60	20,000	10.50	21,800	11.85	24,700
72	Accommodation and Food Services	39-6012	Concierges	140	14.20	29,600	12.30	25,600	13.80	28,700	16.00	33,300
72	Accommodation and Food Services	39-9031	Fitness Trainers and Aerobics Instructors	20	13.60	28,300	10.50	21,800	11.45	23,800	13.35	27,700
72	Accommodation and Food Services	39-9032	Recreation Workers	160	18.90	39,400	11.20	23,300	16.65	34,600	25.95	53,900
72	Accommodation and Food Services	39-9041	Residential Advisors	10	13.25	27,600	11.30	23,500	13.00	27,000	15.05	31,300
72	Accommodation and Food Services	39-9099	Personal Care and Service Workers, All Other	130	11.85	24,700	9.25	19,200	10.00	20,800	13.20	27,400
72	Accommodation and Food Services	41-0000	Sales and Related Occupations	7,750	13.80	28,700	9.45	19,700	11.05	23,000	14.25	29,700
72	Accommodation and Food Services	41-1011	First-Line Supervisors of Retail Sales Workers	240	21.35	44,400	16.30	33,900	21.15	43,900	24.85	51,700
72	Accommodation and Food Services	41-2011	Cashiers	6,230	11.95	24,900	9.30	19,400	10.50	21,800	12.50	26,000
72	Accommodation and Food Services	41-2031	Retail Salespersons		11.95	24,800	10.25	21,300	11.55	24,100	13.25	27,600
72	Accommodation and Food Services	41-3099	Sales Representatives, Services, All Other	700	27.70	57,600	17.90	37,200	26.50	55,100	34.60	71,900
72	Accommodation and Food Services	41-9099	Sales and Related Workers, All Other		21.90	45,600	14.95	31,100	23.30	48,500	28.45	59,200
72	Accommodation and Food Services	43-0000	Office and Administrative Support Occupations	10,890	16.20	33,700	11.15	23,200	14.15	29,400	19.70	40,900
72	Accommodation and Food Services	43-1011	First-Line Supervisors of Office and Administrative Support Worke	660	23.10	48,100	17.95	37,400	22.50	46,800	27.50	57,200
72	Accommodation and Food Services	43-2011	Switchboard Operators, Including Answering Service	30	16.75	34,800	13.15	27,400	15.60	32,500	19.00	39,500
72	Accommodation and Food Services	43-3031	Bookkeeping, Accounting, and Auditing Clerks	1,800	21.10	43,900	16.95	35,200	20.80	43,300	25.15	52,300
72	Accommodation and Food Services	43-3051	Payroll and Timekeeping Clerks	150	20.75	43,200	16.85	35,100	20.60	42,900	25.35	52,700
72	Accommodation and Food Services	43-3061	Procurement Clerks		20.10	41,800	14.15	29,400	16.90	35,200	25.60	53,200
72	Accommodation and Food Services	43-4051	Customer Service Representatives	670	16.25	33,800	11.95	24,900	14.05	29,300	17.90	37,200
72	Accommodation and Food Services	43-4081	Hotel, Motel, and Resort Desk Clerks	3,640	12.20	25,400	10.45	21,700	11.50	23,900	13.30	27,700
72	Accommodation and Food Services	43-4151	Order Clerks	210	20.60	42,800	15.35	31,900	19.80	41,200	26.95	56,000
72	Accommodation and Food Services	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	70	18.70	38,900	14.75	30,700	18.60	38,700	22.20	46,100
72	Accommodation and Food Services	43-4171	Receptionists and Information Clerks	300	13.65	28,400	11.25	23,400	13.20	27,400	15.90	33,100
72	Accommodation and Food Services	43-4181	Reservation and Transportation Ticket Agents and Travel Clerks		17.60	36,600	15.10	31,400	17.80	37,000	20.95	43,600
72	Accommodation and Food Services	43-5032	Dispatchers, Except Police, Fire, and Ambulance	40	19.60	40,700	11.10	23,100	18.40	38,300	27.50	57,200
72	Accommodation and Food Services	43-5061	Production, Planning, and Expediting Clerks		21.85	45,500	20.75	43,200	22.10	46,000	23.50	48,800

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72	Accommodation and Food Services	43-5071	Shipping, Receiving, and Traffic Clerks	60	14.45	30,100	12.55	26,100	13.90	28,900	15.70	32,600
72	Accommodation and Food Services	43-5081	Stock Clerks and Order Fillers	450	11.85	24,600	9.90	20,600	10.90	22,700	12.20	25,300
72	Accommodation and Food Services	43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping	140	16.40	34,100	12.50	26,000	16.45	34,200	19.20	40,000
72	Accommodation and Food Services	43-6011	Executive Secretaries and Executive Administrative Assistants		31.80	66,100	30.55	63,600	33.40	69,500	36.10	75,100
72	Accommodation and Food Services	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	600	17.90	37,300	13.50	28,100	17.20	35,800	22.00	45,700
72	Accommodation and Food Services	43-9011	Computer Operators	10	19.95	41,500	19.40	40,400	21.25	44,200	22.95	47,800
72	Accommodation and Food Services	43-9061	Office Clerks, General	1,270	13.55	28,200	9.70	20,200	12.10	25,100	16.25	33,800
72	Accommodation and Food Services	43-9199	Office and Administrative Support Workers, All Other	50	16.70	34,800	12.85	26,700	15.25	31,700	20.75	43,200
72	Accommodation and Food Services	47-0000	Construction and Extraction Occupations	450	29.65	61,700	25.30	52,600	28.00	58,200	30.95	64,300
72	Accommodation and Food Services	47-2031	Carpenters	70	32.15	66,900	26.60	55,400	29.20	60,800	40.55	84,300
72	Accommodation and Food Services	47-2041	Carpet Installers	10	28.00	58,200	26.25	54,600	28.00	58,200	29.70	61,800
72	Accommodation and Food Services	47-2111	Electricians	200	28.05	58,300	24.95	51,900	27.50	57,200	30.00	62,400
72	Accommodation and Food Services	47-2141	Painters, Construction and Maintenance	90	31.05	64,600	21.30	44,300	28.10	58,500	36.15	75,200
72	Accommodation and Food Services	47-2152	Plumbers, Pipefitters, and Steamfitters	70	30.30	63,000	26.10	54,200	28.15	58,500	30.20	62,800
72	Accommodation and Food Services	49-0000	Installation, Maintenance, and Repair Occupations	2,090	20.20	42,000	13.55	28,200	18.70	38,900	25.45	53,000
72	Accommodation and Food Services	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	80	32.80	68,200	26.25	54,600	32.20	67,000	39.05	81,300
72	Accommodation and Food Services	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	50	29.10	60,500	26.20	54,500	28.45	59,200	30.85	64,100
72	Accommodation and Food Services	49-9071	Maintenance and Repair Workers, General	1,730	19.35	40,300	13.40	27,900	18.05	37,500	23.95	49,800
72	Accommodation and Food Services	49-9091	Coin, Vending, and Amusement Machine Servicers and Repairers	120	19.10	39,700	13.10	27,200	16.40	34,100	24.40	50,800
72	Accommodation and Food Services	49-9094	Locksmiths and Safe Repairers	30	28.25	58,800	26.25	54,600	28.15	58,600	30.05	62,500
72	Accommodation and Food Services	51-0000	Production Occupations	1,890	13.60	28,300	10.75	22,300	12.70	26,500	15.00	31,200
72	Accommodation and Food Services	51-1011	First-Line Supervisors of Production and Operating Workers	10	32.70	68,000	21.40	44,600	24.85	51,600	44.85	93,300
72	Accommodation and Food Services	51-3011	Bakers	820	13.05	27,100	11.10	23,100	12.75	26,500	14.70	30,600
72	Accommodation and Food Services	51-3021	Butchers and Meat Cutters		20.65	43,000	18.40	38,300	21.15	44,000	23.40	48,600
72	Accommodation and Food Services	51-6011	Laundry and Dry-Cleaning Workers	520	11.35	23,700	9.45	19,600	10.70	22,300	12.40	25,800
72	Accommodation and Food Services	51-6093	Upholsterers	20	25.95	53,900	24.95	51,800	27.05	56,200	29.00	60,300
72	Accommodation and Food Services	51-8021	Stationary Engineers and Boiler Operators	50	24.30	50,500	18.20	37,800	25.95	54,000	29.05	60,500
72	Accommodation and Food Services	53-0000	Transportation and Material Moving Occupations	7,730	12.35	25,700	9.10	18,900	9.95	20,700	13.75	28,600
72	Accommodation and Food Services	53-1048	First-line supervisors of transportation and material moving workers, except	50	30.40	63,200	22.65	47,100	33.15	69,000	37.50	78,000
72	Accommodation and Food Services	53-3031	Driver/Sales Workers	3,280	12.10	25,200	9.20	19,200	9.85	20,500	12.35	25,700
72	Accommodation and Food Services	53-3033	Light Truck or Delivery Services Drivers	3,610	12.25	25,400	9.00	18,700	9.50	19,800	14.25	29,600
72	Accommodation and Food Services	53-3041	Taxi Drivers and Chauffeurs		12.60	26,300	10.45	21,700	11.40	23,700	13.65	28,400
72	Accommodation and Food Services	53-3099	Motor Vehicle Operators, All Other	40	20.05	41,700	15.90	33,100	18.85	39,200	23.40	48,700
72	Accommodation and Food Services	53-6021	Parking Lot Attendants	500	12.10	25,100	9.45	19,700	11.10	23,100	13.95	29,000
72	Accommodation and Food Services	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	190	14.20	29,600	10.60	22,000	12.45	25,900	16.65	34,600
81	Other Services (except Public Administration)	00-0000	Total all occupations	129,840	20.85	43,400	10.80	22,500	15.75	32,800	25.20	52,400
81	Other Services (except Public Administration)	11-0000	Management Occupations	4,760	64.15	133,400	38.50	80,100	54.70	113,700	77.85	161,900
81	Other Services (except Public Administration)	11-1021	General and Operations Managers	2,010	66.50	138,300	39.25	81,600	56.35	117,200	82.75	172,200
81	Other Services (except Public Administration)	11-2011	Advertising and Promotions Managers	20	77.65	161,500	56.80	118,200	66.40	138,100	91.20	189,700
81	Other Services (except Public Administration)	11-2021	Marketing Managers	120	73.40	152,700	50.20	104,400	66.15	137,600	90.10	187,400
81	Other Services (except Public Administration)	11-2022	Sales Managers	90	52.25	108,700	31.30	65,200	39.00	81,100	63.10	131,300
81	Other Services (except Public Administration)	11-2031	Public Relations and Fundraising Managers	280	63.05	131,100	46.55	96,900	57.90	120,400	73.15	152,100
81	Other Services (except Public Administration)	11-3011	Administrative Services Managers	410	80.00	166,400	38.65	80,400	60.40	125,700		
81	Other Services (except Public Administration)	11-3021	Computer and Information Systems Managers	90	81.90	170,400	64.15	133,400	77.65	161,500	93.70	194,900
81	Other Services (except Public Administration)	11-3031	Financial Managers	260	81.30	169,100	62.70	130,400	72.70	151,200	88.50	184,000
81	Other Services (except Public Administration)	11-3051	Industrial Production Managers	40	49.30	102,600	40.95	85,200	46.85	97,400	57.95	120,500
81	Other Services (except Public Administration)	11-3071	Transportation, Storage, and Distribution Managers	80	53.70	111,700	22.40	46,600	37.40	77,800	61.45	127,900
81	Other Services (except Public Administration)	11-3121	Human Resources Managers	30	68.45	142,400	46.15	96,000	55.85	116,200	74.40	154,700
81	Other Services (except Public Administration)	11-3131	Training and Development Managers	20	69.45	144,400	51.70	107,500	69.10	143,700	81.05	168,600
81	Other Services (except Public Administration)	11-9031	Education Administrators, Preschool and Childcare Center/Program	70	35.60	74,100	25.40	52,900	30.90	64,300	42.15	87,700

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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 Petile. Hourly	25th Petile. Salary	50th Petile. Hourly	50th Petile. Salary	75th Petile. Hourly	75th Petile. Salary
81	Other Services (except Public Administration)	11-9051	Food Service Managers	20	49.25	102,400	34.60	72,000	48.40	100,600	65.55	136,300
81	Other Services (except Public Administration)	11-9061	Funeral Service Managers	240	57.00	118,600	34.95	72,700	40.35	83,900	62.60	130,200
81	Other Services (except Public Administration)	11-9141	Property, Real Estate, and Community Association Managers	270	38.35	79,800	31.00	64,500	35.40	73,700	42.30	88,000
81	Other Services (except Public Administration)	11-9151	Social and Community Service Managers	400	50.20	104,400	36.55	76,000	47.30	98,400	61.55	128,000
81	Other Services (except Public Administration)	11-9199	Managers, All Other	290	65.70	136,700	46.20	96,100	59.80	124,400	79.05	164,400
81	Other Services (except Public Administration)	13-0000	Business and Financial Operations Occupations	7,160	45.15	93,900	29.05	60,400	38.80	80,700	58.55	121,800
81	Other Services (except Public Administration)	13-1020	Buyers and Purchasing Agents	60	35.65	74,100	25.85	53,800	29.00	60,300	41.00	85,200
81	Other Services (except Public Administration)	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety,	50	38.55	80,200	27.20	56,600	36.10	75,100	52.95	110,200
81	Other Services (except Public Administration)	13-1051	Cost Estimators	310	32.15	66,900	26.05	54,200	31.50	65,500	38.15	79,300
81	Other Services (except Public Administration)	13-1071	Human Resources Specialists	100	34.15	71,000	26.65	55,500	32.85	68,300	41.30	85,900
81	Other Services (except Public Administration)	13-1075	Labor Relations Specialists	3,150	58.60	121,900	37.55	78,100	56.40	117,300	82.75	172,100
81	Other Services (except Public Administration)	13-1111	Management Analysts	140	51.90	107,900	42.50	88,400	50.10	104,200	61.70	128,300
81	Other Services (except Public Administration)	13-1121	Meeting, Convention, and Event Planners	440	28.30	58,900	18.55	38,600	26.45	55,000	35.05	72,900
81	Other Services (except Public Administration)	13-1131	Fundraisers	450	31.30	65,100	22.65	47,100	30.15	62,700	39.10	81,300
81	Other Services (except Public Administration)	13-1141	Compensation, Benefits, and Job Analysis Specialists		31.35	65,200	23.85	49,600	29.45	61,300	36.35	75,600
81	Other Services (except Public Administration)	13-1151	Training and Development Specialists	110	31.20	64,900	25.70	53,500	29.45	61,300	36.40	75,700
81	Other Services (except Public Administration)	13-1161	Market Research Analysts and Marketing Specialists	210	34.40	71,500	27.75	57,700	33.80	70,300	40.05	83,300
81	Other Services (except Public Administration)	13-1199	Business Operations Specialists, All Other	1,080	31.70	66,000	19.45	40,500	28.60	59,500	40.40	84,000
81	Other Services (except Public Administration)	13-2011	Accountants and Auditors	720	40.85	85,000	32.90	68,500	37.30	77,600	45.75	95,100
81	Other Services (except Public Administration)	13-2051	Financial Analysts	80	50.90	105,900	36.85	76,700	45.95	95,600	69.35	144,200
81	Other Services (except Public Administration)	13-2099	Financial Specialists, All Other	160	35.95	74,700	25.35	52,700	40.75	84,700	46.40	96,500
81	Other Services (except Public Administration)	15-0000	Computer and Mathematical Occupations	1,070	40.70	84,600	27.75	57,800	38.75	80,600	53.45	111,200
81	Other Services (except Public Administration)	15-1121	Computer Systems Analysts	50	42.35	88,100	28.85	60,000	37.45	77,900	54.90	114,200
81	Other Services (except Public Administration)	15-1122	Information Security Analysts	20	66.10	137,500	55.95	116,300	65.30	135,800	77.95	162,100
81	Other Services (except Public Administration)	15-1131	Computer Programmers	140	48.00	99,800	42.50	88,400	47.80	99,400	55.00	114,400
81	Other Services (except Public Administration)	15-1132	Software Developers, Applications	170	53.25	110,700	37.45	77,900	52.90	110,100	66.20	137,700
81	Other Services (except Public Administration)	15-1133	Software Developers, Systems Software	80	49.75	103,500	37.05	77,100	47.40	98,600	58.30	121,300
81	Other Services (except Public Administration)	15-1134	Web Developers	80	39.35	81,900	27.90	58,000	37.70	78,400	47.90	99,600
81	Other Services (except Public Administration)	15-1141	Database Administrators	70	44.40	92,300	29.95	62,200	38.30	79,700	59.25	123,200
81	Other Services (except Public Administration)	15-1142	Network and Computer Systems Administrators	140	37.50	78,000	14.25	29,600	37.10	77,100	52.55	109,300
81	Other Services (except Public Administration)	15-1143	Computer Network Architects	20	57.10	118,800	36.35	75,600	58.20	121,000	73.75	153,400
81	Other Services (except Public Administration)	15-1151	Computer User Support Specialists	150	25.65	53,400	17.75	36,900	24.05	50,000	32.65	67,900
81	Other Services (except Public Administration)	15-1152	Computer Network Support Specialists	40	36.45	75,800	30.20	62,800	35.70	74,200	42.90	89,200
81	Other Services (except Public Administration)	15-1199	Computer Occupations, All Other		18.85	39,200	10.70	22,200	11.60	24,200	23.55	49,000
81	Other Services (except Public Administration)	17-0000	Architecture and Engineering Occupations	110	41.20	85,700	17.90	37,300	41.90	87,200	56.40	117,300
81	Other Services (except Public Administration)	17-2112	Industrial Engineers	10	42.90	89,200	37.15	77,200	43.40	90,300	49.00	101,900
81	Other Services (except Public Administration)	17-2141	Mechanical Engineers	10	60.75	126,400	41.35	86,000	45.65	95,000	50.00	104,000
81	Other Services (except Public Administration)	19-0000	Life, Physical, and Social Science Occupations	110	30.45	63,300	25.90	53,900	31.20	64,900	36.20	75,300
81	Other Services (except Public Administration)	19-1031	Conservation Scientists	20	34.55	71,900	28.50	59,300	31.70	65,900	41.05	85,400
81	Other Services (except Public Administration)	19-2041	Environmental Scientists and Specialists, Including Health	10	29.45	61,300	25.85	53,700	31.80	66,200	35.15	73,100
81	Other Services (except Public Administration)	21-0000	Community and Social Services Occupations	2,830	23.60	49,100	14.85	30,900	22.15	46,100	29.80	62,000
81	Other Services (except Public Administration)	21-1012	Educational, Guidance, School, and Vocational Counselors	50	29.05	60,500	14.75	30,600	30.20	62,800	36.95	76,800
81	Other Services (except Public Administration)	21-1018	Substance abuse, behavioral disorder, and mental health counselors	50	23.70	49,300	17.85	37,200	22.75	47,300	29.05	60,400
81	Other Services (except Public Administration)	21-1019	Counselors, All Other		22.40	46,600	20.45	42,600	22.35	46,500	24.25	50,400
81	Other Services (except Public Administration)	21-1021	Child, Family, and School Social Workers	110	25.95	53,900	19.05	39,600	23.75	49,400	29.45	61,200
81	Other Services (except Public Administration)	21-1022	Healthcare Social Workers	30	29.05	60,400	21.80	45,300	32.20	67,000	35.65	74,200
81	Other Services (except Public Administration)	21-1029	Social Workers, All Other	20	34.85	72,500	30.10	62,600	34.25	71,300	39.35	81,800
81	Other Services (except Public Administration)	21-1091	Health Educators	70	22.80	47,500	17.00	35,300	22.15	46,000	27.70	57,600
81	Other Services (except Public Administration)	21-1093	Social and Human Service Assistants	560	19.00	39,500	14.10	29,300	18.75	39,000	23.00	47,800
81	Other Services (except Public Administration)	21-1094	Community Health Workers	180	21.00	43,700	11.90	24,700	22.20	46,200	27.90	58,000

*See Footnotes on Page 90

NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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 Petile. Hourly	25th Petile. Salary	50th Petile. Hourly	50th Petile. Salary	75th Petile. Hourly	75th Petile. Salary
81	Other Services (except Public Administration)	21-1099	Community and Social Service Specialists, All Other	510	23.90	49,700	18.25	37,900	23.40	48,700	28.95	60,200
81	Other Services (except Public Administration)	21-2011	Clergy	700	28.75	59,800	14.85	30,900	28.05	58,400	37.70	78,500
81	Other Services (except Public Administration)	21-2021	Directors, Religious Activities and Education	230	29.75	61,900	22.35	46,500	28.50	59,300	35.40	73,600
81	Other Services (except Public Administration)	21-2099	Religious Workers, All Other	270	12.25	25,500	9.05	18,800	9.45	19,600	13.25	27,500
81	Other Services (except Public Administration)	23-0000	Legal Occupations	100	41.10	85,400	14.00	29,100	25.75	53,600	62.65	130,300
81	Other Services (except Public Administration)	23-1011	Lawyers	40	78.00	162,300	50.10	104,200	72.15	150,100	94.50	196,500
81	Other Services (except Public Administration)	25-0000	Education, Training, and Library Occupations	2,680	21.75	45,300	10.90	22,700	17.00	35,400	28.30	58,800
81	Other Services (except Public Administration)	25-2011	Preschool Teachers, Except Special Education	460	17.60	36,600	11.70	24,400	14.60	30,400	20.25	42,200
81	Other Services (except Public Administration)	25-3021	Self-Enrichment Education Teachers	1,170	26.00	54,100	14.20	29,500	23.00	47,800	32.65	68,000
81	Other Services (except Public Administration)	25-3097	Teachers and Instructors, All Other, Except Substitute Teachers	130		39,100		19,400		33,200		50,300
81	Other Services (except Public Administration)	25-9031	Instructional Coordinators	40	34.95	72,700	25.75	53,500	34.55	71,900	43.85	91,200
81	Other Services (except Public Administration)	25-9041	Teacher Assistants	680		29,700		19,600		24,300		33,800
81	Other Services (except Public Administration)	25-9099	Education, Training, and Library Workers, All Other	180	31.35	65,200	10.70	22,300	27.05	56,300	54.90	114,200
81	Other Services (except Public Administration)	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	2,750	25.25	52,500	13.55	28,200	22.90	47,700	33.20	69,100
81	Other Services (except Public Administration)	27-1024	Graphic Designers	60	25.95	54,000	21.50	44,800	23.65	49,200	28.00	58,300
81	Other Services (except Public Administration)	27-2022	Coaches and Scouts	750		39,100		23,500		33,200		45,500
81	Other Services (except Public Administration)	27-2023	Umpires, Referees, and Other Sports Officials	30		62,400		54,200		68,300		77,900
81	Other Services (except Public Administration)	27-2041	Music Directors and Composers		16.40	34,100	9.70	20,200	12.80	26,700	16.40	34,100
81	Other Services (except Public Administration)	27-2042	Musicians and Singers	230	27.05		11.80		17.05		28.50	
81	Other Services (except Public Administration)	27-2099	Entertainers and Performers, Sports and Related Workers, All Other		11.50		8.85		9.05		9.35	
81	Other Services (except Public Administration)	27-3031	Public Relations Specialists	740	32.95	68,500	26.90	56,000	33.00	68,700	38.40	79,800
81	Other Services (except Public Administration)	27-3041	Editors	110	38.30	79,600	31.50	65,500	37.55	78,100	44.95	93,400
81	Other Services (except Public Administration)	27-3043	Writers and Authors	90	41.10	85,500	26.90	56,000	31.65	65,900	43.40	90,300
81	Other Services (except Public Administration)	27-3099	Media and Communication Workers, All Other		23.25	48,400	20.95	43,600	22.70	47,200	24.45	50,900
81	Other Services (except Public Administration)	27-4011	Audio and Video Equipment Technicians	50	25.95	53,900	23.85	49,600	26.65	55,500	29.40	61,100
81	Other Services (except Public Administration)	29-0000	Healthcare Practitioners and Technical Occupations	290	33.00	68,600	19.60	40,800	28.65	59,600	41.65	86,600
81	Other Services (except Public Administration)	29-1031	Dietitians and Nutritionists		27.60	57,400	26.25	54,600	28.00	58,300	29.80	62,000
81	Other Services (except Public Administration)	29-1131	Veterinarians	20	67.05	139,400	47.75	99,300	68.55	142,600	76.40	158,900
81	Other Services (except Public Administration)	29-1141	Registered Nurses	30	35.15	73,100	31.50	65,500	34.90	72,600	38.35	79,800
81	Other Services (except Public Administration)	29-2056	Veterinary Technologists and Technicians		16.20	33,700	13.75	28,600	15.75	32,700	17.80	37,100
81	Other Services (except Public Administration)	29-2061	Licensed Practical and Licensed Vocational Nurses	20	22.55	46,900	19.65	40,800	22.70	47,200	26.00	54,100
81	Other Services (except Public Administration)	29-9011	Occupational Health and Safety Specialists		53.70	111,700	52.45	109,100	56.10	116,700	59.70	124,200
81	Other Services (except Public Administration)	31-0000	Healthcare Support Occupations	1,630	21.20	44,100	16.65	34,700	20.25	42,200	26.65	55,400
81	Other Services (except Public Administration)	31-9011	Massage Therapists	1,580	21.55	44,800	17.00	35,300	20.60	42,800	26.85	55,800
81	Other Services (except Public Administration)	31-9096	Veterinary Assistants and Laboratory Animal Caretakers	40	10.35	21,500	8.95	18,600	9.30	19,400	10.45	21,800
81	Other Services (except Public Administration)	33-0000	Protective Service Occupations	1,240	12.60	26,200	9.70	20,200	11.05	22,900	13.05	27,100
81	Other Services (except Public Administration)	33-1099	First-Line Supervisors of Protective Service Workers, All Other	40	26.00	54,000	18.95	39,400	26.90	56,000	29.85	62,100
81	Other Services (except Public Administration)	33-9011	Animal Control Workers	20	19.65	40,900	17.65	36,700	19.30	40,200	21.60	44,900
81	Other Services (except Public Administration)	33-9032	Security Guards	240	15.95	33,100	11.85	24,700	15.25	31,700	19.10	39,700
81	Other Services (except Public Administration)	33-9092	Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers	930	10.90	22,700	9.55	19,800	10.45	21,700	11.70	24,300
81	Other Services (except Public Administration)	35-0000	Food Preparation and Serving-Related Occupations	1,150	12.70	26,400	9.25	19,200	10.15	21,100	14.30	29,700
81	Other Services (except Public Administration)	35-1011	Chefs and Head Cooks	20	28.85	60,100	24.25	50,500	29.45	61,300	33.65	70,000
81	Other Services (except Public Administration)	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	50	16.20	33,700	10.65	22,100	13.05	27,200	21.85	45,400
81	Other Services (except Public Administration)	35-2012	Cooks, Institution and Cafeteria	30	17.65	36,800	15.00	31,200	17.15	35,600	19.40	40,300
81	Other Services (except Public Administration)	35-2014	Cooks, Restaurant	40	15.95	33,200	12.50	26,000	15.50	32,200	18.85	39,200
81	Other Services (except Public Administration)	35-2015	Cooks, Short Order		14.15	29,400	10.80	22,500	12.15	25,300	17.40	36,100
81	Other Services (except Public Administration)	35-2021	Food Preparation Workers	40	12.05	25,000	9.50	19,800	11.10	23,000	14.90	31,000
81	Other Services (except Public Administration)	35-3011	Bartenders	520	10.05	20,900	9.00	18,700	9.35	19,400	9.90	20,600
81	Other Services (except Public Administration)	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	80	13.70	28,500	9.50	19,800	11.00	22,900	17.55	36,500
81	Other Services (except Public Administration)	35-3031	Waiters and Waitresses	140	12.65	26,300	9.50	19,800	11.85	24,700	14.75	30,700

*See Footnotes on Page 90

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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
81	Other Services (except Public Administration)	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	100	13.10	27,200	10.20	21,200	12.60	26,200	15.60	32,400
81	Other Services (except Public Administration)	35-9021	Dishwashers	30	10.95	22,700	10.15	21,100	10.80	22,500	11.50	23,900
81	Other Services (except Public Administration)	37-0000	Building and Grounds Cleaning and Maintenance Occupations	2,340	15.90	33,000	10.90	22,700	14.20	29,600	19.50	40,600
81	Other Services (except Public Administration)	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	30	21.85	45,400	17.95	37,300	21.15	44,000	23.65	49,100
81	Other Services (except Public Administration)	37-1012	First-Line Supervisors of Landscaping, Lawn Service, and Groundsk	100	25.95	54,000	21.55	44,800	24.35	50,600	29.30	61,000
81	Other Services (except Public Administration)	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	940	13.35	27,800	10.25	21,400	11.95	24,900	15.20	31,700
81	Other Services (except Public Administration)	37-2012	Maids and Housekeeping Cleaners	260	15.20	31,600	10.60	22,000	12.90	26,800	18.90	39,300
81	Other Services (except Public Administration)	37-3011	Landscaping and Groundskeeping Workers	960	17.25	35,900	11.70	24,400	16.75	34,800	22.00	45,800
81	Other Services (except Public Administration)	37-3019	Grounds Maintenance Workers, All Other		14.85	30,900	13.35	27,800	14.25	29,600	15.15	31,500
81	Other Services (except Public Administration)	39-0000	Personal Care and Service Occupations	41,440	15.80	32,800	10.15	21,200	12.80	26,700	19.05	39,600
81	Other Services (except Public Administration)	39-1021	First-Line Supervisors of Personal Service Workers	1,710	19.85	41,300	13.00	27,100	19.40	40,400	24.35	50,700
81	Other Services (except Public Administration)	39-2011	Animal Trainers	50	16.30	33,900	11.70	24,300	15.60	32,500	21.10	43,900
81	Other Services (except Public Administration)	39-2021	Nonfarm Animal Caretakers	3,560	12.60	26,300	10.00	20,800	11.50	23,900	14.10	29,400
81	Other Services (except Public Administration)	39-3091	Amusement and Recreation Attendants	330	12.25	25,500	9.40	19,500	9.90	20,600	12.50	26,000
81	Other Services (except Public Administration)	39-4021	Funeral Attendants	500	16.90	35,100	12.15	25,300	16.30	33,900	20.50	42,600
81	Other Services (except Public Administration)	39-4031	Morticians, Undertakers, and Funeral Directors	560	34.70	72,200	28.60	59,500	34.65	72,100	40.20	83,600
81	Other Services (except Public Administration)	39-5011	Barbers		15.70	32,600	10.60	22,000	12.20	25,400	21.60	44,900
81	Other Services (except Public Administration)	39-5012	Hairdressers, Hairstylists, and Cosmetologists	16,530	18.15	37,800	11.35	23,600	16.65	34,600	23.00	47,800
81	Other Services (except Public Administration)	39-5092	Manicurists and Pedicurists	7,170	11.75	24,500	10.00	20,800	11.15	23,200	12.65	26,300
81	Other Services (except Public Administration)	39-5093	Shampooers	1,860	10.75	22,400	9.35	19,500	9.95	20,700	11.40	23,800
81	Other Services (except Public Administration)	39-5094	Skincare Specialists	1,910	15.45	32,200	9.65	20,000	13.50	28,100	18.70	38,900
81	Other Services (except Public Administration)	39-6012	Concierges	70	15.00	31,100	12.50	26,000	14.20	29,500	17.50	36,400
81	Other Services (except Public Administration)	39-7010	Tour and travel guides		14.60	30,300	13.05	27,100	14.15	29,400	15.25	31,700
81	Other Services (except Public Administration)	39-9011	Childcare Workers	1,890	12.00	25,000	9.45	19,700	10.80	22,500	13.70	28,500
81	Other Services (except Public Administration)	39-9021	Personal Care Aides	680	12.20	25,300	9.65	20,100	11.40	23,700	13.80	28,700
81	Other Services (except Public Administration)	39-9031	Fitness Trainers and Aerobics Instructors	1,520	22.25	46,200	12.95	27,000	21.95	45,700	27.30	56,800
81	Other Services (except Public Administration)	39-9032	Recreation Workers	1,380	12.80	26,600	9.40	19,600	11.00	22,900	13.65	28,400
81	Other Services (except Public Administration)	39-9041	Residential Advisors	40	15.45	32,100	13.25	27,500	14.50	30,200	17.35	36,100
81	Other Services (except Public Administration)	39-9099	Personal Care and Service Workers, All Other	690	13.40	27,900	9.90	20,600	12.45	25,900	14.25	29,600
81	Other Services (except Public Administration)	41-0000	Sales and Related Occupations	4,520	18.25	38,000	10.30	21,500	13.80	28,700	22.85	47,500
81	Other Services (except Public Administration)	41-1011	First-Line Supervisors of Retail Sales Workers	130	22.55	46,900	16.80	34,900	18.45	38,400	23.30	48,500
81	Other Services (except Public Administration)	41-1012	First-Line Supervisors of Non-Retail Sales Workers	50	41.10	85,500	27.75	57,800	40.85	85,000	51.90	108,000
81	Other Services (except Public Administration)	41-2011	Cashiers	620	11.55	24,000	9.40	19,600	10.75	22,300	12.50	26,000
81	Other Services (except Public Administration)	41-2021	Counter and Rental Clerks	1,710	13.75	28,600	9.45	19,600	11.30	23,500	16.05	33,300
81	Other Services (except Public Administration)	41-2022	Parts Salespersons	230	17.85	37,100	13.05	27,200	14.90	31,000	22.75	47,400
81	Other Services (except Public Administration)	41-2031	Retail Salespersons	210	14.55	30,300	10.75	22,400	12.85	26,800	17.25	35,900
81	Other Services (except Public Administration)	41-3099	Sales Representatives, Services, All Other	1,010	27.05	56,300	14.25	29,700	24.90	51,800	35.05	72,900
81	Other Services (except Public Administration)	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and	200	22.45	46,700	12.05	25,100	17.90	37,200	27.00	56,200
81	Other Services (except Public Administration)	41-9022	Real Estate Sales Agents	60	25.25	52,500	22.55	46,900	26.15	54,400	28.80	59,900
81	Other Services (except Public Administration)	41-9041	Telemarketers	70	12.35	25,700	9.30	19,300	12.75	26,500	14.70	30,600
81	Other Services (except Public Administration)	41-9099	Sales and Related Workers, All Other	190	22.85	47,500	12.15	25,200	20.05	41,700	33.75	70,200
81	Other Services (except Public Administration)	43-0000	Office and Administrative Support Occupations	17,100	17.85	37,200	11.95	24,900	16.15	33,600	22.45	46,700
81	Other Services (except Public Administration)	43-1011	First-Line Supervisors of Office and Administrative Support Worke	620	28.70	59,700	23.10	48,000	28.35	58,900	33.95	70,600
81	Other Services (except Public Administration)	43-2011	Switchboard Operators, Including Answering Service		12.90	26,900	10.80	22,500	12.15	25,300	14.95	31,100
81	Other Services (except Public Administration)	43-3011	Bill and Account Collectors	30	16.95	35,300	13.20	27,400	14.20	29,500	15.25	31,700
81	Other Services (except Public Administration)	43-3021	Billing and Posting Clerks and Machine Operators	140	19.50	40,600	16.25	33,800	19.15	39,800	23.10	48,100
81	Other Services (except Public Administration)	43-3031	Bookkeeping, Accounting, and Auditing Clerks	1,660	23.65	49,200	18.50	38,400	24.55	51,000	28.70	59,700
81	Other Services (except Public Administration)	43-3051	Payroll and Timekeeping Clerks	100	12.80	26,700	8.85	18,400	9.10	18,900	16.00	33,300
81	Other Services (except Public Administration)	43-3061	Procurement Clerks	60	17.95	37,400	13.80	28,800	16.95	35,300	20.20	42,000
81	Other Services (except Public Administration)	43-4051	Customer Service Representatives	1,290	16.85	35,000	12.35	25,700	15.05	31,300	20.15	42,000

*See Footnotes on Page 90

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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
81	Other Services (except Public Administration)	43-4071	File Clerks	100	12.45	25,900	9.70	20,200	12.20	25,400	14.80	30,800
81	Other Services (except Public Administration)	43-4151	Order Clerks		16.30	33,900	9.70	20,200	14.75	30,700	21.85	45,500
81	Other Services (except Public Administration)	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	50	18.15	37,800	13.25	27,600	17.60	36,600	22.35	46,500
81	Other Services (except Public Administration)	43-4171	Receptionists and Information Clerks	4,810	13.00	27,000	9.95	20,700	12.30	25,500	15.30	31,800
81	Other Services (except Public Administration)	43-4199	Information and Record Clerks, All Other	110	19.55	40,700	16.10	33,400	19.55	40,700	23.00	47,900
81	Other Services (except Public Administration)	43-5032	Dispatchers, Except Police, Fire, and Ambulance	120	15.00	31,200	10.30	21,400	13.60	28,300	17.65	36,800
81	Other Services (except Public Administration)	43-5061	Production, Planning, and Expediting Clerks	90	21.25	44,200	16.75	34,800	21.10	43,900	25.65	53,400
81	Other Services (except Public Administration)	43-5071	Shipping, Receiving, and Traffic Clerks	90	18.50	38,500	13.60	28,300	17.50	36,400	22.80	47,400
81	Other Services (except Public Administration)	43-5081	Stock Clerks and Order Fillers	300	17.45	36,300	14.45	30,100	17.05	35,500	19.85	41,300
81	Other Services (except Public Administration)	43-6011	Executive Secretaries and Executive Administrative Assistants	450	35.80	74,500	28.40	59,100	36.15	75,200	43.55	90,600
81	Other Services (except Public Administration)	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	3,040	20.50	42,600	16.05	33,400	19.70	40,900	24.90	51,800
81	Other Services (except Public Administration)	43-9021	Data Entry Keyers	100	17.10	35,500	12.45	25,900	14.65	30,400	22.60	47,000
81	Other Services (except Public Administration)	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	20	17.10	35,600	16.00	33,300	17.45	36,300	18.95	39,400
81	Other Services (except Public Administration)	43-9061	Office Clerks, General	3,440	15.75	32,700	11.05	23,000	14.50	30,100	19.10	39,700
81	Other Services (except Public Administration)	43-9199	Office and Administrative Support Workers, All Other	140	18.75	39,000	13.70	28,500	19.25	40,000	23.65	49,200
81	Other Services (except Public Administration)	45-0000	Farming, Fishing, and Forestry Occupations	80	22.45	46,700	15.25	31,700	21.80	45,300	28.05	58,400
81	Other Services (except Public Administration)	45-1011	First-Line Supervisors of Farming, Fishing, and Forestry Worker:		28.90	60,100	23.00	47,800	27.35	56,900	32.85	68,400
81	Other Services (except Public Administration)	45-4011	Forest and Conservation Workers		17.00	35,400	13.05	27,100	16.50	34,300	20.95	43,500
81	Other Services (except Public Administration)	47-0000	Construction and Extraction Occupations		31.00	64,500	22.20	46,200	32.55	67,700	37.55	78,100
81	Other Services (except Public Administration)	49-0000	Installation, Maintenance, and Repair Occupations	17,040	22.20	46,200	15.00	31,200	21.50	44,700	28.25	58,800
81	Other Services (except Public Administration)	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	1,760	31.05	64,600	23.80	49,500	30.15	62,700	38.60	80,300
81	Other Services (except Public Administration)	49-2011	Computer, Automated Teller, and Office Machine Repairers	270	20.85	43,400	14.85	30,800	21.15	43,900	25.85	53,800
81	Other Services (except Public Administration)	49-2022	Telecommunications Equipment Installers and Repairers, Except Line		26.75	55,600	24.10	50,100	26.65	55,400	29.40	61,200
81	Other Services (except Public Administration)	49-2092	Electric Motor, Power Tool, and Related Repairers	20	24.40	50,800	16.95	35,300	23.25	48,400	32.90	68,500
81	Other Services (except Public Administration)	49-2093	Electrical and Electronics Installers and Repairers, Transportation	160	25.90	53,900	18.55	38,600	26.70	55,500	30.85	64,200
81	Other Services (except Public Administration)	49-2096	Electronic Equipment Installers and Repairers, Motor Vehicles		15.95	33,200	11.50	23,900	16.35	34,100	18.60	38,700
81	Other Services (except Public Administration)	49-2097	Electronic Home Entertainment Equipment Installers and Repairers		18.00	37,400	12.85	26,700	16.55	34,400	22.80	47,400
81	Other Services (except Public Administration)	49-3021	Automotive Body and Related Repairers	3,060	23.70	49,300	19.20	39,900	23.50	48,900	28.00	58,200
81	Other Services (except Public Administration)	49-3022	Automotive Glass Installers and Repairers		18.75	39,000	15.95	33,100	18.05	37,600	21.30	44,300
81	Other Services (except Public Administration)	49-3023	Automotive Service Technicians and Mechanics	5,440	20.25	42,200	13.60	28,300	19.20	39,900	26.90	55,900
81	Other Services (except Public Administration)	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	1,120	24.05	50,000	16.20	33,700	25.60	53,300	29.90	62,200
81	Other Services (except Public Administration)	49-3042	Mobile Heavy Equipment Mechanics, Except Engines	180	25.65	53,400	20.60	42,900	25.95	53,900	30.15	62,700
81	Other Services (except Public Administration)	49-3051	Motorboat Mechanics and Service Technicians		18.70	38,900	14.05	29,200	15.45	32,200	25.45	53,000
81	Other Services (except Public Administration)	49-3093	Tire Repairers and Changers	540	12.30	25,600	9.35	19,500	11.15	23,200	15.20	31,700
81	Other Services (except Public Administration)	49-9012	Control and Valve Installers and Repairers, Except Mechanical Door	120	31.40	65,300	28.00	58,200	32.35	67,300	35.85	74,600
81	Other Services (except Public Administration)	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	120	28.00	58,200	21.80	45,400	27.30	56,800	35.25	73,300
81	Other Services (except Public Administration)	49-9031	Home Appliance Repairers	290	29.85	62,100	26.15	54,300	29.50	61,400	34.05	70,800
81	Other Services (except Public Administration)	49-9041	Industrial Machinery Mechanics	630	22.85	47,600	17.60	36,600	21.15	44,000	25.40	52,800
81	Other Services (except Public Administration)	49-9061	Camera and Photographic Equipment Repairers	70	18.60	38,700	14.15	29,400	17.70	36,800	21.95	45,600
81	Other Services (except Public Administration)	49-9062	Medical Equipment Repairers		29.05	60,500	24.95	51,900	28.80	59,900	34.30	71,400
81	Other Services (except Public Administration)	49-9069	Precision Instrument and Equipment Repairers, All Other	140	32.85	68,300	24.05	50,000	31.65	65,800	43.10	89,700
81	Other Services (except Public Administration)	49-9071	Maintenance and Repair Workers, General	1,270	19.10	39,700	14.25	29,700	17.60	36,600	22.75	47,300
81	Other Services (except Public Administration)	49-9098	Helpers--Installation, Maintenance, and Repair Workers	970	13.15	27,400	10.10	21,000	11.85	24,700	15.05	31,300
81	Other Services (except Public Administration)	49-9099	Installation, Maintenance, and Repair Workers, All Other	50	30.60	63,700	17.80	37,000	24.55	51,100	50.75	105,500
81	Other Services (except Public Administration)	51-0000	Production Occupations	9,510	14.25	29,600	9.50	19,800	11.30	23,500	15.75	32,700
81	Other Services (except Public Administration)	51-1011	First-Line Supervisors of Production and Operating Workers	680	21.05	43,800	10.95	22,800	17.20	35,800	28.90	60,100
81	Other Services (except Public Administration)	51-2098	Assemblers and fabricators, all other, including team assemblers	50	14.35	29,800	10.95	22,700	13.75	28,600	17.10	35,600
81	Other Services (except Public Administration)	51-4041	Machinists	220	25.65	53,400	20.00	41,600	25.75	53,600	31.20	64,900
81	Other Services (except Public Administration)	51-4121	Welders, Cutters, Solderers, and Brazers	240	21.45	44,600	14.80	30,800	18.45	38,400	28.10	58,500
81	Other Services (except Public Administration)	51-6011	Laundry and Dry-Cleaning Workers	5,700	11.10	23,100	9.25	19,300	10.10	21,000	11.90	24,700

*See Footnotes on Page 90

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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
81	Other Services (except Public Administration)	51-6021	Pressers, Textile, Garment, and Related Materials	630	11.95	24,800	9.85	20,500	11.25	23,400	13.50	28,000
81	Other Services (except Public Administration)	51-6031	Sewing Machine Operators	50	14.50	30,100	11.30	23,500	13.45	27,900	17.35	36,100
81	Other Services (except Public Administration)	51-6052	Tailors, Dressmakers, and Custom Sewers		12.85	26,800	11.90	24,700	12.85	26,800	14.00	29,100
81	Other Services (except Public Administration)	51-6093	Upholsterers	130	21.80	45,400	9.45	19,600	20.35	42,400	33.05	68,700
81	Other Services (except Public Administration)	51-7021	Furniture Finishers	100	23.40	48,700	16.70	34,800	25.05	52,100	29.20	60,700
81	Other Services (except Public Administration)	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	140	25.65	53,300	15.45	32,100	29.05	60,500	34.70	72,200
81	Other Services (except Public Administration)	51-9122	Painters, Transportation Equipment	790	23.45	48,800	20.05	41,700	23.40	48,600	27.30	56,700
81	Other Services (except Public Administration)	51-9198	Helpers--Production Workers	340	11.40	23,800	8.90	18,600	9.25	19,200	13.85	28,800
81	Other Services (except Public Administration)	51-9199	Production Workers, All Other	30	19.80	41,200	14.70	30,600	17.95	37,300	27.25	56,600
81	Other Services (except Public Administration)	53-0000	Transportation and Material Moving Occupations	11,840	13.60	28,200	9.60	19,900	11.45	23,800	16.15	33,600
81	Other Services (except Public Administration)	53-1048	First-line supervisors of transportation and material moving workers, except	710	23.50	48,900	17.45	36,300	22.70	47,200	28.45	59,200
81	Other Services (except Public Administration)	53-3022	Bus Drivers, School or Special Client	70	16.60	34,500	12.35	25,700	16.60	34,500	19.30	40,100
81	Other Services (except Public Administration)	53-3031	Driver/Sales Workers	650	17.70	36,800	14.45	30,100	16.45	34,300	18.75	39,000
81	Other Services (except Public Administration)	53-3032	Heavy and Tractor-Trailer Truck Drivers	160	16.70	34,700	13.25	27,600	14.60	30,400	18.30	38,000
81	Other Services (except Public Administration)	53-3033	Light Truck or Delivery Services Drivers	1,140	16.50	34,300	12.45	25,900	15.65	32,600	20.65	42,900
81	Other Services (except Public Administration)	53-3041	Taxi Drivers and Chauffeurs	500	15.45	32,100	11.35	23,600	15.45	32,100	18.50	38,500
81	Other Services (except Public Administration)	53-6021	Parking Lot Attendants	2,360	11.40	23,700	9.45	19,600	10.55	21,900	12.20	25,400
81	Other Services (except Public Administration)	53-6031	Automotive and Watercraft Service Attendants	820	10.35	21,500	9.05	18,800	9.50	19,800	11.30	23,500
81	Other Services (except Public Administration)	53-7051	Industrial Truck and Tractor Operators		17.70	36,900	16.10	33,500	17.70	36,800	19.30	40,100
81	Other Services (except Public Administration)	53-7061	Cleaners of Vehicles and Equipment	4,010	11.35	23,600	9.35	19,500	9.95	20,700	11.70	24,300
81	Other Services (except Public Administration)	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	900	13.70	28,400	10.50	21,800	12.35	25,700	15.55	32,300
81	Other Services (except Public Administration)	53-7064	Packers and Packagers, Hand		11.70	24,300	9.95	20,700	11.00	22,800	11.95	24,900
92	Public Administration	00-0000	Total all occupations	257,320	32.50	67,600	20.70	43,000	29.05	60,500	41.70	86,800
92	Public Administration	11-0000	Management Occupations	13,880	51.10	106,300	41.20	85,700	53.60	111,500	63.95	133,000
92	Public Administration	11-1011	Chief Executives	130	77.50	161,200	58.55	121,700	63.40	131,900	76.50	159,200
92	Public Administration	11-1021	General and Operations Managers	890	63.60	132,200	53.35	111,000	63.40	131,900	75.55	157,200
92	Public Administration	11-1031	Legislators	2,610		41,400		18,900		20,100		52,600
92	Public Administration	11-2021	Marketing Managers	30	56.00	116,500	49.35	102,700	55.60	115,600	62.45	129,900
92	Public Administration	11-2031	Public Relations and Fundraising Managers	50	57.85	120,300	49.65	103,300	56.00	116,500	65.50	136,300
92	Public Administration	11-3011	Administrative Services Managers	1,410	55.15	114,700	47.05	97,900	53.70	111,700	62.40	129,800
92	Public Administration	11-3021	Computer and Information Systems Managers	720	60.80	126,400	54.10	112,600	59.70	124,200	68.25	142,000
92	Public Administration	11-3031	Financial Managers	1,110	57.30	119,200	49.70	103,400	56.75	118,000	66.25	137,800
92	Public Administration	11-3051	Industrial Production Managers	110	55.60	115,600	47.40	98,600	55.15	114,800	64.00	133,100
92	Public Administration	11-3061	Purchasing Managers	110	59.05	122,800	50.05	104,100	60.10	125,100	67.75	140,900
92	Public Administration	11-3071	Transportation, Storage, and Distribution Managers	250	53.90	112,100	43.75	91,000	52.40	109,000	61.00	126,900
92	Public Administration	11-3121	Human Resources Managers	220	53.35	110,900	49.00	101,900	53.15	110,600	57.40	119,400
92	Public Administration	11-3131	Training and Development Managers	50	49.40	102,700	44.90	93,400	48.20	100,300	50.85	105,800
92	Public Administration	11-9021	Construction Managers	500	56.10	116,700	49.90	103,800	56.25	117,000	61.45	127,900
92	Public Administration	11-9032	Education Administrators, Elementary and Secondary School			140,300		118,500		132,100		152,900
92	Public Administration	11-9039	Education Administrators, All Other	80	51.50	107,100	48.05	99,900	53.15	110,600	57.10	118,700
92	Public Administration	11-9041	Architectural and Engineering Managers	390	65.25	135,700	57.20	118,900	65.60	136,400	73.05	151,900
92	Public Administration	11-9051	Food Service Managers	40	38.95	81,000	34.50	71,800	37.45	77,900	41.70	86,800
92	Public Administration	11-9111	Medical and Health Services Managers	250	56.00	116,500	47.65	99,100	54.35	113,100	62.45	129,900
92	Public Administration	11-9121	Natural Sciences Managers	260	56.55	117,700	53.15	110,600	54.15	112,600	57.30	119,100
92	Public Administration	11-9141	Property, Real Estate, and Community Association Managers	140	44.95	93,500	32.25	67,100	41.70	86,700	57.15	118,800
92	Public Administration	11-9151	Social and Community Service Managers	380	51.60	107,400	44.35	92,200	53.15	110,600	58.45	121,600
92	Public Administration	11-9161	Emergency Management Directors	180	43.70	90,900	35.95	74,800	44.65	92,900	53.95	112,200
92	Public Administration	11-9199	Managers, All Other	3,830	59.90	124,600	49.30	102,500	57.65	119,900	70.00	145,600
92	Public Administration	13-0000	Business and Financial Operations Occupations	27,580	37.60	78,200	28.80	59,900	36.30	75,500	45.80	95,200
92	Public Administration	13-1020	Buyers and Purchasing Agents	1,230	40.80	84,900	31.10	64,700	39.80	82,800	49.50	102,900

*See Footnotes on Page 90

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	13-1031	Claims Adjusters, Examiners, and Investigators	710	39.30	81,800	34.85	72,500	38.20	79,500	43.85	91,200
92	Public Administration	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	3,890	36.85	76,700	27.85	57,900	36.05	75,000	45.80	95,200
92	Public Administration	13-1051	Cost Estimators	30	40.25	83,700	32.60	67,800	38.80	80,700	46.65	97,000
92	Public Administration	13-1071	Human Resources Specialists	1,000	34.20	71,200	26.80	55,700	32.75	68,100	40.45	84,200
92	Public Administration	13-1075	Labor Relations Specialists	80	37.40	77,800	31.20	64,900	37.05	77,000	44.90	93,400
92	Public Administration	13-1081	Logisticians	520	46.90	97,600	38.05	79,100	47.15	98,000	54.45	113,300
92	Public Administration	13-1111	Management Analysts	1,910	43.70	90,800	36.00	74,900	44.90	93,300	51.65	107,400
92	Public Administration	13-1121	Meeting, Convention, and Event Planners	20	27.00	56,200	20.25	42,100	24.80	51,500	35.85	74,600
92	Public Administration	13-1131	Fundraisers	10	24.50	50,900	18.05	37,600	20.95	43,600	24.55	51,000
92	Public Administration	13-1141	Compensation, Benefits, and Job Analysis Specialists	400	29.75	61,900	23.90	49,700	29.40	61,200	33.00	68,700
92	Public Administration	13-1151	Training and Development Specialists	370	32.70	68,000	25.15	52,300	33.25	69,200	39.75	82,600
92	Public Administration	13-1161	Market Research Analysts and Marketing Specialists	60	35.90	74,600	27.85	57,900	34.15	71,000	43.00	89,400
92	Public Administration	13-1199	Business Operations Specialists, All Other	10,620	37.00	76,900	28.60	59,500	35.60	74,000	44.45	92,500
92	Public Administration	13-2011	Accountants and Auditors	2,340	37.75	78,500	29.65	61,700	37.15	77,200	44.70	93,000
92	Public Administration	13-2021	Appraisers and Assessors of Real Estate	790	31.15	64,800	19.60	40,800	28.25	58,700	42.20	87,800
92	Public Administration	13-2031	Budget Analysts	370	37.20	77,400	29.70	61,800	35.70	74,200	43.10	89,600
92	Public Administration	13-2041	Credit Analysts	40	35.70	74,300	29.50	61,400	31.50	65,500	38.20	79,500
92	Public Administration	13-2051	Financial Analysts	180	36.65	76,300	27.25	56,700	36.40	75,700	44.20	91,900
92	Public Administration	13-2053	Insurance Underwriters	20	32.55	67,700	25.15	52,300	29.20	60,700	39.50	82,100
92	Public Administration	13-2061	Financial Examiners	220	59.35	123,400	38.30	79,700	54.10	112,600	82.35	171,200
92	Public Administration	13-2072	Loan Officers	40	36.20	75,300	32.05	66,700	34.95	72,700	42.00	87,400
92	Public Administration	13-2081	Tax Examiners and Collectors, and Revenue Agents	1,530	35.75	74,400	25.75	53,500	34.80	72,400	44.40	92,300
92	Public Administration	13-2099	Financial Specialists, All Other	1,150	37.40	77,800	29.25	60,800	36.20	75,300	44.90	93,300
92	Public Administration	15-0000	Computer and Mathematical Occupations	4,600	40.50	84,300	31.00	64,500	39.25	81,600	49.30	102,500
92	Public Administration	15-1111	Computer and Information Research Scientists	400	55.10	114,600	45.95	95,600	53.25	110,700	64.55	134,200
92	Public Administration	15-1121	Computer Systems Analysts	540	39.85	82,900	31.90	66,400	39.60	82,400	48.65	101,200
92	Public Administration	15-1122	Information Security Analysts	30	45.65	94,900	38.25	79,600	43.45	90,400	54.05	112,500
92	Public Administration	15-1131	Computer Programmers	190	36.75	76,500	29.35	61,000	36.70	76,300	44.90	93,400
92	Public Administration	15-1132	Software Developers, Applications	670	42.20	87,800	37.45	77,900	43.15	89,800	48.20	100,300
92	Public Administration	15-1133	Software Developers, Systems Software	20	48.65	101,200	37.80	78,600	44.10	91,800	58.15	121,000
92	Public Administration	15-1134	Web Developers		28.60	59,500	21.35	44,400	23.50	48,900	37.95	79,000
92	Public Administration	15-1141	Database Administrators	110	44.95	93,500	38.95	81,000	45.25	94,100	51.65	107,400
92	Public Administration	15-1142	Network and Computer Systems Administrators	660	38.20	79,400	30.95	64,300	35.60	74,000	45.45	94,600
92	Public Administration	15-1143	Computer Network Architects	50	43.45	90,400	37.20	77,300	42.85	89,100	49.30	102,500
92	Public Administration	15-1151	Computer User Support Specialists	590	29.20	60,700	24.25	50,400	29.50	61,300	34.00	70,700
92	Public Administration	15-1152	Computer Network Support Specialists	160	33.40	69,400	26.80	55,700	33.35	69,300	38.95	81,000
92	Public Administration	15-1199	Computer Occupations, All Other	980	41.80	86,900	31.00	64,500	40.45	84,100	52.50	109,200
92	Public Administration	15-2011	Actuaries	40	43.75	91,100	36.05	74,900	43.40	90,300	51.65	107,400
92	Public Administration	15-2021	Mathematicians	40	58.05	120,700	49.65	103,200	54.50	113,300	73.00	151,800
92	Public Administration	15-2031	Operations Research Analysts	90	51.40	106,900	40.40	84,000	51.25	106,600	62.45	129,900
92	Public Administration	15-2041	Statisticians	10	42.85	89,100	32.45	67,500	43.10	89,600	52.55	109,300
92	Public Administration	17-0000	Architecture and Engineering Occupations	6,870	48.40	100,700	36.00	74,900	48.50	100,800	59.25	123,300
92	Public Administration	17-1011	Architects, Except Landscape and Naval	40	47.15	98,000	41.55	86,500	47.80	99,400	52.55	109,300
92	Public Administration	17-1012	Landscape Architects	50	38.05	79,200	32.85	68,400	36.70	76,300	44.90	93,400
92	Public Administration	17-1021	Cartographers and Photogrammetrists	90	40.15	83,500	32.00	66,600	42.85	89,100	49.30	102,500
92	Public Administration	17-1022	Surveyors	30	35.15	73,100	24.55	51,000	35.70	74,300	42.45	88,300
92	Public Administration	17-2011	Aerospace Engineers	40	61.10	127,100	52.80	109,800	62.45	129,900	70.80	147,300
92	Public Administration	17-2041	Chemical Engineers	110	58.00	120,600	51.25	106,600	57.65	119,900	62.45	129,900
92	Public Administration	17-2051	Civil Engineers	1,670	42.10	87,600	32.30	67,100	40.45	84,100	50.85	105,800

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	17-2061	Computer Hardware Engineers	230	51.30	106,700	45.80	95,200	52.50	109,200	57.65	119,900
92	Public Administration	17-2071	Electrical Engineers	250	45.10	93,900	34.85	72,400	44.90	93,400	52.85	109,900
92	Public Administration	17-2072	Electronics Engineers, Except Computer	330	54.45	113,300	48.50	100,800	56.05	116,600	62.45	129,900
92	Public Administration	17-2081	Environmental Engineers	270	41.75	86,900	31.15	64,800	42.85	89,100	49.30	102,500
92	Public Administration	17-2111	Health and Safety Engineers, Except Mining Safety Engineers and	70	44.25	92,100	33.00	68,700	42.85	89,100	53.35	111,000
92	Public Administration	17-2112	Industrial Engineers	50	51.25	106,600	44.45	92,500	52.55	109,300	59.25	123,200
92	Public Administration	17-2131	Materials Engineers	130	44.75	93,100	34.50	71,800	40.45	84,100	56.05	116,600
92	Public Administration	17-2141	Mechanical Engineers	1,200	48.55	100,900	39.60	82,400	49.65	103,300	57.65	119,900
92	Public Administration	17-2199	Engineers, All Other	1,560	61.55	128,000	52.85	109,900	62.45	129,900	73.80	153,500
92	Public Administration	17-3011	Architectural and Civil Drafters	60	30.00	62,400	25.10	52,200	29.00	60,400	34.60	72,000
92	Public Administration	17-3022	Civil Engineering Technicians	190	28.55	59,400	22.70	47,200	28.05	58,400	32.45	67,500
92	Public Administration	17-3023	Electrical and Electronics Engineering Technicians	50	44.60	92,700	38.20	79,500	43.85	91,200	52.50	109,200
92	Public Administration	17-3027	Mechanical Engineering Technicians	10	21.95	45,600	15.70	32,700	19.65	40,800	32.20	67,000
92	Public Administration	17-3029	Engineering Technicians, Except Drafters, All Other	370	40.80	84,900	33.70	70,100	41.50	86,300	48.50	100,800
92	Public Administration	17-3031	Surveying and Mapping Technicians	30	30.40	63,200	24.30	50,500	29.70	61,800	33.75	70,200
92	Public Administration	19-0000	Life, Physical, and Social Science Occupations	4,280	38.25	79,600	27.85	57,900	38.60	80,300	48.50	100,800
92	Public Administration	19-1013	Soil and Plant Scientists	40	33.95	70,700	28.95	60,300	32.95	68,600	37.25	77,500
92	Public Administration	19-1022	Microbiologists	30	44.85	93,300	37.25	77,500	47.05	97,800	54.15	112,600
92	Public Administration	19-1023	Zoologists and Wildlife Biologists	70	36.85	76,700	26.80	55,700	37.25	77,500	42.85	89,100
92	Public Administration	19-1029	Biological Scientists, All Other	180	42.25	87,900	39.20	81,600	45.80	95,200	47.15	98,000
92	Public Administration	19-1031	Conservation Scientists	140	36.60	76,200	25.85	53,800	36.20	75,300	49.30	102,500
92	Public Administration	19-1032	Foresters	20	34.05	70,800	28.45	59,200	33.50	69,700	40.00	83,200
92	Public Administration	19-1041	Epidemiologists	70	46.85	97,500	41.55	86,400	49.30	102,500	52.35	108,900
92	Public Administration	19-1042	Medical Scientists, Except Epidemiologists	80	50.05	104,100	49.30	102,500	50.15	104,300	54.15	112,600
92	Public Administration	19-1099	Life Scientists, All Other	30	40.75	84,700	37.25	77,500	38.65	80,400	43.85	91,200
92	Public Administration	19-2012	Physicists	50	44.00	91,500	29.95	62,300	45.80	95,200	52.85	109,900
92	Public Administration	19-2021	Atmospheric and Space Scientists	40	57.25	119,100	45.70	95,100	55.70	115,900	70.00	145,600
92	Public Administration	19-2031	Chemists	190	48.45	100,800	39.35	81,800	49.15	102,300	56.05	116,600
92	Public Administration	19-2041	Environmental Scientists and Specialists, Including Health	1,220	37.80	78,600	29.25	60,900	40.00	83,200	45.15	93,900
92	Public Administration	19-2042	Geoscientists, Except Hydrologists and Geographers	50	46.20	96,100	37.25	77,500	42.85	89,100	49.30	102,500
92	Public Administration	19-2043	Hydrologists	40	49.00	101,900	41.10	85,500	51.85	107,800	54.30	112,900
92	Public Administration	19-2099	Physical Scientists, All Other	330	50.60	105,200	42.85	89,100	49.30	102,500	59.25	123,300
92	Public Administration	19-3011	Economists	100	39.45	82,000	32.95	68,600	40.00	83,200	46.30	96,300
92	Public Administration	19-3031	Clinical, Counseling, and School Psychologists	130	44.20	91,900	36.10	75,100	43.85	91,200	52.10	108,400
92	Public Administration	19-3039	Psychologists, All Other	90	49.30	102,600	48.05	99,900	54.45	113,300	59.25	123,200
92	Public Administration	19-3051	Urban and Regional Planners	370	34.70	72,200	25.35	52,800	33.40	69,500	44.90	93,400
92	Public Administration	19-3093	Historians	60	35.50	73,800	29.70	61,800	37.25	77,500	39.80	82,800
92	Public Administration	19-3099	Social Scientists and Related Workers, All Other	180	41.65	86,700	34.95	72,700	40.25	83,800	45.80	95,200
92	Public Administration	19-4011	Agricultural and Food Science Technicians	40	20.45	42,500	15.25	31,700	16.80	35,000	24.75	51,500
92	Public Administration	19-4021	Biological Technicians	120	20.85	43,400	13.20	27,500	21.15	44,000	27.05	56,200
92	Public Administration	19-4031	Chemical Technicians	40	29.50	61,400	24.40	50,700	31.00	64,500	35.00	72,800
92	Public Administration	19-4061	Social Science Research Assistants	80	29.40	61,200	22.95	47,700	27.55	57,300	32.75	68,100
92	Public Administration	19-4091	Environmental Science and Protection Technicians, Including Health	280	23.85	49,600	16.25	33,800	22.30	46,400	31.00	64,500
92	Public Administration	19-4092	Forensic Science Technicians	70	27.50	57,200	22.55	46,900	26.80	55,700	30.75	64,000
92	Public Administration	19-4093	Forest and Conservation Technicians	30	19.85	41,200	12.85	26,800	21.70	45,200	24.95	51,900
92	Public Administration	19-4099	Life, Physical, and Social Science Technicians, All Other	80	25.80	53,700	20.50	42,600	24.40	50,700	30.65	63,800
92	Public Administration	21-0000	Community and Social Services Occupations	17,090	30.75	64,000	23.45	48,800	29.95	62,300	37.75	78,500
92	Public Administration	21-1012	Educational, Guidance, School, and Vocational Counselors	360	29.15	60,700	24.05	50,000	30.65	63,800	36.85	76,700
92	Public Administration	21-1013	Marriage and Family Therapists	3,950	35.20	73,200	28.75	59,800	36.05	75,000	40.45	84,100
92	Public Administration	21-1015	Rehabilitation Counselors	380	34.75	72,300	28.75	59,800	35.60	74,000	40.45	84,100

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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 Petile. Hourly	25th Petile. Salary	50th Petile. Hourly	50th Petile. Salary	75th Petile. Hourly	75th Petile. Salary
92	Public Administration	21-1018	Substance abuse, behavioral disorder, and mental health counselors	260	27.60	57,400	20.45	42,500	27.90	58,000	35.15	73,100
92	Public Administration	21-1019	Counselors, All Other	350	34.45	71,600	26.50	55,100	34.50	71,800	44.90	93,400
92	Public Administration	21-1021	Child, Family, and School Social Workers	1,090	33.50	69,700	25.35	52,700	32.20	67,000	40.70	84,600
92	Public Administration	21-1022	Healthcare Social Workers	140	31.75	66,100	24.75	51,400	31.00	64,500	39.00	81,100
92	Public Administration	21-1023	Mental Health and Substance Abuse Social Workers	90	30.70	63,800	25.75	53,600	30.65	63,700	36.65	76,300
92	Public Administration	21-1029	Social Workers, All Other	420	33.35	69,400	27.15	56,500	32.10	66,800	39.35	81,900
92	Public Administration	21-1091	Health Educators	100	30.30	63,000	22.70	47,200	29.00	60,300	36.95	76,900
92	Public Administration	21-1092	Probation Officers and Correctional Treatment Specialists	2,790	35.50	73,800	26.60	55,300	35.45	73,800	44.10	91,700
92	Public Administration	21-1093	Social and Human Service Assistants	4,330	22.85	47,500	18.20	37,800	22.30	46,300	25.55	53,200
92	Public Administration	21-1094	Community Health Workers	260	36.50	75,900	23.60	49,100	37.00	77,000	49.25	102,500
92	Public Administration	21-1099	Community and Social Service Specialists, All Other	2,490	29.40	61,200	24.05	50,000	29.00	60,300	35.30	73,400
92	Public Administration	21-2011	Clergy	80	31.90	66,300	27.00	56,200	32.95	68,500	39.00	81,100
92	Public Administration	23-0000	Legal Occupations	6,550	46.45	96,600	31.15	64,800	41.85	87,100	60.25	125,400
92	Public Administration	23-1011	Lawyers	3,670	48.65	101,200	36.35	75,600	45.75	95,200	58.80	122,300
92	Public Administration	23-1012	Judicial Law Clerks	550	24.60	51,200	23.65	49,200	23.65	49,200	25.65	53,400
92	Public Administration	23-1021	Administrative Law Judges, Adjudicators, and Hearing Officers	300	53.70	111,700	41.75	86,800	51.65	107,400	65.40	136,000
92	Public Administration	23-1022	Arbitrators, Mediators, and Conciliators	20	54.25	112,900	46.90	97,600	49.65	103,300	58.65	122,000
92	Public Administration	23-1023	Judges, Magistrate Judges, and Magistrates	1,020	60.95	126,800	33.50	69,700	80.50	167,400	80.50	167,400
92	Public Administration	23-2011	Paralegals and Legal Assistants	590	30.95	64,400	24.15	50,200	29.60	61,600	34.15	71,000
92	Public Administration	23-2091	Court Reporters	80	35.55	73,900	26.00	54,100	38.05	79,200	48.25	100,300
92	Public Administration	23-2099	Legal Support Workers, All Other	300	36.50	75,900	25.40	52,800	30.25	63,000	49.95	103,900
92	Public Administration	25-0000	Education, Training, and Library Occupations	6,940	25.40	52,800	16.95	35,300	24.75	51,500	32.10	66,700
92	Public Administration	25-1194	Vocational Education Teachers, Postsecondary	640	27.85	57,900	24.80	51,600	28.60	59,500	32.10	66,700
92	Public Administration	25-2011	Preschool Teachers, Except Special Education	40	32.90	68,400	25.95	54,000	33.30	69,300	39.10	81,300
92	Public Administration	25-2052	Special Education Teachers, Kindergarten and Elementary School	150		75,300		68,300		77,500		85,000
92	Public Administration	25-2059	Special Education Teachers, All Other	30		54,200		27,900		63,700		75,300
92	Public Administration	25-3011	Adult Basic and Secondary Education and Literacy Teachers and Ins	410	34.85	72,500	28.80	59,900	36.85	76,700	40.90	85,000
92	Public Administration	25-3021	Self-Enrichment Education Teachers	120	29.70	61,700	26.05	54,200	29.30	60,900	34.45	71,600
92	Public Administration	25-3097	Teachers and Instructors, All Other, Except Substitute Teachers	240		67,700		52,000		64,500		84,100
92	Public Administration	25-4011	Archivists	30	28.45	59,200	13.95	29,000	30.55	63,500	40.00	83,200
92	Public Administration	25-4012	Curators	30	36.60	76,200	26.85	55,800	37.80	78,600	45.15	93,900
92	Public Administration	25-4013	Museum Technicians and Conservators	20	28.40	59,000	20.15	41,900	26.55	55,300	34.40	71,600
92	Public Administration	25-4021	Librarians	1,880	28.50	59,200	23.40	48,700	28.10	58,400	33.40	69,500
92	Public Administration	25-4031	Library Technicians	1,860	17.10	35,600	12.30	25,600	16.25	33,800	20.95	43,600
92	Public Administration	25-9021	Farm and Home Management Advisors	20	21.80	45,300	13.55	28,200	20.90	43,500	26.90	56,000
92	Public Administration	25-9031	Instructional Coordinators	270	46.35	96,400	42.60	88,600	47.05	97,800	54.15	112,600
92	Public Administration	25-9041	Teacher Assistants	830		34,100		24,600		34,600		41,100
92	Public Administration	25-9099	Education, Training, and Library Workers, All Other	230	31.95	66,400	23.30	48,500	28.65	59,600	41.35	86,000
92	Public Administration	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	810	30.60	63,700	21.00	43,700	30.95	64,400	40.10	83,400
92	Public Administration	27-1011	Art Directors	10	43.05	89,600	36.60	76,100	41.55	86,400	47.80	99,400
92	Public Administration	27-1024	Graphic Designers	80	31.95	66,500	24.25	50,500	30.65	63,700	37.25	77,500
92	Public Administration	27-2022	Coaches and Scouts	70		51,600		43,000		53,100		61,000
92	Public Administration	27-2023	Umpires, Referees, and Other Sports Officials	140		33,700		20,600		23,900		38,200
92	Public Administration	27-3031	Public Relations Specialists	260	35.80	74,400	29.00	60,300	36.20	75,300	43.65	90,800
92	Public Administration	27-3042	Technical Writers	20	38.85	80,800	33.70	70,100	40.90	85,000	45.80	95,200
92	Public Administration	27-3043	Writers and Authors	20	32.05	66,700	28.30	58,900	31.90	66,400	33.45	69,600
92	Public Administration	27-3091	Interpreters and Translators	70	36.25	75,400	30.20	62,800	34.70	72,200	44.25	92,100
92	Public Administration	27-4011	Audio and Video Equipment Technicians	30	27.65	57,500	21.60	44,900	26.25	54,600	33.25	69,200
92	Public Administration	27-4012	Broadcast Technicians	10	23.15	48,100	16.60	34,600	21.70	45,100	26.00	54,100
92	Public Administration	27-4021	Photographers	10	24.55	51,100	21.75	45,300	25.85	53,700	28.30	58,900

*See Footnotes on Page 90

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	27-4099	Media and Communication Equipment Workers, All Other	30	42.90	89,200	31.80	66,100	40.40	84,000	48.50	100,800
92	Public Administration	29-0000	Healthcare Practitioners and Technical Occupations	7,110	34.55	71,800	22.85	47,600	33.10	68,800	43.40	90,300
92	Public Administration	29-1029	Dentists, All Other Specialists	40	54.20	112,700	48.05	99,900	57.15	118,800	65.10	135,400
92	Public Administration	29-1031	Dietitians and Nutritionists	180	32.40	67,400	25.15	52,300	34.40	71,600	39.30	81,800
92	Public Administration	29-1051	Pharmacists	60	51.60	107,300	49.95	103,900	55.05	114,500	59.10	122,900
92	Public Administration	29-1062	Family and General Practitioners	30	64.65	134,500	40.30	83,900	68.75	142,900	86.95	180,900
92	Public Administration	29-1066	Psychiatrists	20	113.40	235,800	88.80	184,700				
92	Public Administration	29-1069	Physicians and Surgeons, All Other	390	63.55	132,100	53.90	112,100	62.00	129,000	69.90	145,400
92	Public Administration	29-1071	Physician Assistants	10	49.00	101,900	46.75	97,300	52.50	109,200	52.55	109,300
92	Public Administration	29-1081	Podiatrists	10	46.60	96,900	24.15	50,200	25.70	53,500	75.70	157,400
92	Public Administration	29-1122	Occupational Therapists	30	43.80	91,100	41.55	86,500	44.90	93,400	45.70	95,100
92	Public Administration	29-1123	Physical Therapists	40	43.90	91,300	41.15	85,600	44.90	93,400	47.15	98,000
92	Public Administration	29-1125	Recreational Therapists	50	31.95	66,400	26.30	54,700	33.75	70,200	38.85	80,800
92	Public Administration	29-1127	Speech-Language Pathologists	40	46.35	96,400	42.85	89,100	45.70	95,100	52.15	108,500
92	Public Administration	29-1129	Therapists, All Other	10	31.65	65,900	30.35	63,100	32.45	67,500	32.45	67,500
92	Public Administration	29-1131	Veterinarians	30	45.95	95,500	41.35	86,000	44.80	93,200	51.65	107,400
92	Public Administration	29-1141	Registered Nurses	1,940	41.30	85,900	35.35	73,600	40.20	83,600	47.55	98,900
92	Public Administration	29-1171	Nurse Practitioners	30	41.80	86,900	32.75	68,100	42.55	88,500	54.85	114,100
92	Public Administration	29-1199	Health Diagnosing and Treating Practitioners, All Other	210	41.50	86,300	34.35	71,500	35.50	73,900	43.80	91,200
92	Public Administration	29-2010	Clinical Laboratory Technologists and Technicians	70	32.90	68,400	28.30	58,800	33.00	68,600	37.20	77,400
92	Public Administration	29-2034	Radiologic Technologists and Technicians	40	38.00	79,000	34.05	70,800	37.15	77,300	42.75	88,900
92	Public Administration	29-2041	Emergency Medical Technicians and Paramedics	1,750	18.60	38,700	14.40	30,000	17.15	35,700	21.60	45,000
92	Public Administration	29-2052	Pharmacy Technicians	50	24.30	50,500	22.55	46,900	24.60	51,200	26.65	55,400
92	Public Administration	29-2053	Psychiatric Technicians	70	28.85	60,000	27.00	56,100	31.40	65,300	32.45	67,500
92	Public Administration	29-2056	Veterinary Technologists and Technicians	20	24.10	50,100	18.80	39,100	22.80	47,500	30.25	63,000
92	Public Administration	29-2061	Licensed Practical and Licensed Vocational Nurses	680	26.60	55,400	24.40	50,700	27.35	56,900	28.00	58,200
92	Public Administration	29-2071	Medical Records and Health Information Technicians	60	26.85	55,900	22.30	46,400	27.65	57,500	31.10	64,700
92	Public Administration	29-2099	Health Technologists and Technicians, All Other	170	27.60	57,400	22.30	46,400	26.40	54,900	32.80	68,200
92	Public Administration	29-9011	Occupational Health and Safety Specialists	810	38.05	79,100	32.95	68,500	38.95	81,000	44.45	92,400
92	Public Administration	29-9012	Occupational Health and Safety Technicians	100	29.85	62,100	22.30	46,400	27.25	56,700	36.25	75,400
92	Public Administration	29-9099	Healthcare Practitioners and Technical Workers, All Other	120	46.90	97,500	40.40	84,000	47.65	99,100	56.05	116,600
92	Public Administration	31-0000	Healthcare Support Occupations	2,500	19.20	39,900	15.40	32,100	18.45	38,400	22.45	46,700
92	Public Administration	31-1011	Home Health Aides	10	21.40	44,500	20.40	42,400	22.90	47,700	25.30	52,600
92	Public Administration	31-1014	Nursing Assistants	710	19.25	40,000	16.60	34,600	19.55	40,600	22.05	45,900
92	Public Administration	31-1015	Orderlies	420	17.00	35,400	14.20	29,500	16.00	33,300	19.70	41,000
92	Public Administration	31-9091	Dental Assistants	30	24.20	50,300	22.55	46,900	24.60	51,200	25.70	53,500
92	Public Administration	31-9092	Medical Assistants	30	22.75	47,300	19.70	41,000	22.60	47,100	26.00	54,100
92	Public Administration	31-9099	Healthcare Support Workers, All Other	540	22.85	47,500	19.65	40,800	24.90	51,800	25.70	53,500
92	Public Administration	33-0000	Protective Service Occupations	59,220	37.60	78,200	22.20	46,200	36.95	76,800	50.65	105,400
92	Public Administration	33-1011	First-Line Supervisors of Correctional Officers	600	50.90	105,900	44.80	93,100	50.30	104,600	57.30	119,200
92	Public Administration	33-1012	First-Line Supervisors of Police and Detectives	5,560	62.95	131,000	56.25	117,000	62.45	129,900	71.75	149,200
92	Public Administration	33-1021	First-Line Supervisors of Fire Fighting and Prevention Workers	1,580	55.85	116,200	50.30	104,700	57.05	118,700	63.00	131,000
92	Public Administration	33-1099	First-Line Supervisors of Protective Service Workers, All Other	280	32.75	68,100	26.50	55,200	28.75	59,800	36.65	76,200
92	Public Administration	33-2011	Firefighters	5,570	36.80	76,600	27.35	56,900	36.75	76,400	46.40	96,600
92	Public Administration	33-2021	Fire Inspectors and Investigators	990	27.55	57,300	18.85	39,300	25.25	52,500	33.75	70,100
92	Public Administration	33-3011	Bailiffs	80	25.25	52,500	20.20	42,000	23.70	49,300	28.60	59,500
92	Public Administration	33-3012	Correctional Officers and Jailers	10,650	33.85	70,400	23.40	48,700	34.70	72,200	40.75	84,700
92	Public Administration	33-3021	Detectives and Criminal Investigators	3,120	49.35	102,600	37.70	78,400	49.80	103,600	61.90	128,800
92	Public Administration	33-3041	Parking Enforcement Workers	410	17.75	36,900	14.45	30,000	17.20	35,800	20.90	43,500
92	Public Administration	33-3051	Police and Sheriff's Patrol Officers	19,520	40.45	84,100	28.40	59,100	41.40	86,100	50.95	105,900

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	33-3052	Transit and Railroad Police	460	40.90	85,100	34.00	70,700	39.70	82,500	48.65	101,200
92	Public Administration	33-9011	Animal Control Workers	290	20.20	42,000	16.05	33,400	18.55	38,600	23.50	48,900
92	Public Administration	33-9032	Security Guards	2,010	18.40	38,200	13.30	27,600	17.85	37,100	21.80	45,400
92	Public Administration	33-9091	Crossing Guards	5,600	15.85	33,000	12.25	25,500	15.95	33,200	19.05	39,600
92	Public Administration	33-9092	Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers	180	20.30	42,200	10.65	22,200	13.75	28,600	17.70	36,800
92	Public Administration	33-9093	Transportation Security Screeners	1,200	21.35	44,400	20.65	42,900	20.95	43,500	21.85	45,500
92	Public Administration	33-9099	Protective Service Workers, All Other	1,040	19.65	40,800	12.95	26,900	18.30	38,000	24.20	50,300
92	Public Administration	35-0000	Food Preparation and Serving-Related Occupations	1,270	19.20	39,900	14.80	30,800	18.65	38,800	20.80	43,300
92	Public Administration	35-1011	Chefs and Head Cooks	60	36.40	75,700	36.80	76,500	39.50	82,100	39.50	82,100
92	Public Administration	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	110	25.25	52,500	18.35	38,200	23.55	49,000	32.65	67,900
92	Public Administration	35-2012	Cooks, Institution and Cafeteria	200	20.60	42,800	17.75	36,900	20.80	43,300	23.00	47,800
92	Public Administration	35-2021	Food Preparation Workers	10	10.75	22,400	9.60	20,000	11.25	23,400	11.25	23,400
92	Public Administration	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	810	17.55	36,500	14.60	30,400	18.00	37,400	20.55	42,800
92	Public Administration	35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	20	14.55	30,300	12.10	25,100	15.50	32,200	17.05	35,400
92	Public Administration	37-0000	Building and Grounds Cleaning and Maintenance Occupations	5,430	20.15	42,000	15.20	31,600	19.40	40,400	23.05	47,900
92	Public Administration	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	310	27.45	57,100	21.75	45,200	24.85	51,700	32.65	67,900
92	Public Administration	37-1012	First-Line Supervisors of Landscaping, Lawn Service, and Groundsk	190	33.30	69,300	27.45	57,100	33.45	69,600	39.10	81,300
92	Public Administration	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	2,780	17.50	36,400	14.40	30,000	17.85	37,100	20.05	41,700
92	Public Administration	37-2012	Maids and Housekeeping Cleaners	390	17.45	36,300	15.05	31,300	18.15	37,800	20.00	41,600
92	Public Administration	37-2021	Pest Control Workers	50	25.10	52,200	21.40	44,500	26.55	55,200	29.20	60,700
92	Public Administration	37-3011	Landscaping and Groundskeeping Workers	1,510	21.90	45,500	15.80	32,800	21.70	45,100	28.20	58,700
92	Public Administration	37-3012	Pesticide Handlers, Sprayers, and Applicators, Vegetation	10	21.80	45,300	17.00	35,400	19.65	40,900	27.50	57,200
92	Public Administration	37-3013	Tree Trimmers and Pruners	160	25.25	52,500	19.15	39,900	26.25	54,600	30.30	63,000
92	Public Administration	37-3019	Grounds Maintenance Workers, All Other	40	20.10	41,800	14.55	30,300	17.20	35,800	24.50	50,900
92	Public Administration	39-0000	Personal Care and Service Occupations	7,010	18.00	37,400	10.85	22,600	16.65	34,600	23.50	48,800
92	Public Administration	39-1021	First-Line Supervisors of Personal Service Workers	930	27.50	57,200	24.35	50,600	26.00	54,100	30.25	62,900
92	Public Administration	39-2021	Nonfarm Animal Caretakers	200	14.05	29,300	10.45	21,700	13.50	28,000	16.90	35,200
92	Public Administration	39-3091	Amusement and Recreation Attendants	380	11.30	23,500	9.10	18,900	9.85	20,500	11.85	24,600
92	Public Administration	39-7010	Tour and travel guides	30	14.45	30,000	9.25	19,200	14.90	31,000	19.55	40,700
92	Public Administration	39-9011	Childcare Workers	320	14.20	29,600	10.35	21,600	11.85	24,700	16.60	34,600
92	Public Administration	39-9021	Personal Care Aides	1,080	21.90	45,500	21.25	44,200	22.75	47,300	23.50	48,800
92	Public Administration	39-9031	Fitness Trainers and Aerobics Instructors	230	27.25	56,700	18.30	38,100	26.80	55,700	32.35	67,300
92	Public Administration	39-9032	Recreation Workers	3,020	15.05	31,300	9.60	20,000	12.15	25,300	18.25	38,000
92	Public Administration	39-9099	Personal Care and Service Workers, All Other		16.00	33,300	13.10	27,300	14.85	30,900	19.25	40,000
92	Public Administration	41-0000	Sales and Related Occupations	1,650	19.80	41,200	13.05	27,200	15.50	32,200	25.50	53,000
92	Public Administration	41-1011	First-Line Supervisors of Retail Sales Workers	210	35.10	73,000	29.50	61,400	37.25	77,500	41.15	85,600
92	Public Administration	41-2011	Cashiers	1,360	17.25	35,900	12.80	26,600	14.30	29,800	21.15	44,000
92	Public Administration	41-2031	Retail Salespersons	40	16.40	34,200	14.65	30,400	15.60	32,500	18.05	37,600
92	Public Administration	41-3099	Sales Representatives, Services, All Other	10	33.25	69,200	27.55	57,300	33.10	68,900	38.50	80,100
92	Public Administration	41-9022	Real Estate Sales Agents	10	38.35	79,700	29.70	61,800	40.40	84,000	43.10	89,600
92	Public Administration	43-0000	Office and Administrative Support Occupations	42,380	22.80	47,500	17.45	36,300	22.35	46,500	27.55	57,300
92	Public Administration	43-1011	First-Line Supervisors of Office and Administrative Support Worke	1,690	32.40	67,400	27.40	57,000	31.25	65,000	36.35	75,600
92	Public Administration	43-2011	Switchboard Operators, Including Answering Service	130	24.15	50,300	18.30	38,000	25.50	53,000	25.50	53,000
92	Public Administration	43-2021	Telephone Operators	40	19.55	40,700	15.70	32,700	19.75	41,100	21.95	45,600
92	Public Administration	43-2099	Communications Equipment Operators, All Other	20	27.05	56,300	25.65	53,400	27.40	57,000	27.40	57,000
92	Public Administration	43-3011	Bill and Account Collectors	130	23.70	49,300	17.25	35,900	22.00	45,800	28.80	59,900
92	Public Administration	43-3021	Billing and Posting Clerks and Machine Operators	230	23.20	48,200	19.15	39,900	22.65	47,100	28.30	58,900
92	Public Administration	43-3031	Bookkeeping, Accounting, and Auditing Clerks	1,710	23.50	48,900	19.00	39,500	23.45	48,800	28.25	58,800
92	Public Administration	43-3051	Payroll and Timekeeping Clerks	380	24.80	51,600	20.30	42,300	25.00	52,000	29.15	60,600
92	Public Administration	43-3061	Procurement Clerks	200	24.70	51,400	21.55	44,800	24.60	51,200	28.10	58,400

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**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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
92	Public Administration	43-3099	Financial Clerks, All Other	230	20.60	42,800	16.95	35,300	19.45	40,500	24.00	49,900
92	Public Administration	43-4031	Court, Municipal, and License Clerks	4,700	23.55	49,000	17.70	36,800	22.70	47,200	27.25	56,700
92	Public Administration	43-4041	Credit Authorizers, Checkers, and Clerks	10	21.80	45,300	20.35	42,300	23.25	48,300	23.75	49,400
92	Public Administration	43-4051	Customer Service Representatives	520	21.40	44,500	16.30	33,900	21.30	44,300	25.50	53,100
92	Public Administration	43-4061	Eligibility Interviewers, Government Programs	600	23.80	49,500	19.95	41,500	24.15	50,300	27.70	57,600
92	Public Administration	43-4071	File Clerks	490	21.75	45,300	16.40	34,100	20.65	42,900	27.30	56,800
92	Public Administration	43-4111	Interviewers, Except Eligibility and Loan	20	18.15	37,800	13.40	27,800	17.30	36,000	19.55	40,700
92	Public Administration	43-4121	Library Assistants, Clerical	2,190	15.10	31,400	10.70	22,300	14.75	30,700	18.25	37,900
92	Public Administration	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	270	24.10	50,100	21.60	44,900	23.65	49,200	27.10	56,400
92	Public Administration	43-4171	Receptionists and Information Clerks	370	18.70	38,900	15.15	31,500	17.85	37,100	22.20	46,200
92	Public Administration	43-4181	Reservation and Transportation Ticket Agents and Travel Clerks	80	21.10	43,900	11.25	23,400	23.45	48,800	26.20	54,500
92	Public Administration	43-4199	Information and Record Clerks, All Other	1,700	22.75	47,300	18.05	37,600	22.75	47,300	27.05	56,300
92	Public Administration	43-5011	Cargo and Freight Agents	20	30.10	62,600	27.20	56,600	30.65	63,700	32.50	67,600
92	Public Administration	43-5021	Couriers and Messengers	130	18.60	38,700	15.70	32,600	18.00	37,400	21.55	44,800
92	Public Administration	43-5031	Police, Fire, and Ambulance Dispatchers	3,380	23.20	48,200	18.15	37,800	22.85	47,500	28.45	59,200
92	Public Administration	43-5032	Dispatchers, Except Police, Fire, and Ambulance	290	25.90	53,900	20.25	42,200	25.40	52,800	29.25	60,900
92	Public Administration	43-5041	Meter Readers, Utilities	110	22.85	47,600	17.90	37,300	22.40	46,600	28.35	59,000
92	Public Administration	43-5061	Production, Planning, and Expediting Clerks	150	28.50	59,300	24.30	50,500	28.20	58,600	33.45	69,500
92	Public Administration	43-5071	Shipping, Receiving, and Traffic Clerks	190	26.80	55,800	24.15	50,200	25.35	52,700	31.00	64,500
92	Public Administration	43-5081	Stock Clerks and Order Fillers	370	25.30	52,700	21.75	45,300	24.90	51,800	29.45	61,300
92	Public Administration	43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping	150	20.75	43,200	17.25	35,900	20.35	42,400	23.65	49,200
92	Public Administration	43-6011	Executive Secretaries and Executive Administrative Assistants	1,420	32.00	66,600	26.35	54,800	30.50	63,400	36.30	75,500
92	Public Administration	43-6012	Legal Secretaries	820	26.35	54,800	21.40	44,600	26.75	55,600	30.90	64,200
92	Public Administration	43-6013	Medical Secretaries	40	19.80	41,200	17.60	36,600	20.85	43,300	20.85	43,300
92	Public Administration	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	4,560	24.05	50,000	19.65	40,900	24.20	50,400	28.70	59,700
92	Public Administration	43-9011	Computer Operators	120	26.25	54,600	21.35	44,400	26.60	55,400	29.85	62,100
92	Public Administration	43-9021	Data Entry Keyers	2,610	20.90	43,400	16.60	34,500	20.35	42,400	24.45	50,900
92	Public Administration	43-9022	Word Processors and Typists	3,100	20.55	42,800	16.85	35,000	19.95	41,500	23.80	49,500
92	Public Administration	43-9041	Insurance Claims and Policy Processing Clerks	40	24.60	51,200	21.55	44,800	25.45	52,900	27.85	58,000
92	Public Administration	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	210	20.35	42,300	17.00	35,300	20.25	42,100	23.20	48,200
92	Public Administration	43-9061	Office Clerks, General	7,980	21.10	43,900	15.90	33,100	20.60	42,800	26.25	54,600
92	Public Administration	43-9071	Office Machine Operators, Except Computer	60	25.00	52,000	19.45	40,400	26.15	54,400	29.90	62,200
92	Public Administration	43-9199	Office and Administrative Support Workers, All Other	900	19.95	41,500	14.90	31,000	20.75	43,100	23.80	49,500
92	Public Administration	45-0000	Farming, Fishing, and Forestry Occupations	270	20.35	42,300	14.20	29,600	19.35	40,300	25.35	52,800
92	Public Administration	45-1011	First-Line Supervisors of Farming, Fishing, and Forestry Workers	20	31.75	66,100	26.50	55,100	31.00	64,400	34.70	72,200
92	Public Administration	45-2011	Agricultural Inspectors	70	27.00	56,100	22.80	47,400	27.40	57,000	31.10	64,700
92	Public Administration	45-2093	Farmworkers, Farm, Ranch, and Aquacultural Animals	50	13.90	28,900	12.15	25,300	12.20	25,300	14.20	29,600
92	Public Administration	45-4011	Forest and Conservation Workers	120	18.05	37,500	15.20	31,700	17.25	35,900	21.90	45,600
92	Public Administration	47-0000	Construction and Extraction Occupations	15,190	27.00	56,200	19.55	40,700	26.50	55,100	33.75	70,200
92	Public Administration	47-1011	First-Line Supervisors of Construction Trades and Extraction Work	1,490	36.65	76,300	31.05	64,600	36.15	75,200	42.55	88,600
92	Public Administration	47-2021	Brickmasons and Blockmasons	10	31.10	64,700	27.00	56,100	32.45	67,500	36.00	74,900
92	Public Administration	47-2031	Carpenters	260	28.05	58,300	23.90	49,700	28.45	59,200	32.00	66,600
92	Public Administration	47-2051	Cement Masons and Concrete Finishers	40	29.20	60,700	21.85	45,500	30.50	63,400	35.95	74,700
92	Public Administration	47-2061	Construction Laborers	2,520	22.95	47,700	16.10	33,500	21.30	44,300	28.45	59,200
92	Public Administration	47-2071	Paving, Surfacing, and Tamping Equipment Operators	480	23.75	49,400	20.55	42,800	22.70	47,300	26.10	54,300
92	Public Administration	47-2073	Operating Engineers and Other Construction Equipment Operators	1,300	28.55	59,400	24.05	50,100	28.40	59,100	33.15	68,900
92	Public Administration	47-2111	Electricians	720	32.65	68,000	28.45	59,200	33.05	68,800	37.30	77,600
92	Public Administration	47-2141	Painters, Construction and Maintenance	210	27.20	56,600	23.00	47,800	27.85	57,900	31.65	65,800
92	Public Administration	47-2151	Pipelayers	40	32.40	67,400	27.80	57,800	30.70	63,900	37.05	77,100
92	Public Administration	47-2152	Plumbers, Pipefitters, and Steamfitters	290	27.00	56,200	22.40	46,600	27.55	57,300	31.25	65,000

*See Footnotes on Page 90

NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	47-2161	Plasterers and Stucco Masons	30	23.75	49,400	17.95	37,400	23.90	49,700	28.45	59,200
92	Public Administration	47-2211	Sheet Metal Workers	40	31.45	65,400	29.40	61,200	32.30	67,200	32.30	67,200
92	Public Administration	47-3012	Helpers--Carpenters	10	24.75	51,400	21.15	44,000	26.55	55,200	29.50	61,400
92	Public Administration	47-3013	Helpers--Electricians	20	23.10	48,000	18.85	39,200	23.50	48,900	25.90	53,900
92	Public Administration	47-3019	Helpers, Construction Trades, All Other	20	15.90	33,100	12.90	26,800	13.85	28,800	14.85	30,900
92	Public Administration	47-4011	Construction and Building Inspectors	3,180	31.15	64,700	22.85	47,500	31.45	65,400	38.85	80,800
92	Public Administration	47-4041	Hazardous Materials Removal Workers	20	27.70	57,600	23.30	48,400	28.20	58,600	33.05	68,800
92	Public Administration	47-4051	Highway Maintenance Workers	3,960	21.20	44,100	15.70	32,700	20.75	43,100	26.35	54,800
92	Public Administration	47-4061	Rail-Track Laying and Maintenance Equipment Operators	30	26.75	55,700	26.35	54,800	26.35	54,800	26.35	54,800
92	Public Administration	47-4071	Septic Tank Servicers and Sewer Pipe Cleaners	30	30.60	63,600	26.70	55,500	31.95	66,500	35.80	74,500
92	Public Administration	47-4090	Miscellaneous Construction and Related Workers	70	22.20	46,200	15.05	31,300	20.50	42,600	27.35	56,900
92	Public Administration	49-0000	Installation, Maintenance, and Repair Occupations	10,670	28.25	58,800	22.20	46,200	28.80	59,900	33.50	69,600
92	Public Administration	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	1,490	37.75	78,500	32.40	67,400	37.50	78,000	43.55	90,600
92	Public Administration	49-2011	Computer, Automated Teller, and Office Machine Repairers	70	28.70	59,700	26.05	54,200	30.05	62,500	31.80	66,200
92	Public Administration	49-2021	Radio, Cellular, and Tower Equipment Installers and Repairers	20	30.70	63,900	24.70	51,400	28.95	60,200	32.20	67,000
92	Public Administration	49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers	60	31.30	65,100	26.05	54,200	31.60	65,700	36.75	76,500
92	Public Administration	49-2091	Avionics Technicians	20	31.55	65,600	31.00	64,500	32.30	67,200	32.30	67,200
92	Public Administration	49-2093	Electrical and Electronics Installers and Repairers, Transportation	90	32.95	68,500	30.50	63,500	33.20	69,100	33.90	70,500
92	Public Administration	49-2094	Electrical and Electronics Repairers, Commercial and Industrial Equipment	220	31.80	66,100	26.50	55,200	32.30	67,200	35.95	74,800
92	Public Administration	49-3011	Aircraft Mechanics and Service Technicians	200	32.15	66,800	29.90	62,200	32.30	67,200	33.50	69,700
92	Public Administration	49-3021	Automotive Body and Related Repairers	30	29.15	60,700	23.65	49,200	29.50	61,300	33.45	69,500
92	Public Administration	49-3023	Automotive Service Technicians and Mechanics	670	31.65	65,800	26.80	55,700	29.65	61,700	35.75	74,400
92	Public Administration	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	1,750	28.80	59,900	26.25	54,600	29.10	60,500	30.20	62,800
92	Public Administration	49-3042	Mobile Heavy Equipment Mechanics, Except Engines	150	29.20	60,700	26.80	55,800	29.90	62,200	32.30	67,200
92	Public Administration	49-9012	Control and Valve Installers and Repairers, Except Mechanical Door	60	33.25	69,100	28.80	59,900	33.15	69,000	37.85	78,800
92	Public Administration	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	190	29.55	61,500	26.60	55,300	30.05	62,500	32.35	67,200
92	Public Administration	49-9041	Industrial Machinery Mechanics	500	29.75	61,900	24.00	49,900	30.35	63,100	35.20	73,200
92	Public Administration	49-9043	Maintenance Workers, Machinery	30	31.45	65,400	23.90	49,700	30.85	64,200	40.05	83,300
92	Public Administration	49-9051	Electrical Power-Line Installers and Repairers	60	36.65	76,300	29.90	62,200	33.80	70,300	44.80	93,200
92	Public Administration	49-9061	Camera and Photographic Equipment Repairers	20	22.35	46,500	19.95	41,500	22.40	46,600	24.10	50,200
92	Public Administration	49-9069	Precision Instrument and Equipment Repairers, All Other	40	34.20	71,200	29.50	61,400	32.80	68,200	38.20	79,500
92	Public Administration	49-9071	Maintenance and Repair Workers, General	4,200	24.05	50,000	18.65	38,800	23.55	49,000	29.05	60,500
92	Public Administration	49-9091	Coin, Vending, and Amusement Machine Servicers and Repairers	10	27.50	57,200	23.70	49,300	28.35	59,000	33.40	69,400
92	Public Administration	49-9094	Locksmiths and Safe Repairers	40	25.50	53,100	23.80	49,500	25.60	53,300	28.35	59,000
92	Public Administration	49-9097	Signal and Track Switch Repairers	10	28.30	58,900	26.05	54,200	26.55	55,200	31.95	66,500
92	Public Administration	49-9098	Helpers--Installation, Maintenance, and Repair Workers	180	19.20	39,900	14.40	29,900	17.95	37,400	23.05	47,900
92	Public Administration	49-9099	Installation, Maintenance, and Repair Workers, All Other	460	22.90	47,700	16.30	33,900	20.70	43,000	28.20	58,600
92	Public Administration	51-0000	Production Occupations	3,540	29.90	62,200	23.05	47,900	29.75	61,800	36.40	75,700
92	Public Administration	51-1011	First-Line Supervisors of Production and Operating Workers	460	41.85	87,000	35.65	74,100	41.95	87,300	48.45	100,800
92	Public Administration	51-2098	Assemblers and fabricators, all other, including team assemblers	20	24.35	50,700	20.05	41,700	23.55	48,900	29.25	60,900
92	Public Administration	51-3021	Butchers and Meat Cutters	10	27.00	56,100	25.05	52,100	28.20	58,600	28.20	58,600
92	Public Administration	51-4041	Machinists	50	30.80	64,100	27.90	58,100	29.95	62,300	33.50	69,700
92	Public Administration	51-4121	Welders, Cutters, Solderers, and Brazers	110	31.20	64,900	28.50	59,300	30.20	62,800	33.50	69,700
92	Public Administration	51-5112	Printing Press Operators	50	26.50	55,200	21.65	45,000	25.20	52,400	31.05	64,600
92	Public Administration	51-6011	Laundry and Dry-Cleaning Workers	60	18.20	37,900	15.60	32,400	18.70	38,900	19.95	41,500
92	Public Administration	51-8021	Stationary Engineers and Boiler Operators	370	28.05	58,400	24.90	51,800	28.50	59,300	31.25	65,000
92	Public Administration	51-8031	Water and Wastewater Treatment Plant and System Operators	2,100	28.40	59,100	21.50	44,700	28.70	59,700	35.40	73,600
92	Public Administration	51-8093	Petroleum Pump System Operators, Refinery Operators, and Gaugers	20	28.10	58,400	27.60	57,400	27.80	57,800	29.70	61,800
92	Public Administration	51-8099	Plant and System Operators, All Other	130	27.35	56,900	17.85	37,100	28.75	59,800	34.95	72,700

*See Footnotes on Page 90

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
NEW JERSEY: 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	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	20	27.50	57,200	24.60	51,100	27.50	57,200	33.50	69,700
92	Public Administration	51-9199	Production Workers, All Other	30	24.80	51,600	14.45	30,100	24.40	50,700	35.20	73,200
92	Public Administration	53-0000	Transportation and Material Moving Occupations	12,490	24.75	51,500	18.05	37,600	24.00	50,000	28.75	59,800
92	Public Administration	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	650	33.25	69,100	27.40	57,000	34.05	70,800	38.85	80,800
92	Public Administration	53-2011	Airline Pilots, Copilots, and Flight Engineers	70		121,500		105,700		126,300		137,500
92	Public Administration	53-2021	Air Traffic Controllers	180	58.20	121,100	43.60	90,600	57.00	118,600	72.55	150,900
92	Public Administration	53-2022	Airfield Operations Specialists	50	33.70	70,100	32.80	68,200	35.15	73,100	37.05	77,000
92	Public Administration	53-3021	Bus Drivers, Transit and Intercity	3,890	25.90	53,900	22.90	47,700	28.75	59,800	28.75	59,800
92	Public Administration	53-3022	Bus Drivers, School or Special Client	2,380	18.40	38,300	15.85	33,000	18.00	37,500	20.85	43,300
92	Public Administration	53-3032	Heavy and Tractor-Trailer Truck Drivers	1,610	25.25	52,500	19.45	40,500	24.95	51,900	30.75	63,900
92	Public Administration	53-3033	Light Truck or Delivery Services Drivers	430	24.35	50,700	20.10	41,800	23.35	48,600	28.30	58,900
92	Public Administration	53-3041	Taxi Drivers and Chauffeurs	110	17.95	37,400	15.30	31,900	17.75	36,900	21.35	44,400
92	Public Administration	53-3099	Motor Vehicle Operators, All Other	400	24.95	51,900	19.40	40,400	25.30	52,700	29.70	61,800
92	Public Administration	53-4031	Railroad Conductors and Yardmasters	380	35.65	74,100	32.90	68,400	35.50	73,900	38.15	79,400
92	Public Administration	53-5021	Captains, Mates, and Pilots of Water Vessels	20	40.15	83,500	29.80	62,000	41.90	87,200	45.80	95,300
92	Public Administration	53-6011	Bridge and Lock Tenders	110	24.00	49,900	20.60	42,900	25.90	53,900	26.15	54,400
92	Public Administration	53-6021	Parking Lot Attendants	270	12.70	26,400	10.05	21,000	11.45	23,800	14.55	30,200
92	Public Administration	53-6031	Automotive and Watercraft Service Attendants	20	18.75	39,000	13.70	28,500	18.25	37,900	25.05	52,100
92	Public Administration	53-6041	Traffic Technicians	50	25.05	52,100	20.90	43,500	24.35	50,700	28.95	60,200
92	Public Administration	53-6051	Transportation Inspectors	140	38.70	80,500	29.20	60,700	30.40	63,200	49.65	103,300
92	Public Administration	53-6061	Transportation Attendants, Except Flight Attendants	20	18.65	38,800	16.85	35,000	17.90	37,300	21.95	45,600
92	Public Administration	53-6099	Transportation Workers, All Other	90	22.35	46,500	16.80	35,000	21.85	45,500	28.75	59,800
92	Public Administration	53-7021	Crane and Tower Operators	40	34.65	72,100	32.70	68,000	34.75	72,300	37.35	77,700
92	Public Administration	53-7032	Excavating and Loading Machine and Dragline Operators	30	39.05	81,200	31.90	66,400	39.55	82,200	45.70	95,100
92	Public Administration	53-7051	Industrial Truck and Tractor Operators	60	24.80	51,600	22.80	47,400	24.65	51,200	28.30	58,800
92	Public Administration	53-7061	Cleaners of Vehicles and Equipment	160	15.25	31,700	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	240	17.10	35,600	14.10	29,400	16.30	33,900	19.65	40,900
92	Public Administration	53-7072	Pump Operators, Except Wellhead Pumps	20	32.10	66,700	26.05	54,200	29.00	60,300	35.25	73,300
92	Public Administration	53-7081	Refuse and Recyclable Material Collectors	810	18.90	39,300	13.70	28,500	17.85	37,200	22.60	47,000
92	Public Administration	53-7199	Material Moving Workers, All Other	20	29.85	62,100	26.40	54,900	29.95	62,300	32.70	68,100

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.

<u>SOC Code / Occupational Group</u>
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/) for more information, including explanations, a User's Guide, and a complete listing of SOC occupations and definitions.

SOC Code	SOC Title	SOC Definition
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 shelf 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 Packers, 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).