

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
11	Agriculture, Forestry, Fishing and Hunting	00-0000	Total all occupations	240	16.65	34,600	11.20	23,300	13.75	28,600	21.30	44,300
11	Agriculture, Forestry, Fishing and Hunting	11-0000	Management Occupations		36.85	76,700	19.05	39,600	43.40	90,200	47.30	98,400
11	Agriculture, Forestry, Fishing and Hunting	43-0000	Office and Administrative Support Occupations		18.65	38,800	11.75	24,400	14.90	31,000	26.80	55,700
11	Agriculture, Forestry, Fishing and Hunting	45-0000	Farming, Fishing, and Forestry Occupations	90	13.25	27,600	10.75	22,300	11.90	24,800	14.60	30,400
11	Agriculture, Forestry, Fishing and Hunting	45-2093	Farmworkers, Farm, Ranch, and Aquacultural Animals	70	11.50	23,900	10.45	21,800	11.30	23,500	12.30	25,600
11	Agriculture, Forestry, Fishing and Hunting	49-0000	Installation, Maintenance, and Repair Occupations	30	13.55	28,200	10.30	21,400	11.25	23,400	14.15	29,500
11	Agriculture, Forestry, Fishing and Hunting	49-9071	Maintenance and Repair Workers, General	30	13.60	28,200	10.25	21,300	11.10	23,100	14.00	29,200
21	Mining	00-0000	Total all occupations	740	25.95	54,000	15.75	32,800	19.05	39,600	30.85	64,100
21	Mining	11-0000	Management Occupations	20	80.05	166,500	46.20	96,100	59.75	124,300		
21	Mining	11-1021	General and Operations Managers	20	90.50	188,200	46.95	97,700	74.20	154,300		
21	Mining	43-0000	Office and Administrative Support Occupations	40	22.00	45,800	16.30	33,900	22.40	46,600	27.75	57,800
21	Mining	47-2073	Operating Engineers and Other Construction Equipment Operators	110	42.20	87,800	31.45	65,400	43.15	89,800	48.70	101,300
21	Mining	49-0000	Installation, Maintenance, and Repair Occupations	70	26.35	54,800	23.55	49,000	26.90	56,000	29.70	61,800
21	Mining	53-0000	Transportation and Material Moving Occupations	40	24.90	51,800	18.50	38,500	23.15	48,200	30.95	64,300
22	Utilities	00-0000	Total all occupations	3,380	37.75	78,500	26.45	55,000	35.95	74,700	44.85	93,300
22	Utilities	11-0000	Management Occupations	160	71.50	148,700	50.70	105,400	64.40	134,000	77.60	161,400
22	Utilities	11-1021	General and Operations Managers	60	93.85	195,200	61.05	127,000	75.65	157,300		
22	Utilities	11-2021	Marketing Managers		48.95	101,900	42.40	88,100	45.70	95,100	49.05	102,000
22	Utilities	11-9199	Managers, All Other	60	60.40	125,600	52.55	109,300	59.20	123,100	68.65	142,800
22	Utilities	13-0000	Business and Financial Operations Occupations	160	39.50	82,200	30.95	64,400	39.95	83,000	47.60	99,000
22	Utilities	13-1020	Buyers and Purchasing Agents		40.70	84,700	39.10	81,300	42.55	88,500	46.15	96,000
22	Utilities	13-1111	Management Analysts	20	43.90	91,300	35.35	73,500	45.25	94,100	52.85	110,000
22	Utilities	13-1199	Business Operations Specialists, All Other	80	35.95	74,700	29.45	61,300	36.35	75,700	44.05	91,700
22	Utilities	17-0000	Architecture and Engineering Occupations	220	41.85	87,100	32.35	67,200	40.75	84,700	49.55	103,000
22	Utilities	17-2071	Electrical Engineers	80	51.90	107,900	41.75	86,900	50.45	105,000	60.35	125,500
22	Utilities	17-3012	Electrical and Electronics Drafters	60	35.50	73,900	29.60	61,600	35.80	74,400	43.55	90,600
22	Utilities	17-3023	Electrical and Electronics Engineering Technicians	50	35.75	74,300	30.45	63,400	35.70	74,200	42.25	87,900
22	Utilities	19-0000	Life, Physical, and Social Science Occupations		51.90	107,900	41.45	86,300	47.05	97,800	67.95	141,300
22	Utilities	41-0000	Sales and Related Occupations		41.50	86,300	24.20	50,300	29.45	61,200	53.05	110,400
22	Utilities	43-0000	Office and Administrative Support Occupations	930	32.40	67,400	18.00	37,500	27.70	57,600	36.85	76,600
22	Utilities	43-1011	First-Line Supervisors of Office and Administrative Support Workers	70	37.20	77,400	29.45	61,200	38.15	79,400	45.45	94,500
22	Utilities	43-4051	Customer Service Representatives		21.90	45,600	15.00	31,200	18.75	39,000	26.90	56,000
22	Utilities	43-5041	Meter Readers, Utilities	280								
22	Utilities	43-5081	Stock Clerks and Order Fillers		16.95	35,200	10.40	21,700	12.20	25,400	20.05	41,700
22	Utilities	43-6011	Executive Secretaries and Executive Administrative Assistants		23.20	48,200	16.80	35,000	18.55	38,600	29.10	60,500
22	Utilities	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive		20.95	43,600	16.55	34,400	18.45	38,400	26.25	54,600
22	Utilities	43-9061	Office Clerks, General	70	22.45	46,700	16.30	33,900	19.35	40,200	30.80	64,100
22	Utilities	47-0000	Construction and Extraction Occupations	220	34.90	72,600	24.25	50,400	32.60	67,800	44.25	92,100
22	Utilities	47-2073	Operating Engineers and Other Construction Equipment Operators		34.65	72,100	24.75	51,500	33.35	69,300	44.00	91,600
22	Utilities	47-4011	Construction and Building Inspectors		30.85	64,200	21.00	43,700	31.00	64,500	41.25	85,800
22	Utilities	49-0000	Installation, Maintenance, and Repair Occupations	1,190	36.15	75,200	29.30	61,000	36.65	76,200	43.85	91,200
22	Utilities	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	180	42.35	88,100	34.05	70,800	43.15	89,700	48.65	101,200
22	Utilities	49-2095	Electrical and Electronics Repairers, Powerhouse, Substation, and Relay	70	41.60	86,500	36.00	74,900	42.95	89,300	47.90	99,700
22	Utilities	49-9012	Control and Valve Installers and Repairers, Except Mechanical Door	70	35.90	74,700	32.40	67,300	36.00	74,900	39.60	82,400
22	Utilities	49-9041	Industrial Machinery Mechanics	140	31.35	65,200	23.70	49,300	30.30	63,000	40.30	83,900
22	Utilities	49-9051	Electrical Power-Line Installers and Repairers		41.05	85,400	35.45	73,800	43.00	89,500	47.45	98,700
22	Utilities	51-0000	Production Occupations	400	39.00	81,100	32.55	67,800	41.25	85,800	47.05	97,800
22	Utilities	51-1011	First-Line Supervisors of Production and Operating Workers	70	46.10	95,900	38.60	80,300	46.55	96,800	55.50	115,400
22	Utilities	51-8013	Power Plant Operators	160	40.10	83,400	37.25	77,500	42.65	88,700	46.65	97,100

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
22	Utilities	53-0000	Transportation and Material Moving Occupations		41.30	86,000	36.65	76,200	41.40	86,100	46.65	97,100
23	Construction	00-0000	Total all occupations	45,950	32.85	68,300	19.30	40,100	28.90	60,200	41.80	87,000
23	Construction	11-0000	Management Occupations	2,330	79.00	164,400	55.05	114,500	69.80	145,200	93.35	194,200
23	Construction	11-1021	General and Operations Managers	210	115.00	239,200	81.85	170,300				
23	Construction	11-2022	Sales Managers	50	104.00	216,300	71.85	149,500	98.40	204,700		
23	Construction	11-3011	Administrative Services Managers	250	63.75	132,600	48.65	101,200	57.20	118,900	71.45	148,600
23	Construction	11-3031	Financial Managers	130	76.10	158,300	48.00	99,900	59.10	122,900	93.75	195,000
23	Construction	11-3061	Purchasing Managers	10	73.65	153,200	55.10	114,600	66.80	139,000	77.00	160,200
23	Construction	11-9021	Construction Managers	1,580	76.75	159,600	56.70	117,900	69.85	145,200	88.15	183,400
23	Construction	11-9199	Managers, All Other	30	62.00	128,900	44.25	92,100	57.00	118,600	75.75	157,600
23	Construction	13-0000	Business and Financial Operations Occupations	2,100	39.25	81,600	28.90	60,200	37.40	77,800	50.45	105,000
23	Construction	13-1020	Buyers and Purchasing Agents	200	35.50	73,800	26.95	56,100	31.10	64,600	46.35	96,400
23	Construction	13-1051	Cost Estimators	870	35.60	74,000	26.30	54,700	32.35	67,300	47.25	98,300
23	Construction	13-1071	Human Resources Specialists	60	32.70	68,000	22.20	46,100	26.50	55,100	40.45	84,100
23	Construction	13-1161	Market Research Analysts and Marketing Specialists	30	35.85	74,600	18.30	38,100	23.40	48,700	42.40	88,200
23	Construction	13-1199	Business Operations Specialists, All Other	470	46.00	95,700	37.95	79,000	47.90	99,600	55.10	114,600
23	Construction	13-2011	Accountants and Auditors	410	42.55	88,500	32.75	68,100	38.85	80,800	49.65	103,300
23	Construction	15-0000	Computer and Mathematical Occupations	100	38.40	79,900	17.80	37,000	36.55	76,000	47.80	99,500
23	Construction	15-1131	Computer Programmers	30	58.20	121,000	39.25	81,600	48.60	101,100	60.95	126,800
23	Construction	17-0000	Architecture and Engineering Occupations	560	51.90	108,000	37.10	77,200	49.90	103,800	62.10	129,100
23	Construction	17-1022	Surveyors	40	46.55	96,800	30.20	62,800	53.10	110,400	59.00	122,700
23	Construction	17-2051	Civil Engineers	290	59.30	123,400	43.55	90,600	55.85	116,100	71.55	148,800
23	Construction	17-3012	Electrical and Electronics Drafters	30	35.65	74,100	27.05	56,300	31.00	64,500	45.30	94,200
23	Construction	17-3013	Mechanical Drafters		35.15	73,100	32.35	67,300	35.15	73,100	37.90	78,800
23	Construction	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	210	30.45	63,400	22.95	47,800	30.50	63,400	41.10	85,500
23	Construction	29-0000	Healthcare Practitioners and Technical Occupations	70	35.25	73,300	27.75	57,700	34.85	72,500	44.15	91,800
23	Construction	29-9011	Occupational Health and Safety Specialists	70	35.25	73,300	27.75	57,700	34.85	72,500	44.15	91,800
23	Construction	37-0000	Building and Grounds Cleaning and Maintenance Occupations	590	16.60	34,600	12.15	25,300	15.90	33,000	19.10	39,700
23	Construction	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners		18.15	37,800	16.75	34,900	18.45	38,400	20.10	41,800
23	Construction	37-3011	Landscaping and Groundskeeping Workers	430	15.10	31,500	11.55	24,000	14.05	29,300	17.60	36,600
23	Construction	41-0000	Sales and Related Occupations	1,680	48.05	100,000	27.20	56,600	42.30	88,000	62.80	130,700
23	Construction	41-3099	Sales Representatives, Services, All Other	1,010	54.70	113,800	33.50	69,600	51.35	106,800	69.35	144,200
23	Construction	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	520	44.20	92,000	31.10	64,700	37.35	77,700	56.95	118,500
23	Construction	43-0000	Office and Administrative Support Occupations	5,280	21.00	43,700	13.05	27,200	20.85	43,400	27.60	57,400
23	Construction	43-1011	First-Line Supervisors of Office and Administrative Support Workers	270	33.70	70,000	27.25	56,700	32.40	67,400	38.00	79,100
23	Construction	43-3021	Billing and Posting Clerks and Machine Operators	250	17.10	35,600	13.55	28,100	15.35	31,900	19.55	40,700
23	Construction	43-3031	Bookkeeping, Accounting, and Auditing Clerks	1,090	23.70	49,300	20.40	42,500	24.95	51,900	28.50	59,300
23	Construction	43-3051	Payroll and Timekeeping Clerks	100	26.30	54,700	21.60	44,900	26.75	55,700	30.95	64,300
23	Construction	43-3061	Procurement Clerks	30	21.30	44,300	19.45	40,500	21.85	45,500	23.95	49,800
23	Construction	43-4051	Customer Service Representatives	240	24.40	50,700	22.55	47,000	25.95	54,000	28.20	58,600
23	Construction	43-4071	File Clerks	20	15.45	32,100	11.05	23,000	12.85	26,700	18.15	37,800
23	Construction	43-4171	Receptionists and Information Clerks	220	20.00	41,600	17.50	36,400	20.05	41,700	22.95	47,700
23	Construction	43-5032	Dispatchers, Except Police, Fire, and Ambulance	100	25.10	52,200	18.45	38,400	23.20	48,300	31.55	65,700
23	Construction	43-5061	Production, Planning, and Expediting Clerks	220	26.50	55,100	22.35	46,400	27.30	56,800	30.60	63,600
23	Construction	43-5071	Shipping, Receiving, and Traffic Clerks		14.45	30,000	11.95	24,900	13.60	28,300	16.90	35,100
23	Construction	43-6011	Executive Secretaries and Executive Administrative Assistants		35.75	74,300	32.05	66,700	35.10	73,000	38.20	79,400
23	Construction	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	540	17.30	36,000	10.65	22,100	16.35	34,000	23.75	49,400
23	Construction	43-9061	Office Clerks, General	1,950	17.75	36,900	9.45	19,700	15.00	31,200	23.60	49,100

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
23	Construction	47-0000	Construction and Extraction Occupations	26,890	30.70	63,800	19.40	40,300	28.95	60,200	40.50	84,200
23	Construction	47-1011	First-Line Supervisors of Construction Trades and Extraction Work	1,250	39.75	82,700	31.00	64,400	41.30	85,900	47.25	98,300
23	Construction	47-2021	Brickmasons and Blockmasons	460	33.15	68,900	27.15	56,500	30.75	64,000	41.40	86,100
23	Construction	47-2031	Carpenters	4,360	33.30	69,300	24.90	51,800	30.80	64,100	44.30	92,200
23	Construction	47-2044	Tile and Marble Setters	310	30.50	63,400	14.30	29,700	18.25	37,900	52.50	109,200
23	Construction	47-2051	Cement Masons and Concrete Finishers	1,260	29.90	62,200	21.55	44,800	26.00	54,000	38.25	79,600
23	Construction	47-2061	Construction Laborers	7,040	27.45	57,100	17.10	35,600	27.35	56,900	37.90	78,800
23	Construction	47-2072	Pile-Driver Operators	30	53.35	111,000	52.50	109,200	56.45	117,400	60.40	125,600
23	Construction	47-2073	Operating Engineers and Other Construction Equipment Operators	1,200	41.75	86,800	29.65	61,700	43.20	89,800	51.05	106,200
23	Construction	47-2081	Drywall and Ceiling Tile Installers	720	26.65	55,500	21.25	44,200	26.65	55,400	32.35	67,200
23	Construction	47-2111	Electricians	3,890	34.05	70,800	22.35	46,500	29.30	60,900	50.95	105,900
23	Construction	47-2121	Glaziers	300	39.05	81,200	26.00	54,000	42.75	88,900	49.55	103,000
23	Construction	47-2131	Insulation Workers, Floor, Ceiling, and Wall	160	16.25	33,800	13.55	28,200	15.45	32,200	18.65	38,800
23	Construction	47-2141	Painters, Construction and Maintenance	1,320	29.90	62,100	18.15	37,700	27.55	57,400	41.55	86,500
23	Construction	47-2151	Pipelayers		29.25	60,900	26.65	55,500	29.65	61,700	32.15	66,800
23	Construction	47-2152	Plumbers, Pipefitters, and Steamfitters	1,500								
23	Construction	47-2171	Reinforcing Iron and Rebar Workers	50	32.05	66,600	25.20	52,400	30.20	62,800	41.00	85,300
23	Construction	47-2181	Roofers	430	27.80	57,800	24.60	51,200	28.05	58,300	32.25	67,100
23	Construction	47-2211	Sheet Metal Workers	240	26.05	54,200	17.55	36,500	23.00	47,900	38.55	80,200
23	Construction	47-2221	Structural Iron and Steel Workers	240	41.75	86,900	39.15	81,400	43.35	90,200	47.10	97,900
23	Construction	47-3011	Helpers--Brickmasons, Blockmasons, Stonemasons, and Tile and Marble Setters	430	19.70	41,000	15.45	32,200	17.55	36,600	20.65	42,900
23	Construction	47-3012	Helpers--Carpenters		13.15	27,400	9.35	19,500	13.80	28,700	15.95	33,100
23	Construction	47-3013	Helpers--Electricians		18.65	38,800	16.20	33,700	18.70	38,900	22.10	45,900
23	Construction	47-3015	Helpers--Pipelayers, Plumbers, Pipefitters, and Steamfitters		17.35	36,100	16.45	34,300	17.50	36,500	18.60	38,600
23	Construction	47-4090	Miscellaneous Construction and Related Workers	90	20.40	42,500	16.00	33,300	19.50	40,500	24.95	51,900
23	Construction	47-5021	Earth Drillers, Except Oil and Gas	30	32.20	67,000	27.95	58,100	30.55	63,500	35.70	74,300
23	Construction	49-0000	Installation, Maintenance, and Repair Occupations	3,860	29.20	60,700	20.65	43,000	28.45	59,100	37.30	77,600
23	Construction	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	170	39.85	82,900	34.05	70,800	38.85	80,800	45.35	94,400
23	Construction	49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers		28.25	58,800	22.50	46,800	28.10	58,400	34.25	71,200
23	Construction	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	40	37.25	77,500	29.05	60,400	35.30	73,500	39.60	82,400
23	Construction	49-3042	Mobile Heavy Equipment Mechanics, Except Engines	180	31.90	66,400	26.45	55,000	29.90	62,200	36.20	75,300
23	Construction	49-9011	Mechanical Door Repairers	250	22.45	46,700	18.30	38,100	22.10	45,900	26.40	54,900
23	Construction	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	1,390	30.60	63,700	22.40	46,600	31.45	65,500	38.35	79,700
23	Construction	49-9052	Telecommunications Line Installers and Repairers		39.60	82,400	35.10	73,000	39.65	82,500	45.65	95,000
23	Construction	49-9071	Maintenance and Repair Workers, General	170	20.30	42,200	16.35	34,100	19.10	39,800	23.50	48,900
23	Construction	49-9098	Helpers--Installation, Maintenance, and Repair Workers		12.55	26,100	10.65	22,100	11.60	24,200	13.35	27,700
23	Construction	49-9099	Installation, Maintenance, and Repair Workers, All Other		19.60	40,800	15.25	31,700	17.35	36,100	25.25	52,600
23	Construction	51-0000	Production Occupations	470	23.40	48,700	15.70	32,600	20.65	42,900	27.00	56,200
23	Construction	51-2098	Assemblers and fabricators, all other, including team assemblers		36.70	76,300	23.90	49,700	43.85	91,200	48.30	100,500
23	Construction	51-4121	Welders, Cutters, Solderers, and Brazers	170	23.05	47,900	17.60	36,600	21.00	43,700	23.95	49,800
23	Construction	51-7011	Cabinetmakers and Bench Carpenters		24.80	51,600	19.55	40,700	26.05	54,200	29.55	61,400
23	Construction	53-0000	Transportation and Material Moving Occupations	1,750	26.95	56,000	17.50	36,400	24.65	51,300	32.05	66,700
23	Construction	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	40	41.25	85,800	29.60	61,600	40.90	85,100	56.20	116,900
23	Construction	53-3032	Heavy and Tractor-Trailer Truck Drivers	490	33.95	70,600	25.05	52,100	28.95	60,200	35.55	74,000
23	Construction	53-3033	Light Truck or Delivery Services Drivers	210	17.75	36,900	13.85	28,800	16.85	35,000	21.90	45,600
23	Construction	53-7032	Excavating and Loading Machine and Dragline Operators	310	35.70	74,300	27.80	57,900	35.50	73,900	44.25	92,000

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
23	Construction	53-7051	Industrial Truck and Tractor Operators		17.10	35,600	13.00	27,100	14.95	31,100	19.65	40,800
23	Construction	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	450	17.25	35,900	12.15	25,200	17.60	36,600	21.10	43,800
31-33	Manufacturing	00-0000	Total all occupations	74,480	29.75	61,900	15.40	32,000	23.20	48,200	36.85	76,600
31-33	Manufacturing	11-0000	Management Occupations	4,570	80.20	166,800	54.65	113,700	70.20	146,000	96.30	200,300
31-33	Manufacturing	11-1011	Chief Executives		140.65	292,600						
31-33	Manufacturing	11-1021	General and Operations Managers	1,090	92.65	192,700	56.90	118,300	79.80	166,000		
31-33	Manufacturing	11-2021	Marketing Managers	160	100.40	208,800	73.40	152,700	92.55	192,500		
31-33	Manufacturing	11-2022	Sales Managers	240	93.35	194,200	60.40	125,600	82.90	172,400		
31-33	Manufacturing	11-3011	Administrative Services Managers	190	64.05	133,200	44.05	91,700	55.85	116,200	74.80	155,600
31-33	Manufacturing	11-3021	Computer and Information Systems Managers	110	88.25	183,600	66.65	138,600	79.45	165,200		
31-33	Manufacturing	11-3031	Financial Managers	220	89.85	186,900	61.05	127,000	76.95	160,000		
31-33	Manufacturing	11-3051	Industrial Production Managers	1,240	63.65	132,400	47.35	98,500	58.20	121,100	74.90	155,800
31-33	Manufacturing	11-3061	Purchasing Managers	90	85.85	178,600	63.50	132,100	76.05	158,200	97.10	202,000
31-33	Manufacturing	11-3071	Transportation, Storage, and Distribution Managers	140	68.85	143,200	54.00	112,400	63.80	132,700	78.60	163,500
31-33	Manufacturing	11-3121	Human Resources Managers	70	94.25	196,000	63.75	132,600	85.80	178,500		
31-33	Manufacturing	11-9041	Architectural and Engineering Managers	310	81.60	169,700	64.25	133,600	77.00	160,100	93.65	194,800
31-33	Manufacturing	11-9111	Medical and Health Services Managers	10	62.80	130,700	51.45	107,100	58.40	121,500	74.15	154,200
31-33	Manufacturing	11-9121	Natural Sciences Managers	300	95.55	198,700	75.55	157,200	89.75	186,700		
31-33	Manufacturing	11-9199	Managers, All Other	360	66.70	138,700	52.25	108,700	60.80	126,500	76.90	160,000
31-33	Manufacturing	13-0000	Business and Financial Operations Occupations	3,990	43.45	90,300	32.35	67,300	41.20	85,700	50.90	105,900
31-33	Manufacturing	13-1020	Buyers and Purchasing Agents	610	40.20	83,700	31.80	66,100	39.25	81,700	47.35	98,400
31-33	Manufacturing	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	530	49.05	102,000	35.45	73,700	46.60	96,900	58.60	121,900
31-33	Manufacturing	13-1051	Cost Estimators	170	36.50	75,900	27.10	56,300	34.50	71,700	45.90	95,500
31-33	Manufacturing	13-1071	Human Resources Specialists	270	41.35	86,000	31.25	65,000	40.00	83,200	48.40	100,700
31-33	Manufacturing	13-1081	Logisticians	370	40.85	84,900	32.60	67,800	40.25	83,800	48.40	100,600
31-33	Manufacturing	13-1111	Management Analysts	180	49.85	103,700	38.50	80,100	50.00	104,000	60.00	124,800
31-33	Manufacturing	13-1121	Meeting, Convention, and Event Planners		29.05	60,400	20.80	43,300	27.95	58,200	36.65	76,200
31-33	Manufacturing	13-1141	Compensation, Benefits, and Job Analysis Specialists	30	45.70	95,000	33.70	70,100	41.65	86,700	52.30	108,800
31-33	Manufacturing	13-1151	Training and Development Specialists	80	47.10	98,000	37.85	78,800	47.45	98,700	57.95	120,600
31-33	Manufacturing	13-1161	Market Research Analysts and Marketing Specialists	350	40.40	84,000	24.05	50,000	35.15	73,200	53.90	112,100
31-33	Manufacturing	13-1199	Business Operations Specialists, All Other	350	37.25	77,500	26.85	55,800	34.10	70,900	45.05	93,700
31-33	Manufacturing	13-2011	Accountants and Auditors	740	45.25	94,100	35.90	74,700	42.60	88,600	50.70	105,400
31-33	Manufacturing	13-2031	Budget Analysts	50	42.95	89,300	39.65	82,400	44.00	91,500	48.45	100,800
31-33	Manufacturing	13-2041	Credit Analysts	30	41.45	86,200	38.35	79,800	42.90	89,300	47.05	97,900
31-33	Manufacturing	13-2051	Financial Analysts	190	57.00	118,600	38.10	79,300	47.55	98,900	68.45	142,400
31-33	Manufacturing	13-2099	Financial Specialists, All Other	20	34.90	72,600	30.20	62,800	34.65	72,100	38.70	80,500
31-33	Manufacturing	15-0000	Computer and Mathematical Occupations	1,290	47.10	98,000	33.85	70,500	45.80	95,300	59.55	123,900
31-33	Manufacturing	15-1121	Computer Systems Analysts	70	49.75	103,500	41.30	85,900	47.80	99,400	59.10	123,000
31-33	Manufacturing	15-1122	Information Security Analysts	20	54.80	114,000	42.60	88,600	54.85	114,100	67.50	140,400
31-33	Manufacturing	15-1131	Computer Programmers	40	48.90	101,700	32.70	68,100	42.55	88,500	55.60	115,700
31-33	Manufacturing	15-1132	Software Developers, Applications	170	50.90	105,800	37.25	77,400	47.85	99,600	64.25	133,600
31-33	Manufacturing	15-1133	Software Developers, Systems Software	150	53.10	110,400	44.05	91,700	51.90	108,000	61.65	128,200
31-33	Manufacturing	15-1134	Web Developers	20	30.45	63,400	26.00	54,100	29.40	61,100	36.65	76,300
31-33	Manufacturing	15-1141	Database Administrators	30	61.05	127,000	45.35	94,400	58.40	121,500	73.90	153,700
31-33	Manufacturing	15-1142	Network and Computer Systems Administrators	230	45.55	94,800	35.20	73,200	44.95	93,500	54.95	114,300
31-33	Manufacturing	15-1143	Computer Network Architects	20	67.60	140,600	59.95	124,700	69.40	144,400	76.90	160,000
31-33	Manufacturing	15-1151	Computer User Support Specialists	180	29.80	62,000	24.50	50,900	28.95	60,200	35.40	73,700
31-33	Manufacturing	15-1152	Computer Network Support Specialists	60	36.90	76,700	29.55	61,400	35.35	73,500	42.35	88,100

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
31-33	Manufacturing	15-1199	Computer Occupations, All Other	140	42.45	88,300	29.35	61,000	42.45	88,300	54.15	112,600
31-33	Manufacturing	17-0000	Architecture and Engineering Occupations	3,820	45.10	93,800	33.00	68,600	43.70	90,900	55.40	115,200
31-33	Manufacturing	17-2011	Aerospace Engineers		72.20	150,100	50.15	104,300	83.35	173,300	93.85	195,200
31-33	Manufacturing	17-2041	Chemical Engineers	90	62.10	129,200	49.00	101,900	60.20	125,200	75.55	157,100
31-33	Manufacturing	17-2061	Computer Hardware Engineers	50	52.45	109,100	41.60	86,500	50.70	105,500	64.10	133,400
31-33	Manufacturing	17-2071	Electrical Engineers	180	53.65	111,600	43.75	91,000	53.15	110,500	62.35	129,700
31-33	Manufacturing	17-2072	Electronics Engineers, Except Computer	390	46.50	96,700	35.35	73,600	45.95	95,600	58.10	120,800
31-33	Manufacturing	17-2081	Environmental Engineers	20	63.15	131,400	54.95	114,300	64.35	133,900	73.85	153,600
31-33	Manufacturing	17-2111	Health and Safety Engineers, Except Mining Safety Engineers and	40	55.05	114,600	46.55	96,800	55.50	115,500	63.80	132,700
31-33	Manufacturing	17-2112	Industrial Engineers	1,250	50.70	105,500	40.20	83,700	47.75	99,300	59.70	124,200
31-33	Manufacturing	17-2131	Materials Engineers	110	45.90	95,400	38.35	79,700	46.35	96,400	54.70	113,700
31-33	Manufacturing	17-2141	Mechanical Engineers	570	43.95	91,500	34.00	70,700	42.75	88,900	52.15	108,500
31-33	Manufacturing	17-2199	Engineers, All Other	90	50.35	104,700	37.30	77,500	51.65	107,400	63.25	131,600
31-33	Manufacturing	17-3012	Electrical and Electronics Drafters	140	34.60	71,900	27.10	56,400	35.05	72,900	42.80	89,000
31-33	Manufacturing	17-3013	Mechanical Drafters	170	35.50	73,900	26.55	55,200	34.35	71,400	44.70	93,000
31-33	Manufacturing	17-3019	Drafters, All Other		27.95	58,200	24.50	51,000	27.90	58,100	30.95	64,400
31-33	Manufacturing	17-3023	Electrical and Electronics Engineering Technicians	310	32.70	68,000	25.70	53,400	29.90	62,200	40.35	84,000
31-33	Manufacturing	17-3024	Electro-Mechanical Technicians	90	28.25	58,700	21.45	44,600	27.30	56,800	34.50	71,800
31-33	Manufacturing	17-3026	Industrial Engineering Technicians	110	27.45	57,100	19.85	41,300	27.30	56,800	35.15	73,100
31-33	Manufacturing	17-3027	Mechanical Engineering Technicians	50								
31-33	Manufacturing	17-3029	Engineering Technicians, Except Drafters, All Other	60	41.60	86,500	33.95	70,700	41.75	86,900	49.40	102,700
31-33	Manufacturing	19-0000	Life, Physical, and Social Science Occupations	3,340	46.90	97,500	32.05	66,700	43.75	91,000	58.15	121,000
31-33	Manufacturing	19-1012	Food Scientists and Technologists	210	33.90	70,500	23.15	48,200	31.35	65,200	39.40	82,000
31-33	Manufacturing	19-1021	Biochemists and Biophysicists	160								
31-33	Manufacturing	19-1022	Microbiologists	120	40.95	85,100	28.15	58,500	37.20	77,400	52.65	109,500
31-33	Manufacturing	19-2031	Chemists	1,660	51.35	106,800	38.10	79,300	47.20	98,200	60.55	125,900
31-33	Manufacturing	19-2032	Materials Scientists	30	60.90	126,700	52.45	109,100	59.55	123,800	71.45	148,600
31-33	Manufacturing	19-4031	Chemical Technicians	500	27.85	57,900	20.85	43,400	26.60	55,300	34.70	72,200
31-33	Manufacturing	19-4099	Life, Physical, and Social Science Technicians, All Other	60								
31-33	Manufacturing	23-1011	Lawyers	50								
31-33	Manufacturing	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	500	29.95	62,300	20.80	43,300	28.35	59,000	37.95	79,000
31-33	Manufacturing	27-1021	Commercial and Industrial Designers	100	38.60	80,300	32.45	67,500	37.70	78,400	44.90	93,400
31-33	Manufacturing	27-1024	Graphic Designers	290	26.10	54,300	20.05	41,700	24.30	50,600	31.55	65,600
31-33	Manufacturing	27-3042	Technical Writers	50	40.90	85,100	34.60	72,000	40.00	83,200	46.90	97,500
31-33	Manufacturing	29-0000	Healthcare Practitioners and Technical Occupations	140	39.85	82,900	31.60	65,700	39.00	81,100	47.20	98,200
31-33	Manufacturing	29-9011	Occupational Health and Safety Specialists	80	44.30	92,200	36.25	75,400	44.00	91,600	49.70	103,300
31-33	Manufacturing	29-9012	Occupational Health and Safety Technicians	20	31.95	66,400	24.45	50,800	31.75	66,000	38.30	79,700
31-33	Manufacturing	33-0000	Protective Service Occupations	80	21.45	44,600	15.70	32,700	19.15	39,900	25.85	53,800
31-33	Manufacturing	33-9032	Security Guards	70	19.60	40,800	15.15	31,500	18.50	38,500	23.45	48,800
31-33	Manufacturing	35-0000	Food Preparation and Serving-Related Occupations	640	11.95	24,900	9.10	18,900	10.50	21,800	14.10	29,400
31-33	Manufacturing	35-1012	First-Line Supervisors of Food Preparation and Serving Workers		21.10	43,900	16.90	35,100	20.30	42,300	25.65	53,400
31-33	Manufacturing	35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	390	10.80	22,400	8.95	18,600	9.35	19,400	12.70	26,400
31-33	Manufacturing	37-0000	Building and Grounds Cleaning and Maintenance Occupations	330	15.95	33,200	11.75	24,400	15.10	31,400	19.90	41,400
31-33	Manufacturing	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	300	16.05	33,400	11.90	24,700	15.30	31,900	20.00	41,500
31-33	Manufacturing	41-0000	Sales and Related Occupations	3,490	39.20	81,600	20.55	42,800	34.60	72,000	49.60	103,100
31-33	Manufacturing	41-1011	First-Line Supervisors of Retail Sales Workers	60	20.75	43,100	14.60	30,400	18.45	38,400	26.35	54,800
31-33	Manufacturing	41-1012	First-Line Supervisors of Non-Retail Sales Workers	110	54.00	112,300	43.50	90,500	49.15	102,200	60.45	125,700
31-33	Manufacturing	41-2011	Cashiers	250	11.55	24,000	9.90	20,600	11.15	23,200	12.45	25,900
31-33	Manufacturing	41-2031	Retail Salespersons	270	12.80	26,600	9.55	19,900	11.15	23,200	13.85	28,800

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
31-33	Manufacturing	41-3099	Sales Representatives, Services, All Other	300	33.60	69,900	20.75	43,100	32.65	67,900	41.20	85,700
31-33	Manufacturing	41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	70	47.25	98,300	29.95	62,200	41.80	86,900	50.65	105,400
31-33	Manufacturing	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	2,190	46.85	97,400	29.30	61,000	40.30	83,800	56.65	117,800
31-33	Manufacturing	41-9011	Demonstrators and Product Promoters	40	13.00	27,000	10.95	22,800	12.20	25,400	14.15	29,400
31-33	Manufacturing	41-9031	Sales Engineers	70	43.75	91,000	34.75	72,300	39.75	82,700	48.80	101,500
31-33	Manufacturing	41-9099	Sales and Related Workers, All Other	110	28.15	58,500	14.00	29,100	23.20	48,300	38.60	80,300
31-33	Manufacturing	43-0000	Office and Administrative Support Occupations	7,800	22.10	46,000	16.00	33,300	20.90	43,500	27.10	56,300
31-33	Manufacturing	43-1011	First-Line Supervisors of Office and Administrative Support Workers	390	33.85	70,400	26.80	55,700	31.50	65,500	39.00	81,200
31-33	Manufacturing	43-2011	Switchboard Operators, Including Answering Service	10	23.55	49,000	15.25	31,700	18.10	37,700	23.45	48,700
31-33	Manufacturing	43-3011	Bill and Account Collectors	30	24.10	50,100	17.55	36,500	22.70	47,200	30.60	63,600
31-33	Manufacturing	43-3021	Billing and Posting Clerks and Machine Operators	110	22.70	47,200	18.50	38,400	22.45	46,700	26.65	55,400
31-33	Manufacturing	43-3031	Bookkeeping, Accounting, and Auditing Clerks	810	24.20	50,300	20.35	42,400	23.60	49,100	27.95	58,100
31-33	Manufacturing	43-3051	Payroll and Timekeeping Clerks	130	23.50	48,800	17.95	37,300	24.60	51,100	28.65	59,600
31-33	Manufacturing	43-3061	Procurement Clerks	200	22.40	46,600	16.75	34,900	22.50	46,800	27.50	57,200
31-33	Manufacturing	43-4041	Credit Authorizers, Checkers, and Clerks	20	31.90	66,300	22.70	47,200	25.60	53,200	30.10	62,600
31-33	Manufacturing	43-4051	Customer Service Representatives	1,030	22.35	46,500	16.90	35,100	21.25	44,200	26.45	55,100
31-33	Manufacturing	43-4071	File Clerks	40	17.60	36,600	11.95	24,900	15.05	31,300	22.75	47,300
31-33	Manufacturing	43-4151	Order Clerks	130	19.15	39,800	12.00	24,900	19.15	39,900	25.85	53,800
31-33	Manufacturing	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	100	23.60	49,000	20.15	41,900	23.10	48,000	27.40	57,000
31-33	Manufacturing	43-4171	Receptionists and Information Clerks	220	17.10	35,600	15.10	31,400	17.05	35,400	18.90	39,300
31-33	Manufacturing	43-5061	Production, Planning, and Expediting Clerks	660	26.55	55,200	20.85	43,400	26.05	54,200	30.50	63,400
31-33	Manufacturing	43-5071	Shipping, Receiving, and Traffic Clerks	1,030	19.35	40,300	14.85	30,900	18.60	38,700	22.90	47,600
31-33	Manufacturing	43-5081	Stock Clerks and Order Fillers	560	19.45	40,500	14.80	30,800	18.50	38,500	23.50	48,900
31-33	Manufacturing	43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping	120	18.60	38,700	14.30	29,700	17.70	36,800	21.90	45,600
31-33	Manufacturing	43-6011	Executive Secretaries and Executive Administrative Assistants	230	36.10	75,100	32.75	68,100	36.10	75,100	39.50	82,200
31-33	Manufacturing	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Information Support	850	21.35	44,400	16.65	34,600	20.80	43,300	26.20	54,500
31-33	Manufacturing	43-9021	Data Entry Keyers	90	18.35	38,200	14.40	29,900	17.55	36,500	20.95	43,600
31-33	Manufacturing	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	10	17.35	36,100	13.80	28,700	16.30	33,900	20.25	42,100
31-33	Manufacturing	43-9061	Office Clerks, General	920	15.45	32,200	11.15	23,200	13.75	28,600	17.80	37,000
31-33	Manufacturing	43-9071	Office Machine Operators, Except Computer	10	19.95	41,400	14.30	29,700	17.75	36,900	26.10	54,300
31-33	Manufacturing	43-9199	Office and Administrative Support Workers, All Other	30	14.70	30,500	9.50	19,700	14.55	30,200	19.15	39,800
31-33	Manufacturing	47-0000	Construction and Extraction Occupations	670	32.15	66,900	21.05	43,800	31.45	65,400	42.45	88,300
31-33	Manufacturing	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	40	45.10	93,800	35.50	73,900	44.75	93,100	54.95	114,300
31-33	Manufacturing	47-2031	Carpenters	140	24.75	51,400	15.20	31,600	19.15	39,800	32.35	67,300
31-33	Manufacturing	47-2061	Construction Laborers	60	29.80	62,000	18.80	39,100	23.50	48,900	44.05	91,600
31-33	Manufacturing	47-2111	Electricians	260	34.35	71,400	25.20	52,500	34.05	70,900	40.60	84,400
31-33	Manufacturing	47-2152	Plumbers, Pipefitters, and Steamfitters	60	41.55	86,400	38.10	79,300	42.25	87,900	46.30	96,300
31-33	Manufacturing	49-0000	Installation, Maintenance, and Repair Occupations	3,150	29.10	60,500	21.70	45,200	28.05	58,300	35.15	73,100
31-33	Manufacturing	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	230	42.60	88,600	35.40	73,600	42.95	89,400	49.60	103,200
31-33	Manufacturing	49-2094	Electrical and Electronics Repairers, Commercial and Industrial Equipment		28.90	60,100	22.20	46,200	27.00	56,200	34.15	71,100
31-33	Manufacturing	49-3011	Aircraft Mechanics and Service Technicians	40	44.00	91,500	28.75	59,800	52.35	108,800	59.10	122,900
31-33	Manufacturing	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	30	25.70	53,500	22.40	46,600	25.25	52,500	29.10	60,500
31-33	Manufacturing	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	40	32.65	68,000	27.70	57,700	31.50	65,500	37.35	77,700
31-33	Manufacturing	49-9041	Industrial Machinery Mechanics	1,460	31.30	65,100	25.15	52,400	29.90	62,200	35.95	74,800
31-33	Manufacturing	49-9043	Maintenance Workers, Machinery	140	22.30	46,400	17.05	35,500	21.60	44,900	27.30	56,800
31-33	Manufacturing	49-9069	Precision Instrument and Equipment Repairers, All Other	50	36.70	76,400	31.70	66,000	37.85	78,800	42.65	88,700
31-33	Manufacturing	49-9071	Maintenance and Repair Workers, General	560	23.45	48,800	18.10	37,600	23.60	49,100	28.40	59,000

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
31-33	Manufacturing	49-9098	Helpers--Installation, Maintenance, and Repair Workers	60	18.80	39,100	12.30	25,500	15.60	32,500	23.85	49,600
31-33	Manufacturing	49-9099	Installation, Maintenance, and Repair Workers, All Other	60	26.10	54,300	20.55	42,700	24.15	50,200	32.15	66,900
31-33	Manufacturing	51-0000	Production Occupations	35,020	20.75	43,200	13.65	28,400	18.55	38,600	25.80	53,700
31-33	Manufacturing	51-1011	First-Line Supervisors of Production and Operating Workers	2,650	36.15	75,100	26.50	55,100	35.20	73,200	44.75	93,100
31-33	Manufacturing	51-2021	Coil Winders, Tapers, and Finishers	50	20.05	41,700	16.15	33,600	18.60	38,600	24.45	50,800
31-33	Manufacturing	51-2028	Electrical, electronic, and electromechanical assemblers, except coil winders, tapers, and finishers	1,580	18.85	39,200	14.60	30,300	17.85	37,100	22.90	47,700
31-33	Manufacturing	51-2031	Engine and Other Machine Assemblers	100	16.75	34,900	12.95	26,900	16.05	33,400	18.45	38,400
31-33	Manufacturing	51-2098	Assemblers and fabricators, all other, including team assemblers	1,610	16.10	33,500	12.05	25,100	14.55	30,300	18.65	38,800
31-33	Manufacturing	51-3011	Bakers	440	15.65	32,500	11.45	23,800	15.00	31,200	18.75	39,000
31-33	Manufacturing	51-3021	Butchers and Meat Cutters	200	13.20	27,400	10.50	21,800	12.00	25,000	14.95	31,100
31-33	Manufacturing	51-3022	Meat, Poultry, and Fish Cutters and Trimmers		12.70	26,400	9.20	19,100	10.60	22,000	13.15	27,400
31-33	Manufacturing	51-3023	Slaughterers and Meat Packers		15.40	32,000	11.85	24,700	15.25	31,700	18.05	37,500
31-33	Manufacturing	51-3092	Food Batchmakers	650	19.35	40,300	12.55	26,100	17.60	36,600	25.85	53,700
31-33	Manufacturing	51-3093	Food Cooking Machine Operators and Tenders	120	16.15	33,600	12.80	26,600	16.45	34,200	18.45	38,400
31-33	Manufacturing	51-3099	Food Processing Workers, All Other		13.10	27,200	10.55	22,000	11.70	24,400	16.50	34,300
31-33	Manufacturing	51-4011	Computer-Controlled Machine Tool Operators, Metal and Plastic	1,170	22.00	45,700	15.35	32,000	21.40	44,500	28.05	58,300
31-33	Manufacturing	51-4012	Computer Numerically Controlled Machine Tool Programmers, Metal a	130	28.35	58,900	20.15	41,900	26.90	56,000	36.20	75,300
31-33	Manufacturing	51-4021	Extruding and Drawing Machine Setters, Operators, and Tenders, Metal and Plastic	550	17.65	36,700	13.55	28,200	17.30	36,000	21.25	44,200
31-33	Manufacturing	51-4022	Forging Machine Setters, Operators, and Tenders, Metal and Plastic		18.50	38,500	14.70	30,600	17.20	35,800	22.05	45,900
31-33	Manufacturing	51-4023	Rolling Machine Setters, Operators, and Tenders, Metal and Plastic	110	16.55	34,500	12.35	25,700	15.65	32,600	20.05	41,700
31-33	Manufacturing	51-4031	Cutting, Punching, and Press Machine Setters, Operators, and Tenders, Metal and Plastic	1,650	16.30	33,900	11.05	23,000	16.20	33,700	19.75	41,000
31-33	Manufacturing	51-4032	Drilling and Boring Machine Tool Setters, Operators, and Tenders, Metal and Plastic	100	16.85	35,000	13.55	28,200	15.55	32,400	20.45	42,500
31-33	Manufacturing	51-4033	Grinding, Lapping, Polishing, and Buffing Machine Tool Setters, Operators, and Tenders, Metal and Plastic	460	17.20	35,800	13.50	28,000	16.65	34,600	18.95	39,400
31-33	Manufacturing	51-4034	Lathe and Turning Machine Tool Setters, Operators, and Tenders, Metal and Plastic	260	21.15	44,000	15.75	32,800	19.75	41,100	27.10	56,400
31-33	Manufacturing	51-4035	Milling and Planing Machine Setters, Operators, and Tenders, Metal and Plastic	240	27.90	58,100	21.50	44,700	29.05	60,400	34.85	72,500
31-33	Manufacturing	51-4041	Machinists	1,770	24.40	50,800	19.35	40,300	23.40	48,700	28.95	60,300
31-33	Manufacturing	51-4051	Metal-Refining Furnace Operators and Tenders		24.60	51,200	21.10	43,900	25.80	53,700	28.55	59,300
31-33	Manufacturing	51-4052	Pourers and Casters, Metal	70	18.40	38,200	13.20	27,400	16.00	33,300	22.70	47,200
31-33	Manufacturing	51-4061	Model Makers, Metal and Plastic	40								
31-33	Manufacturing	51-4072	Molding, Coremaking, and Casting Machine Setters, Operators, and Tenders, Metal and Plastic	470	16.20	33,700	10.95	22,800	15.05	31,300	19.50	40,500
31-33	Manufacturing	51-4081	Multiple Machine Tool Setters, Operators, and Tenders, Metal and Plastic	440	18.30	38,100	14.35	29,900	17.35	36,100	22.20	46,200
31-33	Manufacturing	51-4111	Tool and Die Makers	290	28.45	59,200	24.60	51,200	28.45	59,100	32.70	68,000
31-33	Manufacturing	51-4121	Welders, Cutters, Solderers, and Brazers	850	21.50	44,700	17.00	35,300	20.10	41,800	24.70	51,300
31-33	Manufacturing	51-4122	Welding, Soldering, and Brazing Machine Setters, Operators, and Tenders	120	24.75	51,500	17.95	37,400	23.35	48,500	33.95	70,600
31-33	Manufacturing	51-4191	Heat Treating Equipment Setters, Operators, and Tenders, Metal and Plastic	80	16.55	34,400	13.55	28,200	16.10	33,500	18.90	39,300
31-33	Manufacturing	51-4192	Layout Workers, Metal and Plastic		17.35	36,100	13.65	28,400	15.70	32,700	18.05	37,600
31-33	Manufacturing	51-4193	Plating and Coating Machine Setters, Operators, and Tenders, Metal and Plastic	310	16.45	34,200	13.10	27,300	15.45	32,100	19.85	41,300
31-33	Manufacturing	51-4199	Metal Workers and Plastic Workers, All Other	150	20.30	42,200	13.40	27,800	21.60	45,000	25.00	52,000
31-33	Manufacturing	51-5111	Prepress Technicians and Workers	250	25.10	52,200	20.90	43,500	24.05	50,000	29.90	62,200
31-33	Manufacturing	51-5112	Printing Press Operators	870	23.30	48,500	17.95	37,300	22.10	46,000	28.55	59,400

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
31-33	Manufacturing	51-5113	Print Binding and Finishing Workers	450	20.45	42,500	14.60	30,400	21.40	44,500	25.75	53,500
31-33	Manufacturing	51-6021	Pressers, Textile, Garment, and Related Materials	40	12.00	24,900	10.00	20,800	11.35	23,600	13.55	28,200
31-33	Manufacturing	51-6031	Sewing Machine Operators	650	11.50	23,900	9.15	19,000	10.20	21,200	13.15	27,400
31-33	Manufacturing	51-6062	Textile Cutting Machine Setters, Operators, and Tenders	80	17.40	36,200	12.95	26,900	16.40	34,100	21.30	44,300
31-33	Manufacturing	51-6063	Textile Knitting and Weaving Machine Setters, Operators, and Tenders	40	11.50	23,900	10.45	21,800	11.30	23,500	12.10	25,200
31-33	Manufacturing	51-6064	Textile Winding, Twisting, and Drawing Out Machine Setters, Operators, and Tenders	30	17.50	36,400	14.50	30,100	17.20	35,800	20.00	41,600
31-33	Manufacturing	51-6093	Upholsterers		19.10	39,800	15.50	32,300	17.45	36,300	24.75	51,400
31-33	Manufacturing	51-6099	Textile, Apparel, and Furnishings Workers, All Other	70	10.60	22,000	9.20	19,100	9.65	20,100	11.15	23,200
31-33	Manufacturing	51-7011	Cabinetmakers and Bench Carpenters	240	19.50	40,600	13.10	27,200	18.20	37,900	26.05	54,200
31-33	Manufacturing	51-7021	Furniture Finishers	40	15.65	32,500	11.40	23,800	14.05	29,200	17.45	36,300
31-33	Manufacturing	51-7041	Sawing Machine Setters, Operators, and Tenders, Wood		15.80	32,900	12.45	25,900	15.35	31,900	19.05	39,700
31-33	Manufacturing	51-7042	Woodworking Machine Setters, Operators, and Tenders, Except Sawing	60	15.50	32,200	11.50	23,900	16.10	33,500	18.65	38,800
31-33	Manufacturing	51-8021	Stationary Engineers and Boiler Operators		30.80	64,100	26.60	55,300	31.00	64,400	35.80	74,400
31-33	Manufacturing	51-8091	Chemical Plant and System Operators	370	30.15	62,700	20.95	43,600	31.20	64,900	40.85	85,000
31-33	Manufacturing	51-8093	Petroleum Pump System Operators, Refinery Operators, and Gaugers	160	49.95	103,900	42.50	88,400	46.80	97,400	52.25	108,700
31-33	Manufacturing	51-9011	Chemical Equipment Operators and Tenders	1,050	24.70	51,400	18.10	37,700	22.75	47,400	29.55	61,500
31-33	Manufacturing	51-9012	Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders	250	30.85	64,200	27.20	56,500	31.50	65,500	35.80	74,400
31-33	Manufacturing	51-9021	Crushing, Grinding, and Polishing Machine Setters, Operators, and Tenders	160	19.00	39,600	14.85	30,900	17.35	36,100	21.90	45,600
31-33	Manufacturing	51-9022	Grinding and Polishing Workers, Hand	70	16.85	35,000	13.10	27,300	15.75	32,800	21.15	44,000
31-33	Manufacturing	51-9023	Mixing and Blending Machine Setters, Operators, and Tenders	1,090	19.60	40,700	14.65	30,500	18.65	38,800	25.20	52,400
31-33	Manufacturing	51-9031	Cutters and Trimmers, Hand	40	18.10	37,600	14.15	29,500	17.90	37,200	21.15	43,900
31-33	Manufacturing	51-9032	Cutting and Slicing Machine Setters, Operators, and Tenders	300	18.45	38,400	14.45	30,100	18.25	38,000	22.80	47,400
31-33	Manufacturing	51-9041	Extruding, Forming, Pressing, and Compacting Machine Setters, Operators, and Tenders	1,270	17.25	35,800	13.35	27,700	15.85	33,000	20.10	41,900
31-33	Manufacturing	51-9051	Furnace, Kiln, Oven, Drier, and Kettle Operators and Tenders	20	20.95	43,600	19.30	40,200	21.40	44,500	23.40	48,700
31-33	Manufacturing	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	2,340	21.90	45,500	16.55	34,400	21.50	44,700	26.40	54,900
31-33	Manufacturing	51-9081	Dental Laboratory Technicians		19.60	40,800	14.40	29,900	17.20	35,800	22.15	46,000
31-33	Manufacturing	51-9082	Medical Appliance Technicians	330	18.30	38,100	14.75	30,700	17.50	36,400	21.35	44,400
31-33	Manufacturing	51-9111	Packaging and Filling Machine Operators and Tenders	3,020	16.25	33,800	10.40	21,600	13.45	28,000	19.25	40,000
31-33	Manufacturing	51-9121	Coating, Painting, and Spraying Machine Setters, Operators, and Tenders	620	20.95	43,500	13.05	27,100	18.40	38,300	28.70	59,700
31-33	Manufacturing	51-9141	Semiconductor Processors	270	20.15	41,900	16.35	34,000	18.15	37,800	22.15	46,000
31-33	Manufacturing	51-9191	Adhesive Bonding Machine Operators and Tenders	30	18.05	37,500	14.90	31,000	17.55	36,500	19.85	41,300
31-33	Manufacturing	51-9192	Cleaning, Washing, and Metal Pickling Equipment Operators and Tenders	230	16.45	34,200	12.75	26,600	16.00	33,300	18.55	38,600
31-33	Manufacturing	51-9194	Etchers and Engravers		13.05	27,100	10.60	22,000	11.75	24,500	14.40	30,000
31-33	Manufacturing	51-9195	Molders, Shapers, and Casters, Except Metal and Plastic	80	23.65	49,200	19.00	39,600	22.30	46,300	26.40	54,900
31-33	Manufacturing	51-9196	Paper Goods Machine Setters, Operators, and Tenders	470	18.35	38,100	12.60	26,200	19.30	40,200	22.65	47,100
31-33	Manufacturing	51-9198	Helpers--Production Workers	1,070	12.50	26,000	9.50	19,800	11.80	24,500	14.80	30,700
31-33	Manufacturing	51-9199	Production Workers, All Other	300	17.15	35,600	12.15	25,300	16.70	34,800	21.65	45,100
31-33	Manufacturing	53-0000	Transportation and Material Moving Occupations	5,550	17.00	35,400	11.55	24,100	15.30	31,800	21.15	44,000
31-33	Manufacturing	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	230	27.75	57,700	20.70	43,000	26.70	55,500	32.80	68,200
31-33	Manufacturing	53-3031	Driver/Sales Workers	310	13.40	27,900	9.25	19,300	11.85	24,700	16.30	33,900
31-33	Manufacturing	53-3032	Heavy and Tractor-Trailer Truck Drivers	570	24.95	51,900	21.35	44,400	25.00	52,000	28.90	60,100
31-33	Manufacturing	53-3033	Light Truck or Delivery Services Drivers	240	17.10	35,600	13.55	28,100	16.20	33,700	19.55	40,700
31-33	Manufacturing	53-7051	Industrial Truck and Tractor Operators	740	17.60	36,600	13.20	27,400	16.75	34,900	20.90	43,400
31-33	Manufacturing	53-7061	Cleaners of Vehicles and Equipment	200	11.55	24,100	9.30	19,400	10.45	21,800	11.70	24,400
31-33	Manufacturing	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	1,570	15.45	32,200	11.70	24,400	14.25	29,600	18.00	37,400

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
31-33	Manufacturing	53-7063	Machine Feeders and Offbearers	260	15.25	31,700	11.85	24,600	14.60	30,300	18.30	38,100
31-33	Manufacturing	53-7064	Packers and Packagers, Hand	1,340	14.35	29,900	10.30	21,400	12.60	26,200	17.55	36,500
42	Wholesale Trade	00-0000	Total all occupations	62,390	33.35	69,300	16.05	33,400	25.15	52,300	39.70	82,500
42	Wholesale Trade	11-0000	Management Occupations	6,980	77.55	161,300	49.65	103,300	66.95	139,200	96.05	199,800
42	Wholesale Trade	11-1011	Chief Executives	30								
42	Wholesale Trade	11-1021	General and Operations Managers	2,630	85.20	177,200	44.55	92,700	70.25	146,100		
42	Wholesale Trade	11-2011	Advertising and Promotions Managers	10	70.70	147,100	56.65	117,900	61.80	128,500	71.95	149,700
42	Wholesale Trade	11-2021	Marketing Managers	670	75.00	156,000	53.50	111,300	64.40	133,900	85.40	177,700
42	Wholesale Trade	11-2022	Sales Managers	1,070	67.20	139,700	46.85	97,400	58.70	122,000	78.85	164,000
42	Wholesale Trade	11-2031	Public Relations and Fundraising Managers	20	82.80	172,300	52.15	108,500	68.40	142,300		
42	Wholesale Trade	11-3011	Administrative Services Managers	80	69.80	145,200	47.10	98,000	57.75	120,100	85.65	178,100
42	Wholesale Trade	11-3021	Computer and Information Systems Managers	270	78.05	162,400	59.90	124,600	72.85	151,600	89.05	185,200
42	Wholesale Trade	11-3031	Financial Managers	470	79.05	164,400	58.65	121,900	72.80	151,400	91.90	191,100
42	Wholesale Trade	11-3051	Industrial Production Managers	90	68.05	141,500	49.70	103,400	62.65	130,300	80.70	167,900
42	Wholesale Trade	11-3061	Purchasing Managers	110	70.90	147,400	58.10	120,800	69.55	144,600	78.30	162,800
42	Wholesale Trade	11-3071	Transportation, Storage, and Distribution Managers	270	56.05	116,600	40.65	84,600	50.65	105,300	65.10	135,400
42	Wholesale Trade	11-3121	Human Resources Managers	90	83.35	173,300	63.65	132,400	79.75	165,900	96.70	201,200
42	Wholesale Trade	11-3131	Training and Development Managers	40	80.10	166,600	60.50	125,800	85.55	177,900	96.05	199,700
42	Wholesale Trade	11-9021	Construction Managers		72.65	151,100	66.80	138,900	73.25	152,400	79.55	165,400
42	Wholesale Trade	11-9041	Architectural and Engineering Managers		69.35	144,300	65.85	137,000	70.55	146,800	75.30	156,600
42	Wholesale Trade	11-9111	Medical and Health Services Managers	30	91.30	189,900	70.10	145,800	78.75	163,800		
42	Wholesale Trade	11-9121	Natural Sciences Managers	320	97.65	203,200	72.40	150,600	89.65	186,500		
42	Wholesale Trade	11-9199	Managers, All Other	590	65.80	136,900	47.60	99,000	60.15	125,200	77.50	161,200
42	Wholesale Trade	13-0000	Business and Financial Operations Occupations	6,160	41.55	86,400	27.15	56,500	35.65	74,100	47.70	99,200
42	Wholesale Trade	13-1020	Buyers and Purchasing Agents	780	41.00	85,200	24.90	51,800	32.10	66,800	43.60	90,700
42	Wholesale Trade	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	490	44.95	93,500	30.80	64,100	41.20	85,700	55.15	114,700
42	Wholesale Trade	13-1051	Cost Estimators		40.75	84,700	38.95	81,000	42.50	88,400	46.05	95,800
42	Wholesale Trade	13-1071	Human Resources Specialists	200	40.25	83,700	31.60	65,700	38.65	80,400	48.80	101,500
42	Wholesale Trade	13-1081	Logisticians	340	35.00	72,800	27.50	57,200	34.10	70,900	40.85	85,000
42	Wholesale Trade	13-1111	Management Analysts	160	41.75	86,900	28.25	58,800	38.30	79,700	54.40	113,100
42	Wholesale Trade	13-1121	Meeting, Convention, and Event Planners	40	37.30	77,600	28.15	58,600	34.95	72,700	43.85	91,300
42	Wholesale Trade	13-1141	Compensation, Benefits, and Job Analysis Specialists	20	50.65	105,400	38.85	80,800	50.50	105,100	62.20	129,400
42	Wholesale Trade	13-1151	Training and Development Specialists	100	42.60	88,700	29.15	60,600	40.55	84,300	56.35	117,200
42	Wholesale Trade	13-1161	Market Research Analysts and Marketing Specialists	1,120	35.90	74,700	26.05	54,200	33.00	68,600	40.70	84,600
42	Wholesale Trade	13-1199	Business Operations Specialists, All Other	1,770	45.90	95,500	24.45	50,800	34.70	72,100	56.65	117,800
42	Wholesale Trade	13-2011	Accountants and Auditors	620	43.55	90,500	31.90	66,400	39.30	81,700	53.40	111,100
42	Wholesale Trade	13-2031	Budget Analysts		38.55	80,200	33.20	69,000	37.60	78,200	45.00	93,600
42	Wholesale Trade	13-2041	Credit Analysts		34.65	72,000	26.60	55,400	29.85	62,000	43.10	89,600
42	Wholesale Trade	13-2051	Financial Analysts	80	48.15	100,200	36.55	76,000	44.05	91,600	53.70	111,700
42	Wholesale Trade	13-2099	Financial Specialists, All Other	60	35.55	74,000	27.25	56,700	35.55	74,000	43.60	90,600
42	Wholesale Trade	15-0000	Computer and Mathematical Occupations	1,880	43.45	90,400	29.10	60,600	40.30	83,800	55.85	116,100
42	Wholesale Trade	15-1121	Computer Systems Analysts	90	48.65	101,100	35.60	74,000	46.45	96,600	61.35	127,600
42	Wholesale Trade	15-1122	Information Security Analysts	10	57.90	120,500	40.85	85,000	57.90	120,500	74.10	154,100
42	Wholesale Trade	15-1131	Computer Programmers	60	33.80	70,300	20.45	42,500	32.85	68,400	45.60	94,800
42	Wholesale Trade	15-1132	Software Developers, Applications	830	49.00	102,000	34.70	72,200	46.75	97,300	61.60	128,100
42	Wholesale Trade	15-1134	Web Developers	90	37.05	77,000	26.00	54,100	36.55	76,100	45.70	95,100
42	Wholesale Trade	15-1141	Database Administrators	20	58.15	120,900	46.15	96,000	63.40	131,800	71.50	148,700
42	Wholesale Trade	15-1142	Network and Computer Systems Administrators	200	37.15	77,300	24.60	51,200	35.30	73,400	46.20	96,100

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
42	Wholesale Trade	15-1143	Computer Network Architects		62.35	129,700	51.00	106,100	61.20	127,300	76.25	158,600
42	Wholesale Trade	15-1151	Computer User Support Specialists	360	32.85	68,300	23.60	49,100	29.15	60,700	39.60	82,300
42	Wholesale Trade	15-1152	Computer Network Support Specialists	110	36.50	75,900	25.80	53,600	32.25	67,100	50.50	105,100
42	Wholesale Trade	15-1199	Computer Occupations, All Other	40	38.40	79,900	32.90	68,400	36.15	75,200	39.45	82,100
42	Wholesale Trade	15-2041	Statisticians	30	66.25	137,800	56.00	116,500	67.65	140,700	76.70	159,600
42	Wholesale Trade	17-0000	Architecture and Engineering Occupations	860	59.45	123,700	33.90	70,500	45.60	94,900	70.95	147,600
42	Wholesale Trade	17-2112	Industrial Engineers	100	45.45	94,500	37.00	77,000	44.75	93,100	54.10	112,500
42	Wholesale Trade	17-2141	Mechanical Engineers	210	36.95	76,900	28.90	60,200	36.25	75,400	44.05	91,600
42	Wholesale Trade	17-3023	Electrical and Electronics Engineering Technicians		35.60	74,000	31.75	66,000	36.40	75,700	41.95	87,200
42	Wholesale Trade	19-0000	Life, Physical, and Social Science Occupations	790	54.20	112,800	40.45	84,100	51.90	107,900	66.05	137,400
42	Wholesale Trade	19-1021	Biochemists and Biophysicists	630	58.25	121,100	44.60	92,800	55.70	115,900	69.35	144,200
42	Wholesale Trade	19-2031	Chemists		41.50	86,400	30.95	64,400	37.25	77,500	49.30	102,500
42	Wholesale Trade	19-4031	Chemical Technicians	40	26.00	54,000	22.15	46,100	25.65	53,300	28.80	59,900
42	Wholesale Trade	23-0000	Legal Occupations	90	86.85	180,700	43.20	89,900	73.95	153,800		
42	Wholesale Trade	23-1011	Lawyers	70	106.30	221,100	69.85	145,300				
42	Wholesale Trade	23-2011	Paralegals and Legal Assistants		41.35	86,000	35.05	73,000	39.85	82,900	46.35	96,400
42	Wholesale Trade	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	720	33.40	69,500	23.80	49,500	31.15	64,800	40.50	84,200
42	Wholesale Trade	27-1021	Commercial and Industrial Designers	100	36.50	76,000	28.45	59,100	35.70	74,200	43.20	89,900
42	Wholesale Trade	27-1024	Graphic Designers	230	35.00	72,800	26.10	54,300	31.20	64,900	41.45	86,200
42	Wholesale Trade	27-1025	Interior Designers		29.90	62,200	21.95	45,700	29.15	60,700	36.00	74,900
42	Wholesale Trade	27-1026	Merchandise Displayers and Window Trimmers		19.95	41,500	16.10	33,500	18.50	38,500	23.95	49,800
42	Wholesale Trade	27-3031	Public Relations Specialists	40	34.10	70,900	24.05	50,100	30.75	64,000	41.45	86,300
42	Wholesale Trade	27-3041	Editors	100	38.75	80,600	32.15	66,900	37.45	77,900	44.95	93,500
42	Wholesale Trade	27-3042	Technical Writers	50	43.60	90,700	30.40	63,200	40.30	83,900	55.90	116,300
42	Wholesale Trade	27-4021	Photographers	10								
42	Wholesale Trade	29-0000	Healthcare Practitioners and Technical Occupations	560	37.85	78,700	16.05	33,400	40.75	84,700	57.10	118,700
42	Wholesale Trade	29-1051	Pharmacists	250	57.00	118,500	52.95	110,100	57.45	119,500	62.00	129,000
42	Wholesale Trade	29-1141	Registered Nurses		44.20	91,900	38.70	80,500	44.65	92,900	49.75	103,500
42	Wholesale Trade	29-2052	Pharmacy Technicians	240	16.00	33,300	13.10	27,200	15.20	31,700	18.55	38,600
42	Wholesale Trade	33-0000	Protective Service Occupations		17.60	36,600	11.45	23,800	15.70	32,700	21.85	45,400
42	Wholesale Trade	33-9032	Security Guards		17.15	35,600	11.40	23,700	15.10	31,500	21.00	43,700
42	Wholesale Trade	37-0000	Building and Grounds Cleaning and Maintenance Occupations	340	13.00	27,100	9.90	20,600	11.55	24,000	14.55	30,300
42	Wholesale Trade	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	340	12.85	26,700	9.85	20,500	11.45	23,800	14.35	29,900
42	Wholesale Trade	41-0000	Sales and Related Occupations	11,190	36.00	74,900	21.50	44,700	31.00	64,500	44.55	92,600
42	Wholesale Trade	41-1011	First-Line Supervisors of Retail Sales Workers	130	26.95	56,100	19.80	41,100	27.45	57,100	32.05	66,700
42	Wholesale Trade	41-1012	First-Line Supervisors of Non-Retail Sales Workers	620	41.25	85,800	31.85	66,300	37.75	78,500	50.30	104,600
42	Wholesale Trade	41-2011	Cashiers		10.95	22,800	9.40	19,500	10.35	21,500	11.75	24,500
42	Wholesale Trade	41-2021	Counter and Rental Clerks	120	17.90	37,200	13.20	27,400	17.20	35,800	21.15	44,000
42	Wholesale Trade	41-2022	Parts Salespersons	180	18.60	38,700	16.00	33,200	17.70	36,800	19.85	41,300
42	Wholesale Trade	41-2031	Retail Salespersons	330								
42	Wholesale Trade	41-3099	Sales Representatives, Services, All Other	800	43.75	91,000	26.35	54,800	33.40	69,500	47.65	99,100
42	Wholesale Trade	41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	610	39.00	81,100	23.10	48,100	38.75	80,600	47.65	99,100
42	Wholesale Trade	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	7,700	36.80	76,500	23.30	48,500	31.70	65,900	45.90	95,500
42	Wholesale Trade	41-9031	Sales Engineers	110	48.20	100,200	36.05	75,000	45.35	94,300	56.45	117,400
42	Wholesale Trade	41-9041	Telemarketers		20.80	43,300	14.95	31,000	21.20	44,100	24.45	50,800
42	Wholesale Trade	41-9099	Sales and Related Workers, All Other	380	25.30	52,600	17.80	37,000	23.70	49,300	31.75	66,000
42	Wholesale Trade	43-0000	Office and Administrative Support Occupations	13,680	19.90	41,400	14.25	29,700	18.70	38,900	24.60	51,200

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
42	Wholesale Trade	43-1011	First-Line Supervisors of Office and Administrative Support Work	980	30.00	62,500	25.60	53,300	28.70	59,700	34.30	71,300
42	Wholesale Trade	43-3011	Bill and Account Collectors		21.55	44,800	17.15	35,700	20.65	42,900	24.65	51,200
42	Wholesale Trade	43-3021	Billing and Posting Clerks and Machine Operators	100	21.50	44,700	17.55	36,500	21.70	45,100	25.30	52,700
42	Wholesale Trade	43-3031	Bookkeeping, Accounting, and Auditing Clerks	1,630	24.10	50,100	19.95	41,500	23.75	49,400	28.25	58,800
42	Wholesale Trade	43-3051	Payroll and Timekeeping Clerks	50	20.40	42,500	16.05	33,400	19.10	39,700	23.90	49,700
42	Wholesale Trade	43-3061	Procurement Clerks	160	21.00	43,700	17.75	37,000	20.90	43,500	23.60	49,100
42	Wholesale Trade	43-4041	Credit Authorizers, Checkers, and Clerks	140	22.45	46,700	19.70	40,900	22.30	46,300	25.65	53,300
42	Wholesale Trade	43-4051	Customer Service Representatives	2,620	19.65	40,900	15.75	32,800	18.75	39,000	23.65	49,200
42	Wholesale Trade	43-4071	File Clerks	20	15.65	32,500	12.55	26,100	16.20	33,700	18.50	38,500
42	Wholesale Trade	43-4151	Order Clerks	490	19.70	41,000	15.60	32,500	18.85	39,200	23.55	49,000
42	Wholesale Trade	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	30	21.25	44,200	17.35	36,100	20.35	42,300	24.65	51,300
42	Wholesale Trade	43-4171	Receptionists and Information Clerks	160	18.05	37,500	13.55	28,200	17.20	35,800	22.30	46,400
42	Wholesale Trade	43-4199	Information and Record Clerks, All Other		22.30	46,400	19.50	40,600	22.20	46,200	24.80	51,600
42	Wholesale Trade	43-5032	Dispatchers, Except Police, Fire, and Ambulance	170	21.30	44,300	17.40	36,200	19.50	40,600	24.65	51,200
42	Wholesale Trade	43-5061	Production, Planning, and Expediting Clerks	120	23.20	48,300	15.10	31,400	21.60	45,000	27.80	57,900
42	Wholesale Trade	43-5071	Shipping, Receiving, and Traffic Clerks	2,040	16.70	34,800	11.70	24,300	15.55	32,300	19.90	41,400
42	Wholesale Trade	43-5081	Stock Clerks and Order Fillers	2,030	15.70	32,700	10.95	22,800	14.85	30,900	19.50	40,600
42	Wholesale Trade	43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping		19.35	40,300	17.15	35,700	19.95	41,500	23.00	47,900
42	Wholesale Trade	43-6011	Executive Secretaries and Executive Administrative Assistants	260	33.00	68,600	27.30	56,800	34.20	71,100	39.65	82,500
42	Wholesale Trade	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	990	17.40	36,200	12.90	26,900	15.05	31,300	22.10	45,900
42	Wholesale Trade	43-9011	Computer Operators		20.65	42,900	15.70	32,600	18.10	37,600	23.60	49,100
42	Wholesale Trade	43-9021	Data Entry Keyers	130	20.15	41,900	16.40	34,100	18.70	38,900	22.90	47,600
42	Wholesale Trade	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	20	17.60	36,700	14.75	30,700	17.85	37,100	21.05	43,800
42	Wholesale Trade	43-9061	Office Clerks, General	1,260	17.45	36,300	13.50	28,000	16.70	34,700	19.35	40,300
42	Wholesale Trade	43-9071	Office Machine Operators, Except Computer	30	15.40	32,100	11.50	23,900	14.35	29,900	18.35	38,200
42	Wholesale Trade	47-0000	Construction and Extraction Occupations	650	29.35	61,000	17.75	37,000	26.95	56,100	39.55	82,200
42	Wholesale Trade	47-1011	First-Line Supervisors of Construction Trades and Extraction Work	50	53.10	110,400	30.90	64,300	64.55	134,300	71.65	149,000
42	Wholesale Trade	47-2211	Sheet Metal Workers	410	29.50	61,400	17.95	37,300	28.05	58,400	41.70	86,800
42	Wholesale Trade	49-0000	Installation, Maintenance, and Repair Occupations	2,650	27.05	56,200	20.45	42,500	26.45	55,000	32.85	68,300
42	Wholesale Trade	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	240	36.50	76,000	30.65	63,800	36.00	74,900	43.15	89,700
42	Wholesale Trade	49-2011	Computer, Automated Teller, and Office Machine Repairers	570	22.60	47,100	17.95	37,300	20.95	43,500	24.05	50,000
42	Wholesale Trade	49-2094	Electrical and Electronics Repairers, Commercial and Industrial Equipment		34.95	72,700	32.70	68,000	35.05	72,900	37.45	77,900
42	Wholesale Trade	49-3023	Automotive Service Technicians and Mechanics		25.45	52,900	18.30	38,100	27.05	56,300	30.45	63,400
42	Wholesale Trade	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	320	29.05	60,400	23.95	49,900	28.50	59,200	34.25	71,200
42	Wholesale Trade	49-3042	Mobile Heavy Equipment Mechanics, Except Engines	130	28.70	59,700	25.35	52,700	29.25	60,900	33.70	70,100
42	Wholesale Trade	49-9041	Industrial Machinery Mechanics	250	26.55	55,300	21.35	44,400	25.95	53,900	30.55	63,600
42	Wholesale Trade	49-9071	Maintenance and Repair Workers, General	550	25.05	52,100	18.65	38,800	25.50	53,100	29.90	62,200
42	Wholesale Trade	49-9099	Installation, Maintenance, and Repair Workers, All Other	60	27.65	57,500	21.25	44,200	27.50	57,200	32.70	68,100
42	Wholesale Trade	51-0000	Production Occupations	2,770	19.55	40,700	12.05	25,100	17.00	35,400	25.55	53,100
42	Wholesale Trade	51-1011	First-Line Supervisors of Production and Operating Workers	240	35.45	73,800	26.90	55,900	33.70	70,100	43.30	90,100
42	Wholesale Trade	51-2098	Assemblers and fabricators, all other, including team assemblers	400	14.65	30,500	10.15	21,200	12.30	25,500	15.60	32,400
42	Wholesale Trade	51-3021	Butchers and Meat Cutters		24.75	51,400	21.70	45,100	25.20	52,500	28.20	58,700
42	Wholesale Trade	51-4041	Machinists		20.65	43,000	17.15	35,700	18.85	39,200	23.30	48,500
42	Wholesale Trade	51-4121	Welders, Cutters, Solderers, and Brazers	30	22.55	46,900	20.45	42,500	22.45	46,700	24.45	50,900
42	Wholesale Trade	51-5111	Prepress Technicians and Workers		23.40	48,700	20.35	42,300	22.95	47,800	26.75	55,600
42	Wholesale Trade	51-5112	Printing Press Operators	80	24.45	50,900	19.50	40,600	24.10	50,100	29.10	60,500
42	Wholesale Trade	51-9032	Cutting and Slicing Machine Setters, Operators, and Tenders		15.75	32,800	13.20	27,500	14.65	30,500	17.80	37,000
42	Wholesale Trade	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	370	22.30	46,400	15.95	33,100	21.25	44,200	27.55	57,300
42	Wholesale Trade	51-9199	Production Workers, All Other		13.55	28,200	10.50	21,800	12.75	26,500	14.65	30,500

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'1 (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
42	Wholesale Trade	53-0000	Transportation and Material Moving Occupations	12,880	17.55	36,500	11.70	24,400	15.95	33,100	21.85	45,500
42	Wholesale Trade	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	760	27.75	57,700	22.30	46,400	27.35	56,900	33.20	69,100
42	Wholesale Trade	53-3031	Driver/Sales Workers	570	20.75	43,200	13.50	28,000	17.50	36,400	28.95	60,200
42	Wholesale Trade	53-3032	Heavy and Tractor-Trailer Truck Drivers	1,480	23.60	49,100	18.15	37,800	23.55	48,900	28.30	58,900
42	Wholesale Trade	53-3033	Light Truck or Delivery Services Drivers	1,490	19.25	40,100	15.90	33,100	18.75	39,100	22.70	47,200
42	Wholesale Trade	53-7051	Industrial Truck and Tractor Operators	480	17.15	35,600	12.00	25,000	15.55	32,300	21.85	45,500
42	Wholesale Trade	53-7061	Cleaners of Vehicles and Equipment	310	12.20	25,400	9.60	19,900	11.50	24,000	13.80	28,800
42	Wholesale Trade	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	6,270	15.05	31,300	11.00	22,900	13.80	28,700	17.95	37,300
42	Wholesale Trade	53-7064	Packers and Packagers, Hand	860	11.25	23,400	9.25	19,200	10.15	21,100	12.35	25,600
44-45	Retail Trade	00-0000	Total all occupations	119,390	16.95	35,200	10.10	21,000	12.30	25,600	19.15	39,800
44-45	Retail Trade	11-0000	Management Occupations	1,620	66.65	138,600	43.10	89,700	57.95	120,600	77.85	161,900
44-45	Retail Trade	11-1021	General and Operations Managers	960	63.75	132,600	44.60	92,800	55.15	114,700	73.50	152,800
44-45	Retail Trade	11-2021	Marketing Managers	50	84.60	176,000	67.75	141,000	75.45	156,900	91.85	191,100
44-45	Retail Trade	11-2022	Sales Managers	340	73.15	152,200	36.35	75,600	64.40	133,900	97.05	201,800
44-45	Retail Trade	11-3011	Administrative Services Managers	50	48.65	101,200	34.85	72,500	43.70	90,900	59.45	123,600
44-45	Retail Trade	11-3021	Computer and Information Systems Managers		69.75	145,100	41.30	85,900	80.20	166,800	91.95	191,200
44-45	Retail Trade	11-3031	Financial Managers	90	77.80	161,800	56.70	118,000	70.00	145,600	90.90	189,000
44-45	Retail Trade	11-3071	Transportation, Storage, and Distribution Managers	20	55.40	115,200	32.70	68,100	38.40	79,800	52.35	108,900
44-45	Retail Trade	11-9199	Managers, All Other	40	44.90	93,400	31.70	66,000	38.70	80,500	57.50	119,600
44-45	Retail Trade	13-0000	Business and Financial Operations Occupations	860	41.45	86,200	27.45	57,100	35.75	74,400	50.35	104,700
44-45	Retail Trade	13-1020	Buyers and Purchasing Agents	60	36.90	76,700	25.90	53,900	31.05	64,500	52.70	109,600
44-45	Retail Trade	13-1071	Human Resources Specialists	60	36.10	75,000	29.15	60,600	34.35	71,400	39.80	82,800
44-45	Retail Trade	13-1081	Logisticians	30	39.30	81,800	29.70	61,800	39.90	83,000	46.95	97,600
44-45	Retail Trade	13-1151	Training and Development Specialists	60	20.45	42,600	13.90	28,900	16.90	35,200	27.25	56,700
44-45	Retail Trade	13-1161	Market Research Analysts and Marketing Specialists	70	35.20	73,200	24.05	50,000	31.85	66,200	37.35	77,700
44-45	Retail Trade	13-1199	Business Operations Specialists, All Other	150	33.10	68,900	22.05	45,900	29.75	61,900	37.60	78,200
44-45	Retail Trade	13-2011	Accountants and Auditors	130	40.90	85,100	32.50	67,600	37.95	78,900	48.55	101,000
44-45	Retail Trade	13-2072	Loan Officers	260	57.05	118,700	38.60	80,300	49.95	103,900	72.10	150,000
44-45	Retail Trade	15-0000	Computer and Mathematical Occupations	300	36.10	75,100	27.15	56,400	34.35	71,500	42.50	88,400
44-45	Retail Trade	15-1131	Computer Programmers		41.55	86,400	29.55	61,400	37.30	77,600	55.85	116,200
44-45	Retail Trade	15-1134	Web Developers	70	33.45	69,600	24.90	51,800	34.60	72,000	39.75	82,700
44-45	Retail Trade	15-1142	Network and Computer Systems Administrators	40	44.70	93,000	38.95	81,000	44.00	91,500	49.05	102,000
44-45	Retail Trade	15-1143	Computer Network Architects	10	46.80	97,300	41.60	86,500	45.70	95,100	49.85	103,700
44-45	Retail Trade	15-1151	Computer User Support Specialists		31.85	66,200	26.60	55,300	31.55	65,600	36.60	76,100
44-45	Retail Trade	15-1152	Computer Network Support Specialists	50	30.05	62,500	24.00	50,000	28.00	58,300	33.10	68,800
44-45	Retail Trade	23-0000	Legal Occupations	60	25.00	52,000	17.20	35,800	21.15	44,000	24.50	50,900
44-45	Retail Trade	23-2093	Title Examiners, Abstractors, and Searchers	50	19.05	39,600	16.35	34,000	19.65	40,900	22.30	46,400
44-45	Retail Trade	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	800	22.45	46,700	15.70	32,700	20.25	42,100	30.05	62,500
44-45	Retail Trade	27-1023	Floral Designers	190	19.85	41,300	15.40	32,100	18.40	38,300	24.65	51,300
44-45	Retail Trade	27-1024	Graphic Designers	10	27.15	56,500	22.45	46,700	27.40	57,000	31.00	64,400
44-45	Retail Trade	27-1025	Interior Designers		29.85	62,100	20.05	41,700	33.60	69,900	37.15	77,300
44-45	Retail Trade	27-1026	Merchandise Displayers and Window Trimmers	320	17.25	35,800	12.40	25,700	17.10	35,500	21.45	44,600
44-45	Retail Trade	27-3031	Public Relations Specialists		41.25	85,800	33.20	69,000	42.00	87,300	47.25	98,300
44-45	Retail Trade	29-0000	Healthcare Practitioners and Technical Occupations	3,590	36.55	76,100	13.75	28,600	25.15	52,300	54.35	113,000
44-45	Retail Trade	29-1031	Dietitians and Nutritionists	20	29.70	61,800	26.25	54,600	28.50	59,300	31.05	64,500
44-45	Retail Trade	29-1051	Pharmacists	1,510	62.90	130,800	47.60	99,000	57.60	119,800	70.75	147,200
44-45	Retail Trade	29-2052	Pharmacy Technicians	1,730	15.15	31,500	11.30	23,500	13.70	28,500	18.05	37,600
44-45	Retail Trade	29-2081	Opticians, Dispensing		27.40	57,000	25.90	53,800	28.15	58,500	30.40	63,200

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
44-45	Retail Trade	31-0000	Healthcare Support Occupations		10.95	22,800	10.10	21,000	10.75	22,300	11.40	23,700
44-45	Retail Trade	31-9095	Pharmacy Aides		10.95	22,800	10.10	21,000	10.75	22,300	11.40	23,700
44-45	Retail Trade	33-0000	Protective Service Occupations	700	15.75	32,800	11.05	23,000	14.90	31,000	18.80	39,100
44-45	Retail Trade	33-1099	First-Line Supervisors of Protective Service Workers, All Other	20	29.95	62,300	26.95	56,100	29.20	60,700	31.40	65,300
44-45	Retail Trade	33-9021	Private Detectives and Investigators	20	22.95	47,700	19.55	40,600	23.15	48,100	26.75	55,600
44-45	Retail Trade	33-9032	Security Guards	640	15.05	31,400	10.90	22,700	14.35	29,900	18.25	37,900
44-45	Retail Trade	35-0000	Food Preparation and Serving-Related Occupations	4,610	12.90	26,800	9.90	20,600	11.45	23,800	14.00	29,100
44-45	Retail Trade	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	310	23.35	48,600	17.95	37,400	25.45	53,000	28.50	59,200
44-45	Retail Trade	35-2011	Cooks, Fast Food		16.80	34,900	16.00	33,300	17.50	36,400	19.05	39,600
44-45	Retail Trade	35-2021	Food Preparation Workers	2,520	12.50	26,000	10.20	21,200	11.55	24,000	13.85	28,800
44-45	Retail Trade	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food		12.00	25,000	10.60	22,000	11.60	24,100	12.60	26,200
44-45	Retail Trade	35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop		10.35	21,500	9.35	19,400	9.75	20,300	11.10	23,100
44-45	Retail Trade	35-3031	Waiters and Waitresses		12.60	26,200	9.45	19,600	11.70	24,300	14.85	30,900
44-45	Retail Trade	35-9021	Dishwashers	30	11.90	24,700	10.20	21,200	11.45	23,800	13.40	27,900
44-45	Retail Trade	37-0000	Building and Grounds Cleaning and Maintenance Occupations	670	12.10	25,200	9.65	20,100	11.10	23,100	13.65	28,400
44-45	Retail Trade	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	660	12.05	25,100	9.65	20,100	11.10	23,000	13.55	28,200
44-45	Retail Trade	39-0000	Personal Care and Service Occupations	530	11.50	23,900	9.30	19,300	9.75	20,200	11.95	24,800
44-45	Retail Trade	39-1021	First-Line Supervisors of Personal Service Workers		25.30	52,600	20.15	42,000	23.45	48,800	32.35	67,300
44-45	Retail Trade	39-2021	Nonfarm Animal Caretakers	190	10.70	22,300	9.60	19,900	10.55	21,900	11.65	24,200
44-45	Retail Trade	39-9011	Childcare Workers	20	14.15	29,500	10.50	21,800	13.40	27,900	16.40	34,100
44-45	Retail Trade	41-0000	Sales and Related Occupations	65,680	15.30	31,800	9.85	20,500	11.75	24,500	17.75	36,900
44-45	Retail Trade	41-1011	First-Line Supervisors of Retail Sales Workers	8,110	25.25	52,500	17.60	36,600	24.10	50,100	31.00	64,500
44-45	Retail Trade	41-1012	First-Line Supervisors of Non-Retail Sales Workers	170	36.80	76,500	27.40	57,000	32.35	67,300	45.00	93,600
44-45	Retail Trade	41-2011	Cashiers	23,960	11.20	23,300	9.40	19,600	10.45	21,700	11.70	24,400
44-45	Retail Trade	41-2021	Counter and Rental Clerks	720	20.60	42,800	11.65	24,300	16.60	34,600	27.90	58,000
44-45	Retail Trade	41-2022	Parts Salespersons	890	17.15	35,700	12.35	25,700	14.60	30,400	19.25	40,000
44-45	Retail Trade	41-2031	Retail Salespersons	30,640	14.90	31,000	10.10	21,000	12.15	25,300	17.80	37,000
44-45	Retail Trade	41-3099	Sales Representatives, Services, All Other	550	32.75	68,100	21.95	45,700	26.00	54,100	35.35	73,500
44-45	Retail Trade	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	370	39.55	82,200	25.55	53,200	32.45	67,500	47.95	99,800
44-45	Retail Trade	41-9011	Demonstrators and Product Promoters	10	13.55	28,100	10.85	22,500	13.10	27,200	16.45	34,200
44-45	Retail Trade	41-9099	Sales and Related Workers, All Other		17.85	37,200	11.60	24,100	14.15	29,400	19.40	40,400
44-45	Retail Trade	43-0000	Office and Administrative Support Occupations	23,340	14.90	31,000	10.30	21,400	12.60	26,200	17.80	37,000
44-45	Retail Trade	43-1011	First-Line Supervisors of Office and Administrative Support Workers	1,420	26.30	54,700	21.65	45,000	26.00	54,100	29.85	62,100
44-45	Retail Trade	43-3011	Bill and Account Collectors	40	17.05	35,400	14.10	29,300	15.80	32,900	18.85	39,200
44-45	Retail Trade	43-3021	Billing and Posting Clerks and Machine Operators	310	19.20	40,000	16.05	33,400	18.35	38,100	22.15	46,100
44-45	Retail Trade	43-3031	Bookkeeping, Accounting, and Auditing Clerks	810	21.90	45,600	17.50	36,400	22.90	47,600	27.20	56,500
44-45	Retail Trade	43-3051	Payroll and Timekeeping Clerks	30	26.60	55,300	25.55	53,200	27.85	57,900	29.95	62,300
44-45	Retail Trade	43-3061	Procurement Clerks	120	20.40	42,500	15.55	32,300	21.05	43,700	23.20	48,300
44-45	Retail Trade	43-4041	Credit Authorizers, Checkers, and Clerks		19.70	41,000	17.55	36,500	19.55	40,700	22.25	46,300
44-45	Retail Trade	43-4051	Customer Service Representatives	2,490	14.65	30,500	11.20	23,300	13.50	28,100	16.95	35,300
44-45	Retail Trade	43-4071	File Clerks	80	19.55	40,700	13.35	27,800	19.90	41,300	24.10	50,100
44-45	Retail Trade	43-4151	Order Clerks		14.00	29,200	9.80	20,400	12.65	26,300	17.25	35,900
44-45	Retail Trade	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	100	17.35	36,100	13.15	27,300	15.00	31,200	20.55	42,800
44-45	Retail Trade	43-4171	Receptionists and Information Clerks	210	12.85	26,800	10.85	22,600	12.45	25,900	14.70	30,600
44-45	Retail Trade	43-5032	Dispatchers, Except Police, Fire, and Ambulance	50	21.00	43,700	15.90	33,100	19.10	39,700	27.10	56,400
44-45	Retail Trade	43-5061	Production, Planning, and Expediting Clerks	100	19.75	41,100	13.60	28,300	18.80	39,100	26.60	55,300
44-45	Retail Trade	43-5071	Shipping, Receiving, and Traffic Clerks	810	14.15	29,400	11.10	23,100	12.35	25,700	16.25	33,800
44-45	Retail Trade	43-5081	Stock Clerks and Order Fillers	13,700	13.20	27,400	9.90	20,600	11.55	24,100	14.55	30,200

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
44-45	Retail Trade	43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping	20								
44-45	Retail Trade	43-6011	Executive Secretaries and Executive Administrative Assistants		39.10	81,400	31.10	64,700	42.00	87,300	47.50	98,800
44-45	Retail Trade	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	430	18.20	37,900	12.45	25,900	17.20	35,700	23.00	47,800
44-45	Retail Trade	43-9011	Computer Operators	130	17.15	35,700	11.20	23,300	13.95	29,000	24.85	51,700
44-45	Retail Trade	43-9021	Data Entry Keyers	100	17.65	36,700	15.15	31,500	17.45	36,300	19.85	41,200
44-45	Retail Trade	43-9061	Office Clerks, General	2,070	13.05	27,100	9.15	19,100	11.20	23,300	15.85	33,000
44-45	Retail Trade	43-9071	Office Machine Operators, Except Computer	60	18.70	38,900	13.45	28,000	17.50	36,400	24.50	50,900
44-45	Retail Trade	43-9199	Office and Administrative Support Workers, All Other		14.75	30,700	11.20	23,300	12.35	25,700	18.20	37,800
44-45	Retail Trade	47-0000	Construction and Extraction Occupations		42.55	88,500	41.35	86,000	44.35	92,200	47.30	98,400
44-45	Retail Trade	49-0000	Installation, Maintenance, and Repair Occupations	4,590	22.50	46,800	14.90	31,000	19.60	40,800	28.20	58,700
44-45	Retail Trade	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	370	37.70	78,400	24.75	51,500	34.95	72,700	43.80	91,100
44-45	Retail Trade	49-2011	Computer, Automated Teller, and Office Machine Repairers	220	19.05	39,600	15.05	31,300	19.40	40,400	22.30	46,400
44-45	Retail Trade	49-2096	Electronic Equipment Installers and Repairers, Motor Vehicles	40	16.75	34,800	13.75	28,600	17.55	36,500	20.90	43,400
44-45	Retail Trade	49-3021	Automotive Body and Related Repairers		16.10	33,500	11.60	24,100	16.40	34,100	18.10	37,700
44-45	Retail Trade	49-3023	Automotive Service Technicians and Mechanics	1,600	26.05	54,200	18.60	38,700	25.30	52,600	30.65	63,800
44-45	Retail Trade	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists		26.35	54,800	17.45	36,200	26.00	54,100	34.10	70,900
44-45	Retail Trade	49-3052	Motorcycle Mechanics		27.50	57,200	22.85	47,500	28.80	59,900	33.25	69,200
44-45	Retail Trade	49-3093	Tire Repairers and Changers	850	13.60	28,300	11.50	23,900	13.15	27,400	15.15	31,500
44-45	Retail Trade	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	170	29.20	60,800	26.05	54,200	28.90	60,100	32.85	68,300
44-45	Retail Trade	49-9031	Home Appliance Repairers	200	20.15	42,000	16.65	34,700	18.25	38,000	24.65	51,200
44-45	Retail Trade	49-9063	Musical Instrument Repairers and Tuners		20.50	42,700	14.80	30,800	20.50	42,600	25.05	52,100
44-45	Retail Trade	49-9071	Maintenance and Repair Workers, General		20.80	43,300	12.20	25,400	20.90	43,500	27.75	57,700
44-45	Retail Trade	49-9091	Coin, Vending, and Amusement Machine Servicers and Repairers	90	10.25	21,300	9.10	18,900	9.40	19,500	9.70	20,200
44-45	Retail Trade	49-9098	Helpers--Installation, Maintenance, and Repair Workers	70	13.85	28,800	10.90	22,600	13.60	28,300	16.85	35,000
44-45	Retail Trade	49-9099	Installation, Maintenance, and Repair Workers, All Other		17.45	36,300	14.15	29,400	16.85	35,100	19.50	40,500
44-45	Retail Trade	51-0000	Production Occupations	2,130	19.15	39,800	11.85	24,700	16.50	34,300	26.30	54,700
44-45	Retail Trade	51-1011	First-Line Supervisors of Production and Operating Workers	220	29.85	62,100	22.65	47,100	29.00	60,300	34.35	71,500
44-45	Retail Trade	51-2098	Assemblers and fabricators, all other, including team assemblers		13.90	28,900	12.90	26,800	13.80	28,700	14.75	30,700
44-45	Retail Trade	51-3011	Bakers	380	15.90	33,000	11.05	23,000	13.95	29,100	20.40	42,400
44-45	Retail Trade	51-3021	Butchers and Meat Cutters	670	21.35	44,400	12.40	25,800	24.15	50,300	28.75	59,800
44-45	Retail Trade	51-3022	Meat, Poultry, and Fish Cutters and Trimmers	350	13.70	28,500	10.10	21,000	11.35	23,600	14.15	29,400
44-45	Retail Trade	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	80	19.85	41,300	12.30	25,600	20.25	42,100	26.00	54,100
44-45	Retail Trade	53-0000	Transportation and Material Moving Occupations	9,150	13.60	28,300	9.50	19,800	11.35	23,600	15.15	31,500
44-45	Retail Trade	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	290	28.15	58,600	15.50	32,300	22.20	46,200	36.05	75,000
44-45	Retail Trade	53-3031	Driver/Sales Workers		21.90	45,500	16.20	33,700	24.90	51,800	27.65	57,500
44-45	Retail Trade	53-3032	Heavy and Tractor-Trailer Truck Drivers	460	23.30	48,400	20.45	42,600	23.50	48,900	27.30	56,800
44-45	Retail Trade	53-3033	Light Truck or Delivery Services Drivers	1,460	15.00	31,200	11.45	23,900	13.95	29,000	17.30	36,000
44-45	Retail Trade	53-6021	Parking Lot Attendants	360	12.70	26,400	10.40	21,600	11.55	24,100	13.45	28,000
44-45	Retail Trade	53-6031	Automotive and Watercraft Service Attendants	3,150	10.00	20,900	9.05	18,900	9.50	19,700	10.70	22,200
44-45	Retail Trade	53-7051	Industrial Truck and Tractor Operators		16.35	34,000	11.15	23,200	14.45	30,000	20.65	42,900
44-45	Retail Trade	53-7061	Cleaners of Vehicles and Equipment	270	12.35	25,700	9.85	20,500	12.00	25,000	14.25	29,600
44-45	Retail Trade	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	1,650	14.10	29,300	10.40	21,600	13.15	27,300	16.60	34,500
44-45	Retail Trade	53-7064	Packers and Packagers, Hand	1,100	12.05	25,000	9.50	19,700	10.55	22,000	12.35	25,700
48-49	Transportation and Warehousing	00-0000	Total all occupations	65,720	28.30	58,900	14.80	30,800	23.30	48,500	30.60	63,600
48-49	Transportation and Warehousing	11-0000	Management Occupations	1,920	66.70	138,800	41.20	85,700	55.05	114,500	82.65	171,900
48-49	Transportation and Warehousing	11-1011	Chief Executives	10								
48-49	Transportation and Warehousing	11-1021	General and Operations Managers	430	89.50	186,200	50.10	104,200	77.40	161,000		
48-49	Transportation and Warehousing	11-2021	Marketing Managers	30	71.85	149,400	58.15	121,000	71.55	148,900	81.55	169,700

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
48-49	Transportation and Warehousing	11-2022	Sales Managers	100	64.40	133,900	43.95	91,500	59.45	123,700	80.15	166,700
48-49	Transportation and Warehousing	11-3011	Administrative Services Managers	220	58.30	121,300	40.25	83,700	49.70	103,300	70.30	146,300
48-49	Transportation and Warehousing	11-3021	Computer and Information Systems Managers	40	69.15	143,800	45.80	95,300	65.05	135,300	81.80	170,100
48-49	Transportation and Warehousing	11-3031	Financial Managers	70	90.60	188,400	63.95	133,000	77.50	161,200		
48-49	Transportation and Warehousing	11-3051	Industrial Production Managers		39.35	81,900	28.55	59,300	33.35	69,400	38.85	80,900
48-49	Transportation and Warehousing	11-3061	Purchasing Managers	20	72.70	151,200	55.35	115,100	65.70	136,600	76.40	158,900
48-49	Transportation and Warehousing	11-3071	Transportation, Storage, and Distribution Managers	730	57.25	119,000	40.75	84,800	49.80	103,600	68.95	143,400
48-49	Transportation and Warehousing	11-3121	Human Resources Managers	30	75.40	156,800	54.00	112,300	65.25	135,700	85.95	178,800
48-49	Transportation and Warehousing	11-9041	Architectural and Engineering Managers		76.65	159,400	59.30	123,400	71.70	149,100	84.90	176,600
48-49	Transportation and Warehousing	11-9131	Postmasters and Mail Superintendents	140	39.30	81,700	35.00	72,800	38.75	80,600	42.25	87,900
48-49	Transportation and Warehousing	11-9199	Managers, All Other	50	68.20	141,800	47.65	99,100	61.60	128,100	84.30	175,300
48-49	Transportation and Warehousing	13-0000	Business and Financial Operations Occupations	1,520	40.80	84,800	31.30	65,100	38.80	80,700	47.80	99,400
48-49	Transportation and Warehousing	13-1020	Buyers and Purchasing Agents	180	42.50	88,400	34.25	71,200	42.50	88,400	50.60	105,300
48-49	Transportation and Warehousing	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	130	40.25	83,700	31.00	64,500	40.70	84,700	46.80	97,300
48-49	Transportation and Warehousing	13-1051	Cost Estimators	40	43.80	91,100	34.25	71,300	38.10	79,200	55.60	115,700
48-49	Transportation and Warehousing	13-1071	Human Resources Specialists	170	34.90	72,600	26.70	55,600	31.45	65,400	39.45	82,100
48-49	Transportation and Warehousing	13-1075	Labor Relations Specialists	10	40.90	85,000	35.15	73,100	39.35	81,800	45.10	93,800
48-49	Transportation and Warehousing	13-1081	Logisticians	330	42.55	88,500	33.70	70,100	39.15	81,400	49.85	103,600
48-49	Transportation and Warehousing	13-1111	Management Analysts	100	43.80	91,100	38.95	81,000	43.90	91,300	48.50	100,900
48-49	Transportation and Warehousing	13-1141	Compensation, Benefits, and Job Analysis Specialists	10	43.75	91,000	34.75	72,300	42.55	88,500	49.75	103,500
48-49	Transportation and Warehousing	13-1151	Training and Development Specialists	90	22.85	47,500	15.35	31,900	18.45	38,400	27.45	57,100
48-49	Transportation and Warehousing	13-1161	Market Research Analysts and Marketing Specialists	90	47.10	98,000	28.55	59,400	39.05	81,200	56.85	118,300
48-49	Transportation and Warehousing	13-1199	Business Operations Specialists, All Other	150	36.80	76,500	30.60	63,600	35.50	73,900	40.65	84,600
48-49	Transportation and Warehousing	13-2011	Accountants and Auditors	180	48.65	101,200	37.00	77,000	44.20	92,000	50.15	104,300
48-49	Transportation and Warehousing	13-2051	Financial Analysts	10	46.35	96,400	39.00	81,100	44.40	92,300	49.65	103,300
48-49	Transportation and Warehousing	13-2099	Financial Specialists, All Other	10	40.00	83,200	33.55	69,800	42.70	88,800	45.10	93,800
48-49	Transportation and Warehousing	15-0000	Computer and Mathematical Occupations	320	42.20	87,800	32.40	67,400	40.95	85,100	51.60	107,300
48-49	Transportation and Warehousing	15-1121	Computer Systems Analysts	20	42.40	88,200	30.55	63,500	42.25	87,900	52.45	109,100
48-49	Transportation and Warehousing	15-1131	Computer Programmers	30	38.40	79,900	31.85	66,300	35.85	74,500	40.00	83,200
48-49	Transportation and Warehousing	15-1132	Software Developers, Applications	40	50.65	105,400	40.65	84,600	50.90	105,900	60.25	125,300
48-49	Transportation and Warehousing	15-1141	Database Administrators	20	50.60	105,300	39.45	82,000	50.30	104,600	61.55	128,100
48-49	Transportation and Warehousing	15-1142	Network and Computer Systems Administrators	110	44.50	92,600	37.25	77,500	44.55	92,700	51.10	106,300
48-49	Transportation and Warehousing	15-1151	Computer User Support Specialists	40	34.60	72,000	26.95	56,100	34.25	71,200	41.15	85,600
48-49	Transportation and Warehousing	15-1152	Computer Network Support Specialists		30.80	64,100	25.35	52,700	30.95	64,400	36.90	76,700
48-49	Transportation and Warehousing	15-1199	Computer Occupations, All Other	20	34.40	71,500	18.35	38,100	32.15	66,900	48.15	100,100
48-49	Transportation and Warehousing	17-0000	Architecture and Engineering Occupations	170	45.65	94,900	35.15	73,100	44.45	92,400	54.80	114,000
48-49	Transportation and Warehousing	17-2051	Civil Engineers		54.55	113,500	44.20	91,900	52.90	110,000	62.50	130,000
48-49	Transportation and Warehousing	17-2112	Industrial Engineers	50	45.20	94,000	37.10	77,100	44.90	93,300	52.60	109,400
48-49	Transportation and Warehousing	19-0000	Life, Physical, and Social Science Occupations		30.70	63,800	27.35	56,900	30.35	63,100	34.50	71,700
48-49	Transportation and Warehousing	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	80	29.35	61,100	25.55	53,100	28.30	58,800	31.00	64,500
48-49	Transportation and Warehousing	29-0000	Healthcare Practitioners and Technical Occupations		17.25	35,900	12.60	26,200	13.80	28,700	15.95	33,200
48-49	Transportation and Warehousing	29-9011	Occupational Health and Safety Specialists	30	42.60	88,600	35.80	74,500	42.85	89,100	50.80	105,600
48-49	Transportation and Warehousing	33-0000	Protective Service Occupations	900	14.25	29,600	9.45	19,700	9.95	20,700	17.40	36,200
48-49	Transportation and Warehousing	33-1099	First-Line Supervisors of Protective Service Workers, All Other	30	29.40	61,100	24.75	51,400	28.25	58,800	31.60	65,700
48-49	Transportation and Warehousing	33-9032	Security Guards	270	17.30	36,000	12.95	27,000	16.10	33,500	21.60	45,000
48-49	Transportation and Warehousing	33-9099	Protective Service Workers, All Other	560	10.90	22,600	9.30	19,300	9.55	19,900	9.90	20,500
48-49	Transportation and Warehousing	37-0000	Building and Grounds Cleaning and Maintenance Occupations	500	17.85	37,200	11.95	24,800	14.65	30,400	25.70	53,500
48-49	Transportation and Warehousing	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	490	17.75	36,900	11.90	24,800	14.55	30,300	25.05	52,100

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
48-49	Transportation and Warehousing	39-0000	Personal Care and Service Occupations	690	11.00	22,900	9.35	19,500	9.90	20,600	11.30	23,500
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	440	10.40	21,600	9.15	19,100	9.50	19,800	10.25	21,300
48-49	Transportation and Warehousing	41-0000	Sales and Related Occupations	980	31.25	65,000	21.20	44,100	27.50	57,200	33.70	70,100
48-49	Transportation and Warehousing	41-3099	Sales Representatives, Services, All Other	760	31.60	65,700	23.10	48,000	28.00	58,300	32.95	68,500
48-49	Transportation and Warehousing	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products		48.95	101,800	29.55	61,500	38.85	80,800	60.85	126,600
48-49	Transportation and Warehousing	43-0000	Office and Administrative Support Occupations	14,010	25.00	52,000	18.50	38,400	26.25	54,600	30.05	62,500
48-49	Transportation and Warehousing	43-1011	First-Line Supervisors of Office and Administrative Support Workers	850	33.50	69,600	29.85	62,100	33.50	69,700	37.90	78,800
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	50	24.80	51,600	16.55	34,400	22.75	47,300	32.75	68,100
48-49	Transportation and Warehousing	43-3021	Billing and Posting Clerks and Machine Operators	190	19.45	40,400	13.85	28,800	15.45	32,100	26.50	55,100
48-49	Transportation and Warehousing	43-3031	Bookkeeping, Accounting, and Auditing Clerks	480	23.75	49,400	19.15	39,900	24.10	50,100	28.50	59,200
48-49	Transportation and Warehousing	43-4051	Customer Service Representatives	1,260	23.85	49,600	17.70	36,800	23.80	49,500	29.10	60,500
48-49	Transportation and Warehousing	43-4151	Order Clerks		14.10	29,300	10.70	22,300	11.60	24,200	15.65	32,600
48-49	Transportation and Warehousing	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	60	20.10	41,800	15.65	32,600	18.15	37,700	23.85	49,600
48-49	Transportation and Warehousing	43-4171	Receptionists and Information Clerks	50	16.65	34,600	14.90	31,000	16.85	35,100	18.55	38,600
48-49	Transportation and Warehousing	43-4181	Reservation and Transportation Ticket Agents and Travel Clerks	2,110	26.45	55,000	25.70	53,400	28.00	58,200	30.20	62,800
48-49	Transportation and Warehousing	43-5011	Cargo and Freight Agents	1,870	28.75	59,800	22.40	46,600	27.45	57,100	32.90	68,400
48-49	Transportation and Warehousing	43-5032	Dispatchers, Except Police, Fire, and Ambulance	900	18.50	38,500	11.15	23,200	17.40	36,200	22.90	47,600
48-49	Transportation and Warehousing	43-5051	Postal Service Clerks	650	25.50	53,000	21.05	43,700	28.90	60,100	28.90	60,100
48-49	Transportation and Warehousing	43-5052	Postal Service Mail Carriers	2,770	25.50	53,000	18.85	39,200	30.05	62,500	30.05	62,500
48-49	Transportation and Warehousing	43-5053	Postal Service Mail Sorters, Processors, and Processing Machine Operators	90	28.10	58,500	28.25	58,800	28.90	60,100	28.90	60,100
48-49	Transportation and Warehousing	43-5061	Production, Planning, and Expediting Clerks	150	24.45	50,900	19.40	40,300	24.75	51,500	28.80	59,900
48-49	Transportation and Warehousing	43-5071	Shipping, Receiving, and Traffic Clerks	520	22.65	47,200	15.55	32,400	21.05	43,800	29.75	61,800
48-49	Transportation and Warehousing	43-5081	Stock Clerks and Order Fillers	230	22.45	46,700	16.50	34,400	24.70	51,400	28.70	59,700
48-49	Transportation and Warehousing	43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping	170	21.70	45,200	16.95	35,200	20.20	42,000	25.55	53,100
48-49	Transportation and Warehousing	43-6011	Executive Secretaries and Executive Administrative Assistants	150	35.20	73,200	30.90	64,300	35.35	73,500	40.25	83,700
48-49	Transportation and Warehousing	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	470	21.05	43,700	15.55	32,300	20.85	43,400	26.70	55,600
48-49	Transportation and Warehousing	43-9021	Data Entry Keyers	60	24.15	50,200	15.45	32,200	21.25	44,200	26.30	54,700
48-49	Transportation and Warehousing	43-9061	Office Clerks, General	660	19.45	40,500	14.85	30,900	18.25	38,000	25.80	53,700
48-49	Transportation and Warehousing	43-9199	Office and Administrative Support Workers, All Other	20	18.70	38,900	16.80	35,000	18.75	39,000	21.60	44,900
48-49	Transportation and Warehousing	47-0000	Construction and Extraction Occupations	200	33.20	69,000	29.05	60,400	34.45	71,600	37.90	78,800
48-49	Transportation and Warehousing	49-0000	Installation, Maintenance, and Repair Occupations	3,090	31.90	66,300	24.55	51,100	32.25	67,000	38.50	80,100
48-49	Transportation and Warehousing	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	250	43.30	90,000	34.75	72,300	42.95	89,300	51.75	107,600
48-49	Transportation and Warehousing	49-3011	Aircraft Mechanics and Service Technicians	1,410	33.40	69,500	27.60	57,400	34.35	71,500	38.60	80,300
48-49	Transportation and Warehousing	49-3023	Automotive Service Technicians and Mechanics	110	24.25	50,500	17.65	36,700	25.25	52,500	30.10	62,600
48-49	Transportation and Warehousing	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	390	28.45	59,200	25.00	52,000	28.55	59,400	32.20	66,900
48-49	Transportation and Warehousing	49-3043	Rail Car Repairers		22.95	47,700	20.55	42,700	22.00	45,700	23.40	48,700
48-49	Transportation and Warehousing	49-9041	Industrial Machinery Mechanics	80	32.30	67,200	26.45	55,000	33.30	69,300	37.40	77,800
48-49	Transportation and Warehousing	49-9043	Maintenance Workers, Machinery	50	18.30	38,000	14.25	29,700	17.70	36,800	21.80	45,300
48-49	Transportation and Warehousing	49-9071	Maintenance and Repair Workers, General	280	26.70	55,600	20.85	43,400	25.65	53,400	30.50	63,500
48-49	Transportation and Warehousing	49-9099	Installation, Maintenance, and Repair Workers, All Other		25.30	52,600	16.90	35,200	24.60	51,200	30.05	62,500
48-49	Transportation and Warehousing	51-0000	Production Occupations	840	23.50	48,900	14.40	30,000	22.70	47,300	32.20	67,000
48-49	Transportation and Warehousing	51-1011	First-Line Supervisors of Production and Operating Workers		30.10	62,600	14.45	30,000	32.40	67,400	38.60	80,300
48-49	Transportation and Warehousing	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	660	22.60	47,000	14.15	29,500	20.95	43,600	31.75	66,000
48-49	Transportation and Warehousing	53-0000	Transportation and Material Moving Occupations	39,890	27.90	58,100	13.55	28,200	20.85	43,300	29.30	61,000
48-49	Transportation and Warehousing	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	1,340	32.50	67,700	24.80	51,600	31.70	65,900	39.20	81,600

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'1 (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
48-49	Transportation and Warehousing	53-2012	Commercial Pilots	90		88,900		77,500		87,400		99,000
48-49	Transportation and Warehousing	53-2022	Airfield Operations Specialists	40	31.60	65,700	27.25	56,700	32.80	68,200	36.60	76,100
48-49	Transportation and Warehousing	53-3021	Bus Drivers, Transit and Intercity	70	18.35	38,200	16.50	34,300	17.85	37,200	19.85	41,300
48-49	Transportation and Warehousing	53-3022	Bus Drivers, School or Special Client	1,750	16.35	34,100	14.10	29,300	16.20	33,700	18.45	38,400
48-49	Transportation and Warehousing	53-3032	Heavy and Tractor-Trailer Truck Drivers	5,380	22.90	47,600	17.75	36,900	22.40	46,600	27.25	56,700
48-49	Transportation and Warehousing	53-3033	Light Truck or Delivery Services Drivers	2,800	23.60	49,100	14.05	29,200	23.75	49,500	30.95	64,400
48-49	Transportation and Warehousing	53-3041	Taxi Drivers and Chauffeurs	1,850	14.65	30,500	12.60	26,200	13.70	28,500	14.95	31,100
48-49	Transportation and Warehousing	53-6051	Transportation Inspectors	100	31.75	66,000	18.90	39,300	29.90	62,200	45.30	94,200
48-49	Transportation and Warehousing	53-6061	Transportation Attendants, Except Flight Attendants	200	12.30	25,600	9.85	20,500	11.05	23,000	12.75	26,500
48-49	Transportation and Warehousing	53-7021	Crane and Tower Operators	270	35.00	72,800	30.35	63,100	35.45	73,700	38.80	80,700
48-49	Transportation and Warehousing	53-7051	Industrial Truck and Tractor Operators	1,470	14.05	29,200	11.45	23,900	13.35	27,800	16.15	33,600
48-49	Transportation and Warehousing	53-7061	Cleaners of Vehicles and Equipment	870	11.95	24,900	10.80	22,500	11.55	24,100	12.35	25,700
48-49	Transportation and Warehousing	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	10,370	18.05	37,600	11.55	24,100	15.60	32,500	23.05	47,900
48-49	Transportation and Warehousing	53-7064	Packers and Packagers, Hand		13.25	27,600	10.45	21,800	11.60	24,100	15.25	31,700
48-49	Transportation and Warehousing	53-7199	Material Moving Workers, All Other		30.50	63,500	26.15	54,400	29.25	60,900	35.95	74,700
51	Information	00-0000	Total all occupations	22,070	46.70	97,200	28.40	59,100	42.65	88,700	59.40	123,600
51	Information	11-0000	Management Occupations	2,060	91.25	189,900	65.65	136,600	82.35	171,300		
51	Information	11-1021	General and Operations Managers	330	84.35	175,400	54.10	112,500	76.70	159,500		
51	Information	11-2011	Advertising and Promotions Managers	40	65.50	136,200	50.80	105,700	60.65	126,100	74.65	155,300
51	Information	11-2021	Marketing Managers	220	89.85	186,900	69.60	144,800	85.10	177,000	99.05	206,000
51	Information	11-2022	Sales Managers	250	98.70	205,300	70.70	147,000	85.40	177,600		
51	Information	11-2031	Public Relations and Fundraising Managers	50								
51	Information	11-3011	Administrative Services Managers	40	85.85	178,500	61.85	128,700	77.00	160,100	98.25	204,400
51	Information	11-3021	Computer and Information Systems Managers	400	102.90	214,000	74.40	154,800	93.35	194,200		
51	Information	11-3031	Financial Managers	320	85.90	178,600	64.50	134,200	76.80	159,800		
51	Information	11-3061	Purchasing Managers	30	84.80	176,400	63.95	133,000	74.45	154,800	94.70	197,000
51	Information	11-3071	Transportation, Storage, and Distribution Managers		90.30	187,900	45.80	95,200	82.15	170,900		
51	Information	11-3121	Human Resources Managers	60	94.90	197,400	71.15	148,000	87.00	181,000		
51	Information	11-9041	Architectural and Engineering Managers		92.95	193,300	70.50	146,600	85.80	178,500		
51	Information	11-9141	Property, Real Estate, and Community Association Managers	10	67.90	141,200	58.50	121,700	67.95	141,300	78.20	162,600
51	Information	11-9199	Managers, All Other	170	83.70	174,100	62.30	129,500	75.55	157,100	96.80	201,300
51	Information	13-0000	Business and Financial Operations Occupations	3,070	51.75	107,600	39.80	82,800	52.05	108,300	62.00	128,900
51	Information	13-1020	Buyers and Purchasing Agents	100								
51	Information	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	60	45.10	93,800	30.20	62,800	44.85	93,300	57.60	119,800
51	Information	13-1051	Cost Estimators	30	45.30	94,200	31.45	65,400	49.40	102,800	59.20	123,100
51	Information	13-1071	Human Resources Specialists	170	50.45	105,000	41.70	86,700	51.25	106,600	59.80	124,400
51	Information	13-1081	Logisticians	70	46.30	96,300	35.10	73,000	45.10	93,800	57.25	119,000
51	Information	13-1111	Management Analysts	130	58.65	122,000	41.40	86,100	57.95	120,500	76.15	158,400
51	Information	13-1121	Meeting, Convention, and Event Planners	20	31.65	65,800	21.25	44,200	27.40	57,000	38.00	79,000
51	Information	13-1141	Compensation, Benefits, and Job Analysis Specialists	100	48.85	101,600	33.20	69,100	45.25	94,100	63.25	131,600
51	Information	13-1151	Training and Development Specialists	70	41.65	86,600	32.70	68,000	40.70	84,600	48.75	101,400
51	Information	13-1161	Market Research Analysts and Marketing Specialists	660	55.50	115,400	45.35	94,300	56.85	118,200	67.40	140,200
51	Information	13-1199	Business Operations Specialists, All Other	650	51.60	107,300	39.40	81,900	51.85	107,800	62.35	129,700
51	Information	13-2011	Accountants and Auditors	610	51.50	107,100	39.75	82,600	50.40	104,800	60.70	126,300
51	Information	13-2031	Budget Analysts	80	50.10	104,200	42.65	88,700	49.60	103,200	57.20	119,000
51	Information	13-2099	Financial Specialists, All Other	60	40.45	84,200	32.65	67,900	39.05	81,200	47.15	98,100
51	Information	15-0000	Computer and Mathematical Occupations	4,740	54.15	112,600	39.30	81,700	52.65	109,600	67.15	139,700
51	Information	15-1121	Computer Systems Analysts	360	52.55	109,300	39.20	81,500	50.15	104,300	64.70	134,500

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
51	Information	15-1122	Information Security Analysts	160	56.80	118,100	46.00	95,700	55.95	116,400	68.10	141,700
51	Information	15-1131	Computer Programmers		41.35	86,000	14.05	29,200	33.05	68,700	53.60	111,500
51	Information	15-1132	Software Developers, Applications	950	62.00	129,000	46.60	96,900	58.65	122,000	73.30	152,500
51	Information	15-1133	Software Developers, Systems Software	400	53.35	111,000	42.00	87,400	53.40	111,000	63.05	131,200
51	Information	15-1134	Web Developers		46.60	96,900	34.20	71,200	45.95	95,600	59.45	123,700
51	Information	15-1141	Database Administrators	210	51.05	106,200	37.40	77,800	48.95	101,800	60.25	125,300
51	Information	15-1142	Network and Computer Systems Administrators	530	50.15	104,300	38.15	79,300	49.10	102,100	60.95	126,800
51	Information	15-1143	Computer Network Architects	580	64.70	134,600	53.05	110,400	66.80	139,000	76.80	159,800
51	Information	15-1151	Computer User Support Specialists	380	34.70	72,100	21.00	43,700	33.15	69,000	44.35	92,200
51	Information	15-1152	Computer Network Support Specialists	290	46.10	95,900	35.70	74,300	45.35	94,300	56.35	117,200
51	Information	15-1199	Computer Occupations, All Other	380	56.85	118,200	38.65	80,400	55.30	115,000	70.45	146,500
51	Information	15-2031	Operations Research Analysts	100	49.90	103,800	40.05	83,300	49.95	103,900	59.90	124,600
51	Information	17-0000	Architecture and Engineering Occupations	490	59.40	123,500	48.90	101,800	59.60	124,000	71.85	149,400
51	Information	17-2071	Electrical Engineers	30	56.85	118,200	46.85	97,400	55.60	115,700	65.05	135,300
51	Information	17-2072	Electronics Engineers, Except Computer		59.70	124,200	51.60	107,300	60.00	124,800	70.35	146,400
51	Information	17-2112	Industrial Engineers	120	60.15	125,100	43.65	90,800	60.90	126,700	77.40	161,000
51	Information	19-0000	Life, Physical, and Social Science Occupations		52.85	109,900	30.20	62,800	56.55	117,600	72.45	150,700
51	Information	23-0000	Legal Occupations	210	90.90	189,100	49.00	101,900	83.05	172,700		
51	Information	23-1011	Lawyers	170	104.65	217,700	69.80	145,200	97.75	203,300		
51	Information	23-2011	Paralegals and Legal Assistants	40								
51	Information	25-0000	Education, Training, and Library Occupations		29.90	62,200	15.00	31,200	30.45	63,300	43.30	90,000
51	Information	25-4021	Librarians		35.15	73,100	28.25	58,800	38.20	79,400	44.75	93,100
51	Information	25-4031	Library Technicians	50	14.20	29,600	10.55	22,000	12.40	25,800	17.95	37,400
51	Information	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	1,470	35.90	74,700	24.10	50,100	31.30	65,100	42.40	88,100
51	Information	27-1011	Art Directors	30	50.15	104,300	34.80	72,400	45.65	95,000	56.20	116,900
51	Information	27-1014	Multimedia Artists and Animators	20	26.80	55,800	23.10	48,000	27.50	57,200	30.85	64,100
51	Information	27-1024	Graphic Designers	180	32.85	68,300	23.65	49,100	33.55	69,700	41.85	87,100
51	Information	27-2012	Producers and Directors	160	59.10	122,900	34.35	71,400	44.00	91,500	73.30	152,500
51	Information	27-3022	Reporters and Correspondents	140	26.75	55,600	17.15	35,700	25.40	52,800	30.95	64,400
51	Information	27-3031	Public Relations Specialists	180	39.45	82,100	25.30	52,600	36.10	75,100	48.65	101,200
51	Information	27-3041	Editors	290	33.60	69,900	26.40	54,900	33.15	69,000	39.40	82,000
51	Information	27-3042	Technical Writers		33.55	69,800	27.15	56,400	31.65	65,900	40.35	83,900
51	Information	27-3043	Writers and Authors	40	49.05	102,000	22.05	45,800	30.15	62,700	86.65	180,200
51	Information	27-3099	Media and Communication Workers, All Other		20.40	42,500	17.10	35,500	20.30	42,200	22.95	47,700
51	Information	27-4011	Audio and Video Equipment Technicians	30	19.65	40,800	15.45	32,200	17.20	35,800	18.90	39,300
51	Information	27-4012	Broadcast Technicians	40	28.40	59,100	15.65	32,500	31.70	65,900	37.20	77,400
51	Information	27-4014	Sound Engineering Technicians		26.95	56,000	17.90	37,200	25.85	53,800	35.65	74,200
51	Information	27-4032	Film and Video Editors	50								
51	Information	29-0000	Healthcare Practitioners and Technical Occupations	30	54.55	113,500	48.25	100,400	56.00	116,500	62.15	129,300
51	Information	33-0000	Protective Service Occupations	20								
51	Information	35-0000	Food Preparation and Serving-Related Occupations	190								
51	Information	35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop		10.35	21,500	9.30	19,300	9.65	20,100	10.40	21,600
51	Information	37-0000	Building and Grounds Cleaning and Maintenance Occupations	20	15.05	31,300	13.25	27,600	14.50	30,100	16.65	34,600
51	Information	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	20	15.05	31,300	13.25	27,600	14.50	30,100	16.65	34,600
51	Information	39-0000	Personal Care and Service Occupations		11.55	24,100	9.60	20,000	10.10	21,000	12.70	26,400
51	Information	39-3031	Ushers, Lobby Attendants, and Ticket Takers		10.40	21,600	9.50	19,800	9.90	20,500	10.85	22,600
51	Information	41-0000	Sales and Related Occupations	2,840	35.80	74,500	19.40	40,400	32.50	67,600	45.60	94,800
51	Information	41-1012	First-Line Supervisors of Non-Retail Sales Workers	180	49.75	103,400	31.95	66,500	48.75	101,400	71.15	148,000
51	Information	41-2011	Cashiers		15.90	33,100	15.65	32,500	16.95	35,200	18.20	37,900

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
51	Information	41-2031	Retail Salespersons		11.90	24,700	10.10	21,000	10.95	22,700	11.85	24,700
51	Information	41-3011	Advertising Sales Agents		36.30	75,500	15.25	31,700	32.50	67,600	47.75	99,300
51	Information	41-3099	Sales Representatives, Services, All Other	980	36.65	76,200	28.75	59,800	35.00	72,800	40.55	84,400
51	Information	41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products		82.40	171,400	82.70	172,100	89.25	185,600	95.75	199,200
51	Information	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	360	31.25	65,000	17.15	35,600	26.80	55,800	38.00	79,000
51	Information	41-9031	Sales Engineers		61.65	128,200	55.15	114,800	60.20	125,200	66.30	137,900
51	Information	41-9099	Sales and Related Workers, All Other		35.95	74,800	25.60	53,300	34.15	71,100	45.95	95,600
51	Information	43-0000	Office and Administrative Support Occupations	3,040	24.30	50,500	15.55	32,300	23.95	49,800	30.40	63,200
51	Information	43-1011	First-Line Supervisors of Office and Administrative Support Workers	270	34.50	71,700	27.65	57,500	33.25	69,200	39.55	82,200
51	Information	43-3011	Bill and Account Collectors		35.10	73,100	28.15	58,500	34.60	72,000	38.75	80,600
51	Information	43-3021	Billing and Posting Clerks and Machine Operators	60	23.50	48,900	18.70	38,900	23.70	49,300	28.45	59,200
51	Information	43-3031	Bookkeeping, Accounting, and Auditing Clerks	130	25.20	52,400	20.25	42,100	23.20	48,300	27.15	56,500
51	Information	43-4051	Customer Service Representatives	830	20.05	41,700	13.85	28,800	18.30	38,100	24.00	49,900
51	Information	43-4071	File Clerks	30	27.30	56,800	23.30	48,400	28.20	58,700	33.00	68,600
51	Information	43-4121	Library Assistants, Clerical		10.75	22,400	10.05	20,900	10.80	22,500	11.55	24,000
51	Information	43-4151	Order Clerks	180	21.65	45,000	13.35	27,800	14.85	30,900	33.60	69,800
51	Information	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	20	26.75	55,600	23.05	48,000	26.65	55,400	29.55	61,400
51	Information	43-4171	Receptionists and Information Clerks	30	16.15	33,600	13.60	28,300	15.45	32,200	18.75	39,000
51	Information	43-4199	Information and Record Clerks, All Other		31.85	66,200	31.55	65,600	34.15	71,100	36.75	76,500
51	Information	43-5061	Production, Planning, and Expediting Clerks		29.75	61,900	27.05	56,300	29.65	61,700	32.20	67,000
51	Information	43-5081	Stock Clerks and Order Fillers	20	20.10	41,800	13.70	28,500	20.90	43,500	25.45	52,900
51	Information	43-6011	Executive Secretaries and Executive Administrative Assistants	290	34.60	72,000	28.45	59,200	35.45	73,800	41.75	86,900
51	Information	43-6012	Legal Secretaries	40								
51	Information	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	160	20.15	41,900	15.70	32,600	18.70	38,900	24.55	51,100
51	Information	43-9011	Computer Operators		20.95	43,500	14.40	30,000	18.90	39,300	27.75	57,700
51	Information	43-9021	Data Entry Keyers	100	22.50	46,800	15.60	32,500	20.30	42,200	29.45	61,300
51	Information	43-9061	Office Clerks, General		24.90	51,800	24.65	51,300	26.70	55,500	28.80	59,900
51	Information	43-9081	Proofreaders and Copy Markers	60	23.80	49,500	16.70	34,700	24.80	51,600	30.40	63,300
51	Information	43-9199	Office and Administrative Support Workers, All Other		18.25	38,000	14.65	30,500	17.95	37,400	21.65	45,100
51	Information	49-0000	Installation, Maintenance, and Repair Occupations	2,990	41.90	87,100	39.75	82,700	43.05	89,600	46.50	96,700
51	Information	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	210	49.70	103,400	42.15	87,700	46.35	96,400	58.95	122,600
51	Information	49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers	390	34.85	72,500	28.70	59,700	35.70	74,200	41.15	85,600
51	Information	49-9052	Telecommunications Line Installers and Repairers	2,300	42.75	89,000	40.70	84,600	43.60	90,700	46.60	96,900
51	Information	49-9071	Maintenance and Repair Workers, General	30	29.00	60,400	23.90	49,700	30.20	62,800	34.85	72,500
51	Information	51-0000	Production Occupations		21.90	45,600	11.55	24,100	19.15	39,800	31.85	66,300
51	Information	53-0000	Transportation and Material Moving Occupations	170	18.75	39,000	11.15	23,200	16.85	35,100	23.65	49,200
51	Information	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors		34.10	70,900	27.20	56,500	30.90	64,200	39.35	81,900
51	Information	53-3033	Light Truck or Delivery Services Drivers		18.00	37,500	12.15	25,300	17.20	35,800	21.60	45,000
51	Information	53-7062	Laborers and Freight, Stock, and Material Movers, Hand		13.05	27,100	10.20	21,200	11.10	23,100	12.00	24,900
52	Finance and Insurance	00-0000	Total all occupations	54,640	40.10	83,400	21.00	43,600	30.80	64,100	49.70	103,400
52	Finance and Insurance	11-0000	Management Occupations	4,620	87.60	182,200	60.30	125,400	77.95	162,200		
52	Finance and Insurance	11-1011	Chief Executives		146.95	305,600						
52	Finance and Insurance	11-1021	General and Operations Managers	550	98.90	205,700	63.20	131,400	91.15	189,600		
52	Finance and Insurance	11-2021	Marketing Managers	290	97.15	202,100	71.45	148,600	88.50	184,000		
52	Finance and Insurance	11-2022	Sales Managers	530	94.50	196,500	60.85	126,600	81.15	168,800		

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
52	Finance and Insurance	11-2031	Public Relations and Fundraising Managers	10	105.30	219,000	75.10	156,200	94.60	196,800		
52	Finance and Insurance	11-3011	Administrative Services Managers	170	74.20	154,400	56.45	117,400	67.70	140,900	80.55	167,600
52	Finance and Insurance	11-3021	Computer and Information Systems Managers	490	87.25	181,500	66.30	137,900	77.15	160,500	98.25	204,400
52	Finance and Insurance	11-3031	Financial Managers	2,000	82.20	171,000	55.25	114,900	73.45	152,800	98.90	205,700
52	Finance and Insurance	11-3121	Human Resources Managers	40	97.80	203,400	73.00	151,900	88.90	184,900		
52	Finance and Insurance	11-3131	Training and Development Managers	30	84.20	175,100	67.25	139,900	78.85	164,000	95.80	199,200
52	Finance and Insurance	11-9041	Architectural and Engineering Managers		82.45	171,500	70.50	146,700	82.75	172,100	94.05	195,700
52	Finance and Insurance	11-9111	Medical and Health Services Managers		74.95	155,900	52.00	108,200	61.10	127,100	83.00	172,600
52	Finance and Insurance	11-9121	Natural Sciences Managers	40	117.55	244,500	88.10	183,200				
52	Finance and Insurance	11-9199	Managers, All Other	360	84.60	176,000	64.60	134,400	77.25	160,700	96.00	199,700
52	Finance and Insurance	13-0000	Business and Financial Operations Occupations	15,100	44.30	92,200	30.65	63,700	39.45	82,000	52.30	108,800
52	Finance and Insurance	13-1020	Buyers and Purchasing Agents	70	46.85	97,500	37.55	78,100	45.75	95,200	55.05	114,500
52	Finance and Insurance	13-1031	Claims Adjusters, Examiners, and Investigators	4,450	35.90	74,700	28.30	58,800	35.70	74,300	44.60	92,800
52	Finance and Insurance	13-1032	Insurance Appraisers, Auto Damage	130	32.75	68,100	26.80	55,700	32.05	66,600	38.15	79,300
52	Finance and Insurance	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	300	38.60	80,300	26.30	54,700	36.65	76,200	49.05	102,000
52	Finance and Insurance	13-1071	Human Resources Specialists	240	42.65	88,700	30.85	64,200	42.40	88,200	54.40	113,100
52	Finance and Insurance	13-1111	Management Analysts	1,030	48.40	100,700	37.85	78,700	47.00	97,800	57.20	119,000
52	Finance and Insurance	13-1141	Compensation, Benefits, and Job Analysis Specialists	100	45.90	95,500	36.25	75,400	43.25	89,900	49.85	103,700
52	Finance and Insurance	13-1151	Training and Development Specialists	240	38.85	80,800	30.05	62,500	38.00	79,000	47.00	97,700
52	Finance and Insurance	13-1161	Market Research Analysts and Marketing Specialists	520	43.75	91,000	31.70	66,000	41.00	85,300	55.30	115,100
52	Finance and Insurance	13-1199	Business Operations Specialists, All Other	970	43.30	90,100	31.95	66,400	41.90	87,200	54.30	113,000
52	Finance and Insurance	13-2011	Accountants and Auditors	1,240	43.45	90,400	33.70	70,100	38.70	80,500	48.95	101,800
52	Finance and Insurance	13-2041	Credit Analysts	200	42.35	88,100	30.40	63,200	39.30	81,700	55.90	116,200
52	Finance and Insurance	13-2051	Financial Analysts	830	55.85	116,100	32.00	66,600	46.15	96,000	66.90	139,200
52	Finance and Insurance	13-2052	Personal Financial Advisors	1,920	59.10	123,000	30.80	64,100	49.30	102,600	72.00	149,800
52	Finance and Insurance	13-2053	Insurance Underwriters	1,170	48.40	100,600	33.30	69,300	42.55	88,500	54.75	113,900
52	Finance and Insurance	13-2061	Financial Examiners	180	44.75	93,100	27.45	57,100	41.00	85,200	55.95	116,400
52	Finance and Insurance	13-2072	Loan Officers	1,050	44.25	92,100	27.75	57,700	39.00	81,100	59.35	123,500
52	Finance and Insurance	13-2099	Financial Specialists, All Other	380	38.80	80,700	28.50	59,300	36.35	75,600	48.05	100,000
52	Finance and Insurance	15-0000	Computer and Mathematical Occupations	4,330	52.95	110,100	38.00	79,000	51.85	107,800	66.55	138,400
52	Finance and Insurance	15-1121	Computer Systems Analysts	570	53.65	111,600	42.20	87,800	53.10	110,500	62.25	129,500
52	Finance and Insurance	15-1122	Information Security Analysts	230	64.10	133,400	53.15	110,500	66.95	139,300	76.00	158,100
52	Finance and Insurance	15-1132	Software Developers, Applications	890	56.65	117,900	43.85	91,200	56.10	116,700	68.15	141,700
52	Finance and Insurance	15-1133	Software Developers, Systems Software	350	65.20	135,600	52.50	109,200	64.80	134,800	79.80	166,000
52	Finance and Insurance	15-1134	Web Developers	30	43.45	90,300	28.05	58,400	42.90	89,200	57.30	119,100
52	Finance and Insurance	15-1141	Database Administrators	180	52.05	108,200	37.85	78,800	54.15	112,600	65.95	137,200
52	Finance and Insurance	15-1142	Network and Computer Systems Administrators	350	55.45	115,300	40.80	84,800	51.80	107,700	70.25	146,100
52	Finance and Insurance	15-1143	Computer Network Architects	120	65.60	136,500	50.75	105,600	64.25	133,600	76.10	158,300
52	Finance and Insurance	15-1151	Computer User Support Specialists	240	30.75	64,000	23.30	48,400	30.40	63,300	37.85	78,700
52	Finance and Insurance	15-1152	Computer Network Support Specialists	210	44.25	92,000	29.40	61,200	39.20	81,500	56.20	116,900
52	Finance and Insurance	15-1199	Computer Occupations, All Other	160	45.65	94,900	36.80	76,500	47.10	98,000	57.30	119,200
52	Finance and Insurance	15-2011	Actuaries	180	52.20	108,600	38.80	80,700	50.20	104,400	61.20	127,300
52	Finance and Insurance	15-2031	Operations Research Analysts	400	57.10	118,800	41.45	86,200	53.95	112,200	71.55	148,800
52	Finance and Insurance	17-0000	Architecture and Engineering Occupations	190	52.35	108,900	42.75	88,900	53.10	110,500	62.50	130,000
52	Finance and Insurance	17-2111	Health and Safety Engineers, Except Mining Safety Engineers and	80	55.60	115,600	48.65	101,200	56.50	117,600	63.65	132,400
52	Finance and Insurance	23-0000	Legal Occupations	730	48.15	100,200	27.30	56,800	41.05	85,300	55.40	115,300
52	Finance and Insurance	23-1011	Lawyers	270	76.25	158,600	52.10	108,300	66.50	138,300	93.95	195,400
52	Finance and Insurance	23-2011	Paralegals and Legal Assistants	120	31.05	64,600	25.50	53,000	32.35	67,200	37.30	77,500

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
52	Finance and Insurance	23-2093	Title Examiners, Abstractors, and Searchers	320								
52	Finance and Insurance	23-2099	Legal Support Workers, All Other	20	23.35	48,500	16.70	34,800	18.45	38,300	23.20	48,200
52	Finance and Insurance	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	100	38.95	81,000	29.25	60,900	38.15	79,400	46.85	97,400
52	Finance and Insurance	27-1024	Graphic Designers	30	31.50	65,600	24.55	51,100	29.65	61,700	36.85	76,600
52	Finance and Insurance	27-3031	Public Relations Specialists	30	45.70	95,000	30.55	63,500	45.40	94,500	59.35	123,500
52	Finance and Insurance	27-3042	Technical Writers	20	41.30	85,900	37.50	78,000	41.95	87,300	46.10	95,900
52	Finance and Insurance	29-0000	Healthcare Practitioners and Technical Occupations	380	48.95	101,800	36.15	75,200	43.30	90,100	49.65	103,300
52	Finance and Insurance	29-1051	Pharmacists		55.55	115,500	51.95	108,000	56.60	117,700	61.20	127,300
52	Finance and Insurance	29-1069	Physicians and Surgeons, All Other	40	115.05	239,300	88.95	185,100				
52	Finance and Insurance	29-1141	Registered Nurses	290	40.55	84,400	35.45	73,700	41.70	86,700	46.90	97,500
52	Finance and Insurance	33-0000	Protective Service Occupations		29.55	61,500	25.65	53,400	30.60	63,700	34.70	72,100
52	Finance and Insurance	37-0000	Building and Grounds Cleaning and Maintenance Occupations	20	17.35	36,100	11.45	23,800	16.15	33,600	24.70	51,400
52	Finance and Insurance	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	10	18.10	37,600	11.50	23,900	16.75	34,800	25.75	53,500
52	Finance and Insurance	41-0000	Sales and Related Occupations	8,170	43.00	89,400	22.00	45,800	29.95	62,300	49.60	103,100
52	Finance and Insurance	41-1011	First-Line Supervisors of Retail Sales Workers	30	28.10	58,400	24.20	50,300	28.35	59,000	34.10	70,900
52	Finance and Insurance	41-1012	First-Line Supervisors of Non-Retail Sales Workers	330	47.75	99,300	31.55	65,600	47.80	99,400	60.20	125,200
52	Finance and Insurance	41-3021	Insurance Sales Agents	3,980	37.25	77,500	21.05	43,800	28.15	58,600	43.25	89,900
52	Finance and Insurance	41-3031	Securities, Commodities, and Financial Services Sales Agents	2,790	54.20	112,700	23.65	49,200	34.35	71,500	64.15	133,400
52	Finance and Insurance	41-3099	Sales Representatives, Services, All Other	470	39.10	81,300	20.95	43,500	31.35	65,200	45.70	95,100
52	Finance and Insurance	41-9041	Telemarketers	120	19.30	40,100	14.05	29,300	20.80	43,200	23.60	49,100
52	Finance and Insurance	41-9099	Sales and Related Workers, All Other	410	34.25	71,300	23.40	48,600	31.25	65,000	44.20	91,900
52	Finance and Insurance	43-0000	Office and Administrative Support Occupations	20,870	22.15	46,100	16.15	33,600	20.80	43,200	26.60	55,400
52	Finance and Insurance	43-1011	First-Line Supervisors of Office and Administrative Support Workers	1,890	33.65	70,000	27.95	58,100	32.40	67,400	37.90	78,800
52	Finance and Insurance	43-3021	Billing and Posting Clerks and Machine Operators	460	20.70	43,100	17.20	35,800	20.00	41,600	24.20	50,400
52	Finance and Insurance	43-3031	Bookkeeping, Accounting, and Auditing Clerks	430	25.15	52,300	18.95	39,400	23.60	49,100	28.85	60,000
52	Finance and Insurance	43-3071	Tellers	3,690	16.45	34,200	13.95	29,000	16.25	33,800	18.65	38,800
52	Finance and Insurance	43-3099	Financial Clerks, All Other	80	22.95	47,800	19.60	40,700	22.70	47,200	26.45	55,000
52	Finance and Insurance	43-4011	Brokerage Clerks	680	29.25	60,900	22.95	47,700	27.95	58,100	33.95	70,600
52	Finance and Insurance	43-4041	Credit Authorizers, Checkers, and Clerks		21.00	43,700	16.65	34,600	18.40	38,200	26.70	55,500
52	Finance and Insurance	43-4051	Customer Service Representatives	3,840	20.30	42,200	14.55	30,200	18.80	39,100	23.55	49,000
52	Finance and Insurance	43-4071	File Clerks	50	15.85	33,000	12.20	25,400	16.70	34,800	18.75	39,000
52	Finance and Insurance	43-4131	Loan Interviewers and Clerks	1,340	21.95	45,700	17.50	36,400	23.20	48,300	27.45	57,100
52	Finance and Insurance	43-4141	New Accounts Clerks	290	22.65	47,100	20.60	42,800	22.45	46,700	24.25	50,500
52	Finance and Insurance	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	40	21.60	44,900	18.35	38,100	22.05	45,900	25.85	53,800
52	Finance and Insurance	43-4171	Receptionists and Information Clerks	210	16.00	33,300	12.00	25,000	15.50	32,200	20.00	41,600
52	Finance and Insurance	43-4199	Information and Record Clerks, All Other		23.70	49,300	21.00	43,700	22.65	47,100	24.40	50,700
52	Finance and Insurance	43-5061	Production, Planning, and Expediting Clerks	50	22.65	47,100	17.10	35,600	22.90	47,600	28.05	58,300
52	Finance and Insurance	43-6011	Executive Secretaries and Executive Administrative Assistants	780	33.60	69,800	25.70	53,400	31.90	66,300	39.35	81,800
52	Finance and Insurance	43-6012	Legal Secretaries	30	31.10	64,700	26.70	55,500	29.65	61,700	35.40	73,600
52	Finance and Insurance	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	1,300	18.95	39,400	13.50	28,100	19.95	41,500	23.05	48,000
52	Finance and Insurance	43-9011	Computer Operators	40	26.65	55,500	23.95	49,800	27.75	57,700	30.90	64,300
52	Finance and Insurance	43-9021	Data Entry Keyers		18.35	38,200	15.25	31,700	17.60	36,600	20.50	42,600
52	Finance and Insurance	43-9022	Word Processors and Typists		21.45	44,600	16.50	34,300	19.55	40,700	25.10	52,200
52	Finance and Insurance	43-9041	Insurance Claims and Policy Processing Clerks	3,760	22.90	47,700	18.75	39,100	22.50	46,800	26.65	55,400
52	Finance and Insurance	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	70	17.90	37,300	15.80	32,800	17.90	37,200	20.60	42,800
52	Finance and Insurance	43-9061	Office Clerks, General	890	19.40	40,300	15.05	31,400	18.65	38,800	24.75	51,500
52	Finance and Insurance	43-9071	Office Machine Operators, Except Computer	50	12.80	26,600	10.55	22,000	11.75	24,500	14.10	29,400
52	Finance and Insurance	43-9199	Office and Administrative Support Workers, All Other	70	17.20	35,800	9.40	19,500	19.90	41,400	22.70	47,200
52	Finance and Insurance	49-0000	Installation, Maintenance, and Repair Occupations	40	25.35	52,700	18.50	38,500	25.55	53,200	31.30	65,100

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
52	Finance and Insurance	49-9071	Maintenance and Repair Workers, General	30	24.10	50,100	17.60	36,600	24.30	50,600	29.05	60,400
53	Real Estate and Rental and Leasing	00-0000	Total all occupations	17,880	27.35	56,900	14.50	30,200	20.80	43,300	30.90	64,300
53	Real Estate and Rental and Leasing	11-0000	Management Occupations	1,680	66.45	138,200	41.55	86,400	53.75	111,800	78.00	162,200
53	Real Estate and Rental and Leasing	11-1021	General and Operations Managers	320	106.50	221,500	64.40	134,000				
53	Real Estate and Rental and Leasing	11-2021	Marketing Managers	30	72.40	150,600	55.60	115,600	61.20	127,300	78.55	163,400
53	Real Estate and Rental and Leasing	11-2022	Sales Managers		73.60	153,100	65.75	136,700	71.15	148,000	76.50	159,200
53	Real Estate and Rental and Leasing	11-3011	Administrative Services Managers	110	63.75	132,600	51.20	106,500	65.70	136,600	76.45	159,000
53	Real Estate and Rental and Leasing	11-3031	Financial Managers	100	88.75	184,600	59.65	124,100	74.15	154,200		
53	Real Estate and Rental and Leasing	11-9021	Construction Managers	40	90.55	188,300	47.40	98,500	80.90	168,200		
53	Real Estate and Rental and Leasing	11-9141	Property, Real Estate, and Community Association Managers	890	44.85	93,300	34.95	72,700	42.70	88,800	49.20	102,300
53	Real Estate and Rental and Leasing	11-9199	Managers, All Other	10	93.60	194,700	62.50	130,000	87.05	181,100		
53	Real Estate and Rental and Leasing	13-0000	Business and Financial Operations Occupations	1,150	39.85	82,800	25.75	53,600	37.55	78,100	47.00	97,700
53	Real Estate and Rental and Leasing	13-1020	Buyers and Purchasing Agents	20	44.65	92,900	30.65	63,700	36.85	76,600	45.60	94,900
53	Real Estate and Rental and Leasing	13-1071	Human Resources Specialists	30	53.40	111,100	38.95	81,000	48.05	100,000	70.00	145,600
53	Real Estate and Rental and Leasing	13-1151	Training and Development Specialists		25.95	54,000	16.35	34,000	18.10	37,600	39.45	82,100
53	Real Estate and Rental and Leasing	13-1161	Market Research Analysts and Marketing Specialists	130	43.70	90,900	28.80	59,900	38.60	80,300	49.20	102,300
53	Real Estate and Rental and Leasing	13-1199	Business Operations Specialists, All Other	110	40.85	85,000	31.05	64,500	39.55	82,300	48.25	100,300
53	Real Estate and Rental and Leasing	13-2011	Accountants and Auditors	300	41.75	86,800	33.70	70,100	39.60	82,400	46.75	97,300
53	Real Estate and Rental and Leasing	13-2051	Financial Analysts	20	48.50	100,900	34.15	71,000	38.00	79,000	49.85	103,600
53	Real Estate and Rental and Leasing	13-2099	Financial Specialists, All Other		49.50	102,900	33.15	69,000	37.25	77,500	72.80	151,500
53	Real Estate and Rental and Leasing	15-0000	Computer and Mathematical Occupations	140	48.40	100,700	32.90	68,400	47.75	99,300	60.30	125,400
53	Real Estate and Rental and Leasing	15-1132	Software Developers, Applications	20	51.10	106,300	35.40	73,700	43.70	90,900	68.25	141,900
53	Real Estate and Rental and Leasing	15-1142	Network and Computer Systems Administrators	20	61.10	127,100	49.75	103,500	60.00	124,800	70.45	146,600
53	Real Estate and Rental and Leasing	15-1151	Computer User Support Specialists		31.25	65,000	24.35	50,600	30.00	62,400	38.05	79,100
53	Real Estate and Rental and Leasing	17-0000	Architecture and Engineering Occupations	40	50.95	105,900	40.05	83,400	50.95	105,900	63.25	131,600
53	Real Estate and Rental and Leasing	21-0000	Community and Social Services Occupations		25.30	52,700	25.25	52,500	27.00	56,200	28.80	59,900
53	Real Estate and Rental and Leasing	23-0000	Legal Occupations	50	81.05	168,500	35.70	74,300	60.95	126,800		
53	Real Estate and Rental and Leasing	23-1011	Lawyers	30	115.65	240,600	76.85	159,800				
53	Real Estate and Rental and Leasing	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations		38.90	80,900	23.50	48,900	33.15	68,900	43.10	89,600
53	Real Estate and Rental and Leasing	33-0000	Protective Service Occupations	200	18.00	37,500	13.05	27,100	17.10	35,500	19.80	41,200
53	Real Estate and Rental and Leasing	33-1099	First-Line Supervisors of Protective Service Workers, All Other	20	31.25	65,000	26.45	55,000	30.20	62,800	37.75	78,600
53	Real Estate and Rental and Leasing	37-0000	Building and Grounds Cleaning and Maintenance Occupations	1,210	14.40	29,900	11.05	23,000	13.95	29,000	16.80	34,900
53	Real Estate and Rental and Leasing	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers		31.75	66,000	20.05	41,700	35.25	73,400	38.25	79,500
53	Real Estate and Rental and Leasing	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	950	13.90	28,900	10.95	22,800	14.00	29,100	16.75	34,800
53	Real Estate and Rental and Leasing	37-3011	Landscaping and Groundskeeping Workers	40	13.45	27,900	9.50	19,800	11.05	23,000	15.85	33,000
53	Real Estate and Rental and Leasing	39-0000	Personal Care and Service Occupations		15.15	31,500	12.20	25,400	13.60	28,300	16.00	33,300
53	Real Estate and Rental and Leasing	39-9032	Recreation Workers		23.40	48,700	24.05	50,000	26.10	54,300	28.20	58,600
53	Real Estate and Rental and Leasing	41-0000	Sales and Related Occupations	2,570	27.30	56,800	15.00	31,200	22.05	45,800	29.50	61,400
53	Real Estate and Rental and Leasing	41-1011	First-Line Supervisors of Retail Sales Workers		20.55	42,800	16.55	34,500	18.50	38,500	23.25	48,300
53	Real Estate and Rental and Leasing	41-1012	First-Line Supervisors of Non-Retail Sales Workers	140	53.55	111,400	29.20	60,700	40.05	83,300	60.90	126,700
53	Real Estate and Rental and Leasing	41-2021	Counter and Rental Clerks	790	15.30	31,900	10.65	22,200	12.70	26,400	18.65	38,800
53	Real Estate and Rental and Leasing	41-3099	Sales Representatives, Services, All Other	300	39.70	82,600	26.30	54,700	30.30	63,100	41.50	86,300
53	Real Estate and Rental and Leasing	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products		61.20	127,300	42.95	89,300	67.40	140,100	74.45	154,900
53	Real Estate and Rental and Leasing	41-9022	Real Estate Sales Agents	880	25.85	53,800	18.40	38,200	24.60	51,200	28.20	58,700
53	Real Estate and Rental and Leasing	41-9099	Sales and Related Workers, All Other	40	26.40	54,900	20.35	42,400	27.00	56,100	31.15	64,800
53	Real Estate and Rental and Leasing	43-0000	Office and Administrative Support Occupations	5,150	20.35	42,300	12.70	26,400	19.85	41,300	26.15	54,400
53	Real Estate and Rental and Leasing	43-1011	First-Line Supervisors of Office and Administrative Support Work	230	35.90	74,600	26.15	54,400	34.65	72,000	43.00	89,500
53	Real Estate and Rental and Leasing	43-3021	Billing and Posting Clerks and Machine Operators	80	22.05	45,900	18.60	38,700	21.75	45,300	24.60	51,100

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
53	Real Estate and Rental and Leasing	43-3031	Bookkeeping, Accounting, and Auditing Clerks	550	25.15	52,300	19.50	40,500	23.20	48,200	27.95	58,200
53	Real Estate and Rental and Leasing	43-3061	Procurement Clerks	30	22.45	46,700	17.50	36,400	24.60	51,200	28.35	58,900
53	Real Estate and Rental and Leasing	43-4051	Customer Service Representatives		14.55	30,300	10.70	22,300	12.25	25,500	17.25	35,900
53	Real Estate and Rental and Leasing	43-4171	Receptionists and Information Clerks	430	14.35	29,800	11.00	22,800	13.25	27,600	16.75	34,800
53	Real Estate and Rental and Leasing	43-5032	Dispatchers, Except Police, Fire, and Ambulance		25.55	53,100	21.15	44,000	24.50	50,900	29.95	62,300
53	Real Estate and Rental and Leasing	43-5061	Production, Planning, and Expediting Clerks		24.65	51,300	21.35	44,400	25.35	52,800	28.35	58,900
53	Real Estate and Rental and Leasing	43-5081	Stock Clerks and Order Fillers		13.15	27,300	10.60	22,100	11.70	24,300	13.60	28,300
53	Real Estate and Rental and Leasing	43-6011	Executive Secretaries and Executive Administrative Assistants	480	27.45	57,100	24.00	50,000	27.35	56,900	30.25	62,900
53	Real Estate and Rental and Leasing	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	980	15.95	33,100	12.10	25,200	14.40	29,900	20.35	42,400
53	Real Estate and Rental and Leasing	43-9061	Office Clerks, General	1,460	20.95	43,600	15.55	32,300	21.75	45,200	27.45	57,100
53	Real Estate and Rental and Leasing	43-9071	Office Machine Operators, Except Computer		11.45	23,800	9.35	19,500	10.30	21,400	11.20	23,300
53	Real Estate and Rental and Leasing	47-0000	Construction and Extraction Occupations	180	33.90	70,500	22.20	46,100	31.15	64,800	46.90	97,600
53	Real Estate and Rental and Leasing	47-1011	First-Line Supervisors of Construction Trades and Extraction Work		49.20	102,300	44.25	92,100	51.90	107,900	57.40	119,400
53	Real Estate and Rental and Leasing	47-2141	Painters, Construction and Maintenance		16.35	34,000	15.05	31,300	16.80	34,900	18.20	37,800
53	Real Estate and Rental and Leasing	49-0000	Installation, Maintenance, and Repair Occupations	4,260	21.45	44,700	15.05	31,300	18.75	39,000	26.10	54,300
53	Real Estate and Rental and Leasing	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	440	34.50	71,800	24.05	50,100	34.10	70,900	39.45	82,100
53	Real Estate and Rental and Leasing	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	260	26.65	55,500	23.10	48,000	27.70	57,600	31.00	64,400
53	Real Estate and Rental and Leasing	49-3042	Mobile Heavy Equipment Mechanics, Except Engines		34.80	72,400	22.30	46,400	38.50	80,100	45.65	95,000
53	Real Estate and Rental and Leasing	49-9071	Maintenance and Repair Workers, General	3,220	18.50	38,500	14.30	29,700	17.25	35,900	21.25	44,200
53	Real Estate and Rental and Leasing	51-0000	Production Occupations	20	24.10	50,200	14.85	30,900	25.75	53,500	29.50	61,400
53	Real Estate and Rental and Leasing	53-0000	Transportation and Material Moving Occupations	680	19.30	40,100	12.05	25,100	16.30	33,900	22.95	47,700
53	Real Estate and Rental and Leasing	53-1048	First-line supervisors of transportation and material moving workers, except	70	31.80	66,200	22.80	47,400	28.60	59,500	44.50	92,500
53	Real Estate and Rental and Leasing	53-3032	Heavy and Tractor-Trailer Truck Drivers	120	22.95	47,800	17.55	36,500	22.05	45,900	27.70	57,600
53	Real Estate and Rental and Leasing	53-3033	Light Truck or Delivery Services Drivers		16.55	34,400	14.85	30,900	16.80	34,900	18.45	38,300
53	Real Estate and Rental and Leasing	53-3041	Taxi Drivers and Chauffeurs		15.20	31,600	10.65	22,200	13.35	27,700	18.85	39,200
53	Real Estate and Rental and Leasing	53-7061	Cleaners of Vehicles and Equipment		14.70	30,600	10.70	22,200	16.60	34,500	18.55	38,600
53	Real Estate and Rental and Leasing	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	150	14.65	30,400	11.40	23,700	13.70	28,500	16.35	34,000
54	Professional, Scientific, and Technical Services	00-0000	Total all occupations	110,430	48.45	100,800	25.85	53,800	40.25	83,700	63.40	131,900
54	Professional, Scientific, and Technical Services	11-0000	Management Occupations	14,120	86.20	179,200	58.35	121,300	77.55	161,300		
54	Professional, Scientific, and Technical Services	11-1011	Chief Executives	40	100.85	209,800	77.90	162,000	99.00	205,900		
54	Professional, Scientific, and Technical Services	11-1021	General and Operations Managers	2,570	89.00	185,100	51.30	106,700	77.45	161,100		
54	Professional, Scientific, and Technical Services	11-2011	Advertising and Promotions Managers	100	84.20	175,200	62.80	130,700	76.05	158,200	95.35	198,300
54	Professional, Scientific, and Technical Services	11-2021	Marketing Managers	1,690	90.30	187,800	56.40	117,300	83.30	173,300		
54	Professional, Scientific, and Technical Services	11-2022	Sales Managers	830	97.25	202,300	68.90	143,300	86.00	178,900		
54	Professional, Scientific, and Technical Services	11-2031	Public Relations and Fundraising Managers	230	89.85	186,900	48.45	100,800	77.60	161,400		
54	Professional, Scientific, and Technical Services	11-3011	Administrative Services Managers	530	78.80	164,000	55.00	114,400	66.25	137,800	91.55	190,400
54	Professional, Scientific, and Technical Services	11-3021	Computer and Information Systems Managers	2,200	92.10	191,600	69.65	144,900	84.10	175,000		
54	Professional, Scientific, and Technical Services	11-3031	Financial Managers	1,570	93.85	195,200	69.15	143,800	85.25	177,300		
54	Professional, Scientific, and Technical Services	11-3051	Industrial Production Managers	120	79.10	164,600	64.25	133,600	72.35	150,500	82.05	170,600
54	Professional, Scientific, and Technical Services	11-3061	Purchasing Managers	110	103.55	215,400	81.00	168,500	94.15	195,900		
54	Professional, Scientific, and Technical Services	11-3071	Transportation, Storage, and Distribution Managers	60	68.90	143,300	53.35	111,000	60.85	126,600	75.55	157,200
54	Professional, Scientific, and Technical Services	11-3111	Compensation and Benefits Managers	50	87.35	181,700	57.50	119,600	80.70	167,800		
54	Professional, Scientific, and Technical Services	11-3121	Human Resources Managers	380	90.95	189,200	60.25	125,300	80.80	168,000		
54	Professional, Scientific, and Technical Services	11-3131	Training and Development Managers	170								
54	Professional, Scientific, and Technical Services	11-9021	Construction Managers	10	54.90	114,200	52.65	109,500	55.90	116,300	59.20	123,100
54	Professional, Scientific, and Technical Services	11-9041	Architectural and Engineering Managers	640	79.30	165,000	64.00	133,200	78.30	162,900	93.45	194,400
54	Professional, Scientific, and Technical Services	11-9111	Medical and Health Services Managers	50	72.10	149,900	48.80	101,600	59.85	124,400	87.80	182,600
54	Professional, Scientific, and Technical Services	11-9121	Natural Sciences Managers	630	87.25	181,500	59.50	123,700	80.15	166,800		
54	Professional, Scientific, and Technical Services	11-9199	Managers, All Other	2,150	66.05	137,400	49.55	103,000	60.00	124,800	76.60	159,300

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
54	Professional, Scientific, and Technical Services	13-0000	Business and Financial Operations Occupations	18,250	45.25	94,100	29.65	61,700	39.35	81,800	56.55	117,600
54	Professional, Scientific, and Technical Services	13-1020	Buyers and Purchasing Agents	440	50.10	104,200	34.05	70,800	44.80	93,100	67.00	139,400
54	Professional, Scientific, and Technical Services	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety,	670	42.45	88,200	33.75	70,200	40.75	84,700	48.30	100,500
54	Professional, Scientific, and Technical Services	13-1051	Cost Estimators	30	38.30	79,600	32.10	66,800	37.30	77,600	45.25	94,100
54	Professional, Scientific, and Technical Services	13-1071	Human Resources Specialists	1,610	45.40	94,500	32.75	68,100	38.55	80,200	53.15	110,600
54	Professional, Scientific, and Technical Services	13-1081	Logisticians	360	41.70	86,800	29.15	60,600	37.65	78,300	55.10	114,600
54	Professional, Scientific, and Technical Services	13-1111	Management Analysts	1,800	61.40	127,700	40.80	84,900	58.50	121,700	76.70	159,600
54	Professional, Scientific, and Technical Services	13-1121	Meeting, Convention, and Event Planners	140	33.95	70,700	26.30	54,700	32.50	67,600	39.15	81,500
54	Professional, Scientific, and Technical Services	13-1141	Compensation, Benefits, and Job Analysis Specialists	80	46.40	96,500	35.60	74,000	44.15	91,900	56.70	117,900
54	Professional, Scientific, and Technical Services	13-1151	Training and Development Specialists	760	42.20	87,700	29.40	61,100	40.65	84,500	54.60	113,600
54	Professional, Scientific, and Technical Services	13-1161	Market Research Analysts and Marketing Specialists	3,020	48.15	100,200	28.60	59,500	39.45	82,100	62.45	129,900
54	Professional, Scientific, and Technical Services	13-1199	Business Operations Specialists, All Other	3,210	36.70	76,400	24.30	50,600	33.65	70,000	45.20	94,000
54	Professional, Scientific, and Technical Services	13-2011	Accountants and Auditors	4,210	47.45	98,700	32.45	67,500	41.75	86,800	58.05	120,700
54	Professional, Scientific, and Technical Services	13-2031	Budget Analysts	120	44.80	93,200	33.10	68,900	42.20	87,700	53.05	110,300
54	Professional, Scientific, and Technical Services	13-2041	Credit Analysts	20	43.00	89,400	37.85	78,800	43.75	91,000	48.35	100,600
54	Professional, Scientific, and Technical Services	13-2051	Financial Analysts	580	46.40	96,500	34.40	71,600	44.40	92,400	57.95	120,500
54	Professional, Scientific, and Technical Services	13-2099	Financial Specialists, All Other	370	41.30	85,900	28.25	58,800	37.70	78,400	51.00	106,100
54	Professional, Scientific, and Technical Services	15-0000	Computer and Mathematical Occupations	20,560	50.95	106,000	36.30	75,600	48.50	100,900	64.35	133,900
54	Professional, Scientific, and Technical Services	15-1121	Computer Systems Analysts	1,980	51.45	107,000	40.75	84,800	48.55	101,000	61.55	128,000
54	Professional, Scientific, and Technical Services	15-1122	Information Security Analysts	510	58.00	120,600	30.90	64,300	51.45	107,000	72.15	150,100
54	Professional, Scientific, and Technical Services	15-1131	Computer Programmers	1,600								
54	Professional, Scientific, and Technical Services	15-1132	Software Developers, Applications	7,860	52.60	109,400	39.70	82,600	50.35	104,800	65.80	136,900
54	Professional, Scientific, and Technical Services	15-1133	Software Developers, Systems Software	1,260	59.40	123,600	45.05	93,700	56.95	118,500	74.95	155,900
54	Professional, Scientific, and Technical Services	15-1134	Web Developers	230	52.30	108,800	39.70	82,600	47.50	98,800	67.25	139,900
54	Professional, Scientific, and Technical Services	15-1141	Database Administrators	420	59.75	124,300	47.80	99,500	62.05	129,100	73.55	153,000
54	Professional, Scientific, and Technical Services	15-1142	Network and Computer Systems Administrators	1,020	47.30	98,400	36.15	75,200	46.00	95,700	58.50	121,700
54	Professional, Scientific, and Technical Services	15-1143	Computer Network Architects	650	65.35	135,900	50.35	104,700	62.95	131,000	77.85	161,900
54	Professional, Scientific, and Technical Services	15-1151	Computer User Support Specialists	1,360	41.85	87,000	27.85	57,900	37.35	77,700	56.10	116,700
54	Professional, Scientific, and Technical Services	15-1152	Computer Network Support Specialists	810	39.20	81,500	24.35	50,600	37.10	77,200	48.75	101,400
54	Professional, Scientific, and Technical Services	15-1199	Computer Occupations, All Other	2,010	50.95	105,900	40.35	84,000	52.20	108,500	62.25	129,400
54	Professional, Scientific, and Technical Services	15-2011	Actuaries	20	42.40	88,200	36.95	76,800	42.80	89,000	48.20	100,300
54	Professional, Scientific, and Technical Services	15-2021	Mathematicians	80	55.75	116,000	38.30	79,700	55.95	116,300	69.35	144,200
54	Professional, Scientific, and Technical Services	15-2031	Operations Research Analysts	430	64.30	133,700	48.00	99,800	64.95	135,100	76.90	160,000
54	Professional, Scientific, and Technical Services	15-2041	Statisticians	240	52.15	108,500	37.65	78,300	49.20	102,400	62.50	130,000
54	Professional, Scientific, and Technical Services	15-2090	Miscellaneous Mathematical Science Occupations	30	44.10	91,800	35.55	74,000	42.25	87,900	47.80	99,400
54	Professional, Scientific, and Technical Services	17-0000	Architecture and Engineering Occupations	6,240	43.65	90,800	29.10	60,500	39.70	82,600	54.95	114,300
54	Professional, Scientific, and Technical Services	17-1011	Architects, Except Landscape and Naval	810	38.30	79,700	28.10	58,500	36.60	76,200	45.75	95,200
54	Professional, Scientific, and Technical Services	17-1012	Landscape Architects	30	34.30	71,300	29.05	60,500	33.45	69,600	38.55	80,200
54	Professional, Scientific, and Technical Services	17-1021	Cartographers and Photogrammetrists		48.60	101,100	42.20	87,800	46.85	97,500	55.15	114,700
54	Professional, Scientific, and Technical Services	17-1022	Surveyors	370	32.45	67,500	18.35	38,200	33.10	68,800	44.05	91,600
54	Professional, Scientific, and Technical Services	17-2041	Chemical Engineers	170	55.85	116,200	41.20	85,700	54.20	112,800	67.85	141,100
54	Professional, Scientific, and Technical Services	17-2051	Civil Engineers	1,460	55.15	114,700	40.25	83,700	53.25	110,800	70.25	146,200
54	Professional, Scientific, and Technical Services	17-2061	Computer Hardware Engineers	20	63.30	131,700	44.45	92,500	59.65	124,100	75.70	157,500
54	Professional, Scientific, and Technical Services	17-2071	Electrical Engineers	270	57.15	118,800	43.95	91,400	53.30	110,900	68.20	141,900
54	Professional, Scientific, and Technical Services	17-2072	Electronics Engineers, Except Computer	220	66.45	138,200	53.65	111,500	59.70	124,200	76.00	158,100
54	Professional, Scientific, and Technical Services	17-2081	Environmental Engineers	310	38.85	80,800	26.10	54,300	39.25	81,600	48.25	100,400
54	Professional, Scientific, and Technical Services	17-2111	Health and Safety Engineers, Except Mining Safety Engineers and	80	50.10	104,200	36.20	75,300	50.20	104,500	64.60	134,300
54	Professional, Scientific, and Technical Services	17-2112	Industrial Engineers	110	57.45	119,500	45.70	95,100	57.75	120,200	71.05	147,800
54	Professional, Scientific, and Technical Services	17-2141	Mechanical Engineers	370	42.05	87,400	31.75	66,000	38.85	80,800	49.30	102,500

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
54	Professional, Scientific, and Technical Services	17-2199	Engineers, All Other	210	43.45	90,400	29.90	62,200	40.20	83,600	49.70	103,400
54	Professional, Scientific, and Technical Services	17-3011	Architectural and Civil Drafters	850	29.30	60,900	25.65	53,300	30.20	62,800	35.20	73,300
54	Professional, Scientific, and Technical Services	17-3013	Mechanical Drafters		34.95	72,700	31.60	65,700	34.95	72,700	38.25	79,600
54	Professional, Scientific, and Technical Services	17-3022	Civil Engineering Technicians	150	33.00	68,600	24.90	51,800	30.40	63,300	37.85	78,700
54	Professional, Scientific, and Technical Services	17-3023	Electrical and Electronics Engineering Technicians	170	32.00	66,600	23.90	49,700	29.90	62,200	38.35	79,800
54	Professional, Scientific, and Technical Services	17-3025	Environmental Engineering Technicians	90	23.70	49,200	19.10	39,700	21.15	44,000	23.40	48,600
54	Professional, Scientific, and Technical Services	17-3026	Industrial Engineering Technicians	10	31.55	65,600	26.40	54,900	29.95	62,300	36.65	76,300
54	Professional, Scientific, and Technical Services	17-3027	Mechanical Engineering Technicians	40								
54	Professional, Scientific, and Technical Services	17-3029	Engineering Technicians, Except Drafters, All Other	170	27.80	57,900	10.85	22,600	25.05	52,100	42.60	88,600
54	Professional, Scientific, and Technical Services	17-3031	Surveying and Mapping Technicians	80	27.00	56,200	22.50	46,800	27.70	57,600	31.45	65,400
54	Professional, Scientific, and Technical Services	19-0000	Life, Physical, and Social Science Occupations	7,360	64.70	134,600	37.95	78,900	57.50	119,600	80.45	167,300
54	Professional, Scientific, and Technical Services	19-1021	Biochemists and Biophysicists	3,420								
54	Professional, Scientific, and Technical Services	19-1022	Microbiologists	70	33.40	69,400	26.80	55,700	31.70	65,900	39.20	81,600
54	Professional, Scientific, and Technical Services	19-1029	Biological Scientists, All Other	10	30.80	64,100	15.30	31,900	22.20	46,200	51.45	107,000
54	Professional, Scientific, and Technical Services	19-1042	Medical Scientists, Except Epidemiologists	810	75.25	156,500	52.05	108,300	65.40	136,000	87.35	181,700
54	Professional, Scientific, and Technical Services	19-1099	Life Scientists, All Other	40	54.25	112,900	35.65	74,100	51.85	107,800	71.20	148,100
54	Professional, Scientific, and Technical Services	19-2012	Physicists		56.45	117,400	45.70	95,100	56.05	116,600	68.50	142,500
54	Professional, Scientific, and Technical Services	19-2031	Chemists	580	45.55	94,700	34.60	72,000	42.15	87,600	53.50	111,300
54	Professional, Scientific, and Technical Services	19-2041	Environmental Scientists and Specialists, Including Health	720	40.55	84,400	26.20	54,500	34.75	72,300	44.90	93,400
54	Professional, Scientific, and Technical Services	19-2042	Geoscientists, Except Hydrologists and Geographers	70	50.85	105,800	43.10	89,700	50.45	104,900	59.75	124,300
54	Professional, Scientific, and Technical Services	19-3011	Economists		53.60	111,500	36.10	75,100	45.50	94,600	59.35	123,400
54	Professional, Scientific, and Technical Services	19-3022	Survey Researchers	40	25.30	52,700	19.00	39,600	21.85	45,500	25.50	53,000
54	Professional, Scientific, and Technical Services	19-4031	Chemical Technicians	560								
54	Professional, Scientific, and Technical Services	19-4091	Environmental Science and Protection Technicians, Including Health	120	21.15	44,000	15.30	31,900	18.55	38,600	27.25	56,700
54	Professional, Scientific, and Technical Services	23-0000	Legal Occupations	9,150	57.55	119,700	32.20	67,000	48.00	99,800	72.65	151,100
54	Professional, Scientific, and Technical Services	23-1011	Lawyers	6,500	69.25	144,000	43.95	91,400	61.55	128,100	79.95	166,300
54	Professional, Scientific, and Technical Services	23-1022	Arbitrators, Mediators, and Conciliators		35.50	73,800	23.55	49,000	40.30	83,800	45.70	95,100
54	Professional, Scientific, and Technical Services	23-2011	Paralegals and Legal Assistants	2,560	28.60	59,400	20.50	42,700	28.15	58,500	34.60	72,000
54	Professional, Scientific, and Technical Services	23-2099	Legal Support Workers, All Other		35.15	73,100	28.50	59,300	32.45	67,500	38.25	79,600
54	Professional, Scientific, and Technical Services	25-0000	Education, Training, and Library Occupations	50	33.25	69,200	25.00	52,000	31.50	65,500	43.65	90,800
54	Professional, Scientific, and Technical Services	25-4021	Librarians	30	37.90	78,800	29.60	61,600	40.00	83,200	46.00	95,600
54	Professional, Scientific, and Technical Services	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	3,010	37.85	78,700	21.50	44,700	32.05	66,700	47.15	98,000
54	Professional, Scientific, and Technical Services	27-1011	Art Directors	340	52.85	110,000	41.15	85,600	47.95	99,700	60.35	125,500
54	Professional, Scientific, and Technical Services	27-1014	Multimedia Artists and Animators	180	41.90	87,100	34.05	70,800	42.10	87,600	50.55	105,200
54	Professional, Scientific, and Technical Services	27-1024	Graphic Designers	780	27.20	56,600	19.55	40,700	26.90	55,900	33.80	70,300
54	Professional, Scientific, and Technical Services	27-1025	Interior Designers	120	23.85	49,600	12.00	24,900	22.35	46,500	28.05	58,300
54	Professional, Scientific, and Technical Services	27-2012	Producers and Directors		41.25	85,800	26.70	55,600	29.10	60,500	40.05	83,300
54	Professional, Scientific, and Technical Services	27-3031	Public Relations Specialists	440	46.80	97,300	24.55	51,100	40.00	83,200	68.95	143,400
54	Professional, Scientific, and Technical Services	27-3041	Editors	160	43.25	90,000	30.90	64,300	37.90	78,800	46.75	97,300
54	Professional, Scientific, and Technical Services	27-3042	Technical Writers	240	43.10	89,600	32.25	67,100	41.75	86,900	55.10	114,600
54	Professional, Scientific, and Technical Services	27-4021	Photographers	260								
54	Professional, Scientific, and Technical Services	29-0000	Healthcare Practitioners and Technical Occupations	2,420	28.90	60,100	18.00	37,400	23.15	48,100	31.55	65,600
54	Professional, Scientific, and Technical Services	29-1051	Pharmacists		68.95	143,400	56.55	117,600	62.70	130,400	74.65	155,300
54	Professional, Scientific, and Technical Services	29-1069	Physicians and Surgeons, All Other	40	91.95	191,300	49.75	103,500	83.90	174,500		
54	Professional, Scientific, and Technical Services	29-1131	Veterinarians	290	53.15	110,500	39.40	82,000	53.90	112,100	62.30	129,600
54	Professional, Scientific, and Technical Services	29-2056	Veterinary Technologists and Technicians	800	20.15	41,900	17.25	35,800	20.00	41,600	23.25	48,400
54	Professional, Scientific, and Technical Services	29-2071	Medical Records and Health Information Technicians	550	19.45	40,500	16.25	33,900	17.60	36,600	18.95	39,400
54	Professional, Scientific, and Technical Services	29-9011	Occupational Health and Safety Specialists	230	31.95	66,500	25.90	53,900	29.65	61,700	35.45	73,700
54	Professional, Scientific, and Technical Services	29-9012	Occupational Health and Safety Technicians	20	39.05	81,200	28.15	58,500	40.20	83,600	49.90	103,800

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
54	Professional, Scientific, and Technical Services	31-0000	Healthcare Support Occupations	840	14.95	31,100	10.45	21,700	11.95	24,800	18.45	38,300
54	Professional, Scientific, and Technical Services	31-9096	Veterinary Assistants and Laboratory Animal Caretakers	720	13.85	28,800	10.25	21,300	11.50	23,900	16.00	33,300
54	Professional, Scientific, and Technical Services	33-0000	Protective Service Occupations		20.25	42,100	11.20	23,300	17.00	35,300	24.60	51,200
54	Professional, Scientific, and Technical Services	33-9032	Security Guards		15.90	33,100	10.40	21,600	14.45	30,000	21.25	44,200
54	Professional, Scientific, and Technical Services	37-0000	Building and Grounds Cleaning and Maintenance Occupations	240	15.55	32,400	12.00	25,000	13.95	29,000	16.35	34,000
54	Professional, Scientific, and Technical Services	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners		14.90	31,000	11.45	23,800	13.15	27,300	15.25	31,700
54	Professional, Scientific, and Technical Services	41-0000	Sales and Related Occupations	5,250	42.80	89,000	24.20	50,300	37.65	78,300	55.15	114,800
54	Professional, Scientific, and Technical Services	41-1012	First-Line Supervisors of Non-Retail Sales Workers	190	50.75	105,600	32.30	67,100	49.65	103,300	66.10	137,400
54	Professional, Scientific, and Technical Services	41-3011	Advertising Sales Agents	480	42.40	88,200	30.10	62,600	41.55	86,400	48.35	100,600
54	Professional, Scientific, and Technical Services	41-3099	Sales Representatives, Services, All Other	2,500	49.40	102,800	30.30	63,100	45.20	94,000	61.50	127,900
54	Professional, Scientific, and Technical Services	41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and	180	38.45	80,000	26.05	54,200	35.10	73,000	45.95	95,600
54	Professional, Scientific, and Technical Services	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and	770	51.00	106,100	22.50	46,800	38.95	81,000	70.30	146,200
54	Professional, Scientific, and Technical Services	41-9099	Sales and Related Workers, All Other	270	29.60	61,500	21.55	44,800	28.30	58,800	35.95	74,800
54	Professional, Scientific, and Technical Services	43-0000	Office and Administrative Support Occupations	18,720	23.30	48,400	16.50	34,300	21.85	45,400	29.15	60,600
54	Professional, Scientific, and Technical Services	43-1011	First-Line Supervisors of Office and Administrative Support Work	990	34.15	71,100	27.55	57,300	34.60	71,900	40.05	83,300
54	Professional, Scientific, and Technical Services	43-2011	Switchboard Operators, Including Answering Service	20	53.90	112,100	19.85	41,300	66.95	139,300	76.05	158,200
54	Professional, Scientific, and Technical Services	43-3011	Bill and Account Collectors	80	26.90	56,000	22.05	45,900	27.30	56,800	33.50	69,700
54	Professional, Scientific, and Technical Services	43-3021	Billing and Posting Clerks and Machine Operators	900	25.65	53,400	22.10	45,900	26.25	54,600	29.50	61,300
54	Professional, Scientific, and Technical Services	43-3031	Bookkeeping, Accounting, and Auditing Clerks	1,460	22.45	46,700	17.55	36,500	22.30	46,400	26.85	55,900
54	Professional, Scientific, and Technical Services	43-3051	Payroll and Timekeeping Clerks	330	18.50	38,500	11.55	24,000	17.55	36,500	23.95	49,800
54	Professional, Scientific, and Technical Services	43-3061	Procurement Clerks	50	33.35	69,400	22.50	46,800	29.00	60,300	44.00	91,500
54	Professional, Scientific, and Technical Services	43-4051	Customer Service Representatives	1,930	23.05	48,000	16.85	35,000	22.00	45,700	27.70	57,600
54	Professional, Scientific, and Technical Services	43-4071	File Clerks	350	15.65	32,500	12.40	25,800	14.55	30,200	17.65	36,800
54	Professional, Scientific, and Technical Services	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	150	22.10	46,000	19.45	40,400	22.05	45,900	24.50	50,900
54	Professional, Scientific, and Technical Services	43-4171	Receptionists and Information Clerks	840	17.75	36,900	15.30	31,900	17.50	36,400	19.60	40,800
54	Professional, Scientific, and Technical Services	43-4199	Information and Record Clerks, All Other		22.35	46,500	19.60	40,700	22.30	46,400	25.25	52,600
54	Professional, Scientific, and Technical Services	43-5032	Dispatchers, Except Police, Fire, and Ambulance	70	24.15	50,200	20.80	43,200	23.10	48,100	27.35	56,900
54	Professional, Scientific, and Technical Services	43-5061	Production, Planning, and Expediting Clerks	180	28.30	58,900	21.95	45,700	26.85	55,800	32.90	68,400
54	Professional, Scientific, and Technical Services	43-5071	Shipping, Receiving, and Traffic Clerks	90	16.90	35,200	14.05	29,200	16.85	35,100	19.50	40,600
54	Professional, Scientific, and Technical Services	43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping		19.45	40,400	15.70	32,600	19.10	39,700	23.25	48,400
54	Professional, Scientific, and Technical Services	43-6011	Executive Secretaries and Executive Administrative Assistants	1,380	32.90	68,500	27.65	57,500	33.05	68,700	37.65	78,400
54	Professional, Scientific, and Technical Services	43-6012	Legal Secretaries	3,460	24.90	51,800	17.20	35,700	24.05	50,100	32.25	67,100
54	Professional, Scientific, and Technical Services	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	2,370	21.35	44,400	16.75	34,900	21.00	43,700	26.00	54,100
54	Professional, Scientific, and Technical Services	43-9011	Computer Operators	120	19.35	40,300	14.00	29,100	17.10	35,600	24.30	50,600
54	Professional, Scientific, and Technical Services	43-9021	Data Entry Keyers	250	17.70	36,800	14.20	29,500	16.00	33,300	19.65	40,800
54	Professional, Scientific, and Technical Services	43-9041	Insurance Claims and Policy Processing Clerks		22.95	47,700	16.70	34,800	19.80	41,200	25.05	52,100
54	Professional, Scientific, and Technical Services	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	140	19.00	39,500	16.55	34,400	18.95	39,400	22.05	45,900
54	Professional, Scientific, and Technical Services	43-9061	Office Clerks, General	1,650	17.10	35,600	13.15	27,300	16.70	34,800	19.85	41,300
54	Professional, Scientific, and Technical Services	43-9071	Office Machine Operators, Except Computer		12.25	25,500	9.75	20,300	11.35	23,600	13.70	28,500
54	Professional, Scientific, and Technical Services	43-9081	Proofreaders and Copy Markers	30	26.40	55,000	24.65	51,300	27.20	56,500	29.50	61,400
54	Professional, Scientific, and Technical Services	43-9199	Office and Administrative Support Workers, All Other	40	20.30	42,200	13.95	29,000	21.20	44,100	25.95	53,900
54	Professional, Scientific, and Technical Services	47-0000	Construction and Extraction Occupations	600	28.60	59,500	19.50	40,600	26.80	55,700	36.85	76,600
54	Professional, Scientific, and Technical Services	47-2061	Construction Laborers		26.05	54,200	16.55	34,400	24.00	50,000	39.05	81,200
54	Professional, Scientific, and Technical Services	47-2111	Electricians		41.35	86,000	36.40	75,800	42.35	88,100	47.80	99,400
54	Professional, Scientific, and Technical Services	47-4011	Construction and Building Inspectors	250	27.10	56,300	16.90	35,100	25.25	52,500	34.90	72,500
54	Professional, Scientific, and Technical Services	49-0000	Installation, Maintenance, and Repair Occupations	1,240	29.90	62,200	22.40	46,600	30.05	62,500	37.45	77,900
54	Professional, Scientific, and Technical Services	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	60	31.15	64,800	21.20	44,100	31.90	66,300	39.85	82,900
54	Professional, Scientific, and Technical Services	49-2011	Computer, Automated Teller, and Office Machine Repairers	310	31.70	66,000	28.20	58,700	33.10	68,800	36.60	76,100
54	Professional, Scientific, and Technical Services	49-9062	Medical Equipment Repairers		28.85	60,000	22.40	46,600	30.90	64,300	34.95	72,700

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
54	Professional, Scientific, and Technical Services	49-9069	Precision Instrument and Equipment Repairers, All Other		30.80	64,000	23.90	49,700	29.55	61,400	36.75	76,400
54	Professional, Scientific, and Technical Services	49-9071	Maintenance and Repair Workers, General	140	21.00	43,700	15.45	32,100	18.45	38,400	26.25	54,600
54	Professional, Scientific, and Technical Services	49-9099	Installation, Maintenance, and Repair Workers, All Other		26.90	56,000	25.45	52,900	28.35	59,000	31.25	65,000
54	Professional, Scientific, and Technical Services	51-0000	Production Occupations	1,060	23.90	49,700	16.45	34,200	22.05	45,900	29.05	60,400
54	Professional, Scientific, and Technical Services	51-1011	First-Line Supervisors of Production and Operating Workers	80	43.30	90,100	35.15	73,100	42.70	88,800	49.00	101,900
54	Professional, Scientific, and Technical Services	51-5112	Printing Press Operators	80	21.15	44,000	14.40	30,000	18.55	38,600	27.65	57,500
54	Professional, Scientific, and Technical Services	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	340	21.90	45,600	17.65	36,700	21.20	44,100	25.00	52,000
54	Professional, Scientific, and Technical Services	51-9151	Photographic Process Workers and Processing Machine Operators		16.90	35,100	13.00	27,000	14.30	29,700	19.25	40,000
54	Professional, Scientific, and Technical Services	53-0000	Transportation and Material Moving Occupations	830	21.00	43,700	14.15	29,400	19.20	39,900	26.90	55,900
54	Professional, Scientific, and Technical Services	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	40	30.80	64,100	23.00	47,900	29.55	61,400	37.30	77,600
54	Professional, Scientific, and Technical Services	53-3033	Light Truck or Delivery Services Drivers	70	17.20	35,800	13.70	28,500	17.65	36,700	19.75	41,000
54	Professional, Scientific, and Technical Services	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	320	16.80	34,900	11.35	23,600	14.85	30,900	20.80	43,200
55	Management of Companies and Enterprises	00-0000	Total all occupations	31,160	54.55	113,500	29.95	62,300	46.35	96,400	71.50	148,800
55	Management of Companies and Enterprises	11-0000	Management Occupations	6,310	93.05	193,500	66.75	138,900	85.65	178,200		
55	Management of Companies and Enterprises	11-1011	Chief Executives	10	143.05	297,500						
55	Management of Companies and Enterprises	11-1021	General and Operations Managers	380	118.05	245,600	78.20	162,700				
55	Management of Companies and Enterprises	11-2011	Advertising and Promotions Managers	20	85.60	178,000	73.20	152,200	88.80	184,700	98.65	205,200
55	Management of Companies and Enterprises	11-2021	Marketing Managers	1,080	96.40	200,600	71.60	148,900	90.00	187,200		
55	Management of Companies and Enterprises	11-2022	Sales Managers	440	91.35	190,000	65.50	136,300	84.50	175,800		
55	Management of Companies and Enterprises	11-2031	Public Relations and Fundraising Managers	140	110.80	230,400	75.80	157,600				
55	Management of Companies and Enterprises	11-3011	Administrative Services Managers	310	70.50	146,600	50.30	104,600	65.90	137,100	85.70	178,300
55	Management of Companies and Enterprises	11-3021	Computer and Information Systems Managers	810	93.80	195,200	72.50	150,800	87.20	181,300		
55	Management of Companies and Enterprises	11-3031	Financial Managers	1,160	94.15	195,800	68.55	142,600	83.60	173,900		
55	Management of Companies and Enterprises	11-3051	Industrial Production Managers	60	97.15	202,100	74.90	155,800	91.90	191,100		
55	Management of Companies and Enterprises	11-3061	Purchasing Managers	130	91.05	189,400	64.70	134,500	79.50	165,400		
55	Management of Companies and Enterprises	11-3071	Transportation, Storage, and Distribution Managers	120	87.25	181,500	65.30	135,900	78.75	163,800	99.30	206,500
55	Management of Companies and Enterprises	11-3111	Compensation and Benefits Managers	50	86.20	179,300	68.90	143,300	79.80	166,000	95.45	198,600
55	Management of Companies and Enterprises	11-3121	Human Resources Managers	260	98.45	204,800	73.00	151,800	91.10	189,400		
55	Management of Companies and Enterprises	11-3131	Training and Development Managers	60	95.55	198,700	75.40	156,800	90.75	188,800		
55	Management of Companies and Enterprises	11-9021	Construction Managers	10	58.95	122,600	43.75	91,000	63.60	132,300	73.35	152,600
55	Management of Companies and Enterprises	11-9041	Architectural and Engineering Managers	60	84.05	174,800	66.85	139,000	80.00	166,400	94.75	197,000
55	Management of Companies and Enterprises	11-9111	Medical and Health Services Managers		61.90	128,800	47.50	98,800	56.85	118,200	68.15	141,800
55	Management of Companies and Enterprises	11-9121	Natural Sciences Managers	250	110.60	230,000	79.90	166,200				
55	Management of Companies and Enterprises	11-9141	Property, Real Estate, and Community Association Managers	30	61.05	126,900	39.85	82,900	56.35	117,200	73.95	153,800
55	Management of Companies and Enterprises	11-9199	Managers, All Other	620	90.20	187,600	66.20	137,700	84.80	176,400		
55	Management of Companies and Enterprises	13-0000	Business and Financial Operations Occupations	9,010	47.95	99,700	33.15	69,000	43.45	90,400	59.25	123,300
55	Management of Companies and Enterprises	13-1020	Buyers and Purchasing Agents	370	46.90	97,500	32.30	67,200	38.40	79,800	50.50	105,000
55	Management of Companies and Enterprises	13-1031	Claims Adjusters, Examiners, and Investigators	20	42.20	87,800	32.30	67,200	40.90	85,100	48.90	101,700
55	Management of Companies and Enterprises	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	380	46.95	97,600	32.95	68,500	45.45	94,500	59.75	124,300
55	Management of Companies and Enterprises	13-1051	Cost Estimators	40	44.05	91,600	35.10	73,000	42.00	87,300	50.40	104,800
55	Management of Companies and Enterprises	13-1071	Human Resources Specialists	550	45.30	94,200	32.05	66,700	41.45	86,200	56.20	116,900
55	Management of Companies and Enterprises	13-1075	Labor Relations Specialists	40	49.90	103,800	36.00	74,900	43.00	89,400	61.30	127,500
55	Management of Companies and Enterprises	13-1081	Logisticians	390	46.30	96,300	34.25	71,200	43.50	90,500	56.25	117,000
55	Management of Companies and Enterprises	13-1111	Management Analysts	500	58.55	121,800	42.10	87,600	55.85	116,200	74.10	154,200
55	Management of Companies and Enterprises	13-1121	Meeting, Convention, and Event Planners	50	34.30	71,300	28.40	59,100	33.60	69,900	39.05	81,200
55	Management of Companies and Enterprises	13-1141	Compensation, Benefits, and Job Analysis Specialists	160	43.65	90,800	35.45	73,700	43.10	89,600	50.90	105,900
55	Management of Companies and Enterprises	13-1151	Training and Development Specialists	240	42.35	88,100	31.95	66,500	39.45	82,100	52.80	109,800

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
55	Management of Companies and Enterprises	13-1161	Market Research Analysts and Marketing Specialists	1,160	56.45	117,400	40.05	83,300	53.70	111,700	69.55	144,700
55	Management of Companies and Enterprises	13-1199	Business Operations Specialists, All Other	1,330	43.85	91,300	33.40	69,400	39.00	81,100	49.80	103,600
55	Management of Companies and Enterprises	13-2011	Accountants and Auditors	1,680	47.80	99,400	30.90	64,300	41.75	86,800	59.55	123,800
55	Management of Companies and Enterprises	13-2031	Budget Analysts	170	45.65	95,000	37.20	77,400	44.80	93,200	53.55	111,300
55	Management of Companies and Enterprises	13-2041	Credit Analysts	240	41.75	86,900	30.45	63,300	40.15	83,500	51.55	107,300
55	Management of Companies and Enterprises	13-2051	Financial Analysts	850	50.00	104,000	35.30	73,400	46.95	97,700	62.25	129,500
55	Management of Companies and Enterprises	13-2061	Financial Examiners		62.50	130,000	40.65	84,600	55.80	116,100	78.00	162,300
55	Management of Companies and Enterprises	13-2072	Loan Officers	370	36.55	76,100	21.10	43,900	29.85	62,100	49.50	102,900
55	Management of Companies and Enterprises	13-2099	Financial Specialists, All Other	180	39.00	81,100	29.75	61,900	37.90	78,800	48.55	101,000
55	Management of Companies and Enterprises	15-0000	Computer and Mathematical Occupations	4,900	55.80	116,100	41.45	86,200	54.75	113,900	68.60	142,700
55	Management of Companies and Enterprises	15-1121	Computer Systems Analysts	560	49.95	103,900	38.10	79,200	48.65	101,200	62.10	129,200
55	Management of Companies and Enterprises	15-1122	Information Security Analysts	250	63.55	132,200	52.45	109,100	64.60	134,400	75.25	156,600
55	Management of Companies and Enterprises	15-1131	Computer Programmers	120	46.80	97,400	35.20	73,300	39.85	82,800	53.90	112,100
55	Management of Companies and Enterprises	15-1132	Software Developers, Applications	1,540	62.05	129,000	50.85	105,800	60.25	125,300	73.30	152,400
55	Management of Companies and Enterprises	15-1133	Software Developers, Systems Software	110	63.50	132,100	50.70	105,400	62.90	130,900	76.35	158,800
55	Management of Companies and Enterprises	15-1134	Web Developers	50	53.35	111,000	34.90	72,600	44.40	92,400	56.50	117,500
55	Management of Companies and Enterprises	15-1141	Database Administrators	230	55.20	114,800	35.75	74,400	53.90	112,100	68.85	143,200
55	Management of Companies and Enterprises	15-1142	Network and Computer Systems Administrators	360	51.40	106,900	41.80	87,000	49.15	102,300	60.15	125,100
55	Management of Companies and Enterprises	15-1143	Computer Network Architects	240	74.75	155,500	58.85	122,400	71.90	149,500	86.60	180,100
55	Management of Companies and Enterprises	15-1151	Computer User Support Specialists	580	38.10	79,200	26.40	54,900	34.95	72,700	48.55	101,000
55	Management of Companies and Enterprises	15-1152	Computer Network Support Specialists	230	44.40	92,400	35.25	73,300	44.55	92,700	53.70	111,700
55	Management of Companies and Enterprises	15-1199	Computer Occupations, All Other	450	56.85	118,200	44.70	93,000	56.35	117,200	68.25	141,900
55	Management of Companies and Enterprises	15-2031	Operations Research Analysts	50	60.75	126,400	42.85	89,100	57.45	119,500	78.30	162,900
55	Management of Companies and Enterprises	15-2041	Statisticians	60	81.60	169,800	52.95	110,200	73.00	151,800		
55	Management of Companies and Enterprises	17-0000	Architecture and Engineering Occupations	290	52.60	109,400	38.55	80,200	52.00	108,200	63.55	132,200
55	Management of Companies and Enterprises	17-2031	Biomedical Engineers	10	100.85	209,800	81.90	170,300	94.60	196,800		
55	Management of Companies and Enterprises	17-2112	Industrial Engineers	40	56.75	118,100	43.00	89,400	54.70	113,800	71.00	147,700
55	Management of Companies and Enterprises	17-2199	Engineers, All Other		61.80	128,500	52.65	109,500	61.05	127,000	73.15	152,100
55	Management of Companies and Enterprises	19-0000	Life, Physical, and Social Science Occupations	710	75.00	156,000	37.30	77,600	66.95	139,300		
55	Management of Companies and Enterprises	19-1042	Medical Scientists, Except Epidemiologists	230	99.75	207,500	67.95	141,300	88.60	184,200		
55	Management of Companies and Enterprises	19-2031	Chemists	90	48.05	100,000	32.50	67,600	44.00	91,500	60.00	124,800
55	Management of Companies and Enterprises	23-0000	Legal Occupations	490	80.00	166,400	41.90	87,200	73.80	153,500		
55	Management of Companies and Enterprises	23-1011	Lawyers	360	97.15	202,000	68.65	142,800	88.65	184,400		
55	Management of Companies and Enterprises	23-2011	Paralegals and Legal Assistants	110	34.65	72,100	26.75	55,600	33.65	70,000	40.70	84,600
55	Management of Companies and Enterprises	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	320	41.45	86,200	27.50	57,200	37.25	77,500	52.80	109,800
55	Management of Companies and Enterprises	27-1024	Graphic Designers		30.80	64,100	25.30	52,600	29.30	60,900	35.50	73,800
55	Management of Companies and Enterprises	27-3031	Public Relations Specialists	120	44.65	92,800	30.10	62,600	44.65	92,900	56.85	118,200
55	Management of Companies and Enterprises	27-3042	Technical Writers	30	45.40	94,500	38.20	79,500	45.40	94,400	54.05	112,400
55	Management of Companies and Enterprises	29-0000	Healthcare Practitioners and Technical Occupations	400	47.05	97,800	30.55	63,500	37.45	77,900	48.50	100,900
55	Management of Companies and Enterprises	29-1051	Pharmacists		125.55	261,100						
55	Management of Companies and Enterprises	29-1069	Physicians and Surgeons, All Other		90.05	187,300	31.85	66,300	90.20	187,600		
55	Management of Companies and Enterprises	29-1141	Registered Nurses	180	39.90	83,000	33.25	69,200	38.05	79,200	45.55	94,800
55	Management of Companies and Enterprises	29-2061	Licensed Practical and Licensed Vocational Nurses		29.05	60,400	23.95	49,800	28.75	59,800	34.40	71,500
55	Management of Companies and Enterprises	29-9011	Occupational Health and Safety Specialists	20	47.15	98,000	38.65	80,400	45.10	93,800	51.90	107,900
55	Management of Companies and Enterprises	33-0000	Protective Service Occupations	30	19.25	40,000	15.00	31,200	18.80	39,100	22.80	47,400
55	Management of Companies and Enterprises	33-9032	Security Guards	30	18.70	38,900	14.70	30,500	18.50	38,500	22.50	46,800
55	Management of Companies and Enterprises	35-0000	Food Preparation and Serving-Related Occupations		25.90	53,800	20.70	43,100	26.30	54,700	31.15	64,800
55	Management of Companies and Enterprises	37-0000	Building and Grounds Cleaning and Maintenance Occupations		14.35	29,900	9.55	19,800	12.00	24,900	14.75	30,700
55	Management of Companies and Enterprises	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	40	12.10	25,200	9.65	20,100	11.40	23,700	13.90	28,900

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
55	Management of Companies and Enterprises	39-0000	Personal Care and Service Occupations		15.30	31,800	9.40	19,600	9.85	20,500	20.85	43,400
55	Management of Companies and Enterprises	41-0000	Sales and Related Occupations	2,390	44.65	92,900	24.65	51,300	38.45	79,900	57.55	119,700
55	Management of Companies and Enterprises	41-1011	First-Line Supervisors of Retail Sales Workers		31.90	66,300	24.80	51,600	31.45	65,400	37.65	78,300
55	Management of Companies and Enterprises	41-1012	First-Line Supervisors of Non-Retail Sales Workers	170	57.60	119,800	44.70	93,000	56.90	118,400	72.50	150,800
55	Management of Companies and Enterprises	41-3031	Securities, Commodities, and Financial Services Sales Agents	530	55.30	115,100	31.70	65,900	46.80	97,400	68.00	141,500
55	Management of Companies and Enterprises	41-3099	Sales Representatives, Services, All Other	470	43.15	89,700	27.50	57,200	39.05	81,200	54.80	114,000
55	Management of Companies and Enterprises	41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products		44.45	92,500	31.40	65,300	37.35	77,700	45.85	95,400
55	Management of Companies and Enterprises	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	490	55.05	114,500	34.85	72,500	46.75	97,300	68.70	142,900
55	Management of Companies and Enterprises	41-9031	Sales Engineers	80								
55	Management of Companies and Enterprises	41-9099	Sales and Related Workers, All Other	90	34.15	71,000	23.75	49,400	33.15	68,900	42.90	89,300
55	Management of Companies and Enterprises	43-0000	Office and Administrative Support Occupations	4,670	25.60	53,200	17.95	37,400	23.85	49,600	31.95	66,500
55	Management of Companies and Enterprises	43-1011	First-Line Supervisors of Office and Administrative Support Workers	300	37.45	77,900	29.25	60,900	35.45	73,700	43.20	89,800
55	Management of Companies and Enterprises	43-3011	Bill and Account Collectors	40	24.95	51,900	20.05	41,700	23.45	48,700	30.30	63,000
55	Management of Companies and Enterprises	43-3021	Billing and Posting Clerks and Machine Operators	250	21.70	45,200	17.65	36,700	21.10	43,900	25.25	52,500
55	Management of Companies and Enterprises	43-3031	Bookkeeping, Accounting, and Auditing Clerks	470	25.15	52,300	20.20	42,000	24.45	50,800	29.10	60,600
55	Management of Companies and Enterprises	43-3051	Payroll and Timekeeping Clerks	70	25.25	52,500	22.20	46,200	25.10	52,200	28.50	59,300
55	Management of Companies and Enterprises	43-3061	Procurement Clerks	40	25.30	52,600	19.90	41,400	23.45	48,800	28.95	60,200
55	Management of Companies and Enterprises	43-4041	Credit Authorizers, Checkers, and Clerks	20								
55	Management of Companies and Enterprises	43-4051	Customer Service Representatives	720	23.55	49,000	17.10	35,600	21.90	45,500	28.80	59,900
55	Management of Companies and Enterprises	43-4071	File Clerks	30	17.45	36,200	14.00	29,100	17.05	35,500	20.80	43,300
55	Management of Companies and Enterprises	43-4131	Loan Interviewers and Clerks	100	22.75	47,400	19.00	39,500	23.00	47,800	27.20	56,500
55	Management of Companies and Enterprises	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	140	22.60	47,000	19.55	40,700	22.45	46,600	25.45	52,900
55	Management of Companies and Enterprises	43-4171	Receptionists and Information Clerks	110	17.90	37,300	15.70	32,700	17.65	36,700	20.35	42,300
55	Management of Companies and Enterprises	43-4199	Information and Record Clerks, All Other		22.90	47,600	18.35	38,200	22.20	46,100	27.00	56,200
55	Management of Companies and Enterprises	43-5061	Production, Planning, and Expediting Clerks	90	28.35	59,000	22.00	45,800	27.15	56,500	32.95	68,600
55	Management of Companies and Enterprises	43-5071	Shipping, Receiving, and Traffic Clerks	50	17.30	35,900	12.80	26,600	15.95	33,200	20.80	43,200
55	Management of Companies and Enterprises	43-5081	Stock Clerks and Order Fillers	60	16.80	34,900	11.50	23,900	14.40	29,900	22.15	46,000
55	Management of Companies and Enterprises	43-6011	Executive Secretaries and Executive Administrative Assistants	750	34.95	72,700	29.25	60,800	35.85	74,500	40.95	85,200
55	Management of Companies and Enterprises	43-6012	Legal Secretaries	60	31.95	66,400	26.90	55,900	32.25	67,100	37.65	78,400
55	Management of Companies and Enterprises	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	490	25.05	52,100	17.70	36,800	24.25	50,500	32.10	66,800
55	Management of Companies and Enterprises	43-9011	Computer Operators	40	24.15	50,200	17.40	36,200	23.70	49,200	29.85	62,100
55	Management of Companies and Enterprises	43-9021	Data Entry Keyers	40	19.75	41,100	15.85	32,900	18.80	39,100	23.95	49,800
55	Management of Companies and Enterprises	43-9022	Word Processors and Typists	20	25.75	53,600	20.60	42,800	26.25	54,600	30.25	62,900
55	Management of Companies and Enterprises	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	30	19.40	40,300	17.05	35,500	19.25	40,100	22.15	46,100
55	Management of Companies and Enterprises	43-9061	Office Clerks, General	140	18.55	38,500	12.00	25,000	17.30	36,000	23.85	49,600
55	Management of Companies and Enterprises	43-9199	Office and Administrative Support Workers, All Other	20	18.65	38,800	15.40	32,100	19.00	39,500	24.25	50,400
55	Management of Companies and Enterprises	49-0000	Installation, Maintenance, and Repair Occupations	580	30.70	63,800	24.65	51,300	30.75	64,000	37.25	77,400
55	Management of Companies and Enterprises	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	50	37.25	77,500	28.70	59,700	35.50	73,900	44.65	92,900
55	Management of Companies and Enterprises	49-9071	Maintenance and Repair Workers, General	70	24.50	51,000	19.05	39,700	24.80	51,500	29.20	60,700
55	Management of Companies and Enterprises	51-0000	Production Occupations		20.95	43,500	15.65	32,500	18.40	38,300	24.20	50,300
55	Management of Companies and Enterprises	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers		21.55	44,900	15.85	33,000	20.30	42,200	26.75	55,700
55	Management of Companies and Enterprises	53-0000	Transportation and Material Moving Occupations	420	15.40	32,000	10.70	22,300	12.50	26,000	17.35	36,100
55	Management of Companies and Enterprises	53-6021	Parking Lot Attendants		12.65	26,300	10.80	22,400	13.30	27,700	14.55	30,300
55	Management of Companies and Enterprises	53-7062	Laborers and Freight, Stock, and Material Movers, Hand		12.60	26,200	10.40	21,700	11.90	24,800	14.55	30,200
56	Administrative and Support and Waste Management and Remediation Services	00-0000	Total all occupations	85,820	20.55	42,700	11.25	23,400	14.95	31,100	23.05	47,900

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
56	Administrative and Support and Waste Management and Remediation Services	11-0000	Management Occupations	2,230	73.40	152,700	42.25	87,900	61.75	128,400	93.75	195,000
56	Administrative and Support and Waste Management and Remediation Services	11-1021	General and Operations Managers	780	76.85	159,800	36.50	76,000	60.50	125,800		
56	Administrative and Support and Waste Management and Remediation Services	11-2021	Marketing Managers	50	74.60	155,200	45.25	94,100	54.40	113,100	93.25	193,900
56	Administrative and Support and Waste Management and Remediation Services	11-2022	Sales Managers	290	90.85	189,000	39.75	82,700	85.65	178,100		
56	Administrative and Support and Waste Management and Remediation Services	11-3011	Administrative Services Managers	220	64.60	134,400	39.25	81,700	59.35	123,400	75.05	156,100
56	Administrative and Support and Waste Management and Remediation Services	11-3021	Computer and Information Systems Managers	100	87.60	182,200	71.85	149,400	85.05	177,000	96.70	201,100
56	Administrative and Support and Waste Management and Remediation Services	11-3031	Financial Managers	150	77.15	160,400	56.15	116,800	72.50	150,800	92.70	192,800
56	Administrative and Support and Waste Management and Remediation Services	11-3051	Industrial Production Managers	10	66.05	137,400	56.35	117,200	63.20	131,500	77.70	161,700
56	Administrative and Support and Waste Management and Remediation Services	11-3071	Transportation, Storage, and Distribution Managers	50	45.40	94,400	29.70	61,700	43.00	89,400	56.75	118,100
56	Administrative and Support and Waste Management and Remediation Services	11-3121	Human Resources Managers	130	73.95	153,800	53.30	110,900	68.25	141,900	91.35	190,000
56	Administrative and Support and Waste Management and Remediation Services	11-3131	Training and Development Managers	30	72.95	151,700	42.65	88,700	65.40	136,100	90.85	189,000
56	Administrative and Support and Waste Management and Remediation Services	11-9041	Architectural and Engineering Managers	20	76.70	159,500	59.05	122,800	84.25	175,200	94.50	196,600
56	Administrative and Support and Waste Management and Remediation Services	11-9111	Medical and Health Services Managers	20	46.60	96,900	41.70	86,800	45.20	94,000	48.65	101,200
56	Administrative and Support and Waste Management and Remediation Services	11-9199	Managers, All Other	300	57.65	119,900	39.40	81,900	53.80	111,900	72.35	150,500
56	Administrative and Support and Waste Management and Remediation Services	13-0000	Business and Financial Operations Occupations	3,700	41.65	86,600	26.45	55,000	35.35	73,500	50.30	104,600
56	Administrative and Support and Waste Management and Remediation Services	13-1020	Buyers and Purchasing Agents	90	41.60	86,500	34.40	71,600	40.25	83,700	49.65	103,200
56	Administrative and Support and Waste Management and Remediation Services	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	140	37.15	77,200	30.90	64,300	36.35	75,600	44.20	91,900
56	Administrative and Support and Waste Management and Remediation Services	13-1051	Cost Estimators	50	41.75	86,900	34.40	71,600	44.40	92,300	49.35	102,600
56	Administrative and Support and Waste Management and Remediation Services	13-1071	Human Resources Specialists	1,170	36.20	75,300	23.50	48,900	28.85	60,000	37.05	77,100
56	Administrative and Support and Waste Management and Remediation Services	13-1081	Logisticians	20	38.15	79,400	28.10	58,400	33.20	69,000	45.65	95,000
56	Administrative and Support and Waste Management and Remediation Services	13-1111	Management Analysts	420	55.65	115,700	33.70	70,100	51.95	108,000	74.35	154,600
56	Administrative and Support and Waste Management and Remediation Services	13-1121	Meeting, Convention, and Event Planners	180	36.45	75,800	24.20	50,300	30.65	63,700	53.65	111,600
56	Administrative and Support and Waste Management and Remediation Services	13-1141	Compensation, Benefits, and Job Analysis Specialists		37.15	77,300	22.65	47,200	36.35	75,600	50.05	104,100
56	Administrative and Support and Waste Management and Remediation Services	13-1151	Training and Development Specialists	80	33.40	69,400	26.75	55,700	30.55	63,500	40.60	84,500

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
56	Administrative and Support and Waste Management and Remediation Services	13-1161	Market Research Analysts and Marketing Specialists	250	53.25	110,800	31.60	65,800	46.35	96,400	73.80	153,500
56	Administrative and Support and Waste Management and Remediation Services	13-1199	Business Operations Specialists, All Other	600	41.00	85,300	26.80	55,700	37.90	78,800	50.10	104,200
56	Administrative and Support and Waste Management and Remediation Services	13-2011	Accountants and Auditors	430	44.90	93,300	31.55	65,600	43.35	90,100	56.70	117,900
56	Administrative and Support and Waste Management and Remediation Services	13-2051	Financial Analysts	100	44.15	91,800	33.75	70,200	40.05	83,300	50.75	105,500
56	Administrative and Support and Waste Management and Remediation Services	13-2099	Financial Specialists, All Other		36.35	75,600	29.30	61,000	35.50	73,800	43.30	90,000
56	Administrative and Support and Waste Management and Remediation Services	15-0000	Computer and Mathematical Occupations	2,570	49.50	103,000	31.35	65,200	46.50	96,800	64.45	134,100
56	Administrative and Support and Waste Management and Remediation Services	15-1121	Computer Systems Analysts	210	50.90	105,800	39.55	82,300	49.60	103,100	62.80	130,600
56	Administrative and Support and Waste Management and Remediation Services	15-1122	Information Security Analysts	40	60.45	125,700	48.90	101,800	66.60	138,500	74.00	154,000
56	Administrative and Support and Waste Management and Remediation Services	15-1131	Computer Programmers	170	53.45	111,100	29.80	62,000	44.90	93,400	68.75	143,000
56	Administrative and Support and Waste Management and Remediation Services	15-1132	Software Developers, Applications	500	60.45	125,700	45.15	93,900	58.90	122,500	74.55	155,000
56	Administrative and Support and Waste Management and Remediation Services	15-1133	Software Developers, Systems Software	190	54.80	114,000	43.85	91,200	50.50	105,100	64.30	133,800
56	Administrative and Support and Waste Management and Remediation Services	15-1134	Web Developers	160	50.05	104,100	36.90	76,800	49.75	103,500	63.80	132,700
56	Administrative and Support and Waste Management and Remediation Services	15-1141	Database Administrators	160	32.10	66,800	15.05	31,300	27.90	58,000	40.70	84,600
56	Administrative and Support and Waste Management and Remediation Services	15-1142	Network and Computer Systems Administrators	320	54.25	112,800	35.10	73,000	48.35	100,600	66.10	137,500
56	Administrative and Support and Waste Management and Remediation Services	15-1143	Computer Network Architects	180	68.30	142,100	51.00	106,100	67.20	139,800	79.65	165,600
56	Administrative and Support and Waste Management and Remediation Services	15-1151	Computer User Support Specialists	360	26.50	55,100	17.30	36,000	24.00	49,900	32.40	67,400
56	Administrative and Support and Waste Management and Remediation Services	15-1152	Computer Network Support Specialists	170	43.70	90,900	30.80	64,100	38.65	80,400	50.45	104,900
56	Administrative and Support and Waste Management and Remediation Services	15-1199	Computer Occupations, All Other	90	39.60	82,300	24.95	51,900	41.00	85,300	49.35	102,600
56	Administrative and Support and Waste Management and Remediation Services	17-0000	Architecture and Engineering Occupations	730	43.30	90,000	29.25	60,900	41.85	87,000	55.65	115,800
56	Administrative and Support and Waste Management and Remediation Services	17-1011	Architects, Except Landscape and Naval		43.95	91,400	33.00	68,700	36.70	76,400	46.65	97,000
56	Administrative and Support and Waste Management and Remediation Services	17-2051	Civil Engineers	40	62.90	130,900	43.35	90,200	61.45	127,800	76.60	159,400
56	Administrative and Support and Waste Management and Remediation Services	17-2072	Electronics Engineers, Except Computer	60	51.35	106,800	42.40	88,200	52.65	109,600	61.45	127,800
56	Administrative and Support and Waste Management and Remediation Services	17-2081	Environmental Engineers	90	47.05	97,900	34.75	72,200	48.15	100,200	62.20	129,400
56	Administrative and Support and Waste Management and Remediation Services	17-2112	Industrial Engineers	40	44.55	92,700	35.95	74,700	41.80	87,000	49.85	103,700

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
56	Administrative and Support and Waste Management and Remediation Services	17-2199	Engineers, All Other	50	56.20	116,900	45.65	95,000	58.15	120,900	69.95	145,500
56	Administrative and Support and Waste Management and Remediation Services	17-3013	Mechanical Drafters	10	31.00	64,500	25.70	53,500	30.15	62,700	36.15	75,200
56	Administrative and Support and Waste Management and Remediation Services	17-3026	Industrial Engineering Technicians		22.65	47,100	19.25	40,100	22.05	45,800	25.50	53,100
56	Administrative and Support and Waste Management and Remediation Services	19-0000	Life, Physical, and Social Science Occupations	210	31.40	65,300	20.05	41,700	25.95	54,000	37.00	77,000
56	Administrative and Support and Waste Management and Remediation Services	19-1042	Medical Scientists, Except Epidemiologists		60.70	126,200	54.45	113,300	59.85	124,500	69.05	143,600
56	Administrative and Support and Waste Management and Remediation Services	19-2031	Chemists	30	30.00	62,400	23.40	48,600	27.80	57,800	34.30	71,400
56	Administrative and Support and Waste Management and Remediation Services	19-2041	Environmental Scientists and Specialists, Including Health	20	46.65	97,000	24.30	50,500	35.15	73,100	48.65	101,200
56	Administrative and Support and Waste Management and Remediation Services	19-4031	Chemical Technicians	70	23.35	48,600	17.55	36,500	21.45	44,600	26.05	54,200
56	Administrative and Support and Waste Management and Remediation Services	21-0000	Community and Social Services Occupations	110	37.50	78,000	28.85	60,000	38.45	80,000	48.90	101,700
56	Administrative and Support and Waste Management and Remediation Services	23-0000	Legal Occupations		30.10	62,600	26.00	54,100	28.30	58,900	30.65	63,800
56	Administrative and Support and Waste Management and Remediation Services	23-2011	Paralegals and Legal Assistants	30	32.70	68,100	23.40	48,600	31.65	65,800	36.65	76,200
56	Administrative and Support and Waste Management and Remediation Services	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	280	37.70	78,400	26.20	54,500	39.00	81,100	46.40	96,500
56	Administrative and Support and Waste Management and Remediation Services	27-1024	Graphic Designers	60	27.75	57,700	23.80	49,500	27.65	57,600	30.95	64,400
56	Administrative and Support and Waste Management and Remediation Services	27-3031	Public Relations Specialists	10	50.90	105,800	40.15	83,500	47.30	98,400	64.50	134,200
56	Administrative and Support and Waste Management and Remediation Services	27-3042	Technical Writers	80	38.45	80,000	28.55	59,400	41.25	85,800	48.20	100,300
56	Administrative and Support and Waste Management and Remediation Services	27-4011	Audio and Video Equipment Technicians	10	31.75	66,000	18.70	38,900	27.50	57,200	34.15	71,000
56	Administrative and Support and Waste Management and Remediation Services	29-0000	Healthcare Practitioners and Technical Occupations	1,360	30.55	63,500	23.50	48,900	28.75	59,800	38.05	79,200
56	Administrative and Support and Waste Management and Remediation Services	29-1141	Registered Nurses		36.15	75,200	28.40	59,100	31.80	66,200	44.45	92,500
56	Administrative and Support and Waste Management and Remediation Services	29-2061	Licensed Practical and Licensed Vocational Nurses	320	24.35	50,600	21.65	45,000	25.05	52,100	28.50	59,300
56	Administrative and Support and Waste Management and Remediation Services	29-2071	Medical Records and Health Information Technicians	280	23.85	49,600	17.60	36,600	22.20	46,200	30.45	63,300
56	Administrative and Support and Waste Management and Remediation Services	31-0000	Healthcare Support Occupations	480	14.10	29,300	10.00	20,800	11.20	23,300	17.95	37,400
56	Administrative and Support and Waste Management and Remediation Services	31-1011	Home Health Aides	170	11.10	23,100	9.70	20,100	10.55	22,000	12.15	25,300
56	Administrative and Support and Waste Management and Remediation Services	31-1014	Nursing Assistants		11.35	23,600	9.90	20,600	10.60	22,000	11.30	23,500
56	Administrative and Support and Waste Management and Remediation Services	31-9092	Medical Assistants	20	17.60	36,600	16.20	33,700	17.85	37,100	19.50	40,500

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
56	Administrative and Support and Waste Management and Remediation Services	33-0000	Protective Service Occupations	9,650	16.05	33,400	11.30	23,500	14.00	29,100	18.60	38,700
56	Administrative and Support and Waste Management and Remediation Services	33-1099	First-Line Supervisors of Protective Service Workers, All Other	220	28.95	60,200	25.85	53,800	29.55	61,400	34.25	71,300
56	Administrative and Support and Waste Management and Remediation Services	33-9032	Security Guards	8,890	14.75	30,700	11.15	23,200	13.50	28,100	17.45	36,300
56	Administrative and Support and Waste Management and Remediation Services	35-0000	Food Preparation and Serving-Related Occupations		14.90	31,000	12.40	25,800	14.00	29,100	16.80	34,900
56	Administrative and Support and Waste Management and Remediation Services	35-2012	Cooks, Institution and Cafeteria	20	18.15	37,700	16.10	33,500	17.85	37,100	19.70	41,000
56	Administrative and Support and Waste Management and Remediation Services	37-0000	Building and Grounds Cleaning and Maintenance Occupations	22,360	14.30	29,800	10.55	22,000	13.30	27,600	16.80	35,000
56	Administrative and Support and Waste Management and Remediation Services	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	780	21.00	43,600	16.90	35,200	20.80	43,200	23.95	49,800
56	Administrative and Support and Waste Management and Remediation Services	37-1012	First-Line Supervisors of Landscaping, Lawn Service, and Groundsk	330	24.95	51,900	21.70	45,100	24.20	50,400	28.20	58,600
56	Administrative and Support and Waste Management and Remediation Services	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	13,550	13.75	28,600	10.65	22,200	13.00	27,000	15.50	32,200
56	Administrative and Support and Waste Management and Remediation Services	37-2012	Maids and Housekeeping Cleaners		11.75	24,400	10.35	21,500	11.45	23,900	13.15	27,300
56	Administrative and Support and Waste Management and Remediation Services	37-2021	Pest Control Workers	520	20.55	42,700	16.90	35,100	18.65	38,800	23.05	48,000
56	Administrative and Support and Waste Management and Remediation Services	37-3011	Landscaping and Groundskeeping Workers	6,230	13.85	28,800	9.85	20,500	13.10	27,200	16.95	35,300
56	Administrative and Support and Waste Management and Remediation Services	37-3019	Grounds Maintenance Workers, All Other		12.35	25,700	9.60	20,000	10.10	21,000	13.30	27,600
56	Administrative and Support and Waste Management and Remediation Services	39-0000	Personal Care and Service Occupations	210	13.45	28,000	9.90	20,600	11.65	24,200	14.60	30,400
56	Administrative and Support and Waste Management and Remediation Services	41-0000	Sales and Related Occupations	3,990	27.50	57,200	15.30	31,800	22.75	47,300	35.15	73,100
56	Administrative and Support and Waste Management and Remediation Services	41-1011	First-Line Supervisors of Retail Sales Workers		20.15	41,900	13.85	28,800	15.25	31,800	25.80	53,700
56	Administrative and Support and Waste Management and Remediation Services	41-1012	First-Line Supervisors of Non-Retail Sales Workers	100	40.80	84,900	24.65	51,200	43.80	91,100	51.15	106,400
56	Administrative and Support and Waste Management and Remediation Services	41-2011	Cashiers		15.00	31,200	13.60	28,300	14.75	30,700	16.35	34,000
56	Administrative and Support and Waste Management and Remediation Services	41-2031	Retail Salespersons		16.20	33,700	13.10	27,300	15.90	33,000	18.30	38,100
56	Administrative and Support and Waste Management and Remediation Services	41-3021	Insurance Sales Agents		36.50	75,900	22.05	45,900	26.30	54,700	32.95	68,500
56	Administrative and Support and Waste Management and Remediation Services	41-3041	Travel Agents	580	23.05	47,900	15.25	31,700	21.65	45,000	29.40	61,100
56	Administrative and Support and Waste Management and Remediation Services	41-3099	Sales Representatives, Services, All Other	1,970	32.95	68,500	17.85	37,100	27.55	57,300	47.25	98,300
56	Administrative and Support and Waste Management and Remediation Services	41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	140	38.00	79,000	24.05	50,100	34.55	71,900	43.35	90,100
56	Administrative and Support and Waste Management and Remediation Services	41-9041	Telemarketers		13.00	27,100	10.30	21,400	11.65	24,200	14.40	29,900

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
56	Administrative and Support and Waste Management and Remediation Services	41-9099	Sales and Related Workers, All Other	140	21.65	45,000	11.70	24,300	20.50	42,600	26.90	55,900
56	Administrative and Support and Waste Management and Remediation Services	43-0000	Office and Administrative Support Occupations	15,380	18.30	38,000	13.05	27,200	16.55	34,400	22.20	46,100
56	Administrative and Support and Waste Management and Remediation Services	43-1011	First-Line Supervisors of Office and Administrative Support Work	810	27.05	56,200	21.10	43,900	25.60	53,300	30.85	64,200
56	Administrative and Support and Waste Management and Remediation Services	43-3011	Bill and Account Collectors	580	29.55	61,500	19.50	40,600	33.75	70,200	37.75	78,500
56	Administrative and Support and Waste Management and Remediation Services	43-3021	Billing and Posting Clerks and Machine Operators	390	19.55	40,600	15.40	32,000	18.35	38,200	23.70	49,200
56	Administrative and Support and Waste Management and Remediation Services	43-3031	Bookkeeping, Accounting, and Auditing Clerks	930	21.95	45,600	16.30	34,000	21.45	44,600	26.05	54,100
56	Administrative and Support and Waste Management and Remediation Services	43-3051	Payroll and Timekeeping Clerks	130	20.70	43,000	16.50	34,300	18.35	38,200	24.85	51,600
56	Administrative and Support and Waste Management and Remediation Services	43-3061	Procurement Clerks	30	20.70	43,100	16.00	33,300	20.90	43,500	24.50	51,000
56	Administrative and Support and Waste Management and Remediation Services	43-3099	Financial Clerks, All Other	30	18.20	37,800	15.15	31,500	17.65	36,700	21.30	44,300
56	Administrative and Support and Waste Management and Remediation Services	43-4051	Customer Service Representatives	3,460	16.50	34,400	12.45	25,900	14.60	30,400	19.40	40,300
56	Administrative and Support and Waste Management and Remediation Services	43-4071	File Clerks		17.70	36,800	13.70	28,500	17.70	36,800	22.10	45,900
56	Administrative and Support and Waste Management and Remediation Services	43-4151	Order Clerks	40	16.15	33,600	12.00	24,900	14.00	29,100	17.25	35,900
56	Administrative and Support and Waste Management and Remediation Services	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	250	20.00	41,600	16.50	34,300	20.20	42,000	23.40	48,700
56	Administrative and Support and Waste Management and Remediation Services	43-4171	Receptionists and Information Clerks	510	16.25	33,800	13.15	27,400	15.15	31,500	18.65	38,800
56	Administrative and Support and Waste Management and Remediation Services	43-4199	Information and Record Clerks, All Other	150	21.65	45,000	17.40	36,200	21.20	44,100	24.55	51,100
56	Administrative and Support and Waste Management and Remediation Services	43-5032	Dispatchers, Except Police, Fire, and Ambulance	340	24.15	50,200	16.25	33,800	21.30	44,300	31.45	65,400
56	Administrative and Support and Waste Management and Remediation Services	43-5061	Production, Planning, and Expediting Clerks	100	22.40	46,600	17.30	35,900	22.45	46,700	27.35	56,900
56	Administrative and Support and Waste Management and Remediation Services	43-5071	Shipping, Receiving, and Traffic Clerks	320	14.00	29,200	10.95	22,800	12.45	25,900	15.20	31,700
56	Administrative and Support and Waste Management and Remediation Services	43-5081	Stock Clerks and Order Fillers	1,080	14.25	29,700	11.10	23,100	13.25	27,600	16.55	34,500
56	Administrative and Support and Waste Management and Remediation Services	43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping	280	15.10	31,400	12.35	25,700	14.20	29,500	16.80	34,900
56	Administrative and Support and Waste Management and Remediation Services	43-6011	Executive Secretaries and Executive Administrative Assistants	230	30.75	64,000	26.50	55,100	31.50	65,500	35.75	74,300
56	Administrative and Support and Waste Management and Remediation Services	43-6012	Legal Secretaries	10	29.80	62,000	17.10	35,500	20.40	42,400	40.80	84,900
56	Administrative and Support and Waste Management and Remediation Services	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1,580	19.20	40,000	15.95	33,200	18.10	37,700	22.30	46,400
56	Administrative and Support and Waste Management and Remediation Services	43-9011	Computer Operators	30	20.60	42,800	15.10	31,400	20.60	42,900	26.10	54,200

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
56	Administrative and Support and Waste Management and Remediation Services	43-9021	Data Entry Keyers	310	16.80	35,000	13.35	27,700	16.35	34,000	19.30	40,100
56	Administrative and Support and Waste Management and Remediation Services	43-9041	Insurance Claims and Policy Processing Clerks		22.20	46,200	14.60	30,400	20.75	43,200	26.75	55,700
56	Administrative and Support and Waste Management and Remediation Services	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service		19.65	40,800	16.85	35,100	19.25	40,000	22.90	47,600
56	Administrative and Support and Waste Management and Remediation Services	43-9061	Office Clerks, General	2,510	14.00	29,200	9.50	19,700	13.60	28,300	17.05	35,400
56	Administrative and Support and Waste Management and Remediation Services	43-9071	Office Machine Operators, Except Computer		15.00	31,200	13.30	27,700	14.45	30,000	15.55	32,400
56	Administrative and Support and Waste Management and Remediation Services	43-9199	Office and Administrative Support Workers, All Other		13.40	27,900	9.10	18,900	9.50	19,800	17.20	35,800
56	Administrative and Support and Waste Management and Remediation Services	47-0000	Construction and Extraction Occupations	1,340	27.40	57,000	19.60	40,700	24.90	51,800	29.85	62,100
56	Administrative and Support and Waste Management and Remediation Services	47-1011	First-Line Supervisors of Construction Trades and Extraction Work	110	36.15	75,200	23.00	47,800	33.00	68,700	45.90	95,400
56	Administrative and Support and Waste Management and Remediation Services	47-2031	Carpenters		25.40	52,900	21.05	43,800	25.65	53,400	28.35	59,000
56	Administrative and Support and Waste Management and Remediation Services	47-2061	Construction Laborers	310	25.20	52,400	19.10	39,700	24.30	50,500	29.05	60,400
56	Administrative and Support and Waste Management and Remediation Services	47-2073	Operating Engineers and Other Construction Equipment Operators	40	32.40	67,400	23.35	48,500	29.15	60,700	43.25	90,000
56	Administrative and Support and Waste Management and Remediation Services	47-2111	Electricians		30.00	62,400	22.05	45,800	26.90	56,000	32.75	68,100
56	Administrative and Support and Waste Management and Remediation Services	47-2152	Plumbers, Pipefitters, and Steamfitters	60	49.45	102,900	28.15	58,600	55.60	115,600	68.30	142,100
56	Administrative and Support and Waste Management and Remediation Services	49-0000	Installation, Maintenance, and Repair Occupations	1,520	25.20	52,400	17.60	36,600	23.50	48,900	30.40	63,200
56	Administrative and Support and Waste Management and Remediation Services	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	100	39.70	82,600	33.75	70,200	39.70	82,600	46.45	96,600
56	Administrative and Support and Waste Management and Remediation Services	49-2094	Electrical and Electronics Repairers, Commercial and Industrial Equipment		20.75	43,100	13.40	27,900	15.20	31,600	22.75	47,300
56	Administrative and Support and Waste Management and Remediation Services	49-2098	Security and Fire Alarm Systems Installers	370	27.70	57,600	23.05	47,900	27.85	58,000	32.90	68,400
56	Administrative and Support and Waste Management and Remediation Services	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	170	25.35	52,800	21.30	44,300	25.15	52,300	28.75	59,800
56	Administrative and Support and Waste Management and Remediation Services	49-9041	Industrial Machinery Mechanics	110	25.80	53,700	20.65	42,900	24.60	51,200	29.90	62,200
56	Administrative and Support and Waste Management and Remediation Services	49-9071	Maintenance and Repair Workers, General		21.50	44,800	16.30	33,900	18.00	37,400	22.65	47,100
56	Administrative and Support and Waste Management and Remediation Services	49-9098	Helpers--Installation, Maintenance, and Repair Workers		13.80	28,700	12.90	26,900	13.85	28,800	14.80	30,800
56	Administrative and Support and Waste Management and Remediation Services	49-9099	Installation, Maintenance, and Repair Workers, All Other	10	31.60	65,700	25.00	52,000	29.55	61,500	34.95	72,700
56	Administrative and Support and Waste Management and Remediation Services	51-0000	Production Occupations	3,160	14.85	30,900	10.50	21,800	12.40	25,800	16.40	34,200
56	Administrative and Support and Waste Management and Remediation Services	51-1011	First-Line Supervisors of Production and Operating Workers	60	32.20	67,000	18.95	39,500	30.55	63,600	45.05	93,700

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
56	Administrative and Support and Waste Management and Remediation Services	51-2028	Electrical, electronic, and electromechanical assemblers, except coil winders, tapers, and finishers		12.55	26,100	10.05	20,900	11.05	22,900	13.40	27,800
56	Administrative and Support and Waste Management and Remediation Services	51-2098	Assemblers and fabricators, all other, including team assemblers	360	12.85	26,700	10.05	20,900	11.65	24,200	14.05	29,200
56	Administrative and Support and Waste Management and Remediation Services	51-4011	Computer-Controlled Machine Tool Operators, Metal and Plastic	20	25.80	53,700	22.40	46,600	28.00	58,200	31.35	65,200
56	Administrative and Support and Waste Management and Remediation Services	51-4031	Cutting, Punching, and Press Machine Setters, Operators, and Tenders, Metal and Plastic		16.25	33,800	12.80	26,600	16.55	34,400	19.30	40,100
56	Administrative and Support and Waste Management and Remediation Services	51-4041	Machinists	30	22.80	47,400	17.60	36,600	22.15	46,100	27.35	56,900
56	Administrative and Support and Waste Management and Remediation Services	51-4121	Welders, Cutters, Solderers, and Brazers	50	24.50	50,900	20.40	42,400	24.00	49,900	29.00	60,300
56	Administrative and Support and Waste Management and Remediation Services	51-9023	Mixing and Blending Machine Setters, Operators, and Tenders	100	14.65	30,500	11.65	24,300	13.80	28,700	16.85	35,000
56	Administrative and Support and Waste Management and Remediation Services	51-9041	Extruding, Forming, Pressing, and Compacting Machine Setters, Operators, and Tenders	20	13.20	27,400	11.50	24,000	13.45	27,900	14.80	30,800
56	Administrative and Support and Waste Management and Remediation Services	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	440	16.10	33,500	11.50	23,900	14.65	30,500	18.85	39,200
56	Administrative and Support and Waste Management and Remediation Services	51-9111	Packaging and Filling Machine Operators and Tenders	870	12.35	25,700	9.65	20,100	11.10	23,100	13.60	28,300
56	Administrative and Support and Waste Management and Remediation Services	51-9198	Helpers--Production Workers	80	13.85	28,900	11.75	24,400	13.55	28,200	16.35	34,000
56	Administrative and Support and Waste Management and Remediation Services	51-9199	Production Workers, All Other	190	14.50	30,100	11.60	24,100	13.45	27,900	15.20	31,600
56	Administrative and Support and Waste Management and Remediation Services	53-0000	Transportation and Material Moving Occupations	16,320	13.85	28,800	9.65	20,100	11.50	23,900	15.45	32,100
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	290	29.85	62,100	19.65	40,900	27.25	56,600	36.40	75,700
56	Administrative and Support and Waste Management and Remediation Services	53-3032	Heavy and Tractor-Trailer Truck Drivers	1,660	24.00	50,000	20.35	42,300	23.65	49,200	28.25	58,700
56	Administrative and Support and Waste Management and Remediation Services	53-3033	Light Truck or Delivery Services Drivers	520	19.00	39,600	13.60	28,300	18.55	38,600	23.95	49,800
56	Administrative and Support and Waste Management and Remediation Services	53-3099	Motor Vehicle Operators, All Other	20	21.30	44,300	13.65	28,400	15.80	32,900	24.30	50,600
56	Administrative and Support and Waste Management and Remediation Services	53-7051	Industrial Truck and Tractor Operators	660	16.30	33,900	12.00	24,900	14.75	30,700	19.75	41,100
56	Administrative and Support and Waste Management and Remediation Services	53-7061	Cleaners of Vehicles and Equipment	100	17.40	36,200	15.90	33,100	17.30	35,900	18.65	38,800
56	Administrative and Support and Waste Management and Remediation Services	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	10,190	12.00	24,900	9.60	20,000	10.85	22,600	13.25	27,600
56	Administrative and Support and Waste Management and Remediation Services	53-7064	Packers and Packagers, Hand	2,570	10.60	22,100	9.20	19,200	9.65	20,100	11.40	23,700
56	Administrative and Support and Waste Management and Remediation Services	53-7081	Refuse and Recyclable Material Collectors	280	16.45	34,200	12.55	26,100	14.25	29,600	20.00	41,600
61	Educational Services	00-0000	Total all occupations	119,110	30.35	63,100	17.30	36,000	28.10	58,500	38.90	80,900
61	Educational Services	11-0000	Management Occupations	5,040	63.20	131,400	49.50	102,900	59.65	124,000	72.90	151,600
61	Educational Services	11-1021	General and Operations Managers	110	76.00	158,100	48.45	100,800	61.75	128,400	93.50	194,500
61	Educational Services	11-2021	Marketing Managers	30	72.35	150,500	47.05	97,800	62.35	129,700	92.45	192,300

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
61	Educational Services	11-2031	Public Relations and Fundraising Managers	130	57.20	119,000	42.65	88,700	48.65	101,200	64.55	134,200
61	Educational Services	11-3011	Administrative Services Managers	530	57.30	119,200	45.45	94,600	55.95	116,400	69.70	145,000
61	Educational Services	11-3021	Computer and Information Systems Managers	80	71.75	149,200	51.70	107,500	61.55	128,000	86.40	179,700
61	Educational Services	11-3031	Financial Managers	110	73.40	152,600	54.45	113,200	66.20	137,700	80.85	168,100
61	Educational Services	11-3121	Human Resources Managers	50	64.00	133,200	52.75	109,800	59.20	123,100	70.00	145,600
61	Educational Services	11-3131	Training and Development Managers	20	67.80	141,100	54.60	113,500	69.60	144,700	81.80	170,100
61	Educational Services	11-9032	Education Administrators, Elementary and Secondary School	2,970		128,500		108,700		125,900		149,300
61	Educational Services	11-9033	Education Administrators, Postsecondary	590	75.70	157,400	48.80	101,500	63.60	132,300	92.45	192,300
61	Educational Services	11-9039	Education Administrators, All Other	190	48.25	100,300	40.45	84,100	45.80	95,200	54.55	113,400
61	Educational Services	11-9051	Food Service Managers	10	39.00	81,200	32.30	67,200	37.55	78,100	44.15	91,800
61	Educational Services	11-9111	Medical and Health Services Managers		71.60	148,900	56.05	116,600	65.05	135,300	85.70	178,200
61	Educational Services	11-9151	Social and Community Service Managers	20	49.15	102,200	41.20	85,700	49.55	103,100	58.60	121,800
61	Educational Services	11-9199	Managers, All Other	130	64.40	133,900	47.05	97,800	57.35	119,300	72.85	151,500
61	Educational Services	13-0000	Business and Financial Operations Occupations	2,210	36.10	75,100	28.20	58,700	34.95	72,700	42.80	89,000
61	Educational Services	13-1020	Buyers and Purchasing Agents	40	34.95	72,700	27.70	57,600	33.85	70,400	42.60	88,600
61	Educational Services	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	40	39.10	81,300	29.40	61,200	38.30	79,600	47.85	99,500
61	Educational Services	13-1071	Human Resources Specialists	200	28.55	59,400	22.25	46,200	27.50	57,200	34.50	71,700
61	Educational Services	13-1075	Labor Relations Specialists		37.70	78,400	34.05	70,900	37.20	77,400	40.45	84,200
61	Educational Services	13-1121	Meeting, Convention, and Event Planners	40	28.35	59,000	19.75	41,100	28.20	58,600	33.60	69,900
61	Educational Services	13-1131	Fundraisers	70	33.90	70,500	27.80	57,800	32.80	68,200	38.60	80,300
61	Educational Services	13-1141	Compensation, Benefits, and Job Analysis Specialists	30	33.00	68,600	27.50	57,200	32.25	67,100	37.90	78,900
61	Educational Services	13-1151	Training and Development Specialists	120	33.70	70,100	27.85	57,900	34.00	70,700	38.80	80,700
61	Educational Services	13-1161	Market Research Analysts and Marketing Specialists	90	34.00	70,700	26.15	54,400	33.55	69,800	37.65	78,300
61	Educational Services	13-1199	Business Operations Specialists, All Other	1,110	37.40	77,700	29.80	61,900	36.00	74,800	43.60	90,700
61	Educational Services	13-2011	Accountants and Auditors	220	41.30	85,900	33.10	68,900	39.90	83,000	50.55	105,200
61	Educational Services	13-2031	Budget Analysts	40	42.65	88,700	35.25	73,300	42.10	87,600	48.20	100,300
61	Educational Services	13-2051	Financial Analysts	10	53.75	111,800	34.75	72,200	43.20	89,800	67.40	140,200
61	Educational Services	13-2071	Credit Counselors	50	28.20	58,600	20.45	42,600	23.40	48,600	35.60	74,100
61	Educational Services	13-2099	Financial Specialists, All Other	110	34.00	70,700	26.60	55,300	32.70	68,000	41.35	86,000
61	Educational Services	15-0000	Computer and Mathematical Occupations	1,190	37.50	78,000	28.50	59,300	36.00	74,800	45.35	94,300
61	Educational Services	15-1121	Computer Systems Analysts	40	43.20	89,900	33.65	69,900	40.45	84,100	53.10	110,500
61	Educational Services	15-1122	Information Security Analysts	20	54.25	112,800	42.90	89,200	52.55	109,300	59.80	124,400
61	Educational Services	15-1131	Computer Programmers	40	44.00	91,500	33.90	70,600	40.15	83,500	54.40	113,200
61	Educational Services	15-1132	Software Developers, Applications	80	43.45	90,300	34.75	72,300	42.65	88,700	51.15	106,400
61	Educational Services	15-1134	Web Developers	50	36.95	76,800	31.05	64,500	36.15	75,200	43.10	89,700
61	Educational Services	15-1141	Database Administrators	20	46.50	96,700	38.70	80,500	46.60	96,900	55.00	114,400
61	Educational Services	15-1142	Network and Computer Systems Administrators	260	44.00	91,500	38.75	80,600	44.10	91,800	49.35	102,600
61	Educational Services	15-1143	Computer Network Architects	10	40.80	84,900	32.85	68,300	38.20	79,500	49.55	103,100
61	Educational Services	15-1151	Computer User Support Specialists	500	29.40	61,200	25.35	52,700	29.25	60,800	34.50	71,700
61	Educational Services	15-1152	Computer Network Support Specialists	40	37.40	77,800	28.60	59,500	39.25	81,700	45.20	94,000
61	Educational Services	15-1199	Computer Occupations, All Other	100	42.65	88,700	30.40	63,200	41.55	86,500	53.00	110,200
61	Educational Services	17-0000	Architecture and Engineering Occupations		42.75	88,900	30.00	62,400	42.75	88,900	54.30	113,000
61	Educational Services	19-0000	Life, Physical, and Social Science Occupations	960	34.40	71,600	26.00	54,100	34.15	71,000	41.65	86,600
61	Educational Services	19-3031	Clinical, Counseling, and School Psychologists	620	37.70	78,400	32.00	66,600	37.55	78,100	44.05	91,600
61	Educational Services	19-4099	Life, Physical, and Social Science Technicians, All Other	120	22.60	47,100	17.55	36,500	21.35	44,400	26.85	55,800
61	Educational Services	21-0000	Community and Social Services Occupations	3,370	33.40	69,500	26.35	54,800	32.45	67,500	40.40	84,100
61	Educational Services	21-1012	Educational, Guidance, School, and Vocational Counselors	2,190	34.60	72,000	27.35	56,900	33.35	69,400	41.55	86,400
61	Educational Services	21-1018	Substance abuse, behavioral disorder, and mental health counselors	330	29.25	60,900	22.55	46,900	27.85	57,900	35.30	73,400

*See Footnotes on Page 58

NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: BY INDUSTRY SECTOR

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
61	Educational Services	21-1019	Counselors, All Other	60	38.55	80,200	31.45	65,400	35.55	74,000	41.30	85,900
61	Educational Services	21-1021	Child, Family, and School Social Workers	620	34.20	71,200	27.40	56,900	33.75	70,200	41.65	86,600
61	Educational Services	21-1091	Health Educators		31.85	66,200	25.70	53,400	30.30	63,000	38.60	80,300
61	Educational Services	21-1099	Community and Social Service Specialists, All Other	10	20.60	42,900	16.05	33,400	18.00	37,400	23.60	49,100
61	Educational Services	21-2011	Clergy		14.05	29,200	10.15	21,100	11.10	23,100	13.40	27,900
61	Educational Services	23-0000	Legal Occupations	40	56.90	118,300	33.90	70,500	42.85	89,200	66.05	137,400
61	Educational Services	23-1011	Lawyers	20	76.75	159,600	45.75	95,200	65.10	135,400	91.30	189,900
61	Educational Services	23-2011	Paralegals and Legal Assistants	20	34.15	71,000	29.45	61,300	33.35	69,400	36.95	76,900
61	Educational Services	25-0000	Education, Training, and Library Occupations	78,290	30.10	62,600	16.95	35,300	28.85	60,000	38.80	80,700
61	Educational Services	25-1011	Business Teachers, Postsecondary	830		111,900		64,000		97,000		141,400
61	Educational Services	25-1021	Computer Science Teachers, Postsecondary	360		105,000		68,200		100,500		129,000
61	Educational Services	25-1022	Mathematical Science Teachers, Postsecondary	490		96,800		54,600		86,500		126,400
61	Educational Services	25-1032	Engineering Teachers, Postsecondary	520								
61	Educational Services	25-1041	Agricultural Sciences Teachers, Postsecondary	20								
61	Educational Services	25-1042	Biological Science Teachers, Postsecondary	400		95,600		57,400		83,300		117,200
61	Educational Services	25-1052	Chemistry Teachers, Postsecondary	270		87,400		58,400		78,100		107,100
61	Educational Services	25-1053	Environmental Science Teachers, Postsecondary	50		120,300		87,900		109,700		147,100
61	Educational Services	25-1054	Physics Teachers, Postsecondary	90		100,300		64,100		88,600		121,200
61	Educational Services	25-1061	Anthropology and Archeology Teachers, Postsecondary	50		92,600		65,400		88,900		115,200
61	Educational Services	25-1063	Economics Teachers, Postsecondary			122,700		76,100		110,300		171,600
61	Educational Services	25-1065	Political Science Teachers, Postsecondary	200		89,400		62,600		80,200		103,800
61	Educational Services	25-1066	Psychology Teachers, Postsecondary	300		98,100		60,200		87,800		127,200
61	Educational Services	25-1067	Sociology Teachers, Postsecondary	160		82,600		57,300		77,900		105,600
61	Educational Services	25-1071	Health Specialties Teachers, Postsecondary			135,500		72,700		116,000		179,100
61	Educational Services	25-1072	Nursing Instructors and Teachers, Postsecondary	500		85,700		51,900		88,500		115,100
61	Educational Services	25-1081	Education Teachers, Postsecondary	230		84,600		54,100		79,400		110,900
61	Educational Services	25-1082	Library Science Teachers, Postsecondary			90,000		71,200		83,000		104,400
61	Educational Services	25-1111	Criminal Justice and Law Enforcement Teachers, Postsecondary	120		85,300		51,300		76,500		107,400
61	Educational Services	25-1112	Law Teachers, Postsecondary	290		140,300		61,100		131,200		195,400
61	Educational Services	25-1121	Art, Drama, and Music Teachers, Postsecondary	500		78,800		47,400		68,900		100,400
61	Educational Services	25-1122	Communications Teachers, Postsecondary	280		75,200		51,000		66,400		94,500
61	Educational Services	25-1123	English Language and Literature Teachers, Postsecondary	590		80,600		46,100		69,100		105,500
61	Educational Services	25-1124	Foreign Language and Literature Teachers, Postsecondary	160		85,200		50,800		77,800		106,800
61	Educational Services	25-1125	History Teachers, Postsecondary	260		85,000		56,100		78,200		103,600
61	Educational Services	25-1126	Philosophy and Religion Teachers, Postsecondary	170		80,100		51,100		72,300		100,100
61	Educational Services	25-1191	Graduate Teaching Assistants	720		35,200		20,400		31,000		40,200
61	Educational Services	25-1193	Recreation and Fitness Studies Teachers, Postsecondary	60		85,000		50,300		81,000		111,100
61	Educational Services	25-1194	Vocational Education Teachers, Postsecondary	470	27.40	57,000	20.65	42,900	25.00	52,000	32.25	67,100
61	Educational Services	25-1199	Postsecondary Teachers, All Other	620		78,700		43,600		66,800		97,000
61	Educational Services	25-2011	Preschool Teachers, Except Special Education	1,320	26.30	54,700	20.90	43,500	24.05	50,100	29.60	61,600
61	Educational Services	25-2012	Kindergarten Teachers, Except Special Education	1,780		66,300		49,500		64,400		82,800
61	Educational Services	25-2021	Elementary School Teachers, Except Special Education	11,780		70,200		57,800		68,500		82,600
61	Educational Services	25-2022	Middle School Teachers, Except Special and Career/Technical Educa	8,350		73,800		60,200		71,800		86,800
61	Educational Services	25-2031	Secondary School Teachers, Except Special and Career/Technical Ed	9,520		77,900		63,000		76,900		93,000
61	Educational Services	25-2032	Career/Technical Education Teachers, Secondary School			67,200		57,700		63,600		75,600
61	Educational Services	25-2052	Special Education Teachers, Kindergarten and Elementary School	3,270		69,600		57,800		67,400		80,100
61	Educational Services	25-2053	Special Education Teachers, Middle School	2,000		71,800		58,800		68,600		84,700
61	Educational Services	25-2054	Special Education Teachers, Secondary School	1,670		74,200		59,700		72,400		88,800
61	Educational Services	25-2059	Special Education Teachers, All Other	610		74,000		52,300		70,700		94,700

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
61	Educational Services	25-3021	Self-Enrichment Education Teachers	1,220	27.75	57,700	18.60	38,700	27.15	56,500	37.30	77,600
61	Educational Services	25-3097	Teachers and Instructors, All Other, Except Substitute Teachers	2,370		55,900		31,100		51,500		66,100
61	Educational Services	25-3098	Substitute Teachers	8,340	14.35	29,900	12.40	25,800	13.55	28,200	14.70	30,600
61	Educational Services	25-4021	Librarians	690	35.85	74,600	28.40	59,000	35.15	73,100	43.75	91,000
61	Educational Services	25-4031	Library Technicians		21.00	43,700	16.15	33,600	18.25	37,900	24.80	51,600
61	Educational Services	25-9031	Instructional Coordinators	770	38.90	80,900	32.30	67,200	38.80	80,700	46.25	96,200
61	Educational Services	25-9041	Teacher Assistants	13,040		31,500		24,200		29,900		36,800
61	Educational Services	25-9099	Education, Training, and Library Workers, All Other	480	32.05	66,700	23.95	49,900	30.85	64,100	39.15	81,500
61	Educational Services	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	1,610	27.10	56,400	19.30	40,100	25.30	52,600	31.85	66,300
61	Educational Services	27-1024	Graphic Designers	30	26.85	55,800	22.85	47,500	26.55	55,200	30.15	62,700
61	Educational Services	27-2012	Producers and Directors	120	24.05	50,000	18.00	37,400	21.75	45,300	27.15	56,400
61	Educational Services	27-2022	Coaches and Scouts	840		51,600		39,000		50,600		60,600
61	Educational Services	27-2041	Music Directors and Composers		46.90	97,600	43.65	90,800	48.85	101,600	53.95	112,300
61	Educational Services	27-2042	Musicians and Singers		28.70		23.95		27.40		30.55	
61	Educational Services	27-2099	Entertainers and Performers, Sports and Related Workers, All Other	40	16.75		9.15		20.05		22.20	
61	Educational Services	27-3031	Public Relations Specialists	180	31.85	66,200	24.55	51,100	29.20	60,800	36.45	75,800
61	Educational Services	27-3041	Editors	20	39.50	82,100	27.65	57,500	35.55	74,000	49.25	102,400
61	Educational Services	27-3091	Interpreters and Translators	20	45.35	94,300	29.70	61,800	43.35	90,200	63.00	131,000
61	Educational Services	27-3099	Media and Communication Workers, All Other	10	26.25	54,600	17.75	37,000	25.50	53,000	32.00	66,500
61	Educational Services	27-4011	Audio and Video Equipment Technicians	70	21.80	45,300	10.90	22,700	20.90	43,500	31.70	65,900
61	Educational Services	27-4014	Sound Engineering Technicians	30								
61	Educational Services	27-4099	Media and Communication Equipment Workers, All Other	20	27.80	57,800	22.05	45,900	25.70	53,400	29.05	60,400
61	Educational Services	29-0000	Healthcare Practitioners and Technical Occupations	3,700	36.60	76,100	27.75	57,700	34.70	72,200	43.90	91,300
61	Educational Services	29-1065	Pediatricians, General		71.70	149,100	56.10	116,700	68.55	142,600	83.10	172,900
61	Educational Services	29-1069	Physicians and Surgeons, All Other		31.85	66,300	26.90	56,000	29.50	61,300	33.80	70,300
61	Educational Services	29-1122	Occupational Therapists	360	40.95	85,200	32.95	68,500	39.10	81,400	47.45	98,700
61	Educational Services	29-1123	Physical Therapists	220	48.70	101,300	36.70	76,400	45.90	95,500	64.65	134,400
61	Educational Services	29-1127	Speech-Language Pathologists	920	37.05	77,100	28.80	59,900	36.80	76,500	44.55	92,600
61	Educational Services	29-1141	Registered Nurses	1,500	33.80	70,300	26.60	55,400	33.20	69,100	42.55	88,500
61	Educational Services	29-2071	Medical Records and Health Information Technicians	20	23.60	49,100	18.10	37,600	21.60	44,900	27.70	57,600
61	Educational Services	29-9011	Occupational Health and Safety Specialists	20	27.80	57,800	16.85	35,100	18.75	39,000	41.60	86,500
61	Educational Services	29-9091	Athletic Trainers	120		69,900		55,700		65,900		85,000
61	Educational Services	31-0000	Healthcare Support Occupations		17.90	37,200	14.20	29,600	17.70	36,800	20.80	43,300
61	Educational Services	33-0000	Protective Service Occupations	1,810	20.45	42,600	15.30	31,800	18.05	37,500	24.70	51,400
61	Educational Services	33-1012	First-Line Supervisors of Police and Detectives	30	48.75	101,400	42.10	87,500	46.95	97,600	53.40	111,100
61	Educational Services	33-1099	First-Line Supervisors of Protective Service Workers, All Other	50	34.50	71,800	27.30	56,800	32.20	67,000	39.65	82,500
61	Educational Services	33-3051	Police and Sheriff's Patrol Officers		35.40	73,600	26.55	55,200	34.05	70,800	44.45	92,400
61	Educational Services	33-9032	Security Guards	1,210	18.75	39,000	15.25	31,700	17.65	36,700	21.55	44,800
61	Educational Services	33-9092	Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers	40	12.40	25,800	10.55	22,000	11.50	23,900	12.55	26,100
61	Educational Services	33-9099	Protective Service Workers, All Other	310	17.80	37,100	13.60	28,300	16.95	35,200	19.70	40,900
61	Educational Services	35-0000	Food Preparation and Serving-Related Occupations	710	14.85	30,900	12.30	25,600	14.10	29,300	15.65	32,500
61	Educational Services	35-1012	First-Line Supervisors of Food Preparation and Serving Workers		25.10	52,200	21.05	43,700	25.25	52,500	29.40	61,200
61	Educational Services	35-2012	Cooks, Institution and Cafeteria	10	17.80	37,000	14.25	29,700	17.50	36,400	21.90	45,500
61	Educational Services	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	610	13.80	28,700	11.90	24,800	13.80	28,700	15.20	31,600
61	Educational Services	35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop		10.75	22,400	9.00	18,700	9.35	19,500	12.95	27,000
61	Educational Services	37-0000	Building and Grounds Cleaning and Maintenance Occupations	4,620	20.85	43,400	17.00	35,400	20.40	42,400	24.20	50,400
61	Educational Services	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	70	26.60	55,300	19.80	41,200	24.00	49,900	32.20	67,000
61	Educational Services	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	4,380	20.75	43,200	17.00	35,300	20.35	42,300	24.10	50,100
61	Educational Services	37-2012	Maids and Housekeeping Cleaners	30	18.15	37,800	12.75	26,500	16.10	33,500	22.90	47,700

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
61	Educational Services	37-3011	Landscaping and Groundskeeping Workers	110	20.15	41,900	16.65	34,700	19.35	40,300	23.90	49,800
61	Educational Services	39-0000	Personal Care and Service Occupations	3,030	20.10	41,800	11.15	23,200	14.25	29,600	19.40	40,300
61	Educational Services	39-1021	First-Line Supervisors of Personal Service Workers		25.60	53,200	18.50	38,500	26.05	54,200	29.70	61,800
61	Educational Services	39-3031	Ushers, Lobby Attendants, and Ticket Takers		12.05	25,100	10.30	21,500	11.20	23,300	12.45	25,900
61	Educational Services	39-9011	Childcare Workers	2,000	13.30	27,700	10.15	21,200	12.90	26,800	15.00	31,200
61	Educational Services	39-9031	Fitness Trainers and Aerobics Instructors		53.40	111,000	30.10	62,600	57.80	120,200	64.55	134,300
61	Educational Services	39-9032	Recreation Workers		16.65	34,600	13.95	29,000	16.25	33,800	18.25	38,000
61	Educational Services	39-9041	Residential Advisors	60	20.95	43,500	17.10	35,500	21.10	43,900	24.30	50,500
61	Educational Services	41-0000	Sales and Related Occupations	430	17.20	35,800	10.20	21,200	13.10	27,200	18.65	38,800
61	Educational Services	41-2011	Cashiers		12.00	25,000	10.15	21,100	11.35	23,600	12.55	26,200
61	Educational Services	41-3099	Sales Representatives, Services, All Other	200	21.30	44,300	12.55	26,100	16.50	34,300	32.65	67,900
61	Educational Services	43-0000	Office and Administrative Support Occupations	9,410	20.70	43,000	13.85	28,800	21.10	43,900	27.05	56,300
61	Educational Services	43-1011	First-Line Supervisors of Office and Administrative Support Workers	140	29.25	60,800	22.45	46,700	28.60	59,500	35.85	74,600
61	Educational Services	43-3021	Billing and Posting Clerks and Machine Operators	20	24.55	51,100	20.65	43,000	23.00	47,800	28.00	58,200
61	Educational Services	43-3031	Bookkeeping, Accounting, and Auditing Clerks	440	23.10	48,000	20.05	41,700	23.60	49,100	27.60	57,400
61	Educational Services	43-3051	Payroll and Timekeeping Clerks	120	25.25	52,500	16.75	34,800	24.00	49,900	33.95	70,600
61	Educational Services	43-3061	Procurement Clerks	20	22.45	46,700	19.50	40,500	22.35	46,500	25.25	52,500
61	Educational Services	43-4051	Customer Service Representatives	90	23.80	49,500	18.90	39,300	23.05	47,900	28.70	59,700
61	Educational Services	43-4071	File Clerks	60	21.75	45,300	19.55	40,700	21.75	45,200	23.90	49,700
61	Educational Services	43-4111	Interviewers, Except Eligibility and Loan	20	22.60	47,000	19.50	40,600	22.90	47,600	26.90	55,900
61	Educational Services	43-4121	Library Assistants, Clerical	100	18.15	37,800	14.75	30,700	17.80	37,100	22.15	46,000
61	Educational Services	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	50	21.40	44,600	18.05	37,500	21.00	43,700	24.55	51,100
61	Educational Services	43-4171	Receptionists and Information Clerks	460	16.05	33,400	11.60	24,100	14.90	31,000	20.10	41,800
61	Educational Services	43-4199	Information and Record Clerks, All Other	130	25.05	52,100	20.20	42,000	24.10	50,200	29.40	61,100
61	Educational Services	43-5021	Couriers and Messengers	10	17.10	35,600	13.15	27,400	15.75	32,800	21.75	45,200
61	Educational Services	43-5031	Police, Fire, and Ambulance Dispatchers	10	24.15	50,200	21.40	44,500	24.35	50,700	28.20	58,700
61	Educational Services	43-5071	Shipping, Receiving, and Traffic Clerks	10	19.15	39,800	16.25	33,800	20.05	41,700	22.55	46,900
61	Educational Services	43-5081	Stock Clerks and Order Fillers	10	21.25	44,200	15.10	31,500	19.90	41,400	27.75	57,700
61	Educational Services	43-6011	Executive Secretaries and Executive Administrative Assistants	400	32.00	66,600	27.40	57,000	32.20	67,000	37.05	77,100
61	Educational Services	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	4,260	23.40	48,700	19.15	39,900	24.00	49,900	28.40	59,100
61	Educational Services	43-9011	Computer Operators	10	25.65	53,300	19.55	40,700	24.45	50,900	33.30	69,200
61	Educational Services	43-9021	Data Entry Keyers	30	18.55	38,600	16.00	33,300	17.85	37,100	20.50	42,600
61	Educational Services	43-9022	Word Processors and Typists	10	25.40	52,800	22.70	47,200	26.15	54,400	28.80	59,900
61	Educational Services	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	50	19.40	40,400	16.05	33,400	19.80	41,200	23.25	48,400
61	Educational Services	43-9061	Office Clerks, General	1,470	19.00	39,500	14.00	29,100	18.30	38,100	23.65	49,200
61	Educational Services	43-9199	Office and Administrative Support Workers, All Other	1,360	9.50	19,800	8.85	18,400	9.05	18,900	9.30	19,300
61	Educational Services	47-0000	Construction and Extraction Occupations	270	40.40	84,100	31.35	65,200	39.60	82,400	49.95	103,900
61	Educational Services	47-2031	Carpenters	60	41.90	87,200	33.15	68,900	43.75	91,000	49.20	102,400
61	Educational Services	47-2111	Electricians	60	43.15	89,800	30.45	63,300	38.70	80,500	57.90	120,500
61	Educational Services	47-2141	Painters, Construction and Maintenance	70	37.30	77,600	32.85	68,300	37.30	77,600	43.35	90,200
61	Educational Services	49-0000	Installation, Maintenance, and Repair Occupations	850	28.55	59,400	23.25	48,300	28.85	60,000	34.40	71,600
61	Educational Services	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	60	37.00	77,000	33.00	68,600	36.10	75,100	39.65	82,400
61	Educational Services	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	20	30.80	64,000	25.80	53,700	29.25	60,800	36.20	75,300
61	Educational Services	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	80	31.10	64,700	27.00	56,200	30.65	63,700	35.55	73,900
61	Educational Services	49-9071	Maintenance and Repair Workers, General	600	27.50	57,200	22.20	46,200	28.00	58,300	33.30	69,300
61	Educational Services	49-9094	Locksmiths and Safe Repairers	10	28.65	59,500	25.55	53,100	28.65	59,600	32.00	66,500
61	Educational Services	51-0000	Production Occupations	40	29.00	60,300	20.30	42,200	30.25	62,900	36.20	75,300
61	Educational Services	51-8021	Stationary Engineers and Boiler Operators	10	32.45	67,500	28.85	60,000	33.20	69,100	36.80	76,500
61	Educational Services	53-0000	Transportation and Material Moving Occupations	1,330	20.00	41,600	15.60	32,400	18.70	38,900	23.95	49,800

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: BY INDUSTRY SECTOR**

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
61	Educational Services	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	70	34.60	72,000	31.00	64,500	34.80	72,400	38.30	79,600
61	Educational Services	53-3022	Bus Drivers, School or Special Client	1,150	19.40	40,400	15.75	32,800	18.50	38,500	23.15	48,200
61	Educational Services	53-3032	Heavy and Tractor-Trailer Truck Drivers	60	13.90	28,900	11.05	23,000	12.55	26,100	15.05	31,300
62	Health Care and Social Assistance	00-0000	Total all occupations	158,210	29.10	60,500	14.00	29,100	19.85	41,300	35.85	74,600
62	Health Care and Social Assistance	11-0000	Management Occupations	5,180	57.85	120,400	41.40	86,100	52.30	108,700	66.30	137,900
62	Health Care and Social Assistance	11-1021	General and Operations Managers	610	73.65	153,200	46.60	96,900	59.60	124,000	89.25	185,600
62	Health Care and Social Assistance	11-2021	Marketing Managers	80	88.70	184,400	65.05	135,300	79.10	164,600		
62	Health Care and Social Assistance	11-2022	Sales Managers	20	79.80	166,000	56.95	118,400	67.70	140,900	91.55	190,400
62	Health Care and Social Assistance	11-2031	Public Relations and Fundraising Managers	70	71.10	147,900	50.15	104,300	61.90	128,700	80.15	166,700
62	Health Care and Social Assistance	11-3011	Administrative Services Managers	230	58.90	122,500	41.00	85,200	52.60	109,400	63.25	131,500
62	Health Care and Social Assistance	11-3021	Computer and Information Systems Managers	80	75.80	157,600	59.65	124,000	71.25	148,200	84.60	176,000
62	Health Care and Social Assistance	11-3031	Financial Managers	220	81.50	169,600	58.75	122,200	72.45	150,700	94.10	195,800
62	Health Care and Social Assistance	11-3061	Purchasing Managers	10	79.35	165,000	60.35	125,500	76.55	159,300	91.50	190,300
62	Health Care and Social Assistance	11-3121	Human Resources Managers	50	78.25	162,800	57.65	119,900	71.30	148,300	91.75	190,900
62	Health Care and Social Assistance	11-3131	Training and Development Managers	10	76.50	159,100	57.75	120,100	66.90	139,100	79.25	164,800
62	Health Care and Social Assistance	11-9031	Education Administrators, Preschool and Childcare Center/Program	420								
62	Health Care and Social Assistance	11-9032	Education Administrators, Elementary and Secondary School	10		127,100		104,600		133,200		152,600
62	Health Care and Social Assistance	11-9033	Education Administrators, Postsecondary	20	97.00	201,800	57.30	119,200	77.20	160,600		
62	Health Care and Social Assistance	11-9051	Food Service Managers	70	38.35	79,800	31.90	66,300	35.65	74,200	39.85	82,800
62	Health Care and Social Assistance	11-9111	Medical and Health Services Managers	2,530	55.65	115,700	44.50	92,500	53.20	110,700	62.45	129,900
62	Health Care and Social Assistance	11-9141	Property, Real Estate, and Community Association Managers	130	31.05	64,600	26.35	54,800	28.70	59,700	32.95	68,600
62	Health Care and Social Assistance	11-9151	Social and Community Service Managers	560	40.15	83,500	33.55	69,800	38.70	80,400	46.00	95,600
62	Health Care and Social Assistance	11-9161	Emergency Management Directors		46.25	96,200	36.20	75,300	50.20	104,400	56.85	118,300
62	Health Care and Social Assistance	11-9199	Managers, All Other	20	99.45	206,900	55.45	115,400	63.40	131,800		
62	Health Care and Social Assistance	13-0000	Business and Financial Operations Occupations	2,230	36.00	74,900	28.40	59,000	34.90	72,600	42.25	87,800
62	Health Care and Social Assistance	13-1020	Buyers and Purchasing Agents	50	37.95	79,000	28.60	59,500	36.60	76,100	46.25	96,200
62	Health Care and Social Assistance	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	70	34.10	70,900	25.90	53,800	30.60	63,600	42.20	87,800
62	Health Care and Social Assistance	13-1071	Human Resources Specialists	290	34.30	71,300	27.75	57,700	32.65	67,900	39.40	81,900
62	Health Care and Social Assistance	13-1111	Management Analysts	50	41.20	85,700	33.30	69,300	38.70	80,500	49.30	102,600
62	Health Care and Social Assistance	13-1121	Meeting, Convention, and Event Planners	20	28.65	59,600	25.00	52,000	28.10	58,400	32.30	67,200
62	Health Care and Social Assistance	13-1131	Fundraisers	90	31.20	64,900	22.00	45,800	28.50	59,300	39.50	82,100
62	Health Care and Social Assistance	13-1141	Compensation, Benefits, and Job Analysis Specialists	20	36.20	75,300	29.20	60,700	34.30	71,300	40.90	85,000
62	Health Care and Social Assistance	13-1151	Training and Development Specialists	210	40.80	84,900	32.00	66,600	41.25	85,800	49.80	103,600
62	Health Care and Social Assistance	13-1161	Market Research Analysts and Marketing Specialists	170	34.75	72,200	27.90	58,000	33.70	70,000	41.90	87,100
62	Health Care and Social Assistance	13-1199	Business Operations Specialists, All Other	850	34.85	72,500	27.80	57,800	33.60	69,900	39.00	81,100
62	Health Care and Social Assistance	13-2011	Accountants and Auditors	300	38.20	79,500	32.40	67,400	37.90	78,800	44.75	93,100
62	Health Care and Social Assistance	13-2031	Budget Analysts	10	39.85	82,900	34.90	72,600	42.60	88,600	47.05	97,800
62	Health Care and Social Assistance	13-2051	Financial Analysts	50	38.95	81,000	33.40	69,500	38.30	79,700	44.70	93,000
62	Health Care and Social Assistance	13-2099	Financial Specialists, All Other	40	40.25	83,700	34.50	71,800	39.50	82,200	46.40	96,500
62	Health Care and Social Assistance	15-0000	Computer and Mathematical Occupations	790	40.20	83,600	29.30	61,000	39.10	81,300	48.85	101,600
62	Health Care and Social Assistance	15-1121	Computer Systems Analysts	280	45.50	94,700	35.30	73,400	44.65	92,900	54.85	114,100
62	Health Care and Social Assistance	15-1131	Computer Programmers	30	26.05	54,200	22.25	46,200	25.10	52,200	29.25	60,900
62	Health Care and Social Assistance	15-1132	Software Developers, Applications	190	48.15	100,200	39.60	82,400	45.90	95,500	54.50	113,300
62	Health Care and Social Assistance	15-1134	Web Developers	10	42.05	87,500	35.55	74,000	41.90	87,100	48.10	100,100
62	Health Care and Social Assistance	15-1142	Network and Computer Systems Administrators	40	37.40	77,700	30.30	63,100	36.85	76,700	44.15	91,800
62	Health Care and Social Assistance	15-1151	Computer User Support Specialists	210	27.40	56,900	20.90	43,500	26.85	55,800	33.75	70,200
62	Health Care and Social Assistance	17-2031	Biomedical Engineers	20	44.10	91,700	34.80	72,300	42.40	88,200	55.70	115,800

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
62	Health Care and Social Assistance	19-0000	Life, Physical, and Social Science Occupations	450	81.50	169,500	44.35	92,200	61.70	128,300		
62	Health Care and Social Assistance	19-1042	Medical Scientists, Except Epidemiologists	20	41.15	85,600	34.30	71,400	41.45	86,200	48.05	100,000
62	Health Care and Social Assistance	19-2012	Physicists	20	99.95	207,900	75.05	156,100	91.00	189,300		
62	Health Care and Social Assistance	19-3031	Clinical, Counseling, and School Psychologists	400	84.25	175,200	46.50	96,700	62.85	130,700		
62	Health Care and Social Assistance	21-0000	Community and Social Services Occupations	9,890	21.20	44,000	14.75	30,600	19.05	39,700	26.75	55,700
62	Health Care and Social Assistance	21-1012	Educational, Guidance, School, and Vocational Counselors		30.10	62,600	26.60	55,300	32.15	66,900	36.10	75,100
62	Health Care and Social Assistance	21-1013	Marriage and Family Therapists	80	26.50	55,100	23.35	48,500	26.75	55,600	29.45	61,200
62	Health Care and Social Assistance	21-1015	Rehabilitation Counselors	140	27.20	56,600	24.50	51,000	27.45	57,100	30.35	63,100
62	Health Care and Social Assistance	21-1018	Substance abuse, behavioral disorder, and mental health counselors	2,170	26.70	55,600	21.45	44,600	26.55	55,200	30.85	64,200
62	Health Care and Social Assistance	21-1019	Counselors, All Other	60	34.20	71,100	26.40	54,900	30.40	63,300	36.25	75,400
62	Health Care and Social Assistance	21-1021	Child, Family, and School Social Workers	260	29.70	61,800	24.45	50,900	28.75	59,800	34.75	72,200
62	Health Care and Social Assistance	21-1022	Healthcare Social Workers	750	31.05	64,600	26.30	54,700	31.15	64,800	36.45	75,800
62	Health Care and Social Assistance	21-1023	Mental Health and Substance Abuse Social Workers	260	37.30	77,500	28.05	58,400	32.05	66,700	41.80	86,900
62	Health Care and Social Assistance	21-1091	Health Educators	60								
62	Health Care and Social Assistance	21-1093	Social and Human Service Assistants	5,870	16.15	33,600	12.65	26,300	15.70	32,600	18.90	39,300
62	Health Care and Social Assistance	21-1094	Community Health Workers	100	21.50	44,700	18.45	38,300	21.55	44,800	24.25	50,400
62	Health Care and Social Assistance	21-1099	Community and Social Service Specialists, All Other	30	22.40	46,600	15.45	32,100	24.40	50,800	28.55	59,400
62	Health Care and Social Assistance	21-2011	Clergy	70	30.80	64,100	26.10	54,300	30.15	62,700	35.70	74,200
62	Health Care and Social Assistance	23-0000	Legal Occupations		91.30	189,900	51.60	107,300	87.10	181,200		
62	Health Care and Social Assistance	23-1011	Lawyers	20	110.30	229,400	80.40	167,200	99.30	206,500		
62	Health Care and Social Assistance	25-0000	Education, Training, and Library Occupations	8,670	15.60	32,400	10.75	22,400	12.80	26,600	16.70	34,700
62	Health Care and Social Assistance	25-1071	Health Specialties Teachers, Postsecondary	40								
62	Health Care and Social Assistance	25-1072	Nursing Instructors and Teachers, Postsecondary	150		98,400		79,200		106,900		122,300
62	Health Care and Social Assistance	25-2011	Preschool Teachers, Except Special Education	3,230	16.30	33,900	12.35	25,700	14.20	29,500	17.70	36,800
62	Health Care and Social Assistance	25-2051	Special Education Teachers, Preschool			66,300		56,400		66,600		78,900
62	Health Care and Social Assistance	25-2054	Special Education Teachers, Secondary School	50		64,900		53,800		63,200		76,600
62	Health Care and Social Assistance	25-3011	Adult Basic and Secondary Education and Literacy Teachers and Ins	20	29.10	60,500	20.10	41,800	27.15	56,400	40.55	84,300
62	Health Care and Social Assistance	25-3021	Self-Enrichment Education Teachers		17.20	35,700	10.35	21,500	11.30	23,500	26.00	54,000
62	Health Care and Social Assistance	25-3097	Teachers and Instructors, All Other, Except Substitute Teachers	60		59,700		53,000		58,200		63,300
62	Health Care and Social Assistance	25-4021	Librarians		26.85	55,800	17.65	36,700	22.00	45,800	35.05	72,900
62	Health Care and Social Assistance	25-9031	Instructional Coordinators	280	24.45	50,800	18.00	37,400	22.15	46,100	28.05	58,400
62	Health Care and Social Assistance	25-9041	Teacher Assistants	4,540		25,300		20,800		23,400		27,400
62	Health Care and Social Assistance	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	190	26.50	55,100	19.40	40,300	23.95	49,800	30.85	64,200
62	Health Care and Social Assistance	27-3031	Public Relations Specialists	60	35.80	74,400	26.70	55,500	33.15	69,000	39.70	82,500
62	Health Care and Social Assistance	27-3091	Interpreters and Translators		19.95	41,500	11.30	23,500	14.20	29,600	29.65	61,600
62	Health Care and Social Assistance	29-0000	Healthcare Practitioners and Technical Occupations	48,210	50.15	104,300	32.00	66,500	40.55	84,300	53.15	110,500
62	Health Care and Social Assistance	29-1011	Chiropractors	100	44.20	91,900	35.00	72,800	40.20	83,600	55.00	114,400
62	Health Care and Social Assistance	29-1021	Dentists, General	1,220	75.35	156,700	45.50	94,600	58.20	121,100	96.35	200,400
62	Health Care and Social Assistance	29-1031	Dietitians and Nutritionists	360	34.90	72,600	30.80	64,100	34.60	72,000	38.30	79,700
62	Health Care and Social Assistance	29-1041	Optometrists		53.55	111,400	39.85	82,800	55.65	115,800	62.30	129,600
62	Health Care and Social Assistance	29-1051	Pharmacists	540	56.50	117,500	52.70	109,600	57.20	119,000	61.70	128,300
62	Health Care and Social Assistance	29-1061	Anesthesiologists		144.35	300,300						
62	Health Care and Social Assistance	29-1062	Family and General Practitioners	510	113.80	236,800	79.25	164,900				
62	Health Care and Social Assistance	29-1063	Internists, General	230	129.35	269,100						
62	Health Care and Social Assistance	29-1064	Obstetricians and Gynecologists	90	125.30	260,700	94.15	195,900				
62	Health Care and Social Assistance	29-1065	Pediatricians, General	270	100.75	209,600	82.55	171,700	93.70	194,900		
62	Health Care and Social Assistance	29-1066	Psychiatrists		127.50	265,200	96.95	201,600				
62	Health Care and Social Assistance	29-1067	Surgeons	460	140.25	291,800						
62	Health Care and Social Assistance	29-1069	Physicians and Surgeons, All Other	3,910	97.20	202,200	37.20	77,400	97.85	203,500		

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
62	Health Care and Social Assistance	29-1071	Physician Assistants	760	56.80	118,100	48.40	100,700	57.50	119,700	67.80	141,000
62	Health Care and Social Assistance	29-1081	Podiatrists		75.75	157,500	47.25	98,300	68.90	143,300	88.15	183,300
62	Health Care and Social Assistance	29-1122	Occupational Therapists	810	46.60	97,000	37.65	78,300	46.95	97,600	56.20	116,900
62	Health Care and Social Assistance	29-1123	Physical Therapists	1,690	46.70	97,200	40.35	83,900	45.90	95,500	53.65	111,600
62	Health Care and Social Assistance	29-1124	Radiation Therapists	130	55.30	115,000	44.95	93,500	51.05	106,200	62.85	130,800
62	Health Care and Social Assistance	29-1125	Recreational Therapists	140	27.35	56,900	23.85	49,600	27.75	57,700	30.90	64,300
62	Health Care and Social Assistance	29-1126	Respiratory Therapists	840	36.40	75,700	32.70	68,100	36.05	75,000	39.60	82,400
62	Health Care and Social Assistance	29-1127	Speech-Language Pathologists	870	62.10	129,100	42.45	88,300	62.15	129,300	84.55	175,800
62	Health Care and Social Assistance	29-1128	Exercise Physiologists	50	24.85	51,700	20.55	42,800	24.05	50,000	28.40	59,100
62	Health Care and Social Assistance	29-1141	Registered Nurses	17,980	41.40	86,100	34.85	72,500	41.05	85,400	47.55	98,900
62	Health Care and Social Assistance	29-1151	Nurse Anesthetists		91.10	189,500	70.95	147,600	84.10	174,900	98.20	204,200
62	Health Care and Social Assistance	29-1161	Nurse Midwives	30								
62	Health Care and Social Assistance	29-1171	Nurse Practitioners	1,700	56.85	118,200	49.10	102,100	55.70	115,900	61.80	128,500
62	Health Care and Social Assistance	29-1181	Audiologists	60	51.80	107,800	49.65	103,300	54.25	112,800	58.75	122,200
62	Health Care and Social Assistance	29-1199	Health Diagnosing and Treating Practitioners, All Other	160	52.50	109,200	36.30	75,500	46.30	96,300	68.75	143,000
62	Health Care and Social Assistance	29-2010	Clinical Laboratory Technologists and Technicians	1,930	31.85	66,200	26.30	54,700	31.10	64,700	37.55	78,100
62	Health Care and Social Assistance	29-2021	Dental Hygienists	1,150	42.80	89,100	39.90	83,000	43.65	90,800	47.35	98,500
62	Health Care and Social Assistance	29-2031	Cardiovascular Technologists and Technicians	200	36.55	76,000	32.55	67,700	36.15	75,200	40.25	83,800
62	Health Care and Social Assistance	29-2032	Diagnostic Medical Sonographers	700	36.65	76,300	32.40	67,400	36.45	75,800	41.65	86,700
62	Health Care and Social Assistance	29-2033	Nuclear Medicine Technologists	150	47.10	98,000	41.40	86,200	47.40	98,600	54.60	113,600
62	Health Care and Social Assistance	29-2034	Radiologic Technologists and Technicians	1,510	32.40	67,400	27.55	57,300	32.85	68,300	37.35	77,600
62	Health Care and Social Assistance	29-2035	Magnetic Resonance Imaging Technologists	220	39.75	82,700	34.70	72,200	38.70	80,500	44.95	93,500
62	Health Care and Social Assistance	29-2041	Emergency Medical Technicians and Paramedics	1,730	21.35	44,400	15.15	31,500	18.35	38,200	27.65	57,600
62	Health Care and Social Assistance	29-2051	Dietetic Technicians	90	17.30	36,000	14.30	29,700	17.10	35,600	20.25	42,100
62	Health Care and Social Assistance	29-2052	Pharmacy Technicians	430	20.10	41,800	17.05	35,500	20.15	41,900	23.10	48,000
62	Health Care and Social Assistance	29-2053	Psychiatric Technicians	80	19.00	39,500	15.00	31,200	17.80	37,000	22.10	46,000
62	Health Care and Social Assistance	29-2055	Surgical Technologists	490	25.40	52,800	22.00	45,800	25.50	53,000	28.85	60,000
62	Health Care and Social Assistance	29-2057	Ophthalmic Medical Technicians		22.15	46,100	19.60	40,800	22.00	45,800	24.40	50,800
62	Health Care and Social Assistance	29-2061	Licensed Practical and Licensed Vocational Nurses	3,540	28.35	59,000	25.55	53,100	28.20	58,600	31.00	64,500
62	Health Care and Social Assistance	29-2071	Medical Records and Health Information Technicians	320	32.45	67,500	27.35	56,900	31.75	66,000	37.60	78,200
62	Health Care and Social Assistance	29-2081	Opticians, Dispensing	100	31.30	65,100	27.60	57,400	30.85	64,100	35.45	73,700
62	Health Care and Social Assistance	29-2099	Health Technologists and Technicians, All Other	510	24.05	50,000	17.75	37,000	21.95	45,700	29.40	61,200
62	Health Care and Social Assistance	29-9011	Occupational Health and Safety Specialists	40	45.55	94,800	40.85	85,000	46.05	95,800	52.10	108,300
62	Health Care and Social Assistance	29-9091	Athletic Trainers	30								
62	Health Care and Social Assistance	29-9092	Genetic Counselors	10	41.70	86,700	35.85	74,600	39.95	83,100	46.90	97,600
62	Health Care and Social Assistance	31-0000	Healthcare Support Occupations	36,880	15.45	32,200	12.20	25,300	14.50	30,100	17.95	37,400
62	Health Care and Social Assistance	31-1011	Home Health Aides	6,240	11.05	23,000	9.55	19,900	10.65	22,200	12.05	25,100
62	Health Care and Social Assistance	31-1013	Psychiatric Aides	570	17.05	35,400	14.30	29,800	16.25	33,800	19.25	40,000
62	Health Care and Social Assistance	31-1014	Nursing Assistants	15,610	14.60	30,300	12.60	26,200	14.15	29,500	16.45	34,200
62	Health Care and Social Assistance	31-1015	Orderlies	760	14.55	30,200	11.90	24,800	14.40	29,900	17.00	35,300
62	Health Care and Social Assistance	31-2011	Occupational Therapy Assistants	130	31.80	66,200	26.95	56,100	32.80	68,200	37.60	78,200
62	Health Care and Social Assistance	31-2012	Occupational Therapy Aides		13.95	29,000	10.40	21,600	11.35	23,600	16.15	33,500
62	Health Care and Social Assistance	31-2021	Physical Therapist Assistants	350	31.70	66,000	28.65	59,600	33.95	70,600	37.35	77,700
62	Health Care and Social Assistance	31-2022	Physical Therapist Aides	1,070	13.70	28,500	10.95	22,800	13.20	27,500	15.90	33,100
62	Health Care and Social Assistance	31-9011	Massage Therapists	220	23.25	48,400	19.60	40,800	22.50	46,900	25.30	52,600
62	Health Care and Social Assistance	31-9091	Dental Assistants	3,160	19.60	40,800	15.40	32,000	18.30	38,100	23.25	48,300
62	Health Care and Social Assistance	31-9092	Medical Assistants	5,510	17.45	36,300	14.10	29,300	17.10	35,600	20.50	42,600
62	Health Care and Social Assistance	31-9093	Medical Equipment Preparers	670	20.00	41,600	16.80	35,000	19.20	40,000	23.40	48,600
62	Health Care and Social Assistance	31-9094	Medical Transcriptionists	130	20.25	42,100	17.25	35,900	18.90	39,300	22.70	47,200

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
62	Health Care and Social Assistance	31-9097	Phlebotomists	960	19.35	40,300	16.15	33,600	19.05	39,600	22.55	46,900
62	Health Care and Social Assistance	31-9099	Healthcare Support Workers, All Other	1,460	16.90	35,100	13.65	28,400	16.30	33,900	19.40	40,400
62	Health Care and Social Assistance	33-0000	Protective Service Occupations	830	17.55	36,500	13.55	28,200	16.70	34,700	20.30	42,200
62	Health Care and Social Assistance	33-1099	First-Line Supervisors of Protective Service Workers, All Other	40	31.45	65,400	22.20	46,200	30.70	63,900	40.05	83,300
62	Health Care and Social Assistance	33-9032	Security Guards	710	17.25	35,900	14.00	29,100	16.85	35,000	19.95	41,500
62	Health Care and Social Assistance	33-9092	Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers	50	11.50	23,900	10.30	21,400	11.20	23,300	12.05	25,100
62	Health Care and Social Assistance	35-0000	Food Preparation and Serving-Related Occupations	4,580	13.70	28,500	10.45	21,800	12.60	26,200	15.40	32,000
62	Health Care and Social Assistance	35-1011	Chefs and Head Cooks	40	26.85	55,800	21.80	45,400	25.15	52,300	30.90	64,300
62	Health Care and Social Assistance	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	360	21.05	43,800	14.95	31,100	18.90	39,300	27.55	57,300
62	Health Care and Social Assistance	35-2012	Cooks, Institution and Cafeteria	840	16.10	33,500	13.60	28,300	15.85	33,000	18.35	38,100
62	Health Care and Social Assistance	35-2021	Food Preparation Workers	280	11.20	23,300	9.55	19,800	10.05	20,900	12.50	26,000
62	Health Care and Social Assistance	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	50	17.10	35,600	13.10	27,300	17.65	36,700	21.40	44,500
62	Health Care and Social Assistance	35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	60	13.50	28,100	10.10	21,000	13.70	28,500	15.40	32,000
62	Health Care and Social Assistance	35-3041	Food Servers, Nonrestaurant	2,560	12.20	25,400	10.20	21,200	11.80	24,500	13.85	28,800
62	Health Care and Social Assistance	35-9021	Dishwashers	80	11.15	23,200	9.45	19,700	10.30	21,400	12.15	25,300
62	Health Care and Social Assistance	35-9031	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop		11.90	24,800	10.15	21,100	11.15	23,200	13.30	27,600
62	Health Care and Social Assistance	35-9099	Food Preparation and Serving Related Workers, All Other	110	11.95	24,900	9.25	19,200	10.90	22,700	14.95	31,100
62	Health Care and Social Assistance	37-0000	Building and Grounds Cleaning and Maintenance Occupations	3,550	14.25	29,700	11.95	24,900	13.85	28,800	16.15	33,600
62	Health Care and Social Assistance	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	130	23.90	49,700	19.50	40,600	23.30	48,500	27.80	57,900
62	Health Care and Social Assistance	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	830	13.05	27,100	10.40	21,600	12.35	25,700	14.65	30,500
62	Health Care and Social Assistance	37-2012	Maids and Housekeeping Cleaners	2,560	14.10	29,300	12.35	25,700	14.00	29,100	15.95	33,200
62	Health Care and Social Assistance	37-3011	Landscaping and Groundskeeping Workers	30	17.45	36,300	16.15	33,600	17.60	36,600	19.10	39,700
62	Health Care and Social Assistance	39-0000	Personal Care and Service Occupations	7,510	14.30	29,700	11.10	23,100	13.65	28,400	16.35	34,000
62	Health Care and Social Assistance	39-1021	First-Line Supervisors of Personal Service Workers	580	20.65	42,900	15.20	31,600	18.85	39,200	26.70	55,600
62	Health Care and Social Assistance	39-5012	Hairdressers, Hairstylists, and Cosmetologists		21.85	45,400	21.35	44,400	23.05	47,900	24.75	51,500
62	Health Care and Social Assistance	39-5094	Skincare Specialists	90	25.45	52,900	21.20	44,100	25.55	53,100	30.65	63,700
62	Health Care and Social Assistance	39-6012	Concierges	180	14.50	30,200	12.70	26,500	14.35	29,800	16.60	34,500
62	Health Care and Social Assistance	39-9011	Childcare Workers	1,000	10.65	22,200	9.35	19,400	10.05	20,900	11.55	24,100
62	Health Care and Social Assistance	39-9021	Personal Care Aides	3,600	14.35	29,800	12.40	25,800	14.70	30,500	16.60	34,500
62	Health Care and Social Assistance	39-9031	Fitness Trainers and Aerobics Instructors	110	22.60	47,000	15.05	31,300	19.90	41,400	26.95	56,100
62	Health Care and Social Assistance	39-9032	Recreation Workers	1,600	12.95	26,900	10.75	22,300	12.35	25,700	14.60	30,300
62	Health Care and Social Assistance	39-9041	Residential Advisors	220	14.75	30,700	12.95	26,900	14.00	29,200	15.15	31,500
62	Health Care and Social Assistance	39-9099	Personal Care and Service Workers, All Other	100	12.00	24,900	9.00	18,800	9.40	19,600	14.05	29,200
62	Health Care and Social Assistance	41-0000	Sales and Related Occupations	520	25.90	53,900	16.25	33,800	24.20	50,400	33.65	70,000
62	Health Care and Social Assistance	41-1011	First-Line Supervisors of Retail Sales Workers	10	27.15	56,400	22.50	46,800	27.55	57,300	31.10	64,700
62	Health Care and Social Assistance	41-2011	Cashiers	90	15.20	31,700	12.25	25,500	15.20	31,600	18.00	37,400
62	Health Care and Social Assistance	41-3099	Sales Representatives, Services, All Other	200	33.70	70,100	25.15	52,300	32.35	67,300	38.50	80,000
62	Health Care and Social Assistance	41-9099	Sales and Related Workers, All Other	100	28.65	59,600	22.20	46,100	29.40	61,200	35.55	74,000
62	Health Care and Social Assistance	43-0000	Office and Administrative Support Occupations	25,680	19.40	40,300	15.15	31,500	18.40	38,200	23.35	48,500
62	Health Care and Social Assistance	43-1011	First-Line Supervisors of Office and Administrative Support Workers	2,090	28.20	58,600	24.15	50,200	28.15	58,500	32.45	67,500
62	Health Care and Social Assistance	43-2011	Switchboard Operators, Including Answering Service	190	18.40	38,200	13.60	28,300	15.65	32,500	18.25	37,900
62	Health Care and Social Assistance	43-3011	Bill and Account Collectors		17.45	36,300	15.95	33,100	17.10	35,600	18.30	38,000
62	Health Care and Social Assistance	43-3021	Billing and Posting Clerks and Machine Operators	2,160	20.40	42,400	16.75	34,800	19.80	41,200	24.15	50,200
62	Health Care and Social Assistance	43-3031	Bookkeeping, Accounting, and Auditing Clerks	690	24.00	50,000	19.70	41,000	22.95	47,700	27.70	57,600
62	Health Care and Social Assistance	43-3051	Payroll and Timekeeping Clerks	90	25.50	53,000	21.85	45,500	25.45	53,000	29.00	60,300
62	Health Care and Social Assistance	43-3061	Procurement Clerks	40	23.40	48,700	18.85	39,200	23.00	47,900	28.25	58,700
62	Health Care and Social Assistance	43-3099	Financial Clerks, All Other	20	20.00	41,600	16.90	35,200	19.20	39,900	23.10	48,100
62	Health Care and Social Assistance	43-4041	Credit Authorizers, Checkers, and Clerks	100	22.00	45,800	19.45	40,400	21.80	45,300	24.05	50,000
62	Health Care and Social Assistance	43-4051	Customer Service Representatives	810	19.50	40,500	16.65	34,600	19.25	40,000	22.50	46,800

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
62	Health Care and Social Assistance	43-4071	File Clerks	1,280	15.05	31,300	11.10	23,100	14.20	29,500	18.30	38,100
62	Health Care and Social Assistance	43-4111	Interviewers, Except Eligibility and Loan	1,190	18.20	37,800	15.00	31,200	17.60	36,600	20.95	43,500
62	Health Care and Social Assistance	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	360	22.85	47,600	18.20	37,900	21.90	45,600	26.30	54,700
62	Health Care and Social Assistance	43-4171	Receptionists and Information Clerks	9,030	16.50	34,400	13.45	28,000	16.30	33,900	19.05	39,700
62	Health Care and Social Assistance	43-4199	Information and Record Clerks, All Other	40	19.15	39,900	14.90	31,000	19.30	40,100	23.40	48,600
62	Health Care and Social Assistance	43-5021	Couriers and Messengers	100	16.80	34,900	14.30	29,800	17.00	35,400	19.10	39,800
62	Health Care and Social Assistance	43-5031	Police, Fire, and Ambulance Dispatchers	90	18.80	39,100	16.10	33,400	18.50	38,500	21.80	45,300
62	Health Care and Social Assistance	43-5032	Dispatchers, Except Police, Fire, and Ambulance	30	19.55	40,700	13.85	28,800	18.15	37,700	24.20	50,300
62	Health Care and Social Assistance	43-5071	Shipping, Receiving, and Traffic Clerks	20	16.40	34,100	15.15	31,500	16.60	34,600	18.05	37,500
62	Health Care and Social Assistance	43-5081	Stock Clerks and Order Fillers	320	17.90	37,200	15.35	31,900	17.45	36,300	19.60	40,800
62	Health Care and Social Assistance	43-6011	Executive Secretaries and Executive Administrative Assistants	910	25.95	54,000	22.10	45,900	25.65	53,300	29.45	61,200
62	Health Care and Social Assistance	43-6013	Medical Secretaries	3,240	21.25	44,200	17.20	35,800	20.70	43,100	25.65	53,300
62	Health Care and Social Assistance	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	1,360	17.90	37,300	15.75	32,800	17.90	37,200	20.55	42,700
62	Health Care and Social Assistance	43-9011	Computer Operators	30	23.15	48,200	19.55	40,700	23.00	47,800	26.90	56,000
62	Health Care and Social Assistance	43-9021	Data Entry Keyers	260	17.95	37,400	15.95	33,200	17.80	37,000	19.90	41,400
62	Health Care and Social Assistance	43-9061	Office Clerks, General	790	19.45	40,400	13.75	28,600	17.75	36,900	24.55	51,000
62	Health Care and Social Assistance	43-9071	Office Machine Operators, Except Computer	160	11.85	24,600	9.75	20,300	11.30	23,500	13.05	27,100
62	Health Care and Social Assistance	43-9199	Office and Administrative Support Workers, All Other	110	15.90	33,100	12.95	26,900	15.40	32,000	19.15	39,900
62	Health Care and Social Assistance	47-0000	Construction and Extraction Occupations	150	28.50	59,300	24.85	51,700	28.05	58,300	31.55	65,600
62	Health Care and Social Assistance	47-2031	Carpenters	40	28.55	59,400	26.10	54,300	28.05	58,300	30.00	62,400
62	Health Care and Social Assistance	47-2111	Electricians	30	30.90	64,300	26.80	55,800	30.35	63,200	35.15	73,100
62	Health Care and Social Assistance	47-2141	Painters, Construction and Maintenance	40	25.20	52,500	19.90	41,400	23.55	49,000	30.25	63,000
62	Health Care and Social Assistance	47-2152	Plumbers, Pipefitters, and Steamfitters	20	30.65	63,800	26.30	54,700	28.80	59,900	32.30	67,100
62	Health Care and Social Assistance	49-0000	Installation, Maintenance, and Repair Occupations	1,130	23.05	48,000	17.15	35,600	21.55	44,800	27.95	58,100
62	Health Care and Social Assistance	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	130	32.30	67,200	26.35	54,800	30.55	63,600	39.60	82,400
62	Health Care and Social Assistance	49-3023	Automotive Service Technicians and Mechanics	20	26.95	56,000	19.30	40,100	25.45	52,900	33.70	70,100
62	Health Care and Social Assistance	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	50	29.20	60,800	26.60	55,300	28.70	59,700	30.95	64,400
62	Health Care and Social Assistance	49-9062	Medical Equipment Repairers	40	33.40	69,500	25.50	53,100	28.80	59,900	37.40	77,800
62	Health Care and Social Assistance	49-9071	Maintenance and Repair Workers, General	860	20.80	43,300	16.55	34,400	19.35	40,200	24.75	51,500
62	Health Care and Social Assistance	49-9098	Helpers--Installation, Maintenance, and Repair Workers	20	14.40	29,900	11.80	24,500	15.10	31,400	16.95	35,300
62	Health Care and Social Assistance	51-0000	Production Occupations	410	16.80	34,900	9.50	19,700	12.80	26,700	22.95	47,800
62	Health Care and Social Assistance	51-1011	First-Line Supervisors of Production and Operating Workers	30	29.60	61,600	14.10	29,300	29.90	62,200	42.35	88,100
62	Health Care and Social Assistance	51-6011	Laundry and Dry-Cleaning Workers	190	13.05	27,100	10.85	22,600	12.70	26,400	14.40	29,900
62	Health Care and Social Assistance	51-8021	Stationary Engineers and Boiler Operators	90	29.50	61,300	26.35	54,800	29.30	60,900	32.40	67,400
62	Health Care and Social Assistance	53-0000	Transportation and Material Moving Occupations	1,300	14.85	30,800	9.75	20,300	13.85	28,900	18.05	37,500
62	Health Care and Social Assistance	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	70	26.05	54,100	21.60	44,900	24.70	51,300	30.00	62,400
62	Health Care and Social Assistance	53-3022	Bus Drivers, School or Special Client	180	16.40	34,100	14.50	30,100	16.30	33,900	18.05	37,600
62	Health Care and Social Assistance	53-3033	Light Truck or Delivery Services Drivers	140	14.55	30,200	9.40	19,600	11.80	24,600	20.65	43,000
62	Health Care and Social Assistance	53-3041	Taxi Drivers and Chauffeurs	490	15.70	32,700	12.60	26,200	15.05	31,300	18.15	37,700
62	Health Care and Social Assistance	53-7062	Laborers and Freight, Stock, and Material Movers, Hand		14.75	30,600	10.70	22,200	13.70	28,500	17.80	37,000
62	Health Care and Social Assistance	53-7064	Packers and Packagers, Hand	310	9.80	20,400	9.10	18,900	9.35	19,500	9.70	20,200
71	Arts, Entertainment, and Recreation	00-0000	Total all occupations	20,340	21.65	45,000	10.65	22,200	15.10	31,400	26.80	55,700
71	Arts, Entertainment, and Recreation	11-0000	Management Occupations	700	63.80	132,700	36.10	75,100	58.95	122,600	78.60	163,500
71	Arts, Entertainment, and Recreation	11-1021	General and Operations Managers	340	57.65	119,900	30.20	62,800	56.05	116,600	74.35	154,700
71	Arts, Entertainment, and Recreation	11-2021	Marketing Managers	20	90.95	189,200	61.20	127,300	87.45	181,900		
71	Arts, Entertainment, and Recreation	11-2022	Sales Managers	30	84.65	176,000	59.15	123,000	77.10	160,400		
71	Arts, Entertainment, and Recreation	11-3011	Administrative Services Managers	90	50.35	104,700	32.00	66,600	43.70	90,800	58.55	121,800
71	Arts, Entertainment, and Recreation	11-3031	Financial Managers	40	87.10	181,200	59.95	124,700	74.85	155,700		

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
71	Arts, Entertainment, and Recreation	11-9051	Food Service Managers	20	44.15	91,900	33.95	70,600	41.85	87,000	51.25	106,600
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	80	67.40	140,200	36.30	75,500	61.35	127,600	81.90	170,400
71	Arts, Entertainment, and Recreation	13-0000	Business and Financial Operations Occupations	480	37.00	76,900	26.75	55,700	35.80	74,500	46.50	96,700
71	Arts, Entertainment, and Recreation	13-1011	Agents and Business Managers of Artists, Performers, and Athletes		43.60	90,600	41.20	85,700	46.30	96,300	53.45	111,100
71	Arts, Entertainment, and Recreation	13-1071	Human Resources Specialists	30	31.95	66,500	27.05	56,300	30.50	63,500	36.55	76,000
71	Arts, Entertainment, and Recreation	13-1121	Meeting, Convention, and Event Planners	140	33.35	69,400	26.10	54,300	30.90	64,300	43.15	89,700
71	Arts, Entertainment, and Recreation	13-1131	Fundraisers	30	33.30	69,200	26.45	55,000	34.10	71,000	41.85	87,000
71	Arts, Entertainment, and Recreation	13-1161	Market Research Analysts and Marketing Specialists	80	34.75	72,300	22.20	46,100	28.15	58,500	42.15	87,600
71	Arts, Entertainment, and Recreation	13-1199	Business Operations Specialists, All Other	40	40.35	83,900	31.60	65,700	37.20	77,400	46.35	96,400
71	Arts, Entertainment, and Recreation	13-2011	Accountants and Auditors	100	42.70	88,800	30.95	64,400	44.75	93,100	53.10	110,400
71	Arts, Entertainment, and Recreation	15-0000	Computer and Mathematical Occupations	70	36.25	75,400	24.85	51,700	36.85	76,700	46.85	97,400
71	Arts, Entertainment, and Recreation	15-1142	Network and Computer Systems Administrators	30	43.95	91,400	36.00	74,800	43.15	89,800	50.20	104,500
71	Arts, Entertainment, and Recreation	17-0000	Architecture and Engineering Occupations	10	46.15	96,000	35.50	73,800	42.55	88,500	57.50	119,600
71	Arts, Entertainment, and Recreation	25-0000	Education, Training, and Library Occupations	390	31.05	64,600	20.95	43,600	30.60	63,600	39.15	81,400
71	Arts, Entertainment, and Recreation	25-3021	Self-Enrichment Education Teachers	310	32.85	68,400	24.30	50,500	33.45	69,600	40.10	83,400
71	Arts, Entertainment, and Recreation	25-4012	Curators	20	32.00	66,500	27.25	56,700	29.65	61,600	33.90	70,500
71	Arts, Entertainment, and Recreation	25-4021	Librarians		20.00	41,600	15.45	32,200	17.70	36,800	26.00	54,100
71	Arts, Entertainment, and Recreation	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	2,840	30.90	64,200	14.40	29,900	25.30	52,600	39.95	83,100
71	Arts, Entertainment, and Recreation	27-1013	Fine Artists, Including Painters, Sculptors, and Illustrators	20	26.35	54,800	24.40	50,700	27.45	57,100	30.45	63,400
71	Arts, Entertainment, and Recreation	27-1024	Graphic Designers	30	26.80	55,800	20.85	43,300	25.70	53,400	31.25	65,000
71	Arts, Entertainment, and Recreation	27-1027	Set and Exhibit Designers	60	26.80	55,700	24.70	51,400	27.00	56,200	29.35	61,000
71	Arts, Entertainment, and Recreation	27-2011	Actors	180	21.75		13.80		17.00		24.10	
71	Arts, Entertainment, and Recreation	27-2012	Producers and Directors	50	39.65	82,500	27.30	56,700	30.05	62,500	47.55	98,900
71	Arts, Entertainment, and Recreation	27-2021	Athletes and Sports Competitors	40		66,000		43,700		51,200		93,600
71	Arts, Entertainment, and Recreation	27-2022	Coaches and Scouts	1,650		61,500		23,600		49,200		107,900
71	Arts, Entertainment, and Recreation	27-2041	Music Directors and Composers	20	39.95	83,100	28.00	58,200	42.20	87,700	47.35	98,500
71	Arts, Entertainment, and Recreation	27-2042	Musicians and Singers	260	37.75		21.90		26.10		34.55	
71	Arts, Entertainment, and Recreation	27-2099	Entertainers and Performers, Sports and Related Workers, All Other	50	22.80		9.40		20.10		24.60	
71	Arts, Entertainment, and Recreation	27-3031	Public Relations Specialists	130	31.35	65,200	21.75	45,300	28.50	59,300	37.95	78,900
71	Arts, Entertainment, and Recreation	27-3043	Writers and Authors		114.50	238,200	73.65	153,200				
71	Arts, Entertainment, and Recreation	27-4011	Audio and Video Equipment Technicians	120	23.40	48,600	17.50	36,400	21.10	43,900	29.55	61,500
71	Arts, Entertainment, and Recreation	27-4014	Sound Engineering Technicians	20	26.75	55,600	17.90	37,200	23.85	49,600	30.90	64,300
71	Arts, Entertainment, and Recreation	29-0000	Healthcare Practitioners and Technical Occupations	50	22.65	47,100	14.50	30,200	22.00	45,800	28.95	60,200
71	Arts, Entertainment, and Recreation	33-0000	Protective Service Occupations	1,090	12.25	25,500	10.00	20,800	11.10	23,100	12.25	25,400
71	Arts, Entertainment, and Recreation	33-1099	First-Line Supervisors of Protective Service Workers, All Other		31.75	66,000	27.00	56,200	30.35	63,100	35.30	73,500
71	Arts, Entertainment, and Recreation	33-9032	Security Guards	190	14.75	30,700	11.10	23,000	13.20	27,400	17.80	37,000
71	Arts, Entertainment, and Recreation	33-9092	Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers	860	10.95	22,800	9.80	20,400	10.80	22,500	11.80	24,500
71	Arts, Entertainment, and Recreation	35-0000	Food Preparation and Serving-Related Occupations	2,090	14.85	30,800	10.55	22,000	12.85	26,700	16.90	35,200
71	Arts, Entertainment, and Recreation	35-1011	Chefs and Head Cooks	70	39.95	83,100	28.25	58,800	36.20	75,300	54.25	112,800
71	Arts, Entertainment, and Recreation	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	100	23.20	48,300	18.50	38,500	22.35	46,500	27.55	57,300
71	Arts, Entertainment, and Recreation	35-2014	Cooks, Restaurant	340	15.35	31,900	12.50	26,000	14.40	29,900	17.50	36,400
71	Arts, Entertainment, and Recreation	35-2021	Food Preparation Workers	160	12.00	25,000	10.60	22,000	11.60	24,100	12.95	26,900
71	Arts, Entertainment, and Recreation	35-3011	Bartenders	180	14.30	29,700	10.95	22,800	13.45	27,900	16.80	35,000
71	Arts, Entertainment, and Recreation	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food		13.05	27,200	9.55	19,900	11.50	23,900	15.00	31,200
71	Arts, Entertainment, and Recreation	35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	20	10.45	21,700	9.40	19,500	10.20	21,200	11.50	23,900
71	Arts, Entertainment, and Recreation	35-3031	Waiters and Waitresses	790	13.90	28,900	10.30	21,500	13.00	27,000	16.75	34,800
71	Arts, Entertainment, and Recreation	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	170	10.95	22,800	9.45	19,600	9.95	20,700	11.40	23,700
71	Arts, Entertainment, and Recreation	35-9021	Dishwashers	170	11.75	24,400	10.45	21,700	11.40	23,700	12.55	26,100

*See Footnotes on Page 58

NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: BY INDUSTRY SECTOR

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
71	Arts, Entertainment, and Recreation	37-0000	Building and Grounds Cleaning and Maintenance Occupations	1,970	14.40	30,000	10.90	22,700	12.70	26,400	15.95	33,200
71	Arts, Entertainment, and Recreation	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	10	22.00	45,700	17.95	37,400	21.00	43,700	24.30	50,600
71	Arts, Entertainment, and Recreation	37-1012	First-Line Supervisors of Landscaping, Lawn Service, and Groundsk	120	28.55	59,400	21.75	45,300	26.50	55,100	31.05	64,600
71	Arts, Entertainment, and Recreation	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	470	12.45	25,900	10.10	21,000	11.50	23,900	13.65	28,400
71	Arts, Entertainment, and Recreation	37-2012	Maids and Housekeeping Cleaners	140	12.15	25,300	10.45	21,700	11.60	24,200	13.35	27,700
71	Arts, Entertainment, and Recreation	37-3011	Landscaping and Groundskeeping Workers	1,230	13.90	28,900	11.15	23,200	13.05	27,100	15.75	32,800
71	Arts, Entertainment, and Recreation	39-0000	Personal Care and Service Occupations	6,650	18.05	37,600	9.80	20,400	13.55	28,200	25.80	53,700
71	Arts, Entertainment, and Recreation	39-1021	First-Line Supervisors of Personal Service Workers	370	19.25	40,100	15.50	32,200	18.05	37,600	22.75	47,300
71	Arts, Entertainment, and Recreation	39-3031	Ushers, Lobby Attendants, and Ticket Takers	300	11.15	23,100	9.40	19,600	10.30	21,400	12.20	25,300
71	Arts, Entertainment, and Recreation	39-3091	Amusement and Recreation Attendants	1,690	11.15	23,200	9.35	19,500	9.95	20,700	11.65	24,200
71	Arts, Entertainment, and Recreation	39-3092	Costume Attendants		11.70	24,300	9.30	19,400	9.70	20,100	11.80	24,600
71	Arts, Entertainment, and Recreation	39-3093	Locker Room, Coatroom, and Dressing Room Attendants	190	12.95	26,900	9.95	20,700	11.80	24,500	14.60	30,400
71	Arts, Entertainment, and Recreation	39-7010	Tour and travel guides		13.60	28,300	11.00	22,900	12.85	26,700	14.70	30,500
71	Arts, Entertainment, and Recreation	39-9011	Childcare Workers	380	10.70	22,300	9.20	19,200	9.70	20,200	11.35	23,600
71	Arts, Entertainment, and Recreation	39-9031	Fitness Trainers and Aerobics Instructors	2,540	26.55	55,300	18.75	39,000	27.30	56,800	31.20	64,900
71	Arts, Entertainment, and Recreation	39-9032	Recreation Workers	520	16.10	33,400	9.95	20,700	15.40	32,000	19.75	41,000
71	Arts, Entertainment, and Recreation	41-0000	Sales and Related Occupations	790	21.25	44,200	9.40	19,500	11.75	24,400	24.85	51,700
71	Arts, Entertainment, and Recreation	41-1011	First-Line Supervisors of Retail Sales Workers	20	22.25	46,300	15.00	31,200	21.55	44,800	28.65	59,600
71	Arts, Entertainment, and Recreation	41-2011	Cashiers	280	11.05	23,000	9.25	19,200	9.65	20,000	11.35	23,600
71	Arts, Entertainment, and Recreation	41-2031	Retail Salespersons		27.95	58,100	10.20	21,200	13.50	28,100	20.20	42,000
71	Arts, Entertainment, and Recreation	41-3099	Sales Representatives, Services, All Other	210	35.65	74,200	23.30	48,400	28.55	59,400	37.30	77,600
71	Arts, Entertainment, and Recreation	43-0000	Office and Administrative Support Occupations	1,980	19.65	40,900	11.15	23,200	14.45	30,100	21.80	45,300
71	Arts, Entertainment, and Recreation	43-1011	First-Line Supervisors of Office and Administrative Support Worke	110	24.80	51,600	19.55	40,600	24.75	51,500	29.35	61,000
71	Arts, Entertainment, and Recreation	43-3031	Bookkeeping, Accounting, and Auditing Clerks	170	19.60	40,800	12.30	25,600	19.50	40,600	25.80	53,700
71	Arts, Entertainment, and Recreation	43-4051	Customer Service Representatives	250	15.45	32,100	11.10	23,100	13.00	27,000	16.85	35,100
71	Arts, Entertainment, and Recreation	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	10	21.70	45,100	17.50	36,400	22.10	45,900	27.00	56,200
71	Arts, Entertainment, and Recreation	43-4171	Receptionists and Information Clerks	690	12.10	25,200	10.35	21,500	11.45	23,800	12.80	26,600
71	Arts, Entertainment, and Recreation	43-4199	Information and Record Clerks, All Other		22.55	46,900	18.40	38,200	22.20	46,200	25.90	53,900
71	Arts, Entertainment, and Recreation	43-5061	Production, Planning, and Expediting Clerks	10	22.70	47,200	18.95	39,400	22.50	46,800	26.95	56,100
71	Arts, Entertainment, and Recreation	43-5081	Stock Clerks and Order Fillers		18.40	38,300	12.00	25,000	20.55	42,800	23.30	48,500
71	Arts, Entertainment, and Recreation	43-6011	Executive Secretaries and Executive Administrative Assistants	100	81.50	169,500	30.95	64,400	40.70	84,700		
71	Arts, Entertainment, and Recreation	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	260	19.25	40,000	14.55	30,300	18.30	38,000	23.35	48,600
71	Arts, Entertainment, and Recreation	43-9061	Office Clerks, General	200	16.05	33,400	10.45	21,800	14.45	30,000	21.45	44,600
71	Arts, Entertainment, and Recreation	43-9199	Office and Administrative Support Workers, All Other		17.30	36,000	13.95	29,100	17.30	36,000	20.80	43,300
71	Arts, Entertainment, and Recreation	47-0000	Construction and Extraction Occupations	270	30.85	64,200	23.65	49,100	27.10	56,400	31.45	65,400
71	Arts, Entertainment, and Recreation	47-2031	Carpenters	230	30.40	63,200	23.15	48,200	26.65	55,500	29.90	62,200
71	Arts, Entertainment, and Recreation	47-2111	Electricians	20	31.10	64,700	25.30	52,600	27.90	58,100	32.45	67,500
71	Arts, Entertainment, and Recreation	49-0000	Installation, Maintenance, and Repair Occupations	390	21.20	44,100	15.20	31,600	18.30	38,100	26.90	55,900
71	Arts, Entertainment, and Recreation	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	20	34.85	72,500	28.95	60,200	34.10	70,900	38.70	80,500
71	Arts, Entertainment, and Recreation	49-3053	Outdoor Power Equipment and Other Small Engine Mechanics	80	22.05	45,800	16.50	34,300	21.35	44,400	27.75	57,700
71	Arts, Entertainment, and Recreation	49-9071	Maintenance and Repair Workers, General	250	19.60	40,700	14.35	29,900	17.30	36,000	23.25	48,300
71	Arts, Entertainment, and Recreation	51-0000	Production Occupations	20	13.00	27,000	10.30	21,400	11.40	23,800	13.70	28,500
71	Arts, Entertainment, and Recreation	51-6011	Laundry and Dry-Cleaning Workers	10	11.50	23,900	10.15	21,100	11.15	23,200	12.85	26,800
71	Arts, Entertainment, and Recreation	53-0000	Transportation and Material Moving Occupations		15.70	32,700	10.50	21,800	12.25	25,500	18.70	38,900
71	Arts, Entertainment, and Recreation	53-6021	Parking Lot Attendants	30	10.45	21,700	9.10	19,000	9.80	20,400	11.30	23,500
71	Arts, Entertainment, and Recreation	53-7062	Laborers and Freight, Stock, and Material Movers, Hand		16.85	35,100	11.05	23,000	13.95	29,000	20.30	42,200
72	Accommodation and Food Services	00-0000	Total all occupations	79,490	14.80	30,700	9.65	20,100	12.25	25,500	16.55	34,500
72	Accommodation and Food Services	11-0000	Management Occupations	1,490	53.65	111,600	40.65	84,600	48.40	100,600	57.75	120,200
72	Accommodation and Food Services	11-1021	General and Operations Managers	400	75.60	157,200	49.90	103,800	57.85	120,300	89.45	186,100

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
72	Accommodation and Food Services	11-2022	Sales Managers	20	62.30	129,500	41.80	86,900	66.00	137,300	75.35	156,700
72	Accommodation and Food Services	11-3011	Administrative Services Managers	100	52.20	108,600	36.95	76,900	53.40	111,000	67.40	140,200
72	Accommodation and Food Services	11-3031	Financial Managers	20								
72	Accommodation and Food Services	11-3121	Human Resources Managers	10	65.85	137,000	57.30	119,200	64.10	133,300	73.90	153,700
72	Accommodation and Food Services	11-9051	Food Service Managers	860	43.20	89,800	37.00	77,000	44.55	92,700	50.55	105,200
72	Accommodation and Food Services	11-9081	Lodging Managers	60	47.45	98,700	40.90	85,100	46.15	96,000	51.15	106,400
72	Accommodation and Food Services	13-0000	Business and Financial Operations Occupations	320	31.25	65,000	17.35	36,100	30.95	64,300	38.30	79,600
72	Accommodation and Food Services	13-1020	Buyers and Purchasing Agents	10	40.10	83,400	31.75	66,100	41.30	85,900	46.90	97,600
72	Accommodation and Food Services	13-1071	Human Resources Specialists	50	29.85	62,100	23.65	49,200	30.70	63,900	36.05	75,000
72	Accommodation and Food Services	13-1121	Meeting, Convention, and Event Planners	60	31.70	66,000	26.15	54,400	32.60	67,800	37.20	77,400
72	Accommodation and Food Services	13-1161	Market Research Analysts and Marketing Specialists	30								
72	Accommodation and Food Services	13-1199	Business Operations Specialists, All Other	40	45.50	94,600	24.50	51,000	43.60	90,700	61.85	128,600
72	Accommodation and Food Services	13-2011	Accountants and Auditors	100	33.55	69,800	26.80	55,700	33.15	68,900	38.40	79,900
72	Accommodation and Food Services	29-0000	Healthcare Practitioners and Technical Occupations		21.00	43,700	13.60	28,300	15.95	33,200	21.95	45,700
72	Accommodation and Food Services	33-0000	Protective Service Occupations	170	22.15	46,100	16.45	34,200	22.60	47,000	28.15	58,600
72	Accommodation and Food Services	33-9032	Security Guards	160	22.00	45,700	16.40	34,100	22.50	46,800	28.05	58,400
72	Accommodation and Food Services	35-0000	Food Preparation and Serving-Related Occupations	64,050	13.95	29,000	9.75	20,300	12.20	25,400	16.00	33,300
72	Accommodation and Food Services	35-1011	Chefs and Head Cooks	580								
72	Accommodation and Food Services	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	3,750	22.30	46,400	16.75	34,900	21.25	44,200	27.70	57,600
72	Accommodation and Food Services	35-2011	Cooks, Fast Food	2,150	11.70	24,400	9.60	19,900	11.70	24,300	13.70	28,500
72	Accommodation and Food Services	35-2012	Cooks, Institution and Cafeteria	1,230	17.30	36,000	13.20	27,400	16.50	34,300	21.15	43,900
72	Accommodation and Food Services	35-2014	Cooks, Restaurant	4,790	17.15	35,700	12.75	26,500	15.05	31,300	20.20	42,000
72	Accommodation and Food Services	35-2015	Cooks, Short Order	2,110	13.90	28,900	11.35	23,700	13.75	28,600	16.60	34,500
72	Accommodation and Food Services	35-2021	Food Preparation Workers	6,070	11.65	24,200	9.10	18,900	9.55	19,900	13.55	28,200
72	Accommodation and Food Services	35-3011	Bartenders	3,530	15.65	32,500	12.40	25,800	14.80	30,800	19.50	40,600
72	Accommodation and Food Services	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	9,140	11.00	22,900	9.45	19,700	10.30	21,400	11.85	24,700
72	Accommodation and Food Services	35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	7,040	10.40	21,600	9.20	19,100	9.65	20,000	11.05	23,000
72	Accommodation and Food Services	35-3031	Waiters and Waitresses	14,110	15.10	31,400	11.95	24,800	14.20	29,500	18.20	37,900
72	Accommodation and Food Services	35-3041	Food Servers, Nonrestaurant	960	13.95	29,000	11.20	23,300	14.00	29,200	16.80	35,000
72	Accommodation and Food Services	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	2,840	12.25	25,500	9.45	19,700	11.15	23,200	14.50	30,100
72	Accommodation and Food Services	35-9021	Dishwashers	2,240	10.90	22,700	9.60	20,000	10.40	21,600	11.65	24,300
72	Accommodation and Food Services	35-9031	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	2,480	11.15	23,200	9.80	20,400	10.75	22,300	11.70	24,300
72	Accommodation and Food Services	35-9099	Food Preparation and Serving Related Workers, All Other		13.00	27,000	11.80	24,500	13.10	27,200	14.40	30,000
72	Accommodation and Food Services	37-0000	Building and Grounds Cleaning and Maintenance Occupations	3,080	12.70	26,400	10.00	20,800	11.85	24,700	14.05	29,200
72	Accommodation and Food Services	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	160	20.45	42,600	14.90	31,000	20.70	43,100	25.15	52,300
72	Accommodation and Food Services	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	600	12.00	24,900	9.60	20,000	10.90	22,700	12.55	26,100
72	Accommodation and Food Services	37-2012	Maids and Housekeeping Cleaners	2,270	12.35	25,700	10.10	21,000	12.00	25,000	13.90	28,900
72	Accommodation and Food Services	37-3011	Landscaping and Groundskeeping Workers	40	11.40	23,700	9.55	19,900	10.05	20,900	12.80	26,600
72	Accommodation and Food Services	39-0000	Personal Care and Service Occupations	530	14.05	29,200	10.05	20,900	12.20	25,400	16.95	35,300
72	Accommodation and Food Services	39-1021	First-Line Supervisors of Personal Service Workers	20	26.70	55,500	16.45	34,300	26.10	54,300	38.55	80,200
72	Accommodation and Food Services	39-3091	Amusement and Recreation Attendants		14.20	29,600	10.30	21,400	15.85	32,900	17.95	37,300
72	Accommodation and Food Services	39-6011	Baggage Porters and Bellhops	180	11.25	23,400	9.55	19,900	10.60	22,100	11.80	24,600
72	Accommodation and Food Services	39-6012	Concierges	70	14.40	29,900	12.65	26,300	13.80	28,700	16.00	33,300
72	Accommodation and Food Services	39-9032	Recreation Workers	30	24.05	50,000	16.65	34,600	23.25	48,400	29.30	61,000
72	Accommodation and Food Services	41-0000	Sales and Related Occupations	2,430	13.45	28,000	9.40	19,600	10.85	22,600	13.65	28,400
72	Accommodation and Food Services	41-2011	Cashiers	1,840	11.40	23,700	9.30	19,300	10.05	20,900	12.05	25,100
72	Accommodation and Food Services	41-3099	Sales Representatives, Services, All Other	270	28.95	60,300	18.95	39,500	27.95	58,100	34.90	72,600
72	Accommodation and Food Services	43-0000	Office and Administrative Support Occupations	3,280	17.75	37,000	11.85	24,700	16.15	33,600	22.65	47,100
72	Accommodation and Food Services	43-1011	First-Line Supervisors of Office and Administrative Support Work	150	22.55	46,900	16.10	33,500	19.85	41,300	29.05	60,500

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
72	Accommodation and Food Services	43-3031	Bookkeeping, Accounting, and Auditing Clerks	660	22.90	47,600	19.55	40,600	22.55	46,900	26.15	54,400
72	Accommodation and Food Services	43-3051	Payroll and Timekeeping Clerks	50	18.60	38,700	15.25	31,700	18.00	37,400	22.85	47,600
72	Accommodation and Food Services	43-3061	Procurement Clerks		22.70	47,200	16.10	33,500	22.20	46,200	28.50	59,200
72	Accommodation and Food Services	43-4051	Customer Service Representatives	120	16.20	33,700	12.35	25,700	15.35	32,000	18.60	38,600
72	Accommodation and Food Services	43-4081	Hotel, Motel, and Resort Desk Clerks	740	12.80	26,700	10.70	22,300	12.05	25,000	14.20	29,500
72	Accommodation and Food Services	43-4161	Human Resources Assistants, Except Payroll and Timekeeping		20.85	43,400	19.35	40,300	21.45	44,600	23.45	48,700
72	Accommodation and Food Services	43-4171	Receptionists and Information Clerks	70	14.70	30,600	11.85	24,600	14.70	30,500	17.65	36,700
72	Accommodation and Food Services	43-5081	Stock Clerks and Order Fillers		11.95	24,900	10.20	21,200	11.00	22,900	11.95	24,800
72	Accommodation and Food Services	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	210	20.05	41,700	15.25	31,700	19.05	39,600	25.10	52,200
72	Accommodation and Food Services	43-9061	Office Clerks, General	450	16.10	33,500	11.95	24,900	15.05	31,300	18.90	39,300
72	Accommodation and Food Services	47-0000	Construction and Extraction Occupations		27.10	56,400	22.95	47,700	26.05	54,200	30.60	63,600
72	Accommodation and Food Services	49-0000	Installation, Maintenance, and Repair Occupations	450	18.90	39,300	11.80	24,600	17.25	35,900	23.65	49,200
72	Accommodation and Food Services	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	20	34.70	72,100	23.40	48,700	33.55	69,800	44.75	93,100
72	Accommodation and Food Services	49-9071	Maintenance and Repair Workers, General	380	18.65	38,800	12.00	24,900	17.70	36,800	23.55	49,000
72	Accommodation and Food Services	51-0000	Production Occupations	310	13.25	27,600	10.20	21,200	12.75	26,500	14.70	30,600
72	Accommodation and Food Services	51-3011	Bakers	160	13.25	27,600	11.45	23,800	13.70	28,500	14.95	31,100
72	Accommodation and Food Services	51-6011	Laundry and Dry-Cleaning Workers	130	11.75	24,400	9.95	20,700	11.10	23,100	12.40	25,800
72	Accommodation and Food Services	53-0000	Transportation and Material Moving Occupations	3,110	13.40	27,900	9.05	18,800	10.30	21,400	15.80	32,900
72	Accommodation and Food Services	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors		33.70	70,100	30.45	63,300	34.95	72,700	38.20	79,500
72	Accommodation and Food Services	53-3031	Driver/Sales Workers	1,940	12.95	27,000	9.15	19,000	10.55	22,000	13.00	27,100
72	Accommodation and Food Services	53-3033	Light Truck or Delivery Services Drivers	1,030	13.50	28,000	8.90	18,500	9.20	19,100	17.55	36,500
72	Accommodation and Food Services	53-3041	Taxi Drivers and Chauffeurs	20	15.50	32,300	13.05	27,200	14.45	30,000	16.70	34,700
72	Accommodation and Food Services	53-6021	Parking Lot Attendants		12.45	25,900	10.85	22,500	12.10	25,200	13.90	28,900
72	Accommodation and Food Services	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	50	12.90	26,900	10.30	21,400	11.55	24,000	14.25	29,700
81	Other Services (except Public Administration)	00-0000	Total all occupations	42,720	20.60	42,800	10.60	22,100	15.10	31,500	25.30	52,600
81	Other Services (except Public Administration)	11-0000	Management Occupations	1,580	58.20	121,100	36.95	76,900	48.55	101,000	72.35	150,400
81	Other Services (except Public Administration)	11-1021	General and Operations Managers	630	60.55	125,900	39.65	82,500	49.95	103,900	77.25	160,700
81	Other Services (except Public Administration)	11-2021	Marketing Managers	30	80.20	166,900	64.65	134,500	84.05	174,800	95.70	199,100
81	Other Services (except Public Administration)	11-2022	Sales Managers	40								
81	Other Services (except Public Administration)	11-2031	Public Relations and Fundraising Managers	80	64.75	134,700	46.30	96,300	59.75	124,300	79.45	165,200
81	Other Services (except Public Administration)	11-3011	Administrative Services Managers	80	70.75	147,100	44.65	92,900	66.60	138,500	79.60	165,500
81	Other Services (except Public Administration)	11-3031	Financial Managers	110	72.35	150,500	57.65	119,900	69.25	144,000	77.80	161,800
81	Other Services (except Public Administration)	11-3071	Transportation, Storage, and Distribution Managers	40								
81	Other Services (except Public Administration)	11-9031	Education Administrators, Preschool and Childcare Center/Program	30	31.00	64,500	23.90	49,700	29.70	61,700	36.80	76,600
81	Other Services (except Public Administration)	11-9061	Funeral Service Managers	90	38.55	80,100	32.80	68,200	36.20	75,300	39.60	82,400
81	Other Services (except Public Administration)	11-9141	Property, Real Estate, and Community Association Managers	120	37.55	78,100	33.45	69,600	36.50	76,000	40.40	84,100
81	Other Services (except Public Administration)	11-9151	Social and Community Service Managers	160	51.25	106,600	35.75	74,400	46.35	96,400	64.60	134,400
81	Other Services (except Public Administration)	11-9199	Managers, All Other	110	60.45	125,800	42.85	89,200	49.55	103,000	72.15	150,100
81	Other Services (except Public Administration)	13-0000	Business and Financial Operations Occupations	2,290	45.50	94,600	25.80	53,700	36.80	76,600	65.45	136,200
81	Other Services (except Public Administration)	13-1020	Buyers and Purchasing Agents	10	35.65	74,200	21.80	45,400	34.00	70,700	51.10	106,300
81	Other Services (except Public Administration)	13-1051	Cost Estimators	60	30.00	62,400	25.55	53,200	29.20	60,700	34.30	71,400
81	Other Services (except Public Administration)	13-1071	Human Resources Specialists	40	32.05	66,600	22.10	46,000	31.95	66,400	37.45	77,900
81	Other Services (except Public Administration)	13-1075	Labor Relations Specialists	900								
81	Other Services (except Public Administration)	13-1111	Management Analysts		47.85	99,500	36.55	76,000	45.85	95,400	58.60	121,900
81	Other Services (except Public Administration)	13-1121	Meeting, Convention, and Event Planners		28.15	58,500	17.65	36,700	25.60	53,300	35.25	73,300
81	Other Services (except Public Administration)	13-1131	Fundraisers	150	31.20	64,900	18.95	39,400	32.85	68,300	38.60	80,300
81	Other Services (except Public Administration)	13-1151	Training and Development Specialists	40	30.25	62,900	26.15	54,400	28.65	59,500	31.45	65,400
81	Other Services (except Public Administration)	13-1161	Market Research Analysts and Marketing Specialists	60	33.30	69,200	25.90	53,900	31.10	64,700	36.60	76,100

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
81	Other Services (except Public Administration)	13-1199	Business Operations Specialists, All Other	320	28.95	60,200	19.70	40,900	24.35	50,700	31.00	64,500
81	Other Services (except Public Administration)	13-2011	Accountants and Auditors	250	43.05	89,600	31.95	66,400	37.35	77,700	50.70	105,500
81	Other Services (except Public Administration)	13-2099	Financial Specialists, All Other		43.15	89,700	40.75	84,800	44.15	91,800	47.50	98,800
81	Other Services (except Public Administration)	15-0000	Computer and Mathematical Occupations	430	42.40	88,200	29.05	60,400	43.00	89,500	53.90	112,100
81	Other Services (except Public Administration)	15-1121	Computer Systems Analysts		40.70	84,700	27.45	57,100	30.40	63,200	63.40	131,900
81	Other Services (except Public Administration)	15-1131	Computer Programmers		43.85	91,200	41.55	86,500	45.05	93,800	48.60	101,100
81	Other Services (except Public Administration)	15-1132	Software Developers, Applications		61.60	128,100	48.45	100,800	62.15	129,300	75.85	157,700
81	Other Services (except Public Administration)	15-1133	Software Developers, Systems Software		44.70	93,000	34.95	72,700	46.30	96,300	55.60	115,700
81	Other Services (except Public Administration)	15-1134	Web Developers		45.40	94,400	32.70	68,000	44.10	91,800	54.75	113,900
81	Other Services (except Public Administration)	15-1141	Database Administrators		42.40	88,200	28.00	58,200	31.55	65,600	58.85	122,400
81	Other Services (except Public Administration)	15-1142	Network and Computer Systems Administrators	30	51.75	107,600	41.95	87,300	48.35	100,600	62.10	129,200
81	Other Services (except Public Administration)	15-1151	Computer User Support Specialists	30	33.05	68,800	26.35	54,800	30.65	63,700	39.15	81,400
81	Other Services (except Public Administration)	15-1199	Computer Occupations, All Other		13.40	27,800	10.50	21,900	11.25	23,400	12.00	25,000
81	Other Services (except Public Administration)	17-0000	Architecture and Engineering Occupations	10	65.55	136,400	30.80	64,100	45.45	94,500	51.05	106,200
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	30	30.60	63,600	26.00	54,100	29.90	62,200	36.55	76,100
81	Other Services (except Public Administration)	21-0000	Community and Social Services Occupations	1,000	23.60	49,100	15.70	32,700	22.05	45,900	29.05	60,400
81	Other Services (except Public Administration)	21-1019	Counselors, All Other		22.85	47,500	20.60	42,900	22.40	46,600	24.20	50,300
81	Other Services (except Public Administration)	21-1021	Child, Family, and School Social Workers		26.70	55,600	21.75	45,200	25.50	53,000	29.25	60,800
81	Other Services (except Public Administration)	21-1029	Social Workers, All Other		37.90	78,800	32.60	67,800	39.00	81,100	44.20	92,000
81	Other Services (except Public Administration)	21-1091	Health Educators	50	25.00	51,900	20.65	42,900	25.35	52,700	29.00	60,400
81	Other Services (except Public Administration)	21-1093	Social and Human Service Assistants	210	17.55	36,500	13.70	28,500	17.20	35,700	21.00	43,700
81	Other Services (except Public Administration)	21-1099	Community and Social Service Specialists, All Other	220	21.85	45,400	16.85	35,000	21.40	44,500	26.50	55,100
81	Other Services (except Public Administration)	21-2011	Clergy	150	30.90	64,200	22.25	46,300	27.75	57,800	36.75	76,400
81	Other Services (except Public Administration)	21-2021	Directors, Religious Activities and Education	120	32.55	67,700	23.65	49,200	32.30	67,200	39.70	82,600
81	Other Services (except Public Administration)	21-2099	Religious Workers, All Other		14.30	29,700	9.05	18,800	11.05	23,000	20.15	41,900
81	Other Services (except Public Administration)	23-0000	Legal Occupations	20	91.55	190,400	48.10	100,100	90.80	188,800		
81	Other Services (except Public Administration)	23-1011	Lawyers	20	95.75	199,200	68.25	141,900	93.20	193,800		
81	Other Services (except Public Administration)	25-0000	Education, Training, and Library Occupations	1,480	21.20	44,100	10.80	22,500	16.65	34,700	28.45	59,200
81	Other Services (except Public Administration)	25-2011	Preschool Teachers, Except Special Education	250	15.70	32,700	11.30	23,500	13.70	28,500	18.00	37,400
81	Other Services (except Public Administration)	25-3021	Self-Enrichment Education Teachers	730	25.45	52,900	13.05	27,100	23.50	48,900	31.35	65,200
81	Other Services (except Public Administration)	25-3097	Teachers and Instructors, All Other, Except Substitute Teachers	70								
81	Other Services (except Public Administration)	25-9031	Instructional Coordinators		33.35	69,400	30.95	64,300	34.85	72,500	39.30	81,800
81	Other Services (except Public Administration)	25-9041	Teacher Assistants	360		33,200		19,700		24,600		40,500
81	Other Services (except Public Administration)	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	1,090	21.65	45,100	10.65	22,100	17.15	35,600	28.10	58,400
81	Other Services (except Public Administration)	27-1024	Graphic Designers		22.45	46,700	21.10	43,900	22.70	47,200	24.25	50,500
81	Other Services (except Public Administration)	27-2022	Coaches and Scouts	470		34,500		22,900		30,400		37,800
81	Other Services (except Public Administration)	27-2042	Musicians and Singers	60	25.25		20.85		24.05		28.20	
81	Other Services (except Public Administration)	27-3031	Public Relations Specialists	140	33.65	70,000	26.85	55,800	30.90	64,300	38.20	79,500
81	Other Services (except Public Administration)	27-3041	Editors		39.65	82,500	32.55	67,700	42.15	87,700	46.50	96,800
81	Other Services (except Public Administration)	29-0000	Healthcare Practitioners and Technical Occupations		22.70	47,200	14.40	29,900	17.15	35,600	23.95	49,800
81	Other Services (except Public Administration)	29-2056	Veterinary Technologists and Technicians		15.35	31,900	13.50	28,100	15.15	31,600	17.30	36,000
81	Other Services (except Public Administration)	31-0000	Healthcare Support Occupations	860	22.40	46,600	18.35	38,200	22.80	47,400	27.30	56,800
81	Other Services (except Public Administration)	31-9011	Massage Therapists	860	22.45	46,700	18.45	38,400	22.85	47,500	27.35	56,900
81	Other Services (except Public Administration)	33-0000	Protective Service Occupations	730	12.55	26,100	9.70	20,200	11.00	22,800	12.60	26,200
81	Other Services (except Public Administration)	33-1099	First-Line Supervisors of Protective Service Workers, All Other	30	25.05	52,100	16.40	34,200	26.25	54,600	29.95	62,300
81	Other Services (except Public Administration)	33-9032	Security Guards	110	16.35	34,000	11.25	23,400	16.45	34,200	19.75	41,100
81	Other Services (except Public Administration)	33-9092	Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers	580	11.00	22,900	9.55	19,900	10.55	21,900	11.75	24,500
81	Other Services (except Public Administration)	35-0000	Food Preparation and Serving-Related Occupations	420	11.50	23,900	9.00	18,700	9.55	19,900	11.80	24,600

*See Footnotes on Page 58

NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: BY INDUSTRY SECTOR

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
81	Other Services (except Public Administration)	35-1012	First-Line Supervisors of Food Preparation and Serving Workers		12.90	26,800	10.20	21,200	11.10	23,100	13.95	29,000
81	Other Services (except Public Administration)	35-2012	Cooks, Institution and Cafeteria		18.80	39,100	16.05	33,400	17.90	37,200	20.30	42,200
81	Other Services (except Public Administration)	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food		9.75	20,300	9.30	19,300	9.55	19,900	9.85	20,500
81	Other Services (except Public Administration)	37-0000	Building and Grounds Cleaning and Maintenance Occupations	500	15.35	31,900	9.65	20,100	13.70	28,500	20.20	42,000
81	Other Services (except Public Administration)	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	20	21.30	44,300	18.90	39,300	21.30	44,300	23.25	48,400
81	Other Services (except Public Administration)	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	200	12.00	25,000	9.30	19,400	10.05	20,900	13.90	28,900
81	Other Services (except Public Administration)	37-2012	Maids and Housekeeping Cleaners	60	11.60	24,100	9.30	19,400	10.75	22,300	13.60	28,300
81	Other Services (except Public Administration)	37-3011	Landscaping and Groundskeeping Workers	210	18.50	38,500	13.95	29,000	19.65	40,800	23.20	48,200
81	Other Services (except Public Administration)	39-0000	Personal Care and Service Occupations	13,880	15.50	32,200	10.00	20,800	12.15	25,300	18.15	37,700
81	Other Services (except Public Administration)	39-1021	First-Line Supervisors of Personal Service Workers	710	21.20	44,100	15.70	32,700	19.90	41,400	26.85	55,800
81	Other Services (except Public Administration)	39-2011	Animal Trainers	20								
81	Other Services (except Public Administration)	39-2021	Nonfarm Animal Caretakers	1,080	12.95	26,900	10.45	21,700	11.70	24,400	14.90	31,000
81	Other Services (except Public Administration)	39-3091	Amusement and Recreation Attendants	160	13.80	28,700	9.45	19,600	10.05	20,900	15.15	31,500
81	Other Services (except Public Administration)	39-4021	Funeral Attendants	170	13.30	27,700	10.85	22,600	11.80	24,500	14.30	29,800
81	Other Services (except Public Administration)	39-4031	Morticians, Undertakers, and Funeral Directors	110	33.95	70,600	31.35	65,200	35.00	72,800	38.20	79,400
81	Other Services (except Public Administration)	39-5012	Hairdressers, Hairstylists, and Cosmetologists	3,140	19.05	39,600	10.10	21,000	15.80	32,900	25.00	52,000
81	Other Services (except Public Administration)	39-5092	Manicurists and Pedicurists	3,650	12.10	25,200	10.00	20,800	11.30	23,500	13.60	28,300
81	Other Services (except Public Administration)	39-5093	Shampooers	390	9.95	20,700	9.20	19,100	9.50	19,800	10.10	21,000
81	Other Services (except Public Administration)	39-5094	Skincare Specialists	980	15.30	31,900	9.40	19,600	11.05	23,000	24.60	51,200
81	Other Services (except Public Administration)	39-7010	Tour and travel guides	10	15.45	32,100	12.90	26,800	14.80	30,800	17.90	37,300
81	Other Services (except Public Administration)	39-9011	Childcare Workers	1,170	12.20	25,400	9.50	19,800	11.20	23,200	14.10	29,300
81	Other Services (except Public Administration)	39-9021	Personal Care Aides	360	12.00	24,900	9.90	20,600	11.25	23,400	13.40	27,900
81	Other Services (except Public Administration)	39-9031	Fitness Trainers and Aerobics Instructors	990	23.90	49,700	16.75	34,900	23.05	48,000	27.95	58,100
81	Other Services (except Public Administration)	39-9032	Recreation Workers	800	11.85	24,700	9.85	20,500	11.10	23,100	12.50	26,000
81	Other Services (except Public Administration)	41-0000	Sales and Related Occupations	1,800	17.50	36,400	10.10	21,000	12.00	24,900	22.65	47,100
81	Other Services (except Public Administration)	41-1011	First-Line Supervisors of Retail Sales Workers		16.85	35,100	16.05	33,400	17.05	35,500	18.10	37,600
81	Other Services (except Public Administration)	41-1012	First-Line Supervisors of Non-Retail Sales Workers	20	35.75	74,400	23.30	48,500	31.30	65,100	49.60	103,200
81	Other Services (except Public Administration)	41-2011	Cashiers	190	11.65	24,200	10.30	21,400	11.50	23,900	12.70	26,400
81	Other Services (except Public Administration)	41-2021	Counter and Rental Clerks	720	11.20	23,300	9.25	19,300	10.00	20,800	11.50	24,000
81	Other Services (except Public Administration)	41-2022	Parts Salespersons		26.60	55,400	23.50	48,800	26.95	56,000	29.90	62,200
81	Other Services (except Public Administration)	41-2031	Retail Salespersons		15.15	31,500	12.50	26,000	15.05	31,300	17.80	37,000
81	Other Services (except Public Administration)	41-3099	Sales Representatives, Services, All Other	440	26.70	55,600	12.45	25,900	25.00	52,000	36.45	75,900
81	Other Services (except Public Administration)	41-9099	Sales and Related Workers, All Other	140	23.50	48,900	12.25	25,400	22.00	45,700	34.50	71,700
81	Other Services (except Public Administration)	43-0000	Office and Administrative Support Occupations	4,760	18.30	38,000	12.60	26,200	16.85	35,100	22.60	47,100
81	Other Services (except Public Administration)	43-1011	First-Line Supervisors of Office and Administrative Support Worke	290	27.25	56,700	21.05	43,700	27.25	56,600	33.20	69,000
81	Other Services (except Public Administration)	43-3021	Billing and Posting Clerks and Machine Operators	70	19.95	41,400	16.70	34,800	19.35	40,200	22.90	47,600
81	Other Services (except Public Administration)	43-3031	Bookkeeping, Accounting, and Auditing Clerks	330	22.55	46,900	17.95	37,300	21.60	45,000	26.70	55,500
81	Other Services (except Public Administration)	43-3051	Payroll and Timekeeping Clerks	80	11.00	22,900	8.80	18,300	9.00	18,700	9.20	19,100
81	Other Services (except Public Administration)	43-4051	Customer Service Representatives	340	17.40	36,200	13.65	28,400	16.65	34,600	20.60	42,900
81	Other Services (except Public Administration)	43-4071	File Clerks	30	11.30	23,500	9.85	20,500	11.15	23,200	12.50	26,000
81	Other Services (except Public Administration)	43-4151	Order Clerks		18.30	38,000	14.25	29,600	18.60	38,700	22.40	46,600
81	Other Services (except Public Administration)	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	30	15.25	31,800	11.20	23,300	13.85	28,800	19.00	39,500
81	Other Services (except Public Administration)	43-4171	Receptionists and Information Clerks	1,390	13.65	28,300	10.90	22,700	12.80	26,600	15.70	32,700
81	Other Services (except Public Administration)	43-4199	Information and Record Clerks, All Other	40	19.30	40,100	17.15	35,700	19.50	40,600	22.00	45,700
81	Other Services (except Public Administration)	43-5032	Dispatchers, Except Police, Fire, and Ambulance	40	18.40	38,300	14.45	30,000	16.70	34,800	21.35	44,400
81	Other Services (except Public Administration)	43-5061	Production, Planning, and Expediting Clerks	30	22.25	46,300	19.15	39,900	23.05	47,900	27.65	57,500
81	Other Services (except Public Administration)	43-5071	Shipping, Receiving, and Traffic Clerks	30	21.35	44,400	15.30	31,800	21.75	45,200	24.65	51,300
81	Other Services (except Public Administration)	43-5081	Stock Clerks and Order Fillers	80	18.00	37,400	15.75	32,800	17.20	35,800	18.65	38,800
81	Other Services (except Public Administration)	43-6011	Executive Secretaries and Executive Administrative Assistants	110	34.60	72,000	29.00	60,300	33.20	69,100	38.55	80,200

*See Footnotes on Page 58

NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: BY INDUSTRY SECTOR

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
81	Other Services (except Public Administration)	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	690	20.40	42,500	14.90	31,000	19.25	40,000	23.75	49,400
81	Other Services (except Public Administration)	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service		16.75	34,800	16.05	33,300	17.35	36,100	18.70	38,900
81	Other Services (except Public Administration)	43-9061	Office Clerks, General	980	17.80	37,000	12.25	25,500	16.95	35,300	22.80	47,400
81	Other Services (except Public Administration)	43-9199	Office and Administrative Support Workers, All Other	90	19.20	40,000	14.85	30,900	20.10	41,800	24.20	50,300
81	Other Services (except Public Administration)	49-0000	Installation, Maintenance, and Repair Occupations	4,960	22.80	47,400	15.25	31,700	22.15	46,100	28.90	60,100
81	Other Services (except Public Administration)	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	500	31.65	65,800	24.55	51,100	30.20	62,800	39.90	83,000
81	Other Services (except Public Administration)	49-2093	Electrical and Electronics Installers and Repairers, Transportation	150	25.90	53,900	18.65	38,800	26.75	55,600	30.60	63,600
81	Other Services (except Public Administration)	49-3021	Automotive Body and Related Repairers	690	22.25	46,200	18.45	38,400	21.75	45,200	24.70	51,400
81	Other Services (except Public Administration)	49-3023	Automotive Service Technicians and Mechanics	1,590	21.50	44,700	14.20	29,500	19.85	41,200	28.10	58,400
81	Other Services (except Public Administration)	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	500	26.95	56,100	23.55	49,000	27.30	56,700	31.00	64,500
81	Other Services (except Public Administration)	49-3093	Tire Repairers and Changers		14.10	29,300	11.00	22,900	14.55	30,200	17.15	35,700
81	Other Services (except Public Administration)	49-9031	Home Appliance Repairers	90	30.75	64,000	27.65	57,500	31.30	65,100	34.90	72,600
81	Other Services (except Public Administration)	49-9041	Industrial Machinery Mechanics		22.10	46,000	17.75	37,000	20.70	43,100	23.65	49,200
81	Other Services (except Public Administration)	49-9069	Precision Instrument and Equipment Repairers, All Other		30.60	63,700	24.60	51,200	28.70	59,700	38.35	79,700
81	Other Services (except Public Administration)	49-9071	Maintenance and Repair Workers, General	270	19.45	40,500	14.55	30,200	18.20	37,800	23.50	48,900
81	Other Services (except Public Administration)	49-9098	Helpers--Installation, Maintenance, and Repair Workers	370	11.60	24,100	9.50	19,700	10.85	22,600	12.60	26,200
81	Other Services (except Public Administration)	49-9099	Installation, Maintenance, and Repair Workers, All Other		19.35	40,300	16.15	33,600	17.55	36,500	19.00	39,500
81	Other Services (except Public Administration)	51-0000	Production Occupations	2,490	14.55	30,200	9.40	19,600	11.50	23,900	15.85	33,000
81	Other Services (except Public Administration)	51-1011	First-Line Supervisors of Production and Operating Workers		16.95	35,200	10.30	21,400	11.30	23,500	24.80	51,600
81	Other Services (except Public Administration)	51-4041	Machinists		25.65	53,300	19.75	41,100	26.25	54,600	31.25	65,000
81	Other Services (except Public Administration)	51-4121	Welders, Cutters, Solderers, and Brazers		19.60	40,800	12.50	26,000	18.15	37,800	27.75	57,700
81	Other Services (except Public Administration)	51-6011	Laundry and Dry-Cleaning Workers	1,160	10.85	22,500	9.15	19,100	9.75	20,200	11.70	24,400
81	Other Services (except Public Administration)	51-6021	Pressers, Textile, Garment, and Related Materials	120	13.60	28,300	11.70	24,300	13.30	27,600	14.75	30,700
81	Other Services (except Public Administration)	51-6052	Tailors, Dressmakers, and Custom Sewers		12.90	26,900	12.10	25,100	12.95	27,000	13.95	29,000
81	Other Services (except Public Administration)	51-7021	Furniture Finishers		23.25	48,400	16.25	33,800	25.85	53,800	28.30	58,900
81	Other Services (except Public Administration)	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers		33.55	69,800	32.15	66,900	34.50	71,700	36.80	76,600
81	Other Services (except Public Administration)	51-9122	Painters, Transportation Equipment		20.40	42,400	16.60	34,500	18.80	39,100	24.35	50,700
81	Other Services (except Public Administration)	53-0000	Transportation and Material Moving Occupations	4,200	13.35	27,800	9.55	19,900	11.05	23,000	15.25	31,700
81	Other Services (except Public Administration)	53-1048	First-line supervisors of transportation and material moving workers, except	260	24.90	51,800	17.70	36,800	22.90	47,600	29.35	61,100
81	Other Services (except Public Administration)	53-3022	Bus Drivers, School or Special Client		15.75	32,800	11.40	23,700	15.25	31,700	18.10	37,600
81	Other Services (except Public Administration)	53-3031	Driver/Sales Workers		18.65	38,800	13.65	28,400	15.60	32,400	19.25	40,000
81	Other Services (except Public Administration)	53-3033	Light Truck or Delivery Services Drivers	360	16.70	34,800	11.70	24,400	14.60	30,400	20.05	41,700
81	Other Services (except Public Administration)	53-3041	Taxi Drivers and Chauffeurs		15.60	32,400	13.35	27,700	15.35	31,900	17.85	37,100
81	Other Services (except Public Administration)	53-6021	Parking Lot Attendants	1,000	11.30	23,500	9.35	19,400	10.35	21,500	12.20	25,300
81	Other Services (except Public Administration)	53-6031	Automotive and Watercraft Service Attendants	90	10.15	21,100	9.20	19,100	9.50	19,800	11.05	23,000
81	Other Services (except Public Administration)	53-7061	Cleaners of Vehicles and Equipment	1,540	10.55	21,900	9.30	19,400	9.75	20,300	10.90	22,700
81	Other Services (except Public Administration)	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	300	13.45	27,900	10.45	21,700	11.40	23,700	14.55	30,300
81	Other Services (except Public Administration)	53-7064	Packers and Packagers, Hand	60	12.15	25,300	10.65	22,200	11.65	24,300	13.30	27,600
92	Public Administration	00-0000	Total all occupations	73,050	33.50	69,700	21.20	44,100	29.60	61,600	44.00	91,600
92	Public Administration	11-0000	Management Occupations	3,910	51.25	106,500	40.25	83,700	53.60	111,500	65.60	136,400
92	Public Administration	11-1021	General and Operations Managers	240	63.30	131,700	51.25	106,600	68.10	141,700	84.25	175,300
92	Public Administration	11-1031	Legislators	660		39,800		19,000		20,100		52,300
92	Public Administration	11-2021	Marketing Managers	10	54.85	114,100	48.40	100,600	54.65	113,700	58.45	121,600
92	Public Administration	11-3011	Administrative Services Managers	400	55.65	115,800	45.50	94,600	54.05	112,400	65.40	136,000
92	Public Administration	11-3021	Computer and Information Systems Managers	50	53.20	110,600	46.25	96,200	51.95	108,000	59.50	123,800
92	Public Administration	11-3031	Financial Managers	270	59.65	124,000	50.70	105,500	61.15	127,200	70.30	146,300
92	Public Administration	11-3051	Industrial Production Managers	40	59.50	123,800	48.90	101,800	63.20	131,500	69.05	143,600
92	Public Administration	11-3071	Transportation, Storage, and Distribution Managers	90	52.80	109,900	42.70	88,800	52.55	109,300	62.50	130,000
92	Public Administration	11-3121	Human Resources Managers	50	54.75	113,900	47.20	98,200	53.15	110,600	62.60	130,200

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
92	Public Administration	11-3131	Training and Development Managers	10	49.35	102,700	46.55	96,800	48.20	100,300	53.10	110,500
92	Public Administration	11-9021	Construction Managers	170	57.15	118,900	51.00	106,100	57.35	119,200	63.40	131,900
92	Public Administration	11-9032	Education Administrators, Elementary and Secondary School			131,800		119,000		130,600		148,800
92	Public Administration	11-9041	Architectural and Engineering Managers	80	66.30	137,900	60.55	126,000	64.70	134,600	73.80	153,500
92	Public Administration	11-9111	Medical and Health Services Managers	90	60.55	125,900	52.85	109,900	59.40	123,500	64.35	133,900
92	Public Administration	11-9121	Natural Sciences Managers	40	59.60	124,000	52.85	109,900	56.05	116,600	60.85	126,600
92	Public Administration	11-9141	Property, Real Estate, and Community Association Managers	60	45.35	94,300	33.65	70,000	42.15	87,700	56.35	117,200
92	Public Administration	11-9151	Social and Community Service Managers	90	50.85	105,800	39.95	83,100	52.50	109,300	61.55	128,000
92	Public Administration	11-9161	Emergency Management Directors	50	46.70	97,200	40.65	84,500	46.30	96,300	52.95	110,100
92	Public Administration	11-9199	Managers, All Other	1,400	58.00	120,700	48.35	100,600	56.30	117,100	68.55	142,600
92	Public Administration	13-0000	Business and Financial Operations Occupations	7,200	39.80	82,800	30.35	63,100	39.20	81,600	47.15	98,000
92	Public Administration	13-1020	Buyers and Purchasing Agents	380	43.25	90,000	32.30	67,200	42.60	88,600	53.15	110,600
92	Public Administration	13-1031	Claims Adjusters, Examiners, and Investigators	250	38.45	80,000	33.70	70,100	38.20	79,500	43.85	91,200
92	Public Administration	13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	1,820	40.50	84,200	32.50	67,600	43.10	89,600	47.15	98,000
92	Public Administration	13-1071	Human Resources Specialists	200	36.00	74,900	27.85	57,900	33.10	68,800	43.00	89,400
92	Public Administration	13-1075	Labor Relations Specialists	20	36.80	76,600	30.25	62,900	38.90	80,900	45.30	94,200
92	Public Administration	13-1081	Logisticians	120	47.90	99,700	37.85	78,700	45.80	95,300	59.10	122,900
92	Public Administration	13-1111	Management Analysts	330	48.35	100,600	41.55	86,500	48.45	100,800	56.05	116,600
92	Public Administration	13-1141	Compensation, Benefits, and Job Analysis Specialists	30	33.00	68,600	27.55	57,300	32.15	66,800	36.45	75,800
92	Public Administration	13-1151	Training and Development Specialists	90	32.15	66,800	23.90	49,700	32.30	67,200	39.45	82,000
92	Public Administration	13-1161	Market Research Analysts and Marketing Specialists	20	36.20	75,300	30.05	62,500	34.80	72,400	42.50	88,400
92	Public Administration	13-1199	Business Operations Specialists, All Other	2,580	39.20	81,500	29.70	61,800	37.45	77,900	47.15	98,100
92	Public Administration	13-2011	Accountants and Auditors	430	39.45	82,100	31.20	64,900	37.25	77,500	46.60	96,900
92	Public Administration	13-2021	Appraisers and Assessors of Real Estate	210	33.00	68,700	18.70	38,900	29.70	61,800	45.95	95,600
92	Public Administration	13-2031	Budget Analysts	50	39.35	81,800	32.15	66,800	36.80	76,600	43.65	90,800
92	Public Administration	13-2051	Financial Analysts	50	33.95	70,600	22.50	46,800	35.25	73,300	40.75	84,800
92	Public Administration	13-2061	Financial Examiners	10	29.60	61,600	22.10	45,900	31.95	66,500	34.20	71,100
92	Public Administration	13-2081	Tax Examiners and Collectors, and Revenue Agents	420	39.90	83,000	28.35	59,000	39.35	81,800	50.00	104,000
92	Public Administration	13-2099	Financial Specialists, All Other	150	37.15	77,300	30.65	63,700	35.90	74,600	41.60	86,500
92	Public Administration	15-0000	Computer and Mathematical Occupations	910	41.45	86,200	31.15	64,800	40.90	85,000	50.05	104,100
92	Public Administration	15-1121	Computer Systems Analysts	140	38.40	79,900	32.85	68,300	38.15	79,400	44.10	91,700
92	Public Administration	15-1131	Computer Programmers	80	34.45	71,600	27.95	58,100	34.55	71,800	42.25	87,900
92	Public Administration	15-1132	Software Developers, Applications	30	42.55	88,500	39.05	81,200	42.85	89,100	48.35	100,600
92	Public Administration	15-1141	Database Administrators	20	45.65	94,900	40.80	84,900	45.25	94,100	49.85	103,700
92	Public Administration	15-1142	Network and Computer Systems Administrators	70	43.50	90,500	37.00	77,000	44.30	92,100	50.95	106,000
92	Public Administration	15-1151	Computer User Support Specialists	100	27.85	57,900	22.85	47,600	27.35	56,900	31.00	64,500
92	Public Administration	15-1152	Computer Network Support Specialists	20	32.20	67,000	26.90	55,900	32.35	67,300	36.40	75,700
92	Public Administration	15-1199	Computer Occupations, All Other	260	45.85	95,400	33.20	69,100	47.15	98,000	56.05	116,600
92	Public Administration	15-2031	Operations Research Analysts	30	52.95	110,200	44.45	92,400	52.85	109,900	62.45	129,900
92	Public Administration	17-0000	Architecture and Engineering Occupations	3,030	53.55	111,300	44.30	92,100	52.85	109,900	62.45	129,900
92	Public Administration	17-1012	Landscape Architects	10	38.40	79,800	34.70	72,200	37.10	77,100	43.05	89,600
92	Public Administration	17-1021	Cartographers and Photogrammetrists	10	43.90	91,300	40.45	84,100	45.65	95,000	47.40	98,600
92	Public Administration	17-1022	Surveyors	10	40.95	85,100	36.25	75,400	41.55	86,400	45.80	95,200
92	Public Administration	17-2051	Civil Engineers	370	43.85	91,300	33.70	70,100	41.90	87,200	52.50	109,200
92	Public Administration	17-2071	Electrical Engineers	100	45.60	94,900	38.30	79,600	45.40	94,400	52.55	109,300
92	Public Administration	17-2081	Environmental Engineers	20	49.15	102,300	38.40	79,900	49.30	102,500	57.65	119,900
92	Public Administration	17-2111	Health and Safety Engineers, Except Mining Safety Engineers and Inspectors	30	51.20	106,500	39.35	81,800	51.25	106,600	62.30	129,600

*See Footnotes on Page 58

NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: BY INDUSTRY SECTOR

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'1 (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
92	Public Administration	17-2112	Industrial Engineers	20	51.05	106,200	44.45	92,400	52.55	109,300	57.90	120,500
92	Public Administration	17-2141	Mechanical Engineers	590	50.40	104,900	44.45	92,400	51.25	106,600	58.00	120,700
92	Public Administration	17-2199	Engineers, All Other	1,120	62.60	130,200	54.45	113,200	62.45	129,900	76.75	159,700
92	Public Administration	17-3011	Architectural and Civil Drafters	20	32.80	68,300	27.60	57,400	32.30	67,200	37.30	77,600
92	Public Administration	17-3022	Civil Engineering Technicians	50	26.55	55,200	21.75	45,200	26.90	55,900	30.35	63,100
92	Public Administration	17-3029	Engineering Technicians, Except Drafters, All Other	200	43.05	89,500	36.30	75,500	44.45	92,400	49.85	103,600
92	Public Administration	19-0000	Life, Physical, and Social Science Occupations	1,020	38.95	81,000	27.95	58,200	40.00	83,200	48.50	100,800
92	Public Administration	19-1023	Zoologists and Wildlife Biologists	20	39.55	82,200	33.60	69,900	41.10	85,500	43.90	91,300
92	Public Administration	19-1029	Biological Scientists, All Other	130	42.35	88,100	40.45	84,100	45.80	95,200	47.15	98,000
92	Public Administration	19-1031	Conservation Scientists	40	33.80	70,400	25.85	53,800	32.75	68,100	42.75	88,900
92	Public Administration	19-2031	Chemists	80	47.60	99,000	38.30	79,700	48.50	100,800	56.05	116,600
92	Public Administration	19-2041	Environmental Scientists and Specialists, Including Health	200	36.60	76,100	28.50	59,300	39.65	82,500	42.85	89,100
92	Public Administration	19-2099	Physical Scientists, All Other	30	53.60	111,500	45.80	95,200	52.85	109,900	58.65	122,000
92	Public Administration	19-3011	Economists	10	50.65	105,400	41.75	86,800	52.50	109,300	56.05	116,600
92	Public Administration	19-3031	Clinical, Counseling, and School Psychologists	30	50.50	105,100	39.55	82,200	52.10	108,400	57.95	120,500
92	Public Administration	19-3039	Psychologists, All Other	60	47.70	99,200	44.25	92,000	55.25	114,900	58.45	121,600
92	Public Administration	19-3051	Urban and Regional Planners	120	32.95	68,500	24.10	50,100	31.00	64,400	43.80	91,100
92	Public Administration	19-3093	Historians	10	36.45	75,900	34.10	70,900	37.25	77,500	37.25	77,500
92	Public Administration	19-3099	Social Scientists and Related Workers, All Other	40	46.40	96,500	36.20	75,300	45.80	95,200	57.65	119,900
92	Public Administration	19-4021	Biological Technicians	10	25.05	52,100	21.15	44,000	27.35	56,900	28.50	59,200
92	Public Administration	19-4061	Social Science Research Assistants	30	30.20	62,800	22.30	46,400	26.85	55,900	35.00	72,800
92	Public Administration	19-4091	Environmental Science and Protection Technicians, Including Health	60	27.90	58,000	20.50	42,600	27.70	57,700	34.95	72,700
92	Public Administration	19-4092	Forensic Science Technicians	10	20.80	43,300	17.05	35,500	19.50	40,600	21.95	45,700
92	Public Administration	19-4099	Life, Physical, and Social Science Technicians, All Other	20	23.40	48,600	18.40	38,200	23.55	49,000	28.85	60,000
92	Public Administration	21-0000	Community and Social Services Occupations	4,220	30.95	64,400	23.45	48,700	31.00	64,500	38.20	79,400
92	Public Administration	21-1012	Educational, Guidance, School, and Vocational Counselors	100	29.55	61,500	24.05	50,000	28.80	59,900	34.00	70,700
92	Public Administration	21-1015	Rehabilitation Counselors	120	33.70	70,100	28.75	59,800	35.75	74,400	40.00	83,200
92	Public Administration	21-1018	Substance abuse, behavioral disorder, and mental health counselors	60	29.00	60,300	21.25	44,200	29.35	61,000	37.75	78,500
92	Public Administration	21-1019	Counselors, All Other	60	29.20	60,800	19.15	39,800	28.30	58,900	39.35	81,900
92	Public Administration	21-1021	Child, Family, and School Social Workers	260	32.55	67,700	24.85	51,700	32.00	66,600	40.35	83,900
92	Public Administration	21-1022	Healthcare Social Workers	10	26.75	55,700	20.95	43,500	23.90	49,700	35.60	74,000
92	Public Administration	21-1023	Mental Health and Substance Abuse Social Workers	30	27.95	58,100	23.00	47,800	27.15	56,500	30.75	64,000
92	Public Administration	21-1029	Social Workers, All Other	170	36.85	76,600	32.90	68,400	38.20	79,500	42.70	88,800
92	Public Administration	21-1091	Health Educators	30	30.10	62,600	23.30	48,400	29.70	61,800	36.30	75,500
92	Public Administration	21-1092	Probation Officers and Correctional Treatment Specialists	650	36.25	75,400	28.60	59,500	36.95	76,900	45.00	93,600
92	Public Administration	21-1093	Social and Human Service Assistants	950	21.65	45,100	18.90	39,400	22.00	45,800	24.45	50,800
92	Public Administration	21-1094	Community Health Workers	50	27.95	58,200	19.45	40,400	28.75	59,800	31.40	65,300
92	Public Administration	21-1099	Community and Social Service Specialists, All Other	630	28.95	60,200	24.05	50,000	28.80	59,900	36.05	75,000
92	Public Administration	21-2011	Clergy	30	40.60	84,400	32.95	68,600	38.05	79,200	48.50	100,900
92	Public Administration	23-0000	Legal Occupations	2,080	48.30	100,400	31.00	64,500	43.85	91,200	64.55	134,200
92	Public Administration	23-1011	Lawyers	1,110	53.10	110,500	38.00	79,100	51.10	106,300	67.75	140,900
92	Public Administration	23-1012	Judicial Law Clerks	160	25.10	52,200	23.65	49,200	23.65	49,200	25.65	53,400
92	Public Administration	23-1021	Administrative Law Judges, Adjudicators, and Hearing Officers	160	52.45	109,100	41.45	86,200	48.50	100,900	65.75	136,700
92	Public Administration	23-1023	Judges, Magistrate Judges, and Magistrates	300	57.45	119,500	28.55	59,400	80.50	167,400	80.50	167,400
92	Public Administration	23-2011	Paralegals and Legal Assistants	210	33.60	69,900	26.15	54,400	32.50	67,600	39.35	81,800
92	Public Administration	23-2099	Legal Support Workers, All Other	100	35.30	73,400	26.60	55,300	30.25	63,000	37.95	79,000
92	Public Administration	25-0000	Education, Training, and Library Occupations	2,180	26.00	54,100	18.15	37,800	25.65	53,300	31.50	65,500
92	Public Administration	25-1194	Vocational Education Teachers, Postsecondary	260	27.00	56,100	23.65	49,100	28.00	58,300	30.60	63,700
92	Public Administration	25-2052	Special Education Teachers, Kindergarten and Elementary School	40		70,800		62,700		82,200		85,100

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
92	Public Administration	25-3011	Adult Basic and Secondary Education and Literacy Teachers and Ins	80	35.60	74,000	28.80	59,900	37.15	77,200	40.90	85,000
92	Public Administration	25-3021	Self-Enrichment Education Teachers		33.15	68,900	29.90	62,200	33.70	70,100	37.20	77,400
92	Public Administration	25-3097	Teachers and Instructors, All Other, Except Substitute Teachers	60		91,400		60,800		98,000		117,200
92	Public Administration	25-4021	Librarians	690	29.70	61,700	25.35	52,700	28.65	59,600	33.55	69,700
92	Public Administration	25-4031	Library Technicians	600	18.35	38,100	13.10	27,200	17.65	36,700	22.65	47,100
92	Public Administration	25-9031	Instructional Coordinators	40	49.00	102,000	44.70	93,000	52.35	108,800	54.15	112,600
92	Public Administration	25-9041	Teacher Assistants	260		36,300		32,100		36,500		42,200
92	Public Administration	25-9099	Education, Training, and Library Workers, All Other	20	30.25	62,900	21.35	44,400	25.70	53,500	44.90	93,400
92	Public Administration	27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	220	32.25	67,100	20.80	43,300	31.70	65,900	43.10	89,600
92	Public Administration	27-1024	Graphic Designers	20	36.20	75,300	24.15	50,200	37.00	77,000	43.10	89,600
92	Public Administration	27-2022	Coaches and Scouts	30		51,300		41,700		47,100		59,300
92	Public Administration	27-2023	Umpires, Referees, and Other Sports Officials	40		48,400		32,600		38,500		59,800
92	Public Administration	27-3031	Public Relations Specialists	50	34.75	72,300	22.95	47,800	35.80	74,400	44.75	93,100
92	Public Administration	27-3091	Interpreters and Translators	20	35.75	74,400	31.70	65,900	33.90	70,500	41.05	85,400
92	Public Administration	29-0000	Healthcare Practitioners and Technical Occupations	2,440	41.15	85,600	28.35	59,000	40.40	84,100	52.50	109,200
92	Public Administration	29-1029	Dentists, All Other Specialists	20	52.75	109,800	48.05	99,900	56.95	118,500	65.55	136,300
92	Public Administration	29-1031	Dietitians and Nutritionists	40	35.50	73,900	33.70	70,100	35.95	74,800	40.45	84,100
92	Public Administration	29-1062	Family and General Practitioners	10	74.45	154,900	43.30	90,100	86.95	180,900	90.25	187,700
92	Public Administration	29-1069	Physicians and Surgeons, All Other	250	61.60	128,100	53.75	111,800	60.85	126,600	63.95	133,100
92	Public Administration	29-1122	Occupational Therapists	20	43.05	89,500	40.95	85,200	43.75	91,000	44.90	93,400
92	Public Administration	29-1123	Physical Therapists	20	44.45	92,400	40.40	84,000	44.90	93,400	47.15	98,000
92	Public Administration	29-1125	Recreational Therapists	30	36.35	75,700	33.75	70,200	37.85	78,700	39.90	83,000
92	Public Administration	29-1127	Speech-Language Pathologists	20	47.75	99,300	42.85	89,100	47.15	98,000	52.50	109,300
92	Public Administration	29-1141	Registered Nurses	940	45.35	94,400	38.75	80,600	46.20	96,100	52.50	109,200
92	Public Administration	29-1171	Nurse Practitioners	10	38.45	79,900	33.25	69,200	39.10	81,300	45.15	94,000
92	Public Administration	29-1199	Health Diagnosing and Treating Practitioners, All Other	90	41.95	87,200	33.10	68,800	35.50	73,900	43.85	91,200
92	Public Administration	29-2010	Clinical Laboratory Technologists and Technicians	50	33.45	69,600	30.45	63,300	33.80	70,300	37.15	77,300
92	Public Administration	29-2041	Emergency Medical Technicians and Paramedics	260	20.20	42,000	16.25	33,800	18.55	38,600	23.95	49,800
92	Public Administration	29-2053	Psychiatric Technicians	40	27.10	56,400	23.00	47,800	29.30	60,900	32.45	67,500
92	Public Administration	29-2061	Licensed Practical and Licensed Vocational Nurses	190	26.70	55,500	25.35	52,700	27.40	57,000	28.00	58,200
92	Public Administration	29-2071	Medical Records and Health Information Technicians	30	29.85	62,100	27.35	56,900	29.60	61,600	31.95	66,500
92	Public Administration	29-2099	Health Technologists and Technicians, All Other	60	26.80	55,700	21.95	45,700	25.15	52,300	33.10	68,800
92	Public Administration	29-9011	Occupational Health and Safety Specialists	100	40.85	85,000	35.40	73,700	40.90	85,000	47.65	99,100
92	Public Administration	29-9012	Occupational Health and Safety Technicians	10	36.40	75,700	28.65	59,600	32.95	68,500	49.80	103,600
92	Public Administration	29-9099	Healthcare Practitioners and Technical Workers, All Other	60	49.10	102,100	44.45	92,400	49.65	103,300	57.65	119,900
92	Public Administration	31-0000	Healthcare Support Occupations	810	20.80	43,300	17.65	36,700	21.45	44,600	24.05	50,100
92	Public Administration	31-1014	Nursing Assistants	270	21.65	45,000	20.35	42,300	22.05	45,900	23.30	48,500
92	Public Administration	31-1015	Orderlies	120	17.95	37,300	14.15	29,500	16.85	35,000	19.70	41,000
92	Public Administration	31-9091	Dental Assistants	20	24.80	51,500	22.80	47,400	24.60	51,200	26.65	55,400
92	Public Administration	31-9099	Healthcare Support Workers, All Other	240	22.95	47,800	21.15	44,000	24.90	51,800	25.70	53,500
92	Public Administration	33-0000	Protective Service Occupations	16,310	37.55	78,100	22.20	46,200	36.80	76,500	50.45	104,900
92	Public Administration	33-1011	First-Line Supervisors of Correctional Officers	170	50.10	104,200	42.95	89,300	50.30	104,600	58.20	121,100
92	Public Administration	33-1012	First-Line Supervisors of Police and Detectives	1,590	61.25	127,400	55.35	115,100	60.90	126,700	68.95	143,400
92	Public Administration	33-1021	First-Line Supervisors of Fire Fighting and Prevention Workers	430	57.05	118,700	52.65	109,600	57.80	120,200	62.90	130,800
92	Public Administration	33-1099	First-Line Supervisors of Protective Service Workers, All Other	150	31.85	66,200	26.65	55,400	27.65	57,500	31.60	65,800
92	Public Administration	33-2011	Firefighters	1,330	38.65	80,400	29.05	60,400	41.30	85,900	47.60	99,000
92	Public Administration	33-2021	Fire Inspectors and Investigators	280	26.35	54,800	19.20	40,000	24.25	50,400	31.40	65,400
92	Public Administration	33-3011	Bailiffs	20								
92	Public Administration	33-3012	Correctional Officers and Jailers	2,640	32.70	68,000	22.05	45,800	34.40	71,600	40.75	84,700

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
92	Public Administration	33-3021	Detectives and Criminal Investigators	1,140	52.10	108,400	42.10	87,500	53.80	111,900	64.05	133,200
92	Public Administration	33-3041	Parking Enforcement Workers	130	17.25	35,800	14.20	29,600	16.75	34,800	19.30	40,100
92	Public Administration	33-3051	Police and Sheriff's Patrol Officers	4,710	40.65	84,600	30.00	62,400	41.45	86,200	50.45	105,000
92	Public Administration	33-9011	Animal Control Workers	100	21.70	45,100	16.65	34,700	20.35	42,400	25.30	52,600
92	Public Administration	33-9032	Security Guards	360	18.80	39,100	13.05	27,100	19.15	39,800	22.65	47,100
92	Public Administration	33-9091	Crossing Guards	1,500	16.50	34,300	13.50	28,000	16.75	34,800	19.95	41,500
92	Public Administration	33-9092	Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers	60	12.35	25,700	9.55	19,900	11.35	23,600	14.95	31,100
92	Public Administration	33-9099	Protective Service Workers, All Other	210	24.10	50,100	18.40	38,300	21.60	44,900	30.10	62,700
92	Public Administration	35-0000	Food Preparation and Serving-Related Occupations	390	18.95	39,400	16.00	33,200	18.90	39,300	21.40	44,500
92	Public Administration	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	20	23.05	47,900	18.75	39,000	22.00	45,800	25.25	52,500
92	Public Administration	35-2012	Cooks, Institution and Cafeteria	70	20.80	43,300	18.10	37,700	21.00	43,700	22.90	47,600
92	Public Administration	35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	280	18.35	38,100	14.70	30,600	18.65	38,800	20.55	42,800
92	Public Administration	37-0000	Building and Grounds Cleaning and Maintenance Occupations	1,620	21.35	44,400	16.50	34,300	20.05	41,700	24.95	51,900
92	Public Administration	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	80	31.55	65,700	21.75	45,200	30.50	63,500	39.80	82,800
92	Public Administration	37-1012	First-Line Supervisors of Landscaping, Lawn Service, and Grounds	50	35.05	72,900	28.55	59,400	34.90	72,600	42.10	87,600
92	Public Administration	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	850	18.35	38,100	15.65	32,600	18.90	39,300	20.35	42,300
92	Public Administration	37-2012	Maids and Housekeeping Cleaners	120	16.30	33,900	14.40	30,000	15.25	31,700	19.40	40,400
92	Public Administration	37-2021	Pest Control Workers	10	25.50	53,000	21.50	44,700	27.35	56,900	29.40	61,100
92	Public Administration	37-3011	Landscaping and Groundskeeping Workers	420	24.75	51,500	19.85	41,300	25.15	52,300	30.95	64,400
92	Public Administration	37-3013	Tree Trimmers and Pruners	70	24.60	51,100	18.45	38,400	26.45	55,100	29.70	61,700
92	Public Administration	39-0000	Personal Care and Service Occupations	2,450	19.25	40,100	12.95	27,000	18.45	38,400	23.50	48,800
92	Public Administration	39-1021	First-Line Supervisors of Personal Service Workers	310	27.65	57,500	24.35	50,600	26.00	54,100	31.35	65,200
92	Public Administration	39-2021	Nonfarm Animal Caretakers	40	15.05	31,300	10.55	21,900	13.60	28,300	18.10	37,700
92	Public Administration	39-3091	Amusement and Recreation Attendants		10.90	22,600	9.25	19,200	9.60	20,000	11.45	23,800
92	Public Administration	39-7010	Tour and travel guides	10	19.35	40,200	17.10	35,600	19.40	40,300	21.90	45,600
92	Public Administration	39-9011	Childcare Workers	10	16.40	34,100	10.70	22,300	14.60	30,300	21.90	45,600
92	Public Administration	39-9021	Personal Care Aides	450	21.60	45,000	20.50	42,700	22.75	47,300	23.50	48,800
92	Public Administration	39-9031	Fitness Trainers and Aerobics Instructors	190	27.65	57,500	18.40	38,200	27.20	56,600	34.35	71,500
92	Public Administration	39-9032	Recreation Workers	690	15.90	33,100	10.85	22,600	13.60	28,300	19.05	39,600
92	Public Administration	39-9099	Personal Care and Service Workers, All Other		16.05	33,400	13.15	27,400	14.65	30,500	19.20	39,900
92	Public Administration	41-0000	Sales and Related Occupations	280	17.90	37,200	12.30	25,600	14.30	29,800	21.65	45,000
92	Public Administration	41-1011	First-Line Supervisors of Retail Sales Workers	30	34.50	71,800	29.50	61,400	38.45	80,000	41.15	85,600
92	Public Administration	41-2011	Cashiers	230	15.05	31,300	12.30	25,600	13.80	28,700	16.50	34,300
92	Public Administration	43-0000	Office and Administrative Support Occupations	11,500	22.95	47,700	17.90	37,200	22.50	46,800	27.70	57,600
92	Public Administration	43-1011	First-Line Supervisors of Office and Administrative Support Worke	490	32.45	67,500	27.60	57,400	31.10	64,700	36.15	75,200
92	Public Administration	43-2011	Switchboard Operators, Including Answering Service	20	27.05	56,300	16.10	33,500	18.25	37,900	23.15	48,100
92	Public Administration	43-2021	Telephone Operators	10	18.75	39,000	13.75	28,600	16.35	34,000	19.95	41,500
92	Public Administration	43-3011	Bill and Account Collectors	20	26.80	55,800	19.70	41,000	24.70	51,400	33.85	70,500
92	Public Administration	43-3021	Billing and Posting Clerks and Machine Operators		20.25	42,200	9.40	19,500	22.40	46,500	26.85	55,900
92	Public Administration	43-3031	Bookkeeping, Accounting, and Auditing Clerks	490	23.90	49,800	19.95	41,500	23.60	49,100	28.35	59,000
92	Public Administration	43-3051	Payroll and Timekeeping Clerks	100	25.60	53,200	21.90	45,600	25.90	53,900	29.40	61,100
92	Public Administration	43-3061	Procurement Clerks	70	25.30	52,600	22.55	46,900	25.30	52,600	27.95	58,200
92	Public Administration	43-3099	Financial Clerks, All Other	80	19.20	40,000	16.25	33,800	17.80	37,000	20.20	42,000
92	Public Administration	43-4031	Court, Municipal, and License Clerks	1,290	23.55	49,000	17.30	36,000	22.25	46,300	28.50	59,300
92	Public Administration	43-4051	Customer Service Representatives	150	22.95	47,800	20.10	41,800	24.20	50,400	26.15	54,300
92	Public Administration	43-4061	Eligibility Interviewers, Government Programs	120	24.60	51,100	20.95	43,600	24.45	50,800	28.55	59,400
92	Public Administration	43-4071	File Clerks	140	23.05	47,900	17.40	36,200	21.55	44,900	28.35	59,000
92	Public Administration	43-4121	Library Assistants, Clerical	790	15.60	32,500	12.90	26,900	15.05	31,400	18.20	37,800
92	Public Administration	43-4161	Human Resources Assistants, Except Payroll and Timekeeping	60	24.40	50,700	21.60	45,000	23.65	49,200	27.30	56,700

*See Footnotes on Page 58

NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: BY INDUSTRY SECTOR

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
92	Public Administration	43-4171	Receptionists and Information Clerks	90	17.80	37,000	16.25	33,800	17.55	36,500	18.75	39,000
92	Public Administration	43-4199	Information and Record Clerks, All Other	430	22.50	46,800	19.00	39,500	22.75	47,300	26.65	55,400
92	Public Administration	43-5021	Couriers and Messengers	40	17.90	37,200	14.95	31,100	17.00	35,400	20.20	42,000
92	Public Administration	43-5031	Police, Fire, and Ambulance Dispatchers	830	24.25	50,400	20.15	41,900	23.85	49,600	28.70	59,700
92	Public Administration	43-5032	Dispatchers, Except Police, Fire, and Ambulance	70	26.15	54,400	20.25	42,100	29.25	60,900	29.25	60,900
92	Public Administration	43-5041	Meter Readers, Utilities	10								
92	Public Administration	43-5061	Production, Planning, and Expediting Clerks	40	24.15	50,200	18.40	38,300	24.20	50,300	27.85	57,900
92	Public Administration	43-5071	Shipping, Receiving, and Traffic Clerks	20	24.80	51,600	22.35	46,500	25.05	52,100	25.05	52,100
92	Public Administration	43-5081	Stock Clerks and Order Fillers	100	27.10	56,400	23.20	48,300	28.10	58,400	29.45	61,300
92	Public Administration	43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping		19.95	41,500	17.15	35,700	19.50	40,600	22.80	47,400
92	Public Administration	43-6011	Executive Secretaries and Executive Administrative Assistants	350	32.30	67,100	26.85	55,900	31.65	65,800	36.55	76,000
92	Public Administration	43-6012	Legal Secretaries	250	25.95	54,000	21.10	43,900	25.30	52,600	29.90	62,200
92	Public Administration	43-6013	Medical Secretaries	10	19.95	41,500	14.95	31,100	18.20	37,900	26.50	55,100
92	Public Administration	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	1,100	23.20	48,200	18.85	39,200	23.75	49,400	27.85	58,000
92	Public Administration	43-9011	Computer Operators	20	27.00	56,200	25.60	53,200	28.55	59,400	28.65	59,600
92	Public Administration	43-9021	Data Entry Keyers	750	21.20	44,100	17.35	36,100	21.20	44,100	24.95	51,900
92	Public Administration	43-9022	Word Processors and Typists	800	20.95	43,500	17.65	36,700	19.95	41,500	23.80	49,500
92	Public Administration	43-9041	Insurance Claims and Policy Processing Clerks	30	24.30	50,500	21.15	44,000	24.90	51,800	27.40	57,000
92	Public Administration	43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	70	20.30	42,200	17.55	36,500	19.80	41,200	21.35	44,400
92	Public Administration	43-9061	Office Clerks, General	2,190	22.00	45,700	17.30	36,000	21.70	45,100	27.25	56,700
92	Public Administration	43-9071	Office Machine Operators, Except Computer		26.20	54,500	25.35	52,700	27.80	57,900	30.40	63,200
92	Public Administration	43-9199	Office and Administrative Support Workers, All Other	230	19.90	41,400	16.45	34,200	20.85	43,300	23.80	49,500
92	Public Administration	45-0000	Farming, Fishing, and Forestry Occupations	50	20.60	42,900	13.20	27,500	18.95	39,400	25.35	52,800
92	Public Administration	45-2011	Agricultural Inspectors	10	31.60	65,800	30.65	63,700	33.45	69,500	33.45	69,500
92	Public Administration	47-0000	Construction and Extraction Occupations	4,610	27.40	57,000	19.55	40,700	26.75	55,600	34.55	71,800
92	Public Administration	47-1011	First-Line Supervisors of Construction Trades and Extraction Work	500	36.70	76,300	30.35	63,100	35.70	74,300	42.80	89,000
92	Public Administration	47-2031	Carpenters	80	30.15	62,700	25.80	53,600	29.75	61,900	36.45	75,800
92	Public Administration	47-2051	Cement Masons and Concrete Finishers	10	36.25	75,400	32.70	68,000	35.95	74,700	39.90	82,900
92	Public Administration	47-2061	Construction Laborers	800	23.00	47,800	17.35	36,100	21.85	45,400	27.55	57,300
92	Public Administration	47-2071	Paving, Surfacing, and Tamping Equipment Operators	170	23.75	49,400	20.55	42,800	22.70	47,300	26.50	55,100
92	Public Administration	47-2073	Operating Engineers and Other Construction Equipment Operators	340	29.75	61,900	25.40	52,800	29.30	61,000	34.50	71,800
92	Public Administration	47-2111	Electricians	200	35.15	73,100	29.95	62,300	34.75	72,300	38.80	80,700
92	Public Administration	47-2141	Painters, Construction and Maintenance	70	27.70	57,600	23.30	48,500	28.50	59,200	32.30	67,200
92	Public Administration	47-2151	Pipelayers	10	34.80	72,400	28.15	58,500	33.85	70,400	42.40	88,200
92	Public Administration	47-2152	Plumbers, Pipefitters, and Steamfitters	110	26.95	56,000	20.55	42,800	26.90	55,900	32.30	67,200
92	Public Administration	47-4011	Construction and Building Inspectors	850	31.60	65,700	22.65	47,100	31.55	65,600	40.65	84,500
92	Public Administration	47-4051	Highway Maintenance Workers	1,080	20.15	41,900	15.30	31,800	18.90	39,300	24.85	51,700
92	Public Administration	47-4071	Septic Tank Servicers and Sewer Pipe Cleaners		32.25	67,100	29.65	61,700	33.60	69,900	36.60	76,100
92	Public Administration	47-4090	Miscellaneous Construction and Related Workers	10	27.35	56,900	19.70	41,000	23.70	49,300	41.35	86,000
92	Public Administration	49-0000	Installation, Maintenance, and Repair Occupations	3,250	29.00	60,300	22.85	47,500	29.10	60,500	33.85	70,400
92	Public Administration	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	480	38.50	80,100	32.90	68,400	37.70	78,400	45.30	94,200
92	Public Administration	49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers	20	26.30	54,800	21.20	44,100	24.35	50,600	30.00	62,400
92	Public Administration	49-2094	Electrical and Electronics Repairers, Commercial and Industrial Equipment	40	30.35	63,100	23.80	49,500	28.35	59,000	33.50	69,700
92	Public Administration	49-3021	Automotive Body and Related Repairers	10	31.60	65,700	24.15	50,200	31.85	66,200	37.90	78,800
92	Public Administration	49-3023	Automotive Service Technicians and Mechanics	200	33.05	68,800	25.50	53,100	30.95	64,400	41.55	86,400
92	Public Administration	49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	540	29.80	61,900	29.10	60,500	29.10	60,500	30.40	63,300
92	Public Administration	49-3042	Mobile Heavy Equipment Mechanics, Except Engines		25.80	53,700	23.85	49,600	26.25	54,500	28.80	59,900
92	Public Administration	49-9012	Control and Valve Installers and Repairers, Except Mechanical Door	10	35.45	73,700	32.40	67,400	35.25	73,400	38.10	79,300

*See Footnotes on Page 58

**NEW JERSEY DEPARTMENT OF LABOR AND WORKFORCE DEVELOPMENT
OCCUPATIONAL WAGES FROM THE 2018 OCCUPATIONAL EMPLOYMENT STATISTICS (OES) WAGE SURVEY
ESSEX-HUNTERDON-MORRIS-SOMERSET-SUSSEX-UNION COUNTY AREA: *BY INDUSTRY SECTOR***

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

Ind Cd	Industry Sector (see definitions in Section 3)	Occ'l (SOC) Code	Occupational Title (see definitions in Section 2)	Est'd Empl.	Mean (Avg.) Hourly	Mean (Avg.) Salary	25th Pctile. Hourly	25th Pctile. Salary	50th Pctile. Hourly	50th Pctile. Salary	75th Pctile. Hourly	75th Pctile. Salary
92	Public Administration	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	50	31.45	65,400	27.15	56,500	31.05	64,600	35.85	74,500
92	Public Administration	49-9041	Industrial Machinery Mechanics	140	29.40	61,200	23.00	47,800	29.50	61,400	35.95	74,800
92	Public Administration	49-9071	Maintenance and Repair Workers, General	1,420	25.40	52,900	20.50	42,600	25.10	52,200	29.70	61,800
92	Public Administration	49-9094	Locksmiths and Safe Repairers	10	25.70	53,400	23.80	49,500	25.60	53,300	28.35	59,000
92	Public Administration	49-9098	Helpers--Installation, Maintenance, and Repair Workers	30	17.80	37,000	14.80	30,800	17.25	35,900	19.80	41,200
92	Public Administration	49-9099	Installation, Maintenance, and Repair Workers, All Other	140	21.75	45,200	16.30	33,900	18.50	38,500	26.55	55,200
92	Public Administration	51-0000	Production Occupations	1,090	30.95	64,300	24.25	50,500	30.20	62,800	37.50	78,000
92	Public Administration	51-1011	First-Line Supervisors of Production and Operating Workers	130	44.05	91,600	36.45	75,800	45.50	94,600	52.10	108,300
92	Public Administration	51-4041	Machinists	10	29.75	61,900	21.55	44,800	29.55	61,500	40.30	83,800
92	Public Administration	51-4121	Welders, Cutters, Solderers, and Brazers	50	31.60	65,800	29.35	61,000	30.20	62,800	30.50	63,500
92	Public Administration	51-6011	Laundry and Dry-Cleaning Workers	30	17.95	37,400	15.45	32,100	18.70	38,900	19.95	41,500
92	Public Administration	51-8021	Stationary Engineers and Boiler Operators	130	29.80	62,000	26.40	55,000	29.95	62,300	32.75	68,200
92	Public Administration	51-8031	Water and Wastewater Treatment Plant and System Operators	670	30.20	62,800	24.65	51,300	29.95	62,300	37.15	77,300
92	Public Administration	51-8099	Plant and System Operators, All Other	40	19.50	40,500	15.95	33,200	17.85	37,100	19.95	41,500
92	Public Administration	53-0000	Transportation and Material Moving Occupations	3,500	24.90	51,800	18.65	38,800	23.50	48,800	28.75	59,800
92	Public Administration	53-1048	First-line supervisors of transportation and material moving workers, except aircraft cargo handling supervisors	240	32.75	68,100	25.15	52,300	33.90	70,500	38.90	80,900
92	Public Administration	53-3021	Bus Drivers, Transit and Intercity	1,150	25.60	53,300	21.55	44,800	28.75	59,800	28.75	59,800
92	Public Administration	53-3022	Bus Drivers, School or Special Client	710	19.30	40,100	16.30	33,900	19.00	39,600	22.20	46,200
92	Public Administration	53-3032	Heavy and Tractor-Trailer Truck Drivers	440	25.50	53,000	20.50	42,700	24.35	50,600	30.55	63,600
92	Public Administration	53-3033	Light Truck or Delivery Services Drivers	140	23.60	49,100	20.40	42,500	23.55	49,000	25.90	53,900
92	Public Administration	53-3041	Taxi Drivers and Chauffeurs	20	20.15	41,900	17.05	35,500	20.30	42,200	23.30	48,500
92	Public Administration	53-3099	Motor Vehicle Operators, All Other	140	27.25	56,700	22.80	47,400	26.60	55,300	34.90	72,600
92	Public Administration	53-6021	Parking Lot Attendants		12.15	25,200	10.70	22,200	11.95	24,900	13.50	28,100
92	Public Administration	53-6051	Transportation Inspectors	30	32.65	67,900	29.20	60,700	30.40	63,200	35.60	74,000
92	Public Administration	53-6099	Transportation Workers, All Other	30	26.55	55,200	24.75	51,500	28.75	59,800	28.75	59,800
92	Public Administration	53-7062	Laborers and Freight, Stock, and Material Movers, Hand		17.45	36,300	14.30	29,700	17.20	35,800	20.55	42,700
92	Public Administration	53-7081	Refuse and Recyclable Material Collectors	200	16.85	35,000	13.45	27,900	16.70	34,800	19.85	41,300

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

SECTION 3

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

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

11 - AGRICULTURE

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

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

21 - MINING

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

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

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

22 - UTILITIES

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

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

23 - CONSTRUCTION

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

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

31-33 - MANUFACTURING

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

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

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

42 - WHOLESALE TRADE

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

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

44-45 - RETAIL TRADE

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

48-49 - TRANSPORTATION AND WAREHOUSING

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

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

51 - INFORMATION

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

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

52 - FINANCE AND INSURANCE

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

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

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

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

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

53 - REAL ESTATE AND RENTAL AND LEASING

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

54 - PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES

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

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

55 - MANAGEMENT OF COMPANIES AND ENTERPRISES

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

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

56-ADMINISTRATIVE SERVICES AND WASTE MANAGEMENT SERVICES

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

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

61 - EDUCATIONAL SERVICES

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

62 - HEALTH CARE AND SOCIAL ASSISTANCE

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

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

71 - ARTS, ENTERTAINMENT, AND RECREATION

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

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

72 - ACCOMMODATION AND FOOD SERVICES

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

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

81 - OTHER SERVICES, EXCEPT PUBLIC ADMINISTRATION

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

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

92 - PUBLIC ADMINISTRATION

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

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