

Table 15 Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers

Occupation ¹	Hourly ²		Weekly ³			Annual ⁴		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
All workers	\$18.41	\$15.54	\$735	\$620	39.9	\$37,911	\$32,032	2,059
Management occupations	32.06	27.83	1,336	1,193	41.7	69,367	62,026	2,163
General and operations managers	33.43	32.85	1,465	1,314	43.8	76,185	68,334	2,279
Marketing and sales managers	45.60	48.00	1,934	2,400	42.4	100,548	124,800	2,205
Sales managers	43.67	48.00	1,880	2,400	43.1	97,770	124,800	2,239
Financial managers	34.16	28.70	1,363	1,113	39.9	70,883	57,878	2,075
Construction managers	34.85	34.25	1,406	1,455	40.3	73,091	75,657	2,097
Business and financial operations occupations	32.12	23.81	1,311	959	40.8	67,522	49,586	2,102
Claims adjusters, appraisers, examiners, and investigators	24.65	26.00	976	1,016	39.6	39,331	46,016	1,596
Claims adjusters, examiners, and investigators	24.40	24.99	969	1,010	39.7	38,145	45,032	1,563
Cost estimators	28.74	25.00	1,207	1,000	42.0	62,753	52,000	2,183
Human resources, training, and labor relations specialists	21.41	21.22	885	835	41.3	46,034	43,410	2,150
Accountants and auditors	25.30	26.00	1,019	1,040	40.3	52,982	54,080	2,094
Financial analysts and advisors	34.81	22.47	1,390	871	39.9	72,294	45,271	2,077
Computer and mathematical science occupations	34.75	33.64	1,393	1,346	40.1	72,428	69,973	2,084
Computer programmers	28.80	27.81	1,152	1,112	40.0	59,906	57,849	2,080
Computer software engineers	44.86	51.54	1,794	2,062	40.0	93,313	107,207	2,080
Computer software engineers, applications	42.36	48.08	1,694	1,923	40.0	88,110	100,000	2,080
Computer support specialists	24.21	25.64	982	1,048	40.6	51,060	54,496	2,109
Network and computer systems administrators	31.51	29.45	1,260	1,178	40.0	65,542	61,256	2,080
Architecture and engineering occupations	25.25	24.00	1,029	983	40.7	53,483	51,128	2,118
Engineers	29.35	24.04	1,222	1,005	41.6	63,549	52,235	2,165
Drafters	20.57	20.56	823	822	40.0	42,781	42,765	2,080
Engineering technicians, except drafters	23.49	23.00	940	920	40.0	48,865	47,840	2,080

See footnotes at end of table.

Table 15

Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers — Continued

Occupation ¹	Hourly ²		Weekly ³			Annual ⁴		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
Life, physical, and social science occupations	\$23.94	\$25.63	\$958	\$1,025	40.0	\$49,795	\$53,300	2,080
Community and social services occupations	16.06	14.81	635	592	39.5	33,007	30,801	2,055
Counselors	18.11	20.16	701	750	38.7	36,430	39,000	2,012
Substance abuse and behavioral disorder counselors	21.05	22.26	848	891	40.3	44,081	46,307	2,094
Social workers	16.38	17.60	657	704	40.1	34,184	36,606	2,087
Miscellaneous community and social service specialists	14.11	13.90	561	556	39.8	29,196	28,912	2,070
Social and human service assistants	14.25	14.66	570	587	40.0	29,637	30,499	2,080
Legal occupations	34.61	28.08	1,426	1,252	41.2	74,176	65,111	2,143
Lawyers	46.34	39.89	2,003	1,827	43.2	104,171	95,000	2,248
Paralegals and legal assistants	22.21	19.71	872	788	39.3	45,367	41,001	2,043
Education, training, and library occupations	17.75	18.44	686	737	38.6	31,958	31,715	1,801
Arts, design, entertainment, sports, and media occupations	19.53	15.63	743	618	38.1	38,644	32,159	1,979
Designers	17.58	13.75	709	550	40.3	36,873	28,600	2,098
Writers and editors	16.12	14.14	645	565	40.0	33,524	29,401	2,080
Healthcare practitioner and technical occupations	23.17	21.64	921	865	39.8	47,914	45,001	2,068
Registered nurses	23.30	22.12	937	874	40.2	48,702	45,458	2,090
Clinical laboratory technologists and technicians	19.72	24.60	789	984	40.0	41,016	51,176	2,080
Licensed practical and licensed vocational nurses	16.78	17.00	659	660	39.2	34,244	34,320	2,041
Healthcare support occupations	13.50	12.80	515	511	38.2	26,536	26,577	1,965
Nursing, psychiatric, and home health aides	10.23	9.70	399	377	39.0	20,093	19,469	1,964

See footnotes at end of table.

Table 15

Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers — Continued

Occupation ¹	Hourly ²		Weekly ³			Annual ⁴		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
Healthcare support occupations –Continued								
Nursing aides, orderlies, and attendants	\$10.49	\$10.00	\$406	\$380	38.7	\$20,216	\$19,240	1,927
Miscellaneous healthcare support occupations	15.07	15.30	570	536	37.8	29,621	27,872	1,966
Dental assistants	16.11	16.66	595	567	37.0	30,955	29,509	1,922
Protective service occupations	10.12	9.50	405	380	40.0	21,040	19,760	2,080
Food preparation and serving related occupations	9.04	9.00	343	342	38.0	17,842	17,757	1,973
First-line supervisors/managers, food preparation and serving workers	12.41	10.86	511	434	41.2	26,570	22,589	2,141
First-line supervisors/managers of food preparation and serving workers	12.45	10.86	508	434	40.8	26,441	22,589	2,123
Cooks	9.80	9.75	384	360	39.2	19,959	18,699	2,037
Cooks, institution and cafeteria	9.39	9.38	373	375	39.7	19,385	19,512	2,064
Cooks, restaurant	10.44	10.07	398	352	38.1	20,717	18,329	1,984
Food preparation workers	8.78	8.75	338	324	38.5	17,585	16,848	2,004
Food service, tipped	5.40	3.83	189	135	34.9	9,813	7,039	1,816
Bartenders	8.17	8.00	286	300	35.0	14,867	15,600	1,820
Waiters and waitresses	4.40	3.33	153	117	34.8	7,960	6,061	1,809
Fast food and counter workers	8.82	9.00	330	354	37.5	17,086	17,757	1,938
Combined food preparation and serving workers, including fast food	8.82	9.00	330	354	37.5	17,086	17,757	1,938
Building and grounds cleaning and maintenance occupations	10.55	9.50	418	379	39.7	20,960	19,729	1,987
Building cleaning workers	9.34	9.35	368	364	39.4	19,143	18,915	2,049
Janitors and cleaners, except maids and housekeeping cleaners	10.08	9.98	401	399	39.8	20,853	20,763	2,068

See footnotes at end of table.

Table 15 Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers — Continued

Occupation ¹	Hourly ²		Weekly ³			Annual ⁴		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
Building and grounds cleaning and maintenance occupations –Continued								
Maids and housekeeping cleaners	\$8.73	\$8.05	\$341	\$320	39.1	\$17,745	\$16,640	2,033
Grounds maintenance workers	15.65	10.00	645	390	41.2	27,472	20,800	1,755
Landscaping and groundskeeping workers	16.48	22.60	681	626	41.4	28,397	35,165	1,723
Personal care and service occupations	10.82	9.52	406	386	37.6	20,219	19,760	1,869
Barbers and cosmetologists ...	10.92	9.00	411	360	37.6	21,382	18,720	1,958
Hairdressers, hairstylists, and cosmetologists	10.92	9.00	411	360	37.6	21,382	18,720	1,958
Personal and home care aides	9.71	9.50	368	333	37.9	19,149	17,290	1,972
Sales and related occupations	19.82	15.40	795	603	40.1	41,317	31,366	2,085
First-line supervisors/managers, sales workers	16.32	16.25	672	650	41.2	34,942	33,800	2,141
First-line supervisors/managers of retail sales workers ..	15.51	16.25	636	650	41.0	33,048	33,800	2,131
Retail sales workers	12.80	10.73	505	420	39.4	26,260	21,840	2,051
Cashiers, all workers	9.45	8.57	369	340	39.1	19,203	17,680	2,033
Cashiers	9.45	8.57	369	340	39.1	19,203	17,680	2,033
Counter and rental clerks and parts salespersons ..	15.60	13.89	625	556	40.0	32,485	28,891	2,083
Parts salespersons	15.90	13.89	636	556	40.0	33,066	28,891	2,080
Retail salespersons	14.45	12.34	571	508	39.5	29,677	26,402	2,054
Insurance sales agents	36.10	32.08	1,439	1,203	39.9	74,805	62,560	2,072
Securities, commodities, and financial services sales agents	68.99	30.78	2,760	1,231	40.0	143,497	64,014	2,080
Sales representatives, wholesale and manufacturing	27.68	21.71	1,157	913	41.8	60,141	47,499	2,172

See footnotes at end of table.

Table 15

Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers — Continued

Occupation ¹	Hourly ²		Weekly ³			Annual ⁴		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
Sales and related occupations –Continued								
Sales representatives, wholesale and manufacturing, except technical and scientific products	\$26.90	\$21.67	\$1,126	\$913	41.9	\$58,578	\$47,499	2,177
Miscellaneous sales and related workers	18.01	10.50	720	420	40.0	37,458	21,840	2,080
Office and administrative support occupations	14.82	13.76	587	548	39.6	30,480	28,496	2,057
First-line supervisors/managers of office and administrative support workers	22.47	23.90	888	956	39.5	46,180	49,704	2,055
Financial clerks	13.01	11.65	515	466	39.6	26,731	24,232	2,055
Billing and posting clerks and machine operators	11.31	10.75	450	430	39.8	23,414	22,360	2,069
Bookkeeping, accounting, and auditing clerks	14.01	12.75	556	499	39.7	28,782	25,971	2,054
Tellers	10.49	10.40	412	410	39.3	21,442	21,320	2,045
Customer service representatives	15.52	14.66	618	577	39.8	32,125	30,000	2,069
Hotel, motel, and resort desk clerks	8.58	8.25	338	320	39.3	17,550	16,640	2,046
Loan interviewers and clerks	14.24	14.21	559	568	39.3	29,066	29,557	2,042
New accounts clerks	13.48	13.31	539	533	40.0	28,029	27,691	2,080
Order clerks	14.87	13.50	592	540	39.8	30,807	28,080	2,072
Receptionists and information clerks	13.28	13.03	526	521	39.6	27,349	27,100	2,059
Dispatchers	15.27	16.45	614	658	40.2	31,921	34,216	2,090
Dispatchers, except police, fire, and ambulance	15.27	16.45	614	658	40.2	31,921	34,216	2,090
Production, planning, and expediting clerks	17.77	15.00	711	600	40.0	36,961	31,200	2,080
Shipping, receiving, and traffic clerks	13.86	13.10	548	524	39.6	28,516	27,256	2,058
Stock clerks and order fillers	14.04	15.00	562	600	40.0	29,203	31,200	2,080
Secretaries and administrative assistants	17.37	17.48	672	687	38.7	34,827	35,734	2,005

See footnotes at end of table.

Table 15

Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers — Continued

Occupation ¹	Hourly ²		Weekly ³			Annual ⁴		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
Office and administrative support occupations –Continued								
Executive secretaries and administrative assistants	\$19.20	\$19.88	\$766	\$795	39.9	\$39,822	\$41,344	2,074
Legal secretaries	18.28	19.23	714	740	39.0	37,125	38,501	2,030
Secretaries, except legal, medical, and executive	15.27	12.00	572	480	37.5	29,404	24,856	1,926
Data entry and information processing workers	12.58	13.00	503	520	40.0	26,168	27,040	2,080
Insurance claims and policy processing clerks	18.33	16.00	733	640	40.0	38,131	33,280	2,080
Office clerks, general	13.63	12.50	537	500	39.4	27,816	25,850	2,041
Construction and extraction occupations	21.91	21.56	879	860	40.1	43,972	43,044	2,007
First-line supervisors/managers of construction trades and extraction workers	30.41	34.50	1,210	1,380	39.8	62,456	71,760	2,054
Carpenters	19.94	17.25	798	690	40.0	41,475	35,880	2,080
Construction laborers	17.92	16.50	717	660	40.0	35,385	34,320	1,974
Construction equipment operators	26.47	29.62	1,059	1,185	40.0	43,065	43,838	1,627
Operating engineers and other construction equipment operators	27.04	29.62	1,082	1,185	40.0	46,553	43,838	1,721
Painters and paperhangers	25.28	28.61	1,011	1,144	40.0	52,572	59,509	2,080
Pipelayers, plumbers, pipefitters, and steamfitters	27.64	30.54	1,103	1,222	39.9	57,366	63,521	2,076
Plumbers, pipefitters, and steamfitters	27.84	32.25	1,111	1,290	39.9	57,773	67,080	2,075
Sheet metal workers	21.88	21.50	838	860	38.3	43,576	44,720	1,991
Helpers, construction trades ..	12.79	11.00	511	440	40.0	24,351	22,880	1,904
Installation, maintenance, and repair occupations	18.76	18.94	755	757	40.3	39,271	39,389	2,094

See footnotes at end of table.

Table 15 Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers — Continued

Occupation ¹	Hourly ²		Weekly ³			Annual ⁴		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
Installation, maintenance, and repair occupations –Continued								
First-line supervisors/managers of mechanics, installers, and repairers	\$23.71	\$21.14	\$1,044	\$846	44.0	\$54,298	\$43,973	2,290
Radio and telecommunications equipment installers and repairers	23.30	24.40	932	976	40.0	48,474	50,752	2,080
Telecommunications equipment installers and repairers, except line installers	23.30	24.40	932	976	40.0	48,474	50,752	2,080
Automotive technicians and repairers	18.26	18.00	734	720	40.2	38,183	37,440	2,091
Automotive body and related repairers	22.35	21.00	903	820	40.4	46,944	42,640	2,101
Automotive service technicians and mechanics	17.14	17.99	689	704	40.2	35,814	36,608	2,089
Bus and truck mechanics and diesel engine specialists ...	18.79	19.40	762	776	40.5	39,598	40,352	2,107
Heavy vehicle and mobile equipment service technicians and mechanics	17.53	18.20	697	735	39.8	36,249	38,233	2,067
Farm equipment mechanics	14.10	12.75	554	446	39.3	28,799	23,205	2,043
Mobile heavy equipment mechanics, except engines	19.26	19.22	770	769	40.0	40,062	39,971	2,080
Heating, air conditioning, and refrigeration mechanics and installers	19.52	22.09	781	883	40.0	40,594	45,939	2,080
Industrial machinery installation, repair, and maintenance workers	15.63	15.51	625	620	40.0	32,505	32,261	2,080
Industrial machinery mechanics	19.69	17.98	788	719	40.0	40,962	37,398	2,080
Maintenance and repair workers, general	13.93	14.00	557	560	40.0	28,972	29,120	2,080

See footnotes at end of table.

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Occupation ¹	Hourly ²		Weekly ³			Annual ⁴		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
Installation, maintenance, and repair occupations –Continued								
Line installers and repairers ...	\$27.51	\$27.68	\$1,100	\$1,107	40.0	\$57,219	\$57,574	2,080
Miscellaneous installation, maintenance, and repair workers	14.55	14.00	582	560	40.0	30,259	29,120	2,080
Production occupations	15.40	14.47	615	578	39.9	31,955	30,056	2,076
First-line supervisors/managers of production and operating workers	19.30	19.63	780	785	40.4	40,561	40,826	2,102
Miscellaneous assemblers and fabricators	11.82	11.17	472	447	39.9	24,547	23,234	2,076
Butchers and other meat, poultry, and fish processing workers	14.74	16.00	590	640	40.0	30,658	33,280	2,080
Computer control programmers and operators	22.55	20.55	902	822	40.0	46,900	42,744	2,080
Computer-controlled machine tool operators, metal and plastic	20.75	19.56	830	782	40.0	43,163	40,685	2,080
Machine tool cutting setters, operators, and tenders, metal and plastic	17.31	17.75	693	710	40.0	36,015	36,920	2,080
Welding, soldering, and brazing workers	15.31	14.63	612	585	40.0	31,848	30,430	2,080
Welders, cutters, solderers, and brazers	15.30	14.63	612	585	40.0	31,822	30,430	2,080
Printers	14.73	14.50	589	580	40.0	30,647	30,160	2,080
Crushing, grinding, polishing, mixing, and blending workers	13.09	11.60	524	464	40.0	26,864	24,128	2,053
Inspectors, testers, sorters, samplers, and weighers	17.49	15.14	700	606	40.0	36,382	31,491	2,080
Miscellaneous production workers	14.64	14.02	586	561	40.0	30,451	29,157	2,080
Helpers--production workers	13.26	12.45	530	498	40.0	27,581	25,886	2,080

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Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers — Continued

Occupation ¹	Hourly ²		Weekly ³			Annual ⁴		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
Transportation and material moving occupations	\$14.70	\$14.43	\$607	\$600	41.3	\$31,417	\$31,200	2,137
Driver/sales workers and truck drivers	15.28	15.00	635	608	41.6	32,698	31,201	2,140
Driver/sales workers	14.43	13.66	618	574	42.9	32,152	29,864	2,228
Truck drivers, heavy and tractor-trailer	17.11	16.54	723	700	42.3	36,995	36,275	2,162
Truck drivers, light or delivery services	11.93	11.50	476	460	39.9	24,745	23,920	2,075
Dredge, excavating, and loading machine operators	18.10	17.50	724	700	40.0	37,656	36,400	2,080
Excavating and loading machine and dragline operators	18.06	17.50	722	700	40.0	37,556	36,400	2,080
Industrial truck and tractor operators	14.16	14.53	566	581	39.9	29,413	30,222	2,077
Laborers and material movers, hand	11.41	11.09	451	436	39.5	23,441	22,672	2,055
Cleaners of vehicles and equipment	10.51	10.00	420	400	40.0	21,863	20,800	2,080
Laborers and freight, stock, and material movers, hand	11.53	11.00	453	416	39.3	23,536	21,632	2,042

¹ A classification system including about 800 individual occupations is used to cover all workers in the civilian economy. See appendix B for more information.

² Earnings are the straight-time hourly wages or salaries paid to employees. They include incentive pay, cost-of-living adjustments, and hazard pay. Excluded are premium pay for overtime, vacations, and holidays; nonproduction bonuses; and tips. The mean is computed by totaling the pay of all workers and dividing by the number of workers, weighed by hours.

³ Mean weekly earnings are the straight-time weekly wages or salaries paid to employees. Median weekly earnings designate position – one-half of the earnings are paid the same as or more than the rate shown and half are paid the same as or less than the rate shown. Mean weekly hours are the hours an employee is scheduled to work in

a week, exclusive of overtime.

⁴ Mean annual earnings are the straight-time annual wages or salaries paid to employees. Median annual earnings designate position – one-half of the earnings are paid the same as or more than the rate shown and half are paid the same as or less than the rate shown. Mean annual hours are the hours an employee is scheduled to work in a year, exclusive of overtime.

NOTE: Dashes indicate that data did not meet publication criteria. Overall occupational groups may include data for categories not shown separately.

SOURCE: Bureau of Labor Statistics, National Compensation Survey.