

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	\$21.10	\$17.50	\$833	\$697	39.5	\$42,780	\$35,965	2,028
Management occupations	37.95	33.35	1,538	1,346	40.5	79,201	70,000	2,087
General and operations managers	51.39	38.46	2,111	1,923	41.1	109,785	100,001	2,136
Marketing and sales managers	42.15	39.42	1,732	1,577	41.1	90,075	82,000	2,137
Marketing managers	35.56	36.33	1,503	1,552	42.3	78,135	80,710	2,197
Sales managers	47.32	41.59	1,904	1,664	40.2	98,989	86,507	2,092
Financial managers	35.47	31.45	1,427	1,350	40.2	74,193	70,200	2,092
Industrial production managers	38.97	40.50	1,591	1,620	40.8	82,719	84,242	2,123
Education administrators	23.63	17.50	920	680	38.9	46,427	35,360	1,965
Business and financial operations occupations	30.03	26.25	1,218	1,050	40.6	63,335	54,600	2,109
Buyers and purchasing agents	25.66	24.21	1,051	985	41.0	54,645	51,230	2,130
Wholesale and retail buyers, except farm products	25.77	20.00	1,061	900	41.2	55,196	46,800	2,142
Purchasing agents, except wholesale, retail, and farm products	25.57	26.79	1,043	1,132	40.8	54,215	58,883	2,121
Human resources, training, and labor relations specialists	28.84	26.50	1,050	962	36.4	54,600	49,999	1,893
Accountants and auditors	32.30	28.85	1,286	1,154	39.8	66,878	60,000	2,071
Financial analysts and advisors	43.01	35.00	1,660	1,360	38.6	86,319	70,720	2,007
Computer and mathematical science occupations	38.34	39.42	1,555	1,577	40.5	80,847	82,000	2,108
Computer software engineers	47.67	51.28	1,971	2,216	41.3	102,487	115,224	2,150
Computer support specialists	32.53	27.17	1,301	1,087	40.0	67,657	56,512	2,080
Computer systems analysts	42.20	48.19	1,733	1,928	41.1	90,102	100,241	2,135
Network and computer systems administrators	29.92	23.31	1,197	932	40.0	62,232	48,485	2,080
Architecture and engineering occupations	28.69	26.05	1,151	1,042	40.1	59,861	54,184	2,087
Engineers	42.10	42.42	1,698	1,793	40.3	88,287	93,226	2,097
Life, physical, and social science occupations	32.55	24.24	1,302	970	40.0	67,700	50,421	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
Community and social services occupations	\$20.66	\$19.62	\$784	\$736	38.0	\$39,123	\$38,025	1,894
Social workers	19.75	20.04	756	715	38.3	38,431	36,026	1,946
Education, training, and library occupations	18.87	14.81	712	578	37.7	32,949	27,810	1,746
Primary, secondary, and special education school teachers	19.04	14.81	727	578	38.2	33,042	27,810	1,735
Preschool and kindergarten teachers	13.85	14.04	539	540	38.9	26,244	23,681	1,895
Preschool teachers, except special education	13.74	14.00	536	540	39.0	26,055	23,681	1,896
Teacher assistants	10.59	10.30	411	400	38.8	21,359	20,800	2,016
Arts, design, entertainment, sports, and media occupations	28.11	22.96	1,124	918	40.0	58,466	47,751	2,080
Healthcare practitioner and technical occupations	32.74	26.50	1,256	1,060	38.4	65,313	55,120	1,995
Registered nurses	30.90	30.93	1,204	1,200	39.0	62,604	62,400	2,026
Healthcare support occupations	13.73	12.50	520	469	37.9	27,042	24,375	1,969
Nursing, psychiatric, and home health aides	11.63	11.26	440	450	37.8	22,879	23,421	1,968
Home health aides	11.33	11.26	425	450	37.5	22,095	23,421	1,950
Nursing aides, orderlies, and attendants	12.44	12.44	483	494	38.8	25,098	25,688	2,018
Miscellaneous healthcare support occupations	16.37	15.81	621	625	37.9	32,267	32,483	1,971
Dental assistants	20.40	22.14	735	775	36.0	38,225	40,291	1,874
Food preparation and serving related occupations	10.89	9.70	412	360	37.9	20,744	18,720	1,905
First-line supervisors/managers, food preparation and serving workers	20.98	20.00	879	812	41.9	45,697	42,214	2,178

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
Food preparation and serving related occupations –Continued								
First-line supervisors/managers of food preparation and serving workers	\$19.37	\$17.86	\$815	\$714	42.1	\$42,367	\$37,143	2,188
Cooks	11.99	13.00	466	480	38.9	24,250	24,960	2,023
Cooks, restaurant	12.65	13.50	487	508	38.5	25,327	26,390	2,002
Food service, tipped	6.63	6.00	226	224	34.2	11,130	11,232	1,680
Bartenders	7.34	8.00	242	224	33.0	12,587	11,648	1,715
Waiters and waitresses	6.31	2.93	223	103	35.3	10,501	5,333	1,665
Fast food and counter workers	9.04	9.00	340	333	37.6	16,462	17,290	1,820
Counter attendants, cafeteria, food concession, and coffee shop	9.07	9.00	343	340	37.9	17,155	17,290	1,891
Dishwashers	9.09	9.00	358	360	39.4	18,602	18,720	2,047
Building and grounds cleaning and maintenance occupations	14.29	13.50	565	540	39.6	27,545	28,080	1,928
Building cleaning workers	13.97	13.50	550	540	39.4	28,603	28,080	2,048
Grounds maintenance workers	15.65	16.17	626	647	40.0	25,798	25,897	1,648
Landscaping and groundskeeping workers	15.65	16.17	626	647	40.0	25,798	25,897	1,648
Personal care and service occupations	11.69	11.60	450	429	38.5	23,360	22,311	1,999
Child care workers	11.03	10.62	440	425	39.9	22,890	22,090	2,075
Sales and related occupations	19.75	17.43	789	697	40.0	40,933	36,246	2,073
First-line supervisors/managers, sales workers	18.64	16.83	768	725	41.2	39,931	37,700	2,142
First-line supervisors/managers of retail sales workers ..	17.51	16.25	727	697	41.5	37,820	36,269	2,160
Retail sales workers	14.07	11.71	558	449	39.6	28,822	23,026	2,048

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								
Cashiers, all workers	\$10.57	\$10.45	\$394	\$380	37.3	\$20,503	\$19,760	1,940
Cashiers	10.57	10.45	394	380	37.3	20,503	19,760	1,940
Counter and rental clerks								
and parts salespersons ..	13.51	12.63	540	505	40.0	27,945	26,260	2,069
Counter and rental clerks	11.43	10.10	457	404	40.0	23,548	20,800	2,060
Parts salespersons	15.94	17.17	637	687	40.0	33,145	35,712	2,080
Retail salespersons	16.19	13.47	656	520	40.5	33,805	26,464	2,088
Insurance sales agents	24.49	17.87	974	671	39.8	50,623	34,867	2,067
Sales representatives,								
wholesale and								
manufacturing	29.05	25.52	1,178	1,021	40.6	61,262	53,077	2,109
Sales representatives,								
wholesale and								
manufacturing,								
technical and scientific								
products	32.61	34.27	1,304	1,371	40.0	67,833	71,273	2,080
Sales representatives,								
wholesale and								
manufacturing, except								
technical and scientific								
products	28.11	24.92	1,144	997	40.7	59,504	51,823	2,117
Miscellaneous sales and								
related workers	25.55	29.21	1,014	1,169	39.7	52,727	60,765	2,064
Office and administrative								
 support occupations	18.00	16.50	708	657	39.3	36,814	34,166	2,045
First-line								
supervisors/managers of								
office and administrative								
support workers	30.93	29.32	1,197	1,173	38.7	62,241	60,986	2,012
Financial clerks	16.71	15.74	656	619	39.3	34,110	32,198	2,041
Billing and posting clerks								
and machine operators	16.62	15.92	647	619	38.9	33,640	32,175	2,024
Bookkeeping, accounting,								
and auditing clerks	19.84	19.23	779	769	39.2	40,494	40,000	2,041
Tellers	13.29	13.38	526	511	39.6	27,358	26,591	2,059
Customer service								
representatives	18.02	16.43	712	657	39.5	37,036	34,166	2,055
Receptionists and information								
clerks	14.58	14.18	567	565	38.9	29,468	29,378	2,021

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								
Dispatchers	\$20.24	\$21.00	\$855	\$737	42.2	\$44,449	\$38,314	2,196
Dispatchers, except police, fire, and ambulance	20.24	21.00	855	737	42.2	44,449	38,314	2,196
Shipping, receiving, and traffic clerks	16.54	15.79	655	632	39.6	34,060	32,845	2,059
Secretaries and administrative assistants	20.67	19.11	811	764	39.2	42,177	39,753	2,041
Executive secretaries and administrative assistants	24.00	22.27	936	865	39.0	48,654	45,001	2,027
Medical secretaries	18.49	19.11	720	764	38.9	37,444	39,753	2,025
Secretaries, except legal, medical, and executive	17.59	14.30	698	572	39.7	36,291	29,736	2,064
Insurance claims and policy processing clerks	15.96	15.40	617	600	38.7	32,103	31,200	2,011
Office clerks, general	19.15	18.12	749	720	39.1	38,963	37,440	2,035
Construction and extraction occupations	23.11	22.00	925	880	40.0	47,122	45,750	2,039
Carpenters	25.07	23.50	1,003	940	40.0	52,145	48,880	2,080
Construction laborers	22.80	23.16	912	926	40.0	44,130	47,840	1,936
Construction equipment operators	31.59	27.70	1,264	1,108	40.0	63,638	57,616	2,014
Operating engineers and other construction equipment operators	33.18	33.75	1,327	1,350	40.0	65,992	70,202	1,989
Electricians	21.13	22.00	851	880	40.3	44,271	45,750	2,096
Pipelayers, plumbers, pipefitters, and steamfitters	20.02	19.00	801	760	40.0	41,640	39,520	2,080
Plumbers, pipefitters, and steamfitters	21.82	22.00	873	880	40.0	45,385	45,760	2,080
Helpers, construction trades ..	19.32	15.00	773	600	40.0	40,192	31,200	2,080
Installation, maintenance, and repair occupations	19.54	18.83	790	755	40.4	40,737	39,166	2,085
Automotive technicians and repairers	19.92	18.50	821	740	41.2	42,709	38,480	2,144

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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								
Automotive service technicians and mechanics	\$19.80	\$18.40	\$816	\$736	41.2	\$42,436	\$38,274	2,144
Bus and truck mechanics and diesel engine specialists ...	18.14	18.72	726	749	40.0	37,736	38,938	2,080
Industrial machinery installation, repair, and maintenance workers	17.54	17.50	696	700	39.7	35,832	36,400	2,043
Maintenance and repair workers, general	17.64	17.50	706	700	40.0	36,166	36,400	2,050
Production occupations	15.42	13.70	612	533	39.7	31,803	27,724	2,063
First-line supervisors/managers of production and operating workers	27.64	27.06	1,077	1,190	39.0	55,992	61,904	2,026
Electrical, electronics, and electromechanical assemblers	13.34	12.51	534	500	40.0	27,744	26,021	2,080
Miscellaneous assemblers and fabricators	14.28	12.37	563	594	39.4	29,275	30,867	2,050
Forming machine setters, operators, and tenders, metal and plastic	14.83	14.00	593	560	40.0	30,849	29,120	2,080
Machine tool cutting setters, operators, and tenders, metal and plastic	12.98	12.00	519	480	40.0	26,997	24,960	2,080
Machinists	19.99	21.25	800	850	40.0	41,585	44,194	2,080
Molders and molding machine setters, operators, and tenders, metal and plastic	16.91	15.70	677	628	40.0	35,181	32,656	2,080
Printers	14.96	11.58	593	463	39.6	30,827	24,088	2,060
Printing machine operators	14.89	11.85	596	474	40.0	30,981	24,648	2,080
Inspectors, testers, sorters, samplers, and weighers	16.65	16.00	666	640	40.0	34,623	33,280	2,080
Miscellaneous production workers	14.39	13.50	576	540	40.0	29,937	28,080	2,080

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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
Transportation and material moving occupations	\$15.60	\$15.00	\$607	\$519	38.9	\$31,369	\$26,984	2,011
Driver/sales workers and truck drivers	17.84	17.00	717	680	40.2	37,270	35,360	2,089
Driver/sales workers	19.65	19.67	759	776	38.6	39,462	40,373	2,008
Truck drivers, heavy and tractor-trailer	19.30	19.95	793	798	41.1	41,221	41,496	2,136
Truck drivers, light or delivery services	13.60	13.50	543	540	39.9	28,215	28,080	2,075
Dredge, excavating, and loading machine operators	21.88	24.46	875	978	40.0	45,519	50,877	2,080
Excavating and loading machine and dragline operators	21.88	24.46	875	978	40.0	45,519	50,877	2,080
Industrial truck and tractor operators	16.43	15.17	649	588	39.5	33,753	30,576	2,054
Laborers and material movers, hand	12.46	12.00	496	480	39.8	25,816	24,960	2,072
Laborers and freight, stock, and material movers, hand	13.35	13.50	534	540	40.0	27,745	28,080	2,079
Packers and packagers, hand	10.81	10.50	427	420	39.5	22,210	21,840	2,055

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.