

Table 15 Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, and annual earnings and mean weekly and annual hours by occupation 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	\$21.99	\$18.17	\$868	\$720	39.5	\$44,709	\$37,280	2,033
Management occupations	38.05	33.75	1,545	1,421	40.6	80,343	73,896	2,112
General and operations managers	49.82	40.62	2,042	1,625	41.0	106,191	84,490	2,131
Marketing and sales managers	41.06	37.27	1,670	1,493	40.7	86,835	77,620	2,115
Marketing managers	36.82	36.06	1,514	1,442	41.1	78,722	75,005	2,138
Sales managers	45.35	41.59	1,824	1,664	40.2	94,848	86,507	2,092
Financial managers	35.27	28.41	1,401	1,136	39.7	72,828	59,093	2,065
Human resources managers ...	35.14	32.70	1,443	1,472	41.1	75,040	76,518	2,136
Industrial production managers	41.55	40.00	1,706	1,655	41.1	88,703	86,081	2,135
Construction managers	35.08	34.52	1,409	1,381	40.2	73,288	71,804	2,089
Social and community service managers	28.19	31.86	1,116	1,230	39.6	58,024	63,944	2,058
Business and financial operations occupations	29.23	26.25	1,193	1,012	40.8	62,012	52,630	2,121
Buyers and purchasing agents	23.88	22.66	976	906	40.8	50,726	47,133	2,124
Wholesale and retail buyers, except farm products	22.62	20.00	925	900	40.9	48,085	46,800	2,126
Purchasing agents, except wholesale, retail, and farm products	25.40	26.94	1,036	1,161	40.8	53,895	60,355	2,122
Human resources, training, and labor relations specialists	31.14	29.88	1,209	1,098	38.8	62,879	57,099	2,019
Training and development specialists	36.70	39.30	1,526	1,572	41.6	79,371	81,748	2,163
Accountants and auditors	30.45	29.47	1,196	1,179	39.3	62,180	61,306	2,042
Financial analysts and advisors	39.73	35.00	1,540	1,313	38.8	80,081	68,250	2,016
Computer and mathematical science occupations	41.77	44.23	1,686	1,731	40.4	87,673	90,000	2,099
Computer software engineers	58.29	54.12	2,371	2,165	40.7	123,280	112,576	2,115
Computer software engineers, applications	63.12	56.10	2,580	2,212	40.9	134,164	114,999	2,126
Computer support specialists	35.76	35.10	1,430	1,404	40.0	74,383	73,000	2,080
Computer systems analysts	44.96	48.75	1,848	1,950	41.1	96,109	101,394	2,138
Network and computer systems administrators	30.14	23.91	1,205	956	40.0	62,681	49,733	2,080

See footnotes at end of table.

Table 15 Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, and annual earnings and mean weekly and annual hours by occupation 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
Architecture and engineering occupations	\$30.70	\$28.85	\$1,229	\$1,154	40.0	\$63,920	\$60,000	2,082
Engineers	40.98	40.17	1,643	1,607	40.1	85,415	83,545	2,084
Electrical and electronics engineers	44.66	40.67	1,787	1,627	40.0	92,902	84,600	2,080
Engineering technicians, except drafters	23.45	26.74	938	1,070	40.0	48,766	55,617	2,080
Life, physical, and social science occupations	31.00	25.96	1,240	1,038	40.0	64,482	54,001	2,080
Community and social services occupations	18.75	16.55	704	649	37.5	35,631	32,999	1,900
Social workers	18.10	16.64	677	649	37.4	34,677	30,170	1,916
Miscellaneous community and social service specialists	15.32	14.88	594	595	38.8	30,875	30,950	2,016
Education, training, and library occupations	20.91	16.30	777	600	37.2	36,115	33,177	1,727
Primary, secondary, and special education school teachers	21.93	14.85	821	640	37.4	37,648	33,799	1,717
Preschool and kindergarten teachers	14.89	13.37	574	535	38.5	29,293	27,810	1,968
Preschool teachers, except special education	14.75	13.37	570	535	38.6	29,077	27,810	1,971
Teacher assistants	11.94	12.50	458	480	38.3	23,175	24,959	1,941
Arts, design, entertainment, sports, and media occupations	25.12	21.00	1,004	840	40.0	52,202	43,680	2,078
Healthcare practitioner and technical occupations	36.90	26.50	1,409	1,080	38.2	73,257	56,160	1,985
Registered nurses	29.80	30.11	1,156	1,200	38.8	60,089	62,400	2,016
Healthcare support occupations	13.46	12.41	516	480	38.3	26,817	24,960	1,993
Nursing, psychiatric, and home health aides	11.71	11.70	449	440	38.3	23,332	22,880	1,993

See footnotes at end of table.

Table 15 Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, and annual earnings and mean weekly and annual hours by occupation 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								
Home health aides	\$11.64	\$11.00	\$440	\$424	37.8	\$22,886	\$22,027	1,966
Nursing aides, orderlies, and attendants	11.49	10.48	445	418	38.7	23,126	21,757	2,012
Miscellaneous healthcare support occupations	16.30	16.00	624	612	38.3	32,466	31,834	1,992
Medical assistants	14.99	15.30	581	581	38.7	30,197	30,225	2,014
Food preparation and serving related occupations	11.12	10.00	424	376	38.2	21,565	19,499	1,940
First-line supervisors/managers, food preparation and serving workers	23.34	21.55	975	862	41.8	50,710	44,814	2,172
First-line supervisors/managers of food preparation and serving workers	20.29	20.55	853	822	42.0	44,332	42,744	2,185
Cooks	12.10	12.50	476	488	39.3	24,729	25,397	2,044
Cooks, restaurant	12.93	13.75	507	508	39.2	26,378	26,390	2,040
Food preparation workers	11.57	11.00	463	440	40.0	24,075	22,880	2,080
Food service, tipped	8.49	8.00	288	228	34.0	13,908	11,852	1,638
Bartenders	7.91	8.14	255	228	32.2	13,248	11,852	1,676
Waiters and waitresses	9.28	6.75	332	270	35.8	15,021	11,960	1,619
Fast food and counter workers	9.21	9.00	348	350	37.8	17,586	18,158	1,910
Combined food preparation and serving workers, including fast food	9.14	9.00	343	349	37.6	16,911	17,680	1,851
Counter attendants, cafeteria, food concession, and coffee shop	9.25	9.00	351	360	38.0	18,051	18,200	1,951
Dishwashers	9.23	8.89	365	356	39.5	18,956	18,491	2,053
Building and grounds cleaning and maintenance occupations	13.24	12.00	521	480	39.3	25,615	21,840	1,934
Building cleaning workers	10.96	10.00	428	387	39.0	22,259	20,134	2,030

See footnotes at end of table.

Table 15 Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, and annual earnings and mean weekly and annual hours by occupation 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								
Janitors and cleaners, except maids and housekeeping cleaners	\$12.82	\$13.00	\$500	\$506	39.0	\$25,977	\$26,312	2,026
Maids and housekeeping cleaners	9.00	8.76	352	350	39.1	18,323	18,221	2,035
Grounds maintenance workers	17.33	15.67	693	627	40.0	30,594	30,153	1,766
Landscaping and groundskeeping workers	17.33	15.67	693	627	40.0	30,594	30,153	1,766
Personal care and service occupations	11.52	11.25	440	425	38.2	22,767	22,090	1,976
Child care workers	11.32	10.95	452	438	39.9	23,498	22,776	2,075
Sales and related occupations	21.04	18.10	844	725	40.1	43,837	37,700	2,084
First-line supervisors/managers, sales workers	19.00	17.64	795	725	41.8	41,346	37,700	2,176
First-line supervisors/managers of retail sales workers ..	18.56	17.64	781	725	42.1	40,620	37,700	2,189
Retail sales workers	15.31	12.00	609	468	39.7	31,571	24,315	2,061
Cashiers, all workers	10.66	10.56	397	384	37.2	20,636	19,947	1,937
Cashiers	10.66	10.56	397	384	37.2	20,636	19,947	1,937
Counter and rental clerks and parts salespersons ..	15.23	12.00	609	480	40.0	31,384	24,960	2,060
Counter and rental clerks	14.05	11.69	562	468	40.0	28,789	24,315	2,049
Parts salespersons	17.26	15.00	691	600	40.0	35,908	31,200	2,080
Retail salespersons	17.46	14.50	713	551	40.8	37,092	28,642	2,124
Sales representatives, wholesale and manufacturing	30.17	28.75	1,219	1,150	40.4	63,399	59,800	2,101
Sales representatives, wholesale and manufacturing, technical and scientific products	35.17	34.11	1,407	1,364	40.0	73,152	70,940	2,080

See footnotes at end of table.

Table 15 Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, and annual earnings and mean weekly and annual hours by occupation 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	\$28.26	\$25.28	\$1,146	\$1,011	40.6	\$59,618	\$52,587	2,109
Miscellaneous sales and related workers	22.24	20.61	876	824	39.4	45,541	42,858	2,047
Office and administrative support occupations	18.22	17.11	715	673	39.2	37,173	35,000	2,040
First-line supervisors/managers of office and administrative support workers	31.48	36.25	1,244	1,176	39.5	64,681	61,160	2,055
Financial clerks	16.26	16.17	640	638	39.4	33,288	33,150	2,048
Billing and posting clerks and machine operators	16.67	16.25	655	647	39.3	34,076	33,627	2,044
Bookkeeping, accounting, and auditing clerks	19.02	17.84	749	700	39.4	38,936	36,421	2,047
Payroll and timekeeping clerks	16.97	17.79	661	646	38.9	34,350	33,592	2,024
Tellers	13.70	13.24	540	520	39.4	28,095	27,040	2,050
Customer service representatives	18.87	19.00	746	760	39.6	38,805	39,520	2,057
Receptionists and information clerks	15.42	14.46	585	558	38.0	30,440	29,016	1,974
Dispatchers	20.20	19.94	808	798	40.0	42,007	41,479	2,080
Dispatchers, except police, fire, and ambulance	20.20	19.94	808	798	40.0	42,007	41,479	2,080
Shipping, receiving, and traffic clerks	17.66	15.80	697	632	39.5	36,229	32,864	2,052
Secretaries and administrative assistants	20.00	19.00	783	726	39.2	40,731	37,752	2,036
Executive secretaries and administrative assistants	21.61	20.29	852	812	39.4	44,301	42,199	2,050
Medical secretaries	16.61	15.38	649	615	39.0	33,727	31,982	2,031
Secretaries, except legal, medical, and executive	17.29	16.00	655	640	37.9	34,082	33,280	1,971

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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
Office and administrative support occupations –Continued								
Insurance claims and policy processing clerks	\$18.03	\$16.72	\$695	\$669	38.5	\$36,146	\$34,778	2,005
Office clerks, general	18.81	18.91	729	707	38.8	37,930	36,758	2,017
Construction and extraction occupations	24.19	22.00	966	880	39.9	49,047	44,720	2,027
Carpenters	25.01	21.50	1,000	860	40.0	52,012	44,720	2,080
Construction laborers	23.19	23.94	928	958	40.0	43,581	38,480	1,879
Construction equipment operators	29.71	28.70	1,189	1,148	40.0	59,426	44,772	2,000
Operating engineers and other construction equipment operators	33.30	28.85	1,332	1,154	40.0	65,621	60,000	1,970
Electricians	24.80	25.50	992	1,020	40.0	51,589	53,040	2,080
Pipelayers, plumbers, pipefitters, and steamfitters	20.61	20.00	824	800	40.0	42,861	41,600	2,080
Plumbers, pipefitters, and steamfitters	22.03	22.00	881	880	40.0	45,830	45,760	2,080
Helpers, construction trades ..	19.54	17.00	782	680	40.0	40,650	35,360	2,080
Installation, maintenance, and repair occupations	18.35	18.83	751	753	40.9	38,959	39,166	2,123
First-line supervisors/managers of mechanics, installers, and repairers	26.41	28.00	1,083	1,120	41.0	56,305	58,240	2,132
Automotive technicians and repairers	15.09	12.75	640	550	42.4	33,273	28,600	2,205
Automotive service technicians and mechanics	14.51	10.00	617	429	42.5	32,084	22,308	2,211
Bus and truck mechanics and diesel engine specialists ...	17.56	18.72	703	749	40.0	36,532	38,938	2,080
Industrial machinery installation, repair, and maintenance workers	18.70	19.15	745	752	39.9	38,323	39,078	2,050
Maintenance and repair workers, general	18.88	19.15	752	746	39.8	38,573	38,730	2,043

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
Production occupations	\$15.89	\$14.75	\$628	\$574	39.5	\$32,663	\$29,848	2,055
First-line supervisors/managers of production and operating workers	23.95	19.25	941	770	39.3	48,919	40,040	2,043
Electrical, electronics, and electromechanical assemblers	13.99	12.57	559	503	40.0	29,091	26,146	2,080
Electrical and electronic equipment assemblers ..	13.90	12.57	556	503	40.0	28,917	26,146	2,080
Miscellaneous assemblers and fabricators	11.94	11.37	477	455	40.0	24,828	23,650	2,080
Machine tool cutting setters, operators, and tenders, metal and plastic	18.52	18.74	729	750	39.3	37,891	38,985	2,045
Machinists	18.30	18.00	732	720	40.0	38,055	37,440	2,080
Multiple machine tool setters, operators, and tenders, metal and plastic	12.57	11.57	459	417	36.5	23,883	21,659	1,900
Printers	16.17	16.40	647	656	40.0	33,634	34,112	2,080
Printing machine operators	16.34	17.00	654	680	40.0	33,986	35,360	2,080
Inspectors, testers, sorters, samplers, and weighers	17.31	16.43	692	657	40.0	36,008	34,174	2,080
Miscellaneous production workers	15.03	14.88	601	595	40.0	31,257	30,948	2,080
Transportation and material moving occupations	17.39	16.25	673	642	38.7	34,853	33,363	2,004
Driver/sales workers and truck drivers	18.82	18.25	757	741	40.2	39,366	38,542	2,092
Truck drivers, heavy and tractor-trailer	19.12	18.45	781	748	40.8	40,589	38,888	2,123
Truck drivers, light or delivery services	15.04	13.00	600	520	39.9	31,185	27,040	2,073
Industrial truck and tractor operators	16.60	15.44	654	608	39.4	34,013	31,613	2,049
Laborers and material movers, hand	12.65	12.00	504	486	39.9	26,218	25,293	2,072
Laborers and freight, stock, and material movers, hand	13.39	13.34	538	534	40.2	28,001	27,747	2,092

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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 —Continued Packers and packagers, hand	\$11.33	\$11.20	\$447	\$448	39.4	\$23,238	\$23,296	2,051

¹ The NCS uses the 2000 Standard Occupational Classification coding structure, which defines more than 800 unique occupations, to match jobs sampled by the survey. Military occupations are excluded from the survey.

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 in the earnings distribution at which 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 in the earnings distribution at which 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. Broad occupational groups may include data for subordinate occupational groups not shown separately.

SOURCE: Bureau of Labor Statistics, National Compensation Survey.