

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	\$16.18	\$13.00	\$648	\$520	40.1	\$33,634	\$26,909	2,079
Management occupations	32.60	27.41	1,377	1,089	42.2	71,580	56,632	2,196
General and operations managers	36.28	30.00	1,722	1,500	47.4	89,284	78,000	2,461
Marketing and sales managers	34.19	27.64	1,408	1,106	41.2	73,242	57,493	2,142
Financial managers	31.21	28.04	1,285	1,089	41.2	66,797	56,632	2,140
Business and financial operations occupations	25.16	24.00	1,022	962	40.6	53,151	50,003	2,112
Buyers and purchasing agents	30.44	26.44	1,218	1,058	40.0	63,310	54,999	2,080
Cost estimators	22.88	24.04	940	962	41.1	48,870	50,003	2,136
Human resources, training, and labor relations specialists	20.25	19.71	888	788	43.9	46,202	40,997	2,281
Accountants and auditors	20.42	19.47	817	779	40.0	42,482	40,502	2,080
Loan counselors and officers	29.51	23.65	1,181	946	40.0	61,390	49,194	2,080
Loan officers	29.59	23.65	1,184	946	40.0	61,542	49,194	2,080
Computer and mathematical science occupations	38.73	38.80	1,594	1,640	41.2	82,880	85,257	2,140
Architecture and engineering occupations	31.84	28.61	1,294	1,162	40.7	67,306	60,399	2,114
Engineers	39.88	34.18	1,653	1,423	41.5	85,978	74,000	2,156
Drafters	18.89	17.50	755	700	40.0	39,284	36,400	2,080
Architectural and civil drafters	19.54	18.27	782	731	40.0	40,649	38,000	2,080
Life, physical, and social science occupations	18.78	15.74	729	590	38.8	37,882	30,693	2,018
Community and social services occupations	17.61	18.91	703	757	39.9	36,538	39,339	2,075
Education, training, and library occupations	12.24	7.00	478	280	39.1	21,871	16,023	1,787
Postsecondary teachers	20.86	21.89	795	701	38.1	37,500	31,984	1,797
Primary, secondary, and special education school teachers	12.42	7.00	485	280	39.1	21,912	16,023	1,765
Elementary and middle school teachers	19.55	18.74	738	703	37.8	27,779	26,000	1,421

See footnotes at end of table.

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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
Arts, design, entertainment, sports, and media occupations	\$16.05	\$16.46	\$670	\$658	41.8	\$34,846	\$34,237	2,171
Designers	16.05	16.67	642	673	40.0	33,398	35,000	2,081
Broadcast and sound engineering technicians and radio operators	15.02	16.46	601	658	40.0	31,251	34,237	2,080
Healthcare practitioner and technical occupations	26.35	21.63	1,054	857	40.0	54,791	44,554	2,079
Registered nurses	25.13	23.00	1,003	920	39.9	52,133	47,840	2,075
Licensed practical and licensed vocational nurses	15.75	14.74	628	582	39.9	32,637	30,243	2,073
Miscellaneous health technologists and technicians	15.67	14.50	627	580	40.0	32,595	30,160	2,080
Healthcare support occupations	10.41	10.25	413	396	39.6	21,448	20,592	2,060
Nursing, psychiatric, and home health aides	8.64	8.50	342	326	39.6	17,788	16,952	2,058
Nursing aides, orderlies, and attendants	8.86	8.61	348	344	39.3	18,103	17,909	2,042
Miscellaneous healthcare support occupations	11.60	11.06	460	442	39.7	23,896	23,005	2,061
Protective service occupations	9.52	9.45	381	378	40.0	19,793	19,656	2,080
Security guards and gaming surveillance officers	9.46	10.30	378	412	40.0	19,675	21,418	2,080
Security guards	9.46	10.30	378	412	40.0	19,675	21,418	2,080
Food preparation and serving related occupations	7.55	7.00	295	260	39.1	15,355	13,520	2,033
First-line supervisors/managers, food preparation and serving workers	13.30	12.88	584	621	43.9	30,347	32,292	2,281
First-line supervisors/managers of food preparation and serving workers	13.34	12.88	586	621	43.9	30,457	32,292	2,284
Cooks	7.83	7.00	306	264	39.1	15,916	13,732	2,034

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								
Cooks, restaurant	\$8.72	\$9.00	\$328	\$340	37.6	\$17,058	\$17,680	1,957
Food preparation workers	9.03	10.30	357	412	39.5	18,561	21,428	2,055
Food service, tipped	3.42	2.38	123	92	36.0	6,407	4,801	1,872
Waiters and waitresses	3.07	2.13	109	85	35.7	5,685	4,430	1,854
Fast food and counter workers	7.87	7.70	311	292	39.5	16,172	15,184	2,055
Combined food preparation and serving workers, including fast food	7.82	7.50	311	290	39.7	16,148	15,080	2,066
Building and grounds cleaning and maintenance occupations	11.45	10.00	455	400	39.7	23,588	20,800	2,060
First-line supervisors/managers, building and grounds cleaning and maintenance workers	20.19	18.16	822	740	40.7	42,758	38,480	2,118
Building cleaning workers	9.86	9.00	390	360	39.5	20,206	18,720	2,049
Janitors and cleaners, except maids and housekeeping cleaners	10.54	10.00	419	400	39.7	21,783	20,800	2,067
Maids and housekeeping cleaners	8.27	8.25	323	320	39.0	16,613	16,193	2,009
Grounds maintenance workers	12.14	13.25	486	530	40.0	25,256	27,560	2,080
Landscaping and groundskeeping workers	12.14	13.25	486	530	40.0	25,256	27,560	2,080
Personal care and service occupations	8.46	8.50	329	307	38.9	17,110	15,989	2,024
Child care workers	7.50	6.50	300	260	40.0	15,606	13,520	2,080
Sales and related occupations	16.67	12.52	679	522	40.7	35,296	27,136	2,117
First-line supervisors/managers, sales workers	15.99	15.70	700	628	43.8	36,384	32,656	2,276

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								
First-line supervisors/managers of retail sales workers ..	\$15.18	\$15.70	\$662	\$628	43.6	\$34,445	\$32,656	2,269
First-line supervisors/managers of non-retail sales workers	23.37	22.83	1,048	1,142	44.9	54,512	59,358	2,333
Retail sales workers	9.94	9.16	397	364	39.9	20,622	18,928	2,075
Cashiers, all workers	8.34	8.00	334	320	40.0	17,348	16,640	2,080
Cashiers	8.34	8.00	334	320	40.0	17,348	16,640	2,080
Counter and rental clerks and parts salespersons ..	13.69	12.52	544	501	39.8	28,309	26,042	2,067
Counter and rental clerks	9.89	9.30	368	372	37.2	19,133	19,344	1,934
Parts salespersons	14.81	13.34	601	534	40.6	31,243	27,756	2,110
Retail salespersons	11.26	11.25	448	450	39.8	23,314	23,404	2,070
Insurance sales agents	30.02	19.06	1,230	762	41.0	63,985	39,649	2,131
Sales representatives, wholesale and manufacturing	25.06	22.24	1,015	890	40.5	52,771	46,257	2,106
Sales representatives, wholesale and manufacturing, technical and scientific products	27.93	23.27	1,117	931	40.0	58,094	48,402	2,080
Sales representatives, wholesale and manufacturing, except technical and scientific products	24.54	22.24	996	890	40.6	51,799	46,257	2,111
Office and administrative support occupations	12.95	12.02	513	480	39.6	26,646	24,960	2,058
First-line supervisors/managers of office and administrative support workers	16.97	17.65	651	673	38.4	33,871	34,999	1,996
Financial clerks	13.50	12.96	532	516	39.4	27,644	26,834	2,048
Bill and account collectors	16.58	14.44	663	578	40.0	34,486	30,035	2,080
Billing and posting clerks and machine operators	12.55	12.98	502	519	40.0	26,101	27,000	2,080

See footnotes at end of table.

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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
Office and administrative support occupations –Continued								
Bookkeeping, accounting, and auditing clerks	\$14.07	\$13.55	\$549	\$540	39.0	\$28,569	\$28,080	2,030
Payroll and timekeeping clerks	14.49	13.68	579	547	40.0	30,129	28,459	2,080
Tellers	10.10	9.62	396	376	39.3	20,614	19,574	2,042
Customer service representatives	13.07	12.23	519	489	39.7	26,968	25,438	2,063
Hotel, motel, and resort desk clerks	9.58	9.90	376	396	39.3	19,575	20,588	2,044
Loan interviewers and clerks	15.22	15.44	603	596	39.6	31,338	31,002	2,059
Receptionists and information clerks	11.18	10.62	448	425	40.0	23,290	22,083	2,082
Shipping, receiving, and traffic clerks	14.29	14.10	572	564	40.0	29,741	29,328	2,081
Stock clerks and order fillers	11.56	11.75	455	470	39.4	23,679	24,440	2,048
Secretaries and administrative assistants	14.70	15.29	584	612	39.7	30,297	31,803	2,062
Executive secretaries and administrative assistants	13.51	11.90	556	476	41.1	28,897	24,752	2,139
Medical secretaries	13.01	11.95	518	478	39.8	26,748	24,856	2,056
Secretaries, except legal, medical, and executive	15.47	15.29	615	612	39.8	32,003	31,803	2,068
Data entry and information processing workers	12.66	13.40	506	536	40.0	26,329	27,876	2,080
Data entry keyers	12.20	12.05	488	482	40.0	25,374	25,070	2,080
Office clerks, general	12.67	11.47	503	458	39.7	26,170	23,837	2,066
Construction and extraction occupations	15.09	14.43	602	576	39.8	31,119	29,971	2,062
First-line supervisors/managers of construction trades and extraction workers	23.22	23.80	929	952	40.0	48,297	49,498	2,080
Construction laborers	11.40	10.50	456	420	40.0	23,711	21,840	2,080
Construction equipment operators	23.55	17.48	942	699	40.0	48,991	36,358	2,080
Electricians	16.17	15.55	647	622	40.0	33,643	32,336	2,080

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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
Construction and extraction occupations –Continued								
Pipelayers, plumbers, pipefitters, and steamfitters	\$17.05	\$14.50	\$682	\$580	40.0	\$35,465	\$30,160	2,080
Plumbers, pipefitters, and steamfitters	17.05	14.50	682	580	40.0	35,465	30,160	2,080
Sheet metal workers	14.79	15.50	592	620	40.0	30,768	32,240	2,080
Structural iron and steel workers	16.28	15.50	651	620	40.0	33,871	32,240	2,080
Helpers, construction trades ..	11.91	12.85	472	514	39.6	24,224	26,734	2,034
Installation, maintenance, and repair occupations	17.43	16.25	705	650	40.4	36,642	33,800	2,102
First-line supervisors/managers of mechanics, installers, and repairers	24.29	20.50	1,033	881	42.5	53,691	45,817	2,211
Automotive technicians and repairers	20.28	18.00	814	720	40.1	42,315	37,440	2,086
Automotive service technicians and mechanics	20.31	18.00	816	865	40.2	42,416	44,972	2,089
Heavy vehicle and mobile equipment service technicians and mechanics	15.23	15.85	623	634	40.9	32,377	32,964	2,126
Mobile heavy equipment mechanics, except engines	15.08	12.50	603	500	40.0	31,374	26,000	2,080
Heating, air conditioning, and refrigeration mechanics and installers	15.63	15.00	625	600	40.0	32,504	31,200	2,080
Industrial machinery installation, repair, and maintenance workers	14.52	13.00	580	520	40.0	30,179	27,040	2,079
Industrial machinery mechanics	20.56	20.75	823	830	40.0	42,773	43,160	2,080
Maintenance and repair workers, general	12.41	11.00	496	440	40.0	25,793	22,880	2,078
Maintenance workers, machinery	14.80	13.75	592	550	40.0	30,788	28,600	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
Installation, maintenance, and repair occupations –Continued								
Line installers and repairers ... Electrical power-line installers and repairers	\$22.72	\$25.61	\$909	\$1,024	40.0	\$47,264	\$53,271	2,080
	25.13	25.61	1,005	1,024	40.0	52,273	53,271	2,080
Production occupations	12.22	11.00	484	440	39.6	25,143	22,880	2,058
First-line supervisors/managers of production and operating workers	19.45	16.85	777	674	40.0	40,413	35,048	2,078
Miscellaneous assemblers and fabricators	9.79	10.00	392	400	40.0	20,364	20,800	2,080
Butchers and other meat, poultry, and fish processing workers	10.21	10.00	381	400	37.3	19,797	20,800	1,939
Butchers and meat cutters ..	10.83	12.00	433	480	40.0	22,517	24,960	2,080
Machine tool cutting setters, operators, and tenders, metal and plastic	14.65	15.70	585	628	39.9	30,414	32,656	2,076
Welding, soldering, and brazing workers	15.51	15.50	620	620	40.0	32,260	32,240	2,080
Welders, cutters, solderers, and brazers	15.51	15.50	620	620	40.0	32,260	32,240	2,080
Miscellaneous metalworkers and plastic workers	12.66	14.50	506	580	40.0	26,320	30,160	2,078
Woodworking machine setters, operators, and tenders	8.82	9.00	353	360	40.0	18,342	18,720	2,080
Crushing, grinding, polishing, mixing, and blending workers	13.86	13.00	554	520	40.0	28,822	27,040	2,080
Inspectors, testers, sorters, samplers, and weighers	10.81	10.19	432	407	40.0	22,483	21,187	2,080
Miscellaneous production workers	10.86	10.50	434	420	39.9	22,559	21,840	2,077
Helpers--production workers	10.84	10.50	431	420	39.7	22,395	21,840	2,065
Transportation and material moving occupations	12.32	11.50	493	458	40.0	25,640	23,816	2,082

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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								
First-line supervisors/managers of helpers, laborers, and material movers, hand	\$15.92	\$16.50	\$637	\$660	40.0	\$33,111	\$34,320	2,080
First-line supervisors/managers of transportation and material-moving machine and vehicle operators	17.98	16.75	748	670	41.6	38,918	34,836	2,164
Driver/sales workers and truck drivers	13.17	12.50	537	492	40.8	27,913	25,584	2,120
Driver/sales workers	13.27	15.25	527	610	39.7	27,405	31,720	2,066
Truck drivers, heavy and tractor-trailer	13.79	13.50	573	540	41.5	29,781	28,080	2,159
Truck drivers, light or delivery services	12.28	10.91	491	436	40.0	25,538	22,691	2,080
Industrial truck and tractor operators	12.24	12.00	489	480	40.0	25,451	24,960	2,080
Laborers and material movers, hand	10.47	10.01	410	400	39.1	21,302	20,821	2,035
Laborers and freight, stock, and material movers, hand	10.88	10.48	422	419	38.7	21,919	21,790	2,014
Packers and packagers, hand	9.72	10.01	389	400	40.0	20,218	20,821	2,080

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.