

**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 <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>All workers</b> .....	\$16.60	\$13.62	\$664	\$540	40.0	\$34,465	\$28,080	2,076
<b>Management occupations</b> .....	33.57	25.29	1,425	1,138	42.4	74,091	59,188	2,207
General and operations managers .....	32.13	20.50	1,575	1,104	49.0	81,750	57,411	2,544
Financial managers .....	30.19	25.24	1,245	1,010	41.2	64,721	52,499	2,144
Lodging managers .....	18.61	16.00	744	640	40.0	38,702	33,280	2,080
<b>Business and financial operations occupations</b> .....	26.53	23.08	1,074	967	40.5	55,862	50,289	2,106
Buyers and purchasing agents .....	28.24	26.44	1,139	1,058	40.4	59,248	54,999	2,098
Purchasing agents, except wholesale, retail, and farm products .....	21.59	22.25	864	890	40.0	44,918	46,280	2,080
Cost estimators .....	23.86	23.51	980	983	41.1	50,975	51,127	2,136
Human resources, training, and labor relations specialists .....	19.79	21.87	858	923	43.4	44,638	48,000	2,256
Accountants and auditors .....	21.56	21.47	861	859	39.9	44,780	44,649	2,077
Loan counselors and officers .....	32.00	25.21	1,274	1,008	39.8	66,237	52,441	2,070
Loan officers .....	32.07	25.21	1,276	1,008	39.8	66,375	52,441	2,070
<b>Computer and mathematical science occupations</b> .....	32.99	31.88	1,332	1,272	40.4	69,284	66,150	2,100
Computer software engineers .....	43.47	48.23	1,792	1,960	41.2	93,200	101,920	2,144
Computer support specialists .....	27.52	24.52	1,077	962	39.1	56,016	49,999	2,036
<b>Architecture and engineering occupations</b> .....	33.75	32.97	1,373	1,346	40.7	71,373	70,000	2,115
Engineers .....	43.68	37.98	1,810	1,635	41.4	94,131	84,999	2,155
Drafters .....	18.11	16.00	724	640	40.0	37,660	33,280	2,080
<b>Life, physical, and social science occupations</b> .....	19.87	22.12	810	700	40.7	42,111	36,387	2,119
<b>Community and social services occupations</b> .....	16.96	17.15	665	643	39.2	34,587	33,443	2,039
Social workers .....	16.09	16.50	636	643	39.5	33,069	33,443	2,055
<b>Education, training, and library occupations</b> .....	15.90	14.23	613	569	38.6	27,336	24,999	1,720

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 <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>Education, training, and library occupations</b> –Continued								
Primary, secondary, and special education school teachers .....	\$16.12	\$15.39	\$609	\$577	37.8	\$24,596	\$23,249	1,526
Elementary school teachers, except special education .....	17.08	15.44	642	579	37.6	23,878	22,408	1,398
Secondary school teachers	15.49	13.69	592	527	38.2	26,753	27,000	1,727
Secondary school teachers, except special and vocational education	15.49	13.69	592	527	38.2	26,753	27,000	1,727
<b>Arts, design, entertainment, sports, and media occupations</b> .....	15.23	14.54	595	565	39.1	30,937	29,370	2,031
Designers .....	16.55	16.83	664	615	40.1	34,536	31,990	2,086
<b>Healthcare practitioner and technical occupations</b> .....	27.83	21.85	1,111	872	39.9	57,773	45,323	2,076
Registered nurses .....	28.85	23.51	1,152	940	39.9	59,893	48,901	2,076
Licensed practical and licensed vocational nurses	17.27	17.00	691	680	40.0	35,914	35,360	2,080
Miscellaneous health technologists and technicians .....	16.80	15.25	672	610	40.0	34,947	31,720	2,080
<b>Healthcare support occupations</b> .....	11.18	11.00	444	440	39.7	23,085	22,880	2,065
Nursing, psychiatric, and home health aides .....	8.73	8.36	347	326	39.7	18,032	16,973	2,065
Nursing aides, orderlies, and attendants .....	8.67	8.55	342	336	39.5	17,804	17,451	2,054
Miscellaneous healthcare support occupations .....	12.40	12.72	493	509	39.8	25,601	26,458	2,065
Medical assistants .....	11.54	11.00	462	440	40.0	24,001	22,880	2,080
<b>Protective service occupations</b>	9.52	9.00	381	360	40.0	19,796	18,720	2,080
Security guards and gaming surveillance officers .....	9.46	8.77	378	351	40.0	19,681	18,242	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 <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>Protective service occupations</b> –Continued								
Security guards .....	\$9.46	\$8.77	\$378	\$351	40.0	\$19,681	\$18,242	2,080
<b>Food preparation and serving related occupations</b> .....	7.70	7.21	303	268	39.3	15,717	13,953	2,040
First-line supervisors/managers, food preparation and serving workers .....	13.90	13.24	626	636	45.1	32,577	33,046	2,344
First-line supervisors/managers of food preparation and serving workers .....	13.93	13.24	629	636	45.1	32,699	33,046	2,348
Cooks .....	8.34	8.20	328	300	39.4	17,067	15,600	2,047
Cooks, institution and cafeteria .....	8.01	7.50	320	300	40.0	16,658	15,600	2,080
Cooks, restaurant .....	8.86	9.00	332	360	37.5	17,252	18,720	1,948
Food service, tipped .....	3.59	2.45	131	95	36.5	6,799	4,950	1,896
Waiters and waitresses .....	2.98	2.13	108	85	36.1	5,596	4,430	1,876
Fast food and counter workers .....	7.80	7.25	306	277	39.2	15,845	14,381	2,033
Combined food preparation and serving workers, including fast food .....	7.73	7.00	303	277	39.2	15,692	14,381	2,030
<b>Building and grounds cleaning and maintenance occupations</b> .....	11.65	10.50	468	412	40.2	24,302	21,424	2,086
First-line supervisors/managers, building and grounds cleaning and maintenance workers .....	21.26	18.50	865	740	40.7	44,997	38,480	2,117
Building cleaning workers .....	10.07	9.00	399	358	39.6	20,667	18,616	2,052
Janitors and cleaners, except maids and housekeeping cleaners .....	10.97	10.79	436	432	39.7	22,673	22,443	2,066
Maids and housekeeping cleaners .....	8.27	8.35	326	334	39.4	16,756	17,362	2,026
Grounds maintenance workers .....	11.42	10.50	457	420	40.0	23,762	21,840	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 <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>Building and grounds cleaning and maintenance occupations</b> –Continued								
Landscaping and groundskeeping workers .....	\$11.42	\$10.50	\$457	\$420	40.0	\$23,762	\$21,840	2,080
<b>Personal care and service occupations</b> .....	8.86	8.39	345	311	38.9	17,900	16,172	2,019
Child care workers .....	8.11	6.95	324	278	40.0	16,860	14,456	2,080
<b>Sales and related occupations</b>	17.13	12.50	695	525	40.6	36,121	27,290	2,109
First-line supervisors/managers, sales workers .....	16.17	15.00	696	600	43.0	36,167	31,200	2,236
First-line supervisors/managers of retail sales workers ..	14.40	14.95	621	600	43.1	32,306	31,200	2,243
First-line supervisors/managers of non-retail sales workers .....	26.75	21.17	1,130	847	42.2	58,771	44,038	2,197
Retail sales workers .....	10.94	9.50	436	368	39.8	22,666	19,136	2,071
Cashiers, all workers .....	8.46	8.10	337	324	39.8	17,529	16,848	2,071
Cashiers .....	8.46	8.10	337	324	39.8	17,529	16,848	2,071
Counter and rental clerks and parts salespersons ..	13.78	13.83	557	550	40.5	28,975	28,600	2,103
Counter and rental clerks	10.27	10.00	407	408	39.6	21,144	21,216	2,058
Parts salespersons .....	14.83	15.39	604	615	40.7	31,405	32,001	2,117
Retail salespersons .....	13.29	11.51	526	460	39.6	27,320	23,935	2,056
Insurance sales agents .....	27.12	17.09	1,108	697	40.9	57,641	36,265	2,125
Sales representatives, wholesale and manufacturing .....	27.09	21.89	1,102	950	40.7	57,316	49,385	2,116
Sales representatives, wholesale and manufacturing, technical and scientific products .....	28.18	26.92	1,127	1,077	40.0	58,612	56,000	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 <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>Sales and related occupations</b>								
–Continued								
Sales representatives, wholesale and manufacturing, except technical and scientific products .....	\$26.66	\$18.85	\$1,092	\$833	41.0	\$56,791	\$43,316	2,130
Miscellaneous sales and related workers .....	9.44	6.50	378	260	40.0	19,640	13,520	2,080
<b>Office and administrative support occupations</b> .....	13.39	12.64	529	500	39.5	27,504	26,000	2,054
First-line supervisors/managers of office and administrative support workers .....	17.25	17.00	672	680	39.0	34,966	35,360	2,027
Financial clerks .....	13.47	12.75	529	481	39.3	27,500	25,000	2,042
Bill and account collectors	12.94	12.00	517	480	40.0	26,888	24,960	2,078
Billing and posting clerks and machine operators	13.96	14.00	548	560	39.3	28,507	29,120	2,042
Bookkeeping, accounting, and auditing clerks .....	14.72	14.28	573	560	38.9	29,790	29,120	2,023
Payroll and timekeeping clerks .....	15.08	15.00	603	600	40.0	31,365	31,200	2,080
Tellers .....	10.57	10.38	417	400	39.5	21,681	20,787	2,052
Customer service representatives .....	15.80	14.90	629	596	39.8	32,709	30,992	2,070
Hotel, motel, and resort desk clerks .....	9.28	9.75	366	380	39.4	19,009	19,760	2,049
Loan interviewers and clerks	15.00	15.59	598	624	39.8	31,090	32,431	2,072
Order clerks .....	11.25	11.00	450	440	40.0	23,393	22,880	2,080
Receptionists and information clerks .....	11.99	11.00	479	450	40.0	24,933	23,400	2,079
Dispatchers .....	13.94	11.31	573	452	41.1	29,816	23,519	2,139
Dispatchers, except police, fire, and ambulance .....	13.94	11.31	573	452	41.1	29,816	23,519	2,139
Meter readers, utilities .....	13.61	13.24	506	504	37.2	26,307	26,229	1,933
Shipping, receiving, and traffic clerks .....	13.92	13.46	557	538	40.0	28,959	28,001	2,080
Stock clerks and order fillers	11.92	11.20	474	448	39.8	24,640	23,296	2,067
Secretaries and administrative assistants .....	14.35	14.42	571	577	39.8	29,639	30,000	2,065

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 <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>Office and administrative support occupations</b> –Continued								
Executive secretaries and administrative assistants .....	\$16.63	\$19.32	\$673	\$779	40.5	\$34,945	\$40,508	2,102
Medical secretaries .....	12.90	13.00	515	520	39.9	26,683	27,040	2,069
Secretaries, except legal, medical, and executive	14.84	15.00	591	600	39.8	30,735	31,200	2,070
Data entry and information processing workers .....	12.42	12.00	497	480	40.0	25,838	24,960	2,080
Office clerks, general .....	13.05	12.00	514	480	39.4	26,702	24,960	2,046
<b>Construction and extraction occupations</b> .....	15.32	14.80	611	589	39.9	31,597	30,326	2,062
First-line supervisors/managers of construction trades and extraction workers .....	23.14	20.50	934	860	40.4	48,582	44,720	2,100
Carpenters .....	16.55	17.00	662	680	40.0	34,414	35,360	2,080
Construction laborers .....	12.39	10.62	496	425	40.0	25,768	22,090	2,080
Construction equipment operators .....	15.59	16.00	624	640	40.0	32,435	33,280	2,080
Operating engineers and other construction equipment operators ....	15.48	15.00	619	600	40.0	32,201	31,200	2,080
Electricians .....	16.79	16.03	672	641	40.0	34,932	33,340	2,080
Pipelayers, plumbers, pipefitters, and steamfitters .....	17.24	15.50	689	620	40.0	35,853	32,240	2,080
Plumbers, pipefitters, and steamfitters .....	17.24	15.50	689	620	40.0	35,853	32,240	2,080
Sheet metal workers .....	14.25	14.00	570	560	40.0	29,647	29,120	2,080
Helpers, construction trades ..	12.41	12.00	492	480	39.6	25,235	24,960	2,034
<b>Installation, maintenance, and repair occupations</b> .....	17.89	16.78	722	664	40.4	37,548	34,528	2,099
First-line supervisors/managers of mechanics, installers, and repairers .....	24.72	20.22	1,056	910	42.7	54,919	47,312	2,221

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 <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>Installation, maintenance, and repair occupations</b> –Continued								
Automotive technicians and repairers .....	\$20.15	\$19.14	\$819	\$800	40.7	\$42,576	\$41,600	2,113
Automotive service technicians and mechanics .....	20.50	19.14	839	832	40.9	43,572	42,412	2,125
Heavy vehicle and mobile equipment service technicians and mechanics .....	17.41	18.30	696	732	40.0	36,206	38,064	2,080
Mobile heavy equipment mechanics, except engines .....	16.88	18.30	675	732	40.0	35,105	38,064	2,080
Control and valve installers and repairers .....	16.57	20.42	639	817	38.6	33,239	42,474	2,006
Control and valve installers and repairers, except mechanical door .....	16.57	20.42	639	817	38.6	33,239	42,474	2,006
Heating, air conditioning, and refrigeration mechanics and installers .....	16.01	16.00	640	640	40.0	33,299	33,280	2,080
Industrial machinery installation, repair, and maintenance workers .....	15.66	15.00	622	577	39.7	32,340	30,014	2,065
Industrial machinery mechanics .....	20.36	21.55	814	862	40.0	42,344	44,824	2,080
Maintenance and repair workers, general .....	13.22	12.00	522	480	39.5	27,168	24,960	2,055
Maintenance workers, machinery .....	17.72	18.00	709	720	40.0	36,864	37,440	2,080
Electrical power-line installers and repairers	25.09	26.41	1,004	1,056	40.0	52,193	54,927	2,080
<b>Production occupations</b> .....	12.82	12.00	504	480	39.3	26,222	24,960	2,046
First-line supervisors/managers of production and operating workers .....	20.33	21.22	816	849	40.1	42,416	44,144	2,087

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 <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>Production occupations</b>								
–Continued								
Electrical, electronics, and electromechanical assemblers .....	\$10.33	\$11.06	\$401	\$420	38.8	\$20,848	\$21,855	2,018
Miscellaneous assemblers and fabricators .....	9.61	9.09	384	363	40.0	19,982	18,901	2,080
Butchers and other meat, poultry, and fish processing workers .....	10.79	12.00	402	480	37.2	20,887	24,960	1,936
Butchers and meat cutters ..	11.70	12.50	468	500	40.0	24,331	26,000	2,080
Welding, soldering, and brazing workers .....	16.03	16.00	641	640	40.0	33,335	33,280	2,080
Welders, cutters, solderers, and brazers .....	16.03	16.00	641	640	40.0	33,335	33,280	2,080
Miscellaneous metalworkers and plastic workers .....	12.87	14.50	515	580	40.0	26,771	30,160	2,080
Laundry and dry-cleaning workers .....	8.53	8.50	335	340	39.3	17,413	17,680	2,042
Woodworking machine setters, operators, and tenders .....	10.24	9.00	403	360	39.3	20,955	18,720	2,046
Crushing, grinding, polishing, mixing, and blending workers .....	14.63	13.60	585	544	40.0	30,435	28,288	2,080
Inspectors, testers, sorters, samplers, and weighers ....	10.79	10.40	431	416	40.0	22,423	21,626	2,078
Painting workers .....	11.36	11.00	454	440	40.0	23,633	22,880	2,080
Coating, painting, and spraying machine setters, operators, and tenders .....	10.74	11.00	430	440	40.0	22,343	22,880	2,080
Miscellaneous production workers .....	10.56	10.59	422	424	39.9	21,919	22,036	2,076
Helpers--production workers .....	10.97	11.25	437	450	39.8	22,707	23,400	2,070
<b>Transportation and material moving occupations</b> .....	13.01	12.00	519	480	39.9	27,009	24,960	2,076

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 <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>Transportation and material moving occupations</b> –Continued								
First-line supervisors/managers of helpers, laborers, and material movers, hand .....	\$16.01	\$17.50	\$640	\$700	40.0	\$33,291	\$36,400	2,080
Driver/sales workers and truck drivers .....	13.94	12.56	563	502	40.4	29,279	26,116	2,101
Driver/sales workers .....	14.29	15.84	567	634	39.7	29,496	32,943	2,064
Truck drivers, heavy and tractor-trailer .....	14.69	13.50	599	540	40.8	31,148	28,080	2,120
Truck drivers, light or delivery services .....	12.99	11.45	520	458	40.1	27,063	23,816	2,084
Dredge, excavating, and loading machine operators	17.33	17.34	693	694	40.0	36,046	36,067	2,080
Excavating and loading machine and dragline operators .....	17.33	17.34	693	694	40.0	36,046	36,067	2,080
Industrial truck and tractor operators .....	12.44	12.00	498	480	40.0	25,872	24,960	2,080
Laborers and material movers, hand .....	11.03	10.50	431	416	39.1	22,437	21,632	2,034
Laborers and freight, stock, and material movers, hand .....	10.79	10.27	418	411	38.8	21,752	21,368	2,016

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

<sup>2</sup> 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.

<sup>3</sup> 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.

<sup>4</sup> 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.