

**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> .....	\$18.46	\$15.39	\$733	\$612	39.7	\$37,766	\$31,531	2,046
<b>Management occupations</b> .....	34.96	33.65	1,435	1,346	41.1	74,579	70,000	2,134
General and operations managers .....	38.48	38.46	1,613	1,594	41.9	83,863	82,888	2,179
Marketing and sales managers .....	49.45	35.52	1,978	1,421	40.0	102,861	73,886	2,080
Sales managers .....	52.70	34.22	2,108	1,369	40.0	109,609	71,180	2,080
Financial managers .....	35.17	36.80	1,445	1,528	41.1	75,153	79,464	2,137
Construction managers .....	26.76	28.85	1,072	1,154	40.1	55,769	60,008	2,084
Property, real estate, and community association managers .....	35.37	30.45	1,415	1,218	40.0	73,561	63,340	2,080
<b>Business and financial operations occupations</b> .....	26.03	24.04	1,051	962	40.4	54,651	49,999	2,100
Buyers and purchasing agents .....	23.66	19.90	955	843	40.4	49,679	43,819	2,100
Cost estimators .....	25.61	26.50	1,024	1,060	40.0	53,266	55,120	2,080
Accountants and auditors .....	32.70	34.17	1,301	1,473	39.8	67,661	76,586	2,069
Loan counselors and officers .....	28.65	33.65	1,137	1,346	39.7	59,117	70,000	2,064
Loan officers .....	28.65	33.65	1,137	1,346	39.7	59,117	70,000	2,064
<b>Computer and mathematical science occupations</b> .....	28.49	27.08	1,140	1,083	40.0	59,297	56,322	2,081
Computer support specialists .....	24.20	20.46	968	819	40.0	50,338	42,563	2,080
<b>Architecture and engineering occupations</b> .....	32.05	30.06	1,299	1,202	40.5	67,564	62,516	2,108
Engineers .....	35.43	34.23	1,445	1,366	40.8	75,159	71,032	2,121
Civil engineers .....	34.43	31.50	1,427	1,260	41.4	74,202	65,520	2,155
Electrical and electronics engineers .....	37.37	37.10	1,519	1,523	40.6	78,977	79,186	2,113
Electrical engineers .....	35.16	37.10	1,446	1,523	41.1	75,179	79,186	2,138
Drafters .....	21.21	20.50	849	820	40.0	44,125	42,640	2,080
Engineering technicians, except drafters .....	23.87	25.58	955	1,023	40.0	49,640	53,206	2,080
<b>Life, physical, and social science occupations</b> .....	31.97	33.84	1,266	1,223	39.6	65,823	63,598	2,059
<b>Community and social services occupations</b> .....	14.48	14.20	668	579	46.1	34,502	30,102	2,383
Counselors .....	14.98	13.49	580	539	38.7	30,153	28,053	2,013
Social workers .....	18.97	17.68	759	707	40.0	39,466	36,774	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>Legal occupations</b> .....	\$24.80	\$24.04	\$987	\$962	39.8	\$51,338	\$49,999	2,070
<b>Education, training, and library occupations</b> .....	18.80	16.63	750	585	39.9	33,111	25,200	1,761
Primary, secondary, and special education school teachers .....	20.40	20.90	802	805	39.3	30,870	25,200	1,513
<b>Arts, design, entertainment, sports, and media occupations</b> .....	17.22	15.65	699	649	40.6	36,367	33,750	2,112
Designers .....	16.83	14.42	696	649	41.4	36,212	33,750	2,152
Graphic designers .....	15.82	14.50	664	649	42.0	34,520	33,750	2,182
<b>Healthcare practitioner and technical occupations</b> .....	33.65	28.00	1,311	1,070	39.0	68,181	55,619	2,026
Registered nurses .....	38.18	31.00	1,495	1,240	39.2	77,739	64,480	2,036
Therapists .....	29.78	30.07	1,127	1,200	37.9	58,623	62,400	1,969
Dental hygienists .....	22.32	16.68	834	667	37.3	43,358	34,694	1,942
<b>Healthcare support occupations</b> .....	13.45	12.51	503	500	37.4	26,178	26,017	1,946
Nursing, psychiatric, and home health aides .....	10.57	10.30	399	387	37.8	20,765	20,105	1,964
Nursing aides, orderlies, and attendants .....	11.07	11.33	429	432	38.7	22,292	22,464	2,013
Miscellaneous healthcare support occupations .....	15.20	15.00	567	585	37.3	29,463	30,394	1,938
Dental assistants .....	16.55	16.00	577	640	34.8	29,990	33,280	1,812
Medical assistants .....	14.27	13.75	567	550	39.7	29,486	28,600	2,066
<b>Protective service occupations</b>	10.41	10.61	412	424	39.6	21,421	22,065	2,057
<b>Food preparation and serving related occupations</b> .....	9.14	8.76	342	320	37.4	17,596	16,575	1,926
First-line supervisors/managers, food preparation and serving workers .....	14.43	13.95	598	627	41.5	31,103	32,600	2,156

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>Food preparation and serving related occupations</b>								
–Continued								
First-line supervisors/managers of food preparation and serving workers .....	\$14.17	\$13.95	\$589	\$623	41.6	\$30,624	\$32,400	2,161
Cooks .....	10.48	10.00	404	400	38.6	20,988	20,800	2,002
Cooks, fast food .....	8.36	8.00	333	320	39.8	17,306	16,640	2,069
Cooks, institution and cafeteria .....	9.88	9.75	373	375	37.7	19,209	19,500	1,945
Cooks, restaurant .....	11.46	11.00	446	440	38.9	23,171	22,880	2,023
Cooks, short order .....	9.61	9.00	357	360	37.1	18,555	18,720	1,932
Food preparation workers .....	9.06	9.00	340	315	37.5	17,599	16,404	1,943
Food service, tipped .....	6.38	6.55	228	221	35.7	11,752	11,482	1,841
Bartenders .....	7.45	6.50	275	245	36.9	14,305	12,760	1,921
Waiters and waitresses .....	5.70	5.15	200	206	35.1	10,296	10,543	1,806
Fast food and counter workers .....	8.98	8.82	329	320	36.6	17,097	16,640	1,905
Combined food preparation and serving workers, including fast food .....	8.95	8.75	325	320	36.3	16,920	16,640	1,890
Dishwashers .....	7.78	7.33	297	282	38.2	14,029	14,664	1,804
<b>Building and grounds cleaning and maintenance occupations</b> .....	10.38	10.00	413	400	39.8	20,642	19,760	1,989
Building cleaning workers .....	9.50	9.00	377	360	39.7	19,598	18,720	2,062
Janitors and cleaners, except maids and housekeeping cleaners .....	10.06	10.00	399	400	39.6	20,729	20,800	2,060
Maids and housekeeping cleaners .....	8.81	8.75	350	340	39.7	18,190	17,680	2,064
Grounds maintenance workers .....	10.98	11.06	436	442	39.7	17,374	17,680	1,583
Landscaping and groundskeeping workers .....	11.24	11.00	445	440	39.6	18,770	20,800	1,670
<b>Personal care and service occupations</b> .....	10.18	9.20	400	360	39.3	20,304	18,720	1,995
Child care workers .....	9.01	8.06	360	322	40.0	18,735	16,759	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>	\$18.99	\$14.52	\$755	\$572	39.7	\$39,213	\$29,765	2,064
First-line supervisors/managers, sales workers .....	16.28	14.00	645	570	39.6	33,515	29,640	2,059
First-line supervisors/managers of retail sales workers ..	13.84	13.75	547	550	39.5	28,419	28,600	2,054
First-line supervisors/managers of non-retail sales workers .....	25.86	23.56	1,034	942	40.0	53,783	49,001	2,080
Retail sales workers .....	14.07	11.54	556	444	39.5	28,890	22,880	2,053
Cashiers, all workers .....	9.49	8.50	364	324	38.3	18,876	16,848	1,989
Cashiers .....	9.49	8.50	364	324	38.3	18,876	16,848	1,989
Counter and rental clerks and parts salespersons ..	14.37	12.66	589	535	41.0	30,634	27,799	2,132
Counter and rental clerks .....	13.58	10.78	548	431	40.3	28,483	22,422	2,098
Parts salespersons .....	14.85	12.88	615	570	41.4	31,965	29,629	2,153
Retail salespersons .....	16.37	14.00	650	552	39.7	33,715	28,710	2,060
Insurance sales agents .....	31.89	32.69	1,252	1,308	39.3	65,126	67,999	2,042
Securities, commodities, and financial services sales agents .....	44.27	22.98	1,801	919	40.7	93,654	47,798	2,115
Sales representatives, wholesale and manufacturing .....	31.18	30.05	1,255	1,202	40.3	65,284	62,504	2,094
Sales representatives, wholesale and manufacturing, technical and scientific products .....	37.53	39.27	1,504	1,571	40.1	78,211	81,686	2,084
Sales representatives, wholesale and manufacturing, except technical and scientific products .....	26.03	18.86	1,052	754	40.4	54,700	39,225	2,101
Miscellaneous sales and related workers .....	19.00	14.92	757	588	39.8	39,342	30,599	2,071
<b>Office and administrative support occupations</b> .....	14.89	13.76	587	540	39.4	30,469	28,080	2,047

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								
First-line supervisors/managers of office and administrative support workers .....	\$17.66	\$17.55	\$710	\$702	40.2	\$36,943	\$36,504	2,091
Financial clerks .....	14.89	14.00	578	560	38.8	30,070	29,120	2,019
Bookkeeping, accounting, and auditing clerks .....	16.43	15.75	626	610	38.1	32,532	31,735	1,980
Tellers .....	11.45	11.00	455	436	39.8	23,683	22,672	2,069
Customer service representatives .....	18.02	14.37	721	575	40.0	37,487	29,879	2,080
Hotel, motel, and resort desk clerks .....	10.32	10.00	403	390	39.0	19,772	20,280	1,916
Loan interviewers and clerks .....	14.41	14.05	577	562	40.0	29,978	29,228	2,080
Order clerks .....	11.22	10.00	445	400	39.6	23,120	20,800	2,060
Receptionists and information clerks .....	13.00	11.64	520	466	40.0	27,044	24,211	2,080
Shipping, receiving, and traffic clerks .....	12.52	12.48	501	499	40.0	26,038	25,958	2,080
Stock clerks and order fillers .....	10.75	9.35	428	374	39.8	22,245	19,448	2,070
Secretaries and administrative assistants .....	16.72	15.94	665	634	39.8	34,592	32,974	2,068
Executive secretaries and administrative assistants .....	18.78	15.94	751	638	40.0	39,057	33,153	2,080
Medical secretaries .....	15.51	15.04	613	602	39.5	31,871	31,283	2,054
Secretaries, except legal, medical, and executive .....	16.20	15.75	646	630	39.9	33,572	32,760	2,073
Insurance claims and policy processing clerks .....	12.86	12.44	514	498	40.0	26,741	25,875	2,080
Office clerks, general .....	13.88	13.47	525	520	37.8	27,321	27,040	1,968
<b>Construction and extraction occupations</b> .....	18.68	17.50	744	691	39.8	37,752	35,360	2,020
First-line supervisors/managers of construction trades and extraction workers .....	27.67	27.69	1,176	1,151	42.5	60,483	53,464	2,186
Brickmasons, blockmasons, and stonemasons .....	25.35	23.50	1,014	940	40.0	52,720	48,880	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>Construction and extraction occupations</b> –Continued								
Carpenters .....	\$22.58	\$21.00	\$902	\$840	39.9	\$46,049	\$42,840	2,039
Construction laborers .....	14.28	12.50	566	490	39.7	28,397	25,201	1,989
Construction equipment operators .....	18.76	20.00	750	800	40.0	36,331	36,936	1,936
Electricians .....	23.25	22.50	930	900	40.0	48,352	46,800	2,080
Painters and paperhangers .....	15.64	15.00	617	600	39.5	31,761	31,200	2,030
Painters, construction and maintenance .....	15.64	15.00	617	600	39.5	31,761	31,200	2,030
Pipelayers, plumbers, pipefitters, and steamfitters .....	20.16	22.00	796	880	39.5	41,396	45,760	2,053
Plumbers, pipefitters, and steamfitters .....	20.39	22.19	805	888	39.5	41,849	46,155	2,052
Helpers, construction trades ..	18.18	20.00	717	800	39.5	33,699	35,431	1,854
<b>Installation, maintenance, and repair occupations</b> .....	20.11	18.66	819	769	40.7	42,555	39,926	2,116
First-line supervisors/managers of mechanics, installers, and repairers .....	23.53	25.96	990	1,000	42.1	51,472	51,985	2,187
Automotive technicians and repairers .....	20.15	19.50	817	800	40.5	42,424	41,600	2,105
Automotive body and related repairers .....	22.32	17.78	944	655	42.3	49,100	34,048	2,199
Automotive service technicians and mechanics .....	19.71	19.50	792	781	40.2	41,136	40,620	2,088
Bus and truck mechanics and diesel engine specialists ...	21.65	19.23	866	769	40.0	45,040	40,000	2,080
Heavy vehicle and mobile equipment service technicians and mechanics .....	20.28	19.00	905	862	44.6	47,037	44,818	2,319
Industrial machinery installation, repair, and maintenance workers .....	20.27	18.00	811	720	40.0	42,153	37,440	2,080
Industrial machinery mechanics .....	23.55	21.00	942	840	40.0	48,976	43,680	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>Installation, maintenance, and repair occupations</b> –Continued								
Maintenance and repair workers, general .....	\$19.15	\$16.28	\$766	\$651	40.0	\$39,829	\$33,860	2,080
Line installers and repairers ... Electrical power-line installers and repairers	27.60	29.65	1,104	1,186	40.0	57,413	61,672	2,080
Miscellaneous installation, maintenance, and repair workers .....	27.38	29.35	1,095	1,174	40.0	56,959	61,048	2,080
Helpers--installation, maintenance, and repair workers .....	14.49	15.00	576	600	39.7	29,944	31,200	2,066
Helpers--installation, maintenance, and repair workers .....	12.99	12.00	514	480	39.6	26,743	24,960	2,059
<b>Production occupations</b> .....	14.93	13.50	596	540	39.9	30,989	28,080	2,076
First-line supervisors/managers of production and operating workers .....	22.32	19.30	907	753	40.6	47,146	39,146	2,112
Miscellaneous assemblers and fabricators .....	12.81	11.70	512	468	40.0	26,644	24,340	2,080
Bakers .....	10.98	13.55	439	542	40.0	22,846	28,184	2,080
Butchers and other meat, poultry, and fish processing workers .....	13.53	10.50	541	420	40.0	28,139	21,840	2,080
Machine tool cutting setters, operators, and tenders, metal and plastic .....	12.87	12.41	515	496	40.0	26,775	25,811	2,080
Cutting, punching, and press machine setters, operators, and tenders, metal and plastic .....	12.62	12.41	505	496	40.0	26,248	25,811	2,080
Welding, soldering, and brazing workers .....	15.04	13.60	602	544	40.0	31,290	28,288	2,080
Welders, cutters, solderers, and brazers .....	15.04	13.60	602	544	40.0	31,290	28,288	2,080
Printers .....	15.47	15.10	616	604	39.8	32,038	31,408	2,071
Printing machine operators	14.99	14.76	596	590	39.7	30,982	30,697	2,067
Inspectors, testers, sorters, samplers, and weighers ....	14.87	16.33	595	653	40.0	30,923	33,966	2,080
Painting workers .....	19.05	17.44	762	697	40.0	39,624	36,267	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>Production occupations</b> –Continued								
Miscellaneous production workers .....	\$9.97	\$10.00	\$399	\$400	40.0	\$20,737	\$20,800	2,080
Helpers--production workers .....	9.93	9.50	397	380	40.0	20,648	19,760	2,080
<b>Transportation and material moving occupations</b> .....	14.72	14.00	586	547	39.8	30,095	28,434	2,045
Driver/sales workers and truck drivers .....	16.36	16.31	657	640	40.1	33,963	33,195	2,076
Driver/sales workers .....	12.12	10.46	479	410	39.6	24,934	21,320	2,057
Truck drivers, heavy and tractor-trailer .....	17.11	16.45	693	658	40.5	35,693	34,208	2,086
Truck drivers, light or delivery services .....	16.31	13.00	647	520	39.7	33,635	27,040	2,062
Dredge, excavating, and loading machine operators	18.00	18.00	711	720	39.5	34,583	33,280	1,921
Excavating and loading machine and dragline operators .....	18.00	18.00	711	720	39.5	34,583	33,280	1,921
Industrial truck and tractor operators .....	13.30	13.00	532	520	40.0	26,366	26,416	1,982
Laborers and material movers, hand .....	10.64	10.37	419	400	39.4	21,790	20,800	2,047
Cleaners of vehicles and equipment .....	11.81	9.25	472	370	40.0	24,566	19,240	2,080
Laborers and freight, stock, and material movers, hand .....	10.86	10.50	426	420	39.2	22,160	21,840	2,041
Packers and packagers, hand .....	8.82	7.10	347	284	39.4	18,063	14,768	2,047

<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.