

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	\$18.59	\$15.87	\$740	\$630	39.8	\$38,142	\$32,433	2,052
Management occupations	32.22	30.07	1,341	1,271	41.6	69,625	66,113	2,161
General and operations managers	33.30	32.81	1,438	1,342	43.2	74,777	69,772	2,246
Marketing and sales managers	46.92	48.66	1,957	2,288	41.7	101,779	118,964	2,169
Sales managers	44.32	48.66	1,870	2,288	42.2	97,265	118,964	2,195
Financial managers	32.01	27.47	1,268	1,030	39.6	65,946	53,561	2,060
Construction managers	27.67	25.43	1,136	1,271	41.1	59,083	66,113	2,135
Medical and health services managers	32.33	32.79	1,293	1,311	40.0	67,247	68,197	2,080
Business and financial operations occupations	27.33	22.80	1,107	912	40.5	57,576	47,424	2,107
Buyers and purchasing agents	22.86	22.80	914	912	40.0	47,539	47,424	2,080
Claims adjusters, appraisers, examiners, and investigators	26.23	27.49	1,039	1,072	39.6	54,019	55,755	2,059
Cost estimators	27.91	22.50	1,180	925	42.3	61,347	48,101	2,198
Human resources, training, and labor relations specialists	26.31	21.95	1,105	878	42.0	57,460	45,656	2,184
Accountants and auditors	27.04	27.64	1,086	1,106	40.2	56,475	57,500	2,088
Financial analysts and advisors	32.43	28.85	1,278	1,154	39.4	66,473	60,008	2,050
Loan counselors and officers	32.13	21.64	1,280	865	39.8	66,566	45,001	2,072
Loan officers	32.38	21.64	1,289	865	39.8	67,049	45,001	2,071
Computer and mathematical science occupations	32.08	27.17	1,300	1,129	40.5	67,587	58,710	2,107
Computer software engineers	41.85	48.08	1,674	1,923	40.0	87,040	100,000	2,080
Computer software engineers, applications	43.59	52.18	1,744	2,087	40.0	90,666	108,528	2,080
Computer support specialists	25.85	26.94	1,032	1,078	39.9	53,659	56,031	2,076
Network and computer systems administrators	29.11	26.10	1,226	1,385	42.1	63,766	71,999	2,191
Architecture and engineering occupations	26.13	25.02	1,060	1,001	40.6	54,734	52,037	2,094
Architects, except naval	27.87	33.80	1,205	1,367	43.2	59,655	71,074	2,140
Engineers	31.76	27.45	1,300	1,078	40.9	67,623	56,080	2,129
Drafters	22.42	24.00	871	960	38.9	45,295	49,920	2,021

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 –Continued								
Engineering technicians, except drafters	\$24.17	\$23.98	\$967	\$959	40.0	\$50,283	\$49,878	2,080
Life, physical, and social science occupations	28.95	22.60	1,198	904	41.4	62,289	47,006	2,152
Community and social services occupations	16.69	16.62	658	665	39.5	34,241	34,570	2,052
Counselors	19.07	21.15	737	846	38.6	38,303	44,000	2,008
Substance abuse and behavioral disorder counselors	21.23	22.34	854	894	40.2	44,391	46,471	2,091
Miscellaneous community and social service specialists	14.56	14.18	580	567	39.8	30,148	29,494	2,070
Legal occupations	34.96	27.69	1,417	1,360	40.5	73,662	70,717	2,107
Lawyers	45.99	40.51	1,962	1,893	42.7	102,008	98,438	2,218
Paralegals and legal assistants	21.86	20.56	836	771	38.2	43,465	40,092	1,989
Education, training, and library occupations	17.94	17.70	706	692	39.4	31,677	28,059	1,766
Primary, secondary, and special education school teachers	20.12	17.78	805	711	40.0	32,302	28,092	1,606
Arts, design, entertainment, sports, and media occupations	19.19	16.01	734	640	38.3	38,191	33,280	1,991
Designers	17.65	16.01	703	641	39.8	36,573	33,309	2,072
Writers and editors	17.96	15.67	718	627	40.0	37,349	32,602	2,080
Editors	18.93	15.67	757	627	40.0	39,381	32,602	2,080
Healthcare practitioner and technical occupations	27.92	23.08	1,102	886	39.5	57,314	46,051	2,053
Registered nurses	25.65	25.00	991	962	38.6	51,536	49,999	2,009
Licensed practical and licensed vocational nurses	16.55	16.00	647	636	39.1	33,654	33,051	2,034

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	\$14.17	\$13.75	\$543	\$523	38.3	\$28,251	\$27,170	1,993
Nursing, psychiatric, and home health aides	10.69	9.80	414	388	38.7	21,523	20,155	2,014
Home health aides	10.22	9.80	396	390	38.8	20,606	20,259	2,016
Nursing aides, orderlies, and attendants	10.97	10.00	425	376	38.7	22,079	19,552	2,013
Miscellaneous healthcare support occupations	15.81	16.00	604	619	38.2	31,400	32,198	1,986
Dental assistants	16.92	18.00	635	644	37.5	33,028	33,509	1,952
Protective service occupations	10.11	9.75	405	390	40.0	21,036	20,280	2,080
Food preparation and serving related occupations	9.31	9.00	354	358	38.0	18,369	18,512	1,972
First-line supervisors/managers, food preparation and serving workers	13.23	10.45	551	418	41.7	28,650	21,736	2,166
First-line supervisors/managers of food preparation and serving workers	13.33	10.45	550	418	41.3	28,622	21,736	2,147
Cooks	9.90	9.58	380	360	38.4	19,777	18,720	1,998
Cooks, institution and cafeteria	9.42	9.90	372	396	39.5	19,339	20,592	2,053
Cooks, restaurant	10.54	10.36	392	363	37.2	20,374	18,859	1,933
Food preparation workers	8.88	9.00	332	320	37.4	17,244	16,640	1,942
Food service, tipped	5.27	3.63	183	138	34.8	9,531	7,191	1,810
Bartenders	7.19	9.00	—	—	—	—	—	—
Waiters and waitresses	4.32	3.62	148	127	34.4	7,717	6,588	1,788
Fast food and counter workers	9.11	9.10	347	360	38.1	17,934	18,304	1,968
Combined food preparation and serving workers, including fast food	9.11	9.10	347	360	38.1	17,934	18,304	1,968
Building and grounds cleaning and maintenance occupations	11.24	10.32	447	400	39.8	22,185	20,800	1,974

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								
First-line supervisors/managers, building and grounds cleaning and maintenance workers	\$11.75	\$10.80	\$484	\$486	41.2	\$24,002	\$25,272	2,042
Building cleaning workers	10.07	9.50	393	372	39.0	20,416	19,365	2,027
Janitors and cleaners, except maids and housekeeping cleaners	10.99	10.32	436	413	39.7	22,682	21,468	2,064
Maids and housekeeping cleaners	9.44	8.90	364	340	38.5	18,913	17,680	2,003
Grounds maintenance workers	13.58	13.00	558	520	41.1	24,941	25,857	1,836
Landscaping and groundskeeping workers	14.49	13.00	600	520	41.4	25,731	25,857	1,775
Personal care and service occupations	11.06	9.50	419	370	37.8	21,768	19,240	1,967
Sales and related occupations	20.43	15.00	816	600	39.9	42,443	31,200	2,077
First-line supervisors/managers, sales workers	18.65	15.09	757	617	40.6	39,379	32,094	2,111
First-line supervisors/managers of retail sales workers ..	16.12	15.00	649	599	40.2	33,734	31,140	2,092
First-line supervisors/managers of non-retail sales workers	25.90	20.07	1,080	803	41.7	56,172	41,750	2,169
Retail sales workers	13.43	11.09	530	440	39.5	27,571	22,880	2,052
Cashiers, all workers	9.70	9.57	376	380	38.7	19,539	19,760	2,014
Cashiers	9.70	9.57	376	380	38.7	19,539	19,760	2,014
Counter and rental clerks and parts salespersons ..	15.16	14.75	607	590	40.0	31,571	30,680	2,082
Parts salespersons	15.80	15.00	632	600	40.0	32,872	31,202	2,080
Retail salespersons	15.27	12.75	607	490	39.8	31,571	25,474	2,068
Insurance sales agents	40.25	40.16	1,593	1,606	39.6	82,835	83,524	2,058

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								
Securities, commodities, and financial services sales agents	\$67.33	\$34.80	\$2,693	\$1,392	40.0	\$140,050	\$72,392	2,080
Sales representatives, wholesale and manufacturing	26.57	21.93	1,093	899	41.2	56,861	46,750	2,140
Sales representatives, wholesale and manufacturing, except technical and scientific products	25.42	21.93	1,046	888	41.2	54,398	46,196	2,140
Miscellaneous sales and related workers	14.74	10.50	590	420	40.0	30,656	21,840	2,080
Office and administrative support occupations	15.37	14.20	608	566	39.6	31,544	29,328	2,052
First-line supervisors/managers of office and administrative support workers	22.60	23.90	895	956	39.6	46,535	49,704	2,059
Financial clerks	13.32	12.00	527	480	39.5	27,332	24,960	2,051
Billing and posting clerks and machine operators	11.84	11.10	468	430	39.5	24,315	22,360	2,053
Bookkeeping, accounting, and auditing clerks	14.38	13.41	569	520	39.6	29,455	27,040	2,048
Tellers	10.84	10.82	426	430	39.2	22,131	22,381	2,041
Brokerage clerks	16.74	17.90	670	716	40.0	34,818	37,232	2,080
Customer service representatives	16.21	14.00	646	560	39.8	33,167	28,400	2,046
Loan interviewers and clerks	14.32	14.64	565	586	39.5	29,404	30,451	2,053
Order clerks	15.04	13.50	602	540	40.0	31,287	28,080	2,080
Receptionists and information clerks	13.87	14.25	546	540	39.4	28,379	28,080	2,046
Dispatchers	16.35	17.40	657	700	40.2	34,148	36,400	2,088
Dispatchers, except police, fire, and ambulance	16.35	17.40	657	700	40.2	34,148	36,400	2,088
Production, planning, and expediting clerks	19.07	17.88	763	715	40.0	39,663	37,190	2,080
Shipping, receiving, and traffic clerks	13.95	14.20	556	568	39.8	28,900	29,528	2,071

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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
Office and administrative support occupations –Continued								
Stock clerks and order fillers	\$12.48	\$13.00	\$499	\$520	40.0	\$25,952	\$27,040	2,080
Secretaries and administrative assistants	16.86	16.00	652	602	38.6	33,802	31,200	2,005
Executive secretaries and administrative assistants	19.05	19.83	758	789	39.8	39,430	41,048	2,069
Legal secretaries	16.79	14.30	658	633	39.2	34,224	32,899	2,039
Medical secretaries	14.13	15.00	521	528	36.9	27,110	27,456	1,918
Secretaries, except legal, medical, and executive	15.40	12.42	573	497	37.2	29,503	24,698	1,916
Insurance claims and policy processing clerks	17.78	16.00	702	640	39.5	36,515	33,280	2,054
Office clerks, general	14.92	13.65	588	546	39.5	30,444	28,392	2,041
Construction and extraction occupations	20.53	19.46	824	767	40.1	40,603	37,440	1,977
First-line supervisors/managers of construction trades and extraction workers	28.81	30.01	1,141	1,200	39.6	58,009	55,994	2,014
Carpenters	19.89	17.75	796	710	40.0	41,375	36,920	2,080
Cement masons, concrete finishers, and terrazzo workers	20.14	22.13	806	885	40.0	39,387	43,968	1,955
Cement masons and concrete finishers	20.14	22.13	806	885	40.0	39,387	43,968	1,955
Construction laborers	18.88	16.50	755	660	40.0	36,501	34,320	1,933
Construction equipment operators	27.84	28.23	1,113	1,129	40.0	45,046	48,500	1,618
Operating engineers and other construction equipment operators	29.01	31.09	1,160	1,244	40.0	51,959	49,650	1,791
Electricians	16.77	16.00	671	640	40.0	34,885	33,280	2,080
Pipelayers, plumbers, pipefitters, and steamfitters	24.98	25.20	996	987	39.9	51,778	51,320	2,073
Plumbers, pipefitters, and steamfitters	25.04	25.59	998	987	39.8	51,877	51,320	2,072
Sheet metal workers	22.58	21.11	858	800	38.0	44,612	41,600	1,976

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
Construction and extraction occupations –Continued								
Helpers, construction trades ..	\$12.70	\$11.98	\$508	\$479	40.0	\$24,144	\$21,665	1,902
Installation, maintenance, and repair occupations	19.87	19.63	799	785	40.2	41,534	40,820	2,091
First-line supervisors/managers of mechanics, installers, and repairers	25.49	22.16	1,078	941	42.3	56,076	48,929	2,200
Radio and telecommunications equipment installers and repairers	23.82	25.12	953	1,005	40.0	49,545	52,258	2,080
Telecommunications equipment installers and repairers, except line installers	23.82	25.12	953	1,005	40.0	49,545	52,258	2,080
Automotive technicians and repairers	18.26	18.00	733	720	40.1	38,096	37,440	2,087
Automotive body and related repairers	21.72	21.42	869	857	40.0	45,173	44,545	2,080
Automotive service technicians and mechanics	17.58	18.00	706	720	40.2	36,714	37,440	2,089
Bus and truck mechanics and diesel engine specialists ...	19.72	20.10	789	804	40.0	41,018	41,812	2,080
Heavy vehicle and mobile equipment service technicians and mechanics	20.19	19.38	807	775	40.0	41,988	40,302	2,080
Mobile heavy equipment mechanics, except engines	20.47	20.55	819	822	40.0	42,575	42,750	2,080
Heating, air conditioning, and refrigeration mechanics and installers	20.30	22.06	812	882	40.0	42,224	45,879	2,080
Industrial machinery installation, repair, and maintenance workers	16.57	15.72	663	629	40.0	34,475	32,700	2,080
Industrial machinery mechanics	19.74	21.22	790	849	40.0	41,056	44,138	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
Installation, maintenance, and repair occupations –Continued								
Maintenance and repair workers, general	\$15.50	\$13.50	\$620	\$540	40.0	\$32,242	\$28,080	2,080
Line installers and repairers ... Electrical power-line installers and repairers	25.25	26.36	1,010	1,054	40.0	52,527	54,829	2,080
Miscellaneous installation, maintenance, and repair workers	29.49	29.98	1,180	1,199	40.0	61,338	62,356	2,080
	16.43	15.25	657	610	40.0	34,173	31,720	2,080
Production occupations	15.87	14.75	634	589	39.9	32,971	30,605	2,077
First-line supervisors/managers of production and operating workers	16.93	15.91	686	636	40.5	35,658	33,093	2,106
Miscellaneous assemblers and fabricators	13.27	13.10	531	524	40.0	27,593	27,248	2,080
Computer control programmers and operators	18.55	16.63	742	665	40.0	38,582	34,590	2,080
Computer-controlled machine tool operators, metal and plastic	16.34	14.40	654	576	40.0	33,991	29,952	2,080
Machine tool cutting setters, operators, and tenders, metal and plastic	17.56	17.50	703	700	40.0	36,532	36,400	2,080
Welding, soldering, and brazing workers	15.03	14.45	601	578	40.0	31,266	30,056	2,080
Welders, cutters, solderers, and brazers	15.02	14.45	601	578	40.0	31,251	30,056	2,080
Bookbinders and bindery workers	13.04	12.20	522	488	40.0	27,121	25,376	2,080
Bindery workers	13.04	12.20	522	488	40.0	27,121	25,376	2,080
Printers	14.35	13.00	574	520	40.0	29,843	27,040	2,080
Crushing, grinding, polishing, mixing, and blending workers	12.10	11.32	484	453	40.0	25,167	23,550	2,080
Inspectors, testers, sorters, samplers, and weighers	17.61	16.87	704	675	40.0	36,622	35,090	2,080

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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
Production occupations –Continued								
Miscellaneous production workers	\$15.35	\$13.60	\$614	\$544	40.0	\$31,925	\$28,290	2,080
Helpers--production workers	15.51	14.71	621	588	40.0	32,267	30,601	2,080
Transportation and material moving occupations	16.23	15.00	660	620	40.7	33,952	31,439	2,092
Driver/sales workers and truck drivers	15.41	15.16	623	610	40.4	32,049	31,200	2,079
Driver/sales workers	13.77	14.44	579	578	42.0	30,098	30,039	2,186
Truck drivers, heavy and tractor-trailer	17.11	16.80	692	672	40.4	35,291	34,944	2,062
Truck drivers, light or delivery services	12.91	13.00	515	520	39.9	26,784	27,040	2,075
Dredge, excavating, and loading machine operators	22.95	26.05	918	1,042	40.0	44,671	54,184	1,947
Excavating and loading machine and dragline operators	18.86	17.90	754	716	40.0	33,886	28,782	1,797
Industrial truck and tractor operators	13.77	13.95	551	558	40.0	28,636	29,016	2,080
Laborers and material movers, hand	12.90	11.00	511	440	39.6	26,573	22,880	2,059
Cleaners of vehicles and equipment	11.45	11.00	458	440	40.0	23,820	22,880	2,080
Laborers and freight, stock, and material movers, hand	13.39	11.00	527	440	39.3	27,396	22,880	2,046

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.