

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	\$18.74	\$15.65	\$743	\$620	39.6	\$38,311	\$31,884	2,044
Management occupations	33.26	32.03	1,384	1,324	41.6	71,947	68,823	2,163
General and operations managers	35.60	32.92	1,610	1,564	45.2	83,696	81,305	2,351
Marketing and sales managers	47.44	49.23	1,981	2,170	41.8	103,000	112,840	2,171
Sales managers	45.06	49.23	1,900	2,288	42.2	98,808	118,964	2,193
Financial managers	33.86	29.11	1,365	1,164	40.3	70,984	60,551	2,096
Industrial production managers	32.06	25.96	1,282	1,038	40.0	66,687	54,001	2,080
Construction managers	27.51	25.43	1,124	1,019	40.9	58,466	52,998	2,125
Business and financial operations occupations	27.91	23.13	1,129	923	40.5	57,379	46,924	2,056
Buyers and purchasing agents	23.94	24.90	946	896	39.5	49,206	46,613	2,056
Cost estimators	29.13	25.00	1,227	1,000	42.1	63,816	52,000	2,191
Human resources, training, and labor relations specialists	28.28	31.00	1,213	1,488	42.9	63,054	77,376	2,229
Accountants and auditors	27.37	24.95	1,119	998	40.9	58,187	51,900	2,126
Financial analysts and advisors	32.51	21.91	1,292	876	39.7	67,185	45,567	2,067
Loan counselors and officers	31.47	22.50	1,255	900	39.9	65,267	46,800	2,074
Loan officers	31.87	22.50	1,271	900	39.9	66,097	46,800	2,074
Computer and mathematical science occupations	33.55	27.98	1,362	1,138	40.6	70,823	59,191	2,111
Computer support specialists	27.12	26.58	1,082	1,063	39.9	56,246	55,291	2,074
Network and computer systems administrators	31.69	28.85	1,332	1,468	42.0	69,242	76,320	2,185
Architecture and engineering occupations	24.45	23.73	987	913	40.4	50,945	47,464	2,083
Engineers	29.38	25.74	1,189	1,030	40.5	61,841	53,541	2,105
Civil engineers	25.17	23.91	1,028	956	40.8	53,440	49,733	2,123
Drafters	19.69	17.30	768	712	39.0	39,913	36,999	2,027
Engineering technicians, except drafters	23.16	22.82	926	913	40.0	48,171	47,464	2,080
Life, physical, and social science occupations	25.71	26.84	1,049	1,074	40.8	54,563	55,836	2,122

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
Community and social services occupations	\$17.13	\$16.92	\$676	\$677	39.4	\$35,135	\$35,200	2,051
Counselors	18.96	21.14	727	846	38.4	37,821	43,975	1,995
Miscellaneous community and social service specialists	15.69	15.34	628	614	40.0	32,635	31,907	2,080
Legal occupations	31.71	22.56	1,244	846	39.2	64,665	44,000	2,039
Lawyers	48.04	41.13	1,905	1,645	39.6	99,036	85,550	2,061
Paralegals and legal assistants	19.95	20.20	773	773	38.7	40,185	40,204	2,014
Education, training, and library occupations	19.33	19.47	760	761	39.3	33,665	33,280	1,742
Primary, secondary, and special education school teachers	24.16	22.35	966	894	40.0	38,737	36,231	1,603
Arts, design, entertainment, sports, and media occupations	18.81	16.00	710	634	37.7	36,904	32,963	1,962
Designers	14.80	14.42	585	577	39.5	30,400	30,000	2,054
Graphic designers	14.76	14.42	589	577	39.9	30,611	30,000	2,073
Writers and editors	19.30	18.68	772	747	40.0	40,142	38,850	2,080
Healthcare practitioner and technical occupations	32.07	22.18	1,258	886	39.2	65,421	46,051	2,040
Registered nurses	25.49	24.87	985	962	38.7	51,233	49,999	2,010
Licensed practical and licensed vocational nurses	16.60	16.32	644	608	38.8	33,469	31,637	2,017
Healthcare support occupations	13.43	12.64	504	472	37.6	26,229	24,544	1,953
Nursing, psychiatric, and home health aides	10.25	10.00	392	380	38.3	20,403	19,760	1,990
Home health aides	10.30	10.00	401	400	38.9	20,855	20,800	2,024
Nursing aides, orderlies, and attendants	10.23	9.65	388	346	37.9	20,171	18,004	1,972
Miscellaneous healthcare support occupations	15.57	16.00	580	570	37.2	30,140	29,642	1,936
Dental assistants	15.96	16.50	584	570	36.6	30,349	29,642	1,901
Medical assistants	14.96	15.40	598	616	40.0	31,108	32,032	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
Protective service occupations	\$9.09	\$8.25	\$364	\$330	40.0	\$18,915	\$17,160	2,080
Food preparation and serving related occupations	9.16	9.00	349	350	38.1	18,123	18,200	1,979
First-line supervisors/managers, food preparation and serving workers	13.08	11.22	544	446	41.6	28,277	23,192	2,161
First-line supervisors/managers of food preparation and serving workers	12.92	11.33	533	435	41.3	27,706	22,639	2,145
Cooks	10.04	10.00	386	368	38.5	20,073	19,112	2,000
Cooks, restaurant	10.41	10.50	393	368	37.8	20,445	19,112	1,964
Food preparation workers	8.97	9.50	335	325	37.4	17,421	16,888	1,943
Food service, tipped	5.05	3.63	179	145	35.4	9,283	7,550	1,839
Bartenders	7.25	9.00	261	290	36.0	13,554	15,080	1,870
Waiters and waitresses	4.14	3.63	146	137	35.2	7,587	7,118	1,830
Fast food and counter workers	8.95	8.71	343	340	38.3	17,698	17,534	1,977
Combined food preparation and serving workers, including fast food	8.95	8.71	343	340	38.3	17,698	17,534	1,977
Building and grounds cleaning and maintenance occupations	11.02	11.00	434	429	39.4	21,722	20,800	1,971
Building cleaning workers	10.44	10.00	401	380	38.4	20,842	19,736	1,996
Janitors and cleaners, except maids and housekeeping cleaners	11.55	11.00	452	440	39.1	23,490	22,880	2,033
Maids and housekeeping cleaners	9.64	9.00	365	330	37.9	18,983	17,168	1,969
Grounds maintenance workers	11.81	12.67	491	520	41.6	22,815	24,067	1,932
Landscaping and groundskeeping workers	11.40	12.00	482	480	42.2	21,404	23,400	1,877
Personal care and service occupations	10.91	9.50	415	373	38.0	21,564	19,377	1,977

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	\$20.25	\$13.56	\$814	\$540	40.2	\$42,303	\$28,080	2,089
First-line supervisors/managers, sales workers	19.84	15.50	819	647	41.3	42,595	33,663	2,147
First-line supervisors/managers of retail sales workers ..	16.84	13.86	700	596	41.6	36,376	30,991	2,161
First-line supervisors/managers of non-retail sales workers	27.78	19.52	1,128	781	40.6	58,637	40,597	2,110
Retail sales workers	13.71	10.65	544	420	39.7	28,263	21,840	2,062
Cashiers, all workers	9.73	9.91	379	385	38.9	19,688	20,027	2,023
Cashiers	9.73	9.91	379	385	38.9	19,688	20,027	2,023
Counter and rental clerks and parts salespersons ..	16.00	15.00	638	600	39.9	33,186	31,200	2,075
Counter and rental clerks	12.40	13.00	491	504	39.6	25,518	26,202	2,058
Parts salespersons	17.15	17.90	686	716	40.0	35,674	37,232	2,080
Retail salespersons	15.52	11.85	622	474	40.1	32,352	24,648	2,084
Securities, commodities, and financial services sales agents	98.10	69.40	4,041	2,776	41.2	210,157	144,350	2,142
Sales representatives, wholesale and manufacturing	25.37	20.76	1,051	887	41.4	54,637	46,136	2,154
Sales representatives, wholesale and manufacturing, except technical and scientific products	24.60	19.71	1,024	865	41.6	53,244	44,995	2,164
Office and administrative support occupations	15.21	14.45	602	564	39.6	31,234	29,328	2,054
First-line supervisors/managers of office and administrative support workers	19.99	18.69	794	748	39.7	41,276	38,871	2,065
Financial clerks	13.61	12.54	538	500	39.5	27,951	26,000	2,054
Billing and posting clerks and machine operators	11.67	10.85	462	430	39.5	24,004	22,360	2,056
Bookkeeping, accounting, and auditing clerks	14.15	13.25	558	530	39.5	29,037	27,560	2,052

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
Office and administrative support occupations –Continued								
Tellers	\$11.53	\$11.19	\$451	\$444	39.1	\$23,456	\$23,088	2,034
Customer service representatives	16.67	17.41	662	664	39.7	33,842	34,551	2,030
Loan interviewers and clerks	15.08	15.23	597	586	39.6	31,024	30,451	2,058
New accounts clerks	12.99	12.75	516	510	39.7	26,815	26,520	2,064
Order clerks	15.31	13.95	610	556	39.9	31,740	28,891	2,072
Receptionists and information clerks	12.56	12.47	492	489	39.2	25,563	25,407	2,036
Dispatchers	15.95	15.88	642	635	40.3	33,401	33,020	2,095
Dispatchers, except police, fire, and ambulance	15.95	15.88	642	635	40.3	33,401	33,020	2,095
Production, planning, and expediting clerks	20.14	19.50	806	780	40.0	41,898	40,560	2,080
Shipping, receiving, and traffic clerks	13.86	14.42	543	564	39.2	28,262	29,328	2,039
Stock clerks and order fillers	13.94	13.50	558	540	40.0	29,000	28,080	2,080
Secretaries and administrative assistants	16.74	14.80	654	592	39.1	33,904	30,784	2,026
Executive secretaries and administrative assistants	19.09	17.95	756	688	39.6	39,321	35,784	2,060
Legal secretaries	15.68	14.00	623	560	39.7	32,372	29,120	2,065
Medical secretaries	14.73	14.00	548	545	37.2	28,479	28,314	1,934
Secretaries, except legal, medical, and executive	16.42	13.50	635	540	38.7	32,591	28,080	1,985
Insurance claims and policy processing clerks	16.74	17.50	666	700	39.8	34,609	36,400	2,068
Office clerks, general	14.17	13.69	562	548	39.7	29,084	28,475	2,053
Construction and extraction occupations	20.80	19.50	824	780	39.6	41,092	38,126	1,976
First-line supervisors/managers of construction trades and extraction workers	26.08	24.50	1,033	1,084	39.6	53,102	51,471	2,036
Carpenters	21.05	19.50	842	780	40.0	43,790	40,560	2,080
Cement masons, concrete finishers, and terrazzo workers	20.26	22.34	811	893	40.0	39,619	43,968	1,955

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								
Cement masons and concrete finishers	\$20.26	\$22.34	\$811	\$893	40.0	\$39,619	\$43,968	1,955
Construction laborers	22.48	21.58	899	863	40.0	42,633	45,416	1,897
Construction equipment operators	29.06	28.82	1,163	1,153	40.0	58,036	59,176	1,997
Operating engineers and other construction equipment operators	29.06	28.82	1,163	1,153	40.0	58,036	59,176	1,997
Electricians	17.20	16.00	688	640	40.0	35,776	33,280	2,080
Pipelayers, plumbers, pipefitters, and steamfitters	21.34	22.00	784	873	36.7	40,745	45,406	1,909
Plumbers, pipefitters, and steamfitters	22.21	22.00	878	880	39.5	45,655	45,760	2,055
Helpers, construction trades ..	15.53	14.00	621	560	40.0	29,274	29,053	1,885
Installation, maintenance, and repair occupations	20.00	20.04	805	802	40.2	41,838	41,683	2,092
First-line supervisors/managers of mechanics, installers, and repairers	25.18	26.15	1,069	1,046	42.4	55,581	54,384	2,207
Miscellaneous electrical and electronic equipment mechanics, installers, and repairers	20.21	17.00	808	680	40.0	42,030	35,360	2,080
Automotive technicians and repairers	19.41	20.04	779	802	40.2	40,531	41,683	2,089
Automotive body and related repairers	21.18	21.50	847	860	40.0	44,044	44,720	2,080
Automotive service technicians and mechanics	19.34	19.12	778	776	40.2	40,465	40,364	2,092
Bus and truck mechanics and diesel engine specialists ...	19.85	20.51	794	821	40.0	41,278	42,667	2,080
Heavy vehicle and mobile equipment service technicians and mechanics	20.43	19.65	817	786	40.0	42,493	40,872	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								
Mobile heavy equipment mechanics, except engines	\$20.94	\$21.35	\$837	\$854	40.0	\$43,549	\$44,408	2,080
Heating, air conditioning, and refrigeration mechanics and installers	21.28	23.85	851	954	40.0	44,268	49,608	2,080
Industrial machinery installation, repair, and maintenance workers	18.00	17.85	720	714	40.0	37,432	37,128	2,080
Industrial machinery mechanics	19.35	19.12	774	765	40.0	40,249	39,776	2,080
Maintenance and repair workers, general	17.96	17.85	718	714	40.0	37,354	37,128	2,080
Miscellaneous installation, maintenance, and repair workers	17.16	15.25	687	610	40.0	35,699	31,720	2,080
Production occupations	15.67	14.89	623	596	39.8	32,417	30,977	2,069
First-line supervisors/managers of production and operating workers	22.11	21.64	889	917	40.2	46,224	47,705	2,091
Butchers and other meat, poultry, and fish processing workers	15.43	13.50	596	540	38.7	31,008	28,080	2,010
Forming machine setters, operators, and tenders, metal and plastic	13.41	14.49	536	580	40.0	27,895	30,139	2,080
Machine tool cutting setters, operators, and tenders, metal and plastic	16.63	15.75	658	630	39.6	34,202	32,760	2,057
Cutting, punching, and press machine setters, operators, and tenders, metal and plastic	14.44	15.69	565	628	39.2	29,396	32,641	2,036
Welding, soldering, and brazing workers	16.57	15.75	663	630	40.0	34,475	32,760	2,080
Welders, cutters, solderers, and brazers	15.69	14.75	628	590	40.0	32,636	30,680	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
Production occupations –Continued								
Welding, soldering, and brazing machine setters, operators, and tenders	\$17.97	\$17.17	\$719	\$687	40.0	\$37,373	\$35,709	2,080
Inspectors, testers, sorters, samplers, and weighers	17.37	17.79	681	712	39.2	35,413	37,003	2,039
Miscellaneous production workers	14.45	13.16	578	526	40.0	30,058	27,373	2,080
Transportation and material moving occupations	15.92	14.44	635	564	39.9	32,674	29,000	2,053
Driver/sales workers and truck drivers	15.87	15.35	655	626	41.3	33,942	32,552	2,139
Driver/sales workers	14.02	14.44	589	578	42.0	30,609	30,039	2,184
Truck drivers, heavy and tractor-trailer	16.99	17.00	708	706	41.6	36,615	36,732	2,155
Truck drivers, light or delivery services	13.71	13.50	546	540	39.8	28,410	28,080	2,072
Dredge, excavating, and loading machine operators	22.50	20.45	826	770	36.7	39,120	28,860	1,739
Industrial truck and tractor operators	13.87	13.76	554	550	40.0	28,805	28,621	2,077
Laborers and material movers, hand	11.35	9.00	439	338	38.6	22,804	17,550	2,009
Cleaners of vehicles and equipment	11.33	12.00	453	480	40.0	23,572	24,960	2,080
Laborers and freight, stock, and material movers, hand	10.79	9.00	415	338	38.4	21,578	17,550	1,999

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, weighted by hours.

³ Mean weekly earnings are based on 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 based on 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.