

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	\$21.85	\$18.13	\$864	\$719	39.5	\$44,077	\$36,972	2,017
Management occupations	37.18	32.70	1,502	1,331	40.4	78,085	69,222	2,100
General and operations managers	51.11	40.62	2,094	1,800	41.0	108,912	93,600	2,131
Marketing and sales managers	40.27	37.57	1,633	1,496	40.5	84,899	77,793	2,108
Marketing managers	39.05	37.57	1,616	1,496	41.4	84,050	77,793	2,153
Sales managers	41.55	42.17	1,649	1,687	39.7	85,753	87,722	2,064
Financial managers	33.45	26.06	1,332	1,042	39.8	69,284	54,205	2,072
Human resources managers	35.68	32.70	1,468	1,472	41.1	76,320	76,518	2,139
Construction managers	36.50	37.50	1,465	1,500	40.1	76,157	78,000	2,087
Medical and health services managers	35.33	40.00	1,413	1,600	40.0	73,492	83,200	2,080
Business and financial operations occupations	29.38	24.21	1,194	968	40.6	62,091	50,326	2,113
Buyers and purchasing agents	24.64	22.66	1,006	906	40.8	52,309	47,133	2,123
Wholesale and retail buyers, except farm products	23.15	20.00	947	900	40.9	49,235	46,800	2,126
Purchasing agents, except wholesale, retail, and farm products	26.60	27.25	1,083	1,161	40.7	56,332	60,355	2,118
Human resources, training, and labor relations specialists	32.52	30.96	1,251	1,084	38.5	65,050	56,347	2,001
Accountants and auditors	29.43	29.72	1,146	1,042	38.9	59,604	54,208	2,025
Financial analysts and advisors	44.81	38.62	1,777	1,545	39.7	92,403	80,323	2,062
Computer and mathematical science occupations	41.95	44.56	1,689	1,788	40.3	87,844	93,001	2,094
Computer software engineers	56.74	50.96	2,301	1,894	40.6	119,642	98,500	2,109
Computer software engineers, applications	60.35	51.61	2,457	2,038	40.7	127,772	106,001	2,117
Computer support specialists	37.01	41.11	1,478	1,644	39.9	76,868	85,500	2,077
Computer systems analysts	44.50	49.60	1,819	1,984	40.9	94,597	103,168	2,126
Network and computer systems administrators	31.24	24.39	1,250	976	40.0	64,977	50,731	2,080
Architecture and engineering occupations	31.03	27.78	1,242	1,132	40.0	64,605	58,885	2,082
Engineers	41.09	40.08	1,668	1,538	40.6	86,731	80,001	2,111

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								
Electrical and electronics engineers	\$45.57	\$43.85	\$1,823	\$1,754	40.0	\$94,791	\$91,200	2,080
Life, physical, and social science occupations	28.88	24.99	1,162	1,000	40.2	60,439	51,977	2,093
Community and social services occupations	17.00	15.05	646	580	38.0	33,206	29,710	1,954
Social workers	18.63	18.14	701	696	37.6	35,989	35,942	1,931
Miscellaneous community and social service specialists	13.05	12.10	497	413	38.1	25,845	21,486	1,981
Social and human service assistants	12.48	11.69	474	413	38.0	24,651	21,486	1,975
Legal occupations	40.58	26.15	1,607	1,046	39.6	83,571	54,400	2,060
Education, training, and library occupations	20.61	18.10	754	628	36.6	34,736	32,098	1,685
Primary, secondary, and special education school teachers	20.97	16.58	770	651	36.7	35,257	32,942	1,681
Preschool and kindergarten teachers	15.42	13.37	574	535	37.2	28,989	27,810	1,880
Preschool teachers, except special education	14.88	13.37	554	500	37.3	28,290	26,000	1,901
Elementary and middle school teachers	30.65	27.68	1,139	969	37.2	42,474	35,848	1,386
Teacher assistants	12.11	13.00	465	480	38.4	23,503	24,594	1,940
Arts, design, entertainment, sports, and media occupations	23.25	19.75	929	790	39.9	48,301	41,080	2,077
Healthcare practitioner and technical occupations	34.95	28.00	1,357	1,120	38.8	70,555	58,240	2,019
Registered nurses	28.52	26.91	1,132	1,076	39.7	58,888	55,973	2,064

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	\$13.36	\$12.26	\$514	\$480	38.5	\$26,726	\$24,960	2,000
Nursing, psychiatric, and home health aides	11.94	12.00	459	452	38.4	23,859	23,478	1,999
Home health aides	11.45	10.75	434	412	37.9	22,554	21,424	1,969
Nursing aides, orderlies, and attendants	12.39	12.25	478	479	38.6	24,855	24,894	2,007
Miscellaneous healthcare support occupations	16.23	15.82	625	633	38.5	32,500	32,901	2,002
Food preparation and serving related occupations	11.56	10.00	441	386	38.2	22,677	19,827	1,962
First-line supervisors/managers, food preparation and serving workers	26.75	23.87	1,115	955	41.7	57,971	49,641	2,167
First-line supervisors/managers of food preparation and serving workers	24.22	23.87	1,015	800	41.9	52,784	41,600	2,179
Cooks	11.55	11.15	450	440	39.0	23,408	22,880	2,026
Cooks, restaurant	12.67	13.00	487	480	38.4	25,337	24,960	1,999
Food preparation workers	15.08	15.61	603	624	40.0	31,366	32,460	2,080
Food service, tipped	8.77	8.32	305	277	34.7	15,704	14,485	1,791
Bartenders	8.74	9.23	282	279	32.2	14,649	14,485	1,675
Fast food and counter workers	9.41	9.25	354	350	37.6	17,839	18,200	1,895
Combined food preparation and serving workers, including fast food	9.10	9.00	341	333	37.4	16,783	17,160	1,843
Counter attendants, cafeteria, food concession, and coffee shop	9.63	9.66	362	350	37.6	18,599	18,200	1,932
Dishwashers	8.95	8.50	358	340	40.0	18,617	17,680	2,080
Building and grounds cleaning and maintenance occupations	13.17	11.00	504	440	38.3	20,480	18,200	1,555
Building cleaning workers	11.20	10.00	440	400	39.3	22,899	20,800	2,044

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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
Building and grounds cleaning and maintenance occupations –Continued								
Janitors and cleaners, except maids and housekeeping cleaners	\$13.04	\$12.88	\$512	\$500	39.2	\$26,618	\$26,000	2,041
Maids and housekeeping cleaners	9.05	8.76	356	344	39.4	18,527	17,888	2,047
Sales and related occupations	20.39	18.69	822	763	40.3	42,724	39,666	2,096
First-line supervisors/managers, sales workers	20.23	18.38	836	768	41.3	43,452	39,936	2,148
First-line supervisors/managers of retail sales workers ..	20.37	18.38	845	763	41.5	43,915	39,666	2,156
Retail sales workers	14.12	12.00	562	464	39.8	29,249	24,149	2,071
Cashiers, all workers	9.99	10.50	391	390	39.1	20,329	20,280	2,035
Cashiers	9.99	10.50	391	390	39.1	20,329	20,280	2,035
Counter and rental clerks and parts salespersons ..	16.68	16.00	667	640	40.0	34,701	33,280	2,080
Counter and rental clerks	14.37	12.00	575	480	40.0	29,888	24,960	2,080
Parts salespersons	18.68	16.00	747	640	40.0	38,844	33,280	2,080
Retail salespersons	15.03	13.00	604	485	40.2	31,398	25,209	2,089
Sales representatives, wholesale and manufacturing	27.50	25.11	1,129	1,019	41.1	58,728	53,000	2,136
Sales representatives, wholesale and manufacturing, technical and scientific products	30.33	27.50	1,213	1,100	40.0	63,090	57,200	2,080
Sales representatives, wholesale and manufacturing, except technical and scientific products	26.83	25.11	1,109	1,004	41.3	57,668	52,233	2,149
Office and administrative support occupations	17.65	16.71	693	656	39.2	36,029	34,112	2,041

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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
Office and administrative support occupations –Continued								
First-line supervisors/managers of office and administrative support workers	\$28.91	\$28.21	\$1,141	\$989	39.5	\$59,335	\$51,431	2,053
Financial clerks	16.43	16.25	645	638	39.3	33,554	33,150	2,042
Billing and posting clerks and machine operators	17.09	17.00	672	658	39.3	34,945	34,191	2,045
Bookkeeping, accounting, and auditing clerks	19.70	18.65	777	746	39.5	40,428	38,792	2,052
Tellers	13.72	13.18	535	501	39.0	27,843	26,033	2,030
Customer service representatives	15.96	15.10	632	600	39.6	32,852	31,200	2,058
Receptionists and information clerks	15.16	15.00	570	563	37.6	29,641	29,250	1,955
Dispatchers	18.76	17.29	750	692	40.0	39,016	35,972	2,080
Dispatchers, except police, fire, and ambulance	18.55	15.87	742	635	40.0	38,589	33,001	2,080
Shipping, receiving, and traffic clerks	17.05	16.07	669	643	39.2	34,766	33,426	2,039
Stock clerks and order fillers	14.34	14.00	570	560	39.7	29,632	29,120	2,067
Secretaries and administrative assistants	20.57	18.88	801	755	38.9	41,630	39,270	2,024
Executive secretaries and administrative assistants	24.14	23.17	935	877	38.7	48,636	45,585	2,015
Medical secretaries	17.72	18.00	695	720	39.2	36,143	37,440	2,040
Secretaries, except legal, medical, and executive	15.40	12.00	583	480	37.8	30,291	24,960	1,968
Insurance claims and policy processing clerks	18.46	17.08	717	683	38.8	37,277	35,516	2,019
Office clerks, general	18.25	18.13	720	725	39.5	37,461	37,710	2,052
Construction and extraction occupations	24.63	22.93	983	917	39.9	50,058	45,613	2,033
Carpenters	23.66	19.00	947	760	40.0	49,219	39,520	2,080
Construction laborers	21.78	19.90	871	796	40.0	41,216	39,520	1,893
Construction equipment operators	26.00	22.00	1,040	880	40.0	52,306	45,613	2,012

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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
Construction and extraction occupations –Continued								
Operating engineers and other construction equipment operators	\$28.61	\$29.24	\$1,144	\$1,170	40.0	\$56,677	\$45,613	1,981
Electricians	24.54	21.44	981	858	40.0	51,033	44,593	2,080
Pipelayers, plumbers, pipefitters, and steamfitters	25.49	22.88	1,020	915	40.0	53,014	47,586	2,080
Plumbers, pipefitters, and steamfitters	27.44	23.44	1,098	938	40.0	57,073	48,751	2,080
Helpers, construction trades ..	19.59	15.19	783	608	40.0	40,740	31,597	2,080
Installation, maintenance, and repair occupations	19.35	19.00	789	760	40.8	41,046	39,520	2,121
First-line supervisors/managers of mechanics, installers, and repairers	27.69	29.00	1,121	1,160	40.5	58,302	60,320	2,105
Automotive technicians and repairers	16.28	14.72	690	640	42.4	35,868	33,280	2,203
Automotive service technicians and mechanics	15.63	13.50	664	582	42.5	34,547	30,284	2,210
Bus and truck mechanics and diesel engine specialists ...	18.78	19.15	751	766	40.0	39,073	39,832	2,080
Industrial machinery installation, repair, and maintenance workers	17.53	18.59	698	743	39.8	36,321	38,661	2,072
Maintenance and repair workers, general	18.03	18.59	718	743	39.8	37,314	38,661	2,070
Production occupations	15.91	14.50	634	580	39.8	31,887	29,519	2,004
First-line supervisors/managers of production and operating workers	22.56	17.63	895	705	39.7	45,666	36,670	2,024
Electrical, electronics, and electromechanical assemblers	13.44	13.05	537	522	40.0	27,945	27,152	2,080
Miscellaneous assemblers and fabricators	12.60	12.73	504	509	40.0	26,214	26,478	2,080

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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
Production occupations								
–Continued								
Machine tool cutting setters, operators, and tenders, metal and plastic	\$16.08	\$15.50	\$629	\$620	39.1	\$32,705	\$32,240	2,034
Miscellaneous metalworkers and plastic workers	15.71	15.07	628	603	40.0	32,666	31,346	2,080
Printers	16.32	16.00	653	640	40.0	33,946	33,280	2,080
Printing machine operators	16.59	16.00	664	640	40.0	34,502	33,280	2,080
Inspectors, testers, sorters, samplers, and weighers	18.37	18.02	735	721	40.0	38,208	37,482	2,080
Miscellaneous production workers	13.31	10.22	532	409	40.0	20,760	12,266	1,560
Transportation and material moving occupations	17.54	17.32	685	672	39.0	35,122	34,923	2,002
Driver/sales workers and truck drivers	19.32	19.00	783	760	40.5	40,602	39,520	2,101
Truck drivers, heavy and tractor-trailer	19.25	18.62	783	760	40.7	40,591	39,520	2,108
Truck drivers, light or delivery services	17.73	19.00	736	760	41.5	38,291	39,520	2,160
Industrial truck and tractor operators	17.72	18.37	709	735	40.0	36,858	38,210	2,080
Laborers and material movers, hand	13.22	13.27	527	521	39.9	26,287	27,086	1,989
Laborers and freight, stock, and material movers, hand	13.84	14.40	556	580	40.2	27,327	28,746	1,975
Packers and packagers, hand	11.10	10.80	437	432	39.4	22,709	22,464	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, 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.