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## Occupational Employment and Wages in Buffalo-Cheektowaga-Niagara Falls — May 2016

Workers in the Buffalo-Cheektowaga-Niagara Falls Metropolitan Statistical Area had an average (mean) hourly wage of \$22.30 in May 2016, about 7 percent below the nationwide average of \$23.86, according to the U.S. Bureau of Labor Statistics. Chief Regional Economist Martin Kohli noted that, after testing for statistical significance, average wages in the local area were higher than their respective national averages in 4 of the 22 major occupational groups, including production; construction and extraction; and building and grounds cleaning and maintenance. Twelve groups had significantly lower average wages than their respective national averages, including legal; computer and mathematical; and life, physical, and social science.

When compared to the nationwide distribution, local employment was more highly concentrated in 7 of the 22 occupational groups, including education, training, and library; office and administrative support; and sales and related. Conversely, nine groups had employment shares significantly below their national representation, including transportation and material moving; business and financial operations; and management. (See [table A](#) and [box note](#) at end of release.)

**Table A. Occupational employment and wages by major occupational group, United States and the Buffalo-Cheektowaga-Niagara Falls Metropolitan Statistical Area, and measures of statistical significance, May 2016**

Major occupational group	Percent of total employment		Mean hourly wage		
	United States	Buffalo	United States	Buffalo	Percent difference <sup>(1)</sup>
Total, all occupations .....	100.0	100.0	\$23.86	\$22.30*	-7
Management .....	5.1	4.2*	56.74	53.46*	-6
Business and financial operations .....	5.2	4.4*	36.09	33.02*	-9
Computer and mathematical .....	3.0	2.3*	42.25	34.01*	-20
Architecture and engineering .....	1.8	1.3*	40.53	35.43*	-13
Life, physical, and social science .....	0.8	0.8	35.06	27.32*	-22
Community and social service .....	1.4	1.9*	22.69	21.44*	-6
Legal .....	0.8	0.8	50.95	42.32*	-17
Education, training, and library .....	6.2	7.6*	26.21	24.95*	-5
Arts, design, entertainment, sports, and media .....	1.4	1.0*	28.07	24.17*	-14
Healthcare practitioners and technical .....	5.9	6.4*	38.06	36.57	-4
Healthcare support .....	2.9	2.9	14.65	14.92	2
Protective service .....	2.4	2.7*	22.03	21.88	-1
Food preparation and serving related .....	9.2	9.6	11.47	11.56	1
Building and grounds cleaning and maintenance .....	3.2	3.3	13.47	13.98*	4
Personal care and service .....	3.2	3.6*	12.74	12.60	-1
Sales and related .....	10.4	10.9*	19.50	18.62*	-5
Office and administrative support .....	15.7	16.9*	17.91	17.77	-1
Farming, fishing, and forestry .....	0.3	(2)*	13.37	16.54*	24

Note: See footnotes at end of table.

**Table A. Occupational employment and wages by major occupational group, United States and the Buffalo-Cheektowaga-Niagara Falls Metropolitan Statistical Area, and measures of statistical significance, May 2016 - Continued**

Major occupational group	Percent of total employment		Mean hourly wage		
	United States	Buffalo	United States	Buffalo	Percent difference <sup>(1)</sup>
Construction and extraction.....	4.0	3.7*	23.51	24.32*	3
Installation, maintenance, and repair .....	3.9	3.5*	22.45	21.59*	-4
Production .....	6.5	6.5	17.88	18.95*	6
Transportation and material moving .....	6.9	5.6*	17.34	16.47*	-5

Footnotes:

(1) A positive percent difference measures how much the mean wage in the Buffalo-Cheektowaga-Niagara Falls Metropolitan Statistical Area is above the national mean wage, while a negative difference reflects a lower wage.

(2) Indicates a value of less than 0.05 percent

\* The percent share of employment or mean hourly wage for this area is significantly different from the national average of all areas at the 90-percent confidence level.

One occupational group—sales and related—was chosen to illustrate the diversity of data available for any of the 22 major occupational categories. Buffalo-Cheektowaga-Niagara Falls had 60,020 jobs in sales and related, accounting for 10.9 percent of local area employment, significantly higher than the 10.4-percent share nationally. The average hourly wage for this occupational group locally was \$18.62, significantly below the national wage of \$19.50.

Some of the largest detailed occupations within the sales and related group included retail salespersons (20,360); cashiers (14,520); and sales representatives, wholesale and manufacturing, except technical and scientific products (6,130). Among the higher paying jobs were securities, commodities, and financial services sales agents and wholesale and manufacturing sales representatives, technical and scientific products, with mean hourly wages of \$44.88 and \$41.22, respectively. At the lower end of the wage scale were cashiers (\$10.30) and retail salespersons (\$12.73). (Detailed occupational data for sales and related are presented in [table 1](#); for a complete listing of detailed occupations available go to [www.bls.gov/oes/2016/may/oes\\_15380.htm](http://www.bls.gov/oes/2016/may/oes_15380.htm) .)

Location quotients allow us to explore the occupational make-up of a metropolitan area by comparing the composition of jobs in an area relative to the national average. (See [table 1](#).) For example, a location quotient of 2.0 indicates that an occupation accounts for twice the share of employment in the area than it does nationally. In the Buffalo-Cheektowaga-Niagara Falls Metropolitan Statistical Area, above-average concentrations of employment were found in some of the occupations within the sales and related group. For instance, securities, commodities, and financial services sales agents were employed at 1.3 times the national rate in Buffalo. On the other hand, parts salespersons had a location quotient of 1.0 in Buffalo, indicating that this particular occupation’s local and national employment shares were similar.

These statistics are from the Occupational Employment Statistics (OES) survey, a federal-state cooperative program between BLS and State Workforce Agencies, in this case, the New York State Department of Labor.

## Note on Occupational Employment Statistics Data

A value that is statistically different from another does not necessarily mean that the difference has economic or practical significance. Statistical significance is concerned with the ability to make confident statements about a universe based on a sample. It is entirely possible that a large difference between two values is not significantly different statistically, while a small difference is, since both the size and heterogeneity of the sample affect the relative error of the data being tested.

## Technical Note

The Occupational Employment Statistics (OES) survey is a semiannual mail survey measuring occupational employment and wage rates for wage and salary workers in nonfarm establishments in the United States. The OES data available from BLS include cross-industry occupational employment and wage estimates for the nation; over 650 areas, including states and the District of Columbia, metropolitan statistical areas (MSAs), metropolitan divisions, nonmetropolitan areas, and territories; national industry-specific estimates at the NAICS sector, 3-, 4-, and selected 5- and 6-digit industry levels, and national estimates by ownership across all industries and for schools and hospitals. OES data are available at [www.bls.gov/oes/tables.htm](http://www.bls.gov/oes/tables.htm).

OES estimates are constructed from a sample of about 1.2 million establishments. Each year, two semiannual panels of approximately 200,000 sampled establishments are contacted, one panel in May and the other in November. Responses are obtained by mail, Internet or other electronic means, email, telephone, or personal visit. The May 2016 estimates are based on responses from six semiannual panels collected over a 3-year period: May 2016, November 2015, May 2015, November 2014, May 2014, and November 2013. The overall national response rate for the six panels, based on the 50 states and the District of Columbia, is 73 percent based on establishments and 69 percent based on weighted sampled employment. The unweighted employment of sampled establishments across all six semiannual panels represents approximately 58 percent of total national employment. The sample in the Buffalo-Cheektowaga-Niagara Falls Metropolitan Statistical Area included 3,909 establishments with a response rate of 75 percent. For more information about OES concepts and methodology, go to [www.bls.gov/news.release/ocwage.tn.htm](http://www.bls.gov/news.release/ocwage.tn.htm).

The May 2016 OES estimates are based on the 2010 Standard Occupational Classification (SOC) system and the 2012 North American Industry Classification System (NAICS). Information about the 2010 SOC is available on the BLS website at [www.bls.gov/soc](http://www.bls.gov/soc) and information about the 2012 NAICS is available at [www.bls.gov/bls/naics.htm](http://www.bls.gov/bls/naics.htm).

### Metropolitan area definitions

The substate area data published in this release reflect the standards and definitions established by the U.S. Office of Management and Budget.

The **Buffalo-Cheektowaga-Niagara Falls, N.Y. Metropolitan Statistical Area** includes Erie and Niagara Counties.

### Additional information

OES data are available on our regional web page at [www.bls.gov/regions/new-york-new-jersey](http://www.bls.gov/regions/new-york-new-jersey). Answers to frequently asked questions about the OES data are available at [www.bls.gov/oes/oes\\_ques.htm](http://www.bls.gov/oes/oes_ques.htm). Detailed technical information about the OES survey is available in our Survey Methods and Reliability Statement on the BLS website at [www.bls.gov/oes/current/methods\\_statement.pdf](http://www.bls.gov/oes/current/methods_statement.pdf).

Information in this release will be made available to sensory impaired individuals upon request. Voice phone: (202) 691-5200; Federal Relay Service: (800) 877-8339.

**Table 1. Employment and wage data from the Occupational Employment Statistics survey, by occupation, Buffalo-Cheektowaga-Niagara Falls Metropolitan Statistical Area, May 2016**

Occupation <sup>(1)</sup>	Employment		Mean wages	
	Level <sup>(2)</sup>	Location quotient <sup>(3)</sup>	Hourly	Annual <sup>(4)</sup>
Sales and related occupations .....	60,020	1.1	\$18.62	\$38,740
First-line supervisors of retail sales workers .....	4,670	1.0	20.41	42,450
First-line supervisors of non-retail sales workers .....	1,380	1.4	41.17	85,640
Cashiers .....	14,520	1.1	10.30	21,420
Gaming change persons and booth cashiers.....	230	2.6	13.10	27,240
Counter and rental clerks .....	1,570	0.9	13.08	27,210
Parts salespersons.....	1,010	1.0	16.14	33,560
Retail salespersons .....	20,360	1.2	12.73	26,490
Advertising sales agents .....	490	0.9	24.48	50,930
Insurance sales agents .....	1,560	1.0	31.64	65,820
Securities, commodities, and financial services sales agents.....	1,770	1.3	44.88	93,350
Travel agents.....	300	1.1	15.54	32,330
Sales representatives, services, all other.....	2,960	0.8	27.43	57,050
Sales representatives, wholesale and manufacturing, technical and scientific products.....	1,670	1.3	41.22	85,730
Sales representatives, wholesale and manufacturing, except technical and scientific products.....	6,130	1.1	31.48	65,480
Demonstrators and product promoters.....	130	0.4	14.98	31,160
Real estate sales agents .....	200	0.3	31.69	65,910
Sales engineers.....	140	0.5	37.09	77,140
Telemarketers .....	770	0.9	14.85	30,880
Sales and related workers, all other.....	110	0.4	19.48	40,520

Footnotes:

(1) For a complete listing of all detailed occupations in the Buffalo-Cheektowaga-Niagara Falls, NY Metropolitan Statistical Area see [www.bls.gov/oes/current/oes\\_15380.htm](http://www.bls.gov/oes/current/oes_15380.htm)

(2) Estimates for detailed occupations do not sum to the totals because the totals include occupations not shown separately. Estimates do not include self-employed workers.

(3) The location quotient is the ratio of the area concentration of occupational employment to the national average concentration. A location quotient greater than one indicates the occupation has a higher share of employment than average, and a location quotient less than one indicates the occupation is less prevalent in the area than average.

(4) Annual wages have been calculated by multiplying the hourly mean wage by a "year-round, full-time" hours figure of 2,080 hours; for those occupations where there is not an hourly mean wage published, the annual wage has been directly calculated from the reported survey data.