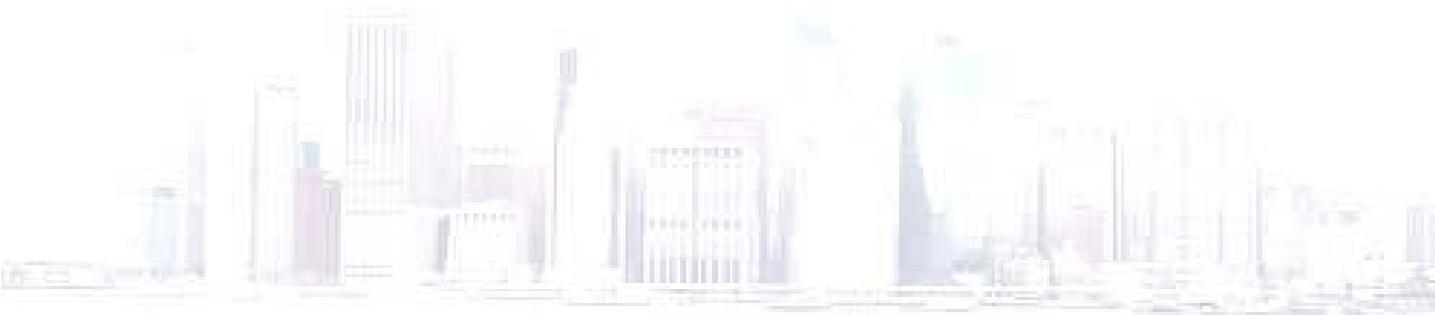


Sector Profiles

2007





The mission of the NYC **Workforce Investment Board** (WIB) is to support the Mayor's economic development agenda by ensuring that the City's workforce development system can deliver the skilled workers that local businesses need to grow, compete, and prosper in the 21st century economy. The WIB is comprised of over 40 members, appointed by the Mayor, who represent the City's leading businesses, labor unions, economic and workforce development organizations, educational institutions and community-based organizations. The WIB oversees, and establishes policies for, an array of employment and training services for businesses and jobseekers funded by the Workforce Investment Act of 1998.



The NYC **Department of Small Business Services** makes it easier for companies in New York City to do business. We provide direct assistance to business owners, foster neighborhood development in commercial districts, promote financial and economic opportunity among minority and women-owned businesses, prepare New Yorkers for jobs and link employers to a skilled and qualified workforce.

Helping Businesses Form and Grow



NYC Business Solutions is at the forefront of the Mayor's commitment to support and grow New York City's small businesses.

The system, which is housed in eight Business Solutions Centers located in downtown business districts throughout the five boroughs, helps businesses connect to financing and incentives, navigate government, compete for contracts, recruit and train workers, and acquire emergency assistance. NYC Business Solutions administers incentive programs such as the Energy Cost Savings Program, Industrial Relocation Grant Program, Lower Manhattan Energy Program, and Printers Relocation Fund, which reduce operating costs and promote investment, employment, and relocation throughout New York City, and NYC Business Express, an interactive website that helps entrepreneurs navigate the process of opening and operating a business in the City. Currently, restaurant owners can use NYC Business Express to identify City, State and Federal requirements and access resources and incentives for their business.

NYC Business Solutions Hiring & Training helps businesses save time and money when recruiting employees by providing pre-screened, qualified job candidates, and connecting businesses to training programs designed to improve workforce skills and reduce turnover. SBS offers customized training grants tailored to the specific needs of employers and helps businesses apply for state and federal training programs.

Connecting New Yorkers to Jobs and Training



SBS runs New York City's workforce development programs, which connect employers to a skilled workforce and provide training and placement services to the City's adult workforce.

Workforce1 Career Centers are located throughout the five boroughs and provide the City's jobseekers with a full array of employment services including career advisement, job search counseling, skills training, and job placement. SBS operates these centers in coordination with the New York State Department of Labor and the City University of New York, combining the expertise of many different organizations to provide a seamless network of employment services and business development resources.

Contents:

Accommodation & Food Services

Finance & Insurance

Health Care & Social Assistance

Manufacturing

Retail

Transportation & Warehousing

Guide to Sector Profiles



Introduction

In the 2007-08 operating year, the New York City Department of Small Business Services introduced a sector-based framework to the Workforce1 and Business Solutions systems to strategically address and target industry-specific workforce needs. This provides a mechanism to identify and address:

- Overall competitiveness of targeted sectors
- Workforce needs of businesses within targeted industries
- Training needs of jobseekers in targeted occupations

How to read a sector profile

The Sector Profiles provide a snapshot of the economic base and employment projections for the six target sectors selected by the Workforce1 Career Centers. The purpose of the profiles serve to better understand the state of the sector in New York City from both the business and workforce development perspective.

Sector Overview

This overview describes the industries and occupations that comprise the sector. The bullets provide national employment projections for the sector.

Subsector Graph

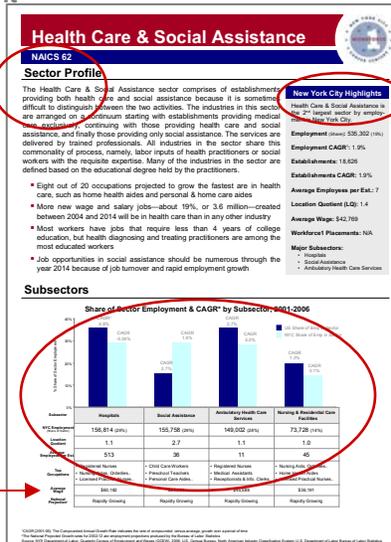
This graph shows the major subsectors that make up the sector to identify target industries. The graph compares the share of the US sector employment to the New York City sector employment. The CAGR, or compound annual growth rate, indicates the growth of a subsector's employment year-to-year.

The chart below lists the number employed, competitiveness, average business size, top occupations, average wage, and national outlook for each subsector. The *Location Quotient* represents the competitiveness of the subsector in New York City compared to the rest of the nation.

Workforce1 Target Sectors

Target Sectors	Bronx	Brooklyn	Manhattan	Queens	Sitton Island
Health Care & Social Assistance	Highly Targeted				
Finance & Insurance	Highly Targeted				
Retail	Highly Targeted				
Accommodation & Food Services	Highly Targeted				
Manufacturing	Highly Targeted				
Transportation & Warehousing	Highly Targeted				

Front



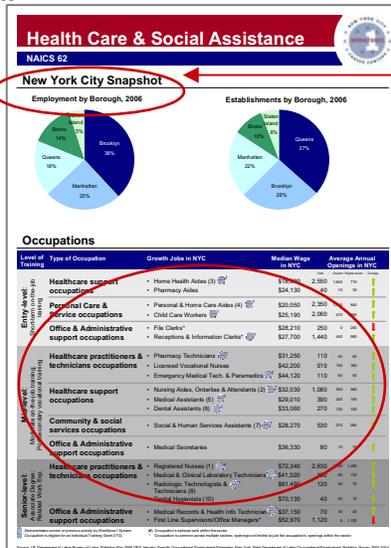
New York City Highlights

The New York City sector data includes total employment, establishments, wage, and location quotient (LQ). The LQ compares the percent employment in New York City with percent employment nationwide.

New York City Snapshot

Shows the concentration of the sector's employment and establishments by borough.

Back



Occupations

This table lists major occupations in the sector. Occupations are categorized by training levels to illustrate possible career ladders.

Within each occupational group, targeted jobs in New York City are listed with their median wage and projected average annual openings. Total openings are made up of a combination of new, or growth, and replacement jobs. Also, the sector's top ten jobs in the nation are also noted.

The "T" indicates the occupation has had current or previous activity within the Workforce1 System. The "IT" indicates occupations eligible for Individual Training Grants (ITG).

Workforce1 Target Sectors

July 2007 – June 2008



Target Sectors	Bronx	Brooklyn	Manhattan	Queens	Staten Island
Accommodation & Food Services			 		
Finance & Insurance	 			 	
Health Care & Social Assistance		 	 	 	
Manufacturing	 				
Retail		 		 	
Transportation & Warehousing				 	

Accommodation & Food Services

NAICS 72



Sector Profile

The Accommodation & Food Services sector comprises of establishments providing customers with lodging and/or preparing meals, snacks, and beverages for immediate consumption. The sector includes both accommodation and food services establishments because the two activities are often combined at the same establishment.

- Cashiers, a popular occupation within this sector, are trained on-the-job and often require little-to-no previous experience. Positions usually start at minimum wage and more than 50% of cashiers work part-time.
- For food and beverage related workers, tips comprise a major portion of earnings. Competition exists for jobs where potential earnings from tips are greatest—bartenders, waiters and waitresses, and other jobs in popular restaurants and fine dining establishments.
- Building cleaning workers has one of the largest number of job openings of any occupation each year though many of the jobs are replacement jobs to replace the many workers who leave because of the limited opportunities for training or advancement, low pay, and high incidence of only part-time or temporary work.

New York City Highlights

Accommodation & Food Services is the 6th largest sector by employment in New York City.

Employment (Share): 217,186 (6%)

Employment CAGR¹: 2.1%

Establishments: 14,722

Establishment CAGR: 1.6%

Average Business Size: 15

Location Quotient (LQ): 0.7

Average Wage: \$27,161

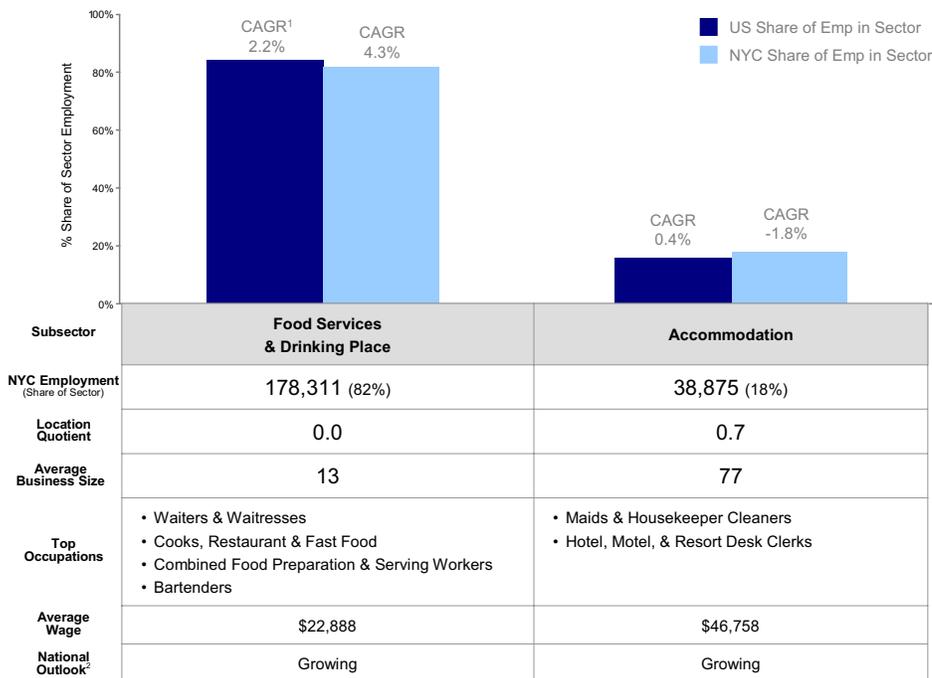
Workforce1 Placements: N/A

Major Subsectors:

- Food Services & Drinking Places
- Accommodation

Subsectors

Share of Sector Employment & CAGR* by Subsector, 2001-2006



¹CAGR (2001-06): The Compounded Annual Growth Rate indicates the rate of *compounded*, versus average, growth over a period of time

²Represents the Bureau of Labor Statistics' National Projected Employment Growth Rate for 2002-12

Source: NYS Department of Labor, Quarterly Census of Employment and Wages (QCEW), 2006; U.S. Census Bureau, North American Industry Classification System; U.S. Department of Labor Bureau of Labor Statistics

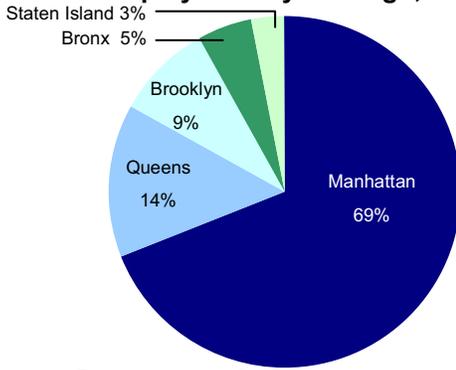
Accommodation & Food Services

NAICS 72

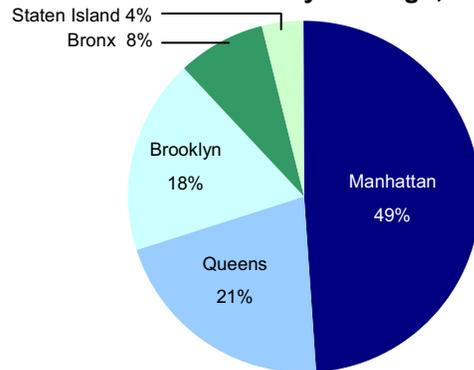


New York City Snapshot

Employment by Borough, 2006



Establishments by Borough, 2006



Occupations

Level of Training	Type of Occupation	Growth Jobs in NYC	Median Wage in NYC	Average Annual Openings in NYC			
				Total	Growth / Replacement	Change	
Entry-level: Short-term on-the-job training	Food Preparation & Serving Related Occupations	• Waiters & Waitresses (1)	\$20,000	5,200	2,810	2,390	↑
		• Food Preparation Workers (6)	\$23,060	1,350	340	1,010	↑
		• Combined Food Preparation & Serving Workers, including fast food (2)	\$14,630	1,230	220	1,010	↑
		• Counter Attendants, Cafeteria, Food Concession, & Coffee Shop (10)	\$17,610	950	120	830	↑
		• Dishwashers (7)	\$15,930	450	90	360	↑
		• Bartenders (9)	\$21,650	500	80	420	↑
		• Dining Room, Cafeteria Attendants, & Bartender Helpers	\$16,450	370	70	300	↑
Entry-level: Short-term on-the-job training	Building & Grounds Cleaning & Maintenance Occupations	• Cooks, fast food (5)	\$15,710	320	70	250	↑
		• Hosts & Hostesses, Restaurant, Lounge, & Coffee Shop	\$22,490	150	30	120	↑
		• Maids & Housekeeping Cleaners (8) *	\$32,820	1,280	290	990	↑
Entry-level: Short-term on-the-job training	Office & Administrative Support Occupations	• Hotel, Motel, & Resort Desk Clerks	\$34,860	140	30	110	↑
		Sales & Related Occupations	• Cashiers	\$16,520	3,320	120	3,200
Mid-level: Moderate on-the-job or vocational training	Food Preparation & Serving Related Occupations	• Cooks, Institution & Cafeteria	\$29,900	170	10	160	↑
	Installation, Maintenance, & Repair Occupations	• Maintenance & Repair Workers, general *	\$35,960	1,120	370	750	↑
Senior-level: Related work experience	Management Occupations	• General & Operations Managers *	\$131,420	1,090	350	740	↑
		• First-line Supervisors/Managers of Food Preparation & Serving Workers (4)	\$30,100	540	160	380	↑
		• Cooks, restaurant (3)	\$24,000	570	130	440	↑
		• Food Service Managers	\$49,160	140	40	100	↑
		• Chefs & Head Cooks	\$41,840	120	30	90	↑

Demonstrates current or previous activity by Workforce1 System
 Occupation is eligible for an Individual Training Grant (ITG)

(#) Occupation's national rank within the sector
 * Occupation is common across multiple sectors; openings not limited to just the occupation's openings within the sector

Finance & Insurance

NAICS 52



Sector Profile

The Finance and Insurance sector comprises of establishments primarily engaged in and/or facilitating financial transactions (transactions involving the creation, liquidation, or change in ownership of financial assets). Three principal types of activities are: (1) Raising funds by taking deposits and/or issuing securities and, in the process, incurring liabilities; (2) Pooling of risk by underwriting insurance and annuities; (3) Facilitating or supporting financial intermediation, insurance and employee benefit programs.

- Wage and salary employment in banking is projected to decline 2 percent over the 2004-2014 period, compared to 14 percent growth for wage and salary employment across all industries, as consolidation and automation make banks more efficient
- Many job opportunities are expected for tellers and other office and administrative support workers because these occupations are large and have high turnover
- Office and administrative occupations usually require a high school diploma, whereas employers prefer college graduates for sales, managerial and professional jobs

New York City Highlights

Finance & Insurance is the 3rd largest sector by employment in New York City.

Employment (Share): 339,700 (9%)

Employment CAGR¹: -1.5%

Establishments: 10,881

Establishment CAGR: 2.2%

Average Business Size: 13

Location Quotient (LQ): 2.0

Average Wage: \$243,755

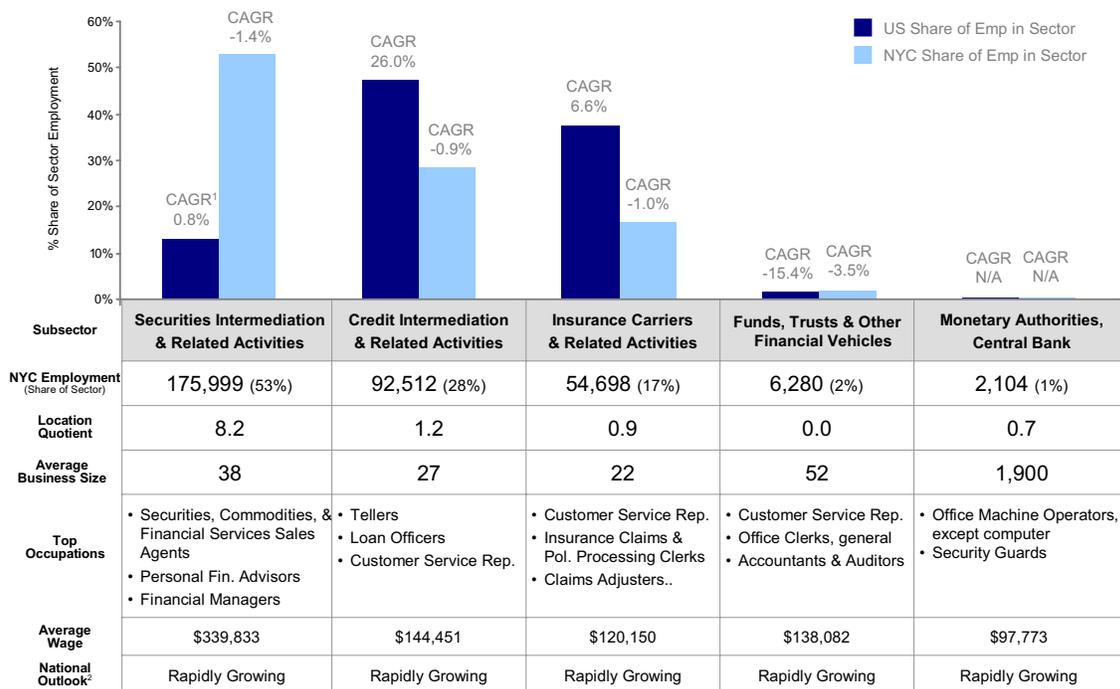
Workforce1 Placements: N/A

Major Subsectors:

- Securities Intermediation
- Credit Intermediation (Banks)

Subsectors

Share of Sector Employment & CAGR¹ by Subsector, 2001-2006



¹CAGR (2001-06): The Compounded Annual Growth Rate indicates the rate of *compounded*, versus average, growth over a period of time

²Represents the Bureau of Labor Statistics' National Projected Employment Growth Rate for 2002-12

Source: NYS Department of Labor, Quarterly Census of Employment and Wages (QCEW), 2006; U.S. Census Bureau, North American Industry Classification System; U.S. Department of Labor Bureau of Labor Statistics

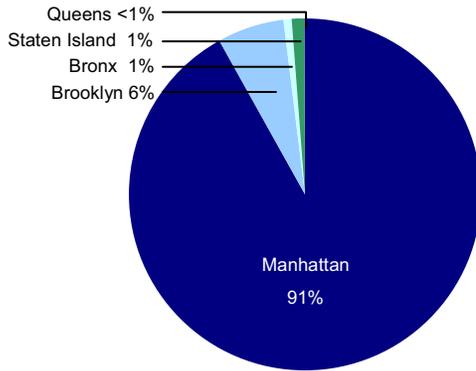
Finance & Insurance

NAICS 52

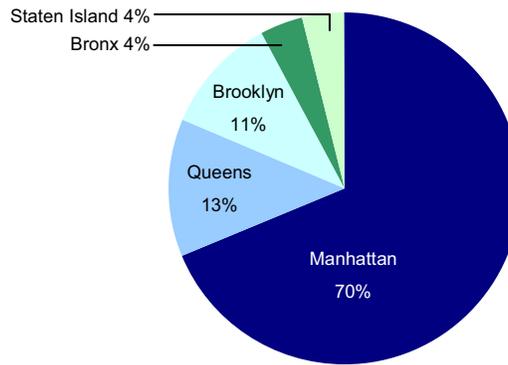


New York City Snapshot

Employment by Borough, 2006



Establishments by Borough, 2006



Occupations

Level of Training	Type of Occupation	Growth Jobs in NYC	Median Wage in NYC	Average Annual Openings in NYC			
				Total	Growth / Replacement	Change	
Entry-level: Short-term on-the-job training	Office & Administrative Support Occupations	• Bill & Account Collectors ^T	\$35,730	300	120	180	↑
		• Tellers (1) ^T	\$22,490	470	30	440	↑
		• Office Clerks, general (5)* ^T	\$27,180	2,440	0	2,440	↓
		• Loan Interviews & Clerks (6)	\$38,800	60	0	60	↓
		• Office Machine Operators, except computer	\$26,010	100	0	100	↓
	Protective Service Occupations	• Security Guards* ^T	\$22,390	1,720	340	1,380	↑
Mid-level: Moderate on-the-job training; Postsecondary vocational training	Office & Administrative Support Occupations	• Customer Service Representatives *(2) ^T	\$35,440	1,310	460	850	↑
		• Executive Secretaries & Administrative Assistants* ^T	\$45,060	2,020	450	1,570	↑
		• Brokerage Clerks ^T	\$45,910	220	20	200	↑
		• Insurance Claims & Policy Processing Clerks (7)	\$33,830	60	0	60	↓
Senior-level: Associate or Bachelors Degree; Long-term on-the-job training; Related work exp.	Office & Administrative Support Occupations	• First-line Supervisors/Managers of Office & Administrative Support Workers* (4)	\$52,970	1,120	0	1,120	↓
	Business & Financial Operations Occupations	• Accountants & Auditors* ^T	\$68,190	1,800	810	990	↑
		• Financial Analysts ^T	\$80,760	520	240	280	↑
		• Claims Adjusters, Examiners, & Investigators (8)	\$56,490	90	0	90	↓
Management Occupations	• Loan Officers (3)	\$66,270	80	0	80	↓	
Sales & Related Occupations	• Financial Managers (10)	\$141,320	720	240	480	↑	
	• Securities, Commodities, & Financial Services Sales Agents (9)	\$119,020	540	180	360	↑	

^T Demonstrates current or previous activity by Workforce1 System
^{ITG} Occupation is eligible for an Individual Training Grant (ITG)

(#) Occupation's national rank within the sector
 * Occupation is common across multiple sectors; openings not limited to just the occupation's openings within the sector

Health Care & Social Assistance

NAICS 62



Sector Profile

The Health Care & Social Assistance sector comprises of establishments providing both health care and social assistance because it is sometimes difficult to distinguish between the two activities. The industries in this sector are arranged on a continuum starting with establishments providing medical care exclusively, continuing with those providing health care and social assistance, and finally those providing only social assistance. The services are delivered by trained professionals. All industries in the sector share this commonality of process, namely, labor inputs of health practitioners or social workers with the requisite expertise. Many of the industries in the sector are defined based on the educational degree held by the practitioners.

- Eight out of 20 occupations projected to grow the fastest are in health care, such as home health aides and personal & home care aides
- More new wage and salary jobs—about 19%, or 3.6 million—created between 2004 and 2014 will be in health care than in any other industry
- Most workers have jobs that require less than 4 years of college education, but health diagnosing and treating practitioners are among the most educated workers
- Job opportunities in social assistance should be numerous through the year 2014 because of job turnover and rapid employment growth

New York City Highlights

Health Care & Social Assistance is the 2nd largest sector by employment in New York City.

Employment (Share): 535,302 (15%)

Employment CAGR¹: 1.9%

Establishments: 18,626

Establishments CAGR: 1.9%

Average Business Size: 7

Location Quotient (LQ): 1.4

Average Wage: \$42,769

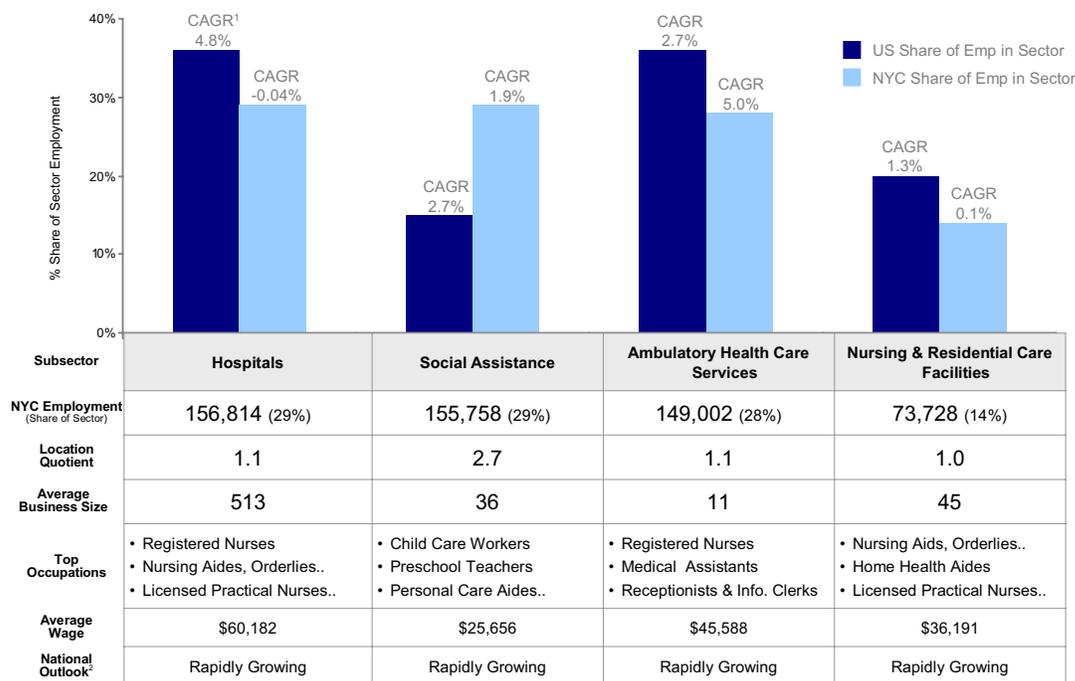
Workforce1 Placements: N/A

Major Subsectors:

- Hospitals
- Social Assistance
- Ambulatory Health Care Services

Subsectors

Share of Sector Employment & CAGR* by Subsector, 2001-2006



¹CAGR (2001-06): The Compounded Annual Growth Rate indicates the rate of *compounded*, versus average, growth over a period of time

²Represents the Bureau of Labor Statistics' National Projected Employment Growth Rate for 2002-12

Source: NYS Department of Labor, Quarterly Census of Employment and Wages (QCEW), 2006; U.S. Census Bureau, North American Industry Classification System; U.S. Department of Labor Bureau of Labor Statistics

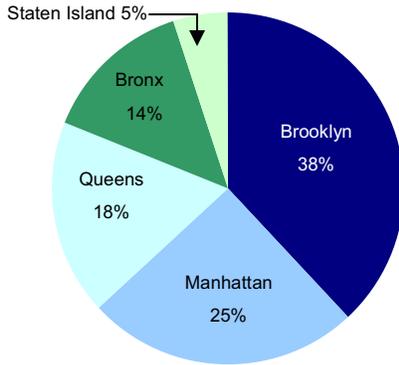
Health Care & Social Assistance

NAICS 62

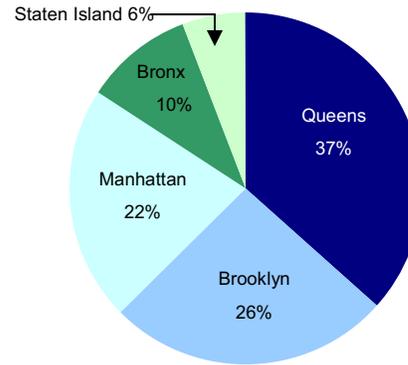


New York City Snapshot

Employment by Borough, 2006



Establishments by Borough, 2006



Occupations

Level of Training	Type of Occupation	Growth Jobs in NYC	Median Wage in NYC	Average Annual Openings in NYC			
				Total	Growth / Replacement	Change	
Entry-level: Short-term on-the-job training	Healthcare support occupations	<ul style="list-style-type: none"> Home Health Aides (3) Pharmacy Aides 	\$18,900	2,550	1,840	710	↑
	Personal Care & Service occupations	<ul style="list-style-type: none"> Personal & Home Care Aides (4) Child Care Workers 	\$20,050	2,350	1,510	840	↑
	Office & Administrative support occupations	<ul style="list-style-type: none"> File Clerks* Receptions & Information Clerks* 	\$28,210	250	0	250	↓
Mid-level: Moderate on-the-job training; Postsecondary vocational training	Healthcare practitioners & technicians occupations	<ul style="list-style-type: none"> Pharmacy Technicians Licensed Vocational Nurses Emergency Medical Tech. & Paramedics 	\$31,250	110	50	60	↑
	Healthcare support occupations	<ul style="list-style-type: none"> Nursing Aides, Orderlies & Attendants (2) Medical Assistants (5) Dental Assistants (6) 	\$32,030	1,080	500	580	↑
	Community & social services occupations	<ul style="list-style-type: none"> Social & Human Services Assistants (7) 	\$28,270	530	270	260	↑
	Office & Administrative support occupations	<ul style="list-style-type: none"> Medical Secretaries 	\$36,330	80	10	70	↑
Senior-level: Associate Degree; Related Work Exp.	Healthcare practitioners & technicians occupations	<ul style="list-style-type: none"> Registered Nurses (1) Medical & Clinical Laboratory Technicians Radiologic Technologists & Technicians (8) Dental Hygienists (10) 	\$72,340	2,630	1,140	1,490	↑
	Office & Administrative support occupations	<ul style="list-style-type: none"> Medical Records & Health Info Technician First Line Supervisors/Office Managers* 	\$37,150	70	30	40	↓

Demonstrates current or previous activity by Workforce1 System
 Occupation is eligible for an Individual Training Grant (ITG)

(#) Occupation's national rank within the sector
 * Occupation is common across multiple sectors; openings not limited to just the occupation's openings within the sector

Manufacturing

NAICS 31-33



Sector Profile

The Manufacturing sector comprises of establishments engaged in the mechanical, physical, or chemical transformation of materials, substances, or components into new products. Establishments in the Manufacturing sector are often described as plants, factories, or mills and characteristically use power-driven machines and materials-handling equipment. However, establishments that transform materials or substances into new products by hand or in the worker's home and those engaged in selling to the general public, such as bakeries, candy stores, and custom tailors, may also be included in this sector.

- In the food manufacturing subsector, 53% of the jobs are production jobs, which require little formal education or training and can be learned in a short time.
- In food manufacturing at a national level, 34% percent of all food manufacturing workers are employed in plants that slaughter and process animals while 19 % work in establishments that manufacture baked goods and tortillas.
- Positions in the printing subsector generally require high school diplomas with mathematical, verbal, computer, and written communication skills.

New York City Highlights

Manufacturing is the 15th largest sector by employment in New York City.

Employment (share): 104,988 (3%)

Employment CAGR¹: -7.4%

Establishments: 6,915

Establishment CAGR: -5.8%

Average Business Size: 15

Location Quotient (LQ): 0.3

Average Wage: \$48,523

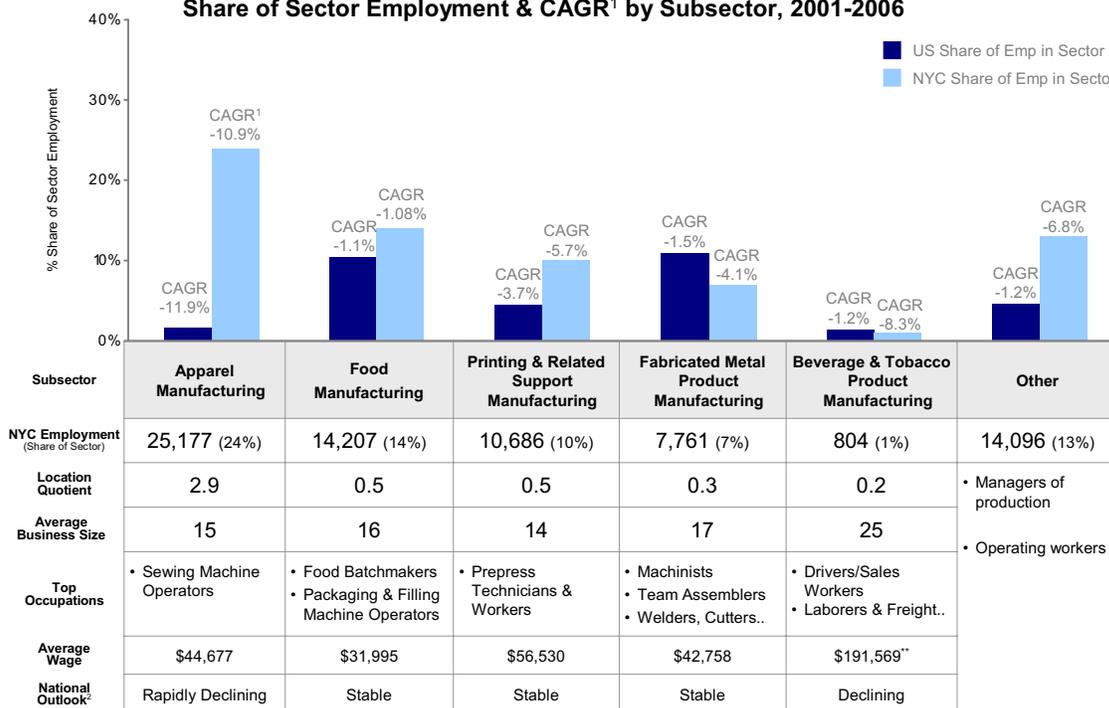
Workforce1 Placements: N/A

Major Subsectors:

- Apparel Manufacturing
- Food Manufacturing
- Printing & Related Support

Subsectors

Share of Sector Employment & CAGR¹ by Subsector, 2001-2006



¹CAGR (2001-06): The Compounded Annual Growth Rate indicates the rate of *compounded*, versus average, growth over a period of time

²Represents the Bureau of Labor Statistics' National Projected Employment Growth Rate for 2002-12

**National Average Wage for Beverage & Tobacco Product Manufacturing is \$33,000. High NYC Wage may due to small employment pool and/or management-level occupations.

Source: NYS Department of Labor, Quarterly Census of Employment and Wages (QCEW), 2006; U.S. Census Bureau, North American Industry Classification System; U.S. Department of Labor Bureau of Labor Statistics

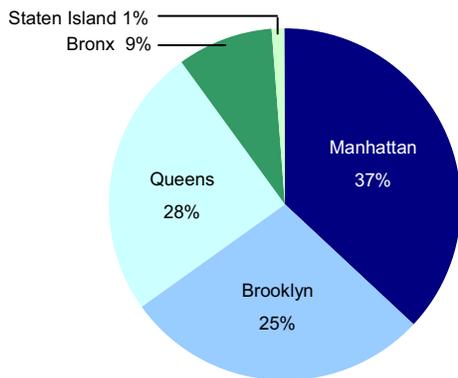
Manufacturing

NAICS 31-33

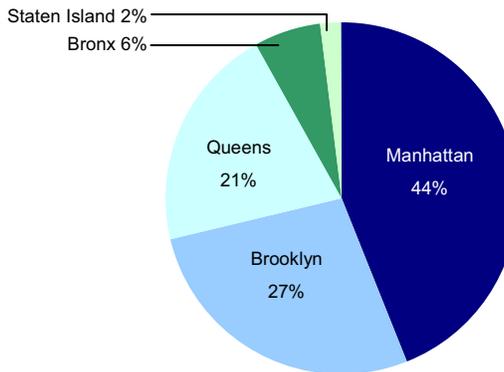


New York City Snapshot

Employment by Borough, 2006



Establishments by Borough, 2006



Occupations

Level of Training	Type of Occupation	Growth Jobs in NYC	Median Wage in NYC	Average Annual Openings in NYC			
				Total	Growth / Replacement	Change	
Entry-level: Short-term on-the-job training	Production Occupations	<ul style="list-style-type: none"> Helpers, Production Workers (3) Packaging & Filling Machine Operators & Tenders 	\$16,280	110	0	110	↓
	Office & Administrative Support Occupations	<ul style="list-style-type: none"> Production, Planning, & Expediting Clerks 	\$44,960	200	40	160	↑
	Transportation & Material Moving Occupations	<ul style="list-style-type: none"> Laborers & Freight, Stock, Material Movers, hand* (5) Packers & Packagers, hand (10) Driver/Sales Workers 	\$22,420	1,120	0	1,120	↓
Mid-Level: Moderate on-the-job training; Postsecondary vocational training	Production Occupations	<ul style="list-style-type: none"> Team Assemblers (1) Sewing Machine Operators Inspectors, Testers, Sorters, Samplers, & Weighers (4) 	\$19,890	220	0	220	↓
	Transportation & Material Moving Occupations	<ul style="list-style-type: none"> Truck Drivers, heavy & tractor-trailer 	\$42,640	230	10	220	↑
	Installation, Maintenance, & Repair Occupations	<ul style="list-style-type: none"> Maintenance & Repair Workers, general* (7) 	\$35,960	1,120	370	750	↑
	Sales & Related Occupations	<ul style="list-style-type: none"> Sales Representatives, wholesale & manufacturing, except technical & scientific products* (9) 	\$58,870	1,490	0	1,490	↓
Senior-level: Related work experience	Production Occupations	<ul style="list-style-type: none"> Machinists (6) Welders, Cutters, Solderers, & Brazers (8) First-line Supervisors/Managers of Production & Operating Workers (2) 	\$33,510	60	0	60	↓
			\$31,300	60	0	60	↓
			\$49,780	170	0	170	↓

Demonstrates current or previous activity by Workforce1 System
 Occupation is eligible for an Individual Training Grant (ITG)

(#) Occupation's national rank within the sector
 * Occupation is common across multiple sectors; openings not limited to just the occupation's openings within the sector

Retail

NAICS 44-45



Sector Profile

The retail trade sector comprises of establishments engaged in retailing merchandise, generally without transformation, and rendering services incidental to the sale of merchandise. The retailing process is the final step in the distribution of merchandise; retailers are, therefore, organized to sell merchandise in small quantities to the general public. This sector comprises two main types of retailers: store and non-store retailers.

- Sales and administrative support jobs make up 83 % of employment in the industry. Most jobs do not require formal education but wages tend to be relatively low and many positions are part-time.
- Customer service jobs usually require a high school degree but educational requirements are rising. Besides education, strong verbal communication and listening skills are key.
- Job openings for stock clerks and order fillers are projected to decline due to the use of automation in factories, warehouses, and stores. Workers hired for these positions are often expected to have experience with computers and other electronic office and business equipment.

New York City Highlights

Retail Trade is the 5th largest sector by employment in New York City.

Employment (Share): 282,885 (8%)

Employment CAGR¹: 1.1%

Establishments: 28,204

Establishment CAGR: -0.6%

Average Business Size: 10

Location Quotient (LQ): 0.6

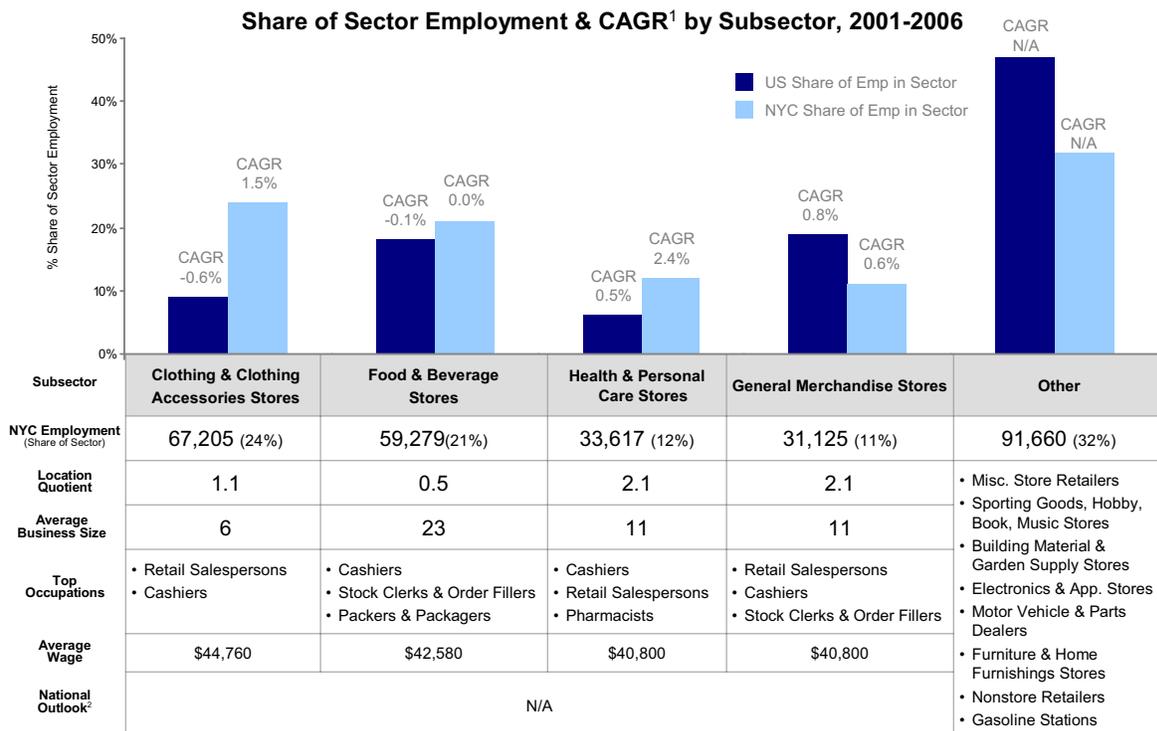
Average Wage: \$33,877

Workforce1 Placements: N/A

Major Subsectors:

- Clothing & Clothing Accessories Stores
- Food & Beverage Stores

Subsectors



¹CAGR (2001-06): The Compounded Annual Growth Rate indicates the rate of *compounded*, versus average, growth over a period of time

²Represents the Bureau of Labor Statistics' National Projected Employment Growth Rate for 2002-12

Source: NYS Department of Labor, Quarterly Census of Employment and Wages (QCEW), 2006; U.S. Census Bureau, North American Industry Classification System; U.S. Department of Labor Bureau of Labor Statistics

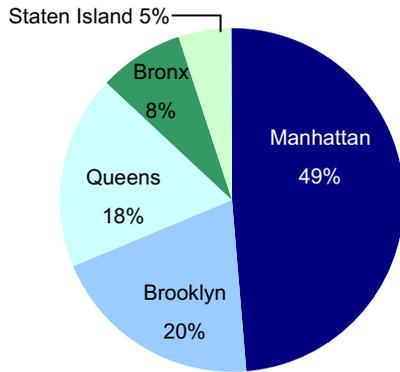
Retail

NAICS 44-45

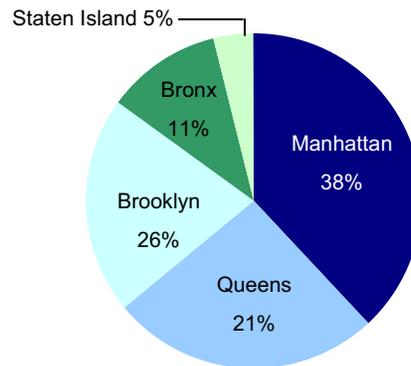


New York City Snapshot

Employment by Borough, 2006



Establishments by Borough, 2006



Occupations

Level of Training	Type of Occupation	Growth Jobs in NYC	Median Wage in NYC	Average Annual Openings in NYC			
				Total	Growth / Replacement	Change	
Entry-level: Short-term on-the-job training	Sales & Related Occupations	• Retail Salespersons* (1)	\$19,830	5,010	1,180	3,830	↑
		• Cashiers (2)*	\$16,520	3,320	120	3,200	↑
	Office & Administrative Support Occupations	• Stock Clerks & Order Fillers (3)*	\$18,780	1,220	0	1,220	↓
		• Office Clerks, general*	\$27,180	2,440	0	2,440	↓
		• Shipping, Receiving, & Traffic Clerks	\$25,950	290	0	290	↓
	Transportation & Material Moving Occupations	• Truck Drivers, Light or Delivery Services* (9)	\$31,880	300	110	190	↑
		• Laborers & Freight, Stock, & Material Movers, hand* (5)	\$22,420	1,120	0	1,120	↓
• Packers & Packagers, hand (8)*		\$17,780	220	0	220	↓	
Food Prep. & Serving Related Occupations	• Food Preparation Workers	\$23,060	1,350	340	1,110	↑	
Mid-level: Moderate on-the-job training; Postsecond. vocational training	Office & Administrative Support Occupations	• Customer Service Representatives (7)*	\$35,440	1,310	460	850	↑
		• Bookkeeping, Accounting, & Auditing Clerks (10)	\$36,050	960	0	960	↓
	Healthcare Practitioners & Technical Occupations	• Pharmacy Technicians	\$31,250	110	50	60	↑
	Installation, Maintenance, & Repair Occupations	• Automotive Service Technicians & Mechanics (6)	\$32,430	310	40	270	↑
Senior-level: Long-term training; Degree; Work Exp.	Sales & Related Occupations	• First-line Supervisors/Managers of Retail Sales Workers (4)	\$40,350	620	70	550	↑
	Management Occupations	• General & Operations Managers	\$39,420	1,090	350	740	↑

Demonstrates current or previous activity by Workforce1 System
 Occupation is eligible for an Individual Training Grant (ITG)

(#) Occupation's national rank within the sector
 * Occupation is common across multiple sectors; openings not limited to just the occupation's openings within the sector

Transportation & Warehousing

NAICS 48



Sector Profile

The Transportation & Warehousing sector includes industries providing transportation of passengers and cargo, warehousing and storage for goods, scenic and sightseeing transportation, and support activities. Establishments in these industries use transportation equipment or transportation related facilities as a productive asset. The type of equipment depends on the modes of transportation, which are air, rail, water, road, and pipeline.

- Employment projections data indicate that transportation and warehousing employment will increase 11.9 percent over the 2004-14 period.
- Job opportunities for aircraft and avionics equipment mechanics and service technicians are projected to be excellent for those who have completed an aircraft mechanic training program at one of the 170 certified Federal Aviation Administration (FAA) schools.
- Job opportunities are projected to be favorable for truck drivers and driver/sales workers. Most jobs driving large trucks require a commercial drivers license.

New York City Highlights

Transportation & Warehousing is the 14th largest sector by employment in New York City.

Employment (share): 103,382 (3%)

Employment CAGR¹: -1.4%

Establishments: 4,343

Establishment CAGR: -1.4%

Average Business Size: 24

Location Quotient (LQ): 1.4

Average Wage: \$44,067

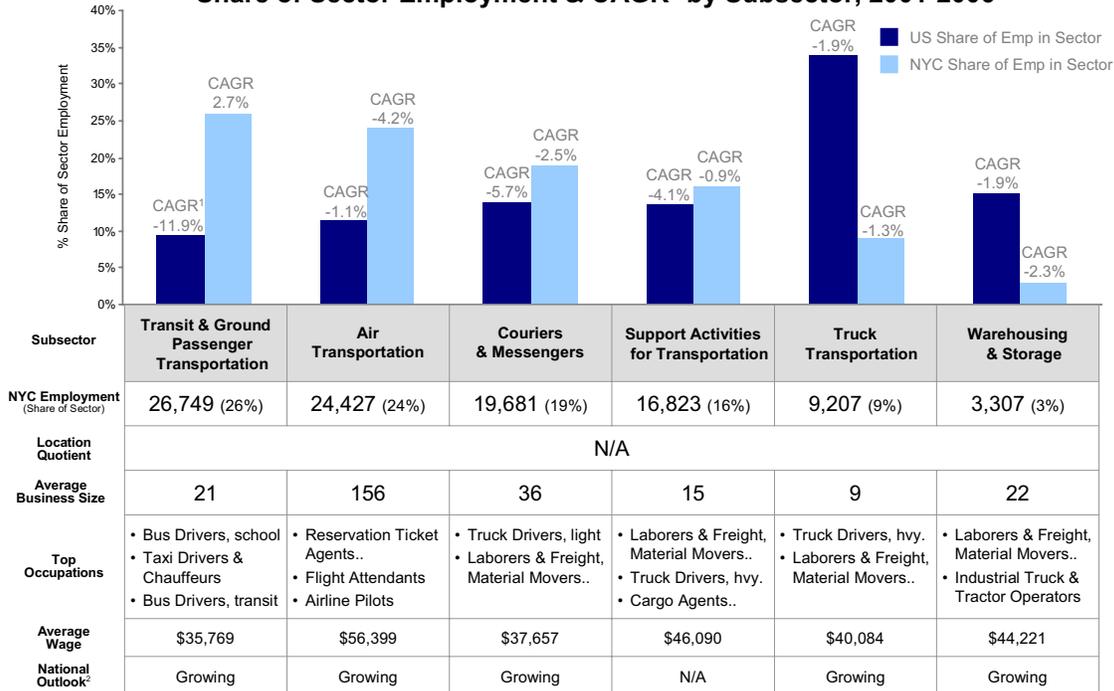
Workforce1 Placements: N/A

Major Subsectors:

- Transit & Ground Passenger Transportation
- Air Transportation

Subsectors

Share of Sector Employment & CAGR* by Subsector, 2001-2006



¹CAGR (2001-06): The Compounded Annual Growth Rate indicates the rate of *compounded*, versus *average*, growth over a period of time

²Represents the Bureau of Labor Statistics' National Projected Employment Growth Rate for 2002-12

Source: NYS Department of Labor, Quarterly Census of Employment and Wages (QCEW), 2006; U.S. Census Bureau, North American Industry Classification System; U.S. Department of Labor Bureau of Labor Statistics

Transportation & Warehousing



NAICS 48

New York City Snapshot

Employment by Borough, 2006

N/A

Establishments by Borough, 2006

N/A

Occupations

Level of Training	Type of Occupation	Growth Jobs in NYC	Median Wage in NYC	Average Annual Openings in NYC			Change
				Total	Growth / Replacement		
Entry-level: Short-term on-the-job training; Certification	Transportation & Material Moving Occupations	• Bus Drivers, school (6)	\$32,080	370	130	240	↑
		• Truck Drivers, light or delivery services (4)	\$31,880	300	110	190	↑
		• Taxi Drivers & Chauffeurs	\$32,210	120	70	50	↑
		• Laborers & Freight, Stock, & Material Movers, hand (2) *	\$22,420	1,120	0	1,120	↓
		• Parking Lot Attendants	\$19,600	260	0	260	↓
		• Packers & Packagers, hand	\$17,780	220	0	220	↓
		• Industrial Truck & Tractor Operators (7)	\$31,150	80	0	80	↓
		• Driver/Sales Workers	\$30,450	50	0	50	↓
	Office & Administrative Support Occupations	• Office Clerks, general * (10)	\$27,180	2,440	0	2,440	↓
		• Reservation & Transportation Ticket Agents & Travel Clerks (8)	\$33,910	140	0	140	↓
		• Postal Service Clerks	\$50,810	60	0	60	↓
		• Postal Service Mail Carriers (3)	\$47,860	270	0	270	↓
		• Postal Service Mail Sorters, Processors, & Processing Machine Operators (5)	\$46,170	220	0	220	↓
		• Shipping, Receiving, & Traffic Clerks	\$25,950	290	0	290	↓
Personal Care & Service Occupations	• Flight Attendants (9)	\$57,450	180	70	110	↑	
	Transportation & Material Moving Occupations	• Truck Drivers, heavy & tractor-trailer (1)	\$42,640	230	10	220	↑
Mid-level: Moderate on-the-job training; Certification	Office & Administrative Support Occupations	• Cargo & Freight Agents	\$38,570	110	0	110	↓
		• Dispatchers, except police, fire, & ambulance	\$30,100	110	0	100	↓
Senior-level: Related Exp.	Transportation & Material Moving Occupations	• First-line Supervisors/Managers of Transportation & Material-moving Machine & Vehicle Operators	\$62,200	200	50	150	↑

Demonstrates current or previous activity by Workforce1 System
 Occupation is eligible for an Individual Training Grant (ITG)

(#) Occupation's national rank within the sector
 * Occupation is common across multiple sectors; openings not limited to just the occupation's openings within the sector

New York City Sectors



Rank By Emp	Sector  Represents Workforce1 Target Sectors	NAICS Code	Employment		NYC Average Wage	Establishment	
			NYC Sector Total (Share)	CAGR 2001-06		NYC Sector Total (Share)	CAGR 2001-06
1	Public Administration <i>Federal, state, and local government agencies that administer public programs and have authority over other institutions within a given area.</i>	92	534,094 (15%)	-0.1%	\$52,275	435 (0%)	3.2%
2	Health Care & Social Assistance  <i>Establishments providing health care & social assistance for individuals. Includes: home healthcare, hospitals, doctors, ambulances, nursing care, child day care, & social assistance.</i>	62	535,302 (15%)	1.9%	\$42,769	18,626 (9%)	1.9%
3	Finance & Insurance  <i>Establishments engaging in financial transactions. Includes: retail banks, investment banks, funds, trusts, securities brokerages, insurance agencies, and portfolio managers.</i>	52	331,662 (9%)	-1.5%	\$243,755	11,059 (5%)	2.2%
4	Professional, Scientific & Technical Services <i>Establishments performing professional, scientific, and technical activities for others. Includes: advertising, accountants, architects, graphic designers, lawyers, market research and public opinion polling firms.</i>	54	308,760 (9%)	0.6%	\$97,588	24,283 (12%)	-0.3%
5	Retail  <i>Establishments retailing merchandise, generally without transformation, to consumers and rendering services incidental to the sale of merchandise.</i>	44-45	282,885 (8%)	1.1%	\$33,877	28,204 (14%)	-0.6%
6	Accommodation & Food Services  <i>Establishments providing customers with lodging and/or preparing meals, snacks, and beverages for immediate consumption. Includes: hotels, restaurants, bars, and cafes.</i>	72	217,186 (6%)	2.1%	\$27,161	14,722 (7%)	1.6%
7	Administrative & Waste Services <i>Establishments performing routine support activities for the day-to-day operations of other organizations. Includes: employment services, temp agencies, building maintenance, travel agencies, security, waste management.</i>	56	183,685 (5%)	-1.6%	\$43,161	7,920 (4%)	-0.2%
8	Information <i>Establishments fall within the following subsectors: publishing, software, motion picture and sound recording, broadcasting, telecommunications, Internet publishing, Internet service providers, data processing, web portals, and libraries.</i>	51	152,798 (4%)	-3.8%	\$98,156	5,298 (3%)	-3.5%
9	Wholesale <i>Establishments wholesaling merchandise, generally without transformation, to other businesses who will later resell the items or institutions who buy in bulk. Generally intermediaries between manufacturers and retailers.</i>	42	137,888 (4%)	-1.2%	\$71,835	15,985 (8%)	-1.8%
10	Other Services, except public administration <i>Establishments providing services not specifically provided for elsewhere in the classification system. Includes: repair, dry cleaners, spas, parking facilities, nonprofits & religious organizations.</i>	81	137,015 (4%)	0.4%	\$38,474	28,132 (14%)	0.6%
11	Educational Services <i>Establishments providing instruction and training in a wide variety of subjects. Includes: schools, colleges, universities, and training centers.</i>	61	127,179 (4%)	2.3%	\$46,134	2,800 (1%)	2.9%
12	Real Estate & Rental & Leasing <i>Establishments renting, leasing, or otherwise allowing the use of tangible or intangible asset.</i>	53	116,389 (3%)	0.3%	\$56,382	19,672 (10%)	-0.2%
13	Construction <i>Establishments engaging in the construction of buildings or engineering projects. Includes: specialty contractors like plumbing, roofing, and electrical work.</i>	23	114,480 (3%)	-0.6%	\$61,085	12,146 (6%)	2.1%
14	Manufacturing  <i>Establishments transforming materials, substances, or components into new products. For example: food manufacturers, beverage manufacturers, and clothing manufacturers.</i>	31-33	105,236 (3%)	-7.4%	\$48,523	6,915 (3%)	-5.8%
15	Transportation & Warehousing  <i>Establishments transporting passengers and cargo, providing warehousing and storage for goods, providing scenic and sightseeing transportation, and/or supporting activities related to modes of transportation.</i>	48-49	103,382 (3%)	-1.4%	\$44,087	4,343 (2%)	-1.4%
16	Arts, Entertainment, & Recreation <i>Establishments operating cultural, entertainment, and recreational facilities. Includes: sports arenas, theaters, museums, sports clubs, and fitness centers.</i>	71	61,435 (2%)	2.1%	\$62,129	4,473 (2%)	2.5%
17	Management of Companies & Enterprises <i>Establishments with controlling interests in other companies and establishments acting like holding companies for other companies or subsidiaries.</i>	55	57,062 (2%)	2.3%	\$164,333	1,096 (1%)	3.9%
18	Utilities <i>Establishments engaging in the provision of the following utility services: electric power, natural gas, steam supply, water supply, and sewage removal.</i>	22	15,032 (0%)	0.4%	\$89,554	47 (0%)	-3.4%
19	Agriculture, Forestry, Fishing & Hunting <i>Establishments growing crops, raising animals, harvesting timber, and harvesting fish and other animals from a farm, ranch, or their natural habitats.</i>	11	181 (0%)	-0.7%	\$35,180	48 (0%)	4.8%
20	Mining <i>Establishments extracting naturally occurring mineral solids, such as coal and ores; liquid minerals, such as crude petroleum; and gases, such as natural gas.</i>	21	59 (0%)	-9.8%	\$98,204	15 (0%)	-4.6%

Sources

- **U.S. Census Bureau**

- North American Industry Classification System (NAICS)

Website: www.census.gov/epcd/www/naics.html

- **U.S. Department of Labor Bureau of Labor Statistics**

- Industry at a Glance

Website: www.bls.gov/iag/iaghome.htm

- Career Guide to Industries

Website: www.bls.gov/oco/cg/home.htm

- Standard Occupational Classification (SOC)

Website: www.bls.gov/soc

- Quarterly Census of Employment & Wages

Website: data.bls.gov/LOCATION_QUOTIENT/servlet/lqc.ControllerServlet

- **New York State Department of Labor**

- Quarterly Census of Employment & Wages

Website: www.labor.state.ny.us/workforceindustrydata/apps.asp?reg=nys&app=ins

- **City of New York**

- Workforce Investment Board: Workforce Information & Data

Website: www.nyc.gov/wib

- Department of Small Business Services: Workforce1

Website: www.nyc.gov/sbs

