

Tompkins County Workforce Development Board In-Demand Occupation List

By SOC Code

Highlight	SOC Code	Occupation	Empl	Unempl Rate	Mean Ann Wages	Total Demand	Supernormal* Projections, 2018-2028	
	11-1021	General and Operations Managers	598	3.8%	\$132,700	470	370	
	11-2021	Marketing Managers	88	3.3%	\$189,600	71	50	
	11-2022	Sales Managers	17	3.0%	\$121,200	16	30	
	11-9003	Education Administrators, Postsecondary	864	2.9%	\$205,800	481	60	
	11-9041	Architectural and Engineering Managers	49	2.7%	\$144,600	29	40	
	11-9051	Food Service Managers	78	6.1%	\$71,400	72	60	
	13-1071	Human Resources Specialists	190	4.6%	\$73,600	175	100	
	13-1111	Management Analysts	249	3.2%	\$99,800	209	90	
	13-1151	Training and Development Specialists	119	3.8%	\$69,600	120	80	
	13-1161	Market Research Analysts and Marketing Specialists	256	3.4%	\$69,900	276	90	
	13-2011	Accountants and Auditors	299	2.9%	\$71,300	339	190	
	13-2023	Appraisers and Assessors of Real Estate	19	N/A	\$56,300	11	20	
	15-2092	Tax Preparer	13	5.3%	\$58,000	11	30	
	15-1232	Computer User Support Specialists	268	3.4%	\$65,900	202	100	
	15-1257	Web Developers and Digital Interface Designers	77	3.6%	\$66,900	54	10	
	15-1299	Computer Occupations, All Other	142	3.5%	\$71,600	82	0	
	17-2141	Mechanical Engineers	80	2.9%	\$91,200	48	60	
	17-3023	Electrical and Electronic Engineering Technologists and Technicians	34	4.0%	\$65,100	27	60	
	19-4021	Biological Technicians	90	4.5%	\$44,900	87	20	
	19-4031	Chemical Technicians	15	5.6%	\$50,300	13	20	
	21-1012	Educational, Guidance, and Career Counselors and Advisors	508	4.8%	\$70,400	543	140	
	21-1018	Counselors	127	2.7%	\$60,400	153	60	
	21-1093	Social and Human Service Assistants	206	2.6%	\$43,100	268	240	
	25-1011	Business Teachers, Postsecondary	422	2.8%	\$111,200	380	70	
	25-1021	Computer Science Teachers, Postsecondary	125	2.8%	\$105,900	96	30	
	25-2011	Preschool Teachers, Except Special Education	146	8.2%	\$41,500	126	70	
	25-2021	Elementary School Teachers, Except Special Education	418	3.8%	\$73,900	242	210	
	25-2031	Secondary School Teachers, Except Special and Career/Technical	307	2.5%	\$67,300	188	160	
	25-2097	Trainers and Teachers and Instructors, All Other	258	5.1%	\$60,400	207	60	
	25-9031	Instructional Coordinators	292	8.4%	\$79,300	251	130	
	25-9049	Teaching Assistants	860	6.7%	\$39,400	500	480	
	27-1024	Graphic Designers	77	5.9%	\$55,600	58	50	
	27-1026	Merchandise Displayers and Window Trimmers	27	6.2%	\$37,800	19	30	
	27-2012	Producers and Directors	86	5.3%	\$78,600	83	20	
	27-2022	Costume and Set Designers	281	10.1%	\$49,800	383	100	
	27-3041	Editors	66	4.6%	\$65,500	80	30	
	27-4011	Audio and Video Technicians	40	12.1%	\$56,800	44	10	
	29-1123	Physical Therapists	64	4.6%	\$78,900	29	20	
	29-1141	Registered Nurses	782	1.6%	\$69,300	351	380	
	29-2012	Medical and Clinical Laboratory Technicians	69	3.0%	\$53,600	37	20	
	29-2031	Cardiovascular Technologists and Technicians	18	4.2%	\$68,800	8	0	
	29-2056	Veterinary Technologists and Technicians	44	3.2%	\$48,800	37	30	
	29-2091	Licensed Practical and Licensed Vocational Nurses	173	2.4%	\$45,200	123	150	
	31-1121	Home Health Aides	223	3.9%	\$31,600	284	230	
	31-1122	Personal Care Aides	859	4.4%	\$33,600	1,030	830	
	31-1131	Nursing Assistants	360	4.1%	\$39,500	372	380	
	31-9011	Massage Therapists	56	11.3%	\$50,900	64	20	
	31-9091	Dental Assistants	102	6.5%	\$39,100	105	70	
	31-9096	Veterinary Assistants and Laboratory Animal Caretakers	55	5.5%	\$49,800	90	70	
	31-9097	Phlebotomists	23	5.2%	\$41,100	22	20	
	33-9032	Security Guards	284	4.6%	\$41,200	321	100	
	35-1011	Chefs and Head Cooks	38	12.5%	\$68,100	71	40	
	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	317	7.5%	\$45,200	304	240	
	35-2012	Cooks, Institution and Cafeteria	30	11.4%	\$38,700	117	110	
	35-2014	Cooks, Restaurant	268	10.4%	\$38,200	402	290	
	35-2021	Food Preparation Workers	249	9.9%	\$27,800	370	360	
	35-3023	Fast Food and Counter Workers	679	9.9%	\$24,100	1,335	1,480	
	35-3031	Waiters and Waitresses	492	15.6%	\$42,400	862	850	
	35-3041	Food Servers, Nonrestaurant	85	12.2%	\$30,600	129	60	
	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	142	18.1%	\$30,600	258	170	
	35-9031	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	69	17.2%	\$29,700	151	150	
	35-9099	Food Preparation and Serving Related Workers, All Other	14	23.3%	\$31,800	22	4,500	
	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	61	4.0%	\$46,500	65	60	
	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	871	7.3%	\$34,300	1,051	940	
	37-2012	Maids and Housekeeping Cleaners	268	10.0%	\$29,400	325	290	
	37-3011	Landscaping and Groundskeeping Workers	314	7.2%	\$37,100	351	290	
	39-5012	Hairstylists, Nail Stylists, and Cosmetologists	103	9.0%	\$36,200	103	140	
	39-9011	Childcare Workers	335	9.9%	\$39,500	444	340	
	39-9032	Recreation Workers	195	12.3%	\$32,000	251	120	
	41-1011	First-Line Supervisors of Retail Sales Workers	365	3.2%	\$50,700	291	290	
	41-2011	Cashiers	1,028	8.7%	\$27,600	1,545	1,170	
	41-2031	Retail Salespersons	1,115	9.6%	\$39,000	1,358	1,290	
	41-9022	Real Estate Sales Agents	77	5.0%	\$94,200	59	40	
	41-3031	Securities, Commodities, and Financial Services Sales Agents	108	2.7%	\$91,300	86	40	
	41-3099	Sales and Related Workers, All Other	18	7.4%	\$34,300	19	120	
	43-1011	First-Line Supervisors of Office and Administrative Support Workers	529	2.6%	\$69,500	430	300	
	43-3031	Bookkeeping, Accounting, and Auditing Clerks	394	3.6%	\$46,000	360	480	
	43-4051	Customer Service Representatives	499	6.4%	\$41,400	530	530	
	43-4081	Heat, Vent, and Air Conditioning Clerks	46	12.9%	\$33,400	63	100	
	43-4171	Receptionists and Information Clerks	409	6.9%	\$34,300	493	400	
	43-6013	Medical Secretaries and Administrative Assistants	54	2.9%	\$38,100	56	90	
	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1,106	3.5%	\$46,300	912	770	
	43-9061	Office Clerks, General	1,012	5.9%	\$35,300	973	710	
	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	92	3.5%	\$70,400	84	90	
	47-2031	Carpenters	231	6.3%	\$59,800	190	170	
	47-2061	Construction Laborers	242	9.6%	\$47,200	240	260	
	47-2073	Operating Engineers and Other Construction Equipment Operators	83	6.4%	\$55,700	84	80	
	47-2111	Electricians	91	3.7%	\$63,300	86	150	
	47-2150	Plumbers, Pipefitters, and Steamfitters	69	3.3%	\$62,800	66	70	
	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	120	2.3%	\$73,900	95	90	
	49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers	26	3.7%	\$61,000	23	40	
	49-3023	Automotive Service Technicians and Mechanics	216	4.5%	\$37,100	163	170	
	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	84	5.9%	\$64,400	72	70	
	49-9071	Maintenance and Repair Workers, General	551	4.9%	\$43,900	482	330	
	51-1011	First-Line Supervisors of Production and Operating Workers	121	3.3%	\$67,100	102	170	
	51-2028	Electrical, Electronic, and Electromechanical Assemblers, Except Coil Winders, Tapers, and Finishers	99	3.4%	\$40,500	86	160	
	51-3011	Bakers	67	6.0%	\$33,300	81	70	
	51-4041	Machinists	80	4.6%	\$45,800	68	110	
	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	122	5.2%	\$43,000	100	190	
	51-9199	Production Workers, All Other	23	5.5%	\$28,600	23	10	
	53-3031	Driver/Sales Workers	66	4.6%	\$31,700	64	80	
	53-3032	Heavy and Tractor-Trailer Truck Drivers	189	5.1%	\$42,100	188	410	
	53-3033	Light Truck Drivers	153	4.4%	\$37,500	152	200	
	53-3058	Passenger Vehicle Drivers, Except Bus Drivers, Transit and Intercity	309	16.9%	\$39,000	328	200	
	53-7061	Cleaners of Vehicles and Equipment	123	7.9%	\$34,600	162	80	
	53-7092	Laborers and Freight, Stock, and Material Movers, Hand	376	5.5%	\$35,200	462	640	
	<b>TOTAL 408 OCCUPATIONS</b>							

\*Occupations are the sum of labor force and occupational turnover  
 DRAFT November 9, 2021  
 COMMITTEE APPROVED January 11, 2022  
 BOARD APPROVED February 22, 2022

Tompkins County Workforce Development Board In-Demand Occupation List

By Occ. Title

Highlight	SOC Code	Occupation	Empl	Unempl Rate	Mean Ann Wages	Total Demand	Separations* Projections, 2018-2028
	13-2011	Accountants and Auditors	399	2.5%	\$77,300	330	190
	13-2021	Appraisers and Assessors of Real Estate	19	N/A	\$56,900	11	20
	13-9041	Architectural and Engineering Managers	49	2.2%	\$146,600	29	40
	27-4011	Audio and Video Technicians	40	12.1%	\$56,800	44	10
	49-3023	Automotive Service Technicians and Mechanics	216	4.5%	\$37,100	263	170
	51-3011	Bakers	67	6.0%	\$33,900	61	70
	19-4021	Biological Technicians	90	4.5%	\$44,900	87	20
	43-3031	Bookkeeping, Accounting, and Auditing Clerks	394	3.6%	\$46,000	390	480
	25-1011	Business Teachers, Postsecondary	422	2.8%	\$111,200	390	70
	29-2031	Cardiovascular Technologists and Technicians	18	4.2%	\$58,800	8	0
	47-2031	Carpenters	231	6.3%	\$50,800	190	170
	41-2011	Cashiers	1,028	8.7%	\$27,900	1,645	1,170
	35-1011	Chefs and Head Cooks	58	12.5%	\$58,100	71	40
	19-4031	Chemical Technicians	15	5.6%	\$50,900	13	10
	39-9011	Childcare Workers	335	9.9%	\$30,500	444	340
	53-7061	Cleaners of Vehicles and Equipment	123	7.9%	\$34,600	162	90
	27-2022	Coaches and Scouts	281	10.1%	\$49,600	393	100
	15-1299	Computer Occupations, All Other	118	3.5%	\$77,800	82	0
	25-1021	Computer Science Teachers, Postsecondary	125	2.8%	\$105,900	96	30
	15-1232	Computer User Support Specialists	268	3.4%	\$60,800	302	100
	47-2061	Construction Laborers	242	9.0%	\$47,200	240	260
	35-2012	Cooks, Institution and Cafeteria	90	11.4%	\$38,700	117	110
	35-2014	Cooks, Restaurant	258	10.4%	\$34,200	402	290
	43-4051	Customer Service Representatives	499	6.4%	\$41,400	530	530
	31-9091	Dental Assistants	102	6.5%	\$39,000	105	70
	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	162	18.1%	\$36,000	258	170
	53-3031	Driver/Sales Workers	66	4.6%	\$31,700	64	80
	27-3041	Editors	66	4.6%	\$65,600	60	30
	11-9033	Education Administrators, Postsecondary	66	2.5%	\$205,800	481	60
	21-1012	Educational, Guidance, and Career Counselors and Advisors	508	1.8%	\$70,400	1,943	140
	17-3023	Electrical and Electronic Engineering Technologists and Technicians	34	4.0%	\$65,100	27	60
	51-2028	Electrical, Electronic, and Electromechanical Assemblers, Except Coil Winders, Tapers, and Finishers	99	3.4%	\$40,500	98	160
	47-2111	Electricians	91	3.7%	\$63,300	98	150
	25-2021	Elementary School Teachers, Except Special Education	418	3.8%	\$72,600	242	210
	35-3023	Fast Food and Counter Workers	875	9.9%	\$29,100	1,638	1,480
	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	92	3.5%	\$70,400	84	90
	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	217	7.5%	\$43,200	304	240
	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	61	4.0%	\$46,600	65	60
	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	120	2.3%	\$73,900	95	90
	43-1011	First-Line Supervisors of Office and Administrative Support Workers	520	2.0%	\$69,500	430	300
	51-1011	First-Line Supervisors of Production and Operating Workers	121	3.3%	\$67,100	102	170
	41-1011	First-Line Supervisors of Retail Sales Workers	355	3.2%	\$50,700	291	290
	35-9099	Food Preparation and Serving Related Workers, All Other	14	23.3%	\$31,800	22	4,500
	35-2021	Food Preparation Workers	249	9.9%	\$27,800	370	360
	35-3041	Food Servers, Nonrestaurant	85	12.2%	\$30,800	129	60
	11-9051	Food Service Managers	78	6.1%	\$71,400	72	60
	11-1021	General and Operations Managers	598	3.8%	\$132,700	470	370
	27-1024	Graphic Designers	77	6.9%	\$55,600	58	50
	39-5012	Hardware, Heavy, and Construction Trades	103	9.0%	\$35,200	103	140
	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	84	5.9%	\$64,400	72	70
	53-3032	Heavy and Tractor-Trailer Truck Drivers	189	5.1%	\$42,100	188	410
	31-1121	Home Health Aides	223	3.9%	\$31,600	294	230
	35-9031	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	69	17.2%	\$29,700	151	150
	43-4081	Hotel, Motel, and Resort Desk Clerks	46	12.9%	\$33,400	63	100
	13-1011	Human Resources Specialists	190	4.6%	\$73,600	175	160
	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	122	5.2%	\$43,000	100	190
	25-9031	Instructional Coordinators	292	6.4%	\$79,300	251	130
	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	871	7.3%	\$34,300	1,051	840
	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	375	7.5%	\$35,200	462	640
	37-3011	Landscaping and Groundskeeping Workers	314	7.2%	\$37,100	391	290
	29-2041	Licensed Practical and Licensed Vocational Nurses	173	2.4%	\$45,200	139	130
	53-3033	Light-Truck Drivers	153	4.6%	\$37,600	152	200
	51-4041	Machinists	80	4.6%	\$45,800	68	110
	37-2012	Maids and Housekeeping Cleaners	268	10.0%	\$29,400	326	290
	49-9071	Maintenance and Repair Workers, General	551	4.9%	\$43,900	482	330
	13-1111	Management Analysts	249	3.2%	\$90,800	209	90
	13-1161	Market Research Analysts and Marketing Specialists	296	3.4%	\$69,900	276	90
	11-2021	Marketing Managers	88	3.1%	\$169,600	71	20
	31-9011	Massage Therapists	56	11.3%	\$50,900	64	20
	17-2141	Mechanical Engineers	80	2.9%	\$91,000	68	60
	29-2012	Medical and Clinical Laboratory Technicians	69	3.0%	\$53,600	37	50
	43-6013	Medical Secretaries and Administrative Assistants	54	2.9%	\$38,100	56	90
	27-1026	Merchandise Displayers and Window Trimmers	27	6.2%	\$37,800	19	30
	31-1131	Nursing Assistants	360	4.1%	\$30,500	372	380
	43-9061	Office Clerks, General	1,012	5.9%	\$35,300	973	710
	47-2073	Operating Engineers and Other Construction Equipment Operators	83	6.4%	\$55,700	84	80
	53-3058	Passenger Vehicle Drivers, Except Bus Drivers, Transit and Intercity	309	16.9%	\$39,000	328	200
	31-1122	Personal Care Aides	659	4.4%	\$31,600	1,030	830
	31-9097	Phlebotomists	23	5.2%	\$41,100	22	20
	29-1123	Physical Therapists	64	4.6%	\$78,900	29	20
	47-2152	Plumbers, Pipefitters, and Steamfitters	99	3.3%	\$62,600	98	70
	25-2011	Preschool Teachers, Except Special Education	146	8.2%	\$41,500	126	70
	27-2012	Producers and Directors	66	5.5%	\$76,600	63	20
	51-9199	Production Workers, All Other	23	5.5%	\$36,600	23	10
	41-9022	Real Estate Sales Agents	77	5.0%	\$94,200	69	40
	43-4171	Receptionists and Information Clerks	409	6.9%	\$34,300	493	400
	39-9022	Recreation Workers	165	12.3%	\$32,000	251	120
	29-1141	Registered Nurses	762	1.6%	\$69,900	891	880
	41-2031	Retail Salespersons	1,115	9.6%	\$33,000	1,336	1,260
	41-9099	Sales and Related Workers, All Other	18	7.4%	\$34,300	19	120
	11-2022	Sales Managers	77	3.0%	\$121,200	58	30
	25-2021	Secondary School Teachers, Except Special and Career/Technical Education	307	2.5%	\$67,300	168	160
	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1,106	3.5%	\$46,300	912	770
	41-3011	Securities, Commodities, and Financial Services Sales Agents	108	2.7%	\$91,300	86	40
	33-9032	Security Guards	284	4.6%	\$41,200	321	100
	21-1093	Social and Human Service Assistants	206	2.6%	\$43,100	268	240
	21-1018	Substance Abuse, Behavioral Disorder, and Mental Health Counselors	127	2.7%	\$60,400	153	60
	13-2082	Tax Preparers	13	5.3%	\$58,000	11	10
	29-9045	Teaching Assistants	560	8.2%	\$30,400	500	480
	49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers	26	3.7%	\$61,000	23	40
	13-1151	Training and Development Specialists	119	3.8%	\$69,600	120	80
	25-3097	Tutors and Teachers and Instructors, All Other	268	8.1%	\$60,400	267	60
	31-9096	Veterinary Assistants and Laboratory Animal Caretakers	55	2.5%	\$40,800	90	70
	29-2086	Veterinary Technologists and Technicians	44	3.2%	\$46,800	37	30
	35-3031	Waiters and Waitresses	492	15.6%	\$42,400	862	850
	15-1257	Web Developers and Digital Interface Designers	77	3.6%	\$66,900	54	10
		<b>TOTAL JOB OCCUPATIONS</b>					

\*Separations are the sum of labor force exit and occupational transition

Tompkins County Workforce Development Board **In-Demand Occupation List**

By Volume of Opportunities

Highlight	SOC Code	Occupation	Empl	Unempl Rate	Mean Ann Wages	Total Demand	Opportunities* Projections, 2018-2028
	35-9099	Food Preparation and Serving Related Workers, All Other	14	23.3%	\$31,900	22	4,500
	35-3023	Fast Food and Counter Workers	875	9.9%	\$29,100	1,535	1,480
	41-2031	Retail Salespersons	1,115	9.6%	\$31,000	1,339	1,260
	41-2011	Cashiers	1,028	8.7%	\$27,600	1,545	1,170
	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	871	7.3%	\$34,300	1,051	940
	35-9031	Waiters and Waitresses	692	15.6%	\$42,400	862	850
	31-1122	Personal Care Aides	659	4.4%	\$31,600	1,030	830
	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1,106	3.5%	\$48,300	912	770
	43-9061	Office Clerks, General	1,012	5.9%	\$35,300	973	710
	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	376	7.5%	\$35,200	462	640
	43-9051	Customer Service Representatives	499	6.4%	\$41,400	530	530
	43-3031	Bookkeeping, Accounting, and Auditing Clerks	394	3.8%	\$46,000	360	480
	25-9045	Teaching Assistants	560	8.2%	\$30,400	500	480
	53-9032	Heavy and Tractor-Trailer Truck Drivers	189	5.1%	\$42,100	188	410
	43-4171	Receptionists and Information Clerks	409	6.9%	\$34,300	493	400
	31-1131	Nursing Assistants	380	4.1%	\$30,500	372	380
	29-1141	Registered Nurses	782	3.6%	\$69,300	351	380
	11-1021	General and Operations Managers	598	3.8%	\$132,700	470	370
	35-2021	Food Preparation Workers	249	9.9%	\$27,800	370	360
	39-9011	Childcare Workers	335	9.8%	\$30,500	444	340
	49-9071	Maintenance and Repair Workers, General	651	4.9%	\$43,900	482	330
	43-1011	First-Line Supervisors of Office and Administrative Support Workers	520	2.6%	\$69,800	450	300
	35-2014	Cooks, Restaurant	298	10.4%	\$34,200	402	290
	41-1011	First-Line Supervisors of Retail Sales Workers	355	3.2%	\$50,700	291	290
	37-3011	Landscaping and Groundskeeping Workers	314	7.2%	\$37,100	391	280
	37-2012	Maids and Housekeeping Cleaners	288	10.0%	\$29,400	325	290
	47-2061	Construction Laborers	242	9.0%	\$47,200	240	260
	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	217	7.5%	\$43,200	304	240
	21-1093	Social and Human Service Assistants	206	2.6%	\$43,100	268	240
	31-1121	Home Health Aides	223	3.9%	\$31,600	284	230
	25-2021	Elementary School Teachers, Except Special Education	418	3.8%	\$72,500	242	210
	53-3033	Light Truck Drivers	153	4.6%	\$37,500	152	200
	53-3058	Passenger Vehicle Drivers, Except Bus Drivers, Transit and Intercity	309	16.9%	\$39,000	328	200
	13-2011	Accountants and Auditors	399	2.5%	\$77,200	330	190
	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	122	5.2%	\$43,000	100	180
	49-3023	Automotive Service Technicians and Mechanics	216	4.5%	\$37,100	163	170
	47-2031	Carpenters	231	6.3%	\$50,800	190	170
	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	162	18.1%	\$36,000	258	170
	51-1011	First-Line Supervisors of Production and Operating Workers	121	3.3%	\$67,100	102	170
	51-2028	Electrical, Electronic, and Electromechanical Assemblers, Except Coil Winders, Tapers, and Finishers	99	3.4%	\$40,500	98	160
	25-2031	Secondary School Teachers, Except Special and Career/Technical Education	307	3.5%	\$67,300	168	160
	47-2111	Electricians	91	3.7%	\$63,300	98	150
	35-9031	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	69	17.2%	\$29,700	151	150
	29-2061	Licensed Practical and Licensed Vocational Nurses	173	2.4%	\$45,200	123	150
	21-1012	Educational, Guidance, and Career Counselors and Advisors	608	1.8%	\$70,400	543	140
	39-9012	Handmessers, Hairstylists, and Cosmetologists	103	9.0%	\$35,200	103	140
	29-9031	Instructional Coordinators	292	8.4%	\$79,300	251	130
	39-8032	Recreation Workers	155	12.3%	\$32,000	251	120
	41-9099	Sales and Related Workers, All Other	18	7.4%	\$34,300	19	120
	35-2012	Cooks, Institution and Cafeteria	90	11.4%	\$38,700	117	110
	51-4041	Machinists	80	4.6%	\$45,800	68	110
	27-2022	Coaches and Scouts	281	10.1%	\$49,900	393	100
	15-1232	Computer User Support Specialists	268	3.4%	\$65,800	292	100
	43-4081	Hotel, Motel, and Resort Desk Clerks	46	12.9%	\$33,400	63	100
	13-1071	Human Resources Specialists	190	4.6%	\$71,600	175	100
	33-9032	Security Guards	284	4.6%	\$41,200	323	100
	53-7061	Cleaners of Vehicles and Equipment	123	7.9%	\$34,600	162	90
	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	92	3.5%	\$70,400	84	90
	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairs	120	2.3%	\$71,900	95	90
	13-1111	Management Analysts	249	3.2%	\$90,800	209	90
	13-1161	Market Research Analysts and Marketing Specialists	256	3.4%	\$69,900	276	90
	43-9013	Medical Secretaries and Administrative Assistants	54	2.8%	\$38,100	56	90
	53-3031	Driver/Sales Workers	66	4.8%	\$31,700	64	80
	47-2073	Operating Engineers and Other Construction Equipment Operators	83	6.4%	\$57,700	84	80
	13-1151	Training and Development Specialists	119	3.8%	\$69,600	120	80
	51-3011	Bakers	67	6.0%	\$33,300	81	70
	25-1011	Business Teachers, Postsecondary	422	2.8%	\$111,200	360	70
	31-9991	Dental Assistants	102	6.5%	\$39,000	105	70
	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	84	5.9%	\$64,400	72	70
	47-2152	Plumbers, Pipefitters, and Steamfitters	99	3.3%	\$62,800	98	70
	25-2011	Preschool Teachers, Except Special Education	146	8.2%	\$41,500	126	70
	31-9096	Veterinary Assistants and Laboratory Animal Caretakers	55	2.5%	\$40,800	90	70
	11-6033	Education Administrators, Postsecondary	664	2.5%	\$205,800	481	60
	17-3023	Electrical and Electronic Engineering Technologists and Technicians	34	4.6%	\$65,100	27	60
	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	61	4.0%	\$45,500	65	60
	35-3041	Food Servers, Nonrestaurant	85	12.2%	\$30,600	129	60
	11-9051	Food Service Managers	78	6.1%	\$71,400	72	60
	17-2141	Mechanical Engineers	80	2.9%	\$91,200	48	60
	21-1018	Substance Abuse, Behavioral Disorder, and Mental Health Counselors	127	2.7%	\$60,400	153	60
	25-3997	Tutors and Teachers and Instructors, All Other	258	8.1%	\$60,400	267	60
	27-1024	Graphic Designers	77	6.9%	\$55,600	58	50
	29-2012	Medical and Clinical Laboratory Technicians	69	3.0%	\$53,600	37	50
	11-9041	Architectural and Engineering Managers	49	2.2%	\$148,600	29	40
	35-1014	Chefs and Head Cooks	58	12.5%	\$58,100	71	40
	41-9022	Real Estate Sales Agents	77	5.0%	\$94,200	59	40
	41-3031	Securities, Commodities, and Financial Services Sales Agents	108	2.7%	\$91,300	86	40
	49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers	26	3.7%	\$61,000	23	40
	25-1021	Computer Science Teachers, Postsecondary	125	2.8%	\$105,900	96	30
	27-3041	Editors	66	4.8%	\$65,500	60	30
	27-1026	Merchandise Displayers and Window Trimmers	27	6.2%	\$37,800	19	30
	11-2022	Sales Managers	77	3.0%	\$121,200	58	30
	29-2053	Veterinary Technologists and Technicians	44	3.2%	\$48,800	37	30
	13-2021	Appraisers and Assessors of Real Estate	19	N/A	\$56,300	11	20
	19-4021	Biological Technicians	90	4.5%	\$44,900	87	20
	11-2021	Marketing Managers	88	3.1%	\$169,600	71	20
	31-9011	Massage Therapists	56	11.3%	\$50,900	64	20
	31-9097	Phlebotomists	23	5.2%	\$41,100	22	20
	29-1123	Physical Therapists	64	4.6%	\$78,900	49	20
	27-2012	Producers and Directors	66	5.5%	\$76,600	63	20
	27-4011	Audio and Video Technicians	40	12.1%	\$58,800	44	20
	19-4031	Chemical Technicians	15	5.6%	\$50,300	13	10
	51-9199	Production Workers, All Other	23	5.3%	\$36,600	23	10
	13-2082	Tax Preparers	13	5.3%	\$58,000	11	10
	15-1257	Web Developers and Digital Interface Designers	77	3.6%	\$66,900	54	10
	29-2031	Cardiovascular Technologists and Technicians	18	4.2%	\$58,800	8	0
	15-1299	Computer Occupations, All Other	118	3.5%	\$77,800	82	0
		<b>TOTAL ALL OCCUPATIONS</b>					

\*Opportunities are the sum of labor force exit and occupational turnover

Tompkins County Workforce Development Board In-Demand Occupation List

By Total Demand

Highlight	SOC Code	Occupation	Empl	Unempl Rate	Mean Ann Wage	Total Demand	Occupational Projections, 2018-2028
	41-2011	Cashiers	1,028	8.7%	\$27,600	1,545	1,170
	35-3023	Fast Food and Counter Workers	875	9.9%	\$29,100	1,535	1,480
	41-2011	Retail Salespersons	1,115	9.6%	\$31,000	1,338	1,200
	37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	871	7.3%	\$34,300	1,051	940
	31-1122	Personal Care Aides	609	4.4%	\$31,600	1,030	830
	43-9061	Office Clerks, General	1,012	5.9%	\$35,300	973	710
	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	1,106	3.0%	\$46,300	912	770
	35-3031	Waiters and Waitresses	452	16.6%	\$42,400	892	850
	21-1012	Educational, Guidance, and Career Counselors and Advisors	508	1.8%	\$70,400	543	140
	43-4021	Customer Service Representatives	499	6.4%	\$41,400	530	530
	25-9045	Teaching Assistants	560	8.2%	\$30,400	500	480
	43-4171	Receptionists and Information Clerks	409	6.9%	\$34,300	493	400
	49-9071	Maintenance and Repair Workers, General	551	4.9%	\$43,900	482	330
	11-9033	Education Administrators, Postsecondary	664	2.3%	\$209,800	481	60
	11-1021	General and Operations Managers	598	3.8%	\$132,700	470	370
	53-7062	Laborers and Freight, Stock, and Material Movers, Hand	375	7.5%	\$35,200	462	640
	39-9011	Childcare Workers	335	9.9%	\$30,500	444	340
	43-1011	First-Line Supervisors of Office and Administrative Support Workers	520	2.6%	\$69,500	430	300
	35-2044	Cooks, Restaurant	258	10.4%	\$34,200	402	290
	27-2022	Coaches and Scouts	281	10.1%	\$49,900	393	100
	37-3011	Landscaping and Groundskeeping Workers	314	7.2%	\$37,100	391	290
	25-1011	Business Teachers, Postsecondary	422	2.8%	\$111,200	380	70
	31-1131	Nursing Assistants	360	4.1%	\$30,500	372	380
	35-2021	Food Preparation Workers	249	9.9%	\$27,800	370	360
	43-3031	Bookkeeping, Accounting, and Auditing Clerks	394	3.6%	\$46,000	360	480
	29-1141	Registered Nurses	782	1.6%	\$69,300	351	380
	13-2011	Accountants and Auditors	399	2.5%	\$77,300	330	190
	53-3059	Passenger Vehicle Drivers, Except Bus Drivers, Transit and Intercity	309	16.3%	\$30,200	328	200
	37-2012	Maids and Housekeeping Cleaners	268	10.0%	\$29,400	325	290
	39-3032	Security Guards	284	4.6%	\$41,200	321	100
	35-1012	First-Line Supervisors of Food Preparation and Serving Workers	217	7.5%	\$43,200	304	240
	41-1011	First-Line Supervisors of Retail Sales Workers	355	3.2%	\$50,700	291	230
	31-1121	Home Health Aides	223	3.9%	\$33,600	284	230
	13-1161	Market Research Analysts and Marketing Specialists	256	3.4%	\$69,800	276	90
	21-1093	Social and Human Service Assistants	206	2.6%	\$43,100	268	240
	25-3097	Tutors and Teachers and Instructors, All Other	288	8.1%	\$60,400	267	60
	35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	162	18.1%	\$36,000	258	170
	25-9031	Instructional Coordinators	292	8.4%	\$79,300	251	130
	39-9032	Recreation Workers	155	12.3%	\$32,000	251	120
	25-2021	Elementary School Teachers, Except Special Education	418	3.8%	\$72,500	242	210
	47-2061	Construction Laborers	242	9.0%	\$47,200	240	260
	13-1111	Management Analysts	249	3.2%	\$90,800	209	90
	15-1232	Computer User Support Specialists	268	3.4%	\$65,900	202	100
	47-2031	Carpenters	231	6.3%	\$50,800	190	170
	53-3032	Heavy and Tractor-Trailer Truck Drivers	189	5.1%	\$42,100	188	410
	13-1071	Human Resources Specialists	150	4.6%	\$73,600	175	100
	25-2031	Secondary School Teachers, Except Special and Career/Technical	307	2.5%	\$67,300	168	160
	49-9023	Automotive Service Technicians and Mechanics	218	4.5%	\$37,100	163	170
	53-7061	Cleaners of Vehicles and Equipment	123	7.9%	\$34,600	162	90
	21-1018	Substance Abuse, Behavioral Disorder, and Mental Health Counselors	127	2.7%	\$60,400	153	60
	53-8033	Light Truck Drivers	153	4.6%	\$37,500	152	200
	35-9031	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	69	17.2%	\$29,700	151	150
	35-3041	Food Servers, Nonrestaurant	85	12.2%	\$30,600	129	60
	25-2011	Preschool Teachers, Except Special Education	146	8.2%	\$41,500	126	70
	29-2061	Licensed Practical and Licensed Vocational Nurses	173	2.4%	\$46,200	123	150
	13-1151	Training and Development Specialists	119	3.8%	\$69,600	120	80
	35-2012	Cooks, Institution and Cafeteria	90	11.4%	\$38,700	117	110
	31-9091	Dental Assistants	102	6.5%	\$39,000	105	70
	39-5012	Hairdressers, Hairstylists, and Cosmetologists	103	9.0%	\$35,200	103	140
	51-1011	First-Line Supervisors of Production and Operating Workers	121	3.3%	\$67,100	102	170
	51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	122	5.2%	\$43,000	100	190
	51-2028	Electrical, Electronic, and Electromechanical Assemblers, Except Coil Winders, Tapers, and Finishers	99	3.4%	\$40,500	98	160
	47-2111	Electricians	91	3.7%	\$63,300	98	150
	47-1102	Plumbers, Pipefitters, and Steamfitters	98	3.3%	\$62,800	98	70
	25-1021	Computer Science Teachers, Postsecondary	125	2.8%	\$105,900	96	30
	49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	120	2.3%	\$73,900	95	90
	31-9096	Veterinary Assistants and Laboratory Animal Caretakers	95	2.5%	\$40,800	90	70
	19-4021	Biological Technicians	90	4.5%	\$44,900	87	20
	41-3031	Securities, Commodities, and Financial Services Sales Agents	108	2.7%	\$91,300	86	40
	47-1011	First-Line Supervisors of Construction Trades and Extraction Workers	92	3.5%	\$70,400	84	90
	47-2073	Operating Engineers and Other Construction Equipment Operators	83	6.4%	\$55,700	84	80
	15-1299	Computer Occupations, All Other	118	3.5%	\$77,800	82	0
	51-3011	Bakers	67	6.0%	\$33,300	81	70
	11-9051	Food Service Managers	78	6.1%	\$71,400	72	60
	49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	84	5.9%	\$64,400	72	70
	35-1011	Chefs and Head Cooks	98	12.9%	\$58,000	71	40
	11-2021	Marketing Managers	88	3.1%	\$169,600	71	20
	51-4041	Machinists	80	4.6%	\$46,800	68	110
	37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	61	4.0%	\$46,600	65	60
	53-3031	Driver/Sales Workers	66	4.6%	\$33,700	64	80
	31-9011	Massage Therapists	56	11.3%	\$50,500	64	20
	43-4081	Hotel, Motel, and Resort Desk Clerks	46	12.9%	\$33,400	63	100
	27-2012	Producers and Directors	66	5.5%	\$76,600	63	20
	27-3041	Editors	66	4.6%	\$65,500	60	30
	41-9022	Real Estate Sales Agents	77	5.0%	\$94,200	59	40
	27-1024	Graphic Designers	77	6.9%	\$55,600	58	50
	11-2022	Sales Managers	77	3.0%	\$121,200	58	30
	43-6013	Medical Secretaries and Administrative Assistants	54	2.9%	\$38,100	56	90
	15-1257	Web Developers and Digital Interface Designers	77	3.6%	\$66,900	54	10
	17-1241	Mechanical Engineers	80	2.9%	\$91,200	48	60
	27-4011	Audio and Video Technicians	40	12.1%	\$56,800	44	10
	29-2012	Medical and Clinical Laboratory Technicians	69	3.0%	\$53,600	37	50
	29-2056	Veterinary Technicians and Technicians	44	3.2%	\$46,800	37	30
	11-9041	Architectural and Engineering Managers	49	2.2%	\$146,600	29	40
	29-1123	Physical Therapists	64	4.6%	\$78,900	29	20
	17-9023	Electrical and Electronic Engineering Technologists and Technicians	34	4.0%	\$65,100	27	60
	51-9199	Production Workers, All Other	23	5.5%	\$36,600	23	10
	49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers	26	3.7%	\$61,000	23	40
	35-9099	Food Preparation and Serving Related Workers, All Other	14	23.3%	\$31,800	22	4,500
	31-9097	Phlebotomists	23	6.2%	\$41,100	22	20
	27-1026	Merchandise Displayers and Window Trimmers	27	6.2%	\$37,800	19	30
	41-9099	Sales and Related Workers, All Other	18	7.4%	\$34,300	19	120
	19-4031	Chemical Technicians	15	5.6%	\$50,300	13	10
	13-2023	Appraisers and Assessors of Real Estate	19	N/A	\$55,300	11	20
	13-2082	Tax Preparers	13	5.3%	\$58,000	11	10
	29-2031	Cardiovascular Technologists and Technicians	18	4.2%	\$58,800	8	0
		<b>TOTAL JOB OCCUPATIONS</b>					

\*Reservations are the sum of labor force exit and occupational transfers  
Total Demand: anticipation of number of positions will open in one year.