

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	\$16.58	\$14.00	\$661	\$558	39.9	\$34,270	\$28,660	2,067
Management occupations	32.62	29.86	1,373	1,250	42.1	71,358	65,000	2,188
General and operations managers	33.72	30.77	1,566	1,425	46.5	81,380	74,100	2,414
Marketing and sales managers	28.69	30.50	1,157	1,220	40.3	60,159	63,436	2,097
Financial managers	39.45	29.57	1,706	1,106	43.3	88,733	57,500	2,249
Construction managers	29.88	31.25	1,234	1,346	41.3	64,164	70,000	2,148
Education administrators	19.91	25.26	797	1,010	40.0	41,421	52,532	2,080
Business and financial operations occupations	27.26	24.04	1,101	971	40.4	57,228	50,500	2,099
Cost estimators	22.16	20.19	919	889	41.5	47,787	46,210	2,157
Human resources, training, and labor relations specialists	22.55	20.67	902	827	40.0	46,911	43,000	2,080
Accountants and auditors	21.78	18.51	871	740	40.0	45,301	38,501	2,080
Loan counselors and officers	32.21	32.91	1,288	1,317	40.0	66,997	68,459	2,080
Loan officers	34.43	32.91	1,377	1,317	40.0	71,612	68,459	2,080
Computer and mathematical science occupations	31.55	30.53	1,267	1,223	40.2	65,881	63,575	2,088
Computer software engineers	39.41	38.30	1,584	1,538	40.2	82,343	80,001	2,089
Computer software engineers, applications	36.55	35.33	1,472	1,419	40.3	76,526	73,796	2,094
Computer software engineers, systems software	45.37	45.94	1,815	1,838	40.0	94,367	95,555	2,080
Computer support specialists	19.64	19.08	786	763	40.0	40,848	39,676	2,080
Computer systems analysts	37.41	40.89	1,497	1,636	40.0	77,821	85,049	2,080
Architecture and engineering occupations	33.22	27.69	1,356	1,106	40.8	70,505	57,501	2,123
Engineers	43.09	36.78	1,822	1,444	42.3	94,767	75,109	2,199
Drafters	22.14	20.91	844	837	38.1	43,882	43,499	1,982
Engineering technicians, except drafters	26.58	22.50	1,063	900	40.0	55,292	46,800	2,080
Life, physical, and social science occupations	33.56	37.91	1,387	1,516	41.3	72,115	78,851	2,149
Community and social services occupations	16.45	16.00	649	608	39.4	33,733	31,590	2,051

See footnotes at end of table.

Table 15 Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, and annual earnings and mean weekly and annual hours by occupation for full-time workers — Continued

Occupation ¹	Hourly ²		Weekly ³			Annual ⁴		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
Community and social services occupations –Continued								
Social workers	\$15.64	\$16.00	\$619	\$640	39.6	\$32,183	\$33,280	2,058
Education, training, and library occupations	17.42	15.93	671	660	38.5	27,805	25,166	1,596
Primary, secondary, and special education school teachers	16.94	16.13	627	617	37.0	24,284	22,868	1,434
Arts, design, entertainment, sports, and media occupations	19.86	18.56	803	743	40.4	41,758	38,611	2,103
Healthcare practitioner and technical occupations	31.07	21.86	1,223	874	39.4	63,619	45,463	2,048
Registered nurses	29.83	25.64	1,183	1,026	39.7	61,540	53,331	2,063
Health diagnosing and treating practitioner support technicians	15.96	13.50	633	540	39.6	32,891	28,080	2,061
Licensed practical and licensed vocational nurses	16.81	16.15	670	646	39.9	34,840	33,592	2,073
Healthcare support occupations	11.85	11.00	468	440	39.5	24,327	22,880	2,052
Nursing, psychiatric, and home health aides	9.09	8.69	360	348	39.7	18,741	18,075	2,062
Nursing aides, orderlies, and attendants	9.07	8.72	358	350	39.5	18,638	18,200	2,056
Miscellaneous healthcare support occupations	13.41	14.31	529	570	39.4	27,454	29,650	2,047
Medical assistants	13.00	12.00	513	470	39.4	26,666	24,440	2,051
Protective service occupations	9.96	9.25	382	370	38.3	19,861	19,240	1,994
Security guards and gaming surveillance officers	10.05	10.00	382	400	38.0	19,873	20,800	1,977
Security guards	10.05	10.00	382	400	38.0	19,873	20,800	1,977
Food preparation and serving related occupations	8.41	8.50	315	300	37.4	16,330	15,600	1,942

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
Food preparation and serving related occupations –Continued								
First-line supervisors/managers, food preparation and serving workers	\$12.83	\$12.92	\$556	\$538	43.3	\$28,891	\$28,001	2,251
First-line supervisors/managers of food preparation and serving workers	12.87	12.92	559	567	43.4	29,072	29,494	2,258
Cooks	9.19	9.75	355	390	38.6	18,460	20,280	2,009
Cooks, fast food	7.94	7.75	281	272	35.3	14,598	14,138	1,838
Cooks, restaurant	10.46	10.00	388	400	37.1	20,174	20,800	1,929
Food service, tipped	5.07	2.19	162	99	31.9	8,400	5,133	1,658
Waiters and waitresses	2.64	2.13	96	85	36.3	4,973	4,430	1,886
Fast food and counter workers	8.27	7.90	318	297	38.5	16,379	15,400	1,980
Combined food preparation and serving workers, including fast food	8.21	7.50	315	296	38.3	16,167	15,392	1,970
Building and grounds cleaning and maintenance occupations	10.18	8.98	403	359	39.6	20,950	18,678	2,059
Building cleaning workers	9.64	8.98	380	358	39.4	19,738	18,595	2,047
Janitors and cleaners, except maids and housekeeping cleaners	10.47	10.75	415	400	39.7	21,598	20,800	2,063
Grounds maintenance workers	8.93	8.75	357	350	40.0	18,581	18,200	2,080
Personal care and service occupations	9.03	7.75	359	310	39.7	18,486	16,120	2,048
Sales and related occupations	16.14	13.00	654	550	40.5	34,015	28,577	2,108
First-line supervisors/managers, sales workers	16.71	15.00	714	689	42.8	37,151	35,818	2,224
First-line supervisors/managers of retail sales workers ..	15.67	14.52	673	655	43.0	35,016	34,050	2,234

See footnotes at end of table.

Table 15 Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, and annual earnings and mean weekly and annual hours by occupation for full-time workers — Continued

Occupation ¹	Hourly ²		Weekly ³			Annual ⁴		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
Sales and related occupations								
–Continued								
Retail sales workers	\$11.60	\$10.00	\$461	\$400	39.7	\$23,977	\$20,800	2,067
Cashiers, all workers	8.67	8.00	340	320	39.2	17,699	16,640	2,041
Cashiers	8.67	8.00	340	320	39.2	17,699	16,640	2,041
Counter and rental clerks and parts salespersons ..	13.51	13.29	541	535	40.0	28,122	27,841	2,082
Parts salespersons	14.01	15.00	567	600	40.4	29,464	31,200	2,103
Retail salespersons	13.16	10.50	527	420	40.0	27,380	21,840	2,081
Insurance sales agents	28.29	25.65	1,131	1,026	40.0	58,837	53,344	2,080
Sales representatives, wholesale and manufacturing	27.16	25.52	1,121	1,021	41.3	58,304	53,073	2,147
Sales representatives, wholesale and manufacturing, technical and scientific products	30.60	29.30	1,308	1,172	42.7	68,021	60,950	2,223
Sales representatives, wholesale and manufacturing, except technical and scientific products	24.47	22.39	984	896	40.2	51,167	46,573	2,091
Miscellaneous sales and related workers	11.65	8.50	466	340	40.0	24,222	17,680	2,080
Office and administrative support occupations	14.35	13.69	570	540	39.8	29,656	28,080	2,067
First-line supervisors/managers of office and administrative support workers	19.01	18.06	761	723	40.0	39,588	37,571	2,082
Financial clerks	14.84	14.50	585	577	39.4	30,420	30,014	2,049
Bill and account collectors Billing and posting clerks and machine operators	15.35	15.50	591	581	38.5	30,707	30,222	2,000
Bookkeeping, accounting, and auditing clerks	13.93	14.00	549	555	39.4	28,568	28,850	2,051
Payroll and timekeeping clerks	16.38	16.00	645	620	39.4	33,561	32,240	2,049
Procurement clerks	15.29	15.95	612	638	40.0	31,805	33,176	2,080
Tellers	13.16	10.00	526	400	40.0	27,365	20,800	2,080
	11.86	11.45	469	458	39.5	24,367	23,816	2,055

See footnotes at end of table.

Table 15 Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, and annual earnings and mean weekly and annual hours by occupation for full-time workers — Continued

Occupation ¹	Hourly ²		Weekly ³			Annual ⁴		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
Office and administrative support occupations —Continued								
Customer service representatives	\$15.33	\$14.00	\$613	\$560	40.0	\$31,883	\$29,120	2,080
Loan interviewers and clerks	15.84	17.26	631	654	39.9	32,821	34,008	2,072
Order clerks	13.83	11.40	553	456	40.0	28,758	23,712	2,080
Receptionists and information clerks	12.75	12.00	509	480	39.9	26,472	24,960	2,076
Dispatchers	15.39	14.79	626	600	40.6	32,537	31,200	2,114
Dispatchers, except police, fire, and ambulance	15.39	14.79	626	600	40.6	32,537	31,200	2,114
Shipping, receiving, and traffic clerks	15.97	15.82	635	633	39.8	33,032	32,895	2,068
Stock clerks and order fillers	10.75	10.30	426	400	39.6	22,147	20,800	2,060
Secretaries and administrative assistants	16.17	15.13	645	605	39.9	33,508	31,479	2,072
Executive secretaries and administrative assistants	22.75	21.66	921	829	40.5	47,880	43,129	2,105
Medical secretaries	14.34	15.13	572	605	39.9	29,672	31,479	2,069
Secretaries, except legal, medical, and executive	15.02	14.14	594	538	39.5	30,870	28,001	2,055
Data entry and information processing workers	14.20	14.34	568	574	40.0	29,544	29,827	2,080
Data entry keyers	13.54	14.34	542	574	40.0	28,170	29,827	2,080
Insurance claims and policy processing clerks	18.74	19.08	714	763	38.1	37,115	39,686	1,981
Office clerks, general	12.55	12.00	501	480	39.9	26,048	24,960	2,075
Construction and extraction occupations	14.82	13.93	589	556	39.8	30,441	28,843	2,054
First-line supervisors/managers of construction trades and extraction workers	22.44	19.92	905	825	40.4	47,085	42,900	2,099
Carpenters	16.32	16.21	641	648	39.3	33,343	33,721	2,044
Construction laborers	12.53	11.27	501	451	40.0	26,060	23,442	2,080
Construction equipment operators	13.57	12.50	543	500	40.0	27,793	24,960	2,048

See footnotes at end of table.

Table 15 Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, and annual earnings and mean weekly and annual hours by occupation for full-time workers — Continued

Occupation ¹	Hourly ²		Weekly ³			Annual ⁴		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
Construction and extraction occupations –Continued								
Operating engineers and other construction equipment operators	\$13.67	\$13.50	\$547	\$540	40.0	\$28,426	\$28,076	2,080
Pipelayers, plumbers, pipefitters, and steamfitters	18.75	19.56	750	782	40.0	38,996	40,685	2,080
Plumbers, pipefitters, and steamfitters	18.75	19.56	750	782	40.0	38,996	40,685	2,080
Helpers, construction trades ..	11.92	12.21	469	483	39.3	23,801	25,135	1,997
Installation, maintenance, and repair occupations	16.84	16.00	677	640	40.2	35,168	33,280	2,089
First-line supervisors/managers of mechanics, installers, and repairers	19.19	17.78	816	800	42.5	42,409	41,601	2,210
Automotive technicians and repairers	19.46	18.00	780	720	40.1	40,518	37,440	2,082
Automotive service technicians and mechanics	19.63	19.25	807	800	41.1	41,947	41,600	2,137
Bus and truck mechanics and diesel engine specialists ...	18.64	16.80	746	672	40.0	38,773	34,940	2,080
Heavy vehicle and mobile equipment service technicians and mechanics	17.77	19.00	704	684	39.6	36,592	35,568	2,060
Heating, air conditioning, and refrigeration mechanics and installers	15.88	15.75	635	630	40.0	33,031	32,760	2,080
Industrial machinery installation, repair, and maintenance workers	15.16	14.90	606	596	40.0	31,523	30,986	2,079
Industrial machinery mechanics	22.63	25.00	905	1,000	40.0	47,078	51,998	2,080
Maintenance and repair workers, general	12.81	10.30	512	412	40.0	26,614	21,424	2,078
Line installers and repairers ...	24.85	26.74	994	1,070	40.0	51,686	55,619	2,080

See footnotes at end of table.

Table 15 Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, and annual earnings and mean weekly and annual hours by occupation for full-time workers — Continued

Occupation ¹	Hourly ²		Weekly ³			Annual ⁴		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
Installation, maintenance, and repair occupations –Continued								
Miscellaneous installation, maintenance, and repair workers	\$14.11	\$15.10	\$564	\$604	40.0	\$29,354	\$31,408	2,080
Production occupations	14.03	13.26	551	510	39.3	28,652	26,520	2,042
First-line supervisors/managers of production and operating workers	21.01	22.41	847	896	40.3	44,044	46,609	2,096
Miscellaneous assemblers and fabricators	10.40	10.40	411	400	39.5	21,356	20,800	2,053
Machine tool cutting setters, operators, and tenders, metal and plastic	16.22	18.85	615	737	37.9	31,976	38,334	1,972
Welding, soldering, and brazing workers	15.11	14.40	588	575	38.9	30,561	29,902	2,022
Welders, cutters, solderers, and brazers	14.58	14.10	565	560	38.8	29,384	29,120	2,016
Miscellaneous metalworkers and plastic workers	12.79	13.63	511	545	39.9	26,549	28,352	2,075
Laundry and dry-cleaning workers	8.83	8.15	341	326	38.6	17,744	16,952	2,009
Woodworking machine setters, operators, and tenders	13.95	16.13	558	645	40.0	29,025	33,550	2,080
Woodworking machine setters, operators, and tenders, except sawing	14.81	16.13	593	645	40.0	30,812	33,550	2,080
Crushing, grinding, polishing, mixing, and blending workers	13.99	13.59	560	544	40.0	29,097	28,273	2,080
Inspectors, testers, sorters, samplers, and weighers	14.35	16.43	582	657	40.6	30,253	34,174	2,109
Painting workers	11.96	12.00	442	448	37.0	23,003	23,296	1,923
Coating, painting, and spraying machine setters, operators, and tenders	11.96	12.00	442	448	37.0	23,003	23,296	1,923

See footnotes at end of table.

Table 15 Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, and annual earnings and mean weekly and annual hours by occupation for full-time workers — Continued

Occupation ¹	Hourly ²		Weekly ³			Annual ⁴		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
Production occupations –Continued								
Miscellaneous production workers	\$10.68	\$11.37	\$419	\$455	39.2	\$21,770	\$23,648	2,038
Paper goods machine setters, operators, and tenders	11.87	11.75	437	411	36.9	22,746	21,385	1,917
Helpers--production workers	11.46	11.46	456	458	39.8	23,606	23,833	2,059
Transportation and material moving occupations	13.38	12.25	542	494	40.5	28,057	25,064	2,098
Driver/sales workers and truck drivers	14.79	13.50	609	540	41.2	31,397	26,779	2,123
Driver/sales workers	13.37	16.40	519	656	38.9	27,006	34,112	2,020
Truck drivers, heavy and tractor-trailer	15.54	14.00	657	560	42.3	33,604	29,120	2,163
Truck drivers, light or delivery services	13.93	11.57	559	465	40.1	29,042	24,170	2,084
Industrial truck and tractor operators	12.47	12.00	499	480	40.0	25,944	24,960	2,080
Laborers and material movers, hand	11.35	10.25	453	410	39.9	23,555	21,320	2,075
Laborers and freight, stock, and material movers, hand	11.36	9.50	453	380	39.9	23,547	19,760	2,073
Packers and packagers, hand	12.05	14.00	482	560	40.0	25,068	29,120	2,080

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.