## OCCUPATIONAL EMPLOYMENT REPORT OF SECURITIES, COMMODITY CONTRACTS, AND OTHER FINANCIAL INVESTMENTS **AND RELATED ACTIVITIES (523000)**

## In Cooperation with the **U.S. Department of Labor**



What this report is about: This form asks for information about the occupations and wage ranges of the employees described in Item 3 below. Please complete Items 1 through 5 on this page. Next, please provide the information requested beginning on page 1 for the employees who worked during or received pay for the pay period that included the reference date in Item 3, printed directly above your establishment name. The instructions on pages ii and iii explain how to provide the information.

Please see our website at http://www.bls.gov/OES for more information on the OES Program, including a display of national, state and metropolitan area employment and wage estimates

by occupation.	
Which of the following options describes the status of the location(s) in Item 3 as of the reference date also printed in Item 3?	This form asks for information about the employees described below. Our estimate of employment for these employees appears at the top right corner of the label. <i>Please make any needed address corrections</i> .
Operating: Go to item 2.	
Temporarily closed during the reference period: Report data only for employees paid for work during the reference period. If no employees worked for pay, report "0" in section 4 of this page and return the form in the reply envelope provided.  Permanently out of business as of/_/: Return the form to the address at the top.  Sold or merged: Enter the new name and address below, then go to item 2.	
New News	Λ
New Name:	How many employees, <b>both full and part-time</b> , worked at this location(s) during the pay period that included the reference date printed in Item 3?
New Address:	the pay period that included the reference date printed in item 3:
	Enter the number here
Our records show that your main products or services are related to those listed below. If they are not, please list your main products or services on the lines provided and continue with the rest of the report.	<ul> <li>Include</li> <li>Full or part-time paid workers</li> <li>Workers on paid leave</li> <li>Workers assigned temporarily to other units</li> <li>Incorporated firms - paid owners, officers, and staff</li> <li>Ontractors and temporary agency employees not on your payroll</li> <li>Unpaid family workers</li> <li>Workers on unpaid leave</li> <li>Unincorporated firms - proprietors, owners, and partners</li> </ul>
	Do all employees reported above work at one location?  Yes NoEnter number of locations
	5 Please tell us who to contact if we have questions about your data. FOR OFFICE
	Name: USE ONLY
	Title:
	Phone: ()Ext Date:
	E-mail address:

## **Instructions for Reporting by Occupation**

Report part-time workers in the job they perform.

Report apprentices in the job for which they are being trained.

Report employees in the following ways:

- Use the description of duties along with the job titles to determine where to place employees. Do not rely on job titles alone.
- Report employees in the occupations in which they are working, not necessarily in occupations for which they have been trained. For example: An employee trained as an engineer, but working as a drafter, should be reported as a drafter.
- Report each employee only once in the occupation that requires the highest level of skill if the employee performs work in two or more occupations. If there is **no** measurable difference in skill requirements, report employees in the occupation in which they spend the **most** time.
- Professionals who directly supervise other workers in professional occupations should be classified in the same occupation as the workers they supervise. For example, an economist that supervises other economists is classified as an economist.

# **Instructions for Reporting Wage Information**

### For all employees:

- Please use the hourly and annual wage rate categories to report employees. If wages are not recorded by hour or year (bi-weekly, or monthly for example), convert them into an hourly wage rate.
- For part-time workers, please report the specific hourly wage rate, not an average.
- For tip, commission, and piece-rate workers, please estimate the earnings (base pay plus tips, commissions, or piece rates), and report the appropriate wage.
- For salaried workers who do not work a standard 2080 hours per year (40 hours per week), please report wages on an hourly basis. For workers who are paid an annual salary by contract, such as Airline Pilots, report their annual salary.
- Include and/or exclude from pay as follows:

### Include as pay

- Base Rate
- Commissions
- Tips
- Deadheading Pay
- Guaranteed Pay
- Hazard Pay
- Incentive Pav
- Longevity Pay
- On-call Pay
- Piece Rate
- Portal-to-Portal Rate
- Production Bonus
- Cost-of-Living Allowance

- Attendance Bonus
- Back Pay
- Draw
- Holiday Premium Pay
- Jury Duty Pay
- Lodging Payments
- Meal Payments
- Merchandise Discounts
- Nonproduction Bonus (e.g., Holiday Bonus)
- Overtime Pay
- Perquisites
- · Profit Sharing Payment
- Relocation Allowance
- Tuition Repayments

### Exclude as pay

- Severance Pay
- Shift Differential
- Stock Bonuses
- Tool Allowance
- Vacation Pay
- Weekend Pay
- Uniform Allowance

The Bureau of Labor Statistics, its employees, agents, and partner statistical agencies, will use the information you provide for statistical purposes only and will hold the information in confidence to the full extent permitted by law. In accordance with the Confidential Information Protection and Statistical Efficiency Act of 2002 (Title 5 of Public Law 107-347) and other applicable Federal laws, your responses will not be disclosed in identifiable form without your informed consent. This report is authorized by law, 29 U.S.C. §2. Your voluntary cooperation is needed to make the results of this report comprehensive, accurate, and timely.

\*We estimate that it will vary from 30 minutes to 6 hours to complete this report, depending on such factors as the size of the establishment. This includes time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing this information. If you have any comments regarding these estimates or any other aspects of this report, including suggestions for reducing this burden, send them to the U.S. Bureau of Labor Statistics, Division of Occupational Employment Statistics (1220-0042), 2 Massachusetts Avenue NE, Suite 2135, Washington, DC 20212. Please do not return your questionnaire to this address. Use the enclosed preaddressed envelope or the address provided at the top of the first page to return your completed questionnaire. You do not have to complete this questionnaire if it does not display a currently valid OMB control number.

523000 ii

# **Instructions for Completing the Report**

On the following pages you will find the Occupational Employment Report. Please refer to the example below and the guidelines on page ii for instructions on how to complete the form. If you have employees whose occupations are not found in the list provided, please use the supplemental pages at the end of this report. Please write each unique occupational title on a separate line along with a short description of duties, the number of employees in each wage category, and the total employment for each occupation.

OCCUPATIONAL TITL				(F					IN SELE			NGES URLY RA	TE)	
DECOMM HON OF DA		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
	Hourly (part- time or full-time)	under \$7.50	\$7.50 - 9.49	\$9.50 - 11.99	\$12.00 - 15.24	\$15.25 - 19.24	\$19.25 - 24.49	\$24.50 - 30.99	\$31.00 - 39.24	\$39.25 - 49.74	\$49.75 - 63.24	\$63.25 - 79.99	\$80.00 and over	TOTAL
	Annual Salary (full-time only)	under \$15,600	\$15,600 - 19,759	\$19,760 - 24,959	\$24,960 - 31,719	\$31,720 - 40,039	\$40,040 - 50,959	\$50,960 - 64,479	\$64,480 - 81,639	\$81,640 - 103,479		\$131,560 - 166,399	\$166,400 and over	EMPLOYMENT
Accountants and Auditors - Examand interpret accounting records for giving advice or preparing statement	r the purpose of				1	2	3							6

- 1 For each occupation listed, read the definition to determine which occupations are found in your establishment.
- For each occupation that is found in your establishment, write in the number of workers in this occupation, based on their wages. For example, there are six Accountants in your establishment. One is part-time, working 20 hours a week, and earns \$12,480 per year; and five are full-time: two earn \$32,000 per year, and three earn \$46,000. Calculate an hourly wage for the part-time worker by dividing the annual wage by the number of hours worked; 20 hrs x 52 weeks = 1040 hrs/yr, \$12480/1040 hrs = \$12/hr. Write "1" in column D. For the full-time workers, use their annual wage: write "2" in column E and "3" in column F.
- Add up the total number of workers in this occupation and write the figure in the Total Employment column, making sure the total agrees with your records.

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OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES				_						TED WA g to an I				
DESCRIPTION OF DUTIES		Α	В	С	D	Е	F	G	Н	I	J	K	L	Т
	Hourly (part- time or full-time)	under \$7.50	\$7.50 - 9.49	\$9.50 - 11.99	\$12.00 - 15.24	\$15.25 - 19.24	\$19.25 - 24.49	\$24.50 - 30.99	\$31.00 - 39.24	\$39.25 - 49.74	\$49.75 - 63.24		\$80.00 and over	Total
	Annual Salary (full-time only)	under \$15,600	\$15,600 - 19,759	\$19,760 - 24,959	\$24,960 - 31,719								\$166,400 and over	Employme

Determine and formulate policies and provide the overall direction of companies or private and public sector organizations within the guidelines set up by a board of directors or similar governing body. 11-1011 General and Operations Managers -Α В С D Е F G Н J Κ Plan, direct, or coordinate the operations of companies or public and private sector organizations. Duties include formulating policies, managing daily operations, and planning the use of materials and human resources, but are too diverse in nature to be classified in any one functional area of management or administration. 11-1021 Marketing Managers -В С D Ε F Н Κ G J Т Determine the demand for products and services offered by a firm and its competitors and identify potential customers. Develop pricing strategies with the goal of maximizing the firm's profits or share of the market. 11-2021 Sales Managers -Α В С Е G Н K (Customer Service Manager) Direct the distribution of a product or service to the customer by establishing sales territories, quotas, and goals. Analyze sales statistics gathered by staff to determine sales potential and inventory requirements and monitor the preferences of

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11-2022

customers.

OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES				ı	_	_		_	-		GE RAI			
DESCRIPTION OF DUTIES		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
	Hourly (part- time or full-time)	under \$7.50	\$7.50 - 9.49	\$9.50 - 11.99	\$12.00 - 15.24	\$15.25 - 19.24	\$19.25 - 24.49	\$24.50 - 30.99	\$31.00 - 39.24	\$39.25 - 49.74	\$49.75 - 63.24	\$63.25 - 79.99	\$80.00 and over	Total
	Annual Salary (full-time only)	under \$15,600	\$15,600 - 19,759	\$19,760 - 24,959	\$24,960 - 31,719	\$31,720 - 40,039	\$40,040 - 50,959	\$50,960 - 64,479	\$64,480 - 81,639	\$81,640 - 103,479		\$131,560 - 166,399		Employment
Public Relations Managers -		Α	В	С	D	Е	F	G	Н		J	К	1	т
Plan and direct public relations programs designed to cremaintain a favorable public image for employer or client; fundraising, plan and direct activities to solicit and maintaspecial projects and nonprofit organizations.	or if engaged in	·		J							J	·		·
Administrative Services Managers -		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
Plan, direct, or coordinate supportive services of an organism recordkeeping, mail distribution, telephone operator/rother office support services.														
Computer and Information Systems Managers -		Α	В	С	D	Е	F	G	Н	<u> </u>	J	К	1	т
( <i>Data Processing Manager</i> ) Plan, direct, or coordinate such fields as electronic data processing, information sy analysis, and computer programming.				J	, and the second	ı		J			· ·	K		·
Financial Managers -		Α	В	С	D	Е	F	G	Н	-		К		т
(Controller) Plan, direct, and coordinate accounting, in insurance, securities, and other financial activities of a b department of an establishment.		A	Б	C	U		-	G	n		J	K	L	'
Compensation and Benefits Managers -		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
Plan, direct, or coordinate compensation and benefits ac of an organization. Include job analysis and position des managers.														
Training and Development Managers -		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
Plan, direct, or coordinate the training and development staff of an organization.	activities and													

OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES									SELECT cording					
DESCRIPTION OF BUILDS		Α	В	С	D	Е	F	G	Н	- 1	J	K	L	Т
	Hourly (part- time or full-time)	under \$7.50	\$7.50 - 9.49	\$9.50 - 11.99	\$12.00 - 15.24	\$15.25 - 19.24	\$19.25 - 24.49	\$24.50 - 30.99	\$31.00 - 39.24	\$39.25 - 49.74	\$49.75 - 63.24	\$63.25 - 79.99	\$80.00 and over	Total
	Annual Salary	under	\$15,600 -	\$19,760 -	\$24,960 -	\$31,720 -	\$40,040 -	\$50,960 -		\$81,640 -	\$103,480	\$131,560	\$166,400	Employment
	(full-time only)	\$15,600	19,759	24,959	31,719	40,039	50,959	64,479	81,639	103,479	- 131,559	- 166,399	and over	
<b>Business and Financial Operatio</b>	ns Occupa	ation	ıs											
Claims Adjusters, Examiners, and Investigators -		Α	В	С	D	Е	F	G	Н	ı	J	K	L	T
(Insurance Appraiser) Review settled claims to determ payments and settlements have been made in accordan procedures, ensuring that adjusters have followed prope Report overpayments, underpayments, and other irregul	ce with company r methods.													
	13-1031													
Compliance Officers, Except Agriculture, Construction Safety, and Transportation -		Α	В	С	D	E	F	G	Н	ı	J	K	L	Т
Examine, evaluate, and investigate eligibility for or confo and regulations governing contract compliance of license and other compliance and enforcement inspection activit elsewhere.	es and permits,													
<b>Employment, Recruitment, and Placement Specialist</b>	s -	Α	В	С	D	Е	F	G	Н	1	J	К	L	Т
Recruit and place workers.	13-1071		_			_	-						_	
Compensation, Benefits, and Job Analysis Specialis	ts -	Α	В	С	D	Е	F	G	Н	ı	J	К	L	Т
Conduct programs of compensation and benefits and job employer.	analysis for 13-1072													
Training and Development Specialists -		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
Conduct training and development programs for employe	ees. 13-1073													
Management Analysts -		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
(Business Consultant) Conduct organizational studies evaluations, design systems and procedures, conduct wis simplifications and measurement studies, and prepare of procedures manuals.	ork													
	10 1111													

OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES					_	_		_	-		GE RAI			
DESCRIPTION OF DETIES		Α	В	С	D	Е	F	G	Н	ı	J	K	L	T
	Hourly (part-	under	\$7.50 -	\$9.50 -	\$12.00 -	\$15.25 -	\$19.25 -	\$24.50 -	\$31.00 -	\$39.25 -	\$49.75 -	\$63.25 -	\$80.00	
	time or full-time)	\$7.50	9.49	11.99	15.24	19.24	24.49	30.99	39.24	49.74	63.24	79.99	and over	Total
	Annual Salary	under	\$15,600 -	\$19,760 -	\$24,960 -	\$31,720 -					\$103,480			Employment
	(full-time only)	\$15,600	19,759	24,959	31,719	40,039	50,959	64,479	81,639	103,479	- 131,559	- 166,399	and over	
Meeting and Convention Planners -		Α	В	С	D	E	F	G	Н	I	J	K	L	Т
Coordinate activities of staff and convention personnel to	make													
arrangements for group meetings and conventions.	40.4404													
	13-1121													
Accountants and Auditors -		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
Examine, analyze, and interpret accounting records for the	he purpose of													
giving advice or preparing statements. Install or advise of														
recording costs or other financial and budgetary data.														
	13-2011													
Credit Analysts -		Α	В	С	D	E	F	G	Н	ı	J	K	L	T
Analyze current credit data and financial statements of ir														
firms to determine the degree of risk involved in extendir lending money. Prepare reports with this credit information														
decision-making.	on tor use in													
decision making.	40.0044													
	13-2041													
Financial Analysts -		Α	В	С	D	Е	F	G	Н		J	K	L	Т
Conduct quantitative analyses of information affecting in	vestment			_	_	_							_	
programs of public or private institutions.														
	13-2051													
Personal Financial Advisors -		Α	В	С	D	Е	F	G	Н	I	J	K	L	T
(Estate Planner) Advise clients on financial plans utilizing														
tax and investment strategies, securities, insurance, pen	sion plans, and													
real estate.														
	13-2052													
Financial Examiners -		Α	В	С	D	Е	F	G	Н		J	K		т
Enforce or ensure compliance with laws and regulations	governing	А	В	C	U		r	G	п		J	r\		
financial and securities institutions and financial and real														
transactions.	23.0.0													
	13-2061													
	13-2001													

OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES											GE RAI			
DESCRIPTION OF DUTIES		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
	Hourly (part- time or full-time)	under \$7.50	\$7.50 - 9.49	\$9.50 - 11.99	\$12.00 - 15.24	\$15.25 - 19.24	\$19.25 - 24.49	\$24.50 - 30.99	\$31.00 - 39.24	\$39.25 - 49.74	\$49.75 - 63.24	\$63.25 - 79.99	\$80.00 and over	Total
	Annual Salary (full-time only)	under \$15,600	\$15,600 - 19,759	\$19,760 - 24,959	\$24,960 - 31,719	\$31,720 - 40,039	\$40,040 - 50,959	\$50,960 - 64,479	\$64,480 - 81,639		\$103,480 - 131,559			Employment
	(run tirrio orny)													_
Loan Officers - (Loan Examiner) Evaluate, authorize, or recommend a commercial, real estate, or credit loans. Advise borrower status and methods of payments.		A	В	С	D	E	F	G	Н	ı	J	К	L	Т
Computer and Mathematical Occ	cupations													
Computer Programmers -	-	Α	В	С	D	Е	F	G	Н	I	J	K	L	T
Convert project specifications and statements of problem procedures to detailed logical flow charts for coding into language. Develop and write computer programs to store retrieve specific documents, data, and information. May sites.	computer e, locate, and													
Computer Coffware Frances Applications			_		,	_	_					14		
Computer Software Engineers, Applications - Develop, create, and modify general computer application specialized utility programs. Analyze user needs and device solutions. Design software or customize software for clies aim of optimizing operational efficiency.	elop software	A	В	С	D	Е	F	G	н	1	J	К		•
Computer Software Engineers, Systems Software -		Α	В	С	D	Е	F	G	Н	1		K	1	Т
Research, develop, and test operating systems-level sof and network distribution software. Set operational specific formulate and analyze software requirements. Apply printechniques of computer science, engineering, and mathematically sis.	cations and nciples and	,,				_							_	
	15-1032													
Computer Support Specialists -		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
Provide technical assistance to computer system users. questions or resolve computer problems for clients.	Answer <b>15-1041</b>		_			_				-			_	

OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES											GE RAI			
		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
	Hourly (part-	under	\$7.50 -	\$9.50 -	\$12.00 -	\$15.25 -	\$19.25 -	\$24.50 -	\$31.00 -	\$39.25 -	\$49.75 -	\$63.25 -	\$80.00	
	time or full-time)	\$7.50	9.49	11.99	15.24	19.24	24.49	30.99	39.24	49.74	63.24	79.99	and over	Total
	Annual Salary (full-time only)	under \$15,600	\$15,600 - 19,759	\$19,760 - 24,959	\$24,960 - 31,719	\$31,720 - 40,039	\$40,040 - 50,959	\$50,960 - 64,479	\$64,480 - 81,639		\$103,480 - 131,559			Employment
	(full-time only)	\$15,000	19,759	24,959	31,719	40,039	50,959	64,479	61,039	103,479	- 131,559	- 100,399	and over	
Computer Systems Analysts -		Α	В	С	D	Е	F	G	Н	ı	J	K	L	T
Analyze data processing problems for application to elect processing systems. Analyze user requirements, procedu problems to automate or improve existing systems and re system capabilities, workflow, and scheduling limitations.	ires, and eview computer													
	15-1051													
Database Administrators -		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
Coordinate changes to computer databases, test and imp database applying knowledge of database management s														
	15-1061													
Network and Computer Systems Administrators -		Α	В	С	D	Е	F	G	н	1	J	К	L	Т
(LAN/WAN Administrator) Install, configure, and support organization's local area network (LAN), wide area networ Internet system or a segment of a network system. Maintainetwork hardware and software to ensure network available system users.	rk (WAN), and ain and monitor													
Network Systems and Data Communications Analysts	s -	Α	В	С	D	Е	F	G	Н	<u> </u>	J	K	L	Т
(Internet Developer, Webmaster) Analyze, design, and network systems, such as local area networks (LAN), wid (WAN), and Internet. Perform network modeling, analysis Research and recommend network and data communicat and software. Include telecommunications specialists who interfacing of computer and communications equipment.	l evaluate e area networks , and planning. tions hardware													

OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES					NUMBE (Repor	_	_	_			AGE RA Hourly I			
DESCRIPTION OF DUTIES		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
	Hourly (part-	under	\$7.50 -	\$9.50 -	\$12.00 -	\$15.25 -	\$19.25 -	\$24.50 -	\$31.00 -	\$39.25 -	\$49.75 -	\$63.25 -	\$80.00	
	time or full-time)	\$7.50	9.49	11.99	15.24	19.24	24.49	30.99	39.24	49.74	63.24	79.99	and over	Total Employment
	Annual Salary (full-time only)	under \$15,600	\$15,600 - 19,759	\$19,760 - 24,959	\$24,960 - 31,719	\$31,720 - 40,039	\$40,040 - 50,959	\$50,960 - 64,479	\$64,480 - 81,639	\$81,640 - 103,479	\$103,480 - 131,559	\$131,560 - 166.399		Linployment
	(rail arrio orny)													
Operations Research Analysts - ( <i>Procedure Analyst</i> ) Formulate and apply mathematic other optimizing methods using a computer to develop a information that assists management with decision making formulation, or other managerial functions.	nd interpret	A	В	С	D	E	F	G	Н	I	J	К	L	T
Life, Physical, and Social Science	e Occupati	ions												
Economists -		Α	В	С	D	Е	F	G	Н	I	J	K	L	Т
Conduct research, prepare reports, or formulate plans to of economic problems arising from production and distribution and services.														
Market Research Analysts -		Α	В	С	D	Е	F	G	н		J	К		Т
Research market conditions in local, regional, or national determine potential sales of a product or service.	19-3021									-			_	
Legal Occupations														
Lawyers -		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
Represent clients in criminal and civil litigation and other proceedings, draw up legal documents, and manage or a legal transactions.														
Paralegals and Legal Assistants -	ling footo	Α	В	С	D	Е	F	G	Н	I	J	K	L	Т
Assist lawyers by researching legal precedent, investigal preparing legal documents. Conduct research to support proceeding, to formulate a defense, or to initiate legal actions.	a legal													

OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES					_	_		_			AGE RAI			
DESCRIPTION OF DOTTES		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
	Hourly (part- time or full-time)	under \$7.50	\$7.50 - 9.49	\$9.50 - 11.99	\$12.00 - 15.24	\$15.25 - 19.24	\$19.25 - 24.49	\$24.50 - 30.99	\$31.00 - 39.24	\$39.25 - 49.74	\$49.75 - 63.24	\$63.25 - 79.99	\$80.00 and over	Total
	Annual Salary (full-time only)	under \$15,600	\$15,600 - 19,759	\$19,760 - 24,959	\$24,960 - 31,719	\$31,720 - 40,039	\$40,040 - 50,959	- \$50,960 - 64,479	\$64,480 - 81,639	\$81,640 - 103,479	\$103,480 - 131,559	\$131,560 - 166,399		Employmen
Arts, Design, Entertainment, Spo	orts, and N	Medi	a Oc	cupa	tion	S								
Public Relations Specialists -		Α	В	C	D	E	F	G	н	lı	J	К	L	Т
Engage in promoting or creating good will for individuals, organizations by writing or selecting favorable publicity mareleasing it through various communications media. May parrange displays, and make speeches.	aterial and													
Г	27-3031													
Janitors and Cleaners, Except Maids and Housekeepil Keep buildings in clean and orderly condition. Perform her duties, such as cleaning floors, shampooing rugs, washing glass, and removing rubbish. Duties may include tending boiler.	avy cleaning g walls and	Α	В	С	D	Е	F	G	Н	I	J	К	L	Т
Sales and Related Occupations														
First-Line Supervisors/Managers of Non-Retail Sales Non-Retail Sales North Directly supervise and coordinate activities of sales worker retail sales workers. May perform duties, such as budgeting personnel work. These workers have other employees report to them.	ers other than ng and	Α	В	С	D	Е	F	G	Н	I	J	К	L	Т
Cashiers -		Α	В	С	D	Е	F	G	Н	ı	J	К	L	Т
Receive and disburse money in establishments other thar institutions. Usually involves use of electronic scanners, c or related equipment.														

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OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES					_	_		_	-	ΓED WA g to an I	_			
DESCRIPTION OF DUTIES		Α	В	С	D	Е	F	G	Н	I	J	K	L	Т
	Hourly (part-	under	\$7.50 -	\$9.50 -	\$12.00 -	\$15.25 -	\$19.25 -	\$24.50 -	\$31.00 -	\$39.25 -	\$49.75 -	\$63.25 -	\$80.00	
	time or full-time) Annual Salary	\$7.50	9.49	11.99	15.24	19.24	24.49	30.99	39.24	49.74	63.24	79.99	and over	Total Employment
	(full-time only)	under \$15,600	\$15,600 - 19,759	\$19,760 - 24,959	\$24,960 - 31,719	\$31,720 - 40,039	\$40,040 - 50,959	\$50,960 - 64,479	\$64,480 - 81,639		\$103,480 - 131,559			Linploymone
	· · · · · · · · · · · · · · · · · · ·											.,		_
Securities, Commodities, and Financial Services Sale (Stock Broker) Buy and sell securities in investment ar	•	Α	В	С	D	Е	F	G	Н	I	J	K	L	Т
or call upon businesses and individuals to sell financial s														
financial services, such as loan, tax, and securities coun-														
	41-3031													
Telemarketers -		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
Solicit orders for goods or services over the telephone.														
	41-9041													
Office and Administrative Supporting First-Line Supervisors/Managers of Office and Admin		tion A	S B	С	D	Е	F	G	н	ı	J	K	L	т
Support Workers - Supervise and coordinate the activities of clerical and ad	ministrative													
support workers. These workers have other employees r														
to them.	. 0 ,													
	43-1011													
Switchboard Operators, Including Answering Service	e -	Α	В	С	D	Е	F	G	н		J	K	L	Т
Operate telephone business systems equipment or switch			_				•			<u>-</u>			_	
incoming, outgoing, and interoffice calls.														
	43-2011													
Bill and Account Collectors -		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
Locate and notify customers of delinquent accounts by m														
or personal visit to solicit payment. Duties include receiving														
posting amount to customers' account; preparing statem department if customer fails to respond; initiating repossi														
proceedings or service disconnection.	33.011													
	43-3011	1												

OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES											GE RAI			
DESCRIPTION OF BOTTLES		Α	В	С	D	Е	F	G	Н	ı	J	K	L	T
	Hourly (part-	under	\$7.50 -	\$9.50 -	\$12.00 -	\$15.25 -	\$19.25 -	\$24.50 -	\$31.00 -	\$39.25 -	\$49.75 -	\$63.25 -	\$80.00	
	time or full-time)	\$7.50	9.49	11.99	15.24	19.24	24.49	30.99	39.24	49.74	63.24	79.99	and over	Total Employment
	Annual Salary (full-time only)	under \$15,600	\$15,600 - 19,759	\$19,760 - 24,959	\$24,960 - 31,719	\$31,720 - 40,039	\$40,040 - 50,959	\$50,960 - 64,479	\$64,480 - 81,639	\$81,640 - 103,479		\$131,560 - 166,399	\$166,400 and over	Lilipioyillelit
	(run tirrio orny)	,		,	- , -			_ , _	. ,		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			
Billing and Posting Clerks and Machine Operators -		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
Compile, compute, and record billing, accounting, statisti numerical data for billing purposes. Prepare billing invoice														
rendered or for delivery or shipment of goods.	es ioi services													
The second of th														
	43-3021													
						1	1	1		1				
Bookkeeping, Accounting, and Auditing Clerks -		Α	В	С	D	Е	F	G	Н	I	J	K	L	Т
Compute, classify, and record numerical data to keep fin complete. Perform any combination of routine calculating														
verifying duties to obtain primary financial data for use in														
accounting records.	J 3													
	43-3031													
							_						_	_
Payroll and Timekeeping Clerks -	roporo	Α	В	С	D	E	F	G	Н	l	J	K	L	Т
Compile and post employee time and payroll data. May paychecks.	лераге													
payonoono.	43-3051													
	10 0001	<b>.</b>	l			l	l			l				
Tellers -		Α	В	С	D	E	F	G	Н	I	J	K	L	Т
Receive and pay out money. Keep records of money and	~													
instruments involved in a financial institutions' various tra	insactions.													
	43-3071													
	45-3071			<u> </u>		<u> </u>	<u> </u>		<u> </u>		<u> </u>	<u> </u>		
Brokerage Clerks -		Α	В	С	D	E	F	G	Н	I	J	K	L	T
Perform clerical duties involving the purchase or sale of														
Duties include writing orders for stock purchases and sal														
transfer taxes, accepting and delivering securities, tracki fluctuations, computing equity, and distributing dividends														
and distributing dividends	•													
	42 4011													
	43-4011													

OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES				ı							GE RAI			
DESCRIPTION OF DUTIES		Α	В	С	D	Е	F	G	Н	ı	J	K	L	T
	Hourly (part-	under	\$7.50 - 9.49	\$9.50 - 11.99	\$12.00 - 15.24	\$15.25 - 19.24	\$19.25 - 24.49	\$24.50 - 30.99	\$31.00 - 39.24	\$39.25 - 49.74	\$49.75 - 63.24	\$63.25 - 79.99	\$80.00	Taral
	time or full-time) Annual Salary	\$7.50 under	9.49 \$15,600 -	\$19,760 -	\$24,960 -	\$31,720 -	\$40,040 -			\$81,640 -		\$131,560	and over \$166 400	Total Employment
	(full-time only)	\$15,600	. ,	24,959	31,719	40,039	50,959	64,479	81,639	103,479		- 166,399		
Credit Authorizers, Checkers, and Clerks -		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
(Loan Adjuster) Authorize credit charges against custon Investigate history and credit standing of individuals or be establishments applying for credit.														
Customer Service Representatives -			В	С	D	Е	F	G	Н		J	K	L	Т
Interact with customers to provide information in respons	e to inquiries	Α	В	C	U		Г	G	П	•	J	N.	L	ı
about products and services and to handle and resolve of Exclude individuals whose duties are primarily sales or re	omplaints.													
	40 4001													
File Clerks - File correspondence, cards, invoices, receipts, and other alphabetical or numerical order or according to the filing Locate and remove material from file when requested.		A	В	С	D	E	F	G	Н	ı	J	К	L	Т
Loan Interviewers and Clerks -		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
Interview loan applicants to elicit information; investigate backgrounds and verify references; prepare loan request forward findings, reports, and documents to appraisal de Review loan papers to ensure completeness, and complete loan establishment, borrowers, and sellers upor loan.	papers; and partment. ete transactions													
New Accounts Clerks -		Α	В	С	D	E	F	G	Н	ı	J	K	L	Т
Interview persons desiring to open bank accounts. Expla services available to prospective customers and assist thapplication form.														

OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES					_	_	_	_	_		GE RAI			
DESCRIPTION OF DUTIES		Α	В	С	D	Е	F	G	Н	I	J	K	L	Т
	Hourly (part- time or full-time)	under \$7.50	\$7.50 - 9.49	\$9.50 - 11.99	\$12.00 - 15.24	\$15.25 - 19.24	\$19.25 - 24.49	\$24.50 - 30.99	\$31.00 - 39.24	\$39.25 - 49.74	\$49.75 - 63.24	\$63.25 - 79.99	\$80.00 and over	Total
	Annual Salary	under \$15,600	\$15,600 - 19,759	\$19,760 - 24,959	\$24,960 - 31,719	\$31,720 - 40,039	\$40,040 - 50,959	\$50,960 - 64,479	\$64,480 - 81,639	\$81,640 - 103,479	\$103,480 - 131,559		\$166,400	Employment
	(full-time only)	\$15,000	19,759	24,909	31,719	40,039	50,959	04,479	01,039	103,479	- 131,559	- 100,399	and over	
Order Clerks - Receive and process incoming orders for materials, merchandise, classified ads, or services such as repairs, installations, or rental of facilities. Duties include informing customers of receipt, prices, shipping dates, and delays; preparing contracts; and handling complaints.  43-4151		A	В	С	D	E	F	G	H	_	J	К	L	Т
Human Resources Assistants, Except Payroll and Til	mekeeping -	Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
(Personnel Clerk) Compile and keep personnel record for each employee, such as address, weekly earnings, a date of and reason for termination. Compile and type rep employment records. Search employee files and furnish authorized persons.	bsences, and orts from													
Receptionists and Information Clerks -		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
Answer inquiries and obtain information for general publi visitors, and other interested parties. Provide information activities conducted at establishment; location of departn and employees within organization.	regarding													
Couriers and Messengers -		Λ	В	С	D	Е	F	G	Н		J	K		Т
Pick up and carry messages, documents, packages, and between offices or departments within an establishment business concerns.		A	В	C	U	C	F	G	П		J	K		,
Executive Secretaries and Administrative Assistants	-	Α	В	С	D	Е	F	G	Н	J	J	K	L	Т
Provide administrative support by performing clerical and tasks. Higher-level executive assistants and administration may also conduct independent projects and assume great responsibilities.	I administrative ve assistants													

OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES				ı			MPLOYI me Wor							
DESCRIPTION OF DUTIES		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
	Hourly (part- time or full-time)	under \$7.50	\$7.50 - 9.49	\$9.50 - 11.99	\$12.00 - 15.24	\$15.25 - 19.24	\$19.25 - 24.49	\$24.50 - 30.99	\$31.00 - 39.24	\$39.25 - 49.74	\$49.75 - 63.24	\$63.25 - 79.99	\$80.00 and over	Total
	Annual Salary	under	\$15,600 -	\$19,760 -	\$24,960 -	\$31,720 -	\$40,040 -	\$50,960 -	\$64,480 -	\$81,640 -	\$103,480	\$131,560	\$166,400	Employment
	(full-time only)	\$15,600	19,759	24,959	31,719	40,039	50,959	64,479	81,639	103,479	- 131,559	- 166,399	and over	
Legal Secretaries - Perform secretarial duties utilizing legal terminology, prodocuments. Prepare legal papers and correspondence, summonses, complaints, motions, and subpoenas.		A	В	С	D	E	F	G	Н	I	J	К	L	Т
Secretaries, Except Legal, Medical, and Executive -		Α	В	С	D	E	F	G	Н	l ı	J	K		т
Perform clerical and routine administrative functions sucl correspondence, scheduling appointments, filing, or provinformation.			J	J	D		•	J			J	K		•
Computer Operators -		Α	В	С	D	E	F	G	н	l i	J	К	L	Т
(Peripheral Equipment Operator) Monitor and control computer and peripheral electronic data processing equi process business, scientific, engineering, and other data operating instructions.	oment to													
Data Entry Keyers -		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
(Keypunch Operator) Operate data entry device, such photo composing perforator.	as keyboard or <b>43-9021</b>													
Word Processors and Typists -		Α	В	С	D	Е	F	G	н	l i	J	K	L	Т
(Composing Data Keyer) Use word processor/compute to type letters, reports, forms, or other material from roug corrected copy, or voice recording.					-	_	-			·			_	
Insurance Claims and Policy Processing Clerks -		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
Process new insurance policies, modifications to existing claims forms. Obtain information from policyholders to ve forms, applications, and company records. Update existing company records.	rify claims													

OCCUPATIONAL TITLE AND DESCRIPTION OF DUTIES					_	R OF EI t Part-tii	_	_	-		_			
DESCRIPTION OF DUTIES		Α	В	С	D	Е	F	G	Н	I	J	K	L	Т
	Hourly (part-	under	\$7.50 -	\$9.50 -	\$12.00 -	\$15.25 -	\$19.25 -	\$24.50 -	\$31.00 -	\$39.25 -	\$49.75 -	\$63.25 -	\$80.00	
	time or full-time) Annual Salary	\$7.50	9.49	11.99	15.24	19.24	24.49	30.99	39.24	49.74	63.24	79.99	and over	Total Employment
	(full-time only)	under \$15,600	\$15,600 - 19,759	\$19,760 - 24,959	\$24,960 - 31,719	\$31,720 - 40,039	\$40,040 - 50,959	\$50,960 - 64,479	\$64,480 - 81,639	\$81,640 - 103,479		\$131,560 - 166,399		
Mail Clerks and Mail Machine Operators, Except Pos			В	С	D	Е	_	•		-		1/		Т
Prepare incoming and outgoing mail for distribution. Use		Α	В	C	U	E	F	G	Н	ı	J	K	L	
handling machines to time stamp, open, read, sort, and r														
mail; and address, stamp, fold, stuff, seal, and affix posta	age to outgoing													
mail or packages.														
	43-9051													
Office Clerks, General -		Α	В	С	D	Е	F	G	Н	1	J	K	L	Т
Perform duties too varied and diverse to be classified in office clerical occupation, requiring limited knowledge of management systems and procedures. Clerical duties m in accordance with the office procedures of individual establishment.	office ay be assigned													
Office Machine Operators, Except Computer -		Α	В	С	D	Е	F	G	Н	-	J	К	L	Т
Operate one or more of a variety of office machines, suc photocopying, photographic, and duplicating machines, machines.		A	Б	C	D			0	п	•	3	K		
Installation, Maintenance, and R	epair Occ													
Maintenance and Repair Workers, General - (Maintenance Mechanic) Perform work involving the s	cills of two or	Α	В	С	D	E	F	G	Н	I	J	K	L	Т
more maintenance or craft occupations to keep machine equipment, or the structure of an establishment in repair.	s, mechanical													
														Т
		Subtotal Employment												

Report additional occupations on supplemental pages at the end of form.

# **Instructions for Completing the Supplemental Page**

Please use these supplemental pages to report employees whose occupations were not found on the preceding pages. Please write in each unique occupational title, a short description of duties, the number of employees found in each wage column, and the total employment for each occupation. Refer to pages ii and iii for detailed instructions on how to report by occupation, how to determine wages, and how to complete the report.

OCCUPATIONAL TITLE AND					NUMBE (Repor									
DESCRIPTION OF DUTIES		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
	Hourly (part-	under	\$7.50 -	\$9.50 -	\$12.00 -	\$15.25 -	\$19.25 -	\$24.50 -	\$31.00 -	\$39.25 -	\$49.75 -	\$63.25 -	\$80.00	
	time or full-time)	\$7.50	9.49	11.99	15.24	19.24	24.49	30.99	39.24	49.74	63.24	79.99	and over	Total
	Annual Salary (full-time only)	under \$15,600	\$15,600 - 19,759	\$19,760 - 24,959	\$24,960 - 31,719	\$31,720 - 40,039	\$40,040 - 50,959	\$50,960 - 64,479	\$64,480 - 81,639	\$81,640 -	\$103,480 - 131,559	\$131,560 - 166 399	\$166,400	Employmen
	(run-time only)	ψ10,000	10,700	24,500	01,710	40,000		04,473	01,000	100,470	101,000	100,000	and over	
		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
_														
		Α	В	С	D	Е	F	G	Н		J	K	L	Т
		7.			_	_	-			•	•		_	-
		Α	В	С	D	E	F	G	Н	ı	J	K	L	Т
		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
		Α	В	С	D	E	F	G	Н	ı	J	К	L	Т
										Cub4-	4al C	levre e :-	4 4b!s	
FIPS Schedule Number	NAICS Code	Unit Total Employment			Revie	ved By	Date Re	eviewed		Subto	tal Emp pa	ıoymen ge	เ - เกเร	
FOR OFFICE											Pu	3~		
USE ONLY										Total E				

# **Instructions for Completing the Supplemental Page**

Please use these supplemental pages to report employees whose occupations were not found on the preceding pages. Please write in each unique occupational title, a short description of duties, the number of employees found in each wage column, and the total employment for each occupation. Refer to pages ii and iii for detailed instructions on how to report by occupation, how to determine wages, and how to complete the report. If you need additional space to report the workers in your establishment, please photocopy this page.

OCCUPATIONAL TITLE AND		NUMBER OF EMPLOYEES IN SELECTED WAGE RANGES (Report Part-time Workers According to an Hourly Rate)												
DESCRIPTION OF DUTIES		Α	В	С	D	Е	F	G	Н	ı	J	K	L	Т
	Hourly (part-	under	\$7.50 -	\$9.50 -	\$12.00 -	\$15.25 -	\$19.25 -	\$24.50 -	\$31.00 -	\$39.25 -	\$49.75 -	\$63.25 -	\$80.00	
	time or full-time)	\$7.50	9.49	11.99	15.24	19.24	24.49	30.99	39.24	49.74	63.24	79.99	and over	Total
	Annual Salary (full-time only)	under \$15,600	\$15,600 - 19,759	\$19,760 - 24,959	\$24,960 - 31,719	\$31,720 - 40,039	\$40,040 - 50,959	\$50,960 - 64,479	\$64,480 - 81,639	\$81,640 - 103,479		\$131,560 - 166,399		Employmen
	(run-time only)	ψ13,000	19,709	24,333	31,713	40,000	30,333	04,473	01,000	103,473	- 101,000	100,399	and over	
		Α	В	С	D	Е	F	G	Н	I	J	K	L	Т
		Α	В	С	D	Е	F	G	Н	ı	J	К	L	Т
<u>,                                      </u>														
		Α	В	С	D	Е	F	G	Н	ı	J	К	L	Т
		7.				_	•			•			_	-
			_	_	_		_	_					_	_
		Α	В	С	D	Е	F	G	Н	I	J	K	L	Т
		Α	В	С	D	Е	F	G	Н	Ī	J	K	L	Т
FIPS Schedule Number	NAICS Code	Unit Total Employment			Revie	wed By	Date R	eviewed		Subto				
FOR OFFICE		Unit Total Employment				VIOWED BY Date Reviewed					_	ige		
USE ONLY										Total 5	'manda:::		41611	
										Total Employment identified on this form				