

**Table 15**

**Private industry establishments with fewer than 100 workers: Mean and median hourly, weekly, annual earnings and mean weekly and annual hours for full-time workers**

Occupation <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>All workers</b> .....	\$17.51	\$14.91	\$698	\$584	39.9	\$36,042	\$30,241	2,059
<b>Management occupations</b> .....	29.23	24.99	1,210	1,010	41.4	62,814	52,001	2,149
General and operations managers .....	32.46	28.66	1,370	1,200	42.2	71,230	62,400	2,194
Marketing and sales managers .....	47.05	48.00	2,082	2,400	44.2	108,252	124,800	2,301
Financial managers .....	30.33	26.22	1,211	1,000	39.9	62,988	52,001	2,077
Medical and health services managers .....	30.70	31.78	1,228	1,271	40.0	63,851	66,102	2,080
<b>Business and financial operations occupations</b> .....	34.28	23.43	1,397	986	40.8	72,638	51,278	2,119
Human resources, training, and labor relations specialists .....	21.61	20.57	864	823	40.0	44,948	42,786	2,080
Accountants and auditors .....	23.73	19.80	961	792	40.5	49,981	41,174	2,106
Financial analysts and advisors .....	33.59	25.38	1,333	1,015	39.7	69,331	52,784	2,064
Insurance underwriters .....	32.04	31.73	1,251	1,215	39.0	65,027	63,161	2,029
<b>Computer and mathematical science occupations</b> .....	36.11	35.78	1,443	1,431	40.0	75,052	74,431	2,078
Computer software engineers .....	46.13	48.08	1,845	1,923	40.0	95,950	100,000	2,080
Computer software engineers, applications .....	47.54	48.39	1,901	1,936	40.0	98,873	100,647	2,080
Computer support specialists .....	23.76	18.66	950	747	40.0	49,413	38,821	2,080
Network and computer systems administrators .....	30.83	28.09	1,233	1,124	40.0	64,126	58,423	2,080
<b>Architecture and engineering occupations</b> .....	21.69	20.55	873	832	40.2	45,376	43,260	2,092
Engineers .....	20.91	17.00	843	680	40.3	43,854	35,360	2,097
Drafters .....	22.74	21.50	910	860	40.0	47,308	44,720	2,080
Engineering technicians, except drafters .....	21.45	20.55	858	822	40.0	44,617	42,744	2,080
<b>Life, physical, and social science occupations</b> .....	25.21	25.62	1,008	1,025	40.0	51,803	53,281	2,055
<b>Community and social services occupations</b> .....	15.76	16.35	614	654	39.0	31,923	34,000	2,026
Counselors .....	17.21	17.83	642	697	37.3	33,379	36,225	1,939

See footnotes at end of table.

**Table 15**

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

Occupation <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>Community and social services occupations</b> –Continued								
Miscellaneous community and social service specialists .....	\$15.21	\$16.35	\$600	\$654	39.4	\$31,188	\$34,000	2,050
<b>Legal occupations</b> .....	35.44	29.85	1,474	1,300	41.6	76,645	67,601	2,163
Lawyers .....	47.15	38.05	2,058	1,788	43.6	107,007	92,999	2,270
Paralegals and legal assistants	22.45	21.54	888	798	39.6	46,197	41,496	2,057
<b>Education, training, and library occupations</b> .....	17.27	17.50	671	698	38.9	31,509	34,402	1,825
Postsecondary teachers .....	21.73	21.06	862	842	39.7	44,828	43,805	2,063
Primary, secondary, and special education school teachers .....	25.81	25.93	1,033	1,037	40.0	38,508	38,651	1,492
<b>Arts, design, entertainment, sports, and media occupations</b> .....	17.42	14.50	681	581	39.1	35,418	30,225	2,033
Designers .....	13.71	10.27	552	411	40.3	28,715	21,366	2,095
Writers and editors .....	14.42	12.54	577	502	40.0	29,999	26,089	2,080
<b>Healthcare practitioner and technical occupations</b> .....	21.95	21.64	879	846	40.0	45,704	44,013	2,082
Registered nurses .....	21.79	22.00	884	825	40.6	45,984	42,916	2,110
Clinical laboratory technologists and technicians .....	19.41	23.88	776	955	40.0	40,371	49,670	2,080
Licensed practical and licensed vocational nurses	16.39	16.04	648	634	39.6	33,702	32,968	2,057
<b>Healthcare support occupations</b> .....	13.28	13.00	504	495	37.9	26,195	25,740	1,972
Nursing, psychiatric, and home health aides .....	9.54	9.16	368	354	38.6	19,152	18,410	2,008
Nursing aides, orderlies, and attendants .....	10.15	9.82	389	368	38.3	20,205	19,141	1,991
Miscellaneous healthcare support occupations .....	14.75	14.44	554	536	37.6	28,806	27,872	1,953
Dental assistants .....	15.73	15.50	578	545	36.8	30,081	28,314	1,913

See footnotes at end of table.

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

Occupation <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>Protective service occupations</b>	\$9.92	\$9.36	\$397	\$374	40.0	\$20,633	\$19,469	2,080
<b>Food preparation and serving related occupations</b> .....	8.26	8.50	314	329	38.0	16,325	17,098	1,977
First-line supervisors/managers, food preparation and serving workers .....	10.83	9.40	440	424	40.6	22,878	22,048	2,112
First-line supervisors/managers of food preparation and serving workers .....	10.74	9.23	431	416	40.1	22,401	21,632	2,086
Cooks .....	8.99	9.02	351	343	39.0	18,227	17,832	2,027
Cooks, fast food .....	8.96	9.00	355	360	39.6	18,434	18,720	2,057
Cooks, institution and cafeteria .....	9.52	9.52	378	381	39.7	19,646	19,793	2,063
Cooks, restaurant .....	8.94	9.02	342	338	38.2	17,775	17,587	1,989
Food preparation workers .....	7.95	7.50	305	288	38.4	15,796	14,976	1,987
Food service, tipped .....	5.40	3.72	192	136	35.5	9,965	7,072	1,847
Bartenders .....	8.38	9.00	298	360	35.6	15,504	18,720	1,850
Waiters and waitresses .....	4.00	3.28	141	126	35.2	7,326	6,533	1,829
Fast food and counter workers .....	8.46	8.50	322	340	38.1	16,751	17,680	1,980
Combined food preparation and serving workers, including fast food .....	8.46	8.50	322	340	38.1	16,751	17,680	1,980
<b>Building and grounds cleaning and maintenance occupations</b> .....	10.25	9.00	402	351	39.2	20,424	18,689	1,992
Building cleaning workers .....	9.26	8.50	360	331	38.9	18,724	17,208	2,023
Janitors and cleaners, except maids and housekeeping cleaners .....	10.62	10.25	423	410	39.8	21,992	21,320	2,071
Maids and housekeeping cleaners .....	8.10	7.70	309	297	38.1	16,061	15,425	1,983
Grounds maintenance workers .....	14.12	9.50	577	379	40.9	25,696	19,760	1,820
Landscaping and groundskeeping workers .....	14.12	9.50	577	379	40.9	25,696	19,760	1,820

See footnotes at end of table.

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

Occupation <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>Personal care and service occupations</b> .....	\$9.73	\$9.06	\$381	\$360	39.1	\$19,811	\$18,720	2,035
Barbers and cosmetologists ...	9.51	9.00	370	360	38.9	19,262	18,720	2,024
Hairdressers, hairstylists, and cosmetologists .....	9.51	9.00	370	360	38.9	19,262	18,720	2,024
<b>Sales and related occupations</b> .....	18.84	14.42	754	563	40.0	39,189	29,250	2,081
First-line supervisors/managers, sales workers .....	16.33	15.44	678	615	41.5	35,240	32,001	2,158
First-line supervisors/managers of retail sales workers ...	15.05	15.19	615	608	40.9	31,975	31,595	2,125
Retail sales workers .....	12.24	10.00	481	388	39.3	24,994	20,172	2,042
Cashiers, all workers .....	8.44	8.00	322	320	38.2	16,736	16,640	1,983
Cashiers .....	8.44	8.00	322	320	38.2	16,736	16,640	1,983
Counter and rental clerks and parts salespersons ..	14.49	14.50	596	536	41.2	31,014	27,851	2,140
Parts salespersons .....	14.52	14.75	599	580	41.3	31,154	30,160	2,145
Retail salespersons .....	14.31	11.80	561	446	39.2	29,167	23,209	2,038
Advertising sales agents .....	17.83	11.82	713	473	40.0	37,090	24,586	2,080
Insurance sales agents .....	28.92	23.25	1,153	930	39.9	59,950	48,350	2,073
Securities, commodities, and financial services sales agents .....	73.82	31.13	2,953	1,245	40.0	153,547	64,740	2,080
Sales representatives, wholesale and manufacturing .....	23.00	21.26	945	876	41.1	49,151	45,577	2,137
Sales representatives, wholesale and manufacturing, except technical and scientific products .....	22.69	21.91	933	876	41.1	48,525	45,577	2,138
Miscellaneous sales and related workers .....	17.06	10.00	685	400	40.2	35,646	20,800	2,089
<b>Office and administrative support occupations</b> .....	14.10	12.94	559	512	39.6	29,030	26,630	2,058
First-line supervisors/managers of office and administrative support workers .....	21.66	20.34	851	825	39.3	44,242	42,899	2,043

See footnotes at end of table.

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

Occupation <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>Office and administrative support occupations</b> –Continued								
Financial clerks .....	\$12.55	\$11.25	\$496	\$450	39.5	\$25,719	\$23,400	2,050
Billing and posting clerks and machine operators	11.30	10.50	449	420	39.8	23,362	21,840	2,067
Bookkeeping, accounting, and auditing clerks .....	13.36	12.00	527	470	39.4	27,292	24,440	2,042
Tellers .....	10.17	10.02	402	400	39.5	20,909	20,800	2,056
Customer service representatives .....	15.36	14.65	616	586	40.1	32,010	30,472	2,084
Hotel, motel, and resort desk clerks .....	8.20	8.25	326	330	39.7	16,933	17,160	2,064
Loan interviewers and clerks	14.55	14.85	582	594	40.0	30,265	30,878	2,080
New accounts clerks .....	12.63	12.29	505	492	40.0	26,261	25,563	2,080
Order clerks .....	13.12	12.50	525	500	40.0	27,283	26,000	2,080
Receptionists and information clerks .....	12.66	12.00	500	480	39.5	26,026	24,960	2,056
Dispatchers .....	14.34	15.39	574	615	40.0	29,824	32,003	2,080
Dispatchers, except police, fire, and ambulance .....	14.34	15.39	574	615	40.0	29,824	32,003	2,080
Production, planning, and expediting clerks .....	14.84	13.00	594	520	40.0	30,863	27,040	2,080
Shipping, receiving, and traffic clerks .....	14.00	13.65	556	546	39.7	28,909	28,392	2,065
Stock clerks and order fillers	13.17	13.10	527	524	40.0	27,396	27,248	2,080
Secretaries and administrative assistants .....	16.56	16.68	641	667	38.7	33,310	34,694	2,011
Executive secretaries and administrative assistants .....	18.57	19.49	743	780	40.0	38,623	40,545	2,080
Secretaries, except legal, medical, and executive	15.04	16.50	568	660	37.8	29,550	34,320	1,965
Data entry and information processing workers .....	11.79	12.10	472	484	40.0	24,523	25,168	2,080
Insurance claims and policy processing clerks .....	16.61	15.38	664	615	40.0	34,549	31,990	2,080
Office clerks, general .....	13.08	12.48	520	480	39.7	26,898	24,960	2,056
<b>Construction and extraction occupations .....</b>	<b>21.34</b>	<b>20.72</b>	<b>863</b>	<b>812</b>	<b>40.4</b>	<b>43,211</b>	<b>41,600</b>	<b>2,025</b>

See footnotes at end of table.

**Table 15**

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

Occupation <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>Construction and extraction occupations –Continued</b>								
First-line supervisors/managers of construction trades and extraction workers .....	\$28.72	\$32.03	\$1,156	\$1,224	40.2	\$59,649	\$63,648	2,077
Carpenters .....	18.52	16.75	741	670	40.0	38,530	34,840	2,080
Construction laborers .....	18.07	18.90	722	756	40.0	35,257	37,036	1,952
Construction equipment operators .....	24.62	27.56	1,074	1,102	43.6	43,389	52,392	1,762
Operating engineers and other construction equipment operators ....	25.20	28.32	1,110	1,102	44.1	47,945	52,392	1,903
Electricians .....	17.59	16.00	704	640	40.0	36,587	33,280	2,080
Pipelayers, plumbers, pipefitters, and steamfitters .....	26.75	29.52	1,070	1,181	40.0	55,645	61,393	2,080
Plumbers, pipefitters, and steamfitters .....	26.75	31.38	1,070	1,255	40.0	55,642	65,270	2,080
Helpers, construction trades ..	12.09	11.00	484	440	40.0	23,719	20,800	1,962
<b>Installation, maintenance, and repair occupations .....</b>	<b>18.38</b>	<b>18.50</b>	<b>740</b>	<b>740</b>	<b>40.3</b>	<b>38,501</b>	<b>38,480</b>	<b>2,095</b>
First-line supervisors/managers of mechanics, installers, and repairers .....	23.03	20.53	1,002	910	43.5	52,079	47,329	2,261
Automotive technicians and repairers .....	18.62	19.53	754	781	40.5	39,189	40,631	2,104
Automotive service technicians and mechanics .....	17.71	19.53	714	781	40.3	37,133	40,631	2,097
Bus and truck mechanics and diesel engine specialists ...	17.95	18.25	730	730	40.6	37,938	37,960	2,113
Heavy vehicle and mobile equipment service technicians and mechanics .....	16.57	16.56	658	662	39.7	34,200	34,445	2,064
Farm equipment mechanics	14.43	15.39	566	538	39.2	29,448	28,001	2,040
Mobile heavy equipment mechanics, except engines .....	18.01	18.58	720	743	40.0	37,466	38,646	2,080

See footnotes at end of table.

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

Occupation <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>Installation, maintenance, and repair occupations</b> –Continued								
Heating, air conditioning, and refrigeration mechanics and installers .....	\$18.85	\$22.00	\$754	\$880	40.0	\$39,210	\$45,760	2,080
Industrial machinery installation, repair, and maintenance workers .....	15.79	15.23	632	609	40.0	32,854	31,678	2,080
Industrial machinery mechanics .....	20.67	22.58	827	903	40.0	42,990	46,966	2,080
Maintenance and repair workers, general .....	14.01	13.88	560	555	40.0	29,141	28,860	2,080
Line installers and repairers ...	26.09	25.20	1,044	1,008	40.0	54,273	52,416	2,080
Electrical power-line installers and repairers	26.74	26.27	1,070	1,051	40.0	55,616	54,642	2,080
Miscellaneous installation, maintenance, and repair workers .....	13.79	12.50	552	500	40.0	28,681	26,000	2,080
<b>Production occupations</b> .....	14.66	13.95	581	550	39.6	30,108	28,496	2,054
First-line supervisors/managers of production and operating workers .....	16.83	15.65	677	626	40.2	35,187	32,552	2,090
Miscellaneous assemblers and fabricators .....	11.13	11.12	445	445	40.0	23,156	23,130	2,080
Butchers and other meat, poultry, and fish processing workers .....	15.91	16.25	637	650	40.0	33,101	33,800	2,080
Computer control programmers and operators .....	18.66	18.80	644	734	34.5	33,485	38,168	1,794
Computer-controlled machine tool operators, metal and plastic .....	16.59	13.50	548	510	33.1	28,508	26,520	1,719
Machine tool cutting setters, operators, and tenders, metal and plastic .....	15.23	15.00	609	600	40.0	31,674	31,200	2,080

See footnotes at end of table.

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

Occupation <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>Production occupations</b> –Continued								
Molders and molding machine setters, operators, and tenders, metal and plastic .....	\$10.90	\$10.00	\$436	\$400	40.0	\$22,680	\$20,800	2,080
Molding, coremaking, and casting machine setters, operators, and tenders, metal and plastic .....	10.90	10.00	436	400	40.0	22,680	20,800	2,080
Welding, soldering, and brazing workers .....	14.13	14.10	565	564	40.0	29,396	29,328	2,080
Welders, cutters, solderers, and brazers .....	14.13	14.10	565	564	40.0	29,396	29,328	2,080
Bookbinders and bindery workers .....	10.74	9.17	430	367	40.0	22,346	19,063	2,080
Bindery workers .....	10.74	9.17	430	367	40.0	22,346	19,063	2,080
Printers .....	16.30	17.54	652	702	40.0	33,913	36,483	2,080
Crushing, grinding, polishing, mixing, and blending workers .....	11.88	11.30	475	452	40.0	24,336	23,504	2,049
Inspectors, testers, sorters, samplers, and weighers ....	19.00	17.87	760	715	40.0	39,522	37,170	2,080
Miscellaneous production workers .....	11.58	9.15	462	366	39.9	23,609	19,034	2,038
Helpers--production workers .....	10.92	9.93	437	397	40.0	22,707	20,659	2,080
<b>Transportation and material moving occupations</b> .....	14.25	14.01	576	562	40.4	29,752	29,070	2,088
Driver/sales workers and truck drivers .....	14.44	13.98	578	554	40.0	29,712	28,393	2,058
Truck drivers, heavy and tractor-trailer .....	15.25	15.20	637	596	41.8	32,513	30,160	2,132
Truck drivers, light or delivery services .....	11.56	10.75	422	344	36.5	21,951	17,865	1,898
Dredge, excavating, and loading machine operators	18.70	17.50	748	700	40.0	37,876	37,440	2,026
Excavating and loading machine and dragline operators .....	18.69	18.00	748	720	40.0	37,845	37,440	2,025

See footnotes at end of table.



**Table 15**

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

Occupation <sup>1</sup>	Hourly <sup>2</sup>		Weekly <sup>3</sup>			Annual <sup>4</sup>		
	Mean earnings	Median earnings	Mean earnings	Median earnings	Mean hours	Mean earnings	Median earnings	Mean hours
<b>Transportation and material moving occupations</b> –Continued								
Industrial truck and tractor operators .....	\$14.44	\$15.05	\$578	\$602	40.0	\$30,039	\$31,304	2,080
Laborers and material movers, hand .....	11.48	11.00	450	440	39.2	23,422	22,880	2,039
Cleaners of vehicles and equipment .....	10.88	11.25	435	450	40.0	22,625	23,400	2,080
Laborers and freight, stock, and material movers, hand .....	11.17	10.93	434	400	38.8	22,560	20,800	2,019

<sup>1</sup> A classification system including about 800 individual occupations is used to cover all workers in the civilian economy. See appendix B for more information.

<sup>2</sup> 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, weighed by hours.

<sup>3</sup> Mean weekly earnings are the straight-time weekly wages or salaries paid to employees. Median weekly earnings designate position – 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.

<sup>4</sup> Mean annual earnings are the straight-time annual wages or salaries paid to employees. Median annual earnings designate position – 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. Overall occupational groups may include data for categories not shown separately.

SOURCE: Bureau of Labor Statistics, National Compensation Survey.