

**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> .....	\$21.30	\$17.50	\$843	\$692	39.6	\$43,132	\$35,545	2,025
<b>Management occupations</b> .....	39.52	36.09	1,620	1,462	41.0	84,139	75,999	2,129
General and operations managers .....	48.96	45.62	2,015	2,053	41.2	104,773	106,748	2,140
Marketing and sales managers .....	52.24	45.77	2,083	1,831	39.9	108,291	95,191	2,073
Marketing managers .....	49.48	36.54	1,992	1,470	40.3	103,572	76,452	2,093
Sales managers .....	53.82	52.89	2,133	2,096	39.6	110,934	108,999	2,061
Financial managers .....	34.44	31.45	1,399	1,387	40.6	72,725	72,099	2,112
Education administrators .....	30.36	25.00	1,263	938	41.6	63,187	48,750	2,081
<b>Business and financial operations occupations</b> .....	29.82	25.64	1,210	1,026	40.6	59,804	52,000	2,005
Buyers and purchasing agents .....	27.74	25.51	1,147	1,075	41.4	59,645	55,877	2,150
Purchasing agents, except wholesale, retail, and farm products .....	23.75	25.51	973	972	41.0	50,585	50,519	2,130
Accountants and auditors .....	29.25	26.44	1,144	1,058	39.1	59,506	54,995	2,035
Financial analysts and advisors .....	43.92	45.40	1,698	1,500	38.7	88,290	78,000	2,010
<b>Computer and mathematical science occupations</b> .....	40.13	43.03	1,632	1,721	40.7	84,879	89,492	2,115
Computer software engineers .....	48.55	51.28	2,004	2,149	41.3	104,188	111,767	2,146
Computer systems analysts .....	40.53	43.03	1,662	1,763	41.0	86,431	91,666	2,132
<b>Architecture and engineering occupations</b> .....	31.59	27.89	1,269	1,115	40.2	65,990	58,001	2,089
Engineers .....	41.96	45.10	1,692	1,804	40.3	87,960	93,810	2,096
<b>Life, physical, and social science occupations</b> .....	32.91	28.85	1,317	1,154	40.0	68,461	60,000	2,080
<b>Community and social services occupations</b> .....	20.04	18.25	760	692	37.9	37,543	35,003	1,873
Social workers .....	18.53	17.19	711	668	38.4	36,168	32,772	1,952
<b>Education, training, and library occupations</b> .....	20.41	15.00	764	560	37.5	33,957	27,040	1,664
Primary, secondary, and special education school teachers .....	20.74	14.36	789	560	38.0	34,605	29,120	1,668

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>Education, training, and library occupations</b> –Continued								
Preschool and kindergarten teachers .....	\$13.43	\$14.25	\$526	\$560	39.2	\$25,436	\$22,962	1,894
Preschool teachers, except special education .....	13.27	14.00	521	560	39.3	25,155	22,962	1,896
<b>Arts, design, entertainment, sports, and media occupations</b> .....	26.50	22.96	1,054	872	39.8	54,825	45,327	2,069
<b>Healthcare practitioner and technical occupations</b> .....	29.07	26.00	1,126	1,040	38.7	58,550	54,080	2,014
<b>Healthcare support occupations</b> .....	14.72	14.54	559	563	38.0	29,086	29,250	1,976
Nursing, psychiatric, and home health aides .....	11.95	11.95	460	452	38.5	23,924	23,517	2,002
Miscellaneous healthcare support occupations .....	15.95	15.07	602	600	37.8	31,322	31,200	1,964
Dental assistants .....	19.44	21.00	696	753	35.8	36,205	39,130	1,862
<b>Food preparation and serving related occupations</b> .....	10.60	10.00	407	372	38.4	20,736	19,240	1,957
First-line supervisors/managers, food preparation and serving workers .....	18.77	18.13	785	801	41.8	40,836	41,660	2,176
First-line supervisors/managers of food preparation and serving workers .....	18.36	17.50	778	725	42.4	40,470	37,700	2,205
Cooks .....	12.55	13.00	494	490	39.4	25,696	25,480	2,047
Cooks, restaurant .....	13.20	13.00	510	508	38.7	26,524	26,390	2,010
Food service, tipped .....	5.76	2.93	212	105	36.8	10,427	5,470	1,810
Waiters and waitresses .....	5.60	2.63	208	105	37.1	10,094	5,470	1,803
Fast food and counter workers .....	8.67	8.65	323	320	37.2	16,315	16,193	1,881

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>Food preparation and serving related occupations</b> –Continued								
Counter attendants, cafeteria, food concession, and coffee shop .....	\$8.53	\$8.50	\$317	\$311	37.2	\$15,978	\$16,120	1,873
Dishwashers .....	8.92	8.50	339	340	38.0	17,639	17,680	1,977
<b>Building and grounds cleaning and maintenance occupations</b> .....	17.32	16.00	689	640	39.8	33,690	28,809	1,945
Janitors and cleaners, except maids and housekeeping cleaners	12.61	11.50	478	450	37.9	24,859	23,400	1,971
Grounds maintenance workers .....	15.08	15.82	603	633	40.0	24,397	25,151	1,618
Landscaping and groundskeeping workers .....	15.08	15.82	603	633	40.0	24,397	25,151	1,618
<b>Personal care and service occupations</b> .....	12.04	11.55	460	458	38.2	22,448	23,816	1,864
Child care workers .....	11.20	11.00	445	440	39.7	23,056	21,944	2,059
<b>Sales and related occupations</b>	20.63	18.27	827	730	40.1	42,862	37,756	2,077
First-line supervisors/managers, sales workers .....	19.25	16.25	787	676	40.9	40,910	35,148	2,125
First-line supervisors/managers of retail sales workers ..	16.38	16.21	675	676	41.2	35,091	35,148	2,142
Retail sales workers .....	13.16	10.99	521	425	39.6	26,903	22,113	2,044
Cashiers, all workers .....	10.16	10.20	386	362	38.0	20,073	18,837	1,976
Cashiers .....	10.16	10.20	386	362	38.0	20,073	18,837	1,976
Counter and rental clerks and parts salespersons ..	12.52	10.00	501	400	40.0	25,933	20,800	2,071
Counter and rental clerks	9.86	8.50	394	340	40.0	20,360	17,680	2,066
Retail salespersons .....	15.15	12.62	609	458	40.2	31,287	25,287	2,065
Insurance sales agents .....	27.12	30.47	1,039	1,143	38.3	54,036	59,420	1,992

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>Sales and related occupations</b> –Continued								
Sales representatives, wholesale and manufacturing .....	\$28.31	\$24.75	\$1,148	\$972	40.6	\$59,709	\$50,563	2,109
Sales representatives, wholesale and manufacturing, technical and scientific products .....	31.86	33.46	1,275	1,338	40.0	66,275	69,595	2,080
Sales representatives, wholesale and manufacturing, except technical and scientific products .....	27.40	24.31	1,115	972	40.7	57,990	50,563	2,117
Miscellaneous sales and related workers .....	30.06	35.30	1,203	1,412	40.0	62,533	73,414	2,080
<b>Office and administrative support occupations</b> .....	17.05	15.96	666	627	39.1	34,639	32,610	2,032
First-line supervisors/managers of office and administrative support workers .....	27.03	25.84	1,033	1,034	38.2	53,739	53,747	1,988
Financial clerks .....	15.84	15.00	616	572	38.9	32,006	29,738	2,021
Billing and posting clerks and machine operators .....	15.36	15.25	596	576	38.8	31,017	29,973	2,019
Bookkeeping, accounting, and auditing clerks .....	17.66	15.75	687	600	38.9	35,709	31,200	2,022
Tellers .....	13.64	13.06	530	522	38.9	27,563	27,165	2,021
Customer service representatives .....	16.85	15.90	656	627	38.9	34,127	32,610	2,025
Receptionists and information clerks .....	13.97	13.56	539	542	38.6	28,040	28,201	2,007
Dispatchers .....	18.75	16.45	787	658	42.0	40,930	34,216	2,183
Dispatchers, except police, fire, and ambulance .....	18.75	16.45	787	658	42.0	40,930	34,216	2,183
Shipping, receiving, and traffic clerks .....	17.05	15.27	675	611	39.6	35,123	31,751	2,059
Stock clerks and order fillers .....	12.34	12.00	493	480	40.0	25,660	24,960	2,080
Secretaries and administrative assistants .....	19.13	18.00	754	720	39.4	39,200	37,440	2,049

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								
Executive secretaries and administrative assistants .....	\$22.36	\$21.01	\$874	\$833	39.1	\$45,460	\$43,316	2,033
Medical secretaries .....	17.40	18.00	677	720	38.9	35,226	37,440	2,024
Secretaries, except legal, medical, and executive	17.84	17.60	711	704	39.9	36,995	36,606	2,074
Insurance claims and policy processing clerks .....	16.92	17.46	621	655	36.7	32,303	34,055	1,909
Office clerks, general .....	18.14	18.00	711	700	39.2	36,951	36,400	2,037
<b>Construction and extraction occupations</b> .....	22.63	22.00	905	880	40.0	45,994	44,720	2,032
Carpenters .....	23.55	22.00	942	880	40.0	48,979	45,760	2,080
Construction laborers .....	22.33	22.50	893	900	40.0	43,745	46,800	1,959
Construction equipment operators .....	35.48	32.73	1,419	1,309	40.0	72,644	68,072	2,047
Operating engineers and other construction equipment operators ....	35.48	32.73	1,419	1,309	40.0	72,644	68,072	2,047
Electricians .....	20.26	20.00	815	800	40.2	42,391	41,600	2,092
<b>Installation, maintenance, and repair occupations</b> .....	21.36	19.50	855	772	40.0	44,201	39,520	2,070
Automotive technicians and repairers .....	21.69	22.00	868	880	40.0	45,120	45,760	2,080
Automotive service technicians and mechanics .....	21.87	22.00	875	880	40.0	45,485	45,760	2,080
Heating, air conditioning, and refrigeration mechanics and installers .....	19.09	18.63	764	745	40.0	39,712	38,750	2,080
Industrial machinery installation, repair, and maintenance workers .....	16.36	17.73	650	709	39.7	33,572	35,922	2,053
Maintenance and repair workers, general .....	16.08	17.84	643	714	40.0	33,154	36,774	2,061
Line installers and repairers ...	28.71	28.66	1,148	1,146	40.0	59,716	59,611	2,080
<b>Production occupations</b> .....	14.80	13.00	587	520	39.7	30,550	27,040	2,064

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								
First-line supervisors/managers of production and operating workers .....	\$26.11	\$25.00	\$1,018	\$1,000	39.0	\$52,944	\$52,000	2,027
Miscellaneous assemblers and fabricators .....	13.41	14.84	529	600	39.4	27,514	31,200	2,051
Butchers and other meat, poultry, and fish processing workers .....	15.95	15.00	638	600	40.0	33,178	31,200	2,080
Forming machine setters, operators, and tenders, metal and plastic .....	14.07	13.10	563	524	40.0	29,267	27,248	2,080
Machine tool cutting setters, operators, and tenders, metal and plastic .....	11.09	8.16	443	326	40.0	23,059	16,975	2,080
Molders and molding machine setters, operators, and tenders, metal and plastic .....	15.36	15.47	614	619	40.0	31,948	32,178	2,080
Molding, coremaking, and casting machine setters, operators, and tenders, metal and plastic .....	14.51	13.41	581	536	40.0	30,190	27,889	2,080
Printers .....	16.62	16.50	656	636	39.4	34,098	33,068	2,051
Inspectors, testers, sorters, samplers, and weighers ....	13.09	12.50	524	500	40.0	27,236	26,000	2,080
Miscellaneous production workers .....	11.31	9.25	453	370	40.0	23,530	19,240	2,080
<b>Transportation and material moving occupations</b> .....	14.33	13.25	564	518	39.4	29,241	26,520	2,040
Driver/sales workers and truck drivers .....	15.73	15.00	632	600	40.2	32,846	31,200	2,088
Truck drivers, heavy and tractor-trailer .....	17.96	17.00	733	680	40.8	38,103	35,360	2,121
Truck drivers, light or delivery services .....	13.89	13.38	555	535	40.0	28,881	27,820	2,080
Dredge, excavating, and loading machine operators	21.46	24.46	858	978	40.0	44,639	50,877	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>Transportation and material moving occupations</b> –Continued								
Excavating and loading machine and dragline operators .....	\$21.46	\$24.46	\$858	\$978	40.0	\$44,639	\$50,877	2,080
Industrial truck and tractor operators .....	16.45	16.70	646	585	39.3	33,578	30,394	2,042
Laborers and material movers, hand .....	12.13	11.58	484	463	39.9	25,163	24,086	2,074
Laborers and freight, stock, and material movers, hand .....	13.15	12.96	526	518	40.0	27,349	26,955	2,080
Machine feeders and offbearers .....	10.74	10.00	429	400	40.0	22,329	20,800	2,080
Packers and packagers, hand .....	10.32	9.18	408	367	39.5	21,198	19,092	2,054

<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.