



2015 Northeast BOS

SOC Code	SOC Title	Estimated Employment	Mean		Entry		Experienced	
			Hourly	Annual	Hourly	Annual	Hourly	Annual
00-0000	Total all occupations	143,180	17.18	35,732	9.14	19,020	21.20	44,092
11-0000	Management Occupations	4,140	46.95	97,644	26.60	55,320	57.12	118,806
11-1011	Chief Executives	80	92.24	191,845	50.42	104,870	113.14	235,338
11-1021	General and Operations Managers	1,720	53.32	110,918	30.95	64,376	64.52	134,189
11-1031	Legislators	180	NA	19,694	NA	17,451	NA	20,811
11-2022	Sales Managers	90	57.15	118,868	32.71	68,025	69.37	144,290
11-3011	Administrative Services Managers	20	44.38	92,320	34.62	72,016	49.26	102,472
11-3021	Computer and Information Systems Managers	60	50.28	104,591	35.91	74,704	57.47	119,530
11-3031	Financial Managers	210	55.05	114,506	32.49	67,570	66.34	137,973
11-3051	Industrial Production Managers	360	42.44	88,278	27.64	57,501	49.84	103,671
11-3061	Purchasing Managers	50	49.43	102,813	32.08	66,733	58.10	120,853
11-3071	Transportation, Storage, and Distribution Managers	20	33.52	69,721	23.14	48,114	38.72	80,524
11-3121	Human Resources Managers	60	41.45	86,210	28.36	58,990	47.99	99,815
11-9021	Construction Managers	60	49.18	102,286	31.27	65,048	58.12	120,905
11-9032	Education Administrators, Elementary and Secondary School	460	NA	83,915	NA	69,566	NA	91,079
11-9033	Education Administrators, Postsecondary	40	38.52	80,121	33.27	69,204	41.15	85,579
11-9039	Education Administrators, All Other	10	31.10	64,686	24.96	51,908	34.18	71,085

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11-9041	Architectural and Engineering Managers	80	60.21	125,226	44.30	92,144	68.16	141,767
11-9051	Food Service Managers	70	32.52	67,653	22.57	46,935	37.51	78,001
11-9081	Lodging Managers	30	25.87	53,789	17.74	36,907	29.92	62,236
11-9111	Medical and Health Services Managers	200	39.54	82,250	26.22	54,534	46.20	96,104
11-9131	Postmasters and Mail Superintendents	40	35.86	74,590	29.95	62,287	38.82	80,741
11-9141	Property, Real Estate, and Community Association Managers	NA	28.02	58,276	25.29	52,601	29.38	61,119
11-9151	Social and Community Service Managers	90	33.59	69,855	21.89	45,529	39.43	82,013
11-9161	Emergency Management Directors	20	25.13	52,280	15.25	31,728	30.07	62,567
11-9199	Managers, All Other	110	45.74	95,132	26.65	55,444	55.28	114,981
13-0000	Business and Financial Operations Occupations	2,750	28.02	58,266	16.65	34,643	33.69	70,082
13-1022	Wholesale and Retail Buyers, Except Farm Products	30	29.16	60,664	15.59	32,420	35.96	74,786
13-1023	Purchasing Agents, Except Wholesale, Retail, and Farm Products	550	28.52	59,331	17.77	36,969	33.90	70,506
13-1031	Claims Adjusters, Examiners, and Investigators	30	36.97	76,895	30.52	63,487	40.19	83,594
13-1041	Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation	100	28.80	59,910	21.47	44,661	32.47	67,539
13-1051	Cost Estimators	80	27.90	58,028	17.05	35,450	33.33	69,317
13-1071	Human Resources Specialists	240	28.09	58,421	19.90	41,404	32.18	66,929

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13-1075	Labor Relations Specialists	40	NA	NA	NA	NA	NA	NA
13-1081	Logisticians	50	33.96	70,630	24.16	50,264	38.85	80,813
13-1111	Management Analysts	130	35.23	73,277	18.53	38,530	43.59	90,645
13-1121	Meeting, Convention, and Event Planners	NA	25.34	52,704	18.89	39,295	28.56	59,413
13-1141	Compensation, Benefits, and Job Analysis Specialists	10	29.16	60,654	25.13	52,280	31.17	64,841
13-1151	Training and Development Specialists	280	18.70	38,892	13.82	28,750	21.13	43,958
13-1161	Market Research Analysts and Marketing Specialists	70	23.64	49,168	13.70	28,482	28.62	59,517
13-1199	Business Operations Specialists, All Other	50	34.55	71,861	20.53	42,697	41.56	86,448
13-2011	Accountants and Auditors	620	30.29	63,001	20.73	43,120	35.07	72,936
13-2021	Appraisers and Assessors of Real Estate	50	20.81	43,286	13.38	27,830	24.52	51,008
13-2031	Budget Analysts	10	34.36	71,478	24.06	50,047	39.51	82,188
13-2041	Credit Analysts	40	20.26	42,138	15.40	32,048	22.68	47,183
13-2051	Financial Analysts	10	32.54	67,694	28.10	58,442	34.78	72,326
13-2052	Personal Financial Advisors	NA	45.67	94,997	27.81	57,852	54.61	113,575
13-2072	Loan Officers	200	30.76	63,973	21.57	44,868	35.36	73,535
13-2081	Tax Examiners and Collectors, and Revenue Agents	40	20.96	43,575	12.97	26,993	24.94	51,877
13-2099	Financial Specialists, All Other	20	16.82	34,974	14.05	29,226	18.20	37,858

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15-0000	Computer and Mathematical Occupations	660	29.69	61,757	17.96	37,371	35.56	73,954
15-1121	Computer Systems Analysts	90	35.44	73,708	26.14	54,362	40.09	83,376
15-1131	Computer Programmers	60	37.94	78,932	25.54	53,133	44.15	91,836
15-1132	Software Developers, Applications	30	41.57	86,469	27.81	57,834	48.45	100,787
15-1133	Software Developers, Systems Software	NA	39.74	82,649	29.08	60,476	45.06	93,731
15-1134	Web Developers	10	23.18	48,217	16.42	34,145	26.57	55,253
15-1141	Database Administrators	20	38.29	79,659	26.57	55,243	44.16	91,867
15-1142	Network and Computer Systems Administrators	160	28.85	60,015	20.20	42,011	33.18	69,018
15-1151	Computer User Support Specialists	200	20.38	42,390	16.18	33,654	22.48	46,753
15-1152	Computer Network Support Specialists	30	28.32	58,899	17.92	37,269	33.52	69,724
17-0000	Architecture and Engineering Occupations	1,830	32.81	68,250	21.46	44,622	38.50	80,068
17-1022	Surveyors	30	27.92	58,080	21.83	45,411	30.97	64,409
17-2051	Civil Engineers	250	36.39	75,675	24.50	50,952	42.33	88,036
17-2071	Electrical Engineers	80	45.75	95,154	29.80	61,992	53.72	111,746
17-2081	Environmental Engineers	20	35.32	73,463	26.56	55,233	39.71	82,588
17-2111	Health and Safety Engineers, Except Mining Safety Engineers and Inspectors	10	33.62	69,929	26.09	54,270	37.38	77,754

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17-2112	Industrial Engineers	410	35.04	72,869	27.43	57,056	38.84	80,775
17-2141	Mechanical Engineers	210	36.38	75,665	28.94	60,190	40.10	83,397
17-3011	Architectural and Civil Drafters	50	22.44	46,671	17.23	35,835	25.05	52,099
17-3013	Mechanical Drafters	90	21.26	44,213	17.11	35,600	23.33	48,524
17-3019	Drafters, All Other	10	20.78	43,209	15.68	32,609	23.32	48,514
17-3022	Civil Engineering Technicians	60	17.85	37,126	14.55	30,264	19.50	40,557
17-3023	Electrical and Electronics Engineering Technicians	NA	40.81	84,902	34.66	72,090	43.90	91,303
17-3025	Environmental Engineering Technicians	10	20.13	41,888	15.43	32,107	22.49	46,783
17-3026	Industrial Engineering Technicians	320	29.45	61,265	21.47	44,643	33.46	69,581
17-3027	Mechanical Engineering Technicians	50	NA	NA	NA	NA	NA	NA
17-3031	Surveying and Mapping Technicians	40	16.98	35,323	11.67	24,252	19.64	40,864
19-0000	Life, Physical, and Social Science Occupations	250	25.83	53,727	16.55	34,432	30.47	63,385
19-1031	Conservation Scientists	10	36.75	76,443	28.47	59,217	40.89	85,056
19-2031	Chemists	20	27.05	56,257	21.82	45,401	29.65	61,675
19-2041	Environmental Scientists and Specialists, Including Health	30	27.18	56,544	21.91	45,565	29.82	62,023
19-3031	Clinical, Counseling, and School Psychologists	20	31.64	65,792	27.28	56,759	33.81	70,308
19-4021	Biological Technicians	20	14.91	31,001	10.89	22,644	16.92	35,180

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19-4031	Chemical Technicians	40	21.89	45,513	14.29	29,721	25.68	53,410
19-4093	Forest and Conservation Technicians	40	20.45	42,533	15.85	32,978	22.75	47,316
21-0000	Community and Social Services Occupations	1,160	20.70	43,055	12.95	26,935	24.58	51,116
21-1011	Substance Abuse and Behavioral Disorder Counselors	NA	23.13	48,094	13.76	28,635	27.80	57,824
21-1012	Educational, Guidance, School, and Vocational Counselors	200	27.40	56,984	21.59	44,899	30.29	63,016
21-1014	Mental Health Counselors	40	20.93	43,537	17.50	36,398	22.64	47,111
21-1015	Rehabilitation Counselors	60	17.56	36,542	11.12	23,136	20.79	43,240
21-1021	Child, Family, and School Social Workers	290	21.68	45,104	16.57	34,473	24.24	50,419
21-1022	Healthcare Social Workers	140	21.74	45,216	15.45	32,158	24.88	51,751
21-1023	Mental Health and Substance Abuse Social Workers	80	17.67	36,736	13.22	27,509	19.88	41,355
21-1093	Social and Human Service Assistants	150	11.65	24,252	8.42	17,503	13.28	27,621
21-2011	Clergy	30	19.70	40,976	11.47	23,853	23.81	49,538
23-0000	Legal Occupations	270	30.98	64,430	13.22	27,509	39.85	82,895
23-1011	Lawyers	NA	47.90	99,640	25.72	53,502	58.99	122,714
23-1023	Judges, Magistrate Judges, and Magistrates	50	32.24	67,062	14.97	31,134	40.88	85,025
23-2011	Paralegals and Legal Assistants	NA	21.45	44,612	14.47	30,100	24.94	51,863
23-2091	Court Reporters	30	18.90	39,307	8.40	17,462	24.15	50,225

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25-0000	Education, Training, and Library Occupations	8,470	20.25	42,113	10.51	21,866	25.11	52,242
25-1011	Business Teachers, Postsecondary	NA	NA	59,606	NA	57,701	NA	60,558
25-1022	Mathematical Science Teachers, Postsecondary	NA	NA	60,405	NA	55,663	NA	62,781
25-1052	Chemistry Teachers, Postsecondary	NA	NA	63,528	NA	59,135	NA	65,730
25-1066	Psychology Teachers, Postsecondary	NA	NA	60,323	NA	59,073	NA	60,947
25-1123	English Language and Literature Teachers, Postsecondary	NA	NA	58,305	NA	53,195	NA	60,855
25-1194	Vocational Education Teachers, Postsecondary	NA	20.89	43,465	15.06	31,319	23.81	49,538
25-2011	Preschool Teachers, Except Special Education	NA	18.65	38,795	12.91	26,864	21.53	44,766
25-2012	Kindergarten Teachers, Except Special Education	180	NA	49,200	NA	40,475	NA	53,563
25-2021	Elementary School Teachers, Except Special Education	1,750	NA	49,385	NA	41,355	NA	53,399
25-2022	Middle School Teachers, Except Special and Career/Technical Educa	1,160	NA	50,716	NA	43,168	NA	54,495
25-2031	Secondary School Teachers, Except Special and Career/Technical Ed	1,510	NA	47,060	NA	39,481	NA	50,849
25-2032	Career/Technical Education Teachers, Secondary School	120	NA	50,716	NA	43,260	NA	54,444
25-2051	Special Education Teachers, Preschool	10	NA	59,729	NA	32,855	NA	73,176
25-2052	Special Education Teachers, Kindergarten and Elementary School	240	NA	53,901	NA	44,305	NA	58,694
25-2053	Special Education Teachers, Middle School	NA	NA	46,906	NA	36,562	NA	52,088

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25-2054	Special Education Teachers, Secondary School	150	NA	55,724	NA	50,675	NA	58,244
25-3011	Adult Basic and Secondary Education and Literacy Teachers and Ins	50	9.72	20,207	8.37	17,390	10.40	21,620
25-3021	Self-Enrichment Education Teachers	70	21.00	43,670	8.43	17,544	27.28	56,738
25-3097	Teachers and Instructors, All Other, Except Substitute Teachers	40	NA	46,435	NA	29,403	NA	54,956
25-3098	Substitute Teachers	1,230	8.80	18,302	8.39	17,441	9.00	18,732
25-4021	Librarians	160	27.61	57,424	22.70	47,214	30.06	62,525
25-4031	Library Technicians	50	11.02	22,931	8.43	17,534	12.32	25,624
25-9031	Instructional Coordinators	40	28.87	60,046	25.37	52,764	30.61	63,682
25-9041	Teacher Assistants	840	NA	21,538	NA	17,431	NA	23,586
27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	650	16.11	33,500	8.73	18,158	19.80	41,171
27-1021	Commercial and Industrial Designers	20	24.91	51,802	15.77	32,804	29.48	61,306
27-1023	Floral Designers	40	12.48	25,962	10.61	22,060	13.43	27,918
27-1024	Graphic Designers	80	15.31	31,851	9.64	20,032	18.16	37,761
27-1026	Merchandise Displayers and Window Trimmers	90	9.43	19,623	8.40	17,472	9.95	20,698
27-2012	Producers and Directors	20	14.67	30,499	8.38	17,431	17.81	37,033
27-2022	Coaches and Scouts	50	NA	28,625	NA	17,339	NA	34,268

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27-3011	Radio and Television Announcers	30	11.16	23,218	8.47	17,615	12.52	26,024
27-3022	Reporters and Correspondents	50	18.27	37,996	12.36	25,706	21.22	44,151
27-3031	Public Relations Specialists	NA	17.71	36,839	8.65	18,005	22.23	46,251
27-3091	Interpreters and Translators	40	27.26	56,718	19.42	40,382	31.20	64,880
27-4011	Audio and Video Equipment Technicians	30	15.20	31,616	12.97	26,956	16.31	33,940
29-0000	Healthcare Practitioners and Technical Occupations	7,420	27.49	57,168	13.52	28,123	34.47	71,691
29-1021	Dentists, General	NA	106.49	221,514	40.02	83,254	139.73	290,635
29-1031	Dietitians and Nutritionists	40	26.35	54,803	18.76	39,031	30.14	62,688
29-1041	Optometrists	20	49.47	102,897	26.20	54,485	61.11	127,098
29-1051	Pharmacists	410	62.02	129,013	45.14	93,894	70.47	146,577
29-1062	Family and General Practitioners	30	126.29	262,675	NA	NA	NA	NA
29-1065	Pediatricians, General	20	119.64	248,859	NA	NA	NA	NA
29-1069	Physicians and Surgeons, All Other	150	109.21	227,137	60.89	126,637	133.37	277,392
29-1071	Physician Assistants	NA	25.25	52,508	17.34	36,060	29.20	60,732
29-1122	Occupational Therapists	70	33.04	68,721	18.33	38,129	40.39	84,011
29-1123	Physical Therapists	80	51.58	107,280	34.92	72,654	59.90	124,588
29-1126	Respiratory Therapists	150	21.85	45,432	16.18	33,654	24.68	51,331

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29-1127	Speech-Language Pathologists	90	35.54	73,913	25.80	53,666	40.40	84,032
29-1131	Veterinarians	40	38.24	79,536	30.99	64,450	41.86	87,074
29-1141	Registered Nurses	2,370	26.11	54,290	20.52	42,687	28.89	60,087
29-1151	Nurse Anesthetists	NA	79.49	165,360	64.01	133,130	87.25	181,470
29-1171	Nurse Practitioners	120	40.73	84,718	27.46	57,107	47.37	98,513
29-2011	Medical and Clinical Laboratory Technologists	140	25.42	52,867	20.01	41,622	28.12	58,489
29-2012	Medical and Clinical Laboratory Technicians	90	17.64	36,675	13.45	27,970	19.73	41,028
29-2021	Dental Hygienists	240	21.97	45,688	18.58	38,641	23.66	49,211
29-2031	Cardiovascular Technologists and Technicians	NA	24.63	51,238	19.56	40,690	27.17	56,513
29-2032	Diagnostic Medical Sonographers	60	30.24	62,914	23.03	47,910	33.85	70,411
29-2034	Radiologic Technologists and Technicians	200	21.42	44,530	16.46	34,237	23.88	49,682
29-2035	Magnetic Resonance Imaging Technologists	30	30.00	62,392	27.32	56,841	31.33	65,167
29-2041	Emergency Medical Technicians and Paramedics	640	12.61	26,208	8.80	18,291	14.50	30,172
29-2052	Pharmacy Technicians	560	12.31	25,614	9.49	19,756	13.72	28,543
29-2054	Respiratory Therapy Technicians	40	18.12	37,679	13.56	28,205	20.39	42,420
29-2055	Surgical Technologists	60	16.98	35,333	13.83	28,758	18.57	38,611
29-2056	Veterinary Technologists and Technicians	80	15.46	32,169	12.64	26,290	16.88	35,098

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29-2061	Licensed Practical and Licensed Vocational Nurses	1,150	16.77	34,872	13.30	27,673	18.50	38,477
29-2071	Medical Records and Health Information Technicians	110	13.55	28,185	10.84	22,542	14.91	31,001
29-2081	Opticians, Dispensing	90	13.24	27,540	9.94	20,678	14.89	30,970
29-2099	Health Technologists and Technicians, All Other	20	15.49	32,199	12.61	26,229	16.92	35,190
29-9011	Occupational Health and Safety Specialists	50	35.49	73,811	25.52	53,082	40.47	84,186
29-9099	Healthcare Practitioners and Technical Workers, All Other	30	15.55	32,322	10.24	21,302	18.19	37,843
31-0000	Healthcare Support Occupations	3,810	11.73	24,386	8.51	17,702	13.34	27,733
31-1011	Home Health Aides	90	10.85	22,567	8.58	17,827	11.99	24,927
31-1014	Nursing Assistants	2,440	10.15	21,112	8.50	17,681	10.98	22,827
31-1015	Orderlies	30	9.92	20,634	8.61	17,900	10.57	21,995
31-2011	Occupational Therapy Assistants	40	28.68	59,655	19.81	41,215	33.11	68,876
31-2021	Physical Therapist Assistants	130	28.30	58,876	21.76	45,248	31.58	65,695
31-2022	Physical Therapist Aides	NA	10.87	22,609	8.57	17,806	12.03	25,020
31-9091	Dental Assistants	230	13.75	28,606	10.53	21,912	15.36	31,953
31-9092	Medical Assistants	470	13.33	27,733	10.12	21,060	14.94	31,059
31-9093	Medical Equipment Preparers	20	11.35	23,617	8.57	17,806	12.75	26,527
31-9094	Medical Transcriptionists	40	15.32	31,870	11.96	24,885	17.00	35,363

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2015 Northeast BOS

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			Hourly	Annual	Hourly	Annual	Hourly	Annual
31-9096	Veterinary Assistants and Laboratory Animal Caretakers	80	9.45	19,646	8.55	17,785	9.90	20,582
31-9097	Phlebotomists	130	11.87	24,698	10.08	20,977	12.76	26,548
31-9099	Healthcare Support Workers, All Other	60	12.33	25,633	9.55	19,875	13.71	28,513
33-0000	Protective Service Occupations	2,440	16.51	34,334	9.42	19,584	20.05	41,704
33-1011	First-Line Supervisors of Correctional Officers	40	25.90	53,876	14.67	30,498	31.52	65,560
33-1012	First-Line Supervisors of Police and Detectives	110	25.88	53,834	18.77	39,053	29.44	61,225
33-1021	First-Line Supervisors of Fire Fighting and Prevention Workers	60	26.07	54,219	20.20	42,016	29.00	60,321
33-2011	Firefighters	190	15.86	32,982	11.07	23,014	18.25	37,972
33-3011	Bailiffs	20	16.52	34,355	10.61	22,078	19.47	40,498
33-3012	Correctional Officers and Jailers	440	17.91	37,244	11.57	24,064	21.07	43,835
33-3021	Detectives and Criminal Investigators	90	19.94	41,475	14.99	31,174	22.41	46,620
33-3051	Police and Sheriff's Patrol Officers	710	17.48	36,371	12.83	26,673	19.82	41,226
33-9011	Animal Control Workers	20	14.67	30,519	11.53	23,970	16.25	33,793
33-9032	Security Guards	550	9.94	20,665	8.46	17,598	10.68	22,203
33-9099	Protective Service Workers, All Other	50	19.57	40,716	9.15	19,033	24.79	51,558
35-0000	Food Preparation and Serving-Related Occupations	10,460	9.41	19,573	8.48	17,640	9.87	20,540
35-1011	Chefs and Head Cooks	20	26.39	54,895	19.50	40,571	29.83	62,057

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			Hourly	Annual	Hourly	Annual	Hourly	Annual
35-1012	First-Line Supervisors of Food Preparation and Serving Workers	1,160	13.46	27,993	10.19	21,174	15.09	31,402
35-2011	Cooks, Fast Food	750	8.67	18,035	8.51	17,702	8.75	18,212
35-2012	Cooks, Institution and Cafeteria	1,060	9.43	19,604	8.47	17,619	9.91	20,602
35-2014	Cooks, Restaurant	830	8.92	18,555	8.45	17,578	9.16	19,043
35-2015	Cooks, Short Order	110	9.02	18,762	8.58	17,848	9.24	19,230
35-2021	Food Preparation Workers	530	9.02	18,773	8.51	17,713	9.28	19,303
35-3011	Bartenders	140	10.39	21,631	8.53	17,754	11.33	23,565
35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	3,260	8.64	17,972	8.47	17,619	8.72	18,149
35-3022	Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	110	9.22	19,189	8.47	17,609	9.60	19,979
35-3031	Waiters and Waitresses	1,810	8.52	17,723	8.48	17,650	8.54	17,765
35-3041	Food Servers, Nonrestaurant	110	8.93	18,565	8.45	17,588	9.16	19,054
35-9011	Dining Room and Cafeteria Attendants and Bartender Helpers	70	9.51	19,792	8.50	17,681	10.02	20,841
35-9021	Dishwashers	140	9.19	19,106	8.50	17,692	9.52	19,812
35-9031	Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	NA	8.67	18,024	8.48	17,650	8.76	18,222
37-0000	Building and Grounds Cleaning and Maintenance Occupations	3,930	11.22	23,326	8.49	17,661	12.58	26,164
37-1011	First-Line Supervisors of Housekeeping and Janitorial Workers	120	18.69	38,887	12.64	26,299	21.71	45,176

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			Hourly	Annual	Hourly	Annual	Hourly	Annual
37-1012	First-Line Supervisors of Landscaping, Lawn Service, and Groundsk	90	21.84	45,435	15.77	32,806	24.88	51,755
37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	1,840	10.71	22,255	8.50	17,692	11.80	24,542
37-2012	Maids and Housekeeping Cleaners	820	9.49	19,729	8.45	17,588	10.00	20,810
37-2021	Pest Control Workers	150	13.53	28,149	8.53	17,754	16.03	33,346
37-3011	Landscaping and Groundskeeping Workers	870	10.86	22,588	8.49	17,671	12.04	25,041
37-3013	Tree Trimmers and Pruners	30	23.33	48,502	15.46	32,151	27.25	56,682
39-0000	Personal Care and Service Occupations	2,860	11.07	23,035	8.48	17,640	12.37	25,737
39-1021	First-Line Supervisors of Personal Service Workers	430	12.24	25,457	8.45	17,588	14.14	29,396
39-2021	Nonfarm Animal Caretakers	60	9.17	19,064	8.49	17,661	9.50	19,760
39-3031	Ushers, Lobby Attendants, and Ticket Takers	NA	9.86	20,519	8.61	17,900	10.49	21,819
39-3091	Amusement and Recreation Attendants	70	8.90	18,513	8.58	17,827	9.06	18,856
39-4021	Funeral Attendants	110	11.05	22,993	8.48	17,640	12.34	25,665
39-4031	Morticians, Undertakers, and Funeral Directors	60	21.91	45,571	20.68	42,993	22.53	46,859
39-5012	Hairdressers, Hairstylists, and Cosmetologists	110	9.33	19,407	8.52	17,733	9.74	20,249
39-9011	Childcare Workers	760	10.33	21,496	8.46	17,598	11.27	23,440
39-9021	Personal Care Aides	600	9.38	19,490	8.49	17,671	9.81	20,405

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			Hourly	Annual	Hourly	Annual	Hourly	Annual
39-9031	Fitness Trainers and Aerobics Instructors	80	11.00	22,868	8.51	17,713	12.23	25,446
39-9032	Recreation Workers	340	13.58	28,242	8.45	17,578	16.14	33,575
39-9041	Residential Advisors	130	11.07	23,014	8.55	17,806	12.32	25,623
41-0000	Sales and Related Occupations	13,810	13.91	28,941	8.40	17,481	16.66	34,665
41-1011	First-Line Supervisors of Retail Sales Workers	1,810	20.13	41,857	11.51	23,934	24.43	50,813
41-1012	First-Line Supervisors of Non-Retail Sales Workers	110	40.54	84,329	21.74	45,211	49.94	103,882
41-2011	Cashiers	5,800	9.24	19,215	8.38	17,440	9.66	20,108
41-2021	Counter and Rental Clerks	330	11.07	23,021	8.35	17,379	12.42	25,842
41-2022	Parts Salespersons	230	14.56	30,274	9.89	20,569	16.89	35,137
41-2031	Retail Salespersons	3,660	11.97	24,899	8.44	17,553	13.74	28,571
41-3011	Advertising Sales Agents	70	14.62	30,397	10.15	21,103	16.86	35,055
41-3021	Insurance Sales Agents	280	24.94	51,869	13.18	27,433	30.82	64,088
41-3031	Securities, Commodities, and Financial Services Sales Agents	40	31.37	65,257	17.13	35,629	38.49	80,071
41-3099	Sales Representatives, Services, All Other	220	20.95	43,580	12.69	26,386	25.08	52,177
41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	NA	29.30	60,949	20.52	42,688	33.69	70,079
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	1,100	26.94	56,045	12.62	26,253	34.11	70,941

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			Hourly	Annual	Hourly	Annual	Hourly	Annual
41-9022	Real Estate Sales Agents	20	29.36	61,082	25.22	52,444	31.44	65,391
43-0000	Office and Administrative Support Occupations	17,670	15.12	31,439	9.84	20,486	17.75	36,921
43-1011	First-Line Supervisors of Office and Administrative Support Workers	1,010	24.07	50,071	14.77	30,704	28.72	59,759
43-2011	Switchboard Operators, Including Answering Service	60	10.27	21,367	8.58	17,844	11.12	23,129
43-3011	Bill and Account Collectors	140	14.35	29,843	11.14	23,160	15.96	33,191
43-3021	Billing and Posting Clerks and Machine Operators	370	15.41	32,051	10.90	22,683	17.66	36,734
43-3031	Bookkeeping, Accounting, and Auditing Clerks	1,230	17.21	35,802	12.30	25,585	19.67	40,921
43-3051	Payroll and Timekeeping Clerks	160	17.07	35,491	11.93	24,818	19.63	40,828
43-3061	Procurement Clerks	40	16.27	33,833	10.76	22,362	19.03	39,574
43-3071	Tellers	770	12.31	25,595	10.35	21,523	13.28	27,636
43-4031	Court, Municipal, and License Clerks	280	15.55	32,351	12.08	25,118	17.29	35,968
43-4051	Customer Service Representatives	1,200	15.12	31,450	10.26	21,326	17.55	36,517
43-4061	Eligibility Interviewers, Government Programs	220	18.49	38,455	14.62	30,403	20.42	42,475
43-4071	File Clerks	NA	12.96	26,973	10.09	20,994	14.40	29,957
43-4081	Hotel, Motel, and Resort Desk Clerks	180	9.20	19,139	8.50	17,678	9.55	19,875
43-4111	Interviewers, Except Eligibility and Loan	140	14.02	29,170	10.58	22,020	15.74	32,745

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43-4121	Library Assistants, Clerical	40	10.21	21,232	8.42	17,512	11.10	23,087
43-4131	Loan Interviewers and Clerks	240	15.71	32,683	12.54	26,092	17.29	35,978
43-4151	Order Clerks	180	13.99	29,097	9.09	18,891	16.45	34,206
43-4161	Human Resources Assistants, Except Payroll and Timekeeping	110	16.00	33,273	12.34	25,667	17.82	37,076
43-4171	Receptionists and Information Clerks	760	10.83	22,528	8.57	17,813	11.97	24,890
43-5021	Couriers and Messengers	NA	14.12	29,377	9.86	20,517	16.26	33,812
43-5031	Police, Fire, and Ambulance Dispatchers	190	13.55	28,196	10.65	22,155	15.02	31,222
43-5032	Dispatchers, Except Police, Fire, and Ambulance	130	18.79	39,076	13.14	27,325	21.62	44,952
43-5041	Meter Readers, Utilities	60	18.63	38,755	14.50	30,154	20.70	43,055
43-5051	Postal Service Clerks	140	23.09	48,009	15.60	32,424	26.83	55,801
43-5052	Postal Service Mail Carriers	530	24.79	51,553	18.41	38,309	27.97	58,174
43-5061	Production, Planning, and Expediting Clerks	210	17.93	37,294	12.83	26,693	20.48	42,589
43-5071	Shipping, Receiving, and Traffic Clerks	1,250	15.24	31,698	10.34	21,502	17.70	36,807
43-5081	Stock Clerks and Order Fillers	1,770	11.36	23,626	8.53	17,740	12.77	26,559
43-5111	Weighers, Measurers, Checkers, and Samplers, Recordkeeping	120	11.67	24,279	9.34	19,419	12.84	26,704
43-6011	Executive Secretaries and Executive Administrative Assistants	140	23.89	49,687	16.35	33,999	27.66	57,532
43-6012	Legal Secretaries	140	15.17	31,553	12.21	25,388	16.65	34,631

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43-6013	Medical Secretaries	220	14.57	30,310	10.93	22,735	16.39	34,092
43-6014	Secretaries and Administrative Assistants, Except Legal, Medical,	2,910	15.56	32,382	12.08	25,139	17.31	35,999
43-9011	Computer Operators	20	21.13	43,957	15.02	31,222	24.20	50,319
43-9021	Data Entry Keyers	80	12.56	26,123	10.55	21,937	13.56	28,217
43-9051	Mail Clerks and Mail Machine Operators, Except Postal Service	NA	11.28	23,481	8.60	17,875	12.63	26,279
43-9061	Office Clerks, General	2,190	11.21	23,326	8.49	17,657	12.58	26,154
43-9199	Office and Administrative Support Workers, All Other	90	19.16	39,843	13.16	27,367	22.15	46,081
45-0000	Farming, Fishing, and Forestry Occupations	1,170	14.52	30,195	9.60	19,962	16.98	35,312
45-1011	First-Line Supervisors of Farming, Fishing, and Forestry Workers	60	21.19	44,063	13.94	28,991	24.80	51,589
45-2011	Agricultural Inspectors	50	23.38	48,624	20.24	42,097	24.96	51,898
45-2041	Graders and Sorters, Agricultural Products	NA	12.17	25,305	10.51	21,856	12.99	27,035
45-2092	Farmworkers and Laborers, Crop, Nursery, and Greenhouse	NA	10.00	20,786	8.41	17,491	10.79	22,433
45-2093	Farmworkers, Farm, Ranch, and Aquacultural Animals	340	12.31	25,604	8.52	17,738	14.20	29,537
45-4022	Logging Equipment Operators	360	16.84	35,024	13.67	28,445	18.42	38,318
47-0000	Construction and Extraction Occupations	3,930	17.19	35,755	11.45	23,823	20.07	41,726
47-1011	First-Line Supervisors of Construction Trades and Extraction Work	460	26.06	54,204	18.93	39,379	29.62	61,606

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			Hourly	Annual	Hourly	Annual	Hourly	Annual
47-2031	Carpenters	370	15.95	33,160	12.64	26,294	17.59	36,599
47-2042	Floor Layers, Except Carpet, Wood, and Hard Tiles	60	14.36	29,866	10.13	21,064	16.47	34,262
47-2051	Cement Masons and Concrete Finishers	70	15.44	32,110	13.48	28,023	16.42	34,149
47-2061	Construction Laborers	400	13.92	28,939	10.23	21,280	15.76	32,780
47-2071	Paving, Surfacing, and Tamping Equipment Operators	70	14.80	30,793	11.77	24,482	16.32	33,943
47-2073	Operating Engineers and Other Construction Equipment Operators	280	17.10	35,559	12.52	26,047	19.39	40,326
47-2081	Drywall and Ceiling Tile Installers	20	14.89	30,957	11.50	23,915	16.58	34,478
47-2111	Electricians	420	21.37	44,464	15.56	32,347	24.29	50,518
47-2141	Painters, Construction and Maintenance	20	15.08	31,369	10.11	21,023	17.56	36,537
47-2151	Pipelayers	310	13.73	28,569	8.29	17,224	16.46	34,241
47-2152	Plumbers, Pipefitters, and Steamfitters	320	16.51	34,355	11.83	24,595	18.86	39,235
47-2181	Roofers	50	13.31	27,694	10.97	22,824	14.49	30,134
47-2211	Sheet Metal Workers	110	17.08	35,518	12.94	26,922	19.14	39,811
47-2221	Structural Iron and Steel Workers	140	17.58	36,578	12.56	26,129	20.10	41,798
47-3012	Helpers--Carpenters	60	12.32	25,635	10.10	21,012	13.44	27,951
47-3013	Helpers--Electricians	90	13.15	27,344	10.59	22,042	14.42	30,000

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47-3015	Helpers--Pipelayers, Plumbers, Pipefitters, and Steamfitters	NA	10.39	21,609	8.50	17,687	11.33	23,576
47-3019	Helpers, Construction Trades, All Other	NA	9.42	19,602	8.37	17,399	9.96	20,693
47-4011	Construction and Building Inspectors	30	21.78	45,319	16.80	34,942	24.28	50,497
47-4051	Highway Maintenance Workers	480	14.33	29,804	10.76	22,371	16.11	33,510
49-0000	Installation, Maintenance, and Repair Occupations	6,890	20.45	42,529	12.67	26,356	24.34	50,611
49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	520	28.89	60,086	16.79	34,919	34.94	72,665
49-2011	Computer, Automated Teller, and Office Machine Repairers	40	20.15	41,905	13.50	28,076	23.47	48,819
49-2021	Radio, Cellular, and Tower Equipment Installers and Repairers	NA	23.87	49,648	17.11	35,585	27.26	56,685
49-2022	Telecommunications Equipment Installers and Repairers, Except Line Installers	280	25.60	53,244	16.62	34,581	30.08	62,575
49-2094	Electrical and Electronics Repairers, Commercial and Industrial Equipment	80	29.91	62,217	23.02	47,876	33.36	69,387
49-2095	Electrical and Electronics Repairers, Powerhouse, Substation, and Relay	30	36.39	75,686	32.01	66,590	38.58	80,234
49-3021	Automotive Body and Related Repairers	110	19.69	40,952	14.61	30,391	22.23	46,237
49-3023	Automotive Service Technicians and Mechanics	620	16.63	34,591	11.84	24,624	19.03	39,579
49-3031	Bus and Truck Mechanics and Diesel Engine Specialists	370	18.97	39,456	14.12	29,357	21.40	44,517
49-3041	Farm Equipment Mechanics and Service Technicians	NA	18.44	38,350	15.26	31,743	20.03	41,648
49-3042	Mobile Heavy Equipment Mechanics, Except Engines	120	18.89	39,293	13.75	28,578	21.46	44,650

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2015 Northeast BOS

SOC Code	SOC Title	Estimated Employment	Mean		Entry		Experienced	
			Hourly	Annual	Hourly	Annual	Hourly	Annual
49-3051	Motorboat Mechanics and Service Technicians	30	18.78	39,057	14.27	29,685	21.03	43,738
49-3053	Outdoor Power Equipment and Other Small Engine Mechanics	30	14.88	30,944	8.69	18,059	17.98	37,398
49-3093	Tire Repairers and Changers	270	10.23	21,275	8.32	17,301	11.19	23,262
49-9012	Control and Valve Installers and Repairers, Except Mechanical Door	70	18.36	38,176	13.72	28,527	20.67	43,001
49-9021	Heating, Air Conditioning, and Refrigeration Mechanics and Installers	300	18.13	37,715	13.68	28,476	20.35	42,325
49-9041	Industrial Machinery Mechanics	1,350	20.89	43,441	15.43	32,081	23.62	49,126
49-9043	Maintenance Workers, Machinery	250	18.55	38,586	12.75	26,530	21.45	44,619
49-9044	Millwrights	250	19.26	40,051	11.29	23,467	23.24	48,337
49-9051	Electrical Power-Line Installers and Repairers	290	32.86	68,342	26.72	55,579	35.92	74,724
49-9052	Telecommunications Line Installers and Repairers	80	23.39	48,645	16.86	35,062	26.65	55,436
49-9062	Medical Equipment Repairers	40	18.95	39,405	13.31	27,667	21.77	45,285
49-9071	Maintenance and Repair Workers, General	1,220	19.49	40,552	12.27	25,516	23.11	48,071
49-9091	Coin, Vending, and Amusement Machine Servicers and Repairers	100	15.88	33,024	12.20	25,382	17.71	36,834
49-9098	Helpers--Installation, Maintenance, and Repair Workers	180	11.62	24,164	8.38	17,413	13.23	27,533
49-9099	Installation, Maintenance, and Repair Workers, All Other	80	19.65	40,870	15.42	32,071	21.77	45,275
51-0000	Production Occupations	35,780	15.79	32,842	10.08	20,962	18.64	38,786

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			Hourly	Annual	Hourly	Annual	Hourly	Annual
51-1011	First-Line Supervisors of Production and Operating Workers	1,670	26.22	54,550	16.97	35,317	30.85	64,171
51-2022	Electrical and Electronic Equipment Assemblers	300	11.80	24,546	8.34	17,327	13.54	28,150
51-2041	Structural Metal Fabricators and Fitters	160	18.84	39,180	13.58	28,243	21.46	44,648
51-2092	Team Assemblers	9,090	19.50	40,568	11.37	23,655	23.57	49,029
51-2099	Assemblers and Fabricators, All Other	280	15.17	31,568	9.51	19,761	18.01	37,471
51-3011	Bakers	60	11.08	23,054	8.51	17,700	12.37	25,726
51-3022	Meat, Poultry, and Fish Cutters and Trimmers	4,070	11.19	23,272	10.33	21,480	11.62	24,163
51-3023	Slaughterers and Meat Packers	240	11.95	24,856	9.32	19,398	13.27	27,591
51-3092	Food Batchmakers	110	13.16	27,373	10.19	21,190	14.64	30,459
51-3093	Food Cooking Machine Operators and Tenders	120	11.99	24,950	9.00	18,715	13.49	28,077
51-3099	Food Processing Workers, All Other	80	11.20	23,293	9.63	20,030	11.98	24,929
51-4011	Computer-Controlled Machine Tool Operators, Metal and Plastic	370	18.58	38,641	14.18	29,486	20.78	43,209
51-4012	Computer Numerically Controlled Machine Tool Programmers, Metal a	110	15.69	32,645	11.74	24,421	17.67	36,756
51-4021	Extruding and Drawing Machine Setters, Operators, and Tenders, Metal and Plastic	280	13.37	27,808	10.96	22,795	14.58	30,325
51-4031	Cutting, Punching, and Press Machine Setters, Operators, and Tenders, Metal and Plastic	1,050	13.57	28,212	10.21	21,242	15.25	31,702
51-4033	Grinding, Lapping, Polishing, and Buffing Machine Tool Setters, Operators, and Tenders, Metal and Plastic	80	13.10	27,249	10.85	22,568	14.23	29,590

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			Hourly	Annual	Hourly	Annual	Hourly	Annual
51-4034	Lathe and Turning Machine Tool Setters, Operators, and Tenders, Metal and Plastic	NA	16.09	33,473	10.80	22,474	18.74	38,962
51-4041	Machinists	730	16.48	34,281	9.75	20,268	19.85	41,282
51-4052	Pourers and Casters, Metal	30	20.01	41,624	15.56	32,355	22.24	46,254
51-4062	Patternmakers, Metal and Plastic	20	17.99	37,419	12.06	25,074	20.95	43,592
51-4071	Foundry Mold and Coremakers	250	17.21	35,804	13.35	27,767	19.14	39,822
51-4072	Molding, Coremaking, and Casting Machine Setters, Operators, and Tenders, Metal and Plastic	200	14.46	30,076	10.12	21,045	16.63	34,592
51-4081	Multiple Machine Tool Setters, Operators, and Tenders, Metal and Plastic	500	14.06	29,248	10.71	22,278	15.73	32,728
51-4111	Tool and Die Makers	190	26.78	55,709	19.43	40,423	30.46	63,363
51-4121	Welders, Cutters, Solderers, and Brazers	1,300	16.72	34,768	13.05	27,145	18.55	38,569
51-4122	Welding, Soldering, and Brazing Machine Setters, Operators, and Tenders	120	13.17	27,404	11.24	23,375	14.14	29,413
51-4193	Plating and Coating Machine Setters, Operators, and Tenders, Metal and Plastic	30	16.22	33,732	13.05	27,145	17.80	37,026
51-4194	Tool Grinders, Filers, and Sharpeners	30	13.45	27,974	10.65	22,153	14.85	30,884
51-5111	Prepress Technicians and Workers	80	13.59	28,253	8.95	18,611	15.90	33,069
51-5112	Printing Press Operators	210	14.41	29,962	10.05	20,900	16.59	34,499
51-6011	Laundry and Dry-Cleaning Workers	210	9.25	19,243	8.50	17,689	9.62	20,009
51-6021	Pressers, Textile, Garment, and Related Materials	140	9.83	20,444	8.38	17,420	10.55	21,946

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			Hourly	Annual	Hourly	Annual	Hourly	Annual
51-6031	Sewing Machine Operators	940	11.45	23,831	8.52	17,731	12.93	26,886
51-6052	Tailors, Dressmakers, and Custom Sewers	NA	10.10	20,993	8.47	17,617	10.91	22,692
51-6061	Textile Bleaching and Dyeing Machine Operators and Tenders	510	13.42	27,922	10.78	22,433	14.75	30,677
51-6063	Textile Knitting and Weaving Machine Setters, Operators, and Tenders	660	13.20	27,466	9.62	20,020	15.00	31,195
51-6064	Textile Winding, Twisting, and Drawing Out Machine Setters, Operators, and Tenders	1,350	14.15	29,424	11.32	23,541	15.57	32,365
51-6099	Textile, Apparel, and Furnishings Workers, All Other	220	17.38	36,145	12.88	26,793	19.63	40,827
51-7011	Cabinetmakers and Bench Carpenters	710	12.76	26,545	10.33	21,490	13.97	29,072
51-7021	Furniture Finishers	70	12.57	26,151	9.69	20,154	14.01	29,144
51-7041	Sawing Machine Setters, Operators, and Tenders, Wood	270	12.95	26,917	9.27	19,274	14.78	30,739
51-7042	Woodworking Machine Setters, Operators, and Tenders, Except Sawing	260	12.50	26,006	9.46	19,668	14.03	29,175
51-8013	Power Plant Operators	30	39.74	82,658	33.80	70,323	42.70	88,831
51-8031	Water and Wastewater Treatment Plant and System Operators	360	20.52	42,681	16.75	34,830	22.41	46,606
51-9011	Chemical Equipment Operators and Tenders	240	18.78	39,056	12.84	26,721	21.74	45,228
51-9022	Grinding and Polishing Workers, Hand	160	11.70	24,349	8.55	17,793	13.29	27,632
51-9023	Mixing and Blending Machine Setters, Operators, and Tenders	80	18.34	38,144	14.32	29,797	20.34	42,318
51-9032	Cutting and Slicing Machine Setters, Operators, and Tenders	210	24.42	50,800	10.47	21,780	31.40	65,310

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			Hourly	Annual	Hourly	Annual	Hourly	Annual
51-9051	Furnace, Kiln, Oven, Drier, and Kettle Operators and Tenders	210	19.35	40,247	12.95	26,928	22.55	46,906
51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	1,630	14.06	29,248	10.65	22,143	15.76	32,790
51-9111	Packaging and Filling Machine Operators and Tenders	410	11.66	24,256	8.61	17,897	13.18	27,425
51-9121	Coating, Painting, and Spraying Machine Setters, Operators, and Tenders	280	14.88	30,967	11.13	23,158	16.77	34,872
51-9122	Painters, Transportation Equipment	90	22.63	47,062	17.80	37,036	25.04	52,085
51-9123	Painting, Coating, and Decorating Workers	140	12.59	26,182	10.74	22,350	13.52	28,098
51-9191	Adhesive Bonding Machine Operators and Tenders	60	14.29	29,724	12.23	25,447	15.32	31,858
51-9192	Cleaning, Washing, and Metal Pickling Equipment Operators and Tenders	120	12.37	25,716	10.57	21,988	13.26	27,580
51-9193	Cooling and Freezing Equipment Operators and Tenders	60	13.61	28,305	10.56	21,967	15.13	31,474
51-9195	Molders, Shapers, and Casters, Except Metal and Plastic	NA	13.91	28,937	9.03	18,787	16.35	34,012
51-9196	Paper Goods Machine Setters, Operators, and Tenders	50	13.36	27,777	11.02	22,920	14.52	30,211
51-9198	Helpers--Production Workers	2,060	10.72	22,298	8.59	17,855	11.79	24,525
51-9199	Production Workers, All Other	900	10.60	22,039	8.34	17,337	11.72	24,390
53-0000	Transportation and Material Moving Occupations	12,850	13.89	28,900	9.09	18,925	16.29	33,892
53-1021	First-Line Supervisors of Helpers, Laborers, and Material Movers,	200	21.44	44,603	14.19	29,511	25.07	52,144
53-1031	First-Line Supervisors of Transportation and Material-Moving Mach	250	28.51	59,291	20.46	42,552	32.54	67,671

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53-2012	Commercial Pilots	NA	NA	57,810	NA	36,886	NA	68,272
53-3011	Ambulance Drivers and Attendants, Except Emergency Medical Technicians	NA	8.58	17,837	8.52	17,744	8.60	17,889
53-3021	Bus Drivers, Transit and Intercity	10	10.69	22,229	8.40	17,485	11.83	24,601
53-3022	Bus Drivers, School or Special Client	1,330	9.01	18,738	8.54	17,754	9.25	19,235
53-3031	Driver/Sales Workers	380	13.55	28,185	8.59	17,858	16.03	33,354
53-3032	Heavy and Tractor-Trailer Truck Drivers	2,990	17.84	37,103	12.27	25,533	20.62	42,883
53-3033	Light Truck or Delivery Services Drivers	500	12.38	25,740	8.61	17,910	14.25	29,645
53-3041	Taxi Drivers and Chauffeurs	20	12.35	25,689	10.30	21,411	13.38	27,822
53-6031	Automotive and Watercraft Service Attendants	110	12.62	26,248	9.54	19,857	14.16	29,449
53-7011	Conveyor Operators and Tenders	20	16.73	34,794	13.97	29,055	18.11	37,663
53-7021	Crane and Tower Operators	20	NA	NA	NA	NA	NA	NA
53-7032	Excavating and Loading Machine and Dragline Operators	220	17.65	36,720	11.83	24,611	20.56	42,769
53-7051	Industrial Truck and Tractor Operators	1,110	13.35	27,760	10.85	22,550	14.61	30,371
53-7061	Cleaners of Vehicles and Equipment	290	11.23	23,348	8.48	17,640	12.60	26,196
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	3,180	12.24	25,471	9.07	18,873	13.83	28,765
53-7063	Machine Feeders and Offbearers	630	12.25	25,502	10.16	21,131	13.31	27,677

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53-7064	Packers and Packagers, Hand	1,110	10.98	22,830	8.55	17,785	12.19	25,347
53-7081	Refuse and Recyclable Material Collectors	220	13.92	28,951	9.46	19,670	16.15	33,592
53-7121	Tank Car, Truck, and Ship Loaders	NA	19.29	40,107	15.36	31,945	21.24	44,189
53-7199	Material Moving Workers, All Other	30	15.30	31,821	8.45	17,578	18.73	38,947

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