

Network to Work Meeting

Resource Materials – April 2018

Labor Market Information (LMI)- New York

Each state produces employment and economic statistics in cooperation with the US Dept. of Labor’s Bureau of Labor Statistics (BLS). Labor Market Information (LMI) includes employment statistics, unemployment rates, wage and salaries, and job prospects. It includes occupational trends such as projected industry growth and information about growing occupations and jobs with the most job openings.

Source: various online resources

What is Labor Market Information (LMI)?

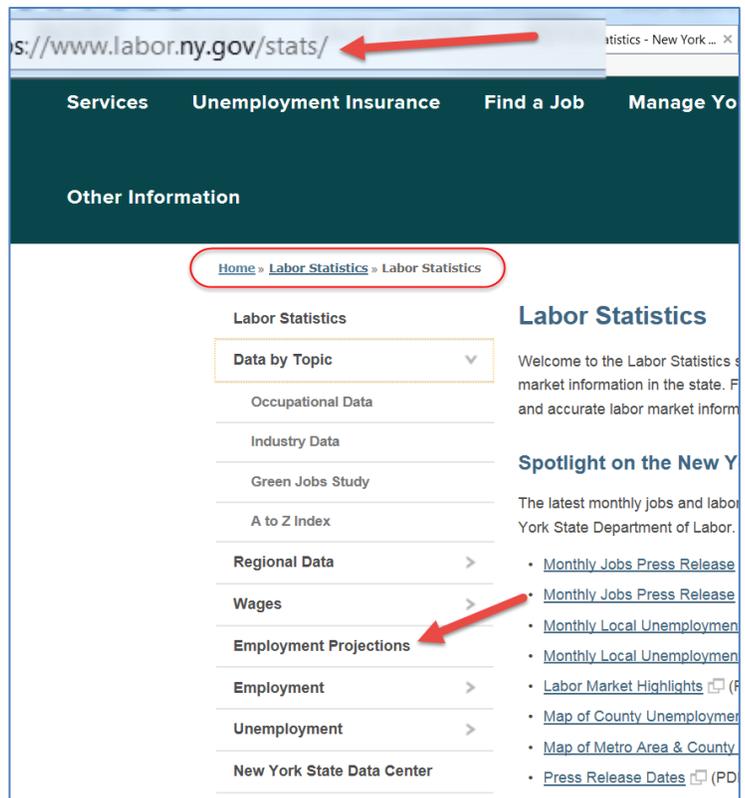
Information about people, work and the job market, including:

- ✓ Geographic area – where do people work
- ✓ Industry and Business – Who people work for
- ✓ Occupation – What people do
- ✓ Wages – How much people earn

New York’s Labor Market Information:

<https://www.labor.ny.gov/stats/>

Explore this website to capture employment trends that can help you in your job search. Here you can find valuable data to guide your efforts, including wage information, employment trends, skills required, training information, and much more.



Home » Labor Statistics » Employment Projections

Labor Statistics

Data by Topic >

Regional Data >

Wages >

Employment Projections

Employment >

Unemployment >

New York State Data Center

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Employment Projections

Long-Term Occupational Employment Projections

Find the expected employment growth and annual openings for all published occupations in New York State market regions. These 10-year forecasts, which are updated every other year, are intended to help individuals make education and career decisions and assist educators and training providers in planning for future needs. Projections currently cover 2014-2024. Also included with our long-term occupational projections are the data series:

- Annual wages (mean, median, entry and experienced levels)
- Measures of education and training
- Employment prospects
- Comparison of New York State and U.S. occupational growth rates

The entire data set is available by downloading this Excel file: [Long-Term Occupational Projections](#). For more information concerning Long-Term Occupational Projections, see [Technical Notes](#).

In the **Employment Projections** section, you can research the **Long Term Employment Projections** for many hundreds of classified occupations, including information such as:

- projected rates of growth or decline;
- education requirements, and
- annual wages.

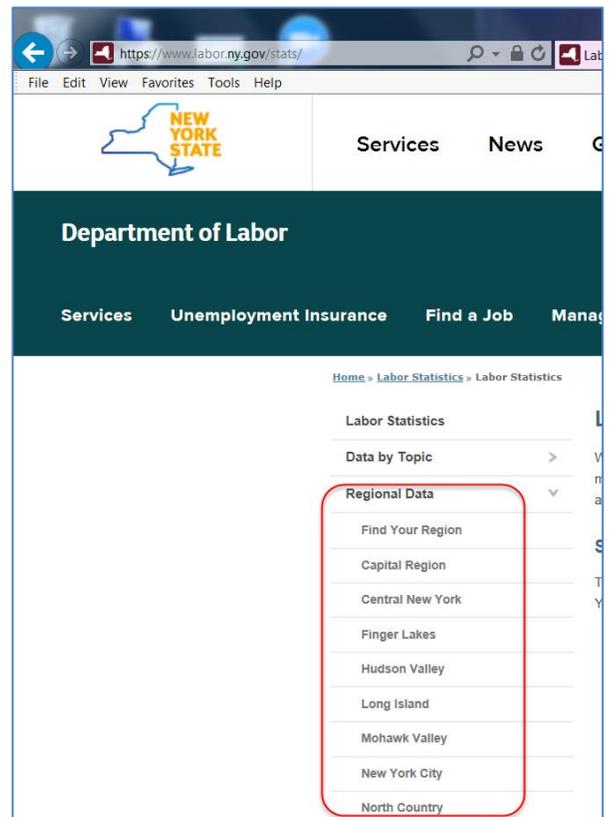
Clicking on the indicated link will open an Excel document containing all of this information.

The following excerpts from this Excel document provide information related to some of the A4TD training tracks:

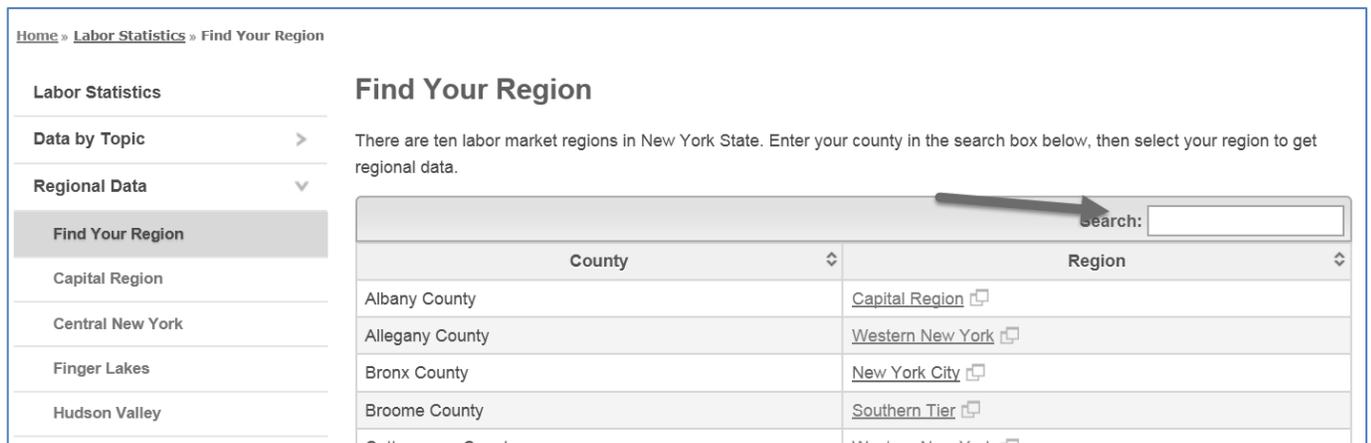
New York State Department of Labor														
Long-Term Occupational Employment Projections, 2014-2024														
New York State														
Summary Level	SOC Code ¹	Title	Employment		Change		Annual Average Openings		Annual Wages (\$) - 2017 ²		Typical education needed for entry ⁵			
			2014	2024	Net	Percent	Total	Growth	Replacement	Entry ³		Experienced ⁴		
444	2	39-0000	Personal Care and Service Occupations		465,430	566,080	100,650	21.6%	18,960	10,070	8,880	\$21,190	\$35,420	
474	3	39-9000	Other Personal Care and Service Workers		308,190	379,990	71,800	23.3%	12,200	7,160	5,020	N/A	N/A	
475	4	39-9011	Childcare Workers		85,880	95,240	9,360	10.9%	3,470	940	2,530	\$20,880	\$32,050	High school diploma or equivalent
476	4	39-9021	Personal Care Aides		164,700	215,950	51,250	31.1%	6,460	5,130	1,330	\$22,240	\$28,190	No formal educational credential
480	4	39-9099	Personal Care and Service Workers, All Other		2,600	2,980	380	14.6%	100	40	60	\$21,280	\$38,770	High school diploma or equivalent
481	2	41-0000	Sales and Related Occupations		979,810	1,053,240	73,430	7.5%	36,000	7,360	28,640	\$20,180	\$67,150	
482	3	41-1000	Supervisors of Sales Workers		114,230	122,550	8,320	7.3%	2,980	830	2,150	N/A	N/A	
483	4	41-1011	First-Line Supervisors of Retail Sales Workers		76,940	82,790	5,850	7.6%	2,310	590	1,720	\$30,660	\$59,640	High school diploma or equivalent
484	4	41-1012	First-Line Supervisors of Non-Retail Sales Workers		37,290	39,760	2,470	6.6%	680	250	430	\$56,940	\$147,930	High school diploma or equivalent
485	3	41-2000	Retail Sales Workers		536,510	576,310	39,800	7.4%	23,820	3,980	19,840	N/A	N/A	
486	4	41-2011	Cashiers		194,490	198,820	4,330	2.2%	8,710	430	8,280	\$20,180	\$24,810	No formal educational credential
487	4	41-2012	Gaming Change Persons and Booth Cashiers		440	630	190	43.2%	40	20	20	\$21,140	\$41,670	High school diploma or equivalent
488	4	41-2021	Counter and Rental Clerks		19,320	21,590	2,270	11.7%	710	230	480	\$20,180	\$34,120	No formal educational credential
489	4	41-2022	Parts Salespersons		8,400	9,130	730	8.7%	260	70	190	\$22,090	\$42,300	No formal educational credential
490	4	41-2031	Retail Salespersons		313,870	346,150	32,280	10.3%	14,110	3,230	10,880	\$20,180	\$31,930	No formal educational credential
506	2	43-0000	Office and Administrative Support Occupations		1,634,080	1,746,220	112,140	6.9%	44,990	13,260	31,730	\$24,800	\$52,270	
507	3	43-1000	Supervisors of Office and Administrative Support Workers		121,860	138,610	16,750	13.7%	3,520	1,680	1,840	N/A	N/A	
508	4	43-1011	First-Line Supervisors of Office and Administrative Support Workers		121,860	138,610	16,750	13.7%	3,520	1,680	1,840	\$42,330	\$81,770	High school diploma or equivalent
521	3	43-4000	Information and Record Clerks		371,350	414,640	43,290	11.7%	13,240	4,370	8,880	N/A	N/A	
525	4	43-4051	Customer Service Representatives		154,070	175,630	21,560	14.0%	5,950	2,160	3,790	\$24,880	\$48,410	High school diploma or equivalent
535	4	43-4171	Receptionists and Information Clerks		93,030	108,950	15,920	17.1%	4,100	1,590	2,510	\$23,650	\$37,880	High school diploma or equivalent
551	3	43-6000	Secretaries and Administrative Assistants		326,400	350,270	23,870	7.3%	5,870	2,430	3,440	N/A	N/A	
552	4	43-6011	Executive Secretaries and Executive Administrative Assistants		82,340	82,430	90	0.1%	880	10	870	\$51,320	\$82,160	High school diploma or equivalent
553	4	43-6012	Legal Secretaries		17,770	17,330	-440	-2.5%	190	0	190	\$38,440	\$77,380	High school diploma or equivalent
554	4	43-6013	Medical Secretaries		12,710	15,580	2,870	22.6%	420	290	130	\$28,930	\$45,810	High school diploma or equivalent
555	4	43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive		213,570	234,920	21,350	10.0%	4,390	2,140	2,250	\$27,290	\$46,850	High school diploma or equivalent
556	3	43-9000	Other Office and Administrative Support Workers		318,660	334,960	16,300	5.1%	8,640	2,120	6,520	N/A	N/A	
558	4	43-9021	Data Entry Keyers		15,420	15,610	190	1.2%	220	20	200	\$24,040	\$40,640	High school diploma or equivalent
563	4	43-9061	Office Clerks, General		227,930	246,960	19,030	8.3%	6,820	1,900	4,920	\$21,320	\$40,040	High school diploma or equivalent

- On the Labor Statistics home page, you can also find a link to Regional Data.

You can either select one of the ten listed regions, or



“Find your Region” by entering your county.



Following these links will bring you to a page containing labor statistics specific to that region. Of particular interest, at the bottom of that page you will find a link to that region’s “**Significant Industries Report**”.

Mohawk Valley ← The unemployment rate is expected to remain stable or slightly past 10 years, the jobless rate decreased 4 times, remained stable in retail sales.

New York City

North Country

Southern Tier

Western New York

Change in Nonfarm

Wages > For the 12-month period ending January 2018, the nonfarm job 124,200. Private sector employment fared better, adding 400,

Employment Projections

Employment > Job gains occurred in educational and health services (+400), hospitality (+100) and professional and business services (+100)

Unemployment > Job losses were posted in government (-1,000), manufacturing construction (-100).

New York State Data Center

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In government, losses primarily occurred in local government education and health services is at its highest January level on Current Employment by Industry data for New York State, [Met](#)

Special Interest to the Mohawk Valley

- [Largest Private Sector Employers in New York State](#)
- [Mohawk Valley Region Significant Industries Report](#) 

Here's an example:

Let's look at the *Significant Industries Report* for the **Mohawk Valley Region**.

The report lists significant industries in the Mohawk Valley Region based on various criteria. Significant industries included on the report were identified on the basis of:

- job counts;
- wage levels;
- job growth (both net and percent) over the 2009-2014 period, and
- **expected job growth, based on industry employment projections through 2022.**

NAICS Industry Code	Industry Name	Job Count		Net Change in Jobs, 2009-2014	% Change in Jobs, 2009-2014	Average Annual Wage, 2014	Projected % Change in Jobs, 2012-2022
		2009*	2014*				
	Total, all Industries (all ownerships)	192,300	186,800	-5,500	-2.9%	\$38,400	5.8%
238	Specialty Trade Contractors	2,700	2,600	-100	-3.7%	\$43,200	18.2%
311	Food Manufacturing	2,200	2,400	200	9.1%	\$43,600	5.7%
493	Warehousing and Storage	4,200	3,500	-700	-16.7%	\$41,100	2.1%
541	Professional, Scientific, and Technical Services	5,300	4,700	-600	-11.3%	\$51,000	14.0%
611	Educational Services	23,100	22,600	-500	-2.2%	\$41,600	4.1%
621	Ambulatory Health Care Services	7,900	8,100	200	2.5%	\$49,600	25.7%
622	Hospitals	12,500	11,400	-1,100	-8.8%	\$57,900	8.1%
623	Nursing and Residential Care Facilities	11,500	11,000	-500	-4.3%	\$29,900	18.3%
624	Social Assistance	7,900	8,400	500	6.3%	\$22,700	22.7%

Once you are equipped with valuable Labor Market Information, you can use the information to target companies that have job openings available that match Labor Market Information and your job goal.

Targeting Companies

The Job Search process:

- a. Research Labor Market Information to find which occupation will have the most job openings;
- b. Identify jobs / occupations that are a good match for your skills and interests; obtain any necessary training;
- c. Consider other factors regarding what's important to you in a job, such as pay, perks, location, security, etc. (see list below);
- d. Then create a target list of companies.

How do you decide which companies to target? As we said above, Labor Market Information is an important criteria to consider. It helps you determine where the jobs are. You can then decide which jobs are a good match for your skills and interest.

Here are some other factors for you to consider as you evaluate companies to target for jobs:

What's important to you in a job?

1. Full time or part time?
2. Hours / shift; day time or night time
3. Location and distance from home
4. Rate of pay
5. Benefits and perks
6. White collar / blue collar
7. Job security
8. Opportunities for advancement
9. Company culture
10. Work environment
11. The kind of supervisor
12. Interest in / enjoyment of the work