

2004

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Minnesota

# SALARY SURVEY

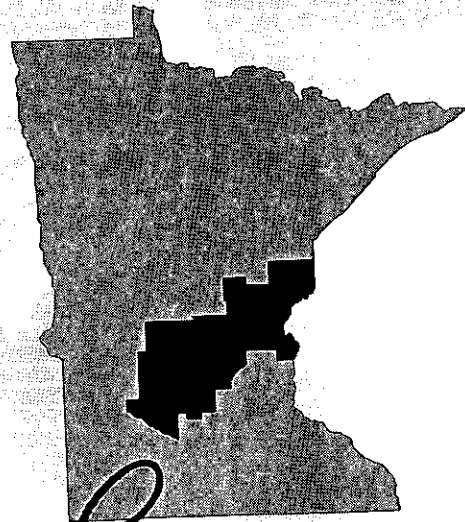


MINNESOTA  
DEPARTMENT  
OF  
EMPLOYMENT  
AND  
ECONOMIC  
DEVELOPMENT

LABOR MARKET  
INFORMATION  
OFFICE

IN COOPERATION  
WITH THE

UNITED STATES  
DEPARTMENT  
OF LABOR



## CENTRAL PLANNING REGION

A product of the  
**Occupational Employment  
Statistics (OES) Wage Survey**

December 2004

| Occupational Title   | Median Wage |               |        | Occupational Title   | Median Wage |               |        |
|--|-------------|---------------|--------|--|-------------|---------------|--------|
|  | Central     | State         | US     |  | Central     | State         | US     |
| <b>Architecture &amp; Engineering</b>                                      |             |               |        | Media and Communication Equipment Workers, All Other   | \$10.24     | <b>16.15</b>  | ---    |
| All Other Drafters, Engineering, and Mapping Technicians                   | \$19.81     | <b>22.21</b>  | ---    | Media and Communication Workers, All Other   | \$64.45     | <b>24.62</b>  | ---    |
| Architects, Except Landscape and Naval                                     | \$25.26     | <b>27.22</b>  | 28.99  | Merchandise Displayers and Window Trimmers   | \$13.28     | <b>12.09</b>  | 11.20  |
| Architectural and Civil Drafters   | \$18.93     | <b>19.58</b>  | 18.88  | Multi-Media Artists and Animators  | \$17.59     | <b>21.83</b>  | 23.11  |
| Chemical Engineers   | \$33.62     | <b>32.98</b>  | 37.23  | Musicians and Singers  | \$40,919    | <b>53,799</b> | 39,226 |
| Civil Engineering Technicians  | \$20.53     | <b>21.94</b>  | 18.90  | News Analysts, Reporters and Correspondents  | \$13.97     | <b>14.26</b>  | 15.68  |
| Civil Engineers  | \$28.28     | <b>29.12</b>  | 31.06  | Photographers  | \$15.09     | <b>14.66</b>  | 12.82  |
| Electrical and Electronic Engineering Technicians                          | \$23.94     | <b>22.26</b>  | 22.44  | Public Relations Specialists   | \$21.48     | <b>21.93</b>  | 21.28  |
| Electrical and Electronics Drafters  | \$19.97     | <b>22.40</b>  | 21.07  | Technical Writers  | \$24.01     | <b>26.99</b>  | 25.79  |
| Electrical Engineers   | \$30.95     | <b>34.21</b>  | 35.01  | <b>Building &amp; Grounds Cleaning &amp; Maintenance</b>                                     |             |               |        |
| Electronics Engineers, Except Computer                                     | \$31.04     | <b>35.60</b>  | 36.32  | All Other Building and Grounds Cleaning and Maintenance Workers                              | \$15.25     | <b>11.42</b>  | ---    |
| Health and Safety Engineers, Except Mining Safety Engineers and Inspectors | \$35.79     | <b>34.99</b>  | 30.36  | First-Line Supervisors/Managers of Housekeeping and Janitorial Workers                       | \$14.44     | <b>13.96</b>  | 14.20  |
| Industrial Engineering Technicians   | \$17.65     | <b>20.97</b>  | 21.19  | First-Line Supervisors/Managers of Landscaping, Lawn Service, and Groundskeeping Workers     | \$17.38     | <b>18.33</b>  | 16.72  |
| Industrial Engineers   | \$27.71     | <b>32.53</b>  | 31.66  | Janitors and Cleaners, Except Maids and Housekeeping Cleaners                                | \$9.90      | <b>10.04</b>  | 9.09   |
| Mechanical Drafters  | \$19.62     | <b>21.03</b>  | 20.94  | Landscaping and Groundskeeping Workers   | \$9.86      | <b>11.36</b>  | 9.88   |
| Mechanical Engineers   | \$29.12     | <b>30.06</b>  | 32.23  | Maids and Housekeeping Cleaners  | \$8.77      | <b>8.78</b>   | 8.16   |
| Surveying and Mapping Technicians  | \$11.01     | <b>16.78</b>  | 14.82  | Tree Trimmers and Pruners  | \$16.49     | <b>17.58</b>  | 12.67  |
| Surveyors  | \$21.25     | <b>22.48</b>  | 20.73  | <b>Business &amp; Financial Operations</b>   |             |               |        |
| <b>Arts, Design, Entertainment, Sports, &amp; Media</b>                    |             |               |        | Accountants and Auditors   | \$22.54     | <b>24.80</b>  | 24.26  |
| All Other Art and Design Workers   | \$11.36     | <b>17.00</b>  | ---    | All Other Business Operations and Human Resources Specialists                                | \$20.22     | <b>22.64</b>  | ---    |
| Announcers   | \$9.76      | <b>10.66</b>  | 10.62  | Budget Analysts  | \$21.67     | <b>25.44</b>  | 26.86  |
| Art Directors  | \$24.22     | <b>31.80</b>  | 31.23  | Compensation, Benefits, and Job Analysis Specialists   | \$18.61     | <b>23.37</b>  | 22.85  |
| Audio and Video Equipment Technicians                                      | \$18.30     | <b>20.82</b>  | 15.40  | Compliance Officers, Except Agriculture, Construction, Health and Safety, and Transportation | \$18.64     | <b>25.16</b>  | 22.63  |
| Coaches and Scouts   | \$26,924    | <b>31,179</b> | 27,494 | Cost Estimators  | \$23.61     | <b>23.51</b>  | 24.33  |
| Editors  | \$17.05     | <b>21.04</b>  | 20.99  | Credit Analysts  | \$20.62     | <b>23.47</b>  | 22.73  |
| Floral Designers   | \$9.34      | <b>11.09</b>  | 9.93   | Emergency Management Specialists   | \$33.79     | <b>28.71</b>  | 21.99  |
| Graphic Designers  | \$15.18     | <b>19.18</b>  | 18.25  |  |             |               |        |
| Interior Designers   | \$14.83     | <b>20.54</b>  | 19.98  |  |             |               |        |
| Interpreters and Translators   | \$18.95     | <b>17.60</b>  | 16.90  |  |             |               |        |

Note: For explanation of wage symbols, see the Methodology section on page 11.

| Occupational Title   | Median Wage |              |       | Occupational Title  | Median Wage |              |       |
|--|-------------|--------------|-------|---|-------------|--------------|-------|
|  | Central     | State        | US    |   | Central     | State        | US    |
| Employment, Recruitment, and Placement Specialists             | \$17.57     | <b>21.29</b> | 19.97 | Computer Specialists, All Other   | \$24.63     | <b>30.33</b> | ---   |
| Financial Analysts   | \$27.34     | <b>30.37</b> | 29.80 | Computer Support Specialists  | \$17.74     | <b>20.32</b> | 19.72 |
| Financial Specialists, All Other                               | \$17.68     | <b>23.18</b> | ---   | Computer Systems Analysts   | \$28.24     | <b>32.15</b> | 32.16 |
| Insurance Underwriters   | \$18.90     | <b>25.27</b> | 23.57 | Database Administrators   | \$27.07     | <b>32.26</b> | 29.24 |
| Loan Counselors  | \$17.31     | <b>15.26</b> | 16.42 | Network and Computer Systems Administrators                                   | \$25.71     | <b>28.20</b> | 28.20 |
| Loan Officers  | \$22.89     | <b>23.42</b> | 23.17 | Network Systems and Data Communications Analysts                              | \$24.75     | <b>30.42</b> | 29.31 |
| Management Analysts  | \$30.84     | <b>32.61</b> | 30.75 | Operations Research Analysts  | \$26.61     | ---          | 29.21 |
| Meeting and Convention Planners                                | \$14.98     | <b>19.45</b> | 19.04 | <b>Construction &amp; Extraction</b>  |             |              |       |
| Purchasing Agents and Buyers, Farm Products                    | \$16.08     | ---          | 21.32 | All Other Construction Trades and Related Workers                             | \$15.39     | <b>17.40</b> | ---   |
| Purchasing Agents, Except Wholesale, Retail, and Farm Products | \$21.32     | <b>23.55</b> | 23.04 | Carpet Installers   | \$12.70     | <b>16.75</b> | 16.10 |
| Training and Development Specialists                           | \$22.72     | <b>23.18</b> | 21.58 | Cement Masons and Concrete Finishers  | \$22.02     | <b>21.77</b> | 15.17 |
| Wholesale and Retail Buyers, Except Farm Products              | \$23.58     | <b>22.39</b> | 20.57 | Construction and Building Inspectors  | \$18.85     | <b>25.10</b> | 21.01 |
| <b>Community &amp; Social Services</b>                         |             |              |       | Construction Laborers   | \$16.30     | <b>17.35</b> | 12.26 |
| All Other Counselors, Social and Religious Workers             | \$18.06     | <b>16.52</b> | ---   | Drywall and Ceiling Tile Installers   | \$23.56     | <b>25.22</b> | 16.69 |
| Child, Family, and School Social Workers                       | \$19.84     | <b>21.55</b> | 16.96 | Earth Drillers, Except Oil and Gas  | \$15.91     | <b>16.66</b> | 16.19 |
| Clergy   | \$20.61     | <b>19.96</b> | 17.27 | Electricians  | \$26.19     | <b>28.27</b> | 20.56 |
| Directors, Religious Activities and Education                  | \$13.75     | <b>18.30</b> | 14.46 | First-Line Supervisors/Managers of Construction Trades and Extraction Workers | \$25.46     | <b>25.96</b> | 24.22 |
| Health Educators   | \$18.01     | <b>20.55</b> | 18.84 | Helpers, Construction Trades, All Other                                       | \$13.26     | <b>13.72</b> | ---   |
| Marriage and Family Therapists                                 | \$17.28     | <b>18.11</b> | 18.89 | Helpers--Carpenters   | \$12.44     | <b>12.53</b> | 10.71 |
| Medical and Public Health Social Workers                       | \$18.91     | <b>19.24</b> | 19.36 | Helpers--Electricians   | \$16.46     | <b>14.35</b> | 11.48 |
| Mental Health and Substance Abuse Social Workers               | \$20.27     | <b>19.92</b> | 16.64 | Helpers--Painters, Paperhangers, Plasterers, and Stucco Masons                | \$12.13     | <b>12.61</b> | 9.92  |
| Mental Health Counselors                                       | \$17.57     | <b>16.20</b> | 15.84 | Helpers--Pipelayers, Plumbers, Pipefitters, and Steamfitters                  | \$11.86     | <b>12.43</b> | 11.07 |
| Probation Officers and Correctional Treatment Specialists      | \$21.74     | <b>24.87</b> | 19.38 | Highway Maintenance Workers   | \$15.88     | <b>18.26</b> | 14.28 |
| Rehabilitation Counselors                                      | \$13.59     | <b>16.35</b> | 13.55 | Insulation Workers  | \$13.54     | <b>14.63</b> | 14.86 |
| Social and Human Service Assistants                            | \$10.96     | <b>12.19</b> | 11.87 | Operating Engineers and Other Construction Equipment Operators                | \$17.64     | <b>22.03</b> | 17.20 |
| <b>Computer &amp; Mathematical</b>                             |             |              |       | Painters, Construction and Maintenance  | \$18.02     | <b>18.37</b> | 14.49 |
| Computer Programmers   | \$21.82     | <b>30.38</b> | 30.52 | Paving, Surfacing, and Tamping Equipment Operators                            | \$16.57     | <b>19.01</b> | 14.40 |
| Computer Software Engineers, Applications                      | \$27.64     | <b>36.42</b> | 36.30 | Pipelayers  | \$21.61     | <b>21.68</b> | 14.24 |
| Computer Software Engineers, Systems Software                  | \$31.91     | <b>38.25</b> | 38.19 |   |             |              |       |

Note: For explanation of wage symbols, see the Methodology section on page 11.

| Occupational Title   | Median Wage |               |        | Occupational Title   | Median Wage |               |        |
|--|-------------|---------------|--------|--|-------------|---------------|--------|
|  | Central     | State         | US     |  | Central     | State         | US     |
| Plumbers, Pipefitters, and Steamfitters                              | \$23.04     | <b>27.10</b>  | 20.09  | Secondary School Teachers, Except Special and Vocational Education         | \$44,406    | <b>44,205</b> | 46,454 |
| Roofers  | \$13.78     | <b>19.73</b>  | 14.92  | Self-Enrichment Education Teachers   | \$14.50     | <b>19.24</b>  | 15.10  |
| Sheet Metal Workers  | \$24.52     | <b>22.11</b>  | 17.36  | Special Education Teachers, Middle School                                  | \$41,855    | <b>44,088</b> | 44,480 |
| Structural Iron and Steel Workers                                    | \$26.83     | <b>30.42</b>  | 20.50  | Special Education Teachers, Preschool, Kindergarten, and Elementary School | \$44,119    | <b>44,524</b> | 43,832 |
| Tapers   | \$24.12     | <b>23.63</b>  | 19.33  | Special Education Teachers, Secondary School                               | \$42,755    | <b>44,981</b> | 46,187 |
| <b>Education, Training, &amp; Library</b>                            |             |               |        | Teacher Assistants   | \$18,674    | <b>20,119</b> | 19,541 |
| Adult Literacy, Remedial Education, and GED Teachers and Instructors | \$16.90     | <b>21.30</b>  | 18.74  | Vocational Education Teachers, Middle School                               | \$52,733    | <b>43,446</b> | 44,860 |
| All Other Teachers, Primary, Secondary, and Adult                    | \$49,293    | <b>44,657</b> | ---    | Vocational Education Teachers, Secondary School                            | \$47,630    | <b>45,544</b> | 46,413 |
| Archivists, Curators, and Museum Technicians                         | \$20.12     | <b>18.02</b>  | 17.88  | <b>Farming, Fishing, &amp; Forestry</b>                                    |             |               |        |
| Art, Drama, and Music Teachers, Postsecondary                        | \$46,439    | <b>46,707</b> | 49,508 | Agricultural Equipment Operators   | \$12.35     | <b>11.73</b>  | 8.98   |
| Business Teachers, Postsecondary                                     | \$53,500    | <b>55,682</b> | 58,155 | Agricultural Inspectors  | \$18.61     | <b>18.46</b>  | 14.43  |
| Chemistry Teachers, Postsecondary                                    | \$43,668    | <b>56,933</b> | 57,775 | Farming, Fishing, and Forestry Workers, All Other                          | \$10.85     | <b>9.63</b>   | ---    |
| Education, Training, and Library Workers, All Other                  | \$12.65     | <b>15.88</b>  | ---    | Farmworkers and Laborers, Crop, Nursery, and Greenhouse                    | \$9.58      | <b>10.42</b>  | 7.69   |
| Elementary School Teachers, Except Special Education                 | \$45,041    | <b>43,826</b> | 43,791 | Farmworkers, Farm and Ranch Animals  | \$10.77     | <b>10.01</b>  | 8.42   |
| English Language and Literature Teachers, Postsecondary              | \$46,447    | <b>53,177</b> | 48,901 | First-Line Supervisors/Managers of Farming, Fishing, and Forestry Workers  | \$18.99     | <b>19.40</b>  | 17.41  |
| Farm and Home Management Advisors                                    | \$25.02     | <b>24.56</b>  | 19.74  | Graders and Sorters, Agricultural Products                                 | \$10.46     | <b>9.86</b>   | 8.19   |
| Foreign Language and Literature Teachers, Postsecondary              | \$52,599    | <b>50,228</b> | 48,387 | <b>Food Preparation &amp; Serving-Related</b>                              |             |               |        |
| History Teachers, Postsecondary                                      | \$53,290    | <b>54,981</b> | 54,628 | Bartenders   | \$6.93      | <b>7.57</b>   | 7.38   |
| Instructional Coordinators   | \$22.86     | <b>25.86</b>  | 23.50  | Chefs and Head Cooks   | \$10.89     | <b>15.86</b>  | 14.37  |
| Kindergarten Teachers, Except Special Education                      | \$44,333    | <b>42,941</b> | 42,136 | Combined Food Preparation and Serving Workers, Including Fast Food         | \$7.29      | <b>7.33</b>   | 7.14   |
| Librarians   | \$22.90     | <b>22.40</b>  | 22.11  | Cooks, Fast Food   | \$7.98      | <b>7.79</b>   | 7.10   |
| Library Technicians  | \$15.19     | <b>14.92</b>  | 12.29  | Cooks, Institution and Cafeteria   | \$11.45     | <b>11.16</b>  | 9.04   |
| Middle School Teachers, Except Special and Vocational Education      | \$40,934    | <b>40,126</b> | 44,171 | Cooks, Restaurant  | \$9.29      | <b>10.01</b>  | 9.45   |
| Nursing Instructors and Teachers, Postsecondary                      | \$53,092    | <b>54,285</b> | 52,757 | Cooks, Short Order   | \$7.38      | <b>8.98</b>   | 8.10   |
| Philosophy and Religion Teachers, Postsecondary                      | \$61,182    | <b>51,798</b> | 51,523 | Counter Attendants, Cafeteria, Food Concession, and Coffee Shop            | \$7.25      | <b>7.61</b>   | 7.56   |
| Postsecondary Teachers, All Other                                    | \$50,647    | <b>52,128</b> | ---    | Dining Room and Cafeteria Attendants and Bartender Helpers                 | \$7.00      | <b>6.98</b>   | 7.15   |
| Preschool Teachers, Except Special Education                         | \$10.63     | <b>12.43</b>  | 10.11  |  |             |               |        |

Note: For explanation of wage symbols, see the Methodology section on page 11.

| Occupational Title  | Median Wage |                  |        | Occupational Title                                     | Median Wage |                  |        |
|---|-------------|------------------|--------|--|-------------|------------------|--------|
|   | Central     | State            | US     |  | Central     | State            | US     |
| Dishwashers   | \$6.76      | <b>7.72</b>      | 7.36   | Optometrists   | \$33.52     | <b>44.57</b>     | 43.17  |
| First-Line Supervisors/Managers of Food Preparation and Serving Workers | \$9.53      | <b>12.22</b>     | 12.16  | Pediatricians, General                                 | >\$70.00    | <b>&gt;70.00</b> | 67.47  |
| Food Preparation and Serving Related Workers, All Other                 | \$9.31      | <b>7.72</b>      | ---    | Pharmacists  | \$41.72     | <b>42.08</b>     | 40.79  |
| Food Preparation Workers  | \$8.59      | <b>9.24</b>      | 8.08   | Pharmacy Technicians                                   | \$11.94     | <b>14.14</b>     | 11.58  |
| Food Servers, Nonrestaurant   | \$6.82      | <b>8.85</b>      | 7.92   | Physical Therapists                                    | \$27.10     | <b>26.94</b>     | 29.02  |
| Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop                | \$6.95      | <b>8.10</b>      | 7.54   | Physician Assistants                                   | \$34.11     | <b>34.72</b>     | 33.71  |
| Waiters and Waitresses  | \$6.40      | <b>6.57</b>      | 6.88   | Physicians and Surgeons, All Other                     | >\$70.00    | <b>&gt;70.00</b> | ---    |
| <b>Healthcare Practitioners &amp; Technical</b>                         |             |                  |        | Psychiatrists  | >\$70.00    | <b>&gt;70.00</b> | 66.96  |
| All Other Health Diagnosing and Treating Practitioners                  | >\$70.00    | <b>27.81</b>     | ---    | Radiation Therapists                                   | \$27.41     | <b>26.19</b>     | 27.46  |
| All Other Health Professionals and Technicians                          | \$15.54     | <b>19.75</b>     | ---    | Radiologic Technologists and Technicians               | \$22.52     | <b>22.76</b>     | 20.69  |
| Athletic Trainers   | \$35,192    | <b>34,826</b>    | 33,920 | Recreational Therapists                                | \$19.90     | <b>18.14</b>     | 16.08  |
| Chiropractors   | \$36.96     | <b>27.66</b>     | 32.92  | Registered Nurses                                      | \$27.14     | <b>27.10</b>     | 25.22  |
| Dental Hygienists   | \$28.31     | <b>30.06</b>     | 28.02  | Respiratory Therapists                                 | \$24.18     | <b>23.76</b>     | 20.79  |
| Dentists  | >\$70.00    | <b>&gt;70.00</b> | 59.53  | Speech-Language Pathologists                           | \$22.08     | <b>23.74</b>     | 25.16  |
| Diagnostic Medical Sonographers   | \$28.00     | <b>27.19</b>     | 25.20  | Surgeons   | >\$70.00    | <b>&gt;70.00</b> | >70.00 |
| Dietitians and Nutritionists  | \$21.45     | <b>22.12</b>     | 21.08  | Surgical Technologists                                 | \$18.56     | <b>19.39</b>     | 16.39  |
| Emergency Medical Technicians and Paramedics                            | \$11.93     | <b>13.58</b>     | 12.24  | Veterinary Technologists and Technicians               | \$12.37     | <b>13.25</b>     | 11.96  |
| Family and General Practitioners  | >\$70.00    | <b>&gt;70.00</b> | 68.06  | <b>Healthcare Support</b>                              |             |                  |        |
| Internists, General   | >\$70.00    | <b>&gt;70.00</b> | >70.00 | Dental Assistants                                      | \$15.12     | <b>16.45</b>     | 13.58  |
| Licensed Practical and Licensed Vocational Nurses                       | \$16.13     | <b>16.36</b>     | 16.37  | Healthcare Support Workers, All Other                  | \$12.05     | <b>13.07</b>     | ---    |
| Medical and Clinical Laboratory Technicians                             | \$17.22     | <b>17.37</b>     | 14.90  | Home Health Aides                                      | \$10.13     | <b>10.11</b>     | 8.86   |
| Medical and Clinical Laboratory Technologists                           | \$24.53     | <b>22.70</b>     | 21.97  | Massage Therapists                                     | \$13.42     | <b>23.82</b>     | 14.58  |
| Medical Records and Health Information Technicians                      | \$13.05     | <b>13.45</b>     | 12.32  | Medical Assistants                                     | \$12.58     | <b>13.00</b>     | 11.84  |
| Nuclear Medicine Technologists  | \$29.80     | <b>27.93</b>     | 26.54  | Medical Equipment Preparers                            | \$12.69     | <b>13.48</b>     | 11.66  |
| Obstetricians and Gynecologists   | >\$70.00    | <b>&gt;70.00</b> | >70.00 | Medical Transcriptionists                              | \$13.21     | <b>14.56</b>     | 13.68  |
| Occupational Health and Safety Specialists and Technicians              | \$21.78     | <b>26.16</b>     | 23.90  | Nursing Aides, Orderlies, and Attendants               | \$10.53     | <b>11.44</b>     | 10.11  |
| Occupational Therapists   | \$23.36     | <b>23.76</b>     | 26.35  | Occupational Therapist Assistants                      | \$14.00     | ---              | 18.56  |
| Opticians, Dispensing   | \$12.75     | <b>14.85</b>     | 13.52  | Pharmacy Aides   | \$8.29      | <b>9.83</b>      | 9.00   |
|   |             |                  |        | Physical Therapist Aides                               | \$12.36     | <b>11.68</b>     | 10.26  |
|   |             |                  |        | Physical Therapist Assistants                          | \$15.81     | <b>16.23</b>     | 18.16  |
|   |             |                  |        | Veterinary Assistants and Laboratory Animal Caretakers | \$9.39      | <b>8.59</b>      | 8.94   |

Note: For explanation of wage symbols, see the Methodology section on page 11.

| Occupational Title  | Median Wage |              |       | Occupational Title  | Median Wage |              |       |
|---|-------------|--------------|-------|---|-------------|--------------|-------|
|   | Central     | State        | US    |   | Central     | State        | US    |
| <b>Installation, Maintenance, &amp; Repair</b>                                |             |              |       |   |             |              |       |
| Automotive Body and Related Repairers   | \$18.86     | <b>18.31</b> | 16.36 | Recreational Vehicle Service Technicians                                      | \$15.31     | <b>14.59</b> | 13.90 |
| Automotive Service Technicians and Mechanics                                  | \$14.30     | <b>15.28</b> | 15.48 | Security and Fire Alarm Systems Installers                                    | \$21.79     | <b>16.54</b> | 16.71 |
| Bus and Truck Mechanics and Diesel Engine Specialists                         | \$15.92     | <b>17.94</b> | 17.23 | Telecommunications Equipment Installers and Repairers, Except Line Installers | \$22.06     | <b>25.55</b> | 23.89 |
| Computer, Automated Teller, and Office Machine Repairers                      | \$16.88     | <b>16.85</b> | 16.64 | Telecommunications Line Installers and Repairers                              | \$16.04     | <b>19.09</b> | 20.11 |
| Control and Valve Installers and Repairers, Except Mechanical Door            | \$24.37     | <b>22.86</b> | 21.22 | <b>Legal</b>  |             |              |       |
| Electrical and Electronics Installers and Repairers, Transportation Equipment | \$18.24     | <b>21.06</b> | 19.55 | All Other Legal and Related Workers   | \$17.81     | <b>20.98</b> | - - - |
| Electrical and Electronics Repairers, Powerhouse, Substation, and Relay       | \$31.69     | <b>28.55</b> | 25.85 | Lawyers   | \$31.96     | <b>40.09</b> | 45.84 |
| Electrical Power-Line Installers and Repairers                                | \$26.33     | <b>25.79</b> | 24.09 | Paralegals and Legal Assistants   | \$17.08     | <b>20.71</b> | 19.00 |
| Electronic Home Entertainment Equipment Installers and Repairers              | \$11.01     | <b>15.21</b> | 13.62 | Title Examiners, Abstractors, and Searchers                                   | \$12.79     | <b>14.68</b> | 16.76 |
| Farm Equipment Mechanics  | \$13.85     | <b>13.98</b> | 13.56 | <b>Life, Physical, &amp; Social Science</b>                                   |             |              |       |
| First-Line Supervisors/Managers of Mechanics, Installers, and Repairers       | \$22.43     | <b>24.72</b> | 24.17 | Agricultural and Food Science Technicians                                     | \$13.32     | <b>16.37</b> | 14.43 |
| Heating, Air Conditioning, and Refrigeration Mechanics and Installers         | \$22.96     | <b>19.81</b> | 17.49 | Agricultural and Food Scientists  | \$18.86     | <b>26.03</b> | 24.52 |
| Helpers--Installation, Maintenance, and Repair Workers                        | \$12.15     | <b>11.40</b> | 10.42 | All Other Life, Physical, and Social Science Technicians                      | \$17.75     | <b>19.85</b> | - - - |
| Home Appliance Repairers  | \$16.21     | <b>16.04</b> | 14.85 | Biological Technicians  | \$15.32     | <b>16.30</b> | 16.49 |
| Industrial Machinery Mechanics  | \$17.80     | <b>19.98</b> | 19.00 | Chemical Technicians  | \$11.58     | <b>17.96</b> | 18.60 |
| Installation, Maintenance, and Repair Workers, All Other                      | \$17.50     | <b>15.63</b> | - - - | Chemists  | \$26.71     | <b>31.66</b> | 27.17 |
| Maintenance and Repair Workers, General                                       | \$15.93     | <b>16.33</b> | 14.78 | Clinical, Counseling, and School Psychologists                                | \$27.37     | <b>26.20</b> | 26.31 |
| Maintenance Workers, Machinery  | \$14.51     | <b>16.12</b> | 16.04 | Conservation Scientists   | \$24.91     | <b>26.05</b> | 25.29 |
| Manufactured Building and Mobile Home Installers                              | \$13.92     | <b>12.06</b> | 11.21 | Economists  | \$25.89     | - - -        | 34.86 |
| Millwrights   | \$26.41     | <b>24.42</b> | 21.17 | Environmental Scientists and Specialists, Including Health                    | \$23.58     | <b>24.78</b> | 24.75 |
| Mobile Heavy Equipment Mechanics, Except Engines                              | \$19.22     | <b>20.51</b> | 18.22 | Forest and Conservation Technicians   | \$13.78     | <b>16.57</b> | 15.81 |
| Motorboat Mechanics   | \$14.88     | <b>15.92</b> | 14.58 | Foresters   | \$24.60     | <b>25.35</b> | 23.27 |
| Motorcycle Mechanics  | \$14.31     | <b>14.75</b> | 13.66 | Hydrologists  | \$26.60     | <b>30.85</b> | 29.17 |
| Outdoor Power Equipment and Other Small Engine Mechanics                      | \$12.56     | <b>13.40</b> | 12.13 | Life Scientists, All Other  | \$21.22     | <b>23.34</b> | - - - |
|   |             |              |       | Market Research Analysts  | \$23.35     | <b>27.81</b> | 27.10 |
|   |             |              |       | Social Scientists and Related Workers, All Other                              | \$26.29     | <b>29.99</b> | - - - |
|   |             |              |       | Urban and Regional Planners   | \$32.53     | <b>28.49</b> | 26.04 |
|   |             |              |       | Zoologists and Wildlife Biologists  | \$25.28     | <b>24.52</b> | 24.38 |

Note: For explanation of wage symbols, see the Methodology section on page 11.

| Occupational Title  | Median Wage |                  |        | Occupational Title   | Median Wage |              |       |
|---|-------------|------------------|--------|--|-------------|--------------|-------|
|   | Central     | State            | US     |  | Central     | State        | US    |
| <b>Management</b>   |             |                  |        | <b>Office &amp; Administrative Support</b>   |             |              |       |
| Administrative Services Managers                                  | \$32.25     | <b>34.36</b>     | 28.34  | All Other Financial, Information, and Record Clerks                                | \$12.17     | <b>13.47</b> | ---   |
| Advertising and Promotions Managers                               | \$33.84     | <b>40.43</b>     | 29.93  | All Other Material Recording, Scheduling, Dispatching, and Distributing Workers    | \$13.00     | <b>14.18</b> | ---   |
| Chief Executives  | \$59.26     | <b>&gt;70.00</b> | 66.49  | All Other Secretaries, Administrative Assistants, and Other Office Support Workers | \$12.75     | <b>12.44</b> | ---   |
| Computer and Information Systems Managers                         | \$38.52     | <b>46.64</b>     | 44.12  | Bill and Account Collectors  | \$13.25     | <b>15.16</b> | 13.40 |
| Construction Managers   | \$31.17     | <b>34.74</b>     | 32.96  | Billing and Posting Clerks and Machine Operators                                   | \$12.79     | <b>14.29</b> | 13.07 |
| Education Administrators, Elementary and Secondary School         | \$79,191    | <b>80,100</b>    | 74,989 | Bookkeeping, Accounting, and Auditing Clerks                                       | \$13.49     | <b>14.81</b> | 13.77 |
| Education Administrators, Preschool and Child Care Center/Program | \$16.82     | <b>17.10</b>     | 17.18  | Brokerage Clerks   | \$11.99     | <b>15.39</b> | 16.98 |
| Engineering Managers  | \$39.18     | <b>47.90</b>     | 46.62  | Cargo and Freight Agents   | \$15.54     | <b>16.82</b> | 16.67 |
| Financial Managers  | \$38.27     | <b>44.37</b>     | 38.55  | Computer Operators   | \$13.22     | <b>15.68</b> | 14.94 |
| Food Service Managers   | \$14.22     | <b>17.98</b>     | 18.49  | Couriers and Messengers  | \$10.58     | <b>12.28</b> | 9.79  |
| Funeral Directors   | \$22.25     | <b>26.72</b>     | 22.48  | Court, Municipal, and License Clerks   | \$14.65     | <b>16.23</b> | 13.73 |
| General and Operations Managers                                   | \$33.60     | <b>38.36</b>     | 36.36  | Credit Authorizers, Checkers, and Clerks   | \$11.76     | <b>17.96</b> | 13.61 |
| Human Resources Managers  | \$34.41     | <b>41.41</b>     | 34.29  | Customer Service Representatives   | \$12.46     | <b>14.55</b> | 13.10 |
| Industrial Production Managers                                    | \$30.02     | <b>35.90</b>     | 34.93  | Data Entry Keyers  | \$11.17     | <b>12.26</b> | 11.19 |
| Legislators   | \$7.12      | <b>6.73</b>      | 8.07   | Desktop Publishers   | \$16.05     | <b>16.15</b> | 15.46 |
| Lodging Managers  | \$18.75     | <b>17.72</b>     | 17.72  | Dispatchers, Except Police, Fire, and Ambulance                                    | \$15.71     | <b>18.10</b> | 15.08 |
| Managers, All Other   | \$31.97     | <b>41.12</b>     | ---    | Eligibility Interviewers, Government Programs                                      | \$15.36     | <b>17.00</b> | 16.07 |
| Marketing Managers  | \$42.74     | <b>50.24</b>     | 41.54  | Executive Secretaries and Administrative Assistants                                | \$16.04     | <b>17.62</b> | 16.91 |
| Medical and Health Services Managers                              | \$33.70     | <b>33.83</b>     | 32.34  | File Clerks  | \$10.24     | <b>11.04</b> | 10.15 |
| Natural Sciences Managers   | \$34.37     | <b>40.47</b>     | 42.36  | First-Line Supervisors/Managers of Office and Administrative Support Workers       | \$18.29     | <b>20.56</b> | 19.65 |
| Postmasters and Mail Superintendents                              | \$25.71     | <b>24.40</b>     | 24.72  | Hotel, Motel, and Resort Desk Clerks   | \$8.02      | <b>8.64</b>  | 8.63  |
| Property, Real Estate, and Community Association Managers         | \$20.36     | <b>21.33</b>     | 18.89  | Human Resources Assistants, Except Payroll and Timekeeping                         | \$13.76     | <b>16.25</b> | 15.42 |
| Public Relations Managers   | \$32.71     | <b>36.73</b>     | 33.05  | Insurance Claims and Policy Processing Clerks                                      | \$10.56     | <b>14.63</b> | 14.19 |
| Purchasing Managers   | \$33.55     | <b>37.39</b>     | 33.06  | Interviewers, Except Eligibility and Loan  | \$11.62     | <b>12.18</b> | 11.29 |
| Sales Managers  | \$38.93     | <b>46.57</b>     | 39.96  | Legal Secretaries  | \$14.20     | <b>20.43</b> | 17.58 |
| Social and Community Service Managers                             | \$25.05     | <b>24.45</b>     | 22.52  | Library Assistants, Clerical   | \$8.17      | <b>10.26</b> | 9.84  |
| Transportation, Storage, and Distribution Managers                | \$29.03     | <b>33.35</b>     | 31.62  | Loan Interviewers and Clerks   | \$12.59     | <b>14.95</b> | 14.03 |

Note: For explanation of wage symbols, see the Methodology section on page 11.

| Occupational Title  | Median Wage |              |       | Occupational Title   | Median Wage |              |       |
|---|-------------|--------------|-------|--|-------------|--------------|-------|
|   | Central     | State        | US    |  | Central     | State        | US    |
| Medical Secretaries   | \$13.55     | <b>14.42</b> | 12.83 | Hairdressers, Hairstylists, and Cosmetologists                                       | \$10.70     | <b>11.85</b> | 9.40  |
| New Accounts Clerks   | \$11.88     | <b>13.86</b> | 12.89 | Manicurists and Pedicurists  | \$10.36     | <b>8.76</b>  | 8.52  |
| Office Clerks, General  | \$11.11     | <b>12.37</b> | 11.05 | Nonfarm Animal Caretakers  | \$7.79      | <b>8.32</b>  | 8.56  |
| Office Machine Operators, Except Computer                                 | \$12.08     | <b>12.16</b> | 11.30 | Personal Care and Service Workers, All Other   | \$11.51     | <b>9.95</b>  | - - - |
| Order Clerks  | \$11.27     | <b>13.95</b> | 12.38 | Recreation Workers   | \$10.50     | <b>10.21</b> | 9.37  |
| Payroll and Timekeeping Clerks  | \$14.12     | <b>16.23</b> | 14.63 | Skin Care Specialists  | \$12.57     | <b>14.79</b> | 11.52 |
| Police, Fire, and Ambulance Dispatchers                                   | \$16.21     | <b>17.39</b> | 14.04 | Tour Guides and Escorts  | \$10.37     | <b>11.30</b> | 9.29  |
| Postal Service Clerks   | \$20.62     | <b>20.08</b> | 20.07 | Ushers, Lobby Attendants, and Ticket Takers  | \$6.70      | <b>6.67</b>  | 7.26  |
| Postal Service Mail Carriers  | \$18.69     | <b>21.84</b> | 21.93 | <b>Production</b>  |             |              |       |
| Postal Service Mail Sorters, Processors, and Processing Machine Operators | \$19.39     | <b>19.43</b> | 19.38 | All Other Food Processing Workers  | \$10.10     | <b>9.87</b>  | - - - |
| Procurement Clerks  | \$12.66     | <b>13.82</b> | 14.91 | Assemblers and Fabricators, All Other  | \$12.03     | <b>11.76</b> | - - - |
| Production, Planning, and Expediting Clerks                               | \$17.34     | <b>18.11</b> | 17.36 | Bakers   | \$10.51     | <b>11.16</b> | 10.33 |
| Receptionists and Information Clerks                                      | \$10.90     | <b>11.42</b> | 10.56 | Butchers and Meat Cutters  | \$15.99     | <b>15.89</b> | 12.76 |
| Reservation and Transportation Ticket Agents and Travel Clerks            | \$11.87     | - - -        | 13.02 | Cabinetmakers and Bench Carpenters   | \$15.12     | <b>15.35</b> | 12.22 |
| Secretaries, Except Legal, Medical, and Executive                         | \$14.06     | <b>15.75</b> | 12.59 | Cementing and Gluing Machine Operators and Tenders                                   | \$15.03     | <b>14.56</b> | 11.63 |
| Shipping, Receiving, and Traffic Clerks                                   | \$12.76     | <b>13.13</b> | 11.81 | Chemical Equipment Operators and Tenders   | \$16.20     | <b>15.67</b> | 19.20 |
| Stock Clerks and Order Fillers  | \$9.14      | <b>10.31</b> | 9.78  | Cleaning, Washing, and Metal Pickling Equipment Operators and Tenders                | \$13.87     | <b>10.99</b> | 11.80 |
| Switchboard Operators, Including Answering Service                        | \$10.40     | <b>11.54</b> | 10.59 | Coating, Painting, and Spraying Machine Setters, Operators, and Tenders              | \$14.72     | <b>15.41</b> | 12.83 |
| Tellers   | \$9.77      | <b>10.36</b> | 10.25 | Computer-Controlled Machine Tool Operators, Metal and Plastic                        | \$15.39     | <b>16.39</b> | 14.86 |
| Weighers, Measurers, Checkers, and Samplers, Recordkeeping                | \$11.55     | <b>13.23</b> | 12.14 | Crushing, Grinding, and Polishing Machine Setters, Operators, and Tenders            | \$15.63     | <b>15.67</b> | 13.06 |
| Word Processors and Typists   | \$13.03     | <b>13.80</b> | 13.53 | Cutting and Slicing Machine Setters, Operators, and Tenders                          | \$14.94     | <b>14.80</b> | 13.12 |
| <b>Personal Care &amp; Service</b>  |             |              |       | Dental Laboratory Technicians  | \$15.89     | <b>17.16</b> | 14.91 |
| Amusement and Recreation Attendants                                       | \$6.73      | <b>7.85</b>  | 7.44  | Drilling and Boring Machine Tool Setters, Operators, and Tenders, Metal and Plastic  | \$13.81     | <b>16.23</b> | 13.86 |
| Child Care Workers  | \$7.95      | <b>7.99</b>  | 8.06  | Etchers and Engravers  | \$10.96     | <b>12.70</b> | 11.08 |
| First-Line Supervisors/Managers of Personal Service Workers               | \$13.73     | <b>14.76</b> | 14.54 | Extruding, Forming, Pressing, and Compacting Machine Setters, Operators, and Tenders | \$14.31     | - - -        | 13.46 |
| Funeral Attendants  | \$9.63      | <b>9.48</b>  | 9.27  |  |             |              |       |
| Gaming Supervisors  | \$10.54     | <b>12.36</b> | 19.79 |  |             |              |       |
| Gaming Workers, All Other   | \$9.71      | <b>9.55</b>  | - - - |  |             |              |       |

Note: For explanation of wage symbols, see the Methodology section on page 11.



| Occupational Title  | Median Wage |              |       | Occupational Title  | Median Wage |              |       |
|---|-------------|--------------|-------|---|-------------|--------------|-------|
|   | Central     | State        | US    |   | Central     | State        | US    |
| First-Line Supervisors/Managers of Production and Operating Workers                                 | \$21.06     | <b>21.65</b> | 21.65 | Paper Goods Machine Setters, Operators, and Tenders                     | \$15.89     | <b>15.06</b> | 14.53 |
| Food and Tobacco Roasting, Baking, and Drying Machine Operators and Tenders                         | \$12.63     | <b>12.62</b> | 12.02 | Photographic Processing Machine Operators                               | \$9.17      | <b>11.07</b> | 9.42  |
| Food Batchmakers  | \$12.90     | <b>11.98</b> | 10.88 | Power Plant Operators   | \$28.54     | <b>26.33</b> | 25.27 |
| Food Cooking Machine Operators and Tenders  | \$10.63     | <b>11.40</b> | 10.35 | Prepress Technicians and Workers  | \$11.59     | <b>17.10</b> | 15.63 |
| Furnace, Kiln, Oven, Drier, and Kettle Operators and Tenders  | \$23.36     | <b>19.50</b> | 14.67 | Printing Machine Operators  | \$14.80     | <b>16.35</b> | 14.73 |
| Grinding and Polishing Workers, Hand  | \$14.24     | <b>14.67</b> | 11.49 | Production Workers, All Other   | \$13.15     | <b>13.06</b> | ---   |
| Grinding, Lapping, Polishing, & Buffing Machine Tool Setters, Operators, & Tenders, Metal & Plastic | \$14.00     | <b>13.97</b> | 13.38 | Rolling Machine Setters, Operators, and Tenders, Metal and Plastic      | \$12.73     | <b>15.33</b> | 14.43 |
| Helpers--Production Workers   | \$11.77     | <b>10.80</b> | 9.76  | Sawing Machine Setters, Operators, and Tenders, Wood                    | \$14.34     | <b>13.53</b> | 11.13 |
| Inspectors, Testers, Sorters, Samplers, and Weighers  | \$14.13     | <b>15.45</b> | 13.83 | Sewing Machine Operators  | \$10.18     | <b>11.27</b> | 8.79  |
| Jewelers and Precious Stone and Metal Workers   | \$13.11     | <b>16.35</b> | 13.48 | Stationary Engineers and Boiler Operators                               | \$22.38     | <b>21.69</b> | 21.51 |
| Lathe and Turning Machine Tool Setters, Operators, and Tenders, Metal and Plastic                   | \$19.29     | <b>16.67</b> | 14.91 | Structural Metal Fabricators and Fitters                                | \$16.25     | <b>15.85</b> | 14.31 |
| Laundry and Dry-Cleaning Workers  | \$9.41      | <b>10.59</b> | 8.40  | Tailors, Dressmakers, and Custom Sewers                                 | \$6.78      | <b>13.15</b> | 10.64 |
| Machinists  | \$18.74     | <b>18.61</b> | 16.47 | Team Assemblers   | \$11.86     | <b>12.93</b> | 11.60 |
| Metal Workers and Plastic Workers, All Other  | \$15.46     | <b>12.43</b> | ---   | Textile, Apparel, and Furnishings Workers, All Other                    | \$7.41      | <b>9.27</b>  | ---   |
| Milling and Planing Machine Setters, Operators, and Tenders, Metal and Plastic                      | \$18.51     | <b>17.94</b> | 14.92 | Tool and Die Makers   | \$23.96     | <b>22.64</b> | 21.00 |
| Mixing and Blending Machine Setters, Operators, and Tenders   | \$15.06     | <b>16.42</b> | 13.81 | Tool Grinders, Filers, and Sharpeners                                   | \$16.93     | <b>15.78</b> | 14.70 |
| Model Makers, Metal and Plastic   | \$23.53     | <b>21.08</b> | 21.85 | Water and Liquid Waste Treatment Plant and System Operators             | \$18.89     | <b>18.08</b> | 16.76 |
| Molders, Shapers, and Casters, Except Metal and Plastic   | \$15.47     | <b>15.41</b> | 12.00 | Welders, Cutters, Solderers, and Brazers                                | \$15.68     | <b>16.47</b> | 14.82 |
| Molding, Coremaking, and Casting Machine Setters, Operators, and Tenders, Metal and Plastic         | \$14.06     | <b>14.16</b> | 11.92 | Welding, Soldering, and Brazing Machine Setters, Operators, and Tenders | \$15.03     | <b>15.22</b> | 14.45 |
| Multiple Machine Tool Setters, Operators, and Tenders, Metal and Plastic                            | \$14.77     | <b>15.49</b> | 14.26 | Woodworking Machine Setters, Operators, and Tenders, Except Sawing      | \$13.08     | <b>12.92</b> | 11.10 |
| Numerical Tool and Process Control Programmers  | \$21.24     | <b>20.33</b> | 19.31 | <b>Protective Service</b>   |             |              |       |
| Ophthalmic Laboratory Technicians   | \$10.50     | <b>11.25</b> | 11.26 | Bailiffs  | \$10.31     | <b>11.92</b> | 16.69 |
| Packaging and Filling Machine Operators and Tenders   | \$11.30     | <b>11.77</b> | 10.88 | Correctional Officers and Jailers                                       | \$17.57     | <b>18.19</b> | 16.18 |
| Painters, Transportation Equipment  | \$16.82     | <b>16.71</b> | 17.02 | Detectives and Criminal Investigators                                   | \$25.68     | <b>27.79</b> | 25.98 |
| Painting, Coating, and Decorating Workers   | \$10.09     | <b>10.48</b> | 11.05 | Fire Fighters   | \$16.48     | <b>13.38</b> | 18.22 |
|   |             |              |       | First-Line Supervisors/Managers of Correctional Officers                | \$24.52     | <b>26.96</b> | 21.56 |
|   |             |              |       | First-Line Supervisors/Managers of Fire Fighting and Prevention Workers | \$26.14     | <b>27.79</b> | 27.91 |

Note: For explanation of wage symbols, see the Methodology section on page 11.

| Occupational Title   | Median Wage |              |       | Occupational Title  | Median Wage |              |       |
|--|-------------|--------------|-------|---|-------------|--------------|-------|
|  | Central     | State        | US    |   | Central     | State        | US    |
| First-Line Supervisors/Managers of Police and Detectives   | \$27.13     | <b>30.24</b> | 30.77 | Conveyor Operators and Tenders  | \$11.04     | <b>13.76</b> | 12.42 |
| First-Line Supervisors/Managers of Protective Service Workers, Except Police, Fire and Corrections | \$18.69     | <b>16.91</b> | ---   | Crane and Tower Operators   | \$16.04     | <b>20.05</b> | 18.02 |
| Police and Sheriff's Patrol Officers   | \$20.26     | <b>22.60</b> | 21.68 | Driver/Sales Workers  | \$10.85     | <b>11.92</b> | 9.99  |
| Protective Service Workers, All Other  | \$12.75     | <b>11.56</b> | ---   | Excavating and Loading Machine and Dragline Operators   | \$19.84     | <b>21.44</b> | 15.61 |
| Security Guards  | \$10.24     | <b>10.73</b> | 9.72  | First-Line Supervisors/Managers of Helpers, Laborers, and Material Movers, Hand                     | \$18.46     | <b>19.22</b> | 18.71 |
| <b>Sales &amp; Related</b>   |             |              |       | First-Line Supervisors/Managers of Transportation and Material-Moving Machine and Vehicle Operators | \$19.37     | <b>20.22</b> | 21.76 |
| Advertising Sales Agents   | \$17.36     | <b>17.57</b> | 19.41 | Industrial Truck and Tractor Operators  | \$13.86     | <b>14.74</b> | 12.98 |
| Cashiers   | \$7.95      | <b>8.33</b>  | 7.91  | Laborers and Freight, Stock, and Material Movers, Hand  | \$11.67     | <b>11.61</b> | 9.79  |
| Counter and Rental Clerks  | \$7.51      | <b>8.22</b>  | 8.80  | Machine Feeders and Offbearers  | \$13.00     | <b>13.11</b> | 10.79 |
| Demonstrators and Product Promoters  | \$9.46      | <b>9.32</b>  | 10.04 | Material Moving Workers, All Other  | \$10.79     | <b>12.82</b> | ---   |
| First-Line Supervisors/Managers of Non-Retail Sales Workers  | \$29.31     | <b>33.90</b> | 28.07 | Motor Vehicle Operators, All Other  | \$9.55      | <b>9.00</b>  | ---   |
| First-Line Supervisors/Managers of Retail Sales Workers  | \$14.96     | <b>15.33</b> | 15.63 | Packers and Packagers, Hand   | \$9.09      | <b>9.16</b>  | 8.32  |
| Insurance Sales Agents   | \$16.82     | <b>21.68</b> | 19.99 | Refuse and Recyclable Material Collectors   | \$14.94     | <b>14.97</b> | 12.29 |
| Parts Salespersons   | \$12.58     | <b>13.06</b> | 12.29 | Service Station Attendants  | \$9.27      | <b>9.01</b>  | 8.37  |
| Real Estate Sales Agents   | \$12.78     | <b>20.05</b> | 16.75 | Taxi Drivers and Chauffeurs   | \$10.09     | <b>9.75</b>  | 9.44  |
| Retail Salespersons  | \$9.02      | <b>9.28</b>  | 9.08  | Truck Drivers, Heavy and Tractor-Trailer  | \$15.56     | <b>17.23</b> | 16.31 |
| Sales and Related Workers, All Other   | \$16.94     | <b>20.17</b> | ---   | Truck Drivers, Light or Delivery Services   | \$12.58     | <b>13.21</b> | 11.89 |
| Sales Engineers  | \$32.05     | <b>32.42</b> | 33.92 |   |             |              |       |
| Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products       | \$21.90     | <b>26.07</b> | 22.05 |   |             |              |       |
| Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products              | \$27.54     | <b>30.95</b> | 28.63 |   |             |              |       |
| Securities, Commodities, and Financial Services Sales Agents                                       | \$29.44     | <b>35.36</b> | 31.04 |   |             |              |       |
| Telemarketers  | \$9.78      | <b>10.42</b> | 10.04 |   |             |              |       |
| Travel Agents  | \$13.13     | <b>13.47</b> | 13.50 |   |             |              |       |
| <b>Transportation &amp; Material Moving</b>  |             |              |       |   |             |              |       |
| Bus Drivers, School  | \$12.52     | <b>12.89</b> | 11.15 |   |             |              |       |
| Cleaners of Vehicles and Equipment   | \$8.58      | <b>9.29</b>  | 8.50  |   |             |              |       |

Note: For explanation of wage symbols, see the Methodology section on page 11.

## **2004 Minnesota Occupational Wage Survey Methodology**

Data in this brochure come from the bi-annual Occupational Employment Statistics (OES) Wage Survey, which measures employment and wage rates for workers in non-farm establishments statewide. This brochure contains the publishable median wages from the Central Planning Region, Minnesota, and the U.S. from the 2000, 2001, 2002, 2003 second quarter (wages from 2000, 2001, 2002, and 2003 second quarter are updated to 2003 fourth quarter), and 2003 fourth quarter survey rounds combined.

Counties within the Central Planning Region include Benton, Chisago, Isanti, Kandiyohi, Kanabec, McLeod, Meeker, Mille Lacs, Pine, Renville, Sherburne, Stearns, and Wright. The statewide response rate for the four years combined was 77.1 percent (20,300 responses out of 26,326 establishments surveyed). In the Central Planning Region alone, 2,451 firms were surveyed about their employment and wages.

The semi-annual OES survey is mailed to selected establishments to obtain data from every Metropolitan Statistical Area (MSA) and the rest (balance) of the state, across all surveyed industries. The wages were then escalated to the third quarter of 2004 using ECI factors as published by the Bureau of Labor Statistics (BLS). This escalating procedure is intended to provide a more current representation of the wage.

The survey is conducted by the Minnesota Department of Employment and Economic Development's (DEED) Labor Market Information office in cooperation with the U.S. Department of Labor's Bureau of Labor Statistics (BLS). In addition to preparing and mailing the surveys, DEED staff makes follow-up phone calls to request data from non-respondents or to clarify data. Collected data are then used to calculate national, statewide, MSA, balance of state, and planning region estimates.

## **Data Notes:**

Dash (- - -) indicates data did not meet confidentiality and/or reliability requirements.

>70.00 indicates a median wage greater than \$70.00 an hour.  
>145,600 indicates a median wage greater than \$145,600 annually.

Occupations that do not report hourly wages (e.g. Teachers) have annual wages presented.

## **How to Obtain the Complete 2004 Minnesota Salary Survey**

The 2004 Minnesota Salary Survey includes data for the State, its Metropolitan Statistical Areas (MSAs), the Balance of State and the United States. Occupational employment and six wage estimates (a mean wage and the 10th, 25th, 50th, 75th and 90th percentiles) are included for each occupation.

Visit <http://www.deed.state.mn.us/lmi/tools/oes/> to obtain the full data set.

For further information or analyst assistance, call our Labor Market Information Helpline:

Central Regional Analyst: 320.231.5174 (ext. 7535)  
Twin Cities Metropolitan Area Helpline: 651.282.2714  
Toll-free Greater Minnesota: 1.888.234.1114

These data are also available in alternative formats such as large print, Braille, computer diskette or audio tape upon request.

MINNESOTA DEPARTMENT  
OF EMPLOYMENT AND ECONOMIC  
DEVELOPMENT

LABOR MARKET INFORMATION OFFICE

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