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# 2018 REGIONAL ECONOMIC LABOR OUTLOOK ALIGNMENT

**Mohawk Valley**

**Prepared by the CTE Technical Assistance Center of NY**

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# MOHAWK VALLEY

## REGIONAL ECONOMIC LABOR OUTLOOK ALIGNMENT

National Career Clusters	Regional Economic Development Council Focus Industries <sup>1</sup>	Regional Industry Jobs with Strong Projected Growth (> 7% from 2014 through 2024) <sup>2</sup>	Jobs in Significant Industries with Strong Projected Growth through 2022 <sup>3</sup>	Further Description of Significant Industries
<p><b>Agriculture, Food and National Resources</b></p>	<p><b>REGIONAL PRIORITY: AGRIBUSINESS &amp; FOOD SYSTEMS –</b></p> <ul style="list-style-type: none"> <li>• <b>\$106M Agricultural Exports in 2017</b></li> <li>• <b>17.7% Wage Growth since 2010</b></li> </ul> <p>The relevance of this sector to the regional economy is dramatically increasing. The region is well positioned to serve a burgeoning demand for sustainably produced craft foods and beverages to domestic and international markets. The proximity to major global consumer markets heralds a remarkable expansion that will grow jobs and enhance wealth in the communities.</p> <p>New York is blessed with water abundance. We have a long tradition of agricultural production and already produce a diverse range of fine food with potential for scale. Our farmers produce food on the doorstep of the East Coast's largest urban centers and could feed them. New York politicians, businesses, communities, and farmers themselves are deeply invested in seeing the agricultural economy thrive. With a bold and ambitious plan in place, New York could be the next food shed by 2050, feeding the larger Northeast and potentially beyond.</p>	<ul style="list-style-type: none"> <li>• <b>Farming, Fishing, and Forestry Occupations (19.3%)</b> <ul style="list-style-type: none"> <li>- Supervisors (14.3%)</li> <li>- Agricultural Workers (23.3%)</li> </ul> </li> </ul>		

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<p><b>Agriculture, Food and National Resources (continued)</b></p>	<p>In 2015, recognizing the abundance of agricultural and agribusiness-related careers in the Mohawk Valley, HFM BOCES sought out and was awarded another P-TECH program (Ag P-TECH), which is beginning year 3 of operation.</p> <p>Empire State Greenhouses will construct a new, \$70M greenhouse complex in Cobleskill to grow organic vegetables year-round, creating 90 new jobs.</p>			
<p><b>Architecture and Construction</b></p>		<ul style="list-style-type: none"> <li>• <b>Construction and Extraction Occupations (10.9%)</b> <ul style="list-style-type: none"> <li>- Supervisors (10.7%)</li> <li>- Construction Trades Workers (12.3%)</li> <li>- Helpers, Construction Trades (25.0%)</li> <li>- Construction and Building Inspectors (9.4%)</li> <li>- Hazardous Materials Removal Workers (14.3%)</li> <li>- Septic Tank Servicers and Sewer Pipe Cleaners (20.0%)</li> </ul> </li> <li>• <b>Installation, Maintenance, and Repair Occupations (8.4%)</b> <ul style="list-style-type: none"> <li>- Supervisors (9.1%)</li> <li>- Control and Valve Installers and Repairers (16.7%)</li> <li>- HVAC Mechanics and Installers (25.0%)</li> <li>- Maintenance and Repair Workers, General (11.4%)</li> </ul> </li> </ul>	<p><b>Specialty Trade Contractors</b></p> <ul style="list-style-type: none"> <li>- Plumbers, Pipefitters, and Steamfitters</li> <li>- Construction Laborers</li> <li>- Cost Estimators</li> <li>- Electricians</li> <li>- Operating Engineers and Other Construction Equipment Operators</li> </ul>	<p>Skilled trades occupations comprise much of the employment within the <b>specialty trade contractors</b> (NAICS Industry 238). Although the specialty trade contractors industry declined from 2009 to 2014, it fared better than the other construction industries. Looking ahead over the next decade, the impending retirement of many baby boomers will contribute to job opportunities in these industries, especially among the skilled trades.</p>

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<b>Arts, A/V Technology &amp; Communications</b>		<ul style="list-style-type: none"> <li>• <b>Arts, Design, Entertainment, Sports, and Media Occupations (4.4%)</b> <ul style="list-style-type: none"> <li>- Media and Communication Equipment Workers (9.7%)</li> </ul> </li> </ul>		
<b>Business Management &amp; Administration</b>	<p><b>NYS PRIORITY: BUSINESS INCUBATORS –</b></p> <ul style="list-style-type: none"> <li>• <b>Aligned with Agriculture, Food and National Resources Cluster</b></li> </ul> <p>The SUNY Cobleskill Farm and Food Business Incubator (FFBI) is establishing itself as an incubation model for agricultural stakeholders within and beyond the Mohawk Valley. By providing mentoring services, organizing educational workshops, brokering relationships between producers and buyers, increasing access to loans and grants to farms and farm businesses, and more, FFBI has already had a significant impact on the region’s agribusiness economy. Since 2017, FFBI has served nearly 179 farming enterprises, and injected \$20,000 in private investment to area farms or farm businesses.</p> <p>Through FFBI’s assistance, at least 23 farm jobs were – or are in the process of being – created or retained since 2017. FFBI is not only assisting local farms, it is building a pipeline of talent that starts in our region’s educational institutions. Through FFBI’s relationship with SUNY Cobleskill, 39 college students have had the opportunity to gain invaluable real-life learning experiences by delivering business services to area farms.</p>	<ul style="list-style-type: none"> <li>• <b>Management Occupations (7.4%)</b> <ul style="list-style-type: none"> <li>- Advertising, Marketing, Promotions, Public Relations, and Sales Managers (7.3%)</li> <li>- Operations Specialties Managers (8.6%)</li> </ul> </li> <li>• <b>Other Management Occupations (7.7%)</b> <ul style="list-style-type: none"> <li>- Farmers, Ranchers, and Other Agricultural Managers (14.3%)</li> <li>- Education Administrators, Preschool and Childcare Center/Program (12.5%)</li> <li>- Education Administrators, Postsecondary (10.0%)</li> <li>- Food Service Managers (8.0%)</li> <li>- Property, Real Estate, and Community Association Managers (11.8%)</li> <li>- Social and Community Service Managers (13.8%)</li> <li>-</li> </ul> </li> </ul>	<p><b>Professional, Scientific, and Technical Services</b></p> <ul style="list-style-type: none"> <li>- Accountants and Auditors</li> <li>- Software Developers, Applications</li> <li>- Secretaries and Administrative Assistants, Except Legal, Medical, and Executive</li> <li>- Bookkeeping, Accounting, and Auditing Clerks</li> <li>- Receptionists &amp; Information Clerks</li> </ul>	<p>In the Mohawk Valley Region, <b>professional, scientific, and technical services</b> (NAICS Industry 541) is dominated by firms that provide legal, custom computer programming, veterinary, engineering, and accounting services. At \$51,000 per year, the average annual wage in this industry is \$12,600 above the average annual wage for all industries.</p>

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<b>Business Management &amp; Administration (Continued)</b>		<ul style="list-style-type: none"> <li>• <b>Building and Grounds Cleaning and Maintenance Occupations (11.5%)</b> <ul style="list-style-type: none"> <li>- Supervisors (9.4%)</li> <li>- Building Cleaning and Pest Control Workers (11.9%)</li> <li>- Grounds Maintenance Workers (11.0%)</li> </ul> </li> <li>• <b>Office and Administrative Support Occupations (2.8%)</b> <ul style="list-style-type: none"> <li>- Supervisors (9.3%)</li> <li>- Information and Record Clerks (7.9%)</li> </ul> </li> </ul>		
<b>Education and Training</b>		<ul style="list-style-type: none"> <li>• <b>Education, Training, and Library Occupations (8.4%)</b> <ul style="list-style-type: none"> <li>- Postsecondary Teachers (14.5%)</li> <li>- Self-Enrichment Education Teachers (21.6%)</li> </ul> </li> </ul>	<b>Educational Services</b> <ul style="list-style-type: none"> <li>- Teachers Assistants</li> <li>- Elementary School Teachers, Except Special Education</li> <li>- Secondary School Teachers, Except Special and Career/Technical Education</li> <li>- Substitute Teachers</li> <li>- Middle School Teachers, Except Special and Career/Technical Education</li> <li>- Bus Drivers, School or Special Client</li> <li>- Secretaries and Administrative Assistants, Except Legal, Medical, and Executive</li> <li>- Special Education Teachers, Secondary School</li> </ul>	<p>Growth in educational services is driven more by demographics than by economic conditions. However, now in 2015 many local school districts throughout New York State are facing severe budget pressures, and many may need to lay off teachers and support staff; a number yet to be determined.</p> <p>With 22,600 jobs between the public and private sectors, educational services (NAICS Industry 611) has, by far, the most employment of any “significant industry” in the Mohawk Valley Region. This sector lost 500 jobs (-2.2%) between 2009 and 2014, but the industry’s large size, high wages (\$41,600) and projected growth warrant its status as a significant industry.</p>

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<b>Finance</b>			<b>Credit Intermediation and Related Activities</b> <ul style="list-style-type: none"> <li>- Tellers</li> <li>- First-Line Supervisors of Office and Administrative Support Workers</li> <li>- Customer Service Representatives</li> <li>- Financial Managers</li> <li>- Loan Officers</li> <li>- Financial Analysts</li> <li>- Personal Financial Advisors</li> </ul> <b>Insurance Carriers and Related Activities</b> <ul style="list-style-type: none"> <li>- Customer Service Representatives</li> <li>- Office Clerks, General</li> </ul> <b>Professional, Scientific, and Technical Services</b> <ul style="list-style-type: none"> <li>- Accountants and Auditors</li> <li>- Bookkeeping, Accounting, and Auditing Clerks</li> </ul>	<p>In the Mohawk Valley Region, <b>professional, scientific, and technical services</b> (NAICS Industry 541) is dominated by firms that provide legal, custom computer programming, veterinary, engineering, and accounting services.</p>
<b>Government &amp; Public Administration</b>				

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<p><b>Health Science</b></p>	<p>In the healthcare industry, the Workforce Development Board of Herkimer, Madison and Oneida Counties (WDB HMO) has and will continue to work with educational and employer partners to increase entry and advancement in the healthcare industry. All of these initiatives will help to create accessible, viable career pathways</p>	<ul style="list-style-type: none"> <li>• <b>Healthcare Practitioners and Technical Occupations (13.9%)</b> <ul style="list-style-type: none"> <li>- Health Diagnosing and Treating Practitioners (12.9%)</li> <li>- Health Technologists and Technicians (15.6%)</li> <li>- Athletic Trainers (20.0%)</li> </ul> </li> <li>• <b>Healthcare Support Occupations (18.9%)</b> <ul style="list-style-type: none"> <li>- Nursing, Psychiatric, and Home Health Aides (19.4%)</li> <li>- Occupational Therapy and Physical Therapist Assistants and Aides (24.2%)</li> <li>- Massage Therapists (16.7%)</li> <li>- Dental Assistants (18.8%)</li> <li>- Medical Assistants (21.4%)</li> <li>- Medical Equipment Preparers (14.3%)</li> <li>- Phlebotomists (15.0%)</li> </ul> </li> </ul>	<p><b>Ambulatory Health Care Services</b></p> <ul style="list-style-type: none"> <li>- Receptionists &amp; Information Clerks</li> <li>- Home Health Aides</li> <li>- Emergency Medical Technicians and Paramedics</li> <li>- Billing and Posting Clerks and Machine Operators</li> <li>- Registered Nurses</li> <li>- Medical Assistants</li> <li>- Dental Assistants</li> <li>- Physicians and Surgeons, All Other</li> <li>- Licensed Practical and Licensed Vocational Nurses</li> <li>- Secretaries and Administrative Assistants, Except Legal, Medical, and Executive</li> </ul> <p><b>Hospitals</b></p> <ul style="list-style-type: none"> <li>- Registered Nurses</li> <li>- Nursing Assistants</li> <li>- Licensed Practical and Licensed Vocational Nurses</li> <li>- Radiologic Technologists and Technicians</li> <li>- Medical and Health Services Managers</li> <li>- Mental Health and Substance Abuse Social Workers</li> <li>- Secretaries, Except Legal, Medical, and Executive</li> </ul>	<p>Growth in health care and social assistance employment is driven more by demographics than by overall economic conditions. Almost all health care and social assistance occupations are expected to be in demand over the next decade as the Mohawk Valley Region's population continues to age. Average annual wage levels at <b>hospitals</b> (\$57,900) and <b>ambulatory health care services</b> (\$49,600) in 2014 were much higher than the regional average annual wage (\$38,400). This is largely a reflection of the mix of occupations within each industry.</p>

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<p><b>Hospitality &amp; Tourism</b></p>	<p><b>REGIONAL PRIORITY: TOURISM –</b></p> <ul style="list-style-type: none"> <li>• 39.3% Wage Growth since 2010</li> <li>• \$1.98 B Visitor Spending in 2017 (a 32% increase 2011)</li> </ul> <p>The Mohawk Valley is one of the top three destination engines statewide. Its diverse tourism ecosystem accounts for nearly \$2 billion in direct spending in the Mohawk Valley and employs more than 26,000 people. Its strategy builds on these assets, to expand external revenue and wealth transfer to our region.</p> <p><b>Specific Goals</b></p> <ul style="list-style-type: none"> <li>• Invest in craft food &amp; beverage expansion and tourism promotion initiatives to strengthen these industry concentrations and create new job opportunities by increasing growth in visitor spending (14% in 2009-2011) to equal growth of visitor spending in NYS (18% in 2009-2011) by 2020.</li> <li>• Create a path to prosperity for hard-to-place workers by increasing employment growth (6% in 09’-13’) to equal growth of employment in NYS (11% in 09’-13’) by 2020.</li> <li>• Enable an entrepreneurial ecosystem by adding 50 new tourism firms by 2020.</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Food Preparation and Serving Related Occupations (11.1%)</b> <ul style="list-style-type: none"> <li>- Supervisors (13.5%)</li> <li>- Cooks and Food Preparation Workers (8.0%)</li> <li>- Food and Beverage Serving Workers (12.4%)</li> <li>- Dining Room and Cafeteria Attendants and Bartender Helpers (12.5%)</li> </ul> </li> </ul>		



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<b>Hospitality &amp; Tourism (continued)</b>	<ul style="list-style-type: none"> <li>Expand year-round attractions, capture greater numbers of international visitors, and increase the Mohawk Valley's exposure to global markets by increasing tourism as a percent of global exports by 5% by 2030.</li> </ul>			
<b>Human Services</b>		<ul style="list-style-type: none"> <li><b>Community and Social Science Occupations (11.1%)</b> <ul style="list-style-type: none"> <li>Counselors, Social Workers, and Other Community and Social Service Specialists (10.9%)</li> <li>Religious Workers (11.6%)</li> </ul> </li> <li><b>Personal Care and Service Occupations (16.6%)</b> <ul style="list-style-type: none"> <li>Supervisors (16.1%)</li> <li>Animal Care and Service Workers (22.2%)</li> <li>Entertainment Attendants and Related Workers (18.6%)</li> <li>Funeral Service Workers (17.6%)</li> <li>Baggage Porters, Bellhops, and Concierges (15.0%)</li> <li>Personal Appearance Workers (17.2%)</li> <li>Childcare Workers (8.3%)</li> <li>Personal Care Aides (20.0%)</li> <li>Recreation Workers (13.6%)</li> <li>Residential Advisors (15.8%)</li> </ul> </li> </ul>	<b>Nursing and Residential Care Facilities</b> <ul style="list-style-type: none"> <li>Nursing Assistants</li> <li>Home Health Aides</li> <li>Licensed Practical and Licensed Vocational Nurses</li> <li>Personal Care Aides</li> <li>Registered Nurses</li> <li>Childcare Workers</li> <li>Maids and Housekeeping Cleaners</li> <li>Cooks, Institution and Cafeteria</li> <li>Food Servers, Non-restaurant</li> </ul> <b>Social Assistance</b> <ul style="list-style-type: none"> <li>Personal Care Aides</li> <li>Social and Human Service Assistants</li> <li>Child Care Workers</li> <li>Preschool Teachers, Except SPED</li> <li>Rehabilitation Counselors</li> <li>Janitors and Cleaners, Except Maids and Housekeeping Cleaners</li> <li>Secretaries and Administrative Assistants, Except Legal, Medical, and Executive</li> </ul>	<p>Growth in health care and social assistance employment is driven more by demographics than by overall economic conditions. Almost all health care and social assistance occupations are expected to be in demand over the next decade as the Mohawk Valley Region's population continues to age.</p> <p><b>Nursing and residential care facilities (\$29,900) and social assistance (\$22,700) have wage levels below the all-industry average.</b></p>

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<p><b>Information Technology</b></p>	<p><b>NYS PRIORITY: CYBER CLUSTER</b></p> <ul style="list-style-type: none"> <li><b>Average Cyber Wages (\$73,789)</b> The Internet of Things has forever altered human communication, commerce, and intercourse; ultimately, the communities that demonstrate digital prowess will decide the future. The Mohawk Valley’s uncanny concentration of cyber companies, entrepreneurs, hackers, and network infrastructure form the bedrock upon which Regional Cluster is built. Engineers, technicians, and support professionals in the cluster earn an average of 1.5–2X the average regional income; accounting for a steady in-migration of the nation’s brightest young professionals to the valley. Cybersecurity, the integration of Unmanned Systems into the National Air Space, and technology commercialization represent our region’s multi-pronged assault. Equally important, however, is creating the human habitat for innovation in order to attract top-flight talent to the Valley.</li> </ul> <p>The Air Force Research Laboratory comprises the nucleus of our Cyber cluster. Employing 900 of the nation’s top computer scientists and engineers, the C4I Information Directorate is the genesis of a \$390 Million economic impact on the region. This includes 1,169 total employees and on-site contractors with an average wage of nearly \$120,000.</p>	<ul style="list-style-type: none"> <li><b>Computer and Mathematical Occupations (12.3%)</b> <ul style="list-style-type: none"> <li>Computer Occupations (12.2%)</li> </ul> </li> </ul>	<p><b>Professional, Scientific, and Technical Services</b></p> <ul style="list-style-type: none"> <li>Software Developers, Applications</li> </ul>	<p>In this Region, <b>professional, scientific, and technical services</b> (NAICS Industry 541) is dominated by firms that provide legal, custom computer programming, veterinary, engineering, and accounting services.</p>

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<p><b>Law, Public Safety, Corrections and Security</b></p>		<ul style="list-style-type: none"> <li>• <b>Protective Service Occupations (5.5%)</b> <ul style="list-style-type: none"> <li>- Supervisors (7.4%)</li> <li>- Fire Fighting and Prevention Workers (7.9%)</li> <li>- Animal Control Workers (10.0%)</li> <li>- Security Guards (14.0%)</li> <li>- Lifeguards, Ski Patrol, and Other Recreational Protective Service Workers (10.0%)</li> </ul> </li> </ul>	<p><b>Professional, Scientific, and Technical Services</b></p> <ul style="list-style-type: none"> <li>- Lawyers</li> </ul>	<p>In this Region, <b>professional, scientific, and technical services</b> (NAICS Industry 541) is dominated by firms that provide legal, custom computer programming, veterinary, engineering, and accounting services.</p>

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<p><b>Manufacturing</b></p>	<p><b>REGIONAL PRIORITY: ADVANCED MANUFACTURING –</b></p> <ul style="list-style-type: none"> <li>• <b>18.3% Wage Growth since 2010</b></li> <li>• <b>6% Employment Growth since 2011</b></li> </ul> <p>Throughout the 20<sup>th</sup> Century, and now into the 21<sup>st</sup>, products made in the Mohawk Valley helped send men to the moon, power Detroit’s muscle cars, and transformed the way Americans worked and played. With new entrepreneurs, new markets and new energy, Mohawk Valley manufacturers compete in the global market every day, and win. To help this vital sector maintain not only its viability but its growth and competitiveness, the Workforce Development Board of Herkimer-Madison-Oneida has developed the Mohawk Valley Advanced Manufacturing Plan to help the MVREDC achieve its goal of regional wage and job growth.</p> <p>The plan will create a training pathway for entry-level employees and develop a deep pool of potential employees to help employers expand. This will mean engaging the region’s K-12 education system to teach about manufacturing as a viable career path, partnering with local community colleges and four-year institutions to create and modify curricula that readies students for employment upon completion, and utilizing the NEATEC program and the Mohawk Valley Resource Center for Refugees.</p>	<ul style="list-style-type: none"> <li>• <b>Installation, Maintenance, and Repair Occupations (8.4%)</b> <ul style="list-style-type: none"> <li>- Industrial Machinery Mechanics (24.2%)</li> <li>- Maintenance Workers, Machinery (12.5%)</li> </ul> </li> <li>• <b>Production Occupations (4.3%)</b> <ul style="list-style-type: none"> <li>- Assemblers and Fabricators (7.5%)</li> <li>- Food Processing Workers (19.7%)</li> <li>- Woodworkers (12.5%)</li> <li>- Plant and Systems Operators (11.3%)</li> <li>- Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders (20.0%)</li> <li>- Packaging and Filling Machine Operators and Tenders (14.0%)</li> <li>- Molders, Shapers, and Casters, Except Metal and Plastic (14.3%)</li> </ul> </li> </ul>	<p><b>Food Manufacturing</b></p> <ul style="list-style-type: none"> <li>- Bakers</li> <li>- Food Batchmakers</li> <li>- Maintenance and Repair Workers, General</li> <li>- Heavy and Tractor-Trailer Truck Drivers</li> </ul>	<p>The <b>food manufacturing</b> (NAICS Industry 311) industry added 200 jobs from 2009 to 2014 and provides a good number (2,400) of relatively high-paying jobs in the region. The average wage (\$43,600) was about 14 percent above the all-industry average wage (\$38,400) in 2014. The most common occupations in the industry include packaging and filling machine operators and tenders, hand packers and packagers, and food batchmakers.</p>

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Marketing, Sales and Service				
<b>Science, Technology, Engineering &amp; Mathematics</b>	<p><b>REGIONAL PRIORITY: LIFE SCIENCE –</b></p> <ul style="list-style-type: none"> <li>• <b>22.4% Wage Growth since 2010</b></li> </ul> <p>Last year, we identified the major areas in which we could leverage our core strengths and unique talents to advance the statewide plan for prosperity through advancement of the Life Sciences: Biomedical, Botanical, and Bioscience Supply Chain. Each has been validated and augmented with REDC investment.</p> <p><b>STEM INTENSIVE INDUSTRIES</b> Build new regional wealth on our technological and STEM-related industries in the areas of nanotechnology, cyber assurance and security, and unmanned aerial systems. Leverage STEM intensive industries to increase overall employment, grow population, and dramatically increase region’s per capita income.</p>	<ul style="list-style-type: none"> <li>• <b>Computer and Mathematical Occupations (12.3%)</b> <ul style="list-style-type: none"> <li>- Mathematical Science Occupations (15.4%)</li> </ul> </li> <li>• <b>Architecture and Engineering Occupations (6.4%)</b> <ul style="list-style-type: none"> <li>- Engineers (7.0%)</li> </ul> </li> <li>• <b>Life, Physical, and Social Science Occupations (9.3%)</b> <ul style="list-style-type: none"> <li>- Life Scientists (8.3%)</li> <li>- Physical Scientists (12.5%)</li> <li>- Social Scientists and Related Workers (8.5%)</li> </ul> </li> </ul>	<p><b>Professional, Scientific, and Technical Services</b></p> <ul style="list-style-type: none"> <li>- Veterinary Technologists and Technicians</li> <li>- Veterinary Assistants and Laboratory Animal Caretakers</li> </ul>	<p>In the Mohawk Valley Region, <b>professional, scientific, and technical services</b> (NAICS Industry 541) is dominated by firms that provide legal, custom computer programming, veterinary, engineering, and accounting services.</p>

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National Career Clusters	Regional Economic Development Council Focus Industries	Regional Industry Jobs with Strong Projected Growth (> 7% from 2014 through 2024)	Jobs in Significant Industries with Strong Projected Growth through 2022	Further Description of Significant Industries
<b>Science, Technology, Engineering &amp; Mathematics (continued)</b>	<b>Specific Goals (STEM)</b> <ul style="list-style-type: none"> <li>• Grow an innovation network that increases the region’s STEM Intensive Industries by leveraging over \$4 billion of investment over the next ten years and attract more than 3,100 new STEM Intensive Industry jobs</li> <li>• Build a 21st-century workforce and education network to develop a workforce aligned with the region’s focus by doubling the number of STEM jobs by 2030</li> <li>• Create an entrepreneurial ecosystem by adding 3,000 new firms by 2030.</li> </ul>	<ul style="list-style-type: none"> <li>•</li> </ul>		
<b>Transportation, Distribution &amp; Logistics</b>		<ul style="list-style-type: none"> <li>• <b>Installation, Maintenance, and Repair Occupations (8.4%)</b> <ul style="list-style-type: none"> <li>- Vehicle and Mobile Equipment Mechanics, Installers, and Repairers (7.2%)</li> </ul> </li> <li>• <b>Transportation and Material Moving Occupations (7.0%)</b> <ul style="list-style-type: none"> <li>- Motor Vehicle Operators (8.4%)</li> <li>- Automotive and Watercraft Service Attendants (10.5%)</li> </ul> </li> </ul>	<b>Warehousing and Storage</b> <ul style="list-style-type: none"> <li>- Laborers and Freight, Stock, and Material Movers, Hand</li> <li>- Maintenance and Repair Workers, General</li> <li>- Security Guards</li> <li>- Janitors and Cleaners, Except Maids and Housekeeping Cleaners</li> <li>- Bookkeeping, Accounting, and Auditing Clerks</li> </ul>	<p>The <b>warehousing and storage</b> (NAICS Industry 493) industry had been a bright spot in the Mohawk Valley Region until the recent downturn. Although employment is down in the past five years, it is a large sector with over 3,500 jobs paying above-average wages. This sector had also been a good fit for numerous workers dislocated from the manufacturing sector.</p>

<sup>1</sup> 2018 Progress Report - MOHAWK VALLEY ECONOMIC DEVELOPMENT COUNCIL <http://regionalcouncils.ny.gov/content/mohawk-valley>

<sup>2</sup> New York State Department of Labor Long-Term Industry Employment Projections, 2014-2024 <https://www.labor.ny.gov/stats/2014-2024-Statewide-and-Regional-Long-Term-Occupational-Projections.xls>

<sup>3</sup> Significant Industries - New York State Department of Labor <https://labor.ny.gov/stats/Significant-Industries.shtm>