



Your resource for quality career
and technical education

2018 REGIONAL ECONOMIC LABOR OUTLOOK ALIGNMENT

Western New York

Prepared by the CTE Technical Assistance Center of NY

www.nyctecenter.org

WESTERN NEW YORK REGIONAL ECONOMIC LABOR OUTLOOK ALIGNMENT

National Career Clusters	Regional Economic Development Council Focus Industries ¹	Regional Industry Jobs with Strong Projected Growth (> 7% from 2014 through 2024) ²	Jobs in Significant Industries with Strong Projected Growth through 2022 ³	Further Description of Significant Industries
<p>Agriculture, Food and National Resources</p>	<p>FOCUS AREA: Agriculture Agriculture is WNY’s fastest growing sector. Over 300 jobs were added between 2011 and 2016, expanding the sector by 14.2%. The nearly 6% growth in firms can be attributed to the growing number of small businesses with specialty products. Growth in total wages (35%) was even more robust and outpaced statewide trends.</p> <p>The WNY REDC will continue to encourage agriculture-related Priority Projects that preserve agricultural land, promote workforce development, foster entrepreneurship in agriculture and create more healthy food systems.</p> <p>FOCUS AREA: Energy Energy continues to represent a relatively small part of the regional economy with 2,371 employees who earn \$87,976, on average. This is nearly twice the regional average wage of \$44,968 and more than other sectors. A slight decline in job numbers can be attributed to recent consolidations.</p>	<p>Farming, Fishing, and Forestry Occupations (13.0%)</p> <ul style="list-style-type: none"> - Agricultural Workers (13.9%) - Forest, Conservation, and Logging Workers (7.1%) <p>Construction and Extraction Occupations (19.8%)</p> <ul style="list-style-type: none"> - Supervisors of Construction and Extraction Workers (18.8%) - Extraction Workers (10.5%) 		

WESTERN NEW YORK REGIONAL ECONOMIC LABOR OUTLOOK ALIGNMENT

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
<p>Architecture and Construction</p>	<p>In 2017, it was projected the Proposed Priority Projects would create 557 construction jobs in the Western NY region.</p>	<p>Architecture and Engineering Occupations (7.6%)</p> <ul style="list-style-type: none"> - Architects, Surveyors, and Cartographers (13.1%) - Drafters, Engineering Technicians, and Mapping Technicians (5.7%) <p>Construction and Extraction Occupations (19.8%)</p> <ul style="list-style-type: none"> - Supervisors of Construction and Extraction Workers (18.8%) - Construction Trades Workers (21.6%) - Helpers, Construction Trades (24.3%) - Other Construction and Related Workers (9.3%) - Extraction Workers (10.5%) <p>Installation, Maintenance, and Repair Occupations (11.2%)</p> <ul style="list-style-type: none"> - Supervisors of Installation, Maintenance, and Repair Workers (10.4%) - Other Installation, Maintenance, and Repair Occupations (14.5%) 	<p>Specialty Trade Contractors</p> <ul style="list-style-type: none"> - Electricians - Plumbers, Pipefitters, and Steamfitters - Construction Laborers - Carpenters - Painters, Construction and Maintenance - First-Line Supervisors of Construction Trades and Extraction Work - Sheet Metal Workers 	<p>Skilled trade occupations comprise much of the employment within specialty trade contractors (NAICS 238). 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>
<p>Arts, A/V Technology & Communications</p>		<p>Arts, Design, Entertainment, Sports, and Media Occupations (6.1%)</p> <ul style="list-style-type: none"> - Media and Communication Equipment Workers (14.8%) 		

WESTERN NEW YORK REGIONAL ECONOMIC LABOR OUTLOOK ALIGNMENT

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
<p>Business Management & Administration</p>	<p>FOCUS AREA: Professional Services Professional services continue to report steady gains in jobs, firms and wages. Growth in firms and average annual wage outpaced statewide trends. The sector represents a notable 17% of WNY’s economy, in terms of job numbers.</p> <p>Building on the region’s increase in entrepreneurial activity, in Buffalo Billion Phase II, we will continue to invest in 43North and build a comprehensive network of entrepreneurial support through the new Innovation Hub—leveraging partner organizations on the BNMC to accelerate the growth of life sciences and technology start-ups.</p>	<p>Management Occupations (10.3%)</p> <ul style="list-style-type: none"> - Top Executives (11.1%) - Advertising, Marketing, Promotions, Public Relations, and Sales Managers (11.1%) - Operations Specialties Managers (12.6%) - Other Management Occupations (8.1%) <p>Business and Financial Operations Occupations (12.3%)</p> <ul style="list-style-type: none"> - Business Operations Specialists (11.3%) <p>Office and Administrative Support Occupations (5.4%)</p> <ul style="list-style-type: none"> - Supervisors of Office and Administrative Support Workers (13.9%) - Information and Record Clerks (10.3%) 		
<p>Education and Training</p>	<p><i>There is a growing need for education and training in high-demand manufacturing technologies in the region</i></p>	<p>Education, Training, and Library Occupations (6.2%)</p> <ul style="list-style-type: none"> - Postsecondary Teachers (12.9%) 		

WESTERN NEW YORK REGIONAL ECONOMIC LABOR OUTLOOK ALIGNMENT

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
Finance		Business and Financial Operations Occupations (12.3%) - Financial Specialists (13.8%)		
Government & Public Administration				
Health Science	<p>FOCUS AREA: Health/Life Sciences Health represents a notable 11% of WNY’s economy and job numbers are on the rise. Jobs pay above the regional average and total wages increased 18% since 2011. Hospital closings and consolidations likely account for the slight decline in firms since 2011.</p> <p>The WNY REDC will continue to work with colleges and universities and industry partners to enhance collaboration and commercialization efforts through Priority Project cultivation and selection, Excelsior deals, and through Buffalo Billion initiatives on the BNMC including the 2017 opening of UB’s Jacobs School of Medicine and Biomedical Sciences.</p>	<p>Life, Physical, and Social Science Occupations (10.5%)</p> <ul style="list-style-type: none"> - Social Scientists and Related Workers (10.7%) <p>Healthcare Practitioners and Technical Occupations (12.6%)</p> <ul style="list-style-type: none"> - Health Diagnosing and Treating Practitioners (11.8%) - Health Technologists and Technicians (14.1%) - Other Healthcare Practitioners and Technical Occupations (8.5%) <p>Healthcare Support Occupations (18.7%)</p> <ul style="list-style-type: none"> - Nursing, Psychiatric, and Home Health Aides (20.6%) - Occupational Therapy and Physical Therapist Assistants and Aides (19.0%) - Other Healthcare Support Occupations (13.3%) 	<p>Ambulatory Health Care Services</p> <ul style="list-style-type: none"> - Home Health Aides - Registered Nurses - Medical Secretaries - Medical Assistants - Dental Assistants - Dental Hygienists - Licensed Practical and Licensed Vocational Nurses <p>Hospitals</p> <ul style="list-style-type: none"> - Registered Nurses - Nursing Assistants - Physicians and Surgeons, All Other - Medical and Health Services Managers - Licensed Practical and Licensed Vocational Nurses - Radiologic Technologists and Technicians <p>Nursing and Residential Care Facilities</p> <ul style="list-style-type: none"> - Nursing Assistants - Personal Care Aides - Licensed Practical and Licensed Vocational Nurses - Registered Nurses 	<p>Growth in health care industry employment is driven more by demographics than by overall economic conditions. Almost all health care occupations are expected to be in demand over the next decade as the population continues to age. The health care sector consists of three main components. Each appears on the significant industry list for the Western New York Region:</p> <ul style="list-style-type: none"> • Ambulatory health care services (NAICS 621) • Hospitals (NAICS 622) • Nursing and residential care facilities (NAICS 623)

WESTERN NEW YORK REGIONAL ECONOMIC LABOR OUTLOOK ALIGNMENT

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
<p>Hospitality & Tourism</p>	<p>FOCUS AREA: Tourism Tourism is WNY’s second fastest growing sector with jobs increasing 11.7% between 2011 and 2016. Growth in total wages outpaced job growth, indicating higher average annual wages for the sector’s 69,389 employees in 2016. 141 firms in tourism were added since 2011, supported by a growing number of visitors and their spending.</p> <p>The WNY REDC will continue to support capital improvements to regional tourism attractions, especially those announced as part of Buffalo Billion Phase II, including the redevelopment of key properties in downtown Niagara Falls and ecological improvements to the Niagara Gorge, as well as the completion of major tourism drivers like Frank Lloyd Wright masterpieces and the National Comedy Center.</p>	<p>Food Preparation and Serving Related Occupations (16.3%)</p> <ul style="list-style-type: none"> - Supervisors of Food Preparation and Serving Workers (20.1%) - Cooks and Food Preparation Workers (13.0%) - Food and Beverage Serving Workers (18.1%) - Other Food Preparation and Serving Related Workers (11.4%) <p>Building and Grounds Cleaning and Maintenance Occupations (12.9%)</p> <ul style="list-style-type: none"> - Supervisors of Building and Grounds Cleaning and Maintenance Workers (9.8%) - Building Cleaning and Pest Control Workers (13.3%) - Grounds Maintenance Workers (12.2%) <p>Personal Care and Service Occupations (17.9%)</p> <ul style="list-style-type: none"> - Supervisors of Personal Care and Service Workers (18.1%) - Baggage Porters, Bellhops, and Concierges (10.5%) - Tour and Travel Guides (11.1%) - Other Personal Care and Service Workers (18.1%) 	<p>Amusement, Gambling, and Recreation Industries</p> <ul style="list-style-type: none"> - Amusement and Recreation Attendants - Fitness Trainers and Aerobics Instructors - Waiters and Waitresses - Bartenders - Counter Attendants, Cafeteria, Food Concession, and Coffee Shop - Landscaping and Groundskeeping Workers - Customer Service Representatives <p>Accommodation</p> <ul style="list-style-type: none"> - Maids and Housekeeping Cleaners - Hotel, Motel, and Resort Desk Clerks - Waiters and Waitresses - Cooks, Restaurant - Dishwashers - Janitors and Cleaners, Except Maids and Housekeeping Cleaners - First-Line Supervisors of Housekeeping and Janitorial Workers - First-Line Supervisors of Office and Administrative Support Workers - Combined Food Preparation and Service Workers, Including Fast Food 	<p>Food services and drinking places (NAICS 722); accommodation (NAICS 721); and amusements, gambling and recreation industries (NAICS 713). were among the top ten industries adding jobs in the Western New York Region over the past five years. This trend will continue as major investments are taking place throughout the region like HarborCenter, Canalside and RiverWorks. Along with these entertainment venues, almost 20 new hotels will be opening over the next few years.</p>

WESTERN NEW YORK REGIONAL ECONOMIC LABOR OUTLOOK ALIGNMENT

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
Hospitality & Tourism (Continued)			Food Services and Drinking Places <ul style="list-style-type: none"> - Combined Food Preparation and Service Workers, Including Fast Food - Waiters and Waitresses - Cooks, Restaurant - Bartenders - Cooks, Fast Food - First-Line Supervisors of Food Preparation and Serving Workers - Dishwashers - Food Preparation Workers - Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop 	

WESTERN NEW YORK REGIONAL ECONOMIC LABOR OUTLOOK ALIGNMENT

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
Human Services	FOCUS AREA: Professional Services Professional services continue to report steady gains in jobs, firms and wages. Growth in firms and average annual wage outpaced statewide trends. The sector represents a notable 17% of WNY's economy, in terms of job numbers.	Community and Social Service Occupations (12.9%) <ul style="list-style-type: none"> - Counselors, Social Workers, and Other Community and Social Service Specialists (13.2%) - Religious Workers (11.0%) Personal Care and Service Occupations (17.9%) <ul style="list-style-type: none"> - Supervisors of Personal Care and Service Workers (18.1%) - Animal Care and Service Workers (16.0%) - Entertainment Attendants and Related Workers (17.1%) - Funeral Service Workers (14.3%) - Personal Appearance Workers (18.1%) - Other Personal Care and Service Workers (18.1%) 	Nursing and Residential Care Facilities <ul style="list-style-type: none"> - Maids and Housekeeping Cleaners - Food Servers, Non-restaurant - Recreation Workers - Cooks, Institution and Cafeteria - Food Preparation Workers 	
Information Technology		Computer and Mathematical Occupations (18.7%) <ul style="list-style-type: none"> - Computer Occupations (18.0%) 	-	
Law, Public Safety, Corrections and Security	-	Legal Occupations (7.3%) <ul style="list-style-type: none"> - Legal Support Workers (8.7%) Protective Service Occupations (11.3%) <ul style="list-style-type: none"> - Supervisors of Protective Service Workers (7.6%) - Fire Fighting and Prevention Workers (7.1%) - Other Protective Service Workers, not Law Enforcement (18.9%) 		

WESTERN NEW YORK REGIONAL ECONOMIC LABOR OUTLOOK ALIGNMENT

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
<p>Manufacturing</p>	<p>FOCUS AREA: Advanced Manufacturing The advanced manufacturing sector represents 10% of the total regional economy and jobs remained stable since 2011. Industry wages rose 7.8% between 2011 and 2016 and the sector’s average annual wage—\$60,903 in 2016—is among the highest across sectors. There have been no large-scale business closures in recent years and the decline in number of firms may be attributed to mergers and consolidations, aging and retirement of small business owners, and efficiencies and streamlining of supply chains. Targeted Cluster: <i>Materials and Machinery Manufacturing</i> <i>The Materials and Machinery Manufacturing Cluster, generally suppliers of other manufacturing industries, makes up more than half of the advanced manufacturing sector and 6% of the total WNY economy. Even under global pressure, the cluster dropped only slightly in employment since 2011, following statewide trends. Wages continue to grow and are well above the regional average.</i></p>	<p>Production Occupations (4.9%)</p> <ul style="list-style-type: none"> - Food Processing Workers (15.6%) - Woodworkers (13.0%) - 	<p>Machinery Manufacturing</p> <ul style="list-style-type: none"> - Inspectors, Testers, Samplers and Weighers - Industrial Machinery Mechanics - Machinists - Welders, Cutters, Solderers and Brazers <p>Computer and Electronic Product Manufacturing</p> <ul style="list-style-type: none"> - Computer-Controlled Machine Tool Operators (Metal and Plastic) - Machinists - Inspectors, Testers, Samplers and Weighers - Electrical Engineers - Electrical and Electronics Engineering Technicians <p>Transportation Equipment Manufacturing</p> <ul style="list-style-type: none"> - Electricians - Machinists - Maintenance and Repair Workers, General 	<p>Transportation equipment manufacturing (NAICS Industry 336) and machinery manufacturing (NAICS Industry 333) have both rebounded from the recession adding a combined 1,800 jobs from 2009 to 2014. As with construction, the aging of the baby boomers will lead to a significant number of openings, particularly among skilled trade workers due to retirements. Computer and electronic product manufacturing (NAICS Industry 334) remained unchanged from 2009 to 2014; but the opening of the SolarCity photovoltaic panel facility will almost double the number of local jobs in computer and electronic product manufacturing over the next few years.</p>

WESTERN NEW YORK REGIONAL ECONOMIC LABOR OUTLOOK ALIGNMENT

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
Marketing, Sales and Service		Sales and Related Occupations (7.5%) <ul style="list-style-type: none"> - Supervisors of Sales Workers (7.1%) - Retail Sales Workers (7.4%) - Sales Representatives, Services (10.2%) 		
Science, Technology, Engineering & Mathematics	<p><i>A focus to build stronger communities that better respond to global climate change. The REDC is prioritizing projects that upgrade storm water systems, protect critical watersheds and protect utility infrastructure. Strategies include Community Planning and Capacity Building; Health & Social Services; Infrastructure; Natural & Cultural Resources; Housing; and Economic Development.</i></p>	Computer and Mathematical Occupations (18.7%) <ul style="list-style-type: none"> - Mathematical Science Occupations (31.6%) Architecture and Engineering Occupations (7.6%) <ul style="list-style-type: none"> - Engineers (8.0%) - Drafters, Engineering Technicians, and Mapping Technicians (5.7%) Life, Physical, and Social Science Occupations (10.5%) <ul style="list-style-type: none"> - Life Scientists (9.9%) - Physical Scientists (13.6%) - Social Scientists and Related Workers (10.7%) - Life, Physical, and Social Science Technicians (9.6%) 		

WESTERN NEW YORK REGIONAL ECONOMIC LABOR OUTLOOK ALIGNMENT

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
Transportation, Distribution & Logistics	FOCUS AREA: Bi-National Logistics More than 1,100 transportation and logistics jobs were added in WNY since 2011, representing a 7.4% growth rate. Firms are on the rise and total wages paid increased by 18.8%—more than double the job growth rate, indicating the addition of higher paying jobs.	Transportation and Material Moving Occupations (11.7%) <ul style="list-style-type: none"> - Supervisors of Transportation and Material Moving Workers (11.0%) - Motor Vehicle Operators (12.8%) - Water Transportation Workers (8.1%) - Other Transportation Workers (16.5%) - Material Moving Workers (10.5%) 		

¹ 2017 Western New York Progress Report - WESTERN NEW YORK REGION ECONOMIC DEVELOPMENT COUNCIL <https://regionalcouncils.ny.gov/western-new-york>

² 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>

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