### National Career Clusters

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<th>National Career Clusters</th>
<th>Regional Economic Development Council Focus Industries</th>
<th>Regional Industry Jobs with Strong Projected Growth (&gt; 10% from 2016 through 2026)</th>
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<tr>
<td>Agriculture, Food and National Resources</td>
<td>Agribusiness and Agriculture remain a cornerstone of the Central New York economy. This industry contributes more than $53 billion annually to the economy and is expected to grow by nearly 30% in the next five years. With the concerted efforts of the Agriculture committee, the CNYREDC continues to prioritize this important industry and has seen positive developments over the last year. New breweries and distilleries continue to open across the region, farmers are finding innovative value-added processes to stabilize their revenue streams, controlled environment agriculture is one step closer to allowing us to grow fresh produce year-round, and access to capital continues to become easier for our producers. While Cayuga County has seen progress across many sectors and geographies, strengthening agribusiness has been an area of note. In 2017, Empire State Development and the Regional Council funded an expansion of Du Mond Grain, a subsidiary of the 5,000-acre farming operation Du Mond Ag, LLC. Du Mond is expanding into the soymeal market by building a non-solvent soybean processing plant, bringing locally-grown product from seed to feed for livestock. New facilities like the Cayuga Milk Ingredients and Grober Nutrition milk processing plants, as well as business expansions like CIDE, all contribute to the agricultural industry in Cayuga County.</td>
<td>Animal Production and Aquaculture 1. Farmworkers, Farm, Ranch, and Aquacultural Animals 2. Farmers, Ranchers, and Other Agricultural Managers 3. Farmworkers and Laborers, Crop, Nursery, and Greenhouse 4. Agricultural Equipment Operators 5. Animal Breeders 6. Packers and Packagers, Hand 7. Animal Trainers 8. Animal Scientists 9. Maintenance and Repair Workers, General 10. Graders and Sorters, Agricultural Products</td>
<td>Central New York is home to many rural counties that rely on the agriculture sector. This sector is projected to experience strong growth between 2016 and 2026. Animal production and aquaculture (NAICS Industry 112) makes up a significant and expanding share of the sector. Increasing demand for yogurt, milk products, hard cider and craft beer have contributed to growth at the region’s many dairy farms and farms growing crops such as barley and apples.</td>
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<td>Agriculture, Food and National Resources (continued)</td>
<td>Madison County: Perhaps the largest value-added agriculture project of the last decade is Green Empire Farms, located in Oneida. With 1,400,000 square feet of indoor greenhouse space, it is CNY’s largest controlled environmental agriculture investment, with plans to double its size to 2,800,000 square feet under glass and lights by early 2020. The greenhouse will grow strawberries, cucumbers, peppers, and tomatoes, and create over 100 jobs. Historically, agriculture has been a primary industry for the county and has provided families with jobs and great quality of life.</td>
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<tr>
<td>Arts, A/V Technology &amp; Communications</td>
<td>The CNYREDC believes that collaboration can and will always lead to innovative and transformative ideas. Central New York’s dynamic and growing economy is driven by this philosophy and the entrepreneurial and collaborative spirit each of our communities continues to foster up and coming ideas and the hard-working folks who bring them to fruition. The CNY entrepreneurship and innovation ecosystem highlighted below, continues to identify and coordinate key resources for entrepreneurs and startups to accelerate their business development and help transition big ideas into big business and success in Central New York.</td>
<td>Arts, Design, Entertainment, Sports, and Media Occupations (7%) Entertainers and Performers, Sports and Related Workers (12%) - Coaches and Scouts - Musicians and Singers</td>
<td>Professional, Scientific and Technical Services 3. Secretaries and Administrative Assistants 5. Office Clerks, General 8. Receptionists and Information Clerks Management of Companies and Enterprises 1. Customer Service Representatives 2. General and Operations Managers 3. Accountants and Auditors 4. Bookkeeping, Accounting, and Auditing Clerks 5. Secretaries and Administrative Assistants, Except Legal, Medical, and Executive 6. First-Line Supervisors of Office and Administrative Support Workers 7. Human Resources Specialists 8. Loan Officers 9. Billing and Posting Clerks 10. Financial Managers</td>
<td>Professional and technical services (NAICS Industry 541) is a large industry in the region, employing 17,000 people in 2018. Employment is projected to grow through 2026. The industry is high-paying in Central New York with an average annual salary of $72,300. This industry employs many skilled, professional workers such as accountants and auditors, engineers, lawyers and software developers. Employment in management of companies and enterprises (NAICS Industry 551) has grown nearly 55% between 2013 and 2018 and is projected to continue this expansion as businesses increase employment at headquarters located across the region.</td>
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### National Career Clusters

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<th>Education and Training</th>
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<td>Continuing to address the challenge of un-and-underemployment in Central New York, the Work Train program has served a total of 1,277 since its creation in August of 2019. A quarter of those served do not have a high school diploma and over 20 percent have a record of prior conviction. In 2019, the Work Train program reorganized into three core focus areas: its job seeker programs, systems change, and workforce competitiveness.</td>
<td>Education, Training, and Library Occupations (12%) Postsecondary Teachers (22%) - Business Teachers - Computer Science Teachers - Mathematical Science Teachers - Biological Science Teachers - Chemistry Teachers - Physics Teachers - Anthropology and Archeology Teachers - Economics Teachers - Political Science Teachers - Psychology Teachers - Sociology Teachers - Nursing Instructors and Teachers - Education Teachers - Art, Drama, and Music Teachers - Communications Teachers - English Language and Literature Teachers - Foreign Language and Literature Teachers - History Teachers - Philosophy and Religion Teachers - Graduate Teaching Assistants - Recreation and Fitness Studies Teachers</td>
<td>Educational Services 1. Teacher Assistants 2. Elementary School Teachers, Except Special Education 3. Secondary School Teachers, Except Special and Career/Technical Education 4. Substitute teachers 5. Janitors and Cleaners, Except Maids and Housekeeping Cleaners 6. Middle School Teachers, Except Special and Career/Technical Education 7. Secretaries and Administrative Assistants, Except Legal, Medical, and Executive 8. Educational, Guidance, School, and Vocational Counselors 9. Combined Food Preparation and Serving Workers, Including Fast Food 10. Graduate Teaching Assistants</td>
<td>With more than 45,000 jobs between the public and private sectors, educational services (NAICS Industry 611) has, by far, the most employment of any significant industry in the region. The industry’s 2018 average annual wage was $5,700 more than the all industry average of $49,700. The most common job titles in this industry are teacher assistant, elementary school teacher and secondary school teacher. Teaching specialities in demand include science, math, English as a second language, special education and foreign language. Employment growth in educational services is driven more by demographics than by economic conditions. As baby boomers retire from this industry, there will be strong demand for new workers to enter this field. The industry is projected to continue to grow at a slightly faster pace (9.9%) than the region's all industry average (9.2%).</td>
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<td>Finance</td>
<td>Business and Financial Operations Occupations (8%)</td>
<td>Professional, Scientific and Technical Services</td>
<td>Industries in the Professional, Scientific, and Technical Services subsector group establishements engaged in processes where human capital is the major input. These establishments make available the knowledge and skills of their employees, often on an assignment basis, where an individual or team is responsible for the delivery of services to the client. The individual industries of this subsector are defined on the basis of the particular expertise and training of the services provider.</td>
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<td>Government &amp; Public Administration</td>
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<tr>
<td>Health Science</td>
<td>Healthcare Practitioners and Technical Occupations (22%)</td>
<td>Ambulatory Health Care Services</td>
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<td></td>
<td>Health Diagnosing and Treating Practitioners (22%)</td>
<td>1. Receptionists and Information Clerks</td>
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<td></td>
<td>- Dentists, General</td>
<td>2. Registered Nurses</td>
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<td>- Dietitians and Nutritionists</td>
<td>3. Licensed Practical and Licensed Vocational Nurses</td>
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<td>- Optometrists</td>
<td>4. Dental Assistants</td>
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<td>- Family and General Practitioners</td>
<td>5. Physicians and Surgeons, All Other</td>
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<td>- Internists, General</td>
<td>6. Dental Hygienists</td>
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<td></td>
<td>- Surgeons</td>
<td>7. Secretaries and Administrative Assistants, Except Legal, Medical, and Executive</td>
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<td></td>
<td>- Physicians and Surgeons, All Other</td>
<td>8. Emergency Medical Technicians and Paramedics</td>
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<td>- Physician Assistants</td>
<td>9. Home Health Aides</td>
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<td>- Occupational Therapists</td>
<td>10. Medical Assistants</td>
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<td></td>
<td>- Physical Therapists</td>
<td>Like educational services, growth in health care sector employment is driven more by demographics than by economic conditions. Almost all health care occupations are expected to be in demand over the next decade as Central New York’s population continues to age. Health care industries on the significant industries list include ambulatory health care services (NAICS Industry 621) and social assistance (NAICS Industry 624). These industries employ large numbers of people and added jobs between 2013 and 2018. They are expected to continue to grow through 2026. Ambulatory health care services ($62,800) paid well above the annual average wage in the region in 2018.</td>
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<td></td>
<td>- Respiratory Therapists</td>
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<td></td>
<td>- Speech-Language Pathologists</td>
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<td></td>
<td>- Veterinarians</td>
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<td></td>
<td>- Registered Nurses</td>
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<td></td>
<td>- Nurse Midwives</td>
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<td></td>
<td>- Nurse Practitioners</td>
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<td>SUNY Upstate Medical University is the only academic medical university in Central New York and the region’s largest employer. Its mission—to improve the health of the communities we serve—is expressed through its activities in education, research and patient care. At Upstate, every course taught, every piece of research conducted, and every clinical service offered all go toward the goal of improving human health.</td>
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<td>Upstate traces its roots to 1834 and became part of the State University of New York in 1950. Upstate offers 31 degree and certificate programs through its four colleges. More than 90% of Upstate’s students come from the state and the vast majority of graduates stay in New York to contribute to the health care workforce.</td>
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**SUNY Upstate Medical University**

**Healthcare Practitioners and Technical Occupations (22%)**

**Health Diagnosing and Treating Practitioners (22%)**

- Dentists, General
- Dietitians and Nutritionists
- Optometrists
- Family and General Practitioners
- Internists, General
- Surgeons
- Physicians and Surgeons, All Other
- Physician Assistants
- Occupational Therapists
- Physical Therapists
- Respiratory Therapists
- Speech-Language Pathologists
- Veterinarians
- Registered Nurses
- Nurse Midwives
- Nurse Practitioners

**Ambulatory Health Care Services**

1. Receptionists and Information Clerks
2. Registered Nurses
3. Licensed Practical and Licensed Vocational Nurses
4. Dental Assistants
5. Physicians and Surgeons, All Other
6. Dental Hygienists
7. Secretaries and Administrative Assistants, Except Legal, Medical, and Executive
8. Emergency Medical Technicians and Paramedics
9. Home Health Aides
10. Medical Assistants

*Note: The information provided is a condensed version for readability purposes. For comprehensive details, please refer to the full document.*
National Career Clusters | Regional Economic Development Council Focus Industries | Regional Industry Jobs with Strong Projected Growth (> 10% from 2016 through 2026) | Ten Most Common Occupations in Significant Industries | Further Description of Significant Industries
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Health Science (continued) | On the education front, Upstate has responded to the state’s pressing need for doctors and health care providers by growing enrollment by 40 percent over the last 15 years. Degree programs are connected to workforce needs. Education here is characterized by experience in labs and clinics, combined with lectures and small group learning. Our newest facilities—a state-of-the-art simulation center and a new academic building—support interprofessional learning in an advanced healthcare setting.
Like the majority of academic medical centers, Upstate Medical University has its own teaching hospital. As a clinical enterprise SUNY Upstate serves 1.8 million people through its hospitals and clinics. Upstate also is the site for 600 medical residents and fellows who complete their training here. | Healthcare Practitioners and Technical Occupations (22%)
Health Technologists and Technicians (22%)
- Medical and Clinical Laboratory Technologists
- Dental Hygienists
- Cardiovascular Technologists and Technicians
- Diagnostic Medical Sonographers
- Nuclear Medicine Technologists
- Radiologic Technologists
- Magnetic Resonance Imaging Technologists
- Emergency Medical Technicians and Paramedics
- Pharmacy Technicians
- Surgical Technologists
- Veterinary Technologists and Technicians
- Ophthalmic Medical Technicians
- Licensed Practical and Licensed Vocational Nurses
- Medical Records and Health Information Technicians
- Opticians, Dispensing
Other Healthcare Practitioners and Technical Occupations (15%)
- Occupational Health and Safety Specialists
- Athletic Trainers
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<td>Health Science (continued)</td>
<td>St. Joseph's College of Nursing facilities are located on the main campus of St. Joseph's Hospital Health Center in Syracuse, NY. The Meccariello Center for Experiential Learning provides students with opportunities to practice in a “real” hospital environment, complete with all of the equipment found in the hospital setting. In addition to the patient rooms, its simulation labs are equipped with the newest high fidelity simulators such as SIM Man 3G, Victoria—its birthing simulator and the Hal series of infant and pediatric patients. The simulation lab provides students with the opportunity to practice their assessments and skills on a variety of patients.</td>
<td>Healthcare Support Occupations (25%) Nursing, Psychiatric, and Home Health Aides (25%) - Home Health Aides - Nursing Assistants Occupational Therapy and Physical Therapist Assistants and Aides (32%) - Physical Therapist Assistants - Physical Therapist Aides Other Healthcare Support Occupations (23%) - Massage Therapists - Dental Assistants - Medical Assistants - Medical Equipment Preparers - Veterinary Assistants and Laboratory Animal Caretakers - Phlebotomists</td>
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<td>Hospitality &amp; Tourism</td>
<td>The tourism industry for Central New York remains one of our region’s most treasured assets and continues to provide a significant contribution to our region’s economic development strategy and growth. Nearly 13.6 million tourists visited Central New York in 2017, up from 18.4% since 2011. Our tourism blueprint offers an expansive array of different and unique offerings thanks to our abundance of natural resources, expansive economic development and infrastructure investments in entertainment and tourism, with all of this provided at a central point location from anywhere within the State. Based on these factors, the tourism industry remains one of the largest overall employers in the region, employing nearly 40,000 workers in Central New York. Strategic planning and continued efforts to boost tourism in Central New York in the past five years have provided one of our strongest industry growth strategies for the community.</td>
<td>Food Preparation and Serving Related Occupations (18%) Supervisors of Food Preparation and Serving Workers (18%) - Chefs and Head Cooks - First-Line Supervisors of Food Preparation and Serving Workers Cooks and Food Preparation Workers (16%) - Cooks, Institution and Cafeteria - Cooks, Restaurant - Food Preparation Workers Food and Beverage Serving Workers (20%) - Bartenders - Combined Food Preparation and Serving Workers, Including Fast Food - Counter Attendants, Cafeteria, Food Concession, and Coffee Shop - Waiters and Waitresses - Food Servers, Nonrestaurant Other Food Preparation and Serving Related Workers (16%) - Dining Room and Cafeteria Attendants and Bartender Helpers - Dishwashers</td>
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</table>
**Hospitality & Tourism (continued)**

The ongoing revitalization of Cortland’s historic Downtown is one of, if not the most impactful changes in Cortland County since the beginning of the decade. Once home to vacant storefronts and empty second and third-floor spaces, Main Street Cortland is now a target for reinvestment and reinvigoration. McNeil & Company’s multimillion-dollar capital investment in some of those vacant spaces has facilitated company growth and new employment in the district, entrepreneurs have invested heavily in mixed-use rehabilitations bringing more people to live there, other investors have put significant dollars into the reconstruction of dated commercial and retail spaces, and the recently awarded Downtown Revitalization Initiative will help underwrite major investments in still more downtown living, a rebuild of the street’s infrastructure, and a reinforcement of Cortland’s reputation as a hotspot for live music and the arts.
Access to childcare is a multifaceted problem in the Central New York Region with many implications for businesses and economic development. The Governor’s Agenda for the Regional Economic Development councils for 2019–2020 includes a provision for a task force to focus on childcare solutions within each region. The CNYREDC areas face significantly higher demand for childcare than is available. The number of children, who need care as compared to the open spaces in licensed childcare programs, creates a considerable gap of need for parents. The REDC is only able to cover about 33% of all childcare need based on the number of seats open in childcare centers.

Across the five-county area of the CNYREDC, the average childcare need that is regulated is only 19% with counties such as Madison and Oswego only being able to meet 16% of need by regulated care and the highest percentage of need met in Cortland County with 23%.

The childcare industry as a whole faces significant challenges when finding and keeping a high-quality workforce. Many employees who work for childcare centers are at or near the poverty line due to low wages. According the U.S. Bureau of Labor Statistics, the median annual wage for an early childcare worker is just $22,000. This low pay rate often leads to a higher employee turnover that limits the number of children that can be cared for in one place.

### Community and Social Service Occupations (18%)
- Counselors, Social Workers, and Other Community and Social Service Specialists (19%)
  - Substance Abuse and Behavioral Disorder Counselors
  - Educational, Guidance, School, and Vocational Counselors
  - Mental Health Counselors
  - Rehabilitation Counselors
  - Child, Family, and School Social Workers
  - Healthcare Social Workers
  - Mental Health and Substance Abuse Social Workers
  - Health Educators
  - Social and Human Service Assistants
  - Community Health Workers
- Religious Workers (13%)
  - Clergy
  - Directors, Religious Activities and Education

### Personal Care and Service Occupations (21%)
- Supervisors of Personal Care and Service Workers (23%)
- Animal Care and Service Workers (21%)
- Entertainment Attendants and Related Workers (27%)

### Social Assistance
1. Personal Care Aides
2. Social and Human Service Assistants
3. Childcare Workers
4. Teacher Assistants
5. Preschool Teachers, Except Special Education
6. Recreation Workers
7. Janitors and Cleaners, Except Maid and Housekeeping Cleaners
8. Child, Family, and School Social Workers
9. Substance abuse, behavioral disorder, and mental health counselors
10. First-Line Supervisors of Personal Service Workers

Like educational services, growth in health care sector employment is driven more by demographics than by economic conditions. Almost all health care occupations are expected to be in demand over the next decade as Central New York’s population continues to age. Health care industries on the significant industries list include ambulatory health care services (NAICS Industry 621) and social assistance (NAICS Industry 624).

These industries employ large numbers of people and added jobs between 2013 and 2018. They are expected to continue to grow through 2026. The average annual wage in social assistance ($25,000) was 50% below the regional average. This difference is largely due to the mix of occupations in each industry. For example, the two most common occupations in social assistance, personal care aide and social and human service assistant, are low-paying.
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| Human Services (continued) | | Personal Appearance Workers (13%)  
- Hairdressers, Hairstylists, and Cosmetologists  
- Manicurists and Pedicurists  
Baggage Porters, Bellhops, and Concierges (13%)  
Tour and Travel Guides (17%)  
Other Personal Care and Service Workers (23%)  
- Personal Care Aides  
- Fitness Trainers and Aerobics Instructors  
- Recreation Workers | | |
| Information Technology | | Computer and Mathematical Occupations (11%)  
Computer Occupations (10%)  
- Software Developers, Applications  
- Web Developers  
- Database Administrators  
- Computer User Support Specialists | Professional, Scientific and Technical Services  
9. Computer User Support Specialists | |
| Law, Public Safety, Corrections and Security | | Legal Occupations (8%)  
Legal Support Workers (11%)  
- Paralegals and Legal Assistants | Professional, Scientific and Technical Services  
2. Lawyers  
7. Legal Secretaries  
10. Paralegals and Legal Assistants | See Information Technology above |
The Central New York region has a strong and robust manufacturing sector creating many good-paying jobs and other community benefits. For that reason, the CNYREDC continues its strong commitment to providing the state and region’s manufacturing sector with both necessary resources and supported projects that foster a consistently evolving and adapting business climate. This course of action allows manufacturers to continue doing what they do best: create world class products, generate revenue to invest back into our communities, and sustain and grow not only reliable and good paying jobs, but long-term careers.

Madison County has long been a hub for agriculture, and over the last decade has seen the transformation and development of successful value-added agricultural projects. Transformative projects at Owera Vineyards, Good Nature Brewery, Old Home Distillery and Cazenovia Distillery, have created approximately 100 jobs and are the foundation of Madison County’s popular beverage trail.

### Manufacturing

#### National Career Clusters

Regional Economic Development Council Focus Industries

Regional Industry Jobs with Strong Projected Growth (> 10% from 2016 through 2026)

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| Manufacturing            | The Central New York region has a strong and robust manufacturing sector creating many good-paying jobs and other community benefits. For that reason, the CNYREDC continues its strong commitment to providing the state and region’s manufacturing sector with both necessary resources and supported projects that foster a consistently evolving and adapting business climate. This course of action allows manufacturers to continue doing what they do best: create world class products, generate revenue to invest back into our communities, and sustain and grow not only reliable and good paying jobs, but long-term careers. Madison County has long been a hub for agriculture, and over the last decade has seen the transformation and development of successful value-added agricultural projects. Transformative projects at Owera Vineyards, Good Nature Brewery, Old Home Distillery and Cazenovia Distillery, have created approximately 100 jobs and are the foundation of Madison County’s popular beverage trail. | Production Occupations (-2%)
Food Processing Workers (14%)
- Bakers
- Food Batchmakers
Utilities
1. Electrical Power-Line Installers and Repairers
2. First-Line Supervisors of Mechanics, Installers, and Repairers
3. Electrical and Electronics Repairers, Powerhouse, Substation, and Relay
4. Customer Service Representatives
5. Power Plant Operators
6. First-Line Supervisors of Production and Operating Workers
7. Executive Secretaries and Executive Administrative Assistants
8. Office Clerks, General
9. Industrial Machinery Mechanics
10. Architectural and Engineering Managers
Food Manufacturing
1. Food Batchmakers
2. Packaging and Filling Machine Operators and Tenders
4. Retail Salespersons
5. Bakers
6. Laborers and Freight, Stock, and Material Movers, Hand
7. Counter Attendants, Cafeteria, Food Concession, and Coffee Shop
8. First-Line Supervisors of Production and Operating Workers
9. Inspectors, Testers, Sorters, Samplers, and Weighers
10. Packers and Packagers, Hand
The utilities (NAICS Industry 221), merchant wholesalers, durable goods (NAICS Industry 423) and warehousing and storage (NAICS Industry 493) industries are the three industries from the trade, transportation and utilities sector to make the significant industries list. The utilities industry is the highest-paying significant industry in this report with an average annual wage of $112,800. It is a growing industry in the region with a significant number of nuclear power plant jobs in Oswego County.
Employment in the manufacturing sector is starting to grow again after a long-term decline in the region. More businesses are expanding in the local food manufacturing (NAICS Industry 311) industry which grew by nearly 43% between 2013 and 2018. Businesses that produce milk, yogurt, cheese, fruit and vegetable products are locating or expanding in the region resulting in job opportunities in the food manufacturing industry.
Employment in the computer and electronic product manufacturing (NAICS Industry 334) industry has been expanding and has an annual average salary of $90,000. An increase in the number of defense-related contracts has helped to grow employment in the computer and electronic product manufacturing industry. |
National Career Clusters | Regional Economic Development Council Focus Industries | Regional Industry Jobs with Strong Projected Growth (> 10% from 2016 through 2026) | Ten Most Common Occupations in Significant Industries | Further Description of Significant Industries
--- | --- | --- | --- | ---
| | | Note: Due to confidentiality, only top 9 occupations are available for this industry. | The merchant wholesalers, durable goods (NAICS Industry 423) and warehousing and storage (NAICS Industry 493) industries are from the trade, transportation and utilities sector. The merchant wholesalers, durable goods industry remains strong due to the demand for products such as cars, furniture, appliances, electronics and sports equipment. Wholesalers are the intermediaries between producers and consumers in the market. This industry employs nearly 8,000 and has an average annual wage of $65,900 which is 32% above the region’s average yearly wage. |
**Central New York**  
**Regional Economic Labor Outlook Alignment**

<table>
<thead>
<tr>
<th>National Career Clusters</th>
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| Science, Technology, Engineering & Mathematics | Central New York and the Mohawk Valley continue to lead the national dialogue in integrating unmanned aerial systems ("UAS") into the national airspace for commercial purposes. In 2015, Governor Cuomo jumpstarted the region’s growth and prominence in this industry through the significant investment made in Project U-SAFE through the region’s winning Upstate Revitalization Initiative proposal. This investment supports three key regional strategies that remain the guiding framework for this approach:  
1. Construct a world leading unmanned aerial system traffic management (UTM) corridor  
2. Establish a national unmanned aerial system standardized testing and rating (NUSTAR) facility  
3. Support UAS business development, growth, and innovation  
Onondaga County, in partnership with Oneida County, has made tremendous progress in developing the Unmanned Aerial System (UAS) technology sector. The region has defined itself as a leader in the growing global industry and are continuing to develop a world leading test ecosystem for the routine commercial UAS operations. | Computer and Mathematical Occupations (11%)  
- Mathematical Science Occupations (22%)  
  - Operations Research Analysts  
Architecture and Engineering Occupations (11%)  
- Engineers (10%)  
  - Civil Engineers  
  - Electrical Engineers  
  - Environmental Engineers  
  - Industrial Engineers  
Drafters, Engineering Technicians, and Mapping Technicians (12%)  
- Architectural and Civil Drafters  
- Electrical and Electronics Drafters  
- Mechanical Drafters  
- Civil Engineering Technicians  
- Electrical and Electronics Engineering Technicians  
- Environmental Engineering Technicians  
- Industrial Engineering Technicians  
- Mechanical Engineering Technicians  
- Engineering Technicians, Except Drafters, All Other  
- Surveying and Mapping Technicians | Professional, Scientific and Technical Services  
4. Civil Engineers | Industries in the Professional, Scientific, and Technical Services subsector group establishments engaged in processes where human capital is the major input. These establishments make available the knowledge and skills of their employees, often on an assignment basis, where an individual or team is responsible for the delivery of services to the client. The individual industries of this subsector are defined on the basis of the particular expertise and training of the services provider. |
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<tr>
<td>Science, Technology, Engineering &amp; Mathematics (continued)</td>
<td>Life, Physical, and Social Science Occupations (15%)</td>
<td>Life Scientists (16%)</td>
<td>Physical Scientists (22%)</td>
<td>Environmental Scientists and Specialists, Including Health</td>
</tr>
<tr>
<td></td>
<td>Life Scientists and Related Workers (11%)</td>
<td>Clinical, Counseling, and School Psychologists</td>
<td>Urban and Regional Planners</td>
<td>Life, Physical, and Social Science Technicians (12%)</td>
</tr>
<tr>
<td></td>
<td>Life Scientists and Related Workers (11%)</td>
<td>Biological Technicians</td>
<td>Environmental Science and Protection Technicians, Including Health</td>
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</tr>
</tbody>
</table>
### Transportation, Distribution & Logistics

Central New York is in the heart of New York State and serves as a gateway from the Northeast and the rest of the country. With major shipping routes passing through the Port of Oswego, rail lines that run from NYC to the Midwest, and an international airport, our region is more connected than ever to the rest of the world. This transportation infrastructure is vital to the success of our economy and is responsible for thousands of jobs in the region. For these reasons, the CNYREDC continues to prioritize its improvement and success.

Uniquely positioned at the intersection of Lake Ontario and the NYS Canal, Oswego County is truly a multi-modal location with access to water, rail, air and ground transportation. For this reason, DRI-awarded projects have been transformative for the economic landscape of the City of Oswego and Oswego County. They tie in nicely with several other state funded projects including complementary projects awarded through the Department of State’s LWRP, as well as Dormitory Authority SAM grants program.

<table>
<thead>
<tr>
<th>Ten Most Common Occupations in Significant Industries</th>
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</thead>
<tbody>
<tr>
<td>1. Industrial Truck and Tractor Operators</td>
</tr>
<tr>
<td>2. Office Clerks, General</td>
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<tr>
<td>3. Maintenance and Repair Workers, General</td>
</tr>
<tr>
<td>4. Shipping, Receiving, and Traffic Clerk</td>
</tr>
<tr>
<td>5. First-Line Supervisors of Office and Administrative Support Workers</td>
</tr>
<tr>
<td>6. Customer Service Representatives</td>
</tr>
<tr>
<td>7. General and Operations Managers</td>
</tr>
<tr>
<td>8. Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products</td>
</tr>
<tr>
<td>9. Dispatchers, Except Police, Fire, and Ambulance</td>
</tr>
</tbody>
</table>

Note: Due to confidentiality, only top 9 occupations are available for this industry.

The utilities (NAICS Industry 221), merchant wholesalers, durable goods (NAICS Industry 423) and warehousing and storage (NAICS Industry 493) industries are the three industries from the trade, transportation and utilities sector to make the significant industries list. The utilities industry is the highest-paying significant industry in this report with an average annual wage of $112,800. It is a growing industry in the region with a significant number of nuclear power plant jobs in Oswego County.

In Central New York, the city of Syracuse is situated at the intersection of major interstates and not far from Canada. This makes it an ideal location for warehousing and storage facilities and distribution centers. This industry has been growing in the region and is projected to continue to expand by 19% through the year 2026.
Twelve industries in Central New York are designated as “significant” in this report. Ten out of the twelve industries experienced an increase in employment between 2013 and 2018. Most of these industries pay very well. In addition, half of these 12 industries employed at least 7,000 people during 2018.

All significant industries shared one or more of the following characteristics: rapid growth (percentage basis); large growth (absolute basis); high wages (average yearly wage above the Central New York average of $49,700 in 2018); or strong expected growth through 2026.

A broad set of industries were identified as significant in Central New York. They fall into seven major industry groups: agriculture; construction; manufacturing; trade, transportation and utilities; professional and business services (which primarily sell to other businesses); educational services; and health care and social assistance.