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Industries and Occupations of San Luis Obispo City, San Luis Obispo County and California

Prepared by

Workforce Investment Board of San Luis Obispo

For

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Background

This report was requested by Ermina Karim, President/CEO of the San Luis Obispo Chamber of Commerce on behalf of the businesses of San Luis Obispo. It is a breakdown of industries and occupations within San Luis Obispo city¹ compared to San Luis Obispo County and the State of California.



The data source (unless otherwise specified) is EMSI Analyst 2014.4, Employees (QCEW Employees and Non-QCEW Employees). **Green tables** represent the largest, healthy, or growing industry or occupation. **Red tables** represent an industry or occupation which is vulnerable, small, or declining. The top and bottom five is represented for each category unless unavailable or otherwise specified. Additional SLO City specific data is presented in section 3 within the **blue tables** beginning on page 9 and reference tables of industry and occupation classifications are in section 4 within the **purple tables** beginning on page 13.

Section 1 - Industries

All *industries* are represented by a North American Industry Classification System (NAICS) code. NAICS codes are available at a two to six digit code level. The two digit code represents the broad industry sector; the third digit represents the industry sub sector; the fourth digit code represents the industry group; the fifth represents the industry, the sixth represents US, Canadian or Mexican National specific. For the purposes of this report, the first section is data based off of the NAICS two digit level code² and does not include Government or Unclassified Industries³. Core industry data consists of industry size by job count, earnings, and job change (growth or decline). Industry size is a good place to start as larger industries have a better chance of impacting the economy.

Section 1a– Industries: Industry by Total Employees

Largest Industries by Total Employees (2014 Jobs)

California	SLO County	SLO City
Health Care & Social Assistance 2,043,273	Accommodation & Food Services 15,229	Health Care & Social Assistance 6,296
Retail Trade 1,626,518	Health Care & Social Assistance 13,148	Retail Trade 4,756
Accommodation & Food Services 1,441,792	Retail Trade 12,890	Accommodation & Food Services 4,670
Manufacturing 1,247,205	Manufacturing 6,540	Professional, Scientific, & Technical Services 3,030
Professional, Scientific, & Technical Services 1,204,281	Administrative & Support & Waste Mgmt. & Remediation Services 6,511	Educational Services ⁴ 2,764

¹ For the purposes of this report San Luis Obispo City is identified by the zip codes of 93401, 93403, 93405, 93406, 93407, 93408, 93409, & 93410

² Source: <http://www.naics.com/history-naics-code/>

³ It is important to note that *Government* is ranked first by total employees in California, SLO County and SLO city.

⁴ *Educational Services* provide instruction & training by specialized establishments (such as schools, colleges, universities, & training centers) & may be privately or publicly owned and operated. Includes occupations such as: *Secondary School Teachers, Except Special & Career/Technical Education; Secretaries & Administrative Assistants, Except Legal, Medical, & Executive; Office Clerks, General; Teacher Assistants; Janitors & Cleaners, Except Maids & Housekeeping Cleaners*. SLO County employers include: Cuesta College, San Luis Coastal Unified School District, Paso Robles Joint Unified School District, etc.

Smallest Industries by Total Employees (2014 jobs)

California	SLO County	SLO City
Mining, Quarrying, & Oil & Gas Ext. ⁵ 28,837	Mining, Quarrying, & Oil & Gas Ext. 102	Mining, Quarrying, & Oil & Gas Ext. 39
Utilities 57,636	Mgmt. of Companies & Enterprises 601	Crop & Animal Production 298
Mgmt. of Companies & Enterprises 227,507	Information 1,361	Arts, Entertainment, & Recreation 469
Real Estate & Rental & Leasing 270,092	Arts, Entertainment, & Recreation 1,467	Mgmt. of Companies & Enterprises 471
Arts, Entertainment, & Recreation 272,286	Transportation & Warehousing 1,796	Information 605

Section 1b– Industries: Growing and Declining Industries

As a rule of thumb, anything over a 5% growth has good growth and anything declining more than 5% is something to keep an eye on. Looking at percent change helps smaller industries not get overlooked and overshadowed by larger industries actual change. Once noting an industry percent change, view actual change to determine the significance. Considering industry change, if an industry with 10,000 jobs declines 5% that would be more impactful to a local economy than an industry of 100 jobs that declines 5%. That being said, a 5% change to a smaller industry can be a huge adjustment and if you only sorted by actual change you would miss those.

Actual Growth to Industries (2009-2014)

California	SLO County	SLO City
Health Care & Social Assistance 41% Change: 589,113 Jobs	Administrative & Support & Waste Mgmt. & Remediation Services 64% Change: 2,539 Jobs	Mining, Quarrying, & Oil & Gas Ext. 200% Change: 26 Jobs
Administrative & Support & Waste Mgmt. & Remediation Services 24% Change: 198,306 Jobs	Mgmt. of Companies & Enterprises 31% Change: 143 Jobs	Administrative & Support & Waste Mgmt. & Remediation Services 83% Change: 1,044 Jobs
Mining, Quarrying, & Oil & Gas Extraction 21% Change: 4,972 Jobs	Educational Services 25% Change: 606 Jobs	Mgmt. of Companies & Enterprises 28% Change: 102 Jobs
Professional, Scientific, & Technical Services 16% Change: 164,741 Jobs	Health Care & Social Assistance 24% Change: 2,528 Jobs	Educational Services 22% Change: 504 Jobs
Accommodation & Food Services 15% Change: 191,213 Jobs	Mgmt. of Companies & Enterprises 15% Change: 29,755 Jobs	Crop & Animal Production 21% Change: 811 Jobs
		Health Care & Social Assistance 17% Change: 897 Jobs

Note: In SLO County, *Accommodation & Food Services* experienced a 13% growth which accounted for 1,764 jobs making it the third largest growth industry. In SLO City, *Accommodation & Food Services* also experienced a growth of 13% or 546 jobs making it the second largest change for the city.

⁵ Ext. = Extraction

Actual Decline to Industries (2009-2014)

California	SLO County	SLO City
Other Services (Except Public Administration) -30% Change: -260,809 Jobs	Other Services (except Public Administration) -14% Change: -896 Jobs	Information -18% Change: - 135 Jobs
Utilities -3% Change: -2,069 Jobs	Utilities -10% Change: - 228 Jobs	Utilities -15% Change: -133 Jobs
Manufacturing -2% Change: -28,546 Jobs	Finance & Insurance -4% Change: -89 Jobs	Other Services (Except Public Administration) -4% Change: - 104 Jobs
Finance & Insurance -2% Change: -10,426 Jobs	Professional, Scientific, & Technical Services -1% Change: -39 Jobs	Arts, Entertainment, & Recreation -3% Change: - 17 Jobs
n/a	n/a	Retail Trade -1% Change: - 66 Jobs Professional, Scientific, & Technical Services -1% Change: - 19 Jobs

Projected Growing Industries (2009-2019)

California	SLO County	SLO City
Health Care & Social Assistance 60% Change: 867,319 Jobs	Administrative & Support & Waste Mgmt. & Remediation Services 108% Change: 4,305 Jobs	Administrative & Support & Waste Mgmt. & Remediation Services 145% Change: 1,830 Jobs
Administrative & Support & Waste Mgmt. & Remediation Services 34% Change: 281,396 Jobs	Educational Services 52% Change: 1,266 Jobs	Educational Services 49% Change: 1,118 Jobs
Educational Services 31% Change: 108,208 Jobs	Health Care & Social Assistance 40% Change: 4,248 Jobs	Health Care & Social Assistance 30% Change: 1,640 Jobs
Professional, Scientific, & Technical Services 30% Change: 314,283 Jobs	Transportation & Warehousing 36% Change: 541 Jobs	Wholesale Trade 28% Change: 205 Jobs
Mining, Quarrying, & Oil & Gas Extraction 309% Change: 7,098 Jobs	Real Estate & Rental & Leasing 31% Change: 534 Jobs	Transportation & Warehousing 24% Change: 220 Jobs Accommodation & Food Services 24% Change: 991 Jobs

Note: Looking at job change in SLO County, *Accommodation & Food Services* projected change indicates a 24% change. However, due to the size of the industry this would actually be the second largest job change as the 24% would equate for 3,206 jobs.

Projected Declining Industries (2009-2019)

California	SLO County	SLO City	
Other Services (except Public Administration) -24% Change: -208,383 Jobs	Mining, Quarrying, & Oil & Gas Extraction -41% Change: -37 Jobs	Utilities -18% Change: -161 Jobs	Information -18% Change: -131 Jobs
Manufacturing -7% Change: -87,662 Jobs	Other Services (except Public Administration) -15% Change: -965 Jobs	Other Services (except Public Administration) -2% Change: -38 Jobs	
Utilities -1% Change: -336 Jobs	Utilities -2% Change: -53 Jobs	n/a	

Section 1c– Industries: Highest and Lowest Annual Average Employee Salary by Industry

Highest Annual Average Employee Salary by Industry (Annual)

California	SLO County	SLO City
Information \$160,700	Utilities \$174,024	Utilities \$163,622
Mining, Quarrying, & Oil & Gas Extraction \$157,316	Mining, Quarrying, & Oil & Gas Extraction \$87,990	Mining, Quarrying, & Oil & Gas Extraction \$132,550
Utilities \$150,377	Mgmt. of Companies & Enterprises \$77,742	Mgmt. of Companies & Enterprises \$78,621
Mgmt. of Companies & Enterprises \$135,376	Finance & Insurance \$76,685	Finance & Insurance \$77,265
Finance & Insurance \$119,948	Information \$68,272	Information \$68,457

Note: Higher earning industries contribute more to economic prosperity.

Lowest Annual Average Employee Salary by Industry (Annual)

California	SLO County	SLO City
Accommodation & Food Services \$23,520	Educational Services \$16,478	Educational Services \$15,598
Crop & Animal Production \$35,543	Arts, Entertainment, & Recreation \$19,363	Arts, Entertainment, & Recreation \$20,764
Other Services (Except Public Administration) \$36,522	Accommodation & Food Services \$21,085	Accommodation & Food Services \$20,914
Retail Trade \$38,830	Other Services (except Public Administration) \$24,468	Other Services (except Public Administration) \$22,148
Administrative & Support & Waste Mgmt. & Remediation Services \$45,873	Administrative & Support & Waste Mgmt. & Remediation Services \$31,591	Administrative & Support & Waste Mgmt. & Remediation Services \$31,184

Section 1d– Industries: Industry Location Quotient

Location Quotient (LQ) is a way of quantifying how “concentrated” an industry or occupation is in a region compared to a larger geographic area (the data presented in this report compares to the nation as its larger geographic area). LQ can reveal what makes a particular region “unique.” A LQ greater than 1 has a higher than average concentration in an area (Ex. An LQ of 2.0 means the area has twice the average employment for a given industry in comparison to the national economy).

Industry Location Quotient (LQ)

California	SLO County	SLO City
Crop & Animal Production 2.75	Utilities 4.59	Utilities 3.89
Information 2.64	Crop & Animal Production 4.34	Educational Services 2.19
Professional, Scientific, & Technical Services 1.47	Accommodation & Food Services 1.53	Other Services (except Public Administration) 1.17

Section 2 -Occupations

All *occupations* are represented by a six digit Standard Occupational Classification (SOC) code. SOC codes begin with a two digit code that represents the major group (major group codes end with 0000); the third digit represents the minor group; the fourth and fifth represent the broad occupation; and the detailed occupation is represented by the sixth digit⁶. For the purposes of this report, the data is based off of the two digit major group SOC.⁷ Core occupational data consists of size by total job count, job change(growth and decline), and wage.

Section 2a – Occupations: Largest and Smallest Occupations by Total Number of Employees

Largest Occupations by Total Number of Employees (2014 Jobs)

California	SLO County	SLO City
Office & Administrative Support 2,667,060	Office & Administrative Support 18,030	Office & Administrative Support 9,242
Sales & Related 1,671,216	Food Preparation & Serving Related 12,500	Sales & Related 4,606
Food Preparation & Serving Related 1,445,920	Sales & Related 12,265	Food Preparation & Serving Related 4,074
Transportation & Material Moving 1,034,857	Education, Training, & Library 7,189	Education, Training, & Library 3,276
Education, Training, & Library 916,807	Healthcare Practitioners & Technical 5,859	Healthcare Practitioners & Technical 3,250

⁶ Source: <http://www.bls.gov/soc/socguide.htm>

⁷ See last page for a table of two digit SOC codes

Smallest Occupations by Total Number of Employees (2014 Jobs)

California	SLO County	SLO City
Legal 127,553	Legal 593	Farming, Fishing, & Forestry 316
Life, Physical, & Social Science 188,875	Life, Physical, & Social Science 1,135	Legal 425
Community & Social Service 277,344	Arts, Design, Entertainment, Sports, & Media 1,434	Life, Physical, & Social Science 748
Arts, Design, Entertainment, Sports, & Media 306,790	Computer & Mathematical 1,892	Arts, Design, Entertainment, Sports, & Media 761
Architecture & Engineering 332,805	Architecture & Engineering 1,983	Architecture & Engineering 1,056

Section 2b – Occupations: Growing and Declining Occupations

Actual Growing Occupations (2009-2014)

California	SLO County	SLO City
Community & Social Service 30% Change: 64,364 Jobs	Personal Care & Service 29% Change: 1,021 Jobs	Personal Care & Service 26% Change: 428 Jobs
Healthcare Support 25% Change: 80,244 Jobs	Farming, Fishing, & Forestry 21% Change: 683 Jobs	Production 22% Change: 290 Jobs
Computer & Mathematical 16% Change: 73,837 Jobs	Production 20% Change: 843 Jobs	Transportation & Material Moving 14% Change: 277 Jobs
Food Preparation & Serving Related 15% Change: 187,995 Jobs	Transportation & Material Moving 16% Change: 826 Jobs	Food Preparation & Serving Related 14% Change: 485 Jobs
Healthcare Practitioners & Technical 12% Change: 83,216 Jobs	Computer & Mathematical 16% Change: 260 Jobs	Education, Training, & Library 12% Change: 356 Jobs
Farming, Fishing, & Forestry 12% Change: 35,389 Jobs	Healthcare Support 13% Change: 304 Jobs	Healthcare Support 12% Change: 141 Jobs
	Food Preparation & Serving Related 13% Change: 1,483 Jobs	Farming, Fishing, & Forestry 11% Change: 31 Jobs

Note: In California, the actual top 5 largest job growth occupations occurred in *Food Preparation & Serving Related*, second *Office & Administrative Support* with 176,460 or 7%, third *Sales & Related* with 103,805 or 7%, fourth *Transportation & Material Moving* with 94,704 or 10%, and *Management occupations* 85,885 or 10%. In SLO City, the *Office & Administrative Support Occupations* has the most job change with 645 jobs or 8%.

Actual Decline to Occupations (2009-2014)

California	SLO County	SLO City
Building & Grounds Cleaning & Maintenance -9% Change: -55,099 Jobs	n/a	Legal -1 Change: -5 Jobs
Education, Training, & Library -1% Change: -10,471 Jobs	n/a	n/a

Projected Growth Occupations (2009-2019)

California	SLO County	SLO City
Healthcare Support 43% Change: 136,527 Jobs	Personal Care & Service 47% Change: 1,670 Jobs	Personal Care & Service 44% Change: 732 Jobs
Community & Social Service 42% Change: 89,107 Jobs	Computer & Mathematical 40% Change: 660 Jobs	Production Occupations 37% Change: 499 Jobs
Computer & Mathematical 28% Change: 128,094 Jobs	Production Occupations 37% Change: 1,544 Jobs	Healthcare Support 33% Change: 396 Jobs
Food Preparation & Serving Related 27% Change: 167,856 Jobs	Transportation & Material Moving 36% Change: 1,831 Jobs	Transportation & Material Moving 32% Change: 642 Jobs
Healthcare Practitioners & Technical 24% Change: 33,653 Jobs	Healthcare Support 34% Change: 814 Jobs	Computer & Mathematical 30% Change: 323 Jobs

Note: In California, the second largest projected change is *Office & Administrative Support* with 300,021 or 17% and second is *Sales & Related* with 225,664 or 14%. In SLO County, The largest job change occurred within the *Food Preparation & Serving Related* with 2,636 or 24% and *Office & Administrative Support* or 2,543 or 15%. In SLO City, largest *Office & Administrative Support* with 1,346 or 16%.

Projected Declining Occupations (2009-2019)

California	SLO County	SLO City
Building & Grounds Cleaning & Maintenance -1% Change: -6,462 Jobs	n/a	Architecture & Engineering -0% Change: -5 Jobs

Section 2c – Occupations: Highest and Lowest Average Wage Occupations

Highest Average Wage Occupations (based on 2013 Avg. Hourly Earnings)

California	SLO County	SLO City	
Management \$59.16	Management \$45.21	Management \$46.13	
Legal \$56.65	Legal \$45.13	Legal \$45.21	
Computer & Mathematical \$45.47	Healthcare Practitioners & Technical \$39.65	Healthcare Practitioners & Technical \$39.58	
Architecture & Engineering \$44.93	Architecture & Engineering \$38.43	Architecture & Engineering \$38.65	
Healthcare Practitioners & Technical \$43.79	Life, Physical, & Social Science \$36.03	Life, Physical, & Social Science \$36.15	Protective Service ⁸ \$36.15

Lowest Average Wage Occupations (based on 2013 Avg. Hourly Earnings)

California	SLO County	SLO City	
Farming, Fishing, & Forestry \$10.14	Food Preparation & Serving Related \$10.92	Food Preparation & Serving Related \$10.96	
Food Preparation & Serving Related \$10.98	Farming, Fishing, & Forestry \$11.21	Farming, Fishing, & Forestry \$12.03	
Personal Care & Service \$12.71	Building & Grounds Cleaning & Maintenance \$12.64	Building & Grounds Cleaning & Maintenance \$12.64	
Building & Grounds Cleaning & Maintenance \$13.63	Personal Care & Service \$12.66	Personal Care & Service \$12.79	
Healthcare Support \$15.81	Transportation & Material Moving \$14.09	Transportation & Material Moving \$14.62	

Section 2d – Occupations: Location Quotient

Occupation Location Quotient (LQ)

California	SLO County	SLO City
Farming, Fishing, & Forestry 2.77	Farming, Fishing, & Forestry 4.55	Community & Social Service 2.06
Life, Physical, & Social Science 1.40	Community & Social Service 1.47	Protective Service 1.93
Arts, Design, Entertainment, Sports, & Media 1.39	Building & Grounds Cleaning & Maintenance 1.35	Life, Physical, & Social Science 1.82

⁸ Protective Service Occupations include: police, fire, Cal Poly police

Section 3 - San Luis Obispo City Specific data

Section 3a - San Luis Obispo City Specific data: Occupational Staffing Patterns of Top 5 Industries

The largest industries in San Luis Obispo City by total size are *Health Care & Social Assistance* with 6,296 jobs, *Retail Trade* with 4,756 jobs, *Accommodation & Food Services* with 4,670 jobs, *Professional, Scientific, & Technical Services* with 3,030 jobs, and *Educational Services* with 2,764 jobs.

Top 5 Occupational Staffing Patterns within the Health Care & Social Assistance Industry in SLO City

Occupation	Total Employed in Industry (2014)	% of total industry	Median Hourly Earnings
Personal Care Aides	718	11.4%	\$10.55
Registered Nurses	482	7.7%	\$43.02
Medical Assistants	270	4.3%	\$15.37
Medical Secretaries	254	4.0%	\$17.66
Social & Human Service Assistants	251	4.0%	\$21.85

Top 5 Occupational Staffing Patterns within the Retail Trade Industry in SLO City

Occupation	Total Employed in Industry (2014)	% of total industry	Median Hourly Earnings
Retail Salespersons	1,604	33.7%	\$11.37
Cashiers	718	15.1%	\$10.01
First-Line Supervisors of Retail Sales Workers	404	8.5%	\$18.08
Stock Clerks & Order Fillers	286	6.0%	\$10.29
Packers & Packagers, Hand	127	2.7%	\$8.79

Top 5 Occupational Staffing Patterns within the Accommodation & Food Services Industry in SLO City

Occupation	Total Employed in Industry (2014)	% of total industry	Median Hourly Earnings
Waiters & Waitresses	905	19.4%	\$9.17
Combined Food Preparation & Serving Workers, Including Fast Food	727	15.6%	\$9.08
Cooks, Restaurant	360	7.7%	\$14.44
Maids & Housekeeping Cleaners	333	7.1%	\$9.34
Cooks, Fast Food	246	5.3%	\$9.12

Top 5 Occupational Staffing Patterns within the Professional, Scientific, & Technical Services Industry in SLO City

Occupation	Total Employed in Industry (2014)	% of total industry	Median Hourly Earnings
Accountants & Auditors	129	4.2%	\$30.83
Civil Engineers	126	4.2%	\$43.24
Computer User Support Specialists	120	4.0%	\$19.33
Lawyers	98	3.3%	\$58.51
Legal Secretaries	96	3.2%	\$21.38

Top 5 Occupational Staffing Patterns within the Educational Services Industry in SLO City

Occupation	Total Employed in Industry (2014)	% of total industry	Median Hourly Earnings
Secretaries & Administrative Assistants, Except Legal, Medical, & Executive	336	12.2%	\$16.94
Office Clerks, General	263	9.5%	\$13.54
Janitors & Cleaners, Except Maids & Housekeeping Cleaners	199	7.2%	\$11.46
Teacher Assistants	123	4.4%	\$12.39
Secondary School Teachers, Except Special & Career/Technical Education	122	4.4%	\$31.26

Note: Elementary School Teachers, Except Special Education represents 105 jobs or 3.8% of total industry with median hourly earnings of \$34.60.

Section 3b - San Luis Obispo City Specific data: Additional Occupational Data Points

Occupations with highest annual openings in SLO City

Occupation	Annual Openings
Office & Administrative Support	404
Food Preparation & Serving Related	258
Sales & Related	238
Education, Training, & Library	191
Personal Care & Service	163

Overall Largest Number of Jobs in SLO City

Occupation	Total Jobs (2014)	Average Hourly Earnings (2013)
Retail Salespersons	1,718	\$12.99
Office Clerks, General	1,459	\$14.97
Secretaries & Administrative Assistants, Except Legal, Medical, & Executive	1,420	\$17.13
Postsecondary Teachers	1,343	\$37.57
Janitors & Cleaners, Except Maids & Housekeeping Cleaners	1,022	\$12.43
Cashiers	971	\$11.43
Waiters & Waitresses	970	\$9.96
Combined Food Preparation & Serving Workers, Including Fast Food	837	\$9.60
Personal Care Aides	809	\$10.60
Bookkeeping, Accounting, & Auditing Clerks	783	\$19.76

Overall Highest Paying Jobs in SLO City

Occupation	Total Jobs (2014)	Average Hourly Earnings (2013)
Surgeons	30	\$116.56
Obstetricians & Gynecologists	13	\$110.00
Internists, General	27	\$103.27
Psychiatrists	72	\$100.21
Anesthesiologists	11	\$99.36
Pediatricians, General	23	\$91.82
Physicians & Surgeons, All other	69	\$83.43
Dentists, General	45	\$83.11
Family & General Practitioners	106	\$78.96
Chief Executives	91	\$73.22

Section 3c - San Luis Obispo City Specific data: [Self-Employment](#)
 Top 10 Self-Employment Industries in SLO City⁹

Industry	Total Jobs (2014)	Average Annual Earnings Per Worker (2014)
Beauty Salons	277	\$19,314
Offices of Lawyers	193	\$61,616
Independent Artists, Writers, & Performers	164	\$11,770
Other Accounting Services	155	\$30,146
Landscaping Services	104	\$17,713
Plumbing, Heating, & Air-Conditioning Contractors	103	\$27,530
Residential Remodelers	93	\$33,610
Graphic Design Services	91	\$17,709
Private Households ¹⁰	89	\$10,917
Child Day Care Services	52	\$15,287

⁹ Source: EMSI 2014.4, Self Employment

¹⁰ Private Households includes self employed individuals in the following occupations: *Maids & Housekeeping Cleaners; Childcare Workers; Personal Care Aides; Laborers & Freight, Stock, & Material Movers, Hand; Janitors & Cleaners, Except Maids & Housekeeping Cleaners; Personal Care & Service Workers, All other.*

Top 10 Self-Employment Occupations in SLO City¹¹

Occupation	Total Jobs (2014)	Median Hourly Earnings (2013)
Hairdressers, Hairstylists, & Cosmetologists	247	\$11.63
Lawyers	171	\$33.45
First-Line Supervisors of Retail Sales Workers	130	\$11.33
Real Estate Sales Agents	146	\$12.14
Mangers, All Other	146	\$16.96
Carpenters	123	\$17.10
Construction Laborers	113	\$15.73
Retail Salespersons	91	\$12.98
Childcare Workers	74	\$8.20
Accountants & Auditors	101	\$23.97

Section 4 – Reference Tables

Section 4a – North American Industry Classification System (NAICS) Reference Table

NAICS	Description
11	Crop & Animal Production
21	Mining, Quarrying, & Oil & Gas Extraction
22	Utilities
23	Construction
31	Manufacturing
42	Wholesale Trade
44	Retail Trade
48	Transportation & Warehousing
51	Information
52	Finance & Insurance
53	Real Estate & Rental & Leasing
54	Professional, Scientific, & Technical Services
55	Management of Companies & Enterprises
56	Administrative & Support & Waste Management & Remediation Services
61	Educational Services
62	Health Care & Social Assistance
71	Arts, Entertainment, & Recreation
72	Accommodation & Food Services
81	Other Services (except Public Administration)
90	Government
99	Unclassified

¹¹ Source: EMSI 2014.4, Self Employment

Section 4b – Standard Occupational Classification (SOC) Reference Table

SOC	Occupation Description
11-0000	Management Occupations
13-0000	Business & Financial Operations Occupations
15-0000	Computer & Mathematical Occupations
17-0000	Architecture & Engineering Occupations
19-0000	Life, Physical, & Social Science Occupations
21-0000	Community & Social Service Occupations
23-0000	Legal Occupations
25-0000	Education, Training, & Library Occupations
27-0000	Arts, Design, Entertainment, Sports, & Media Occupations
29-0000	Healthcare Practitioners & Technical Occupations
31-0000	Healthcare Support Occupations
33-0000	Protective Service Occupations
35-0000	Food Preparation & Serving Related Occupations
37-0000	Building & Grounds Cleaning & Maintenance Occupations
39-0000	Personal Care & Service Occupations
41-0000	Sales & Related Occupations
43-0000	Office & Administrative Support Occupations
45-0000	Farming, Fishing, & Forestry Occupations
47-0000	Construction & Extraction Occupations
49-0000	Installation, Maintenance, & Repair Occupations
51-0000	Production Occupations
53-0000	Transportation & Material Moving Occupations
55-0000	Military occupations
99-0000	Unclassified Occupation