

11-1011 Chief Executives



Determine and formulate policies and provide the overall direction of companies or private and public sector organizations within the guidelines set up by a board of directors or similar governing body. Plan, direct, or coordinate operational activities at the highest level of management with the help of subordinate executives and staff managers. *Examples: Board Member; Chief Operating Officer; President*

Training Category: Bachelor's | 5+ yrs | none

2017 Average Wage:	\$97.00
2016 Estimated Employment:	1,188
2026 Projected Employment:	1,133
Growth Rate, 2016-2026:	-4.6%
Annual Openings:	76

Industry	2016 Share	2026 Share
Self-employed Workers	20.3%	22.4%
6111 Elementary and Secondary Schools	17.3%	15.7%
551 Management of Companies and Enterprises	4.9%	4.8%
813 Membership Organizations	4.0%	3.9%
5611 Office Administrative Services	3.6%	4.1%
523 Financial Investment and Related Activities	n	n

11-1021 General and Operations Managers



Plan, direct, or coordinate the operations of companies or public and private sector organizations. Duties and responsibilities include formulating policies, managing daily operations, and planning the use of materials and human resources, but are too diverse and general in nature to be classified in any one functional area of management or administration, such as personnel, purchasing, or administrative services. *Examples: Industrial Organization Manager; District Manager; Department Store General Manager*

Training Category: Bachelor's | 5+ yrs | none

2017 Average Wage:	\$62.39
2016 Estimated Employment:	11,340
2026 Projected Employment:	12,289
Growth Rate, 2016-2026:	8.4%
Annual Openings:	1,045

Industry	2016 Share	2026 Share
State Government, excl. Education and Hospitals	7.2%	6.8%
423 Merchant Wholesalers, Durable Goods	4.3%	4.5%
441 Motor Vehicle and Parts Dealers	4.2%	4.2%
238 Specialty Trade Contractors	3.1%	3.2%
813 Membership Organizations	3.0%	3.0%
722 Food Services and Drinking Places	3.0%	3.0%

11-1031 Legislators



Develop laws and statutes at the local level. Include only elected officials. Excludes state legislators. *Example: City Council Member*

Training Category: Bachelor's | < 5 yrs | none

2017 Average Wage:	\$20,976
2016 Estimated Employment:	391
2026 Projected Employment:	412
Growth Rate, 2016-2026:	5.4%
Annual Openings:	30

Industry	2016 Share	2026 Share
Local Government, Excluding Education	100.0%	100.0%

11-2011 Advertising and Promotions Managers



Plan and direct advertising policies and programs or produce collateral materials, such as posters, contests, coupons, or giveaways, to create extra interest in the purchase of a product or service for a department, an entire organization, or on an account basis. *Examples: Campaign Director; Circulation Director*

Training Category: Bachelor's | < 5 yrs | none

2017 Average Wage:	\$44.00
2016 Estimated Employment:	162
2026 Projected Employment:	177
Growth Rate, 2016-2026:	9.3%
Annual Openings:	19

Industry	2016 Share	2026 Share
813 Membership Organizations	25.9%	25.4%
5418 Advertising, Public Relations, and Related Services	14.8%	16.4%
722 Food Services and Drinking Places	13.6%	13.6%
713 Amusement, Gambling, and Recreation	6.2%	6.2%
441 Motor Vehicle and Parts Dealers	5.6%	5.7%
519 Other Information Services	n	n

11-2021 Marketing Managers



Determine the demand for products and services offered by a firm and its competitors and identify potential customers. Develop pricing strategies with the goal of maximizing the firm's profits or share of the market while ensuring the firm's customers are satisfied. Oversee product development or monitor trends that indicate the need for new products and services. *Examples: Fashion Coordinator; Marketing Director*

Training Category: Bachelor's | 5+ yrs | none

2017 Average Wage:	\$64.99
2016 Estimated Employment:	1,209
2026 Projected Employment:	1,317
Growth Rate, 2016-2026:	8.9%
Annual Openings:	117

Industry	2016 Share	2026 Share
551 Management of Companies and Enterprises	11.7%	11.7%
334 Computer and Electronic Product Manufacturing	10.5%	8.7%
5415 Computer Systems Design and Related Services	9.4%	10.6%
511 Publishing Industries (except Internet)	8.1%	7.7%
425 Wholesale Electronic Markets and Agents/Brokers	5.1%	4.9%
5611 Office Administrative Services	4.5%	5.2%

11-2022 Sales Managers



Direct the actual distribution or movement of a product or service to the customer. Coordinate sales distribution by establishing sales territories, quotas, and goals and establish training programs for sales representatives. Analyze sales statistics gathered by staff to determine sales potential and inventory requirements and monitor the preferences of customers. *Examples: Director of Sales; Export Manager; Regional Sales Manager*

Training Category: Bachelor's | < 5 yrs | none

2017 Average Wage:	\$69.15
2016 Estimated Employment:	1,823
2026 Projected Employment:	1,985
Growth Rate, 2016-2026:	8.9%
Annual Openings:	175

Industry	2016 Share	2026 Share
425 Wholesale Electronic Markets and Agents/Brokers	9.3%	9.1%
441 Motor Vehicle and Parts Dealers	9.3%	9.8%
5415 Computer Systems Design and Related Services	7.1%	8.0%
523 Financial Investment and Related Activities	7.0%	7.1%
551 Management of Companies and Enterprises	6.8%	6.8%
423 Merchant Wholesalers, Durable Goods	6.3%	6.5%

11-2031 Public Relations and Fundraising Managers



Plan and direct public relations programs designed to create and maintain a favorable public image for employer or client; or if engaged in fundraising, plan and direct activities to solicit and maintain funds for special projects and nonprofit organizations. *Examples: Fundraising Director; Public Information Director; Publicity Director*

Training Category: Bachelor's | 5+ yrs | none

2017 Average Wage:	\$59.79
2016 Estimated Employment:	472
2026 Projected Employment:	525
Growth Rate, 2016-2026:	11.2%
Annual Openings:	44

Industry	2016 Share	2026 Share
6113 Colleges and Universities	30.5%	29.0%
813 Membership Organizations	20.6%	21.0%
551 Management of Companies and Enterprises	9.3%	9.1%
5418 Advertising, Public Relations, and Related Services	8.5%	9.1%
6111 Elementary and Secondary Schools	7.2%	6.9%
622 Hospitals	4.5%	4.4%

11-3011 Administrative Services Managers



Plan, direct, or coordinate supportive services of an organization, such as recordkeeping, mail distribution, telephone operator/receptionist, and other office support services. May oversee facilities planning and maintenance and custodial operations. *Example: Space Officer*

Training Category: Bachelor's | < 5 yrs | none

2017 Average Wage:	\$44.99
2016 Estimated Employment:	857
2026 Projected Employment:	920
Growth Rate, 2016-2026:	7.4%
Annual Openings:	76

Industry	2016 Share	2026 Share
6113 Colleges and Universities	17.5%	17.1%
6111 Elementary and Secondary Schools	7.5%	7.3%
524 Insurance Carriers and Related Activities	5.3%	5.3%
622 Hospitals	5.3%	5.2%
Local Government, Excluding Education	5.1%	5.1%
441 Motor Vehicle and Parts Dealers	4.1%	4.4%

11-3021 Computer and Information Systems Managers



Plan, direct, or coordinate activities in such fields as electronic data processing, information systems, systems analysis, and computer programming. *Examples: Computer Programming Manager; Data Systems Manager*

Training Category: Bachelor's | 5+ yrs | none

2017 Average Wage:	\$69.13
2016 Estimated Employment:	1,952
2026 Projected Employment:	2,163
Growth Rate, 2016-2026:	10.8%
Annual Openings:	169

Industry	2016 Share	2026 Share
5415 Computer Systems Design and Related Services	20.5%	22.8%
524 Insurance Carriers and Related Activities	10.9%	10.6%
511 Publishing Industries (except Internet)	8.6%	8.6%
425 Wholesale Electronic Markets and Agents/Brokers	6.3%	6.1%
6113 Colleges and Universities	5.4%	5.0%
551 Management of Companies and Enterprises	5.2%	5.1%

11-3031 Financial Managers



Plan, direct, and coordinate accounting, investing, banking, insurance, securities, and other financial activities of a branch, office, or department of an establishment. *Examples: Bank Director; Comptroller; Budget Director*

Training Category: Bachelor's | 5+ yrs | none

2017 Average Wage:	\$59.11
2016 Estimated Employment:	3,884
2026 Projected Employment:	4,596
Growth Rate, 2016-2026:	18.3%
Annual Openings:	379

Industry	2016 Share	2026 Share
522 Credit Intermediation and Related Activities	16.3%	15.6%
551 Management of Companies and Enterprises	7.6%	7.7%
524 Insurance Carriers and Related Activities	4.7%	4.5%
6113 Colleges and Universities	4.2%	4.1%
5412 Accounting and Bookkeeping Services	3.4%	3.6%
523 Financial Investment and Related Activities	n	n

11-3051 Industrial Production Managers



Plan, direct, or coordinate the work activities and resources necessary for manufacturing products in accordance with cost, quality, and quantity specifications. *Examples: Manufacturing Director; Plant Manager; Production Control Manager*

Training Category: Bachelor's | 5+ yrs | none

2017 Average Wage:	\$59.48
2016 Estimated Employment:	992
2026 Projected Employment:	979
Growth Rate, 2016-2026:	-1.3%
Annual Openings:	67

Industry	2016 Share	2026 Share
334 Computer and Electronic Product Manufacturing	28.5%	26.7%
332 Fabricated Metal Product Manufacturing	12.0%	12.2%
326 Plastics and Rubber Products Manufacturing	10.2%	9.9%
333 Machinery Manufacturing	7.2%	7.6%
339 Miscellaneous Manufacturing	5.1%	4.9%
325 Chemical Manufacturing	4.5%	5.4%

11-3061 Purchasing Managers



Plan, direct, or coordinate the activities of buyers, purchasing officers, and related workers involved in purchasing materials, products, and services. Include wholesale or retail trade merchandising managers and procurement managers. *Examples: Contracting Manager; Procurement Manager; Purchasing Director*

Training Category: Bachelor's | 5+ yrs | none

2017 Average Wage:	\$55.11
2016 Estimated Employment:	359
2026 Projected Employment:	376
Growth Rate, 2016-2026:	4.7%
Annual Openings:	31

Industry	2016 Share	2026 Share
334 Computer and Electronic Product Manufacturing	18.1%	16.0%
551 Management of Companies and Enterprises	17.3%	18.1%
333 Machinery Manufacturing	5.9%	5.9%
332 Fabricated Metal Product Manufacturing	5.3%	5.1%
423 Merchant Wholesalers, Durable Goods	3.9%	4.3%
325 Chemical Manufacturing	n	n

11-3071 Transportation, Storage, and Distribution Managers



Plan, direct, or coordinate transportation, storage, or distribution activities in accordance with governmental policies and regulations. Include logistics managers. *Examples: Distribution Center Manager; Traffic Safety Administrator; Warehouse Manager*

Training Category: High School | 5+ yrs | none

2017 Average Wage:	\$50.30
2016 Estimated Employment:	297
2026 Projected Employment:	312
Growth Rate, 2016-2026:	5.1%
Annual Openings:	25

Industry	2016 Share	2026 Share
Federal Government, Excluding Post Office	31.7%	30.1%
423 Merchant Wholesalers, Durable Goods	3.0%	3.2%
334 Computer and Electronic Product Manufacturing	n	n
424 Merchant Wholesalers, Nondurable Goods	n	n
493 Warehousing and Storage	n	n
551 Management of Companies and Enterprises	n	n

11-3111 Compensation and Benefits Managers



Plan direct, or coordinate compensation and benefits activities of an organization. *Examples: Compensation Director; Employee Benefits Director; Wage and Salary Administrator*

Training Category: Bachelor's | 5+ yrs | none

2017 Average Wage:	\$54.66
2016 Estimated Employment:	56
2026 Projected Employment:	61
Growth Rate, 2016-2026:	8.9%
Annual Openings:	4

Industry	2016 Share	2026 Share
622 Hospitals	17.9%	16.4%
551 Management of Companies and Enterprises	16.1%	14.8%
5412 Accounting and Bookkeeping Services	8.9%	9.8%
454 Nonstore Retailers	7.1%	8.2%
441 Motor Vehicle and Parts Dealers	n	n
5611 Office Administrative Services	n	n

11-3121 Human Resources Managers



Plan, direct, or coordinate human resource activities and staff of an organization. *Examples: Job Analysis Manager; Labor Relations Director; Personnel Manager*

Training Category: Bachelor's | 5+ yrs | none

2017 Average Wage:	\$55.30
2016 Estimated Employment:	615
2026 Projected Employment:	665
Growth Rate, 2016-2026:	8.1%
Annual Openings:	55

Industry	2016 Share	2026 Share
551 Management of Companies and Enterprises	21.3%	21.7%
5613 Employment Services	6.5%	6.0%
622 Hospitals	6.2%	6.0%
6113 Colleges and Universities	5.5%	5.3%
334 Computer and Electronic Product Manufacturing	4.4%	3.6%
5611 Office Administrative Services	4.4%	5.1%

11-3131 Training and Development Managers



Plan, direct, or coordinate the training and development activities and staff of an organization. *Examples: E-Learning Manager; Employee Development Director; Labor Training Manager*

Training Category: Bachelor's | 5+ yrs | none

2017 Average Wage:	\$54.36
2016 Estimated Employment:	96
2026 Projected Employment:	105
Growth Rate, 2016-2026:	9.4%
Annual Openings:	10

Industry	2016 Share	2026 Share
524 Insurance Carriers and Related Activities	20.8%	20.0%
551 Management of Companies and Enterprises	11.5%	11.4%
622 Hospitals	11.5%	11.4%
334 Computer and Electronic Product Manufacturing	6.3%	5.7%
State Government, excl. Education and Hospitals	6.3%	5.7%
333 Machinery Manufacturing	5.2%	5.7%

11-9013 Farmers, Ranchers, and Other Agricultural Managers



Plan, direct, or coordinate the management or operation of farms, ranches, greenhouses, aquacultural operations, nurseries, timber tracts, or other agricultural establishments. May hire, train, and supervise farm workers or contract for services to carry out the day-to-day activities of the managed operation. May engage in or supervise planting, cultivating, harvesting, and financial and marketing activities. *Examples: Dairy Farm Manager; Orchard Manager*

Training Category: High School | 5+ yrs | none

2017 Average Wage:	n/a
2016 Estimated Employment:	4,124
2026 Projected Employment:	4,046
Growth Rate, 2016-2026:	-1.9%
Annual Openings:	292

Industry		2016 Share	2026 Share
	Self-employed Workers	91.8%	90.7%
111	Crop Production	5.0%	5.6%
112	Animal Production	3.1%	3.5%

11-9021 Construction Managers



Plan, direct, coordinate, or budget, usually through subordinate supervisory personnel, activities concerned with the construction and maintenance of structures, facilities, and systems. Participate in the conceptual development of a construction project and oversee its organization, scheduling, and implementation. Include specialized construction fields, such as carpentry or plumbing. Include general superintendents, project managers, and constructors who manage, coordinate, and supervise the construction process. *Examples: Masonry Contractor Administrator; Developer*

Training Category: Bachelor's | none | Moderate OJT

2017 Average Wage:	\$45.68
2016 Estimated Employment:	1,464
2026 Projected Employment:	1,596
Growth Rate, 2016-2026:	9.0%
Annual Openings:	116

Industry		2016 Share	2026 Share
	Self-employed Workers	34.4%	33.5%
236	Construction of Buildings	27.9%	29.0%
238	Specialty Trade Contractors	13.5%	13.6%
237	Heavy and Civil Engineering Construction	6.3%	6.7%
	Local Government, Excluding Education	3.8%	3.6%
517	Telecommunications	n	n

11-9031 Education Administrators, Preschool and Childcare Center/Program



Plan, direct, or coordinate the academic and nonacademic activities of preschool and child care centers or programs. *Examples: Director of Child Care Center; Head Start Director*

Training Category: Bachelor's | < 5 yrs | none

2017 Average Wage:	\$21.83
2016 Estimated Employment:	479
2026 Projected Employment:	525
Growth Rate, 2016-2026:	9.6%
Annual Openings:	42

Industry		2016 Share	2026 Share
624	Social Assistance	87.3%	87.1%
6111	Elementary and Secondary Schools	4.6%	4.4%
	Self-employed Workers	4.0%	4.2%
813	Membership Organizations	1.0%	1.1%
551	Management of Companies and Enterprises	n	n
622	Hospitals	n	n

11-9032 Education Administrators, Elementary and Secondary School



Plan, direct, or coordinate the academic, clerical, or auxiliary activities of public or private elementary or secondary level schools. *Examples: Director of Physical Education; Curriculum Director*

Training Category: Master's | 5+ yrs | none

2017 Average Wage:	\$86,581
2016 Estimated Employment:	1,442
2026 Projected Employment:	1,476
Growth Rate, 2016-2026:	2.4%
Annual Openings:	110

Industry		2016 Share	2026 Share
6111	Elementary and Secondary Schools	94.1%	94.0%
	Local Government, Excluding Education	4.7%	4.8%
	Self-employed Workers	0.8%	0.9%

11-9033 Education Administrators, Postsecondary



Plan, direct, or coordinate research, instructional, student administration and services, and other educational activities at postsecondary institutions, including universities, colleges, and junior and community colleges. *Example: Director of Student Affairs*

Training Category: Master's | < 5 yrs | none

2017 Average Wage:	\$50.70
2016 Estimated Employment:	818
2026 Projected Employment:	861
Growth Rate, 2016-2026:	5.3%
Annual Openings:	66

Industry	2016 Share	2026 Share
6113 Colleges and Universities	89.1%	88.9%
6115 Technical and Trade Schools	2.1%	2.1%
Self-employed Workers	2.2%	2.3%
6112 Junior Colleges	n	n
6114 Business, Computer, and Management Training	n	n
6117 Educational Support Services	n	n

11-9039 Education Administrators, All Other



All education administrators not listed separately. *Examples: Director of Extension Work; Director of Vocational Training; Health Education Director*

Training Category: Bachelor's | < 5 yrs | none

2017 Average Wage:	\$30.43
2016 Estimated Employment:	101
2026 Projected Employment:	112
Growth Rate, 2016-2026:	10.9%
Annual Openings:	9

Industry	2016 Share	2026 Share
6116 Other Schools and Instruction	29.7%	34.8%
6114 Business, Computer, and Management Training	12.9%	9.8%
6115 Technical and Trade Schools	10.9%	10.7%
6111 Elementary and Secondary Schools	n	n
622 Hospitals	n	n
624 Social Assistance	n	n

11-9041 Architectural and Engineering Managers



Plan, direct, or coordinate activities in such fields as architecture and engineering or research and development in these fields. *Examples: Engineering Research Manager; Safety Director; Technical Director*

Training Category: Bachelor's | 5+ yrs | none

2017 Average Wage:	\$71.08
2016 Estimated Employment:	1,162
2026 Projected Employment:	1,186
Growth Rate, 2016-2026:	2.1%
Annual Openings:	82

Industry	2016 Share	2026 Share
334 Computer and Electronic Product Manufacturing	29.9%	27.0%
5413 Architectural and Engineering Services	18.4%	19.9%
333 Machinery Manufacturing	8.5%	8.7%
332 Fabricated Metal Product Manufacturing	5.8%	5.7%
551 Management of Companies and Enterprises	5.3%	5.7%
425 Wholesale Electronic Markets and Agents/Brokers	3.4%	3.5%

11-9051 Food Service Managers



Plan, direct, or coordinate activities of an organization or department that serves food and beverages. *Examples: Banquet Director; Restaurant Manager; Catering Manager*

Training Category: High School | < 5 yrs | none

2017 Average Wage:	\$27.96
2016 Estimated Employment:	1,671
2026 Projected Employment:	1,838
Growth Rate, 2016-2026:	10.0%
Annual Openings:	202

Industry	2016 Share	2026 Share
722 Food Services and Drinking Places	53.8%	54.5%
Self-employed Workers	30.8%	30.1%
5611 Office Administrative Services	3.0%	3.4%
6111 Elementary and Secondary Schools	3.0%	2.6%
551 Management of Companies and Enterprises	2.6%	2.6%
6113 Colleges and Universities	1.6%	1.6%

11-9061 Funeral Service Managers



Perform various tasks to arrange and direct funeral services, such as coordinating transportation of body to mortuary for embalming, interviewing family or other authorized person to arrange details, selecting pallbearers, procuring official for religious rites, and providing transportation for mourners. *Examples: Funeral Home Director. Funeral Home Manager*

Training Category: Associate | < 5 yrs | none

2017 Average Wage:	n/a
2016 Estimated Employment:	n
2026 Projected Employment:	n
Growth Rate, 2016-2026:	n
Annual Openings:	n

Industry	2016 Share	2026 Share
Self-employed Workers	n	n
812 Personal and Laundry Services	n	n

11-9071 Gaming Managers



Plan, direct, or coordinate gaming operations in a casino. May formulate house rules. *Examples: Casino Manager; Slot Operations Manager; Table Games Manager*

Training Category: High School | < 5 yrs | none

2017 Average Wage:	n/a
2016 Estimated Employment:	n
2026 Projected Employment:	n
Growth Rate, 2016-2026:	n
Annual Openings:	n

Industry	2016 Share	2026 Share
713 Amusement, Gambling, and Recreation	100.0%	100.0%

11-9081 Lodging Managers



Plan, direct, or coordinate activities of an organization or department that provides lodging and other accommodations. *Examples: Director of Housing; Innkeeper*

Training Category: High School | < 5 yrs | none

2017 Average Wage:	\$30.65
2016 Estimated Employment:	393
2026 Projected Employment:	408
Growth Rate, 2016-2026:	3.8%
Annual Openings:	42

Industry	2016 Share	2026 Share
721 Accommodation	71.8%	72.3%
Self-employed Workers	21.6%	20.8%
6113 Colleges and Universities	4.3%	4.4%
5613 Employment Services	n	n
623 Nursing and Residential Care Facilities	n	n

11-9111 Medical and Health Services Managers



Plan, direct, or coordinate medicine and health services in hospitals, clinics, managed care organizations, public health agencies, or similar organizations. *Examples: Director of Occupational Therapy; Medical Records Administrator; Public Health Administrator*

Training Category: Bachelor's | < 5 yrs | none

2017 Average Wage:	\$55.58
2016 Estimated Employment:	1,550
2026 Projected Employment:	1,840
Growth Rate, 2016-2026:	18.7%
Annual Openings:	158

Industry	2016 Share	2026 Share
622 Hospitals	35.7%	31.9%
621 Ambulatory Health Care Services	31.8%	37.7%
623 Nursing and Residential Care Facilities	13.0%	12.1%
551 Management of Companies and Enterprises	4.0%	3.7%
6113 Colleges and Universities	3.2%	2.8%
Local Government, Excluding Education	3.0%	2.6%

11-9121 Natural Sciences Managers



Plan, direct, or coordinate activities in such fields as life sciences, physical sciences, mathematics, statistics, and research and development in these fields. *Examples: Geophysical Manager; Research and Development Director; Wildlife Manager*

Training Category: Bachelor's | 5+ yrs | none

2017 Average Wage:	\$70.50
2016 Estimated Employment:	132
2026 Projected Employment:	147
Growth Rate, 2016-2026:	11.4%
Annual Openings:	13

Industry	2016 Share	2026 Share
Federal Government, Excluding Post Office	31.1%	28.6%
5417 Scientific Research and Development Services	28.8%	29.9%
334 Computer and Electronic Product Manufacturing	n	n
339 Miscellaneous Manufacturing	n	n
5413 Architectural and Engineering Services	n	n
813 Membership Organizations	n	n

11-9131 Postmasters and Mail Superintendents



Direct and coordinate operational, administrative, management, and supportive services of a U.S. post office; or coordinate activities of workers engaged in postal and related work in assigned post office. *Examples: Postal Supervisor, Postmaster*

Training Category: High School | < 5 yrs | Moderate OJT

2017 Average Wage:	\$35.27
2016 Estimated Employment:	163
2026 Projected Employment:	132
Growth Rate, 2016-2026:	-19.0%
Annual Openings:	7

Industry	2016 Share	2026 Share
4911 Postal Service	100.0%	100.0%

11-9141 Property, Real Estate, and Community Association Managers



Plan, direct, or coordinate selling, buying, leasing, or governance activities of commercial, industrial, or residential real estate properties. Include managers of homeowner and condominium associations, rented or leased housing units, buildings, or land (including rights-of-way). *Examples: Condominium Association Manager; Trailer Park Manager*

Training Category: High School | < 5 yrs | none

2017 Average Wage:	\$41.03
2016 Estimated Employment:	1,003
2026 Projected Employment:	1,106
Growth Rate, 2016-2026:	10.3%
Annual Openings:	89

Industry	2016 Share	2026 Share
531 Real Estate	44.0%	45.4%
Self-employed Workers	38.2%	36.8%
Local Government, Excluding Education	3.6%	3.4%
721 Accommodation	3.0%	2.9%
813 Membership Organizations	2.0%	2.0%
551 Management of Companies and Enterprises	1.9%	1.9%

11-9151 Social and Community Service Managers



Plan, organize, or coordinate the activities of a social service program or community outreach organization. Oversee the program or organization's budget and policies regarding participant involvement, program requirements, and benefits. Work may involve directing social workers, counselors, or probation officers. *Examples: Child Welfare Director; Youth Program Director; Director of Casework Services*

Training Category: Bachelor's | < 5 yrs | none

2017 Average Wage:	\$32.19
2016 Estimated Employment:	655
2026 Projected Employment:	774
Growth Rate, 2016-2026:	18.2%
Annual Openings:	73

Industry	2016 Share	2026 Share
624 Social Assistance	42.9%	43.9%
623 Nursing and Residential Care Facilities	14.4%	13.7%
621 Ambulatory Health Care Services	10.8%	11.5%
551 Management of Companies and Enterprises	6.9%	6.3%
Local Government, Excluding Education	6.4%	5.7%
813 Membership Organizations	6.1%	5.9%

11-9161 Emergency Management Directors



Plan and direct disaster response or crisis management activities, provide disaster preparedness training, and prepare emergency plans and procedures for natural (e.g., hurricanes, floods, earthquakes), wartime, or technological (e.g., nuclear power plant emergencies or hazardous materials spills) disasters or hostage situations. *Examples: Disaster Response Director; Emergency Preparedness Coordinator; Public Safety Director*

Training Category: Bachelor's | 5+ yrs | none

2017 Average Wage:	\$28.00
2016 Estimated Employment:	57
2026 Projected Employment:	60
Growth Rate, 2016-2026:	5.3%
Annual Openings:	4

Industry	2016 Share	2026 Share
State Government, excl. Education and Hospitals	38.6%	36.7%
Local Government, Excluding Education	36.8%	36.7%
5416 Management and Technical Consulting Services	n	n
551 Management of Companies and Enterprises	n	n
6113 Colleges and Universities	n	n
622 Hospitals	n	n

11-9199 Managers, All Other



All managers not listed separately. *Examples: City Clerk; Publisher; Communications Manager*

Training Category: Bachelor's | < 5 yrs | none

2017 Average Wage:	\$60.51
2016 Estimated Employment:	4,614
2026 Projected Employment:	4,967
Growth Rate, 2016-2026:	7.7%
Annual Openings:	366

Industry	2016 Share	2026 Share
Self-employed Workers	53.1%	53.2%
551 Management of Companies and Enterprises	4.8%	4.8%
622 Hospitals	4.1%	4.0%
334 Computer and Electronic Product Manufacturing	3.9%	3.3%
511 Publishing Industries (except Internet)	2.9%	2.6%
5415 Computer Systems Design and Related Services	2.6%	3.0%

13-1011 Agents and Business Managers of Artists, Performers, and Athletes



Represent and promote artists, performers, and athletes to prospective employers. May handle contract negotiation and other business matters for clients. *Examples: Booking Agent; Theatrical Agent; Boxing Promoter*

Training Category: Bachelor's | < 5 yrs | none

2017 Average Wage:	n/a
2016 Estimated Employment:	n
2026 Projected Employment:	n
Growth Rate, 2016-2026:	n
Annual Openings:	n

Industry	2016 Share	2026 Share
Self-employed Workers	n	n
512 Motion Picture and Sound Recording Industries	n	n
711 Performing Arts and Spectator Sports	n	n

13-1021 Buyers and Purchasing Agents, Farm Products



Purchase farm products either for further processing or resale. Include Christmas tree contractors, grain brokers and market operators, grain buyers, and tobacco buyers. *Examples: Cotton Broker; Livestock Buyer; Tobacco Buyer*

Training Category: Bachelor's | none | Moderate OJT

2017 Average Wage:	n/a
2016 Estimated Employment:	n
2026 Projected Employment:	n
Growth Rate, 2016-2026:	n
Annual Openings:	n

Industry	2016 Share	2026 Share
Self-employed Workers	n	n
311 Food Manufacturing	n	n
424 Merchant Wholesalers, Nondurable Goods	n	n
445 Food and Beverage Stores	n	n
5416 Management and Technical Consulting Services	n	n