# Wholesale Trade
## MSJC
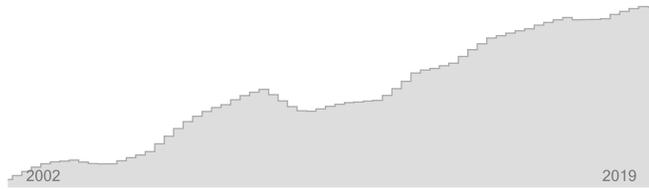
Industry Spotlight

# Wholesale Trade
## MSJC – 2019Q1

## EMPLOYMENT

2002        2019

# 2,224

Regional employment / **6,002,016** in the nation

# 3.3% ↑

Avg Ann % Change Last 10 Years / **-0.1%** in the U.S.

| | | |
|---|---|---|
| Region | | |
| Nation | | |

# 1.9%

% of Total Employment / **3.8%** in the U.S.

| | | |
|---|---|---|
| Region | | |
| Nation | | |

## WAGES

2002        2019

# $69,395

Avg Wages per Worker / **$77,141** in the nation

# 4.0% ↑

Avg Ann % Change Last 10 Years / **+2.3%** in the U.S.

| | | |
|---|---|---|
| Region | | |
| Nation | | |

## TOP OCCUPATION GROUPS

Sales and Related
**27.1%**

Transportation and Material Moving
**22.2%**

Office and Administrative Support
**22.0%**

Management
**7.3%**

Installation, Maintenance, and Repair
**6.5%**

All Others
**14.8%**
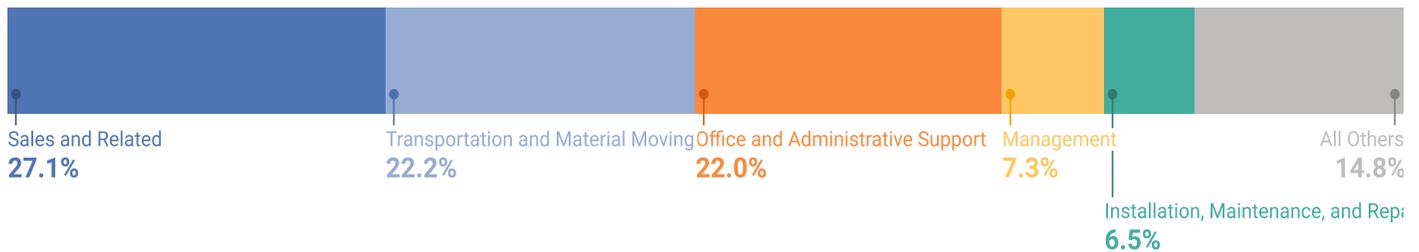
## TOP INDUSTRIES

Avg Ann % Change in Employment, Last 10 Years

# 16.3 % ↑
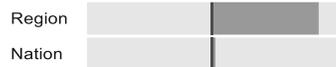
| | |
|---|---|
| Region | |
| Nation | |

Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers

# 4.3 % ↑

| | |
|---|---|
| Region | |
| Nation | |
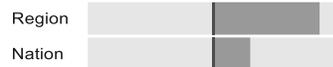
Drugs and Druggists' Sundries Merchant Wholesalers

# 0.5 % ↑

| | |
|---|---|
| Region | |
| Nation | |

Lumber and Other Construction Materials Merchant Wholesalers

JOBSeQ
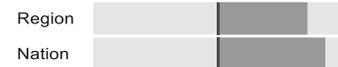
# Industry Snapshot

## EMPLOYMENT



2002                                    2019

## WAGES



2002                                    2019

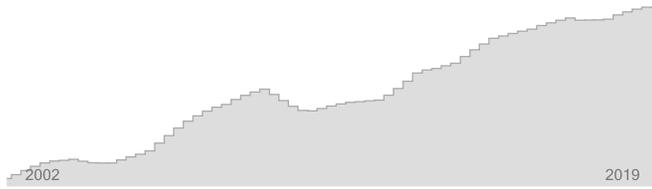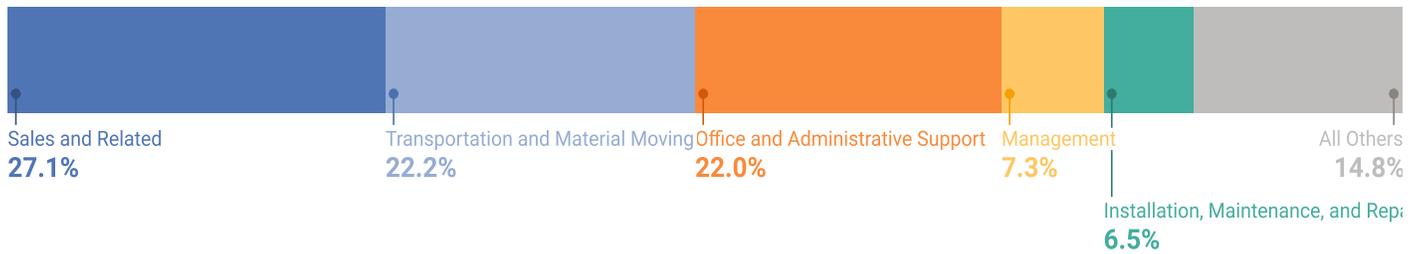| 4-Digit Industry | Empl | Avg Ann Wages | LQ | 5yr History | Annual Demand | Forecast Ann Growth |
|---|---|---|---|---|---|---|
| Motor Vehicle and Motor Vehicle Parts and Supplies Merchant Wholesalers | 475 | $51,492 | 1.84 | | 56 | 0.9% |
| Drugs and Druggists' Sundries Merchant Wholesalers | 200 | $97,349 | 1.16 | | 19 | -0.4% |
| Lumber and Other Construction Materials Merchant Wholesalers | 180 | $54,352 | 1.01 | | 21 | 0.9% |
| Grocery and Related Product Merchant Wholesalers | 173 | $132,135 | 0.30 | | 22 | 1.4% |
| Wholesale Electronic Markets and Agents and Brokers | 168 | $48,978 | 0.41 | | 20 | 1.7% |
| Miscellaneous Durable Goods Merchant Wholesalers | 146 | $45,282 | 0.59 | | 19 | 2.0% |
| Household Appliances and Electrical and Electronic Goods Merchant Wholesalers | 142 | $68,847 | 0.55 | | 15 | 0.4% |
| Miscellaneous Nondurable Goods Merchant Wholesalers | 134 | $49,742 | 0.52 | | 15 | 0.0% |
| Hardware, and Plumbing and Heating Equipment and Supplies Merchant Wholesalers | 122 | $66,528 | 0.60 | | 14 | 1.2% |
| Machinery, Equipment, and Supplies Merchant Wholesalers | 119 | $60,608 | 0.23 | | 13 | 0.9% |
| Remaining Component Industries | 367 | $56,609 | 0.30 | | 39 | 0.5% |
| **Wholesale Trade** | **2,224** | **$69,395** | **0.51** | | **252** | **0.8%** |

Employment is one of the broadest and most timely measures of a region's economy. Fluctuations in the number of jobs shed light on the health of an industry. A growing employment base creates more opportunities for regional residents and helps a region grow its population.

Since wages and salaries generally compose the majority of a household's income, the annual average wages of a region affect its average household income, housing market, quality of life, and other socioeconomic indicators.

# Staffing Pattern

| | |
|---|---|
| Sales and Related **27.1%** | Transportation and Material Moving **22.2%** | Office and Administrative Support **22.0%** | Management **7.3%** | All Others **14.8%** |

Installation, Maintenance, and Repair **6.5%**

| 6-digit Occupation | Empl | Avg Ann Wages | Annual Demand |
|---|---|---|---|
| Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products | 361 | $66,800 | 41 |
| Laborers and Freight, Stock, and Material Movers, Hand | 191 | $30,100 | 29 |
| Stock Clerks and Order Fillers | 94 | $28,400 | 13 |
| Light Truck or Delivery Services Drivers | 87 | $39,600 | 10 |
| Shipping, Receiving, and Traffic Clerks | 74 | $35,300 | 8 |
| First-Line Supervisors of Non-Retail Sales Workers | 73 | $64,700 | 8 |
| General and Operations Managers | 67 | $117,800 | 6 |
| Heavy and Tractor-Trailer Truck Drivers | 65 | $47,500 | 8 |
| Office Clerks, General | 60 | $35,100 | 7 |
| Customer Service Representatives | 59 | $37,600 | 8 |
| Remaining Component Occupations | 1,056 | $55,700 | 120 |
| **Total** | **2,224** | | |

The mix of occupations points to the ability of a region to support an industry and its flexibility to adapt to future demand. Industry wages are a component of the cost of labor for regional employers.

# Employment Distribution by Type

The table below shows the employment mix by ownership type for Wholesale Trade for the MSJC. Four of these ownership types — federal, state, and local government and the private sector — together constitute "Covered Employment" (employment covered by the Unemployment Insurance programs of the United States and reported via the Quarterly Census of Employment and Wages).

"Self-Employment" refers to unincorporated self-employment and represents workers whose primary job is self-employment (that is, these data do not include workers whose primary job is a wage-and-salary position that is supplemented with self-employment).
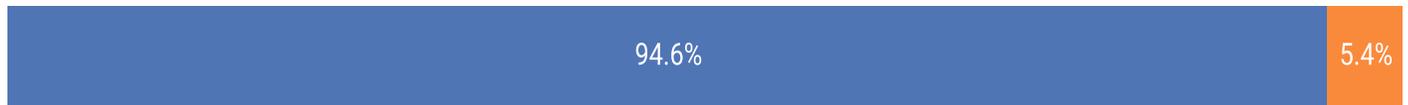
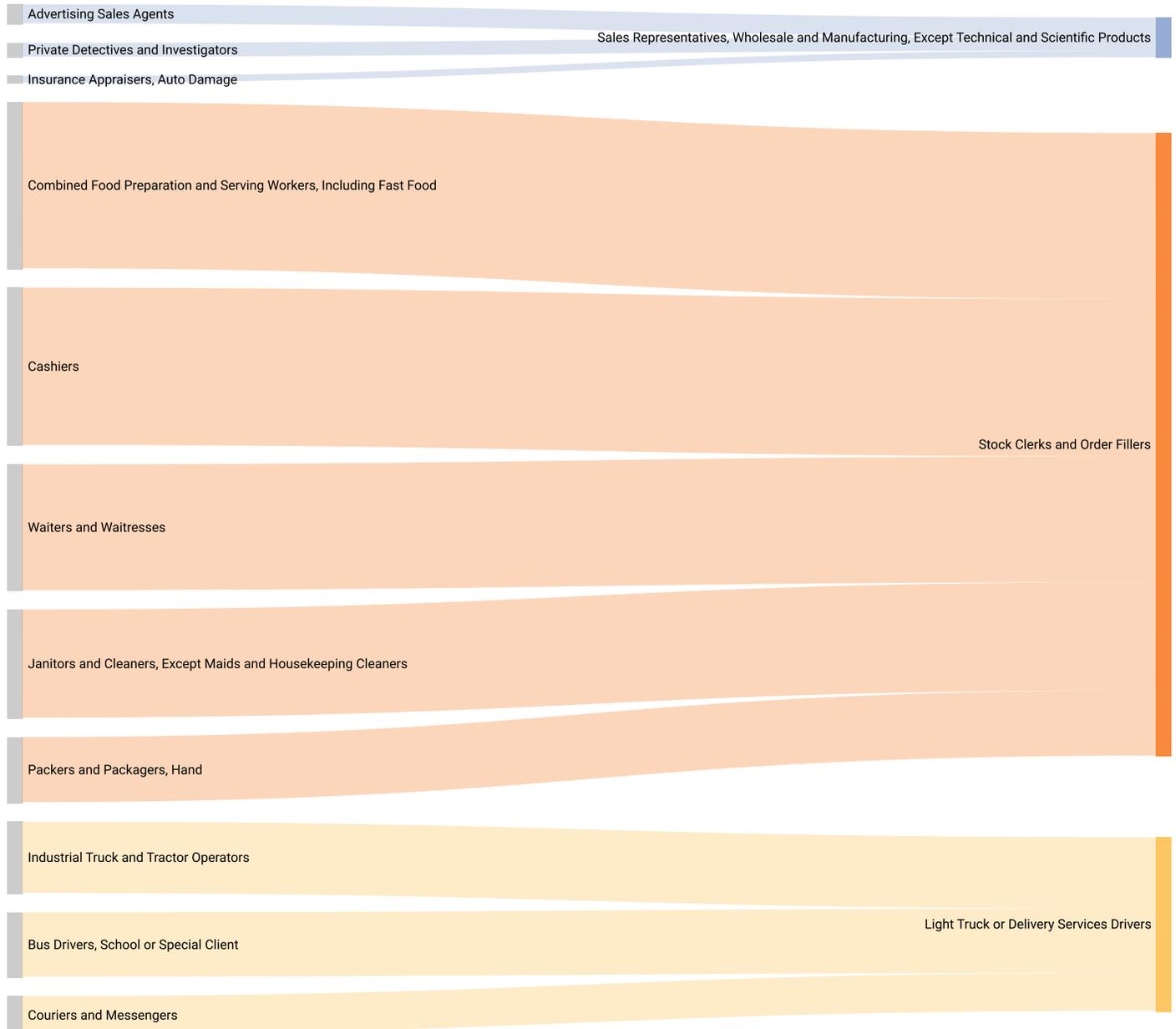| | 94.6% | 5.4% |
|---|---|---|

| | **Empl** | **%** |
|---|---|---|
| Private | 2,105 | 94.6% |
| Self-Employment | 119 | 5.4% |
| Other Non-Covered | 0 | 0.0% |

Source: JobsEQ®

Strong entrepreneurial activity is indicative of growing industries. Using self-employment as a proxy for entrepreneurs, a higher share of self-employed individuals within a regional industry points to future growth.

# Sector Strategy Pathways

Advertising Sales Agents

Private Detectives and Investigators

Insurance Appraisers, Auto Damage

Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products

Combined Food Preparation and Serving Workers, Including Fast Food

Cashiers

Stock Clerks and Order Fillers

Waiters and Waitresses

Janitors and Cleaners, Except Maids and Housekeeping Cleaners

Packers and Packagers, Hand

Industrial Truck and Tractor Operators

Light Truck or Delivery Services Drivers

Bus Drivers, School or Special Client

Couriers and Messengers

The graphics on this page illustrate relationships and potential movement (from left to right) between occupations that share similar skill sets. Developing career pathways as a strategy promotes industry employment growth and workforce engagement.

# Region Definition

**MSJC is defined as the following zip code tabulation areas:**

| | |
|---|---|
| ZCTA 92532 | ZCTA 92584 |
| ZCTA 92543 | ZCTA 92585 |
| ZCTA 92545 | ZCTA 92586 |
| ZCTA 92548 | ZCTA 92587 |
| ZCTA 92562 | ZCTA 92591 |
| ZCTA 92563 | ZCTA 92595 |
| ZCTA 92567 | ZCTA 92596 |
| ZCTA 92582 | |

# Data Notes

- Industry employment and wages (including total regional employment and wages) are as of 2019Q1 and are based upon BLS QCEW data, imputed by Chmura where necessary, and supplemented by additional sources including Census ZBP data. Employment forecasts are modeled by Chmura and are consistent with BLS national-level 10-year forecasts.
- Occupation employment is as of 2019Q1 and is based on industry employment and local staffing patterns calculated by Chmura and utilizing BLS OES data. Occupation wages are per the BLS OES data and are as of 2017.
- GDP is derived from BEA data and imputations by Chmura. Productivity (output per worker) is calculated by Chmura using industry employment and wages as well as GDP and BLS output data. Supply chain modeling including purchases by industry are developed by Chmura.
- Postsecondary awards are per the NCES and are for the 2016-2017 academic year.
- Establishment counts are per the BLS QCEW data.
- Figures may not sum due to rounding.

# FAQ

**What is (LQ) location quotient?**

Location quotient is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an industry (or occupation) as the nation. An LQ of 2.00 would mean the region has twice the expected employment compared to the nation and an LQ of 0.50 would mean the region has half the expected employment in comparison to the nation.

**What is annual demand?**

Annual demand is a of the sum of the annual projected growth demand and separation demand. Separation demand is the number of jobs required due to separations—labor force exits (including retirements) and turnover resulting from workers moving from one occupation into another. Note that separation demand does not include all turnover—it does not include when workers stay in the same occupation but switch employers. Growth demand is the increase or decrease of jobs expected due to expansion or contraction of the overall number of jobs.

**What is the difference between industry wages and occupation wages?**

Industry wages and occupation wages are estimated via separate data sets, often the time periods being reported do not align, and wages are defined slightly differently in the two systems (for example, certain bonuses are included in the industry wages but not the occupation wages). It is therefore common that estimates of the average industry wages and average occupation wages in a region do not match exactly.