

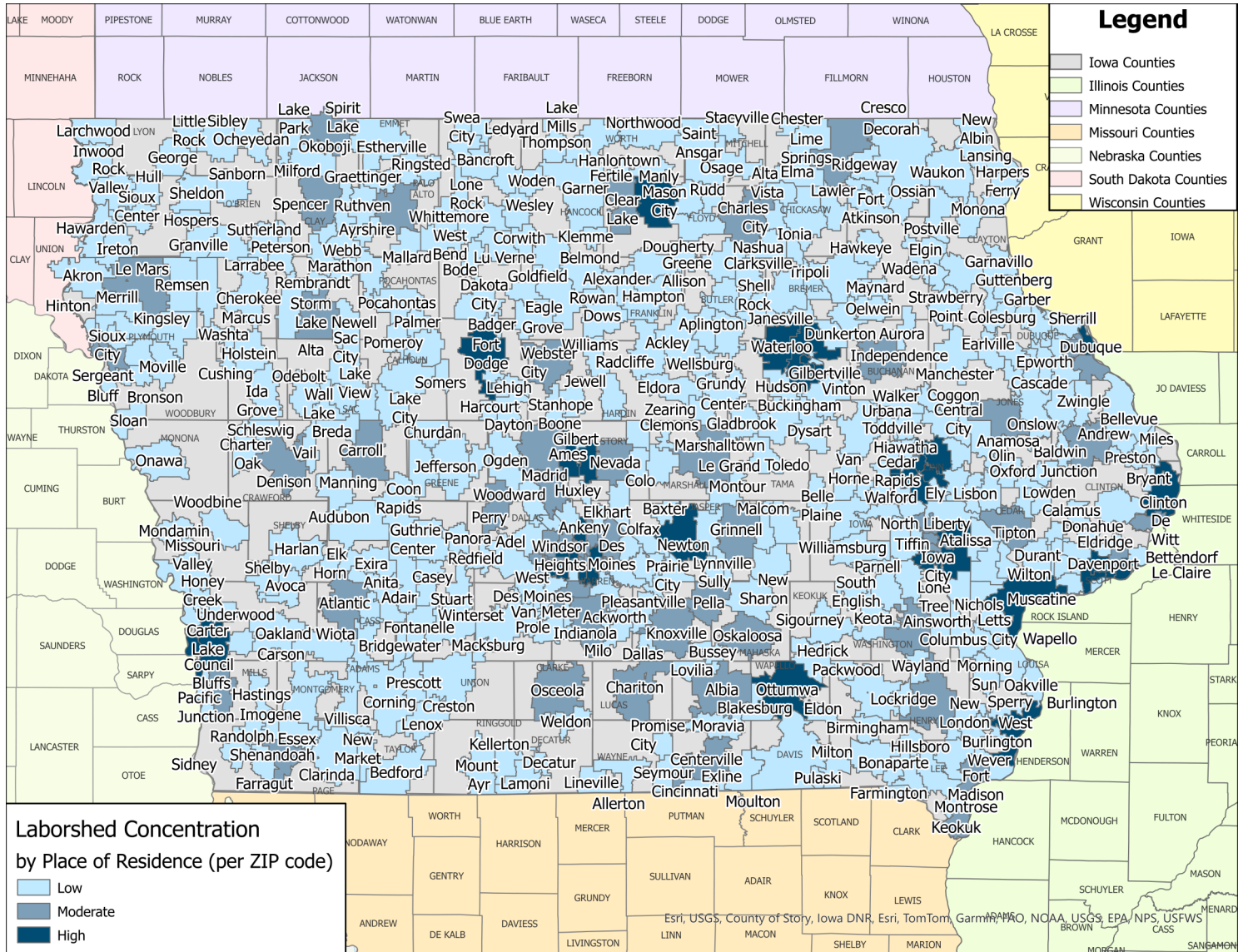
LABOR CHARACTERISTICS



WHOLESALE & RETAIL

STATEWIDE LABORSHED AREA

CONCENTRATION OF RESPONDENTS WITHIN THE LABORSHED AREA WITH TRANSFERABLE EXPERIENCE/SKILLS BY PLACE OF RESIDENCE



Workers who have transferable experience/skills in the industry are currently commuting an average of 13 miles one way for work. Those who are likely to change/accept employment are willing to commute an average of 24 miles one way for the right employment opportunity.

FOR MORE INFORMATION REGARDING THE STATEWIDE REGIONAL LABORSHED, CONTACT:



Iowa Workforce
Development
Economic Development

Iowa Workforce Development
Labor Market Information Division
1000 E. Grand Avenue, Des Moines, Iowa 50319
Phone: (515) 281-3035 | Email: laborshed.studies@iwd.iowa.gov
<https://workforce.iowa.gov/laborshed>

LABOR CHARACTERISTICS

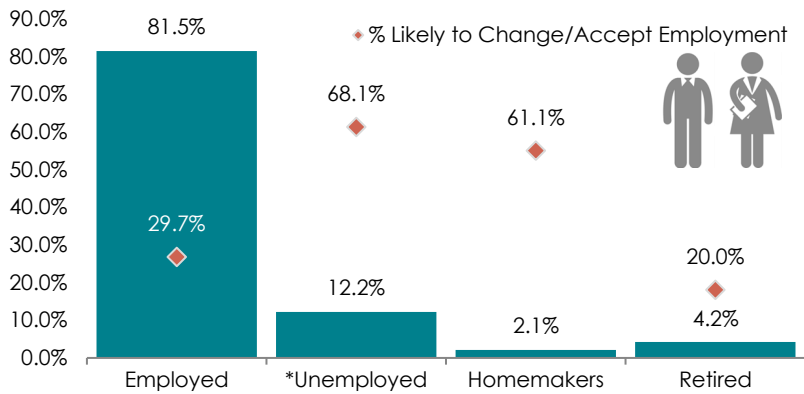


WHOLESALE & RETAIL

ESTIMATED AVAILABLE LABOR PER OCCUPATIONAL CATEGORY:

- Animal Caretakers - 0.5%
- Auto Service Technicians Mechanics - 3.3%
- Automotive Body and Related Repairers - 0.5%
- Bakers - 0.2%
- Bookkeeping, Accounting, and Auditing Clerks - 1.7%
- Business Operations Specialists, All Other - 1.9%
- Butchers - 0.3%
- Cashiers - 3.7%
- Cleaners of Vehicles and Equipment - 0.4%
- Coin, Vending, Amusement Machine Servicers - 0.1%
- Food Preparation and Serving Workers, Incl. Fast Food - 0.1%
- Cooks, Fast Food - 0.9%
- Cooks, Restaurant - 0.3%
- Counter/Rental Clerk - 0.2%
- Customer Service Representatives - 4.1%
- Dishwashers - 0.2%
- Driver/Sales Workers - 1%
- Electronic Home Entertainment Equipment Installers/Repairers - 0.1%
- Farm Equipment Mechanics and Service Techs - 0.5%
- Floral Designers - 0.1%
- Food Prep Workers - 0.4%
- Food Preparation and Serving, All Other - 0.2%
- Food Processing, Other - 0.1%
- General and Operations Managers - 13.4%
- Hairdressers, Hairstylists, and Cosmetologists - 0.9%
- Heavy and Tractor-Trailer Truck Drivers - 11.8%
- Industrial Truck and Tractor Operators - 0.9%
- Installation, Maintenance, and Repair Workers, All Other - 5.5%
- Interior Designers - 0.2%
- Janitors/Cleaners, Except Maids and Housekeeping Cleaners - 1.9%
- Laborers, Freight, Stock, and Material Movers, Hand - 3.1%
- Light Truck or Delivery Services Drivers - 1.6%
- Market Research Analysts Marketing Specialists - 1.1%
- Material Moving Workers, All Other - 0.1%
- Merchandise Displayers and Window Trimmers - 0.3%
- Motor Vehicle Operators, All Other - 0.1%
- Office Clerks, General - 1.4%
- Opticians, Dispensing - 0.1%
- Order Clerks - 0.1%
- Packaging and Filling Machine Operators and Tenders - 0.1%
- Packers and Packagers, Hand - 0.3%
- Parts Salespersons - 0.3%
- Pharm Technicians - 0.9%
- Pharmacists - 0.7%
- Pharmacy Aides - 0.2%
- Production Workers, All Other - 3.8%
- Production, Planning, and Expediting Clerks - 1.1%
- Retail Salespersons - 3.9%
- Sales and Related Workers, All Other - 1.4%
- Sales Managers - 4.1%
- Sales Reps Wholesale and Manufacturing, Technical and Scientific Products - 0.6%
- Sales Reps, Wholesale and Manufacturing, Except Technical and Scientific Products - 2.8%
- Security Guards - 1.2%
- Shipping, Receiving, and Traffic Clerks - 0.7%
- Stock Clerks/Order Fillers - 0.1%
- Supervisors of Food Preparation and Serving Workers - 0.9%
- Supervisors of Non-Retail Sales Workers - 0.1%
- Supervisors of Office and Administrative Support Workers - 4.6%
- Supervisors of Retail Sales Workers - 3.3%
- Supervisors of Transportation/Material-Moving Machine and Vehicle Operators - 0.1%
- Supervisors Production and Operating Workers - 1.8%
- Taxi Drivers/Chauffeurs - 0.1%
- Team Assemblers - 1.8%
- Tire Repairers/Changers - 0.2%
- Waiters and Waitresses - 1.1%
- Weighers, Measurers, Checkers, and Samplers, Recordkeeping - 0.1%
- Wholesale and Retail Buyers, Except Farm Products - 0.2%

ESTIMATED TOTAL BY EMPLOYMENT STATUS (PERCENTAGE):



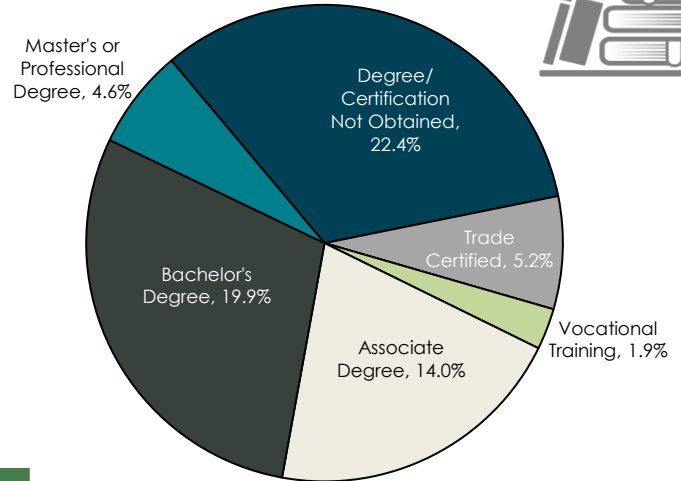
*Employment status is self-identified by the survey respondent. The unemployment percentage does not reflect the unemployment rate published by the U.S. Bureau of Labor Statistics, which applies a stricter definition.

EMPLOYMENT STATS:

- 58.7% paid an hourly wage
- 86.2% are/were employed full-time
- 13.8% are/were employed part-time
- 14.7% are/were self-employed
- 12.7% hold two or more jobs
- Currently working an average of 44 hours/week

EDUCATIONAL LEVEL:

(68.0% HAVE AN EDUCATION BEYOND HIGH SCHOOL)



UNDEREMPLOYMENT (ESTIMATED):

- Low hours - 1.9%
- Mismatch of skills - 9.2%
- Low income - 0.6%
- Total - 10.5%

(Individuals counted only once when estimating Total Underemployment.)

CURRENT BENEFITS:



DESIRED BENEFITS:



TOP JOB SEARCH RESOURCES:

(For those seeking employment opportunities, by use.)

- Internet - 79.8%
 - www.indeed.com
 - www.linkedin.com
 - [Company/Organization Websites](#)
- Networking through friends, family or acquaintances - 45.4%
- IowaWORKS Centers - 22.1%
- Private Employment Services - 15.8%



LABOR CHARACTERISTICS



WHOLESALE & RETAIL

OCCUPATION	OCCUPATIONAL CODE	MEAN WAGE	MEDIAN WAGE	MEAN SALARY	MEDIAN SALARY
Accountants and Auditors	13-2011	\$40.21	\$37.23	\$83,636.80	\$77,438.40
Automotive Service Technicians and Mechanics	49-3023	\$26.59	\$24.28	\$55,307.20	\$50,510.00
Baggage Porters and Bellhops	39-6011	\$14.72	\$14.98	\$30,617.60	\$31,150.00
Bakers	51-3011	\$17.87	\$17.89	\$37,169.60	\$37,210.00
Billing and Posting Clerks	43-3021	\$23.40	\$22.65	\$48,672.00	\$47,110.00
Bookkeeping, Accounting, and Auditing Clerks	43-3031	\$24.09	\$23.17	\$50,107.20	\$48,180.00
Business Operations Specialists, All Other	13-1199	\$41.73	\$38.69	\$86,798.40	\$80,475.20
Butchers and Meat Cutters	51-3021	\$18.49	\$18.15	\$38,459.20	\$37,750.00
Cargo and Freight Agents	43-5011	\$25.68	\$23.25	\$53,414.40	\$48,370.00
Cashiers	41-2011	\$14.52	\$13.93	\$30,201.60	\$28,970.00
Conveyor Operators and Tenders	53-7011	\$26.42	\$27.36	\$54,953.60	\$56,900.00
Counter and Rental Clerks	41-2021	\$20.65	\$18.73	\$42,952.00	\$38,960.00
Customer Service Representatives	43-4051	\$22.95	\$22.16	\$47,736.00	\$46,090.00
Driver/Sales Workers	53-3031	\$21.76	\$22.65	\$45,260.80	\$47,120.00
Executive Secretaries and Executive Administrative Assistants	43-6011	\$30.74	\$29.97	\$63,939.20	\$62,340.00
Financial Analysts	13-2051	\$47.34	\$44.41	\$98,467.20	\$92,372.80
Financial Managers	11-3031	\$71.99	\$64.10	\$149,739.20	\$133,328.00
First-Line Supervisors of Mechanics, Installers, and Repairers	49-1011	\$38.64	\$37.67	\$80,371.20	\$78,340.00
First-Line Supervisors of Office and Administrative Support Workers	43-1011	\$32.76	\$30.96	\$68,140.80	\$64,400.00
First-Line Supervisors of Retail Sales Workers	41-1011	\$24.50	\$22.41	\$50,960.00	\$46,610.00
Floral Designers	27-1023	\$17.68	\$16.99	\$36,774.40	\$35,340.00
General and Operations Managers	11-1021	\$51.34	\$42.16	\$106,787.20	\$87,692.80
Graphic Designers	27-1024	\$26.36	\$24.19	\$54,828.80	\$50,310.00
Heavy and Tractor-Trailer Truck Drivers	53-3032	\$28.88	\$27.92	\$60,070.40	\$58,070.00
Human Resources Managers	11-3121	\$66.21	\$60.76	\$137,716.80	\$126,380.80
Human Resources Specialists	13-1071	\$35.51	\$32.07	\$73,860.80	\$66,705.60
Industrial Truck and Tractor Operators	53-7051	\$23.50	\$22.88	\$48,880.00	\$47,590.00
Laborers and Freight, Stock, and Material Movers, Hand	53-7062	\$20.92	\$20.91	\$43,513.60	\$43,490.00
Light Truck or Delivery Services Drivers	53-3033	\$22.45	\$20.56	\$46,696.00	\$42,750.00
Logisticians	13-1081	\$39.66	\$37.86	\$82,492.80	\$78,748.80
Mail Clerks and Mail Machine Operators, Except Postal Service	43-9051	\$17.34	\$17.12	\$36,067.20	\$35,610.00
Maintenance and Repair Workers, General	49-9071	\$26.03	\$25.08	\$54,142.40	\$52,160.00
Management Analysts	13-1111	\$44.12	\$41.12	\$91,769.60	\$85,529.60
Managers, All Other	11-9199	\$64.87	\$61.58	\$134,929.60	\$128,086.40
Marketing Managers	11-2021	\$67.24	\$63.04	\$139,859.20	\$131,123.20
Material Moving Workers, All Other	53-7199	\$26.35	\$24.50	\$54,808.00	\$50,960.00
Merchandise Displayers and Window Trimmers	27-1026	\$20.31	\$19.08	\$42,244.80	\$39,680.00
Office and Administrative Support Workers, All Other	43-9199	\$25.14	\$24.86	\$52,291.20	\$51,700.00
Office Clerks, General	43-9061	\$21.67	\$21.30	\$45,073.60	\$44,310.00
Order Clerks	43-4151	\$22.25	\$21.63	\$46,280.00	\$44,980.00
Payroll and Timekeeping Clerks	43-3051	\$27.38	\$26.00	\$56,950.40	\$54,080.00
Procurement Clerks	43-3061	\$23.85	\$23.50	\$49,608.00	\$48,870.00
Production, Planning, and Expediting Clerks	43-5061	\$29.36	\$29.00	\$61,068.80	\$60,320.00
Receptionists and Information Clerks	43-4171	\$18.00	\$17.95	\$37,440.00	\$37,330.00
Retail Salespersons	41-2031	\$16.58	\$15.08	\$34,486.40	\$31,360.00
Sales and Related Workers, All Other	41-9099	\$18.52	\$16.95	\$38,521.60	\$35,250.00
Sales Managers	11-2022	\$71.02	\$64.43	\$147,721.60	\$134,014.40
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	41-4012	\$36.77	\$32.09	\$76,481.60	\$66,760.00
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	43-6014	\$22.01	\$21.71	\$45,780.80	\$45,150.00
Shipping, Receiving, and Traffic Clerks	43-5071	\$23.48	\$22.88	\$48,838.40	\$47,590.00
Switchboard Operators, Including Answering Service	43-2011	\$19.23	\$18.46	\$39,998.40	\$38,400.00
Transportation, Storage, and Distribution Managers	11-3071	\$51.80	\$47.60	\$107,744.00	\$99,008.00
Waiters and Waitresses	35-3031	\$12.95	\$10.10	\$26,936.00	\$21,000.00
Welders, Cutters, Solderers, and Brazers	51-4121	\$26.72	\$26.49	\$55,577.60	\$55,090.00

The 2025 Iowa Wage data for the Statewide Laborshed area was produced by the Labor Force & Occupational Analysis Bureau to provide communities local information on wages by occupation. Additional occupational wage and employment data for the Statewide Laborshed area can be found at workforce.iowa.gov/laborshed/data.

Balance of data compiled by Iowa Workforce Development using Laborshed data released in 2026.