

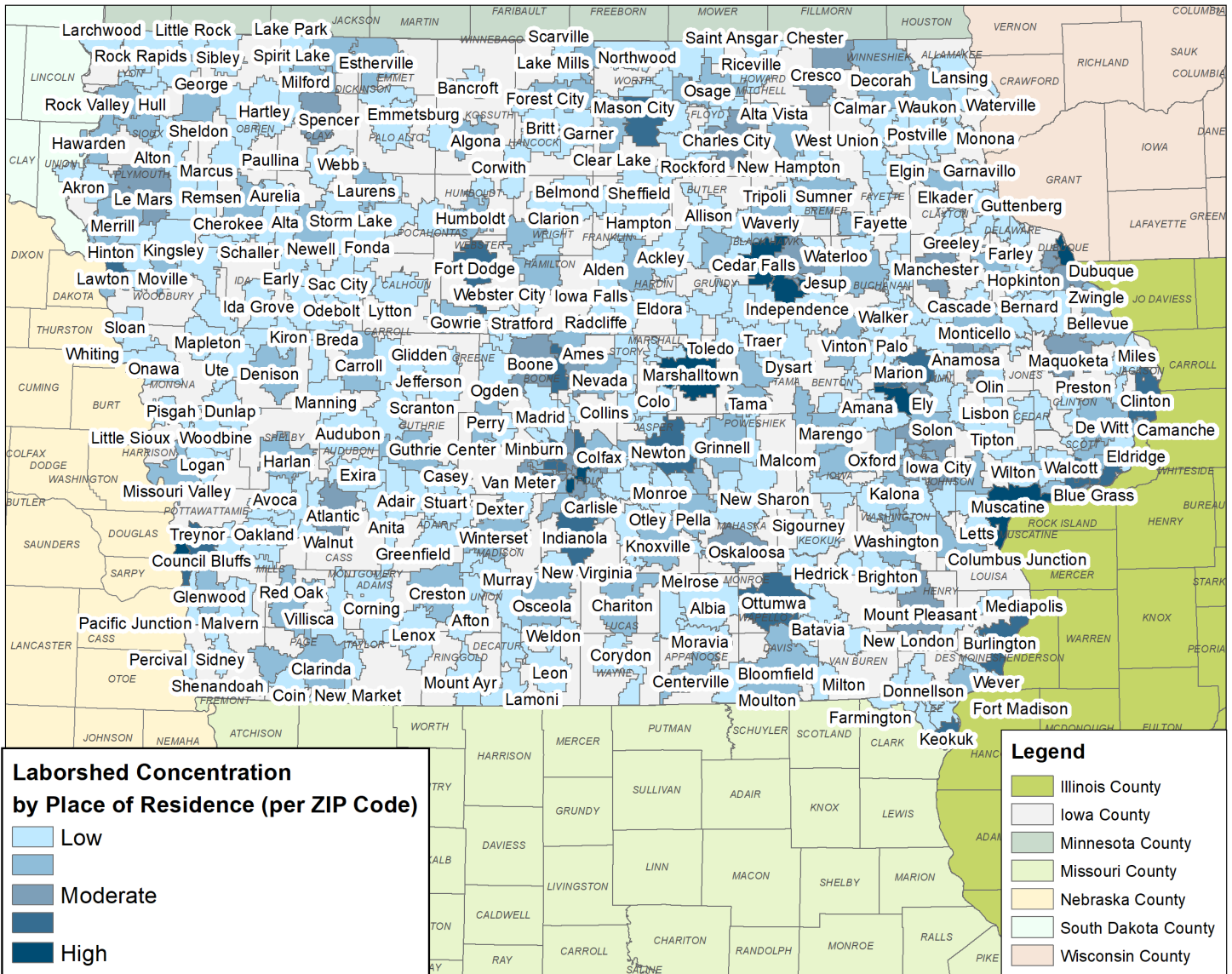
LABOR CHARACTERISTICS

WHOLESALE & RETAIL



STATE OF IOWA LABORSHED

**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 25 miles one way for the right employment opportunity.

FOR MORE INFORMATION REGARDING THE STATE OF IOWA REGIONAL LABORSHED, CONTACT:



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

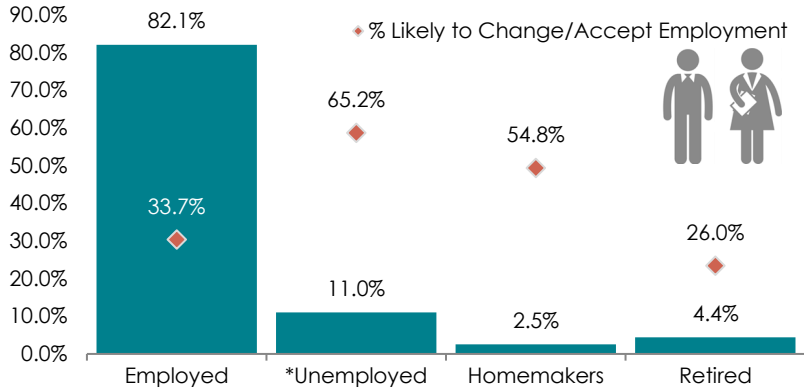


WHOLESALE & RETAIL

ESTIMATED AVAILABLE LABOR PER OCCUPATIONAL CATEGORY:

- Automotive Body and Related Repairers - 0.5%
- Automotive Service Technicians and Mechanics - 2.6%
- Bakers - 0.4%
- Bicycle Repairers - 0.1%
- Bookkeeping, Accounting, and Auditing Clerks - 3.1%
- Business Ops Specialists - 1.7%
- Butchers/Meat Cutters - 0.4%
- Cashiers - 2.9%
- Cleaners of Vehicles/Equipment - 0.4%
- Coin, Vending, and Amusement Machine Servicers and Repairers - 0.1%
- Computer, Automated Teller, Machine Repairers - 0.1%
- Cooks, Fast Food - 0.7%
- Cooks, Restaurant - 0.4%
- Cooks, Short Order - 0.2%
- Counter and Rental Clerks - 0.1%
- Customer Service Representatives - 4.6%
- Demonstrators/Product Promoters - 0.1%
- Dishwashers - 0.5%
- Driver/Sales Workers - 1.6%
- Electronic Home Entertainment Equipment Installers and Repairers - 0.1%
- Farm Equipment Mechanics and Service Technicians - 0.2%
- Financial Clerks - 0.1%
- Floral Designers - 0.2%
- Food Preparation Workers - 0.6%
- Food Process Workers - 0.1%
- General and Operations Managers - 8.1%
- Graders and Sorters, Ag. Products - 0.1%
- Hairdressers, Hairstylists, and Cosmetologists - 1.4%
- Heavy/Tractor-Trailer Drivers - 11.1%
- Home Appliance Repairers - 0.1%
- Industrial Truck /Tractor Operators - 1.3%
- Installation, Maintenance, and Repair Workers - 4.1%
- Interior Designers - 0.1%
- Janitors and Cleaners, Except Maids/Housekeepers - 1.9%
- Laborers and Freight, Stock, and Material Movers - 2.5%
- Light Truck/Delivery Drivers - 1.2%
- Market Research Analysts and Marketing Specialists - 1.3%
- Material Moving Workers - 0.2%
- Merchandise Displayers and Window Trimmers - 0.3%
- Motor Vehicle Operators, All Other - 0.1%
- Nonfarm Animal Caretakers - 0.5%
- Office Clerks, General - 1.9%
- Opticians, Dispensing - 0.1%
- Order Clerks - 0.2%
- Packaging and Filling Machine Operators and Tenders - 0.1%
- Packers and Packagers - 1%
- Parts Salespersons - 1.1%
- Pharmacists - 0.6%
- Pharmacy Aides - 0.1%
- Pharmacy Technicians - 0.8%
- Production Workers - 4.2%
- Production, Planning, and Expediting Clerks - 0.8%
- Recreational Vehicle Service Technicians - 0.2%
- Retail Salespersons - 3.7%
- Sales and Related Workers, All Other - 1%
- Sales Managers - 3.2%
- Sales Representatives, Except Tech./Scientific Products - 1.9%
- Sales Representatives, Tech/Scientific Products - 1.3%
- Security Guards - 1.1%
- Shipping, Receiving, and Traffic Clerks - 1%
- Supervisors of Food Preparation and Serving Workers - 1.7%
- Supervisors of Non-Retail Sales Workers - 0.2%
- Supervisors of Office and Admin Support Workers - 6.6%
- Supervisors of Production and Operating Workers - 2.5%
- Supervisors of Retail Sales Workers - 5%
- Supervisors of Transportation and Material-Moving Vehicle Operators - 0.1%
- Team Assemblers - 1.7%
- Tire Repairers/Changers - 0.2%
- Waiters and Waitresses - 1.7%
- Weighers, Measurers, Checkers, and Samplers, Recordkeeping - 0.2%
- Wholesale and Retail Buyers, Except Farm Products - 0.6%

ESTIMATED TOTAL BY EMPLOYMENT STATUS (PERCENTAGE):



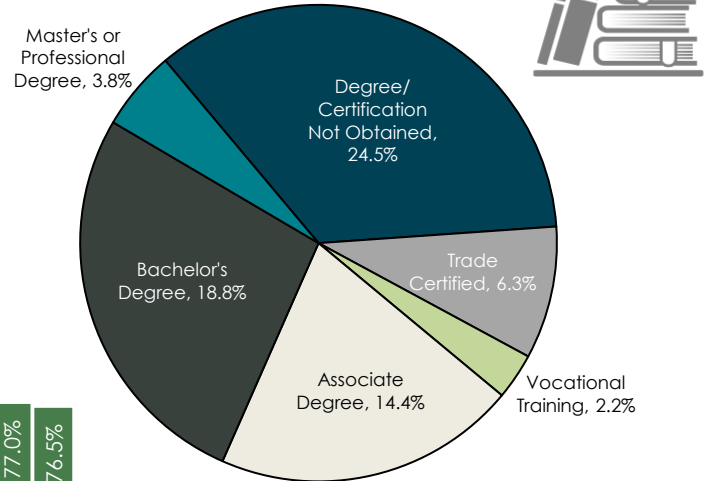
*Employment status is self-identified by the survey respondent. The unemployment percentage does not reflect the unemployment rate published by the U.S. Bureau of Labor Statistics, which applies a stricter definition.

EMPLOYMENT STATS:

- 58.5% paid an hourly wage
- 84.1% are/were employed full-time
- 15.9% are/were employed part-time
- 15.6% are/were self-employed
- 13.9% hold two or more jobs
- Currently working an average of 43 hours/week

EDUCATIONAL LEVEL:

(70.0% HAVE AN EDUCATION BEYOND HIGH SCHOOL)



UNDEREMPLOYMENT (ESTIMATED):

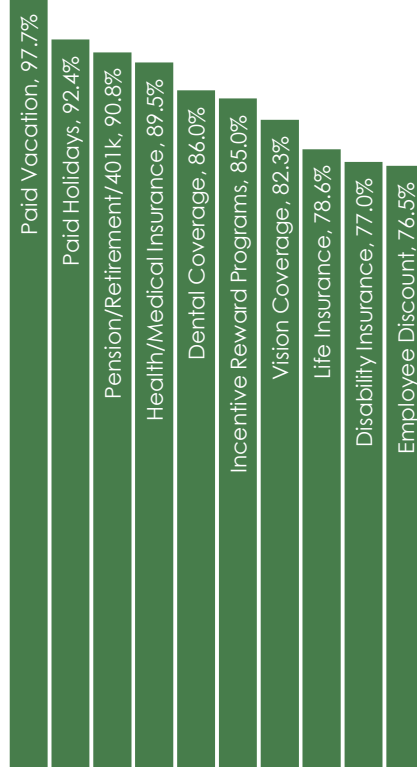
- Low hours - 2.7%
- Mismatch of skills - 8.9%
- Low income - 1.1%
- Total - 10.8%

(Individuals counted only once when estimating Total Underemployment.)

CURRENT BENEFITS:



DESIRED BENEFITS:



TOP JOB SEARCH RESOURCES:

(For those seeking employment opportunities, by use.)

- Internet - 82.6%
 - www.indeed.com
 - www.linkedin.com
 - Company/Organization Websites
 - www.facebook.com
- Networking through friends, family or acquaintances - 48.6%
- IowaWORKS Centers - 26.6%
- Private Employment Services - 17.8%



LABOR CHARACTERISTICS



WHOLESALE & RETAIL

OCCUPATION	OCCUPATIONAL CODE	MEAN WAGE	ENTRY WAGE	EXPERIENCED WAGE	MEDIAN WAGE	MEAN ANNUAL SALARY
Accountants and Auditors	13-2011	\$34.68	\$23.08	\$40.48	\$30.74	\$72,133
Automotive Body and Related Repairers	49-3021	\$24.78	\$17.91	\$28.22	\$23.52	\$51,552
Automotive Service Technicians and Mechanics	49-3023	\$22.49	\$14.94	\$26.27	\$21.55	\$46,783
Bakers	51-3011	\$14.54	\$10.97	\$16.32	\$14.60	\$30,235
Bookkeeping, Accounting, and Auditing Clerks	43-3031	\$21.62	\$14.69	\$25.09	\$21.16	\$44,974
Business Operations Specialists, All Other	13-1199	\$31.51	\$18.98	\$37.78	\$29.92	\$65,542
Butchers and Meat Cutters	51-3021	\$15.18	\$12.70	\$16.42	\$14.25	\$31,570
Cashiers	41-2011	\$12.93	\$10.35	\$14.22	\$13.03	\$26,899
Chefs and Head Cooks	35-1011	\$24.37	\$15.70	\$28.70	\$21.65	\$50,686
Chief Executives	11-1011	\$89.57	\$27.86	\$120.42	\$71.13	\$186,300
Computer and Information Systems Managers	11-3021	\$64.07	\$44.11	\$74.06	\$62.24	\$133,276
Control and Valve Installers and Repairers, Except Mechanical Door	49-9012	\$36.42	\$24.78	\$42.24	\$37.81	\$75,745
Cooks, Fast Food	35-2011	\$12.80	\$10.11	\$14.14	\$12.92	\$26,616
Cooks, Short Order	35-2015	\$12.45	\$9.12	\$14.12	\$12.80	\$25,905
Counter and Rental Clerks	41-2021	\$14.55	\$10.77	\$16.44	\$12.92	\$30,262
Customer Service Representatives	43-4051	\$19.91	\$13.77	\$22.99	\$18.68	\$41,421
Dishwashers	35-9021	\$12.12	\$9.41	\$13.48	\$11.91	\$25,219
Driver/Sales Workers	53-3031	\$16.02	\$8.77	\$19.65	\$14.61	\$33,327
Farm Equipment Mechanics and Service Technicians	49-3041	\$25.90	\$19.78	\$28.96	\$24.18	\$53,871
Farmers, Ranchers, and Other Agricultural Managers	11-9013	\$47.84	\$21.15	\$61.18	\$43.02	\$99,506
Financial Managers	11-3031	\$63.02	\$36.72	\$76.17	\$58.12	\$131,078
First-Line Supervisors of Food Preparation and Serving Workers	35-1012	\$18.66	\$13.25	\$21.36	\$17.38	\$38,806
First-Line Supervisors of Office and Administrative Support Workers	43-1011	\$28.88	\$18.78	\$33.93	\$27.32	\$60,061
First-Line Supervisors of Production and Operating Workers	51-1011	\$31.10	\$21.51	\$35.89	\$29.85	\$64,682
First-Line Supervisors of Retail Sales Workers	41-1011	\$21.84	\$14.49	\$25.51	\$18.87	\$45,417
Floral Designers	27-1023	\$14.16	\$10.50	\$15.99	\$13.37	\$29,453
Food Preparation Workers	35-2021	\$12.38	\$9.67	\$13.73	\$11.76	\$25,742
Food Service Managers	11-9051	\$31.56	\$20.55	\$37.06	\$29.78	\$65,640
General and Operations Managers	11-1021	\$43.74	\$20.41	\$55.41	\$36.69	\$90,984
Hairdressers, Hairstylists, and Cosmetologists	39-5012	\$16.55	\$10.83	\$19.41	\$13.33	\$34,423
Heavy and Tractor-Trailer Truck Drivers	53-3032	\$24.99	\$17.70	\$28.64	\$23.21	\$51,986
Human Resources Managers	11-3121	\$57.40	\$36.37	\$67.91	\$52.35	\$119,383
Human Resources Specialists	13-1071	\$31.00	\$19.95	\$36.53	\$28.99	\$64,485
Industrial Production Managers	11-3051	\$50.93	\$34.09	\$59.34	\$47.78	\$105,930
Industrial Truck and Tractor Operators	53-7051	\$20.55	\$17.02	\$22.32	\$19.75	\$42,750
Inspectors, Testers, Sorters, Samplers, and Weighers	51-9061	\$21.83	\$16.76	\$24.36	\$21.00	\$45,399
Installation, Maintenance, and Repair Workers, All Other	49-9099	\$20.75	\$14.78	\$23.73	\$19.56	\$43,159
Laborers and Freight, Stock, and Material Movers, Hand	53-7062	\$18.56	\$14.01	\$20.83	\$18.34	\$38,598
Light Truck or Delivery Services Drivers	53-3033	\$20.24	\$12.36	\$24.18	\$18.24	\$42,104
Logisticians	13-1081	\$36.97	\$23.81	\$43.56	\$38.49	\$76,903
Management Analysts	13-1111	\$42.98	\$27.54	\$50.70	\$39.21	\$89,394
Managers, All Other	11-9199	\$59.22	\$35.25	\$71.21	\$52.55	\$123,176
Marketing Managers	11-2021	\$62.59	\$38.87	\$74.44	\$61.07	\$130,179
Material Moving Workers, All Other	53-7199	\$19.92	\$15.55	\$22.11	\$17.04	\$41,435
Merchandise Displayers and Window Trimmers	27-1026	\$17.35	\$13.91	\$19.07	\$16.75	\$36,085
Office Clerks, General	43-9061	\$19.07	\$13.17	\$22.01	\$18.29	\$39,659
Order Clerks	43-4151	\$19.49	\$15.00	\$21.74	\$18.81	\$40,540
Payroll and Timekeeping Clerks	43-3051	\$24.89	\$19.05	\$27.80	\$24.24	\$51,765
Production Workers, All Other	51-9199	\$18.55	\$13.36	\$21.15	\$18.36	\$38,590
Production, Planning, and Expediting Clerks	43-5061	\$26.08	\$18.97	\$29.63	\$24.46	\$54,243
Real Estate Sales Agents	41-9022	\$33.22	\$20.03	\$39.81	\$28.69	\$69,096
Retail Salespersons	41-2031	\$15.61	\$10.77	\$18.03	\$13.85	\$32,472
Sales and Related Workers, All Other	41-9099	\$19.59	\$13.11	\$22.82	\$17.78	\$40,742
Sales Managers	11-2022	\$65.47	\$38.03	\$79.19	\$60.70	\$136,178
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	41-4012	\$36.64	\$19.96	\$44.98	\$30.50	\$76,216
Securities, Commodities, and Financial Services Sales Agents	41-3031	\$34.90	\$18.82	\$42.95	\$27.44	\$72,600
Shipping, Receiving, and Traffic Clerks	43-5071	\$19.64	\$14.78	\$22.07	\$18.83	\$40,855
Transportation, Storage, and Distribution Managers	11-3071	\$44.85	\$29.16	\$52.69	\$40.87	\$93,283
Waiters and Waitresses	35-3031	\$12.77	\$8.63	\$14.84	\$10.49	\$26,560

The 2023 statewide wage data was produced by the Labor Force & Occupational Analysis Bureau. The source of the wage and employment data is based on the May 2022 OEWS estimates. Additional occupational wage and employment data can be found at <https://workforce.iowa.gov/iawr>.