

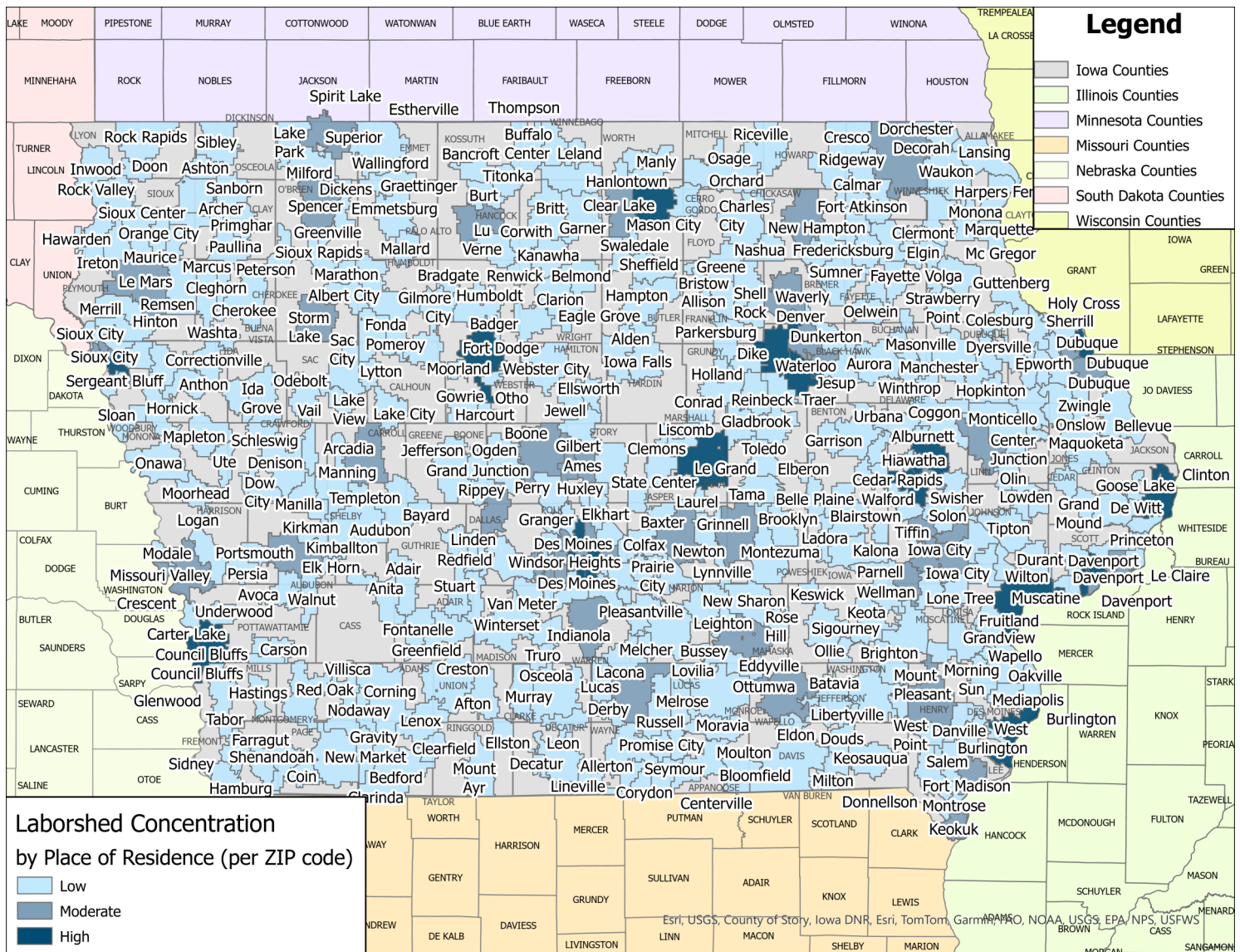
LABOR CHARACTERISTICS

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 23 miles one way for the right employment opportunity.

FOR MORE INFORMATION REGARDING THE STATEWIDE 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

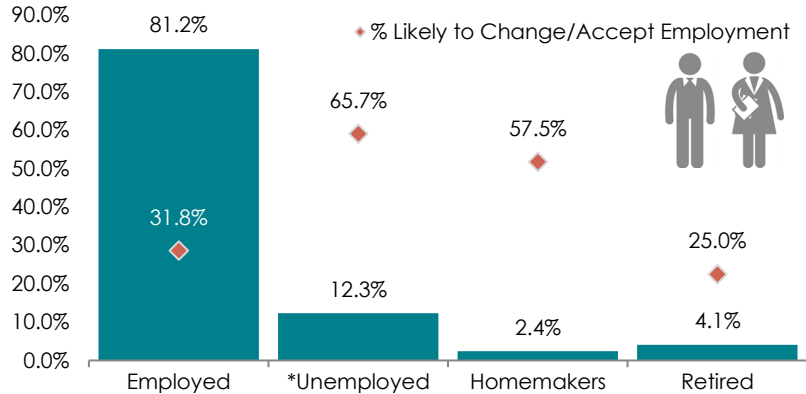


WHOLESALE & RETAIL

ESTIMATED AVAILABLE LABOR PER OCCUPATIONAL CATEGORY:

- Automotive Body and Related Repairers - 0.3%
- Automotive Service Technicians and Mechanics - 3.5%
- Bakers - 0.1%
- Bookkeeping, Accounting, and Auditing Clerks - 2.3%
- Business Operations Specialists, All Other - 2.3%
- Butchers and Meat Cutters - 0.2%
- Cashiers - 4.4%
- Cleaners of Vehicles and Equipment - 0.4%
- Computer User Support Specialists - 0.1%
- Conveyor Operators and Tenders - 0.1%
- Cooks, Fast Food - 1%
- Cooks, Restaurant - 0.4%
- Cooks, Short Order - 0.2%
- Counter and Rental Clerks - 0.2%
- Customer Service Representatives - 4.3%
- Dishwashers - 0.4%
- Driver/Sales Workers - 1.3%
- Farm Equipment Mechanics and Service Technicians - 0.4%
- Financial Clerks, All Other - 0.1%
- First-Line Supervisors of Food Preparation and Serving Workers - 1.2%
- First-Line Supervisors of Non-Retail Sales Workers - 0.1%
- First-Line Supervisors of Office and Administrative Support Workers - 4%
- First-Line Supervisors of Production and Operating Workers - 3.2%
- First-Line Supervisors of Retail Sales Workers - 5.1%
- Floral Designers - 0.1%
- Food Preparation and Serving Related Workers, All Other - 0.2%
- Food Preparation Workers - 0.5%
- General and Operations Managers - 5.4%
- Hairdressers, Hairstylists, and Cosmetologists - 1.1%
- Heavy and Tractor-Trailer Truck Drivers - 10.6%
- Industrial Truck and Tractor Operators - 1.4%
- Installation, Maintenance, and Repair Workers, All Other - 5.9%
- Interior Designers - 0.2%
- Janitors and Cleaners, Except Maids and Housekeeping Cleaners - 2.7%
- Laborers and Freight, Stock, and Material Movers, Hand - 3.7%
- Light Truck or Delivery Services Drivers - 1.6%
- Market Research Analysts and Marketing Specialists - 0.8%
- Material Moving Workers, All Other - 0.1%
- Merchandise Displayers and Window Trimmers - 0.7%
- Motor Vehicle Operators, All Other - 0.1%
- Nonfarm Animal Caretakers - 0.4%
- Office Clerks, General - 1.5%
- Opticians, Dispensing - 0.1%
- Packaging and Filling Machine Operators and Tenders - 0.1%
- Packers and Packagers, Hand - 0.8%
- Parts Salespersons - 0.4%
- Pharmacists - 0.5%
- Pharmacy Aides - 0.1%
- Pharmacy Technicians - 0.5%
- Production Workers, All Other - 3.8%
- Production, Planning, and Expediting Clerks - 0.6%
- Retail Salespersons - 3.9%
- Sales and Related Workers, All Other - 2.2%
- Sales Managers - 4%
- Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products - 2.7%
- Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products - 0.6%
- Security Guards - 1.3%
- Shipping, Receiving, and Traffic Clerks - 0.9%
- Team Assemblers - 2.2%
- Tire Repairers and Changers - 0.1%
- Waiters and Waitresses - 2%
- Weighers, Measurers, Checkers, and Samplers, Recordkeeping - 0.1%
- Wholesale and Retail Buyers, Except Farm Products - 0.5%

ESTIMATED TOTAL BY EMPLOYMENT STATUS (PERCENTAGE):



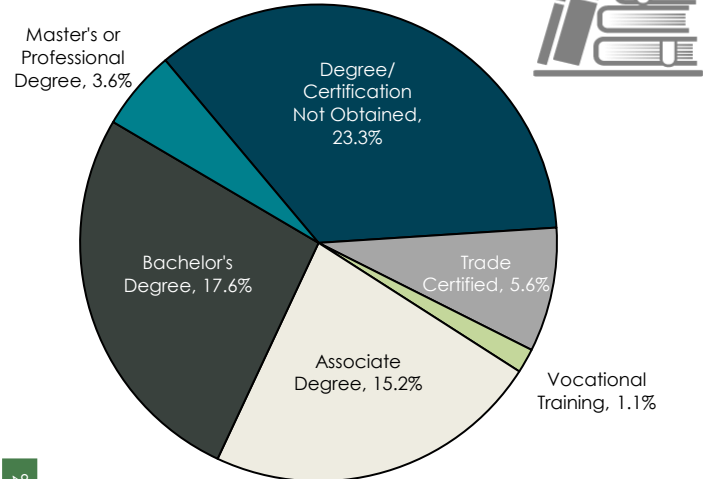
*Employment status is self-identified by the survey respondent. The unemployment percentage does not reflect the unemployment rate published by the U.S. Bureau of Labor Statistics, which applies a stricter definition.

EMPLOYMENT STATS:

- 63.9% paid an hourly wage
- 84.8% are/were employed full-time
- 15.2% are/were employed part-time
- 12.5% are/were self-employed
- 14.6% hold two or more jobs
- Currently working an average of 43 hours/week

EDUCATIONAL LEVEL:

(66.4% HAVE AN EDUCATION BEYOND HIGH SCHOOL)

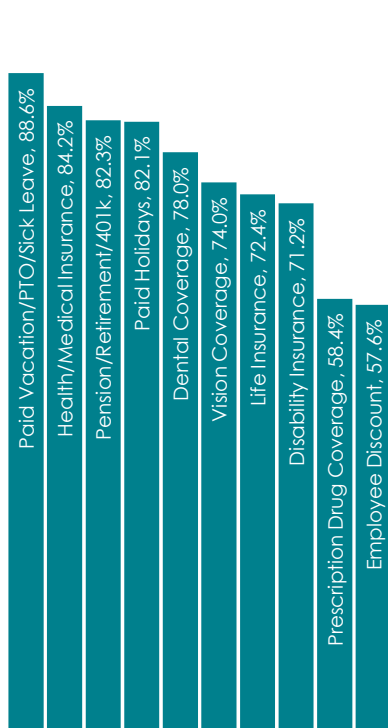


UNDEREMPLOYMENT (ESTIMATED):

- Low hours - 2.2%
- Mismatch of skills - 10.0%
- Low income - 0.5%
- Total - 11.5%

(Individuals counted only once when estimating Total Underemployment.)

CURRENT BENEFITS:



DESIRED BENEFITS:



TOP JOB SEARCH RESOURCES:

(For those seeking employment opportunities, by use.)

- Internet - 79.9%
 - www.indeed.com
 - www.linkedin.com
 - www.ziprecruiter.com
- Networking through friends, family or acquaintances - 43.7%
- IowaWORKS Centers - 20.6%
- Private Employment Services - 11.9%



LABOR CHARACTERISTICS



WHOLESALE & RETAIL

OCCUPATION	OCCUPATIONAL CODE	MEAN WAGE	MEDIAN WAGE	MEAN SALARY	MEDIAN SALARY
Accountants and Auditors	13-2011	\$38.72	\$35.72	\$80,540.00	\$74,290.00
Business Operations Specialists, All Other	13-1199	\$39.77	\$37.97	\$82,720.00	\$78,970.00
Butchers and Meat Cutters	51-3021	\$17.59	\$17.60	\$36,580.00	\$36,600.00
Cargo and Freight Agents	43-5011	\$23.83	\$22.17	\$49,570.00	\$46,120.00
Cashiers	41-2011	\$14.15	\$13.84	\$29,440.00	\$28,780.00
Conveyor Operators and Tenders	53-7011	\$24.62	\$22.94	\$51,210.00	\$47,720.00
Cost Estimators	13-1051	\$37.31	\$36.68	\$77,600.00	\$76,290.00
Counter and Rental Clerks	41-2021	\$18.54	\$17.33	\$38,570.00	\$36,050.00
Customer Service Representatives	43-4051	\$22.19	\$21.63	\$46,160.00	\$44,990.00
Driver/Sales Workers	53-3031	\$19.35	\$18.80	\$40,250.00	\$39,110.00
Farm Equipment Mechanics and Service Technicians	49-3041	\$27.84	\$27.99	\$57,910.00	\$58,220.00
Farmworkers and Laborers, Crop, Nursery, and Greenhouse	45-2092	\$17.13	\$16.32	\$35,630.00	\$33,950.00
First-Line Supervisors of Food Preparation and Serving Workers	35-1012	\$20.22	\$18.42	\$42,060.00	\$38,320.00
First-Line Supervisors of Office and Administrative Support Workers	43-1011	\$31.17	\$29.80	\$64,830.00	\$61,970.00
First-Line Supervisors of Production and Operating Workers	51-1011	\$34.45	\$34.20	\$71,650.00	\$71,140.00
First-Line Supervisors of Retail Sales Workers	41-1011	\$24.14	\$21.82	\$50,220.00	\$45,390.00
Floral Designers	27-1023	\$15.02	\$13.96	\$31,230.00	\$29,030.00
Food Batchmakers	51-3092	\$23.90	\$23.46	\$49,700.00	\$48,790.00
Food Preparation and Serving Related Workers, All Other	35-9099	\$15.77	\$16.05	\$32,810.00	\$33,390.00
Food Preparation Workers	35-2021	\$14.40	\$14.35	\$29,950.00	\$29,840.00
Food Service Managers	11-9051	\$34.93	\$31.54	\$72,650.00	\$65,600.00
Heavy and Tractor-Trailer Truck Drivers	53-3032	\$28.05	\$26.48	\$58,350.00	\$55,080.00
Human Resources Managers	11-3121	\$63.53	\$58.75	\$132,140.00	\$122,200.00
Human Resources Specialists	13-1071	\$34.45	\$31.21	\$71,660.00	\$64,920.00
Industrial Production Managers	11-3051	\$55.28	\$50.44	\$114,980.00	\$104,920.00
Industrial Truck and Tractor Operators	53-7051	\$22.85	\$22.57	\$47,530.00	\$46,950.00
Inspectors, Testers, Sorters, Samplers, and Weighers	51-9061	\$24.87	\$23.53	\$51,740.00	\$48,940.00
Jewelers and Precious Stone and Metal Workers	51-9071	\$25.98	\$24.49	\$54,040.00	\$50,940.00
Laborers and Freight, Stock, and Material Movers, Hand	53-7062	\$20.53	\$20.85	\$42,710.00	\$43,370.00
Light Truck or Delivery Services Drivers	53-3033	\$22.54	\$21.11	\$46,890.00	\$43,910.00
Logisticians	13-1081	\$39.91	\$38.33	\$83,000.00	\$79,730.00
Maintenance and Repair Workers, General	49-9071	\$25.37	\$24.65	\$52,760.00	\$51,270.00
Management Analysts	13-1111	\$42.71	\$39.53	\$88,840.00	\$82,230.00
Material Moving Workers, All Other	53-7199	\$26.42	\$23.20	\$54,960.00	\$48,250.00
Merchandise Displayers and Window Trimmers	27-1026	\$18.84	\$17.71	\$39,190.00	\$36,830.00
Office and Administrative Support Workers, All Other	43-9199	\$25.27	\$23.80	\$52,560.00	\$49,500.00
Office Clerks, General	43-9061	\$20.83	\$20.29	\$43,330.00	\$42,200.00
Order Clerks	43-4151	\$20.84	\$20.09	\$43,360.00	\$41,790.00
Payroll and Timekeeping Clerks	43-3051	\$27.06	\$24.03	\$56,290.00	\$49,990.00
Procurement Clerks	43-3061	\$23.20	\$22.83	\$48,260.00	\$47,490.00
Production Workers, All Other	51-9199	\$21.22	\$22.30	\$44,130.00	\$46,380.00
Production, Planning, and Expediting Clerks	43-5061	\$28.92	\$27.32	\$60,150.00	\$56,830.00
Receptionists and Information Clerks	43-4171	\$17.30	\$17.18	\$35,980.00	\$35,730.00
Retail Salespersons	41-2031	\$16.43	\$14.44	\$34,170.00	\$30,030.00
Sales and Related Workers, All Other	41-9099	\$22.93	\$19.45	\$47,700.00	\$40,450.00
Sales Managers	11-2022	\$67.53	\$61.54	\$140,470.00	\$128,010.00
Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	41-3091	\$33.26	\$29.20	\$69,190.00	\$60,740.00
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	41-4012	\$37.20	\$30.95	\$77,370.00	\$64,380.00
Shipping, Receiving, and Traffic Clerks	43-5071	\$22.69	\$22.51	\$47,200.00	\$46,830.00
Stockers and Order Fillers	53-7065	\$18.61	\$17.97	\$38,710.00	\$37,370.00
Transportation, Storage, and Distribution Managers	11-3071	\$49.83	\$45.97	\$103,650.00	\$95,620.00

The 2024 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. For more information regarding the 2024 OEWS estimates visit: bls.gov/oes/2024/may/oes_tec.htm

Balance of data compiled by Iowa Workforce Development using Laborshed data released in 2025.