



Retail Trade

MSJC

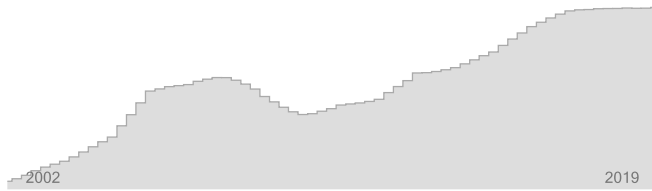


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Retail Trade
MSJC – 2019Q1

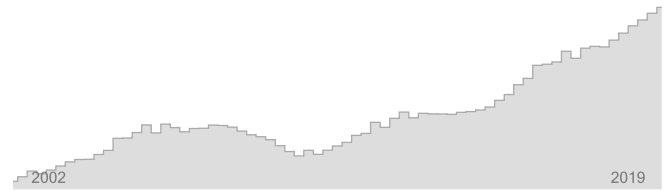
EMPLOYMENT



20,031

Regional employment / 16,547,134 in the nation

WAGES

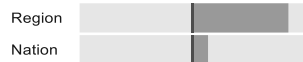


\$33,049

Avg Wages per Worker / \$32,636 in the nation

2.3% ↑

Avg Ann % Change Last 10 Years / +0.4% in the U.S.



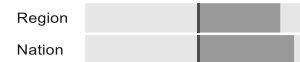
17.5%

% of Total Employment / 10.5% in the U.S.

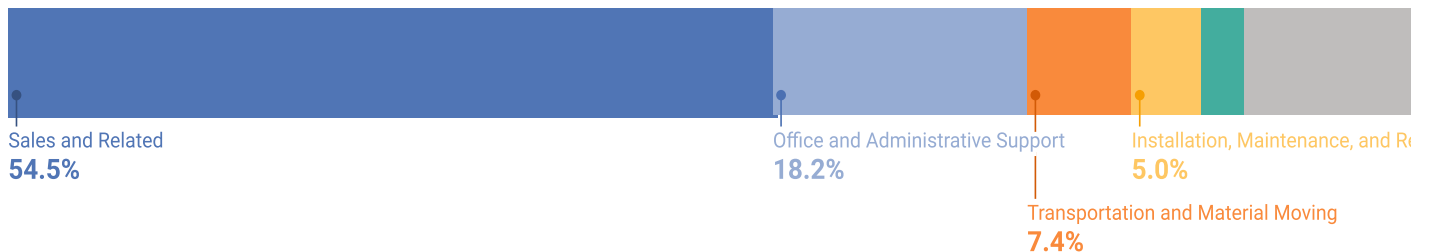


1.8% ↑

Avg Ann % Change Last 10 Years / +2.1% in the U.S.



TOP OCCUPATION GROUPS



TOP INDUSTRIES

Avg Ann % Change in Employment, Last 10 Years

2.8% ↑



Grocery Stores

8.1% ↑



General Merchandise Stores, including Warehouse Clubs and Supercenters

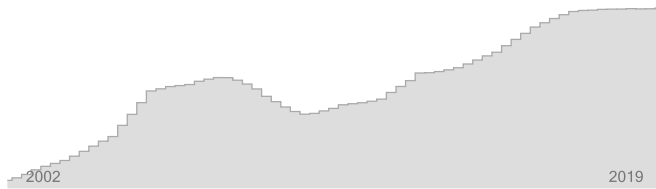
6.1% ↑



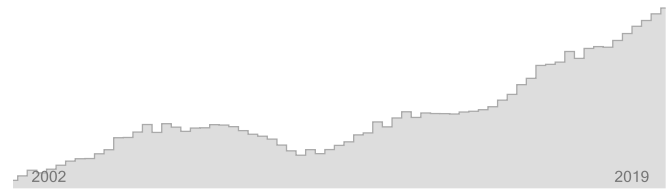
Automobile Dealers

Industry Snapshot


EMPLOYMENT



WAGES

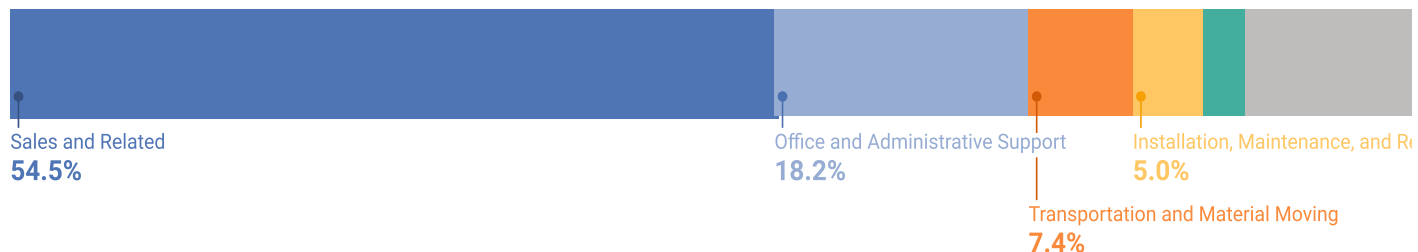


4-Digit Industry	Empl	Avg Ann Wages	LQ	5yr History	Annual Demand	Forecast Ann Growth
Grocery Stores	3,337	\$30,431	1.70		521	0.8%
General Merchandise Stores, including Warehouse Clubs and Supercenters	2,581	\$28,180	1.79		408	1.8%
Automobile Dealers	2,565	\$60,891	2.65		350	2.0%
Department Stores	1,698	\$23,039	2.00		229	-0.6%
Building Material and Supplies Dealers	1,514	\$32,647	1.80		212	1.0%
Clothing Stores	1,435	\$19,265	1.87		183	-0.8%
Health and Personal Care Stores	1,246	\$40,684	1.54		159	1.4%
Gasoline Stations	740	\$25,211	1.08		133	1.3%
Sporting Goods, Hobby, and Musical Instrument Stores	607	\$22,435	1.65		97	2.5%
Automotive Parts, Accessories, and Tire Stores	544	\$38,220	1.31		65	0.5%
Remaining Component Industries	3,765	\$31,439	1.24		510	0.7%
Retail Trade	20,031	\$33,049	1.67		2,886	1.0%

 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



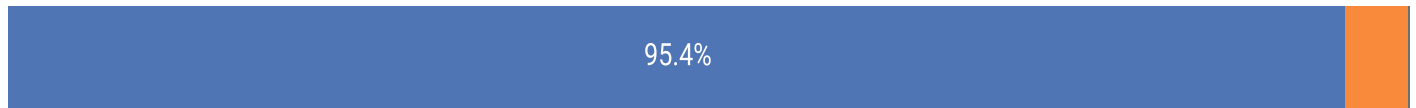
6-digit Occupation	Empl	Avg Ann Wages	Annual Demand
Retail Salespersons	5,032	\$30,800	786
Cashiers	3,411	\$25,600	660
Stock Clerks and Order Fillers	1,973	\$28,400	281
First-Line Supervisors of Retail Sales Workers	1,663	\$42,200	199
Automotive Service Technicians and Mechanics	505	\$46,400	57
Laborers and Freight, Stock, and Material Movers, Hand	434	\$30,100	66
Customer Service Representatives	375	\$37,600	54
General and Operations Managers	313	\$117,800	31
Pharmacy Technicians	291	\$38,000	29
First-Line Supervisors of Office and Administrative Support Workers	259	\$57,000	29
Remaining Component Occupations	5,754	\$49,100	764
Total	20,031		

 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 Retail 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).

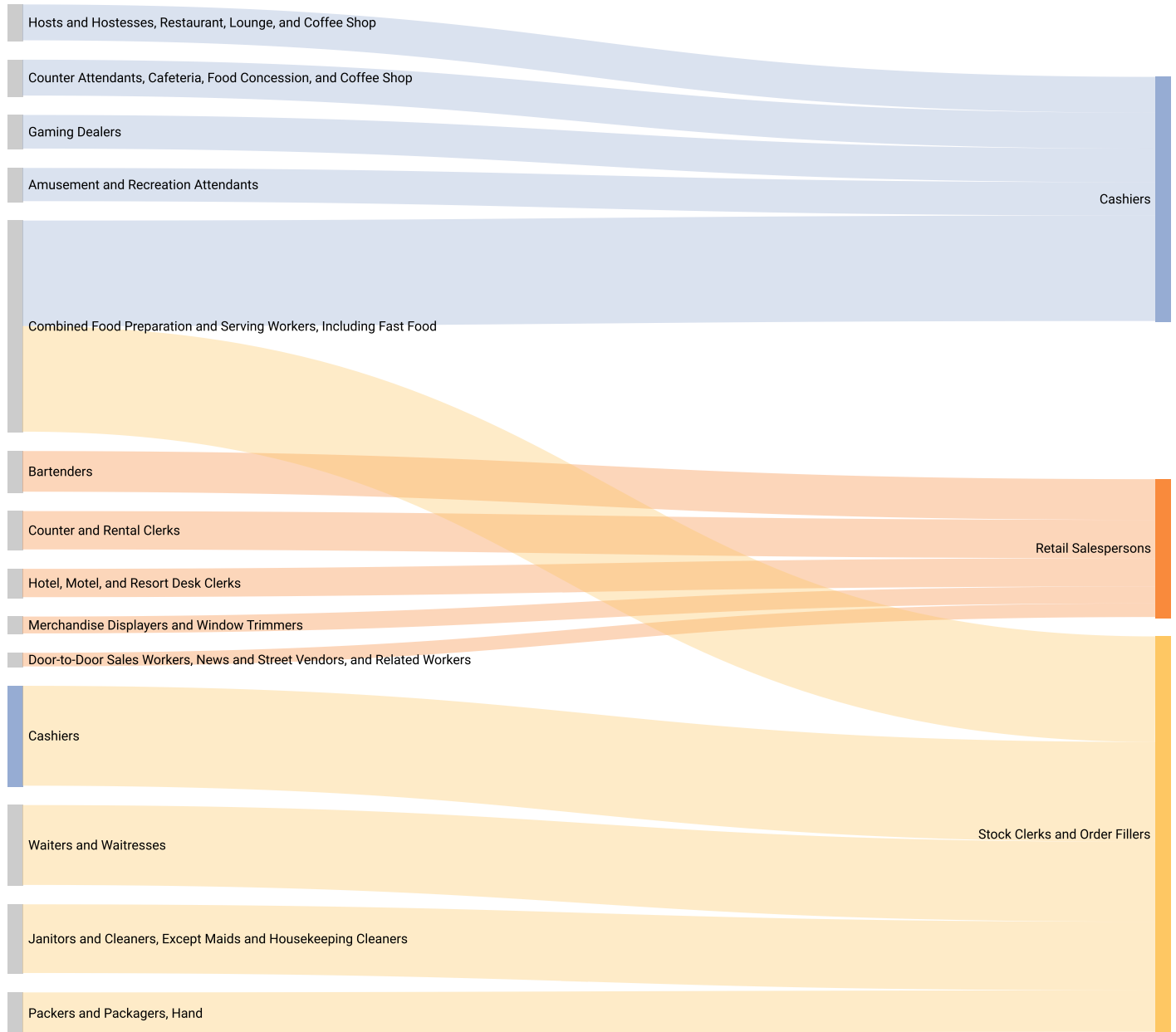



	Empl	%
Private	19,113	95.4%
Self-Employment	905	4.5%
Federal Government	13	0.1%
Other Non-Covered	0	0.0%

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





 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.

Postsecondary Programs Linked to Retail Trade

Program	Awards
Paul Mitchell the School-Temecula	
Cosmetology/Cosmetologist, General	179

Source: JobsEQ®

-  The number of graduates from postsecondary programs in the region identifies the pipeline of future workers as well as the training capacity to support industry demand.
-  Among postsecondary programs at schools located in the the MSJC, the sampling above identifies those most linked to occupations relevant to Retail Trade.

Region Definition

MSJC is defined as the following zip code tabulation areas:

ZCTA 92532

ZCTA 92543

ZCTA 92545

ZCTA 92548

ZCTA 92562

ZCTA 92563

ZCTA 92567

ZCTA 92582

ZCTA 92584

ZCTA 92585

ZCTA 92586

ZCTA 92587

ZCTA 92591

ZCTA 92595

ZCTA 92596

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.