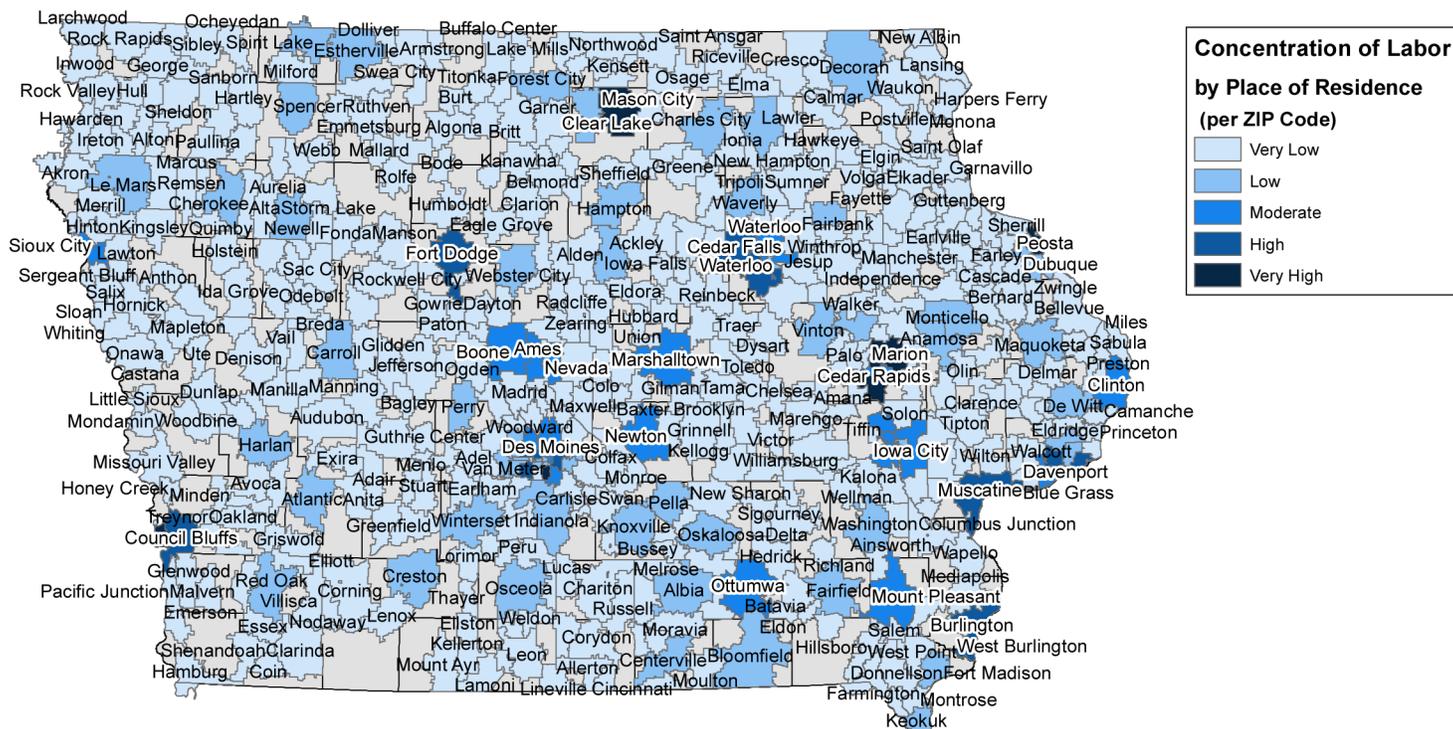


IOWA LABOR CHARACTERISTICS

WHOLESALE & RETAIL TRADE



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 11 miles one-way for work. Those who are likely to change/accept employment are willing to commute an average of 21 miles one-way for the right employment opportunity.

Employment Status:

68.5% Employed

- 27.8% are likely to change employment

12.9% Unemployed

- 68.0% are likely to accept employment

9.3% Homemakers

- 41.0% are likely to accept employment

9.3% Retired

- 22.1% are likely to accept employment

Employment Stats:

- 63.9% paid an hourly wage
- 78.0% are/were employed full-time
- 16.6% are/were employed part-time
- 3.4% are/were seasonal/temporary
- 11.6% hold more than one job
- Currently working an average of 43 hrs/week

Education Levels:

- 68.9% Education beyond high school
- 20.0% Degree/certification not obtained
- 4.5% Trade certified
- 2.1% Vocational training
- 15.9% Associate degree
- 21.0% Undergraduate degree
- 5.4% Postgraduate degree

Current Benefits

(Top 10 reported)

- 93.7% Health/medical insurance
- 64.8% Pension/retirement/401k
- 54.3% Dental coverage
- 37.0% Vision coverage
- 30.9% Paid vacation
- 22.2% Life insurance
- 15.9% Disability insurance
- 10.8% Paid sick leave
- 10.0% Prescription drug coverage
- 9.5% Paid holidays

Desired Benefits

(Top 10 reported)

- 88.1% Health/medical insurance
- 48.8% Pension/retirement/401k
- 46.3% Dental coverage
- 33.6% Paid vacation
- 31.3% Vision coverage
- 12.2% Life insurance
- 10.9% Paid sick leave
- 9.8% Prescription drug coverage
- 8.4% Disability insurance
- 8.4% Paid holidays

Underemployment:

- 5.9% Total Underemployment
- 1.8% Low hours
- 4.4% Mismatch of skills
- 0.4% Low income

Occupational Categories:

(Categories representing 5% or more of industry)

- 25.7% Office & Administrative Support
- 15.3% Management
- 12.5% Sales & Related
- 11.0% Production
- 9.2% Transportation & Material Moving
- 7.3% Food Preparation & Serving Related
- 6.2% Business & Financial Operations
- 5.7% Installation, Maintenance & Repair

Top Job Search Resources:

(For those seeking employment opportunities)

- 67.5% Internet
- www.indeed.com
- www.monster.com
- www.linkedin.com
- 22.5% Newspapers
- The Des Moines Register*
- The Gazette - Cedar Rapids*
- Waterloo-Cedar Falls Courier*
- 17.2% Iowa WORKS Centers
- 16.3% Networking through friends, family or acquaintances

Flexibility in the Workplace:

(By percent of interest)

- 77.1% Job teams
- 68.6% Cross-training
- 39.1% Job sharing
- 37.3% Varied shifts
- 46.3% Seasonal work
- 45.0% Temporary work

IOWA LABOR CHARACTERISTICS

WHOLESALE & RETAIL TRADE

OCCUPATION	OCCUPATIONAL CODE	MEAN WAGE	ENTRY WAGE	EXPERIENCED WAGE	MEDIAN WAGE	MEAN ANNUAL SALARY
Animal Breeders	45-2021	\$ 15.52	\$ 11.70	\$ 17.42	\$ 14.39	\$ 32,272
Bakers	51-3011	\$ 13.10	\$ 9.60	\$ 14.85	\$ 12.85	\$ 27,244
Bartenders	35-3011	\$ 9.60	\$ 8.29	\$ 10.26	\$ 8.87	\$ 19,978
Butchers and Meat Cutters	51-3021	\$ 12.18	\$ 9.39	\$ 13.57	\$ 11.48	\$ 25,332
Cargo and Freight Agents	43-5011	\$ 20.21	\$ 11.07	\$ 24.78	\$ 18.89	\$ 42,035
Cashiers	41-2011	\$ 9.68	\$ 8.32	\$ 10.36	\$ 9.22	\$ 20,133
Chefs and Head Cooks	35-1011	\$ 16.79	\$ 10.82	\$ 19.77	\$ 15.02	\$ 34,916
Chief Executives	11-1011	\$ 85.06	\$ 26.90	\$ 114.14	\$ 77.38	\$ 176,922
Combined Food Preparation and Serving Workers, Including Fast Food	35-3021	\$ 9.25	\$ 8.29	\$ 9.72	\$ 8.91	\$ 19,230
Cooks, All Other	35-2019	\$ 11.82	\$ 8.47	\$ 13.49	\$ 10.83	\$ 24,580
Cooks, Fast Food	35-2011	\$ 8.98	\$ 8.28	\$ 9.33	\$ 8.77	\$ 18,677
Cost Estimators	13-1051	\$ 29.03	\$ 18.55	\$ 34.26	\$ 27.84	\$ 60,374
Counter and Rental Clerks	41-2021	\$ 10.97	\$ 8.27	\$ 12.33	\$ 9.27	\$ 22,826
Counter Attendants, Cafeteria, Food Concession, and Coffee Shop	35-3022	\$ 9.57	\$ 8.31	\$ 10.20	\$ 9.17	\$ 19,900
Customer Service Representatives	43-4051	\$ 16.36	\$ 11.11	\$ 18.99	\$ 15.61	\$ 34,029
Designers, All Other	27-1029	\$ 26.10	\$ 10.29	\$ 34.01	\$ 17.49	\$ 54,291
Dishwashers	35-9021	\$ 9.11	\$ 8.30	\$ 9.51	\$ 8.97	\$ 18,942
Driver/Sales Workers	53-3031	\$ 12.47	\$ 8.32	\$ 14.54	\$ 9.27	\$ 25,929
First-Line Supervisors of Food Preparation and Serving Workers	35-1012	\$ 14.61	\$ 9.99	\$ 16.91	\$ 13.34	\$ 30,379
First-Line Supervisors of Housekeeping and Janitorial Workers	37-1011	\$ 17.95	\$ 11.56	\$ 21.15	\$ 17.26	\$ 37,339
First-Line Supervisors of Retail Sales Workers	41-1011	\$ 18.75	\$ 11.99	\$ 22.14	\$ 16.57	\$ 39,007
Floral Designers	27-1023	\$ 12.48	\$ 9.66	\$ 13.88	\$ 12.28	\$ 25,951
Food Preparation and Serving Related Workers, All Other	35-9099	\$ 10.33	\$ 8.30	\$ 11.34	\$ 9.37	\$ 21,486
Food Preparation Workers	35-2021	\$ 10.28	\$ 8.28	\$ 11.28	\$ 9.71	\$ 21,373
Food Service Managers	11-9051	\$ 19.98	\$ 13.02	\$ 23.46	\$ 18.47	\$ 41,564
General and Operations Managers	11-1021	\$ 45.00	\$ 19.91	\$ 57.55	\$ 36.46	\$ 93,601
Hairdressers, Hairstylists, and Cosmetologists	39-5012	\$ 13.01	\$ 8.33	\$ 15.35	\$ 11.17	\$ 27,068
Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop	35-9031	\$ 8.98	\$ 8.25	\$ 9.35	\$ 8.79	\$ 18,687
Hotel, Motel, and Resort Desk Clerks	43-4081	\$ 10.06	\$ 8.31	\$ 10.93	\$ 10.10	\$ 20,925
Industrial Truck and Tractor Operators	53-7051	\$ 16.40	\$ 12.75	\$ 18.22	\$ 15.89	\$ 34,104
Jewelers and Precious Stone and Metal Workers	51-9071	\$ 19.69	\$ 13.58	\$ 22.74	\$ 18.62	\$ 40,952
Laborers and Freight, Stock, and Material Movers, Hand	53-7062	\$ 14.16	\$ 9.88	\$ 16.30	\$ 13.45	\$ 29,452
Logisticians	13-1081	\$ 28.91	\$ 19.22	\$ 33.76	\$ 28.24	\$ 60,142
Maids and Housekeeping Cleaners	37-2012	\$ 10.57	\$ 8.31	\$ 11.70	\$ 10.17	\$ 21,978
Mail Clerks and Mail Machine Operators, Except Postal Service	43-9051	\$ 13.21	\$ 8.91	\$ 15.36	\$ 13.06	\$ 27,473
Management Analysts	13-1111	\$ 36.92	\$ 22.50	\$ 44.14	\$ 33.84	\$ 76,801
Managers, All Other	11-9199	\$ 41.55	\$ 22.42	\$ 51.12	\$ 37.43	\$ 86,433
Marketing Managers	11-2021	\$ 51.65	\$ 29.88	\$ 62.53	\$ 46.45	\$ 107,423
Material Moving Workers, All Other	53-7199	\$ 17.08	\$ 10.36	\$ 20.44	\$ 17.64	\$ 35,530
Meeting, Convention, and Event Planners	13-1121	\$ 20.78	\$ 12.47	\$ 24.94	\$ 20.21	\$ 43,221
Merchandise Displayers and Window Trimmers	27-1026	\$ 13.20	\$ 9.86	\$ 14.86	\$ 12.07	\$ 27,446
Office and Administrative Support Workers, All Other	43-9199	\$ 16.52	\$ 10.58	\$ 19.48	\$ 15.65	\$ 34,352
Office Clerks, General	43-9061	\$ 16.07	\$ 10.57	\$ 18.81	\$ 15.23	\$ 33,418
Order Clerks	43-4151	\$ 17.09	\$ 12.25	\$ 19.52	\$ 16.33	\$ 35,555
Procurement Clerks	43-3061	\$ 18.95	\$ 13.80	\$ 21.53	\$ 18.99	\$ 39,421
Production Workers, All Other	51-9199	\$ 16.53	\$ 9.87	\$ 19.86	\$ 14.59	\$ 34,382
Real Estate Sales Agents	41-9022	\$ 22.36	\$ 11.77	\$ 27.66	\$ 19.28	\$ 46,515
Retail Salespersons	41-2031	\$ 12.82	\$ 8.33	\$ 15.06	\$ 10.46	\$ 26,662
Sales and Related Workers, All Other	41-9099	\$ 21.28	\$ 12.21	\$ 25.82	\$ 21.00	\$ 44,269
Sales Managers	11-2022	\$ 52.97	\$ 29.23	\$ 64.84	\$ 45.08	\$ 110,174
Sales Representatives, Services, All Other	41-3099	\$ 27.86	\$ 14.47	\$ 34.55	\$ 24.40	\$ 57,951
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	41-4012	\$ 31.37	\$ 16.55	\$ 38.77	\$ 26.96	\$ 65,240
Securities, Commodities, and Financial Services Sales Agents	41-3031	\$ 39.16	\$ 15.65	\$ 50.92	\$ 26.36	\$ 81,461
Shipping, Receiving, and Traffic Clerks	43-5071	\$ 16.11	\$ 11.75	\$ 18.30	\$ 15.60	\$ 33,516
Stock Clerks and Order Fillers	43-5081	\$ 13.01	\$ 8.76	\$ 15.13	\$ 11.84	\$ 27,059
Transportation, Storage, and Distribution Managers	11-3071	\$ 39.10	\$ 25.11	\$ 46.10	\$ 33.53	\$ 81,329
Waiters and Waitresses	35-3031	\$ 9.97	\$ 8.30	\$ 10.81	\$ 8.99	\$ 20,747
Wholesale and Retail Buyers, Except Farm Products	13-1022	\$ 28.70	\$ 17.57	\$ 34.27	\$ 26.88	\$ 59,699

The 2017 Iowa Wage Survey was produced by the Labor Force & Occupational Analysis Bureau to provide state, metropolitan statistical areas (MSA), regions and individual counties information on wages by occupation. This publication was developed specifically for the State of Iowa. The source of the wage and employment data is based on the May 2016 OES estimates. Additional occupational wage and employment data can be found at <https://www.iowaworkforcedevelopment.gov/iawagereport>.