

Industry Profiles – Agriculture & Food Production

In Pennsylvania, the **Agriculture & Food Production** cluster begins with the growing of food crops, including grains and livestock, and ends with the wholesale distribution of these products. Philadelphia industries are mostly concentrated in food production. The cluster also includes support industries, such as refrigerated warehousing and fertilizer manufacturing, as well as public agencies that oversee agricultural programs¹.

This report presents an overview of employment trends. We examine how Agriculture & Food Production has changed since 2007, the year before the Great Recession had an impact. Then, we examine the composition of the industry cluster by size of businesses and highlight clusters with the largest share of smaller businesses. The section on workers demographics shows the composition of industry clusters by gender, age, and education. Finally, we look at the major occupations that support industry clusters.

- The Agriculture & Food Production industry cluster represents over 10,000 jobs in Philadelphia and only 2 percent total employment. Employment in the cluster declined by 13 percent since 2007 with Veterinary Services industries supporting the cluster losing most jobs (28 percent) and food production sectors declining by 17 percent.

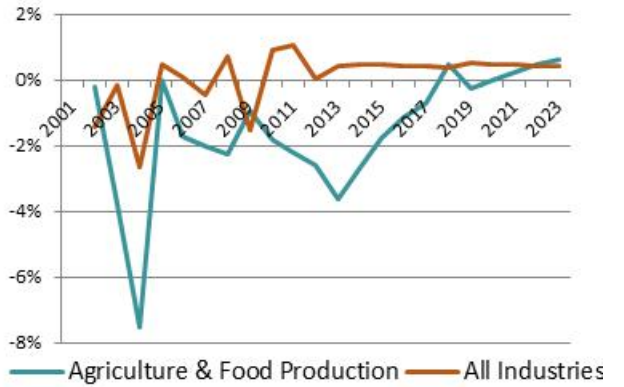
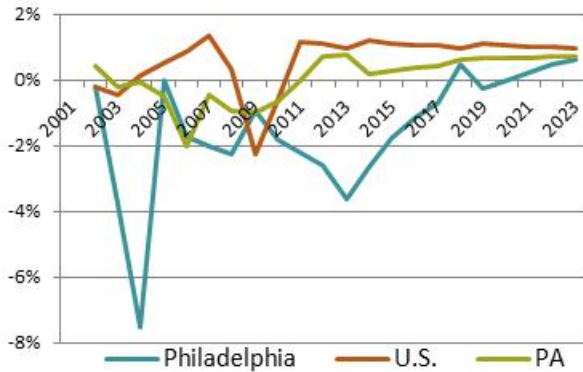
SUMMARY OF AGRICULTURE & FOOD PRODUCTION INDUSTRY CLUSTER IN PHILADELPHIA

Industry Cluster Summary	Food Production	Food Retail and Wholesale	Veterinary Services	All industries in Agr. & Food Productin
Number of Jobs	4,955	5,126	341	10,422
Number of Establishments	134	297	43	474
% of Total Phila. Jobs	1%	1%	0%	2%
% V. Small Businesses (1-4)	28%	44%	44%	40%
% Small Businesses (5-99)	63%	53%	56%	56%
% Big Businesses (100+)	10%	3%	0%	4%
Average Wages	\$51,806	\$51,379	\$36,063	\$51,080
Job Change 2007-2013 (#)	(1,027)	(359)	(131)	(1,517)
Job Change 2007-2013 (%)	-17%	-7%	-28%	-13%

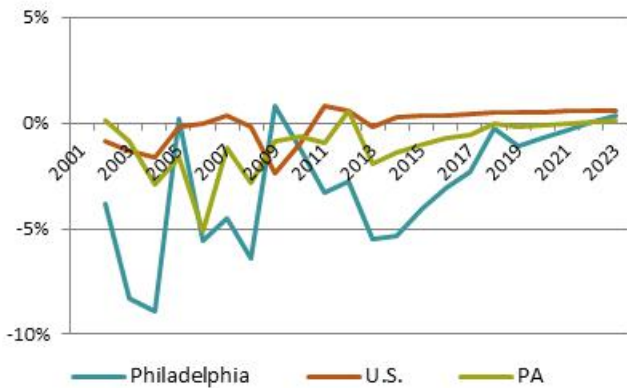
Source: Philadelphia Works analysis of the QCEW Employees & Non-QCEW Employees - EMSI 2013.4 Class of Worker data

¹ Descriptions of industry clusters are borrowed directly from the State report. The full report can be found here: <http://www.portal.state.pa.us/portal/server.pt/community/products/19738>

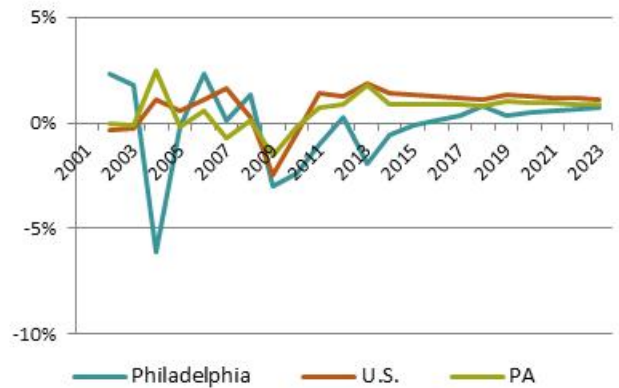
% CHANGE IN EMPLOYMENT IN AGRICULTURE & FOOD PRODUCTION INDUSTRIES IN PHILADELPHIA VS. PA AND U.S. AND VS. ALL INDUSTRIES



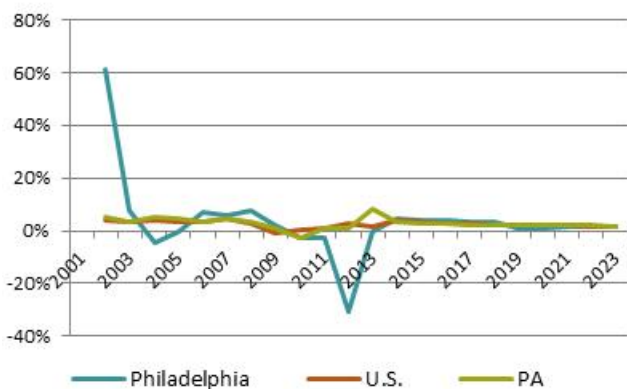
TRENDS IN EMPLOYMENT IN AGRICULTURE & FOOD PRODUCTION SUB-CLUSTERS IN PHILADELPHIA: IN FOOD PRODUCTION INDUSTRIES



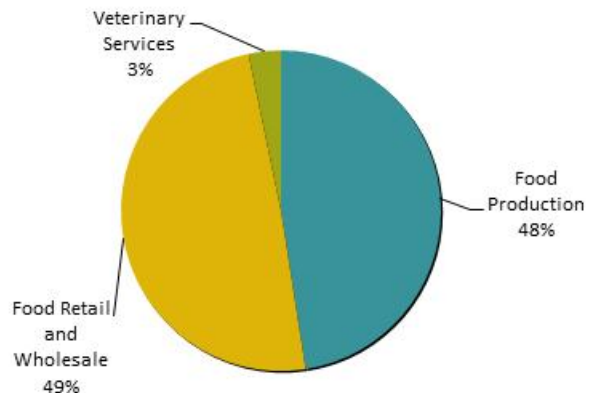
TRENDS IN EMPLOYMENT IN AGRICULTURE & FOOD PRODUCTION SUB-CLUSTERS IN PHILADELPHIA: IN FOOD RETAIL AND WHOLESALE INDUSTRIES



IN VETERINARY SERVICES



EMPLOYMENT BY INDUSTRY SUB-CLUSTER



Source: Philadelphia Works analysis of the QCEW Employees & Non-QCEW Employees - EMSI 2013.4 Class of Worker data

Industry Highlights

- 10,422 workers were employed in the Agriculture & Food Production industry cluster in 2013. The industry cluster can be divided into three sectors: food production industries, food wholesale industries, and the supporting Veterinary Services industry. Agriculture industries found elsewhere in Pennsylvania are not included in Philadelphia cluster analysis.
- Employment in the Agriculture & Food Production industry cluster declined by 13 percent since 2007. Veterinary industries that support the industry cluster and only make up 3 percent of total employment had the biggest decline losing 28 percent of employment. Food production industries and food wholesale industries lost 17 and 7 percent of jobs respectively. Industries in Agriculture & Food Production declined at a higher rate compared to similar industries across the nation.

TOP INDUSTRIES IN AGRICULTURE & FOOD PRODUCTION INDUSTRY CLUSTER IN PHILADELPHIA

Description	2013 Jobs	% Change 2007-2013	Change	Expected Change	Competitive Effect	Wages
All Industries in Agriculture & Food Production	10,422	▼ -13%	(1,517)	139	(1,658)	\$51,080
Food Production Industries	4,955	▼ -17%	(1,027)	(63)	(966)	\$51,806
Commercial Bakeries	1,419	▼ -36%	(797)	(55)	(742)	\$53,469
Meat Processed from Carcasses	878	▲ 11%	88	(2)	89	\$44,944
Soft Drink Manufacturing	463	▲ 10%	41	(30)	71	\$62,422
Retail Bakeries	319	▼ -38%	(193)	30	(223)	\$18,522
Spice and Extract Manufacturing	229	▲ 152%	138	8	130	\$62,880
Cookie and Cracker Manufacturing	207	▼ -50%	(208)	11	(220)	\$53,437
Fluid Milk Manufacturing	190	▬ -3%	(6)	(10)	3	\$57,029
Confectionery Manufacturing from Purchased Chocolate	172	▼ -31%	(76)	(35)	(41)	\$44,710
Dry Pasta Manufacturing	135	▲ 611%	116	(1)	116	\$62,333
Fruit and Vegetable Canning	126	▲ 25%	25	(6)	32	\$47,482
Food Retail and Wholesale Industries	5,126	▼ -7%	(359)	169	(528)	\$51,379
General Line Grocery Merchant Wholesalers	926	▼ -15%	(165)	27	(191)	\$53,234
Fresh Fruit and Vegetable Merchant Wholesalers	923	▼ -17%	(188)	109	(298)	\$59,724
Beer and Ale Merchant Wholesalers	635	▲ 16%	86	64	22	\$59,530
Fish and Seafood Merchant Wholesalers	376	▲ 25%	74	(5)	78	\$48,395
Other Grocery and Related Products Merchant	358	▲ 24%	69	(7)	77	\$48,779
Meat Markets	351	▬ 3%	11	15	(4)	\$24,016
Poultry and Poultry Product Merchant Wholesalers	261	▬ -1%	(3)	(21)	18	\$49,615
Meat and Meat Product Merchant Wholesalers	256	▼ -29%	(103)	8	(111)	\$66,865
Confectionery Merchant Wholesalers	184	▬ -3%	(5)	8	(13)	\$42,174
Fruit and Vegetable Markets	180	▼ -27%	(67)	1	(67)	\$18,626
Refrigerated Warehousing and Storage	154	▬ -3%	(4)	9	(13)	\$50,158
Packaged Frozen Food Merchant Wholesalers	146	▼ -9%	(14)	(8)	(5)	\$51,922
Tobacco and Tobacco Product Merchant Wholesalers	129	▼ -16%	(25)	(12)	(12)	\$50,117
Veterinary Services	341	▼ -28%	(131)	33	(164)	\$36,063

Source: Philadelphia Works analysis of the QCEW Employees & Non-QCEW Employees - EMSI 2013.4 Class of Worker data

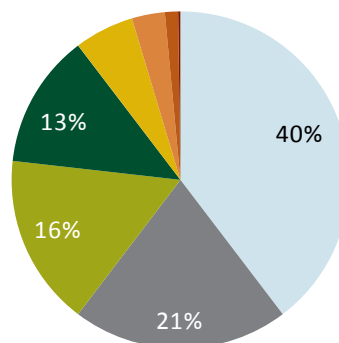
- Workers in Agriculture & Food Production (\$51,080) earned wages above the average across the industry cluster in Pennsylvania (\$42,684) but below all other industries in Philadelphia (\$55,830). Wages in supporting retail and wholesale industries (\$39,139) were below the average in the cluster and across Philadelphia. Wages in Veterinary Services (\$36,063) were below the cluster average.
- Among top industries in Food Production, Confectionary Manufacturing from Purchased Chocolate; Commercial Bakeries; and Cookie and Cracker Manufacturing had the highest declines in employment. Dry Pasta Manufacturing; Spice and Extract Manufacturing; and Fruit and Vegetable Canning added the most jobs.
- Among top industries in Food Wholesale, Meat and Meat Product Merchant Wholesalers; Fruit and Vegetable Markets; Tobacco and Tobacco Product Merchant Wholesalers; General Line Grocery; Fresh Fruit and Vegetable Merchant Wholesalers; and Merchant Wholesalers lost the most jobs. Fish and Seafood Merchant Wholesalers; Beer and Ale Merchant Wholesalers; and Other Grocery and Related Products Merchant Wholesalers added jobs since 2007.

Employers in Agriculture & Food Production

- 474 businesses represented Agriculture & Food production in Philadelphia. 56 percent of employers with 5 to 99 employees were “small businesses”.

EMPLOYERS IN AGRICULTURE & FOOD PRODUCTION INDUSTRY CLUSTER BY SIZE

Size	In Industry	in Phila
1-4	40%	60%
5-9	21%	15%
10-19	16%	11%
20-49	13%	8%
50-99	6%	3%
100-249	3%	2%
250-499	1.3%	0.5%
500-999	0.2%	0.2%
1000 & Over	0.0%	0.1%
Total	100%	100%



Source: PA Employer Database 2013

TOP EMPLOYERS IN AGRICULTURE & FOOD PRODUCTION

DIETZ & WATSON INC	CHARLES JACQUIN ET CIE INC
ANTONIO ORIGLIO INC	CHARLES RITTER INC
SAMUEL'S AND SONS SEAFOOD CO INC	DREXEL FOODS INC
SYSCO FOOD SERVICES OF PHILADELPHIA	E FRANK HOPKINS CO INC
TASTY BAKING CO	ELLIS COFFEE COMPANY
MONDELEZ GLOBAL LLC	GEO L WELLS MEAT CO
PEPSI BOTTLING GROUP	HERR FOODS INC
AMOROSOS BAKING COMPANY	I RICE & COMPANY INC
CEDAR FARMS CO INC	JULIUS SILVERT INC
DAVID MICHAEL & CO INC	LA COLOMBE
FRANKFORD CANDY LLC	M LEVIN & COMPANY INC
HENRY H OTTENS MANUFACTURING CO INC	MARAMONT CORP
MID ATLANTIC COCA COLA BOTTLING COM	MICHEL'S BAKERY INC
MRS RESSLERS FOOD PRODUCTS COMPANY	NATURE SOY INC
MULLER INC	OTERI'S BAKERY CO INC
PENN BEER DISTRIBUTORS INC	PHILA PRECOOKED STEAKS INC
PHILADELPHIA CHEESESTEAK COMPANY	PROCACCI BROS SALES CORPORATION
PROCACCI BROS SALES CORPORATION	QUAKER VALLEY FOODS INC
SWEET OVATIONS LLC	TM KOVACEVICH-INC PHILADELPHIA
TEDDAN PRODUCE COMPANY	VINCENT GIORDANO CORPORATION
CROWLEY FOODS	BK SPECIALTY FOODS
HONOR FOODS DIVISION OF BURRIS LOG	DIBRUNO BROS INC
ALLEN BROS WHOLESALE DISTRIBUTORS	PEPSI BOTTLING GROUP
ASKK CONSULTING CORPORATION	RESTAURANT DEPOT

Source: PA Employer Database 2013

Worker Demographics

Workforce demographics are examined by gender, age, and education of workers.

Gender of Workers in Agriculture & Food Production

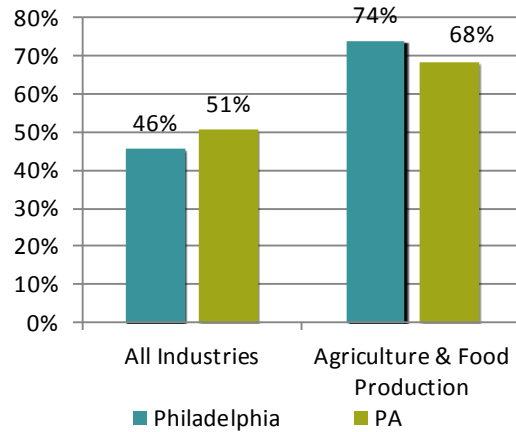
- Approximately 7 out of 10 workers in Agriculture & Food Production were men. Men made up a larger share of employees in Beverage Manufacturing (85 percent); Beer, Wine, and Distilled Alcoholic Beverage Merchant Wholesalers (83 percent); and Dairy Product Manufacturing (82 percent).

GENDER OF WORKERS IN 2013Q1+3 PREVIOUS QUARTERS

% MEN EMPLOYED IN AGRICULTURE & FOOD PRODUCTION IN PHILADELPHIA VS. PA

	% men
All Industries	46%
Sugar/Confectionery Prod. Mfg	48%
Misc Nondur. Goods Merch. Whls	57%
Bakeries & Tortilla Mfg	67%
Other Food Mfg	67%
Fruit, Veg., & Spec. Foods Mfg	72%
Agriculture & Food Production	74%
Animal Slaughtering & Processing	74%
Grocery Prod. Merch. Whls.	78%
Dairy Prod. Mfg	82%
Alcoholic Beverage Merch. Whls.	83%
Beverage Mfg	85%

% MEN EMPLOYED BY CLUSTER AND GEOGRAPHY

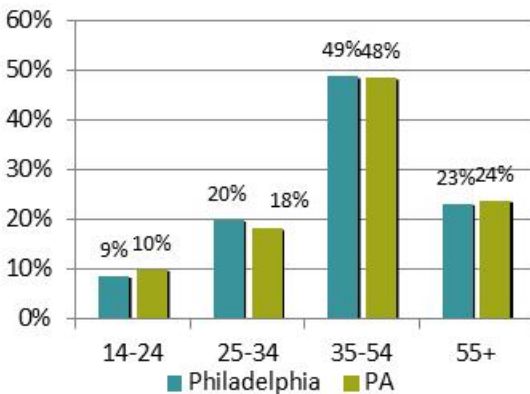


Source: Philadelphia Works Analysis of Quarterly Workforce Indicators data.

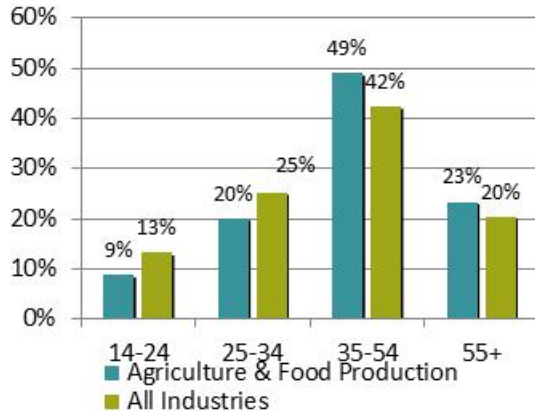
Age of Workers in Agriculture & Food Production

- Age of workers employed in Agriculture & Food Production is similar to all other industries. Fewer younger workers are employed in Agriculture & Food Production compared to the average across all industries.
- Bakeries and Tortilla manufacturing employed more younger workers compared to other industries. Sugar and Confectionery Product Manufacturing had a high concentration of workers 55 and older.

EMPLOYED IN AGRICULTURE & FOOD PRODUCTION IN PHILADELPHIA VS. PA



EMPLOYED IN AGRICULTURE & FOOD VS. ALL INDUSTRIES IN PHILADELPHIA



Source: Philadelphia Works Analysis of Quarterly Workforce Indicators data.

TOP INDUSTRIES IN AGRICULTURE & FOOD PRODUCTION IN PHILADELPHIA BY AGE OF WORKERS IN 2013Q1+3 PREVIOUS QUARTERS

Industry/Age	14-24	25-54	55+	Total	# Employed
Grocery Prod. Merch. Whls.	7.2%	71.0%	21.9%	100%	3,569
Bakeries & Tortilla Mfg	12.0%	61.8%	26.1%	100%	2,370
Animal Slaughtering & Processing	7.3%	66.4%	26.3%	100%	861
Beverage Mfg	10.5%	76.0%	13.6%	100%	777
Alcoholic Beverage Merch. Whls.	7.1%	77.1%	15.8%	100%	678
Misc Nondur. Goods Merch. Whls	6.8%	72.1%	21.1%	100%	576
Other Food Mfg	6.9%	63.7%	29.4%	100%	507
Dairy Prod. Mfg	9.5%	68.1%	22.5%	100%	324
Sugar/Confectionery Prod. Mfg	2.7%	54.1%	43.2%	100%	175
Fruit, Veg., & Spec. Foods Mfg	6.6%	69.7%	23.7%	100%	133
Agriculture & Food Production	8.5%	68.5%	23.0%	100%	10,005
All Industries	12.9%	67.0%	20.1%	100%	558,394

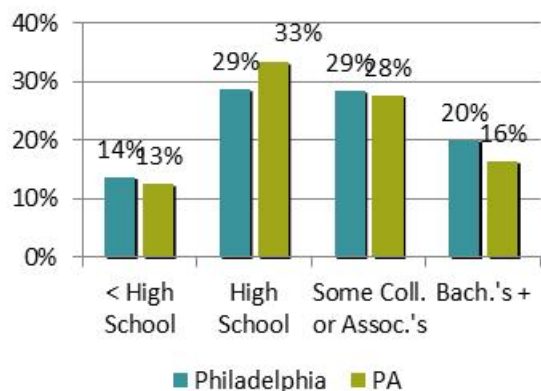
Source: Philadelphia Works Analysis of Quarterly Workforce Indicators data.

Education of Workers in Agriculture & Food Production

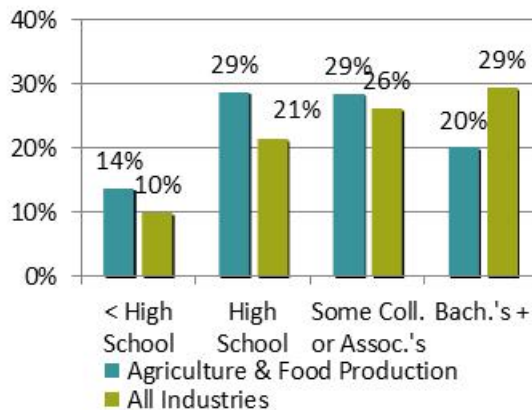
- Most workers employed in Agriculture & Food Production a high school diploma or some college or an Associate’s degree. A larger share of workers employed in Agriculture & Food Production in Philadelphia had Bachelor’s degree.

EDUCATION OF WORKERS IN 2013Q1+3 PREVIOUS QUARTERS:

% EMPLOYED IN AGR. & FOOD PRODUCTION IN PHILADELPHIA VS. PA



% EMPLOYED IN AGR. & FOOD PRODUCTION VS. ALL INDUSTRIES IN PHILADELPHIA



Source: Philadelphia Works Analysis of Quarterly Workforce Indicators data.

TOP INDUSTRIES IN AGRICULTURE & FOOD PRODUCTION IN PHILADELPHIA BY EDUCATION OF WORKERS IN 2013Q1+3 PREVIOUS QUARTERS

Industry/Education	< High School	High School	Some College or Assoc.'s	Bach.'s +	Unknown	Total	# Employed
Grocery Prod. Merch. Whls.	14.1%	27.9%	29.0%	21.9%	7.1%	100%	3,569
Bakeries & Tortilla Mfg	13.6%	28.8%	27.9%	17.7%	12.0%	100%	2,370
Animal Slaughtering & Processing	21.4%	29.9%	26.4%	14.6%	7.6%	100%	861
Beverage Mfg	10.8%	31.9%	29.2%	17.5%	10.6%	100%	777
Alcoholic Beverage Merch. Whls.	9.6%	29.5%	31.1%	22.5%	7.3%	100%	678
Misc Nondur. Goods Merch. Whls.	10.4%	24.9%	28.6%	29.1%	7.1%	100%	576
Other Food Mfg	13.6%	27.1%	27.9%	23.9%	7.5%	100%	507
Dairy Prod. Mfg	12.1%	33.6%	28.6%	15.3%	10.5%	100%	324
Sugar/Confectionery Prod. Mfg	17.6%	33.2%	27.7%	15.5%	6.0%	100%	175
Fruit, Veg., & Spec. Foods Mfg	13.1%	30.3%	28.5%	20.9%	7.2%	100%	133
Agriculture & Food Production	13.8%	28.8%	28.5%	20.1%	8.7%	100%	10,005
All Industries	10.0%	21.4%	26.2%	29.5%	12.9%	100%	558,394

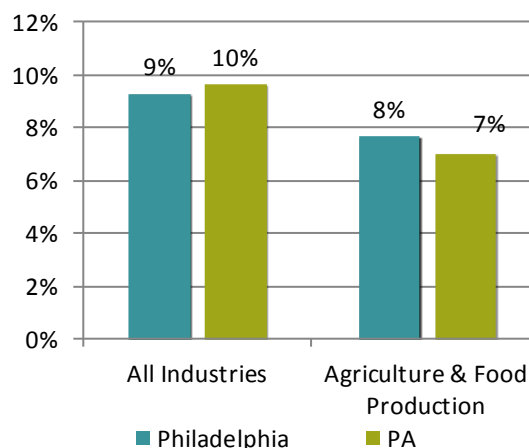
Source: Philadelphia Works Analysis of Quarterly Workforce Indicators data.

Turnover in Agriculture & Food Production

- Turnover rates help us evaluate the churning in the labor force – average number of separations and hires for the industry group. The rate shows what percentage of the labor force is new.
- The turnover rate in the Agriculture & Food Production industry cluster in Philadelphia was 8 percent – nearly the same as in Pennsylvania but below the turnover across all industry clusters.

TURNOVER RATES IN AGRICULTURE & FOOD PRODUCTION PHILADELPHIA IN 2012Q3 (FOUR QUARTER MOVING AVERAGE)

Industry/Turnover Rate	Turnover
Animal Slaughtering & Processing	22%
All Industries	9%
Grocery Prod. Merch. Whls.	9%
Bakeries & Tortilla Mfg	8%
Agriculture & Food Production	8%
Misc Nondur. Goods Merch. Whls	6%
Beverage Mfg	5%
Sugar/Confectionery Prod. Mfg	4%
Hardware & Plumbing Merch. Whls.	4%
Dairy Prod. Mfg	3%
Other Food Mfg	3%
Fruit, Veg., & Spec. Foods Mfg	3%
Alcoholic Beverage Merch. Whls.	2%



Source: Philadelphia Works Analysis of Quarterly Workforce Indicators data.

Occupation Highlights

Staffing patterns analysis was used to identify occupations that are needed in the industry.

- Food production industries mostly relied on Production and Transportation occupational families. Sales and Related Occupations, Transportation, and Office and Administrative Support occupations were top families in food retail and wholesale industries. Veterinary services hired workers in Healthcare Practitioners Occupations and Office and Administrative Support Occupations.
- The majority of jobs in core industries in Agriculture & Food Production required only short-term on-the-job training (47 percent) or moderate-term on-the-job training (24 percent).

TOP OCCUPATIONAL FAMILIES IN AGRICULTURE & FOOD PRODUCTION INDUSTRY CLUSTER

Occupational Family	Jobs	Change %	Jobs	Change	Jobs	Change	Jobs	Change
	2013	2007-2013	2013	% 2007-2013	2013	% 2007-2013	2013	% 2007-2013
	Food Production		Food Retail &Whls		Veterinary Services		All Agr. & Food Prod.	
Transportation	890	-14%	1,836	-7%	-	n/a	2,734	-9%
Production	2,328	-18%	225	-7%	-	n/a	2,571	-17%
Sales and related	393	-22%	1,413	-5%	-	n/a	1,816	-9%
Office and admin. support	310	-17%	811	-9%	67	-32%	1,281	-13%
Installation, maint., and repair	300	-8%	84	-6%	-	n/a	403	-8%
Management	93	-16%	151	-8%	-	n/a	270	-12%
Food preparation	136	-29%	97	-10%	-	n/a	263	-21%
Business and financial operations	52	-12%	127	-4%	-	n/a	215	-5%
Healthcare pract.	-	n/a	-	n/a	126	-23%	126	-23%
Unidentified + Other	453	n/a	382	n/a	148	n/a	743	n/a
Total	4,955	-17%	5,126	-7%	341	-28%	10,422	-13%

Source: Philadelphia Works analysis of the QCEW Employees & Non-QCEW Employees - EMSI 2013.4 Class of Worker data

EDUCATION REQUIRED OF WORKERS IN AGRICULTURE & FOOD PRODUCTION INDUSTRY CLUSTER

Skill	Jobs	Change	Jobs	Change	Jobs	Change	Jobs	Change
	2013	% 2007-2013	2013	% 2007-2013	2013	% 2007-2013	2013	% 2007-2013
	Food Production		Food Retail &Whls		Veterinary Services		All Agr. & Food Prod.	
Short-term on-the-job training	2,331	-18%	2,960	-8%	171	-32%	5,562	-13%
Moderate-term on-the-job training	1,200	-11%	1,203	-4%	-	n/a	2,439	-8%
Long-term on-the-job training	682	-27%	133	-6%	-	n/a	830	-24%
Work experience in a related occupation	235	-15%	275	-5%	-	n/a	563	-10%
Postsecondary non-degree award	-	n/a	12	0%	-	n/a	19	-5%
Associate's degree	11	0%	-	n/a	75	-20%	87	-18%
Bachelor's degree	48	-9%	99	-2%	-	n/a	189	-5%
Bachelor's or higher degree or higher or work exp.	137	23%	137	-8%	51	-26%	300	-15%
Unidentified	311	n/a	307	n/a	44	n/a	433	n/a
Total	4,955	-17%	5,126	-7%	341	-28%	10,422	-13%

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Top occupations in the cluster are shown in the tables below. Highlighted occupations are Philadelphia 2013 High Priority Occupations important to the cluster. Wage data are not industry specific and describe all workers in the occupation.

TOP OCCUPATIONS IN FOOD PRODUCTION INDUSTRIES IN AGRICULTURE & FOOD PRODUCTION

SOC	Occupation	Jobs 2013	% Change from 2007	Entry-Level Earnings	Median Hourly Earnings	% of the Total Jobs in Cluster
Limited Skills Required						
51-3092	Food Batchmakers	311	(21%)	\$13.14	\$13.14	6.3%
53-7064	Packers and Packagers, Hand	251	(21%)	\$9.76	\$9.76	5.1%
51-9198	Helpers--Production Workers	217	(21%)	\$11.11	\$11.11	4.4%
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	215	(5%)	\$12.60	\$12.60	4.3%
51-3022	Meat, Poultry, and Fish Cutters and Trimmers	140	8%	\$14.59	\$14.59	2.8%
41-2031	Retail Salespersons	115	(26%)	\$10.43	\$10.43	2.3%
41-2011	Cashiers	114	(31%)	\$9.72	\$9.72	2.3%
53-3031	Driver/Sales Workers	89	(18%)	\$8.79	\$8.79	1.8%
53-7051	Industrial Truck and Tractor Operators	77	(8%)	\$15.81	\$15.81	1.6%
53-3032	Heavy and Tractor-Trailer Truck Drivers	75	(10%)	\$19.39	\$19.39	1.5%
37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	74	(22%)	\$13.78	\$13.78	1.5%
51-3093	Food Cooking Machine Operators and Tenders	70	(19%)	\$16.02	\$16.02	1.4%
43-5071	Shipping, Receiving, and Traffic Clerks	63	(20%)	\$14.52	\$14.52	1.3%
53-3033	Light Truck or Delivery Services Drivers	60	(20%)	\$15.06	\$15.06	1.2%
Some Training or Experience						
51-3011	Bakers	514	(33%)	\$15.04	\$15.04	10.4%
51-9111	Packaging and Filling Machine Operators and Tenders	324	(14%)	\$13.40	\$13.40	6.5%
51-1011	First-Line Supervisors of Production and Operating Workers	159	(15%)	\$28.11	\$28.11	3.2%
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	138	(12%)	\$25.51	\$25.51	2.8%
49-9041	Industrial Machinery Mechanics	117	(2%)	\$20.74	\$20.74	2.4%
49-9071	Maintenance and Repair Workers, General	110	(13%)	\$17.56	\$17.56	2.2%
51-9012	Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders	103	11%	\$18.14	\$18.14	2.1%
51-3023	Slaughterers and Meat Packers	94	3%	\$15.23	\$15.23	1.9%
51-2092	Team Assemblers	94	(18%)	\$13.13	\$13.13	1.9%
51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	83	(6%)	\$18.38	\$18.38	1.7%
49-9043	Maintenance Workers, Machinery	41	(15%)	\$17.98	\$17.98	0.8%
51-9023	Mixing and Blending Machine Setters, Operators, and Tenders	40	(17%)	\$19.80	\$19.80	0.8%
43-3031	Bookkeeping, Accounting, and Auditing Clerks	35	(17%)	\$19.49	\$19.49	0.7%
51-3021	Butchers and Meat Cutters	34	0%	\$16.03	\$16.03	0.7%
Bachelor's or Higher						
11-1021	General and Operations Managers	45	(22%)	\$56.04	\$56.04	0.9%
11-3051	Industrial Production Managers	35	(10%)	\$44.84	\$44.84	0.7%

TOP OCCUPATIONS IN FOOD WHOLESALE INDUSTRIES IN AGRICULTURE & FOOD PRODUCTION

SOC	Occupation	Jobs 2013	% Change from 2007	Entry-Level Earnings	Median Hourly Earnings	% of the Total Jobs in Cluster
Limited Skills Required						
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	522	(6%)	\$12.60	\$12.60	10.2%
53-3031	Driver/Sales Workers	428	(6%)	\$8.79	\$8.79	8.3%
53-3032	Heavy and Tractor-Trailer Truck Drivers	360	(6%)	\$19.39	\$19.39	7.0%
43-5081	Stock Clerks and Order Fillers	226	(12%)	\$10.10	\$10.10	4.4%
41-2011	Cashiers	161	(9%)	\$9.72	\$9.72	3.1%
53-3033	Light Truck or Delivery Services Drivers	160	(10%)	\$15.06	\$15.06	3.1%
53-7064	Packers and Packagers, Hand	146	(8%)	\$9.76	\$9.76	2.9%
41-2031	Retail Salespersons	135	(8%)	\$10.43	\$10.43	2.6%
53-7051	Industrial Truck and Tractor Operators	115	(11%)	\$15.81	\$15.81	2.2%
43-9061	Office Clerks, General	109	(7%)	\$14.76	\$14.76	2.1%
43-5071	Shipping, Receiving, and Traffic Clerks	98	(12%)	\$14.52	\$14.52	1.9%
43-4051	Customer Service Representatives	87	(6%)	\$17.30	\$17.30	1.7%
43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	58	(11%)	\$16.61	\$16.61	1.1%
35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	52	(10%)	\$9.70	\$9.70	1.0%
43-4151	Order Clerks	37	(8%)	\$12.58	\$12.58	0.7%
49-9091	Coin, Vending, and Amusement Machine Servicers and Repairers	35	(5%)	\$15.66	\$15.66	0.7%
37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	32	(9%)	\$13.78	\$13.78	0.6%
35-2021	Food Preparation Workers	31	(11%)	\$11.88	\$11.88	0.6%
41-9011	Demonstrators and Product Promoters	25	(7%)	\$16.12	\$16.12	0.5%
43-3021	Billing and Posting Clerks	23	(8%)	\$17.12	\$17.12	0.5%
45-2092	Farmworkers and Laborers, Crop, Nursery, and Greenhouse	23	(8%)	\$14.48	\$14.48	0.4%
51-3092	Food Batchmakers	22	(8%)	\$13.14	\$13.14	0.4%
Some Training or Experience						
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	967	(3%)	\$25.51	\$25.51	18.9%
41-1012	First-Line Supervisors of Non-Retail Sales Workers	76	(3%)	\$49.81	\$49.81	1.5%
43-3031	Bookkeeping, Accounting, and Auditing Clerks	69	(7%)	\$19.49	\$19.49	1.3%
51-3021	Butchers and Meat Cutters	60	(5%)	\$16.03	\$16.03	1.2%
43-1011	First-Line Supervisors of Office and Administrative Support Workers	43	(7%)	\$27.43	\$27.43	0.8%
53-1031	First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators	43	(4%)	\$28.61	\$28.61	0.8%
51-9111	Packaging and Filling Machine Operators and Tenders	40	(7%)	\$13.40	\$13.40	0.8%
49-9071	Maintenance and Repair Workers, General	37	(8%)	\$17.56	\$17.56	0.7%
13-1022	Wholesale and Retail Buyers, Except Farm Products	36	(8%)	\$25.70	\$25.70	0.7%
53-1021	First-Line Supervisors of Helpers, Laborers, and Material Movers, Hand	36	0%	\$24.38	\$24.38	0.7%
41-1011	First-Line Supervisors of Retail Sales Workers	29	(9%)	\$20.70	\$20.70	0.6%
51-3011	Bakers	25	(7%)	\$15.04	\$15.04	0.5%
51-2092	Team Assemblers	24	(8%)	\$13.13	\$13.13	0.5%

TOP OCCUPATIONS IN FOOD WHOLESALE INDUSTRIES IN AGRICULTURE & FOOD PRODUCTION, CONTINUED

SOC	Occupation	Jobs 2013	% Change from 2007	Entry-Level Earnings	Median Hourly Earnings	% of the Total Jobs in Cluster
Bachelor's or Higher						
11-1021	General and Operations Managers	68	(12%)	\$56.04	\$56.04	1.3%
11-2022	Sales Managers	45	(2%)	\$58.48	\$58.48	0.9%
13-2011	Accountants and Auditors	35	(8%)	\$34.46	\$34.46	0.7%
13-1161	Market Research Analysts and Marketing Specialists	34	10%	\$30.14	\$30.14	0.7%
41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	20	(5%)	\$43.83	\$43.83	0.4%

TOP OCCUPATIONS IN VETERINARY SERVICES IN AGRICULTURE & FOOD PRODUCTION

SOC	Occupation	Jobs 2013	% Change from 2007	Entry-Level Earnings	Median Hourly Earnings	% of the Total Jobs in Cluster
Limited Skills Required						
31-9096	Veterinary Assistants and Laboratory Animal Caretakers	81	(35%)	\$12.73	\$12.73	23.7%
43-4171	Receptionists and Information Clerks	56	(33%)	\$14.34	\$14.34	16.5%
39-2021	Nonfarm Animal Caretakers	23	(18%)	\$10.49	\$10.49	6.6%
43-9061	Office Clerks, General	11	(27%)	\$14.76	\$14.76	3.3%
Some Training or Experience						
29-2056	Veterinary Technologists and Technicians	75	(20%)	\$20.04	\$20.04	22.1%
Bachelor's or Higher						
29-1131	Veterinarians	51	(26%)	\$52.99	\$52.99	15.0%

Source: Philadelphia Works analysis of the QCEW Employees & Non-QCEW Employees - EMSI 2013.4 Class of Worker data

Notes on Data

We followed industry cluster definitions proposed by the Center for Workforce Information & Analysis. Some industries that have a low number of jobs in Philadelphia County were excluded from the analysis and PA industry clusters were formed in the same way to make comparisons possible.

All the wage, employment, and staffing patterns data in this report come from the EMSI 2013.4 Class of Worker Data. EMSI industry data have various sources including the QCEW (Quarterly Census of Employment and Wages), with supplemental estimates from County Business Patterns and Current Employment Statistics. Non-QCEW employee data are based on a number of sources including QCEW, Current Employment Statistics, County Business Patterns, BEA State and Local Personal Income reports, the National Industry-Occupation Employment Matrix (NIOEM), the American Community Survey, and Railroad Retirement Board statistics.

Philadelphia Works worked with the Quarterly Workforce Indicators data available through the U.S. Census and defined the industry clusters at the four-digit NAICS code level. An industry group was assigned to a cluster if most of the employment fell in that cluster. Because the data are cyclical, the quarterly data were smoothed using a simple moving average. This report shows the data for the third quarter of 2012 plus three previous quarters.

The PA Employer Database available through the Center for Workforce Information & Analysis was used to report on the employers by size.