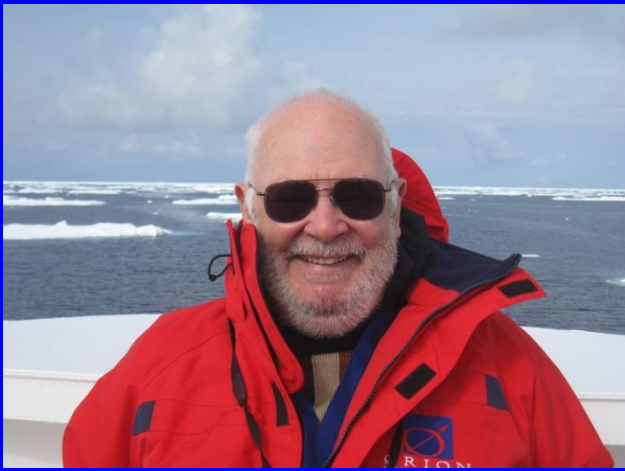


Logistics Median Pay & Education



**John Husing, Ph.D.
Economics & Politics, Inc.**

Inland Empire Economic Partnership

Sectors Involved

Source: U.S. Bureau of Labor Statistics

Wholesale Trade

Establishments that sell goods on their own account are known as wholesale merchants, distributors, jobbers, drop shippers, import/export merchants, and sales branches. These establishments typically maintain their own warehouse, where they receive and handle goods for their customers. Goods are generally sold without transformation, but may include integral functions, such as sorting, packaging, labeling, and other marketing services.

51,399 Annual Average Jobs in 2012

Warehousing & Trucking

- Truck Transportation subsector provide over-the-road transportation of cargo using motor vehicles, such as trucks and tractor trailers.
- Support Activities for Road Transportation.
- Warehousing & Storage establishments providing facilities to store goods. They do not sell the goods they handle.
- Couriers & Messengers

51,799 Annual Average Jobs in 2012

Diving Into the Statistical Weeds



Summarizing Pay: 2012

Source: CA Employment Development Department

Mean Average

	Transport & Warehousing	Wholesale Trade	Logistics
Jobs	61,412	52,271	113,683
Quarterly Payroll	\$630,103,000	\$639,487,000	\$1,269,590,000
	\$10,260	\$12,234	\$11,168
	4	4	4
Mean Annual Payroll	\$41,041	\$48,936	\$44,671

Advantage: Includes Part Time Workers in Firms

Disadvantage: Higher Paid Occupations Skew Mean Upward

Calculating Median Income

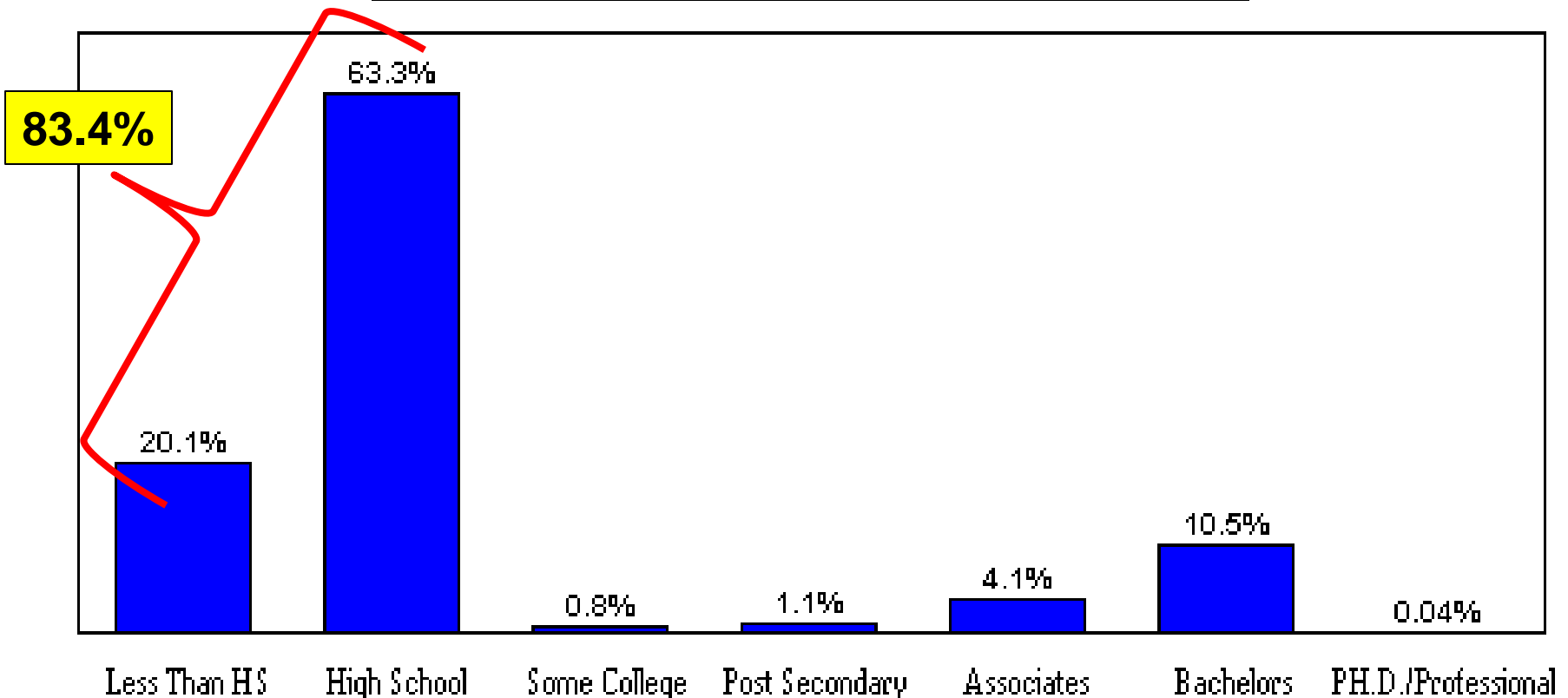
**Median: 50% of Workers Make More, 50% Less
Not Skewed by Abnormally High Pay**

- **155 Different Occupations**
- **Known Share of Jobs in Each Occupation**
- **Known Median Income in Each Occupation**
- **Known Education Requirements for Each Occupation**

Source: CA Employment Development Department

Educational Requirements For 155 Occupations

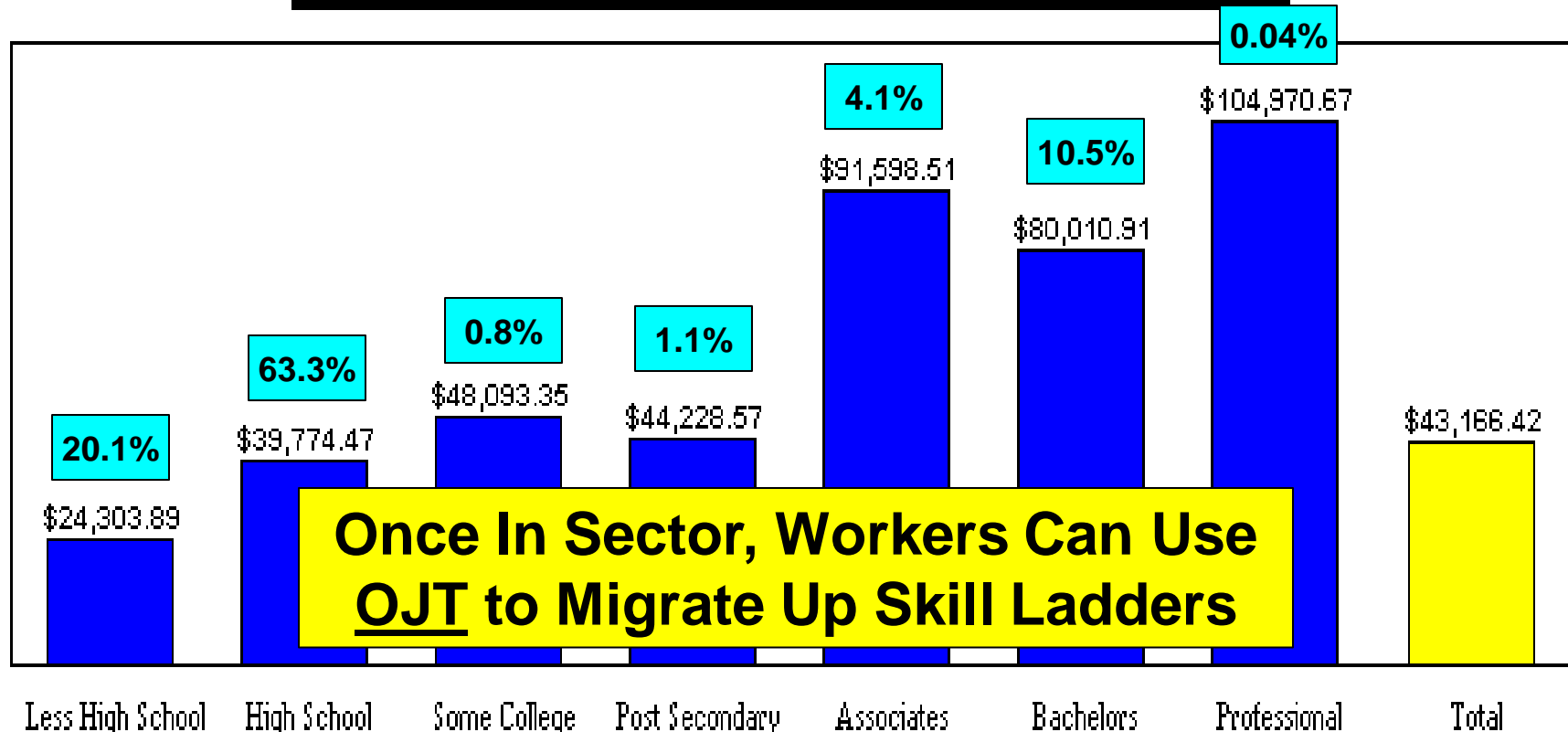
Educational Requirements, Logistics Jobs
Inland Empire, 2013



Source: CA Employment Development Department

Educational Level To Obtain First Job & Median Income

Median Income By Educational Required For First Job
Inland Empire, 2013



Once In Sector, Workers Can Use OJT to Migrate Up Skill Ladders

Source: CA Employment Development Department

Top 20 Occupations

Source: CA Employment Development Department

SOC	Occupational Title	Education	Share	Median	Annual
533032	Heavy and Tractor-Trailer Truck Drivers	High School	10.7%	\$20.22	\$42,057.60
537062	Laborers and Freight, Stock, and Material Movers, Hand	< High School	9.4%	\$11.61	\$24,148.80
414012	Sales Representatives, Wholesale/ Manufacturing, not Technical and Scientific Products	High School	8.2%	\$25.56	\$53,164.80
533033	Light Truck or Delivery Services Drivers	High School	5.2%	\$14.38	\$29,910.40
435071	Shipping, Receiving, and Traffic Clerks	High School	3.9%	\$13.64	\$28,371.20
111021	General and Operations Managers	Associates	3.7%	\$45.75	\$95,160.00
434051	Customer Service Representatives	High School	3.4%	\$16.26	\$33,820.80
435081	Stock Clerks and Order Fillers	< High School	3.3%	\$10.92	\$22,713.60
414011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	Bachelors	3.2%	\$29.73	\$61,838.40
439061	Office Clerks, General	High School	2.9%	\$13.36	\$27,788.80
433031	Bookkeeping, Accounting, and Auditing Clerks	High School	2.6%	\$17.65	\$36,712.00
537051	Industrial Truck and Tractor Operators	< High School	2.5%	\$14.67	\$30,513.60
537064	Packers and Packagers, Hand	< High School	2.3%	\$9.82	\$20,425.60
431011	First-Line Supervisors of Office and Administrative Support Workers	High School	2.0%	\$23.46	\$48,796.80
434151	Order Clerks	High School	1.9%	\$14.61	\$30,388.80
533031	Driver/Sales Workers	High School	1.4%	\$14.58	\$30,326.40
436014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	High School	1.3%	\$16.90	\$35,152.00
435011	Cargo and Freight Agents	High School	1.1%	\$16.86	\$35,068.80
531031	First-Line Supervisors of Transport & Material-Moving Machine and Vehicle Operators	High School	1.1%	\$24.72	\$51,417.60
112022	Sales Managers	Bachelors	1.1%	\$47.31	\$98,404.80
	Median Income		71.3%		\$40,190.36

Why Include Trucking & Non-Cargo Handling Jobs

Eliminate Warehousing ... Eliminate Trucking Jobs Which Are Integral To The Sector

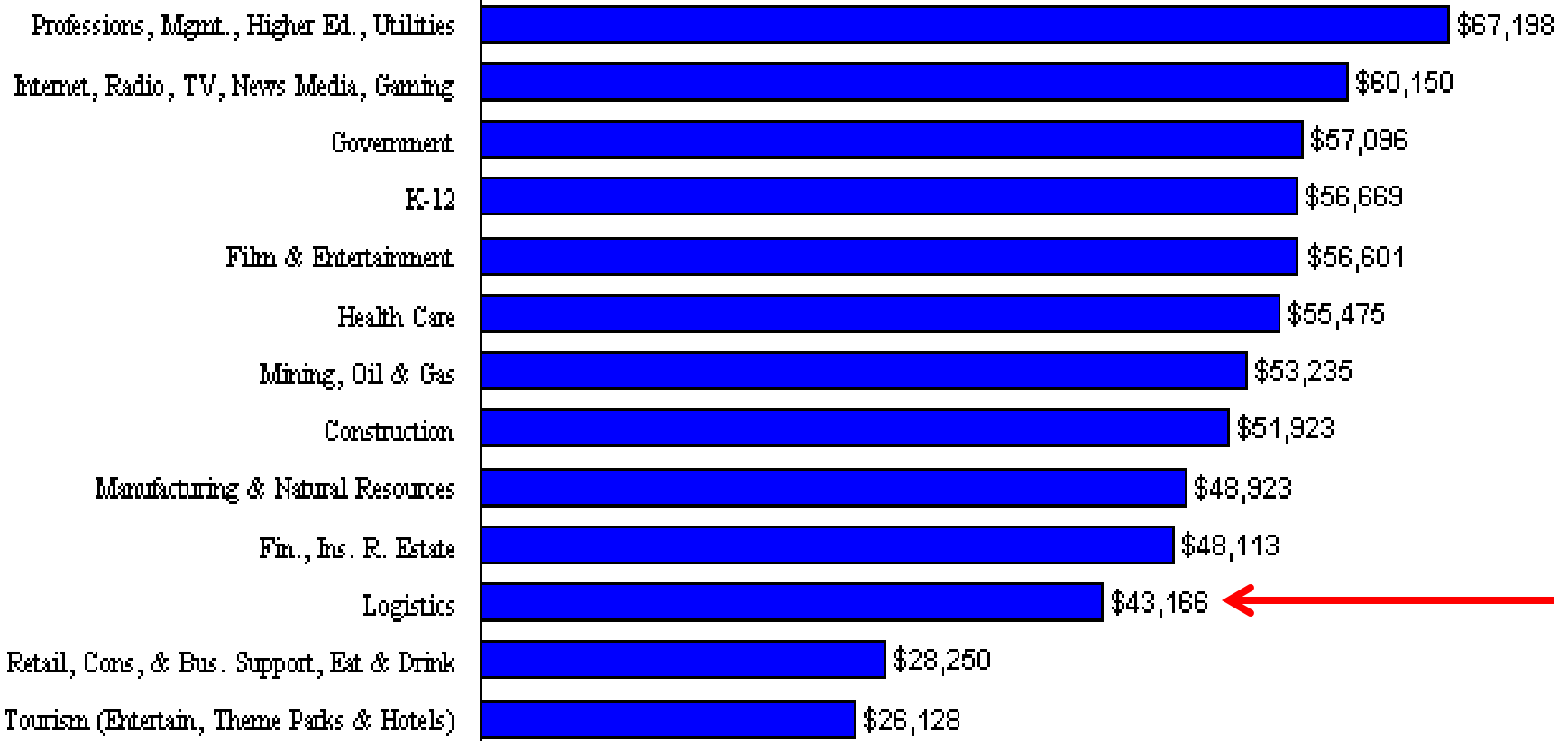
The Essence of People Migrating to the Middle Class in U.S. Economic History Is Starting Modest Jobs And Moving Up Skill Ladders to Better Paying Jobs

Percentage of Part Time Workers By Sector

Sector	Wage & Salary Work 1 Year or less
Agriculture	2.5%
Mining	0.7 %
Construction	13.0 %
Manufacturing	6.7 %
Wholesale	3.2 %
Retail Trade	6.4 %
Transportation & Utilities	5.0 %
Information	1.6 %
Financial Activities	1.4 %
Professional & Business Services	18.2 %
Education and Health	23.5 %
Leisure and Hospitality	10.1 %
Other Services	5.0 %
Public Administration	2.8 %
Logistics	8.2%
If Three Times More Likely in IE	24.6%
Temporary Agencies, 2012	36,000
Temporary Logistics	8,856
Logistics + Temp Logistics, 2012	125,156
Share Temporary in Logistics	7.1%

Median Pay By Sector Groups

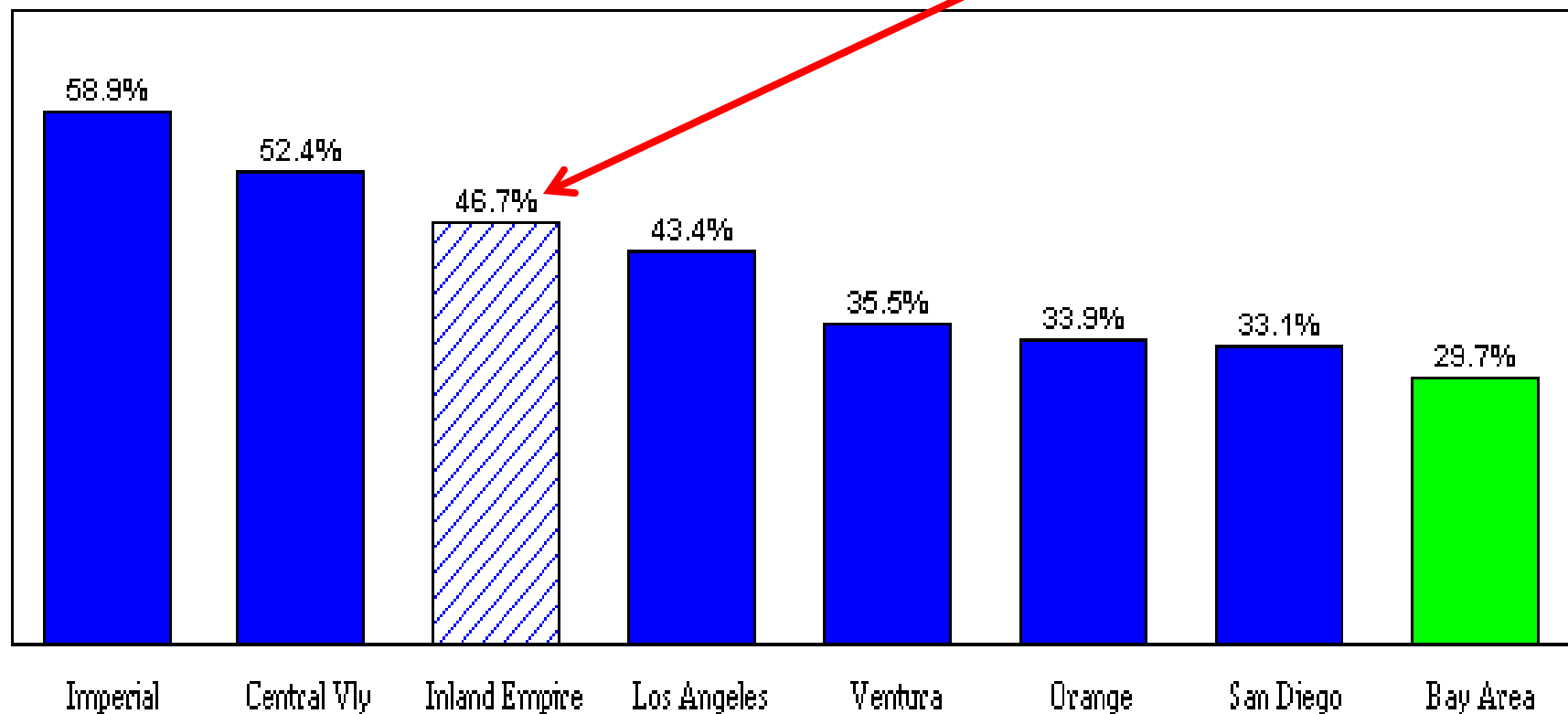
Exhibit 4.-Median Pay Level By Sector
Inland Empire, 1st Quarter, 2013



Source: Occupational Pay Scales & Sector Job Composition, CA Employment Development Department

Workforce Needs Jobs Without Educational Barriers

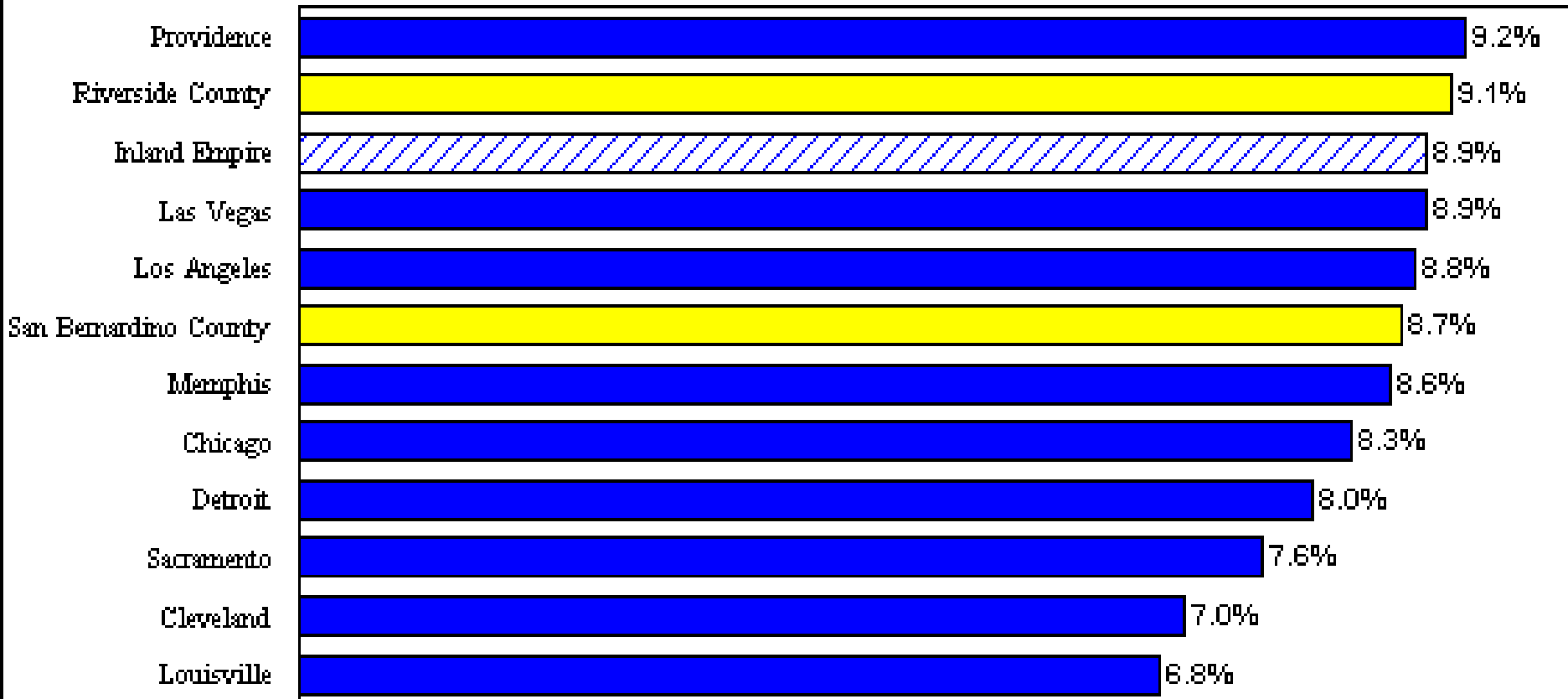
Exhibit 3.-Share of Population High School or Less
Southern California Counties, Pass Area, Bay Area, 2012



Source: 2012 American Community Survey

Highest 12 U.S. Metro Unemployment Rates

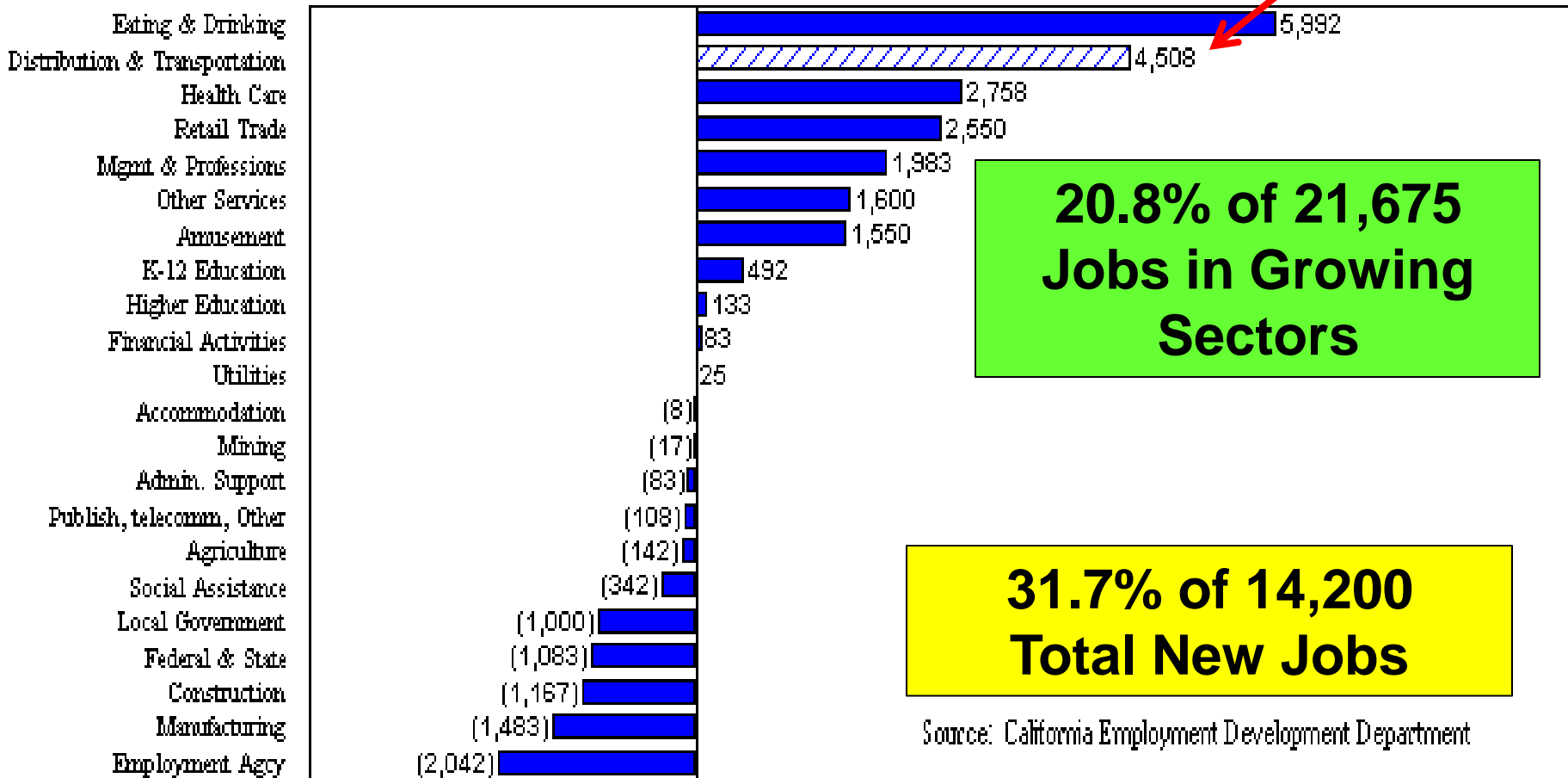
**Worst Metropolitan Unemployment Rates
U.S. Areas of One Million or More, December 2013**



Source: U.S. Bureau of Labor Statistics

Role of Logistics, 2013

Inland Empire Growing & Decling Sectors Average January-December 2012-2013



Source: California Employment Development Department

Inland Empire Poverty

Exhibit 2.-Share & Number of Inland Residents Below Poverty Level

Census Bureau Year	People In Poverty	Share of Population in Poverty	Population
1990	306,417	11.8%	2,588,793
2000	477,496	14.7%	3,255,526
2012	828,431	19.0%	4,293,892
Changes	+170.4%	+7.2%	+65.9%

Hispanic:	23.9%
African American:	27.2%
White:	12.1%
Asian:	10.4%

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