

Kentley Insights

2022 Market Research Report

Furniture and Kitchen Cabinet Manufacturing

June 2022

Report: 3371

Report Contents

3 Overview

- Methodology, Sources, and Industry Definition

4 Industry Snapshot - Revenue & Growth

5 Industry Snapshot - Costs & Profitability

Section One

REVENUE & GROWTH BENCHMARKS

7 Industry Growth Details

- Industry Revenues, Companies, & Facilities
- 2013-2021 Historical Figures
- Forecasts for 2022 and 2026

8 Growth Benchmarks

- Revenues per Company & Facility
- Facilities per Company
- 2013-2021 Historical Figures
- Forecasts for 2022 and 2026

9 Breakdown of Product Lines

- Percentage of Revenue from Product Lines

10 Manufacturing Subsector Growth

- Sales and 5-Year CAGR

11 Income vs. Revenue Growth Matrix

- Manufacturing Subsectors vs. Industry

12 Industry Revenue as a % of State GDP

- Sales as a Percentage and State Rankings

13 Industry Revenue as a % of State Manufacturing

- Sales as a Percentage and State Rankings

14 Sales per Company by State

- Sales per Company and State Rankings

15 Producer Pricing Index

- Annual PPI - Indexed to 2006
- Forecasts for 2022 and 2026
- Monthly PPI Figures for the Past 4 Years

16 Consolidation Analysis

- Number of Companies by Size of Company
- Number of Facilities by Size of Company
- Facilities per Company by Size of Company
- 2012 versus 2020

17 Employment by Company Size

- Number of Employees by Company Size
- Employees per Company by Size of Company
- Employees per Facility by Size of Company
- 2012 versus 2020

18 Manufacturing Subsector Consolidation Analysis

- Number of Companies
- Number of Facilities
- 5-Year CAGR

19 Manufacturing Subsector Consolidation Analysis

- Facilities per Company
- Employees per Company
- 5-Year CAGR

Report Contents (Continued)

Section Two

COST, CAPITAL & PROFIT BENCHMARKS

21 Profitability & Financial Ratio Analysis

- Percent of Companies that are Profitable
- Average Net Income as a Percent of Revenue
- Financial Ratios - 10 ratios, such as Total Asset Turnover, Assets to Liabilities, Return on Net Worth, Solvency Ratio

22 Operating Expenses

- Industry Operating Expenses
- Industry Revenue vs. Operating Expense Growth
- Operating Expense as a Percent of Revenue
- 2013-2021 Historical Figures
- Forecasts for 2022 and 2026

23 Operating Expenses by Company & Facility

- Operating Expenses per Company
- Operating Expenses per Facility
- Revenue vs. Expenses Growth per Facility
- 2013-2021 Historical Figures
- Forecasts for 2022 and 2026

24 Operating & Inventory Expense Detail

- Employee Expenses
- Cost of Materials
- Buildings & Rent Expenses
- Equipment Expenses
- Miscellaneous Expenses
- Inventory Expenses - Finished, WIP, Materials

25 Plant Utilization & Hours

- Plant Utilization Rate
- Plant Operational Hours per Week
- 2018-2021 Historical Figures by Quarter

26 Productivity & Industry Employment

- Revenue per Employee
- Total Industry Employees
- Employees per Company
- 2013-2021 Historical Figures
- Forecasts for 2022 and 2026

27 Employee Productivity by State

- Revenue per Employee and State Rankings

28 Industry Payroll

- Payroll per Employee
- Payroll per Company
- Payroll per Facility
- 2013-2021 Historical Figures
- Forecasts for 2022 and 2026

29 Payroll by Size of Company

- Payroll per Company
- Payroll per Facility
- Payroll per Employee
- 2012 versus 2020

30 Payroll per Employee by State

- Payroll per Employee
- State Rankings

31 Job Categorization Benchmarks

- Management & Finance
- Operations
- Sales & Marketing
- Technology, Engineering & Science
- Service, Support & Training
- Percent of Industry's Employees

32 Job Categorization Pay Ranges

- Management & Finance
- Sales, Service & Marketing
- Operations
- Pay Bands

33 Top 20 Jobs in the Industry Breakdown

- Percent of Total Employees
- Rank Ordered

34 Pay Bands for the Top 20 Jobs in the Industry

- Pay Bands
- Rank Ordered

35 Total Employment by State

- Number of Employees and State Rankings
- State Rankings

36 Population to Every Employee by State

- Number of Residents to Industry Employee
- State Rankings

Report Methodology & Sources

Kentley Insights is the leader in data-driven industry market research reports. This report includes extensive data sets and forecasts on Furniture and Kitchen Cabinet Manufacturing, which will provide you with key insights and benchmarks to create a broad and in-depth diagnostic and understanding of any company in the industry.

For this report, the core data is sourced from comprehensive business surveys filled out by companies in the Furniture and Kitchen Cabinet Manufacturing industry. Our analysts create the industry forecasts utilizing historical trends, industry dynamics, econometrics, and macroeconomic trends. Data sources include the Bureau of Labor, the Census Bureau, the IRS, the Bureau of Economic Analysis, the Federal Reserve, and the Department of Commerce.

Industry Definition

Furniture and Kitchen Cabinet Manufacturing

This industry group includes companies manufacturing household-type furniture, such as living room, kitchen and bedroom furniture and institutional (i.e., public building) furniture, such as furniture for schools, theaters, and churches.

Industry Snapshot - Revenue & Growth

Below is the revenue and growth snapshot for Furniture and Kitchen Cabinet Manufacturing, covering industry size, growth, forecasts, revenue per company, product line concentration, pricing, sales per capita, sales per facility, and benchmarks.

Overall Industry Size

The overall 2021 revenues of the Furniture and Kitchen Cabinet Manufacturing was \$37.7 billion. The industry is above average in industry size, ranking in the top 40% of manufacturing industries.

Overall Industry Growth

Over the past 3 years, industry revenues have been shrinking at an annual rate of -2.1% per year. This growth rate lags the average for manufacturing industries and ranks it in the bottom 40% of all manufacturing industries.

Overall Industry Growth Forecast

Given the macroeconomic climate and industry dynamics, the forecasted industry revenue growth rate for the next 5 years is 2.7% per year for the Furniture and Kitchen Cabinet Manufacturing industry.

Revenue per Company

In 2021, the average revenue per company for the industry was approximately \$3.8 million, which declined at a 1.4% annual rate over the past 3 years.

Product Line Concentration

For Furniture and Kitchen Cabinet Manufacturing, the top product line make up 61% of revenue, which ranks in the top 60% of manufacturing industries for product line concentration.

Producer Pricing Index

In 2021, PPI for the industry was 5.8%. While over the past 5 years, PPI has averaged 2.5% per year.

Industry Revenue as a Percent of State Manufacturing

For Furniture and Kitchen Cabinet Manufacturing, Mississippi has the highest industry revenue as a % of state manufacturing at 4.7%. This is 622% higher than the average of 0.7% per state.

Sales per Facility

For the industry, Mississippi has the highest sales per facility at \$27.1 million, which is 633% higher than the U.S. average of \$3.7 million in sales per facility.

Industry Snapshot - Costs, Capital & Profit

Below is an industry snapshot on operating expenses, employee productivity, payroll, job categorization, profitability, and relevant Furniture and Kitchen Cabinet Manufacturing benchmarks.

Operating Expenses

In 2021, the operating expenses as a percent of revenue for Furniture and Kitchen Cabinet Manufacturing was 84.5%, and over the past 3 years total operating expenses for the industry grew at -2.1% per year.

Operating Expense Breakdown

The breakdown of operating expenses for the industry is as follows: 33.7% for employee expenses, 52.5% for cost of materials, 5.4% for buildings and expenses, and 8.4% for other expenses.

State Population per Industry Employee

Mississippi ranks #1 in employment density within the industry, with 1 out of every 178 people in the state in the industry.

Employee Productivity

In 2021, the sales per employee grew 2.1% to \$169,389, which ranks the industry in the bottom 20% of manufacturing industries.

Payroll per Employee

In 2021, payroll per employee equaled \$40,757 for the industry, which ranks it in the bottom 20% of manufacturing industries. Payroll per employee has grown at an annual rate of 1.9% over the past 3 years.

Payroll by State

Massachusetts is the highest paying state, with a payroll per employee of \$53,104, which is 35.4% higher than the U.S. average.

Job Categorization

The jobs breakdown for Furniture and Kitchen Cabinet Manufacturing is as follows: 15% of the jobs are in management and finance, 79.5% of the jobs are in operations, while 5.5% of the jobs are in sales, marketing and technology.

Profitability

72.8% of companies in the industry are profitable, with an average net income of 6.3% of revenues, which ranks the industry in the bottom 40% of manufacturing industries.

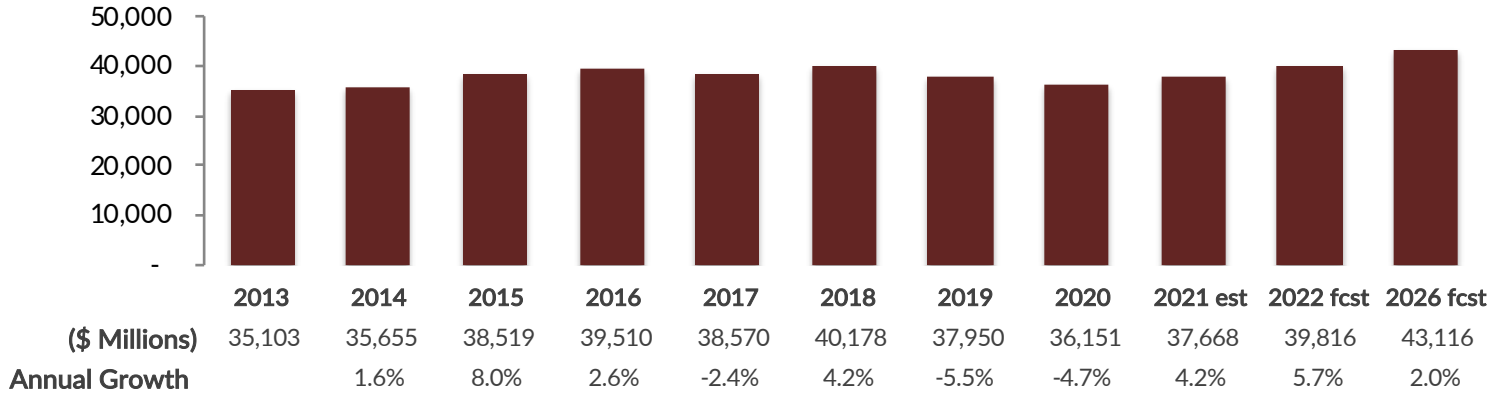
Section One

Revenue & Growth Benchmarks

Industry Growth Details

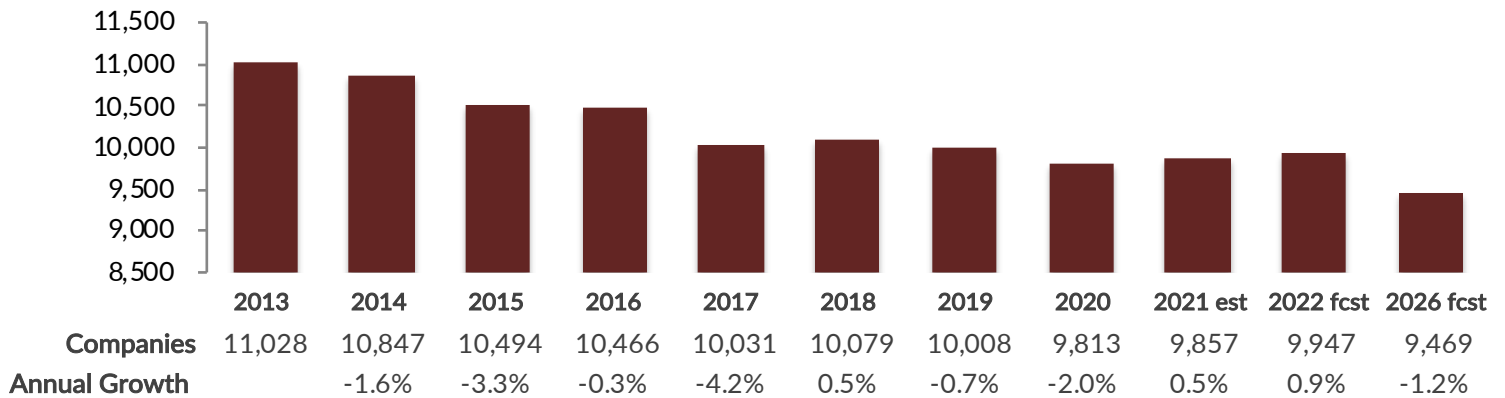
To get a macro level view of Furniture and Kitchen Cabinet Manufacturing, below are the historical details and industry growth forecasts for total industry revenues, number of companies, and number of facilities.

Industry Revenue (\$ Millions)



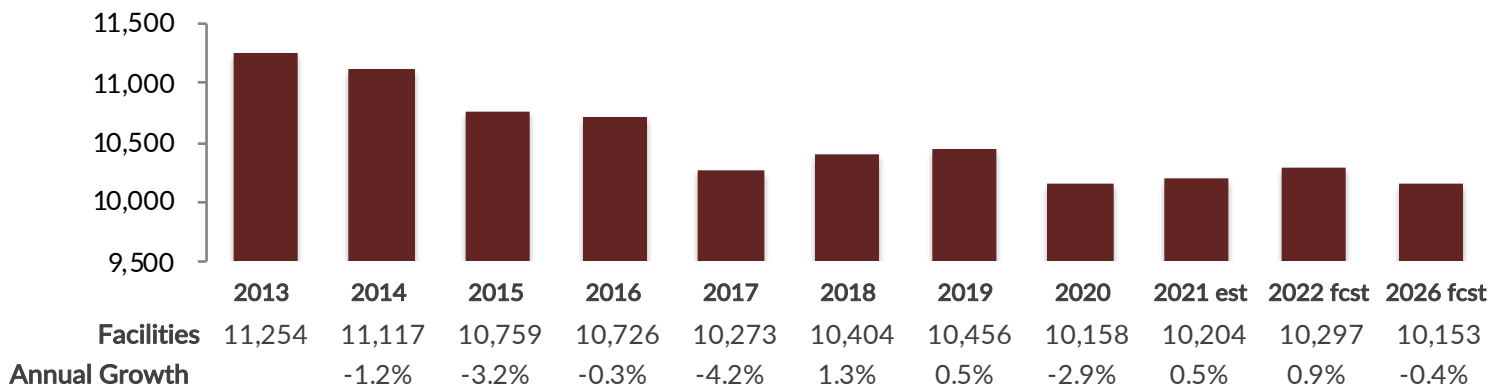
Compound Annual Growth Rate **-2.1%** 3-Year **-1.0%** 5-Year

Number of Companies



Compound Annual Growth Rate **-0.7%** 3-Year **-1.2%** 5-Year

Number of Facilities (i.e., separate facilities and facilities)

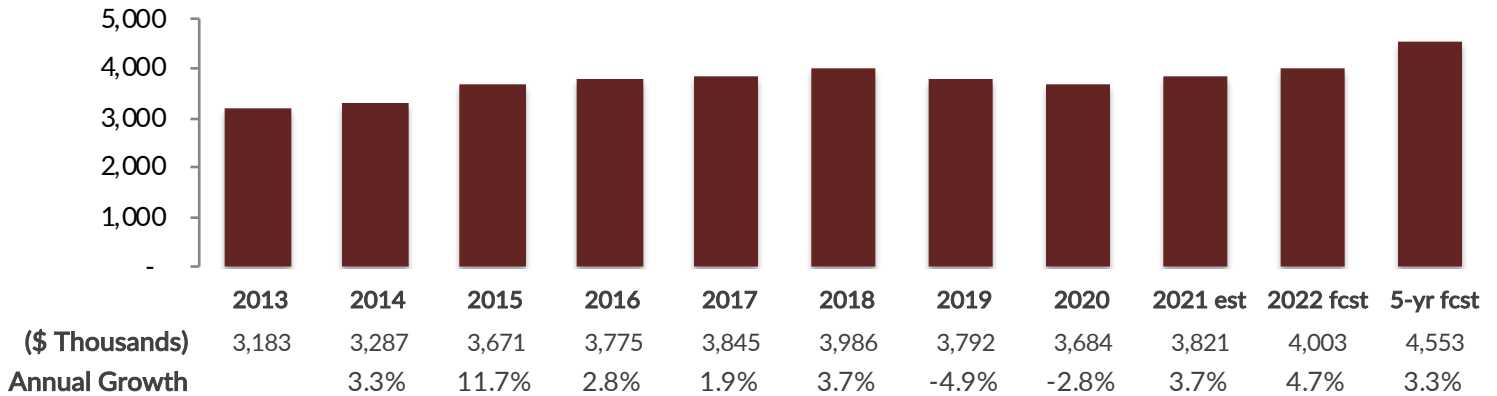


Compound Annual Growth Rate **-0.6%** 3-Year **-1.0%** 5-Year

Growth Benchmarks

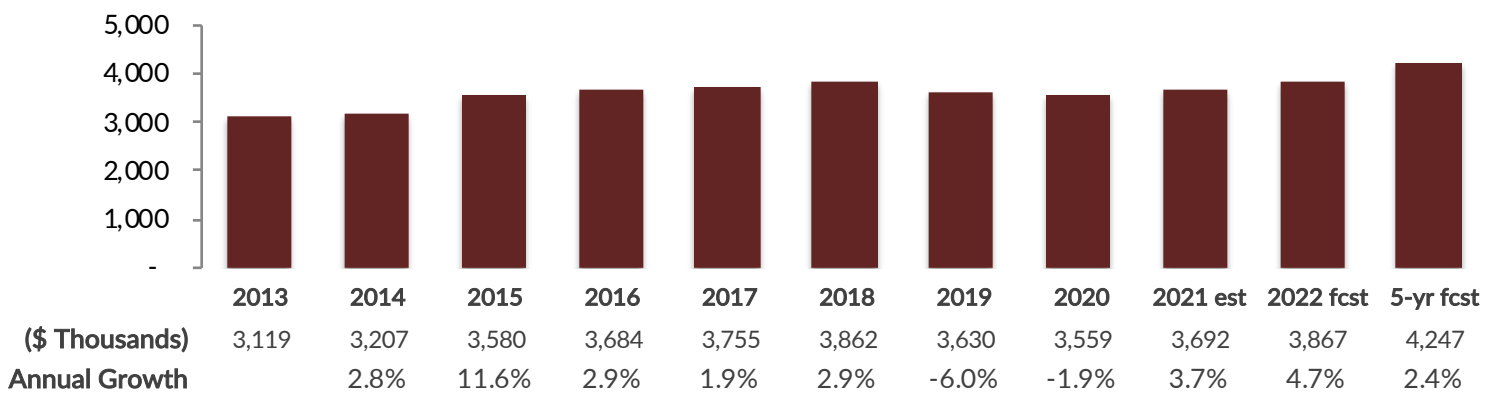
Below are the normalized growth benchmarks for Furniture and Kitchen Cabinet Manufacturing, including revenue per company, revenue per facility, and facilities per company. These metrics are typically better to use to benchmark a company's performance, since they normalize for company and facility growth.

Revenue per Company (\$ Thousands)



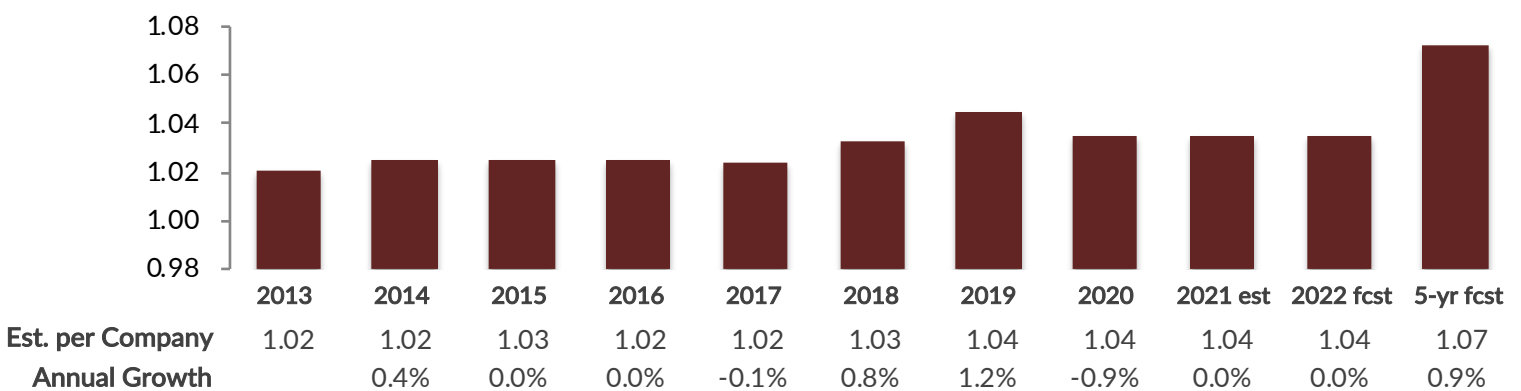
Compound Annual Growth Rate **-1.4%** 3-Year **0.2%** 5-Year

Revenue Per Facility (\$ Thousands)



Compound Annual Growth Rate **-1.5%** 3-Year **0.0%** 5-Year

Facilities per Company

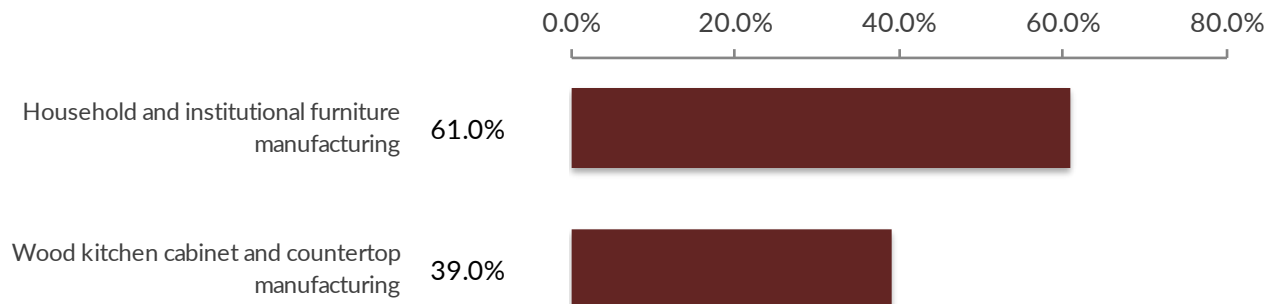


Compound Annual Growth Rate **0.1%** 3-Year **0.2%** 5-Year

Breakdown of Top Product Lines

Below represents industry sales as a percentage of the top product lines, which is used to highlight potential growth opportunities, strengths, and weaknesses.

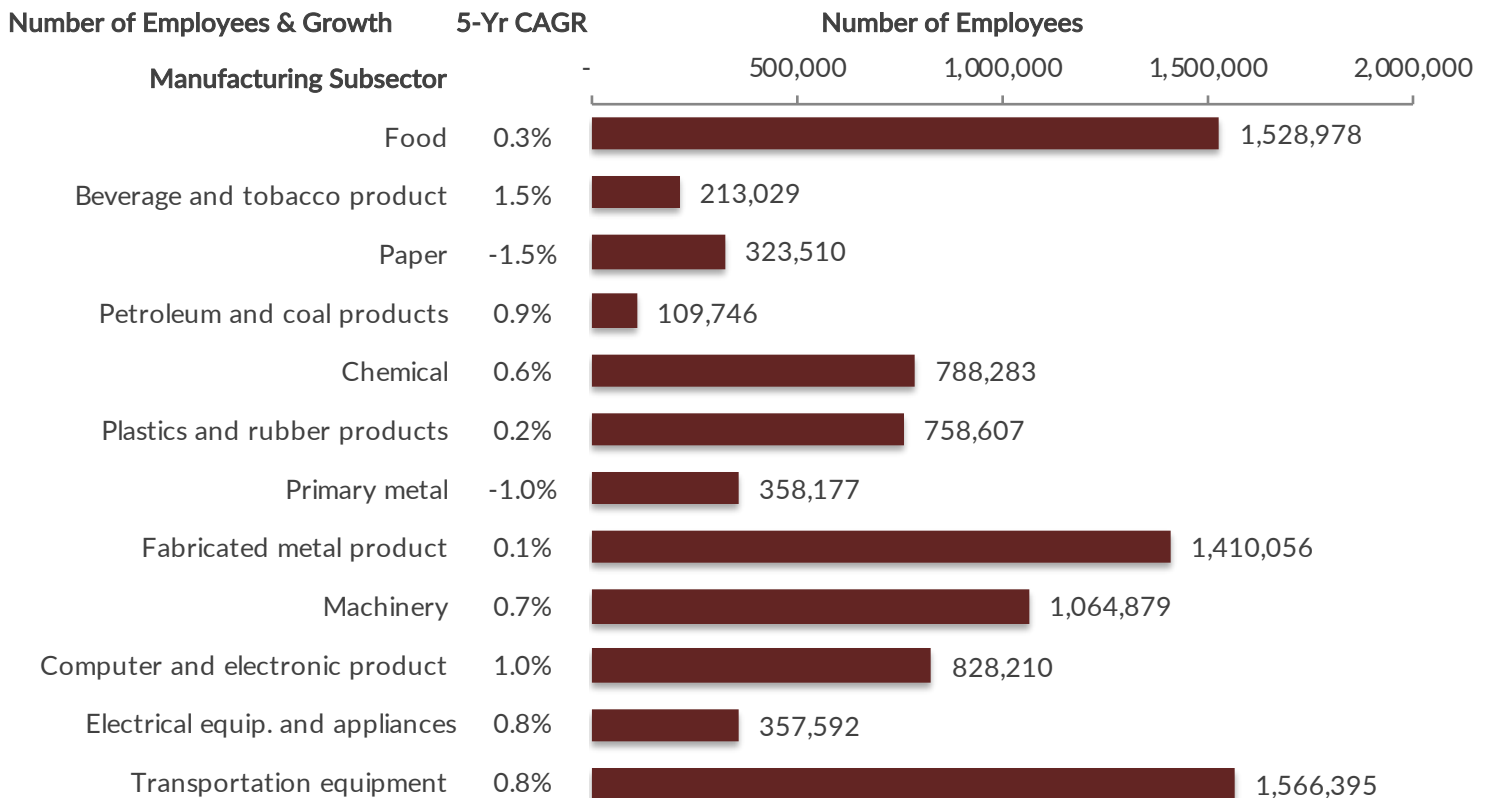
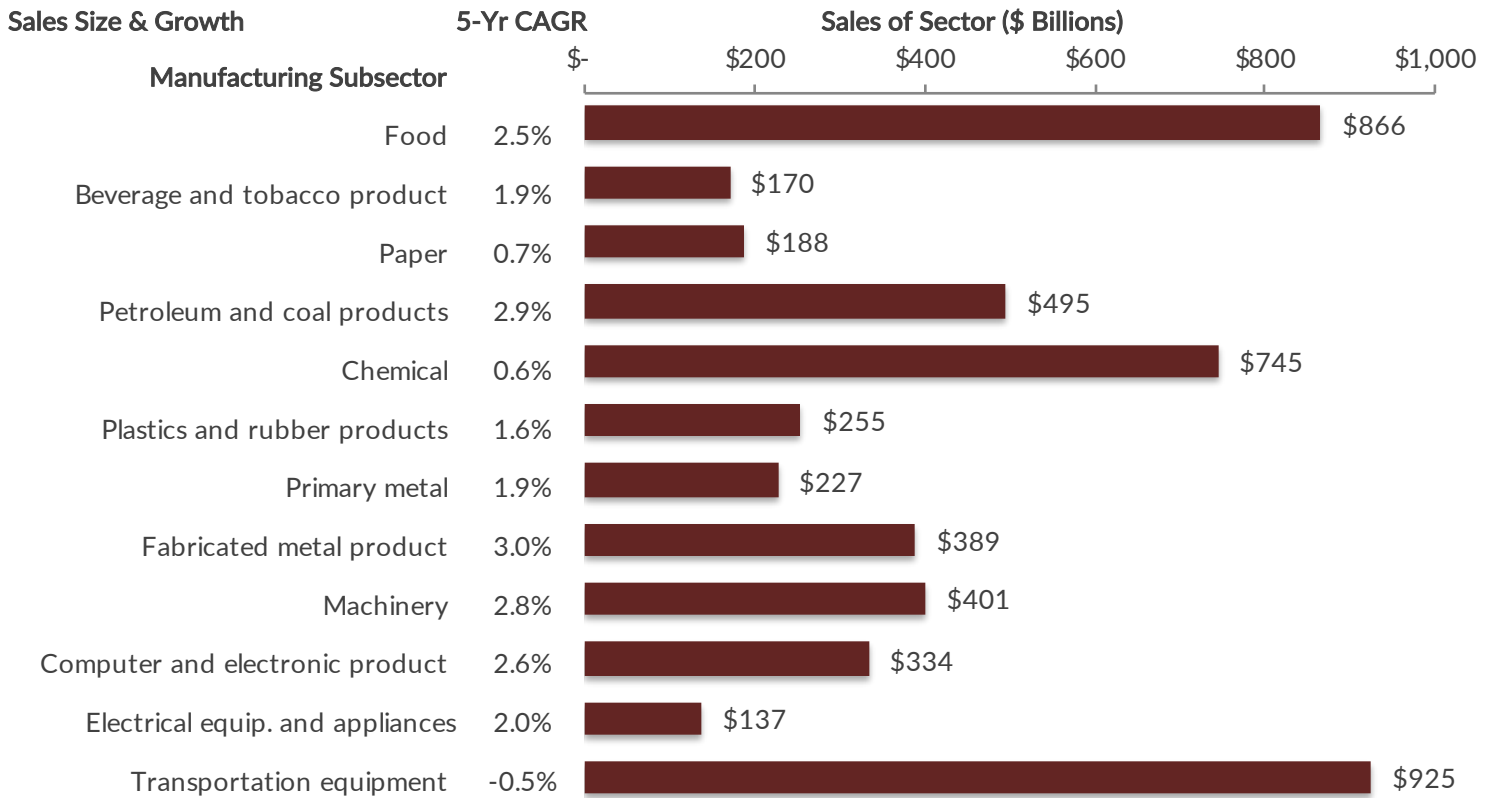
Breakdown of Sales by Top Product Lines (%) Furniture and Kitchen Cabinet Manufacturing



Totals may not add up to 100% given industry concentration disclosure issues

Manufacturing Sector Growth

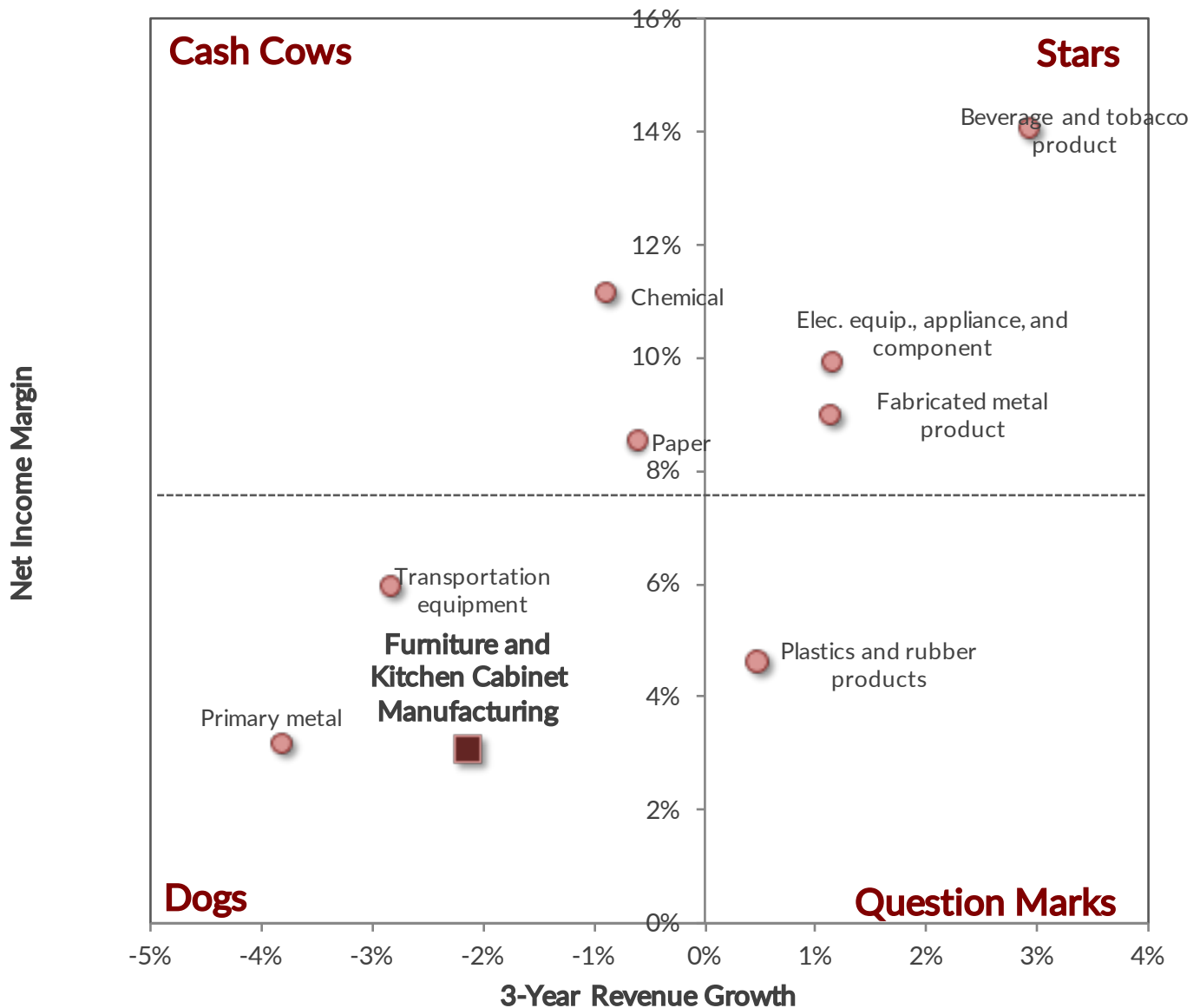
Below is the size and growth of all of the major manufacturing subsectors, which is typically utilized to understand how an industry is performing against the macro economy.



Income vs. Revenue Growth Matrix

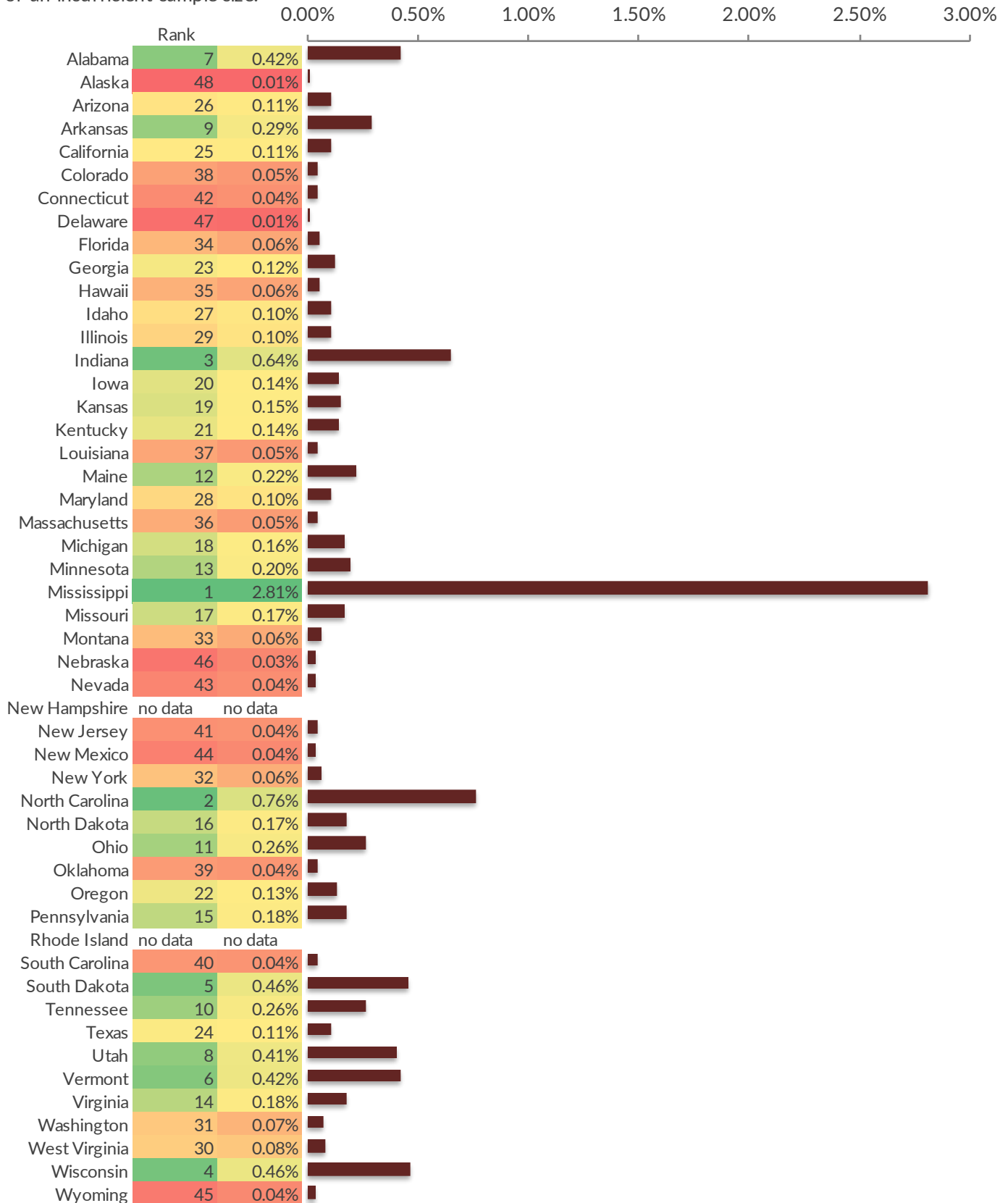
Similar to the famous BCG Matrix, though substituting net income margin for relative market share and taking it to the industry level, the Income vs. Revenue Growth Matrix is an insightful tool to create context for an industry and companies. Where is your industry on the matrix? And, more importantly, where does your company fall on the matrix?

Industries which can generate high net income margin and high revenue growth are known as the Star industries, which often attract higher levels of competition chasing the growth. Those that generate low net income margin and low revenue growth are known as the Dogs. Often, Dog industries are very mature, and growth comes from consolidation and driving costs out of the business. Industries with high net income margin and low revenue growth are Cash Cows, which typically are more mature and have less overall investment, but have nice industry dynamics to protect the margins of the industry. Question Mark industries are those that have high revenue growth, but low net income margin. Companies in Question Mark industries, which can drive competitive differentiation and a higher net income margin, can often realize significant profit growth.



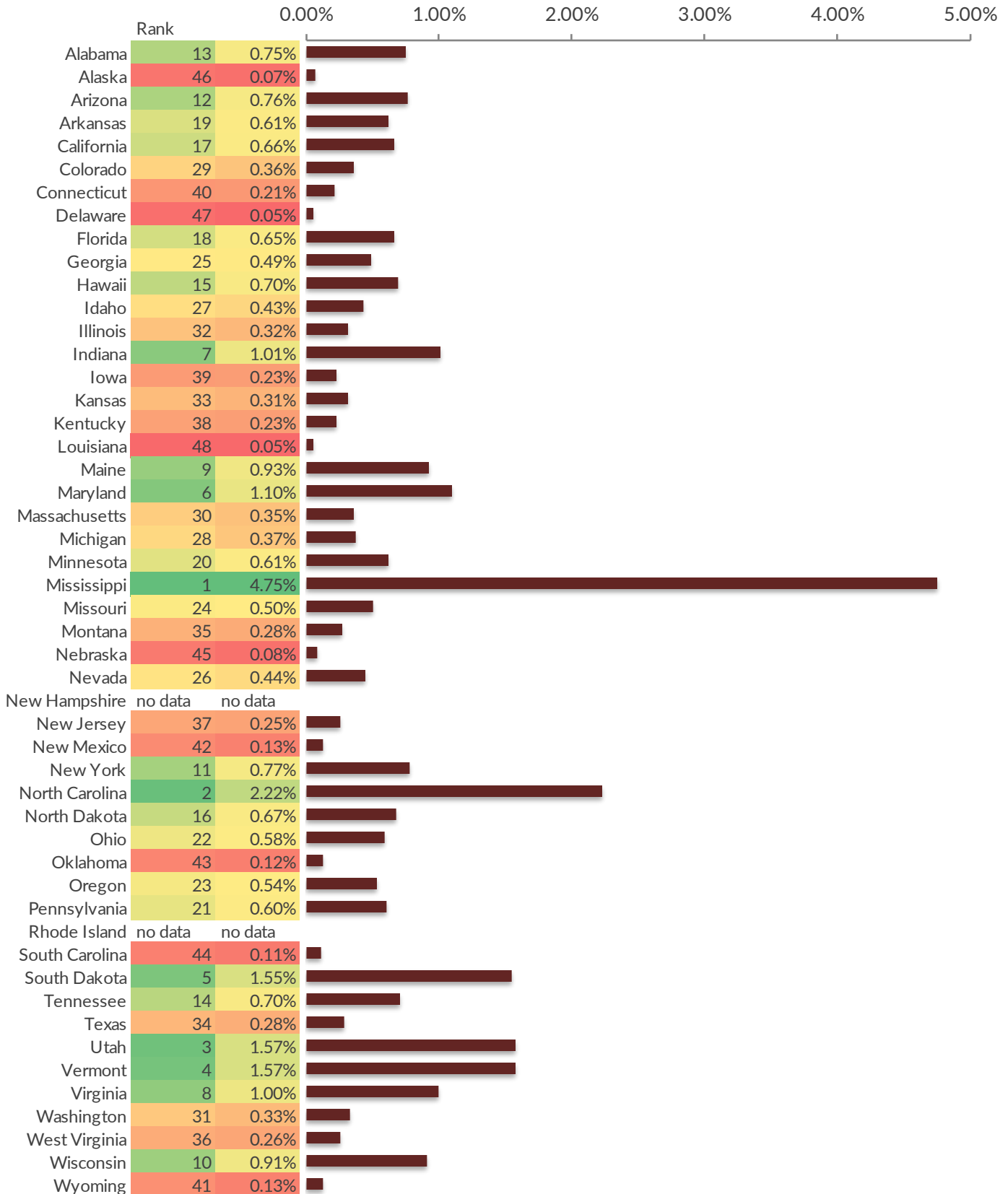
Industry Revenue as a % of State GDP

Industry revenue as a percentage of state GDP is a go-to metric to understand how important your industry is to a state and sometimes the market potential in the states you compete in. "No data" indicates no industry manufacturing facilities or an insufficient sample size.



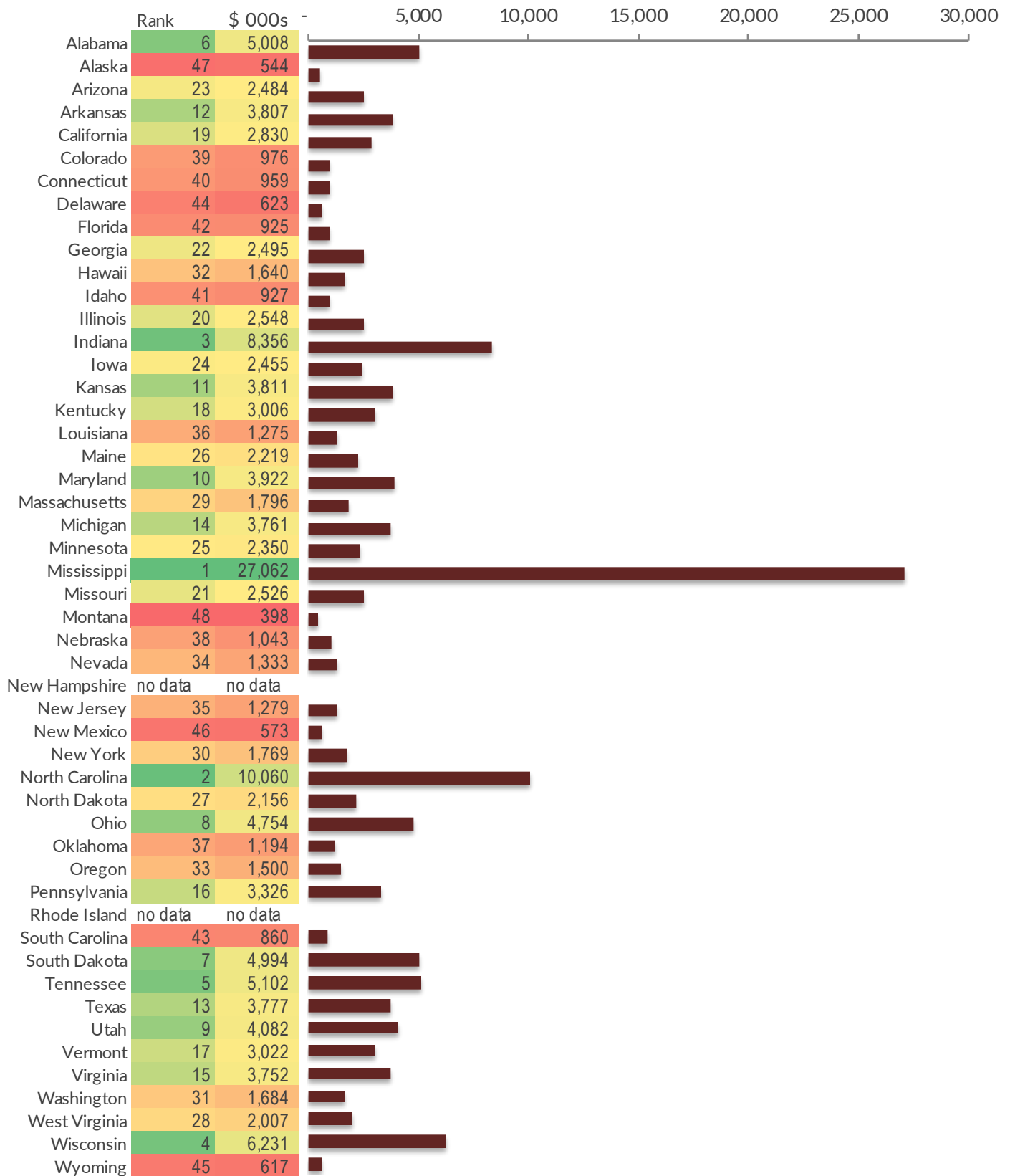
Industry Revenue as a % of State Manufacturing GDP

Industry revenue as a percentage of state manufacturing GDP is a go-to metric to understand how important your industry is to a state's manufacturing sector. "No data" indicates an insufficient sample size.



Sales per Company by State

Sales per company highlights the competitive intensity and leverage of companies in a state. Those states with high sales per company most likely face increasing competition. "No data" indicates no industry manufacturing facilities or an insufficient sample size.

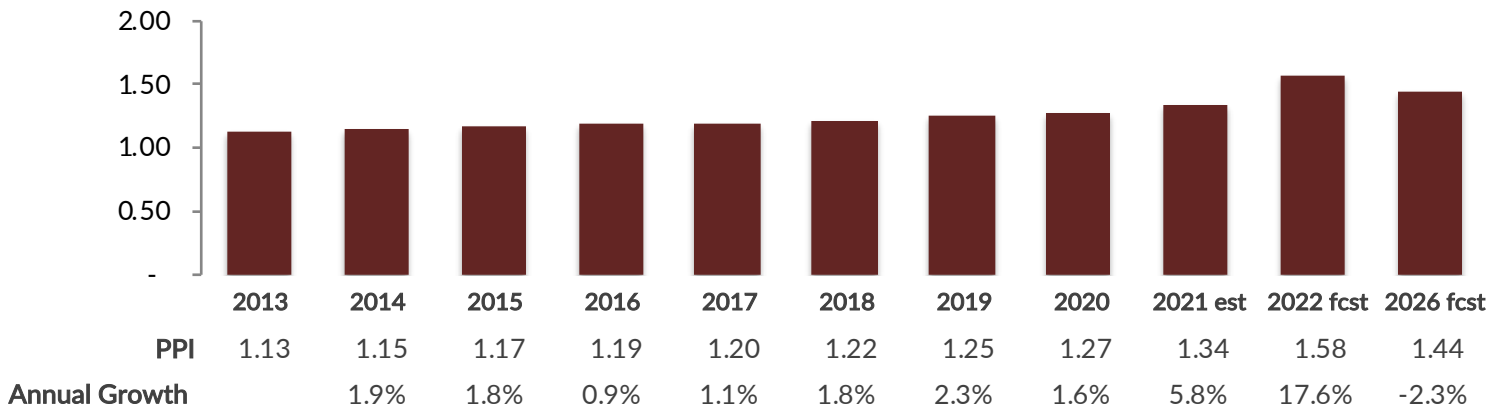


Producer Price Index (PPI)

Understanding the producer pricing dynamics of an industry is critical to help inform the decisions of a company. Below is the historical and forecasted producer pricing index of the industry, and the seasonality of PPI over the past 4 years.

Furniture and Kitchen Cabinet Manufacturing Producer Pricing Index

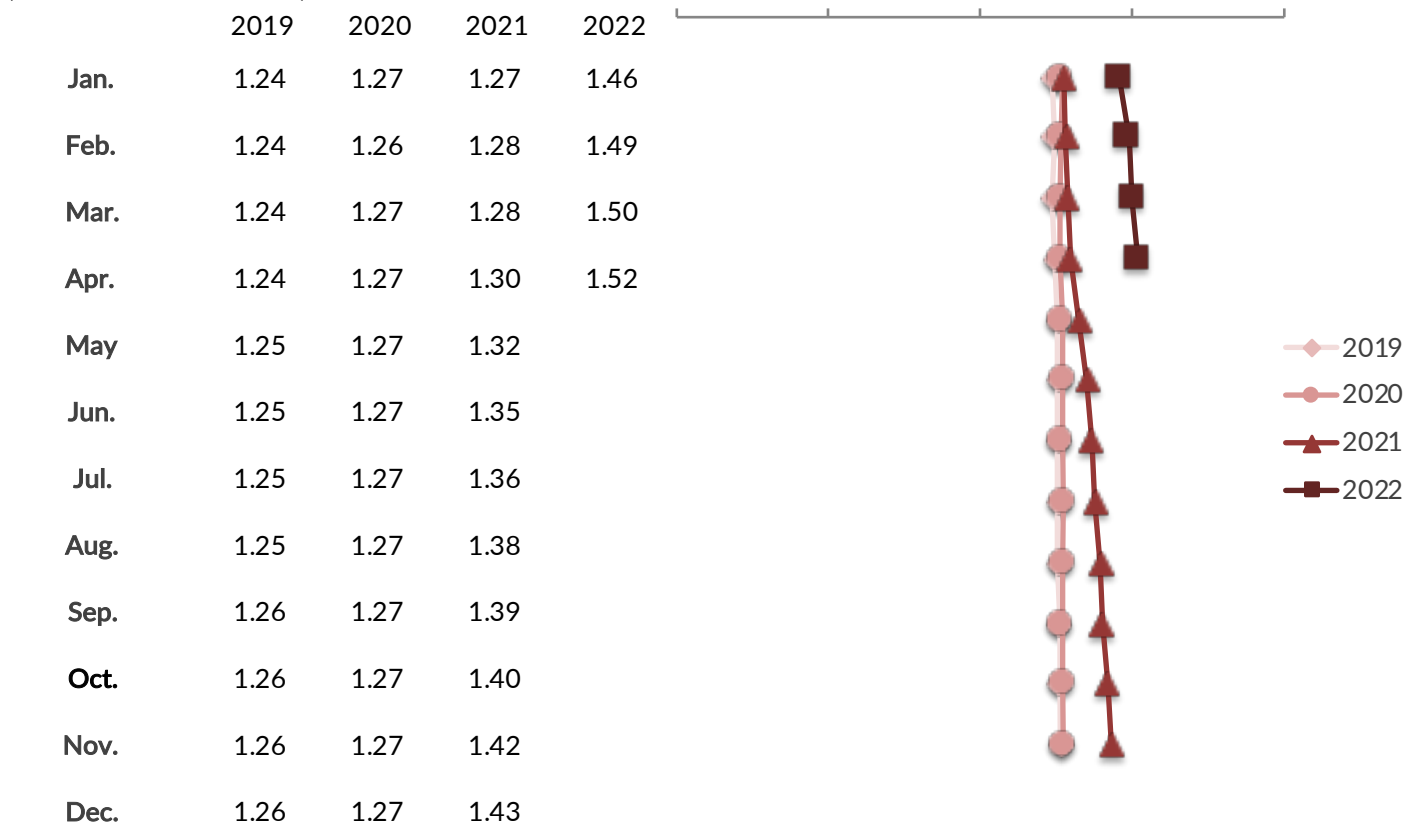
(Indexed at 100 in 2006)



Compound Annual Growth Rate **3.2%** 3-Year **2.5%** 5-Year

Furniture and Kitchen Cabinet Manufacturing Industry PPI

(Indexed at 100 in 2006)



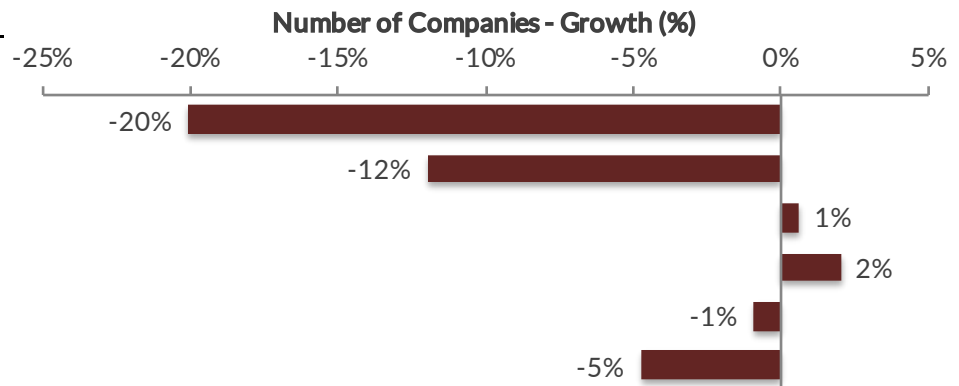
Consolidation Analysis

While industry level benchmarks are useful, digging into the growth and consolidation dynamics by the size of companies (e.g., 0-4 employees = small company, 500+ employees = large company) can provide deep context and insight into the competitive dynamics. Below you have the number of companies, facilities and facilities per company by business size and growth.

Furniture and Kitchen Cabinet Manufacturing

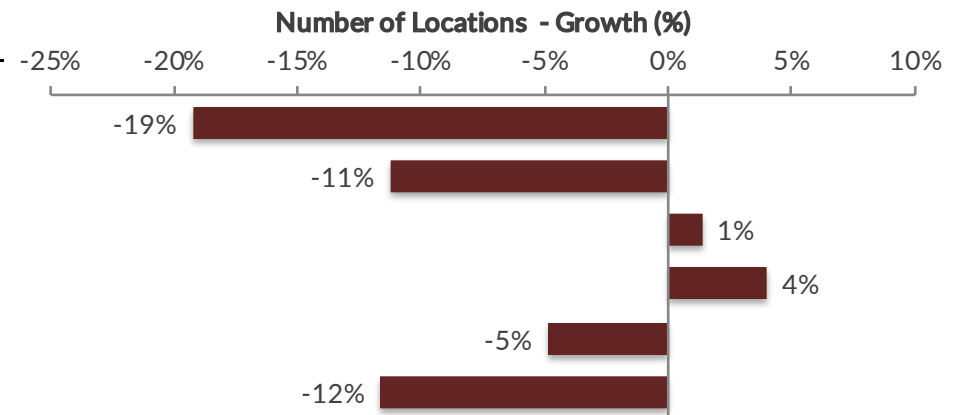
Number of Companies

Company Size	2012	2020
0-4	6,510	5,202
5-9	2,240	1,971
10-19	1,258	1,266
20-99	1,070	1,092
100-499	270	267
500+	90	86



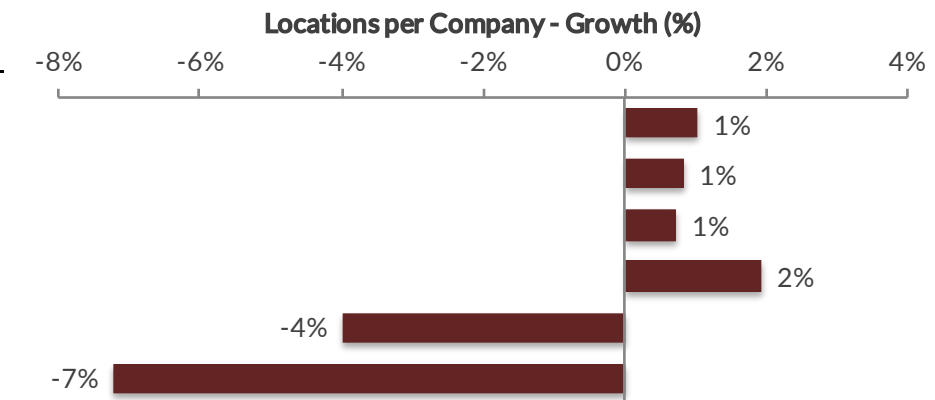
Number of Facilities

Company Size	2012	2020
0-4	6,516	5,261
5-9	2,247	1,994
10-19	1,267	1,284
20-99	1,106	1,150
100-499	352	335
500+	239	211



Facilities per Company

Company Size	2012	2020
0-4	1.0	1.0
5-9	1.0	1.0
10-19	1.0	1.0
20-99	1.0	1.1
100-499	1.3	1.3
500+	2.7	2.5



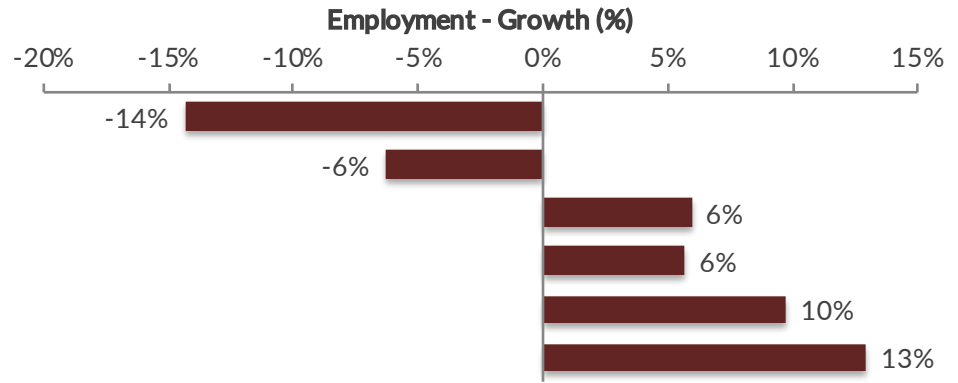
Employment by Business Size

Employment dynamics by size of company highlights a deeper level of insight into what size companies are growing and shrinking. Below are metrics on employees, employees per company, and employees per facility segmented by business size with growth figures.

Furniture and Kitchen Cabinet Manufacturing

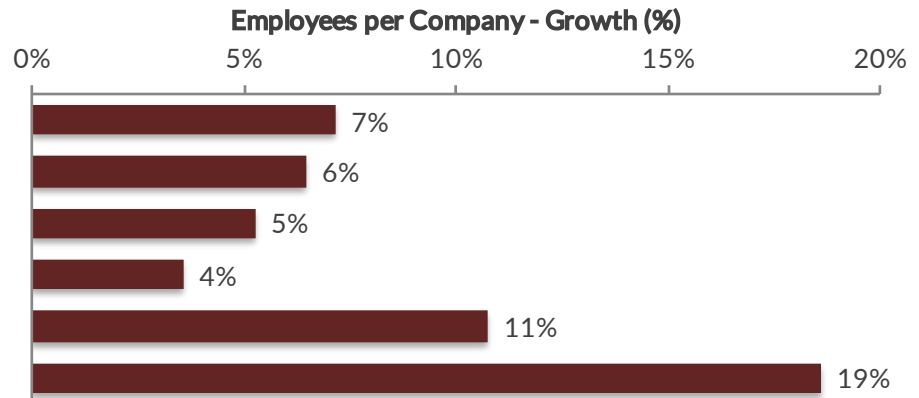
Number of Employees

Company Size	2012	2020
0-4	12,016	10,290
5-9	14,670	13,747
10-19	17,014	18,024
20-99	41,878	44,258
100-499	44,984	49,368
500+	71,425	80,692



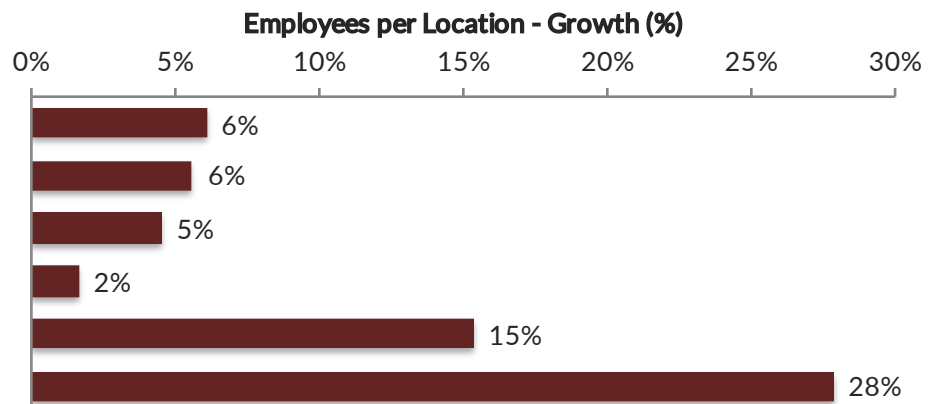
Employees per Company

Company Size	2012	2020
0-4	1.8	2.0
5-9	6.5	7.0
10-19	13.5	14.2
20-99	39.1	40.5
100-499	166.6	184.6
500+	793.6	941.5



Employees per Facility

Company Size	2012	2020
0-4	1.8	2.0
5-9	6.5	6.9
10-19	13.4	14.0
20-99	37.9	38.5
100-499	127.8	147.4
500+	298.8	382.1

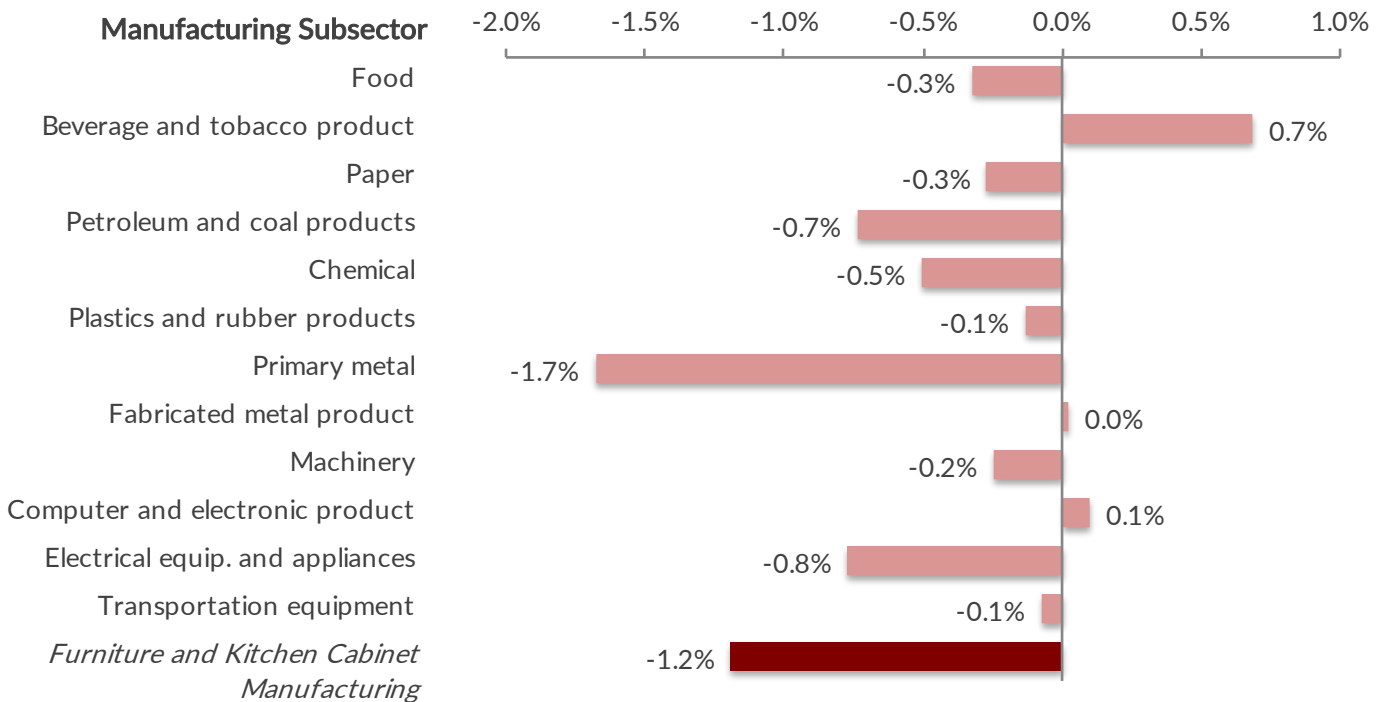


Subsector Consolidation Analysis (1/2)

Comparing your company's growth versus the other manufacturing subsectors can provide broader strategic context. Below are the growth rates of number of companies and facilities in the major manufacturing subsectors.

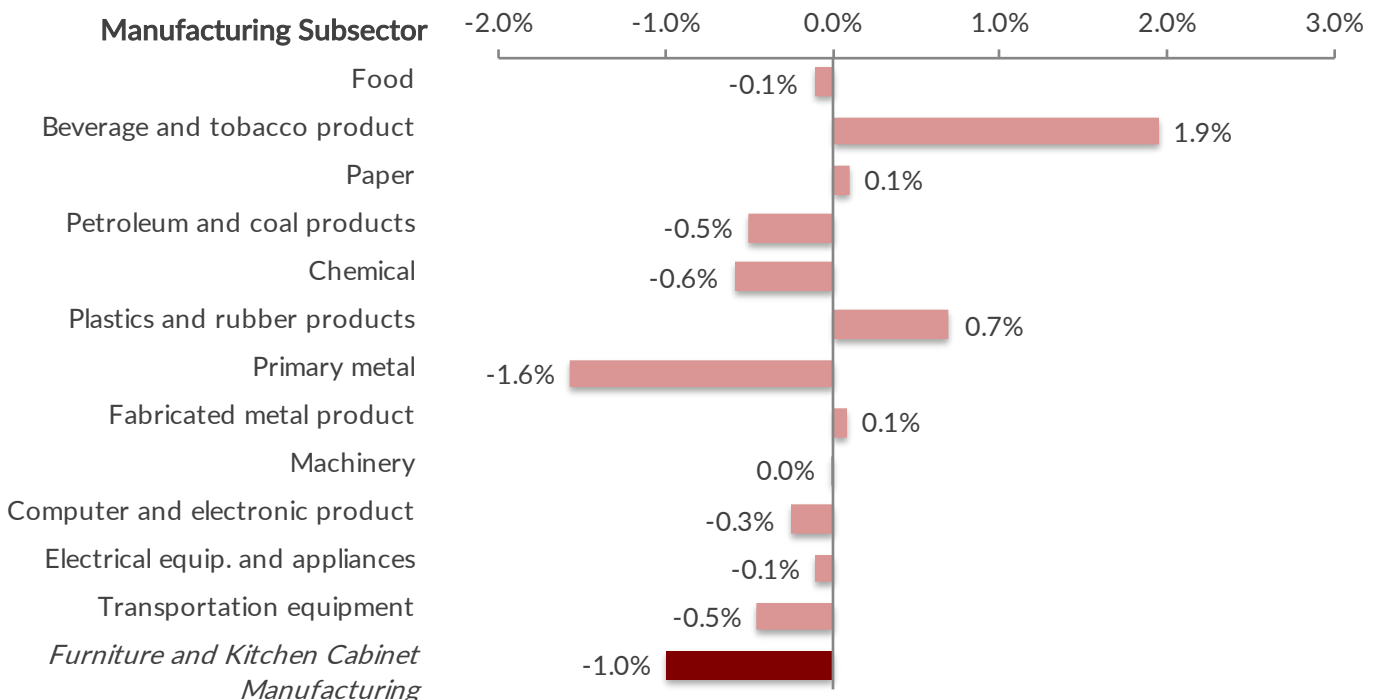
5-Yr. Growth in # of Companies

5 -Year CAGR (%) - Number of Companies



5-Yr. Growth in # of Facilities

5 -Year CAGR (%) - Number of Locations

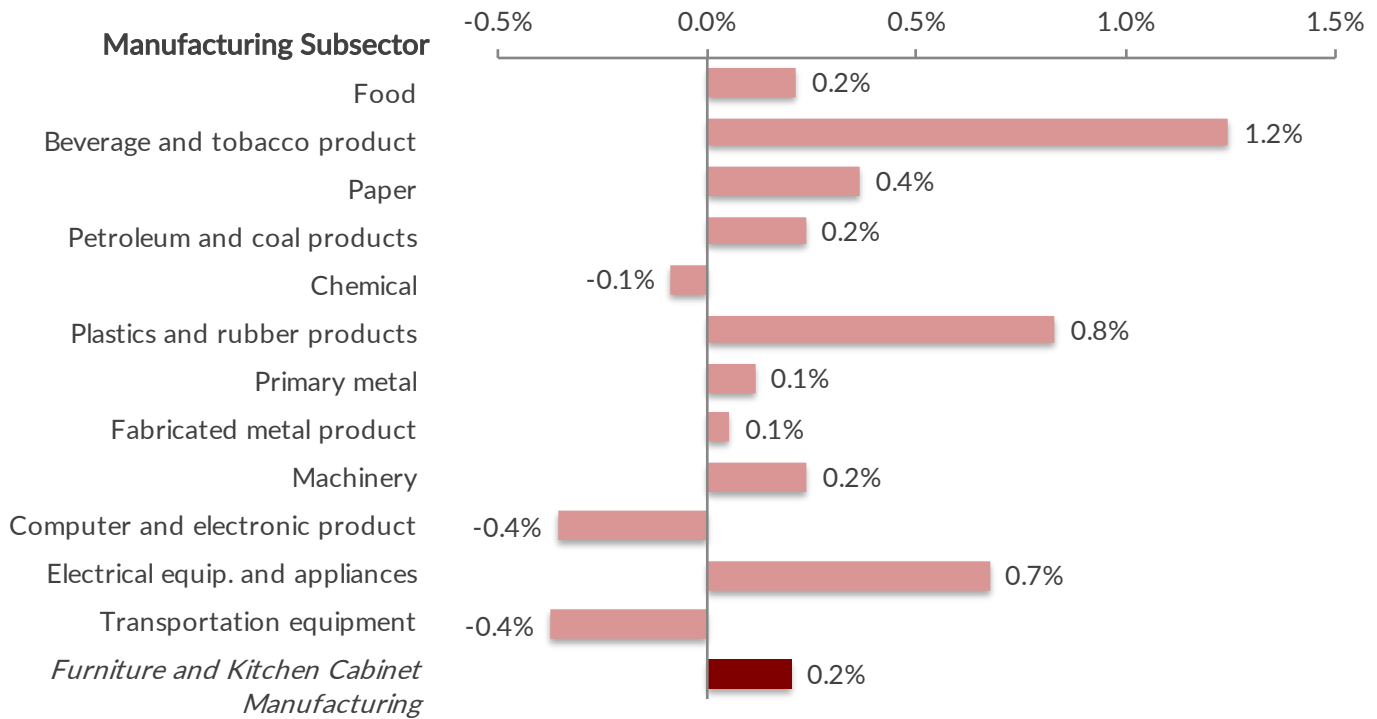


Subsector Consolidation Analysis (2/2)

Below are the growth metrics for facilities per company and employees per company across the major manufacturing subsectors.

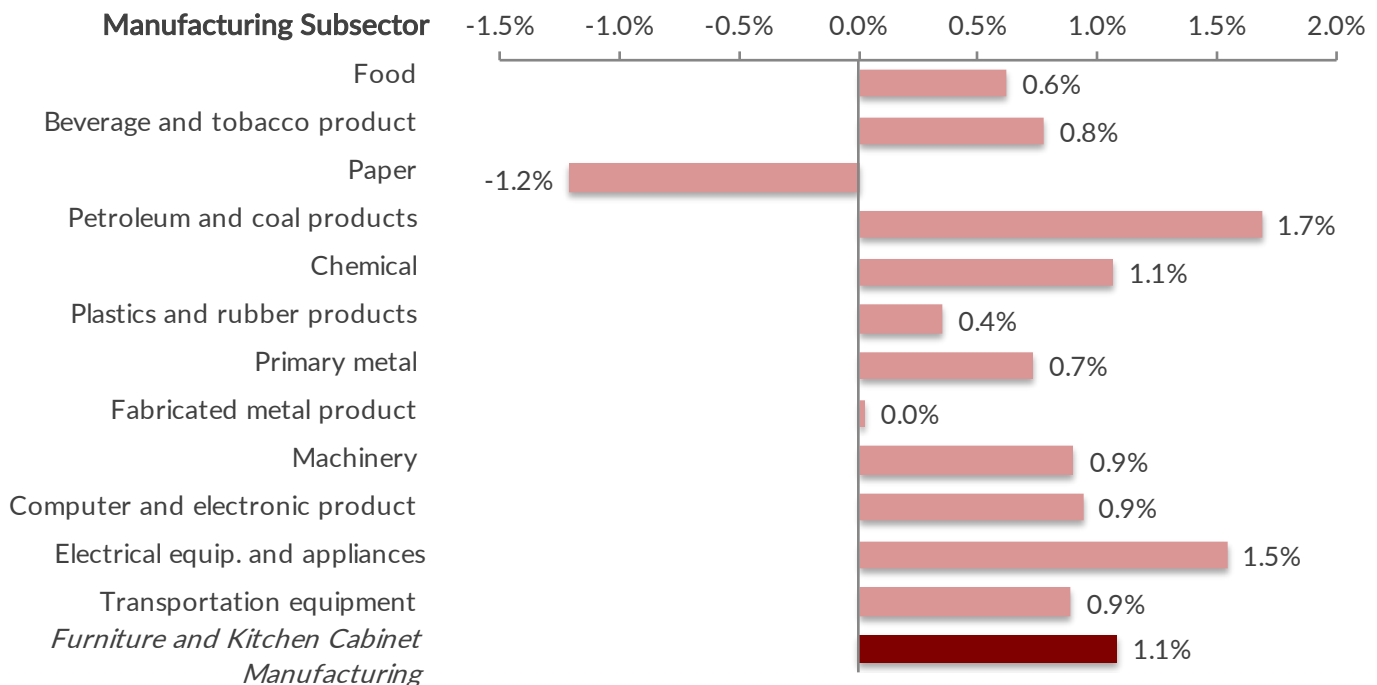
5-Yr. Growth - Facilities per Co.

5-Year CAGR (%) - Locations per Company



5-Yr. Growth - Empl. per Co.

5-Year CAGR (%) - Employees per Company Growth



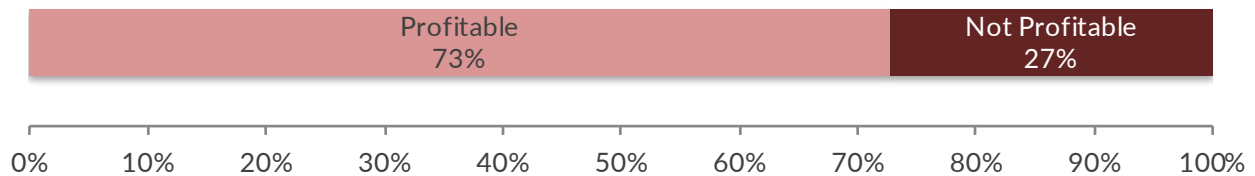
Section Two

Costs, Capital & Profit Benchmarks

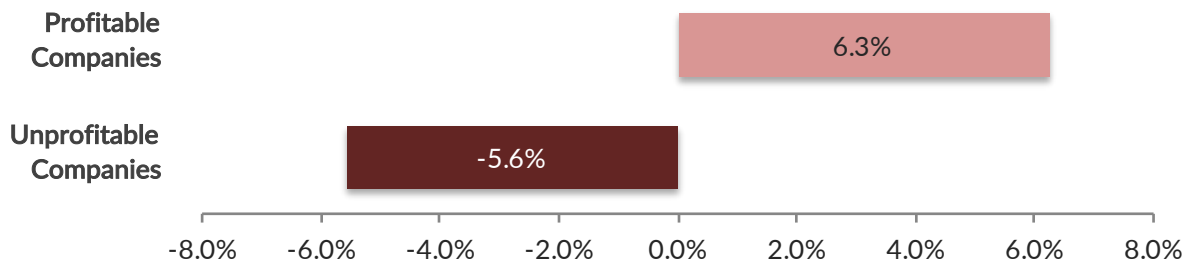
Profitability & Financial Ratio Analysis

Below are benchmarks for the percent of companies that are profitable, average net income as a percent of revenues, and financial ratios including total asset turnover, fixed asset turnover, fixed assets to total assets ratio, total assets to total liabilities ratio, return on sales, return on total assets, return on net worth, total liabilities to net worth ratio, fixed assets to net worth ratio, and solvency ratio.

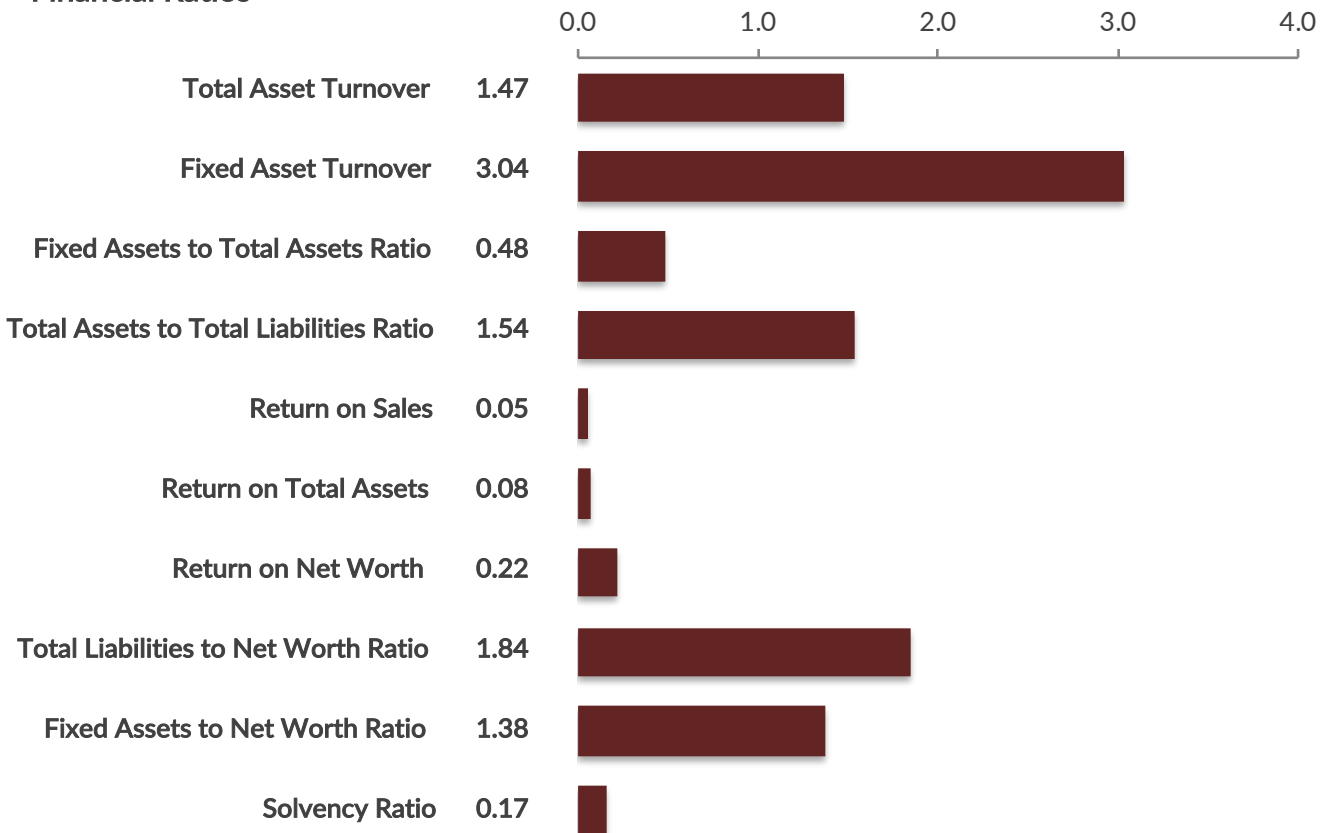
Percent of Companies that are Profitable



Average Net Income as a Percent of Revenues



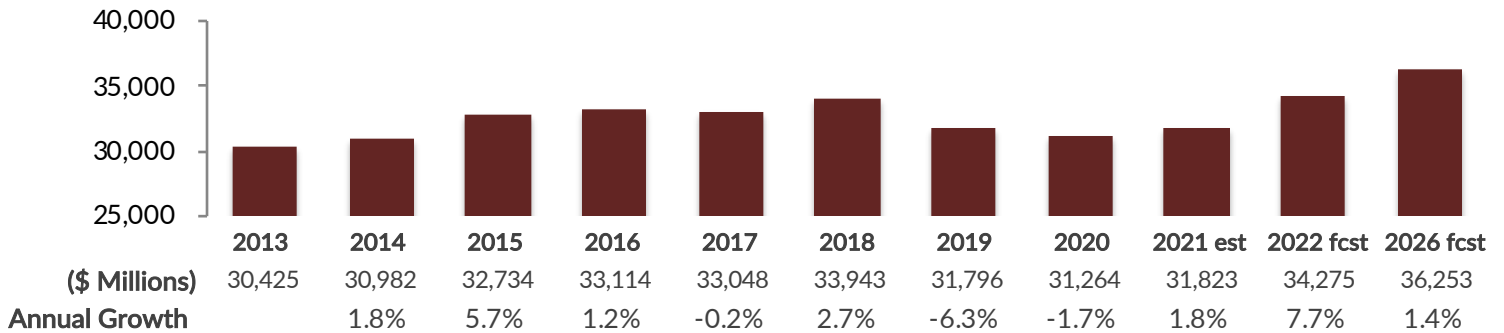
Financial Ratios



Operating Expenses

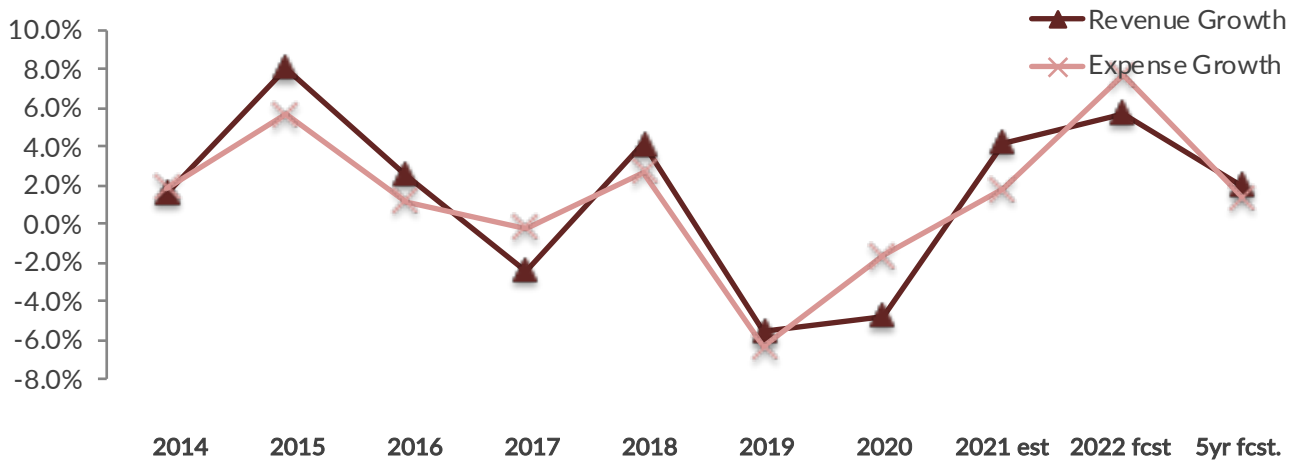
Below is total industry operating expense, industry revenue vs. industry opex growth, and opex as a percentage of revenue for Furniture and Kitchen Cabinet Manufacturing. The data sets include historical and forecasts.

Industry Operating Expenses

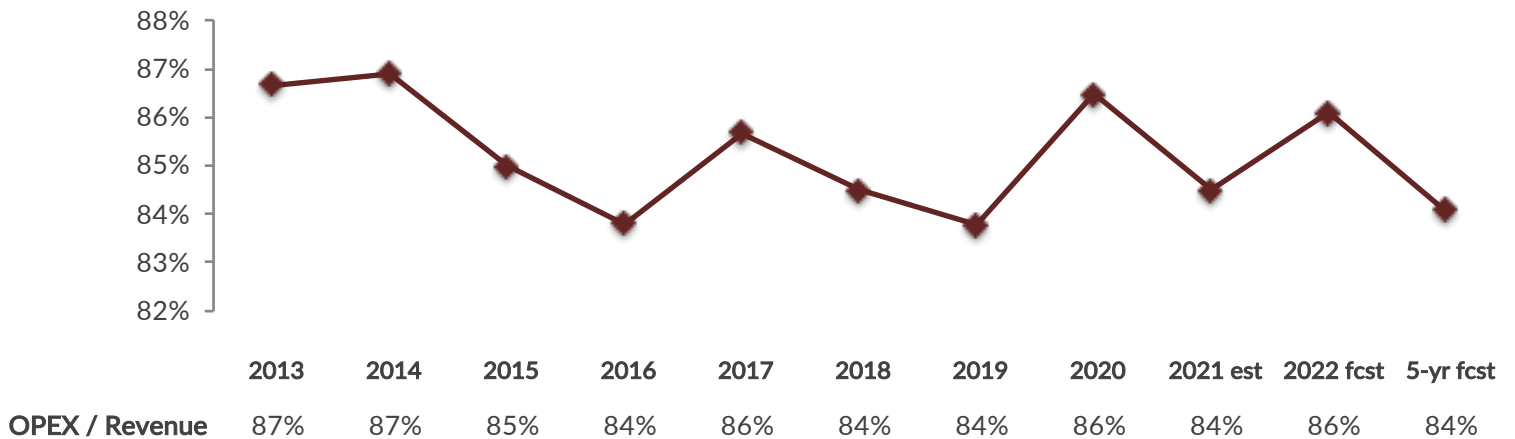


Compound Annual Growth Rate **-2.1%** 3-Year **-0.8%** 5-Year

Industry Revenue vs. Operating Expense Growth



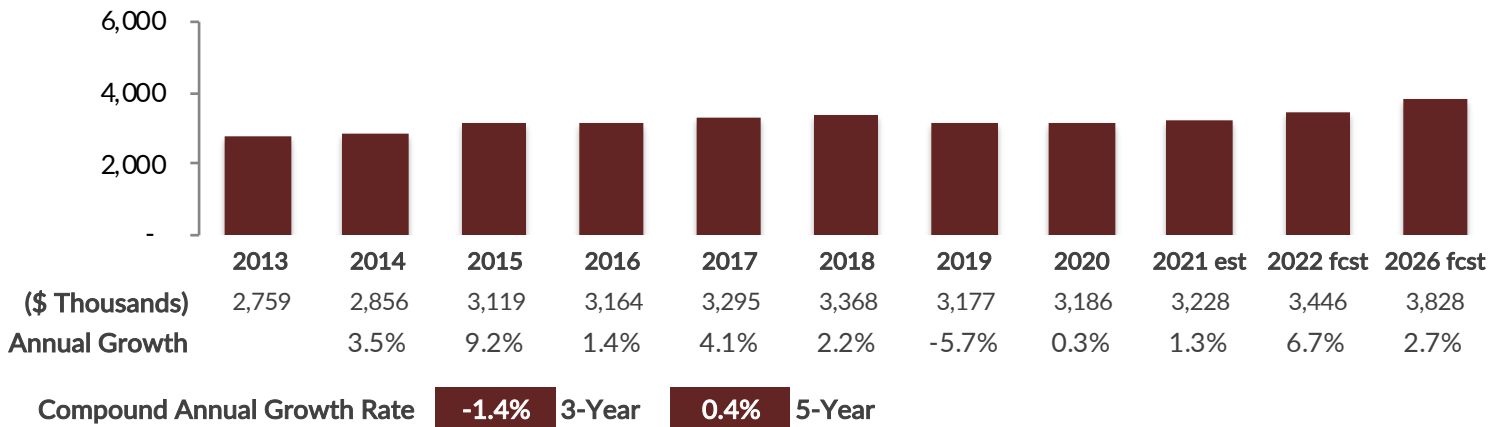
Operating Expense as a Percent of Revenues



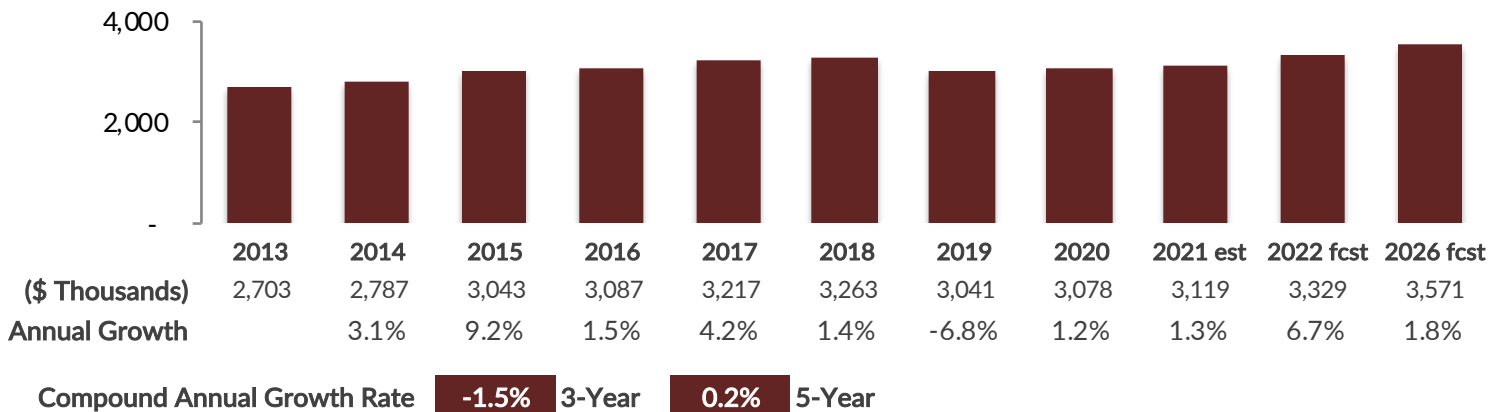
Operating Expenses per Company & Facility

Given the dynamics of company and facility growth and consolidation in the industry, it is important to normalize operating expense growth by company and facility, which are below. This serves as a better benchmark for operating expense comparisons.

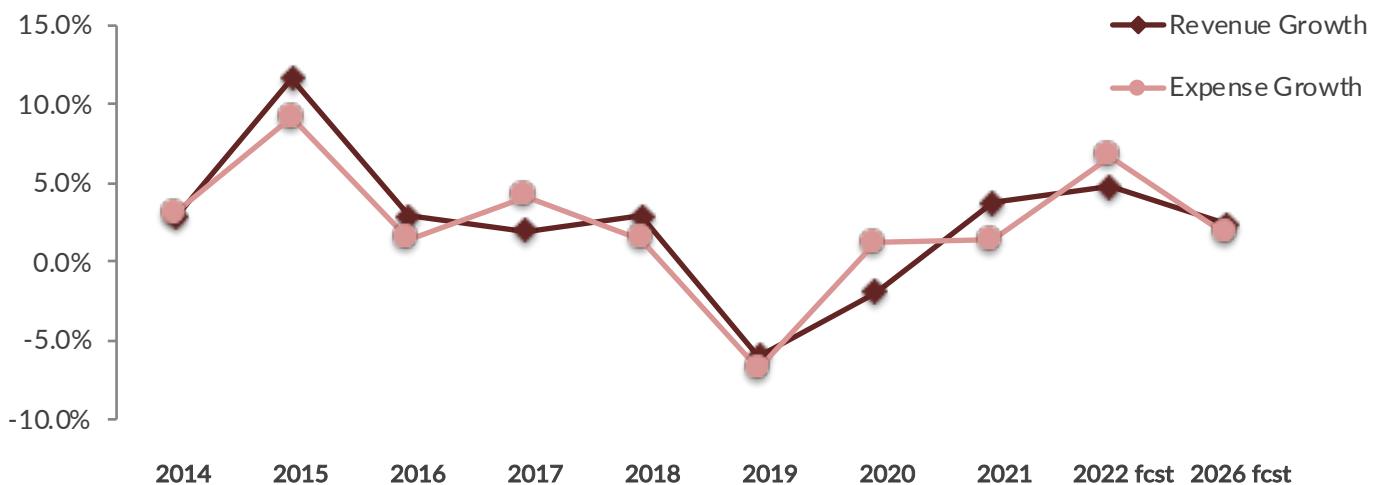
Industry Operating Expenses per Company



Industry Operating Expenses per Facility



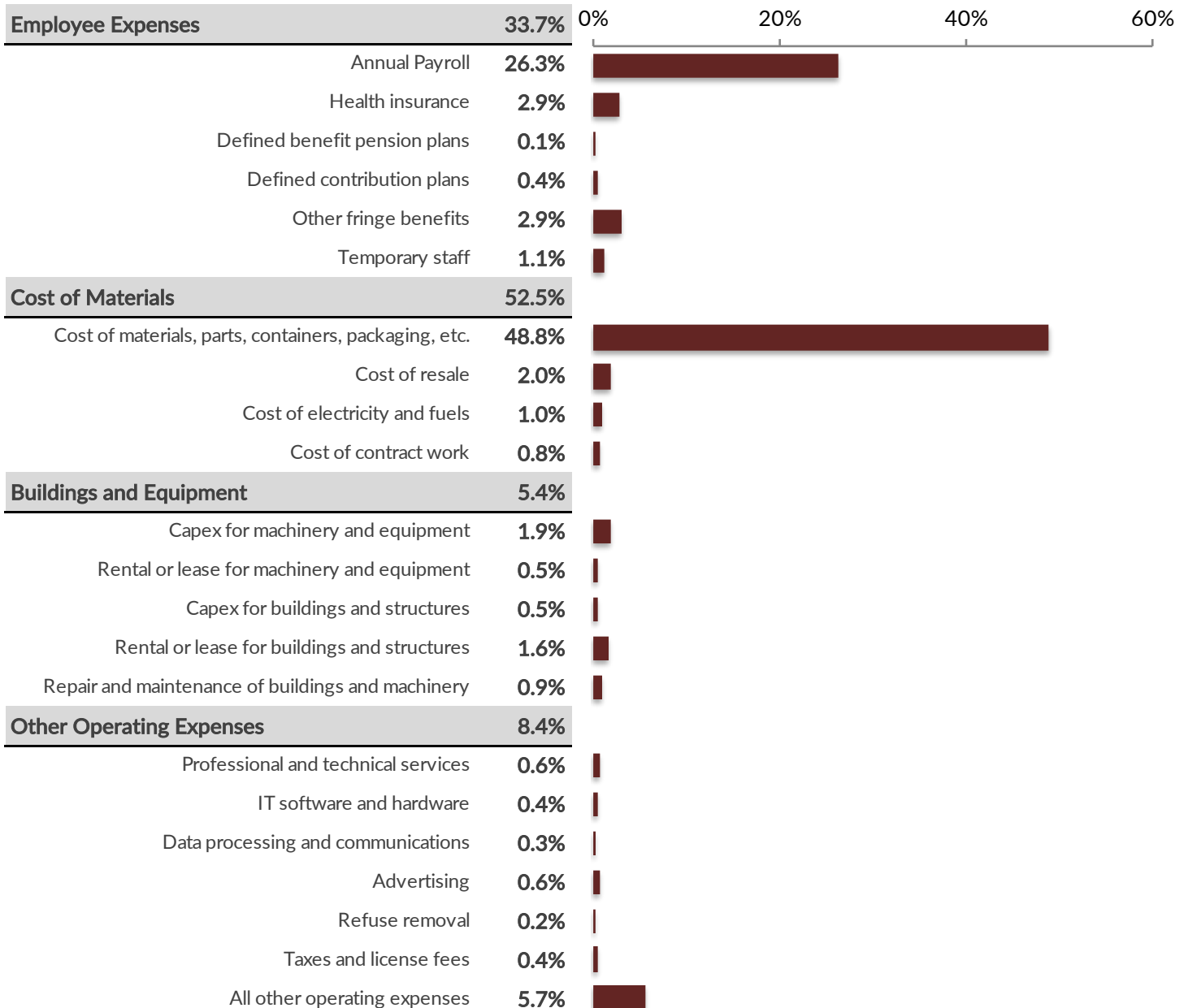
Revenue Growth per Facility vs. Operating Expense Growth per Facility



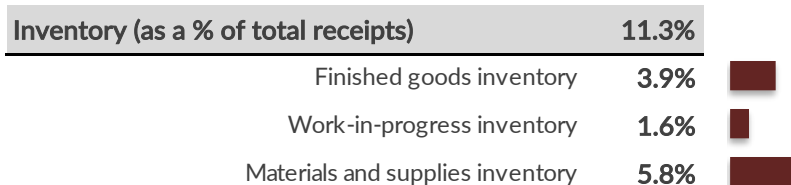
Operating Expense Detail

Below outlines the breakdown of operating expenses, broken down by employee, property, equipment, IT, and other categories. Operating expense detail is typically used in a gap analysis to highlight opportunities where a company has variances to the benchmark expense data.

Operating Cost Breakdown



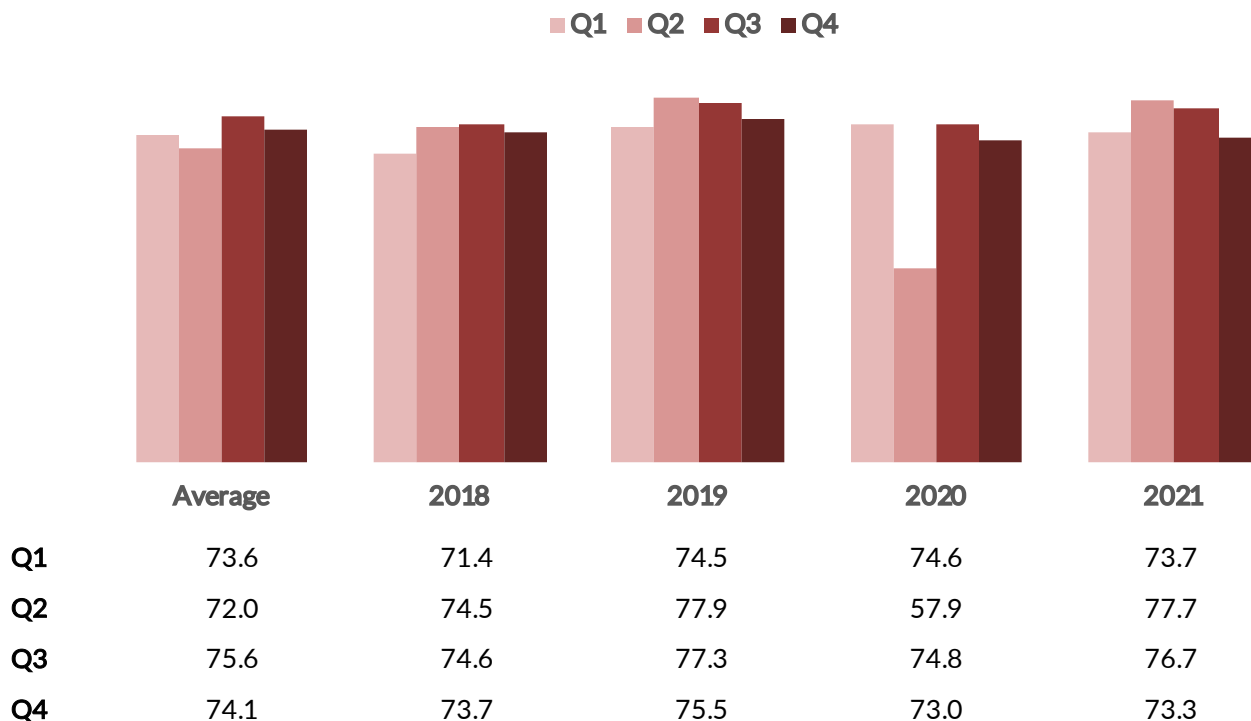
Inventory Breakdown



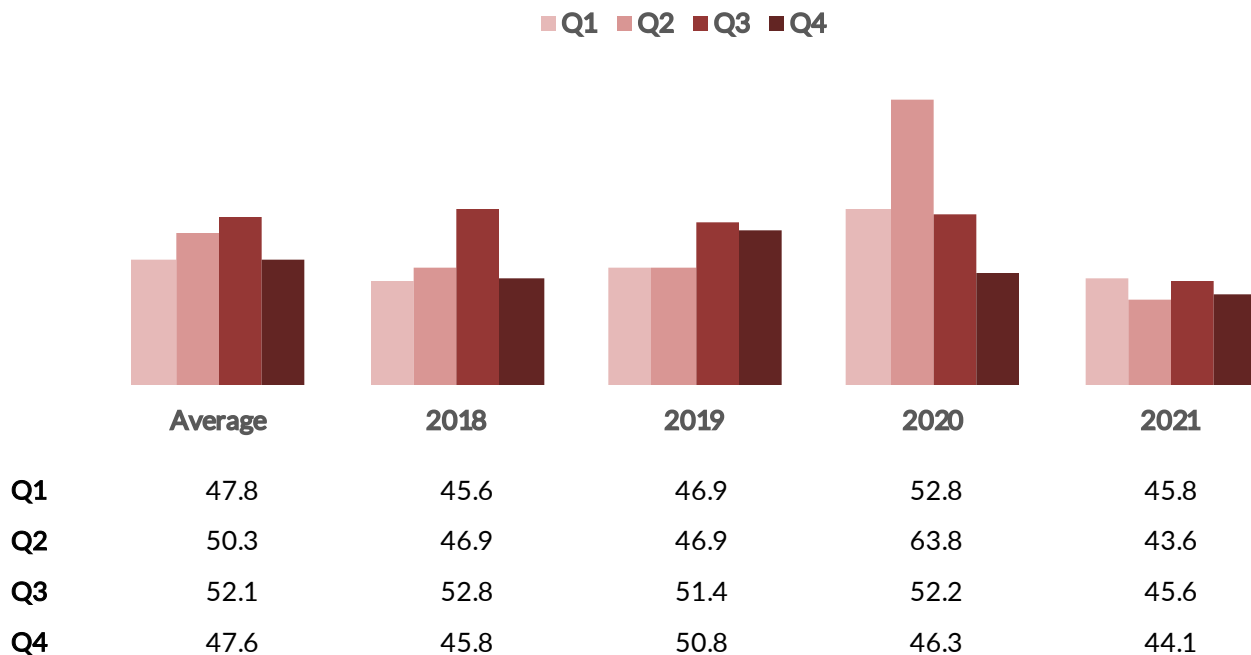
Plant Utilization & Hours

Below is the historic plant utilization and hours by quarter from 2018-2021.

Plant Utilization (% of Capacity)



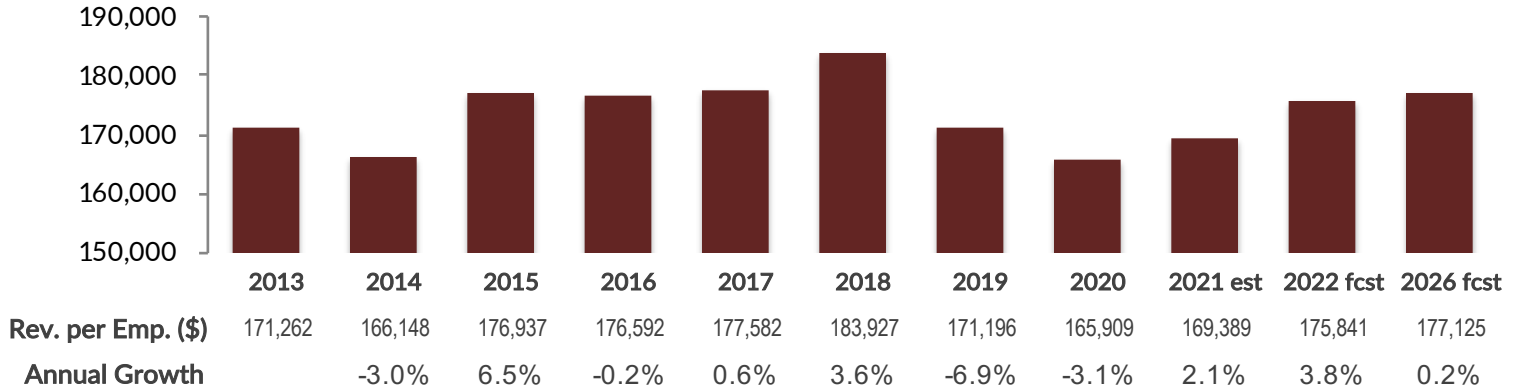
Plant Operational Hours per Week



Employee Productivity & Industry Employment

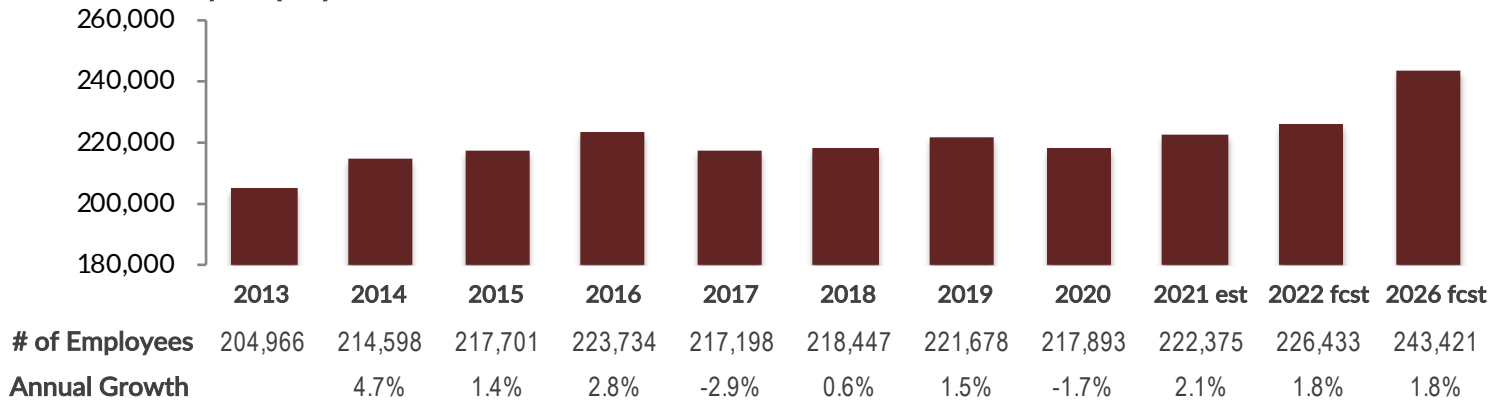
Below are data sets on productivity (revenue per employee), total industry employees, and employees per company. Each data set includes historical and forecasts.

Productivity - Revenue (output) per Employee



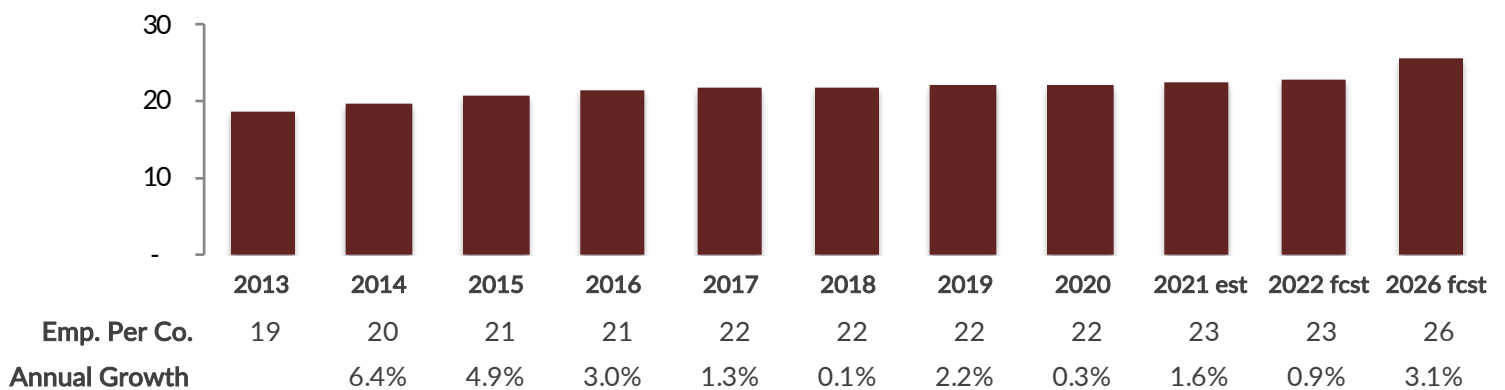
Compound Annual Growth Rate **-2.7%** 3-Year **-0.8%** 5-Year

Total Industry Employees



Compound Annual Growth Rate **0.6%** 3-Year **-0.1%** 5-Year

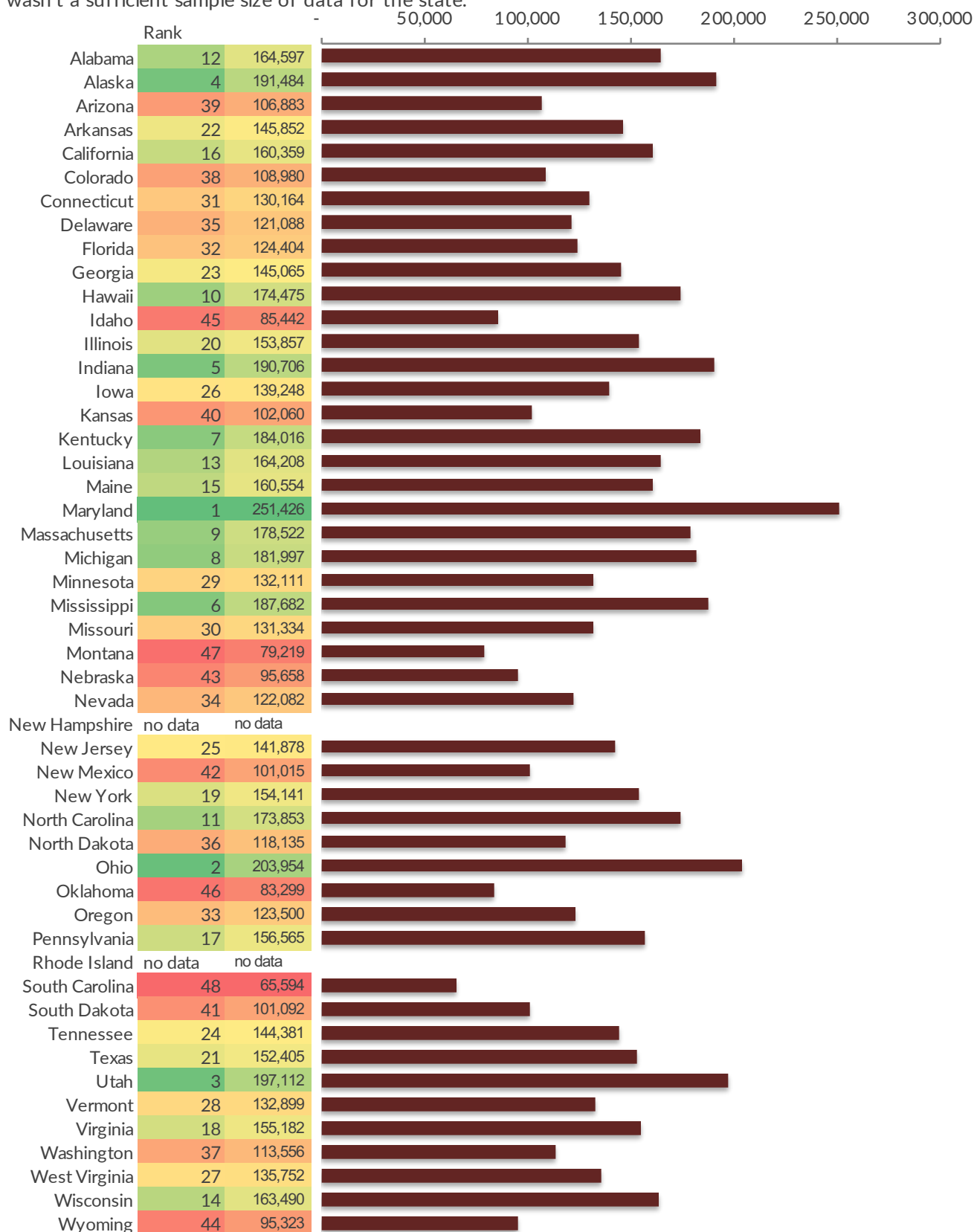
Employees per Company



Compound Annual Growth Rate **1.3%** 3-Year **1.1%** 5-Year

Productivity by State - Revenue (output) per Employee

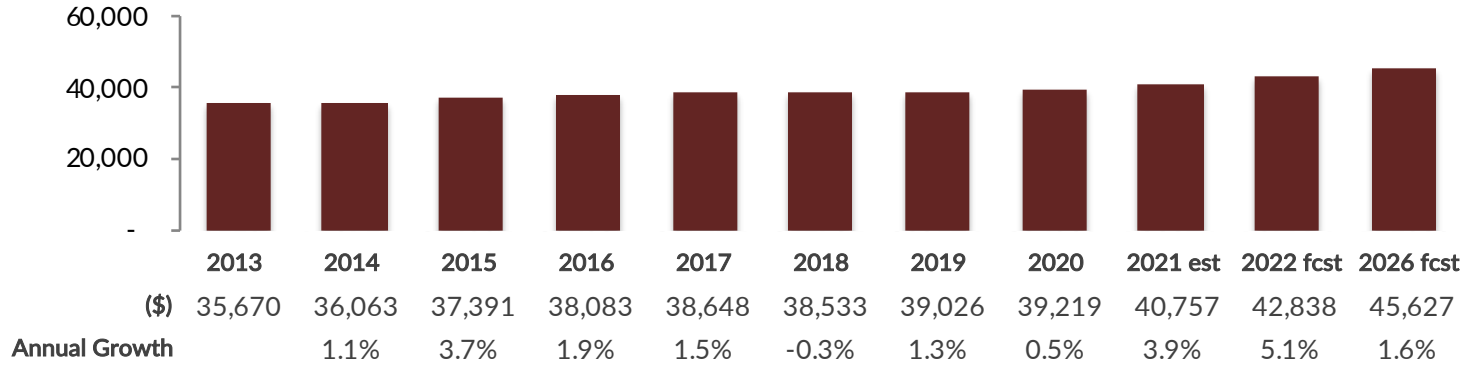
Below is productivity (total revenue divided by total number of employees) by state. When it states "no data", there wasn't a sufficient sample size of data for the state.



Industry Payroll

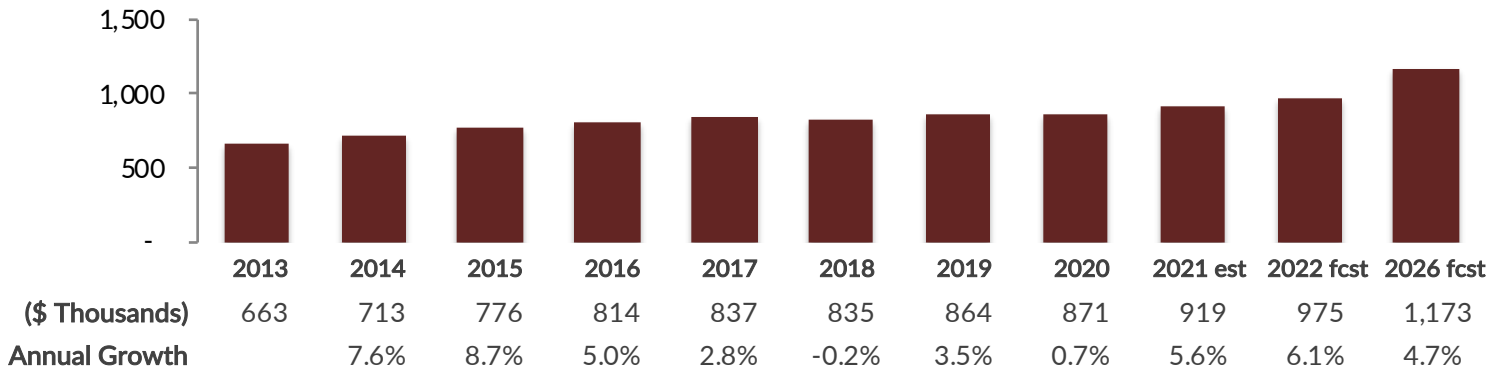
One of the consistently difficult strategic questions for every company is "are we paying our people the right amount?" In the next sections, we'll tackle this question from many different angles. The first benchmarks below cover payroll per employee, company and facility. In particular, payroll per employee is a strong metric to benchmark against, both in terms of the dollar figure but also the historical and forecasted growth.

Payroll per Employee



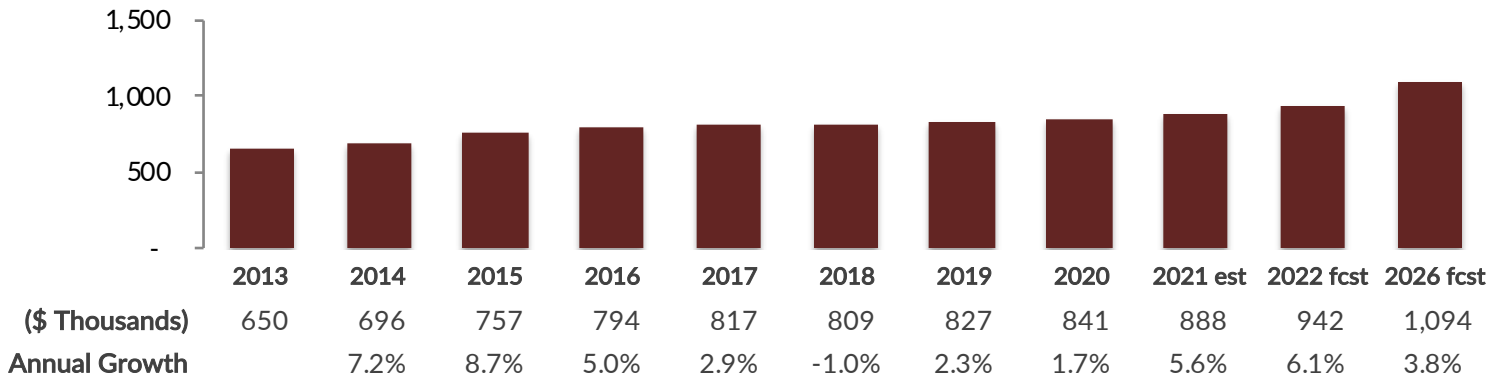
Compound Annual Growth Rate **1.9%** 3-Year **1.4%** 5-Year

Payroll per Company



Compound Annual Growth Rate **3.3%** 3-Year **2.5%** 5-Year

Payroll per Facility



Compound Annual Growth Rate **3.2%** 3-Year **2.3%** 5-Year

Payroll by Business Size

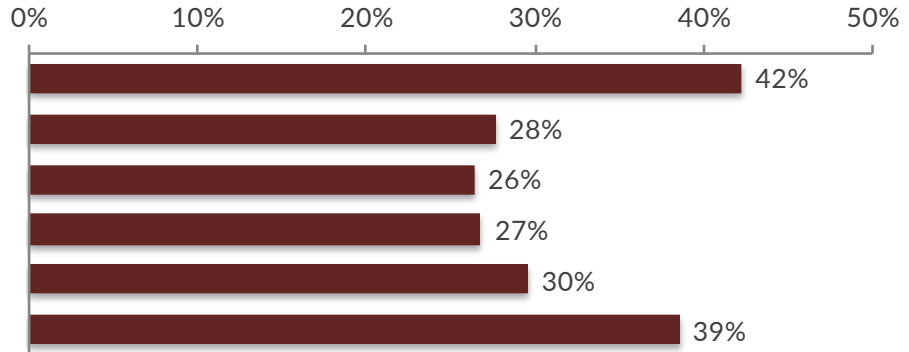
Payroll by business size metrics can create insights into how different size companies are fairing and how they pay for talent. Typically, the payroll per employee by business size (last chart) tells an interesting story about how different size companies compensate their talent.

Furniture and Kitchen Cabinet Manufacturing

Payroll per Company (\$000s)

Company Size	2012	2020
0-4	53	76
5-9	198	252
10-19	450	569
20-99	1,396	1,770
100-499	6,004	7,779
500+	28,336	39,248

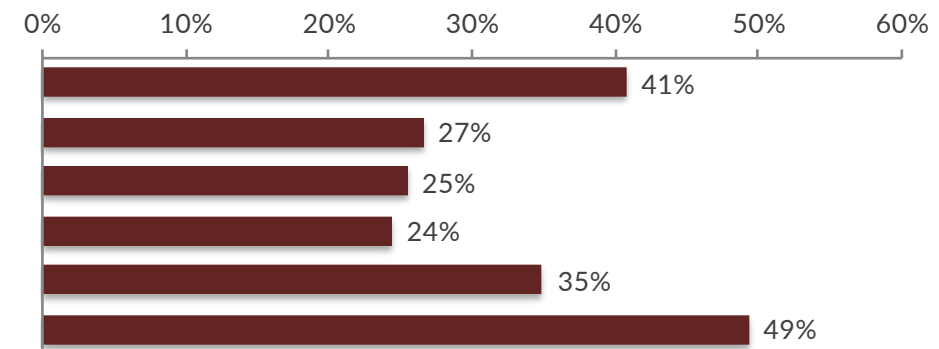
Payroll per Company - 8-Year Growth (%)



Payroll per Facility (\$000s)

Company Size	2012	2020
0-4	53	75
5-9	197	250
10-19	447	561
20-99	1,350	1,679
100-499	4,606	6,214
500+	10,670	15,928

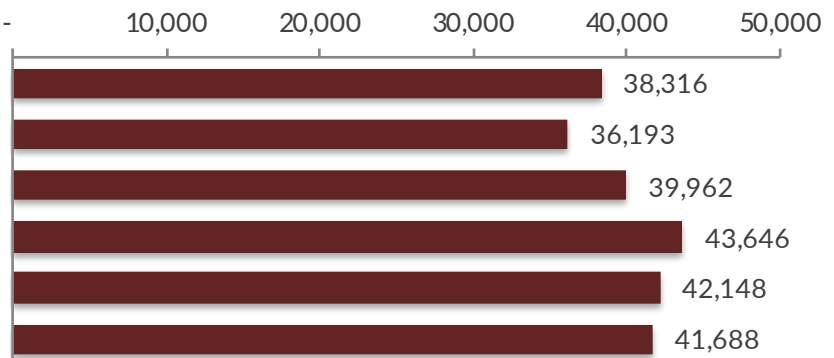
Payroll per Location - 8-Year Growth (%)



Payroll per Employee (\$)

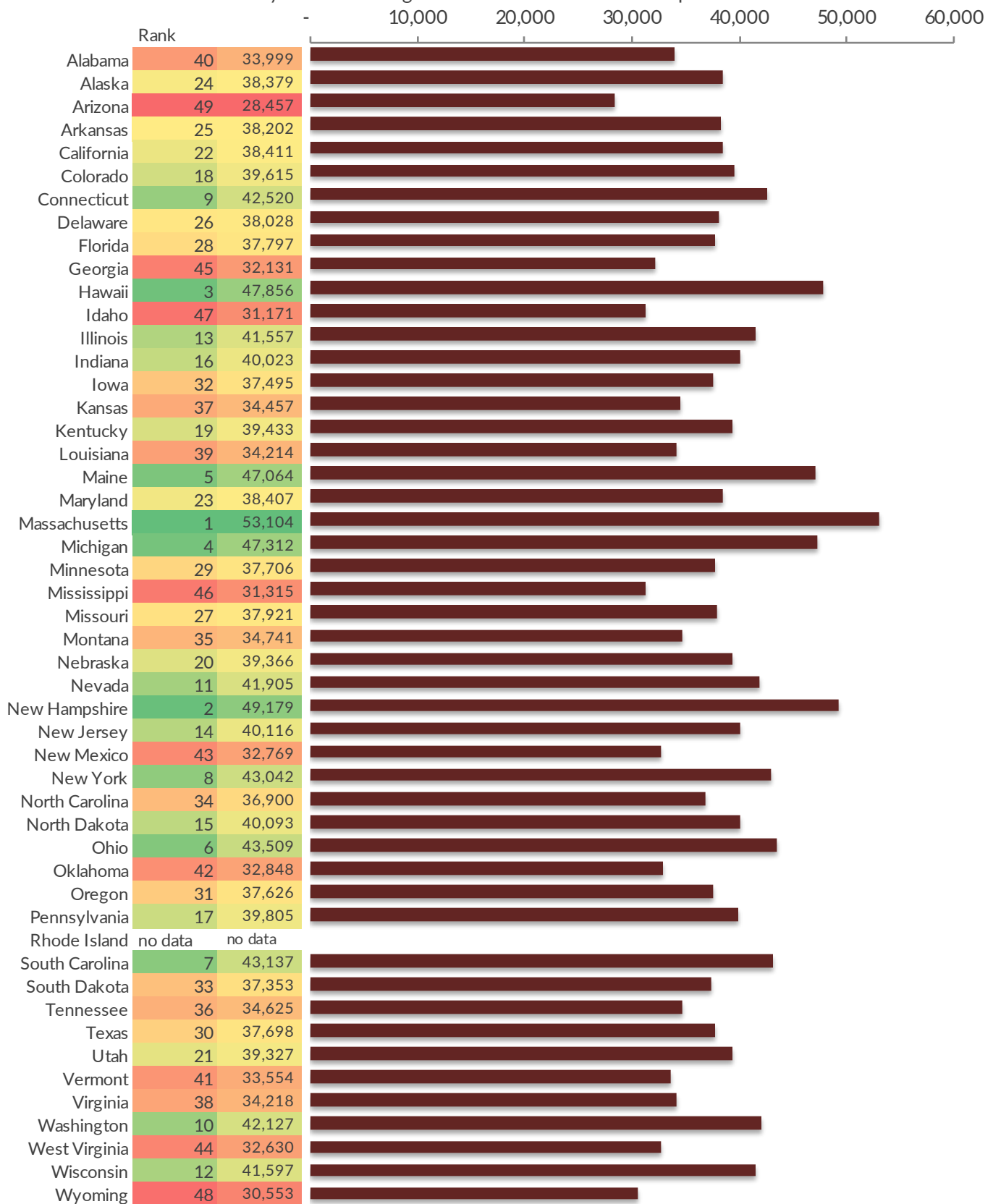
Company Size	2012	2020	Growth
0-4	28,872	38,316	33%
5-9	30,199	36,193	20%
10-19	33,292	39,962	20%
20-99	35,662	43,646	22%
100-499	36,039	42,148	17%
500+	35,705	41,688	17%

2020 Payroll per Employee



Payroll per Employee by State

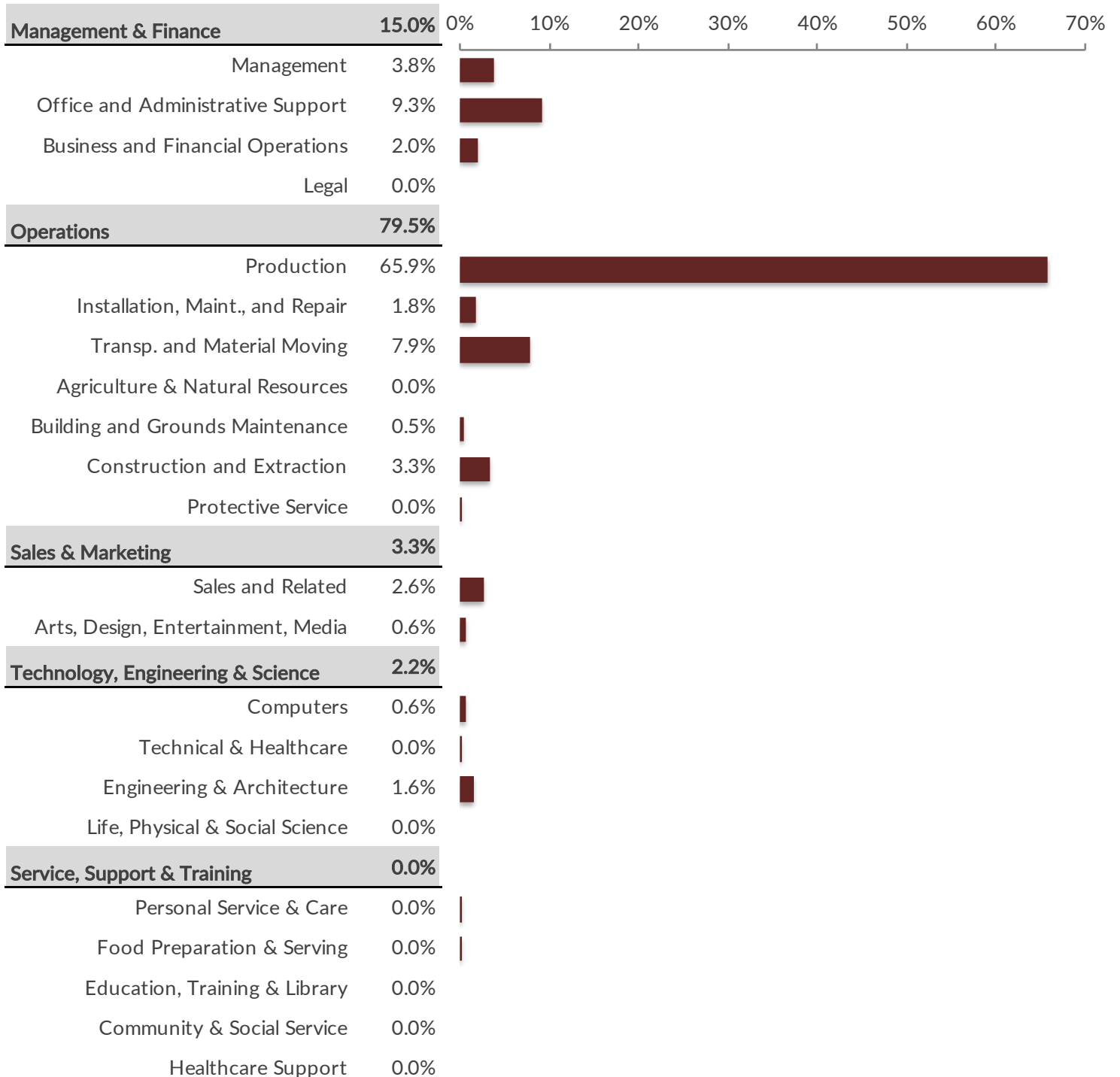
The competition for talent is local, with the supply and demand dynamics of each state driving compensation. "No data" indicates no industry manufacturing facilities or an insufficient sample size.



Job Categorization Benchmarks

Ensuring your company has the right people in the right roles, is just as important as having the right number of people and the proper compensation. Pay particular attention to management ratios, and the five higher-level categories.

Job Categories as a % of Total Employees



Job Categorization Pay Ranges

Below are the pay ranges of the high-level job categories. The bottom 10% represents the average that the 10% lowest paid receive in hourly pay, while the top 90% represents the average that the 10% highest paid receive in hourly pay. In those instances where the sample size was not statistically significant, the figures are left blank.

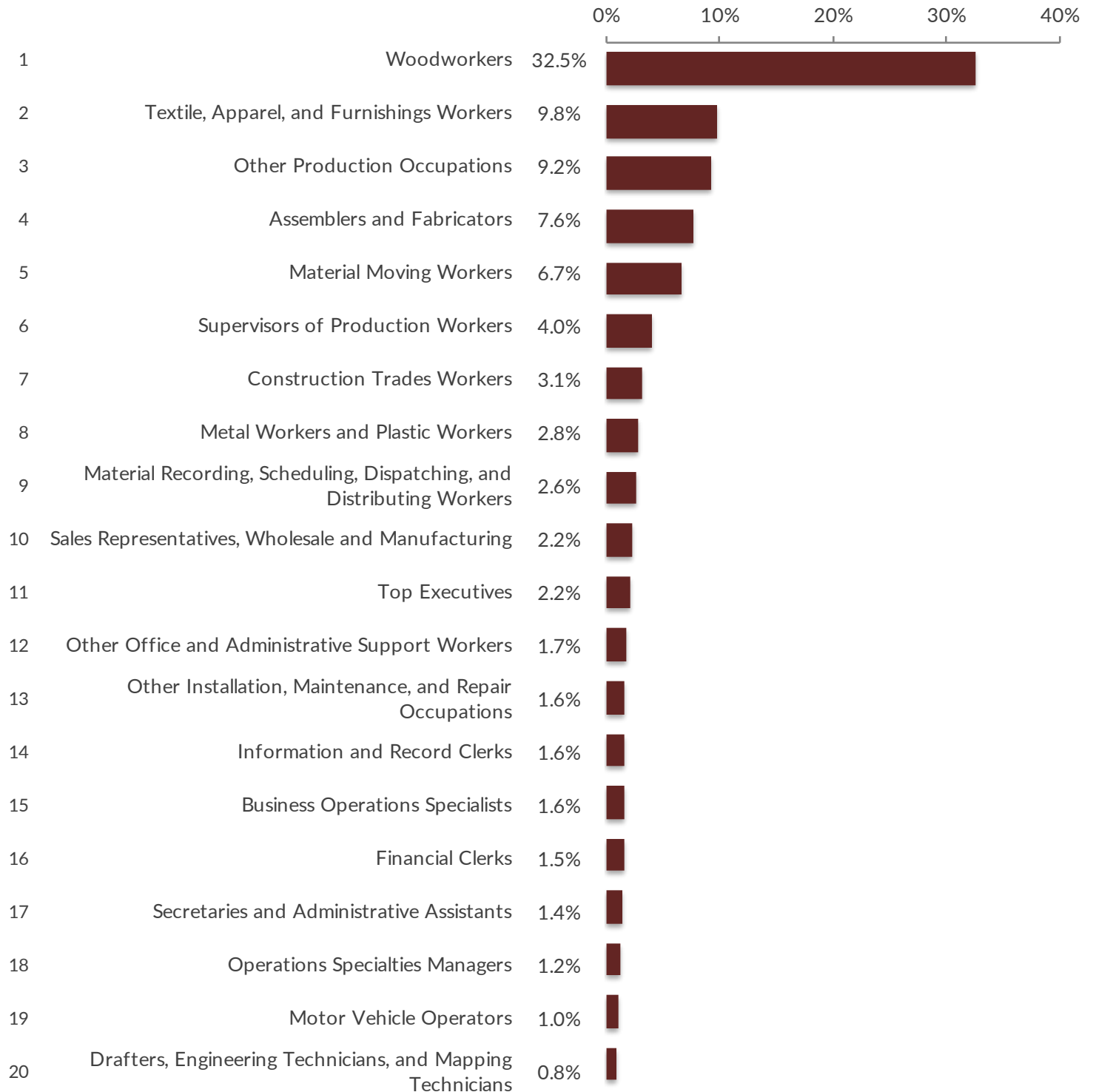
Furniture and Kitchen Cabinet Manufacturing

Industry Pay Ranges		Bottom	Bottom	Mean	Top	Top
Management & Finance		10%	25%		75%	90%
	Management	\$22.45	\$30.27	\$50.49	\$61.10	\$90.33
	Office and Administrative Support	\$10.23	\$12.79	\$17.22	\$20.07	\$25.89
	Business and Financial Operations	\$16.53	\$20.58	\$27.91	\$33.16	\$42.00
	Legal	#	#	#	#	#
Operations						
	Production	\$9.97	\$11.99	\$16.18	\$18.97	\$24.13
	Installation, Maint., and Repair	\$12.93	\$16.19	\$20.71	\$24.29	\$29.89
	Transportation and Material Moving	\$9.43	\$10.97	\$14.09	\$16.14	\$19.34
	Agriculture & Natural Resources	#	#	#	#	#
	Building and Grounds Maintenance	\$8.63	\$9.60	\$12.23	\$14.19	\$17.34
	Construction and Extraction	\$10.96	\$13.59	\$19.16	\$23.04	\$30.00
	Protective Service	\$8.24	\$9.16	\$12.21	\$15.43	\$18.12
Sales & Marketing						
	Sales and Related	\$11.85	\$17.16	\$29.25	\$35.13	\$49.49
	Arts, Design, Entertainment, Media	\$12.48	\$16.88	\$24.13	\$29.22	\$37.18
Technology, Engineering & Science						
	Information Technology	\$16.38	\$20.91	\$29.73	\$37.01	\$47.36
	Technical & Healthcare	\$17.47	\$21.61	\$29.22	\$36.85	\$44.44
	Engineering & Architecture	\$16.53	\$20.68	\$27.93	\$33.94	\$41.77
	Life, Physical & Social Science	#	#	#	#	#
Service, Support & Training						
	Personal Service & Care	\$8.04	\$8.74	\$10.55	\$12.00	\$14.46
	Food Preparation & Serving	\$8.12	\$8.77	\$13.61	\$14.70	\$26.38
	Education, Training & Library	#	#	#	#	#
	Community & Social Service	#	#	#	#	#
	Healthcare Support	#	#	#	#	#

Top 20 Industry Jobs -Percent of Employment

The below metrics go into the details of the industry's top jobs ranked by percent of total employment.

Top Jobs - Percent of Total Employment



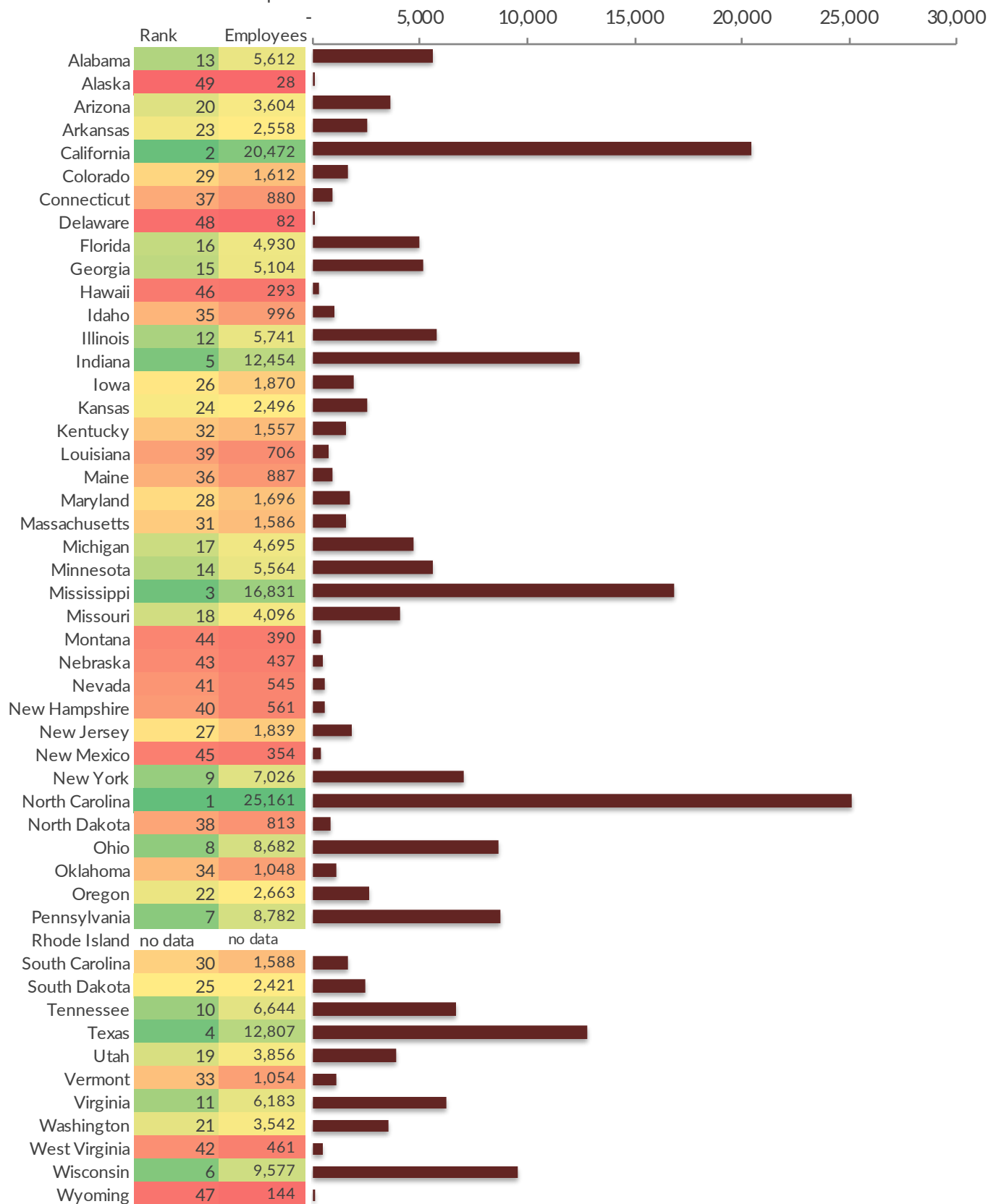
Top 20 Jobs - Pay Bands

Below are the details of the wage bands for the industry's top jobs. The bottom 10% represents the average that the 10% lowest paid receive in hourly pay, while the top 90% represents the average that the 10% highest paid receive in hourly pay. In those instances where the sample size was not statistically significant, the figures are left blank.

Top Detailed Jobs - Pay Bands		Bottom 10%	Bottom 25%	Mean	Top 75%	Top 90%
1	Woodworkers	\$13.41	\$16.27	\$21.12	\$24.88	\$30.86
2	Textile, Apparel, and Furnishings Workers	\$12.95	\$15.68	\$21.33	\$25.37	\$31.93
3	Other Production Occupations	\$12.77	\$14.54	\$18.85	\$22.09	\$26.26
4	Assemblers and Fabricators	\$13.09	\$15.26	\$19.71	\$23.18	\$28.51
5	Material Moving Workers	\$12.36	\$14.27	\$17.82	\$20.49	\$24.53
6	Supervisors of Production Workers	\$21.57	\$26.19	\$34.49	\$40.98	\$50.37
7	Construction Trades Workers	\$14.87	\$18.36	\$25.59	\$30.64	\$39.73
8	Metal Workers and Plastic Workers	\$13.61	\$16.94	\$22.37	\$26.10	\$32.33
9	Material Recording, Scheduling, Dispatching, and Distributing Workers	\$13.58	\$16.22	\$21.59	\$25.08	\$32.19
10	Sales Representatives, Wholesale and Manufacturing	\$17.19	\$24.10	\$40.10	\$47.39	\$66.71
11	Top Executives	\$27.73	\$38.86	\$71.59	\$89.23	#
12	Other Office and Administrative Support Workers	\$12.51	\$15.13	\$20.91	\$24.86	\$32.18
13	Other Installation, Maintenance, and Repair Occupations	\$16.94	\$21.21	\$26.37	\$31.24	\$37.47
14	Information and Record Clerks	\$14.62	\$17.92	\$22.83	\$26.24	\$32.57
15	Business Operations Specialists	\$21.58	\$26.72	\$36.16	\$42.53	\$53.61
16	Financial Clerks	\$15.56	\$18.89	\$24.35	\$28.79	\$34.35
17	Secretaries and Administrative Assistants	\$13.32	\$16.75	\$22.71	\$27.09	\$33.84
18	Operations Specialties Managers	\$31.66	\$40.79	\$57.52	\$68.04	\$90.95
19	Motor Vehicle Operators	\$13.93	\$16.99	\$22.06	\$25.48	\$31.94
20	Drafters, Engineering Technicians, and Mapping Technicians	\$20.02	\$24.34	\$30.91	\$36.61	\$43.76

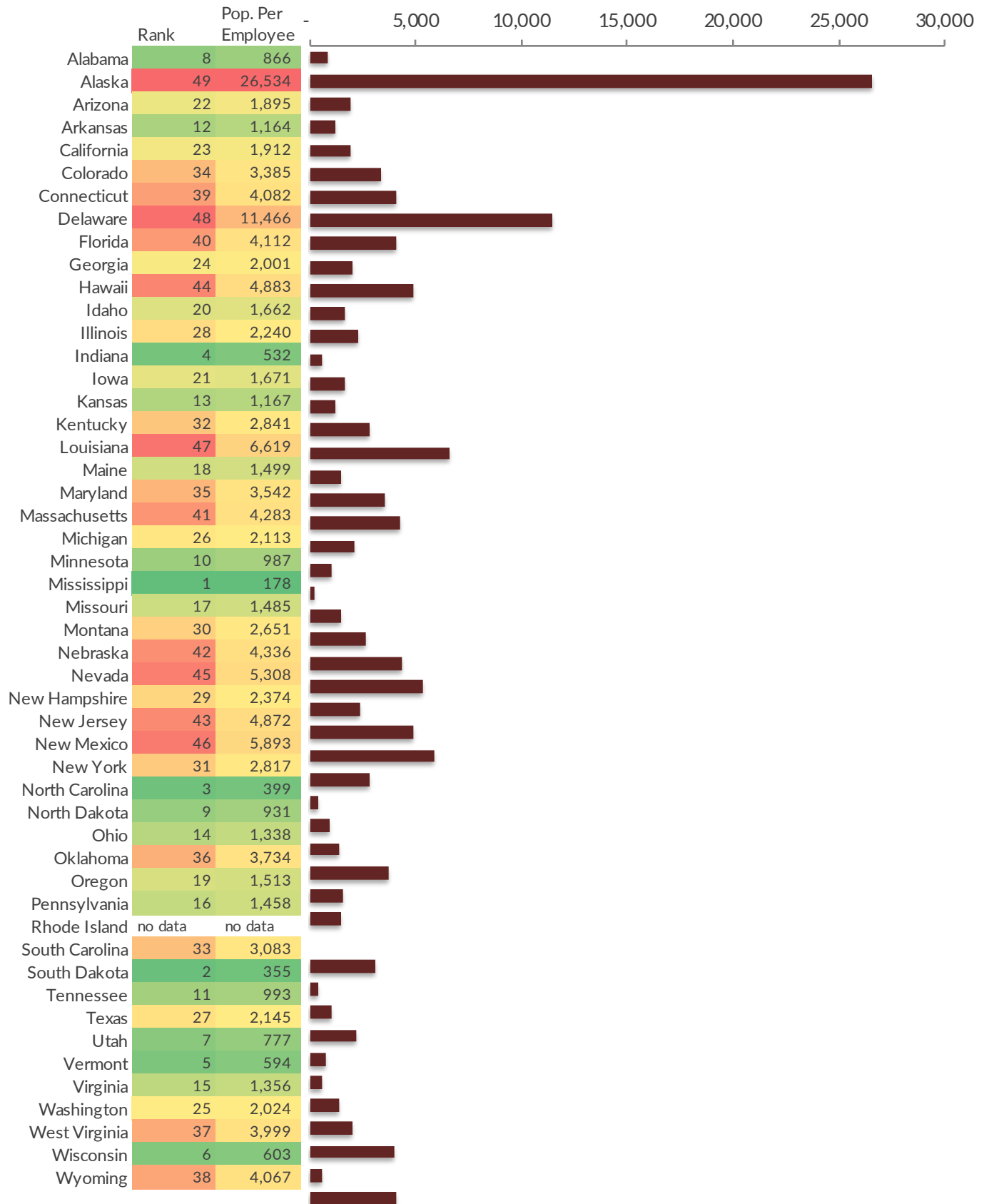
Total Employees by State

It is always good to know how large the industry talent pool is in a state. "No data" indicates no industry manufacturing facilities or an insufficient sample size.



State Population to Every Industry Employee

Below is one of the more entertaining metrics, which is simply how many people in a state there are per each industry employee. "No data" indicates no industry manufacturing facilities or an insufficient sample size.



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