

Kentley Insights

2024 Market Research Report

Furniture and Kitchen Cabinet Manufacturing

July 2024

Report: 3371

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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.

If you need the report in excel format, visit <https://www.kentleyinsights.com/data/>

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 2023 revenues of the Furniture and Kitchen Cabinet Manufacturing was \$43.1 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 growing at an annual rate of 5.2% 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 3% per year for the Furniture and Kitchen Cabinet Manufacturing industry.

Revenue per Company

In 2023, the average revenue per company for the industry was approximately \$4.4 million, which grew at a 5.7% 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 bottom 40% of manufacturing industries for product line concentration.

Producer Pricing Index

In 2023, PPI for the industry was 3.5%. While over the past 5 years, PPI has averaged 5.3% 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 497% higher than the average of 0.8% per state.

Sales per Facility

For the industry, Mississippi has the highest sales per facility at \$31.4 million, which is 646% higher than the U.S. average of \$4.2 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 2023, the operating expenses as a percent of revenue for Furniture and Kitchen Cabinet Manufacturing was 85.3%, and over the past 3 years total operating expenses for the industry grew at 4.8% 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 157 people in the state in the industry.

Employee Productivity

In 2023, the sales per employee declined -0.2% to \$194,068, which ranks the industry in the bottom 20% of manufacturing industries.

Payroll per Employee

In 2023, payroll per employee equaled \$46,063 for the industry, which ranks it in the top 20% of manufacturing industries. Payroll per employee has grown at an annual rate of 4.8% over the past 3 years.

Payroll by State

Massachusetts is the highest paying state, with a payroll per employee of \$58,744, which is 33.4% 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

72.7% of companies in the industry are profitable, with an average net income of 7.3% of revenues, which ranks the industry in the bottom 40% of manufacturing industries.

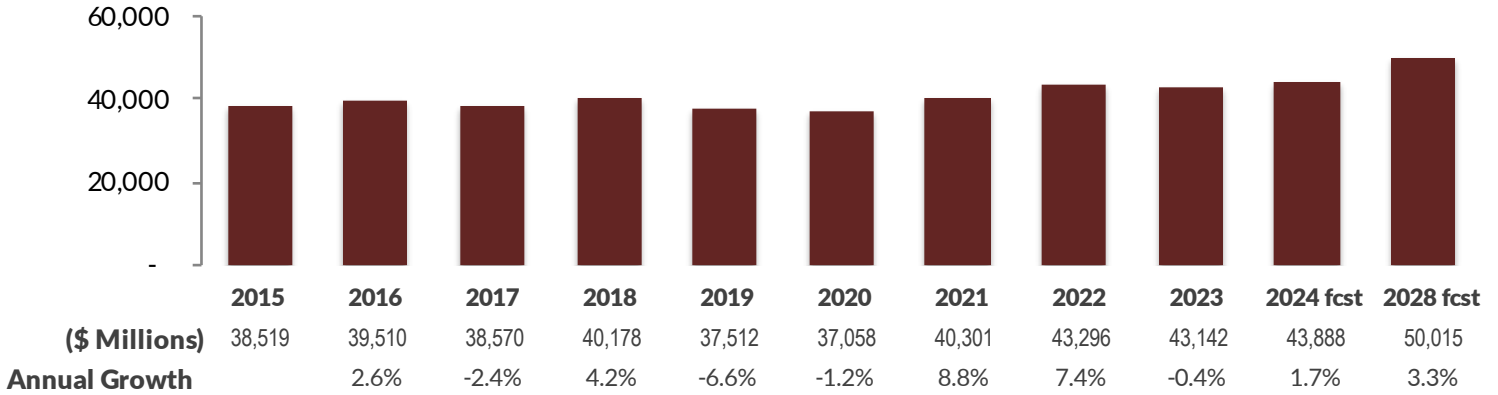
Section One

Revenue & Growth Benchmarks

Industry Growth Details

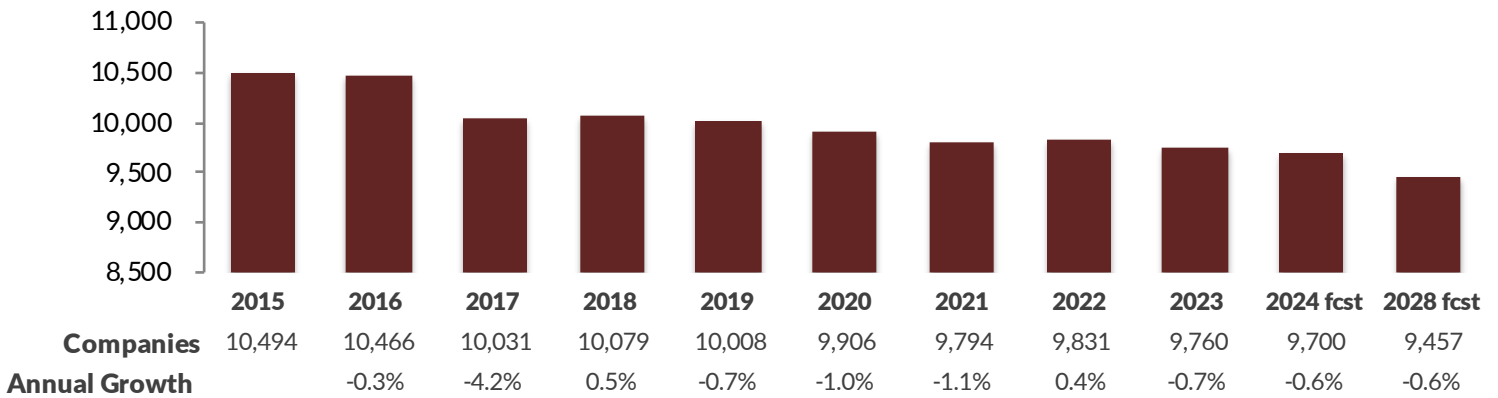
To get a macro level view of Furniture and Kitchen Cabinet Manufacturing, below are the historical details and industry growth forecasts for total industry revenues, number of companies, and number of facilities.

Industry Revenue (\$ Millions)



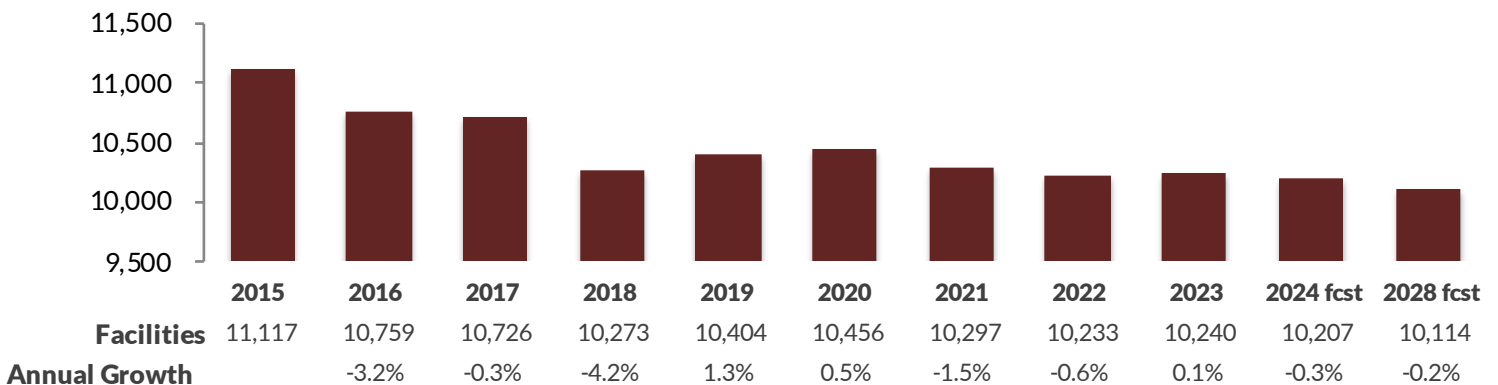
Compound Annual Growth Rate **5.2%** 3-Year **1.4%** 5-Year

Number of Companies



Compound Annual Growth Rate **-0.5%** 3-Year **-0.6%** 5-Year

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

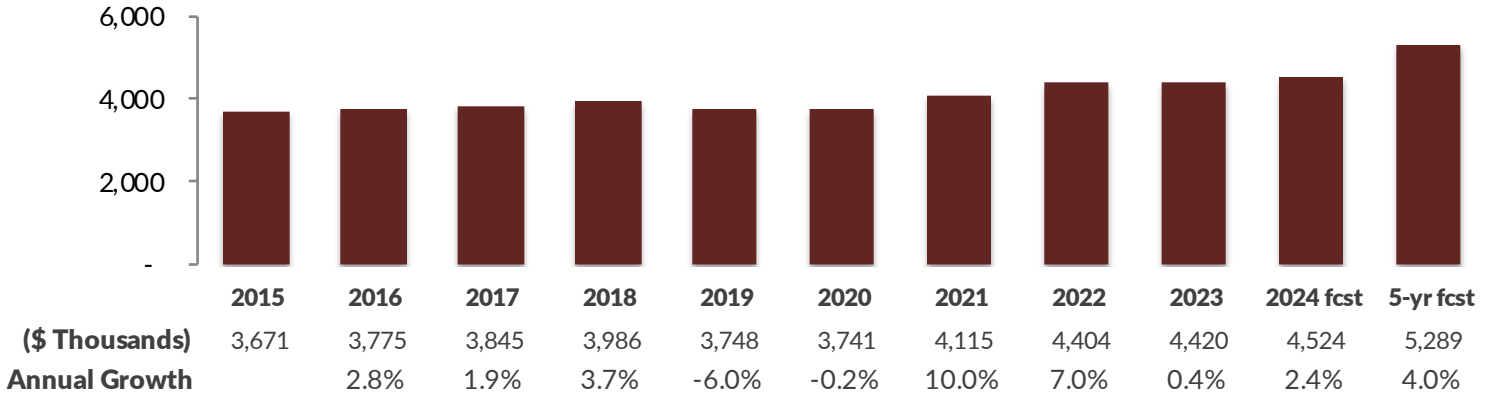


Compound Annual Growth Rate **-0.7%** 3-Year **-0.1%** 5-Year

Growth Benchmarks

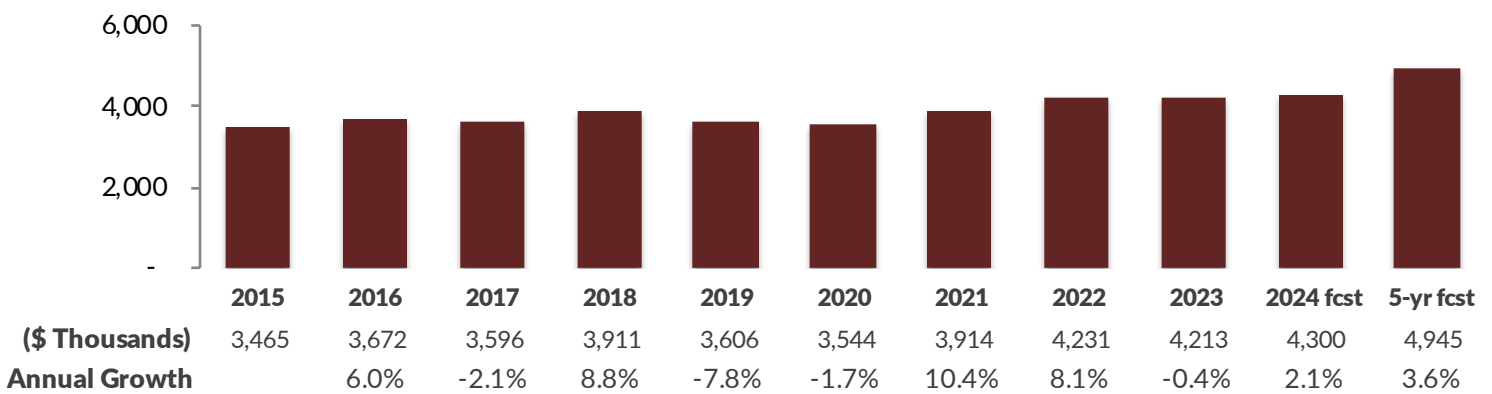
Below are the normalized growth benchmarks for Furniture and Kitchen Cabinet Manufacturing, including revenue per company, revenue per facility, and facilities per company. These metrics are typically better to use to benchmark a company's performance, since they normalize for company and facility growth.

Revenue per Company (\$ Thousands)



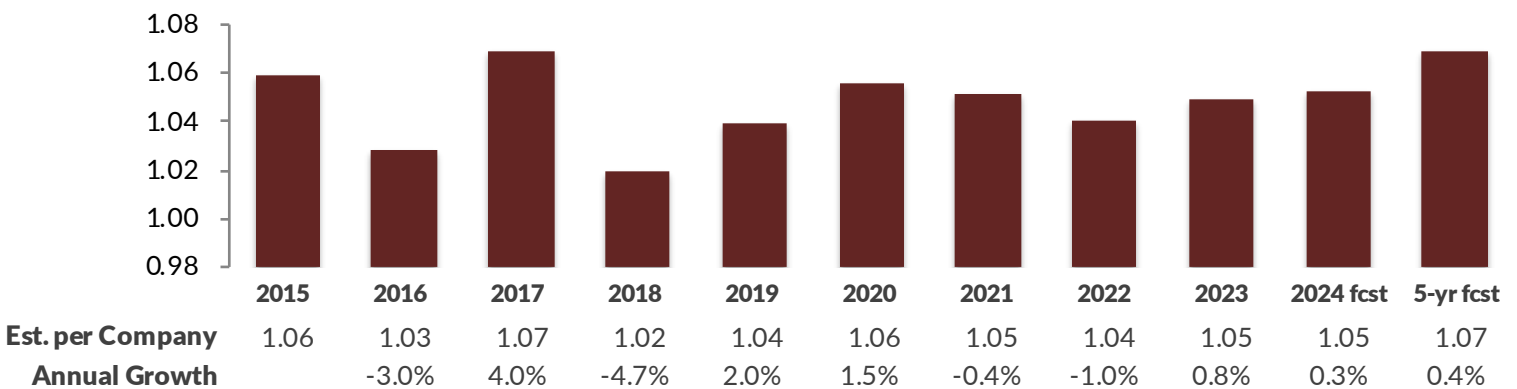
Compound Annual Growth Rate **5.7%** 3-Year **2.1%** 5-Year

Revenue Per Facility (\$ Thousands)



Compound Annual Growth Rate **5.9%** 3-Year **1.5%** 5-Year

Facilities per Company

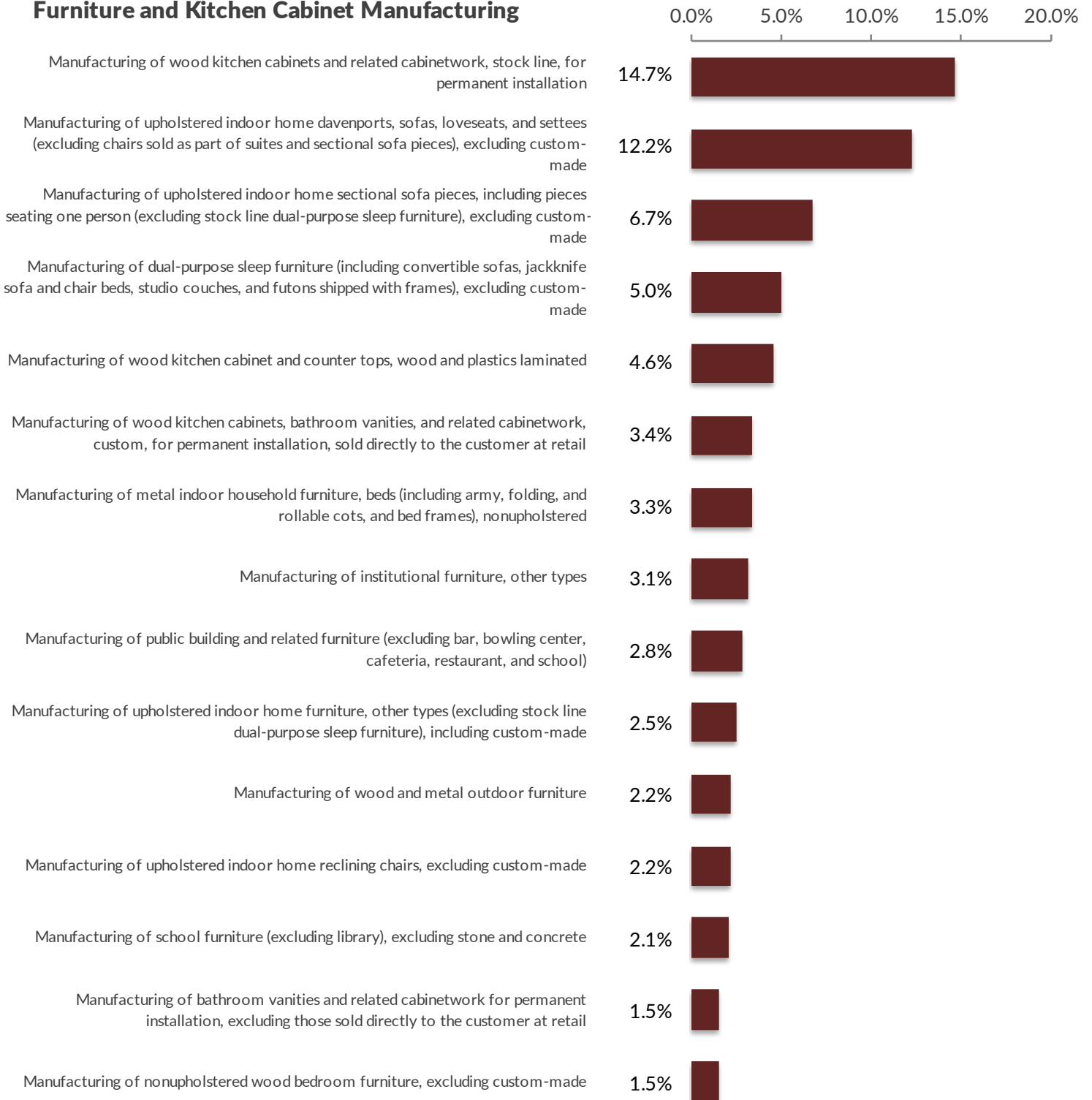


Compound Annual Growth Rate **-0.2%** 3-Year **0.6%** 5-Year

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

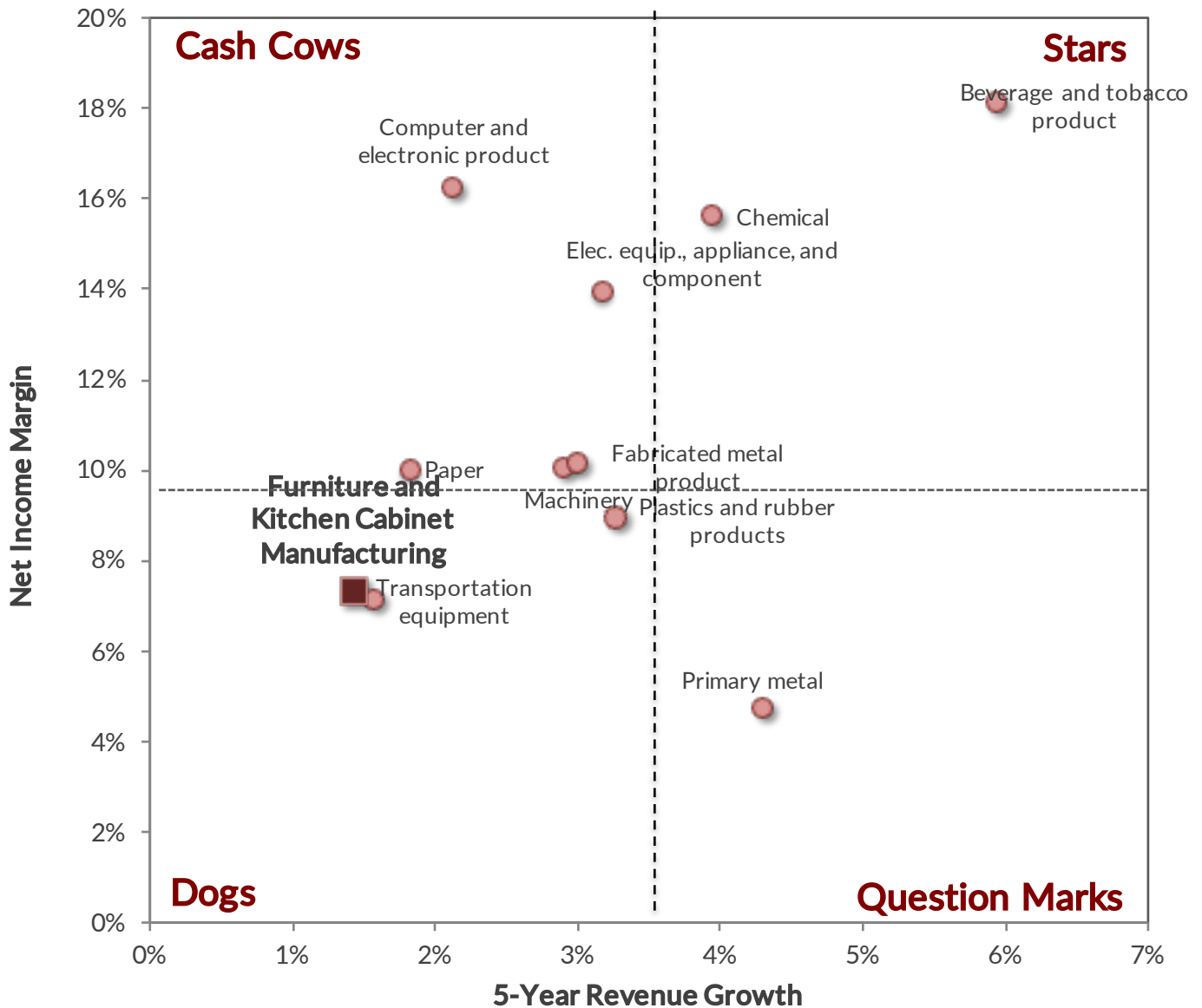


Totals may not add up to 100% if there are more categories

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?

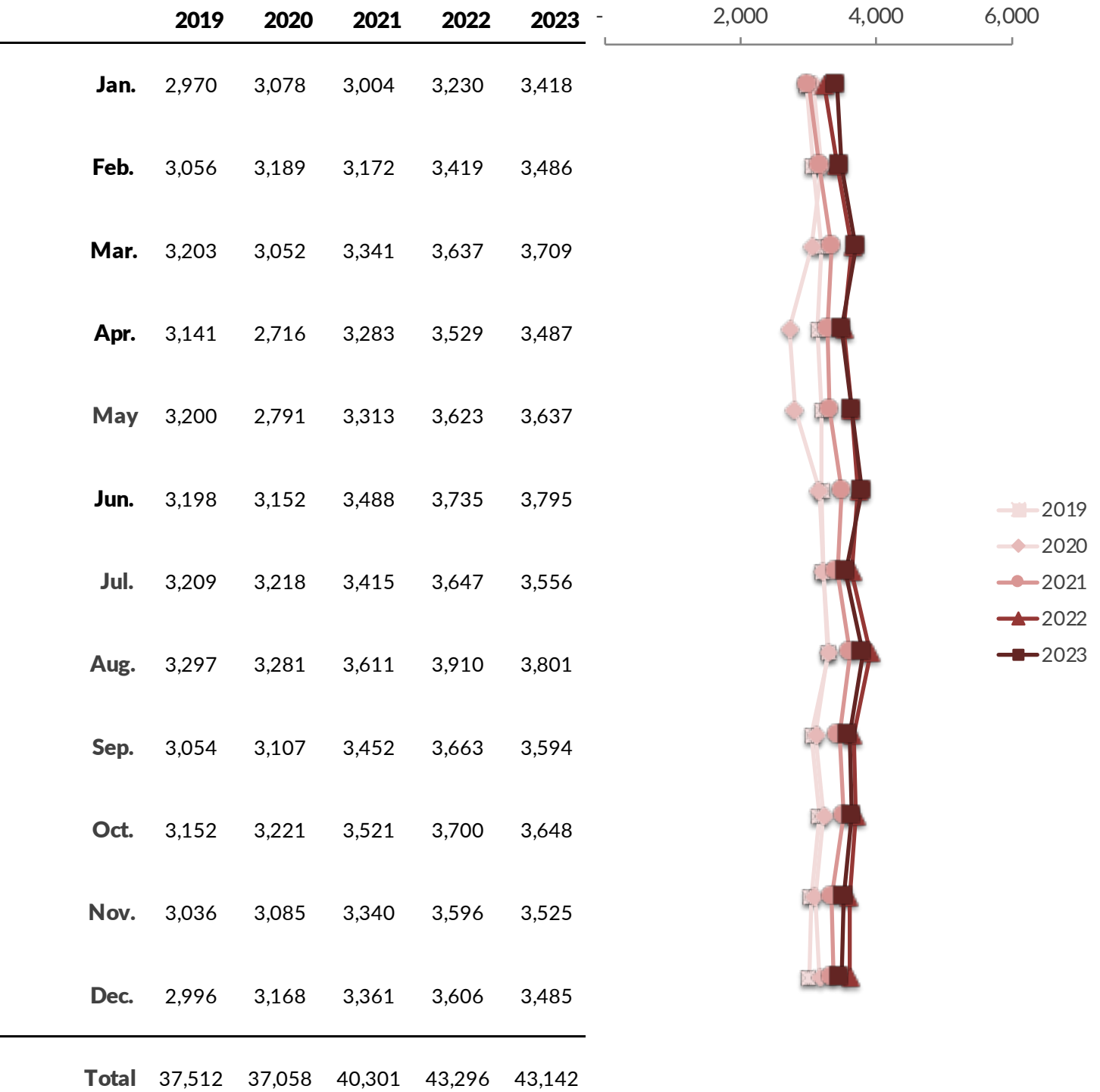
Industries which can generate high net income margin and high revenue growth are known as the Star industries, which often attract higher levels of competition chasing the growth. Those that generate low net income margin and low revenue growth are known as the Dogs. Often, Dog industries are very mature, 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.



Total Sales by Month & Year

Below is total sales by month over the past 5 years for the Furniture and Kitchen Cabinet Manufacturing industry.

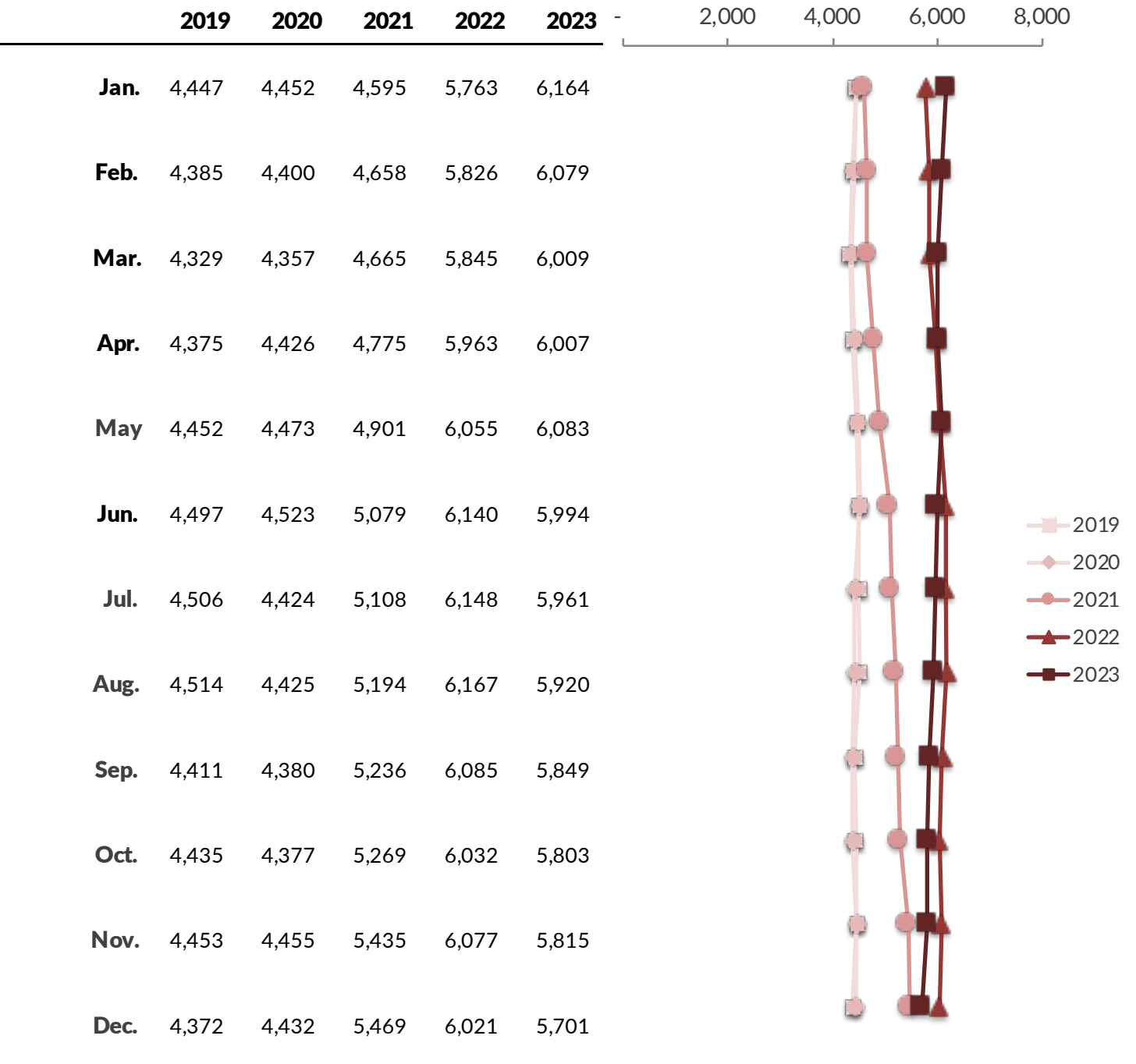
All figures in \$ millions



Total Inventory by Month & Year

Below is total inventory value by month over the past 5 years for the Furniture and Kitchen Cabinet Manufacturing industry.

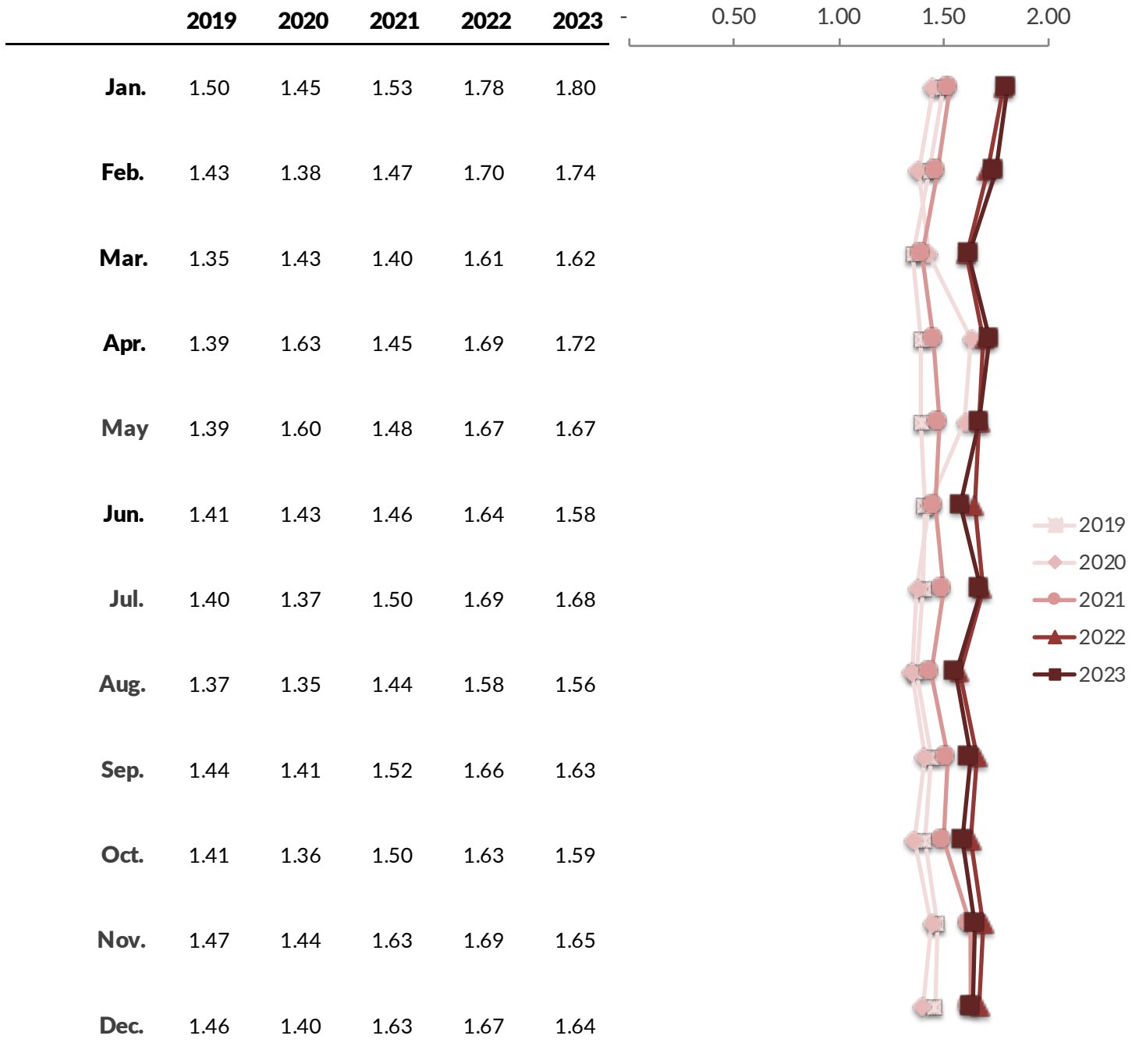
All figures in \$ millions



Months of Inventory

Below is the months of inventory (monthly inventory divided by monthly sales) by month over the past 5 years for the Furniture and Kitchen Cabinet Manufacturing industry.

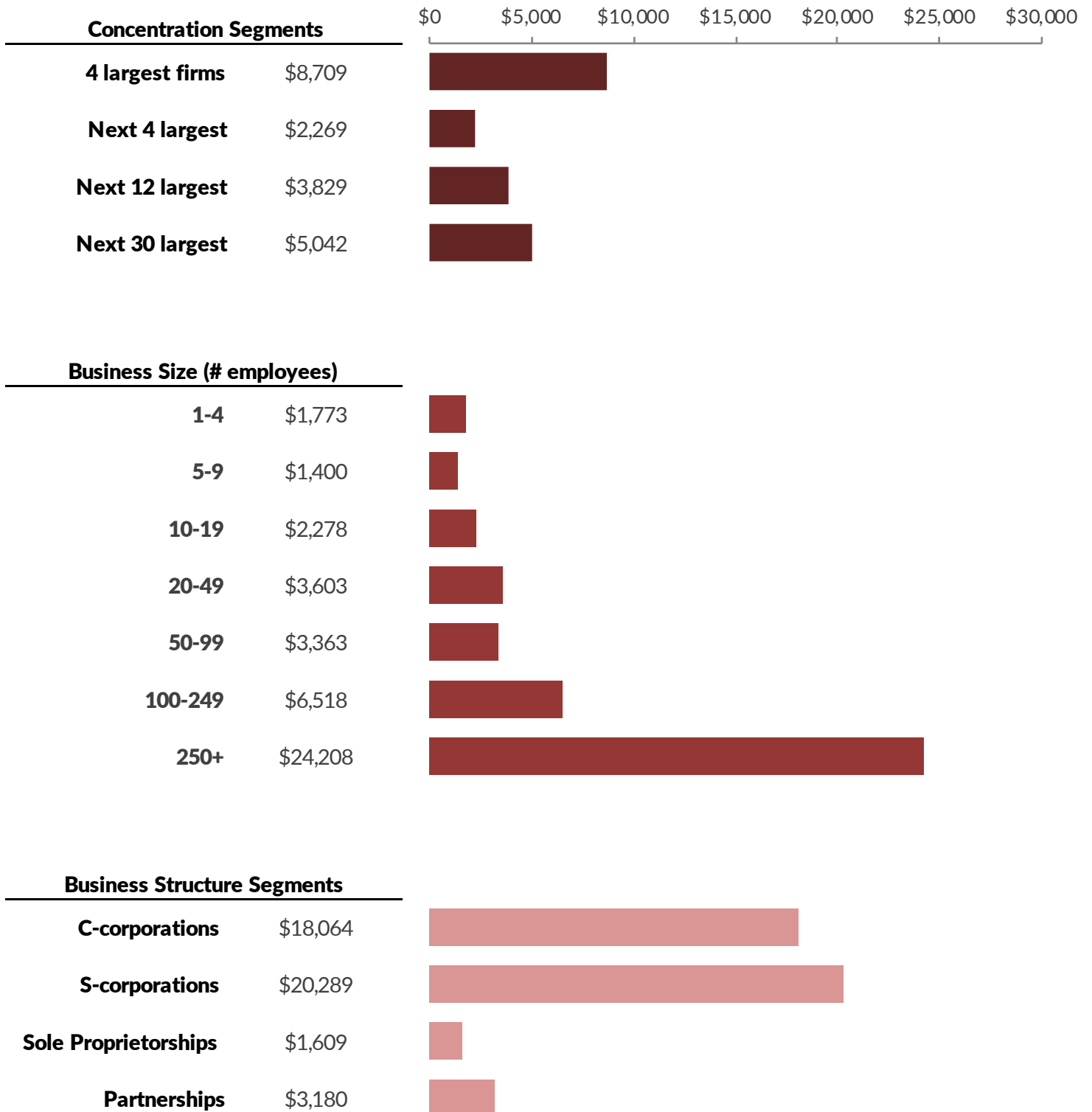
All figures in \$ millions



Industry Revenue by Segments

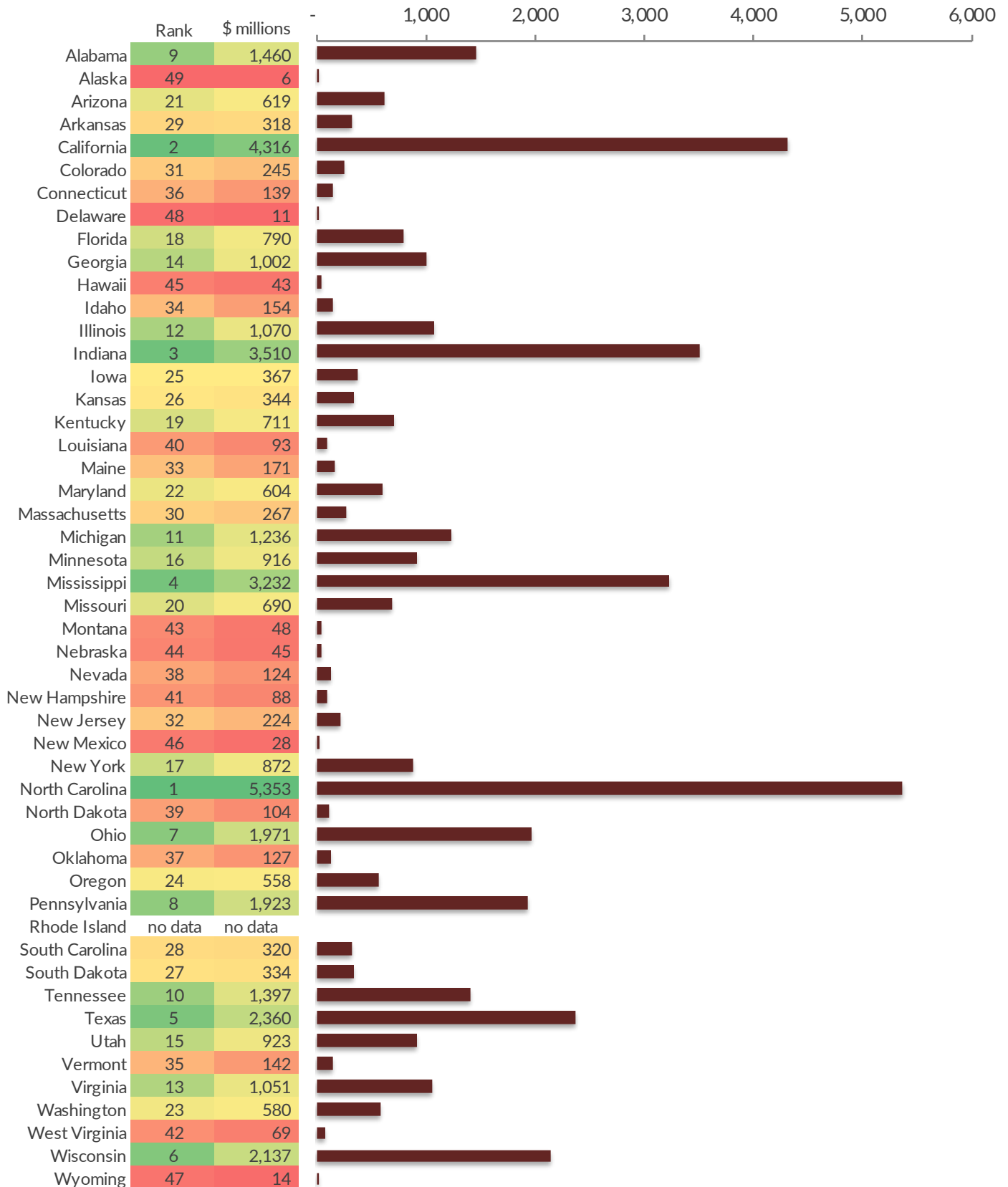
Below is total sales for various industry segmentations including concentration, business size by employees, and business structure.

All figures in \$ millions



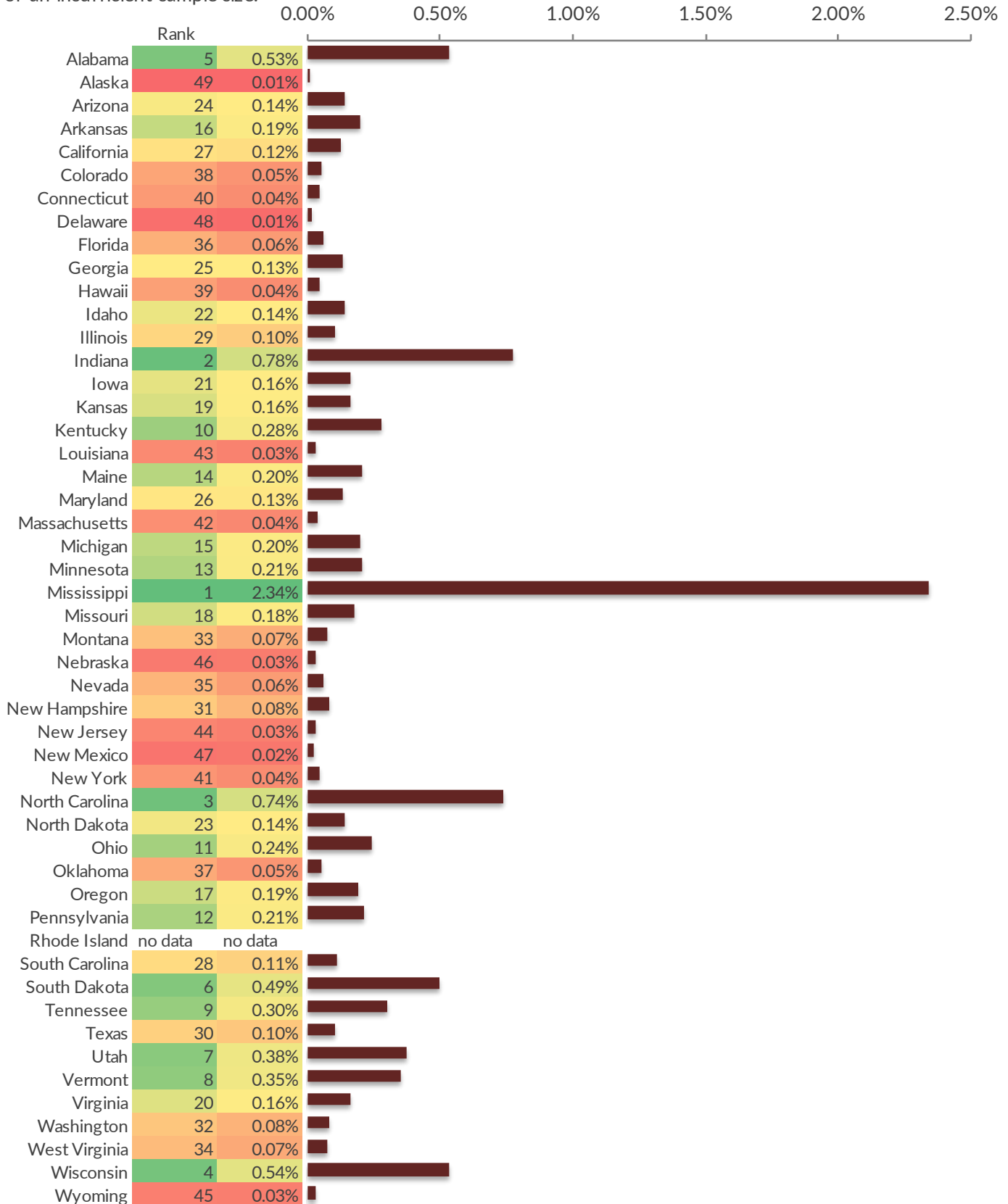
Industry Revenue per State

Industry revenue per state in \$ millions. "No data" indicates no industry manufacturing facilities or an insufficient sample size.



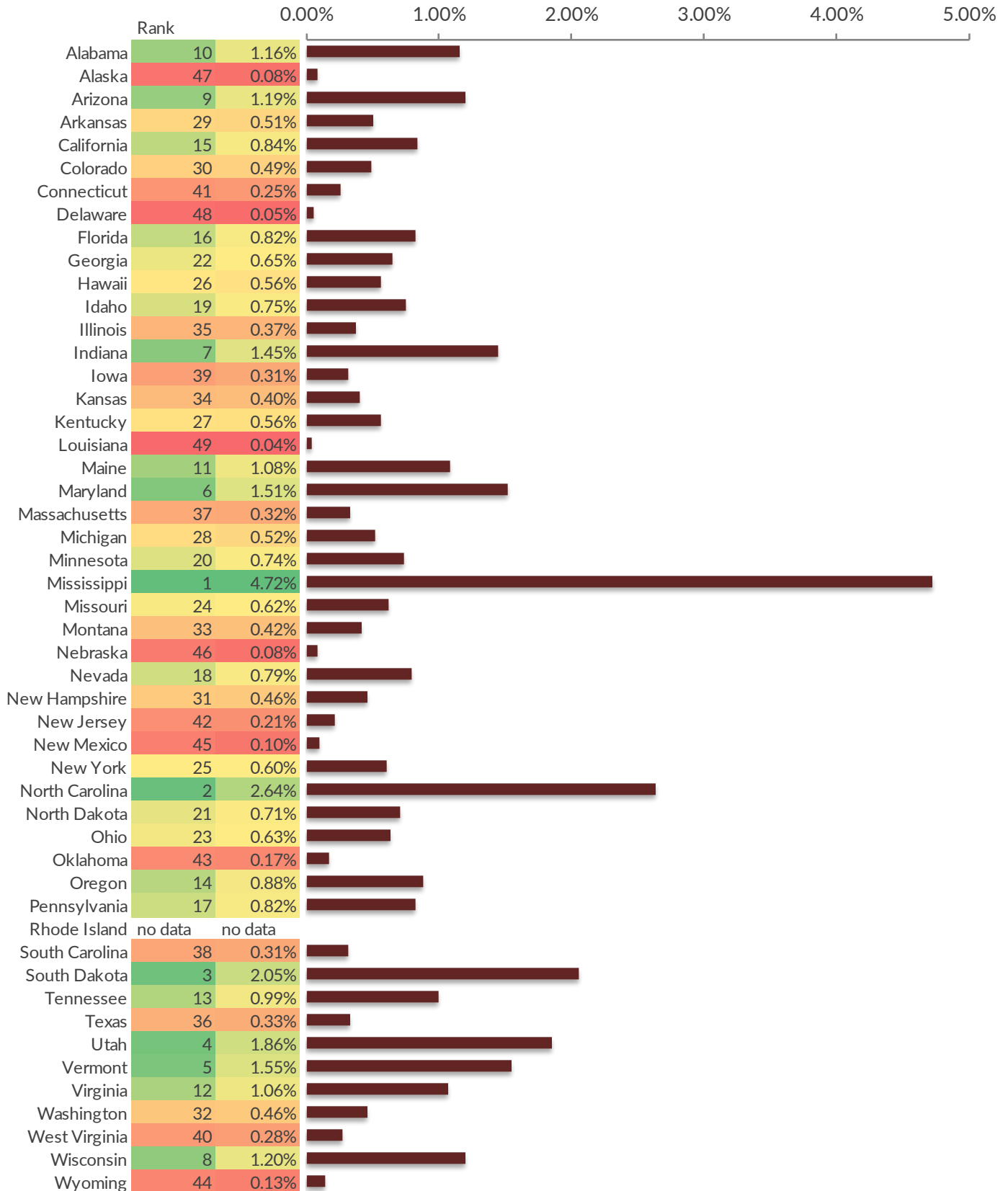
Industry Revenue as a % of State GDP

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.



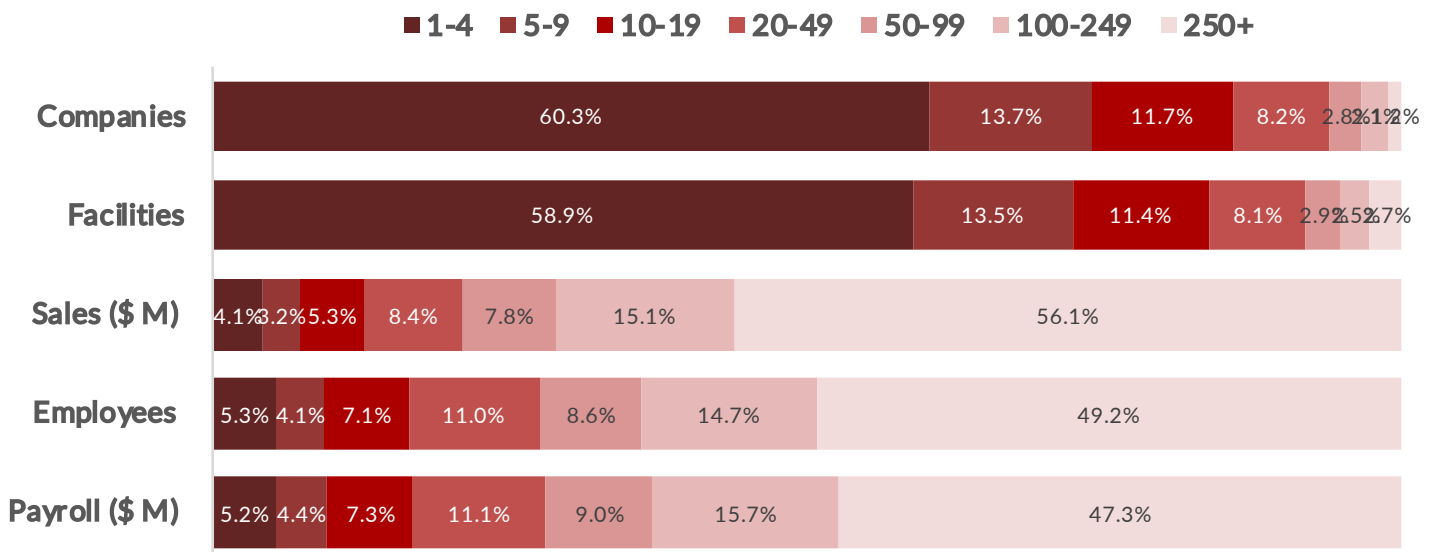
Industry Segmentation by Business Size

Below are industry segmentation statistics by business size, including companies, facilities, sales, employees, and payroll. The business size segments are based on the number of employees per company. Both absolute and as a percent of the industry figures are included.

Furniture and Kitchen Cabinet Manufacturing Segmentation by Business Size

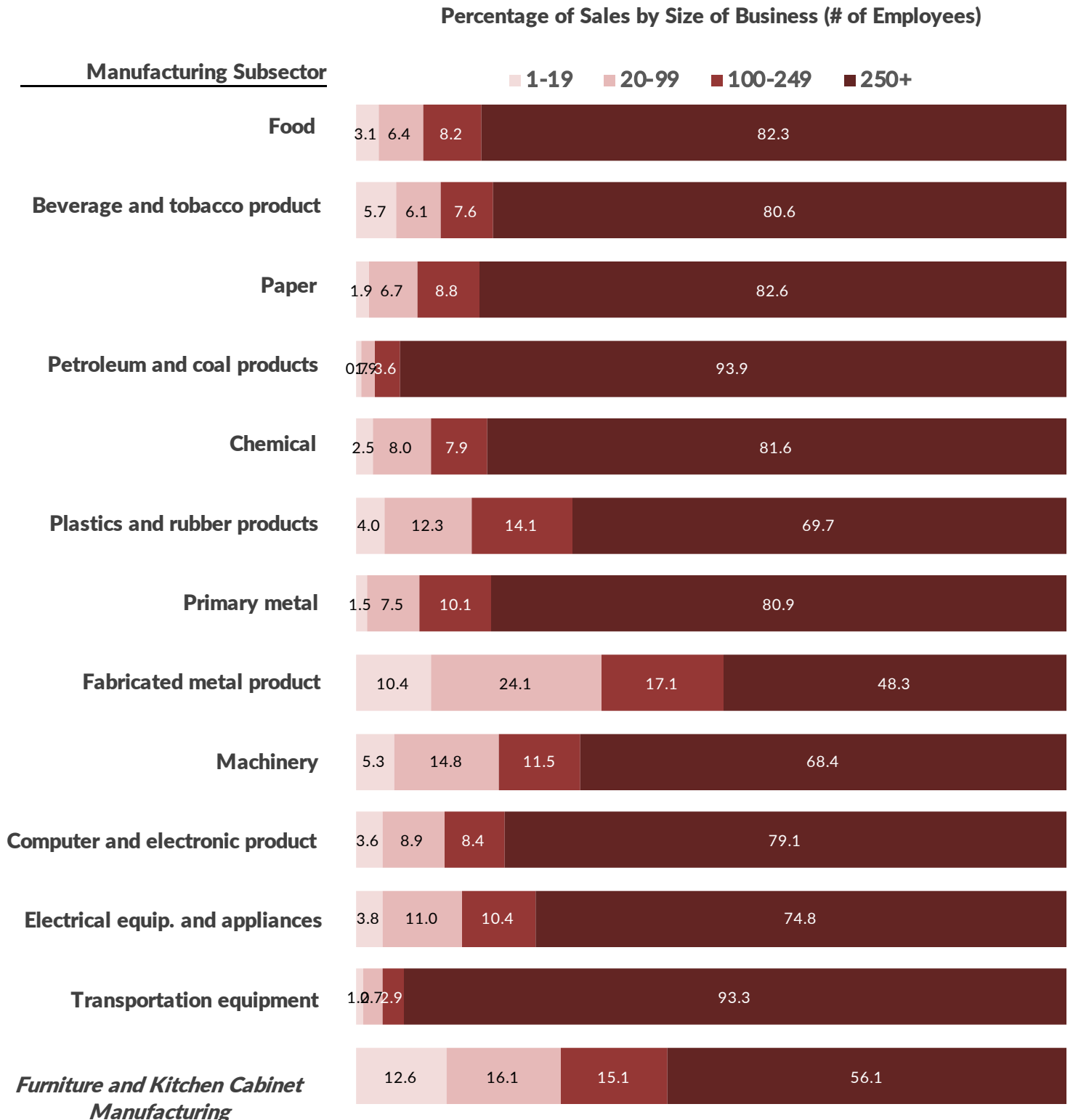
	Number of Employees						
	1-4	5-9	10-19	20-49	50-99	100-249	250+
Companies	5,887	1,340	1,139	798	269	209	118
Facilities	6,028	1,379	1,172	833	300	256	273
Sales (\$ M)	1,773	1,400	2,278	3,603	3,363	6,518	24,208
Employees	11,710	9,163	15,711	24,443	19,209	32,684	109,384
Payroll (\$ M)	536	449	743	1,140	922	1,611	4,840

	Number of Employees						
	1-4	5-9	10-19	20-49	50-99	100-249	250+
Companies	60.3%	13.7%	11.7%	8.2%	2.8%	2.1%	1.2%
Facilities	58.9%	13.5%	11.4%	8.1%	2.9%	2.5%	2.7%
Sales (\$ M)	4.1%	3.2%	5.3%	8.4%	7.8%	15.1%	56.1%
Employees	5.3%	4.1%	7.1%	11.0%	8.6%	14.7%	49.2%
Payroll (\$ M)	5.2%	4.4%	7.3%	11.1%	9.0%	15.7%	47.3%



Sector Size of Business Sales Benchmarks

Below are sector sales benchmarks segmented by size of company, with the Furniture and Kitchen Cabinet Manufacturing sales segmentation reflected on the bottom for comparison.



Industry Segmentation by Concentration

Below are industry segmentation statistics by industry sales concentration, including companies, locations, sales, employees, and payroll. The concentration segmentation is based on the 50 largest companies in the industry (top 4 largest companies, next 4 largest, next 12 largest, and next 30 largest). Both absolute and as a percent of the industry figures are included.

Furniture and Kitchen Cabinet Manufacturing Segmentation by Business Size

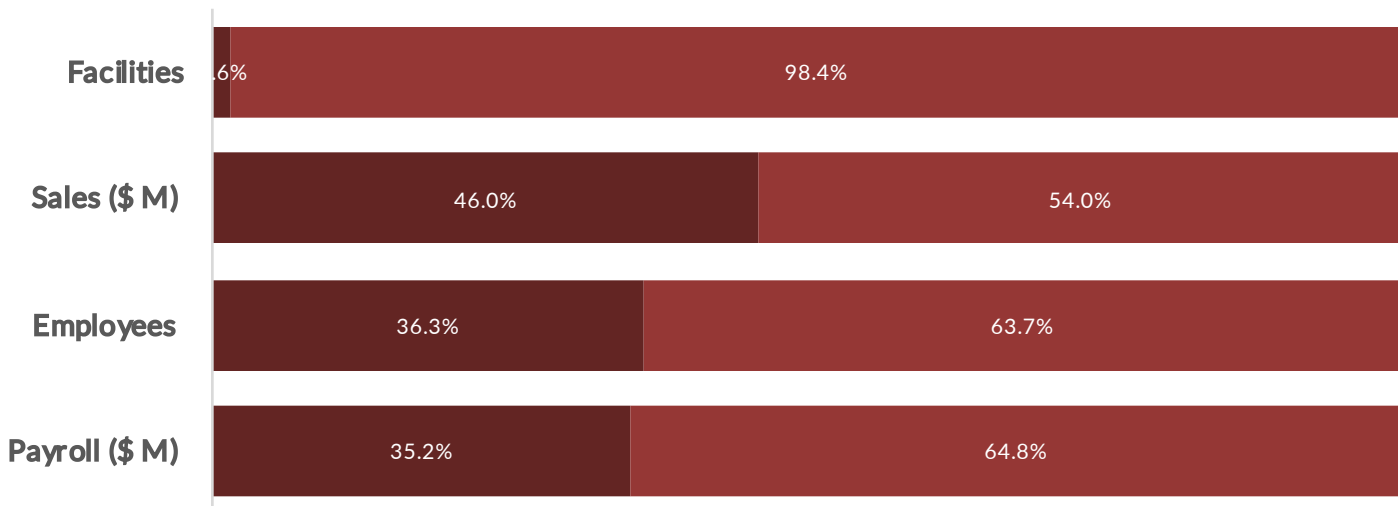
Largest Companies Ranked by Revenue

	1-4	5-8	9-20	21-50	Top 50	Rest of Industry
Companies	4	4	12	30	50	9,710
Facilities	36	15	35	76	163	10,077
Sales (\$ M)	8,709	2,269	3,829	5,042	19,849	23,293
Employees	31,748	11,914	13,316	23,673	80,651	141,654
Payroll (\$ M)	1,375	530	584	1,118	3,606	6,634

Largest Companies Ranked by Revenue

	1-4	5-8	9-20	21-50	Top 50	Rest of Industry
Facilities	0.4%	0.1%	0.3%	0.7%	1.6%	98.4%
Sales (\$ M)	20.2%	5.3%	8.9%	11.7%	46.0%	54.0%
Employees	14.3%	5.4%	6.0%	10.6%	36.3%	63.7%
Payroll (\$ M)	13.4%	5.2%	5.7%	10.9%	35.2%	64.8%

■ Top 50 ■ Rest of Industry



Market Share by Largest Companies

Below are 2018 and 2023 marketshare benchmarks; % of industry sales and absolute sales by the 4 largest companies, next 4, next 12, next 30, and top 50 for Furniture and Kitchen Cabinet Manufacturing.














Furniture and Kitchen Cabinet Manufacturing

	Market Share by Concentration Segment		
	2018	2023	Delta
4 Largest Companies	20.2%	17.7%	-2.5%
Next 4 Companies	5.3%	7.2%	1.9%
Next 12 Companies	8.9%	10.1%	1.2%
Next 30 Companies	11.7%	10.6%	-1.1%
Top 50 Companies	46.0%	45.6%	-0.4%

	Total Sales by Concentration Segment (\$ Millions)		
	2018	2023	5-yr CAGR
4 Largest Companies	\$8,111	\$7,636	-1.2%
Next 4 Companies	\$2,113	\$3,106	8.0%
Next 12 Companies	\$3,566	\$4,357	4.1%
Next 30 Companies	\$4,696	\$4,573	-0.5%
Top 50 Companies	\$18,486	\$19,673	1.3%
Top 50 Companies	\$21,693	\$23,469	1.6%

Manufacturing Sectors Market Share for Top 50 Companies

Below are sales concentration benchmarks; % of industry sales the top 50 companies represent per major manufacturing sector for 2018 and 2023, with the Furniture and Kitchen Cabinet Manufacturing sales concentration reflected on the bottom for comparison.

Manufacturing Subsector	2018	2023	Delta	% of Industry Sales - Top 50 Companies
Food	50.9%	46.5%	-4.4%	
Beverage and tobacco product	84.6%	77.9%	-6.7%	
Paper	69.4%	71.1%	1.7%	
Petroleum and coal products	96.8%	95.2%	-1.6%	
Chemical	52.7%	50.2%	-2.5%	
Plastics and rubber products	34.3%	32.9%	-1.4%	
Primary metal	61.4%	60.5%	-0.9%	
Fabricated metal product	19.8%	19.5%	-0.3%	
Machinery	40.1%	35.2%	-4.9%	
Computer and electronic product	47.9%	49.3%	1.4%	
Electrical equip. and appliances	52.8%	49.4%	-3.4%	
Transportation equipment	69.9%	71.0%	1.1%	
<i>Furniture and Kitchen Cabinet Manufacturing</i>	45.6%	46.0%	0.4%	

Industry Segmentation by Business Structure

Below are the various industry segmentation metrics including companies, locations, sales, employees and payroll by business structure including C-Corporations, S-Corporations, Partnerships, and Sole Proprietorships. Both absolute and as a percent of the industry figures are included.

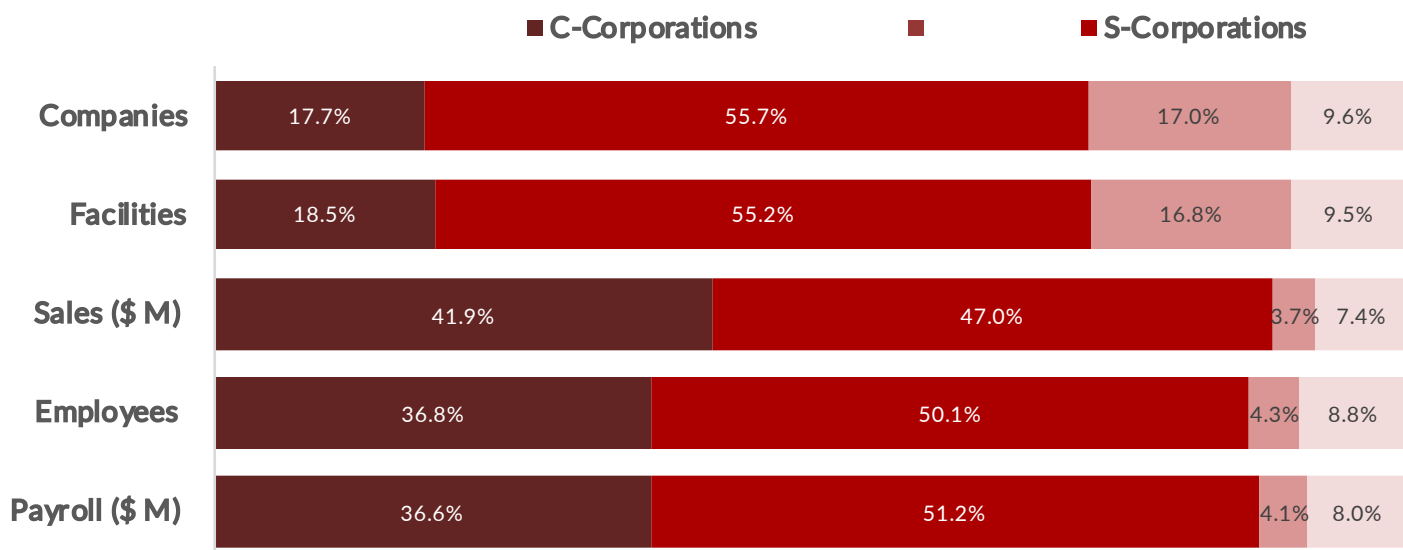
Furniture and Kitchen Cabinet Manufacturing Segmentation by Business Structure

Business Structure

	C-Corporations	S-Corporations	Partnerships	Sole Proprietorships
Companies	1,731	5,432	1,664	934
Facilities	1,896	5,654	1,718	972
Sales (\$ M)	18,064	20,289	1,609	3,180
Employees	81,755	111,456	9,589	19,505
Payroll (\$ M)	3,749	5,245	424	821

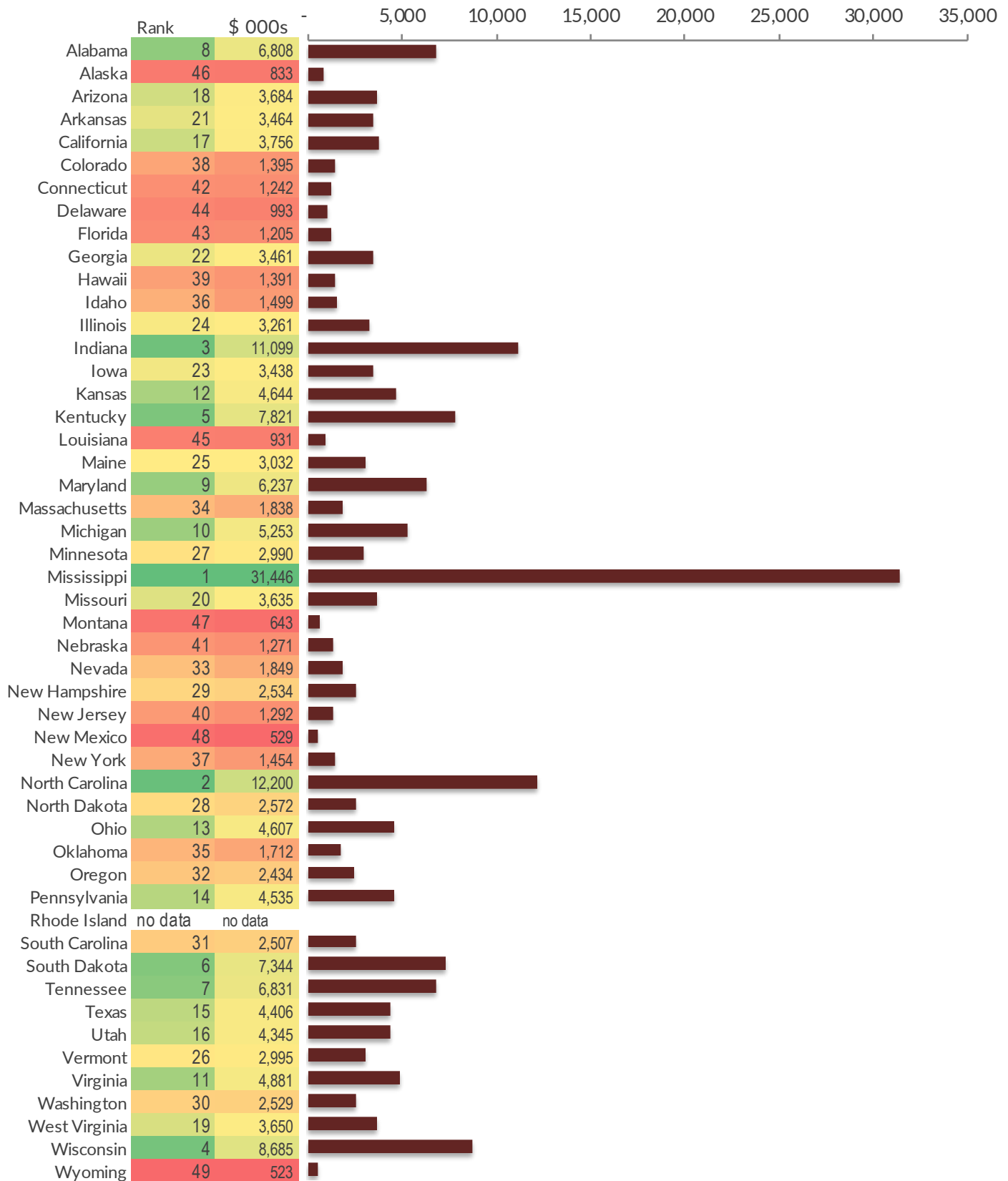
Business Structure

	C-Corporations	S-Corporations	Partnerships	Sole Proprietorships
Companies	17.7%	55.7%	17.0%	9.6%
Facilities	18.5%	55.2%	16.8%	9.5%
Sales (\$ M)	41.9%	47.0%	3.7%	7.4%
Employees	36.8%	50.1%	4.3%	8.8%
Payroll (\$ M)	36.6%	51.2%	4.1%	8.0%



Sales per Company by State

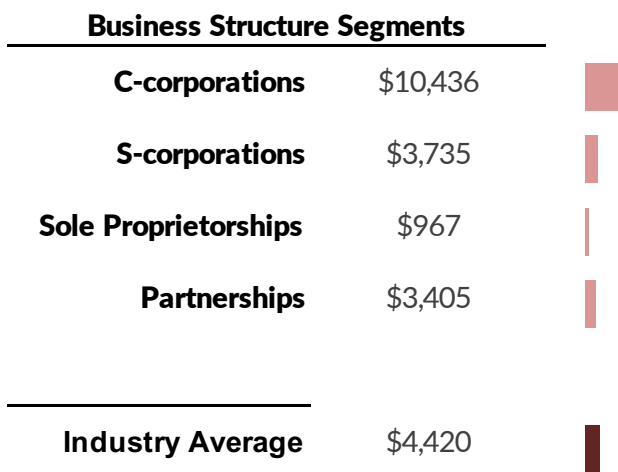
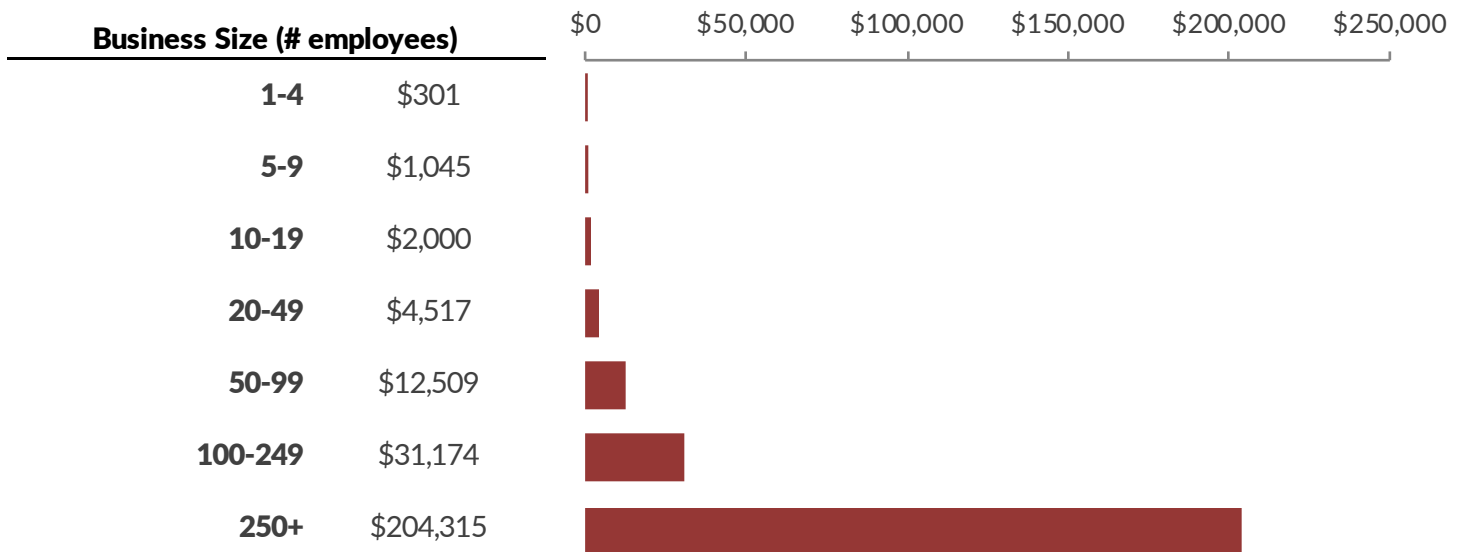
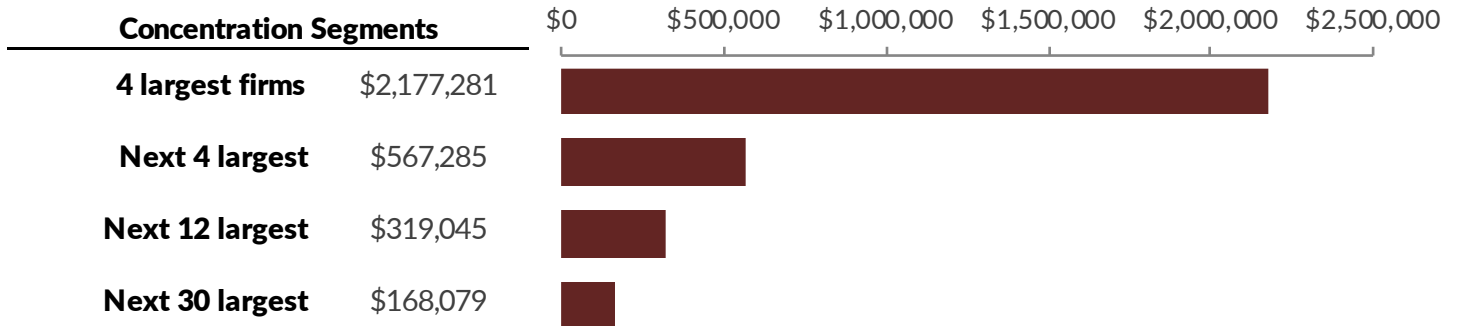
Sales per company highlights the competitive intensity and leverage of companies in a state. Those states with high sales per company most likely face increasing competition. "No data" indicates no industry manufacturing facilities or an insufficient sample size.



Sales per Company by Segment

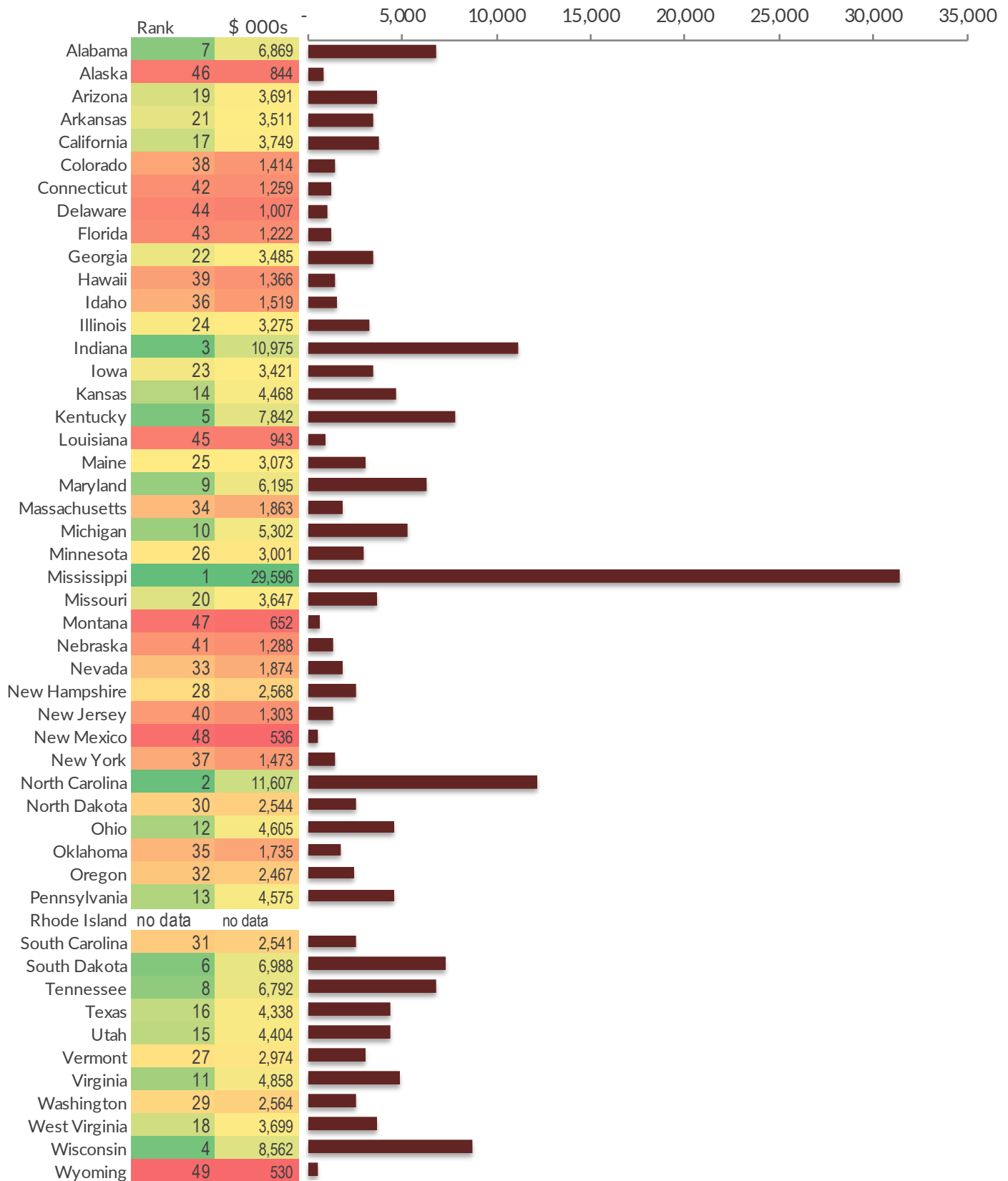
Below is the average sales per company for industry segmentations including concentration, business size by employees, and business structure.

All figures in \$ thousands



Sales per Facility by State

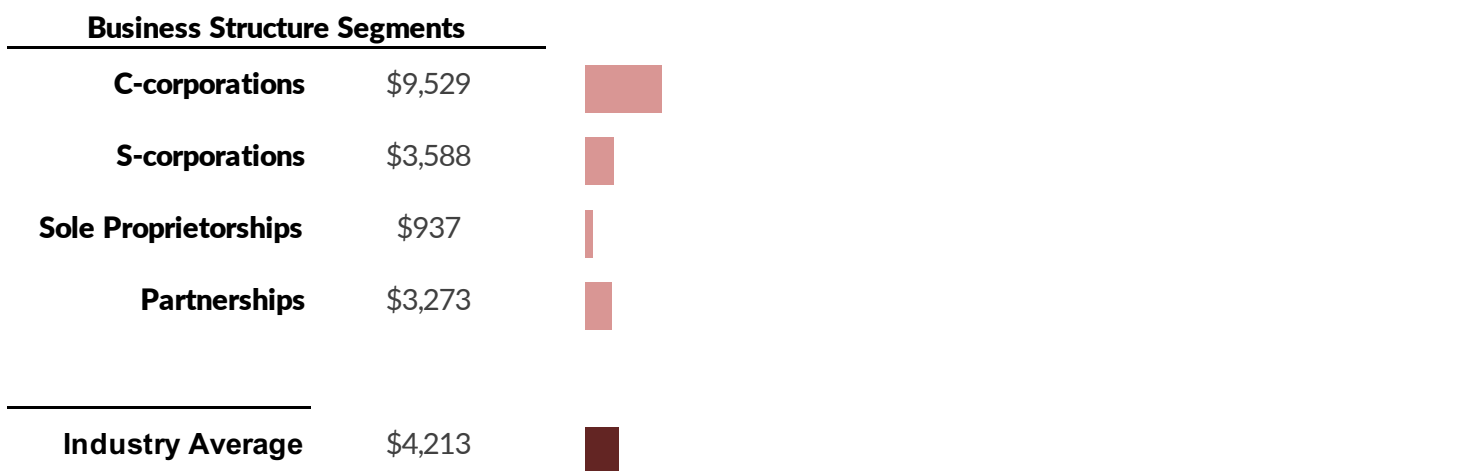
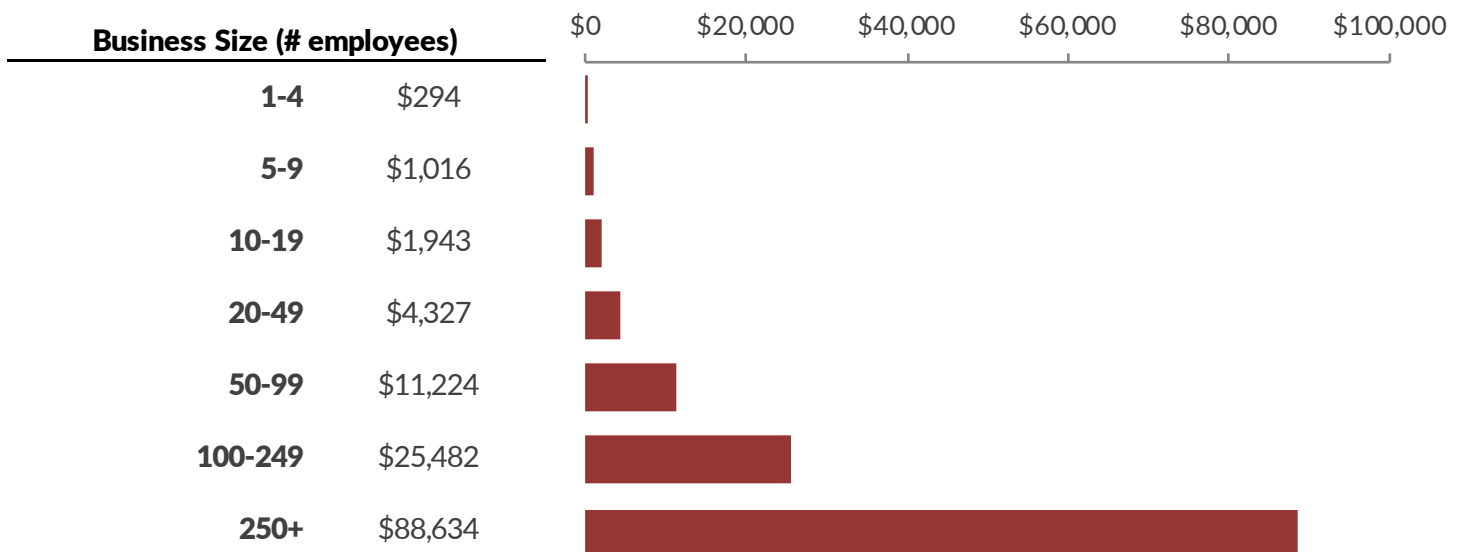
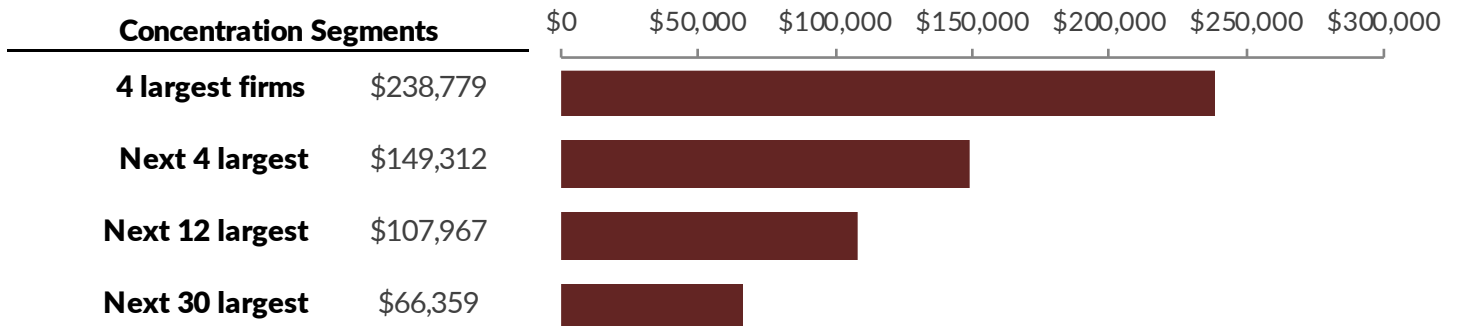
Below are the sales per facility per state. "No data" indicates no industry manufacturing facilities or an insufficient sample size.



Sales per Facility by Segment

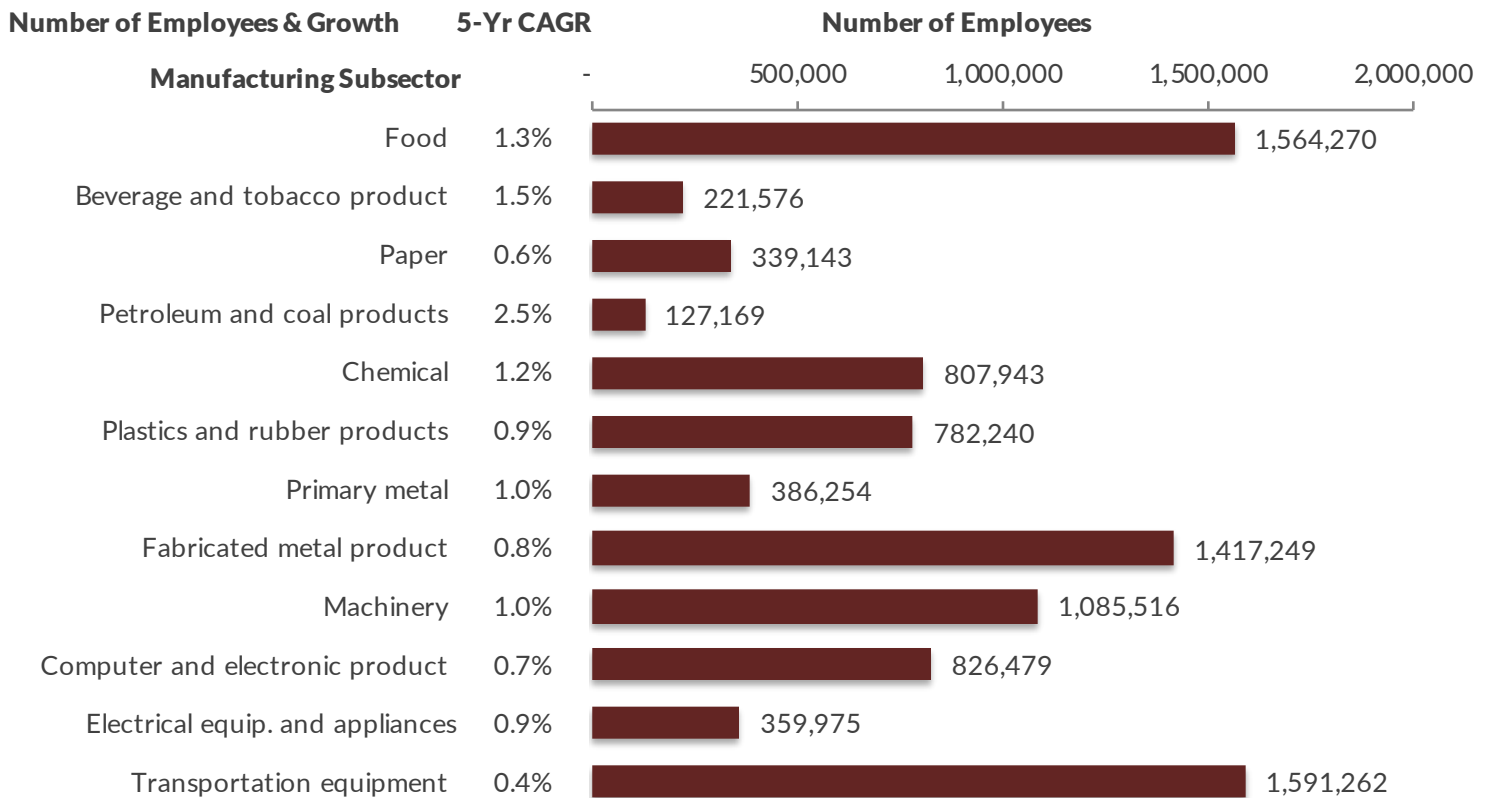
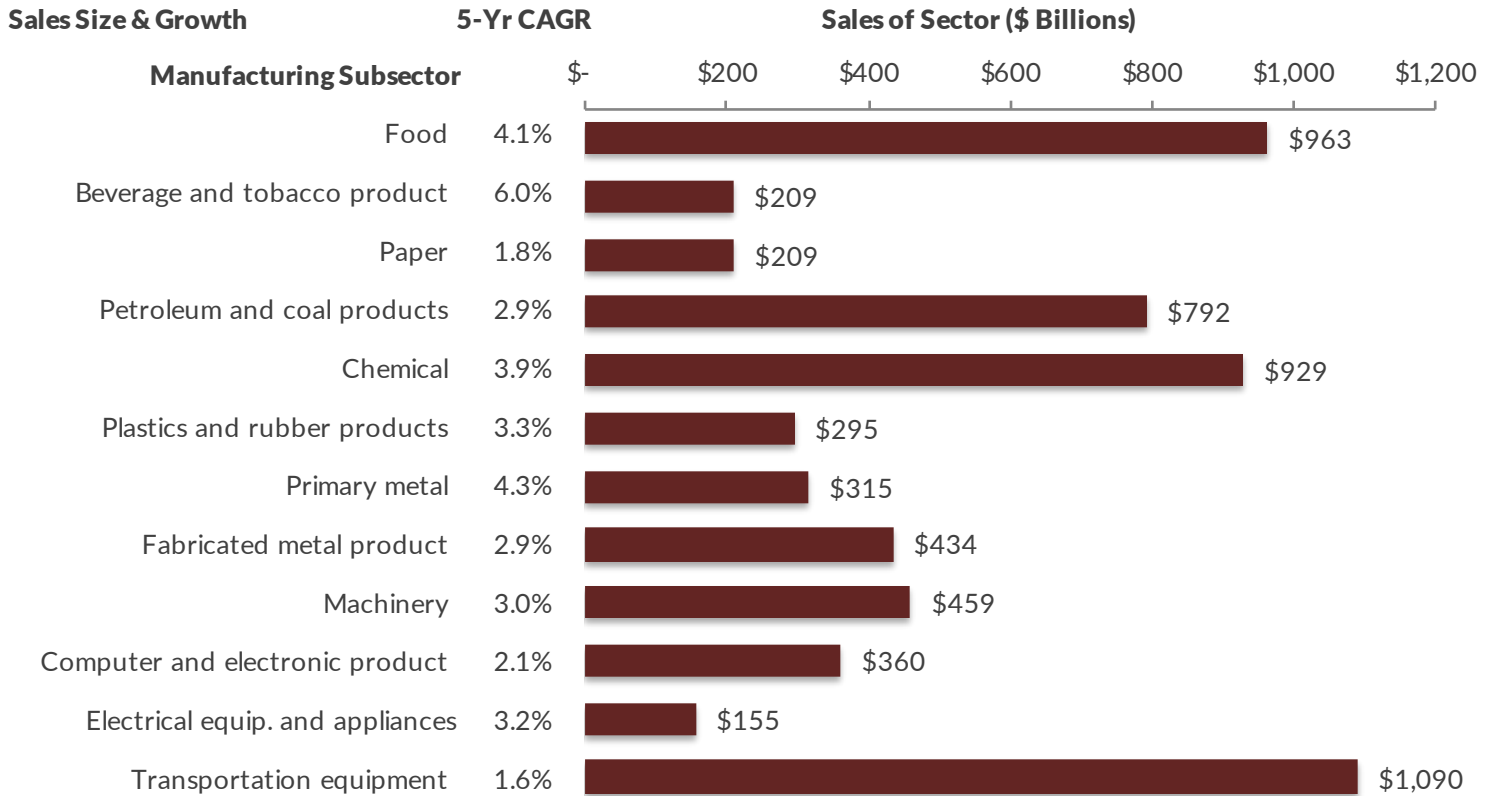
Below is the average sales per facility for industry segmentations including concentration, business size by employees, and business structure.

All figures in \$ thousands



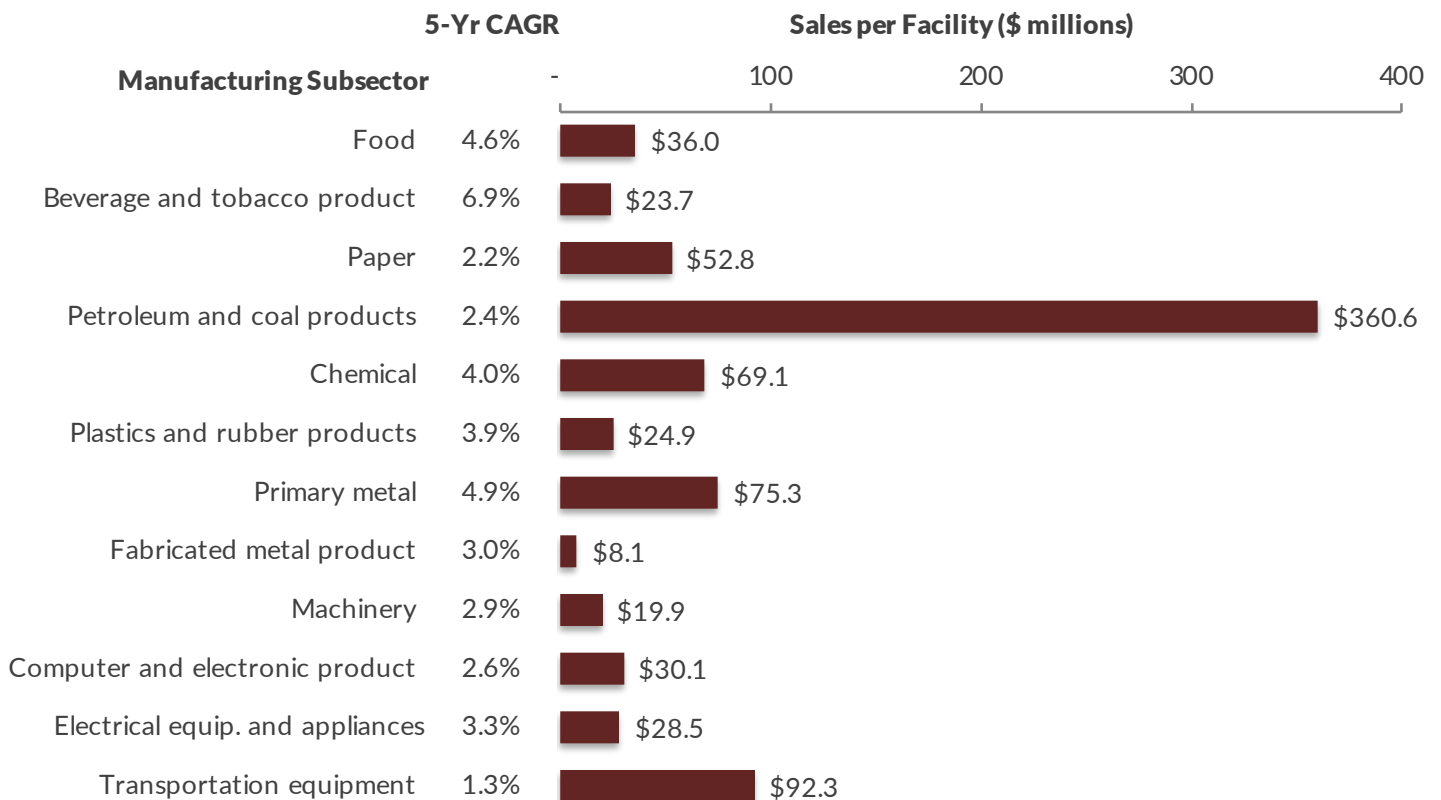
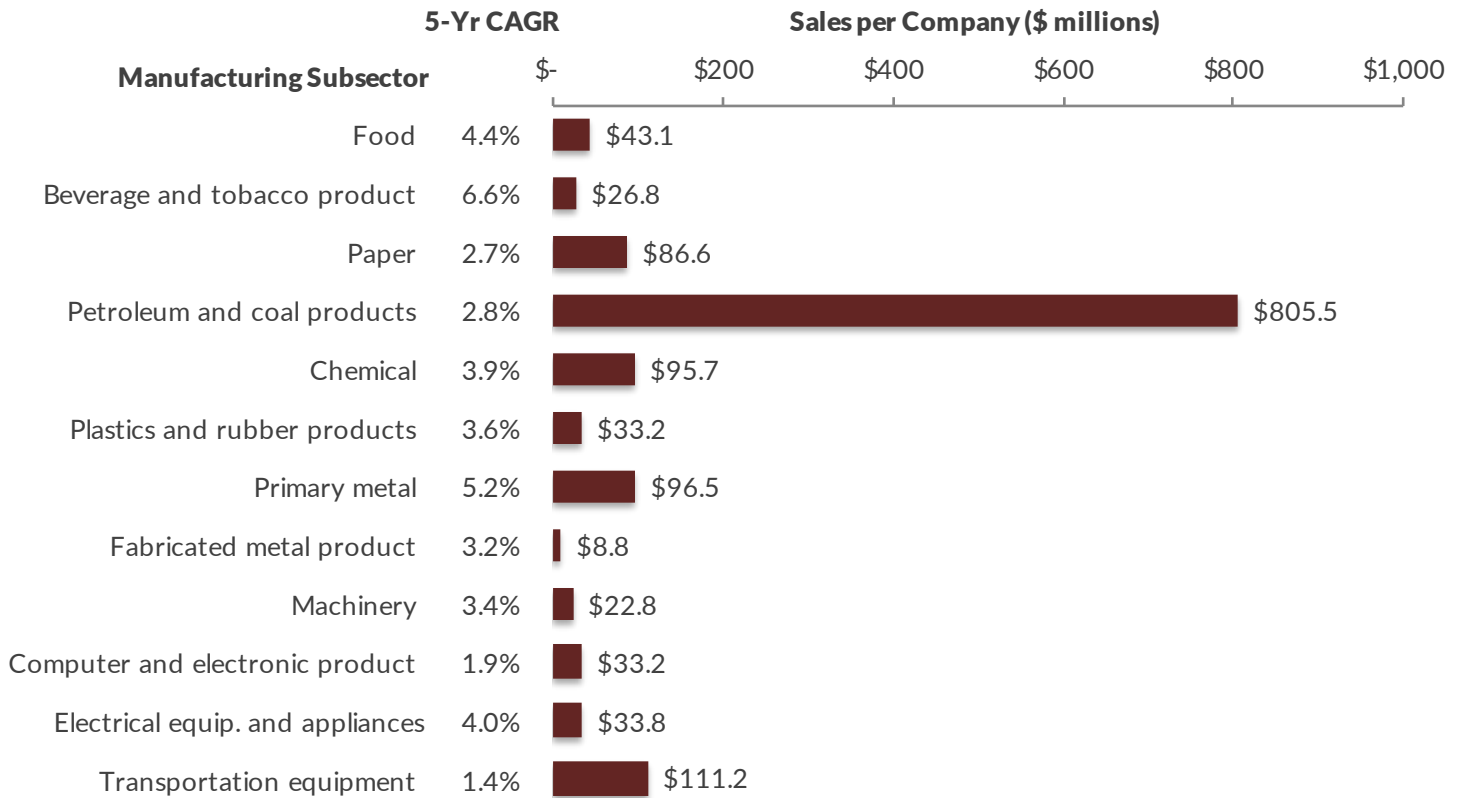
Manufacturing Sector Growth

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.



Manufacturing Sectors Sales Statistics

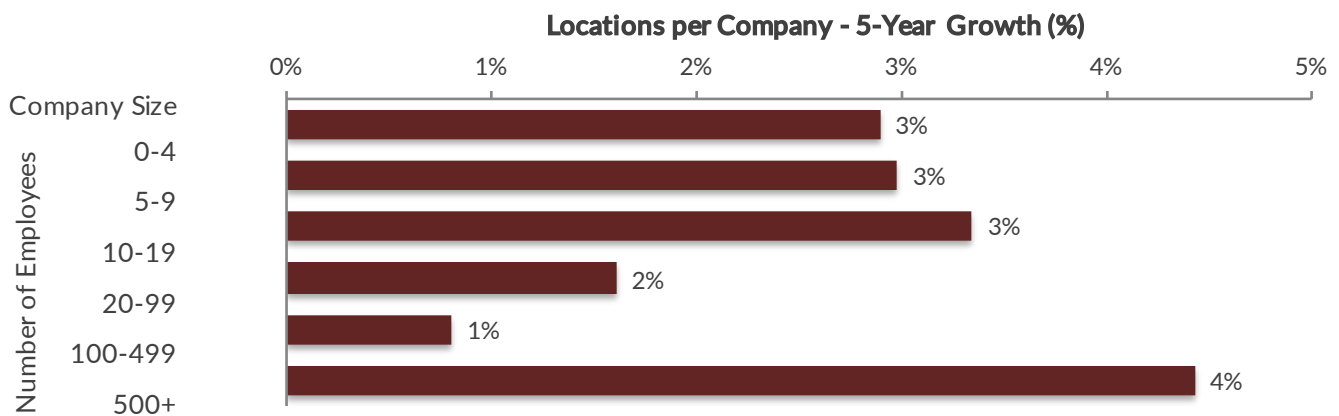
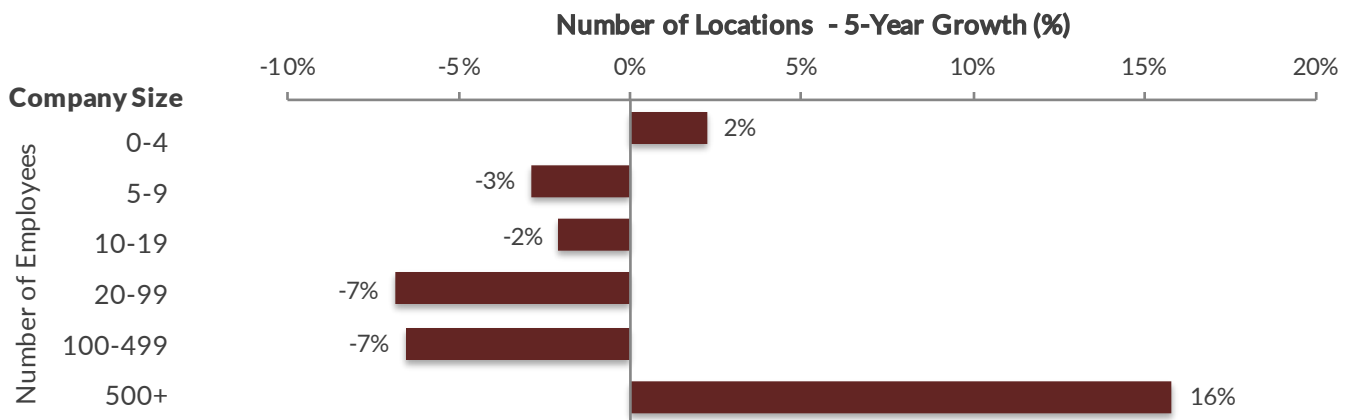
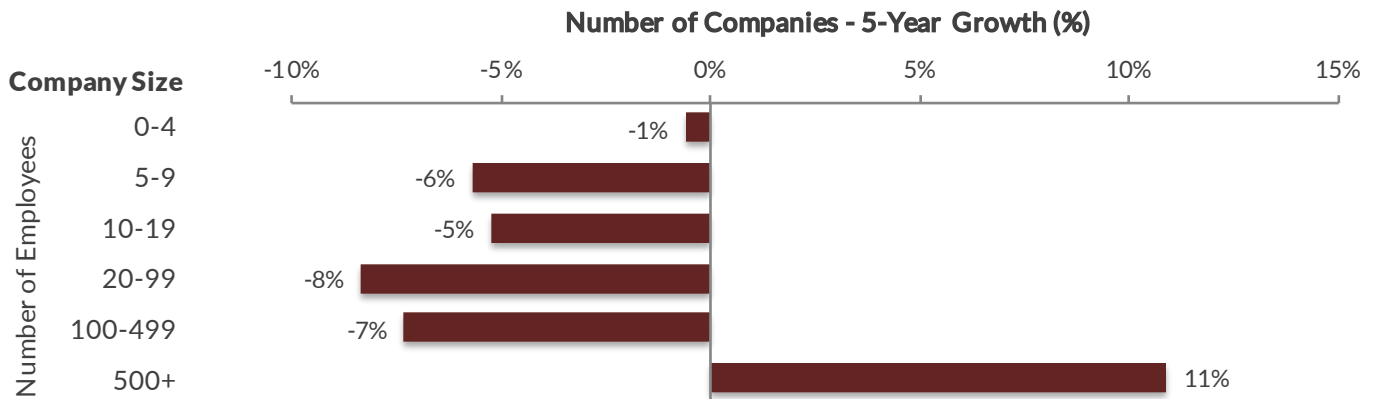
Below is the sales per company and location for the major manufacturing sectors.



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 5-year growth of companies, facilities and facilities per company by business size.

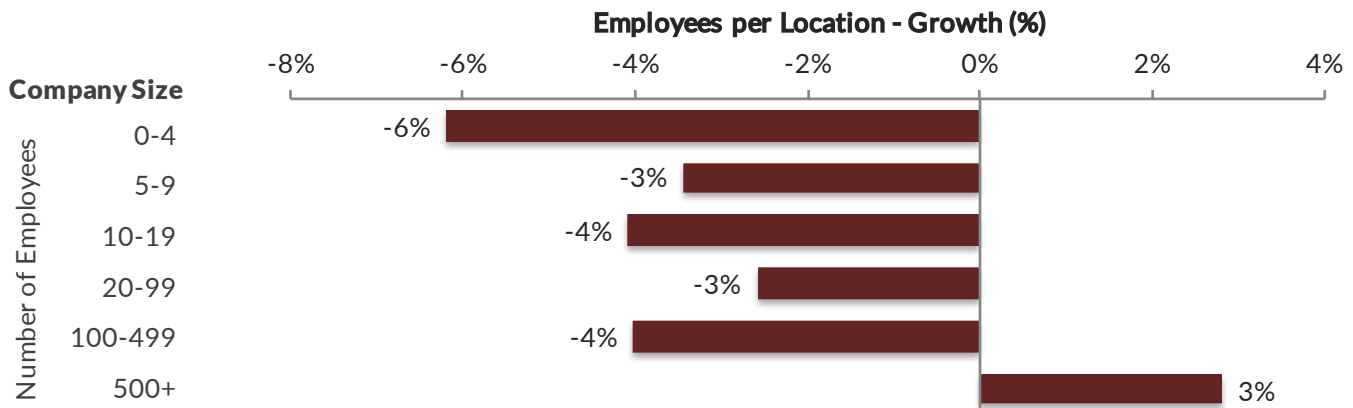
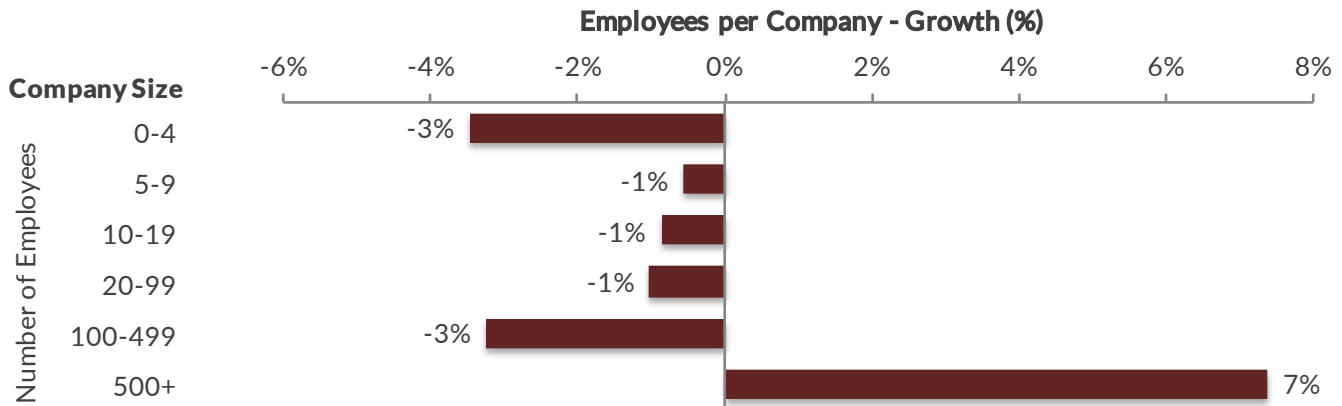
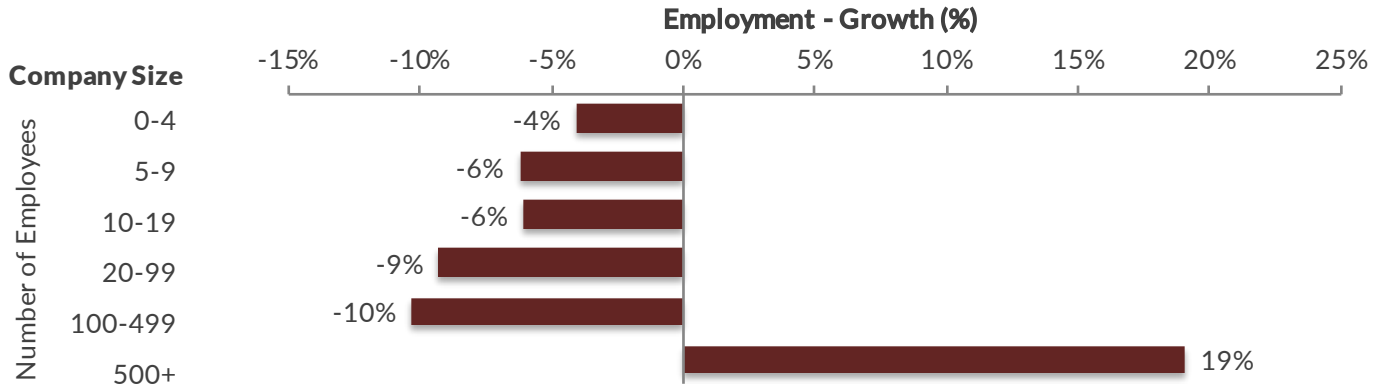
Furniture and Kitchen Cabinet Manufacturin



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

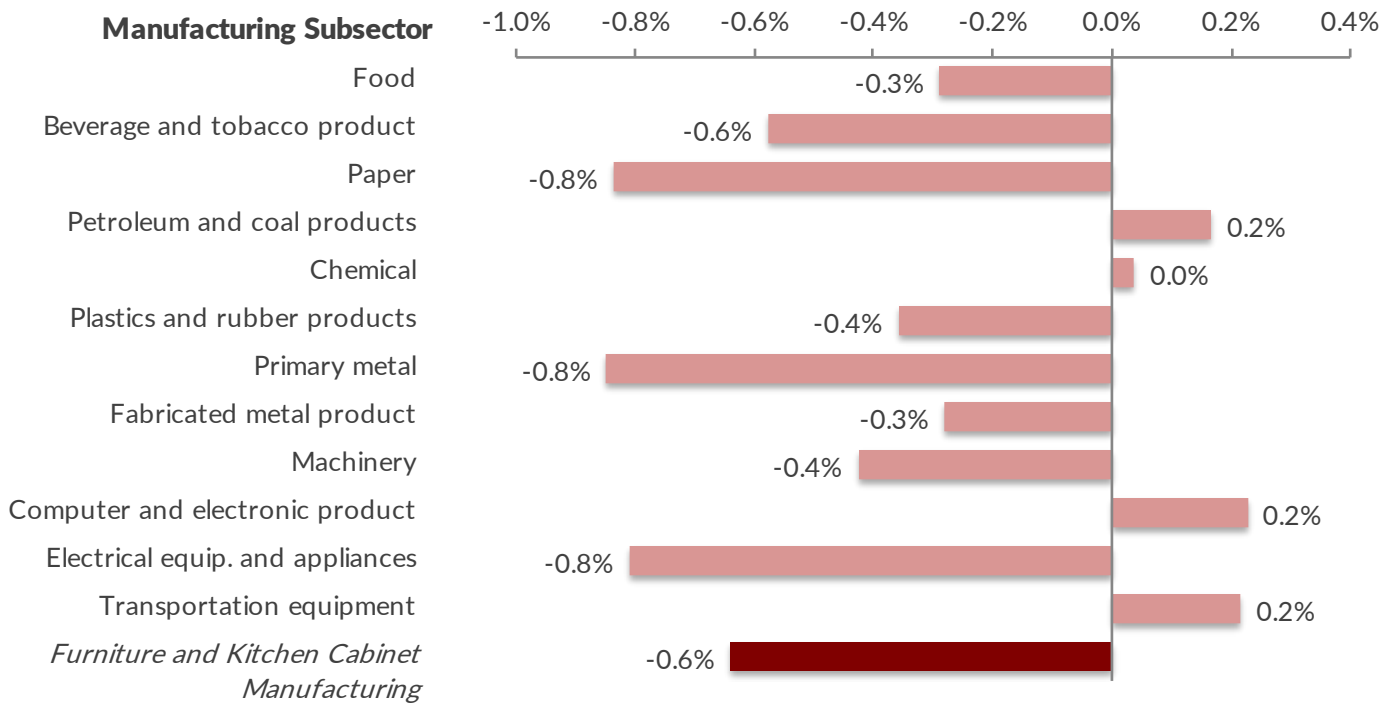


Subsector Consolidation Analysis (1/2)

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.

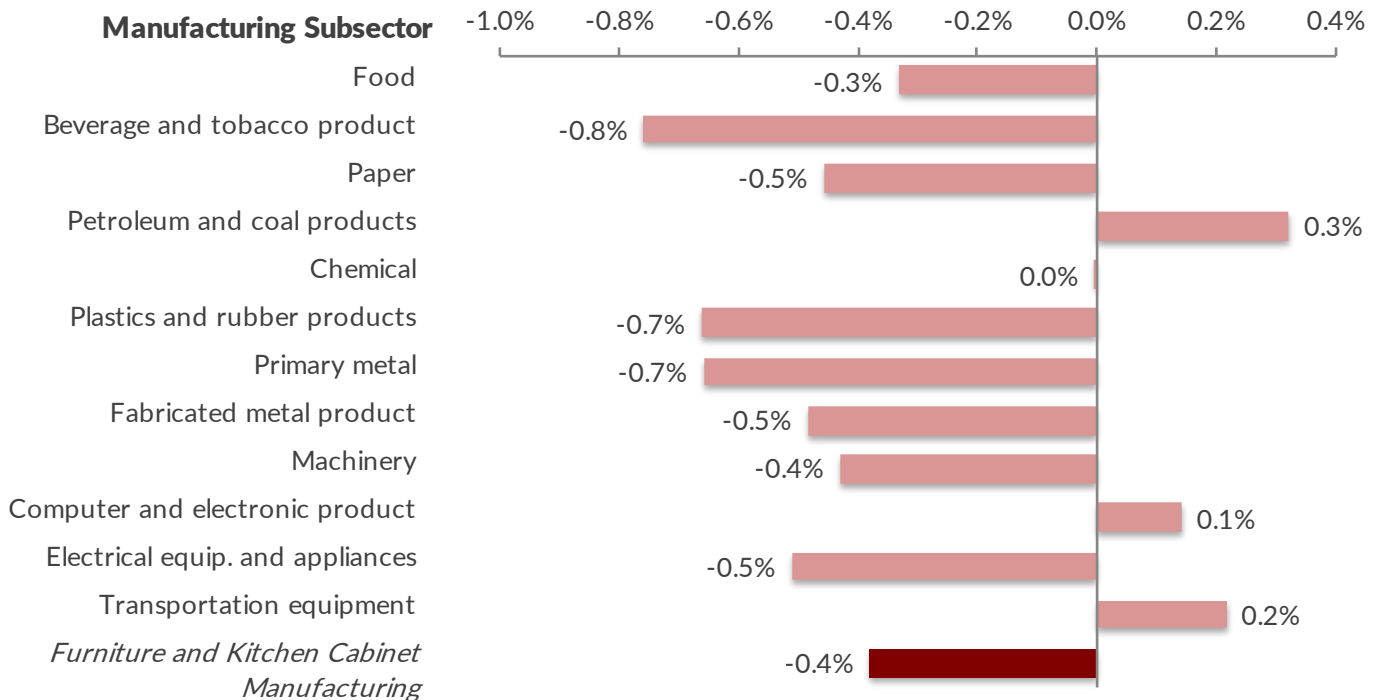
5-Yr. Growth in # of Companies

5 -Year CAGR (%) - Number of Companies



5-Yr. Growth in # of Facilities

5 -Year CAGR (%) - Number of Locations

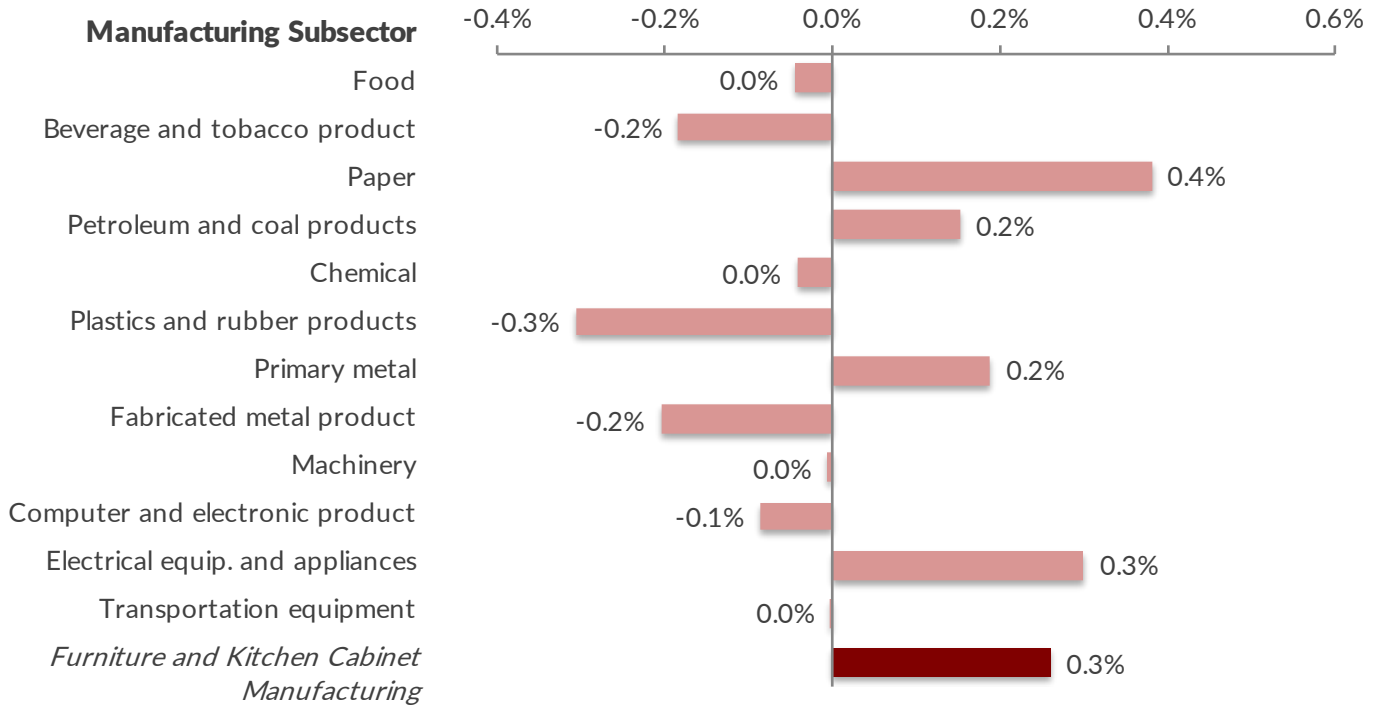


Subsector Consolidation Analysis (2/2)

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

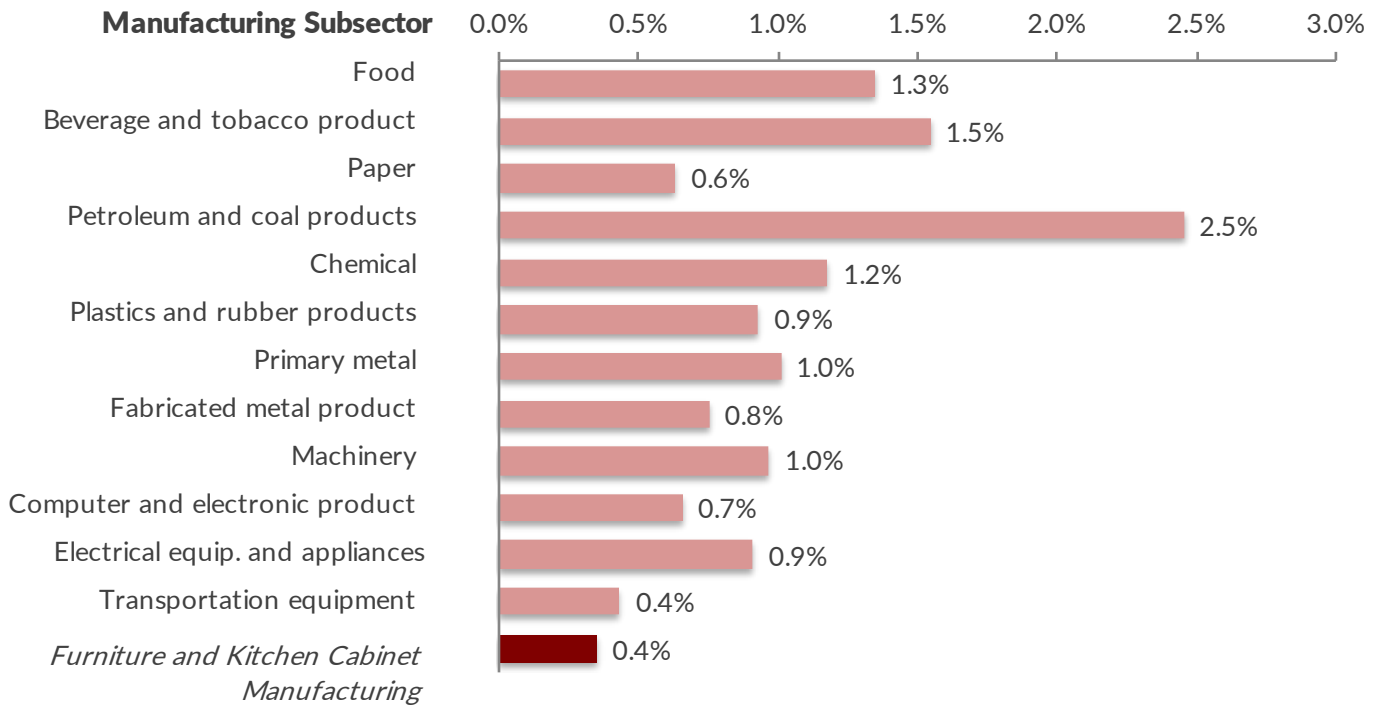
5-Yr. Growth - Facilities per Co.

5 -Year CAGR (%) - Locations per Company



5-Yr. Growth - Empl. per Co.

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



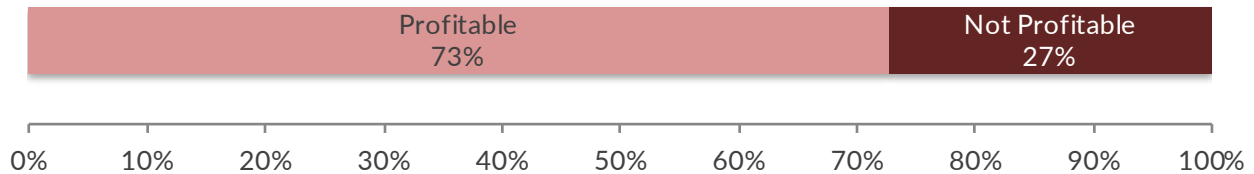
Section Two

Costs, Capital & Profit Benchmarks

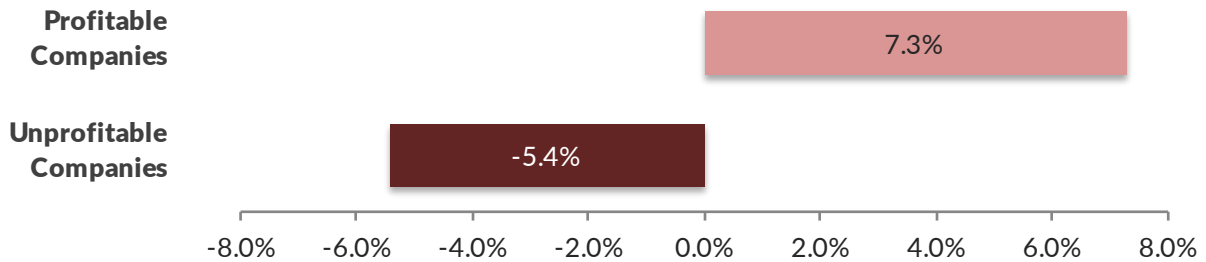
Profitability & Financial Ratio Analysis

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.

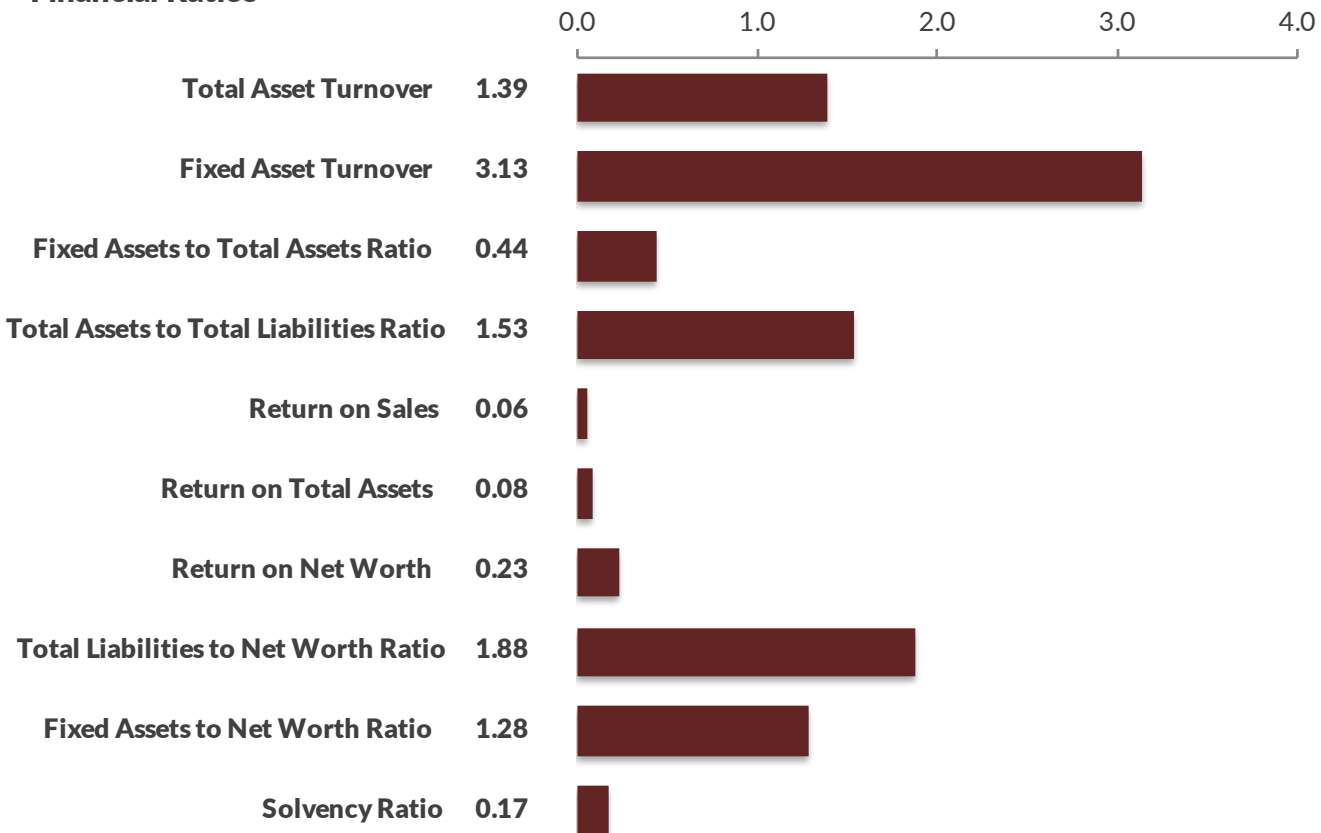
Percent of Companies that are Profitable



Average Net Income as a Percent of Revenues

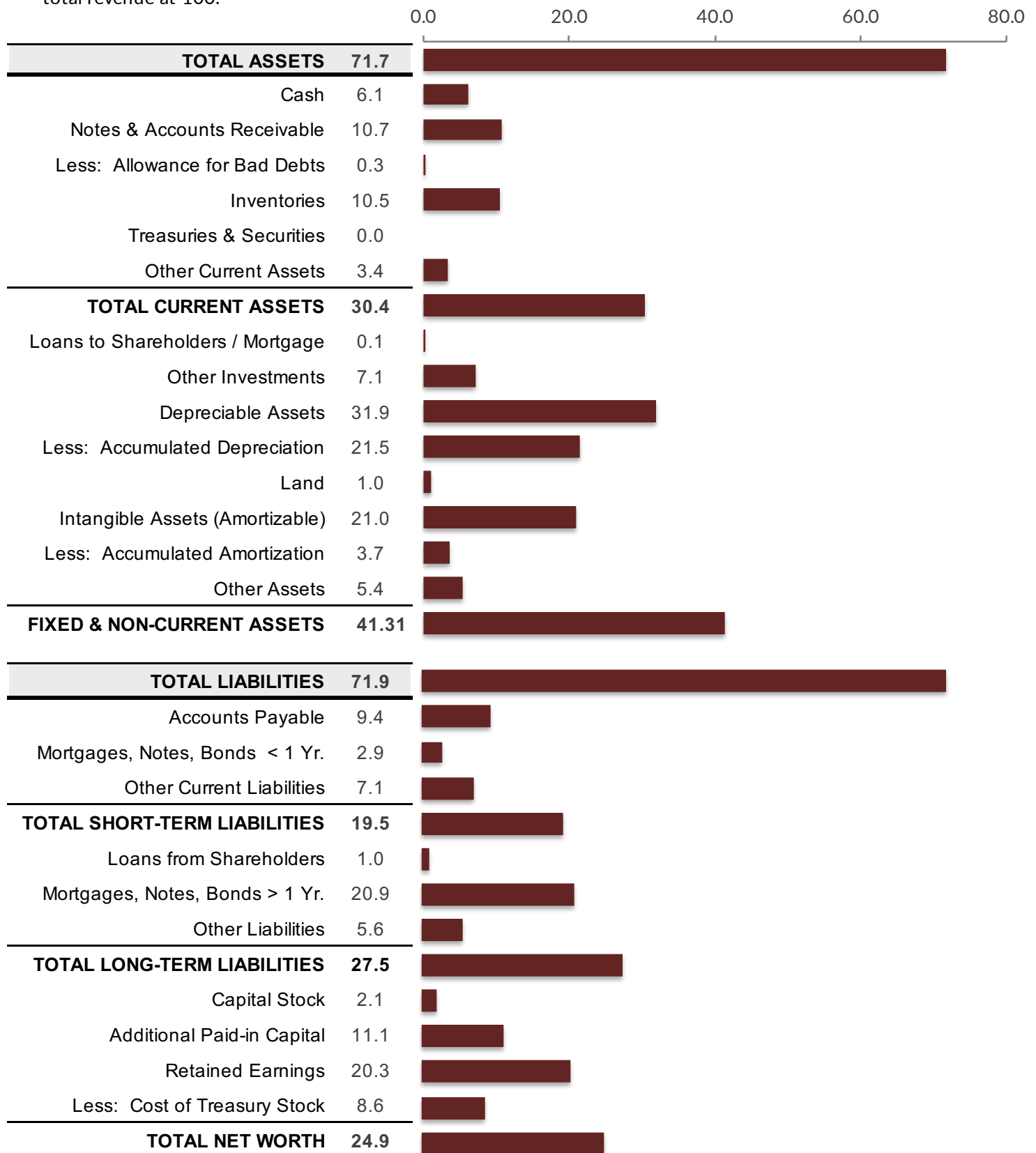


Financial Ratios



Balance Sheet Benchmarks - Assets, Liabilities & Equity

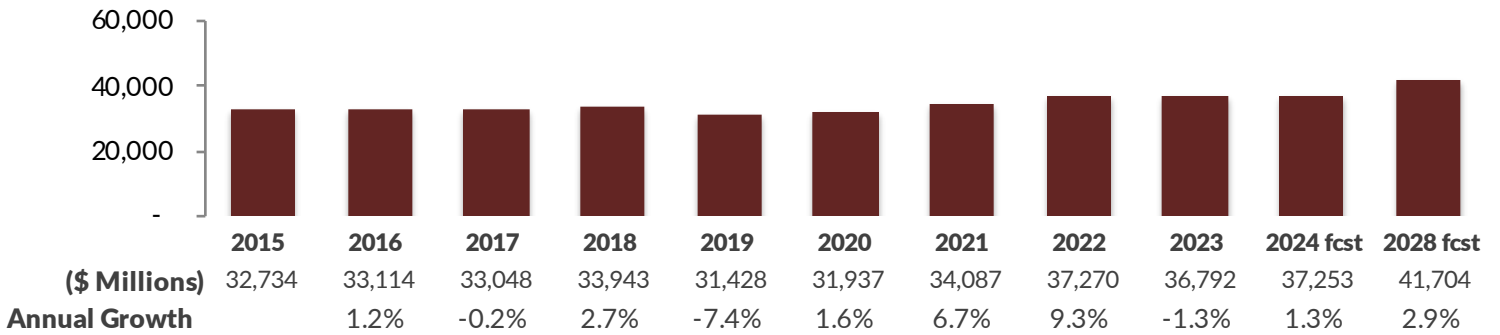
Below are balance sheet benchmarks with a breakdown of assets, liabilities & equity. All the benchmarks are indexed to total revenue at 100.



Operating Expenses

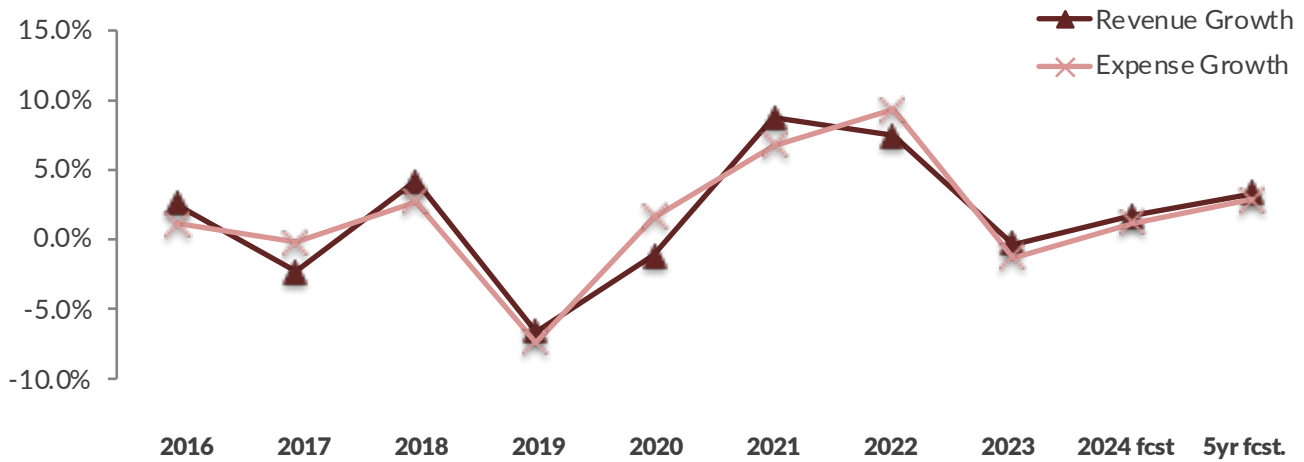
Below is total industry operating expense, industry revenue vs. industry opex growth, and opex as a percentage of revenue for Furniture and Kitchen Cabinet Manufacturing. The data sets include historical and forecasts.

Industry Operating Expenses

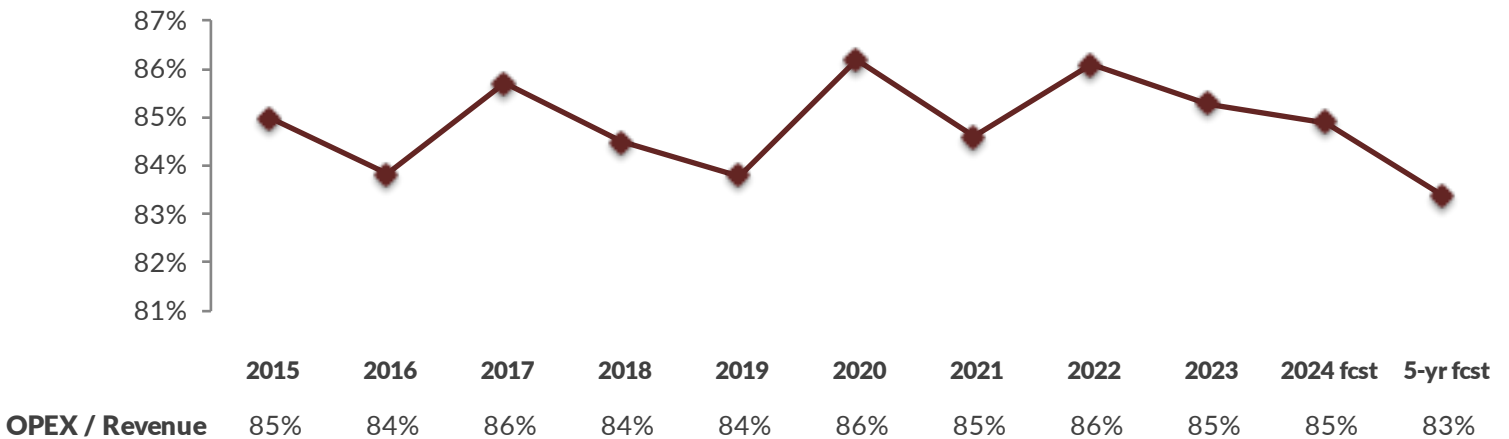


Compound Annual Growth Rate **4.8%** 3-Year **1.6%** 5-Year

Industry Revenue vs. Operating Expense Growth



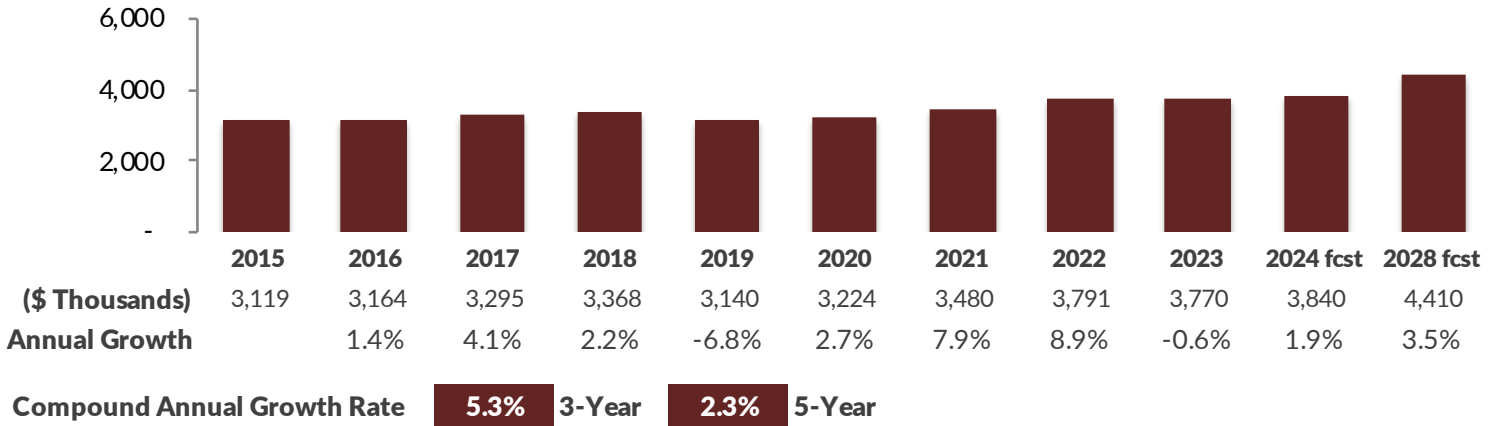
Operating Expense as a Percent of Revenues



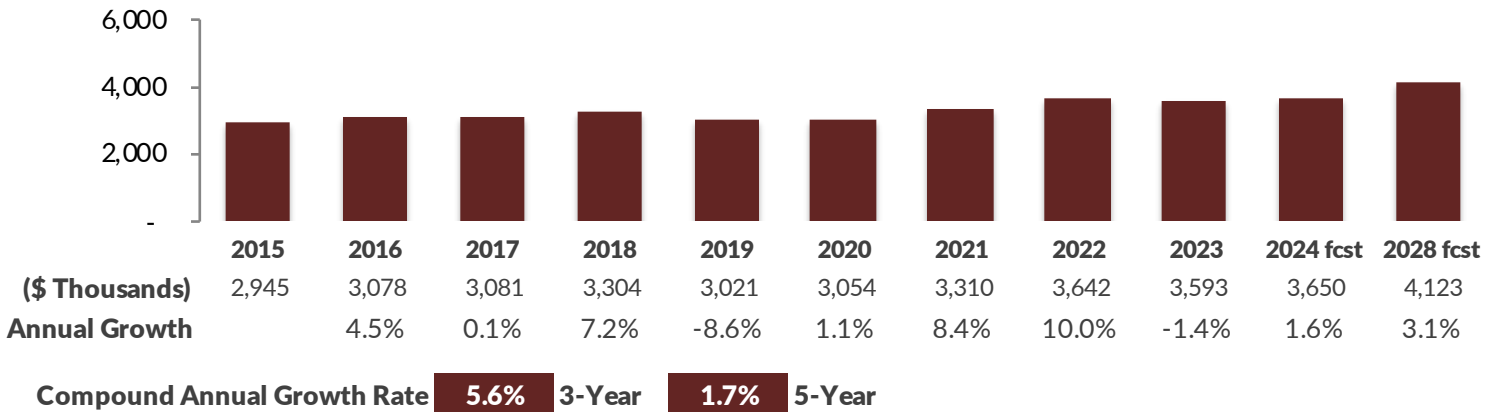
Operating Expenses per Company & Facility

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.

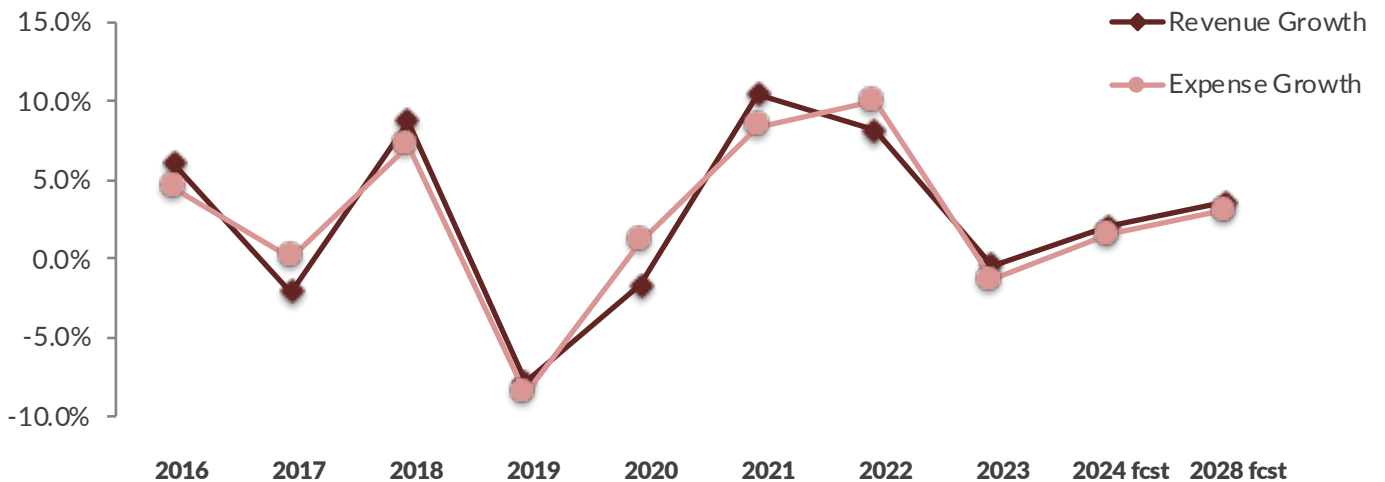
Industry Operating Expenses per Company



Industry Operating Expenses per Facility



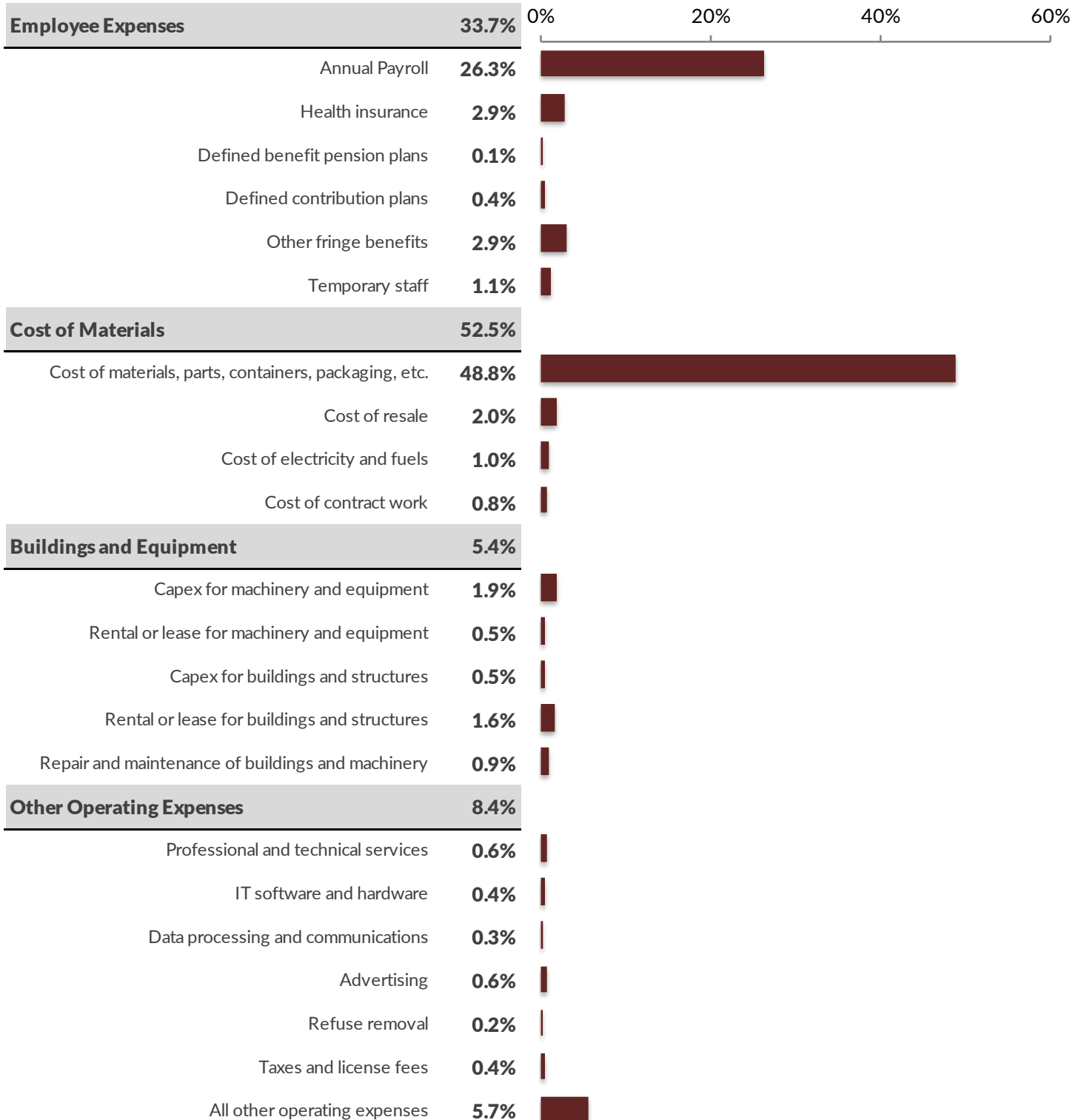
Revenue Growth per Facility vs. Operating Expense Growth per Facility



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.

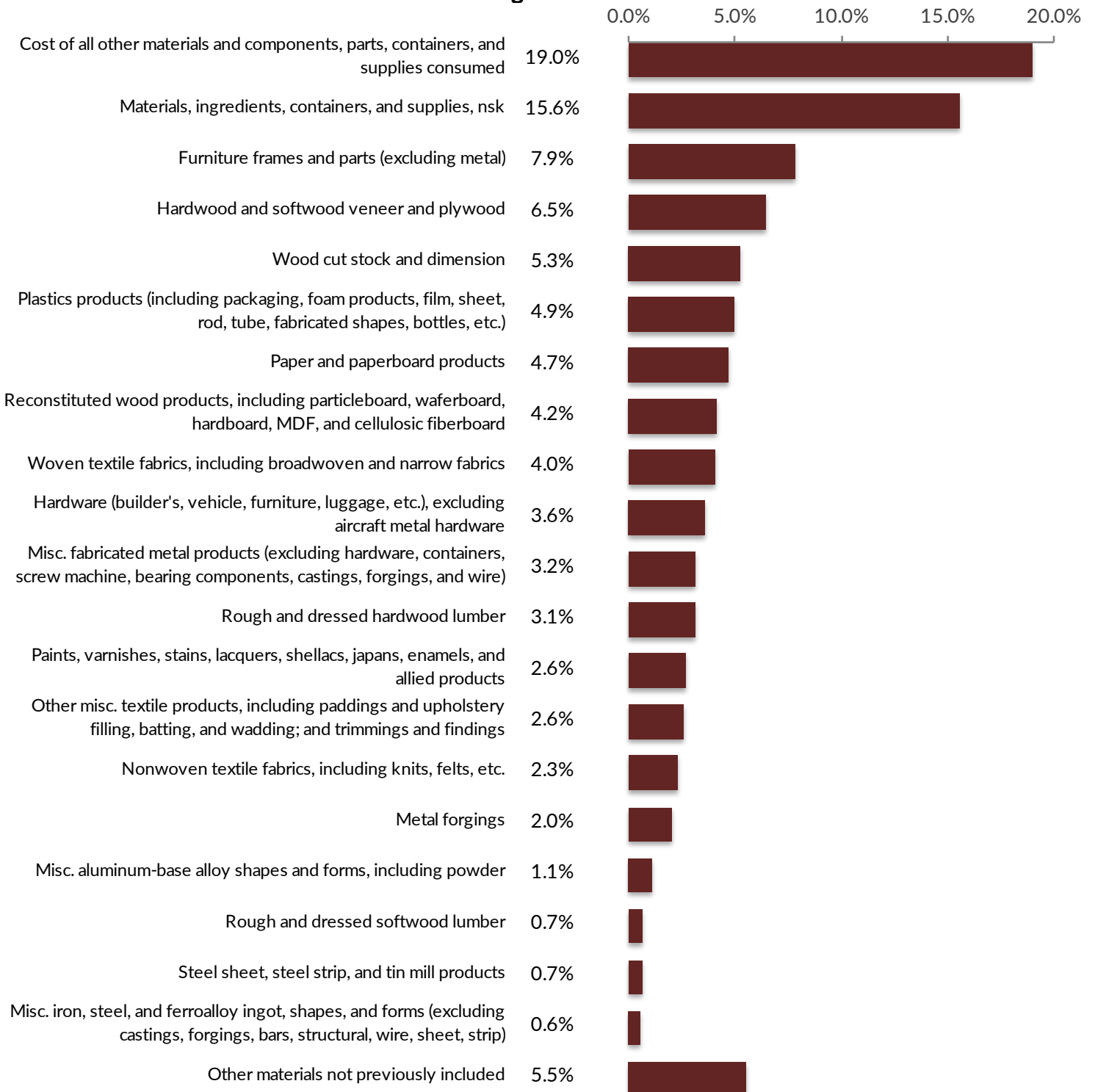
Operating Cost Breakdown



Production Materials Cost

Below is the top production material costs for Furniture and Kitchen Cabinet Manufacturing. The material costs are ranked ordered by percentage of total material costs.

Top Production Material Costs Breakdown (%) Furniture and Kitchen Cabinet Manufacturing

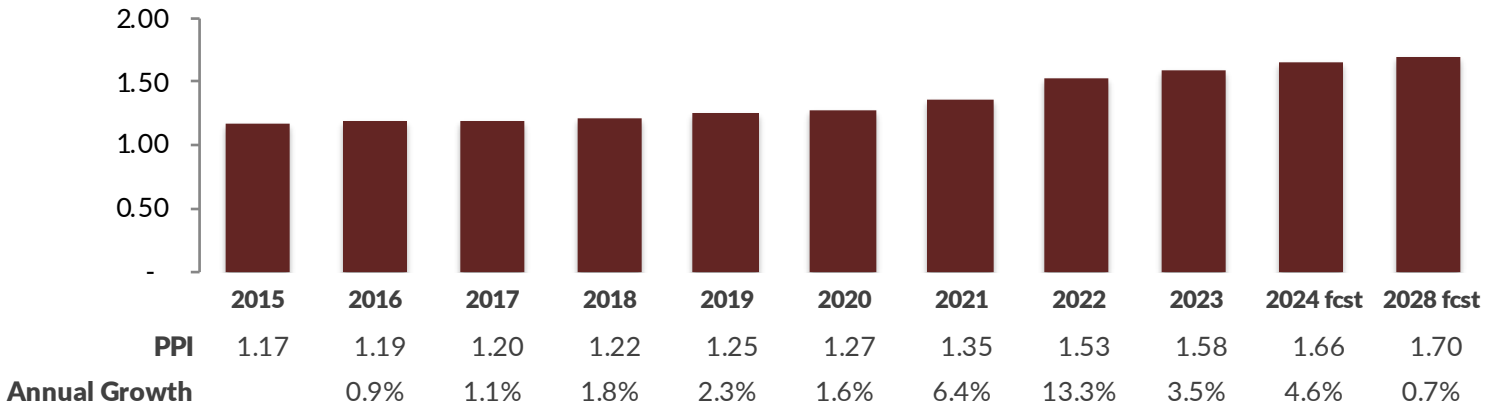


Producer Price Index (PPI)

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

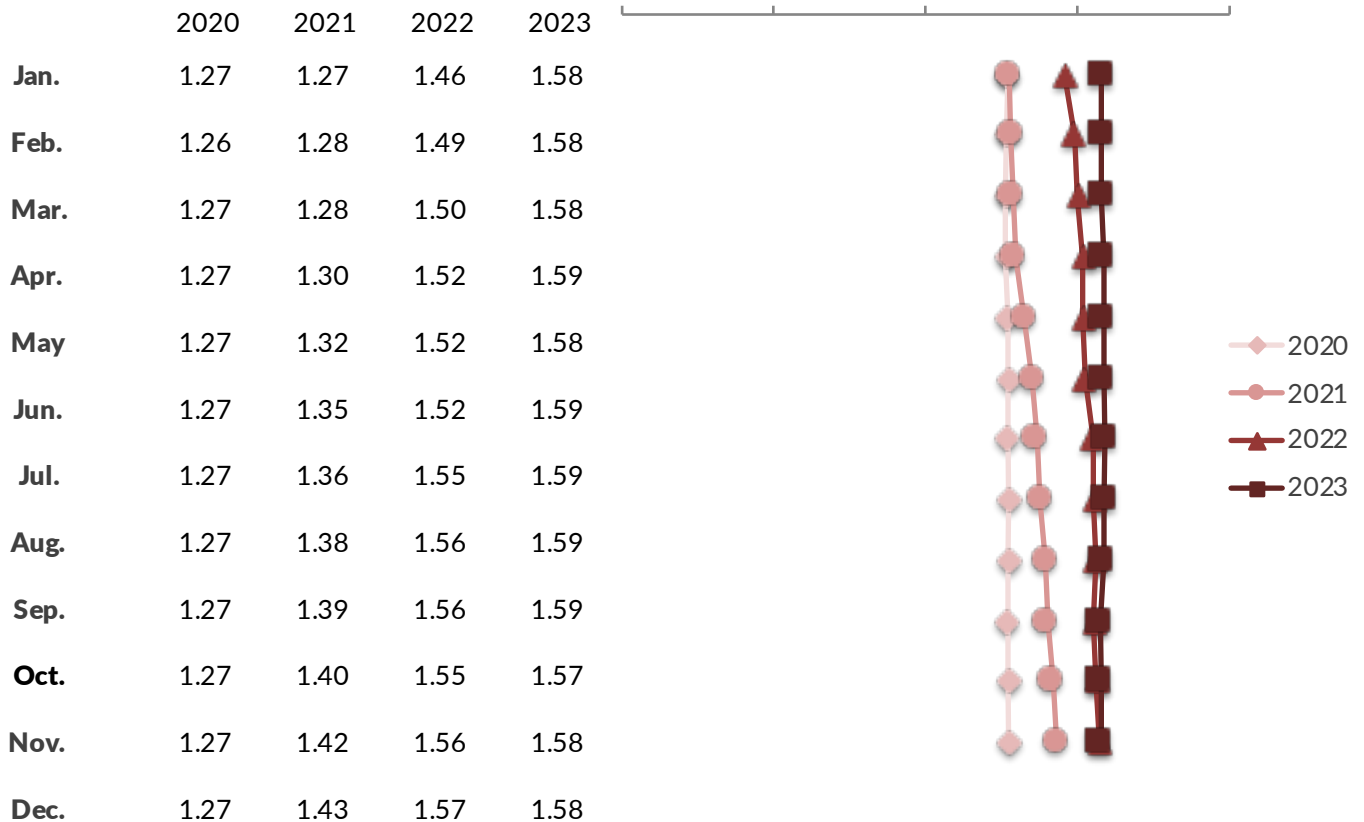
(Indexed at 100 in 2006)



Compound Annual Growth Rate **7.7%** 3-Year **5.3%** 5-Year

Furniture and Kitchen Cabinet Manufacturing Industry PPI

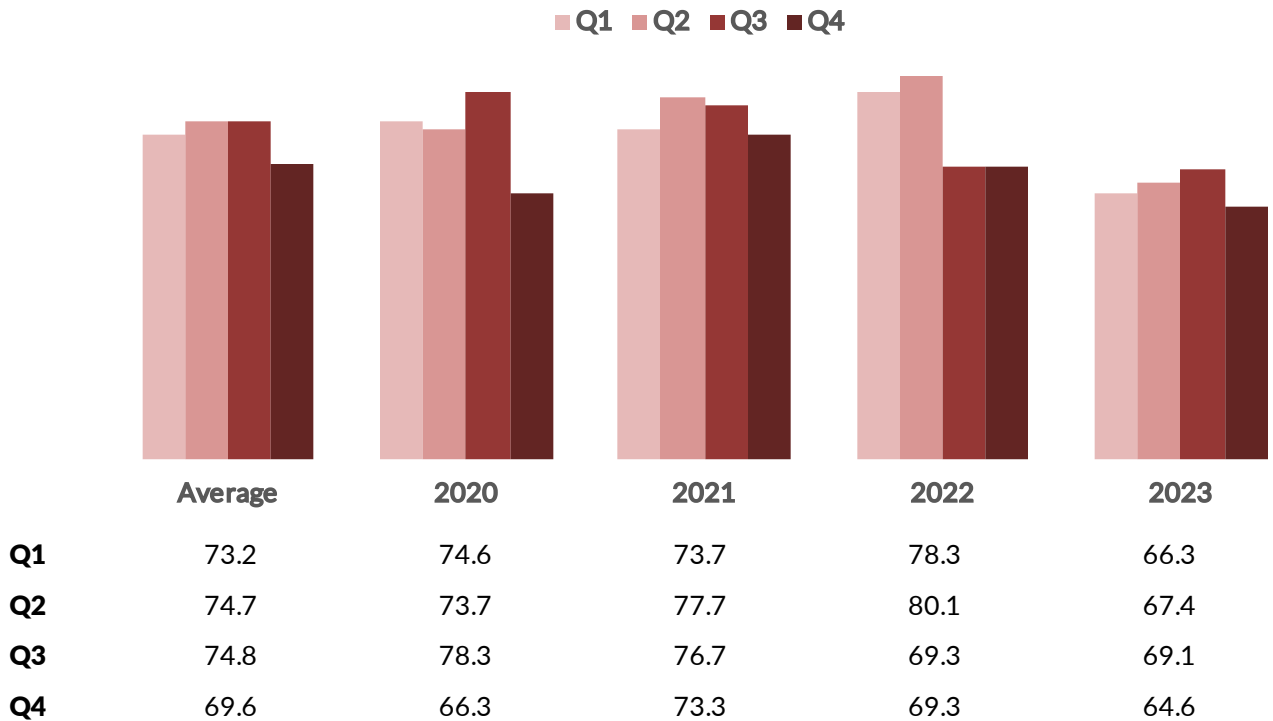
(Indexed at 100 in 2006)



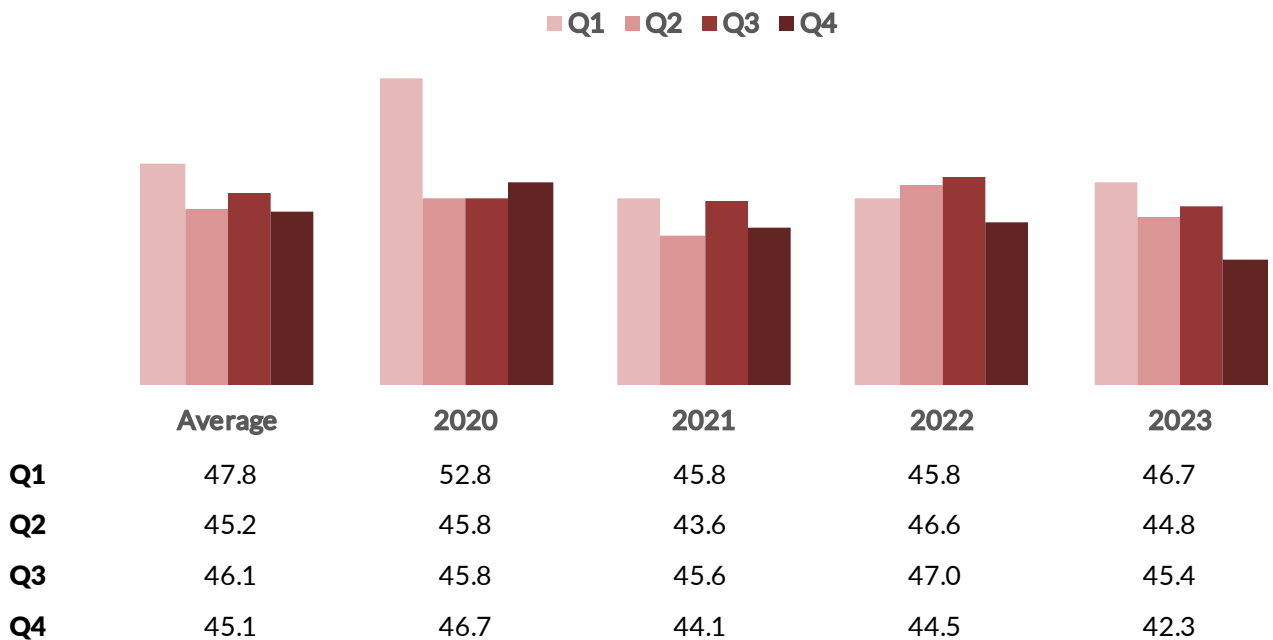
Plant Utilization & Hours

Below is the historic plant utilization and hours by quarter from 2020-2023.

Plant Utilization (% of Capacity)



Plant Operational Hours per Week



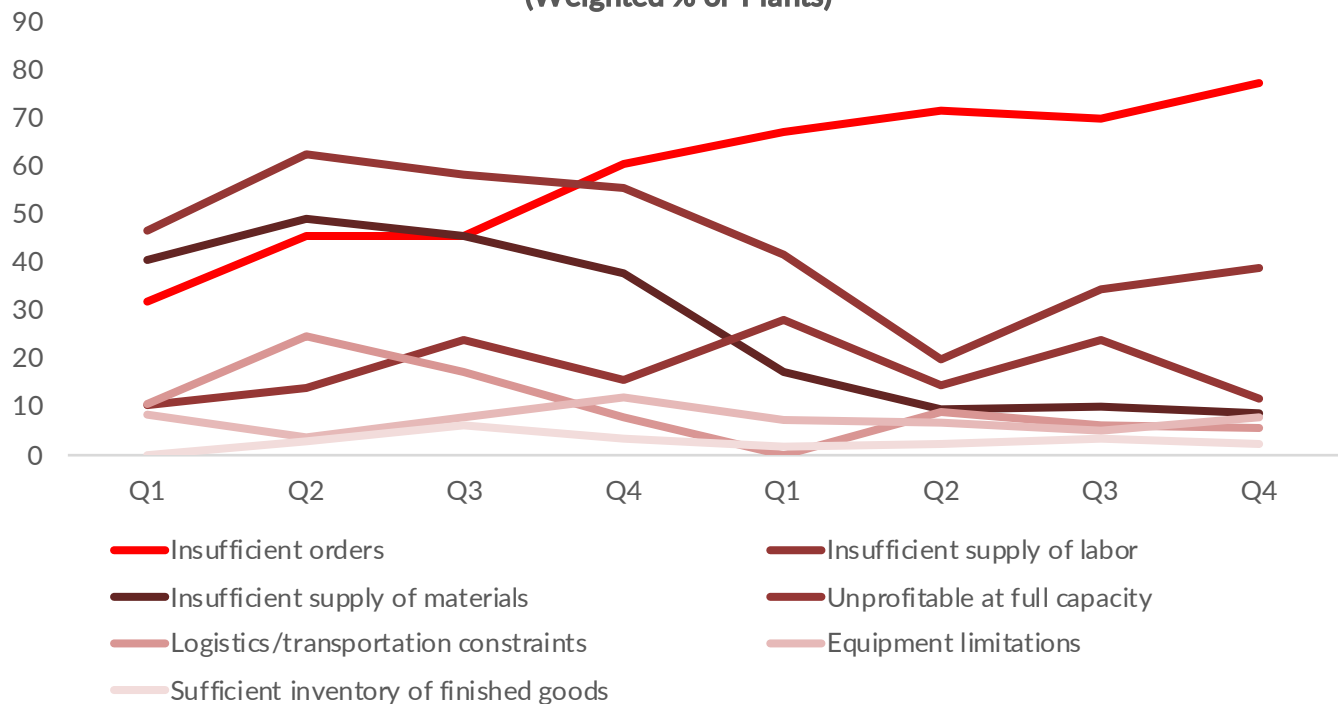
Plant Non-Full Production Utilization Survey

Below represents the percentage of weighted number of plants that responded to reasons for difference in actual operations vs. full production capability. The data is for Furniture and Related Product Manufacturing which Furniture and Kitchen Cabinet Manufacturing is a subcategory of.

Reasons for Differences in Actual Operations vs Full Production Capabilities (Weighted % of Plants)

	2022				2023			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Insufficient orders	31.9	45.8	45.3	60.7	67.2	71.7	70.1	77.3
Insufficient supply of labor	46.4	62.5	58.3	55.6	41.6	19.9	34.7	38.8
Insufficient supply of materials	40.5	49.1	45.7	37.6	17.4	9.5	9.9	8.7
Unprofitable at full capacity	10.4	14.2	24.1	15.5	28.1	14.7	23.8	11.8
Logistics/transportation constraints	10.4	24.7	17.1	7.6	0.0	8.7	6.3	5.5
Equipment limitations	8.6	3.7	7.9	12.0	7.2	7.0	5.1	7.6
Sufficient inventory of finished goods	0.0	3.0	6.2	3.3	2.0	2.3	3.5	2.1

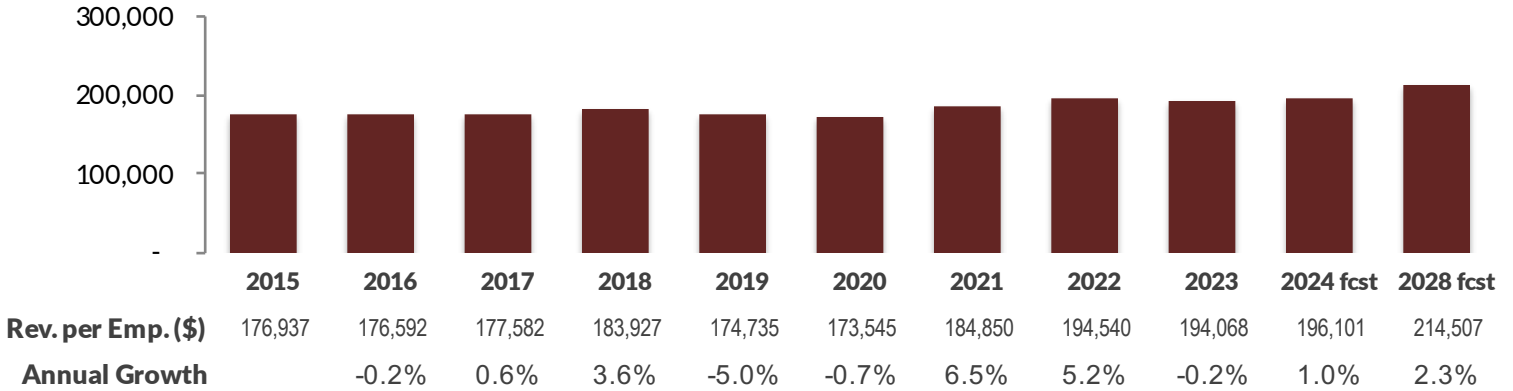
Reasons for Differences in Actual Operations vs Full Production Capabilities (Weighted % of Plants)



Employee Productivity & Industry Employment

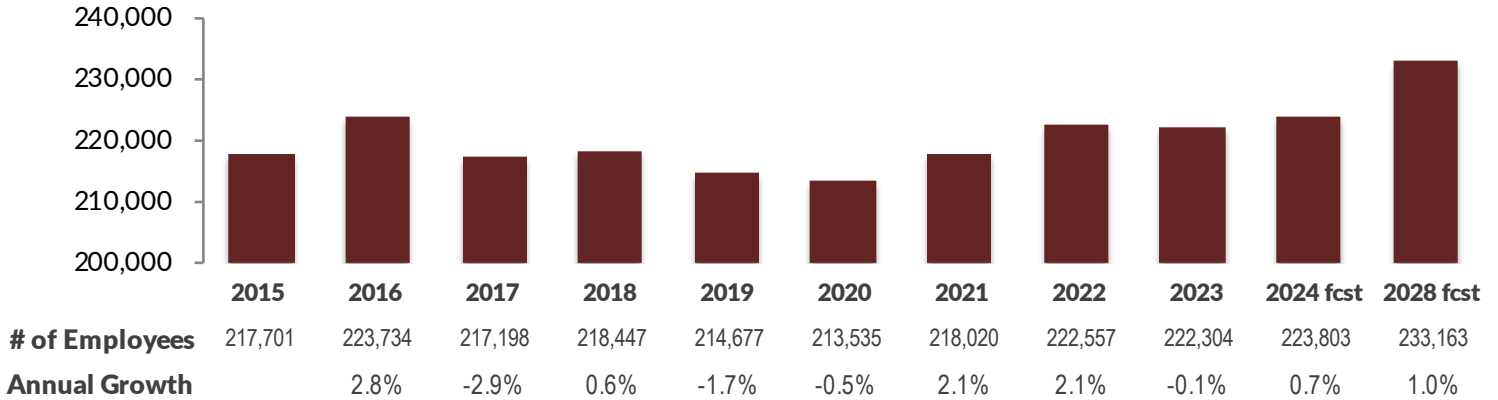
Below are data sets on productivity (revenue per employee), total industry employees, and employees per company. Each data set includes historical and forecasts.

Productivity - Revenue (output) per Employee



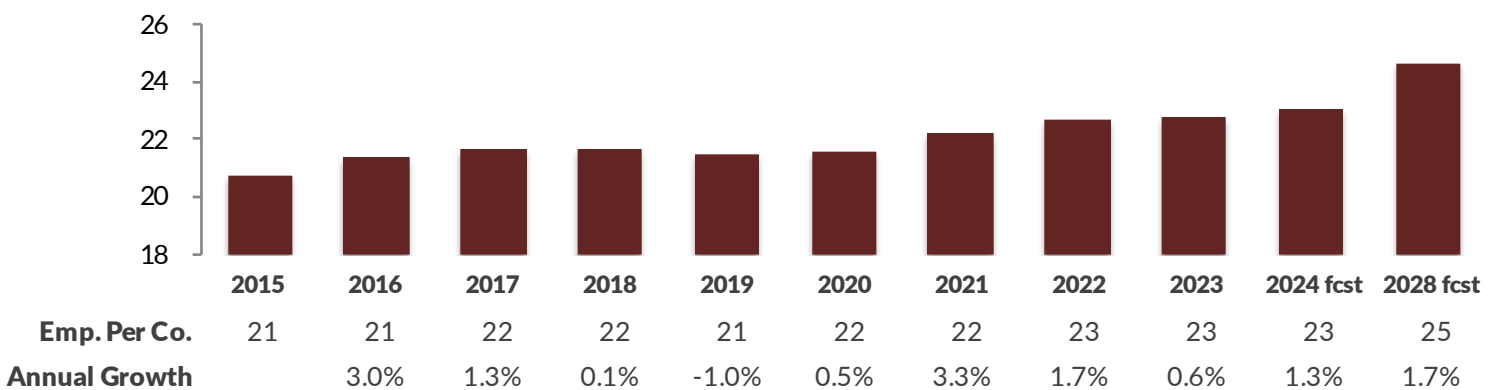
Compound Annual Growth Rate **3.8%** 3-Year **1.1%** 5-Year

Total Industry Employees



Compound Annual Growth Rate **1.4%** 3-Year **0.4%** 5-Year

Employees per Company

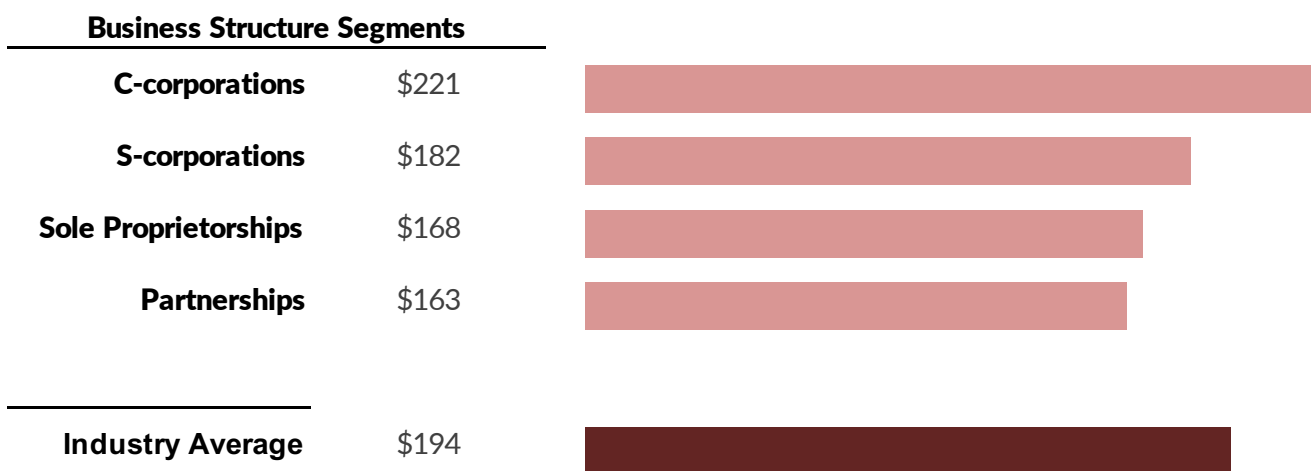
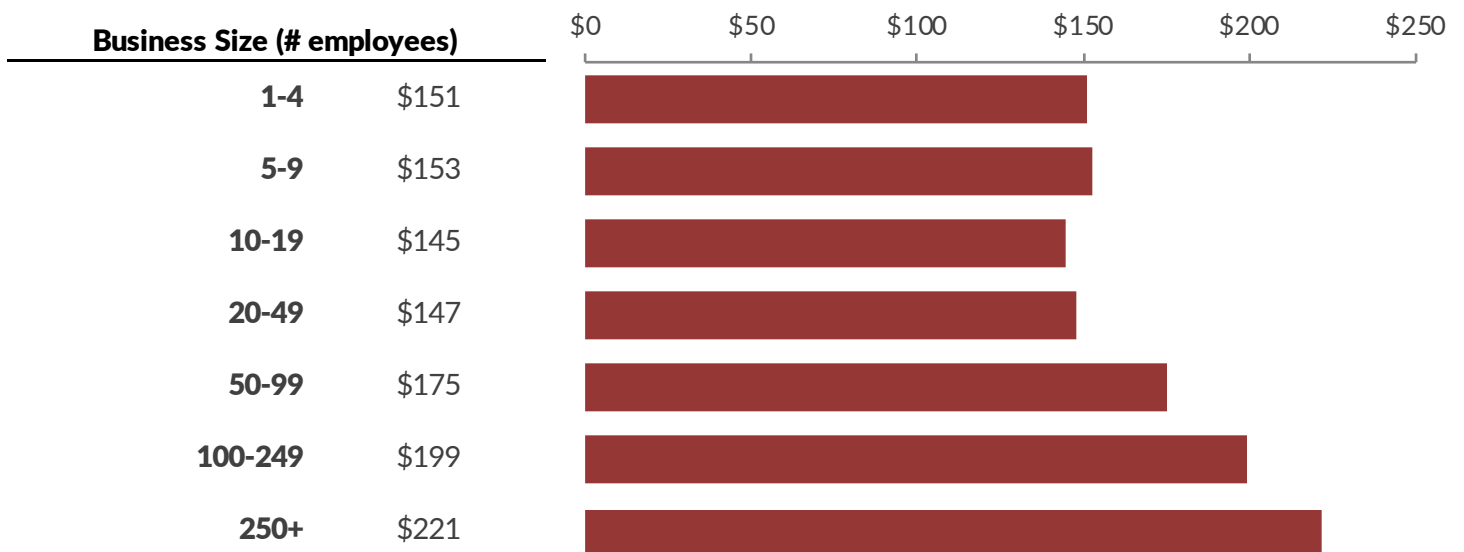


Compound Annual Growth Rate **1.9%** 3-Year **1.0%** 5-Year

Employee Productivity by Segments

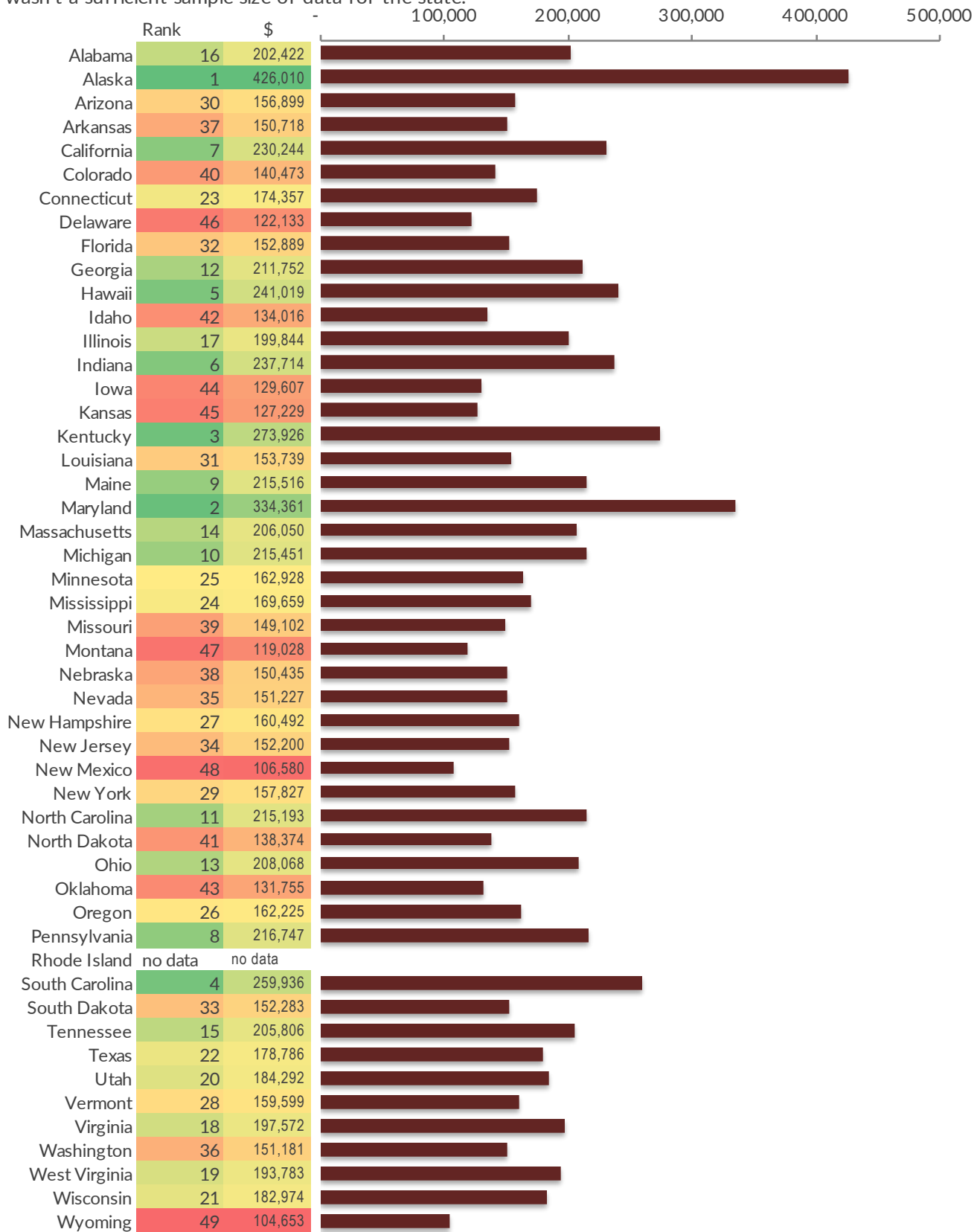
Below are employee productivity (i.e., revenue per employee) statistics for various industry segmentations including concentration, business size by employees, and business structure.

All figures in \$ thousands



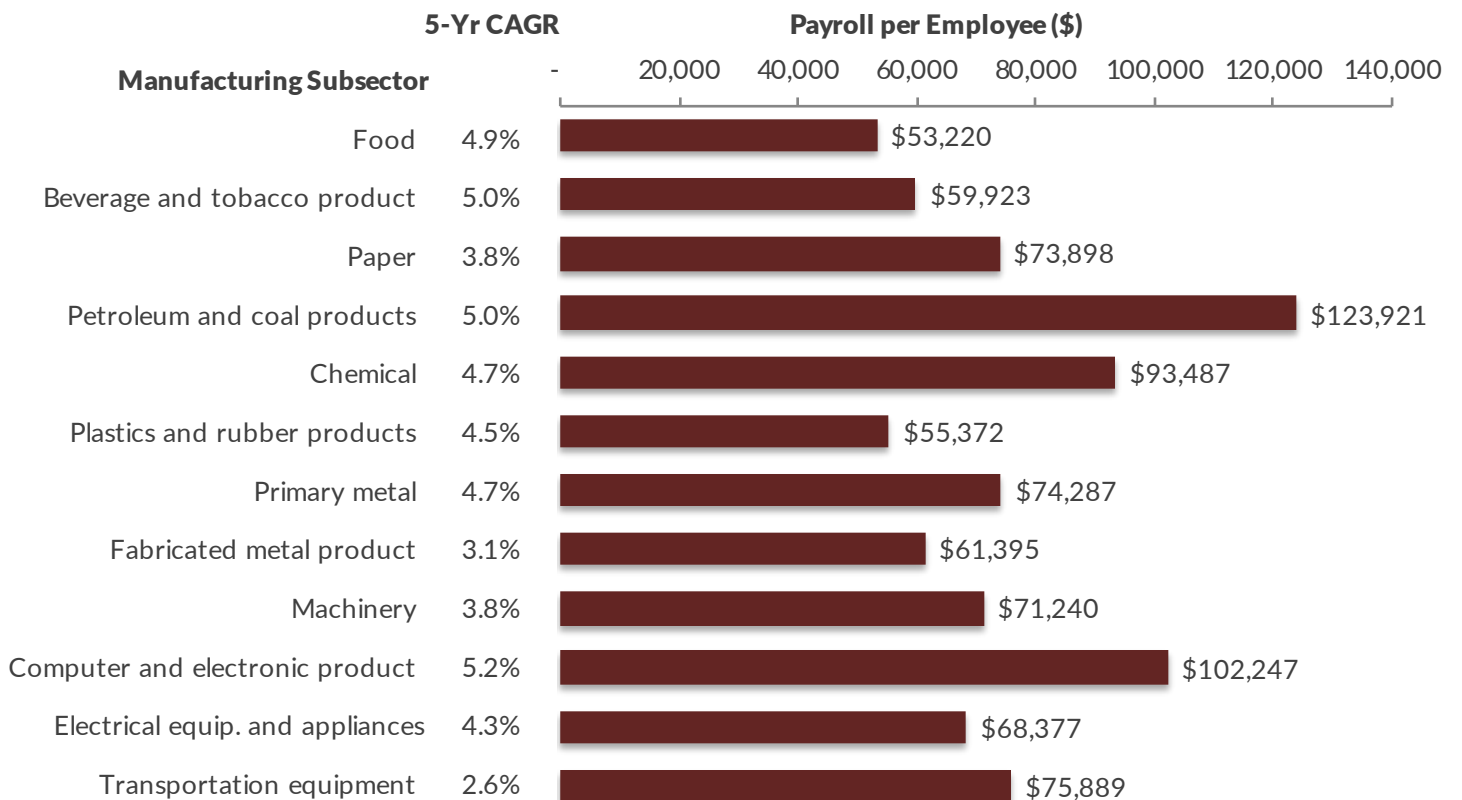
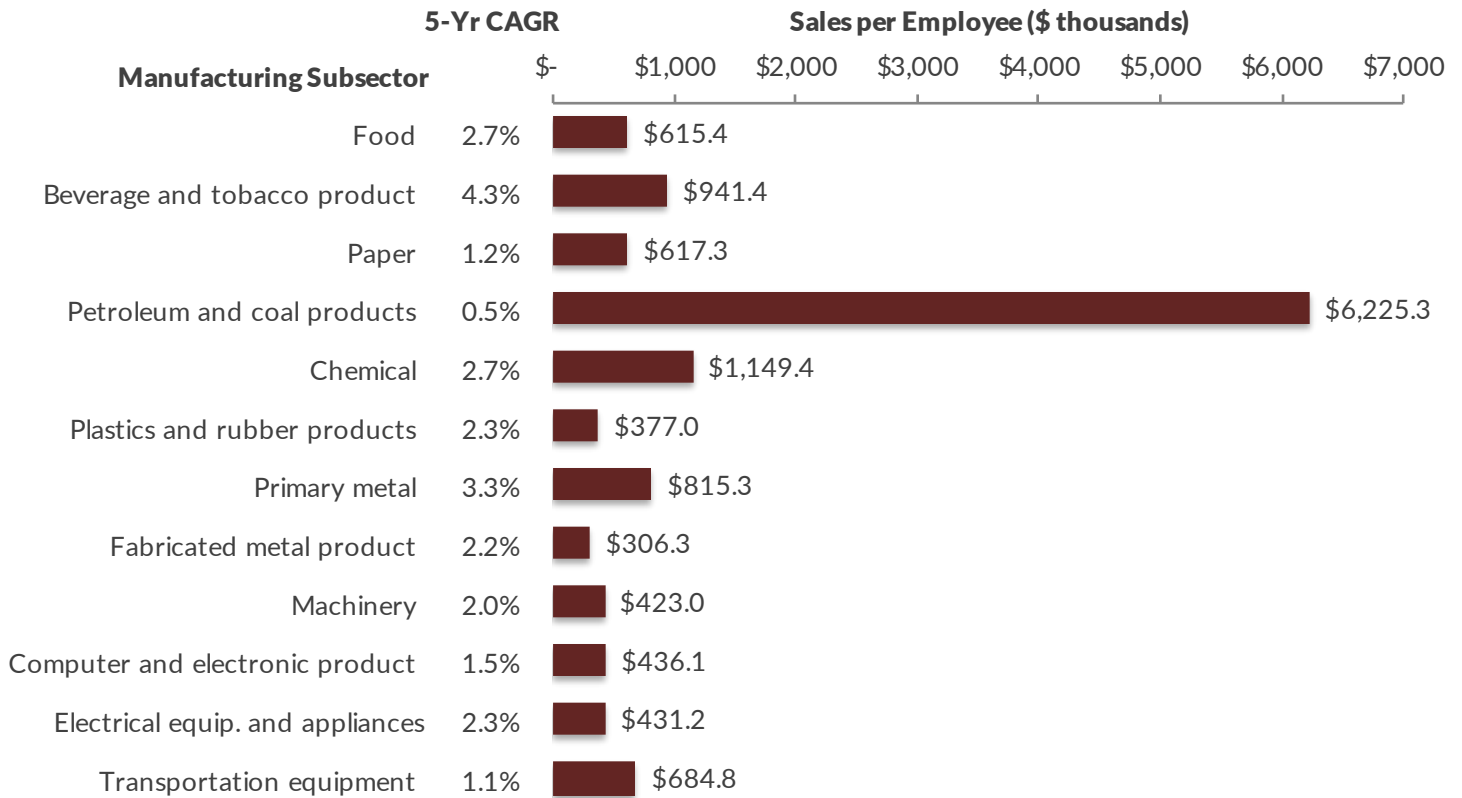
Productivity by State - Revenue (output) per Employee

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.



Manufacturing Sectors Sales & Payroll per Employee

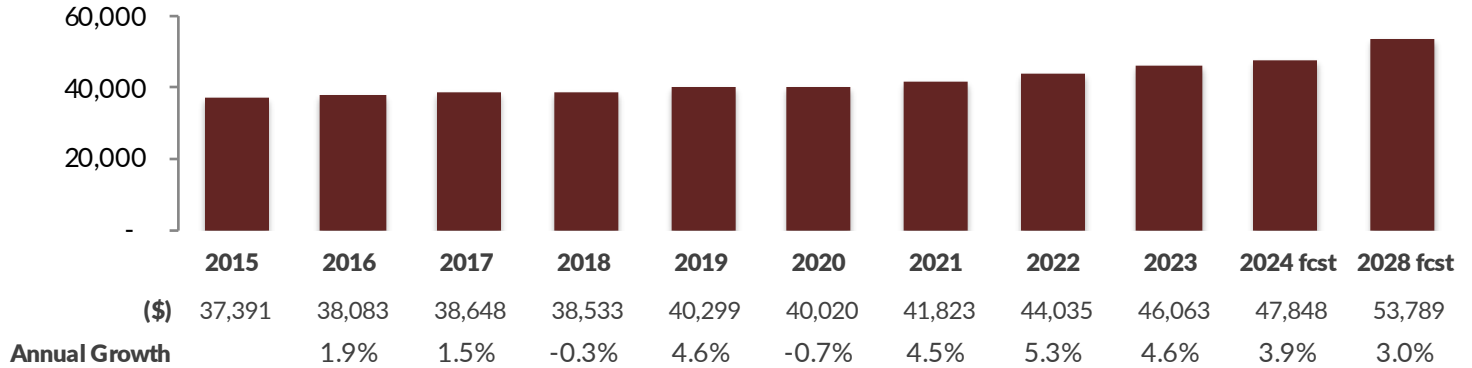
Below is the sales and payroll per employee for the major manufacturing sectors.



Industry Payroll

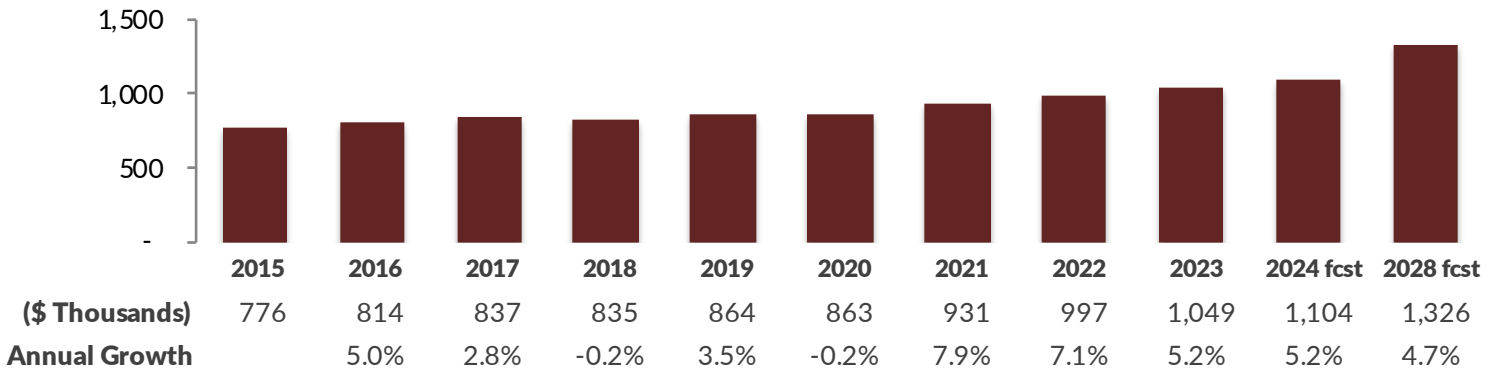
One of the consistently difficult strategic questions for every company is "are we paying our people the right amount?" In the next sections, we'll tackle this question from many different angles. The first benchmarks below cover payroll per employee, company and facility. In particular, payroll per 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



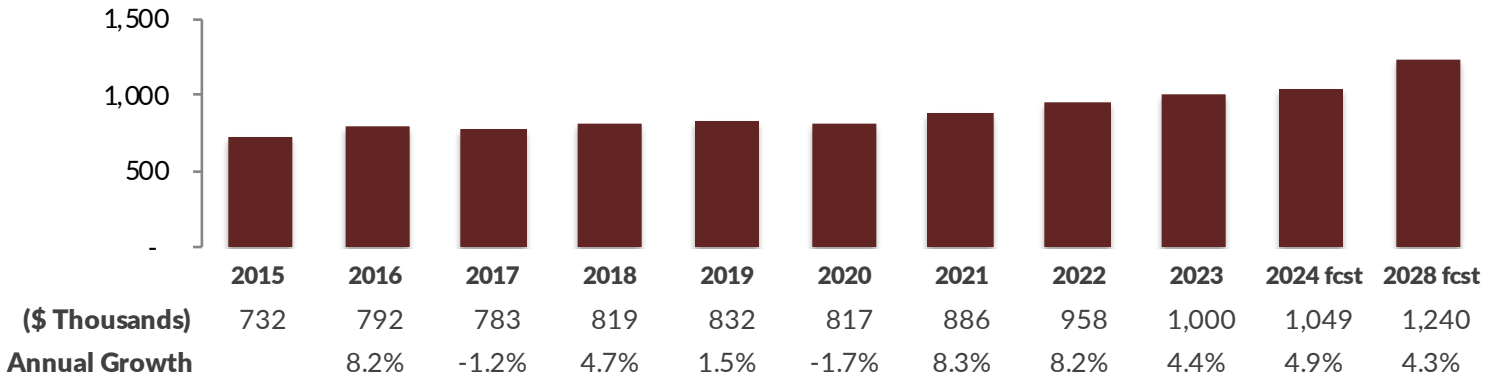
Compound Annual Growth Rate **4.8%** 3-Year **3.6%** 5-Year

Payroll per Company



Compound Annual Growth Rate **6.7%** 3-Year **4.7%** 5-Year

Payroll per Facility

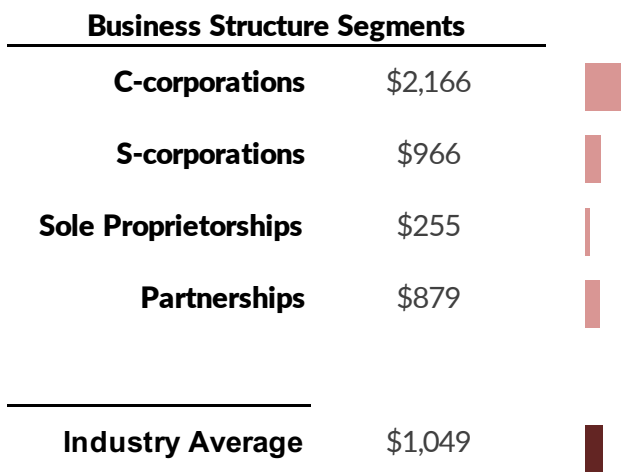
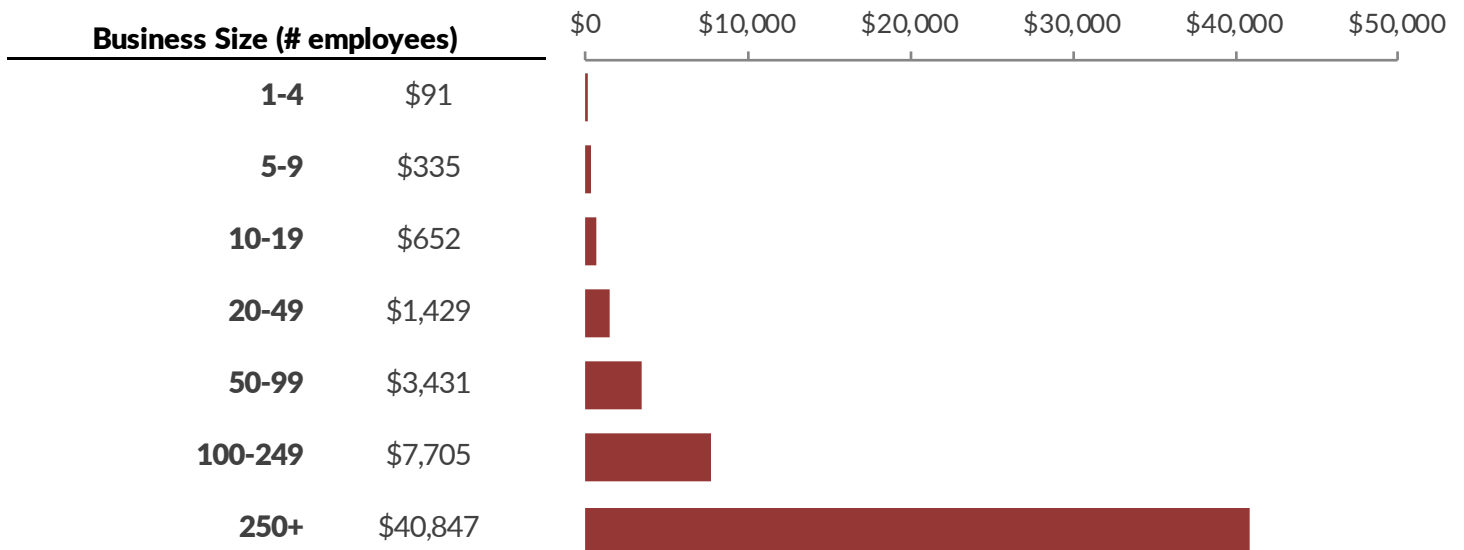
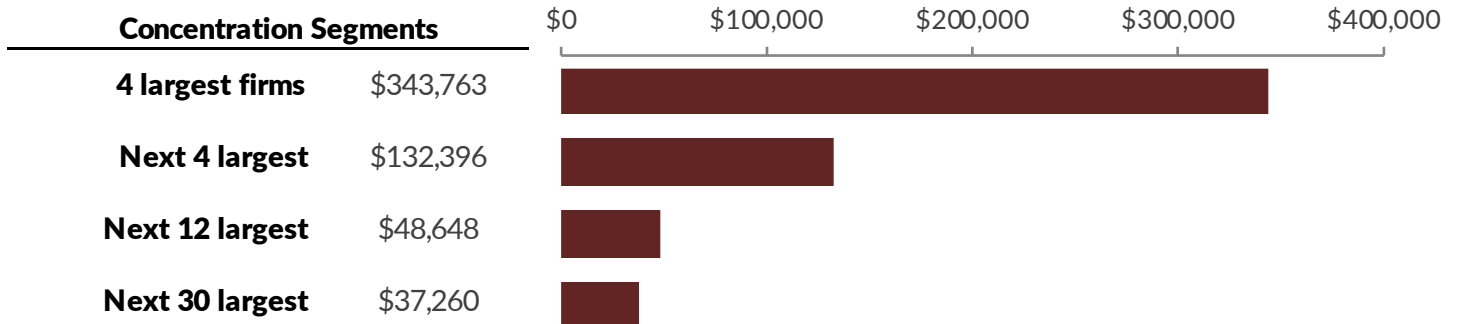


Compound Annual Growth Rate **7.0%** 3-Year **4.1%** 5-Year

Payroll per Company by Segments

Below are payroll per company statistics for various industry segmentations including concentration, business size by employees, and business structure..

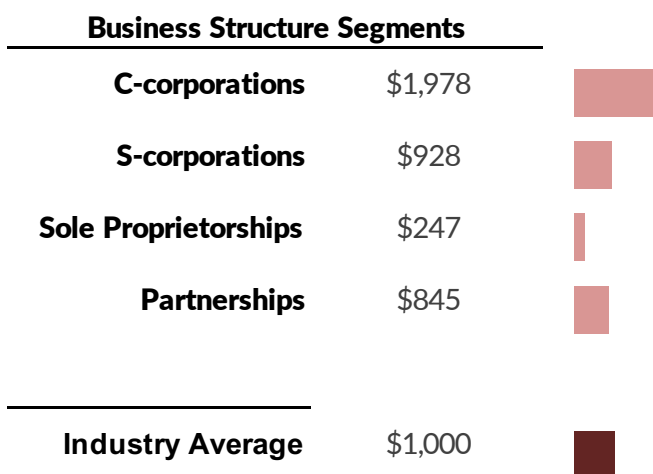
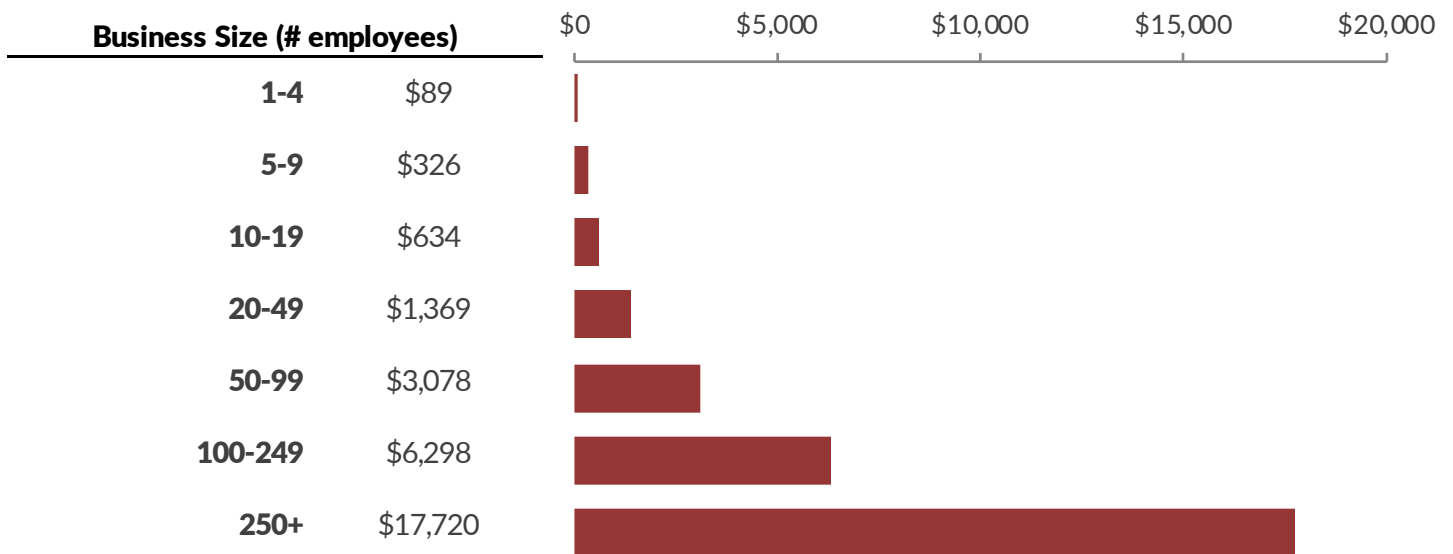
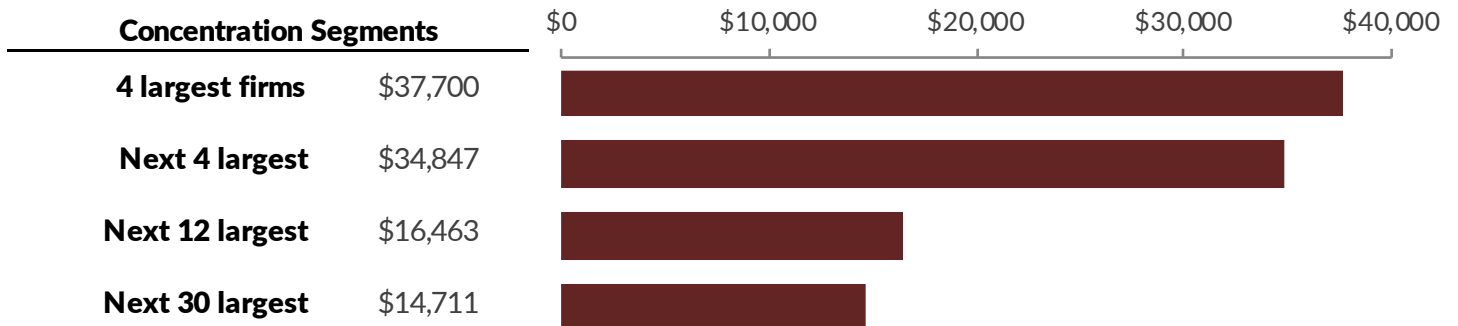
All figures in \$000s



Payroll per Facility by Segments

Below are payroll per facility statistics for various industry segmentations including concentration, business size by employees, and business structure.

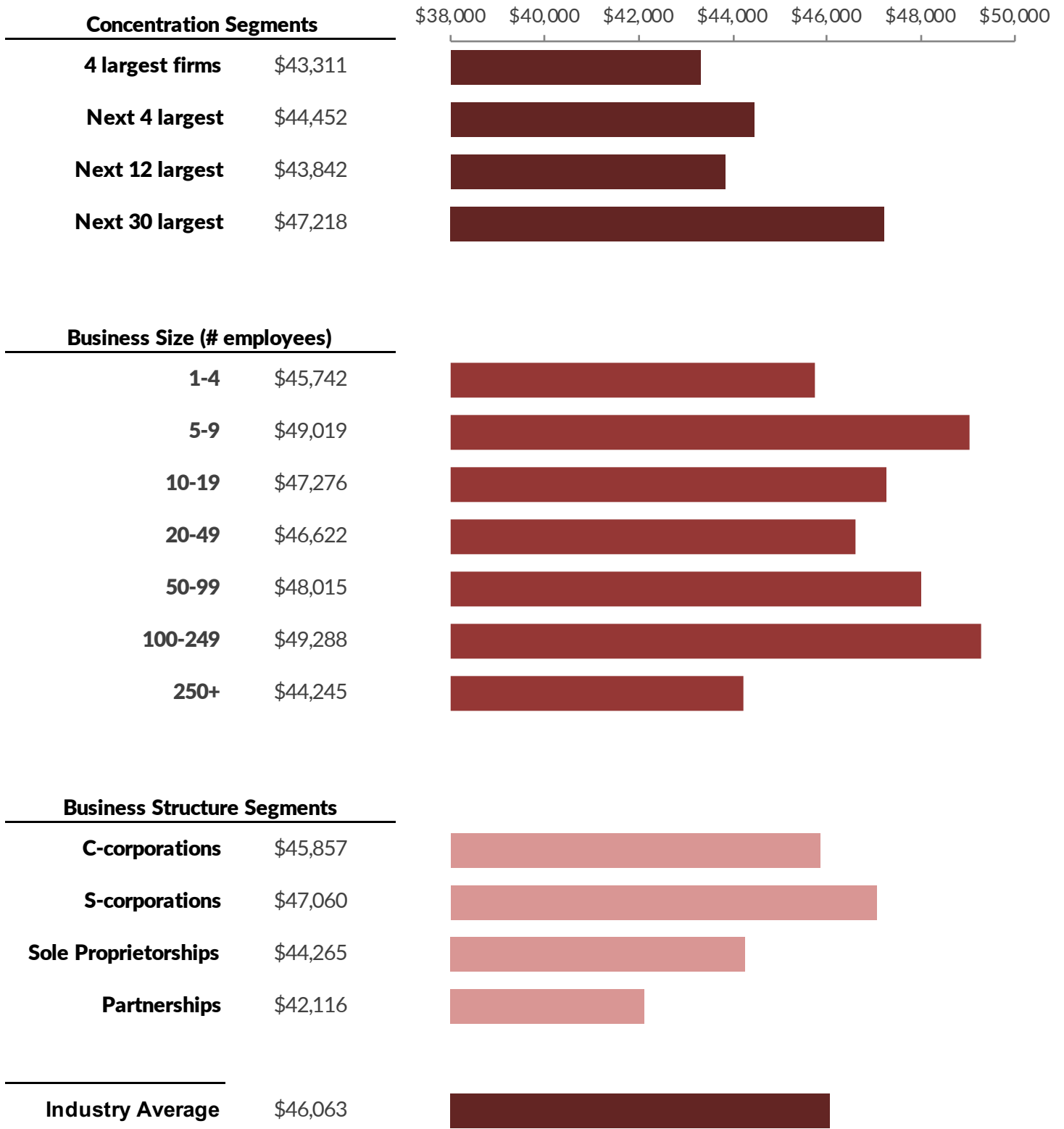
All figures in \$000s



Payroll per Employee by Segments

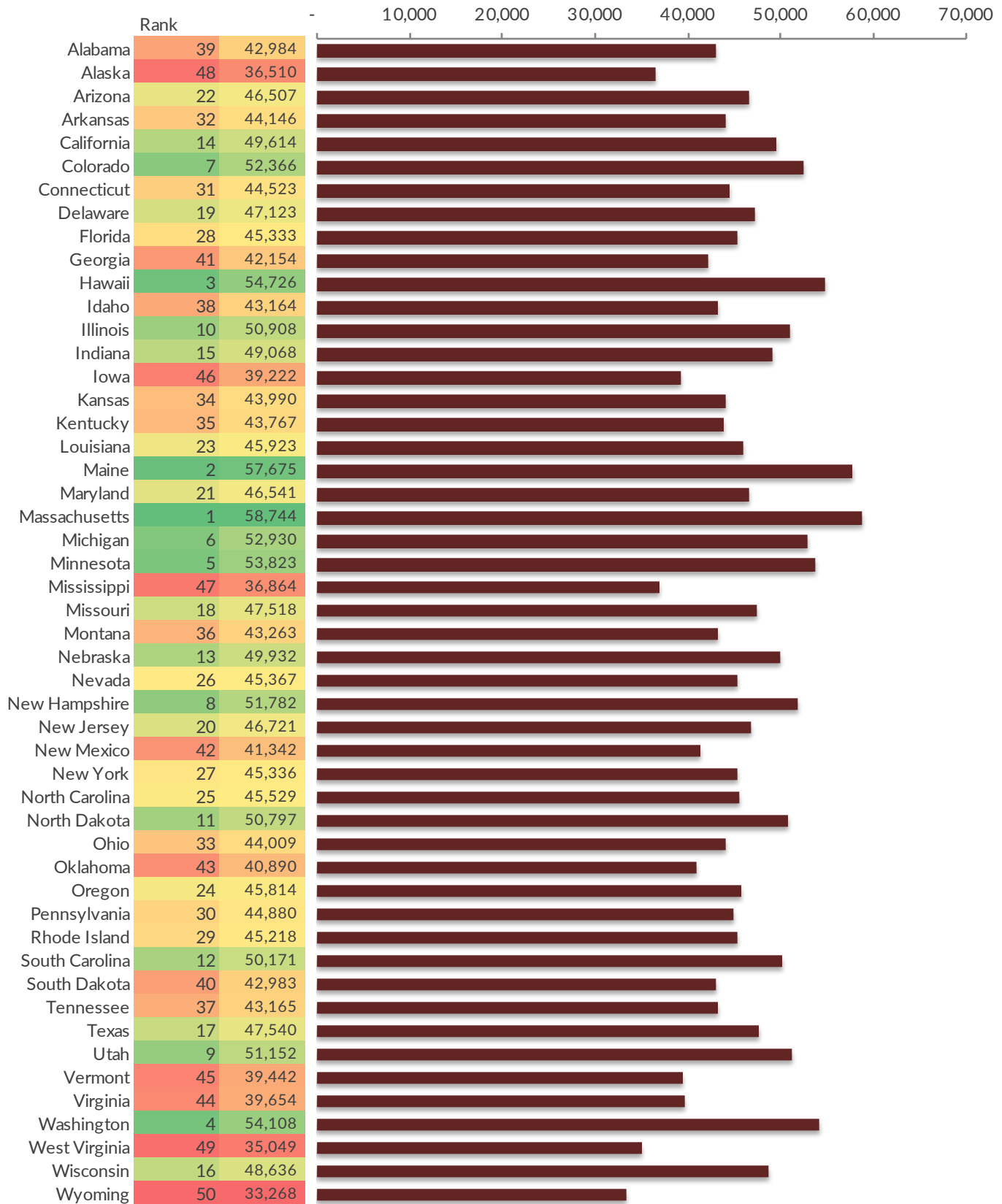
Below are payroll per employee statistics for various industry segmentations including concentration, business size by employees, and business structure.

All figures in \$



Payroll per Employee by State

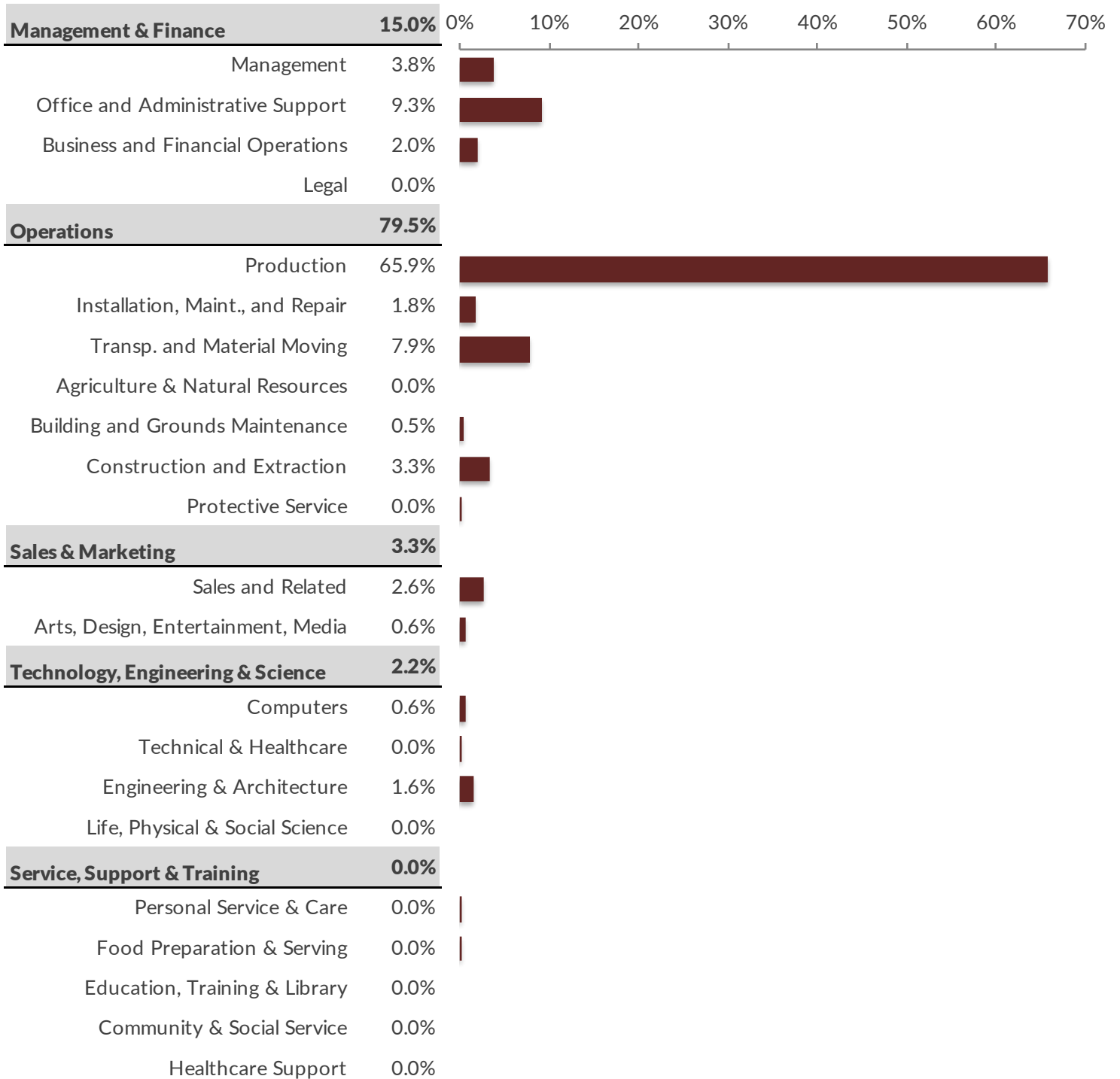
The competition for talent is local, with the supply and demand dynamics of each state driving compensation. "No data" indicates no industry manufacturing facilities or an insufficient sample size.



Workforce Composition

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.

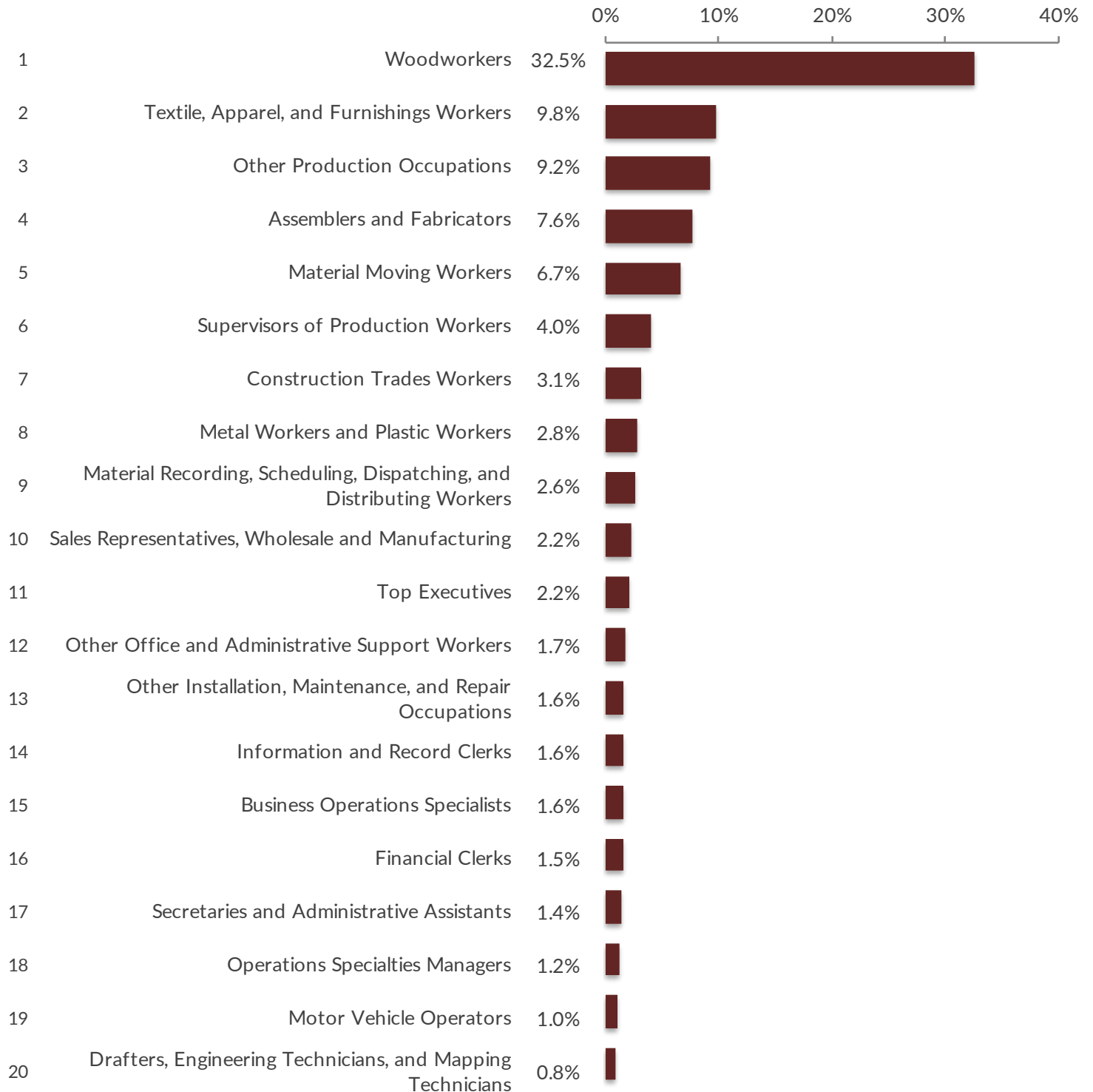
Furniture and Kitchen Cabinet Manufacturing

Industry Pay Ranges						
	Bottom 10%	Bottom 25%	Mean	Top 75%	Top 90%	
Management & Finance						
Management	\$22.56	\$30.42	\$50.73	\$61.39	\$90.77	
Office and Administrative Support	\$10.28	\$12.85	\$17.31	\$20.17	\$26.01	
Business and Financial Operations	\$16.61	\$20.68	\$28.05	\$33.32	\$42.20	
Legal	#	#	#	#	#	
Operations						
Production	\$10.02	\$12.04	\$16.26	\$19.06	\$24.24	
Installation, Maint., and Repair	\$12.99	\$16.27	\$20.81	\$24.41	\$30.04	
Transportation and Material Moving	\$9.47	\$11.02	\$14.15	\$16.21	\$19.44	
Agriculture & Natural Resources	#	#	#	#	#	
Building and Grounds Maintenance	\$8.67	\$9.65	\$12.29	\$14.26	\$17.42	
Construction and Extraction	\$11.01	\$13.66	\$19.25	\$23.15	\$30.15	
Protective Service	\$8.28	\$9.20	\$12.27	\$15.51	\$18.21	
Sales & Marketing						
Sales and Related	\$11.91	\$17.24	\$29.39	\$35.30	\$49.73	
Arts, Design, Entertainment, Media	\$12.54	\$16.96	\$24.24	\$29.36	\$37.36	
Technology, Engineering & Science						
Information Technology	\$16.46	\$21.01	\$29.87	\$37.19	\$47.59	
Technical & Healthcare	\$17.56	\$21.72	\$29.36	\$37.02	\$44.66	
Engineering & Architecture	\$16.61	\$20.78	\$28.07	\$34.10	\$41.97	
Life, Physical & Social Science	#	#	#	#	#	
Service, Support & Training						
Personal Service & Care	\$8.08	\$8.78	\$10.60	\$12.05	\$14.53	
Food Preparation & Serving	\$8.16	\$8.81	\$13.68	\$14.77	\$26.51	
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



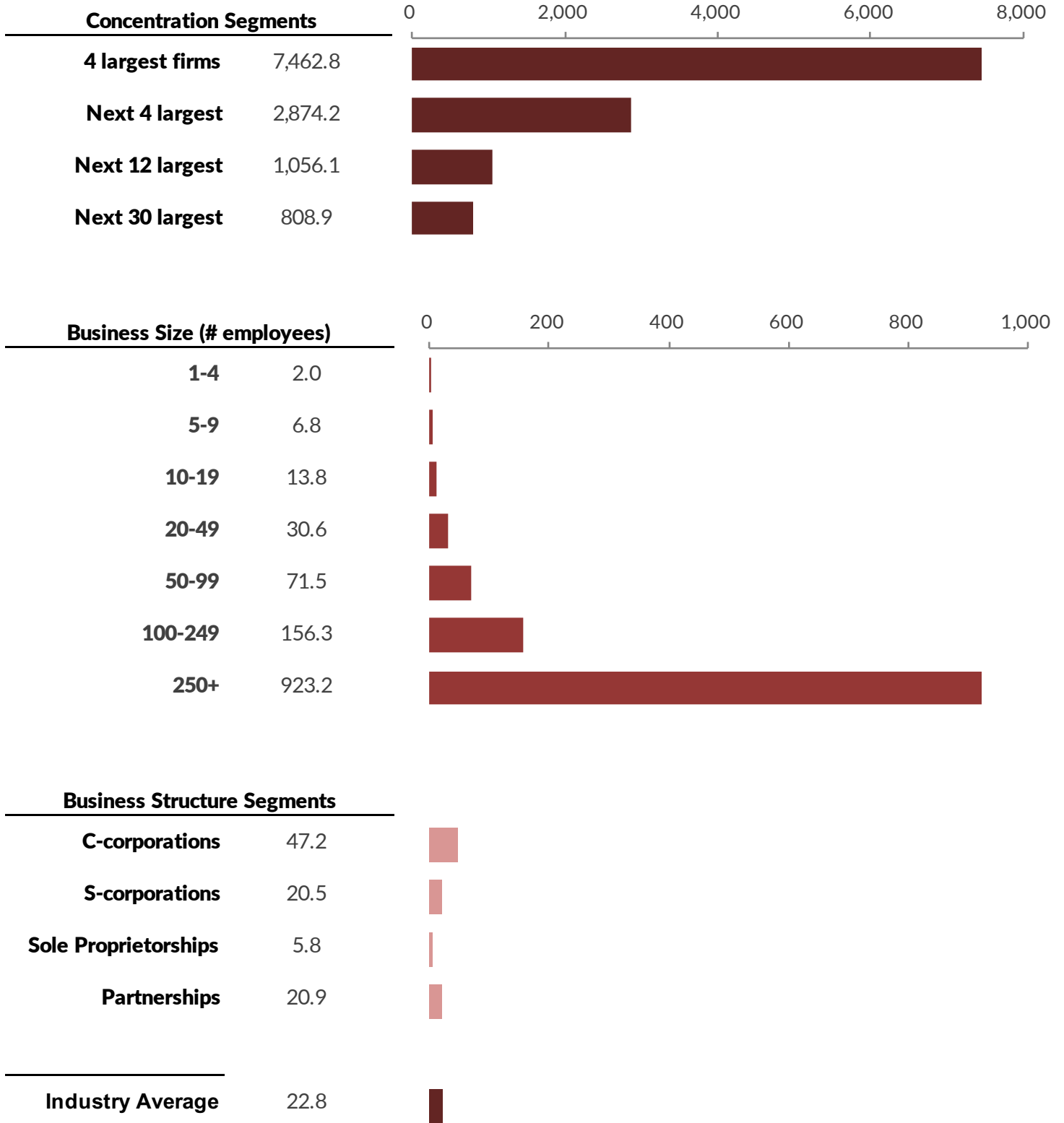
Top 20 Jobs - Pay Bands

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

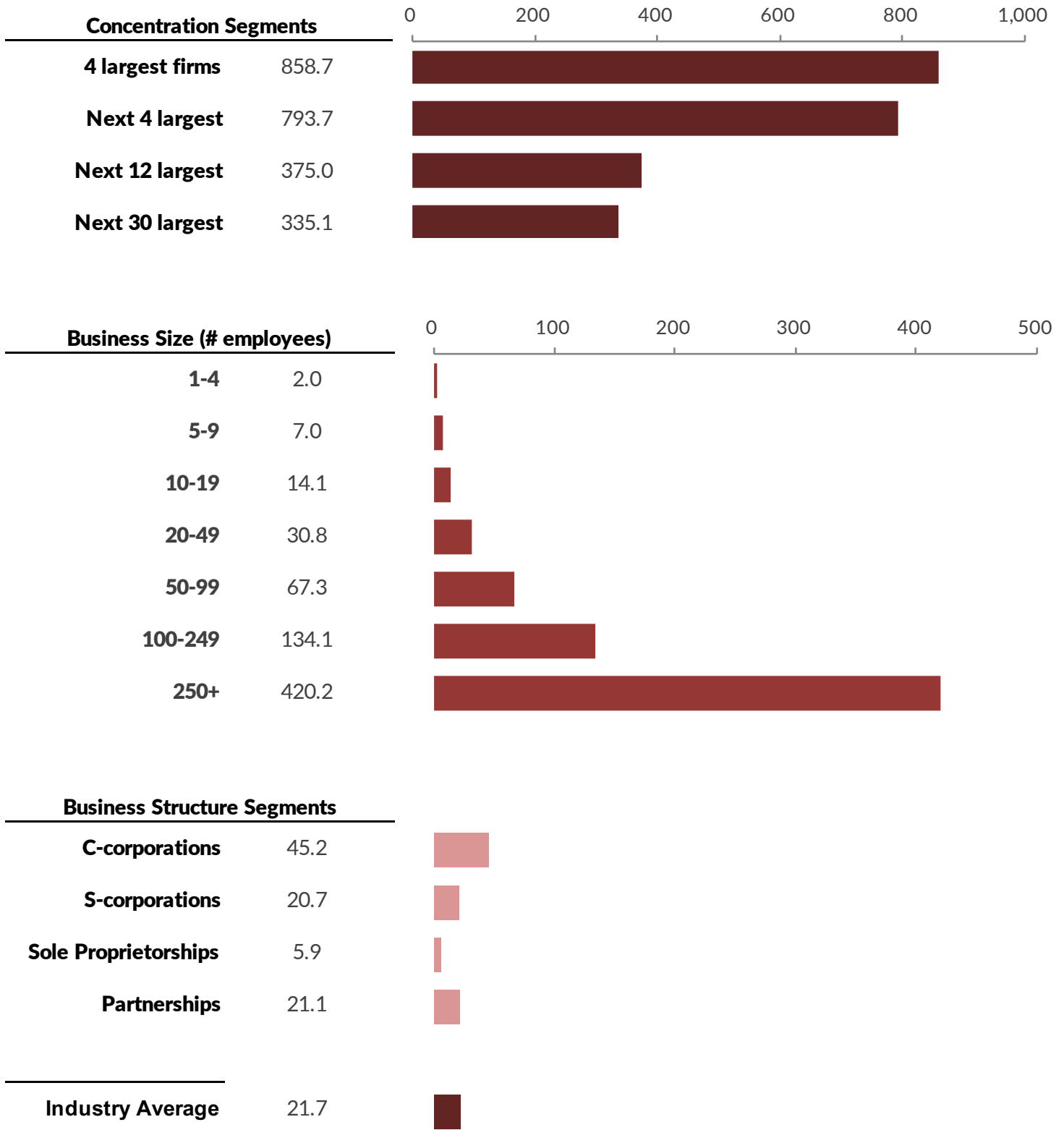
Employees per Company by Segments

Below are employees per company statistics for various industry segmentations including concentration, business size by employees, and business structure.



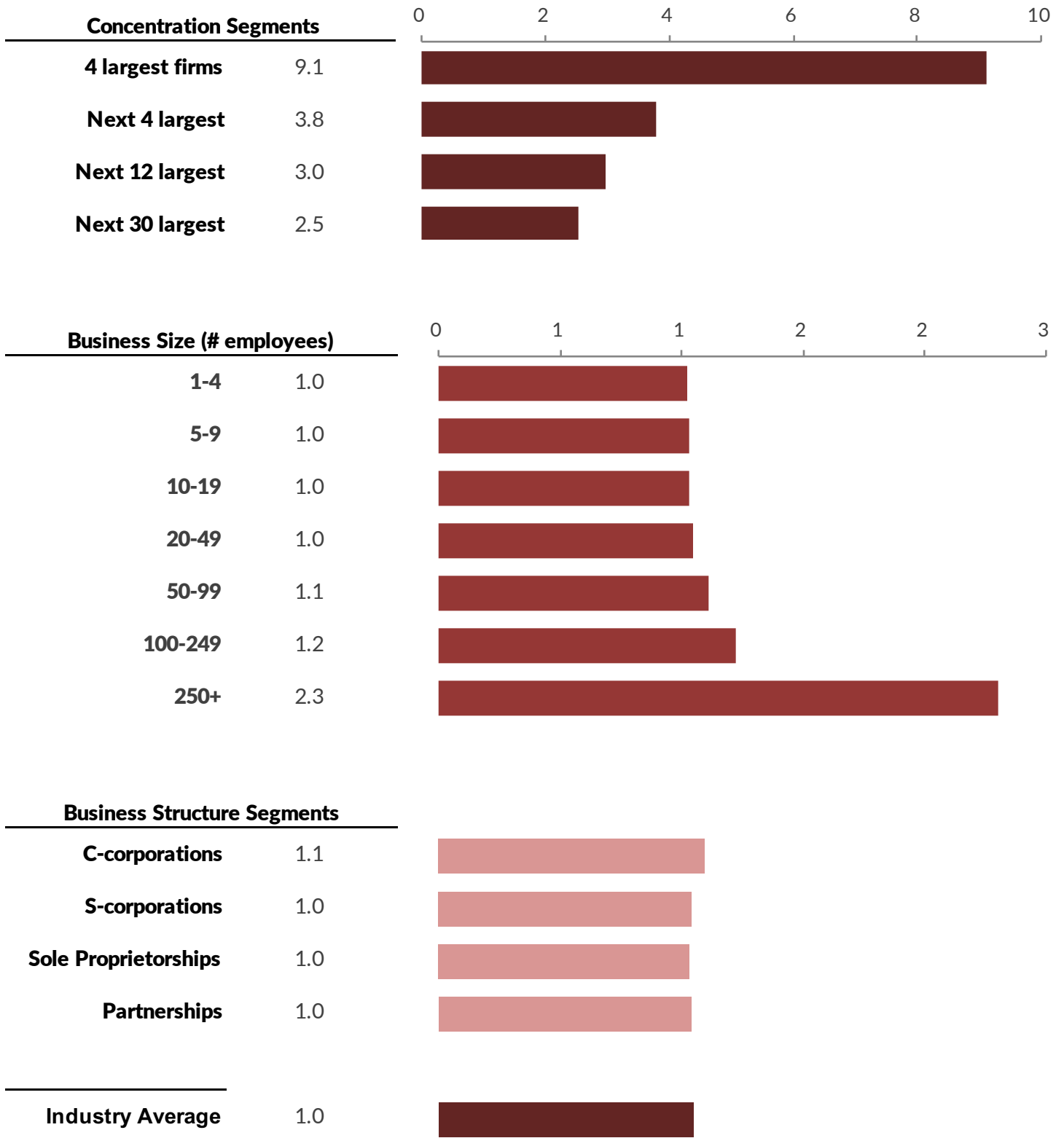
Employees per Facility by Segments

Below are employees per location statistics for various industry segmentations including concentration, business size by employees, and business structure.



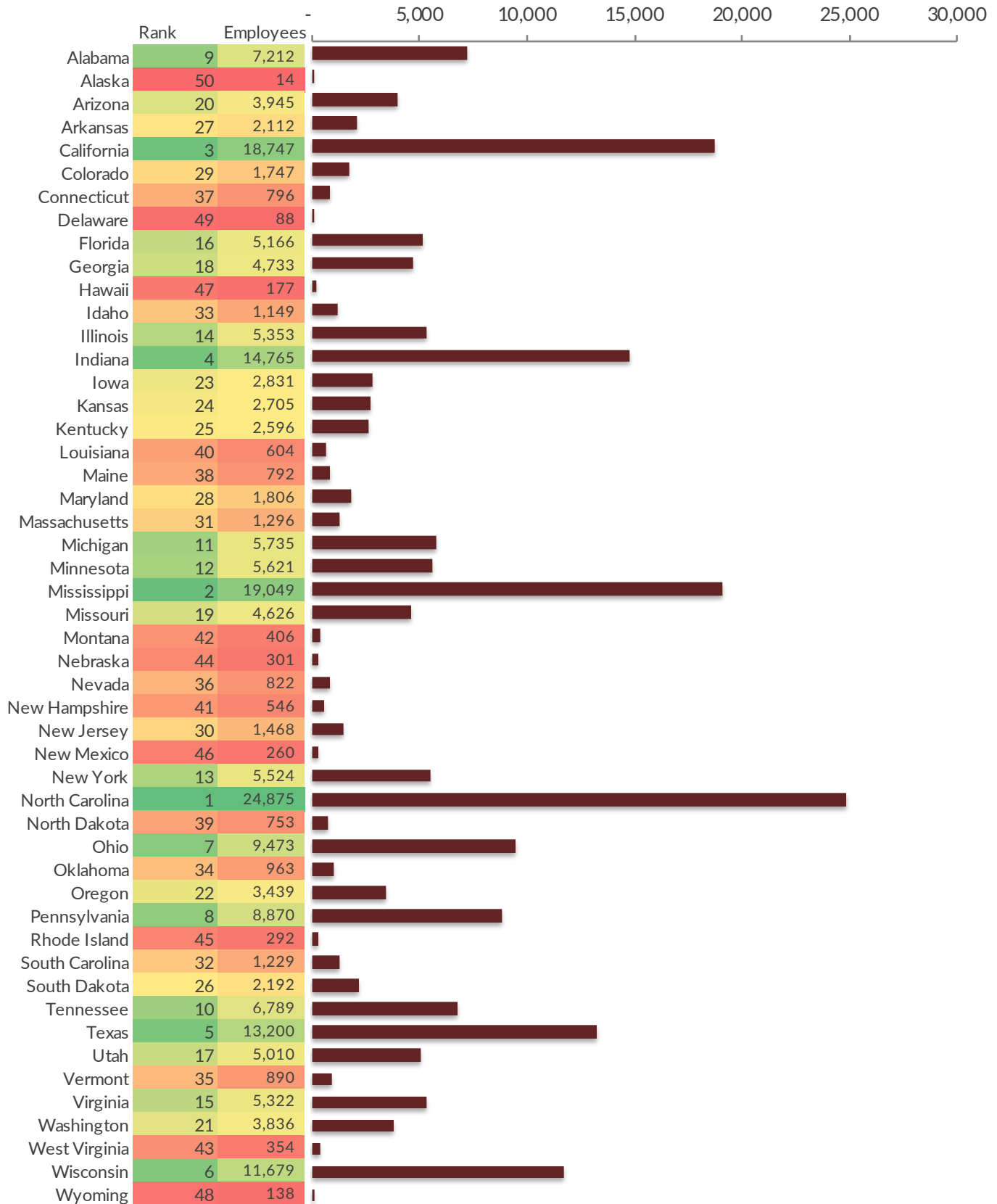
Facilities per Company by Segments

Below are facilities per company statistics for various industry segmentations including concentration, business size by employees, and business structure.



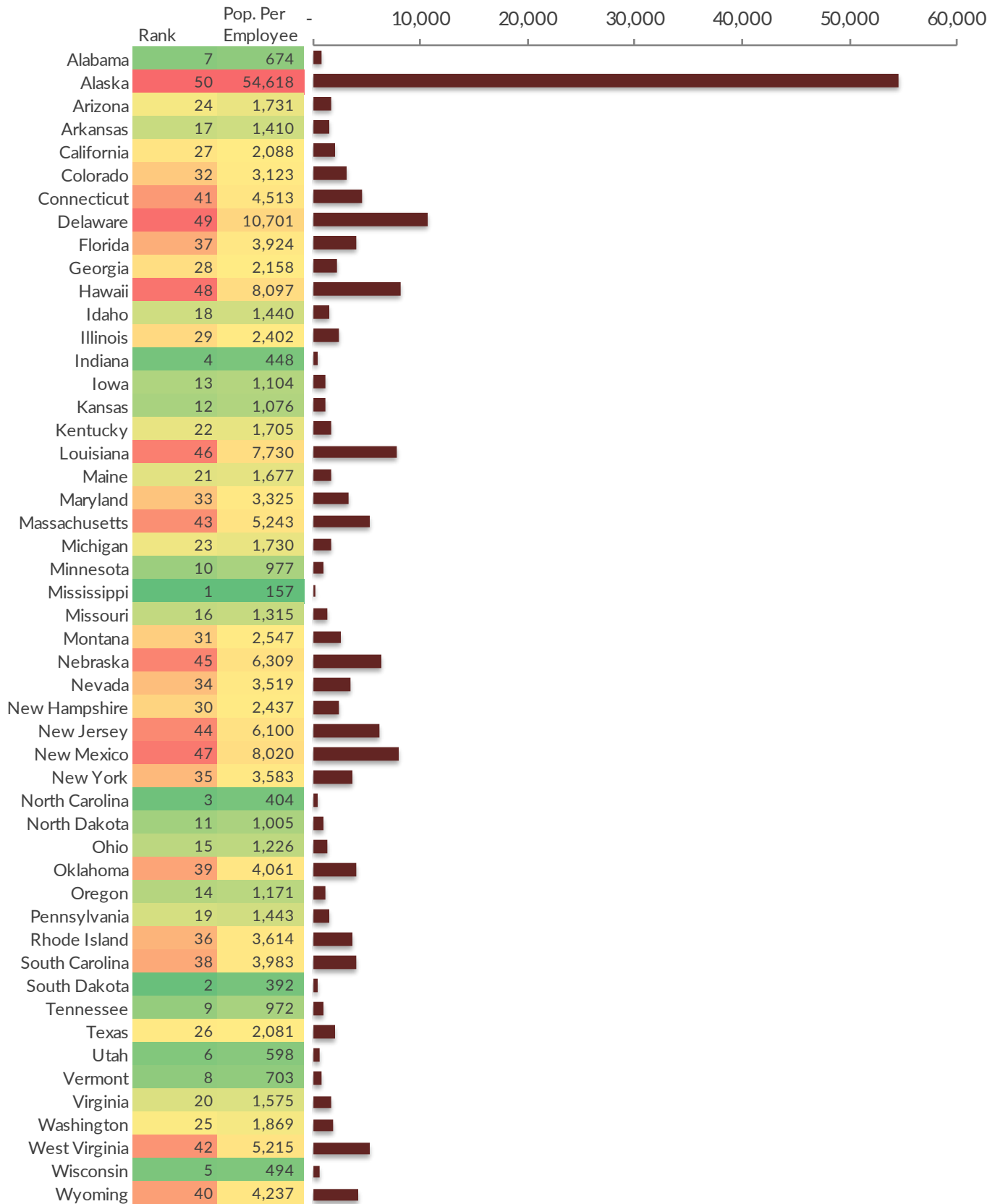
Total Employees by State

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.



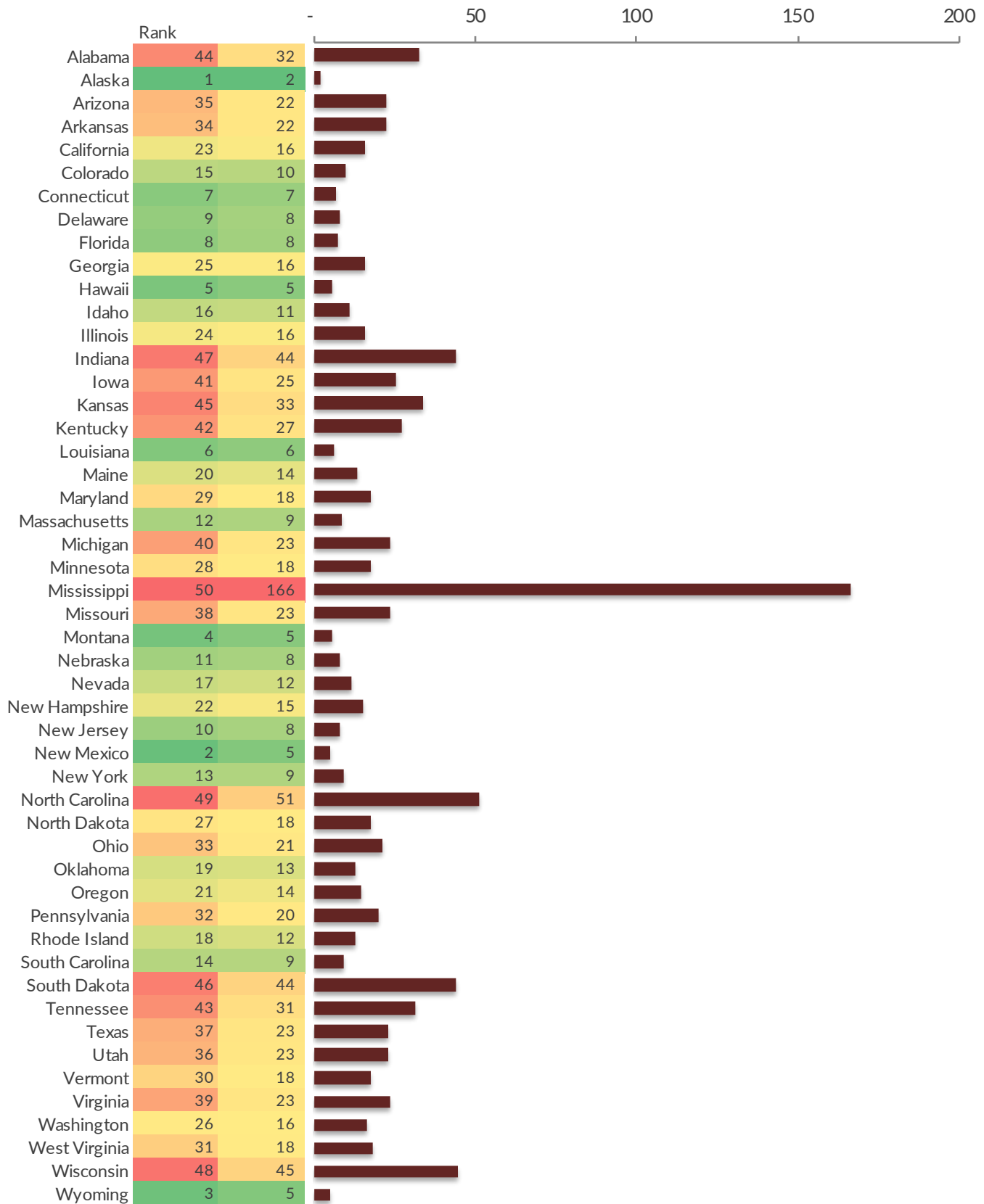
State Population to Industry Employee

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.



Total Employees per Facility

Below are the total employees per facility by state. "No data" indicates no industry manufacturing facilities or an insufficient sample size.



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