Kentley Insights

2026 Market Report

Kitchen Cabinet & Countertop Manufacturing

October 2026

Report: 33711

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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 Kitchen Cabinet & Countertop 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 Kitchen Cabinet & Countertop 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

Kitchen Cabinet & Countertop Manufacturing

Kitchen Cabinet & Countertop Manufacturing produces storage units and work surfaces for residential and commercial kitchen and bathroom applications. Companies design and build cabinetry and surface products with appropriate functionality, moisture resistance, and aesthetic characteristics for specific installation environments. Manufacturing processes include panel cutting, component machining, assembly, finishing, hardware installation, and quality verification through inspection and functional testing. These businesses create essential components for residential and commercial interiors. The industry continuously enhances manufacturing precision, finish quality, hardware functionality, and increasingly focuses on specialized storage solutions, moisture-resistant materials, and modular designs while developing improved installation systems and customization options that meet evolving consumer preferences.

Market Commentary

The $18.1 billion kitchen cabinet and countertop manufacturing industry produces storage units and work surfaces for residential and commercial food preparation environments. Competitive structure encompasses large production cabinet manufacturers alongside custom shops addressing premium market segments. Market demands increasingly emphasize design aesthetics complementing interior environments, storage efficiency maximizing functionality, durable finishes ensuring appearance longevity, and increasingly specialized material options addressing particular design preferences. Manufacturers face challenges balancing design variety supporting diverse aesthetic preferences, material selection optimizing appearance and durability, manufacturing efficiency, and significant tariff considerations affecting both wood inputs and component hardware. Industry leaders differentiate through innovative storage solutions enhancing functionality, quality construction ensuring durability, design versatility addressing aesthetic preferences, and increasingly digital design integration supporting visualization and specification in a sector where product aesthetics and construction quality drive customer selection decisions.

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Industry Snapshot - Revenue & Growth

Below is the revenue and growth snapshot for Kitchen Cabinet & Countertop 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 2025 revenues of the Kitchen Cabinet & Countertop Manufacturing was $18.4 billion. The industry is about average in industry size, ranking in the top 60% of manufacturing industries.

Overall Industry Growth

Over the past 3 years, industry revenues have been growing at an annual rate of 0.5% 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 2.8% per year for the Kitchen Cabinet & Countertop Manufacturing industry.

Revenue per Company

In 2025, the average revenue per company for the industry was approximately $3.0 million, which grew at a 0.8% annual rate over the past 3 years.

Product Line Concentration

For Kitchen Cabinet & Countertop Manufacturing , the top product line make up 77% of revenue, which ranks in the top 60% of manufacturing industries for product line concentration.

Producer Pricing Index

In 2025, PPI for the industry was 1.5%. While over the past 5 years, PPI has averaged 3.9% per year.

Industry Revenue as a Percent of State Manufacturing

For Kitchen Cabinet & Countertop Manufacturing, South Dakota has the highest industry revenue as a % of state manufacturing at 2.1%. This is 495% higher than the average of 0.4% per state.

Sales per Facility

For the industry, South Dakota has the highest sales per facility at $10.3 million, which is 243% higher than the U.S. average of $3.0 million in sales per facility.

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Industry Snapshot - Costs, Capital & Profit

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

Operating Expenses

In 2025, the operating expenses as a percent of revenue for Kitchen Cabinet & Countertop Manufacturing was 87.5%, and over the past 3 years total operating expenses for the industry grew at 0.6% per year.

Operating Expense Breakdown

The breakdown of operating expenses for the industry is as follows: 36.9% for employee expenses, 49.7% for cost of materials, 4.7% for capital, building, and machinery expenses, and 8.7% for other expenses.

State Population per Industry Employee

South Dakota ranks #1 in employment density within the industry, with 1 out of every 432 people in the state in the industry.

Employee Productivity

In 2025, the sales per employee grew 1.2% to $194,837, which ranks the industry in the bottom 20% of manufacturing industries.

Payroll per Employee

In 2025, payroll per employee equaled $48,756 for the industry, which ranks it in the top 20% of manufacturing industries. Payroll per employee has grown at an annual rate of 3.8% over the past 3 years.

Payroll by State

New Hampshire is the highest paying state, with a payroll per employee of $66,003, which is 39.4% higher than the U.S. average.

Job Categorization

The jobs breakdown for Kitchen Cabinet & Countertop 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

69% of companies in the industry are profitable, with an average net income of 10.6% of revenues, which ranks the industry in the bottom 20% of manufacturing industries.

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Section One

Revenue & Growth Benchmarks

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Industry Growth Details

To get a macro level view of Kitchen Cabinet & Countertop Manufacturing, below are the historical details and industry growth forecasts for total industry revenues, number of compaines, and number of facilities. The current revenue forecasts are based on tariff impacts, staple vs. discretionary dynamics and the related price elasticity, ability to pass through cost increases, and other macroeconomic factors.

Industry Revenue ($ Millions)

	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
($ Millions)	14,303	15,324	14,256	15,143	16,908	18,106	18,048	18,128	18,404	18,689	21,138
Annual Growth		7.1%	-7.0%	6.2%	11.7%	7.1%	-0.3%	0.4%	1.5%	1.5%	3.1%

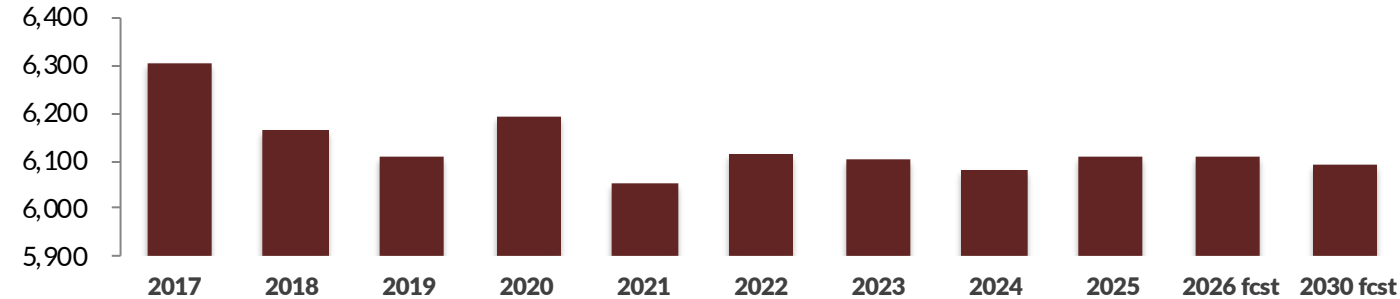
Compound Annual Growth Rate **0.5%** 3-Year **4.0%** 5-Year

Number of Companies

	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
Companies	5,991	6,109	6,103	6,092	6,109	6,094	6,074	6,051	6,044	6,025	5,968
Annual Growth		2.0%	-0.1%	-0.2%	0.3%	-0.2%	-0.3%	-0.4%	-0.1%	-0.3%	-0.2%

Compound Annual Growth Rate **-0.3%** 3-Year **-0.2%** 5-Year

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



	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
Facilities	6,307	6,164	6,107	6,192	6,051	6,116	6,101	6,082	6,107	6,106	6,091
Annual Growth		-2.3%	-0.9%	1.4%	-2.3%	1.1%	-0.2%	-0.3%	0.4%	0.0%	-0.1%

Compound Annual Growth Rate **0.0%** 3-Year **-0.3%** 5-Year

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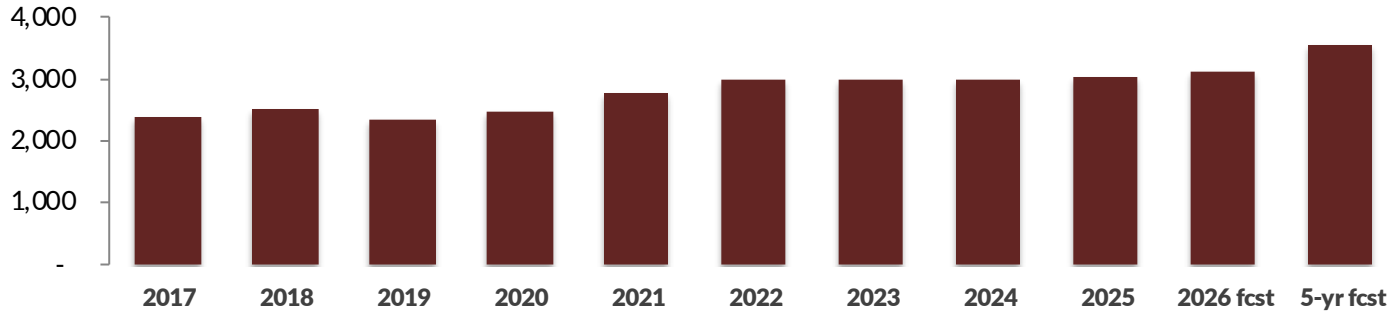
Growth Benchmarks

Below are the normalized growth benchmarks for Kitchen Cabinet & Countertop 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)



	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	5-yr fcst
($ Thousands)	2,387	2,508	2,336	2,486	2,768	2,971	2,971	2,996	3,045	3,102	3,542
Annual Growth		5.1%	-6.9%	6.4%	11.4%	7.3%	0.0%	0.8%	1.6%	1.9%	3.4%

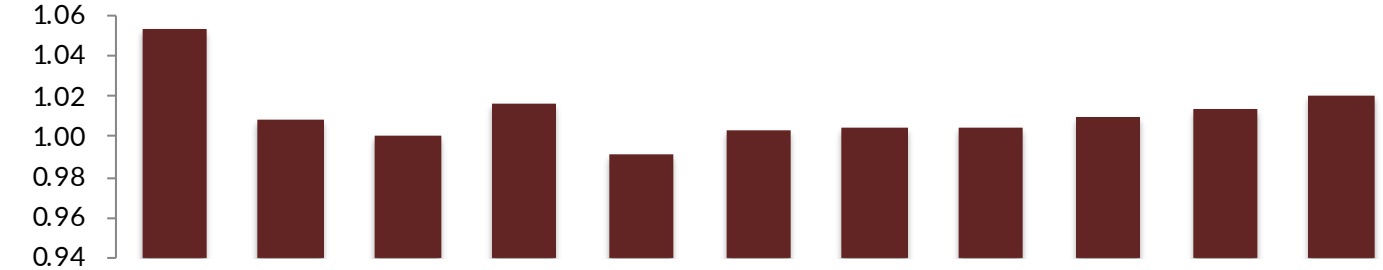
Compound Annual Growth Rate **0.8%** 3-Year **4.1%** 5-Year

Revenue Per Facility ($ Thousands)

	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	5-yr fcst
($ Thousands)	2,268	2,486	2,334	2,445	2,794	2,960	2,958	2,981	3,014	3,061	3,470
Annual Growth		9.6%	-6.1%	4.8%	14.3%	6.0%	-0.1%	0.8%	1.1%	1.6%	3.2%

Compound Annual Growth Rate **0.6%** 3-Year **4.3%** 5-Year

Facilities per Company



	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	5-yr fcst
Est. per Company	1.05	1.01	1.00	1.02	0.99	1.00	1.00	1.01	1.01	1.01	1.02
Annual Growth		-4.2%	-0.8%	1.6%	-2.5%	1.3%	0.1%	0.1%	0.5%	0.3%	0.2%

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

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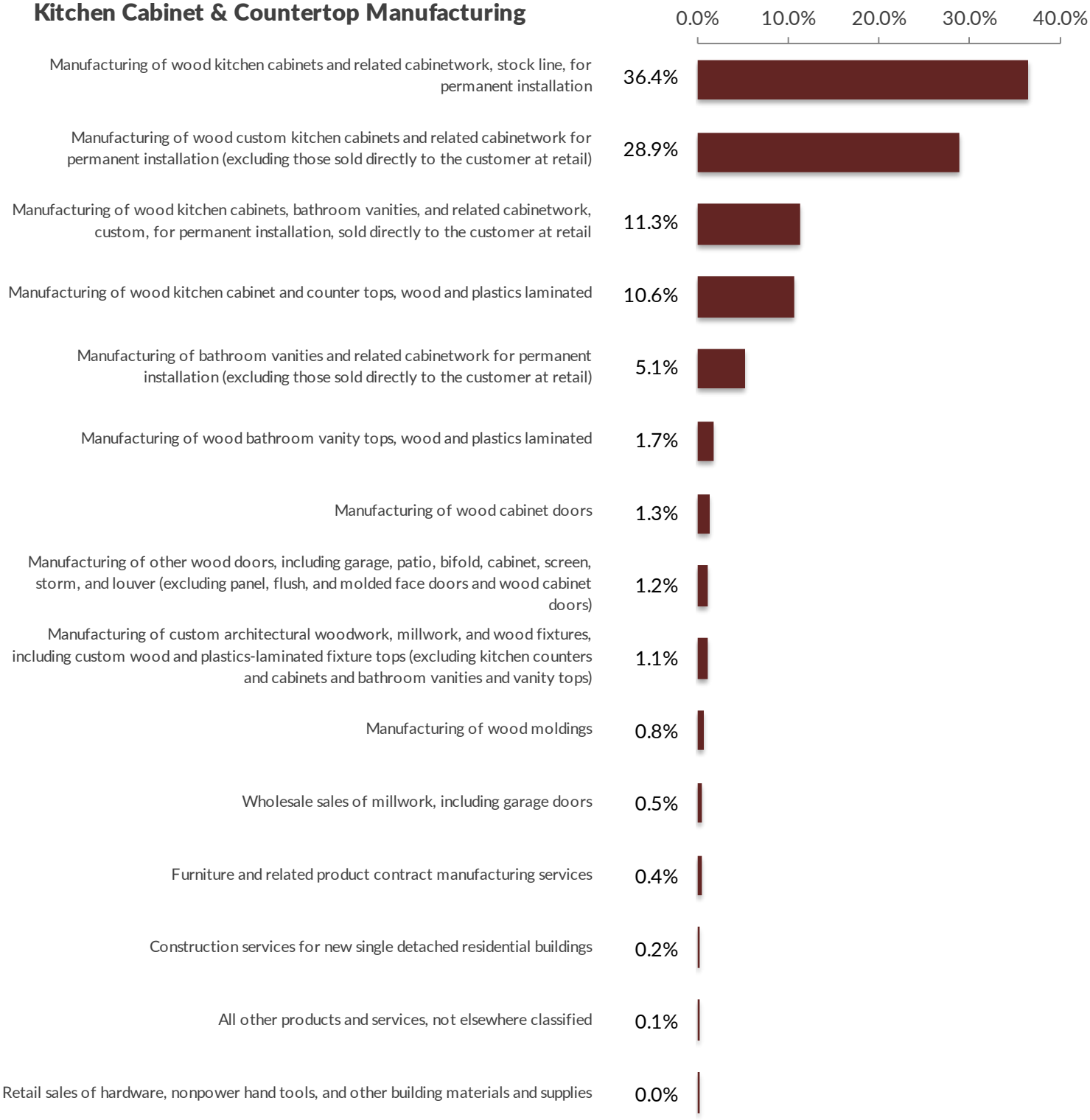
Breakdown of Top Product Lines

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 (%)
Kitchen Cabinet & Countertop Manufacturing



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

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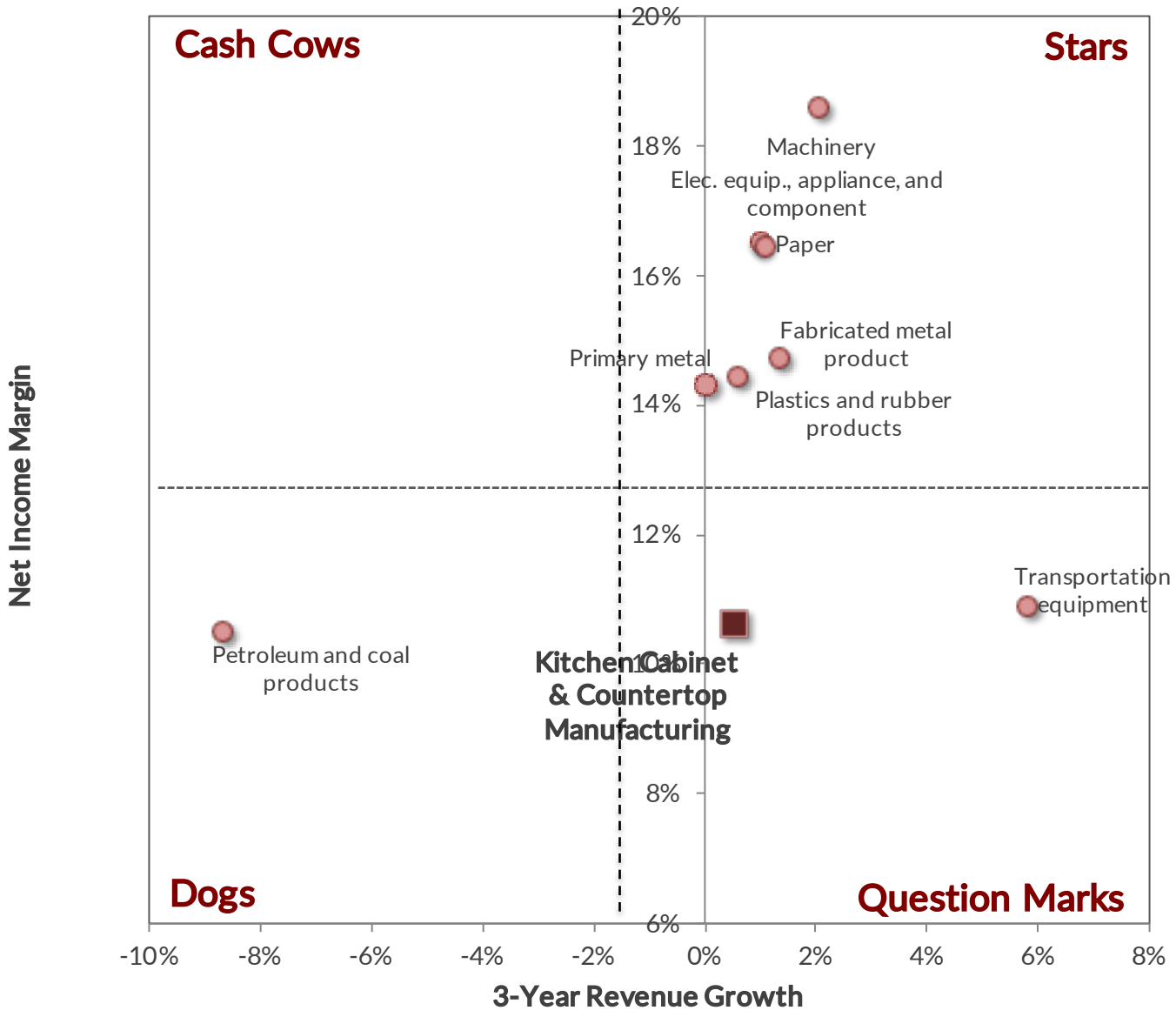
Income vs. Revenue Growth Matrix

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.



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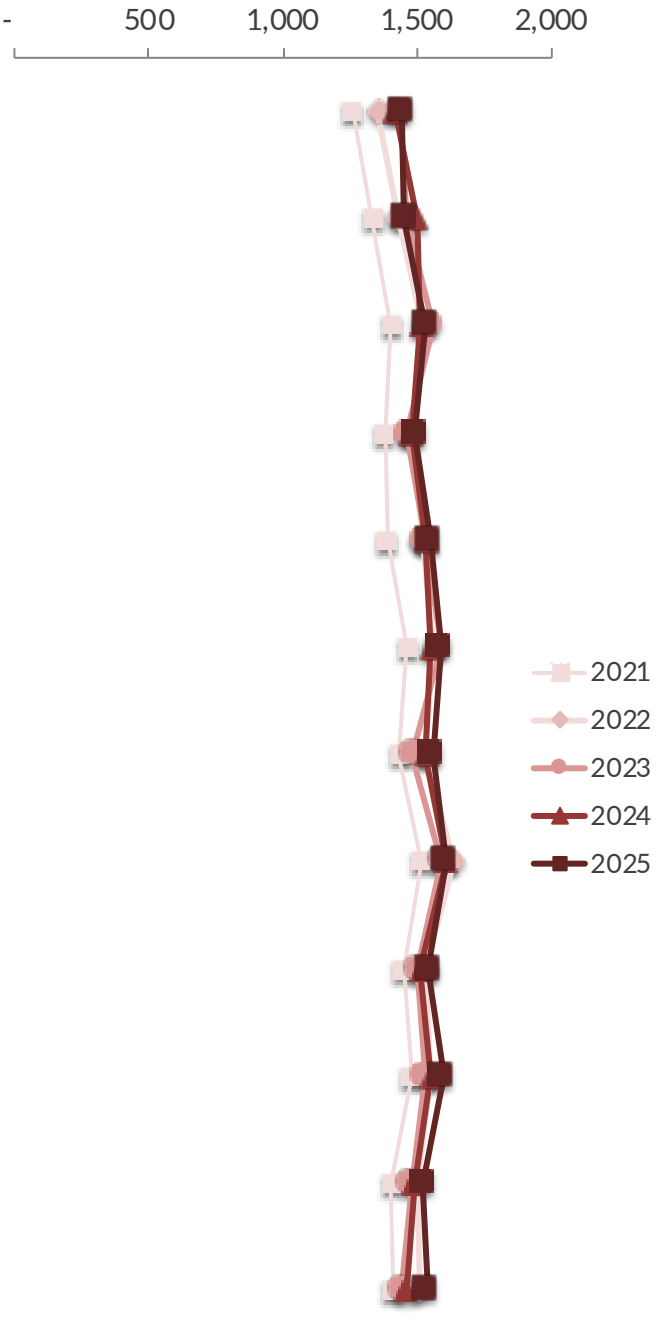
Total Sales by Month & Year

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

All figures in $ millions

	2021	2022	2023	2024	2025
Jan.	1,261	1,351	1,437	1,417	1,442
Feb.	1,331	1,430	1,461	1,496	1,452
Mar.	1,402	1,521	1,558	1,513	1,532
Apr.	1,377	1,476	1,460	1,475	1,490
May	1,390	1,515	1,525	1,533	1,547
Jun.	1,464	1,562	1,588	1,551	1,585
Jul.	1,433	1,525	1,484	1,533	1,556
Aug.	1,515	1,635	1,589	1,608	1,607
Sep.	1,448	1,532	1,500	1,511	1,539
Oct.	1,477	1,547	1,528	1,549	1,595
Nov.	1,401	1,504	1,475	1,487	1,523
Dec.	1,410	1,508	1,442	1,456	1,535
Total	16,908	18,106	18,048	18,128	18,404



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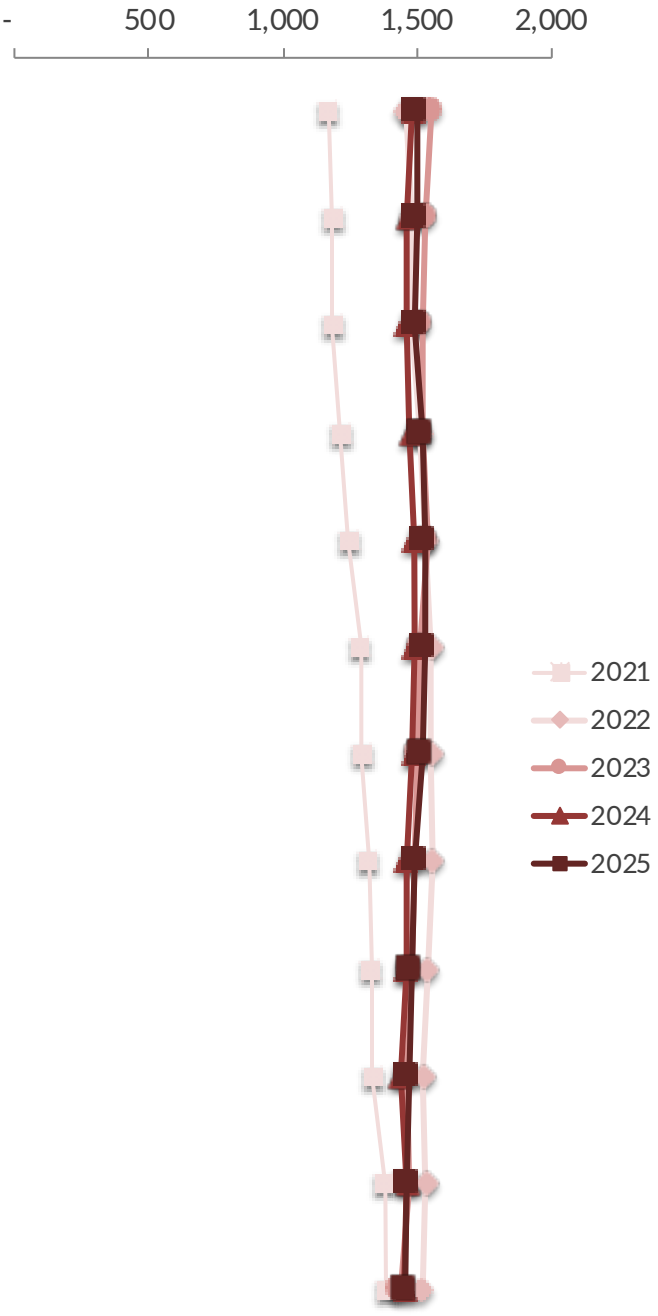
Total Inventory by Month & Year

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

All figures in $ millions

	2021	2022	2023	2024	2025
Jan.	1,170	1,458	1,552	1,481	1,499
Feb.	1,185	1,475	1,533	1,460	1,495
Mar.	1,186	1,481	1,516	1,456	1,494
Apr.	1,213	1,510	1,515	1,471	1,519
May	1,245	1,532	1,535	1,488	1,526
Jun.	1,289	1,552	1,512	1,486	1,529
Jul.	1,295	1,554	1,503	1,480	1,518
Aug.	1,316	1,557	1,492	1,459	1,494
Sep.	1,326	1,536	1,475	1,456	1,479
Oct.	1,334	1,521	1,462	1,438	1,467
Nov.	1,376	1,532	1,466	1,463	1,464
Dec.	1,383	1,518	1,437	1,453	1,454



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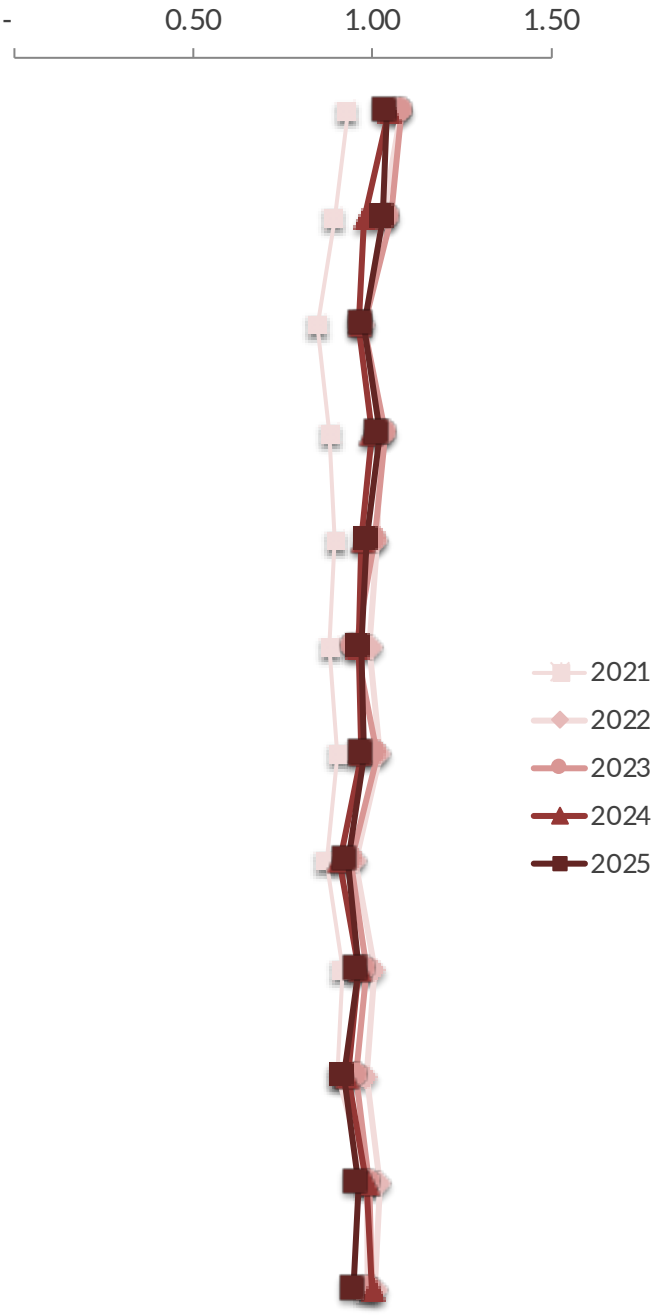
Months of Inventory

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

All figures in $ millions

	2021	2022	2023	2024	2025
Jan.	0.93	1.08	1.08	1.04	1.04
Feb.	0.89	1.03	1.05	0.98	1.03
Mar.	0.85	0.97	0.97	0.96	0.97
Apr.	0.88	1.02	1.04	1.00	1.02
May	0.90	1.01	1.01	0.97	0.99
Jun.	0.88	0.99	0.95	0.96	0.96
Jul.	0.90	1.02	1.01	0.97	0.98
Aug.	0.87	0.95	0.94	0.91	0.93
Sep.	0.92	1.00	0.98	0.96	0.96
Oct.	0.90	0.98	0.96	0.93	0.92
Nov.	0.98	1.02	0.99	0.98	0.96
Dec.	0.98	1.01	1.00	1.00	0.95



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Industry Revenue by Segments

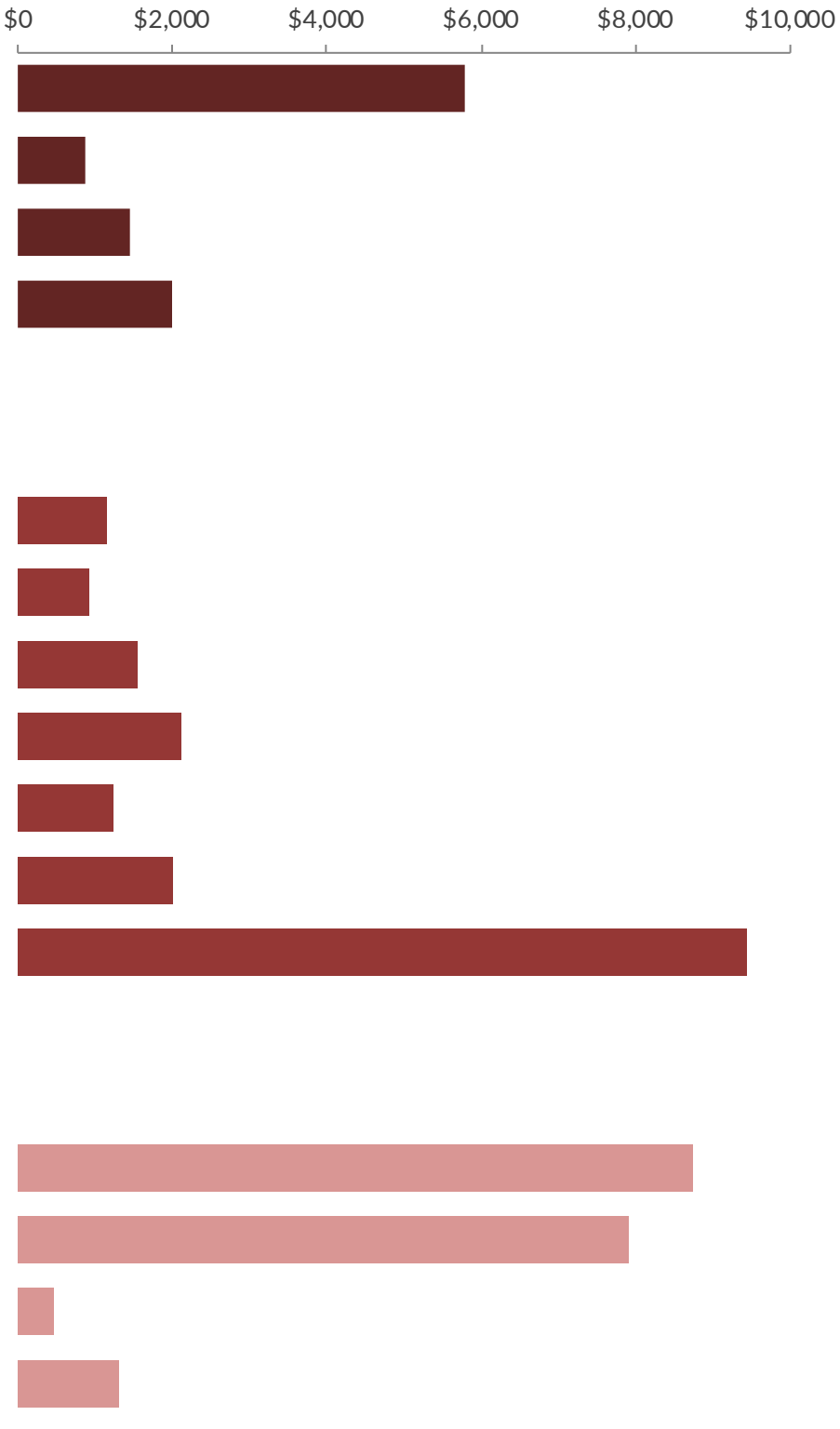
Below is total sales for various industry segmentations including concentration, business size by employees, and business structure.

All figures in $ millions

Concentration Segments	
4 largest firms	$5,787
Next 4 largest	$876
Next 12 largest	$1,437
Next 30 largest	$1,990

Business Size (# employees)	
1-4	$1,149
5-9	$922
10-19	$1,546
20-49	$2,112
50-99	$1,238
100-249	$1,999
250+	$9,437

Business Structure Segments	
C-corporations	$8,734
S-corporations	$7,902
Sole Proprietorships	$462
Partnerships	$1,306



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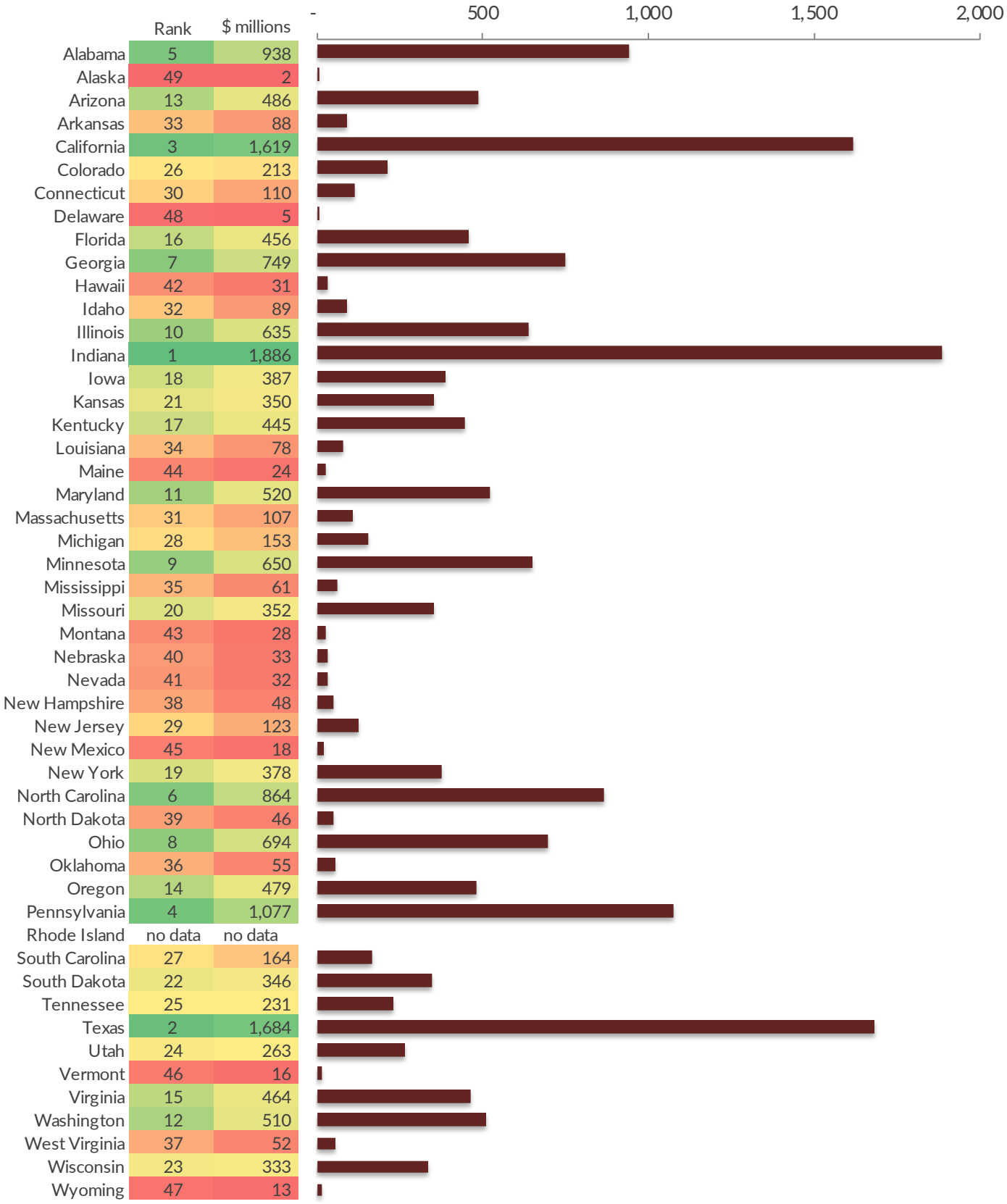
Industry Revenue per State

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



	Rank	$ millions
Alabama	5	938
Alaska	49	2
Arizona	13	486
Arkansas	33	88
California	3	1,619
Colorado	26	213
Connecticut	30	110
Delaware	48	5
Florida	16	456
Georgia	7	749
Hawaii	42	31
Idaho	32	89
Illinois	10	635
Indiana	1	1,886
Iowa	18	387
Kansas	21	350
Kentucky	17	445
Louisiana	34	78
Maine	44	24
Maryland	11	520
Massachusetts	31	107
Michigan	28	153
Minnesota	9	650
Mississippi	35	61
Missouri	20	352
Montana	43	28
Nebraska	40	33
Nevada	41	32
New Hampshire	38	48
New Jersey	29	123
New Mexico	45	18
New York	19	378
North Carolina	6	864
North Dakota	39	46
Ohio	8	694
Oklahoma	36	55
Oregon	14	479
Pennsylvania	4	1,077
Rhode Island	no data	no data
South Carolina	27	164
South Dakota	22	346
Tennessee	25	231
Texas	2	1,684
Utah	24	263
Vermont	46	16
Virginia	15	464
Washington	12	510
West Virginia	37	52
Wisconsin	23	333
Wyoming	47	13

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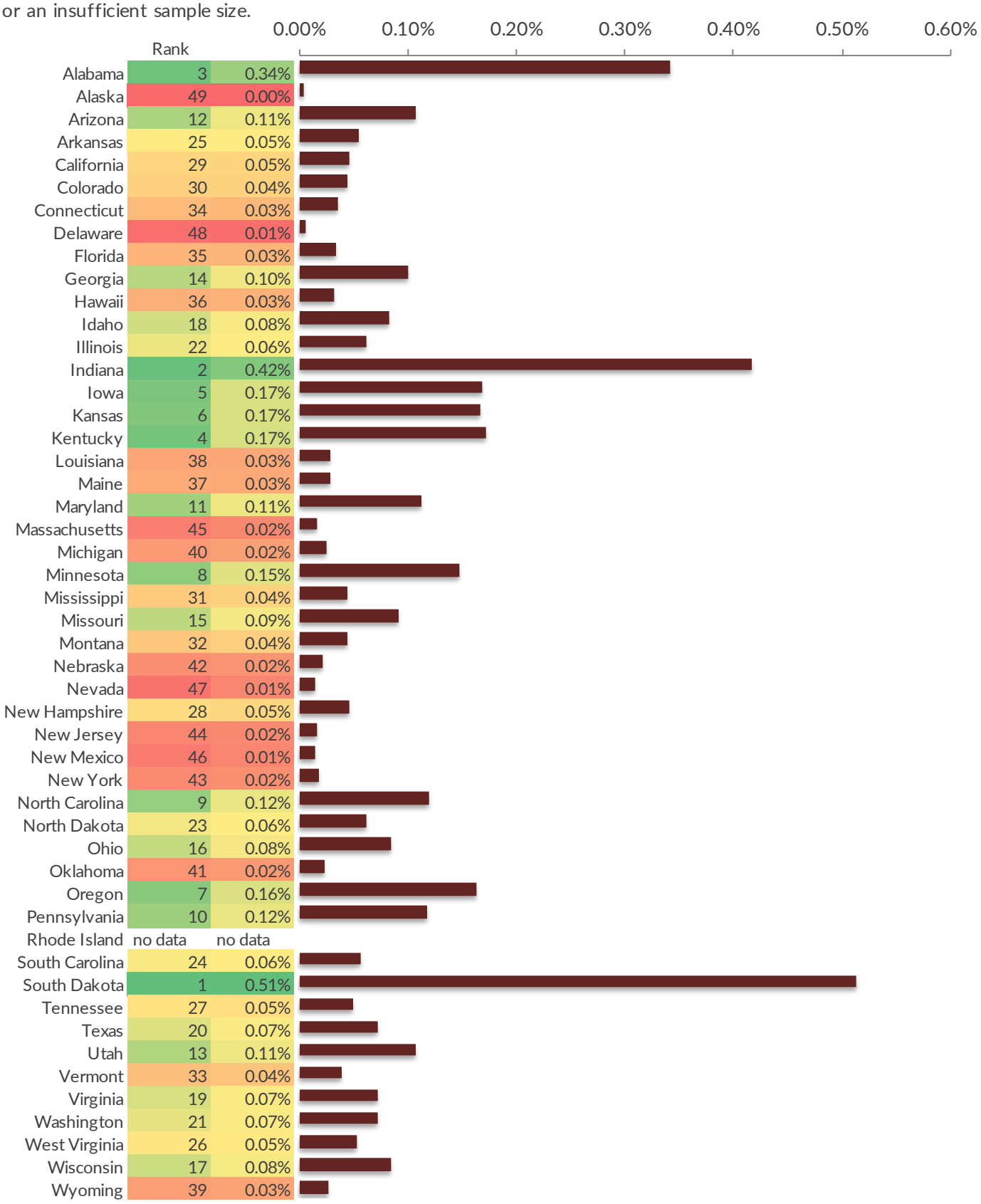
Industry Revenue as a % of State GDP

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.



	Rank	
Alabama	3	0.34%
Alaska	49	0.00%
Arizona	12	0.11%
Arkansas	25	0.05%
California	29	0.05%
Colorado	30	0.04%
Connecticut	34	0.03%
Delaware	48	0.01%
Florida	35	0.03%
Georgia	14	0.10%
Hawaii	36	0.03%
Idaho	18	0.08%
Illinois	22	0.06%
Indiana	2	0.42%
Iowa	5	0.17%
Kansas	6	0.17%
Kentucky	4	0.17%
Louisiana	38	0.03%
Maine	37	0.03%
Maryland	11	0.11%
Massachusetts	45	0.02%
Michigan	40	0.02%
Minnesota	8	0.15%
Mississippi	31	0.04%
Missouri	15	0.09%
Montana	32	0.04%
Nebraska	42	0.02%
Nevada	47	0.01%
New Hampshire	28	0.05%
New Jersey	44	0.02%
New Mexico	46	0.01%
New York	43	0.02%
North Carolina	9	0.12%
North Dakota	23	0.06%
Ohio	16	0.08%
Oklahoma	41	0.02%
Oregon	7	0.16%
Pennsylvania	10	0.12%
Rhode Island	no data	no data
South Carolina	24	0.06%
South Dakota	1	0.51%
Tennessee	27	0.05%
Texas	20	0.07%
Utah	13	0.11%
Vermont	33	0.04%
Virginia	19	0.07%
Washington	21	0.07%
West Virginia	26	0.05%
Wisconsin	17	0.08%
Wyoming	39	0.03%

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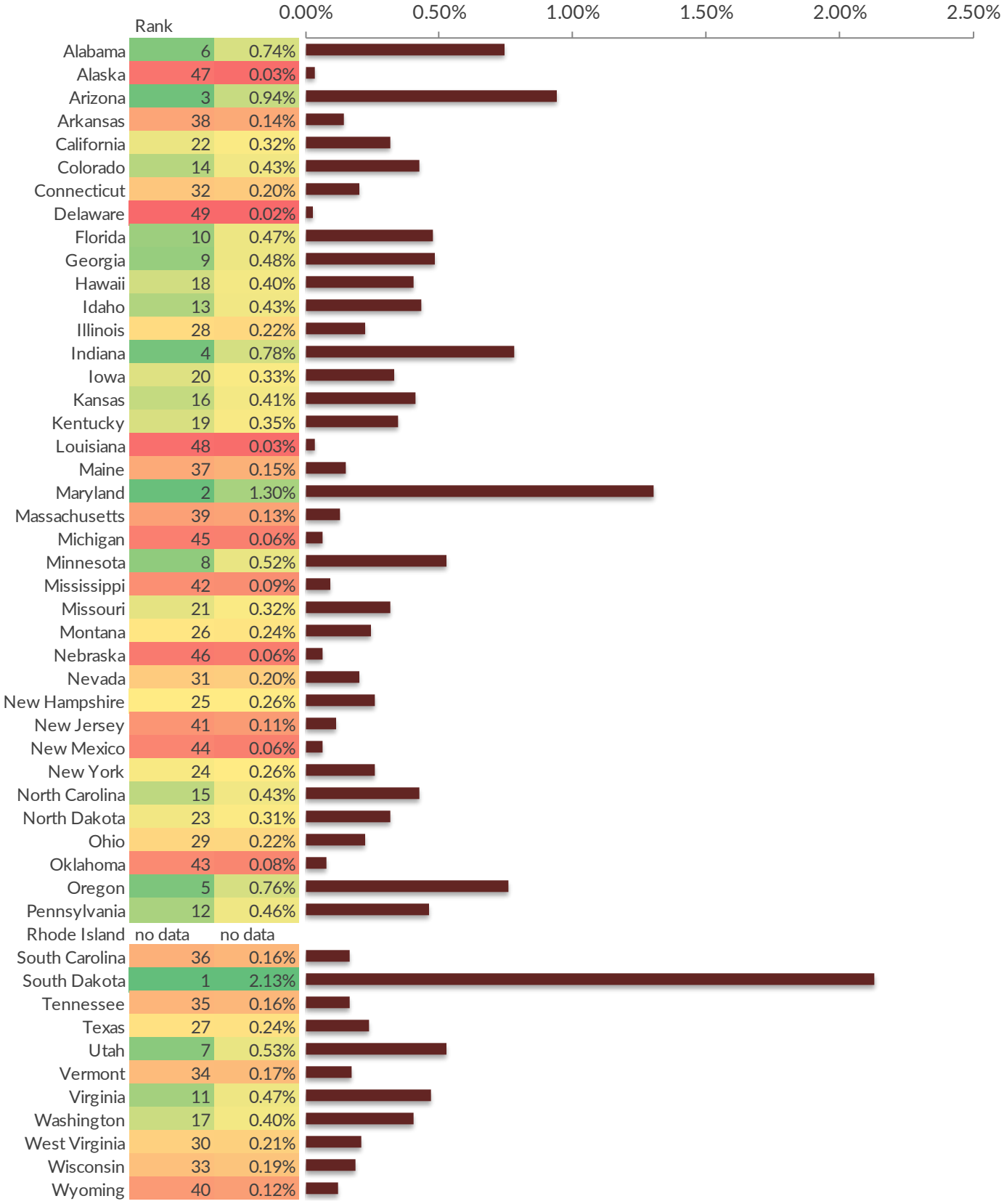
Industry Revenue as a % of State Manufacturing GDP

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.



	Rank	
Alabama	6	0.74%
Alaska	47	0.03%
Arizona	3	0.94%
Arkansas	38	0.14%
California	22	0.32%
Colorado	14	0.43%
Connecticut	32	0.20%
Delaware	49	0.02%
Florida	10	0.47%
Georgia	9	0.48%
Hawaii	18	0.40%
Idaho	13	0.43%
Illinois	28	0.22%
Indiana	4	0.78%
Iowa	20	0.33%
Kansas	16	0.41%
Kentucky	19	0.35%
Louisiana	48	0.03%
Maine	37	0.15%
Maryland	2	1.30%
Massachusetts	39	0.13%
Michigan	45	0.06%
Minnesota	8	0.52%
Mississippi	42	0.09%
Missouri	21	0.32%
Montana	26	0.24%
Nebraska	46	0.06%
Nevada	31	0.20%
New Hampshire	25	0.26%
New Jersey	41	0.11%
New Mexico	44	0.06%
New York	24	0.26%
North Carolina	15	0.43%
North Dakota	23	0.31%
Ohio	29	0.22%
Oklahoma	43	0.08%
Oregon	5	0.76%
Pennsylvania	12	0.46%
Rhode Island	no data	no data
South Carolina	36	0.16%
South Dakota	1	2.13%
Tennessee	35	0.16%
Texas	27	0.24%
Utah	7	0.53%
Vermont	34	0.17%
Virginia	11	0.47%
Washington	17	0.40%
West Virginia	30	0.21%
Wisconsin	33	0.19%
Wyoming	40	0.12%

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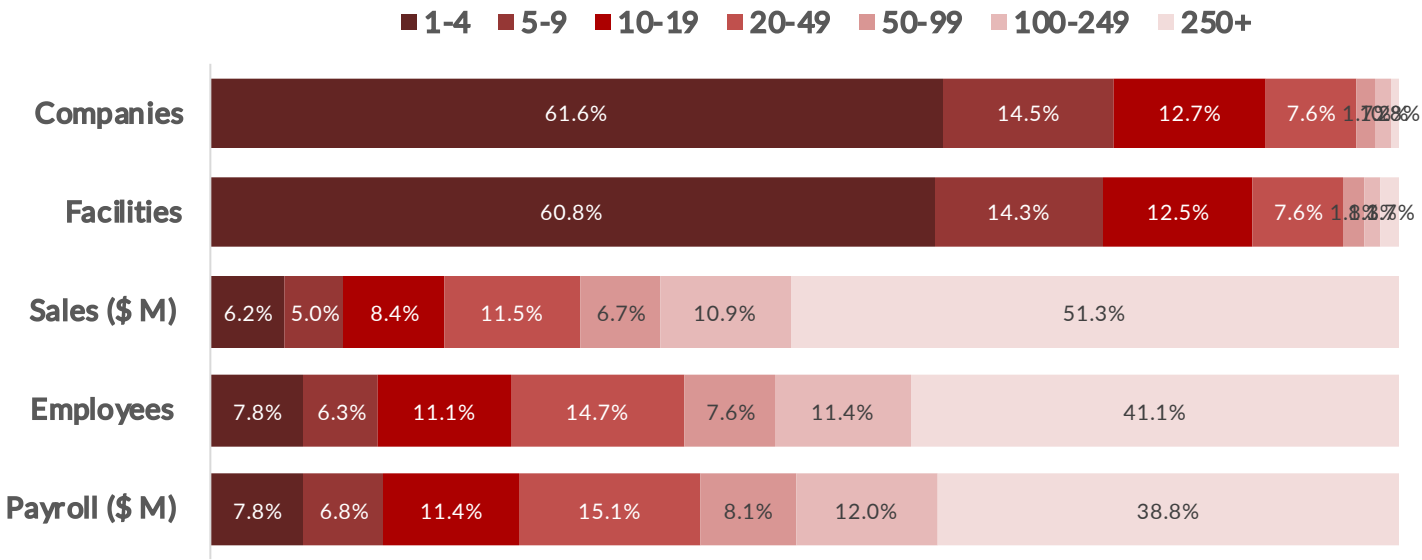
Industry Segmentation by Business Size

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.

Kitchen Cabinet & Countertop Manufacturing Segmentation by Business Size

	Number of Employees						
	1-4	5-9	10-19	20-49	50-99	100-249	250+
Companies	3,722	875	765	460	103	72	47
Facilities	3,715	874	765	463	109	77	105
Sales ($ M)	1,149	922	1,546	2,112	1,238	1,999	9,437
Employees	7,396	5,983	10,450	13,871	7,160	10,777	38,823
Payroll ($ M)	360	312	526	697	371	551	1,788

	Number of Employees						
	1-4	5-9	10-19	20-49	50-99	100-249	250+
Companies	61.6%	14.5%	12.7%	7.6%	1.7%	1.2%	0.8%
Facilities	60.8%	14.3%	12.5%	7.6%	1.8%	1.3%	1.7%
Sales ($ M)	6.2%	5.0%	8.4%	11.5%	6.7%	10.9%	51.3%
Employees	7.8%	6.3%	11.1%	14.7%	7.6%	11.4%	41.1%
Payroll ($ M)	7.8%	6.8%	11.4%	15.1%	8.1%	12.0%	38.8%



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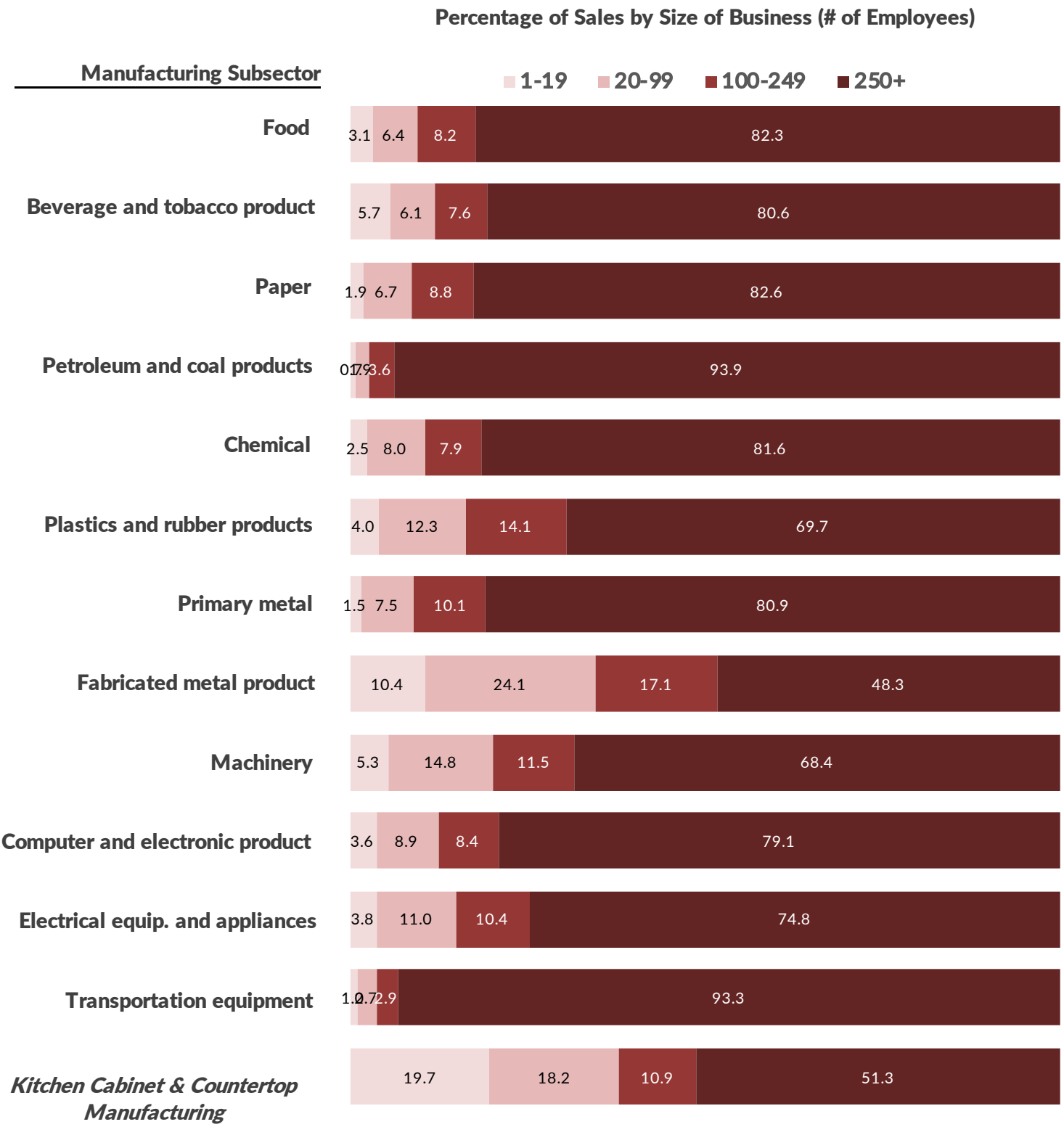
Sector Size of Business Sales Benchmarks

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



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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.

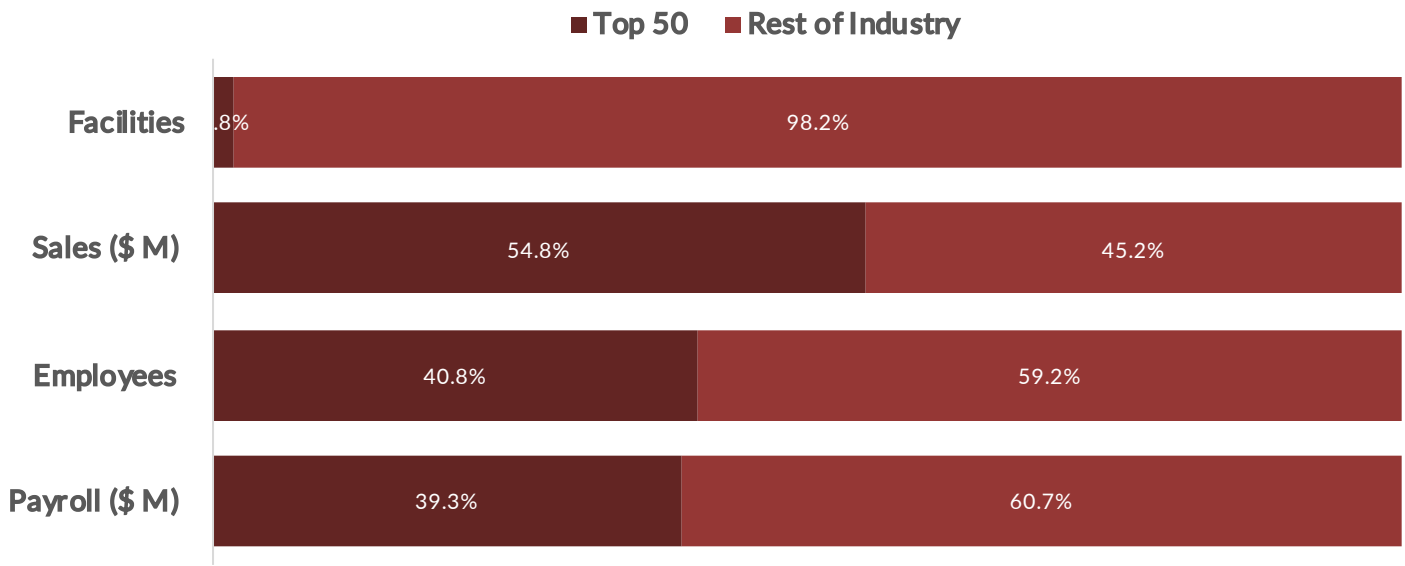
Kitchen Cabinet & Countertop Manufacturing Segmentation by Business Size

Largest Companies Ranked by Revenue

	1-4	5-8	9-20	21-50	Top 50	Rest of Industry
Companies	4	4	12	30	50	5,994
Facilities	31	9	27	46	112	5,995
Sales ($ M)	5,787	876	1,437	1,990	10,091	8,314
Employees	18,212	2,420	8,129	9,734	38,496	55,965
Payroll ($ M)	813	131	365	502	1,811	2,794

Largest Companies Ranked by Revenue

	1-4	5-8	9-20	21-50	Top 50	Rest of Industry
Facilities	0.5%	0.2%	0.4%	0.8%	1.8%	98.2%
Sales ($ M)	31.4%	4.8%	7.8%	10.8%	54.8%	45.2%
Employees	19.3%	2.6%	8.6%	10.3%	40.8%	59.2%
Payroll ($ M)	17.6%	2.9%	7.9%	10.9%	39.3%	60.7%



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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 Kitchen Cabinet & Countertop Manufacturing.

Kitchen Cabinet & Countertop Manufacturing

Market Share by Concentration Segment

	2020	2025	Delta
4 Largest Companies	31.4%	27.3%	-4.1%
Next 4 Companies	4.8%	7.9%	3.1%
Next 12 Companies	7.8%	7.5%	-0.3%
Next 30 Companies	10.8%	8.9%	-1.9%
Top 50 Companies	54.8%	51.6%	-3.2%

Total Sales by Concentration Segment ($ Millions)

	2020	2025	5-yr CAGR
4 Largest Companies	$4,762	$5,024	1.1%
Next 4 Companies	$721	$1,454	15.1%
Next 12 Companies	$1,183	$1,380	3.1%
Next 30 Companies	$1,637	$1,638	0.0%
Top 50 Companies	$8,303	$9,497	2.7%
Top 50 Companies	$6,841	$8,908	5.4%

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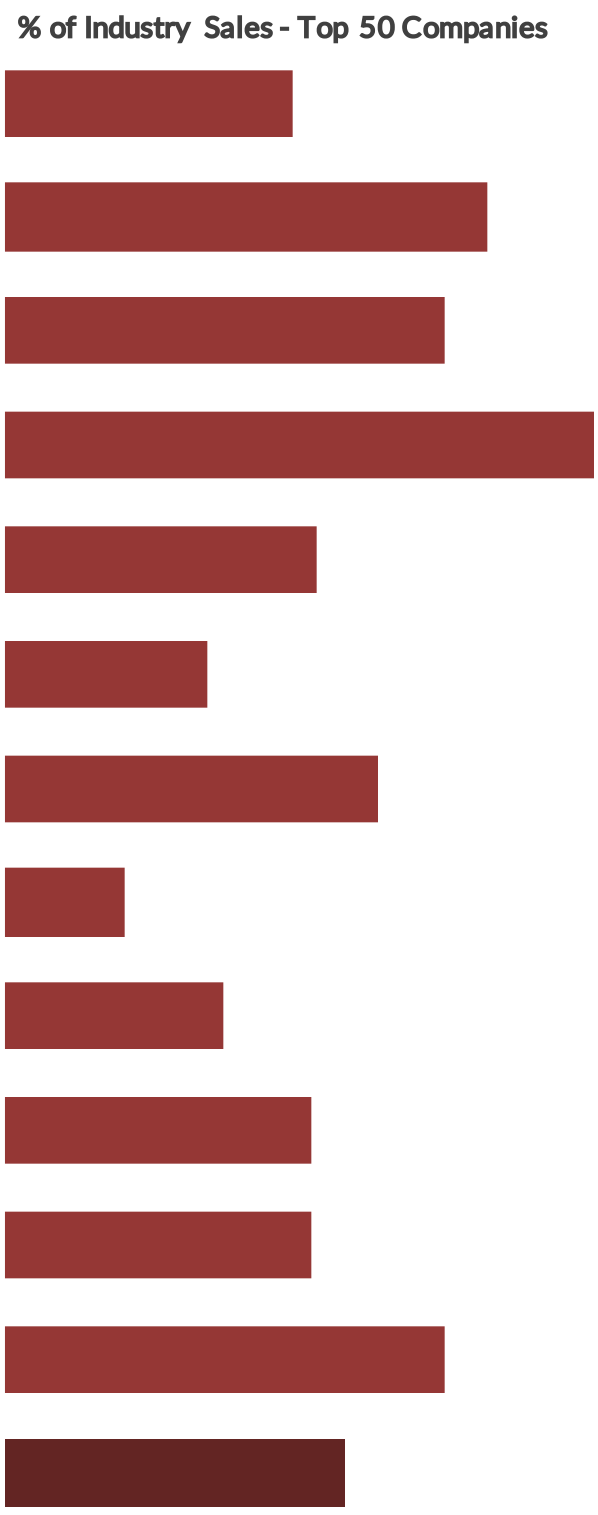
Manufacturing Sectors Market Share for Top 50 Companies

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

Manufacturing Subsector	2020	2025	Delta
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%
Kitchen Cabinet & Countertop Manufacturing	51.6%	54.8%	3.2%



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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.

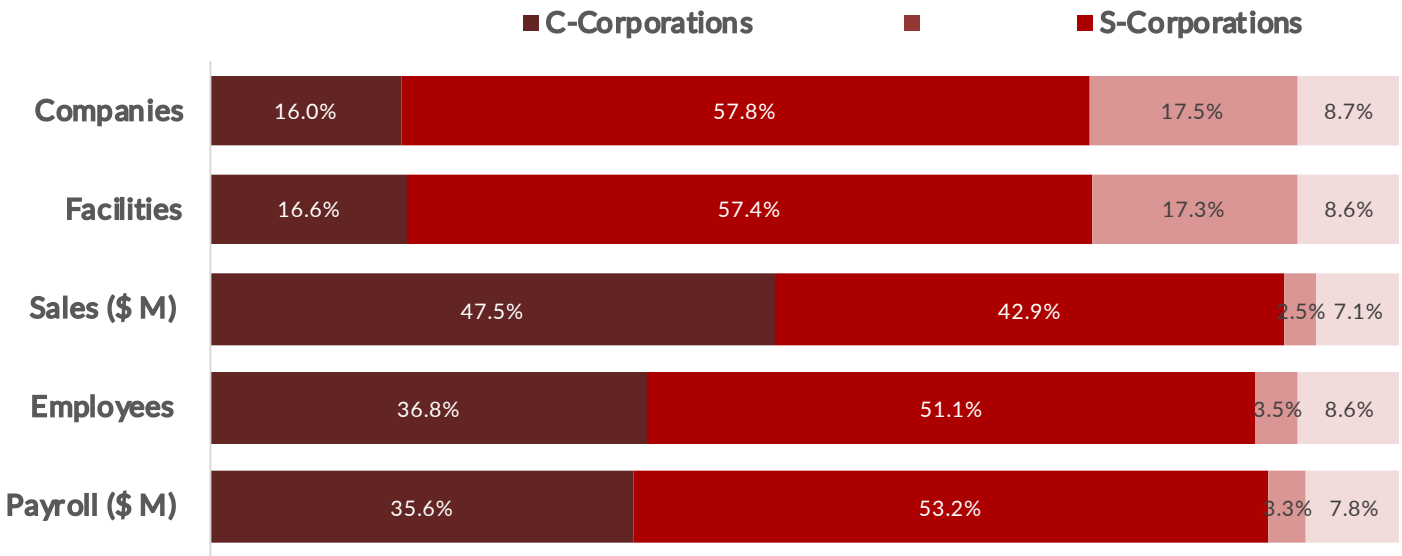
Kitchen Cabinet & Countertop Manufacturing Segmentation by Business Structure

Business Structure

	C-Corporations	S-Corporations	Partnerships	Sole Proprietorships
Companies	970	3,492	1,058	524
Facilities	1,016	3,507	1,056	528
Sales ($ M)	8,734	7,902	462	1,306
Employees	34,722	48,311	3,339	8,089
Payroll ($ M)	1,641	2,451	153	360

Business Structure

	C-Corporations	S-Corporations	Partnerships	Sole Proprietorships
Companies	16.0%	57.8%	17.5%	8.7%
Facilities	16.6%	57.4%	17.3%	8.6%
Sales ($ M)	47.5%	42.9%	2.5%	7.1%
Employees	36.8%	51.1%	3.5%	8.6%
Payroll ($ M)	35.6%	53.2%	3.3%	7.8%



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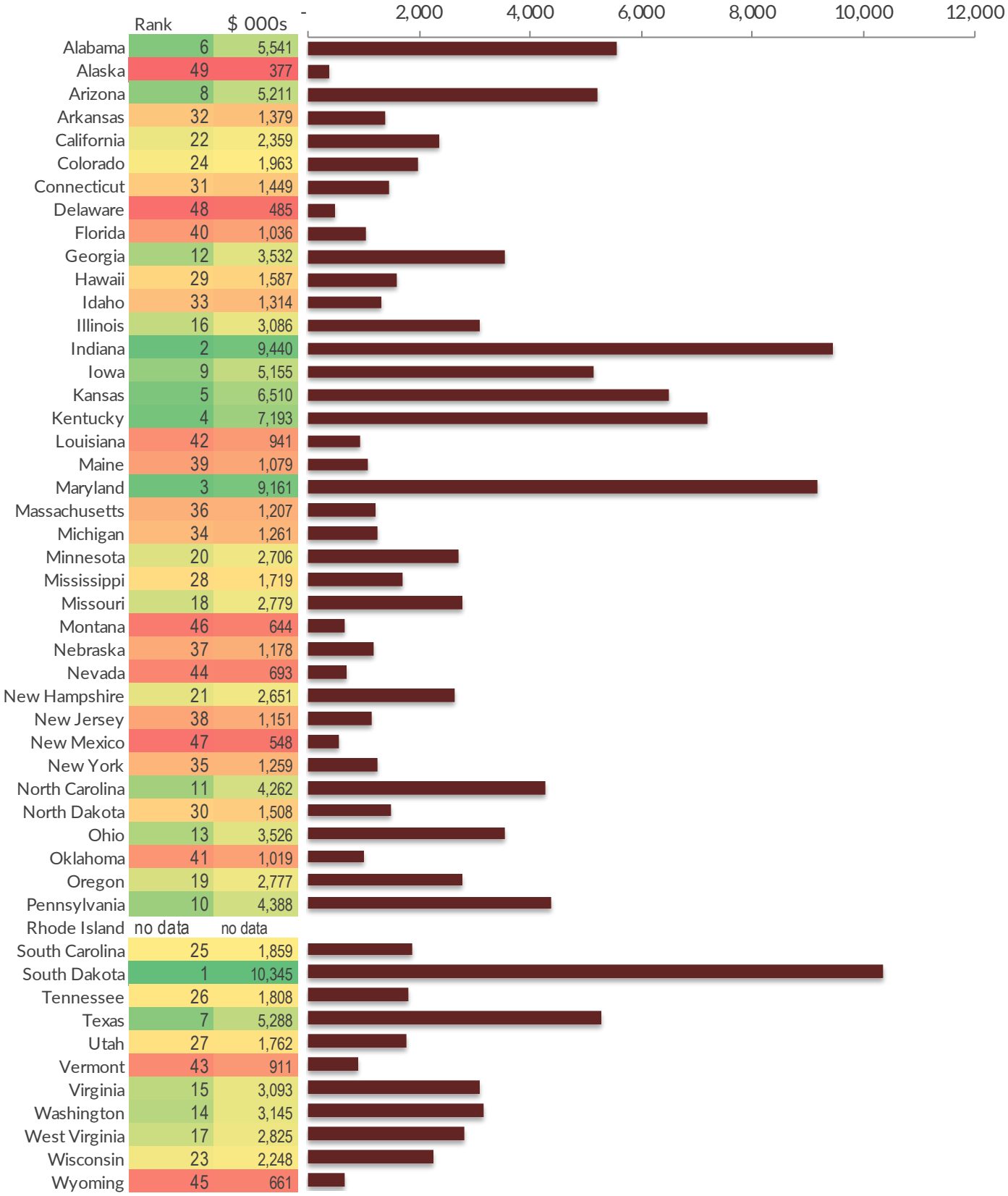
Sales per Company by State

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.



	Rank	$ 000s
Alabama	6	5,541
Alaska	49	377
Arizona	8	5,211
Arkansas	32	1,379
California	22	2,359
Colorado	24	1,963
Connecticut	31	1,449
Delaware	48	485
Florida	40	1,036
Georgia	12	3,532
Hawaii	29	1,587
Idaho	33	1,314
Illinois	16	3,086
Indiana	2	9,440
Iowa	9	5,155
Kansas	5	6,510
Kentucky	4	7,193
Louisiana	42	941
Maine	39	1,079
Maryland	3	9,161
Massachusetts	36	1,207
Michigan	34	1,261
Minnesota	20	2,706
Mississippi	28	1,719
Missouri	18	2,779
Montana	46	644
Nebraska	37	1,178
Nevada	44	693
New Hampshire	21	2,651
New Jersey	38	1,151
New Mexico	47	548
New York	35	1,259
North Carolina	11	4,262
North Dakota	30	1,508
Ohio	13	3,526
Oklahoma	41	1,019
Oregon	19	2,777
Pennsylvania	10	4,388
Rhode Island	no data	no data
South Carolina	25	1,859
South Dakota	1	10,345
Tennessee	26	1,808
Texas	7	5,288
Utah	27	1,762
Vermont	43	911
Virginia	15	3,093
Washington	14	3,145
West Virginia	17	2,825
Wisconsin	23	2,248
Wyoming	45	661

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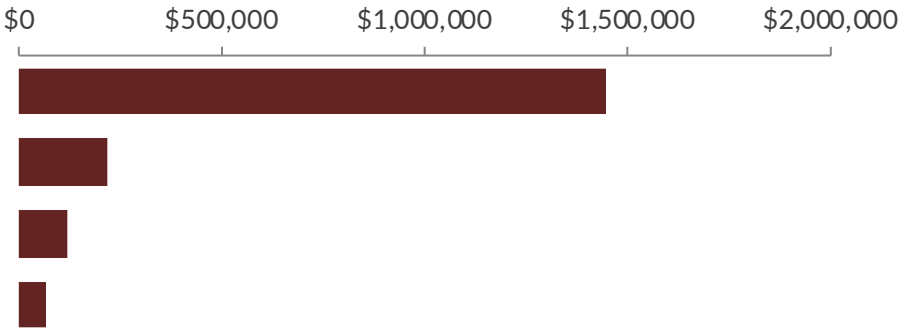
Sales per Company by Segment

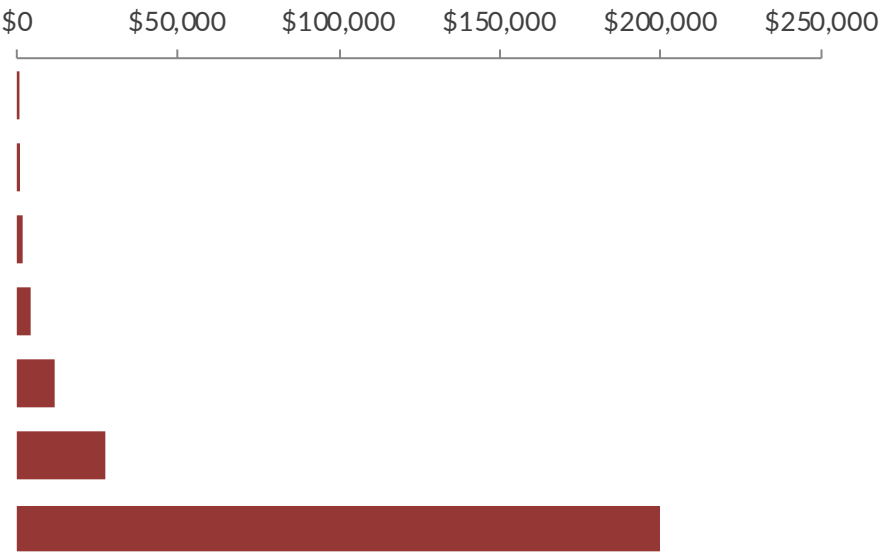
Below is the average sales per company for industry segmentations including concentration, business size by employees, and business structure.

All figures in $ thousands

Concentration Segments	
4 largest firms	$1,446,767
Next 4 largest	$219,045
Next 12 largest	$119,773
Next 30 largest	$66,333



Business Size (# employees)	
1-4	$309
5-9	$1,054
10-19	$2,021
20-49	$4,595
50-99	$12,035
100-249	$27,773
250+	$199,497



Business Structure Segments	
C-corporations	$9,005
S-corporations	$2,263
Sole Proprietorships	$437
Partnerships	$2,493

Industry Average	$3,045

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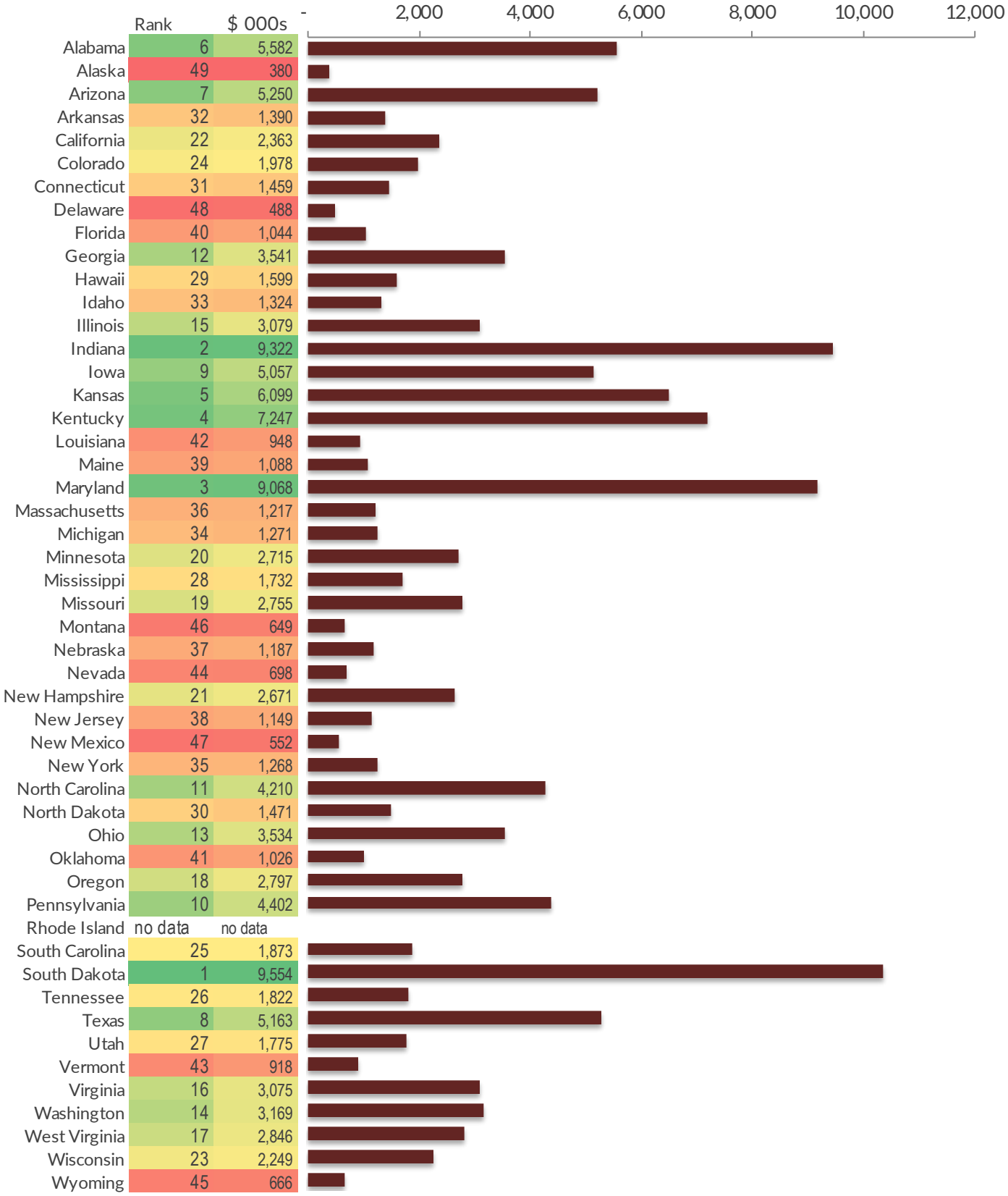
Sales per Facility by State

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



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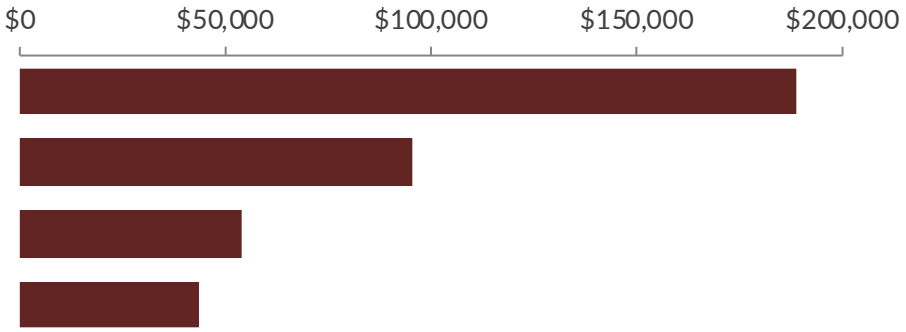
Sales per Facility by Segment

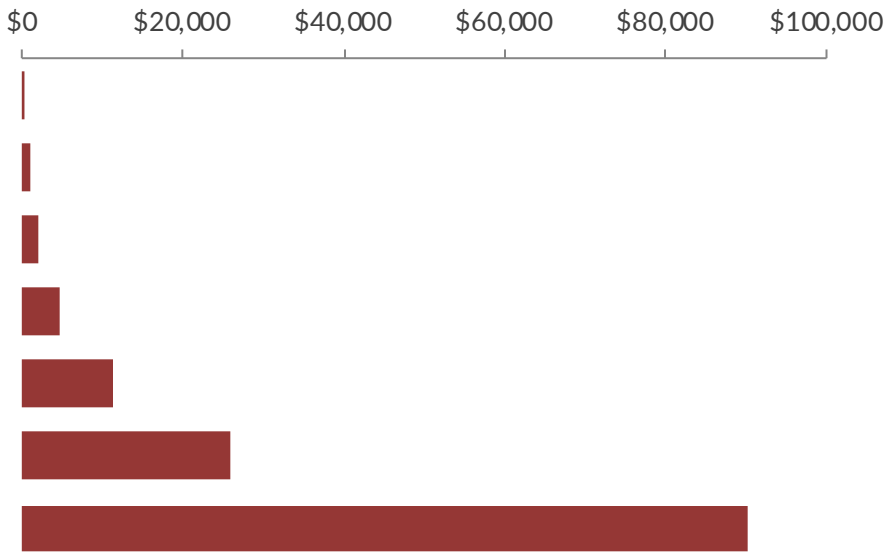
Below is the average sales per facility for industry segmentations including concentration, business size by employees, and business structure.

All figures in $ thousands

Concentration Segments	
4 largest firms	$188,890
Next 4 largest	$95,329
Next 12 largest	$54,130
Next 30 largest	$43,302



Business Size (# employees)	
1-4	$309
5-9	$1,055
10-19	$2,020
20-49	$4,565
50-99	$11,382
100-249	$25,985
250+	$90,190



Business Structure Segments	
C-corporations	$8,596
S-corporations	$2,253
Sole Proprietorships	$438
Partnerships	$2,474

Industry Average	$3,014

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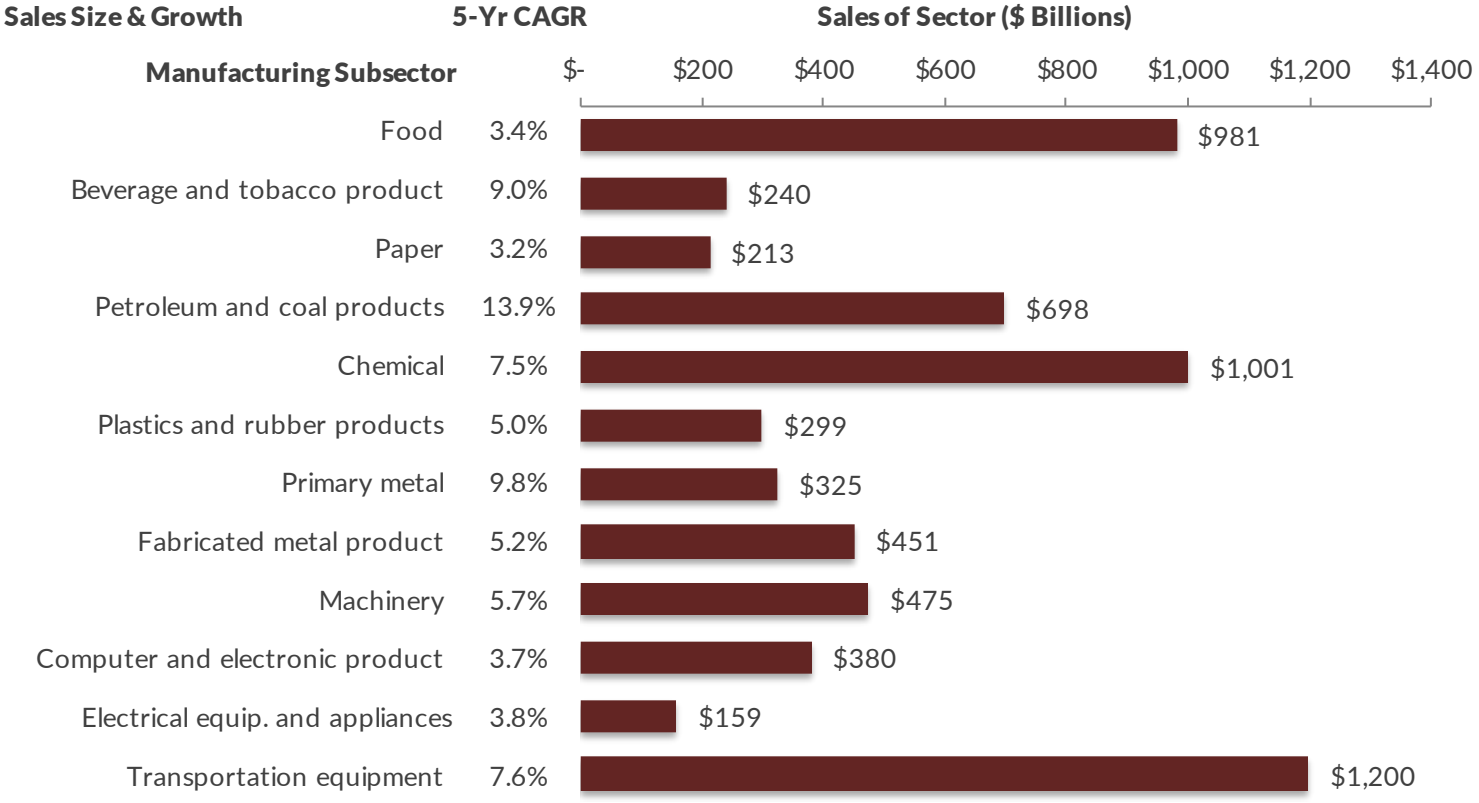
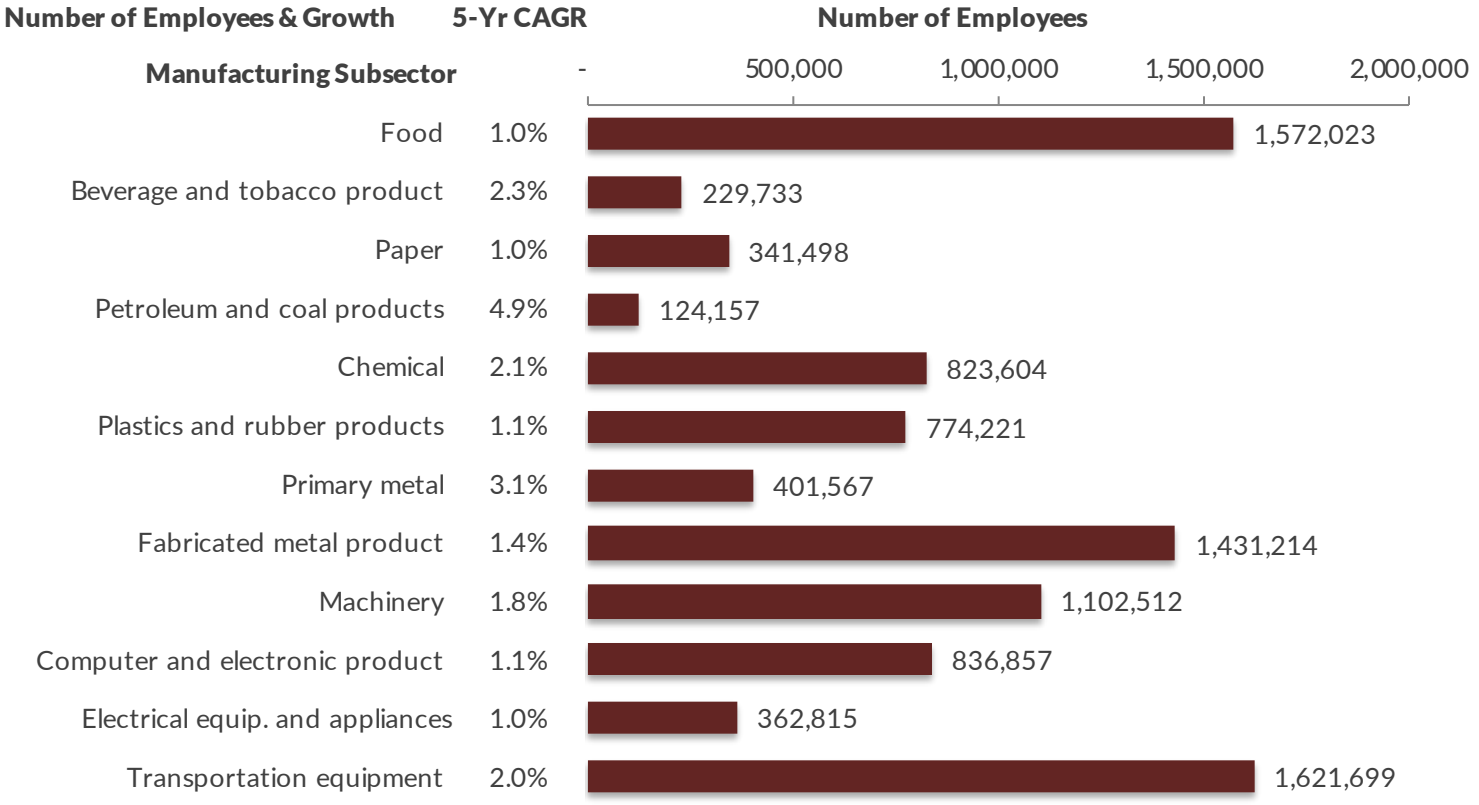
Manufacturing Sector Growth

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.





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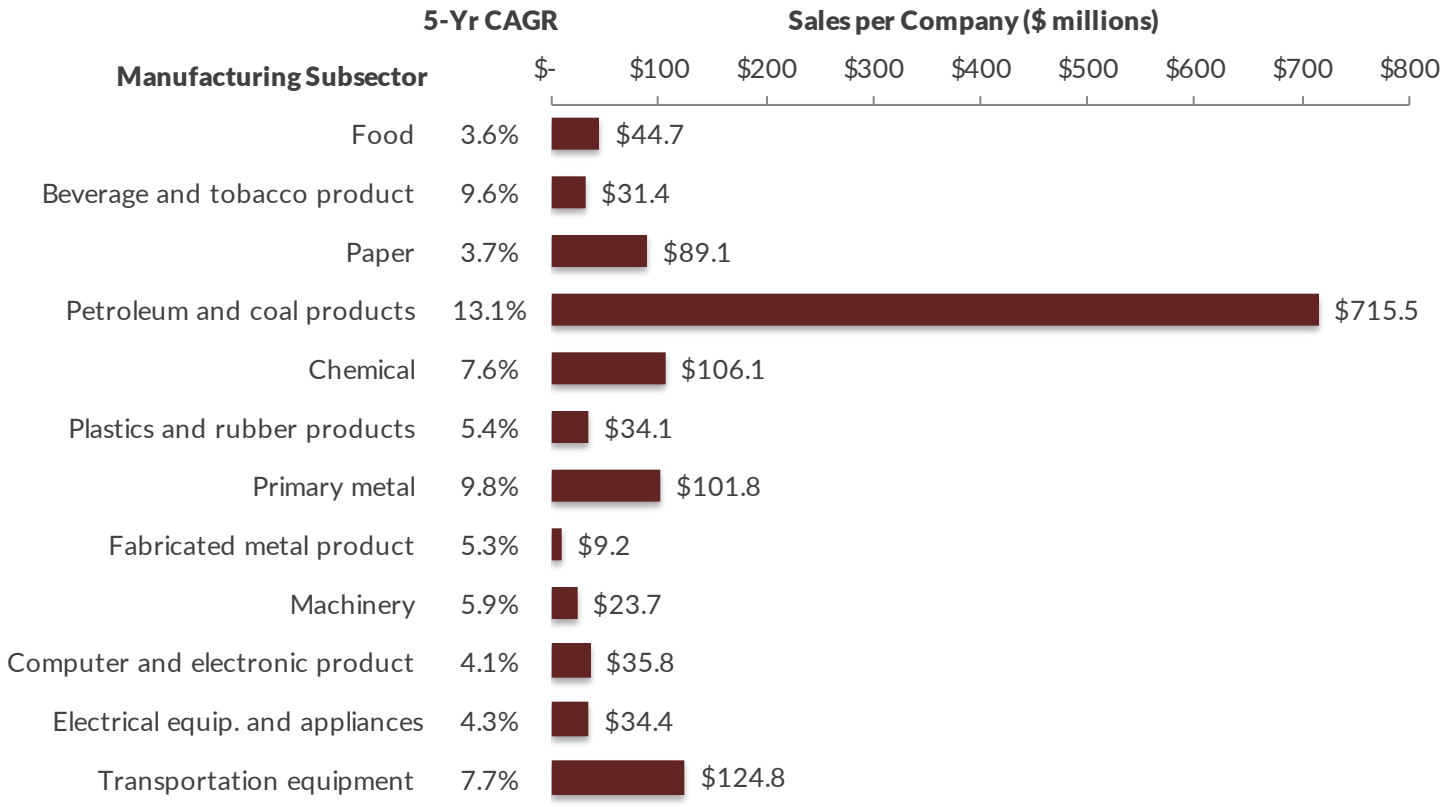
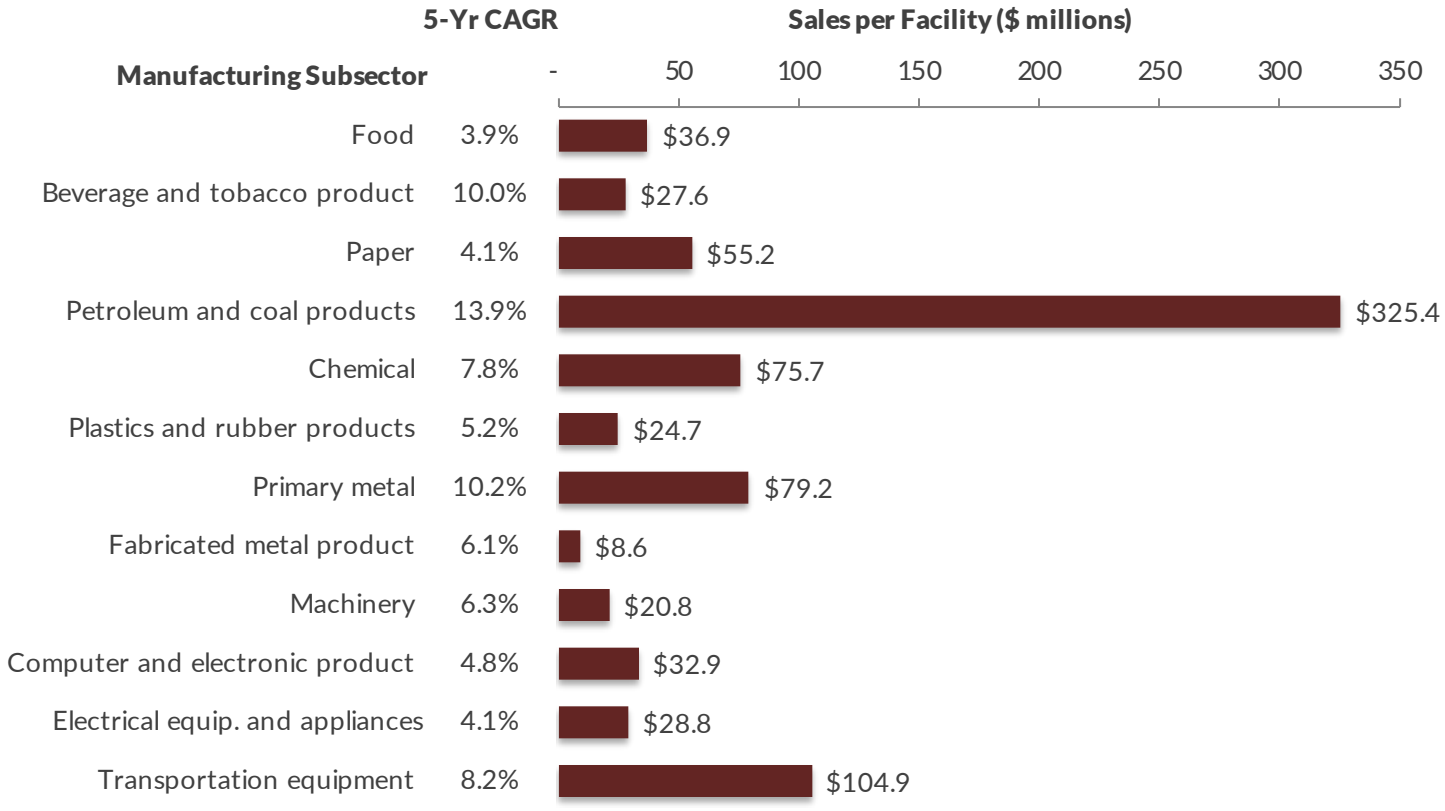
Manufacturing Sectors Sales Statistics

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





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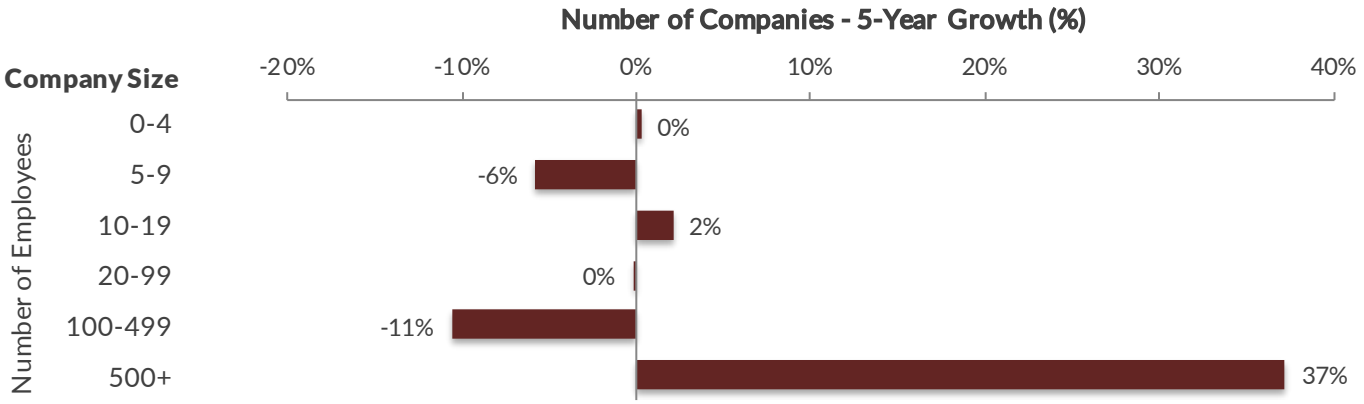
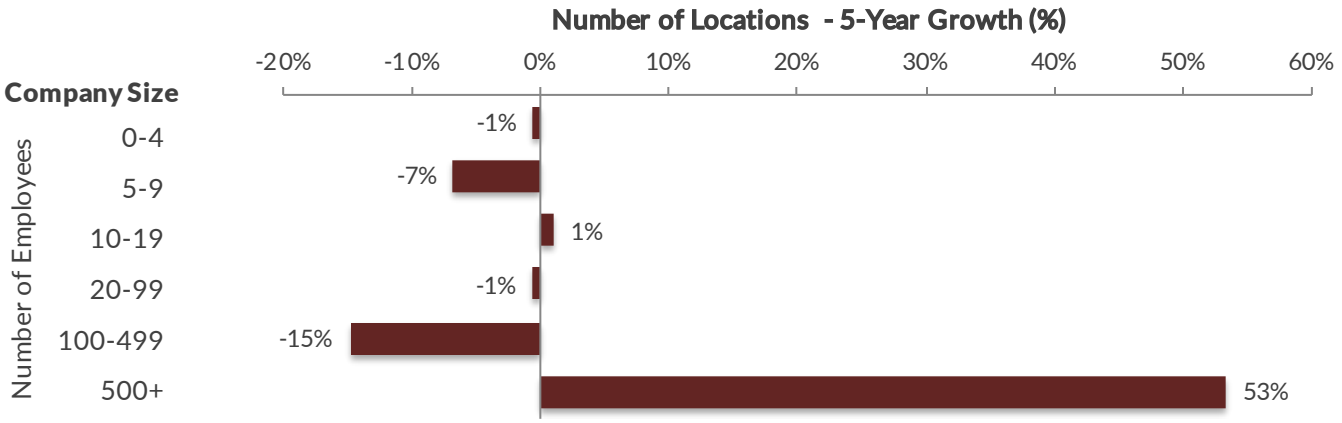
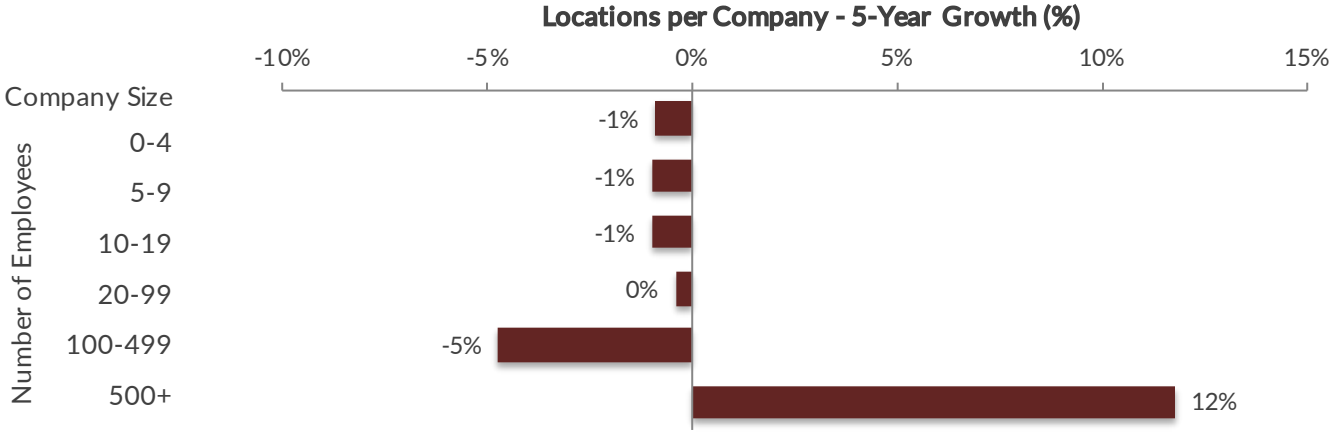
Consolidation Analysis

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.

Kitchen Cabinet & Countertop Manufacturin







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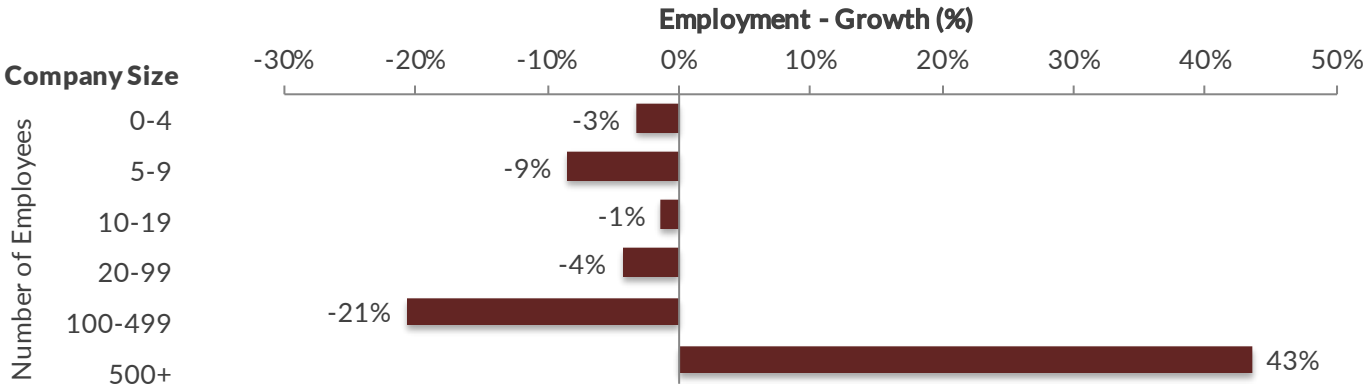
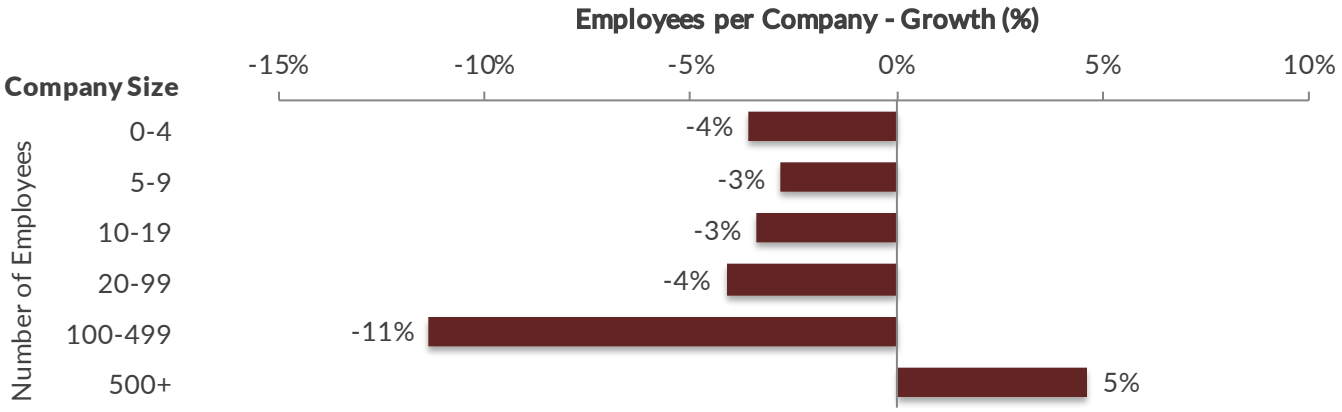
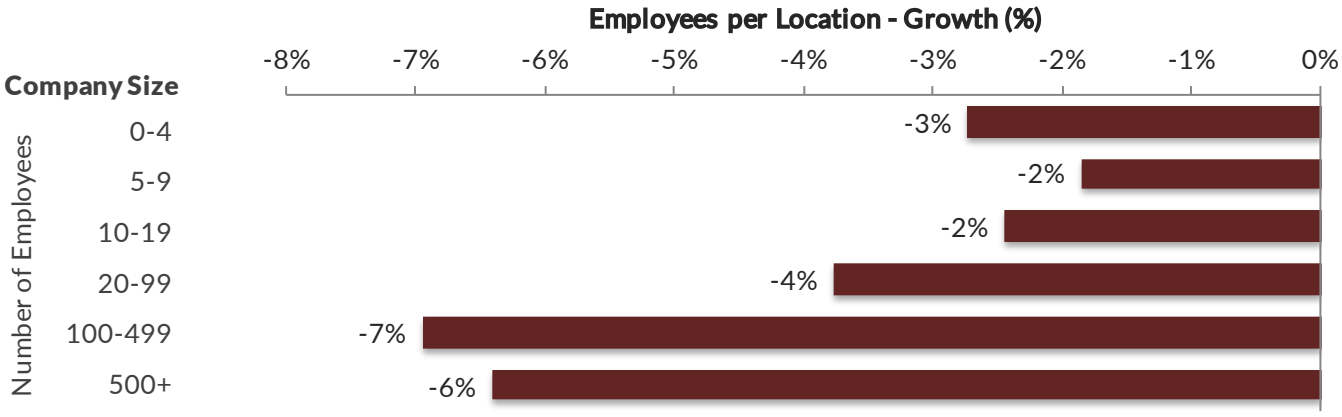
Employment by Business Size

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.

Kitchen Cabinet & Countertop Manufacturing







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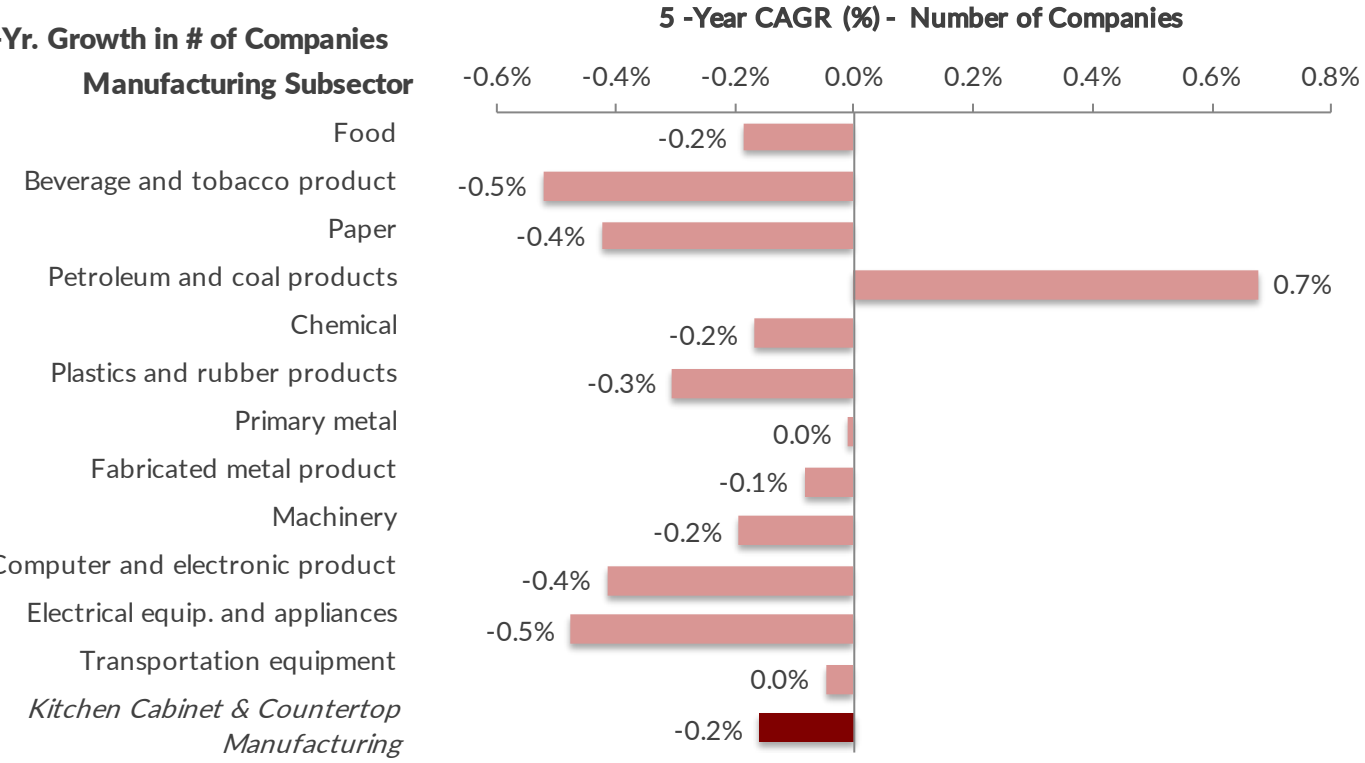
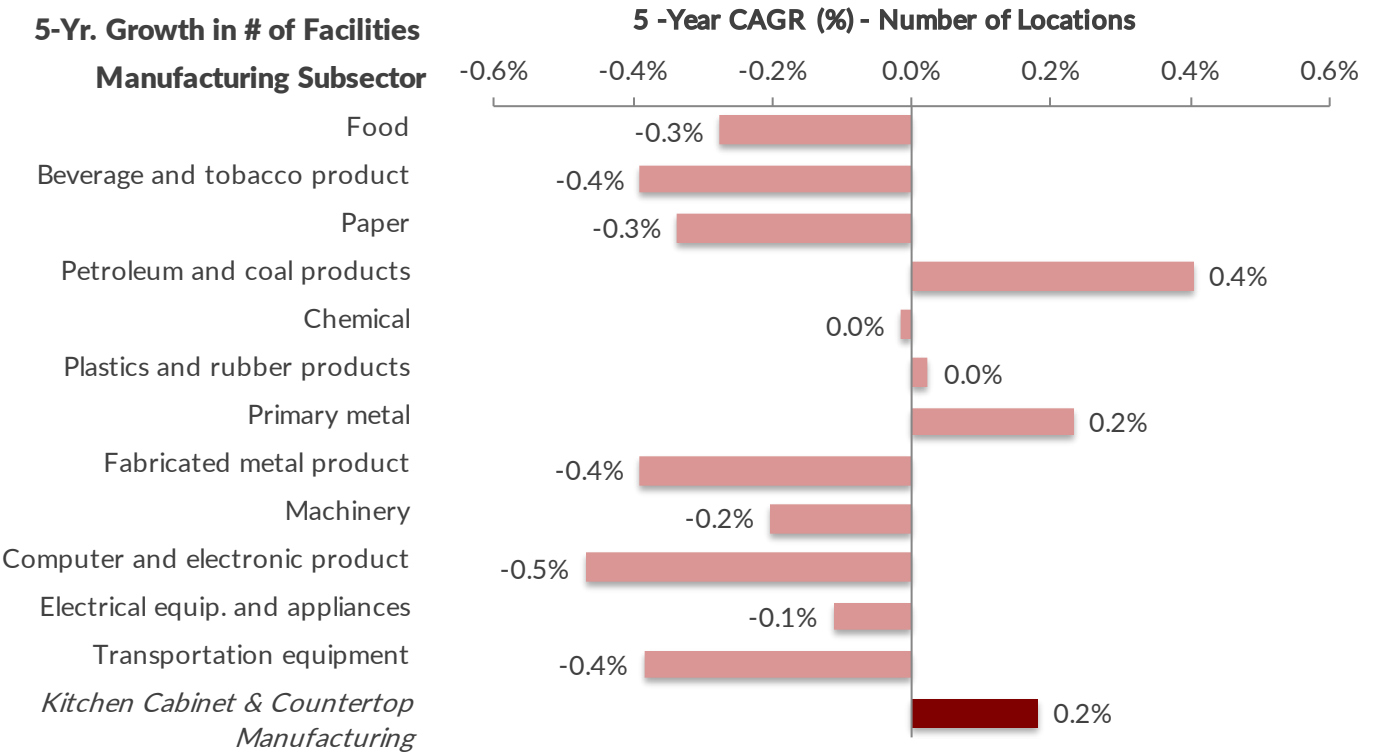
Subsector Consolidation Analysis (1/2)

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-Yr. Growth in # of Facilities



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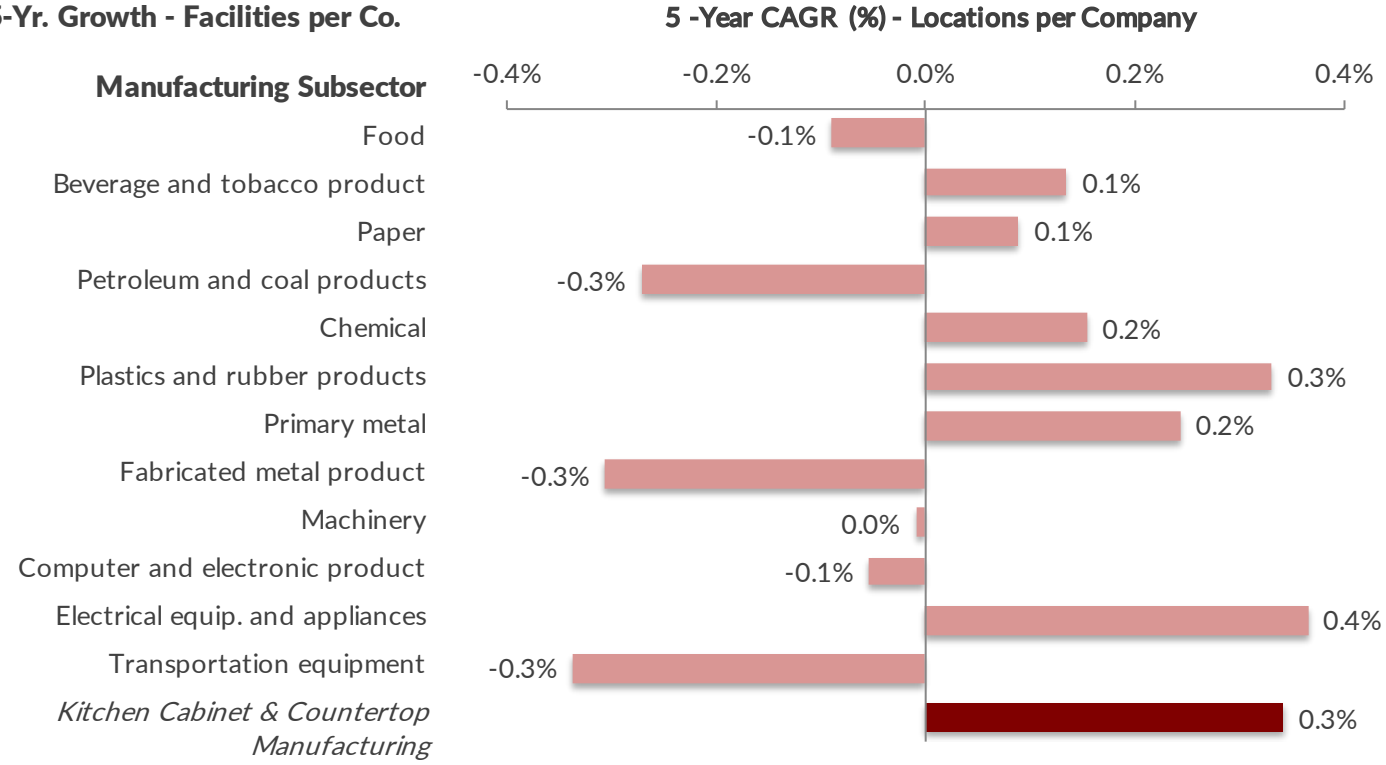
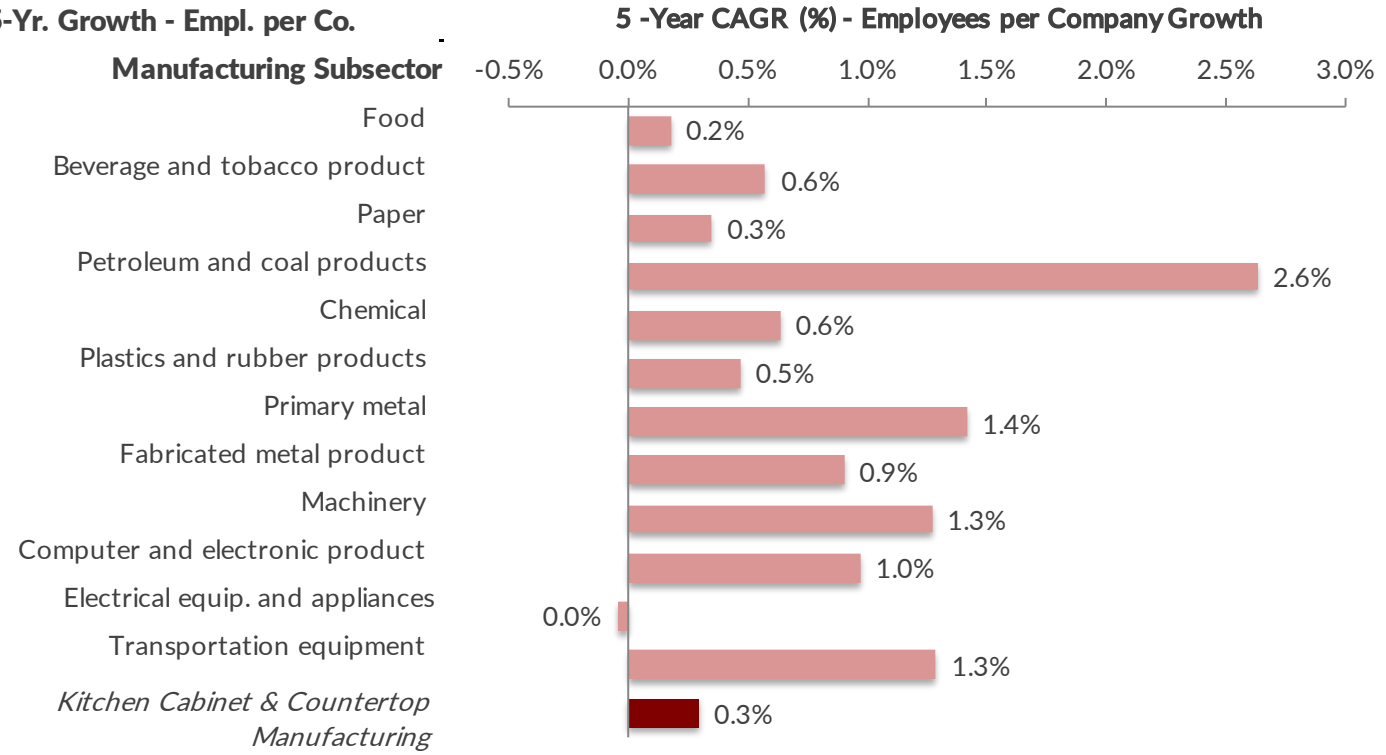
Subsector Consolidation Analysis (2/2)

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-Yr. Growth - Empl. per Co.



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Section Two

Costs, Capital & Profit Benchmarks

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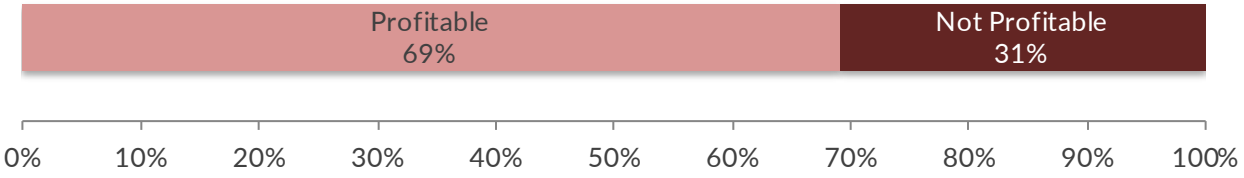
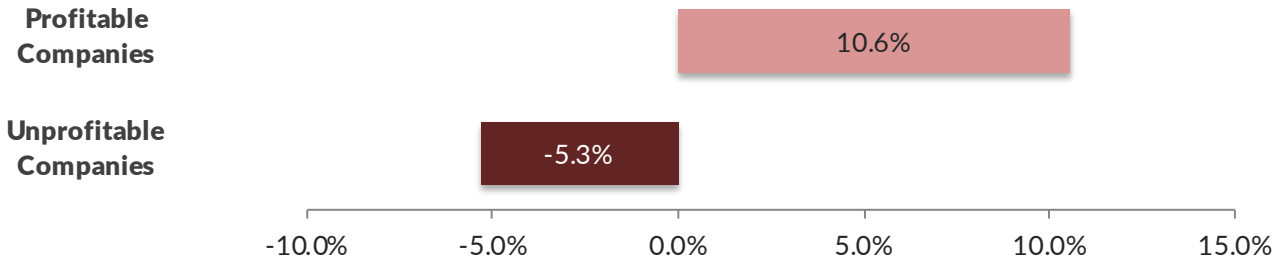
Profitability & Financial Ratio Analysis

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.

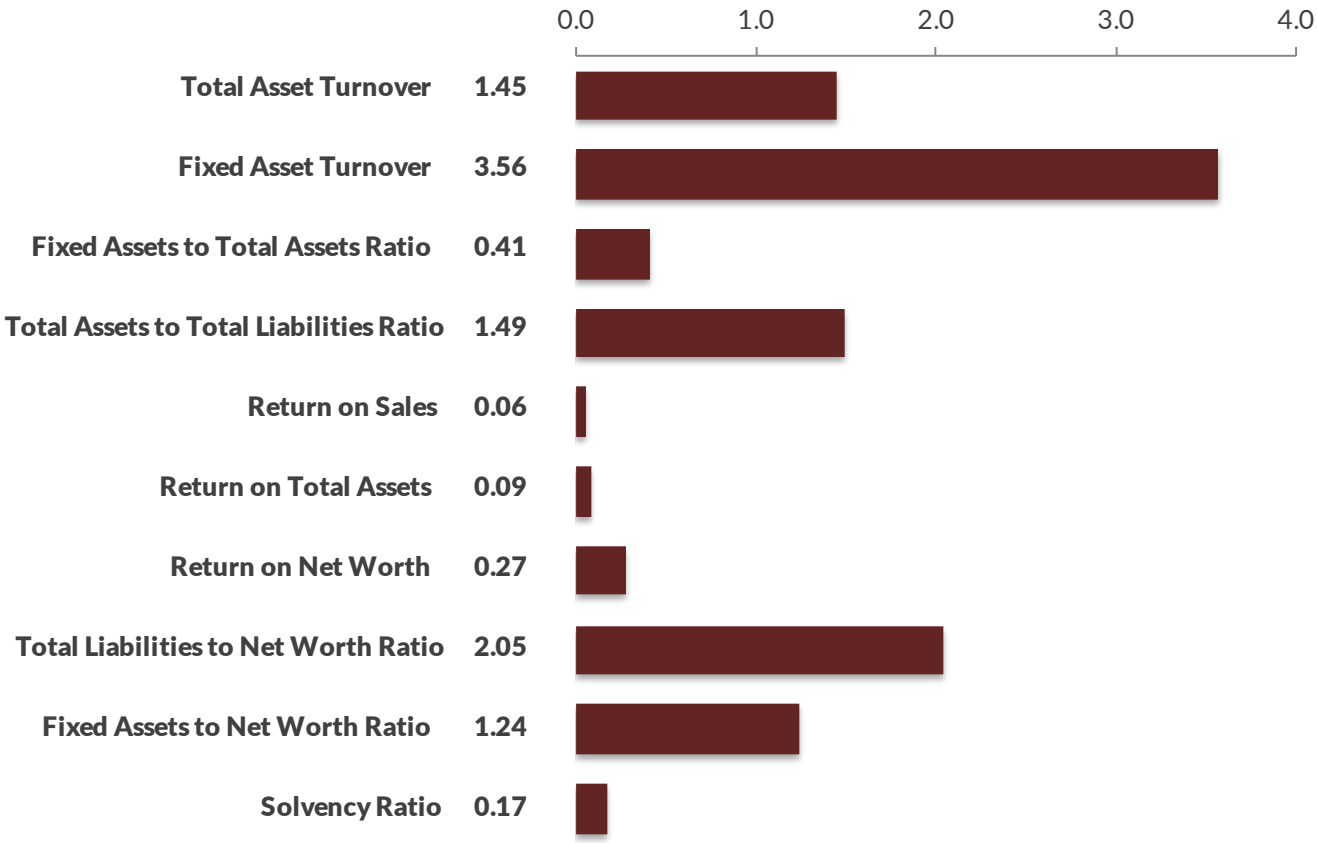
Percent of Companies that are Profitable



Average Net Income as a Percent of Revenues



Financial Ratios



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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.

TOTAL ASSETS	**71.7**
Cash	6.1
Notes & Accounts Receivable	10.7
Less: Allowance for Bad Debts	0.3
Inventories	10.5
Treasuries & Securities	0.0
Other Current Assets	3.4
TOTAL CURRENT ASSETS	**30.4**
Loans to Shareholders / Mortgage	0.1
Other Investments	7.1
Depreciable Assets	31.9
Less: Accumulated Depreciation	21.5
Land	1.0
Intangible Assets (Amortizable)	21.0
Less: Accumulated Amortization	3.7
Other Assets	5.4
FIXED & NON-CURRENT ASSETS	**41.31**
TOTAL LIABILITIES	**71.9**
Accounts Payable	9.4
Mortgages, Notes, Bonds < 1 Yr.	2.9
Other Current Liabilities	7.1
TOTAL SHORT-TERM LIABILITIES	**19.5**
Loans from Shareholders	1.0
Mortgages, Notes, Bonds > 1 Yr.	20.9
Other Liabilities	5.6
TOTAL LONG-TERM LIABILITIES	**27.5**
Capital Stock	2.1
Additional Paid-in Capital	11.1
Retained Earnings	20.3
Less: Cost of Treasury Stock	8.6
TOTAL NET WORTH	**24.9**

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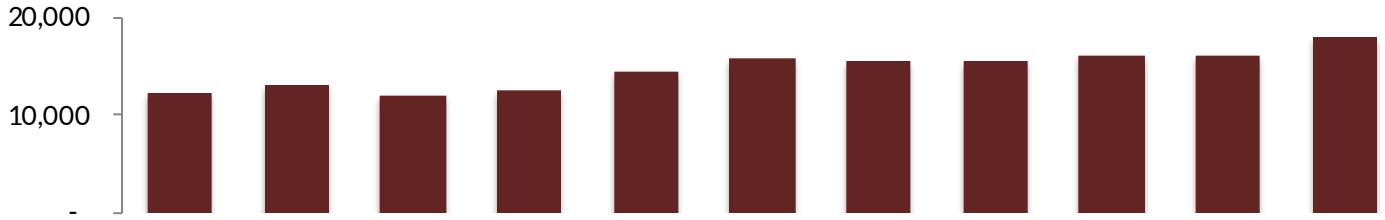
Operating Expenses

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

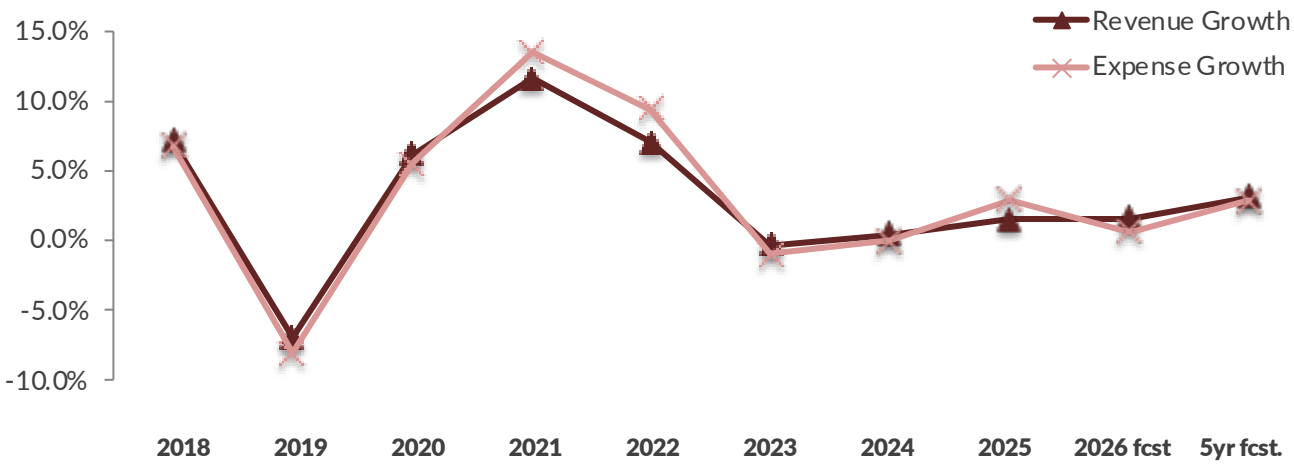
Industry Operating Expenses



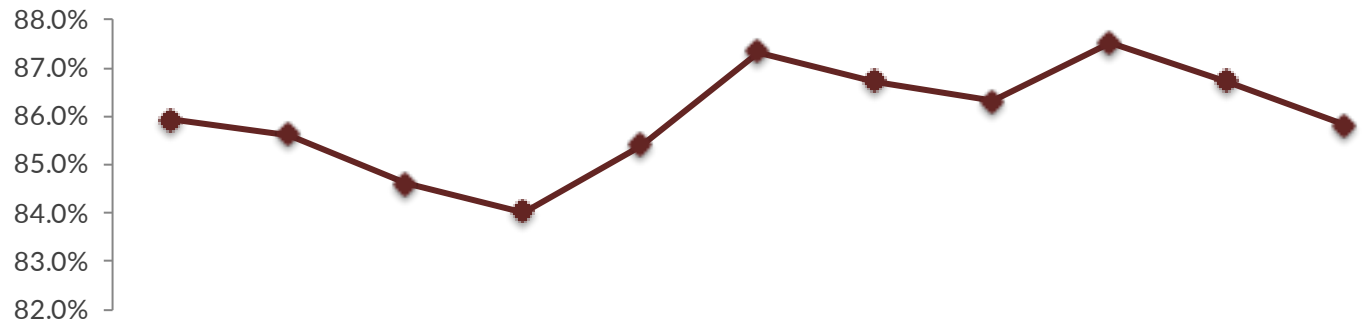
	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
($ Millions)	12,288	13,119	12,062	12,722	14,442	15,809	15,649	15,647	16,106	16,206	18,139
Annual Growth		6.8%	-8.1%	5.5%	13.5%	9.5%	-1.0%	0.0%	2.9%	0.6%	2.9%

Compound Annual Growth Rate **0.6%** 3-Year **4.8%** 5-Year

Industry Revenue vs. Operating Expense Growth



Operating Expense as a Percent of Revenues



	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	5-yr fcst
OPEX / Revenue	85.9%	85.6%	84.6%	84.0%	85.4%	87.3%	86.7%	86.3%	87.5%	86.7%	85.8%

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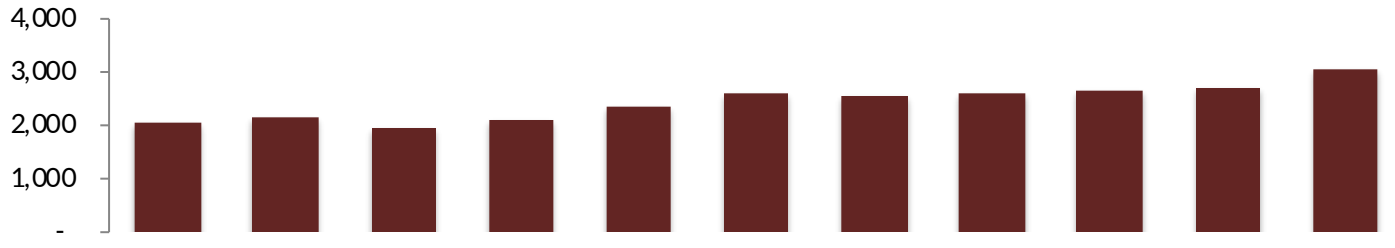
Operating Expenses per Company & Facility

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.

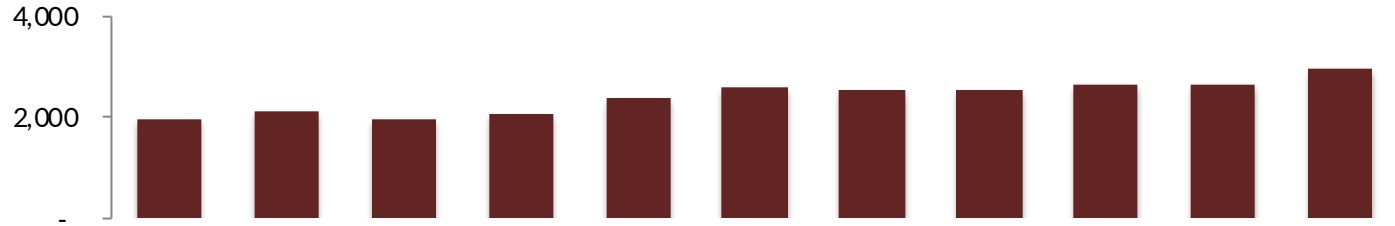
Industry Operating Expenses per Company



	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
($ Thousands)	2,051	2,147	1,976	2,088	2,364	2,594	2,576	2,586	2,665	2,690	3,039
Annual Growth		4.7%	-8.0%	5.7%	13.2%	9.7%	-0.7%	0.4%	3.1%	0.9%	3.1%

Compound Annual Growth Rate **0.9%** 3-Year **5.0%** 5-Year

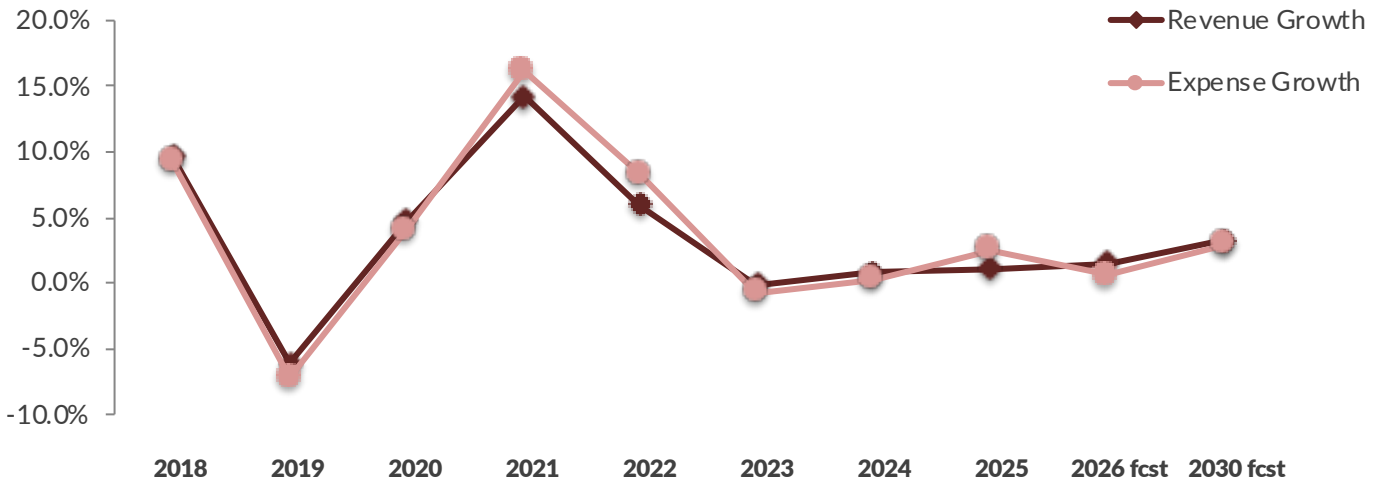
Industry Operating Expenses per Facility



	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
($ Thousands)	1,948	2,128	1,975	2,054	2,386	2,585	2,565	2,573	2,637	2,654	2,978
Annual Growth		9.2%	-7.2%	4.0%	16.2%	8.3%	-0.8%	0.3%	2.5%	0.6%	2.9%

Compound Annual Growth Rate **0.7%** 3-Year **5.1%** 5-Year

Revenue Growth per Facility vs. Operating Expense Growth per Facility



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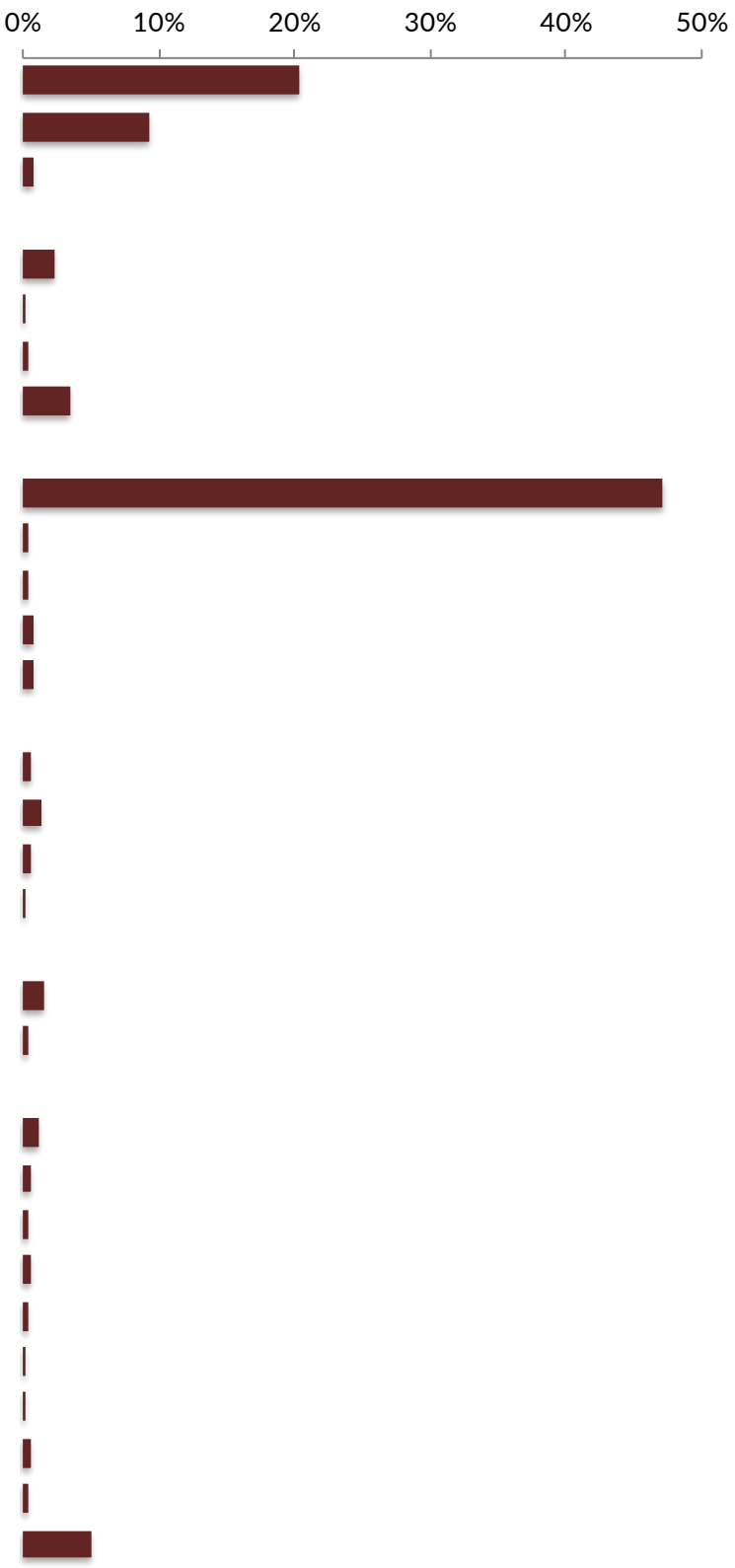
Operating Expense Detail

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

Payroll Expense	**30.5%**
Production employees	**20.35%**
Other employees	**9.27%**
Temporary staff	**0.87%**
Total Benefits	**6.4%**
Health Insurance	**2.29%**
Defined benefit pension plans	**0.08%**
Defined contribution plans	**0.42%**
Other fringe benefits	**3.58%**
Cost of Materials	**49.7%**
Materials, parts, containers, packaging, etc.	**47.18%**
Cost of resale	**0.48%**
Fuel	**0.37%**
Electricty	**0.85%**
Contract work	**0.83%**
Capital Expenditures (CapEx)	**2.7%**
Buildings, factories, & other structures	**0.55%**
Machinery & equipmnent	**1.44%**
Transport equipment	**0.58%**
Computers & technology	**0.19%**
Leasing, Rental & Maintenance Costs	**1.9%**
Building leases & rentals	**1.61%**
Machinery & equipment leases & rentals	**0.32%**
Other Operating Expenses	**8.7%**
Maintenance & repair of buildings & equipment	**1.14%**
Professional and technical services	**0.51%**
Refuse removal	**0.33%**
Taxes and license fees	**0.59%**
Advertising	**0.41%**
Computer hardware & other equipment	**0.18%**
Software	**0.13%**
Data processing and IT services	**0.09%**
Communications	**0.22%**
All other operating expenses	**5.14%**



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Production Materials Costs & Estimated Tariff Impact

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

Industry Tariff Estimates	
Materials as a % of OPEX	47.2%
Industry Material Costs	$7.4 billion
% of Materials Imported	31.9%
Import Value	$2.4 billion
Blended Tariff Rate	8.6%
Total Industry Tariff Cost	$200 million
Tariff Cost as a % of Revenue	1.1%

Top Production Material Costs Analysis

	Material Cost %	Material Cost ($B)	Est. Imports	Blended Tariff %	Tariff Cost ($M)	% of Materials	Top Import Countries
Materials, ingredients, containers, and supplies	16.5%	$ 1.22	25%	8%	$ 24	2.0%	China Vietnam Mexico
Cost of all other materials and components, parts, containers, and supplies consumed	15.4%	$ 1.14	25%	8%	$ 22	2.0%	China Vietnam Mexico
Hardwood and softwood veneer and plywood	11.9%	$ 0.88	35%	8%	$ 25	2.8%	Canada Brazil Russia
Reconstituted wood products, including particleboard, waferboard, hardboard, MDF, and	9.4%	$ 0.70	30%	12%	$ 25	3.6%	Canada China Brazil
Rough and dressed hardwood lumber	7.1%	$ 0.52	30%	7%	$ 11	2.2%	Canada Brazil Russia
Wood cut stock and dimension	7.0%	$ 0.52	25%	7%	$ 9	1.7%	Canada Russia Brazil
Plastics products (including packaging, foam products, film, sheet, rod, tube, fabricated	6.9%	$ 0.51	30%	8%	$ 12	2.4%	China Mexico Germany
Furniture frames and parts (excluding metal)	6.9%	$ 0.51	60%	10%	$ 30	5.9%	China Vietnam Mexico
Paints, varnishes, stains, lacquers, shellacs, japans, enamels, and allied products	6.5%	$ 0.48	30%	11%	$ 15	3.2%	China Germany India
Hardware (builder's, vehicle, furniture, luggage, etc.), excluding aircraft metal hardware	6.2%	$ 0.45	50%	10%	$ 22	4.8%	China Mexico Taiwan
Paper and paperboard products	6.1%	$ 0.45	30%	6%	$ 8	1.7%	Canada Brazil China

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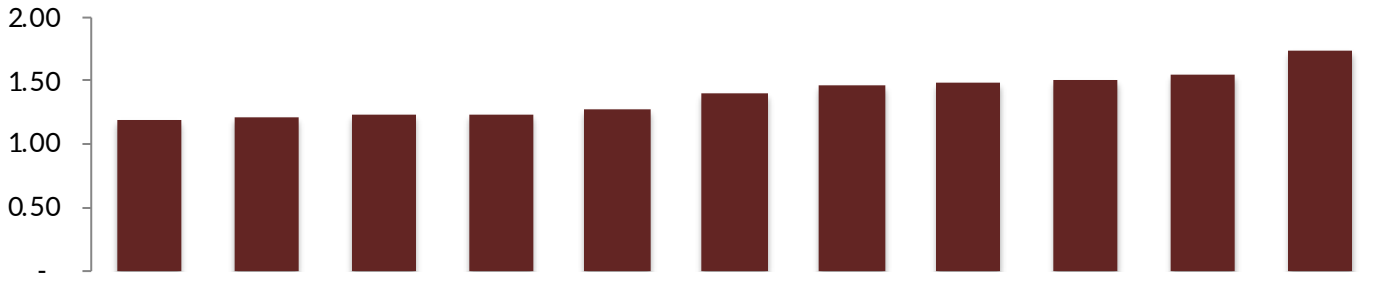
Producer Price Index (PPI)

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.

Kitchen Cabinet & Countertop Manufacturing Producer Pricing Index

(Indexed at 100 in 2006)



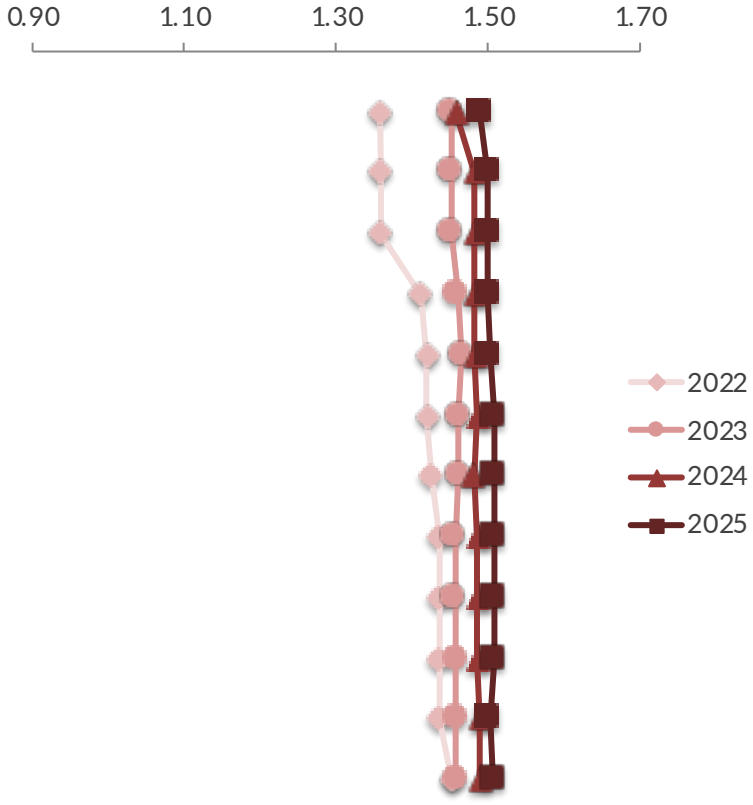
	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
PPI	1.19	1.20	1.23	1.24	1.28	1.41	1.46	1.48	1.50	1.56	1.75
Annual Growth		1.2%	2.2%	0.9%	3.4%	10.0%	3.2%	1.6%	1.5%	3.7%	2.9%

Compound Annual Growth Rate **2.1%** **3-Year** **3.9%** **5-Year**

Kitchen Cabinet & Countertop Manufacturing Industry PPI

(Indexed at 100 in 2006)

	2022	2023	2024	2025
Jan.	1.36	1.45	1.46	1.49
Feb.	1.36	1.45	1.48	1.50
Mar.	1.36	1.45	1.48	1.50
Apr.	1.41	1.46	1.48	1.50
May	1.42	1.46	1.48	1.50
Jun.	1.42	1.46	1.49	1.51
Jul.	1.42	1.46	1.48	1.51
Aug.	1.44	1.46	1.49	1.51
Sep.	1.44	1.46	1.49	1.51
Oct.	1.44	1.46	1.49	1.51
Nov.	1.44	1.46	1.49	1.50
Dec.	1.45	1.46	1.49	1.51



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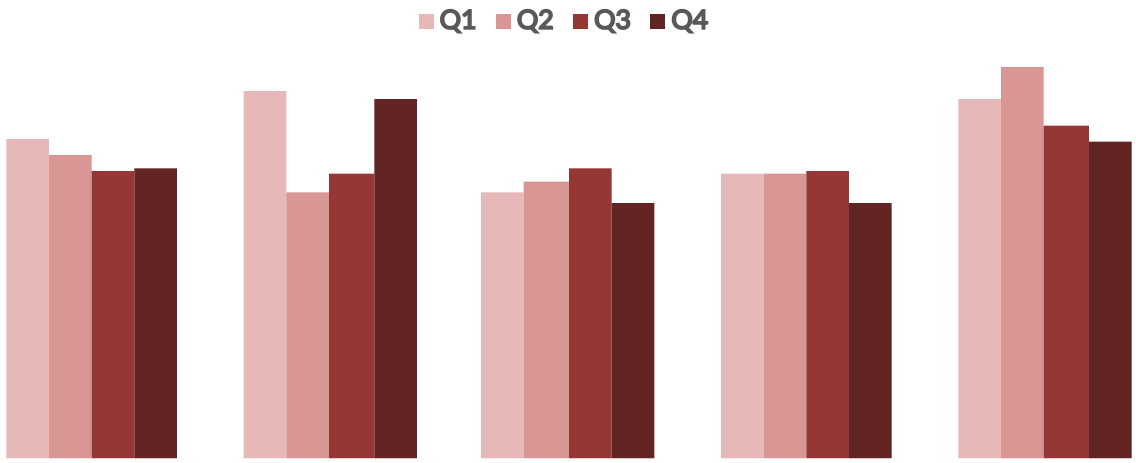
Plant Utilization & Hours

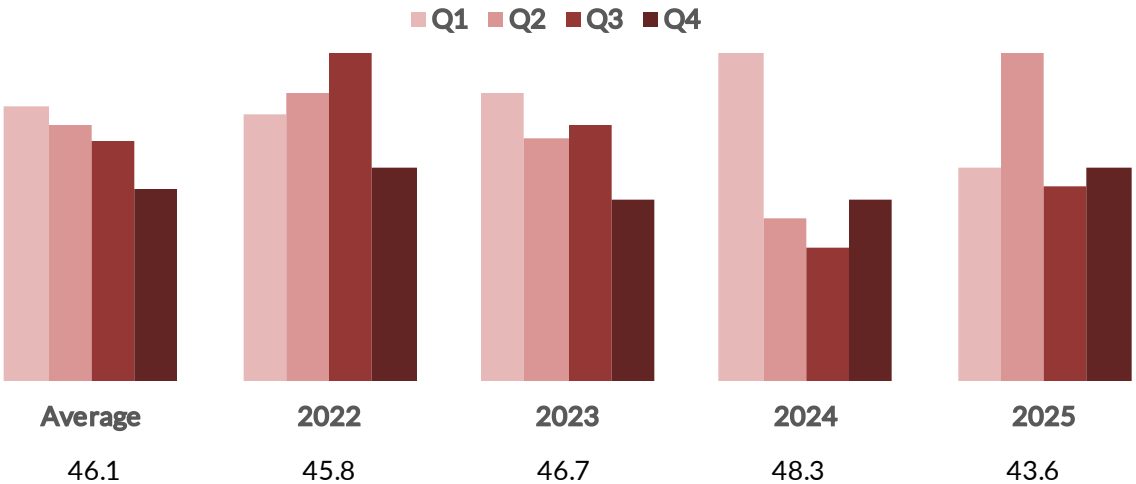
Below is the historic plant ulitization and hours by quarter from 2022-2025.

Plant Utilization (% of Capacity)



	Average	2022	2023	2024	2025
Q1	72.6	78.3	66.3	68.6	77.3
Q2	70.8	66.3	67.4	68.6	80.9
Q3	68.9	68.6	69.1	68.9	74.0
Q4	69.1	77.3	65.1	64.9	72.3

Plant Operational Hours per Week



	Average	2022	2023	2024	2025
Q1	46.1	45.8	46.7	48.3	43.6
Q2	45.4	46.7	44.8	41.6	48.3
Q3	44.7	48.3	45.4	40.4	42.9
Q4	42.8	43.6	42.3	42.4	43.6

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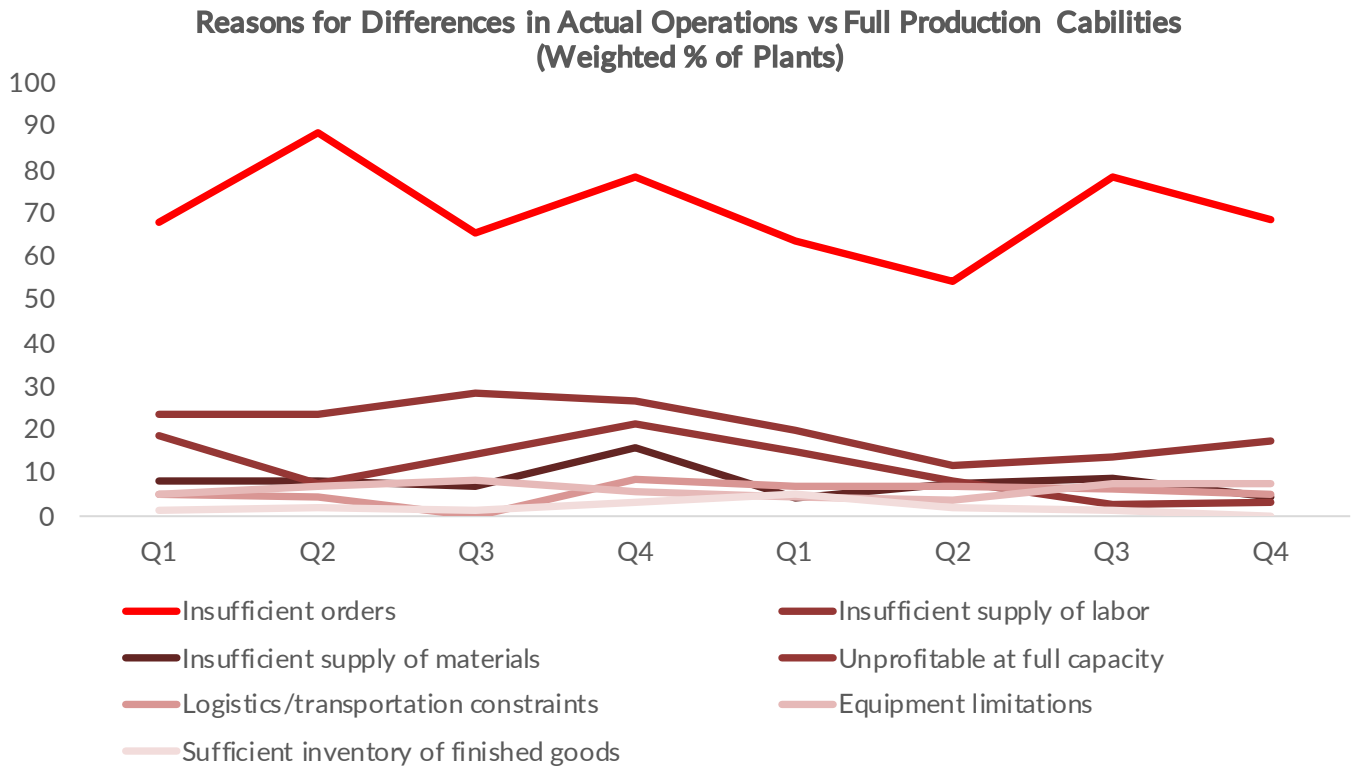
Plant Non-Full Production Utilization Survey

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 Kitchen Cabinet & Countertop Manufacturing is a subcategory of.

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

	2024				2025			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Insufficient orders	67.7	88.5	65.5	78.5	63.3	54.2	78.5	68.6
Insufficient supply of labor	23.8	23.3	28.4	26.3	20.0	11.7	13.6	17.6
Insufficient supply of materials	8.3	8.3	7.1	15.8	4.2	7.3	8.5	4.4
Unprofitable at full capacity	18.5	7.4	14.2	21.3	14.8	7.9	2.7	3.2
Logistics/transportation constraints	5.0	4.5	0.0	8.5	7.0	6.8	6.0	5.0
Equipment limitations	4.8	6.9	8.3	5.5	4.5	3.7	7.7	7.3
Sufficient inventory of finished goods	1.1	2.0	1.2	3.3	5.1	2.1	1.1	0.0



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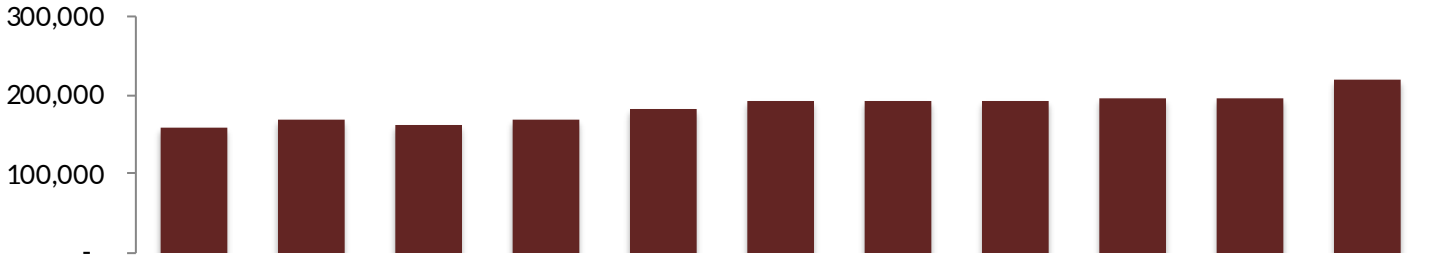
Employee Productivity & Industry Employment

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

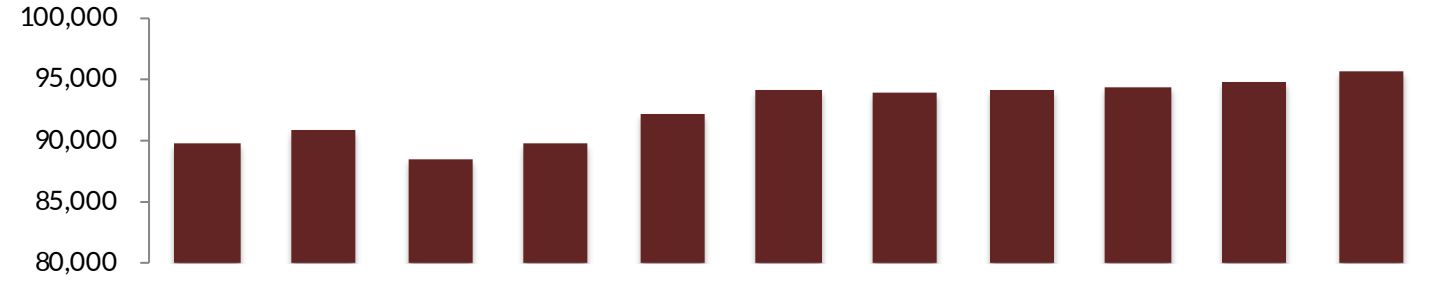
Productivity - Revenue (output) per Employee



	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
Rev. per Emp. ($)	159,275	168,835	160,994	168,499	183,224	192,256	191,957	192,557	194,837	197,275	220,906
Annual Growth		6.0%	-4.6%	4.7%	8.7%	4.9%	-0.2%	0.3%	1.2%	1.3%	2.9%

Compound Annual Growth Rate **0.4%** 3-Year **2.9%** 5-Year

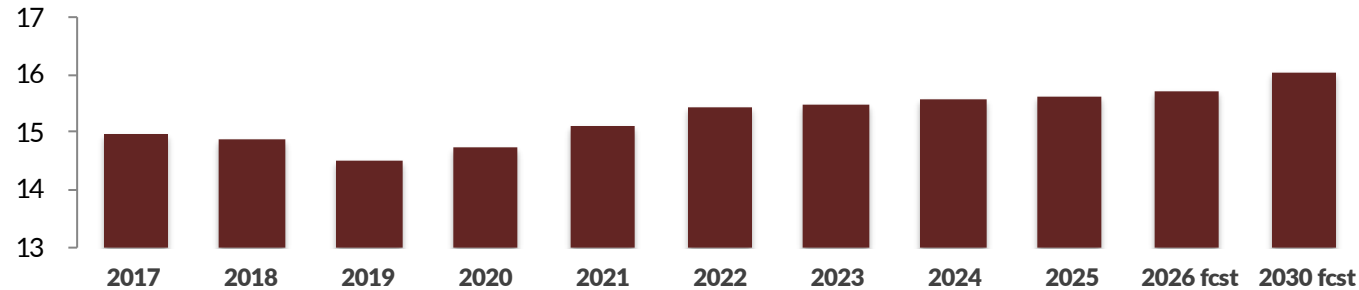
Total Industry Employees



	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
# of Employees	89,798	90,763	88,549	89,872	92,281	94,177	94,019	94,145	94,460	94,738	95,690
Annual Growth		1.1%	-2.4%	1.5%	2.7%	2.1%	-0.2%	0.1%	0.3%	0.3%	0.3%

Compound Annual Growth Rate **0.1%** 3-Year **1.0%** 5-Year

Employees per Company



	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
Emp. Per Co.	15	15	15	15	15	15	15	16	16	16	16
Annual Growth		-0.9%	-2.3%	1.7%	2.4%	2.3%	0.1%	0.5%	0.5%	0.6%	0.5%

Compound Annual Growth Rate **0.4%** 3-Year **1.2%** 5-Year

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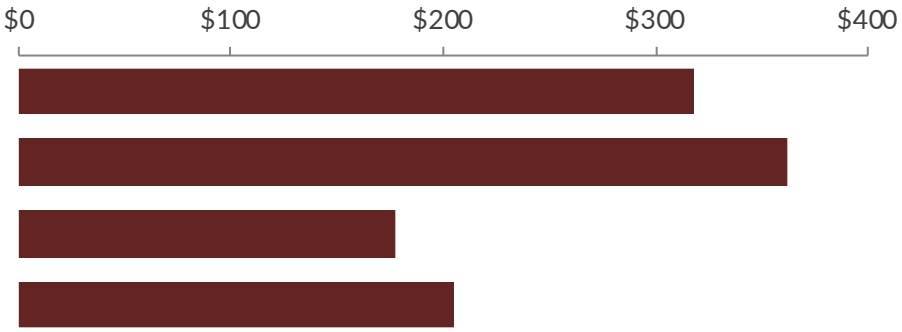
Employee Productivity by Segments

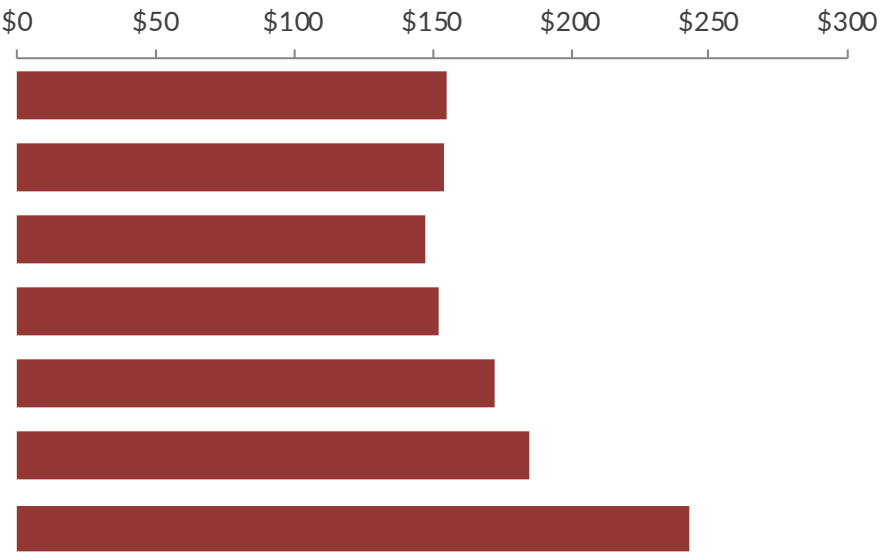
Below are employee productivity (i.e., revenue per employee) statistics for various industry segmentations including concentration, business size by employees, and business structure.

All figures in $ thousands

Concentration Segments	
4 largest firms	$318
Next 4 largest	$362
Next 12 largest	$177
Next 30 largest	$204



Business Size (# employees)	
1-4	$155
5-9	$154
10-19	$148
20-49	$152
50-99	$173
100-249	$186
250+	$243



Business Structure Segments	
C-corporations	$252
S-corporations	$164
Sole Proprietorships	$138
Partnerships	$161

Industry Average	$195

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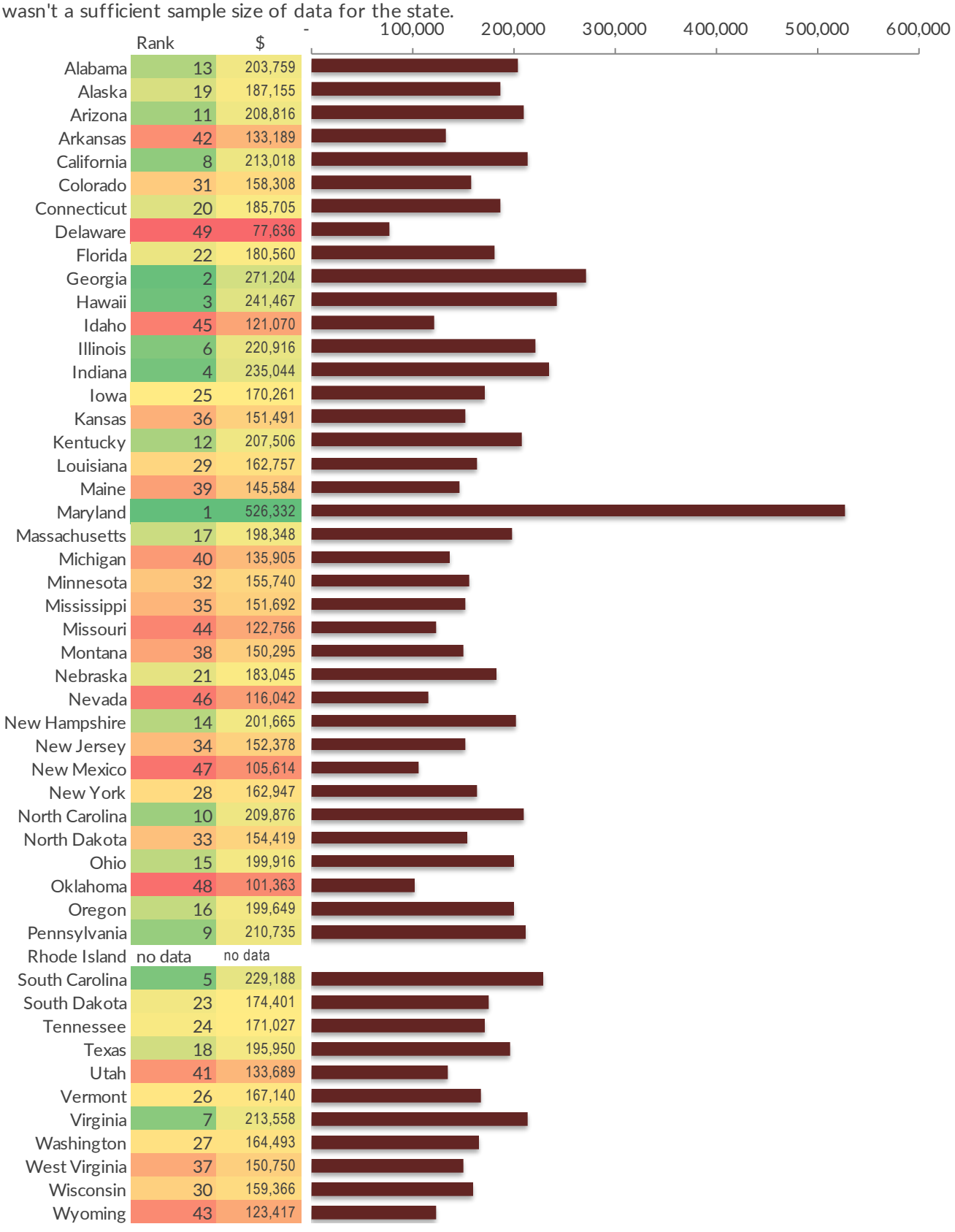
Productivity by State - Revenue (output) per Employee

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.



	Rank	$
Alabama	13	203,759
Alaska	19	187,155
Arizona	11	208,816
Arkansas	42	133,189
California	8	213,018
Colorado	31	158,308
Connecticut	20	185,705
Delaware	49	77,636
Florida	22	180,560
Georgia	2	271,204
Hawaii	3	241,467
Idaho	45	121,070
Illinois	6	220,916
Indiana	4	235,044
Iowa	25	170,261
Kansas	36	151,491
Kentucky	12	207,506
Louisiana	29	162,757
Maine	39	145,584
Maryland	1	526,332
Massachusetts	17	198,348
Michigan	40	135,905
Minnesota	32	155,740
Mississippi	35	151,692
Missouri	44	122,756
Montana	38	150,295
Nebraska	21	183,045
Nevada	46	116,042
New Hampshire	14	201,665
New Jersey	34	152,378
New Mexico	47	105,614
New York	28	162,947
North Carolina	10	209,876
North Dakota	33	154,419
Ohio	15	199,916
Oklahoma	48	101,363
Oregon	16	199,649
Pennsylvania	9	210,735
Rhode Island	no data	no data
South Carolina	5	229,188
South Dakota	23	174,401
Tennessee	24	171,027
Texas	18	195,950
Utah	41	133,689
Vermont	26	167,140
Virginia	7	213,558
Washington	27	164,493
West Virginia	37	150,750
Wisconsin	30	159,366
Wyoming	43	123,417

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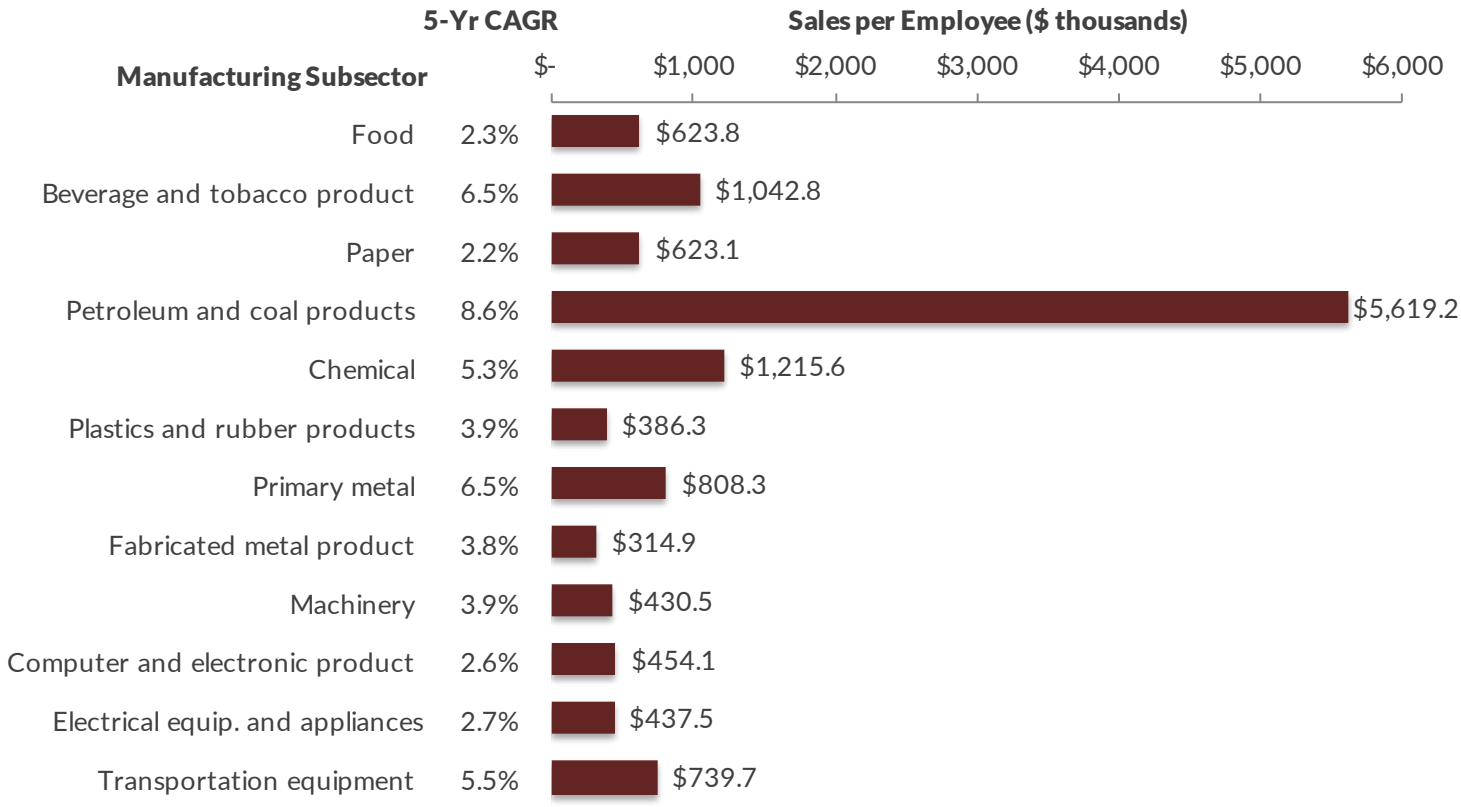
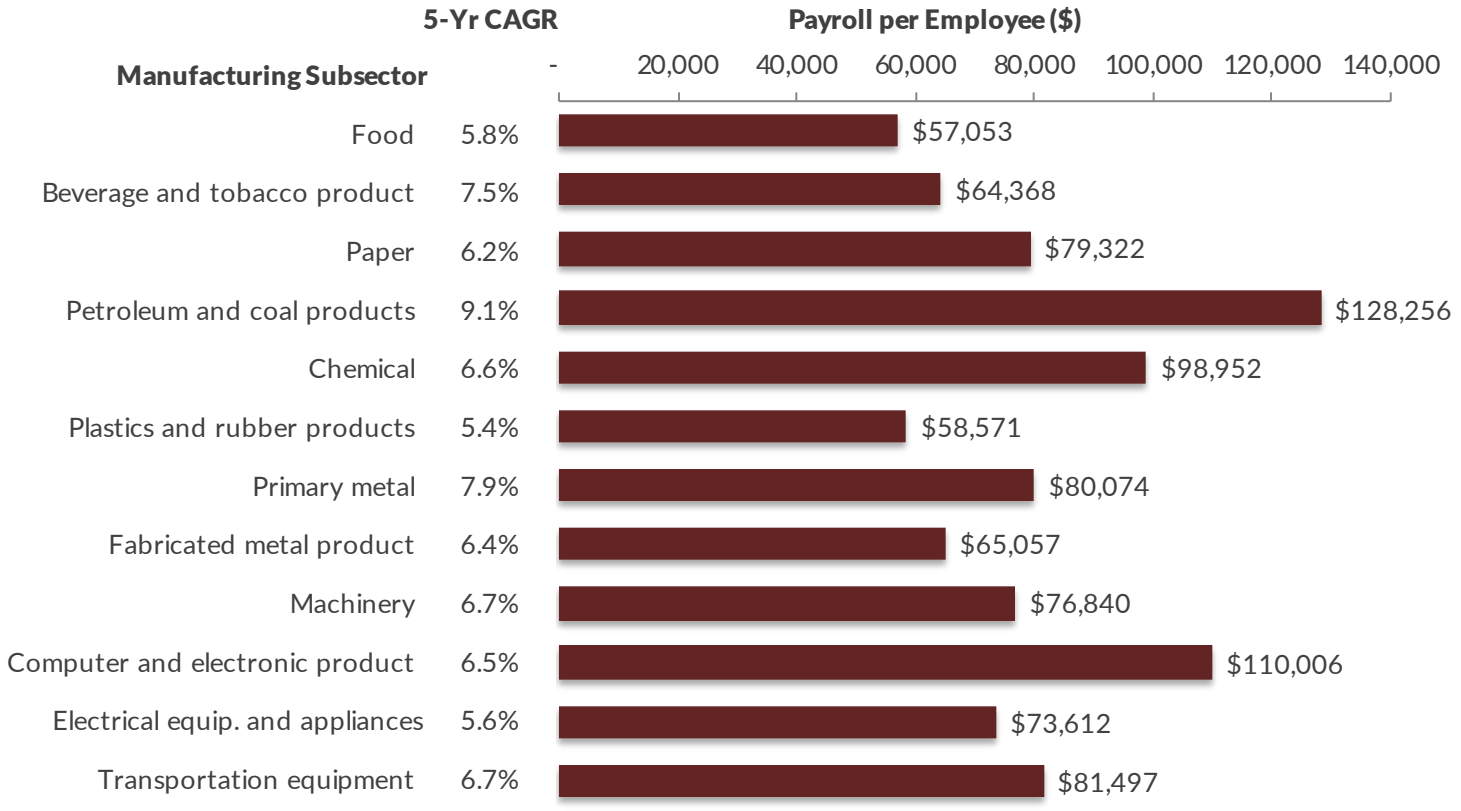
Manufacturing Sectors Sales & Payroll per Employee

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





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Industry Payroll

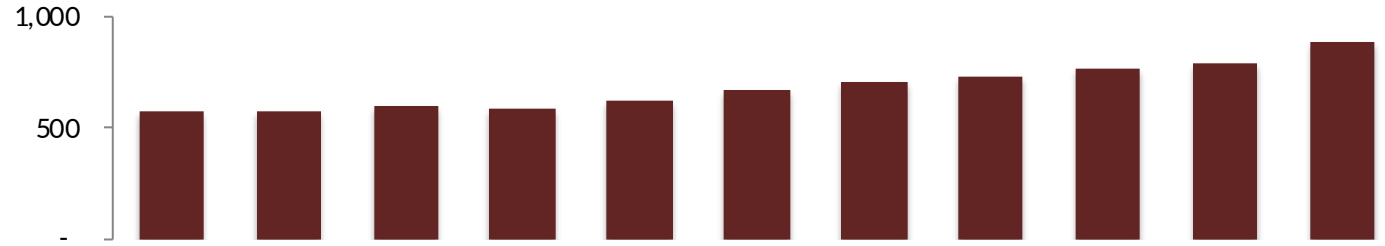
One of the consistently difficult strategic questions for every company is "are we paying our people the right amount?" In the next sections, we'll tackle this question from many different angles. The first benchmarks below cover payroll per employee, company and facility. In particular, payroll per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

	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
($)	38,648	38,839	41,156	40,007	41,565	43,643	45,654	47,340	48,756	50,166	55,145
Annual Growth		0.5%	6.0%	-2.8%	3.9%	5.0%	4.6%	3.7%	3.0%	2.9%	2.4%

Compound Annual Growth Rate **3.8%** 3-Year **4.0%** 5-Year

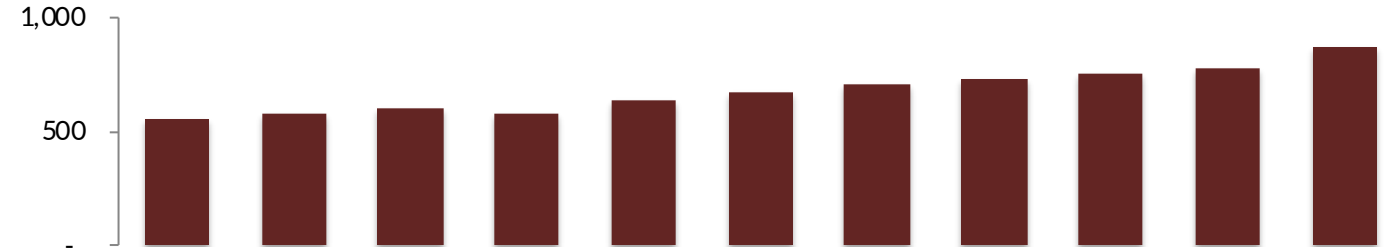
Payroll per Company



	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
($ Thousands)	579	577	597	590	628	675	707	737	762	789	884
Annual Growth		-0.4%	3.5%	-1.2%	6.4%	7.4%	4.8%	4.2%	3.5%	3.5%	2.9%

Compound Annual Growth Rate **4.1%** 3-Year **5.2%** 5-Year

Payroll per Facility



	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 fcst	2030 fcst
($ Thousands)	550	572	597	581	634	672	704	733	754	778	866
Annual Growth		3.9%	4.3%	-2.7%	9.2%	6.0%	4.7%	4.2%	2.9%	3.2%	2.7%

Compound Annual Growth Rate **3.9%** 3-Year **5.4%** 5-Year

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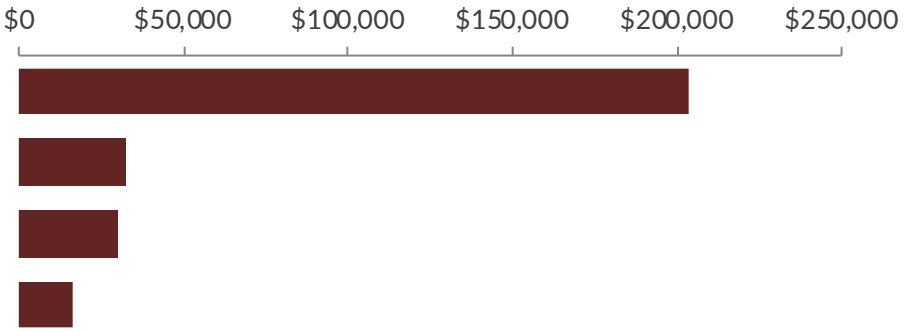
Payroll per Company by Segments

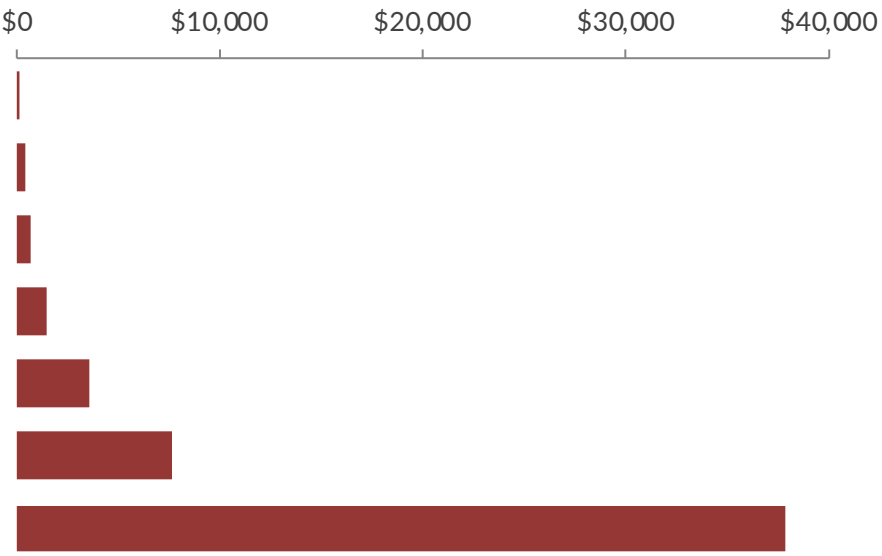
Below are payroll per company statistics for various industry segmentations including concentration, business size by employees, and business structure..

All figures in $000s

Concentration Segments	
4 largest firms	$203,147
Next 4 largest	$32,874
Next 12 largest	$30,418
Next 30 largest	$16,741



Business Size (# employees)	
1-4	$97
5-9	$357
10-19	$687
20-49	$1,516
50-99	$3,609
100-249	$7,657
250+	$37,799



Business Structure Segments	
C-corporations	$1,692
S-corporations	$702
Sole Proprietorships	$145
Partnerships	$687

Industry Average	$762

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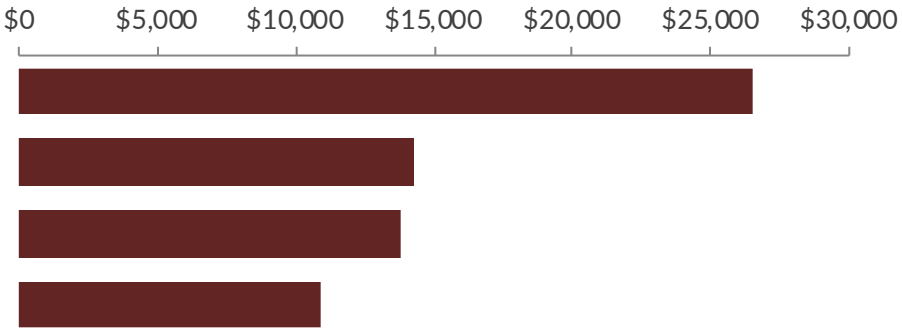
Payroll per Facility by Segments

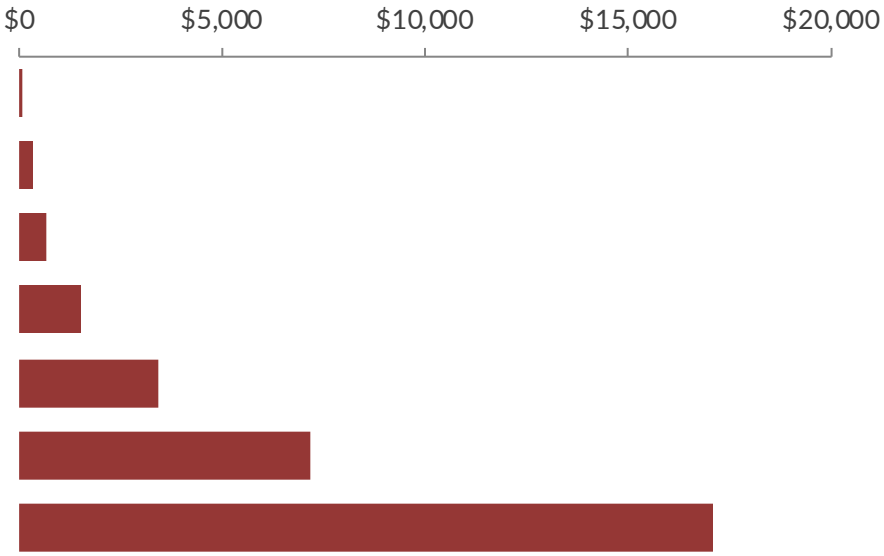
Below are payroll per facility statistics for various industry segmentations including concentration, business size by employees, and business structure.

All figures in $000s

Concentration Segments	
4 largest firms	$26,523
Next 4 largest	$14,307
Next 12 largest	$13,747
Next 30 largest	$10,929



Business Size (# employees)	
1-4	$97
5-9	$357
10-19	$687
20-49	$1,506
50-99	$3,413
100-249	$7,164
250+	$17,089



Business Structure Segments	
C-corporations	$1,615
S-corporations	$699
Sole Proprietorships	$145
Partnerships	$681

Industry Average	$754

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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 $

Concentration Segments	
4 largest firms	$44,617
Next 4 largest	$54,341
Next 12 largest	$44,901
Next 30 largest	$51,595

Business Size (# employees)	
1-4	$48,701
5-9	$52,222
10-19	$50,309
20-49	$50,224
50-99	$51,833
100-249	$51,145
250+	$46,059

Business Structure Segments	
C-corporations	$47,262
S-corporations	$50,741
Sole Proprietorships	$45,962
Partnerships	$44,465

Industry Average	$48,756

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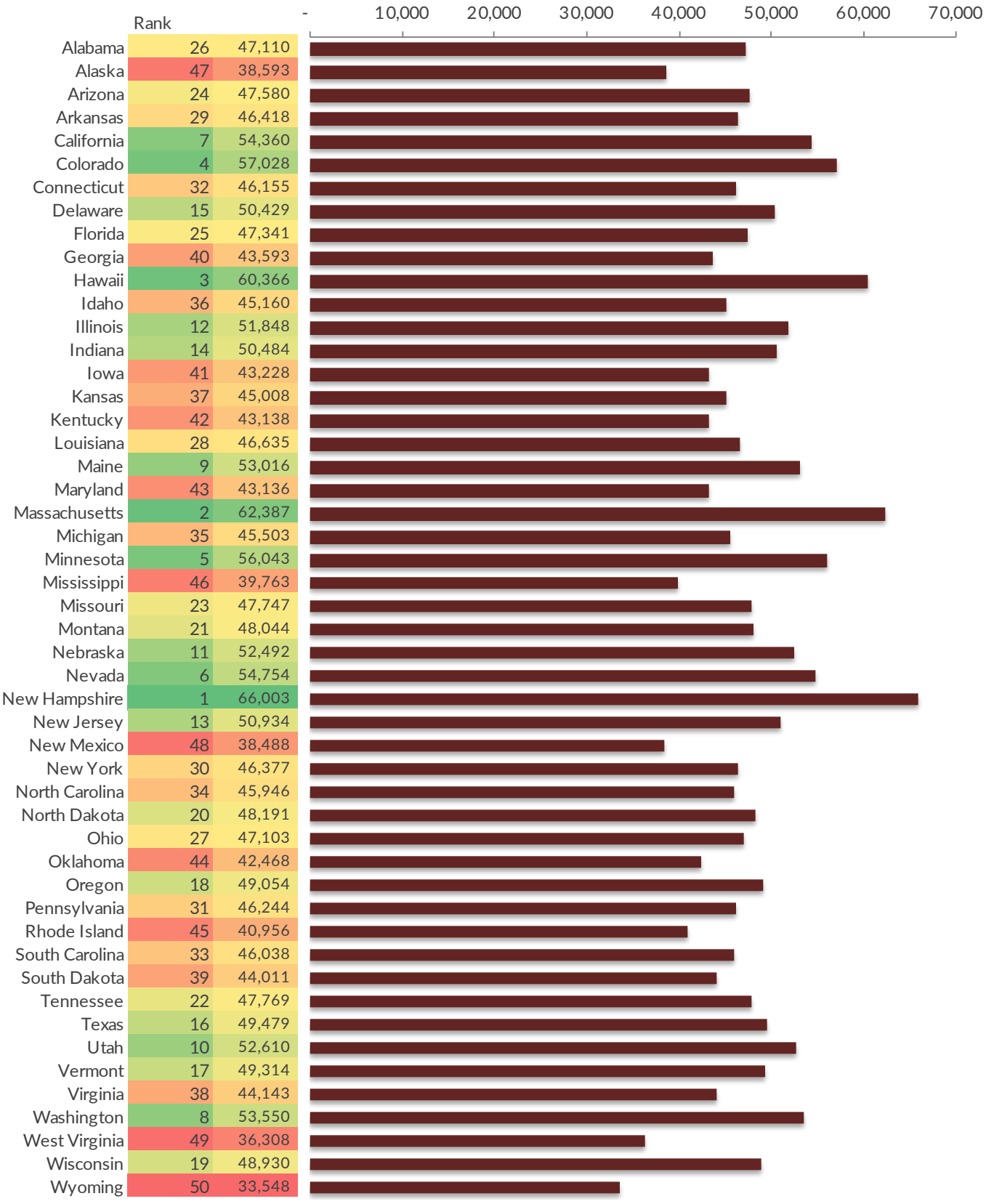
Payroll per Employee by State

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.



	Rank	
Alabama	26	47,110
Alaska	47	38,593
Arizona	24	47,580
Arkansas	29	46,418
California	7	54,360
Colorado	4	57,028
Connecticut	32	46,155
Delaware	15	50,429
Florida	25	47,341
Georgia	40	43,593
Hawaii	3	60,366
Idaho	36	45,160
Illinois	12	51,848
Indiana	14	50,484
Iowa	41	43,228
Kansas	37	45,008
Kentucky	42	43,138
Louisiana	28	46,635
Maine	9	53,016
Maryland	43	43,136
Massachusetts	2	62,387
Michigan	35	45,503
Minnesota	5	56,043
Mississippi	46	39,763
Missouri	23	47,747
Montana	21	48,044
Nebraska	11	52,492
Nevada	6	54,754
New Hampshire	1	66,003
New Jersey	13	50,934
New Mexico	48	38,488
New York	30	46,377
North Carolina	34	45,946
North Dakota	20	48,191
Ohio	27	47,103
Oklahoma	44	42,468
Oregon	18	49,054
Pennsylvania	31	46,244
Rhode Island	45	40,956
South Carolina	33	46,038
South Dakota	39	44,011
Tennessee	22	47,769
Texas	16	49,479
Utah	10	52,610
Vermont	17	49,314
Virginia	38	44,143
Washington	8	53,550
West Virginia	49	36,308
Wisconsin	19	48,930
Wyoming	50	33,548

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Workforce Composition

There isn't detailed job categorization data on the Kitchen Cabinet & Countertop Manufacturing industry. This data is on the Furniture and Kitchen Cabinet Manufacturing industry, which the Kitchen Cabinet & Countertop Manufacturing industry is part of. 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

Management & Finance	**15.0%**
Management	3.8%
Office and Administrative Support	9.3%
Business and Financial Operations	2.0%
Legal	0.0%
Operations	**79.5%**
Production	65.9%
Installation, Maint., and Repair	1.8%
Transp. and Material Moving	7.9%
Agriculture & Natural Resources	0.0%
Building and Grounds Maintenance	0.5%
Construction and Extraction	3.3%
Protective Service	0.0%
Sales & Marketing	**3.3%**
Sales and Related	2.6%
Arts, Design, Entertainment, Media	0.6%
Technology, Engineering & Science	**2.2%**
Computers	0.6%
Technical & Healthcare	0.0%
Engineering & Architecture	1.6%
Life, Physical & Social Science	0.0%
Service, Support & Training	**0.0%**
Personal Service & Care	0.0%
Food Preparation & Serving	0.0%
Education, Training & Library	0.0%
Community & Social Service	0.0%
Healthcare Support	0.0%

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Job Categorization Pay Ranges

There isn't detailed job categorization data on the Kitchen Cabinet & Countertop Manufacturing industry. This data is on the Furniture and Kitchen Cabinet Manufacturing industry, which the Kitchen Cabinet & Countertop Manufacturing industry is part of. 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 Manufacturin

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	#	#	#	#	#

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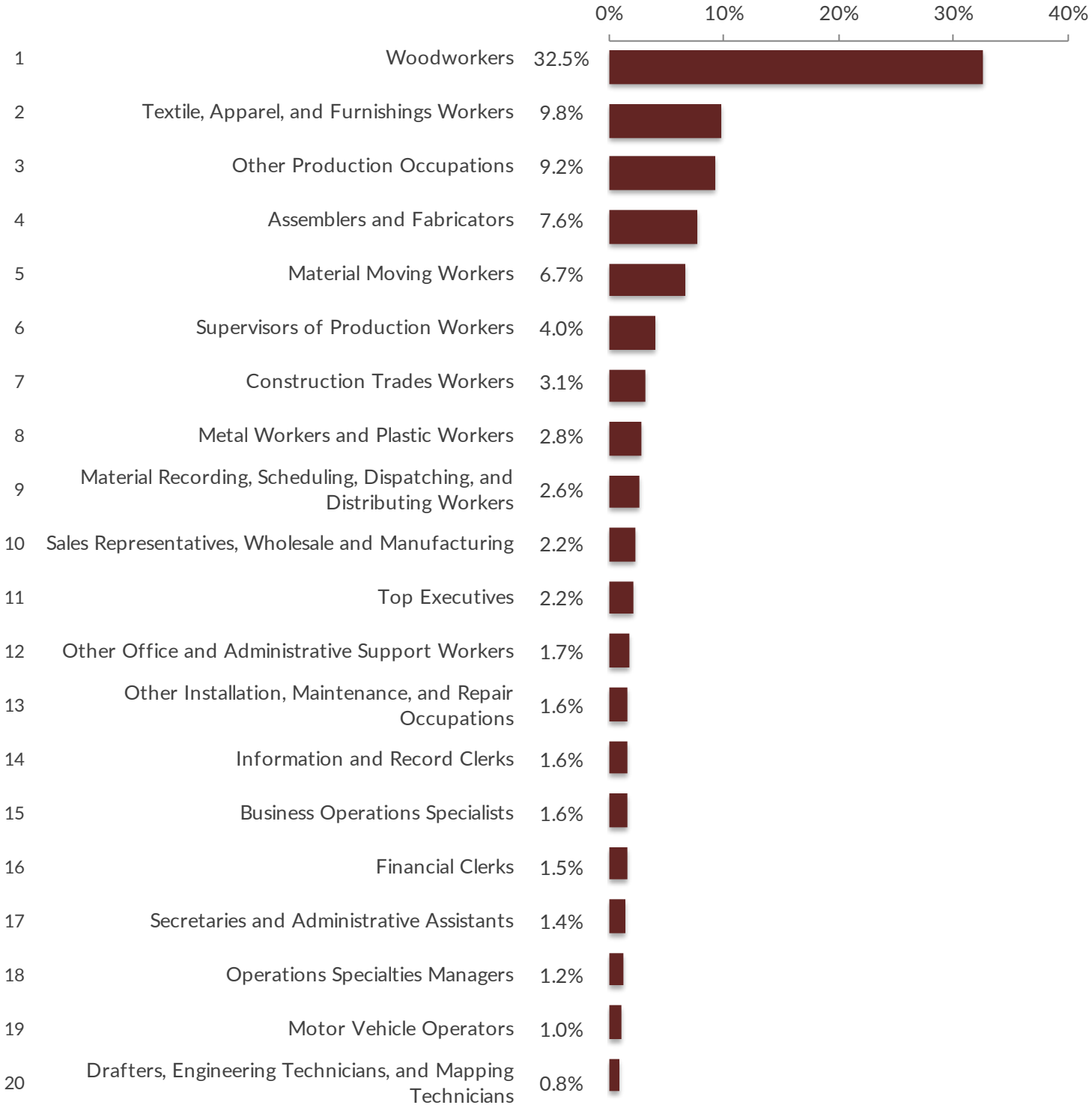
Top 20 Industry Jobs -Percent of Employment

There isn't detailed job categorization data on the Kitchen Cabinet & Countertop Manufacturing industry. This data is on the Furniture and Kitchen Cabinet Manufacturing industry, which the Kitchen Cabinet & Countertop Manufacturing industry is part of. 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



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Top 20 Jobs - Pay Bands

There isn't detailed job categorization data on the Kitchen Cabinet & Countertop Manufacturing industry. This data is on the Furniture and Kitchen Cabinet Manufacturing industry, which the Kitchen Cabinet & Countertop Manufacturing industry is part of. 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

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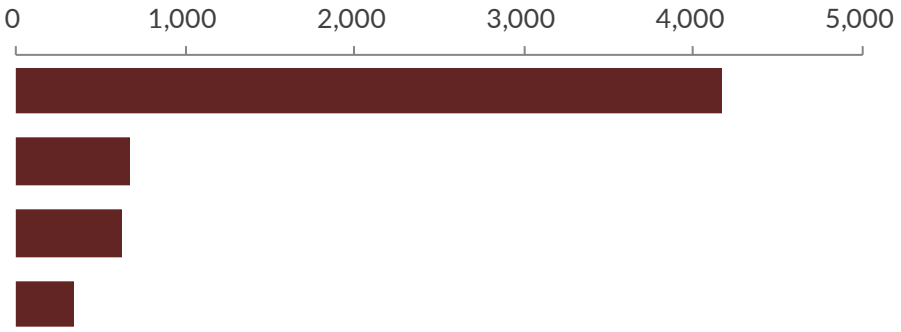
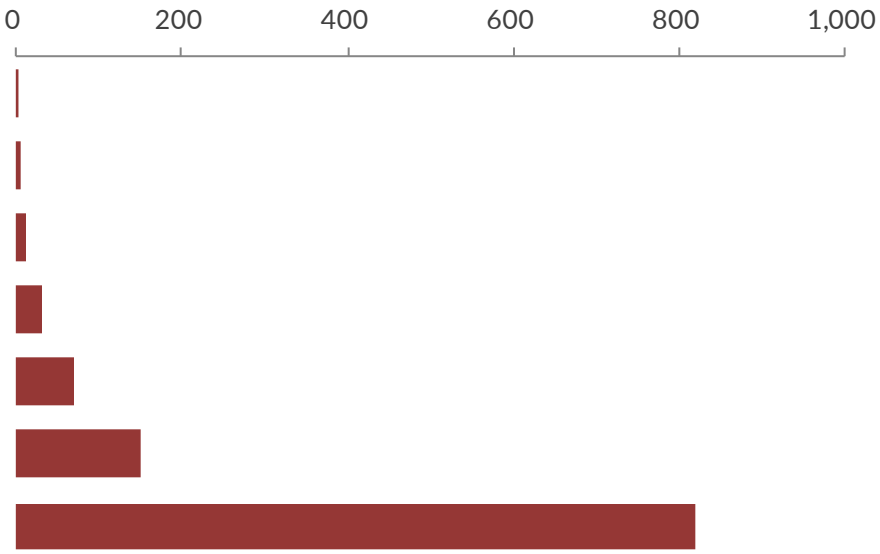
Employees per Company by Segments

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

Concentration Segments	
4 largest firms	4,166.6
Next 4 largest	674.3
Next 12 largest	623.9
Next 30 largest	343.4



Business Size (# employees)	
1-4	2.0
5-9	6.8
10-19	13.7
20-49	30.2
50-99	69.6
100-249	149.7
250+	820.7



Business Structure Segments	
C-corporations	35.8
S-corporations	13.8
Sole Proprietorships	3.2
Partnerships	15.4

Industry Average	15.6

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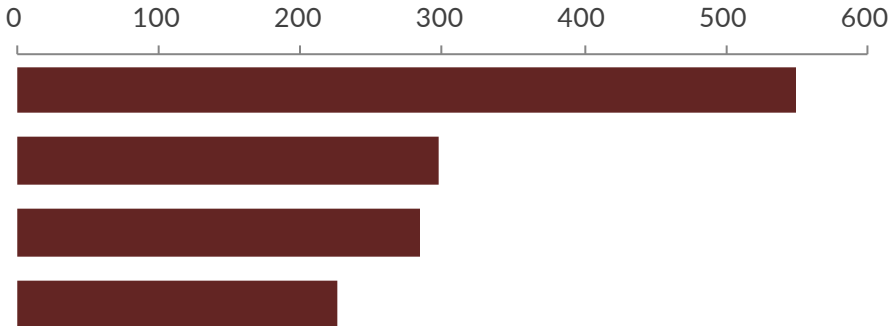
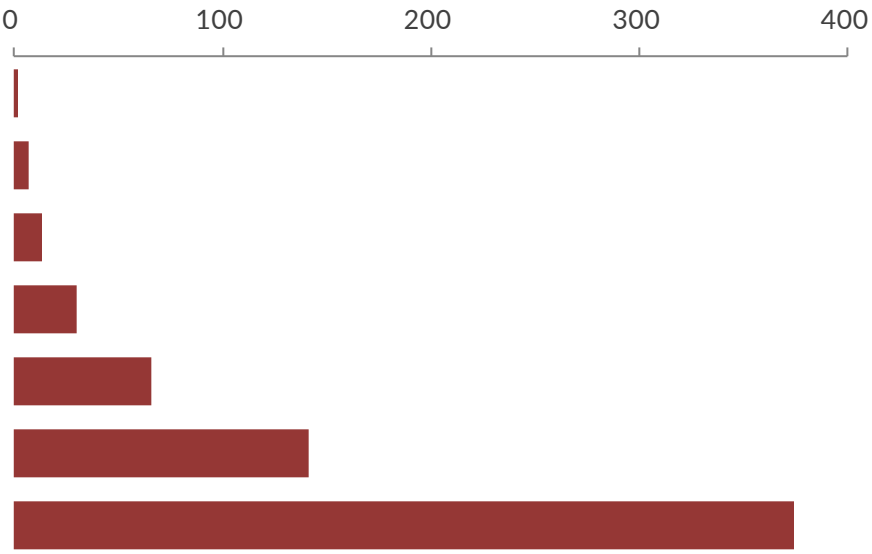
Employees per Facility by Segments

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

Concentration Segments	
4 largest firms	549.7
Next 4 largest	296.5
Next 12 largest	284.9
Next 30 largest	226.5



Business Size (# employees)	
1-4	2.0
5-9	6.9
10-19	13.8
20-49	30.3
50-99	66.5
100-249	141.5
250+	374.9



Business Structure Segments	
C-corporations	34.5
S-corporations	13.9
Sole Proprietorships	3.2
Partnerships	15.5

Industry Average	15.5

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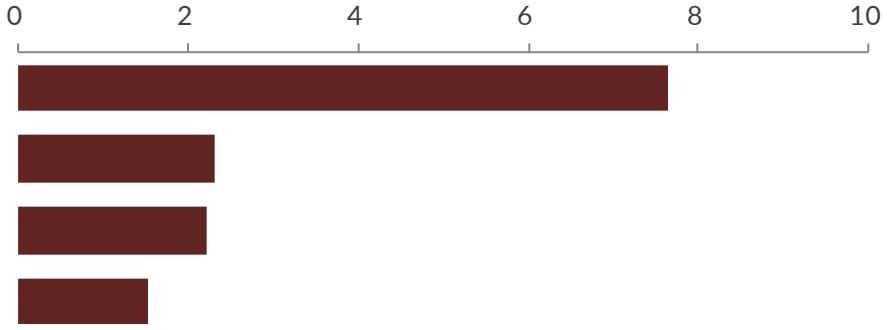
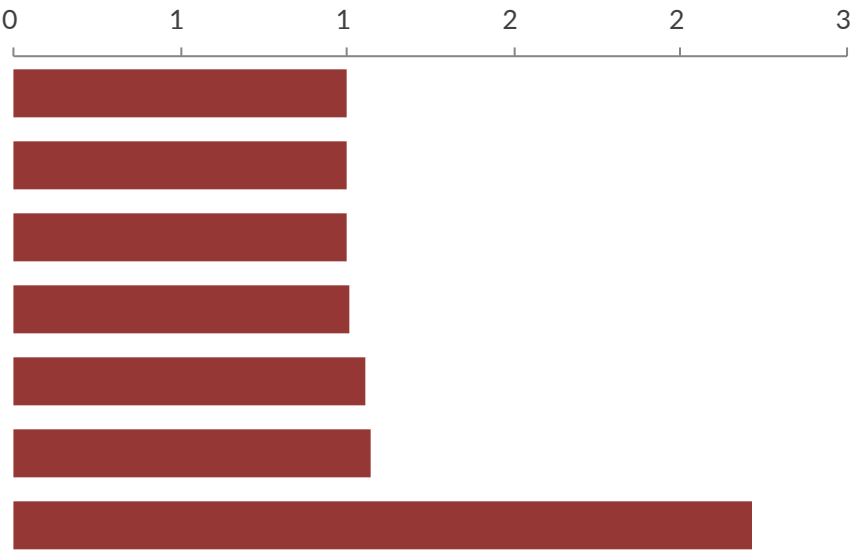
Facilities per Company by Segments

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

Concentration Segments	
4 largest firms	7.7
Next 4 largest	2.3
Next 12 largest	2.2
Next 30 largest	1.5

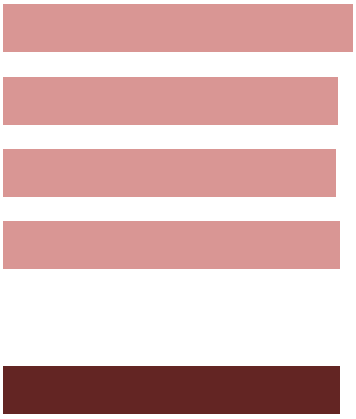


Business Size (# employees)	
1-4	1.0
5-9	1.0
10-19	1.0
20-49	1.0
50-99	1.1
100-249	1.1
250+	2.2



Business Structure Segments	
C-corporations	1.0
S-corporations	1.0
Sole Proprietorships	1.0
Partnerships	1.0

Industry Average	1.0



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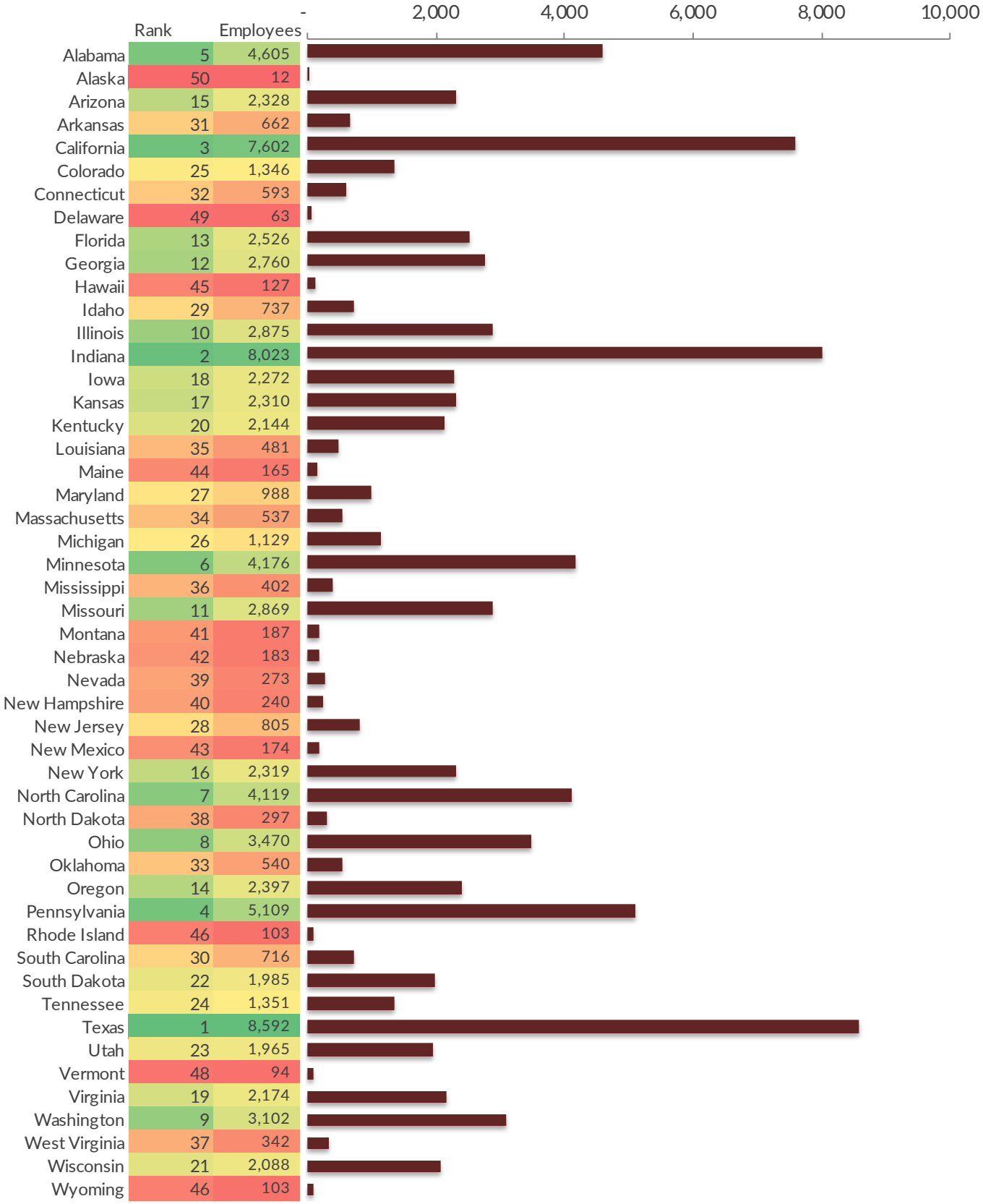
Total Employees by State

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.



	Rank	Employees
Alabama	5	4,605
Alaska	50	12
Arizona	15	2,328
Arkansas	31	662
California	3	7,602
Colorado	25	1,346
Connecticut	32	593
Delaware	49	63
Florida	13	2,526
Georgia	12	2,760
Hawaii	45	127
Idaho	29	737
Illinois	10	2,875
Indiana	2	8,023
Iowa	18	2,272
Kansas	17	2,310
Kentucky	20	2,144
Louisiana	35	481
Maine	44	165
Maryland	27	988
Massachusetts	34	537
Michigan	26	1,129
Minnesota	6	4,176
Mississippi	36	402
Missouri	11	2,869
Montana	41	187
Nebraska	42	183
Nevada	39	273
New Hampshire	40	240
New Jersey	28	805
New Mexico	43	174
New York	16	2,319
North Carolina	7	4,119
North Dakota	38	297
Ohio	8	3,470
Oklahoma	33	540
Oregon	14	2,397
Pennsylvania	4	5,109
Rhode Island	46	103
South Carolina	30	716
South Dakota	22	1,985
Tennessee	24	1,351
Texas	1	8,592
Utah	23	1,965
Vermont	48	94
Virginia	19	2,174
Washington	9	3,102
West Virginia	37	342
Wisconsin	21	2,088
Wyoming	46	103

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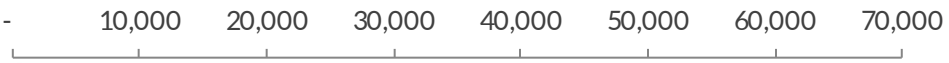
State Population to Industry Employee

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.

	Rank	Pop. Per Employee
Alabama	3	1,055
Alaska	50	60,267
Arizona	17	2,933
Arkansas	24	4,501
California	26	5,149
Colorado	22	4,055
Connecticut	31	6,053
Delaware	49	14,942
Florida	37	8,025
Georgia	20	3,701
Hawaii	46	11,307
Idaho	11	2,245
Illinois	23	4,473
Indiana	2	825
Iowa	6	1,375
Kansas	4	1,261
Kentucky	9	2,064
Louisiana	41	9,712
Maine	38	8,036
Maryland	32	6,077
Massachusetts	48	12,651
Michigan	40	8,787
Minnesota	5	1,315
Mississippi	36	7,438
Missouri	10	2,120
Montana	28	5,528
Nebraska	43	10,375
Nevada	44	10,604
New Hampshire	29	5,545
New Jersey	45	11,134
New Mexico	47	12,012
New York	39	8,537
North Carolina	13	2,438
North Dakota	15	2,547
Ohio	19	3,347
Oklahoma	35	7,241
Oregon	8	1,681
Pennsylvania	14	2,506
Rhode Island	42	10,243
South Carolina	34	6,840
South Dakota	1	432
Tennessee	25	4,886
Texas	18	3,197
Utah	7	1,525
Vermont	33	6,664
Virginia	21	3,856
Washington	12	2,312
West Virginia	27	5,391
Wisconsin	16	2,764
Wyoming	30	5,683



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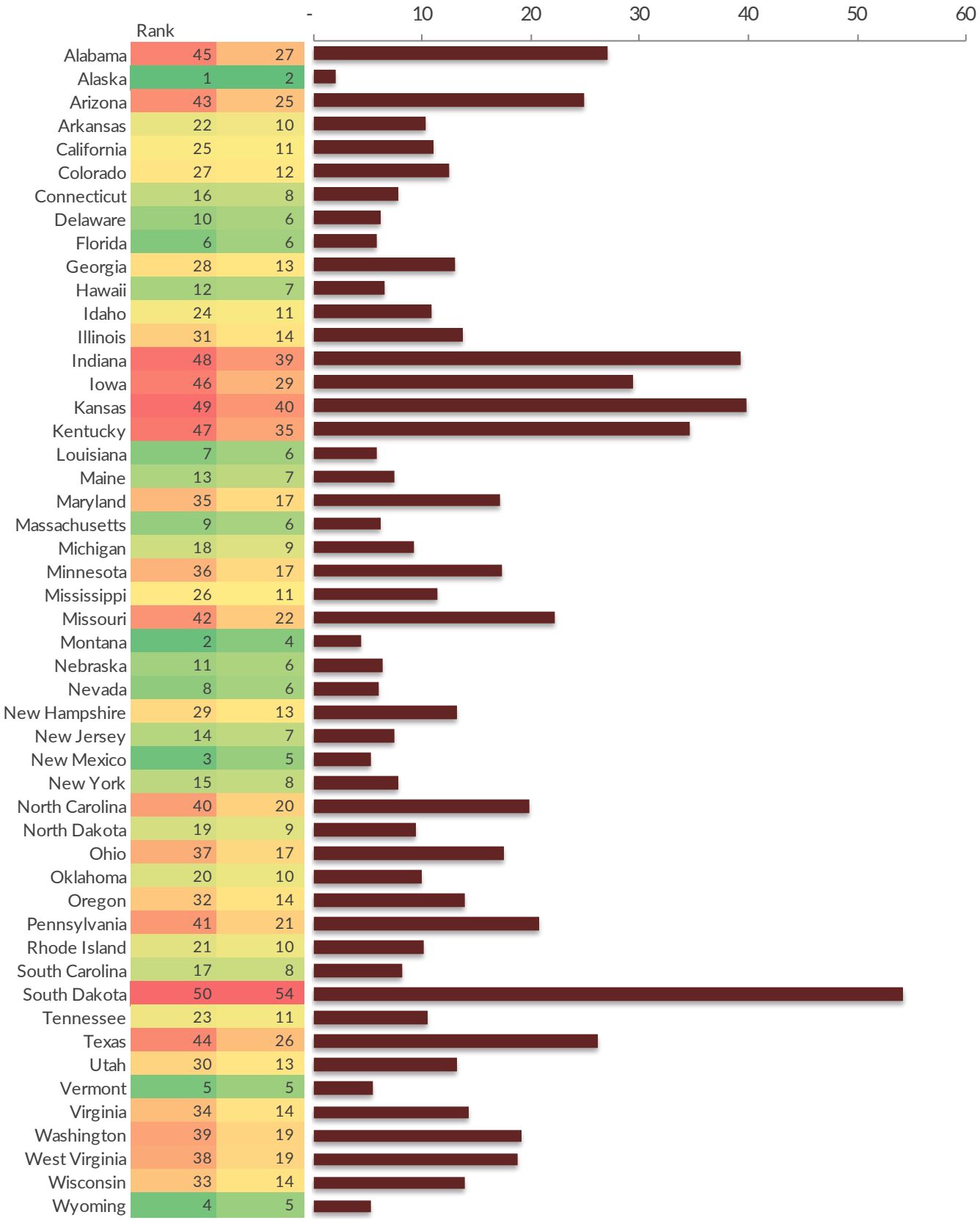
Total Employees per Facility

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



Alabama	45	27
Alaska	1	2
Arizona	43	25
Arkansas	22	10
California	25	11
Colorado	27	12
Connecticut	16	8
Delaware	10	6
Florida	6	6
Georgia	28	13
Hawaii	12	7
Idaho	24	11
Illinois	31	14
Indiana	48	39
Iowa	46	29
Kansas	49	40
Kentucky	47	35
Louisiana	7	6
Maine	13	7
Maryland	35	17
Massachusetts	9	6
Michigan	18	9
Minnesota	36	17
Mississippi	26	11
Missouri	42	22
Montana	2	4
Nebraska	11	6
Nevada	8	6
New Hampshire	29	13
New Jersey	14	7
New Mexico	3	5
New York	15	8
North Carolina	40	20
North Dakota	19	9
Ohio	37	17
Oklahoma	20	10
Oregon	32	14
Pennsylvania	41	21
Rhode Island	21	10
South Carolina	17	8
South Dakota	50	54
Tennessee	23	11
Texas	44	26
Utah	30	13
Vermont	5	5
Virginia	34	14
Washington	39	19
West Virginia	38	19
Wisconsin	33	14
Wyoming	4	5

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