



## Industry Spotlight

# Warehousing and Storage

Reading, PA MSA



Greater Reading Chamber Alliance  
[www.GreaterReading.org](http://www.GreaterReading.org)

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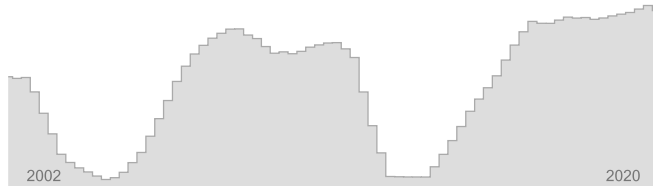
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# Spotlight Summary

Warehousing and Storage  
Reading, PA MSA – 2020Q2

## EMPLOYMENT



**2,677**

Regional employment / **1,330,149** in the nation

## WAGES



**\$47,562**

Avg Wages per Worker / **\$43,736** in the nation

**1.8%** ↑

Avg Ann % Change Last 10 Years / **+7.6%** in the U.S.



**1.5%**

% of Total Employment / **0.9%** in the U.S.



**3.3%** ↑

Avg Ann % Change Last 10 Years / **+0.9%** in the U.S.



## TOP OCCUPATION GROUPS



## TOP INDUSTRIES

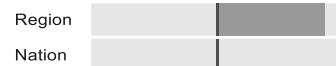
Avg Ann % Change in Employment, Last 10 Years

**1.4%** ↑



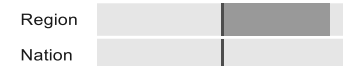
General Warehousing and Storage

**8.3%** ↑



Refrigerated Warehousing and Storage

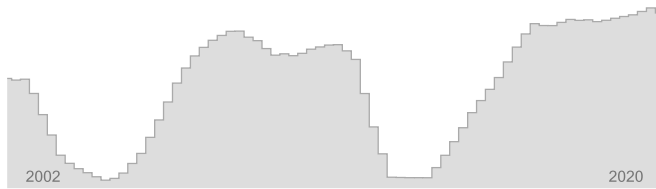
**4.3%** ↑



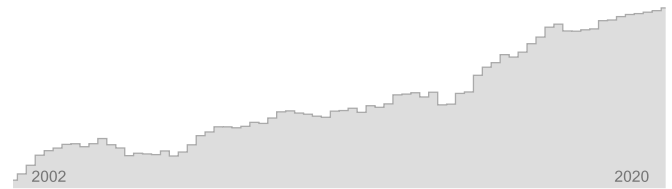
Other Warehousing and Storage

# Industry Snapshot

## EMPLOYMENT



## WAGES



6-Digit Industry	Empl	Avg Ann Wages	LQ	5yr History	Annual Demand	Forecast Ann Growth
General Warehousing and Storage	2,420	\$47,299	1.71		309	0.9%
Refrigerated Warehousing and Storage	214	\$54,500	2.73		27	0.9%
Other Warehousing and Storage	43	\$71,228	0.70		5	0.8%
<b>Warehousing and Storage</b>	<b>2,677</b>	<b>\$47,562</b>	<b>1.71</b>		<b>341</b>	<b>0.9%</b>

- Employment is one of the broadest and most timely measures of a region's economy. Fluctuations in the number of jobs shed light on the health of an industry. A growing employment base creates more opportunities for regional residents and helps a region grow its population.
- Since wages and salaries generally compose the majority of a household's income, the annual average wages of a region affect its average household income, housing market, quality of life, and other socioeconomic indicators.

# Staffing Pattern

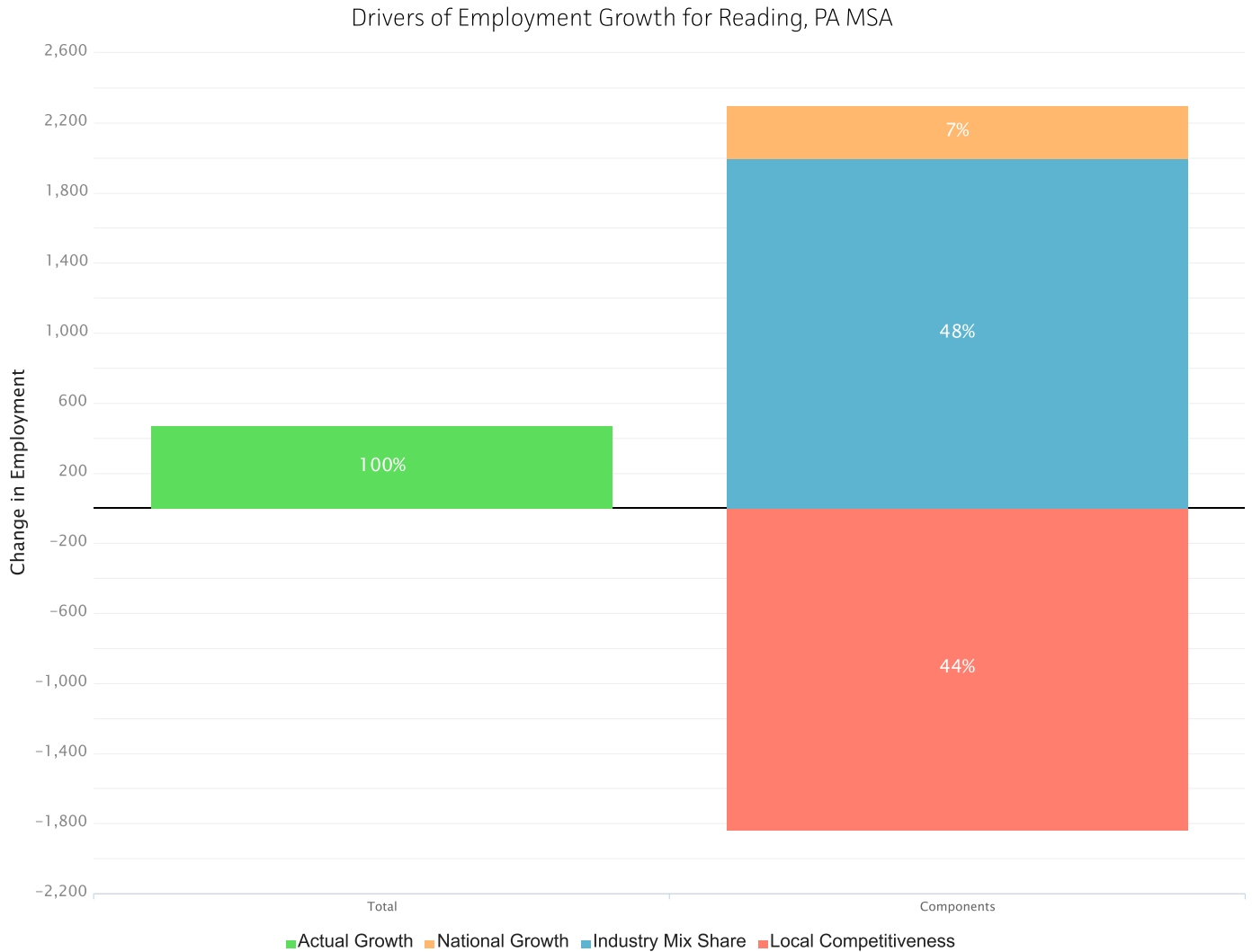


6-digit Occupation	Empl	Avg Ann Wages	Annual Demand
Laborers and Freight, Stock, and Material Movers, Hand	723	\$34,700	115
Industrial Truck and Tractor Operators	429	\$38,700	50
Stockers and Order Fillers	392	\$30,500	57
Heavy and Tractor-Trailer Truck Drivers	132	\$49,200	18
Packers and Packagers, Hand	121	\$32,100	15
Shipping, Receiving, and Inventory Clerks	114	\$41,100	13
First-Line Supervisors of Transportation and Material Moving Workers, Except Aircraft Cargo Handling Supervisors	103	\$61,200	13
Maintenance and Repair Workers, General	50	\$47,400	6
Customer Service Representatives	43	\$35,900	6
First-Line Supervisors of Office and Administrative Support Workers	39	\$62,200	5
Remaining Component Occupations	506	\$57,300	63
<b>Total</b>	<b>2,677</b>		



 The mix of occupations points to the ability of a region to support an industry and its flexibility to adapt to future demand. Industry wages are a component of the cost of labor for regional employers.

# Drivers of Employment Growth

Over the ten years ending 2019, employment in Warehousing and Storage for the Reading, PA MSA added 466 jobs. After adjusting for national growth during this period and industry mix share, the part of this employment change due to local competitiveness was a loss of 1,831 jobs—meaning this industry was less competitive than its national counterpart during this period.



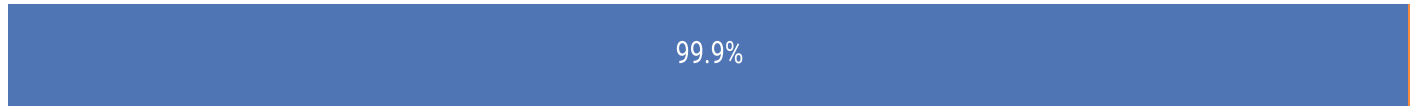
Source: JobsEQ®, Data as of 2019Q4



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 Shift-share analysis sheds light on the factors that drive regional employment growth in an industry. A positive change in local competitiveness indicates advantages that may be due to factors such as superior technology, management, and labor pool, etc.
- 
 National growth is due to the overall growth or contraction in the national economy. Industry mix share is the growth attributable to the specific industries examined (based on national industry growth patterns and the industry mix of the region).

# Employment Distribution by Type

The table below shows the employment mix by ownership type for Warehousing and Storage for the Reading, PA MSA. Four of these ownership types — federal, state, and local government and the private sector — together constitute “Covered Employment” (employment covered by the Unemployment Insurance programs of the United States and reported via the Quarterly Census of Employment and Wages).

“Self-Employment” refers to unincorporated self-employment and represents workers whose primary job is self-employment (that is, these data do not include workers whose primary job is a wage-and-salary position that is supplemented with self-employment).



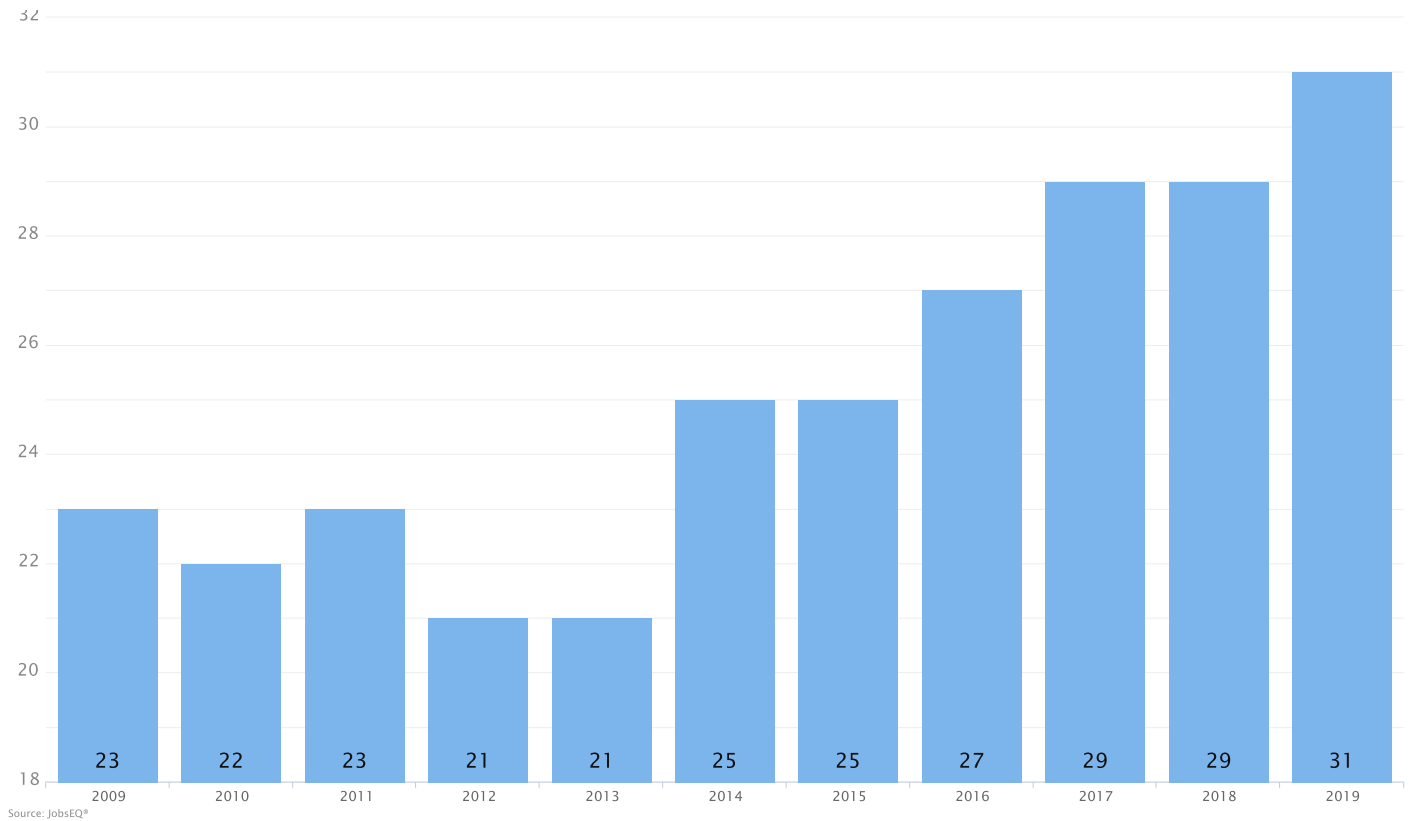
	<b>Empl</b>	<b>%</b>
 Private	2,673	99.9%
 Self-Employment	3	0.1%
 Local Government	0	0.0%


Source: JobsEQ®

 Strong entrepreneurial activity is indicative of growing industries. Using self-employment as a proxy for entrepreneurs, a higher share of self-employed individuals within a regional industry points to future growth.

# Establishments

In 2019, there were 31 Warehousing and Storage establishments in the Reading, PA MSA (per covered employment establishment counts), an increase from 23 establishments ten years earlier in 2009.



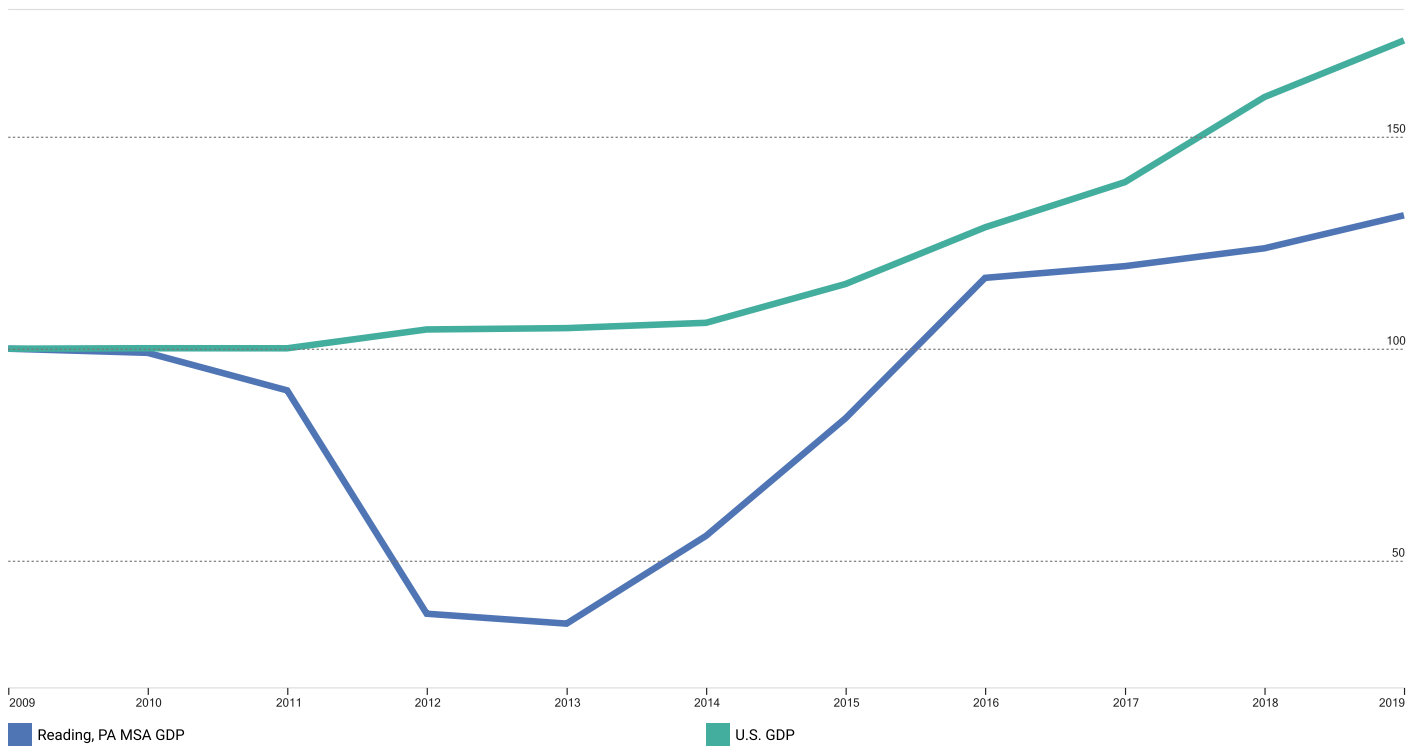
 New business formations are an important source of job creation in a regional economy, spurring innovation and competition, and driving productivity growth. Establishment data can provide an indicator of growth in businesses by counting each single location (such as a factory or a store) where business activity takes place, and with at least one employee.



# GDP & Productivity

In 2019, Warehousing and Storage produced \$0.2 billion in GDP for the Reading, PA MSA.

GDP: Indexed 2009 = 100



## 0.9 %

Industry Share of Total GDP /  
**0.4 %** in the nation



## 2.8 % ↑

Avg Ann % Change Last 10 Yrs /  
**5.6 %** in the nation



## \$110k

Output per Worker /  
**\$98k** in the nation




💡 Gross domestic product (GDP) is the most comprehensive measure of regional economic activity, and an industry's contribution to GDP is an important indicator of regional industry strength. It is a measure of total value-added to a regional economy in the form of labor income, proprietor's income, and business profits, among others.

💡 Growth in productivity (output per worker) leads to increases in wealth and higher average standards of living in a region.

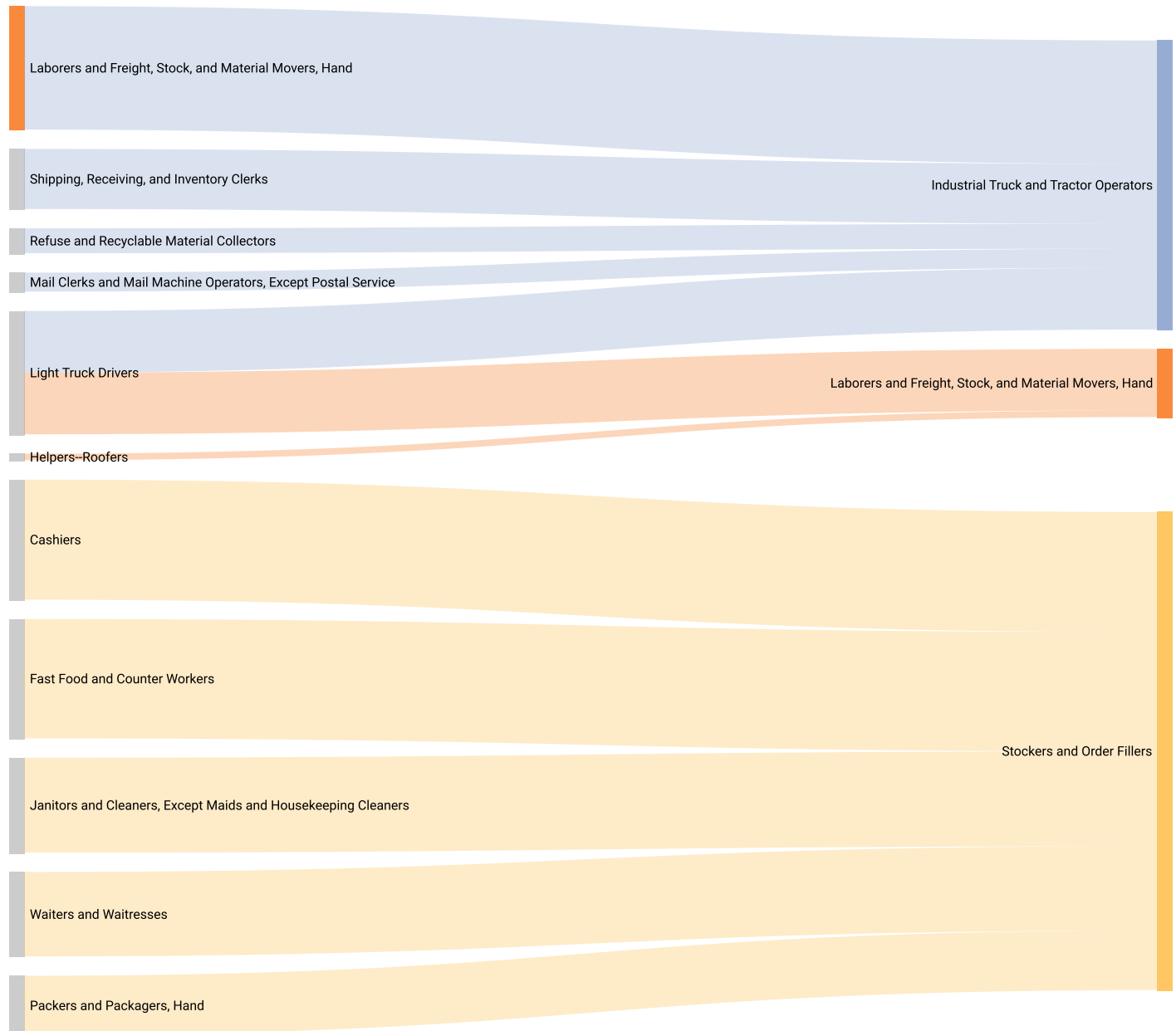
# Supply Chain: Top Suppliers


As of 2020Q2, Warehousing and Storage in the Reading, PA MSA are estimated to make \$101.8 million in annual purchases from suppliers in the United States with about 34% or \$34.4 million of these purchases being made from businesses located in the Reading, PA MSA.

<b>6-digit Supplier Industries</b>	<b>Purchases from In-Region (\$M)</b>	<b>Purchases from Out-of-Region (\$M)</b>
Residential Property Managers	\$1.8	\$6.7
Offices of Real Estate Agents and Brokers	\$1.9	\$5.2
General Warehousing and Storage	\$6.7	\$0.2
Nonresidential Property Managers	\$0.8	\$2.7
Lessors of Nonresidential Buildings (except Miniwarehouses)	\$0.8	\$2.5
Remaining Supplier Industries	\$22.4	\$50.2
<b>Total</b>	<b>\$34.4</b>	<b>\$67.4</b>

 Supplier-buyer networks can indicate local linkages between industries, regional capacity to support growth in an industry, and potential leakage of sales out of the region.

# Sector Strategy Pathways





 The graphics on this page illustrate relationships and potential movement (from left to right) between occupations that share similar skill sets. Developing career pathways as a strategy promotes industry employment growth and workforce engagement.

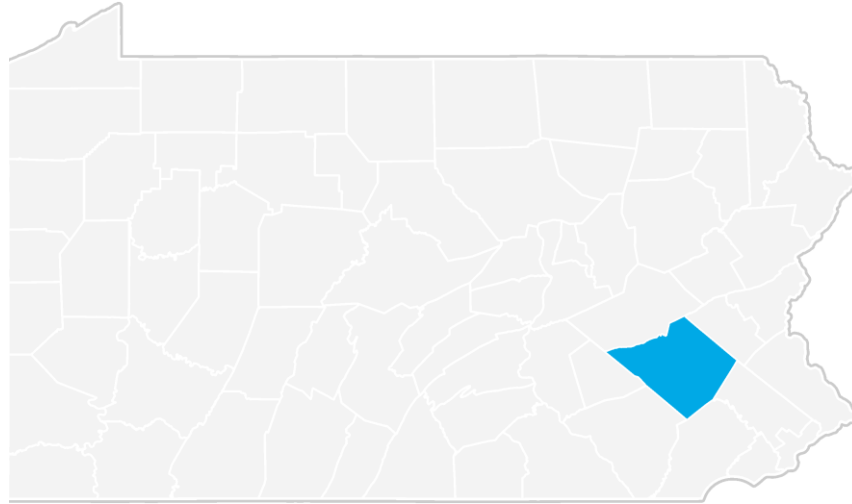
# Postsecondary Programs Linked to Warehousing and Storage

Program	Awards
<b>Albright College</b>	
Business Administration and Management, General	51
<b>Alvernia University</b>	
Organizational Behavior Studies	14
<b>Kutztown University of Pennsylvania</b>	
Business Administration and Management, General	367
Computer and Information Sciences, General	71
Criminal Justice/Safety Studies	104
<b>Pennsylvania State University-Penn State Berks</b>	
Business/Commerce, General	58
<b>Platt College-Berks Technical Institute</b>	
Computer Support Specialist	33
Truck and Bus Driver/Commercial Vehicle Operator and Instructor	96
<b>Reading Area Community College</b>	
Business Administration and Management, General	71
Electrical and Power Transmission Installation/Installer, General	20

Source: [JobsEQ®](#)

-  The number of graduates from postsecondary programs in the region identifies the pipeline of future workers as well as the training capacity to support industry demand.
-  Among postsecondary programs at schools located in the Reading, PA MSA, the sampling above identifies those most linked to occupations relevant to Warehousing and Storage. For a complete list see JobsEQ®, <http://www.chmuraecon.com/jobseq>

# Reading, PA MSA Regional Map



# Region Definition

**Reading, PA MSA is defined as the following counties:**

Berks County, Pennsylvania

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# Data Notes

- Industry employment and wages (including total regional employment and wages) are as of 2020Q2 and are based upon BLS QCEW data, imputed by Chmura where necessary, and supplemented by additional sources including Census ZBP data. Employment forecasts are modeled by Chmura and are consistent with BLS national-level 10-year forecasts.
- Occupation employment is as of 2020Q2 and is based on industry employment and local staffing patterns calculated by Chmura and utilizing BLS OES data. Occupation wages are per the BLS OES data and are as of 2019.
- GDP is derived from BEA data and imputations by Chmura. Productivity (output per worker) is calculated by Chmura using industry employment and wages as well as GDP and BLS output data. Supply chain modeling including purchases by industry are developed by Chmura.
- Postsecondary awards are per the NCES and are for the 2018-2019 academic year.
- Establishment counts are per the BLS QCEW data.
- Figures may not sum due to rounding.

## FAQ

### What is (LQ) location quotient?

Location quotient is a measurement of concentration in comparison to the nation. An LQ of 1.00 indicates a region has the same concentration of an industry (or occupation) as the nation. An LQ of 2.00 would mean the region has twice the expected employment compared to the nation and an LQ of 0.50 would mean the region has half the expected employment in comparison to the nation.

### What is annual demand?

Annual demand is a of the sum of the annual projected growth demand and separation demand. Separation demand is the number of jobs required due to separations—labor force exits (including retirements) and turnover resulting from workers moving from one occupation into another. Note that separation demand does not include all turnover—it does not include when workers stay in the same occupation but switch employers. Growth demand is the increase or decrease of jobs expected due to expansion or contraction of the overall number of jobs.

### What is the difference between industry wages and occupation wages?

Industry wages and occupation wages are estimated via separate data sets, often the time periods being reported do not align, and wages are defined slightly differently in the two systems (for example, certain bonuses are included in the industry wages but not the occupation wages). It is therefore common that estimates of the average industry wages and average occupation wages in a region do not match exactly.