New Jersey Retail Trade Highlights

- Food & Beverage Stores employment accounts for 24.5 percent of retail
- Nearly 30,000 establishments paid its 447,280 employees over $16.2 billion in total wages
- Nearly 3 of 10 jobs located in 3 counties: Bergen, Middlesex & Monmouth
- Workforce younger than the average for all industries but aging since 1999
- The fastest-growing industry from 2010 was non-store retailers (34.4%). The significant gain due to an increase in online shopping and the influx of Amazon fulfillment centers
- Largest gain since 2010 was Motor Vehicle & Parts Dealers (+8,299)
- Provides workers with foundational skills in customer service, punctuality, and responsibility
- Offers substantial employment opportunities with part-time and temporary work plentiful

New Jersey has a wide variety of retailers

Motor Vehicle and Parts Dealers

Furniture and Home Furnishings Stores

ELECTRONICS AND APPLIANCE STORES

Building Material & Garden Supply Stores

Food and Beverage Stores

Health and Personal Care Stores

Gasoline Stations

Clothing and Clothing Accessories Stores

Sporting Goods/Hobby/Book/Music Stores

GENERAL MERCHANDISE STORES

Non-store Retailers

MISCELLANEOUS STORE RETAILERS
GDP from Northeast & Mid-Atlantic states

Gross Domestic Product Generated from Retail Trade
Selected States, 2020

- New York: $67
- Pennsylvania: $37
- New Jersey: $33
- Virginia: $27
- Massachusetts: $21
- Maryland: $18
- Connecticut: $13
- Delaware: $3

NJ 3rd contributing over $33.1 billion

3.0 percent of US GDP in Retail

Retail in tri-state area (NJ, NY & PA) 12.6 percent of US

Source: United States Bureau of Economic Analysis, GDP in Chained 2012 Dollars
Prepared by: New Jersey Department of Labor and Workforce Development
December 2021
Breakdown of Major Occupational Groups within Retail Trade Industry: New Jersey, 2020

- Sales and Related: 50%
- Transportation and Material Moving: 19%
- Food Preparation and Serving-Related: 6%
- Installation, Maintenance, and Repair: 4%
- Office and Administrative Support: 9%
- All Other: 12%

Half involved with sales (> 199,000)

Nearly 77,500 transportation and material moving occupations

“All Other” 12%, includes healthcare, production, management/business and a variety of other occupations

Prepared by: New Jersey Department of Labor and Workforce Development, December 2021
Employment rebounded then slipped

Continual rise since ‘09 recession until last three years

Source: NJLWD, Quarterly Census of Employment & Wages, Annual Averages
Prepared by: New Jersey Department of Labor and Workforce Development,
December 2021
Workforce has been aging for the last 20 years

65+ grew fastest at 73.6%

Biggest growth (25,801): 55-64

Biggest decline (-37.9%): 35-44

Nearly one-quarter (24.7%) over 55

Source: United States Census Bureau, Quarterly Workforce Indicators
Prepared by: New Jersey Department of Labor and Workforce Development, December 2021
Click [here](http://lwd.dol.state.nj.us/) for more detailed analysis of this industry

New Jersey Department of Labor & Workforce Development

[http://lwd.dol.state.nj.us/](http://lwd.dol.state.nj.us/)

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