

## Retail Industry Fact Sheet

Retail is an economic engine for New York State with annual retail sales that exceed \$139 billion. New York's retailers employ 1.3 million workers in more than 107,000 establishments, also partnering with state and local governments as key entry-level employers for Welfare-to-Work programs throughout the state. Retailing in New York State has a payroll of over \$27 billion and helps generate, collect, and remit New York State and local sales tax revenue exceeding \$17.4 billion annually.

- Retail is the second largest industry in the United States both in the number of establishments and in number of employees.
- Employs over 23 million Americans. Generates over 3 trillion dollars in sales annually.
- Single store business account for over 95% of all U.S. Retailers, but generate less than 50% of all retail store sales.

<b>Chenango-Delaware-Otsego Employment Change</b>					
<b>2nd Quarter 2000 to 2nd Quarter 2003</b>					
	<b>EMPLY</b>	<b>EMPLY</b>	<b>EMPLY</b>	<b># of</b>	<b>AVERAGE</b>
<b>Industry Sector</b>	<b>2003</b>	<b>2000</b>	<b>CHANGE</b>	<b>FIRMS</b>	<b>ANNUAL PAY</b>
	<b>2003</b>	<b>2000</b>	<b>CHANGE</b>	<b>2003</b>	<b>2003</b>
<b>Retail</b>	<b>5,928</b>	<b>6,164</b>	<b>-236</b>	<b>470</b>	<b>\$ 21,372</b>

Career Path	Salary Range**
Sales Person	\$8.31 per hour
Supervisor	\$30,960
Department Manager	\$45,000
Advertising	\$55,690
Computer Systems Analyst	\$68,220
Human Resource Manager	\$78,820
Merchandising and Buying	\$105,000
** NYS Average, Source NYSDOL	

- Positions in the retail sector offer, experience and open many doors to career paths. For example merchandising and buying; store, regional, and corporate management; inventory control; distribution; finance and internal auditing; marketing, sales and promotion, public relations; information systems; e-commerce; and human resources.

### E-COMMERCE

- Over 90% of Executives in the United States access the internet at least once a week.
- During the holiday season alone \$12 to \$14 billion dollars is spent online. Annually \$26 billion is spent online.
- Among internet users 39% shop online.

### TOP 10 LOCAL RETAILERS

Bellevue Builders  
 BJ's Wholesale Food Club  
 Drogon's  
 Hannaford food and Drug Superstore  
 J.C. Penny CO Inc

K-mart  
 Price Chopper  
 The Home Depot  
 TOPS Market Inc  
 Wal-Mart Stores Inc

A national industry certification is available for the retail and related service industries. NRF Foundation® has rolled out National Professional Certification in Customer Service® for entry-level through first-line supervisor positions. The certification is based on national Customer Service Skill Standards, identified by retail and service employers across the country. Skill standards in sales have also been identified and approved.

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