NJMEP

Helping New Jersey Manufacture Success

State of New Jersey Manufacturing Industry Report 2022

State of New Jersey Manufacturing

Industry Report

ABOUT NEW JERSEY MANUFACTURING EXTENSION PROGRAM (NJMEP)

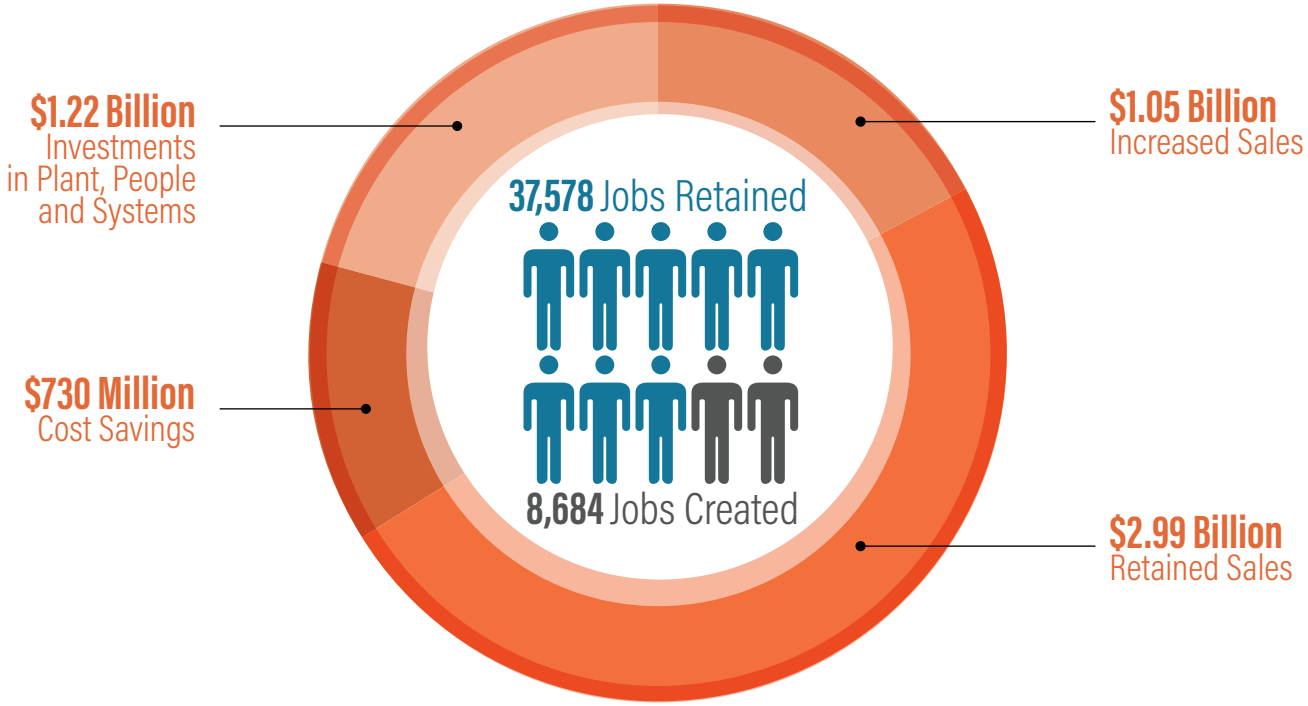
New Jersey Manufacturing Extension Program (NJMEP) operates through a cooperative agreement with the Hollings Manufacturing Extension Partnership (MEP) Program of the National Institute of Standards and Technology (NIST) under the Department of Commerce. NJMEP is part of the MEP National Network made up of 51 Centers throughout the country including Puerto Rico.

Utilizing staff expertise and collaborative partnerships, NJMEP enhances operational performance and productivity, drives new product development, market expansion, workforce development and upskilling initiatives, and technology adoption for New Jersey's manufacturers. NJMEP serves the unique needs and challenges of small and medium-sized manufacturers (SMMs) through a broad array of services that improve the top and bottom line. NJMEP will continue expanding the outreach to SMMs statewide to ensure every business has access to the services they require.

NJMEP is rated as one of the top MEP centers in the country. Over the last three years, the National NIST-MEP Network alone has provided a 15:1 Return on Investment nationally and since the creation of the NJ Legislative Manufacturing Caucus, the ROI increased to 15:1 – and – over 30:1 during 2020. NJMEP and the MEP National Network are dedicated to enhancing the productivity and technological performance of U.S. manufacturing. The impact these organizations have, and the benefits they bring to our economy are not just impressive - they are imperative to the sustainability of the nation.

NJMEP services produce measurable results for manufacturers in New Jersey. Quarterly independent third-party surveys of the clients we serve certify the economic impact.

Since 2000, NJMEP has helped manufacturers realize more than
$6.03 Billion Realized Value



State of New Jersey

Manufacturing Observations

OBSERVATIONS

2022 is a pivotal year for every manufacturing business in the United States. New Jersey manufacturers in particular faced tremendous challenges and overcame incredible odds as they shifted production to offset the damage caused by COVID-19 while supporting the nation as a whole. There is a light at the end of the tunnel. However, looming disruptions are set to make recovery only within reach for businesses that take a proactive approach to progress. Manufacturers have an opportunity to leverage all the media attention national recognition for their hard work over the past 2 years. These businesses were forced to speak up and make their presence known as they pulled the nation through an unprecedented disaster. Collaboration and participation will be essential for any business looking to grow in the new year. As supply chain disruptions, cyberthreats, workforce shortages, and financial pressures remain, only the strategic, productive, and efficient will thrive.

TOP 7 TRENDS

Understanding the trends shaping the future of the industry will be critical in determining how best to set a business up for success. Through close collaboration with manufacturing leaders, surveys, and industry-wide discussions, New Jersey manufacturing can expect the following 7 themes to play a major role in New Jersey manufacturing over the next year.

Safety and Training

Employee safety is always a priority. Healthy employees mean uninterrupted production and higher morale. Lessons learned during the pandemic allow businesses to utilize new technologies and best practices to protect their employees from nearly any potential threat. A continued focus on an organized and sanitized workplace will remain, especially as the benefits to the bottom line from this behavior have been realized over the past two years. A workforce that is trained to maintain a safe and clean environment is an organized, healthy, and productive team.

Supply Chain Disruptions and Protections

In November of 2021, the U.S. Secretary of Commerce was quoted as saying U.S. supply chains will take "some number of months"[1] to normalize in 2022. The economy and all those critical businesses that play a role in its performance are expected to see moderate improvements over the year, but slow progress is going to be the standard. Manufacturers will need to prepare for a year where supply chain disruptions remain constant until at least the latter half of 2022.

Understanding how manufacturers can protect themselves will be a priority for business leaders throughout New Jersey and the nation. Close collaboration with industry partners will be key in the early identification of programs and protections available to New Jersey manufacturing operations. New opportunities aimed at alleviating supply chain pressures on local businesses are being developed to allow New Jersey manufacturers to offset these disruptions as the United States continues to look to rebuild the national supply chain.

Automation

Robotics Process Automation (RPA) and the goal to automate repetitive processes to alleviate strain on the workforce, increase throughput, and cut down on waste is a trend that isn't slowing. Gartner identified "Hyperautomation", the disciplined, business-driven approach to rapidly identifying, vetting, and automating as many businesses and IT processes as possible"[2] as one of the top trends to expect in 2022. In the new year, automation is expected to remain a major focus for many New Jersey manufacturing operations. Workforce constraints are forcing businesses to take a close look at their production processes to see where they can implement robotics so manufacturers can move employees to manage and maintain other critical tasks that require human interaction.

Identifying the potential Return on Investment on the right automation initiative is a vital aspect of realizing its value to an organization. Many RPA endeavors require a substantial upfront investment. Any equipment purchased or time invested in redesigning a production process must be done correctly the first time or the manufacturer risks adding unnecessary costs that can extend the time in which a business will realize a return. Any investment in RPA or any kind of automation must be made only after close examination and consideration of every aspect of a production process.

Workforce

Workforce challenges are complex and longstanding. A lack of industry engagement and a culture that steered students away from exploring industrial careers created a skills gap that now looks more like a massive chasm. Only now has there been any renewed emphasis on highlighting the importance of these career paths and the cultivation of these critical skills. Businesses are beginning to work alongside academia to ensure everyone understands the opportunities available, the skills needed, and the best way to get involved in the industry. Events like Manufacturing Day, National Apprenticeship Week, and a renewed emphasis on STEM in schools are slowly healing the decimated workforce.

Even with all the progress that continues to be made, the workforce challenge will not be solved in 2022. The National Association of Manufacturers (NAM) released an article in May of 2021 that investigates the projected 2.1 million manufacturing jobs expected to go unfilled by 2030. Manufacturers surveyed reported the right talent is 36% harder to find than it was in 2018.[3] To ensure businesses aren't bogged down by this workforce climate, they must begin getting creative about how they invest in training, recruiting, and retention.

1 *https://www.bloomberg.com/news/articles/2021-11-09/u-s-supply-chain-hurdles-to-last-well-into-2022-raimondo-says*

2 *https://www.forbes.com/sites/steveandriole/2021/11/01/gartners-2022-top-strategic-technology-trends--old-problems-old-trends--new-names/?sh=5d699b632b72*

3 *https://www.nam.org/2-1-million-manufacturing-jobs-could-go-unfilled-by-2030-13743/?stream=workforce*

Offering loyal employees training so they can become responsible for higher-skilled tasks is one way to help alleviate workforce challenges. Getting involved in the community, Registered Apprenticeship Programs, high school pre-apprenticeship programs are all excellent examples of how manufacturers can improve recruitment and retention efforts. Manufacturers will continue struggling with employment issues if they don't take a proactive step toward cultivating a local workforce in 2022.

Cybersecurity

Right before the end of the year, the United States Department of Defense updated the Cybersecurity Maturity Model Certification (CMMC). This is just one cybersecurity development that manufacturers in New Jersey and around the nation will need to monitor closely as the new year progresses. Manufacturers, especially those in the defense industrial base, are under constant threat of cyber-attack. These cyberthreats are no longer "what if" scenarios. From breaches on pipelines to public water systems, no one is safe from cybercriminals looking to cause havoc or steal critical information.

NIST compiled a list of statistics[4] that shows why manufacturers must not hesitate to act in 2022. Below are three staggering statistics that help emphasize the potential monetary cost of a cyber breach on a small-medium size manufacturing business:

- In 2019 10% of breached small businesses shut down
- 1 in 5 small businesses report falling victim to a ransomware attack
- The average cost of a data breach is $3.92 million

No matter what a manufacturer produces, cybersecurity needs to be a primary business focus in 2022. Suppliers, customers, partners are all at risk if a single entity falls victim to a cyber-attack. Without conducting training, creating barriers, and having a reaction plan, a business is dangerously vulnerable.

Financial Opportunities

As businesses work to move past a turbulent new year it is essential, they utilize every possible tax relief program, disaster relief opportunity, and employment credit available. These programs are put into place to help businesses that were impacted by the pandemic, supply chain issues, or even more consistent difficulties like the workforce challenge. Manufacturers with a single accountant or even a small team of finance professionals are not equipped to manage many of the tax credit or incentive opportunities available to their organization. Many of these programs require a specialist in a particular area of a business. Some programs even require a mix of finance and engineering support which can be impossible to manage internally.

2022 will be a critical year for both businesses that experienced explosive growth or a worrisome downturn. Manufacturers that pivoted to a new industry to support the nation's recovery from the pandemic are eligible for a different set of incentive programs and business that struggled are due for support. No matter how a manufacturing business performed over the past 2 years it is going to be worth partnering with experts to identify every way a business can position itself to receive the maximum benefits and offset the largest disruptions.

Internet of Things (IoT)

Internet of Things (IoT) or the Industrial Internet of Things (IIoT) is not a completely new term in manufacturing, but it is still relatively new when looking at wide-scale implementation. The cost of technology at its inception is usually a massive barrier to small-medium size businesses. The complex systems, hardware, and software required to make the IoT function as intended caused slow adoption of the IIoT. Piece-by-piece manufacturers have been building a connected facility. From the adoption of smartphones to individual sensors to connected robotics systems, businesses of all sizes have been building an IIoT ecosystem. Sometimes this infrastructure is built upon unintentionally. The implementation of a new ERP system that can communicate with a connected device or machine that can then connect and communicate with an employee COVID-19 monitoring device will end up creating an ecosystem of digital systems that can analyze and reflect critical data. This is just one example but all the data a manufacturer generates can be used to drive numerous business decisions or keep employees safe. As businesses naturally invest in new equipment, software, or technology of any kind, it tends to have an IoT component. In 2022, more manufacturers than ever before will be able to take advantage of the IIoT.

The main driver for IIoT adoption is cost savings. According to PwC, business investment grew from $215 billion in 2015 to $832 billion in 2020. IoT Analytics cited 54% of enterprise IoT projects focused on cost savings.[5] Manufacturers are actively investing in the IIoT and IoT-enabled equipment, intending to directly improve their bottom line.

Most of the conversations discussing concepts like Cybersecurity and the Internet of Things were mainly speculative just a few years ago. Businesses that were pro-active and began learning all they could about protecting their business from cyber threats while also working to connect their facility are now thought leaders and ahead of the pack. The speculation turned into reality. IIoT and protecting a connected infrastructure are now obtainable. Manufacturers that continue to reject these steps forward are falling further behind.

Conclusion

2022 will be a pivotal turning point for those that weren't early adopters. Supply chain disruptions, rising inflation, a turbulent workforce are all going to be critical factors that will determine if a business can succeed. Without evolving, a manufacturing operation will not be able to continue growing. The trends mentioned here are going to be absolutely critical in shaping the future of the industry.

4 *https://www.nist.gov/blogs/manufacturing-innovation-blog/20-cybersecurity-statistics-manufacturers-cant-ignore*

5 *https://techjury.net/blog/internet-of-things-statistics/#gref*

New Jersey Manufacturing Impacts by Cluster

MANUFACTURING

Employees

249,464

GDP

$56.2B

Average Wage

$97,281

LIFE SCIENCES

Employees

76,433

GDP

$37.3B

Average Wage

$163,365

STEM/TECHNOLOGY

Employees

183,352

GDP

N/A

Average Wage

$133,942

TRANSPORTATION, LOGISTICS & DISTRIBUTION (TLD)

Employees

414,584

GDP

$62.5B

Average Wage

$73,259

Source: United States Bureau of Economic Analysis, GDP in Chained 2012 Dollars, Quarterly Census of Employment and Wages, 2018 Annual Averages, Current Employment Statistics, 2018 Annual Average
Prepared by: New Jersey Department of Labor and Workforce Development. December 2021

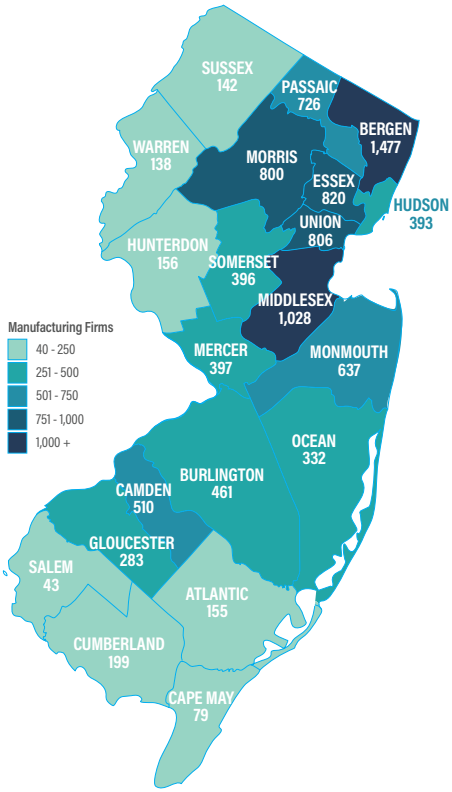
Source: Sources: U.S. Bureau of Economic Analysis and the U.S. Census Bureau
Prepared by: National Association of Manufacturers

Source: "In Our States: New Jersey." We Work For Health, Pharmaceutical Research and Manufacturers of America, www.weworkforhealth.org/in_our_states/new%20jersey, Accessed 1 Dec. 2020.
Prepared by: Health Institute of New Jersey

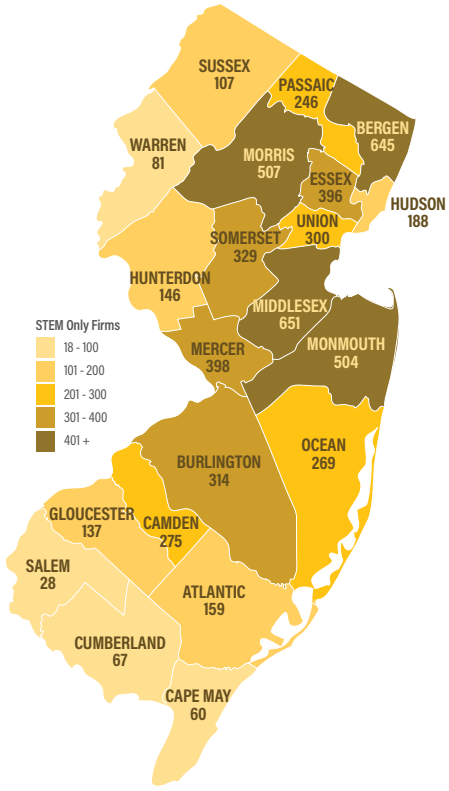
State of New Jersey

Manufacturing in New Jersey

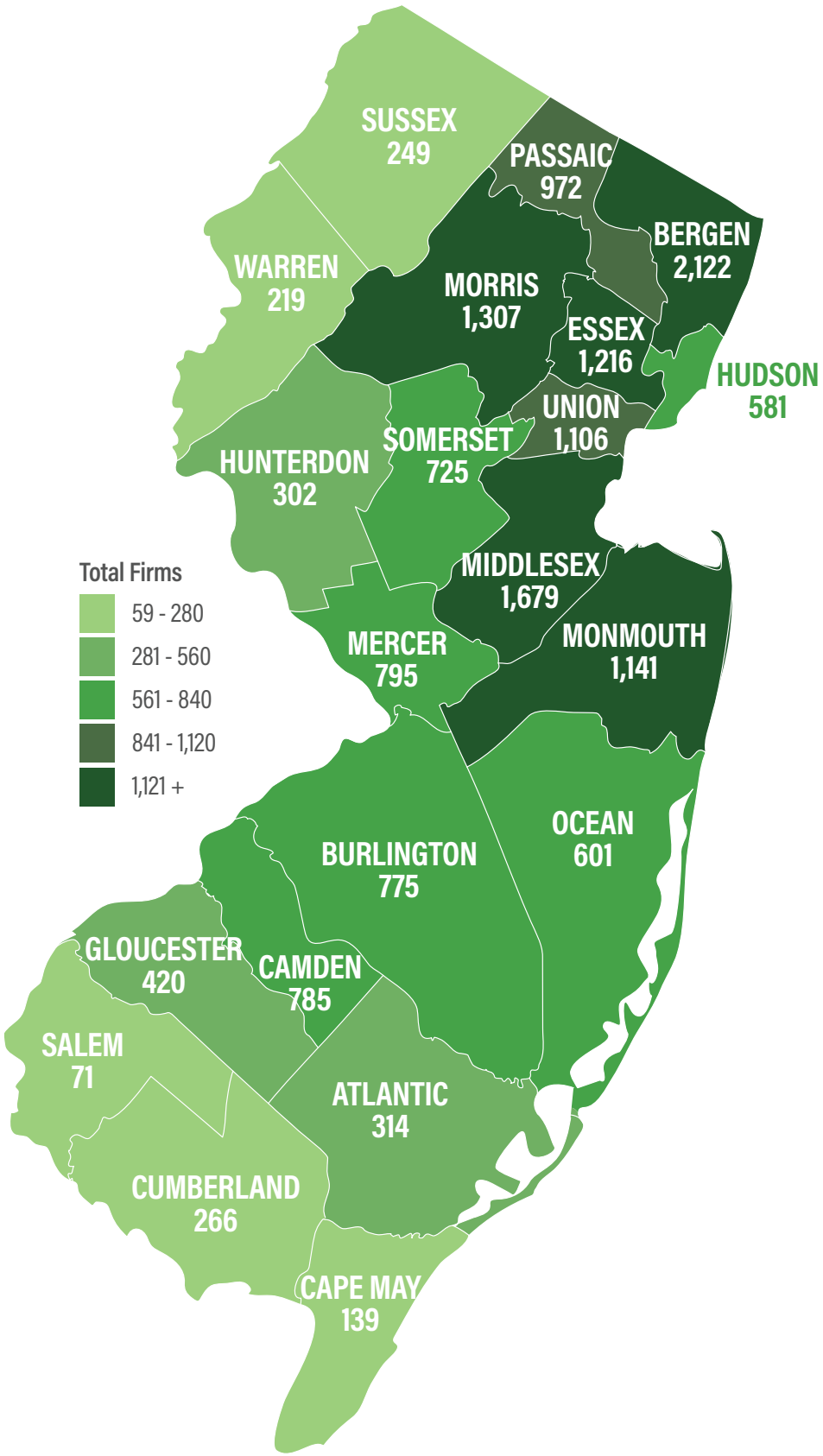
NEW JERSEY MANUFACTURING FIRMS BY COUNTY



NEW JERSEY STEM ONLY FIRMS BY COUNTY



NEW JERSEY TOTAL FIRMS BY COUNTY



NEW JERSEY MANUFACTURERS BY FEDERAL DISTRICT

District	Senate	House	# of Manufacturers	Main Counties	Employees-EST Per Entity
State	Robert Menendez		9,978		
State	Cory Booker		9,978		
1		Donald Norcross	823	Gloucester, Camden, Burlington	27,982
2		Jeff Van Drew	584	Atlantic, Cape May, Cumerland, Salem, Ocean	19,856
3		Andy Kim	571	Burlington, Ocean	19,414
4		Christopher Smith	708	Ocean, Monmouth, Mercer	24,072
5		Josh Gottheimer	947	Sussex, Passaic, Bergen, Warren	32,198
6		Frank Pallone	789	Monmouth, Middlesex	26,826
7		Tom Malinowski	978	Warren, Hunterdon, Somerset, Union, Morris	33,252
8		Albio Sires	592	Union, Essex, Hudson, Bergen	20,128
9		Bill Pascrell Jr.	1,280	Bergen, Hudson, Passaic	43,520
10		Donald Payne Jr.	580	Union, Essex, Hudson	19,720
11		Mikie Sherrill	1,247	Morris, Sussex, Essex, Passaic	42,398
12		Bonnie Watson Coleman	879	Middlesex, Mercer, Somerset, Union	29,886
			9,978	**Direct Employment ***	**339,252**

** An estimate supported by data from NIST & NAM - 34 employees per firm in NJ*

New Jersey is known as the Garden State, but it is also home to Americans first planned industrial city, Paterson, New Jersey. That manufacturing lineage still permeates strongly through the state up until today. With over 9,000 manufacturing businesses, and nearly 2,000 more when including STEM and engineering firms, manufacturing employs nearly 340,000 residents. According to Statista[1], the industry was recorded as contributing $54.06 billion or nearly 10% to the states GDP in 2021. The past two years have been a testament to the value of having such a strong local manufacturing industry. Businesses jumped into action producing PPE, essential medical equipment, lifesaving pharmaceuticals, and a wide assortment of products that help maintain our way of life.

Manufacturing in New Jersey isn't just prevalent, it's a sprawling industry represented in all 21 counties. From Sussex to Cape May, small businesses that produce a dizzying array of products can be found around every corner. Each business represents an average of 32 voters who care about their industry and the wages and benefits manufacturing provides to help sustain their families. The average annual compensation of a full-time manufacturing employee is over $94,000. These businesses not only support the state, nation, and economy, they support New Jersey residents that keep our state producing.

1 https://www.statista.com/statistics/304942/new-jersey-real-gdp-by-industry/

NEW JERSEY MANUFACTURERS BY STATE DISTRICT

District	Senate	Assembly	Assembly	# of Manufacturers	Main Counties	Employees-EST Per Entity
1	Michael L. Testa, Jr.	Antwan McClellan	Erik Simonsen	271	Atlantic, Cape May, Cumberland	9,214
2	Vince Polistina	Claire Swift	Don Guardian	129	Atlantic	4,386
3	Edward Durr	Beth Sawyer	Bethanne McCarthy Patrick	259	Cumberland, Gloucester, Salem	8,806
4	Fred H. Madden, Jr.	Paul D. Moriarty	Gabriela Mosquera	135	Camden, Gloucester	4,590
5	Nilsa Cruz-Perez	William F. Moen, Jr.	William Spearman	173	Camden, Gloucester	5,882
6	James Beach	Louis Greenwald	Pamela R. Lampitt	382	Burlington, Camden	12,988
7	Troy Singleton	Herb Conway, Jr.	Carol A. Murphy	296	Burlington	10,064
8	Jean Stanfield	Michael Torrissi	Brandon Umba	153	Atlantic, Burlington, Camden	5,202
9	Christopher J. Connors	DiAnne Gove	Brain E. Rumpf	142	Atlantic, Burlington, Ocean	4,828
10	James W. Holzapfel	John Catalano	Gregory P. McGuckin	68	Ocean	2,312
11	Vin Gopal	Marilyn Piperno	Kimberly Eulner	286	Monmouth	9,724
12	Samuel D. Thompson	Robert D. Clifton	Ronald S. Dancer	185	Burlington, Middlesex, Monmouth, Ocean	6,290
13	Declan O'Scanlon	Vicky Flynn	Gerard Scharfenberger	126	Monmouth	4,284
14	Linda R. Greenstein	Daniel R. Benson	Wayne DeAngelo	171	Mercer, Middlesex	5,814
15	Shirley K. Turner	Verlina Reynolds-Jackson	Anthony Verrelli	239	Hunterdon, Mercer	8,126
16	Andrew Zwicker	Roy Freiman	Sadaf Jaffer	381	Hunterdon, Mercer, Middlesex, Somerset	12,954
17	Bob Smith	Joseph Danielsen	Joseph V. Egan	235	Middlesex, Somerset	7,990
18	Patrick J. Diegnan, Jr.	Robert Karabinchak	Sterely S. Stanley	376	Middlesex	12,784
19	Joseph F. Vitale	Craig Coughlin	Yvonne Lopez	163	Middlesex	5,542
20	Joseph P. Cryan	Jamel Holley	Annette Quijano	270	Union	9,180
21	Jon Bramnick	Michele Matsikoudis	Nancy F. Munoz	329	Morris, Somerset, Union	11,186
22	Nicholas P. Scutari	Linda S. Carter	James J. Kennedy	265	Middlesex, Union, Somerset	9,010
23	Michael J. Dougherty	John DiMaio	Erik Peterson	355	Hunterdon, Somerset, Warren	12,070
24	Steven Oroho	Parker Space	Hal Wirths	207	Morris, Sussex, Union	7,038
25	Anthony M. Bucco	Brian Bergen	Arua Dunn	356	Morris, Somerset	12,104
26	Joseph Pennacchio	Christian Barranco	Jay Webber	476	Essex, Morris, Passaic	16,184
27	Richard Codey	Mila Jasey	John F. McKeon	191	Essex, Morris	6,494
28	Ronald Rice	Ralph R. Caputo	Cleopatra Tucker	138	Essex	4,692
29	M. Teresa Ruiz	Eliana P. Marin	Shanique Speight	238	Essex	8,092
30	Robert W. Singer	Sean T. Kean	Edward Thomson	251	Monmouth, Ocean	8,534
31	Sandra B. Cunningham	William Sampson	Angela V. McKnight	34	Hudson	1,156
32	Nicholas J. Sacco	Angelica M. Jimenez	Pedro Mejia	224	Bergen, Hudson	7,616
33	Brain P. Stack	Annette Chaparro	Raj Mukherji	167	Hudson	5,678
34	Nia H. Gill, Esq.	Thomas P. Giblin	Britnee Timberlake	219	Essex, Passaic	7,446
35	Nellie Pou	Shavonda E. Sumter	Benjie E. Wimberly	311	Bergen, Passaic	10,574
36	Paul A. Sarlo	Clinton Calabrese	Gary Schaer	539	Bergen, Passaic	18,326
37	Gordon M. Johnson	Ellen Park	Shama Haider	334	Bergen	11,356
38	Joseph A. Lagana	Lisa Swain	P. Christopher Tully	267	Bergen, Passaic	9,078
39	Holly T. Schepisi	Robert Auth	DeAnne C. DeFuccio	284	Bergen, Passaic	9,656
40	Kristin Corrado	Christoper P. DeFillips	Kevin Rooney	353	Bergen, Essex, Morris, Passaic	12,002
				9,978	**Direct Employment ***	**339,252**

State of New Jersey

Manufacturing Sectors

Advanced Manufacturing

All manufacturing today is advanced manufacturing. Even the most rudimentary job shops have some form of digital communication, technology, or software to help ensure their business can maintain operations. There are however stark differences between the manufacturers that reluctantly evolve and those embrace Industry 4.0. It would be nearly impossible to conduct business in 2022 without a computer, for example. Some manufacturers refuse to explore how new, accessible technologies might go beyond just being essential and instead, being massively profitable. Those business leaders that work to truly understand and embrace Industry 4.0 have a track record of wildly outpacing the competition.

Advanced manufacturing takes on many forms. Whether exploring sensors, software, robotics, automation, 3D printing, or the incredible connectivity and opportunity within the Industrial Internet of Things, there are technologies available to elevate nearly manufacturing process. An abundance of new advancements is a double-edged sword. Wreckless investments can lead to tremendous waste or worse, equipment or technology that goes idle or unused. New Jersey manufacturers found massive success in 2021 and have big plans in 2022 by investing in Industry 4.0 technologies. They've achieved this success through careful ROI studies and consultative partnerships. Only through smart investments and in-depth understanding of one's business can New Jersey facilities maintain this impressive path toward an efficient, sustainable, and profitable future.

Nearly $2 of every $10 of output generated by manufacturing in the United States occurs in these Northeastern states

State	Manufacturing GDP (in billions $)
Pennsylvania	$90
New York	$63
New Jersey	**$54**
Massachusetts	$51
Connecticut	$27
Maryland	$23
Delaware	$5

New Jersey ranks third among these states in the region. New Jersey GDP from manufacturing exceeded $54 billion in 2019.

Data shows that Massachusetts and New Jersey are leaders in the region in medical device manufacturing.

Chemical Manufacturing in NJ accounts for 5.2% chemical manufacturing employment in the nation

Chemical manufacturing accounted for 51 percent of manufacturing GDP in 1997 ($29 billion), but only 34 percent in 2020 ($18.5 billion). Chemical manufacturing in New Jersey accounts for 5.2 percent of chemical manufacturing employment in the nation.

Computer and electronic products manufacturing has been the best performing industry among this group, increasing its GDP from $464 million in 1997 to $6.1 billion in 2020, and now sits as the third highest component in terms of GDP in New Jersey.

Medical devices manufacturing has doubled its output since 1997 to nearly $4 billion in 2020.

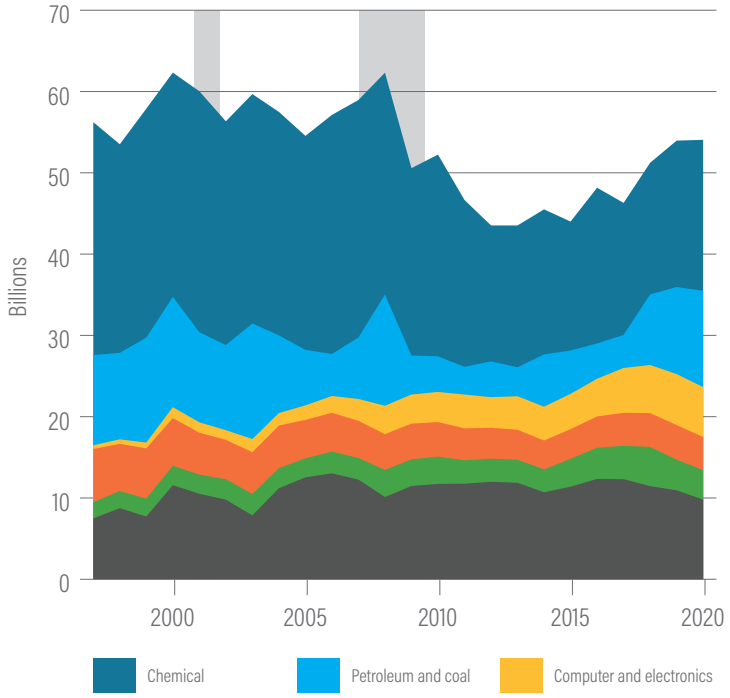
New Jersey is one of the world leaders in surgical appliances and supplies manufacturers

Glass container manufacturing remains a prevalent industry in the Southern counties of the state

Source: United States Bureau of Economic Analysis, GDP in Chained 2012 Dollars
Source: NJLWD, Quarterly Census of Employment and Wages, 2018 Annual Averages

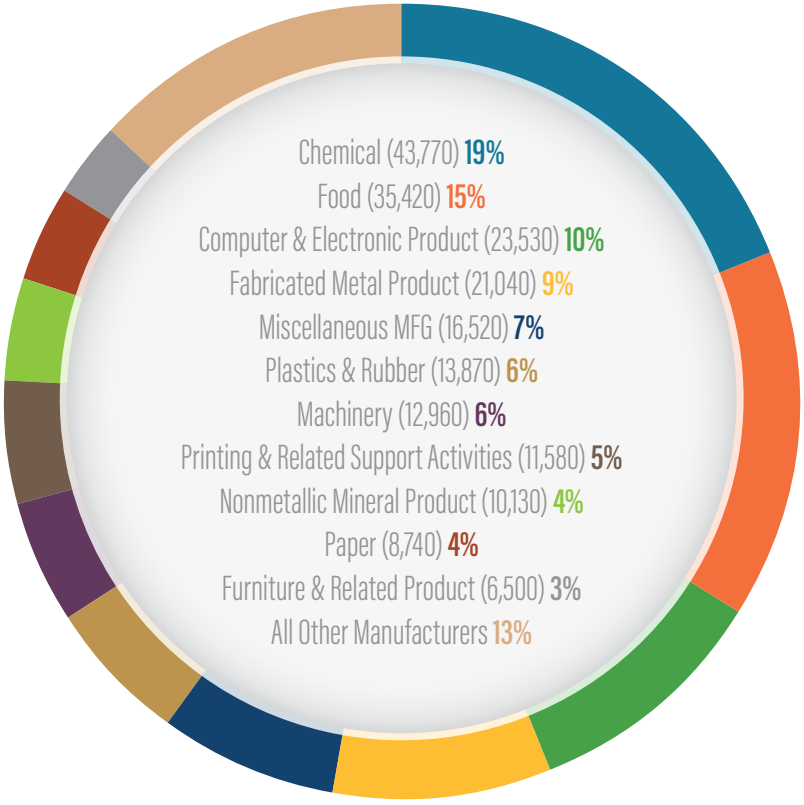
Prepared by: New Jersey Department of Labor and Workforce Development, December 2021

GROSS DOMESTIC PRODUCT (IN BILLIONS) BY MANUFACTURING SEGMENT NEW JERSEY: 1997-2020

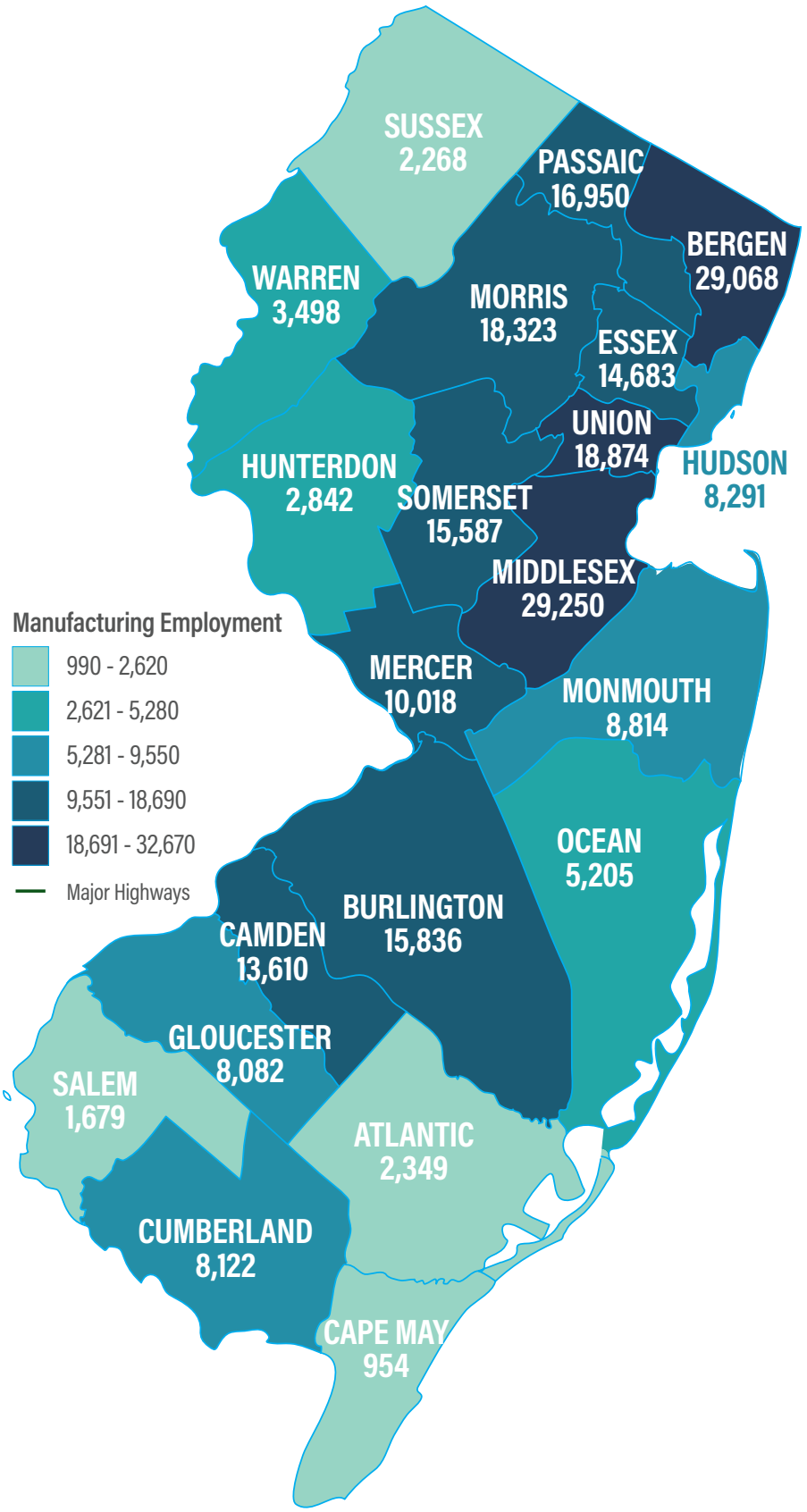


Gray area denotes U.S. economic recession as defined by the National Bureau of Economic Research (NBER)

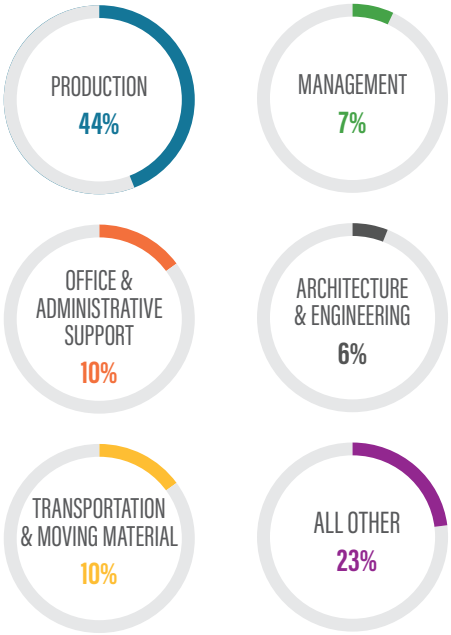
ALL MANUFACTURING INDUSTRIES AS A PERCENTAGE OF TOTAL MANUFACTURING IN NEW JERSEY: 2020



MANUFACTURING EMPLOYMENT
NEW JERSEY, 2020



BREAKDOWN OF MAJOR OCCUPATIONAL GROUPS WITHIN THE MANUFACTURING INDUSTRY
NEW JERSEY, 2020



Employment in manufacturing is highly concentrated in New Jersey's most populous counties and along the Interstate 95 corridor ...however, manufacturing in many of New Jersey's more sparsely populated counties make up a larger percentage of total private sector employment

New Jersey offers unique business advantages including:

- Geographic proximity to roughly 40 percent of the US population, or around 100 million potential consumers.
- Highly educated and diverse workforce.
- Extensive transportation network in place to carry goods by land, air, and sea.

In the four coastal counties of **Monmouth, Ocean, Atlantic, and Cape May**, less than 4 percent of private sector employment is classified as manufacturing

Cumberland County has the largest share of manufacturing of total employment, nearly 18 percent, followed by **Warren and Passaic Counties**

Bergen, Morris, Middlesex, and Somerset Counties have a large a diverse mix of manufacturing industries

Source: NJLWD, Quarterly Census of Employment and Wages, 2018 Annual Averages

Prepared by: New Jersey Department of Labor and Workforce Development December, 2019

SUBSECTOR DETAILS OF ADVANCED MANUFACTURING ESTABLISHMENTS AND EMPLOYMENT

The **food manufacturing** industry has added nearly 4,000 jobs over the past five years, and has large concentrations in **Bergen** and **Camden Counties**

The **chemical manufacturing** industry has strong concentrations along the Route 1 corridor, particularly in **Middlesex, Somerset,** and **Union Counties**

The **computer and electronic product manufacturing** industry has maintained steady employment, and is prevalent in **Bergen, Camden,** and **Morris Counties**

The **fabricated metal product manufacturing** industry has added 1,000 jobs since 2015, and has concentrations nearest Philadelphia and New York City

The **medical device manufacturing** industry employed 11,000 people in 2020, and nearly one-third of its employment is found in **Bergen County**

Food Manufacturing

	Establishments	Employment	Employment Per Establishment
2015	1,096	31,508	29
2020	1,272	35,418	28
Change	+176	**+3,910**	-1

Chemical Manufacturing

	Establishments	Employment	Employment Per Establishment
2015	809	43,173	53
2020	874	43,774	50
Change	+65	**+601**	-3

Computer and Electronic Product Manufacturing

	Establishments	Employment	Employment Per Establishment
2015	689	22,978	33
2020	703	23,531	33
Change	+14	**+553**	-

Fabricated Metal Product Manufacturing

	Establishments	Employment	Employment Per Establishment
2015	1,136	20,003	18
2020	1,131	21,036	19
Change	-5	**+1,033**	+1

Medical Device Manufacturing

	Establishments	Employment	Employment Per Establishment
2015	390	11,862	30
2020	353	11,045	31
Change	-37	-817	+1

Source: NJLWD, Quarterly Census of Employment and Wages, Annual Average
Prepared by: New Jersey Department of Labor and Workforce Development, December 2021

Key Occupations include:

Aerospace Engineers
Assemblers and Fabricators
Bakers
Bioengineers and Biomedical Engineers
Buyers and Purchasing Agents
Chemical Equipment Operators
Chemical Technicians
Chemists
Compliance Officers
Computer-Controlled (CNC) Machine Tool Operators
Cutting, Punching, and Press Machine Operators
Dental Laboratory Technicians
Electrical and Electronic Assemblers
Electrical Engineers
Food Batchmakers
Food Scientists and Technologists
Forklift Operators
Industrial Engineers
Industrial Machinery Mechanics
Inspectors, Testers, Sorters and Samplers
Machinists
Mechanical Engineers
Medical Appliance Technicians
Mixing and Blending Machine Operators
Packaging and Filling Machine Operators
Production, Planning, and Expediting Clerks
Sheet Metal Workers
Software Developers
Welders, Cutters, Solderers, and Brazers
Whole Sales Representatives

DEMOGRAPHIC PROFILES OF NEW JERSEY RESIDENTS WORKING IN ADVANCED MANUFACTURING

Data shows a steady and gradual change toward an older workforce

The workforce aged 65 and older has nearly tripled its share of total employment from 3 percent to almost 9 percent from 1999 to 2019.

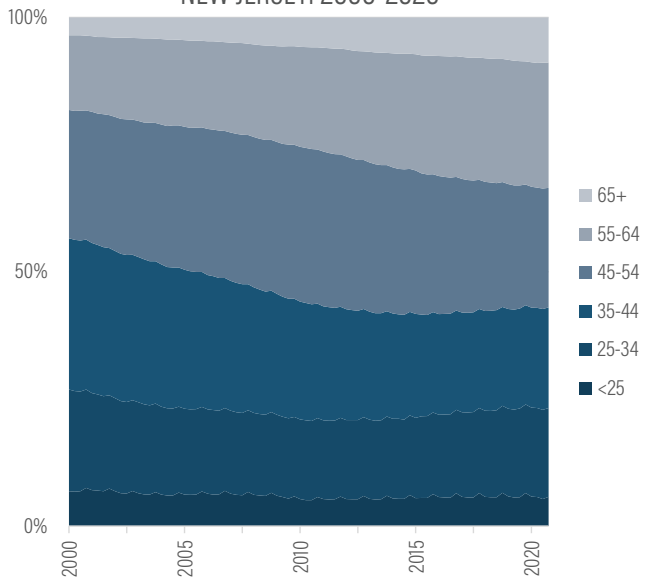
Over the past 20 years, the fastest growing age cohort has been 55-64 years old, while the group aged 35-44 has declined the most.

The share of the manufacturing workforce under the age of 35 has decreased over the last 20 years from 27 percent to 23 percent.

According to the U.S. Census Bureau's 2019 American Community Survey, the profile of the average New Jersey resident worker is generally older than average and male. Nearly 57 percent of the workforce is aged 45 and over.

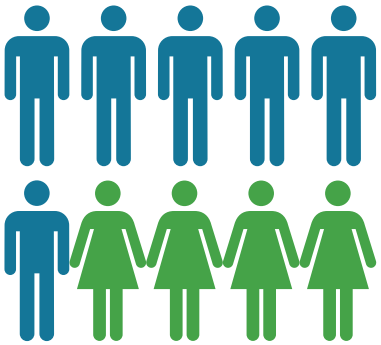
Racially, it is more diverse than average, especially among the Asian population. The workforce is highly educated, as greater than 44 percent having attained at least a bachelor's degree.

BREAKDOWN OF WORKFORCE BY AGE
NEW JERSEY: 2000-2020



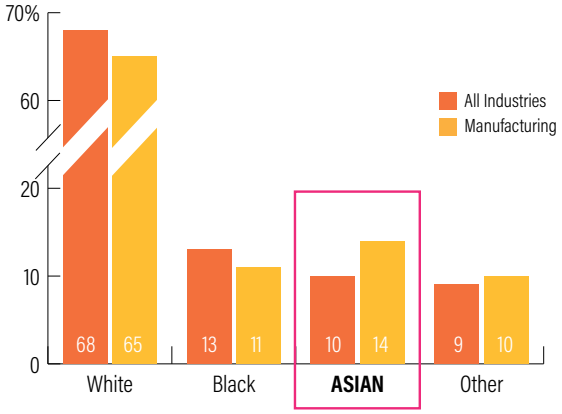
Source: United States Census Bureau. Quarterly Workforce Indicators
Prepared by: NJ Department of Labor & Workforce Development December, 2021

THE MANUFACTURING WORKFORCE IS PREDOMINANTY MALE (63%)

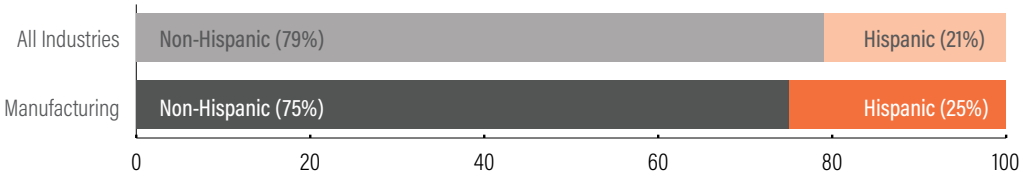


In all industries combined, males make up 52% of the workforce.

THE ASIAN POPULATION MAKES UP A LARGER PORTION OF THE MANUFACTURING WORKFORCE (14%) THAN THE OVERALL ECONOMY (10%)



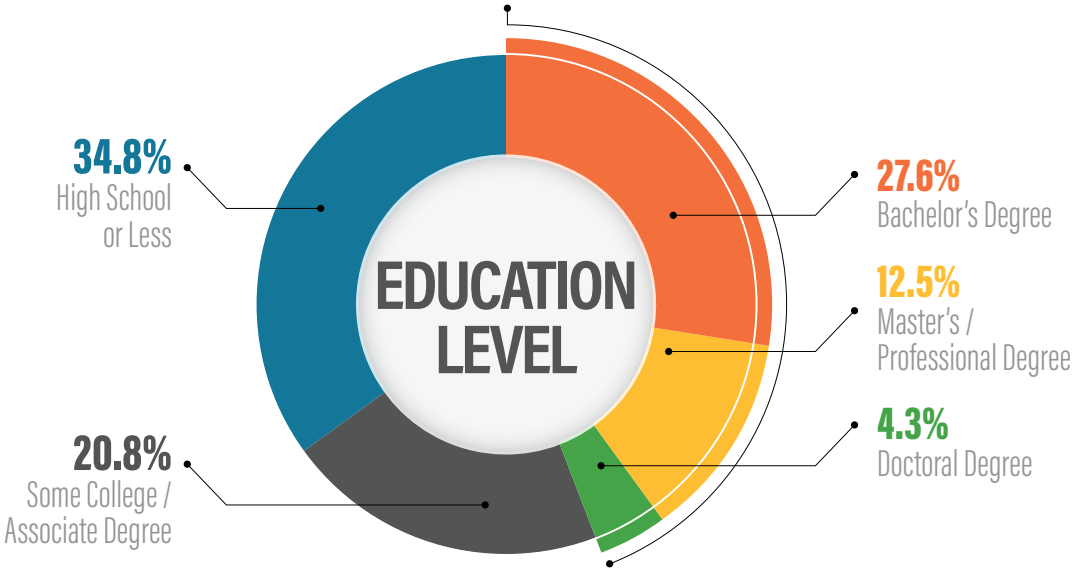
THE HISPANIC POPULATION MAKES UP A QUARTER (25%) OF THE MANUFACTURING WORKFORCE



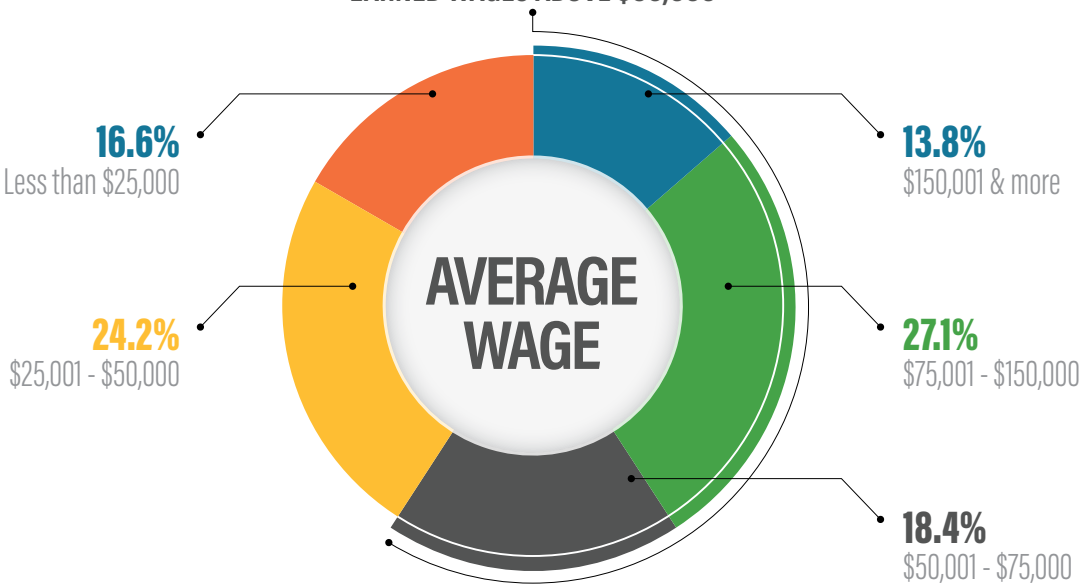
Source: United States Census Bureau, 2017 American Community Survey
Prepared by: New Jersey Department of Labor and Workforce Development, December 2021

EDUCATIONAL ATTAINMENT AND AVERAGE WAGE OF NJ RESIDENTS IN THE MANUFACTURING WORKFORCE

MORE THAN 45% OF THE WORKFORCE REPORTED THAT THEY HAVE EARNED AT LEAST A BACHELOR'S DEGREE



NEARLY 60% OF THE WORKFORCE CLAIMED TO HAVE EARNED WAGES ABOVE $50,000



Life Sciences Manufacturing

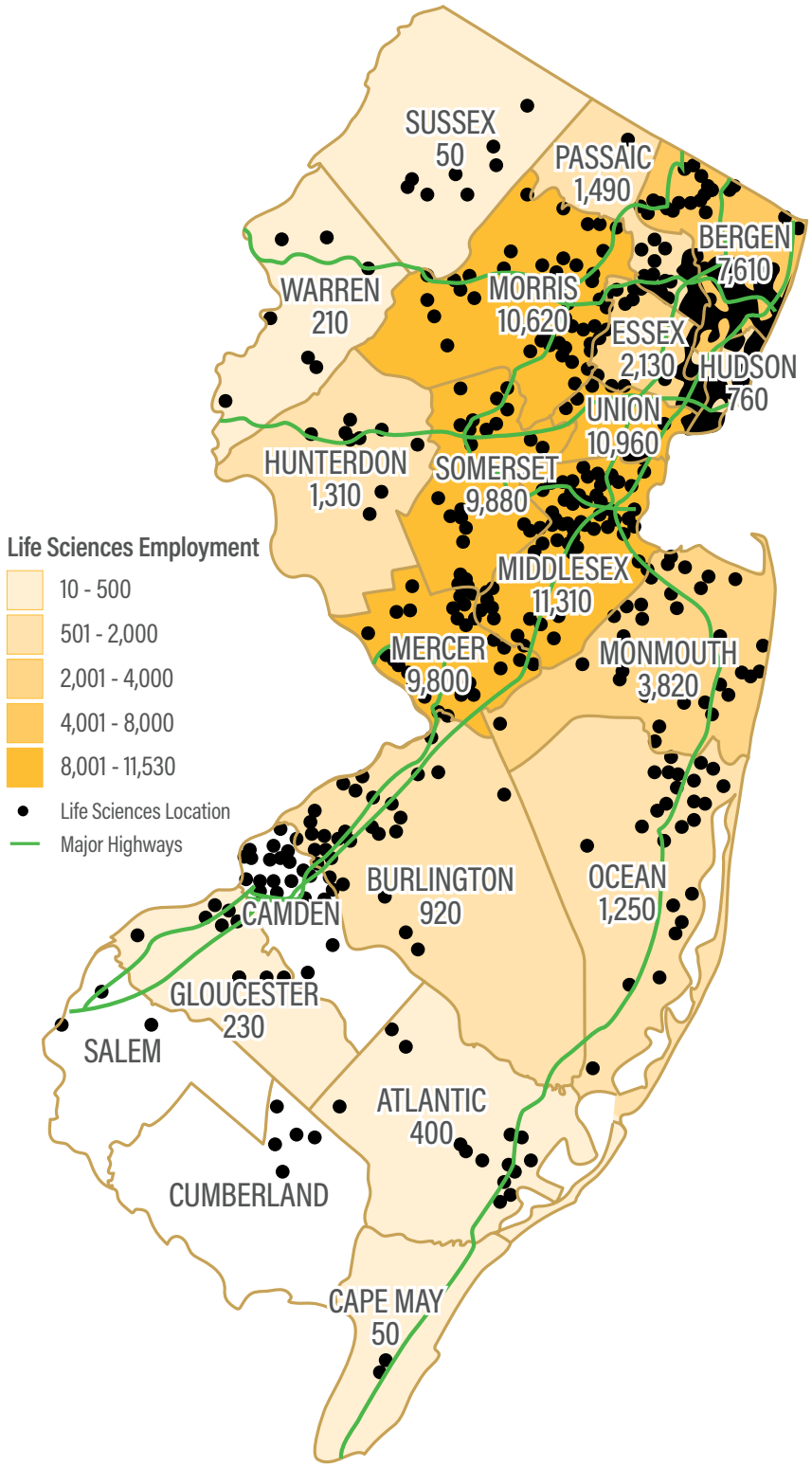
"Life Sciences" includes all manufacturing operations where medical, pharmaceutical, chemical, or scientific processes or production are taking place. New Jersey is known as the 'Medicine Chest of the World,' and it earned that reputation by being a hub for the life sciences industry and all the small-medium size businesses that support the giant corporations known nationally and world-wide. The life sciences sector represents $83 billion or 14% of New Jersey's gross domestic product[1]. New Jersey is the #1 state for life sciences manufacturing employees[2]. Its 135-year legacy as a life science leader continues to be strong up to today.

The collative public turned its attention to the pharmaceutical and medical device industry once the pandemic took hold. A treatment, vaccine, and the critical PPE (Personal Protective Equipment) required to keep the world safe and healthy was only going to be made possible by the world's life science leaders. New Jersey opened its medicine chest to the world and the industry began fighting back. As the year progressed, a vaccine was developed, manufacturers pivoted to producing PPE which eased the world's supply issue, and it became clear that New Jersey's life science industry is essential.

1 https://www.northjersey.com/story/opinion/2021/04/05/njs-economy-could-use-science-job-boom/7088594002/

2 https://hinj.org/life-sciences-new-jersey/new-jerseys-life-sciences-by-the-numbers/

LIFE SCIENCES EMPLOYMENT AND ESTABLISHMENT LOCATIONS BY COUNTY, 2020



The Life Sciences Cluster has an enormous impact on providing high quality jobs and adding significant value to the State's economic activities.

Recent New Jersey highlights included:

- **EMPLOYMENT TOTAL AVERAGED 76,510** or 2.4% of all private sector workers in the state for 2020. Nationally, the proportion was just 1.3%.
- **PAID OVER $14.1 BILLION IN SALARY** in 2020 annual payrolls; 6 percent of the state's total wages..
- **NEARLY 1,700 ESTABLISHMENTS TOTAL** in 2020. Over a five year period (2015-2020) even with numerous industry related reorganizations New Jersey's pharmaceutical component still grew (by +20.2%).
- **14 OF THE WORLD'S 20 LARGEST RESEARCH-BASED BIOPHARMACEUTICAL COMPANIES** and 11 of the world's 20 largest medical technology companies maintain a headquarters (global, North American or U.S.) or significant presence in New Jersey
- New Jersey has the highest concentration of scientists and engineers per square mile in the U.S. and is the **#3 STATE FOR EMPLOYED BIOCHEMISTS AND BIOPHYSICISTS.**
- New Jersey is one of the top two states in the nation for the most facilities manufacturing FDA-approved products and is the **#1 STATE FOR LIFE SCIENCES MANUFACTURING EMPLOYEES**.

Source: NJ Department of Labor & Workforce Development, Quarterly Census of Employment and Wages, 2015-2020 Annual Averages
Prepared by: New Jersey Department of Labor and Workforce Development, December 2021

Source: EvaluatePharma® May 2021, Evaluate Ltd.
Prepared by: HINJ, 2021

LIFE SCIENCES MANUFACTURING INDUSTRY SECTOR ESTABLISHMENTS AND EMPLOYMENT ANALYSIS

PHARMACEUTICALS:

520 Establishments — 31%

- Pharmaceutical and medicine manufacturing (65.9%)
- Soap, cleaning compound, and toiletry manufacturing (38.8%)

BIOTECHNOLOGY (R&D)

820 Establishments — 49%

- Scientific research and development services
- Consists of service-related establishments primarily engaged scientific research, development and/or analytic.

MEDICAL DEVICES

350 Establishments — 21%

- Medical equipment and supplies manufacturing
- Establishments primarily engaged in manufacturing medical equipment and supplies.

The pharmaceuticals component accounted for 43.6% of the life sciences industry sector employment

33,360 jobs

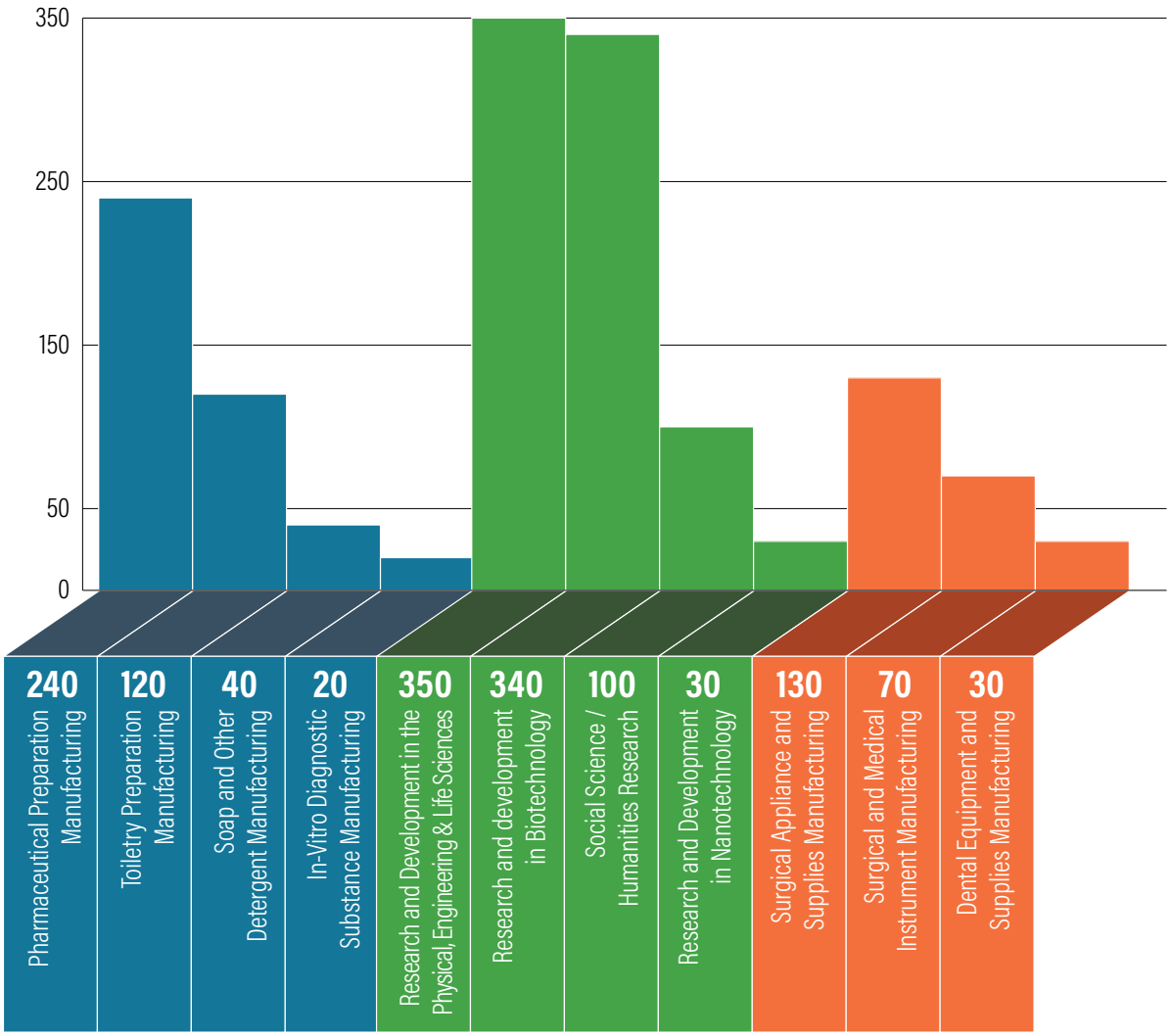
Biotechnology (R&D) accounted for 42.0% of the life sciences sector employment

32,100 jobs

Medical devices is the smallest of the three components and makes up 14.4% of the life sciences industry

11,050 jobs

LIFE SCIENCES ESTABLISHMENT NUMBERS BY SUB-SECTOR, 2020



Due to disclosure issues, medicinal and botanical mfg., surface active agent mfg., other biological product mfg., and polish and sanitation good manufacturing are not included in the chart above.

Due to disclosure issues, dental laboratories, and ophthalmic goods mfg. are not included in the chart above.

LIFE SCIENCES INDUSTRY SECTOR: ANNUAL AVERAGE WAGE ANALYSIS

PHARMACEUTICALS:

- **Annual average wages were**
  $148,840 in 2020,
  up +19.9% (or $24,700), from $124,140 in 2015.
- Changes in this industry ranged from soap, cleaning, compound, and toiletry manufacturing (+10.8%) to pharmaceutical & medicine manufacturing (+12.2%) in annual average wages from 2015 to 2020.

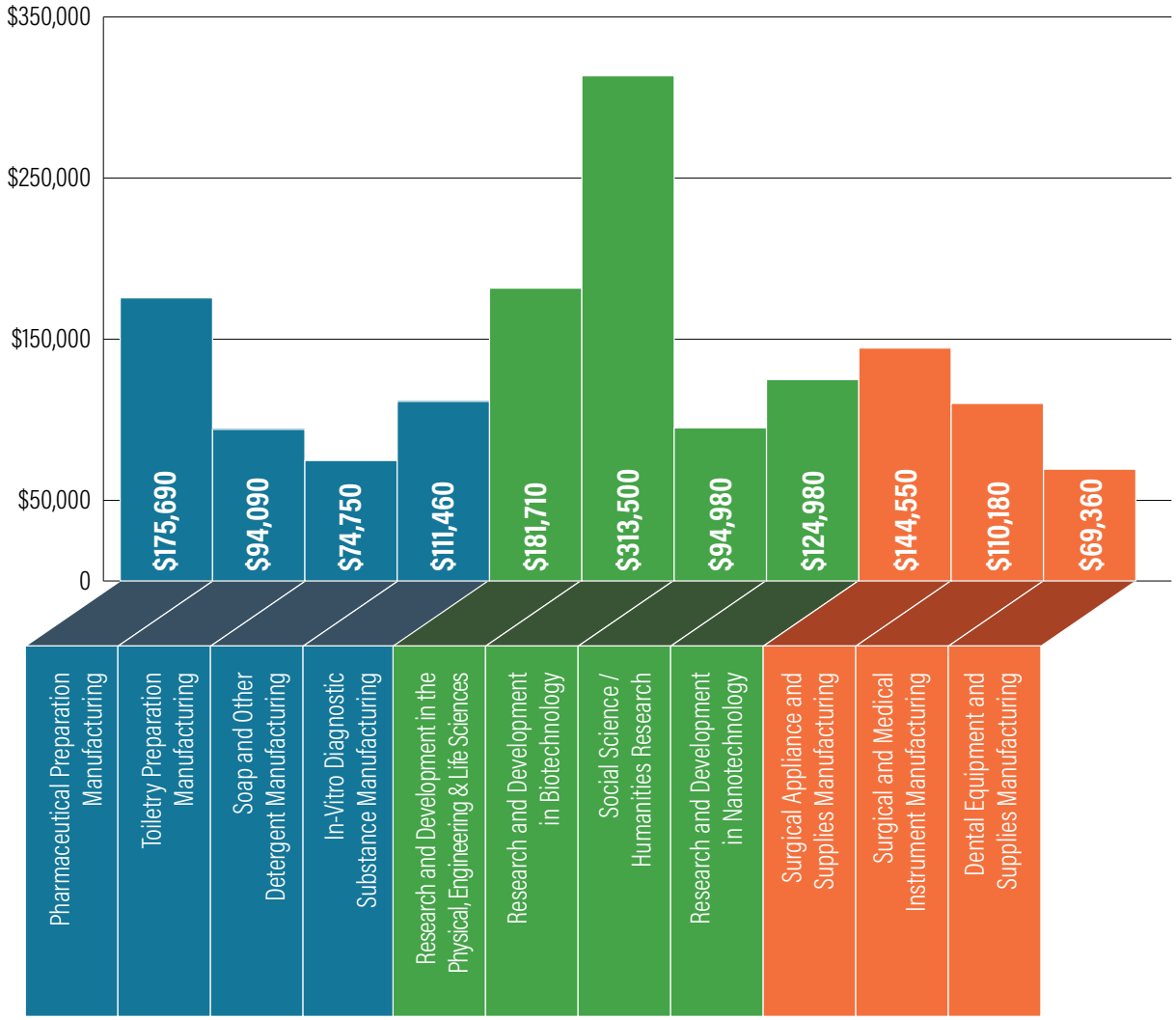
BIOTECHNOLOGY (R&D)

- **Annual average wages were**
  $243,560 in 2020,
  up +16.7 percent from $208,620 in 2015.
- Research and development in biotechnology experienced the highest wages increase from $266,220 in 2015 to $313,500 in 2020. A total increase of +17.8%.

MEDICAL DEVICES

- **Annual average wages were**
  $122,380 in 2020,
  up +8.4 percent from $112,940 in 2015.
- Surgical appliances and supplies manufacturing experienced a significant wages increase from $127,270 in 2015 to $144,550 in 2020. A total growth of +13.6%.

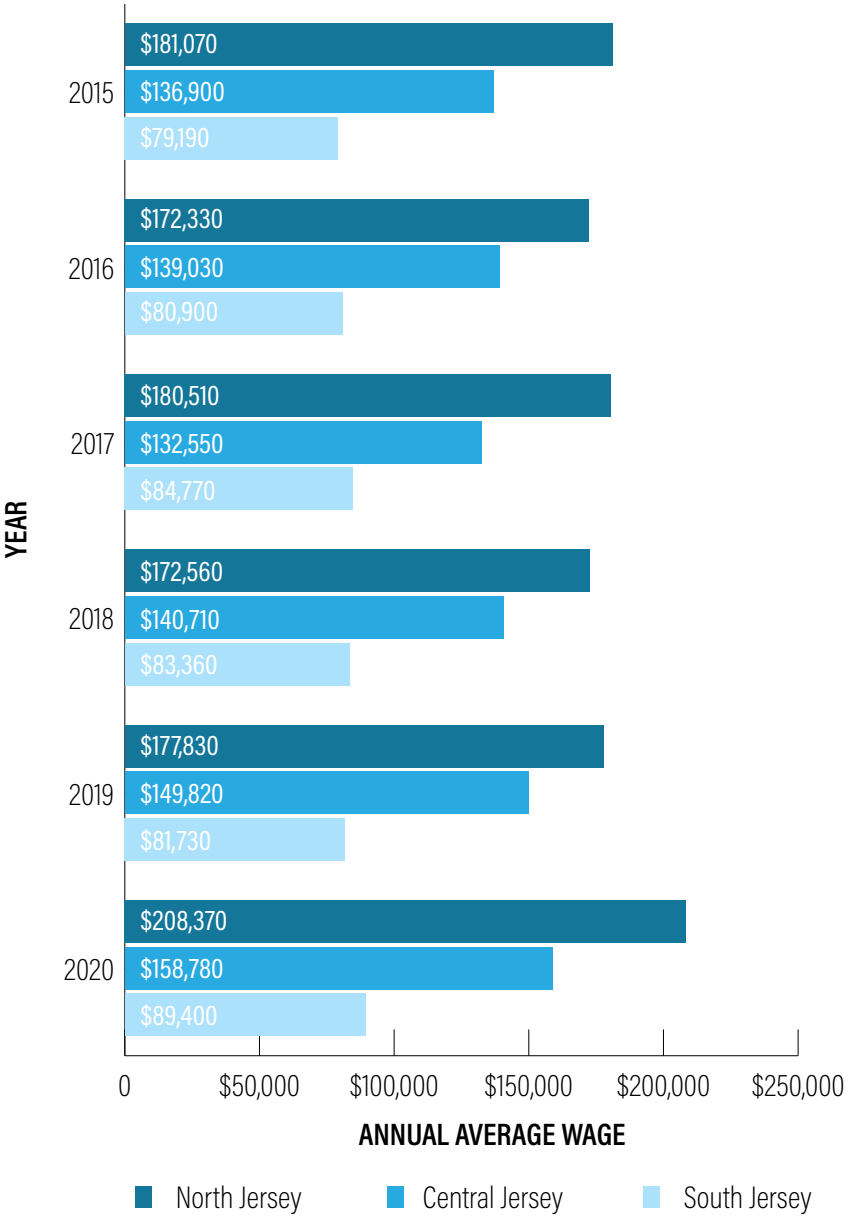
LIFE SCIENCES ANNUAL AVERAGE WAGE BY SUB-SECTOR, 2020



Due to disclosure issues, medicinal and botanical mfg., surface active agent mfg., other biological product mfg., and polish and sanitation good manufacturing are not included in the chart above.

Due to disclosure issues, dental laboratories, and ophthalmic goods mfg. are not included in the chart above.

LIFE SCIENCES ANNUAL AVERAGE WAGE BY REGION
5-YEAR TREND, 2015 - 2020



NORTHERN REGION - (Bergen, Essex, Hudson, Hunterdon, Morris, Passaic, Somerset, Sussex, Union, and Warren Counties) – Annual average wage increased 15.1 percent from 2015 - 2020.

Establishments – A majority of the Life Sciences industry related establishments can be found along major highways in New Jersey within a close proximity to New York, New York.

Employment – Represent more than half of the life sciences employment in New Jersey in 2020.

Average Wage – The average wage for these counties in life sciences related industries is comparatively above the statewide total average in this sector ($211,620 vs. $184,760).

CENTRAL REGION – (Mercer, Middlesex, Monmouth, and Ocean Counties) – This region experienced the highest growth in annual average wage over the five-year period. A total of 16 percent.

Establishments - These counties account for more than a quarter of all establishments in the life sciences industry sector in New Jersey.

Employment – Employment for these four counties makes up nearly one third of employment in the life sciences industry sector.

Average Wage – The average wage for these counties in life sciences related industries is relatively below the statewide total average in this cluster ($158,780 vs. $184,760) in 2020.

SOUTHERN REGION – (Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, and Salem Counties) – Presented the smallest annual average wage increase (+12.9%) during the shown period.

Establishments – Having a close proximity to Philadelphia, PA these three counties account for 6.2 percent of all life sciences industry establishments in New Jersey.

Employment – The three counties have slightly more than 3,100 employment.

Average Wage – The average wage for these counties in life sciences related industries is below the statewide total average in this cluster ($89,830 vs. $184,760). These counties also account for 2 percent of total life sciences annual average wages paid in 2020.

Source: NJ Department of Labor & Workforce Development, Quarterly Census of Employment and Wages, 2020 Annual Averages

Source: NJ Department of Labor & Workforce Development, Quarterly Census of Employment and Wages, 2015-2020 Annual Averages

Prepared by: New Jersey Department of Labor and Workforce Development, December 2021

LIFE SCIENCES INDUSTRY SECTOR: OCCUPATIONAL AND DEMOGRAPHIC ANALYSIS

LIFE SCIENCES INDUSTRY SECTOR TOP OCCUPATIONAL GROUPS, 2020

Occupational Group	Pharmaceutical	Biotechnology (R&D)	Medical Devices
LIFE, PHYSICAL, AND SOCIAL SCIENCE Employment: 15,830 | Average Salary: $101,610	16.5%	**29.8%**	
PRODUCTION Employment: 15,190 | Average Salary: $45,890	**34.1%**		**38.3%**
MANAGEMENT Employment: 15,080 | Average Salary: $204,910	13.0%	28.9%	7.8%
BUSINESS AND FINANCIAL OPERATIONS Employment: 8,350 | Average Salary: $100,450	7.4%	12.1%	16.9%
OFFICE AND ADMINISTRATIVE SUPPORT Employment: 4,140 | Average Salary: $55,090	7.3%	6.3%	11.9%
COMPUTER AND MATHEMATICAL Employment: 4,140 | Average Salary: $105,040		6.8%	
ARCHITECTURE AND ENGINEERING Employment: 3,370 | Average Salary: $117,290	3.5%	5.7%	9.9%
TRANSPORTATION AND MATERIAL MOVING Employment: 2,770 | Average Salary: $40,630	6.9%		4.8%
INSTALLATION, MAINTENANCE, & REPAIR Employment: 2,060 | Average Salary: $66,450	4.0%	1.6%	
SALES AND RELATED Employment: 1,500 | Average Salary: $105,820			
HEALTHCARE SUPPORT Employment: 850 | Average Salary: $38,780		2.4%	
OTHER	7.2%	6.6%	10.4%

PHARMACEUTICAL

A majority of occupations in pharmaceutical & medicine manufacturing and pharmaceutical & chemical manufacturing are production related.

In both industry groups, computer & mathematical and installation, maintenance and repair occupations account for a significant portion of the employment within the "Other" categories.

BIOTECHNOLOGY (R&D)

The biotech's occupational group shows that this industry class holds a significant portion of professional, scientific, and technical workers with in-depth skills and knowledge related to science.

In this bundle, healthcare support, and installation, maintenance & repair occupations account for a significant portion of the employment within the "Other" category.

MEDICAL DEVICES

The medical devices' occupational group shows that this industry class holds a significant portion of technical workers with skills and knowledge related to production.

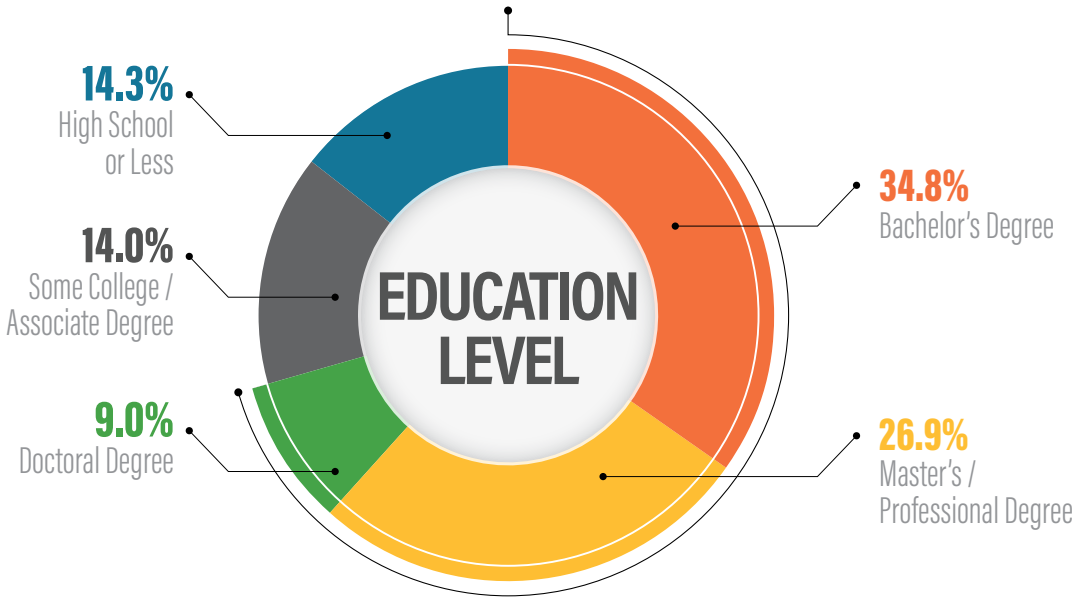
In this bundle, the installation, maintenance & repair, and sales & related occupations account for a significant portion of the employment within the "Other" category.

Source: NJ Department of Labor & Workforce Development, Occupational Employment Statistics, May 2020

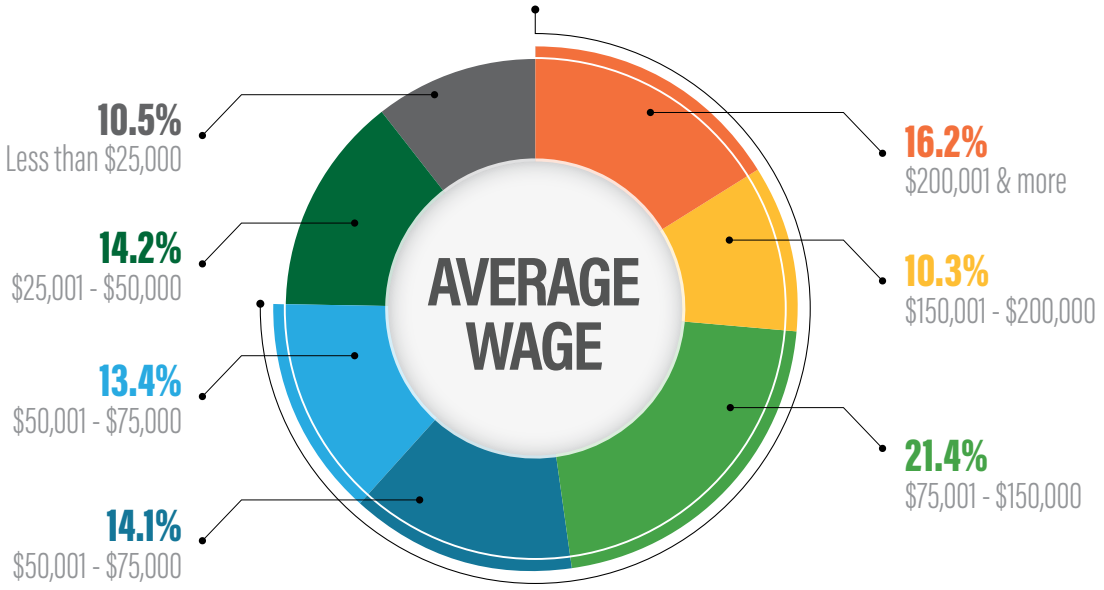
Prepared by: New Jersey Department of Labor and Workforce Development, December 2021

EDUCATIONAL ATTAINMENT AND AVERAGE WAGE OF NJ RESIDENTS IN THE LIFE SCIENCES SECTOR

NEARLY TWO-THIRDS OF NEW JERSEY'S WORKFORCE EMPLOYED IN THIS SECTOR HOLD AT LEAST A BACHELOR'S DEGREE, MANY HOLDING EVEN MORE ADVANCED DEGREES.



THREE-FOURTHS OF THE WORKERS (75.3%) IN THIS SECTOR EARNED OVER $50,000



Source: NJ Department of Labor & Workforce Development, Occupational Employment Statistics, May 2020

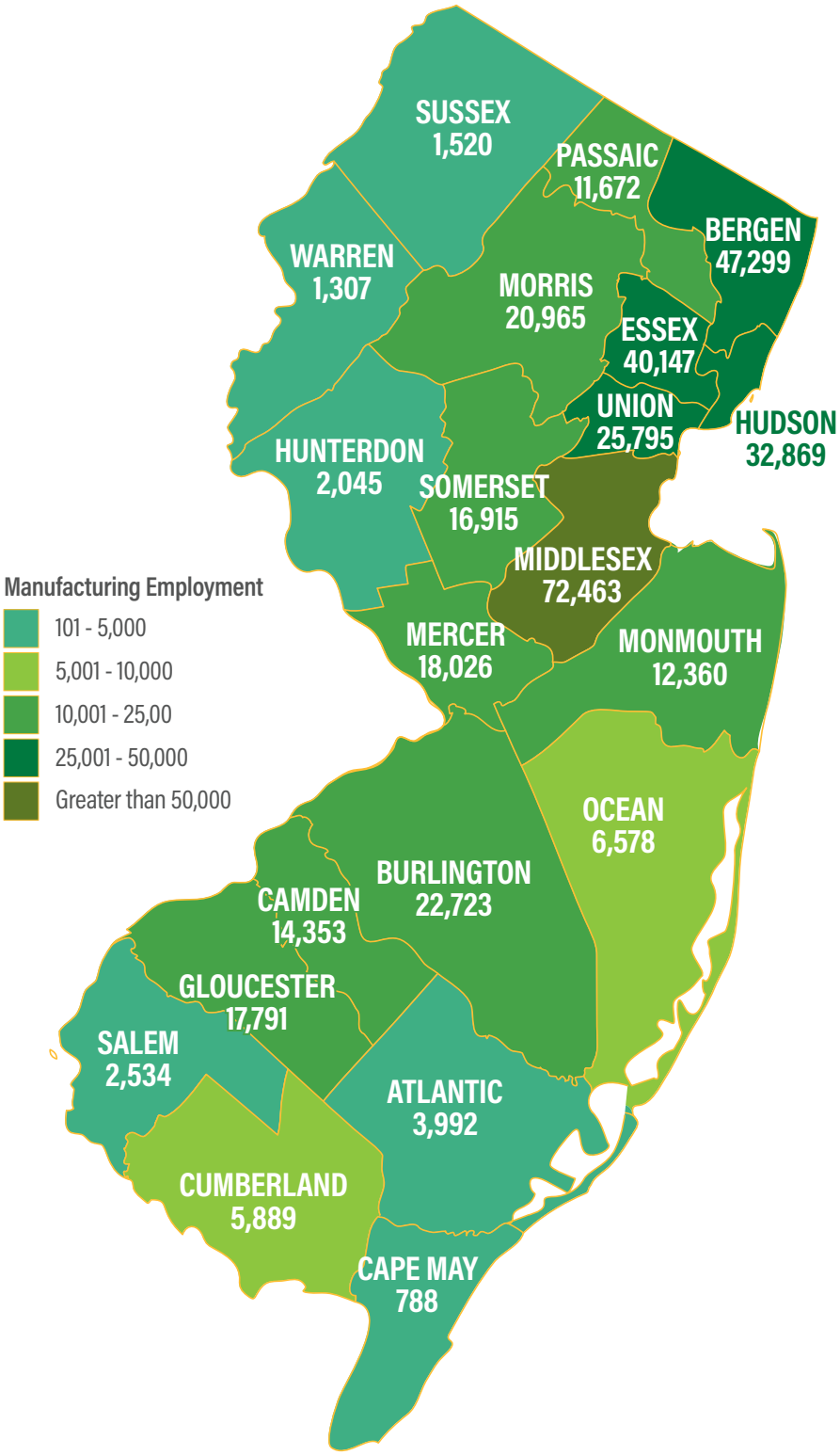
Prepared by: New Jersey Department of Labor and Workforce Development, December 2021

Transportation, Logistics and Distribution

New Jersey is strategically positioned with access to interstate highways and international ports. This allows the state to be a distribution hub. Not only does New Jersey produce, it also supplies the rest of the nation and the world. This logistics prowess has always played a significant role in everyday life however during times of crisis, a strong distribution and transportation network is even more vital. Once the pandemic struck, economies worldwide came to a grinding halt. This caused unprecedented supply chain disruptions and massive shortages throughout the United States. Manufacturers, other businesses, and every citizen felt the supply chain pressures and New Jersey was no exception.

Countless delays, material shortages, and an uncertain supply chain became the norm in 2021. These disruptions lasted longer than most expected and only began to heal right before the close of the year. New Jersey's transportation and distribution networks reacted quickly to these supply chain pitfalls, remaining agile to support the nation as much as possible. 2022 will not bring an end to every supply chain challenge that came about because of the pandemic but the healing will continue. As the nation strengthens its local production capabilities and transportation networks remain at the ready to support the United States, the lessons learned from 2021 lay a new path forward.

TLD EMPLOYMENT BY COUNTY, 2020



54.5% OF NJ'S TLD JOBS ARE LOCATED IN MIDDLESEX (18.1%), BERGEN (11.8%), ESSEX (10.0%), HUDSON (8.2%), AND UNION (6.5%) COUNTIES. These counties are advantageously located in close proximity to the ports of Newark and Elizabeth, as well as major highways, such as the NJ Turnpike.

Other areas in the state that have substantial concentrations of TDL employment include Burlington, Camden, and Gloucester counties, which are also in close proximity to the NJ Turnpike, as well as major arteries, such as I-295. These three counties are in close proximity to the Delaware River, the Ports of Camden and Paulsboro, and the City of Philadelphia. Collectively, these 3 counties accounted for 13.7 percent of the state's TDL employment.

Mercer County has become more prominent as a center of TDL employment. Jobholding has more than doubled (+111.3%) in the county since the end of the 'Great Recession': from 8,530 (2009) to over 18,000 (2020).

In 2020, New Jersey's top-ranking counties for wholesale trade employment were Bergen (15.6%), Middlesex (14.2%), and Morris (6.9%) counties, in part, due to the state's high concentration of pharmaceutical firms. Combined, these three counties account for over one-third (36.7%) of employment in wholesale trade and 41.8 percent of jobholding within the druggist goods merchant wholesalers and chemical merchant wholesalers subsector industries.

Statewide, private sector jobholding within the druggist goods merchant wholesalers and chemical merchant wholesalers subsector industries account for 10.8 percent of all wholesale trade industry employment.

The state's top industries by employment within wholesale trade were grocery and related products wholesalers (31,247 jobs or 15.6%) and professional and commercial equipment merchant wholesalers (28,526 jobs or 14.2%).

Source: NJ Department of Labor & Workforce Development, Quarterly Census of Employment & Wages

Prepared by New Jersey Department of Labor & Workforce Development, December 2021

Infrastructure: Sea

Port of New York & New Jersey

The Port of NY/NJ is an economic power house for NJ. One-third of the nation's GDP is produced within 250 miles.

For the State of New Jersey, the Port of NY/NJ supported

- Nearly 205,000 direct jobs
- Over 428,300 total jobs in the State
- More than $29.3 billion in personnel income
- Nearly $80.4 billion in business activity
- Nearly $9.8 billion in federal, state, and local tax revenues

It is the largest port on the East Coast (2018).

2nd largest container port in the U.S handling 4,238,107 cargo containiers, valued at nearly $211.6 billion.

Port of Camden, Paulsboro & Salem

Cargo off loaded at the these terminals are within the industrial/commercial epicenter of 100 million Americans and the industrial heartland of America and eastern Canada.

The SJPC is a pillar of the Delaware River maritime complex, a $77.6 billion economic dynamo supporting 191,000 jobs across three states The SJPC and the 40+ port related businesses are among Camden's largest employers and taxpayers 3,400 family sustaining jobs.

$250 million investment is taking place for a new monopile manufacturing facility located at the Paulsboro Marine Terminal. It will "help to make the State the quintessential supply chain hub of the American offshore wind industry." Salem Port will serve as a hub to provide a location for essential staging, assembly, and manufacturing activities related to offshore wind along the East Coast

Infrastructure: Land

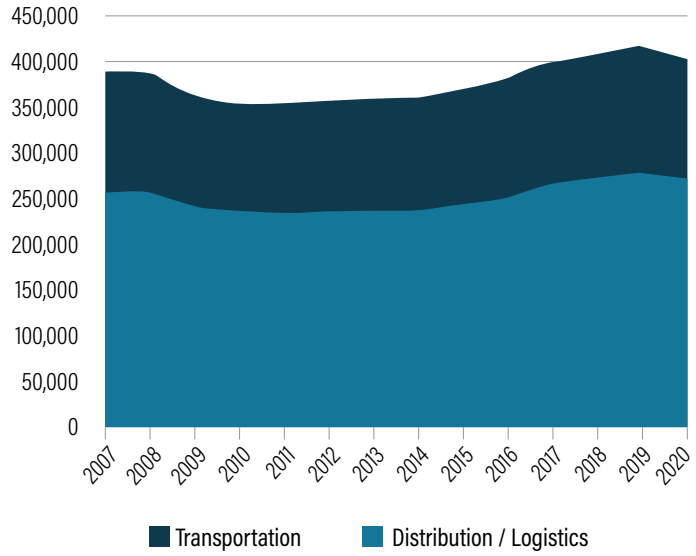
New Jersey's excellent land transportation network includes approximately 39,000 miles of public roadways, which trucks carry 75 percent of the more than 600 million tons of goods moved through the state each year.

New Jersey's 1,317 miles of freight railroads serves as an alternative to move cargo more efficiently and timely through the region and across the nation.

The Transportation, Logistics & Distribution (TLD) cluster consists of two major components

The transportation, distribution and logistics industry cluster consists of industries within the wholesale trade, transportation and warehousing sectors. For the sake of analysis, these industries can be further grouped by those related to **transportation** and those related to **logistics and distribution.**

NEW JERSEY'S TLD SECTOR EMPLOYMENT (PRIVATE SECTOR) 2007-2020



In 2020, the pandemic heightened the demand for added employment to address the shift towards e-commerce. However, over this same time period, major disruptions it caused to the supply chain and the overall economy resulted in a net loss of -3.3 percent to TDL's employment.

DISTRIBUTION / LOGISTICS SEGMENT		
NAICS	Industry	Employment
4931	Warehousing and storage	69,910
4244	Grocery and related product wholesalers	31,247
4234	Commercial equiptment merchant wholesalers	28,526
4236	Electric goods merchant wholesalers	15,780
4242	Druggists' goods merchand wholesalers	14,690
4238	Machinery and supply merchant wholesalers	14,313

TRANSPORTATION SEGMENT		
NAICS	Industry	Employment
4841	General freight trucking	30,136
4921	Couriers	27,515
4854	School and employee bus transportation	11,457
4885	Freight transportation arrangement	8,810
4842	Specialized freight trucking	8,115
4881	Support activities for air transportation	7,037

Source: NJ Department of Labor & Workforce Development, Quarterly Census of Employment & Wages, Annual Averages
Prepared by New Jersey Department of Labor & Workforce Development, December 2021

401,005 TLD WORKERS

TLD employed 12.5 percent of the state's private sector workers.

2:1 EMPLOYMENT RATIO

The industry sector's employment is comprised of two-thirds (67.5%) in the Distribution-Logistics sector and one-third (32.5%) in Transportation. This employment ratio has remained consistent for many years.

$75,244 AVG WAGE

The annual average New Jersey private sector wage for TLD in 2019 was $75,244. Total wages for the TLD cluster accounted for 12.7 percent of private sector wages statewide.

$62.5 BILLION GDP (STATE)

In 2020, the sixth highest dollar amount per state nationwide. NJ accounted for four percent (4.03%) of the nation's GDP generated from TLD.

Infrastructure: Air

Newark Liberty International Airport

Newark Liberty serves approximately 50 carriers It includes United Airlines, which is considered a major employer in the industry. The airport is also a major cargo hub. In 2019, the airport handled nearly 825,000 tons of air cargo. It ranked 14th among the top U S airports in 2018 by landed weight of all cargo operations. This does not include aircraft carrying passengers that also may be carrying cargo.

A recent 2019 report revealed that about 23,000 people are employed at Newark Airport. It also found that the airport contributes $33.6 billion in annual economic activity to the New York-New Jersey metropolitan region, generating 180,000 total jobs and more than $11 billion in annual wages.

Teterboro Airport

The airport supports more than 5,000 jobs paying $362 million in annual wages, and generates nearly $1.2 billion in annual sales activity.

Atlantic City International Airport,

The airport contributed $678 million in economic activity to the New Jersey region, employs over 2,700 people, and provided over 7,700 jobs to the region. Commercial and general aviation activities at Atlantic City International Airport provides over 700 jobs.

William J Hughes Technical Center, home to the Federal Aviation Administration and located at the Atlantic City International Airport, is a vital part of the nation's air transit system. The Technical Center, which is a premier aviation research, development, test and evaluation center, is at the forefront of development for NextGen, the Federal Aviation Administration's new National Airspace System.

Sources:
North Jersey Transportation Planning Authority Impact Study, July 2020

Global Trade Magazine, October 9, 2020

South Jersey Port Corporation , 2019

Offshore Wind Biz, April 20, 2021

New York Shipping Association Port Authority of NY/NJ Journal of Commerce

NJ Transit 2019 Annual Report & Bureau of Transportation Statistics

Port of NY/NJ Airport Traffic Report, 2019 Bureau of Transportation Statistics

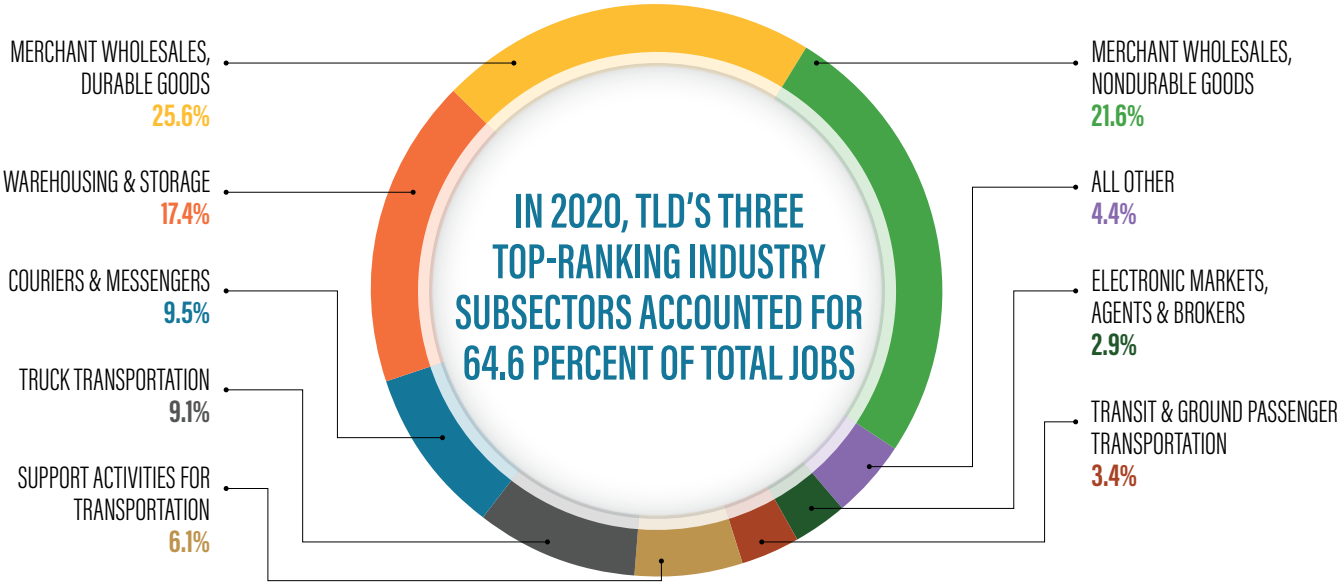
Port of NY/NJ Airport Traffic Report, 2016

Atlantic City International Airport

USDOT, Federal Aviation Administration

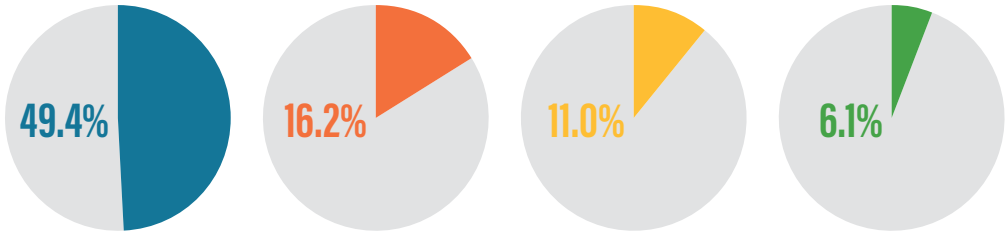
TLD SECTOR: OCCUPATIONAL ANALYSIS

TLD SUBSECTORS BY EMPLOYMENT, PRIVATE 2020

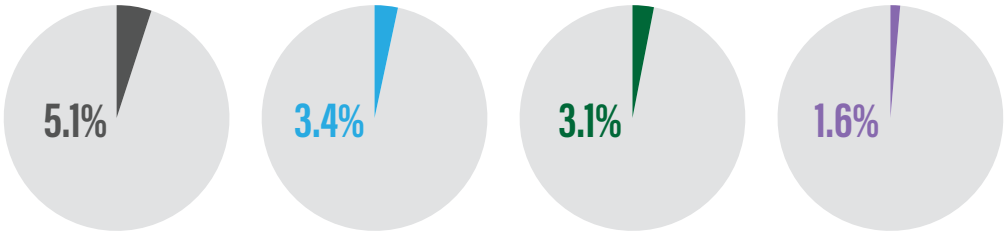


TLD EMPLOYMENT BY MAJOR OCCUPATIONAL GROUP

Ocupational Group	Transportation and Material Moving Occupations	Office and Administrative Support Occupations	Sales and Related Occupations	Management Occupations
Employment	191,630	62,730	42,720	23,560

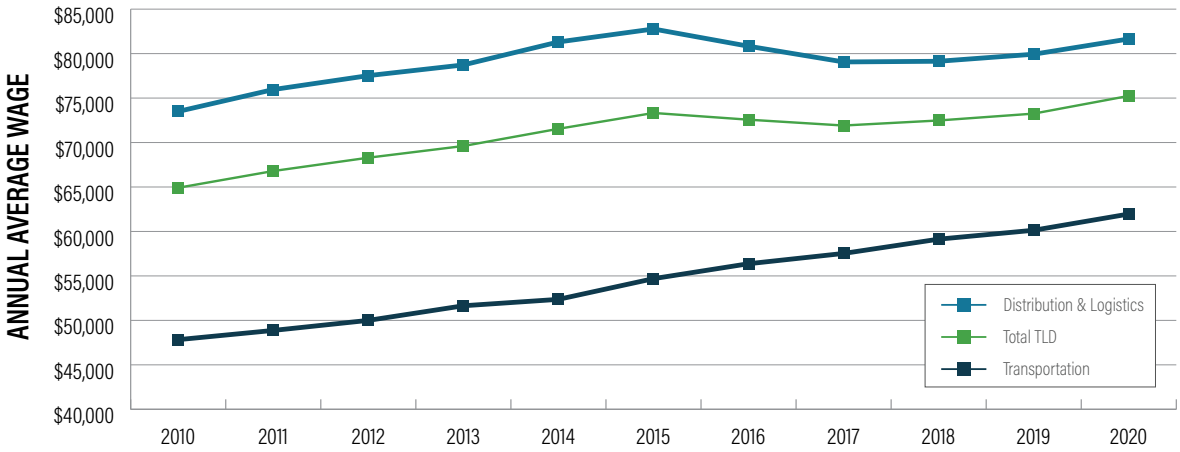


Ocupational Group	Business and Financial Operations Occupations	Installation, Maintenance, and Repair Occupations	Production Occupations	Computer and Mathematical Occupations
Employment	19,750	13,230	11,840	6,240



TLD SECTOR: ANNUAL AVERAGE WAGE ANALYSIS

WAGES 2010-2020 DISTRIBUTION/LOGISTICS VS TRANSPORTATION



Overall, total TLD wages increased at an average of 1.5 percent year to year during the same period.

Average annual wages for workers in the distribution/logistics component ranged anywhere from 31.8 percent to 55.4 percent higher than those for transportation segment workers over the 10-year (2010 – 2020) period.

Top TDL Occupations Include:

Accountants and Auditors

Bookkeeping, Accounting, and Auditing Clerks

Customer Service Representatives

First-Line Supervisors of Non-Retail Sales Workers

First-Line Supervisors of Office and Administrative Support Workers

First-Line Supervisors of Transportation and Material-Moving Workers, Except Aircraft Cargo Handling Supervisors

General and Operations Managers

Heavy and Tractor-Trailer Truck Drivers

Industrial Truck and Tractor Operators

Laborers and Freight, Stock, and Material Movers, Hand

Light Truck Drivers

Office Clerks, General

Packers and Packagers, Hand

Passenger Vehicle Drivers, Except Bus Drivers, Transit and Intercity

Sales Managers

Sales Representatives, Wholesale and Manufacturing, Except Technical & Scientific Pdts

Sales Representatives of Services, Except Advertising, Insurance, Financial Svcs, & Travel

Secretaries and Administrative Assistants, Except Legal, Medical, and Executive

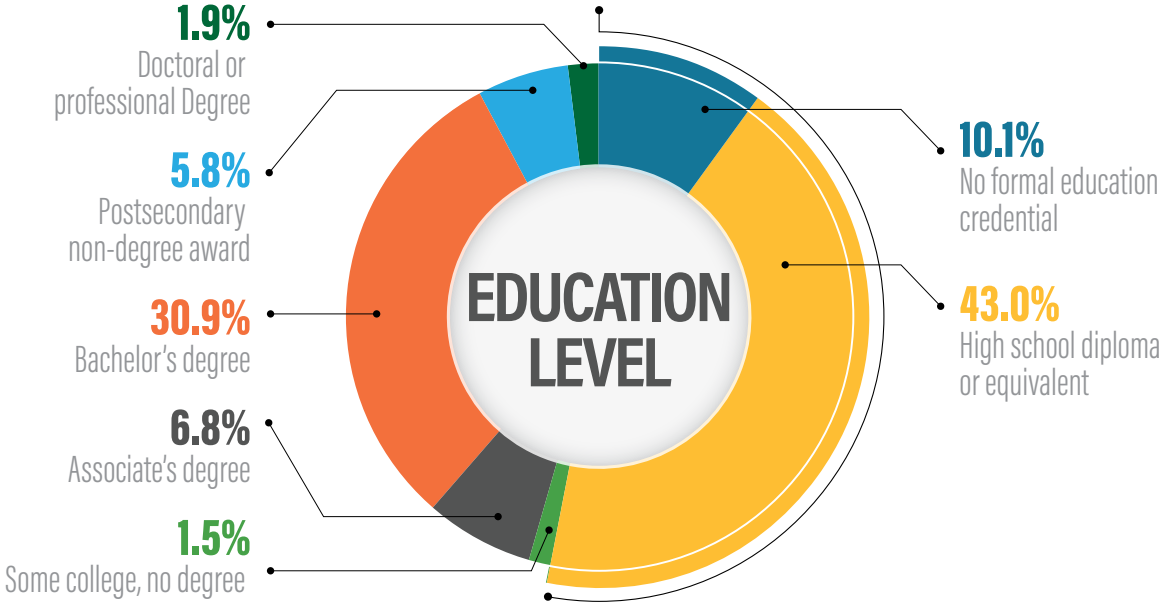
Shipping, Receiving, and Inventory Clerks

Stockers and Order Fillers

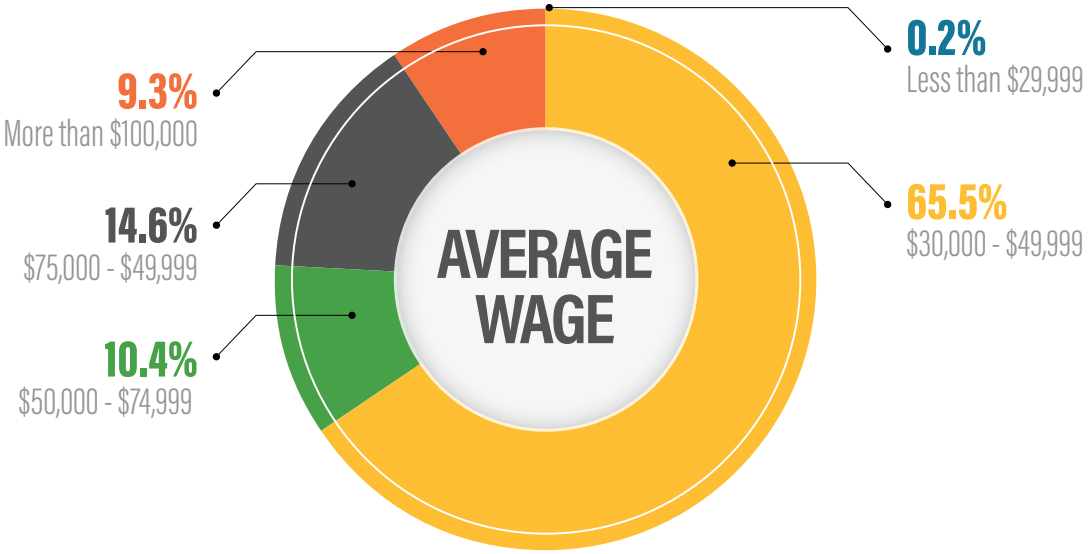
Source: NJ Department of Labor & Workforce Development, Quarterly Census of Employment & Wages, Annual Averages Prepared by New Jersey Department of Labor & Workforce Development, December 2021
Source: NJ Department of Labor & Workforce Development, Occupational Employment Statistics Wage Survey, 2020 data Prepared by New Jersey Department of Labor & Workforce Development, December 2021

EDUCATIONAL ATTAINMENT AND AVERAGE WAGE OF NJ RESIDENTS IN THE TLD SECTOR

MORE THAN 40 PERCENT OF OCCUPATIONS WITHIN TLD INDUSTRY CLUSTER REQUIRE NO FURTHER THAN HIGH SCHOOL.



THE VAST MAJORITY OF NEW JERSEY'S TLD WORKERS EARN A SALARY BETWEEN $30,000-$49,999



Source: NJ Department of Labor & Workforce Development, Quarterly Census of Employment & Wages, Annual Averages Prepared by New Jersey Department of Labor & Workforce Development, December 2021
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P: 973.998.9801 | NJMEP.ORG | INFO@NJMEP.ORG

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2 RIDGEDALE AVE., SUITE 305 | CEDAR KNOLLS, NJ 07927 | 211 BENIGNO BLVD., SUITE D | BELLMAWR, NJ 08031