



# Industry Spotlight

## FIRE

Monterey County, California



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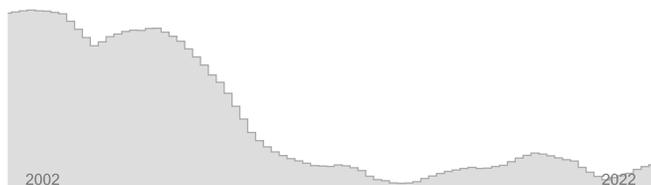
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# Spotlight Summary

FIRE

Monterey County, California – 2022Q3

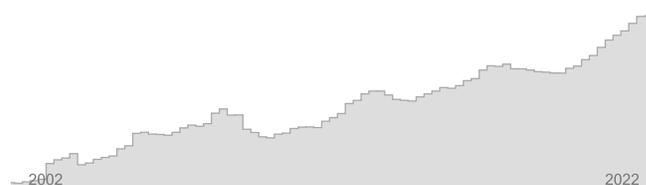
## EMPLOYMENT



**4,897**

Regional employment / **9,306,460** in the nation

## WAGES



**\$85,606**

Avg Wages per Worker / **\$115,801** in the nation

**0.0%** ↑

Avg Ann % Change Last 10 Years / **+1.3%** in the U.S.



**2.4%**

% of Total Employment / **5.8%** in the U.S.

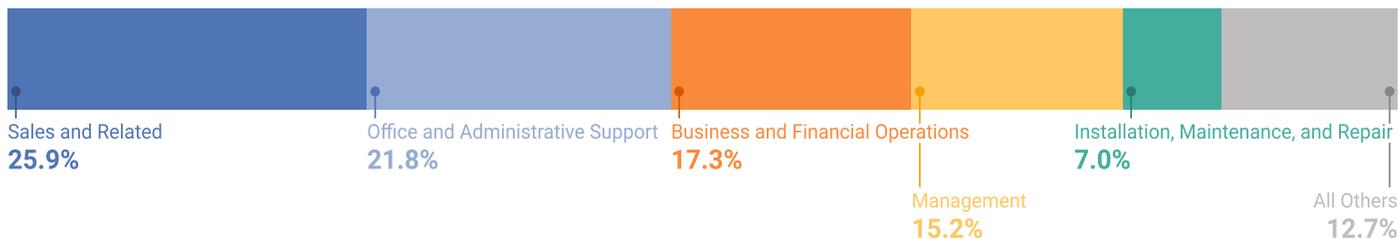


**3.2%** ↑

Avg Ann % Change Last 10 Years / **+4.3%** in the U.S.



## TOP OCCUPATION GROUPS



## TOP INDUSTRIES

Avg Ann % Change in Employment, Last 10 Years

**1.3%** ↑



Real Estate and Rental and Leasing

**-1.2%** ↓



Finance and Insurance

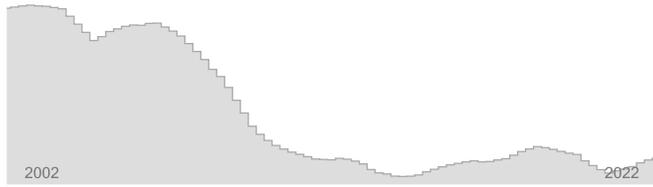
**1.4%** ↑



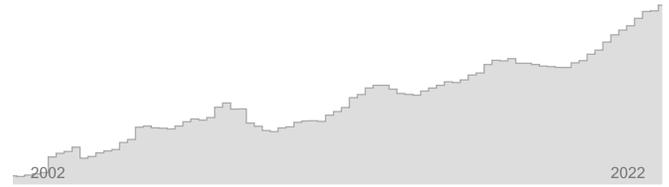
Total - All Industries

# Industry Snapshot

## EMPLOYMENT



## WAGES



2-Digit Industry	Empl	Avg Ann Wages	LQ	5yr History	Annual Demand	Forecast Ann Growth
Real Estate and Rental and Leasing	2,489	\$65,833	0.68		250	-0.3%
Finance and Insurance	2,407	\$106,052	0.29		224	-0.1%
<b>FIRE</b>	<b>4,897</b>	<b>\$85,606</b>	<b>0.41</b>		<b>474</b>	<b>-0.2%</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
Property, Real Estate, and Community Association Managers	342	\$58,300	26
Real Estate Sales Agents	315	\$73,600	28
Counter and Rental Clerks	245	\$38,900	30
Maintenance and Repair Workers, General	244	\$49,700	23
Securities, Commodities, and Financial Services Sales Agents	231	\$71,100	21
Insurance Sales Agents	212	\$68,400	18
Tellers	182	\$39,500	16
Customer Service Representatives	149	\$44,800	19
Personal Financial Advisors	145	\$93,500	10
Loan Officers	140	\$88,300	11
Remaining Component Occupations	2,664	\$68,700	259
<b>Total</b>	<b>4,867</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.

# Employment Distribution by Type

The table below shows the employment mix by ownership type for FIRE for Monterey County, California. 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).



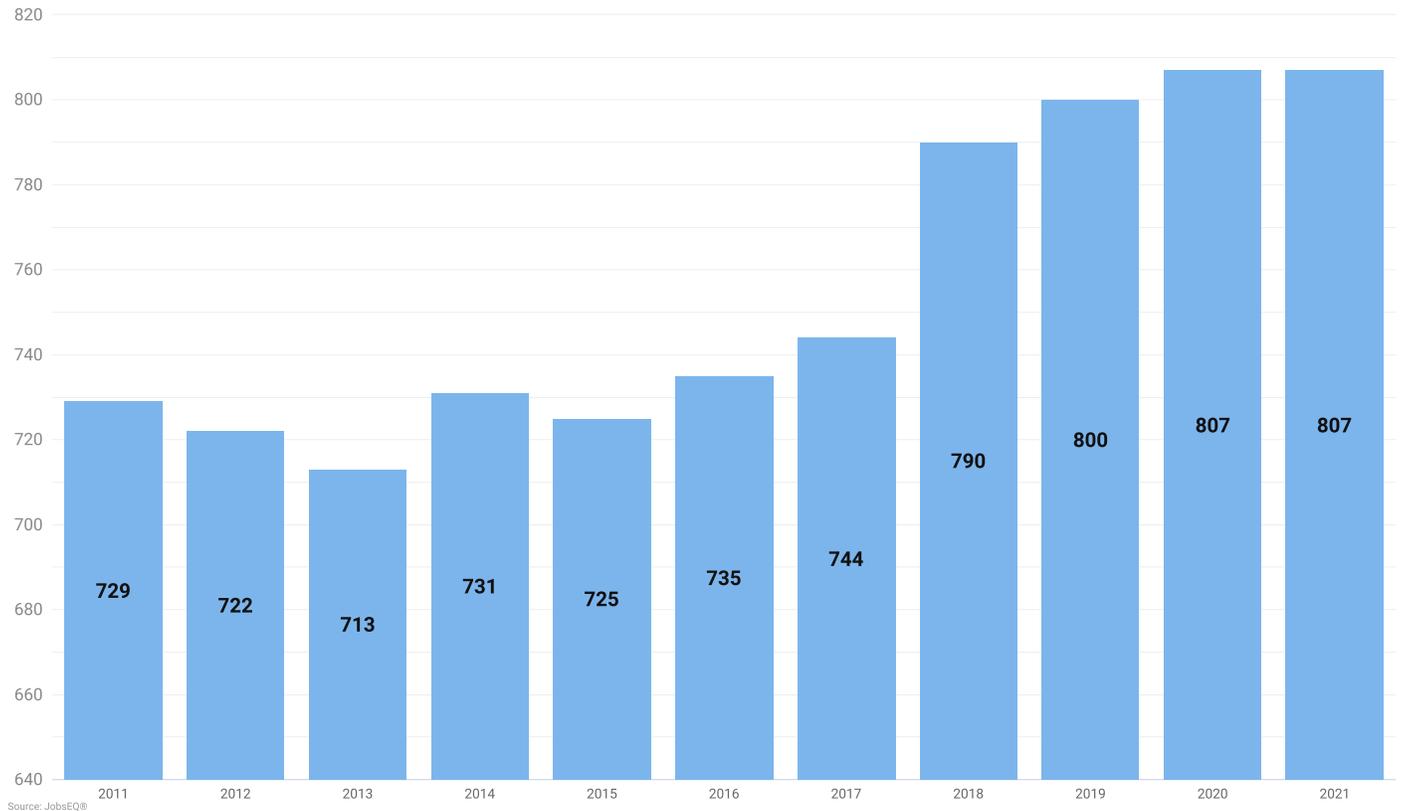
	Empl	%
Private	4,241	86.6%
Self-Employment	645	13.2%
Local Government	4	0.1%
Federal Government	6	0.1%

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 2021, there were 807 FIRE establishments in Monterey County, California (per covered employment establishment counts), an increase from 729 establishments ten years earlier in 2011.

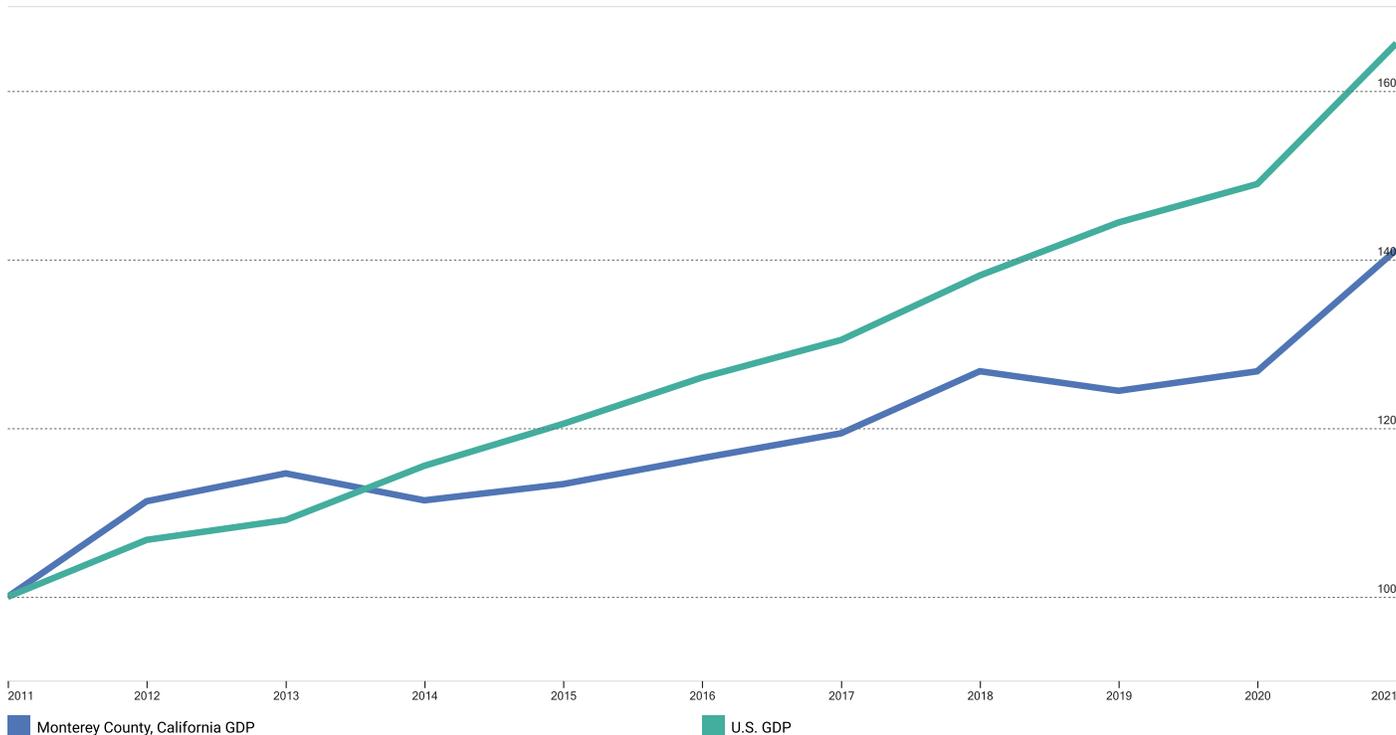


 New business formations are an important source of job creation in a regional economy, spurring innovation and competition, and driving productivity growth. Establishment data can provide an indicator of growth in businesses by counting each single location (such as a factory or a store) where business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

# GDP & Productivity

In 2021, FIRE produced \$3.0 billion in GDP for Monterey County, California.

GDP: Indexed 2011 = 100



**12.3 %**  
 Industry Share of Total GDP /  
**22.3 %** in the nation

Region

Nation

**3.5 %** ↑  
 Avg Ann % Change Last 10 Yrs /  
**5.2 %** in the nation

Region

Nation

**\$738k**  
 Output per Worker /  
**\$717k** in the nation

Region

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. GDP values shown on this page are nominal GDP data.

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

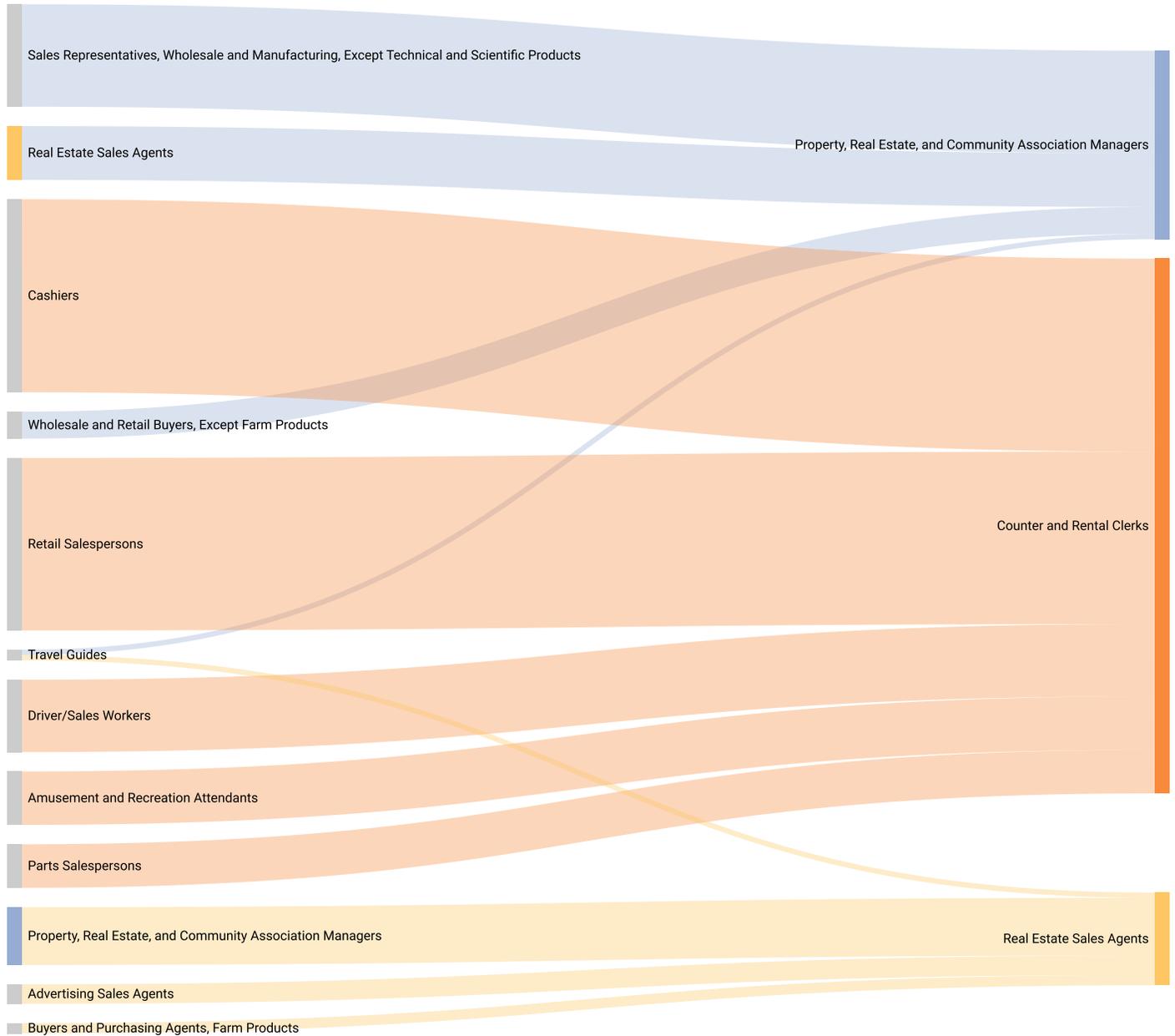
# Supply Chain: Top Suppliers

As of 2022Q3, FIRE in Monterey County, California are estimated to make \$2.1 billion in annual purchases from suppliers in the United States with about 48% or \$1.0 billion of these purchases being made from businesses located in Monterey County, California.

<b>2-digit Supplier Industries</b>	<b>Purchases from In-Region (\$M)</b>	<b>Purchases from Out-of-Region (\$M)</b>
Finance and Insurance	\$159.7	\$237.7
Real Estate and Rental and Leasing	\$181.5	\$97.1
Professional, Scientific, and Technical Services	\$147.8	\$123.3
Administrative and Support and Waste Management and Remediation Services	\$231.0	\$36.1
Manufacturing	\$19.2	\$169.3
Remaining Supplier Industries	\$251.3	\$410.9
<b>Total</b>	<b>\$990.4</b>	<b>\$1,074.4</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 FIRE

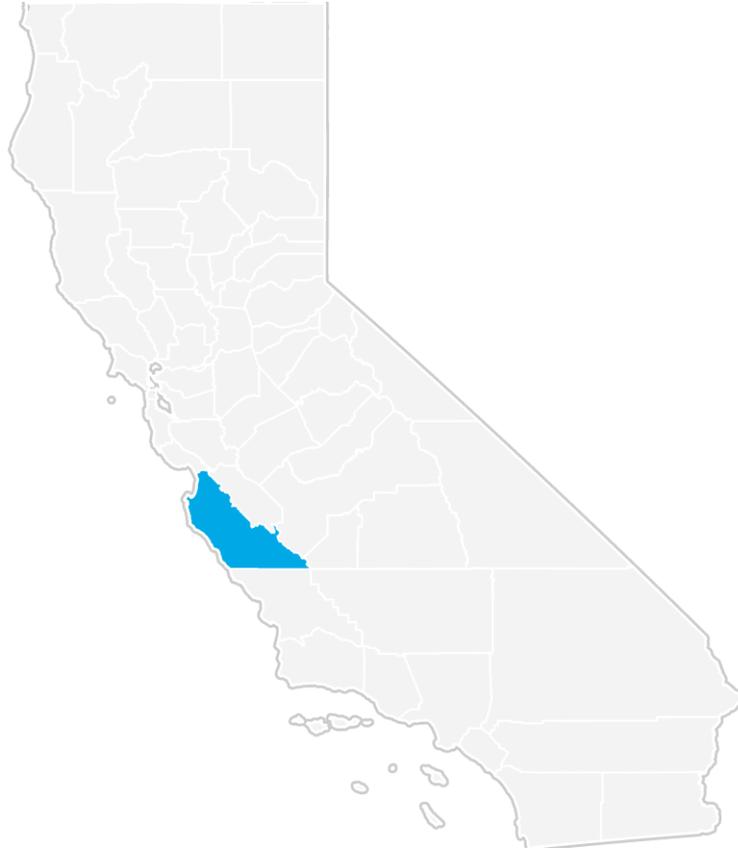
Program	Awards
<b>California State University-Monterey Bay</b>	
Business Administration and Management, General	392
Computer Science	170
<b>Middlebury Institute of International Studies at Monterey</b>	
Information Technology Project Management	57
<b>Naval Postgraduate School</b>	
Computer and Information Systems Security/Auditing/Information Assurance	204
Data Science, General	48
Finance and Financial Management Services, Other	31
Information Technology	21
International Relations and National Security Studies, Other	163
Operations Research	170
Systems Engineering	453

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 Monterey County, California, the sampling above identifies those most linked to occupations relevant to FIRE. For a complete list see JobsEQ®, <http://www.chmuraecon.com/jobseq>

# Monterey County, California Regional Map



# Industry Definition

FIRE is defined as the following NAICS industries:

Code	Description
52	Finance and Insurance
53	Real Estate and Rental and Leasing

# Data Notes

- Industry employment and wages (including total regional employment and wages) are as of 2022Q3 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 2022Q3 and is based on industry employment and local staffing patterns calculated by Chmura and utilizing BLS OEWS data. Wages by occupation are as of 2022, utilizing BLS OEWS data and imputed by Chmura.
- 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 2020-2021 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.