

Occupational Title	Employment		Total Openings	Median Wage	Training Codes
	2010	2020			
Retail Salespersons	12,815	14,812	5,762	\$10.70	8
Cashiers	9,151	10,064	5,065	\$9.37	8
First-Line Supervisors of Retail Sales Workers	3,226	3,747	1,273	\$20.64	7
Stock Clerks and Order Fillers	4,622	4,623	1,149	\$10.77	8
Pharmacy Technicians	1,163	1,606	645	\$13.61	7
Pharmacists	706	937	411	\$53.28	1
Automotive Service Technicians & Mechanics	1,490	1,489	385	\$16.10	7
Laborers and Freight, Stock, & Material Movers, Hand	815	926	372	\$13.22	8
Combined Food Preparation & Serving Workers	698	719	216	\$8.76	8
Customer Service Representatives	454	533	208	\$15.76	7
Office Clerks, General	662	743	198	\$14.33	7
Parts Salespersons	378	426	186	\$16.72	8
First-Line Supervisors:Office & Administrative Support Workers	475	531	183	\$26.74	7
Light Truck or Delivery Services Drivers	568	630	175	\$14.72	7
Butchers & Meat Cutters	352	378	128	\$14.25	8
Food Preparation Workers	286	309	126	\$11.14	8
Bookkeeping, Accounting, & Auditing Clerks	508	578	126	\$17.84	7
Pharmacy Aides	270	353	124	\$11.38	7
Counter and Rental Clerks	344	386	120	\$11.21	8
Counter Attendants, Cafeteria, Food Concession, & Coffee Shop	161	164	120	\$8.65	8
Packers and Packagers, Hand	327	325	94	\$9.08	8
Cleaners of Vehicles & Equipment	196	229	91	\$10.50	8
General and Operations Managers	413	422	86	\$59.05	4
Driver/Sales Workers	218	259	84	\$9.17	7
Janitors and Cleaners	242	280	84	\$11.82	8
First-Line Supervisors of Mechanics, Installers, & Repairers	215	236	78	\$31.99	7
Heavy & Tractor-Trailer Truck Drivers	216	248	75	\$19.95	7
HVAC Mechanics and Installers	212	246	71	\$24.01	5
Tire Repairers and Changers	181	202	68	\$14.49	7
Floral Designers	195	163	60	\$10.99	7
Receptionists and Information Clerks	137	154	58	\$13.88	7
Industrial Truck and Tractor Operators	133	150	55	\$16.57	8

Training Codes:	3 - Bachelor's Degree	6 - Some College - No Degree
1 - Professional Degree	4 - Associate Degree	7 - High School Diploma or equivalent
2 - Master's Degree	5 - Postsecondary - Non Degree	8 - Less Than High School

Wage rate reflects the median wage paid by all RI employers during May 2011

Opportunities in



Retail Trade

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Rhode Island employment is expected to increase by more than 52,000 jobs during the 2010-2020 projection period as the state's economy continues to recover from recessionary losses. Employment in 2020 is projected to reach 540,550, an increase of 52,372 (10.7%) from the 2010 employment level.

Job openings result from the creation of new jobs due to industry growth and the need to replace workers who have left an existing position due to job change, retirement, or other personal reasons. During the 2010-2020 projection period, it is estimated that employers will need to fill over 170,000 total job openings statewide. Nearly one-third of the projected openings are attributed to growth that is expected to occur during the projection period, while the remainder will exist due to replacement needs.

The Retail Trade industry employs over 46,000 workers representing 9.5 percent of our current

workforce and is expected to grow to 51,615 by 2020, an 11.8 percent increase.

Nearly a quarter of all growth in Retail Trade will be in Health & Personal Care Stores which is expected to add 1,322 new jobs. Clothing & Clothing Accessories Stores are projected to add 885 jobs, while General Merchandise Stores and Motor Vehicle & Parts Dealers will add significant employment during the projection period as well.

The Retail Salespersons occupation is projected to have the highest number of total openings (5,762) with 35 percent (1,997) attributed to economic growth and 65 percent (3,765) related to replacement needs. Cashiers rank second for total openings and are projected to add 913 jobs related to economic growth and an additional 4,152 opportunities due to replacement needs. The Retail Sales Supervisor occupation is projected to have 1,273 openings, with 521 openings related to economic growth and 752 of these openings attributed to employee turnover.

**Retail Trade
Fastest Growing Jobs***

- Pharmacy Technicians
- Pharmacists
- Pharmacy Aides
- Customer Service Representatives
- First-Line Supervisors of Retail Sales Workers
- Retail Salespersons
- Bookkeeping, Accounting, & Auditing Clerks
- Laborers & Freight, Stock, & Material Movers, Hand
- Parts Salespersons
- General Office Clerks

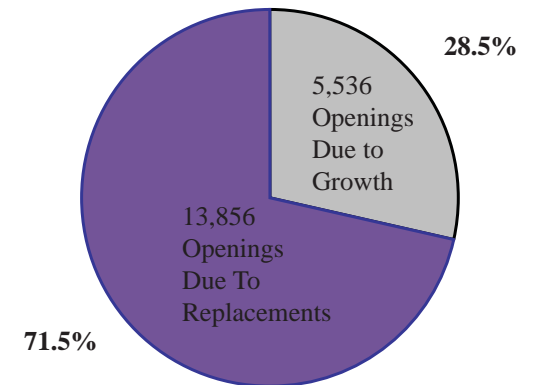
*Jobs with a minimum projected growth rate of 10 percent and generate a minimum of 100 openings during the projection period.

Rhode Island 2020 Projections

Employment in Retail Trade

	2010	2020	Net Change	2010 Average Annual Wage
Totals	46,186	51,615	5,429	\$27,059
Motor Vehicle & Parts Dealers	4,992	5,650	658	\$42,545
Furniture & Home Furnishings Stores	1,122	1,400	278	\$30,596
Electronics & Appliance Stores	1,037	1,200	163	\$39,175
Bldg. Material & Garden Equip. & Supplies Dealers	3,642	4,100	458	\$31,730
Food & Beverage Stores	11,689	12,250	561	\$21,509
Health & Personal Care Stores	5,078	6,400	1,322	\$36,237
Gasoline Stations	1,831	1,840	9	\$19,646
Clothing & Clothing Accessories Stores	3,915	4,800	885	\$17,474
Sporting Goods, Hobby, Book, & Music Stores	1,578	1,500	-78	\$17,637
General Merchandise Stores	7,147	7,900	753	\$21,686
Miscellaneous Store Retailers	2,546	2,725	179	\$21,049
Nonstore Retailers	1,609	1,850	241	\$41,773

**Distribution of Openings
in Retail Trade**



Job openings result from two major factors: the need to replace workers who leave an occupation and the need to fill vacancies created by economic expansion. During the projection period employers in Retail Trade will need to fill over 19,300 positions.