



INDUSTRY SECTOR SNAPSHOT: Trade, Transportation, and Utilities

AUTHOR

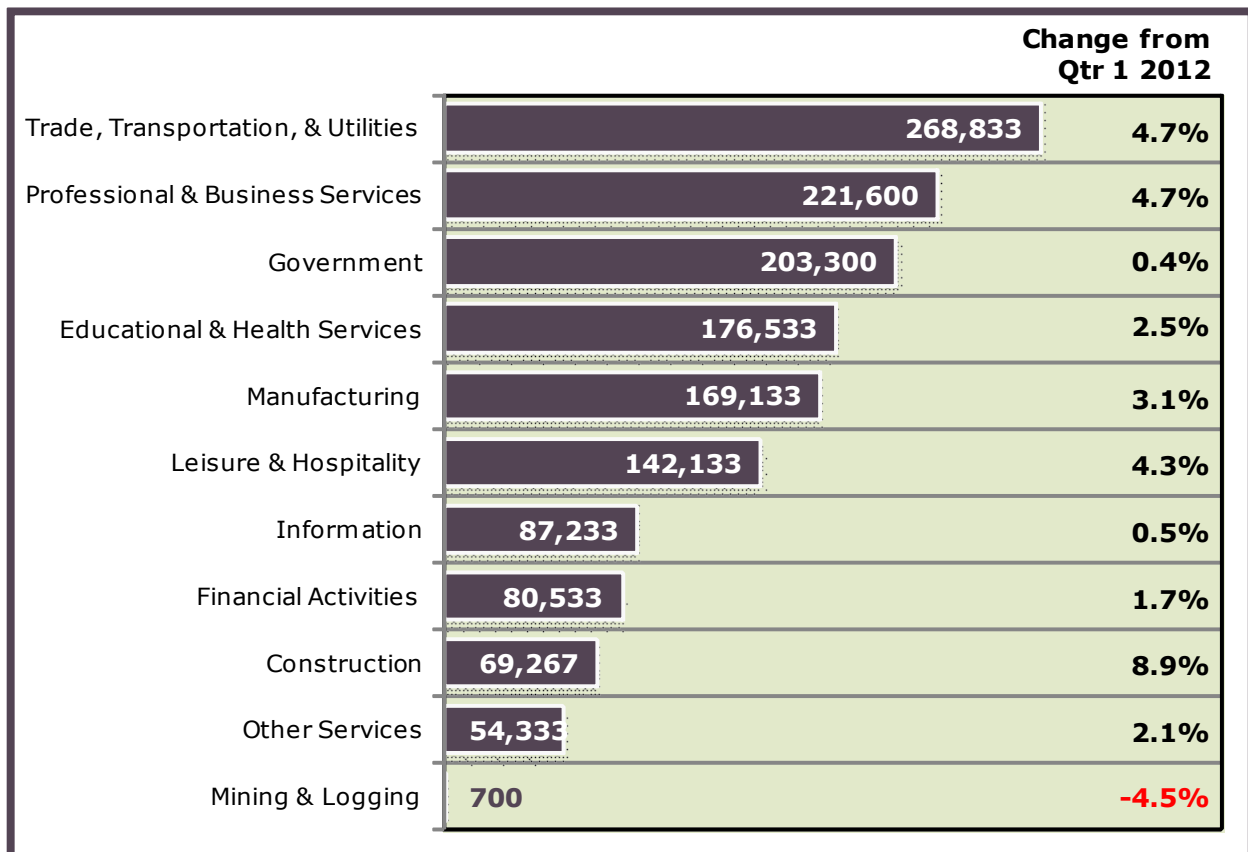
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TRADE, TRANSPORTATION, & UTILITIES INDUSTRY SECTOR REPORT

Seattle Jobs Initiative is a non-profit organization that creates opportunities for people to support themselves and their families through living-wage careers. Our objective is to help individuals who live below 200 percent of the Federal Poverty Level to acquire the skills they need to advance out of poverty, while simultaneously meeting the needs of local employers for a skilled workforce. SJI's Career Pathways Program provides linked short-term and longer-term training at area community colleges in four industry sectors: *Automotive, Healthcare, Office Occupations, and Welding & Manufacturing*. The objective of Career Pathways is to help participants advance to a one- or two-year college credential that will provide them with excellent opportunities for a well-paying career in their chosen industry sector. This report seeks to identify those opportunities within the *Trade, Transportation, & Utilities* industry sector of King County in an effort to further understand the labor market associated with our *Automotive* program.

Chart 1 below displays the industry employment of the Seattle-Bellevue-Everett MD (metropolitan division) workforce as of quarter 1, 2013. The largest share of employment belongs to the *Trade, Transportation, and Utilities* industry sector with 268,833 jobs – nearly 18 percent of all jobs in the Seattle-Bellevue-Everett MD. Moreover, the industry has experienced a 4.7 percent increase in employment since quarter 1, 2012. *Trade, Transportation, and Utilities* is clearly a driving force of jobs for the Seattle area economy.

Chart 1: Seattle-Bellevue-Everett Industry Employment as of Qtr 1-2013

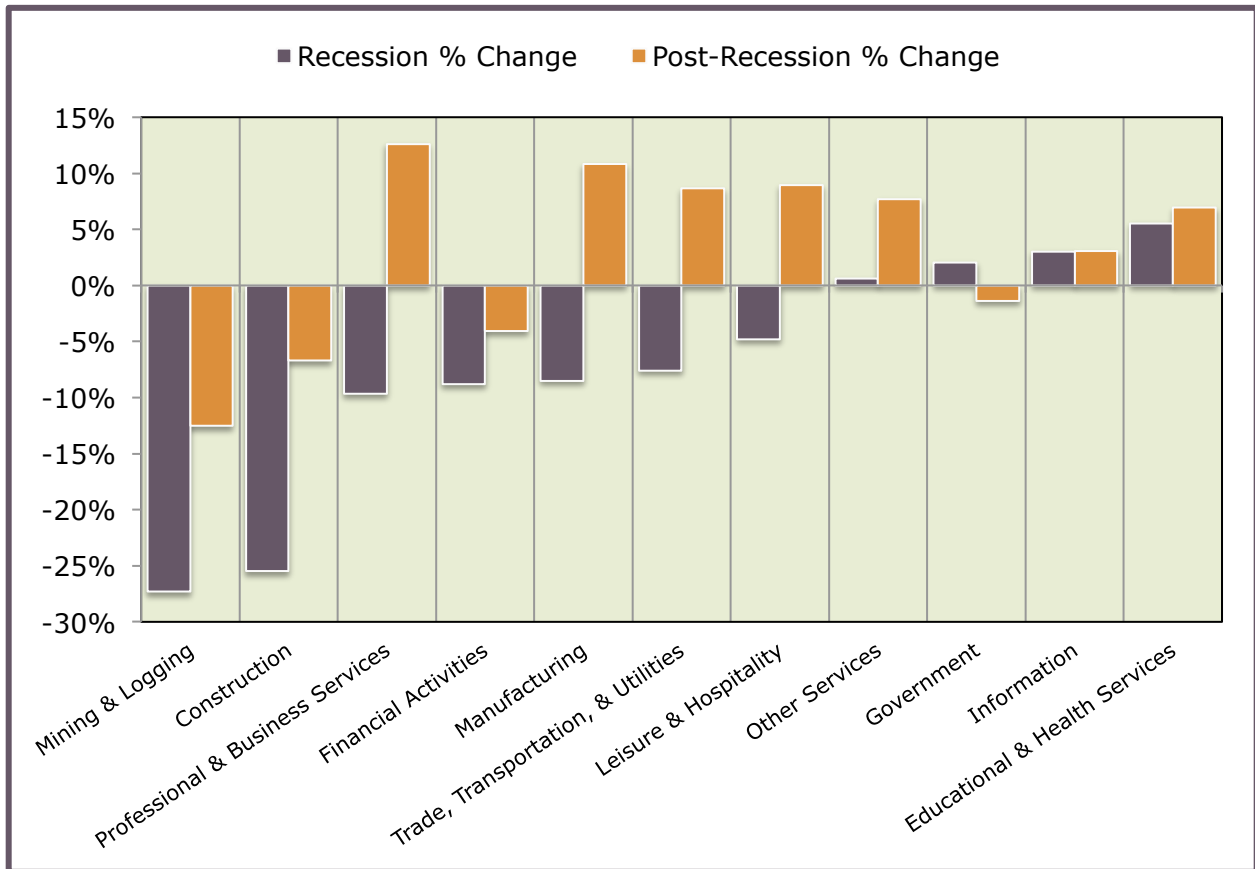


Source: Washington State Employment Security Department – Seasonally Adjusted Current Employment Statistics

While the *Trade, Transportation, and Utilities* industry is experiencing positive employment growth as of late, it – and many other industries – suffered during the Great Recession. Generally, it is agreed upon that the recession began in December of 2007 and ended by June of 2009.¹ Based on employment estimates provided by the Washington State Employment Security Department, SJI has calculated recession and post-recession growth rates for the industry for the Seattle-Bellevue-Everett MD.

During the recession years, the *Trade, Transportation, and Utilities* industry sector declined approximately 8 percent. The decline in job growth was not large relative to other industry sectors. As shown in **Chart 2** below, the *Mining and Logging* and *Construction* industries were hit the hardest with declines in employment of 27 percent and 25 percent, respectively. With the recession’s end in 2010, the *Trade, Transportation, and Utilities* industry has recovered with a roughly 9 percent increase in employment – trailing only *Manufacturing* and *Professional and Business Services*. Not only does the industry hold the highest concentration of jobs, but it has proven to be a steady force of job growth in the Seattle metropolitan division.

Chart 2: Seattle MD Recession and Post-Recession Percentage Change in Employment



Source: Washington State Employment Security Department – Seasonally Adjusted Current Employment Statistics

The *Trade, Transportation, and Utilities* industry sector is comprised of four subsectors:²

Wholesale Trade – Comprised of establishments engaged in wholesaling merchandise and rendering services incidental to the sale of merchandise. This includes the outputs of agriculture, mining, manufacturing, and certain information industries, such as publishing.

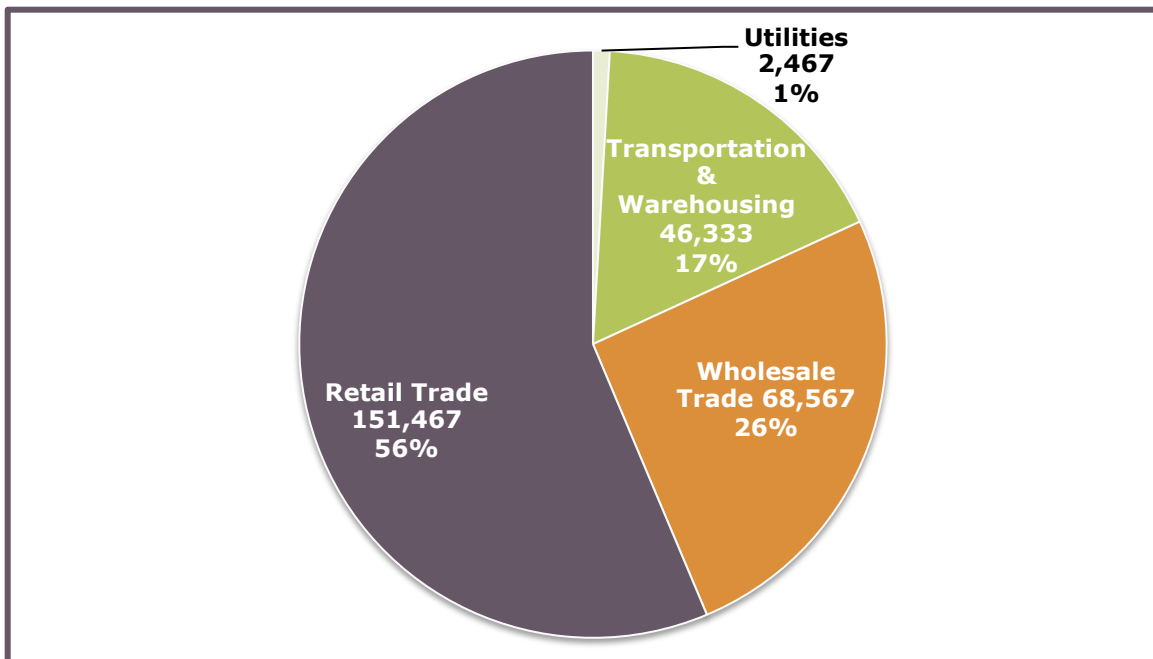
Retail Trade – Comprised of establishments engaged in retailing merchandise and rendering services incidental to the sale of merchandise.

Transportation & Warehousing – Includes industries that provide transportation of passengers and cargo, warehousing and storage for goods, scenic and sightseeing transportation, and support activities related to modes of transportation. These modes of transportation are air, rail, water, road, and pipeline.

Utilities – Comprised of establishments engaged in the provision of the following utility services: electric power, natural gas, steam supply, water supply, and sewage removal.

Chart 3 on the following page provides an illustration of the share of jobs that each subsector holds within the local *Trade, Transportation, and Utilities* industry. The largest share of jobs within the Seattle metropolitan division belongs to the *Retail Trade* subsector with 56 percent (151,467 jobs). With a 26 percent share (68,567 jobs), the *Wholesale Trade* subsector holds the next largest slice of the pie. Together, these subsectors account for more than 80 percent of the entire industry's workforce. *Transportation and Warehousing* claims the next largest share with 17 percent (46,333 jobs). And lastly, the *Utilities* subsector accounts for only a tiny sliver of the pie with a one percent share (2,467 jobs).

Chart 3: Trade, Transportation, & Utilities Industry Subsector Employment – Seattle MD 2013, Qtr 1



Source: Washington State Employment Security Department – Seasonally Adjusted Current Employment Statistics

MIDDLE-WAGE JOBS

As mentioned in the opening of this report, SJI focuses its efforts on creating opportunities for people to support themselves and their families through living-wage careers. In furtherance of this objective, we strive to identify the middle-wage jobs opportunities within the local labor market. Middle-wage jobs are those that require some education and training beyond high school, but less than a bachelor’s degree, and that pay at least \$17 per hour.³ Identifying the middle-wage jobs within the *Trade, Transportation, and Utilities* industry sector of King County will help to authenticate whether or not we are focusing our efforts on education and training programs for occupations that are attainable, well-paying, growing, and sustainable within the local workforce.

MIDDLE-WAGE JOBS: PROJECTIONS AND OPENINGS

Table 1 below identifies the middle-wage jobs for occupations within the *Trade, Transportation, and Utilities* industry sector by typical educational attainment level and by total number of jobs available within that occupation, projected out to 2016. Educational attainment data is a national breakdown of the education levels attained by incumbent workers within an occupation. These occupations are quantified by using the criteria for SJI’s definition of middle-wage jobs as identified above. **Table 2** (page 6) lists the same middle-wage jobs as **Table 1**, but it includes the wage component of these jobs rather than employment numbers. There are only two middle-wage occupations within the industry in King County where incumbent workers possess an associate’s degree. They are: *Medical Equipment Repairers* and *Fashion Designers*. Both occupations together provide less than

Table 1: Trade, Transportation, & Utilities Middle-Wage Jobs – King County 2013-2016

OCCUPATION	2013 JOBS	2016 JOBS	PERCENT CHANGE	ANNUAL OPENINGS
ASSOCIATE'S DEGREE				
Medical Equipment Repairers	512	524	2%	18
Fashion Designers	304	307	1%	10
POSTSECONDARY CERTIFICATE				
Automotive Service Technicians and Mechanics	3,472	3,380	-3%	88
Aircraft Mechanics and Service Technicians	3,139	3,128	0%	95
Bus and Truck Mechanics and Diesel Engine Specialists	2,702	2,662	-1%	58
Computer, Automated Teller, and Office Machine Repairers	745	744	0%	19
Avionics Technicians	720	720	0%	18
Jewelers and Precious Stone and Metal Workers	253	246	-3%	6
SHORT-TERM ON-THE-JOB TRAINING				
Customer Service Representatives	16,532	17,611	7%	849
Heavy and Tractor-Trailer Truck Drivers	8,865	8,955	1%	209
Order Clerks	4,413	4,687	6%	220
Industrial Truck and Tractor Operators	3,674	3,757	2%	133
Postal Service Mail Carriers	2,080	2,125	2%	84
Cargo and Freight Agents	1,394	1,484	6%	65
Postal Service Mail Sorters, Processors, and Processing Machine Operators	1,241	1,097	-12%	6
Material Moving Workers, All Other	701	714	2%	11
Transportation Workers, All Other	496	508	2%	19
Postal Service Clerks	404	360	-11%	9
MODERATE-TERM ON-THE-JOB TRAINING				
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	14,998	15,862	6%	655
Pharmacy Technicians	2,654	2,845	7%	112
Parts Salespersons	1,536	1,461	-5%	54
Dispatchers, Except Police, Fire, and Ambulance	1,338	1,379	3%	39
Flight Attendants	1,077	1,026	-5%	20
Installation, Maintenance, and Repair Workers, All Other	946	959	1%	22
Procurement Clerks	582	596	2%	29
Excavating and Loading Machine and Dragline Operators	347	354	2%	13
Control and Valve Installers and Repairers, Except Mechanical Door	309	299	-3%	6
Woodworkers, All Other	180	163	-9%	4
LONG-TERM ON-THE-JOB TRAINING				
Wholesale and Retail Buyers, Except Farm Products	1,895	1,926	2%	59
Mobile Heavy Equipment Mechanics, Except Engines	996	1,000	0%	28
Butchers and Meat Cutters	883	898	2%	31
Crane and Tower Operators	754	773	3%	27
Opticians, Dispensing	439	476	8%	22
Precision Instrument and Equipment Repairers, All Other	356	358	1%	10
Medical Appliance Technicians	142	148	4%	7
Petroleum Pump System Operators, Refinery Operators, and Gaugers	109	101	-7%	3
Rail Car Repairers	94	87	-7%	2
Farm Equipment Mechanics and Service Technicians	81	80	-1%	2

Source: Washington State Employment Security Department – Industry-Occupation Matrix; EMSI Covered Employment 2013.2

1,000 jobs and are not projected to experience much growth over the next three years.

Though the opportunities available for workers possessing an associate's degree are slim, there are an abundance of middle-wage occupations within the sector below the associate degree level. For those holding some type of postsecondary certificate, *Automotive Service Technicians and Mechanics* provide almost 3,500 jobs with average annual openings of 88 jobs. However, this occupation is projected to decline slightly over the next three years at a rate of 3 percent.

Providing considerable employment within the sector are a variety of middle-wage occupations for which incumbent workers have some type of on-the-job training. *Customer Service Representatives* provide more jobs (16,532) than any other middle-wage occupation within the *Trade, Transportation, and Utilities* industry sector and most incumbent workers only possess short-term on-the-job training credentials. This occupation is projected to grow at a rate of 7 percent over the next three years and experience average annual openings of 849 jobs. *Wholesale and Manufacturing Sales Representatives* provide similar employment levels as *Customer Service Representatives* with nearly 15,000 jobs and a projected growth rate of 6 percent. Annual openings are 655 jobs and incumbent workers possess moderate-term on-the-job training credentials. Longer-term training occupations provide fewer employment opportunities than short- and moderate-term training occupations; nonetheless, *Wholesale and Retail Buyers* provide a modest 2,000 jobs (approximately) and will stay consistent at that level over the next three years.

MIDDLE-WAGE JOBS: WAGES

Table 2 (following page) again presents the middle-wage jobs found in **Table 1**, this time displaying wage information rather than projected employment. As stated previously, these occupations are those that pay a median wage of at least \$17 an hour. Given that most participants within SJI's programs do not achieve that median wage immediately upon securing employment, **Table 2** also lists the 25th percentile wages for each occupation. The 25th percentile, or entry-level, wage simply means that 25 percent of all workers within an occupation earn less than the wage displayed and 75 percent earn more.

Automotive Service Technicians (AST) is the top middle-wage occupation in terms of number of jobs in King County and most incumbent workers possess a postsecondary certificate. AST's make an entry-level hourly wage of \$13.80 and progress to a median hourly wage of \$18.82. *Customer Service Representatives* provide the most jobs for workers with short-term training credentials. They begin at an entry-level hourly wage of \$14.78 and progress to a median hourly wage of \$17.86. *Sales Representatives* and *Wholesale and Retail Buyers* have the most jobs and the best wages for middle-wage workers. *Sales Representatives* have moderate-term on-the-job training credentials and a median hourly wage of \$31.25. Entry-level *Sales Representatives* experience hourly wages of \$22.03. *Wholesale and Retail Buyers* provide a similar wage progression, but most incumbent workers have long-term on-the-job training credentials. They can expect an entry-level hourly wage of \$22.64 with a progression to a median hourly wage of \$27.91. Given that the *Retail Trade* subsector of the *Trade, Transportation, and Utilities* industry provides the largest share of jobs, it is not surprising that most of the middle-wage occupations with well-paying wages and an abundance of jobs lie within *Retail Trade*.

Table 2: Trade, Transportation, & Utilities Middle-Wage Jobs – King County 2013-2016

OCCUPATIONS AND HOURLY WAGE PERCENTILES	25TH	MEDIAN	75TH
ASSOCIATE'S DEGREE			
Medical Equipment Repairers	\$18.66	\$24.88	\$31.28
Fashion Designers	\$19.54	\$30.11	\$38.15
POSTSECONDARY CERTIFICATE			
Automotive Service Technicians and Mechanics	\$13.80	\$18.82	\$23.33
Aircraft Mechanics and Service Technicians	\$18.66	\$24.20	\$30.96
Bus and Truck Mechanics and Diesel Engine Specialists	\$21.90	\$26.53	\$30.31
Computer, Automated Teller, and Office Machine Repairers	\$16.39	\$19.06	\$23.51
Avionics Technicians	\$22.99	\$26.84	\$32.26
Jewelers and Precious Stone and Metal Workers	\$15.64	\$19.21	\$24.82
SHORT-TERM ON-THE-JOB TRAINING			
Customer Service Representatives	\$14.78	\$17.86	\$22.05
Heavy and Tractor-Trailer Truck Drivers	\$17.63	\$20.78	\$24.89
Order Clerks	\$14.35	\$18.20	\$22.81
Industrial Truck and Tractor Operators	\$15.61	\$19.31	\$25.34
Postal Service Mail Carriers	\$25.38	\$26.86	\$26.87
Cargo and Freight Agents	\$17.14	\$22.34	\$29.08
Postal Service Mail Sorters, Processors, and Processing Machine Operators	\$25.16	\$25.68	\$25.69
Material Moving Workers, All Other	\$12.63	\$19.10	\$27.20
Transportation Workers, All Other	\$11.72	\$17.96	\$21.90
Postal Service Clerks	\$25.68	\$25.69	\$25.69
MODERATE-TERM ON-THE-JOB TRAINING			
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	\$22.03	\$31.25	\$44.14
Pharmacy Technicians	\$17.46	\$19.70	\$22.66
Parts Salespersons	\$13.80	\$17.77	\$21.28
Dispatchers, Except Police, Fire, and Ambulance	\$16.30	\$19.86	\$27.42
Flight Attendants	\$16.16	\$18.99	\$23.45
Installation, Maintenance, and Repair Workers, All Other	\$17.54	\$24.21	\$30.02
Procurement Clerks	\$16.22	\$19.61	\$22.81
Excavating and Loading Machine and Dragline Operators	\$20.52	\$26.89	\$30.10
Control and Valve Installers and Repairers, Except Mechanical Door	\$18.74	\$26.79	\$36.04
Woodworkers, All Other	\$14.47	\$17.73	\$21.25
LONG-TERM ON-THE-JOB TRAINING			
Wholesale and Retail Buyers, Except Farm Products	\$22.64	\$27.91	\$37.37
Mobile Heavy Equipment Mechanics, Except Engines	\$24.15	\$28.91	\$36.34
Butchers and Meat Cutters	\$18.12	\$20.63	\$22.34
Crane and Tower Operators	\$32.90	\$39.06	\$43.78
Opticians, Dispensing	\$20.90	\$24.25	\$27.47
Precision Instrument and Equipment Repairers, All Other	\$26.66	\$31.85	\$35.99
Medical Appliance Technicians	\$17.17	\$19.68	\$22.26
Petroleum Pump System Operators, Refinery Operators, and Gaugers	\$28.52	\$32.67	\$36.32
Rail Car Repairers	\$17.81	\$22.44	\$27.68
Farm Equipment Mechanics and Service Technicians	\$16.98	\$21.19	\$24.92

Source: Washington State Employment Security Department – Industry-Occupation Matrix; EMSI Covered Employment 2013.2

EDUCATION AND TRAINING PROGRAMS

Two of the top middle-wage occupations in which incumbent workers possess a postsecondary award are *Automotive Service Technicians* and *Diesel Engine Specialists* (**Table 1** and **Table 2**). Because these occupations provide good wages and a significant number of jobs, SJI has chosen to focus its education and training programs in the automotive sector at local community and technical colleges in King County. **Table 3** below identifies the institutions that provide educational programs in alignment with the skills needed to obtain a job within these occupations. These programs offer credentials ranging from a certificate of completion up to an associate’s degree.

Table 3: Programs for Automotive and Diesel Mechanics/Technicians – King County

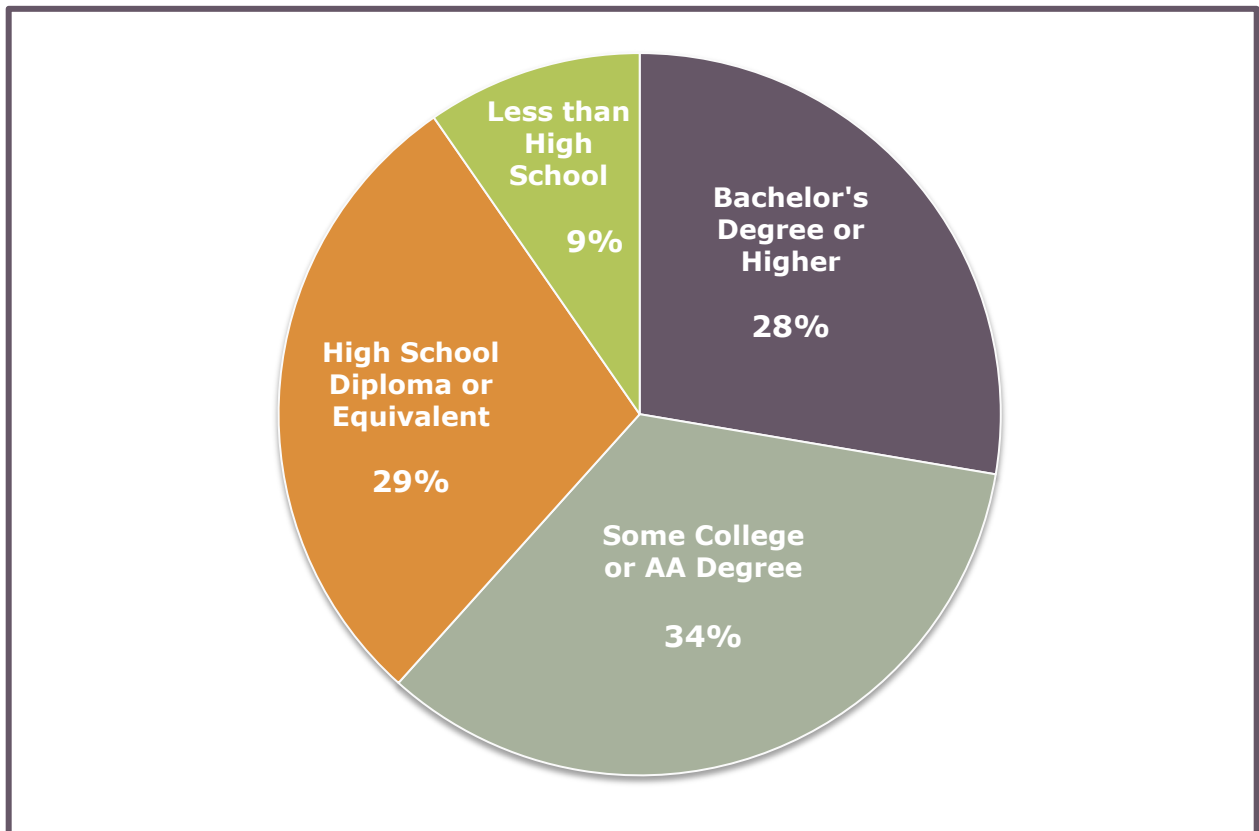
Institution	Pathway	Credential	Program Length	Credits
Automobile/Automotive Mechanics Technology/Technician				
Green River Community College	Automotive Technician	AAS	6 quarters	69-74
Lake Washington Institute of Technology	Auto Repair Technician	AAS	6 quarters	117
		Certificate of Proficiency	5 quarters	89
	General Service Technician	Certificate of Proficiency	2 quarters	32
	I-BEST General Service Technician	Certificate of Completion	2 quarters	38
Renton Technical College	Automotive Service Technician	AAS	8 quarters	139
	Automotive Technology	AAS	7 quarters	135
		Certificate of Completion	7 quarters	135
Seattle Community College-South Campus	General Service Technician	Certificate	2 quarters	30
	Line/Field Technician Mechanic		4 quarters	62
	Specialty Technician		6 quarters	93
	Shop Foreman/Manager/Advisor	AAS or AAST	8 quarters	114-126
Shoreline Community College	I-BEST General Service Technician	Certificate of Proficiency	3 quarters	45
	General Service Technician	AAAS	8 quarters	167-172
Diesel Mechanics Technology/Technician				
Seattle Community College-South Campus	Diesel & Heavy Equipment Technician	Certificate	3 quarters	56
		AAS or AAST	6 quarters	116-128
Lake Washington Institute of Technology	Diesel & Heavy Equipment Technician	AAS	6 quarters	117
		Certificate of Proficiency	5 quarters	89

Source: EMSI 2013.2 Class of Worker – Educational Program Report

EDUCATIONAL ATTAINMENT

The educational attainment makeup of the *Trade, Transportation, and Utilities* industry sector is one that is very diverse. As seen in **Chart 4** below, the industry's workforce is split almost evenly between *High School Diploma, Some College or Associate's Degree*, and *Bachelor's Degree or Higher*. Though there are a significant number of workers with only a high school diploma or equivalent, those with some college or higher comprise over 60 percent of the workforce. With the majority of the sector's workforce holding some kind of postsecondary award, but less than a bachelor's degree, it is possible to obtain a job that does not require long-term education planning. There is ample opportunity for individuals interested in obtaining a certificate or associate's degree to find employment within the *Trade, Transportation, and Utilities* industry sector in King County.

Chart 4: Educational Attainment of Trade, Transportation, & Utilities Workforce – King County 2007-2012 Estimates



Source: U.S. Census Bureau. 2013. Quarterly Workforce Indicators Data. Longitudinal-Employer Household Dynamics Program

TOP REGIONAL BUSINESSES

As identified in the middle-wage jobs portion of this report, *Automotive Service Technicians and Mechanics (AST)* are one of the most abundant middle-wage occupations within the *Trade, Transportation, and Utilities* industry sector of King County. The typical AST holds a postsecondary certificate which can generally be completed in a short amount of time. For these reasons, SJI has focused its education and training efforts in this field of study (**Table 3**). However, many participants are often first-time, low-income/low-skill students in need of assistance navigating through the college system and the job market. **Table 4** below is a compilation of the top regional businesses that employ mostly AST's, broken down by business size, and ranked by annual sales. It is intended to be used as a tool to navigate recent graduates toward local businesses that typically hire employees with a certificate in automotive technology. Business size is broken down into companies that have more than 100 employees, between 50 and 100 employees, and fewer than 50 employees. Over half of the businesses listed in **Table 4** are located in south King County. Specifically, there are a lot of mid-size and small businesses employing AST's in this region.

Table 4: Top Regional Businesses for Automotive Service Technicians and Mechanics in King County

BUSINESS NAME	ANNUAL SALES (USD K)	STREET ADDRESS	CITY	ZIP
MORE THAN 100 EMPLOYEES				
Sound Ford, Inc.	\$74,800	101 Sw Grady Way	Renton	98057
Hntb-seattle	\$43,608	600 108th Ave Ne Ste 900	Bellevue	98004
Qpm Aerospace	\$18,271	10500 Ne 8th St Ste 875	Bellevue	98004
Simbas Auto Service	\$11,300	15220 Se 37th St	Bellevue	98006
Bill Pierre Chevrolet	\$2,184	11550 Lake City Way Ne	Seattle	98125
BETWEEN 50 AND 100 EMPLOYEES				
Gcm North American Aerospace, Llc	\$20,000	21719 84th Ave S	Kent	98032
Olympic Brake Supply	\$10,600	907 Thomas Ave Sw	Renton	98057
Orion Industries	\$5,776	33926 9th Ave S	Federal Way	98003
Greg's Japanese Auto Parts & Service	\$2,900	13421 Ne 20th St Ste E	Bellevue	98005
Wilson Products, Inc	\$668	4132 B Pl Nw	Auburn	98001
LESS THAN 50 EMPLOYEES				
Bowen Scarff Ford Sales, Inc	\$36,800	1157 Central Ave N	Kent	98032
Chevrolet Cadillac Hummer Of Bellevue, Inc	\$34,360	430 116th Ave Ne	Bellevue	98004
Bowen Scarff Ford Of Covington	\$29,762	27222 Covington Way Se	Covington	98042
J D Ott Co Inc	\$25,000	2244 6th Ave S	Seattle	98134
Bryant Motors, Inc	\$19,410	1300 Bronson Way N	Renton	98057

EMSI: Industry Regional Businesses – King County

Table 5 on page 12 is a compilation of the top businesses in King County in terms of total employment within the *Trade, Transportation, and Utilities* industry sector. Economic Modeling Specialists, International (EMSI) compiles this list based on Equifax data. The data is collected from credit reports generated by Equifax and then crossed to specific industries for further analysis. It also lists the annual sales and addresses of the businesses. Most of the top businesses in terms of employees and annual sales lie within the *Retail* and *Wholesale Trade* subsectors of the industry. This is not surprising given that these subsectors account for over 80 percent (**Chart 3**) of all jobs in the *Trade, Transportation, and Utilities* industry. These subsectors are a stable force of jobs and are combined with robust annual sales numbers. A career in these subsectors appears to be a sustainable option for the long-term.

CONCLUSION

In summary, the *Trade, Transportation, and Utilities* industry sector of King County, Washington is a stable and plentiful source of well-paying jobs. With most of its workforce having less than a bachelor's degree, over 70 percent, there is ample opportunity for individuals with low skills to secure these jobs with more limited postsecondary and/or on-the-job training. The industry was not hit nearly as hard as other industries during the Great Recession and it has made a near full recovery since its end in June 2010. The industry is the top provider of jobs in King County and is projected to remain at the top over the next three-year time span. In addition to being the largest source of employment, the industry is also a plentiful source of middle-wage jobs for the King County workforce. Furthermore, most of the middle-wage occupations within this industry do not require education and training credentials beyond a postsecondary certificate. Individuals seeking to start a career in the *Trade, Transportation, and Utilities* industry sector can gain the necessary skills to do so in a relatively short amount of time with the flexibility to choose from a variety of occupations. Many of these occupations have the potential to pay a living wage from the on-set of employment with gradual increases as workers gain experience in their fields. The *Trade, Transportation, and Utilities* industry sector is now and will continue to be a strong provider of well-paying jobs into the foreseeable future.

Table 5: Trade, Transportation, & Utilities Businesses Ranked by Number of Employees – King County

Business Name	Local Employees	Annual Sales (K)	Address	City	Zip Code
Utilities					
Cascade Natural Gas Corporation	377	\$455,964	222 Fairview Ave N	Seattle	98109
Seattle City Light	254	\$831,810	700 5th Ave Ste 3200	Seattle	98104
Passkey Online, Inc	254	\$221,234	11225 Se 6th St Ste 100	Bellevue	98004
Ch2m Hill	254	\$82,800	1100 112th Ave Ne Ste 400	Bellevue	98004
Twin Falls Hydro Associates	200	\$84,000	1495 Nw Gilman Blvd Ste 4	Issaquah	98027
Trade					
Retail					
Amazon.com, Inc.	2,010	\$48,077,000	410 Terry Ave N	Seattle	98109
Costco	1,200	\$26,041	800 Lake Dr	Issaquah	98027
Overlake Hospital Medical Center	1,006	\$683,000	1035 116th Ave Ne Ste E234	Bellevue	98004
Drugstore.com Inc.	945	\$456,507	411 108th Ave Ne Ste 1400	Bellevue	98004
Nordstrom	920	\$99,000	1700 7th Ave Ste 1300	Seattle	98101
Wholesale					
Glacier Northwest Inc.	1,500	\$1,872	5900 W Marginal Way Sw	Seattle	98106
Unified Grocers, Inc.	800	\$909,600	3301 S Norfolk St	Seattle	98118
Chang International Inc.	800	\$30,000	3161 Elliott Ave Ste 103	Seattle	98121
Physio-control, Inc.	750	\$175,311	11811 Willows Rd Ne	Redmond	98052
Zones Corporate Solutions, Inc	710	\$676,700	1102 15th St Sw Ste 254	Auburn	98001
Transportation and Warehousing					
Expeditors International Ocean, Inc.	900	\$13,103,100	1015 3rd Ave Fl 12	Seattle	98104
Ssa Pacific, Inc	805	\$1,610,000	1131 Sw Klickitat Way	Seattle	98134
Postal Express- Hp	575	\$27,600	10850 117th Pl Ne	Kirkland	98033
Lynden Inc.	500	\$1,476	18000 International Blvd Ste 800	Seatac	98188
Airgroup Corporation	320	-	1227 120th Ave Ne	Bellevue	98005
Peninsula Truck Lines Inc.	300	\$33,000	1010 S 336th St	Federal Way	98003
American Fast Freight	300	\$4,112	450 Shattuck Ave S Ste 401	Renton	98057
Relo Moving & Storage	300	\$139	21828 76th Ave S	Kent	98032
King County Administrative Services Division	250	-	900 Oakesdale Ave Sw Ste Main	Renton	98057
Burlington Environmental	210	\$67,563	18000 72nd Ave S Ste 217	Kent	98032

Source: EMSI Industry Regional Businesses – King County

¹ Catherine Rampell, "The Recession Has (Officially) Ended," *New York Times*, Sep. 20, 2010, (<http://economix.blogs.nytimes.com/2010/09/20/the-recession-has-officially-ended/>).

² Bureau of Labor Statistics, U.S. Department of Labor, *Industries at a Glance: Trade, Transportation and Utilities*, <http://www.bls.gov/iag/tgs/iag40.htm> (Jun. 12, 2013).

³ Paul Sommers, Mark Gardner, and Juliet Scarpa, "Skills Required: Preparing Puget Sound for Tomorrow's Middle-Wage Jobs," *Seattle Jobs Initiative*, Mar. 3, 2008, 4-5.