



# Research Brief

March 23, 2000

## Retail Trade Sales in PA Rose 25 Percent to \$109.9 Billion

MIDDLETOWN, Pa—Retail trade sales in the state totaled \$109.9 billion in 1997. This was a 25 percent increase from 1992 when sector sales totaled \$87.8 billion. From 1992 to 1997, the retail trade sector saw a 30 percent decrease in total establishments and a 25 percent decrease in employees. Total annual payroll, however, increased by 5 percent in this time period.

The Pennsylvania State Data Center at Penn State Harrisburg reports that motor vehicle and parts dealers recognized 25.6 percent of the state's retail trade sales revenue with \$28.1 billion followed by food and beverage stores at \$19.1 billion (17.4 percent) and general merchandise stores at \$12.7 billion (11.5 percent). The least sales were generated by the state's electronics and appliance sub-sector at \$2.4 billion (2.2 percent).

**Table 1: Percentage of Total PA Retail Trade Sales by Sub-sector: 1997**

<u>Sub-sector</u>	<u>Percentage</u>
Motor vehicle and parts dealers	25.6
Food and beverage stores	17.4
General merchandise stores	11.5
Non-store retailers	8.8
Building material and garden equipment and supplies dealers	8.5
Gasoline stations	7.1
Health and personal care stores	6.1
Clothing and clothing accessories stores	5.3
Miscellaneous store retailers	2.6
Furniture and home furnishings stores	2.5
Sporting goods, hobby, book and music stores	2.4
Electronics and appliance stores	2.2



The state's food and beverage sub-sector had the greatest number of retail trade establishments in 1997 and accounted for 14.3 percent of total retail establishments in Pennsylvania. Clothing and clothing accessories stores followed with 13.8 percent of the total retail stores in the state. General merchandise stores had the least number of establishments in the Commonwealth in that year with 3.2 percent.

**Table 2: Number of Retail Trade Establishments in PA by Sub-sector: 1997**

<u>Sub-sector</u>	<u>Establishments</u>
Food and beverage stores	7,201
Clothing and clothing accessories stores	6,939
Motor vehicle and parts dealers	5,620
Miscellaneous store retailers	5,537
Gasoline stations	4,893
Health and personal care stores	4,435
Building material and garden equipment and supplies dealers	4,229
Sporting goods, hobby, book and music stores	3,111
Furniture and home furnishings stores	2,613
Non-store retailers	2,183
Electronics and appliance stores	1,839
General merchandise stores	1,608

Food and beverage stores employed the greatest percentage of the Pennsylvanians working in the retail trade sector in 1997 at 23.4 percent. General merchandise stores followed with 16.2 percent. Motor vehicle and parts dealers also employed a substantial number of Pennsylvania's retail trade workers with 12.2 percent. Electronics and appliance stores employed the least number of workers in this sector with only 2 percent.

**Table 3: Total PA Workers Employed in the Retail Trade Sector by Sub-sector: 1997**

<u>Sub-sector</u>	<u>Employees</u>
Food and beverage stores	152,042
General merchandise stores	105,437
Motor vehicle and parts dealers	79,521
Clothing and clothing accessories stores	56,354
Building material and garden equipment and supplies dealers	49,552
Health and personal care stores	47,582
Gasoline stations	38,504
Non-store retailers	33,336
Miscellaneous store retailers	32,526
Sporting goods, hobby, book and music stores	22,970
Furniture and home furnishings stores	19,539
Electronics and appliance stores	12,781

Although the food and beverage sub-sector employed the most Pennsylvanians in the retail trade sector, the sub-sector only accounted for 18.3 percent of the total sector annual wages in 1997. The average annual payroll per employee was greatest in the motor vehicle and parts dealers sub-sector at \$26,904 followed by non-store retailers at \$26,263. The lowest average salaries were seen in the general merchandise store sub-sector.

**Table 4: PA Retail Trade Average Annual Payroll per Employee by Sub-sector: 1997**

<u>Sub-sector</u>	<u>Average Salary</u>
Motor vehicle and parts dealers	\$26,904
Non-store retailers	\$26,263
Building material and garden equipment and supplies dealers	\$22,047
Electronics and appliance stores	\$20,691
Furniture and home furnishings stores	\$20,365
Health and personal care stores	\$17,788
Food and beverage stores	\$12,744
Clothing and clothing accessories stores	\$12,284
Sporting goods, hobby, book and music stores	\$12,166
Miscellaneous store retailers	\$12,119
Gasoline stations	\$11,498
General merchandise stores	\$11,376

The Pennsylvania State Data Center is the Commonwealth's official source of population and economic statistics and services. It is based at Penn State Harrisburg's Institute of State and Regional Affairs. The Pennsylvania State Data Center is part of the U.S. Census Bureau's national State Data Center Program.

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Editors: For additional data, contact Amy Jonas at the Data Center's State Capital Office, (717) 772-2710, or for faculty comment on this topic contact the Penn State Harrisburg's Public Information Office, (717) 948-6029.

Source of Information: U.S. Census Bureau, 1997 Economic Census