



Alabama
Department of Labor

Labor Market Information
James Henry, Division Director

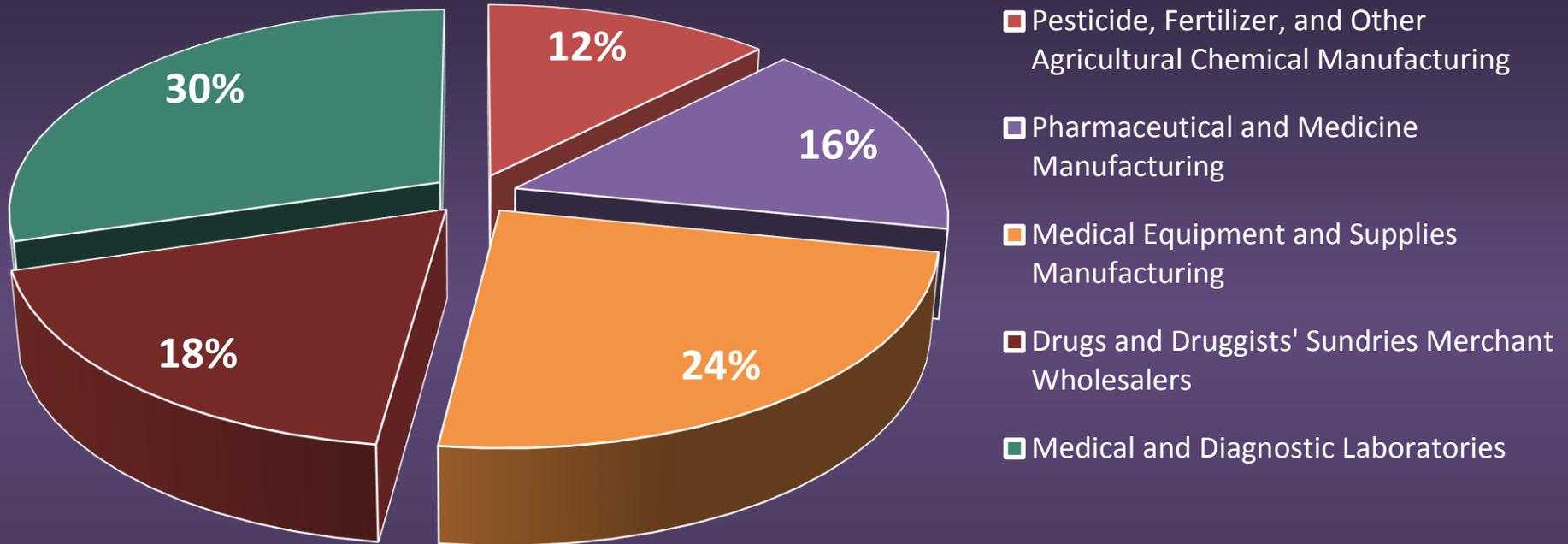


Accelerate Alabama Bioscience

Alabama Department of Labor
Labor Market Information Division



Alabama Bioscience Employment by Industry Sectors





Alabama Bioscience Industry Overview

Sector	# of Companies	# Employed
Pesticide, Fertilizer, and Other Agricultural Chemical Manufacturing	24	1,237
Pharmaceutical and Medicine Manufacturing	20	1,595
Medical Equipment and Supplies Manufacturing	153	2,399
Drugs and Druggists' Sundries Merchant Wholesalers	105	1,834
Medical and Diagnostic Laboratories	303	2,980



Pesticide, Fertilizer, and Other Agricultural Chemical Manufacturing

3253: 32531 Fertilizer Manufacturing – This industry comprises establishments primarily engaged in one or more of the following: (1) manufacturing nitrogenous or phosphatic fertilizer materials; (2) manufacturing fertilizers from sewage or animal waste; (3) manufacturing nitrogenous or phosphatic materials and mixing with other ingredients into fertilizers; and (4) mixing ingredients made elsewhere into fertilizers. **32532 Pesticide & Other Agricultural Chemical Manufacturing** – This industry comprises establishments primarily engaged in the formulation and preparation of agricultural and household pest control chemicals (except fertilizers).

24 companies; 1,237 employed;
12% of Bioscience Industry Employment

# of Employees	% of Companies
1-49	75%
50-99	13%
100-249	8%
250+	4%

Source: Quarterly Census of Employment and Wages, 2013 annual average. *Note: Numbers may not equal 100% due to rounding.*

Top 5 Job Categories:

- 36% Chemical Plant and System Operators
- 8% First-Line Supervisors of Production and Operating Workers
- 7% Mixing and Blending Machine Setters, Operators, and Tenders
- 5% Industrial Machinery Mechanics
- 5% Chemists

Source: 2014 Release of the Occupational Employment Statistics (OES) Report in cooperation with the Bureau of Labor Statistics. Wage data aged using latest Employment Cost Index (ECI) factors.



Pesticide, Fertilizer, and Other Agricultural Chemical Manufacturing Firm Age Workforce Indicators

Firm Age	Employment	Monthly Earnings	Monthly Earnings New Hires	Turnover
0 – 1 Year	44	\$3,921	\$2,975	*
2 – 3 Years	107	\$3,507	*	15.2%
4 – 5 Years	*	*	*	*
6 – 10 Years	*	\$3,800	*	*
11+ Years	1,002	\$6,074	\$4,129	4.7%
All Firm Ages	1,141	\$5,857	\$3,755	5.2%



Pharmaceutical and Medicine Manufacturing

3254 Pharmaceutical and Medicine Manufacturing

This industry comprises establishments primarily engaged in one or more of the following: (1) manufacturing biological and medicinal products; (2) processing (i.e., grading, grinding, and milling) botanical drugs and herbs; (3) isolating active medicinal principals from botanical drugs and herbs; and (4) manufacturing pharmaceutical products intended for internal and external consumption in such forms as ampoules, tablets, capsules, vials, ointments, powders, solutions, and suspensions.

20 companies; 1,595 employed;
16% of Bioscience Industry Employment

# of Employees	% of Companies
1-49	75%
50-99	5%
100-249	15%
250+	5%

Source: Quarterly Census of Employment and Wages, 2013 annual average. *Note: Numbers may not equal 100% due to rounding.*

Top 5 Job Categories:

- 17% Inspectors, Testers, Sorters, Samplers, and Weighers
- 10% Separating, Filtering, Clarifying, Precipitating, and Still Machine Setters, Operators, and Tenders
- 9% Mixing and Blending Machine Setters, Operators, and Tenders
- 7% Chemists
- 5% Chemical Plant and System Operators

Source: 2014 Release of the Occupational Employment Statistics (OES) Report in cooperation with the Bureau of Labor Statistics. Wage data aged using latest Employment Cost Index (ECI) factors.



Pharmaceutical and Medicine Manufacturing

Firm Age Workforce Indicators

Firm Age	Employment	Monthly Earnings	Monthly Earnings New Hires	Turnover
0 – 1 Year	19	\$4,343	*	*
2 – 3 Years	*	*	*	*
4 – 5 Years	*	\$2,817	*	*
6 – 10 Years	85	\$3,442	*	*
11+ Years	1,491	\$4,528	\$4,151	6.8%
All Firm Ages	1,598	\$4,453	\$4,030	6.7%



Medical Equipment and Supplies Manufacturing

3391 Medical Equipment and Supplies Manufacturing

This industry comprises establishments primarily engaged in manufacturing medical equipment and supplies. Examples of products made by these establishments are surgical and medical instruments, surgical appliances and supplies, dental equipment and supplies, orthodontic goods, ophthalmic goods, dentures, and orthodontic appliances.

153 companies; 2,399 employed;
24% of Bioscience Industry Employment

# of Employees	% of Companies
1-49	89%
50-99	6%
100-249	3%
250+	2%

Source: Quarterly Census of Employment and Wages, 2013 annual average. *Note: Numbers may not equal 100% due to rounding.*

Top 5 Job Categories:

- 27% Dental Laboratory Technicians
- 7% Packers and Packagers, Hand
- 5% Team Assemblers
- 5% Production Workers, All Other
- 4% Customer Service Representatives

Source: 2014 Release of the Occupational Employment Statistics (OES) Report in cooperation with the Bureau of Labor Statistics. Wage data aged using latest Employment Cost Index (ECI) factors.



Medical Equipment and Supplies Manufacturing Firm Age Workforce Indicators

Firm Age	Employment	Monthly Earnings	Monthly Earnings New Hires	Turnover
0 – 1 Year	63	\$2,045	*	17.4%
2 – 3 Years	36	\$2,846	\$1,596	19.7%
4 – 5 Years	75	\$2,427	\$1,812	1.4%
6 – 10 Years	283	\$2,751	\$1,816	4.5%
11+ Years	1,759	\$3,712	\$2,806	5.9%
All Firm Ages	2,216	\$3,458	\$2,622	6.1%



Drugs and Druggists' Sundries Merchant Wholesalers

4242 Drugs and Druggists' Sundries Merchant Wholesalers

This industry comprises establishments primarily engaged in the merchant wholesale distribution of biological and medical products; botanical drugs and herbs; and pharmaceutical products intended for internal and external consumption in such forms as ampoules, tablets, capsules, vials, ointments, powders, solutions, and suspensions.

105 companies; 1,834 employed;
18% of Bioscience Industry Employment

# of Employees	% of Companies
1-49	93%
50-99	6%
100-249	1%
250+	1%

Source: Quarterly Census of Employment and Wages, 2013 annual average. *Note: Numbers may not equal 100% due to rounding.*

Top 5 Job Categories:

- 63% Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products
- 5% Laborers and Freight, Stock, and Material Movers, Hand
- 4% Pharmacists
- 3% General and Operations Managers
- 2% Customer Service Representatives

Source: 2014 Release of the Occupational Employment Statistics (OES) Report in cooperation with the Bureau of Labor Statistics. Wage data aged using latest Employment Cost Index (ECI) factors.



Drugs and Druggists' Sundries Merchant Wholesalers

Firm Age Workforce Indicators

Firm Age	Employment	Monthly Earnings	Monthly Earnings New Hires	Turnover
0 – 1 Year	8	\$4,324	*	*
2 – 3 Years	*	*	*	*
4 – 5 Years	*	*	*	*
6 – 10 Years	166	\$5,015	\$4,539	5.9%
11+ Years	1,572	\$6,735	\$5,795	6.2%
All Firm Ages	1,748	\$6,548	\$5,613	6.2%



Medical and Diagnostic Laboratories

6215 Medical and Diagnostic Laboratories

This industry comprises establishments known as medical and diagnostic laboratories primarily engaged in providing analytic or diagnostic services, including body fluid analysis and diagnostic imaging, generally to the medical profession or to the patient on referral from a health practitioner.

303 companies; 2,980 employed;
30% of Bioscience Industry Employment

# of Employees	% of Companies
1-49	97%
50-99	1%
100-249	1%
250+	1%

Source: Quarterly Census of Employment and Wages, 2013 annual average. *Note: Numbers may not equal 100% due to rounding.*

Top 5 Job Categories:

- 13% Medical and Clinical Laboratory Technologists
- 13% Medical and Clinical Laboratory Technicians
- 10% Phlebotomists
- 6% Couriers and Messengers
- 6% Billing and Posting Clerks

Source: 2014 Release of the Occupational Employment Statistics (OES) Report in cooperation with the Bureau of Labor Statistics. Wage data aged using latest Employment Cost Index (ECI) factors.

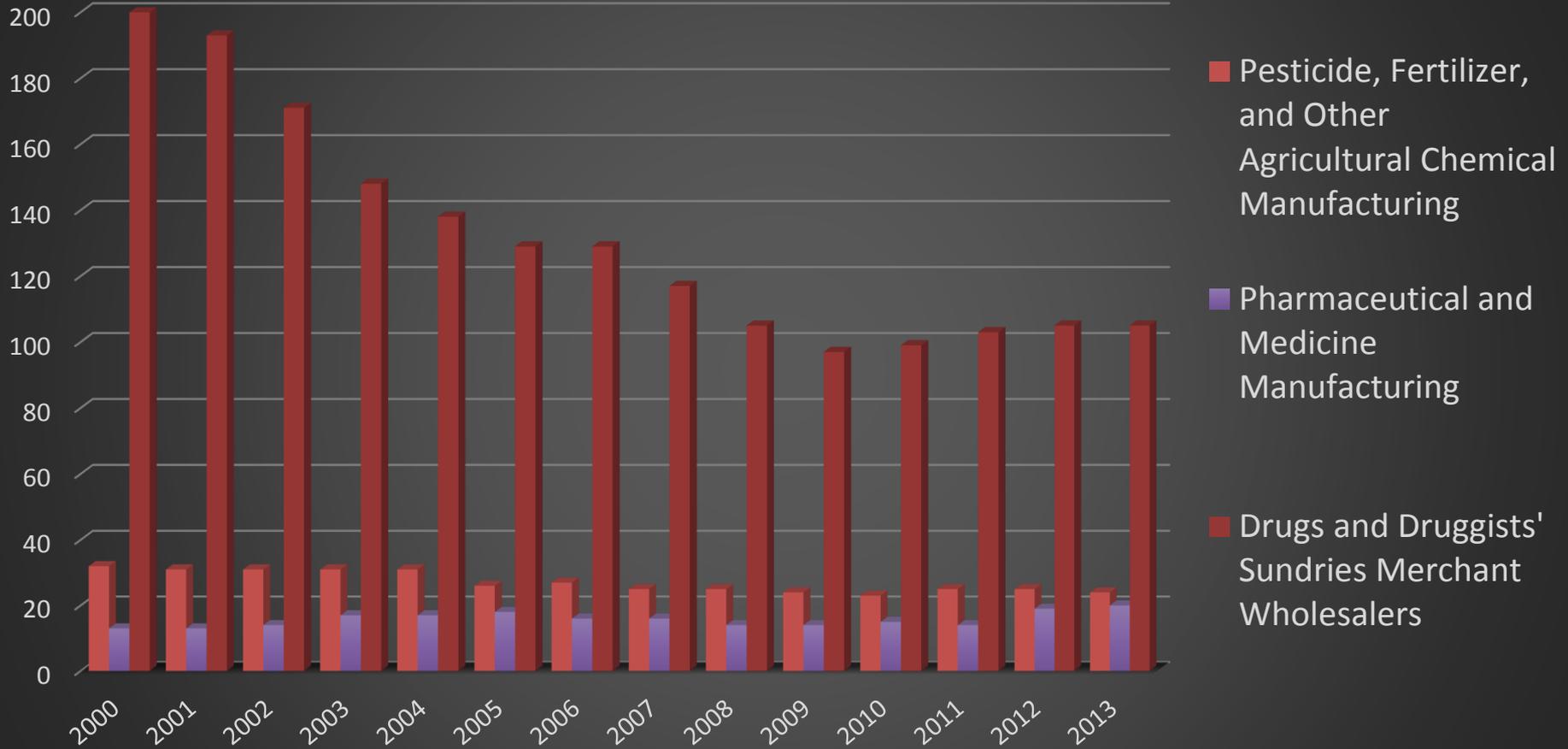


Medical and Diagnostic Laboratories Firm Age Workforce Indicators

Firm Age	Employment	Monthly Earnings	Monthly Earnings New Hires	Turnover
0 – 1 Year	56	\$3,891	*	16.4%
2 – 3 Years	57	\$2,814	\$1,923	12.8%
4 – 5 Years	108	\$4,273	\$2,301	7.5%
6 – 10 Years	167	\$3,605	\$2,401	9.4%
11+ Years	2,371	\$3,910	\$2,727	5.5%
All Firm Ages	2,758	\$3,886	\$2,738	6.2%



Development of Alabama's Bioscience Industry by Company



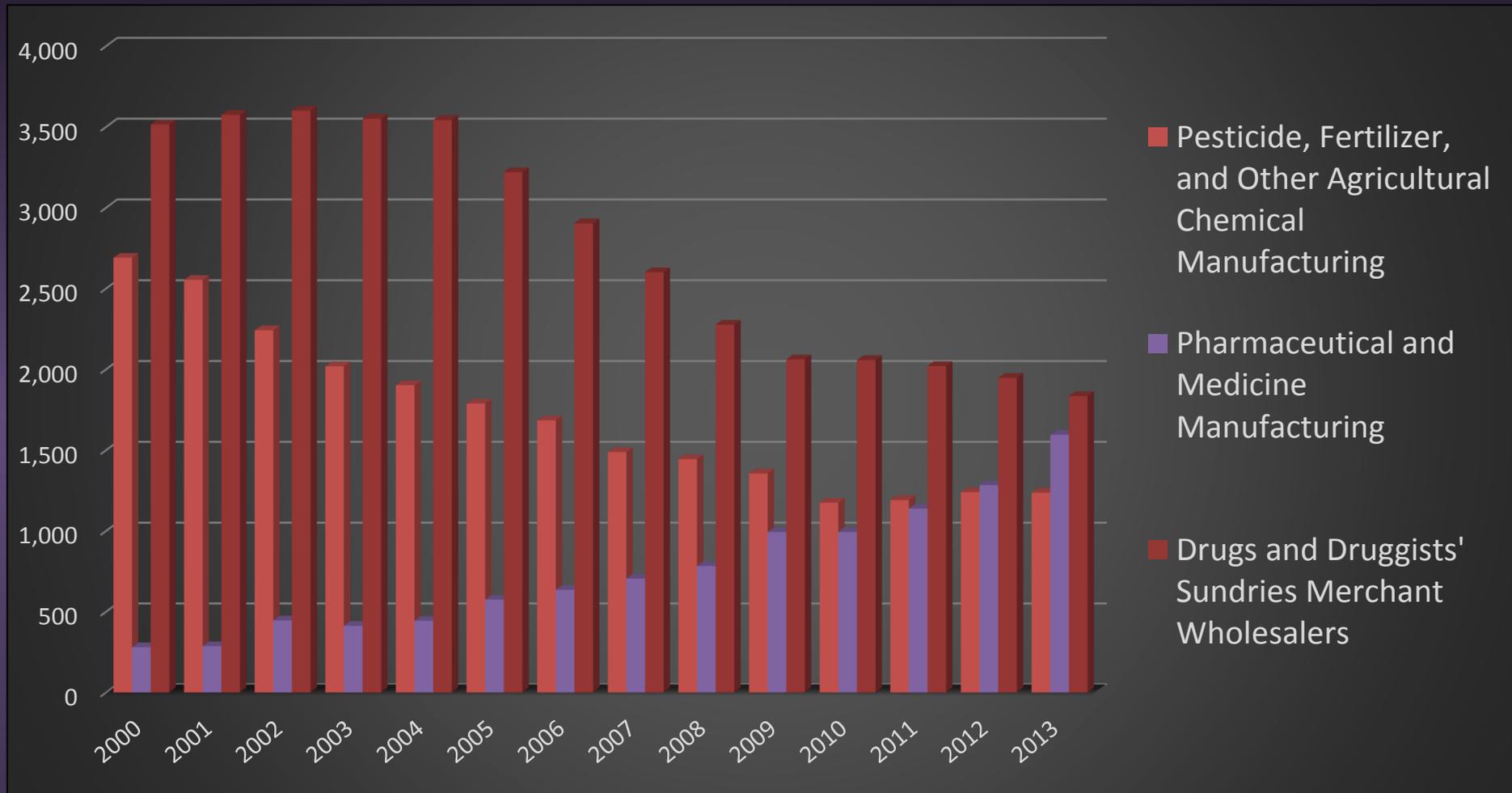


Development of Alabama's Bioscience Industry by Company



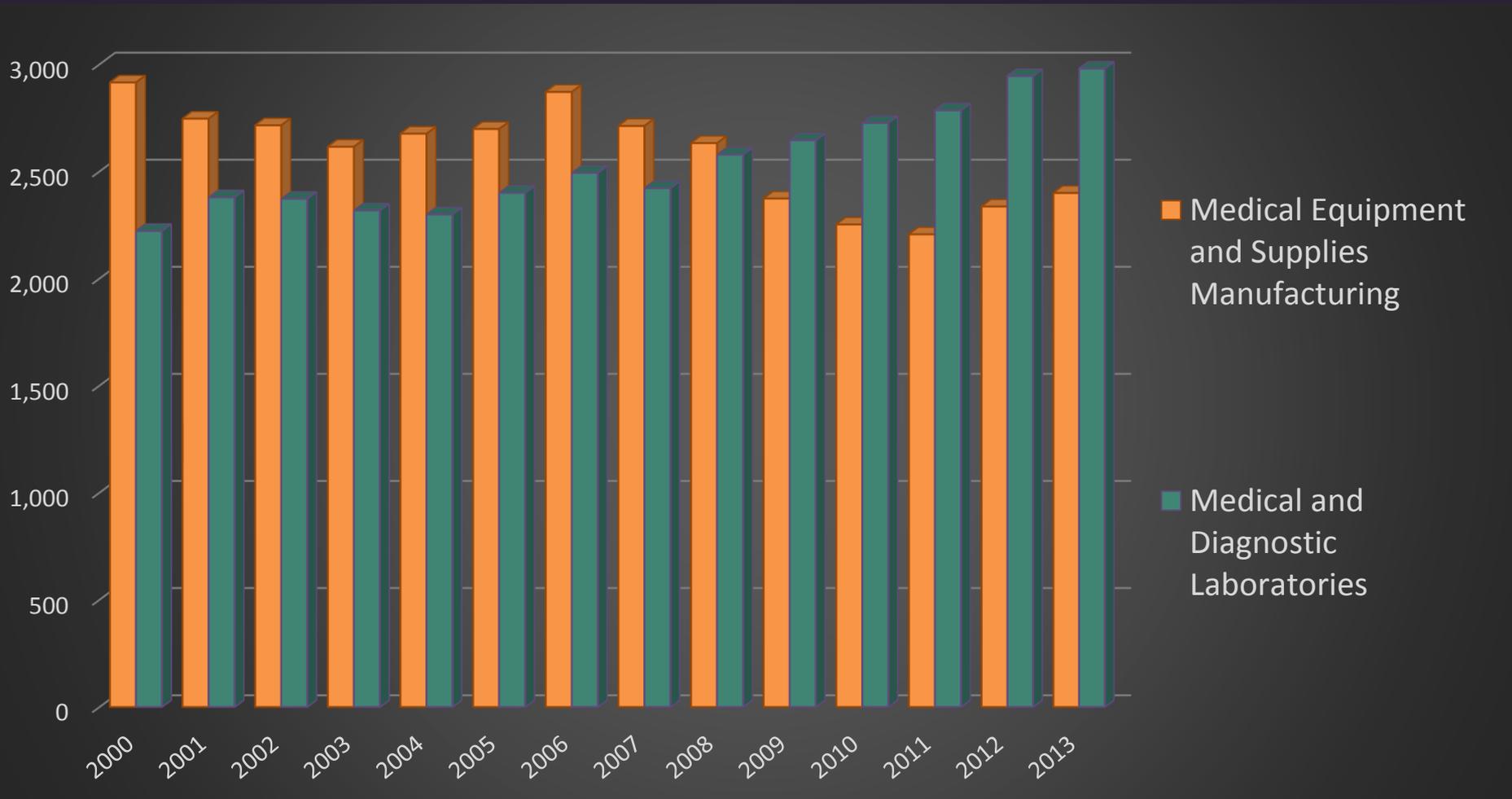


Development of Alabama's Bioscience Industry by Employment





Development of Alabama's Bioscience Industry by Employment





Top Occupations for Bioscience by Rounded Employment

Occupations	# of Jobs	% of Total
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	1,230	13%
Dental Laboratory Technicians	630	7%
Chemical Plant and System Operators	500	5%
Medical and Clinical Laboratory Technologists	370	4%
Medical and Clinical Laboratory Technicians	360	4%
Phlebotomists	300	3%
Inspectors, Testers, Sorters, Samplers, and Weighers	280	3%
Customer Service Representatives	250	3%
Packers and Packagers, Hand	230	2%
Remaining Occupations	5,540	57%



Wage Information

Top 10 by Rounded Occupational Employment

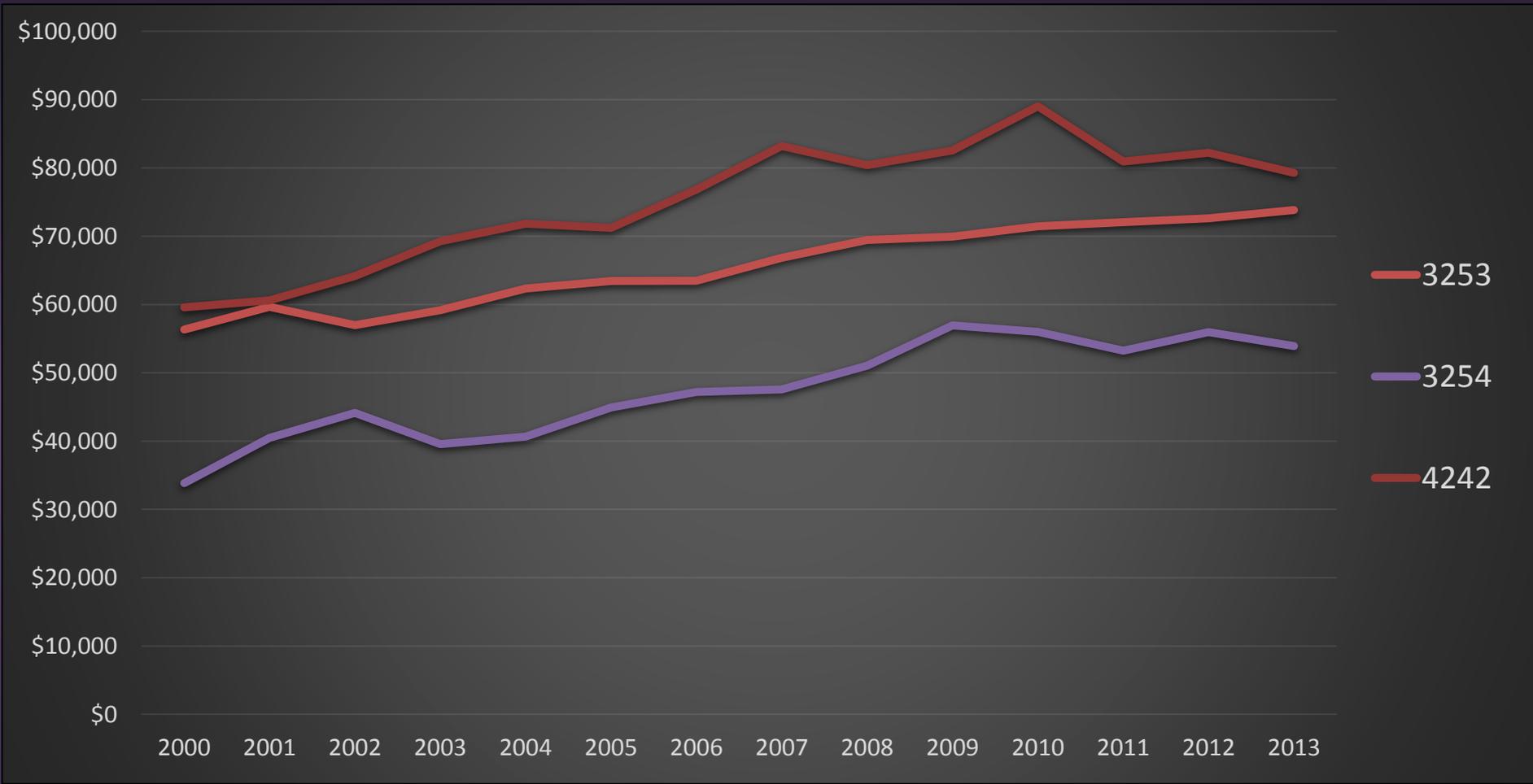
Occupation	Rounded Emp.	Mean Hourly	Mean Annual	Entry Hourly	Entry Annual	Experience Hourly	Experience Annual
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	1,230	\$31.17	\$64,839	\$15.53	\$32,302	\$38.99	\$81,102
Dental Laboratory Technicians	630	\$16.54	\$34,395	\$10.77	\$22,405	\$19.42	\$40,391
Chemical Plant and System Operators	500	\$28.08	\$58,397	\$23.84	\$49,591	\$30.19	\$62,806
Medical and Clinical Laboratory Technologists	370	\$25.41	\$52,853	\$18.75	\$38,999	\$28.74	\$59,775
Medical and Clinical Laboratory Technicians	360	\$17.26	\$35,922	\$11.60	\$24,136	\$20.10	\$41,804
Phlebotomists	300	\$13.05	\$27,142	\$10.06	\$20,925	\$14.54	\$30,256
Inspectors, Testers, Sorters, Samplers, and Weighers	280	\$15.42	\$32,060	\$9.35	\$19,452	\$18.45	\$38,369
Customer Service Representatives	250	\$14.48	\$30,126	\$9.57	\$19,902	\$16.94	\$35,228
Packers and Packagers, Hand	230	\$10.17	\$21,165	\$8.27	\$17,202	\$11.13	\$23,141
General and Operations Managers	210	\$58.48	\$121,631	\$31.12	\$64,738	\$72.15	\$150,073

Source: 2014 release of the Occupational Employment Statistics (OES) Report in cooperation with the Bureau of Labor Statistics; wage data aged using the most current Employment Cost Index (ECI) factors. Annual wage information rounded to the nearest whole dollar. *Note: Data reflects wages across all industries, not specifically to respective industry cluster.*



Wage Information

Total Wages by NAICS Code 2000-2013

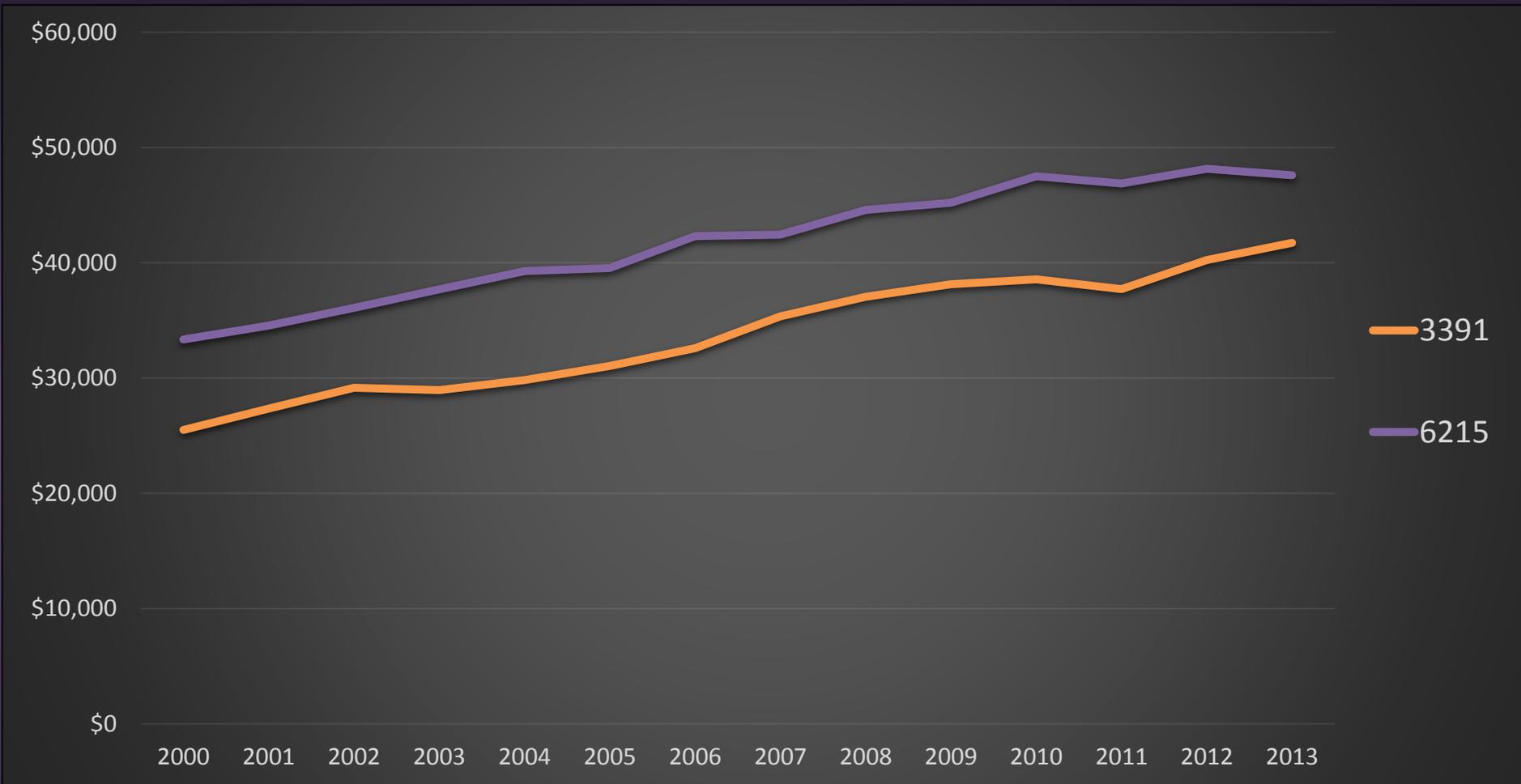


Source: Alabama Department of Labor, Quarterly Census of Employment and Wages



Wage Information

Total Wages by NAICS Code 2000-2013





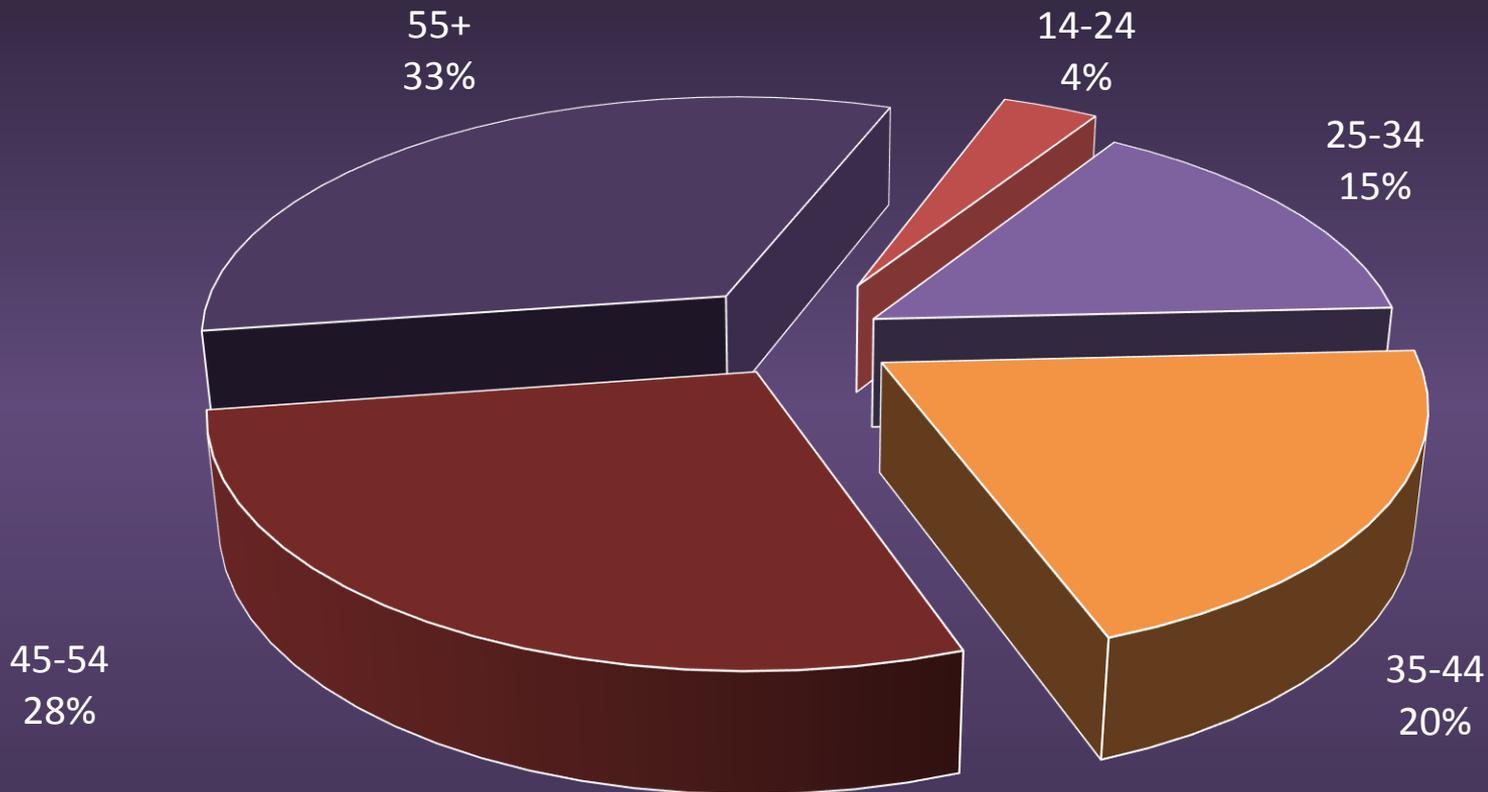
2013 Quarterly Workforce Indicators

NAICS	Industry	Average Turnover Rate	Average Job Gains	Average Net Job Flows	Average Monthly Earnings	Average Monthly Earnings – New Hires
3253	Pesticide, Fertilizer, and Other Agricultural Chemical Manufacturing	5.2%	33	-2	\$5,839	\$3,767
3254	Pharmaceutical and Medicine Manufacturing	6.7%	94	86	\$4,452	\$4,030
3391	Medical Equipment and Supplies Manufacturing	6.1%	86	30	\$3,456	\$2,637
4242	Drugs and Druggists' Sundries Merchant Wholesalers	6.2%	50	-3	\$6,579	\$5,618
6215	Medical and Diagnostic Laboratories	6.2%	94	4	\$3,883	\$2,721



3253 Pesticide, Fertilizer, and Other Agricultural Chemical Manufacturing

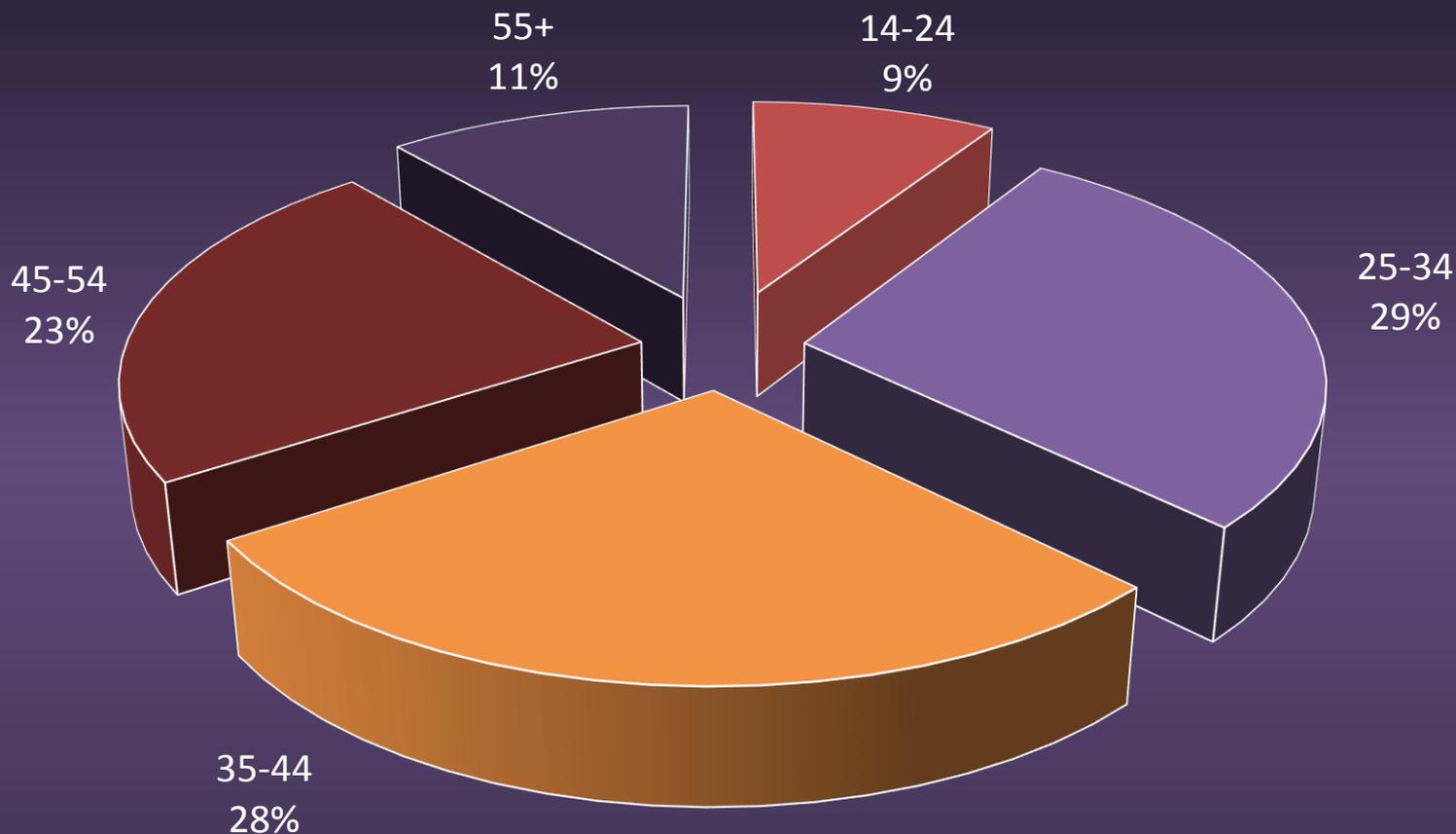
2013 Average Annual Employment by Age Group





3254 Pharmaceutical and Medicine Manufacturing

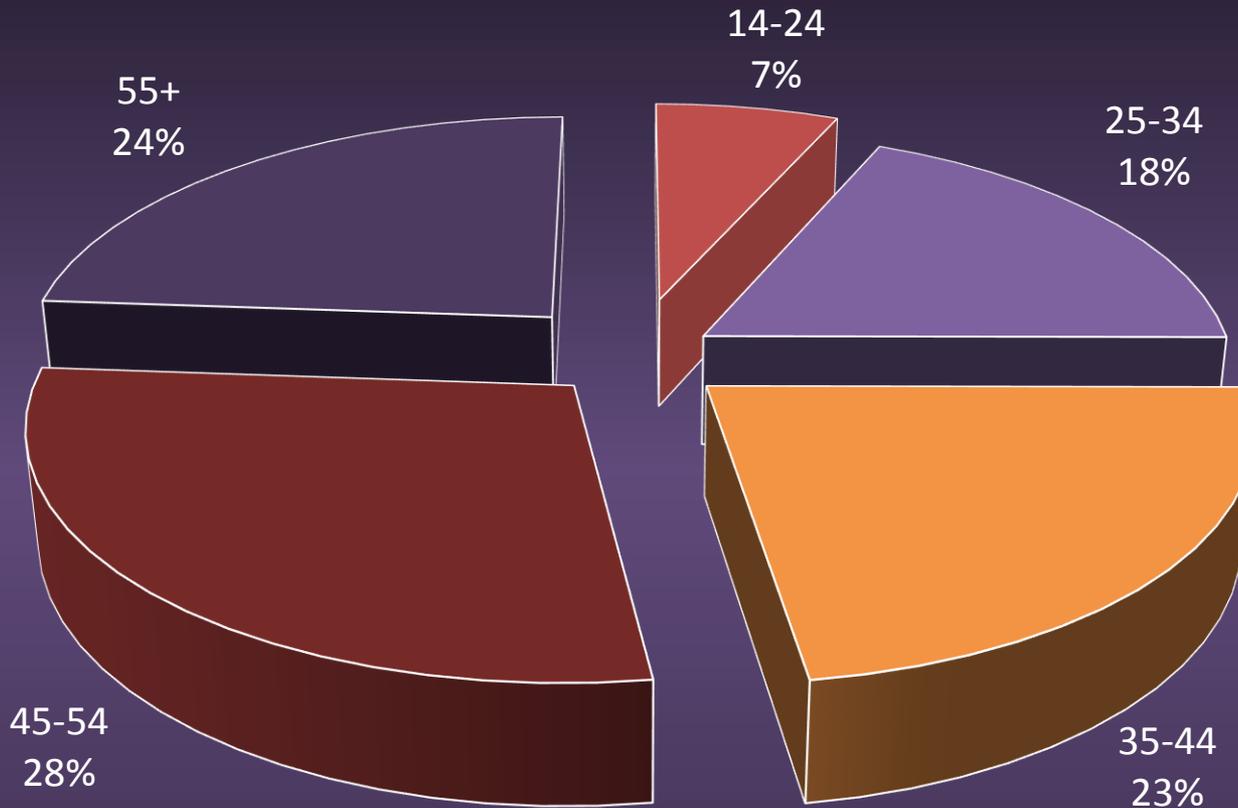
2013 Average Annual Employment by Age Group





3391 Medical Equipment and Supplies Manufacturing

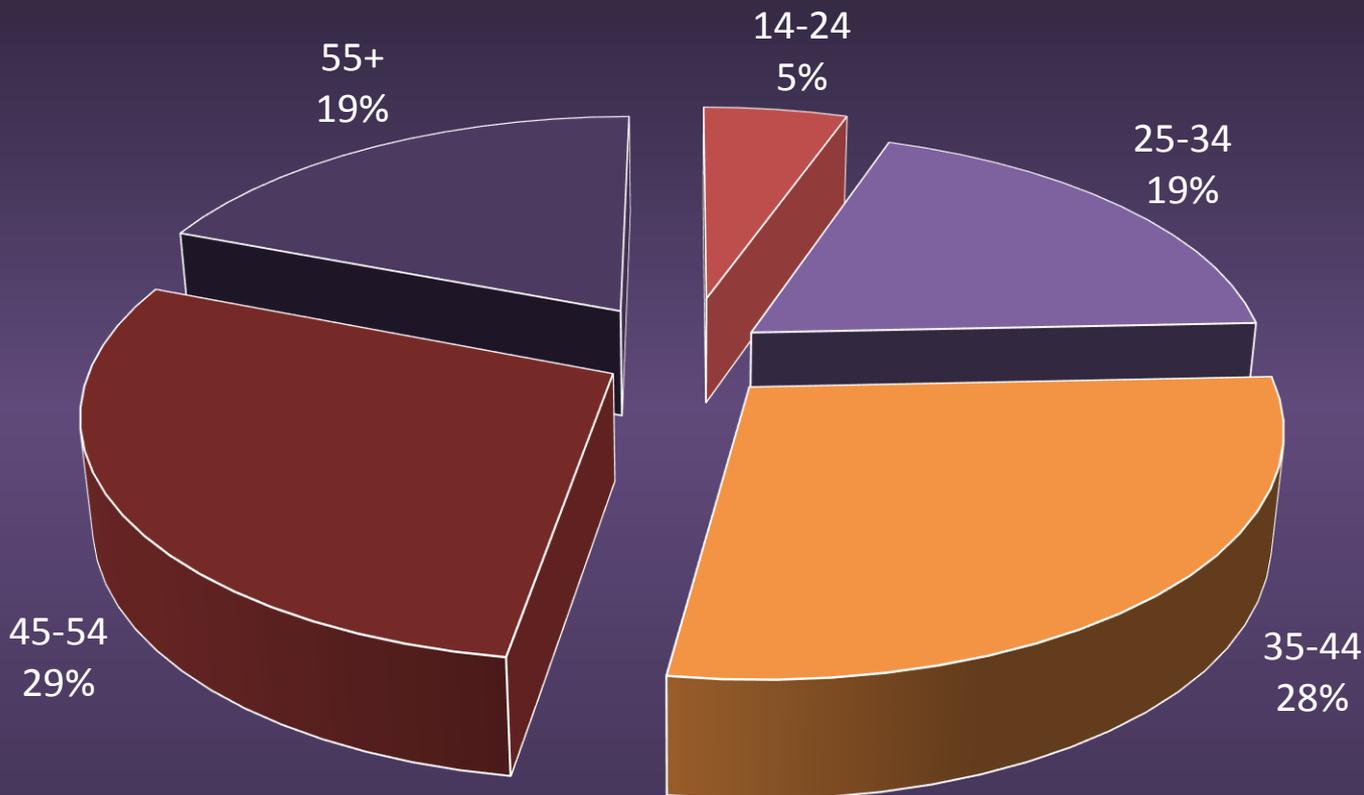
2013 Average Annual Employment by Age Group





4242 Drugs and Druggists' Sundries Merchant Wholesalers

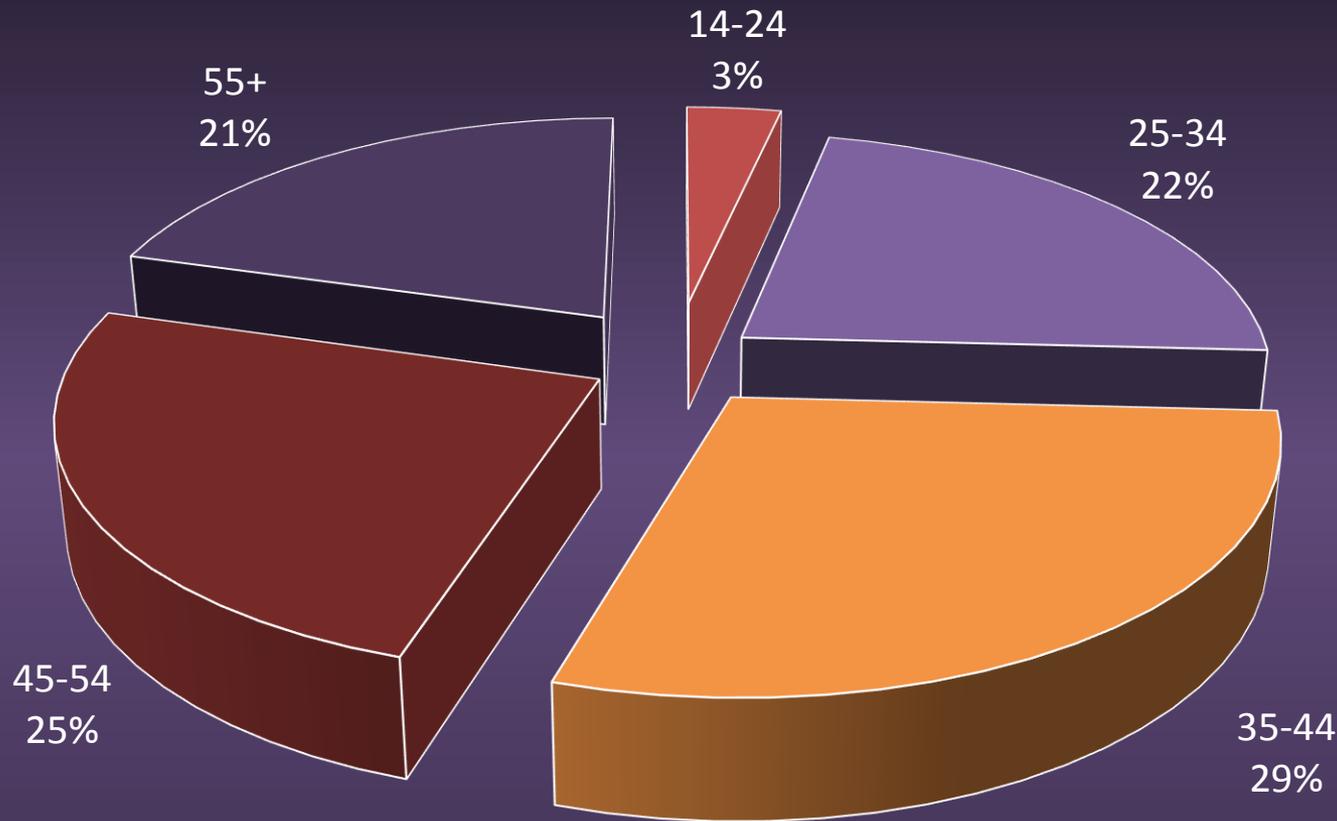
2013 Average Annual Employment by Age Group





6215 Medical and Diagnostic Laboratories

2013 Average Annual Employment by Age Group





Projections Information

2012 – 2022 Industry Projections by NAICS Code

NAICS	Industry	2012	2022	Net Change	Percent Change	Average Annual Growth	U.S. Average Annual Growth	Location Quotient
3253	Pesticide, Fertilizer, and Other Agricultural Chemical Manufacturing	1,240	1,120	-150	-9.68	-1.01	-2.09	2.38
3254	Pharmaceutical and Medicine Manufacturing	1,280	1,510	230	17.97	1.67	0.47	0.33
3391	Medical Equipment and Supplies Manufacturing	2,340	2,390	50	2.14	0.21	-0.03	0.53
4242	Drugs and Druggists' Sundries Merchant Wholesalers	1,950	1,890	-60	-3.08	-0.31	-1.04	0.72
6215	Medical and Diagnostic Laboratories	2,900	3,390	1,030	35.52	3.09	3.10	0.87



Major Bioscience Regions

Bioscience Industry Maps:

Statewide

Workforce Development Region 1

Workforce Development Region 2

Workforce Development Region 3

Workforce Development Region 4

Workforce Development Region 5

Workforce Development Region 6

Workforce Development Region 7

Workforce Development Region 8

Workforce Development Region 9

Workforce Development Region 10