

- The 2001 Gross Domestic Product (GDP) generated by the retail industry was \$931.8 billion, a 9.2 percent share of the total GDP.¹
- The retail industry (excluding eating and drinking places) is predicted to add 2.1 million new jobs between 2002 and 2012, for a total of 17.1 million people employed in retail in 2012.²
- A high number of jobs in the retail industry require limited training. For example, retail salespersons account for 41 percent of employment in clothing, accessory stores, and general merchandise stores, and this position requires on-the-job training only.³
- There are no formal educational requirements for most sales and administrative support jobs; in fact, many people get their first jobs in the retail industry. A high school education is preferred, especially by larger employers.⁴
- Of the 15,187,000 total workers employed in retail in 2003, 11,201,000 work full-time (73.8%), while 3,986,000 work part-time (26.2%).⁵
- Three of the top thirty occupations expected to yield the highest job growth between 2002 and 2012 are found in the retail industry – Retail salespersons; Cashiers, except gaming; and First-line supervisors/managers of retail sales workers.⁶

¹ U.S. Bureau of Economic Analysis, www.bea.gov/bea/dn2/home/gdpbyindy.htm.

² U.S. Bureau of Labor Statistics (BLS), Jay Berman, "Industry output and employment projections to 2012," *Monthly Labor Review*, February 2004, p. 72.

³ BLS, Career Guide to Industries 2004-05.

⁴ Ibid.

⁵ Annual average for 2003, according to the Current Population Survey, a joint project of the BLS and Census Bureau.

⁶ BLS, Daniel Hecker, "Occupational employment projections to 2012," *Monthly Labor Review*, February 2004, p. 101.