



State of New Jersey
Manufacturing

Industry Report

2024

State of New Jersey Manufacturing Industry Report

About NJMEP	3
Manufacturing Observations.....	5
Top 9 Trends	6
Impacts by Manufacturing Cluster	9
Manufacturing in New Jersey.....	11
Manufacturing Sectors	14
Advanced Manufacturing.....	15
Women in Manufacturing.....	21
Veterans in Manufacturing.....	23
Life Sciences.....	25
Transportation Logistics & Distribution.....	32



ABOUT NEW JERSEY MANUFACTURING EXTENSION PROGRAM (NJMEP)

OUR MISSION: YOUR RESOURCE

The New Jersey Manufacturing Extension Program has been the State's premier training and consulting provider for over 20 years, offering the latest innovations in technology, standards, and practices. Our mission is to help New Jersey's small to medium-sized manufacturing businesses access the resources and develop the skills they need to grow, innovate, and expand. Our network, tailored solutions, and engineering know-how give manufacturers the resources they need to stay competitive in a rapidly evolving market.

We offer a full range of consulting and training services that help evolve your organization into an innovative, market-driven, and more cost-effective operation. These services allow you to reduce costs, increase revenue, and tap into your employees' full potential.

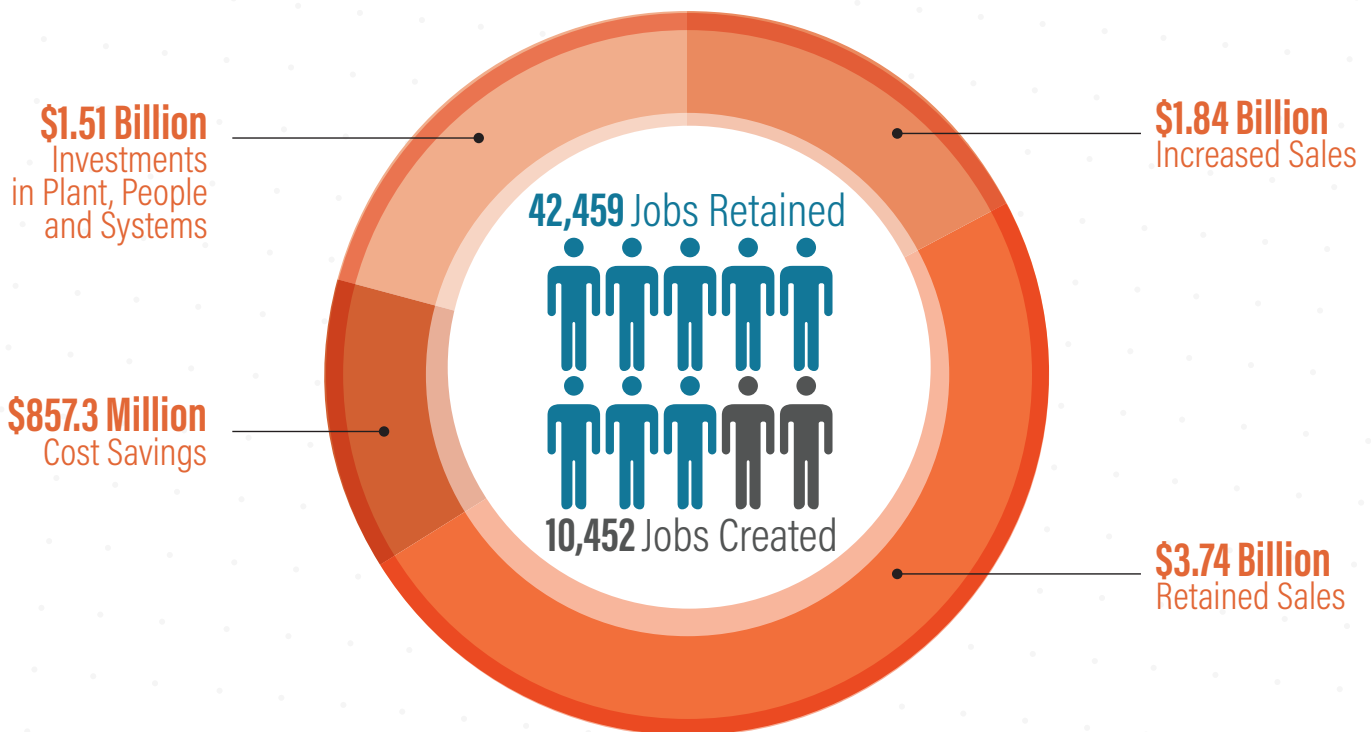
SEAMLESS INTEGRATION

When you enlist our services, NJMEP will manage your project from beginning to completion by coordinating our dedicated team and our expansive network of expert resources, while ensuring the project meets your expectations. Our team provides opportunities for your input, regular updates on your project's status, and measurable results throughout the project lifecycle. We work directly with you and your team to ensure your complete satisfaction.

MEASURABLE IMPACT

For over twenty years, NJMEP has helped manufacturers become more productive, profitable, and globally competitive. NJMEP's impact is measured by an independent, third-party entity that collects your feedback once a project is completed. Since 2000, NJMEP has helped clients realize nearly \$8 billion in value.

Since 2000, NJMEP has helped manufacturers actualize more than
\$7.97 Billion Realized Value



State of New Jersey

Manufacturing Observations



OBSERVATIONS

As manufacturers reflect on the past year and anticipate the road ahead, it's evident that resilience remains paramount amidst escalating geopolitical tensions. Supply chain management emerges as a critical focal point, with governments at both the state and federal levels prioritizing semiconductor manufacturing to address vulnerabilities. Simultaneously, the increasing interest among youth in trades offers an avenue for bolstering the workforce, while the rapid advancement of Artificial Intelligence presents opportunities for optimizing processes and enhancing competitiveness. Despite persistent supply chain challenges, proactive measures to enhance resilience and collaboration are key. Manufacturers must reevaluate their business strategies as supply chain management, massive investments in semiconductor manufacturing, a shifting workforce environment, and AI integration transforms modern business to maintain their resiliency. 2024 has already proved to be a dynamic landscape and more disruptions are expected.

9 TRENDS WITH A DIRECT IMPACT ON NEW JERSEY MANUFACTURING

Manufacturing will always be one of the first industries to face headwinds from global disruptions and the plethora of external dynamics guiding the trajectory of the industry. While the overarching trends persist from 2023, the specifics within each trend have dramatically evolved due to the myriad of updates over the past year. New Jersey manufacturers must delve into the following nine areas to fortify their organizations against disruptive forces and foster growth in the ever-changing landscape of 2024.

Safety and Training

Safety will always be vital in manufacturing. Training is crucial, and innovative solutions like the Workforce Training Room in Cedar Knolls, New Jersey, offer access to advanced manufacturing technologies alongside conventional tools. Programs like the New Jersey Defense Manufacturing Community Consortium (NJDMCC) assist manufacturers in offsetting training costs for veteran employees. Mobile training labs provide offsite training options, equipped with the same advanced equipment as the Cedar Knolls facility, ensuring uninterrupted production while facilitating professional oversight.



Offshore Wind

The landscape of offshore wind energy in New Jersey undergoes a significant shift in 2024 with Ørsted's withdrawal from the project. However, the New Jersey Board of Public Utilities (NJBPU) awarded a combined 3,742 MW of offshore wind capacity to Invenergy and energyRE's Leading Light Wind Project and Attentive Energy LLC's Attentive Energy Two Project. These two projects are in addition to the Atlantic Shores 1,509.6 MW project. This move accelerates the state's progress towards a 100% clean energy economy by 2035. Notably, the developers are partnering with the New Jersey Manufacturing Extension Program (NJMEP) to ensure robust engagement with local manufacturing businesses. This collaboration presents a substantial opportunity for New Jersey manufacturers to contribute to and benefit from the burgeoning offshore wind industry.

<https://www.nj.gov/bpu/newsroom/2023/approved/20240124.html>
<https://www.jpmorgan.com/insights/global-research/economy/global-inflation-forecast>
<https://www.usbank.com/investing/financial-perspectives/market-news/economic-recovery-status.html>



Supply Chain

The impact of COVID-19 on the supply chain is beginning to subside, but new challenges emerge in 2024 driven by geopolitical tensions such as the Ukraine/Russian war and escalating issues in international trade due to new unrest in the Middle East. Manufacturers must pivot from mitigating supply chain disruptions caused by COVID-19 to addressing a fresh set of global challenges. Just as manufacturers adapted to pandemic-related disruptions, business leaders now need to apply the lessons learned to navigate these geopolitical uncertainties. Staying informed about the latest international and local interruptions while looking for local suppliers and partners to maintain resiliency will be critical.



Economic Turbulence

The U.S. economy faced unprecedented challenges in recent years, with the COVID-19 pandemic triggering a brief yet severe recession in 2020. As the economy rebounded, soaring consumer demand outpaced supply, resulting in a surge in inflation, peaking at over 9% in mid-2022. The Federal Reserve has continued to increase federal funds targeting interest rates. While inflation has been easing globally, hopes for a soft landing in 2024 persist. However, core services prices remain elevated, and labor markets remain tight.

The lingering effects of inflation continue to weigh on manufacturing

<https://www.bls.gov/opub/mlr/2023/beyond-bls/what-caused-the-high-inflation-during-the-covid-19-period.htm#:~:text=The%20U.S.%20economy%20lost%202023,there%20for%20almost%202%20years.>
<https://dodcio.defense.gov/CMMC/FAQ/>

businesses and consumers alike. Companies that weathered the worst of the storm must maintain resilience for the uncertain economic future ahead.



Cybersecurity

The cybersecurity landscape in manufacturing undergoes a notable shift in 2025, particularly regarding the Department of Defense (DoD) Supply Chain. It is expected that CMMC 2.0 compliance will be a contractual requirement by Q1 2025 potentially disrupting non-compliant businesses. Manufacturers must stay vigilant amidst evolving requirements, especially since implementation can take up to 18 months.

General businesses must integrate cybersecurity into their plans due to changing cyber insurance coverage premiums and provided coverage while cyberattacks become more sophisticated. A proactive approach is crucial for mitigating risks and protecting against potential threats.



Domestic Semiconductor Industry

The U.S. is heightening its focus on semiconductor manufacturing with the CHIPS Act, which allocates nearly \$280 billion to enhance domestic capabilities, including \$53 billion specifically for research, development, and production. New Jersey is positioning itself to capitalize on this investment. The NJEDA advocates for strategic state contributions of \$250 million to \$400 million to augment the \$55 million already invested in the state's Manufacturing Voucher Program. These efforts aim to prioritize New Jersey for CHIPS funding, with NJMEP ensuring federal agencies recognize the state's robust manufacturing infrastructure. This proactive approach is designed to secure New Jersey's leadership in the national semiconductor initiative, enabling manufacturers to upskill, retool, and expand their roles in the semiconductor supply chain.

Sustainability

Manufacturers in 2024 continue to prioritize the economic benefits of sustainable manufacturing techniques by embracing technologies to increase efficiency and shifting mindsets towards implementing solutions to both lower operating costs and reduce carbon footprints. This dual benefit underscores the importance of sustainability in modern manufacturing strategies.

Environmental, Social, and Governance (ESG) considerations will remain in 2024 and beyond. In the U.S., the implementation of The Environmental, Social, and Governance Law (2024) signifies a significant shift in the regulatory landscape. At one time it was voluntary, but now sustainability reporting is mandatory, requiring detailed disclosure of environmental, social, and

governance practices. This regulatory change highlights the growing importance of ESG factors in the manufacturing industry and underscores the need for transparent and responsible business practices.



Workforce

For two decades, workforce challenges have been an unavoidable topic in manufacturing. Manufacturers have struggled to find qualified candidates but now the focus is shifting towards Generation Z's growing preference for trades over traditional college degrees. A survey revealed that two-thirds of high school graduates not pursuing college would have considered alternatives like industry certifications, licenses, and apprenticeships if they had access to information about these opportunities. In response, NJMEP and the NJEDA's Future Makers and Creators Tour is actively visiting schools in all 21 counties, providing immersive, hands-on experiences with modern manufacturing technologies to demystify and promote the real benefits of advanced manufacturing careers. Additionally, the New Jersey Defense Manufacturing Community Consortium (NJDMCC) remains vital in developing and upskilling workers. Emphasizing these educational pathways is crucial as manufacturing returns to the U.S., and projects like Offshore Wind escalate the demand for skilled labor.

AI, Automation, Advanced MFG

As the manufacturing workforce evolves, U.S. companies are continuing to invest in automation to enhance productivity. In 2023, installations of industrial robots rose by 12% predominantly led by the automotive and electronics sectors, as reported by the International Federation of Robotics (IFR).

Simultaneously, Artificial Intelligence (AI) is revolutionizing manufacturing operations. According to Capgemini, over half of European manufacturers (51%) have implemented AI solutions, with Japan (30%) and the U.S. (28%) also adopting this technology extensively. The primary AI applications focus on improving maintenance, which accounts for 29% of manufacturing AI use cases, and enhancing quality control, which makes up 27%. These technological advancements are designed not only to optimize production but to improve the productivity and capabilities of the existing workforce, offering crucial competitive advantages and ensuring continuous return for the manufacturers making the investments. In New Jersey specifically, Gov. Murphy announced plans to ensure that the state is at the forefront of AI R&D. During his annual State of the State address, he announced an effort dubbed an "AI Moonshot" in collaboration with institutions like Rutgers, Bell Labs, and Princeton.

Moving Forward

For those seeking predictability after years of unprecedented uncertainty, 2024 will be anything but straightforward. The valuable lessons learned from the past few years will prove invaluable if business leaders translate them into actionable strategies. As the manufacturing landscape continues to evolve, incorporating shifts in cybersecurity, workforce, economic and geopolitical turbulence, a host of innovative technologies entering the market and being implemented by the competition, navigating these shifts will be critical to succeed in 2024 and for years to come. By leveraging these insights and proactively addressing emerging trends, manufacturers can pave the way for a resilient and prosperous 2024.

<https://njbia.org/where-will-the-chips-act-fall-for-nj/>
<https://blog.hexagonmi.com/five-sustainability-trends-for-2024/>
<https://www.shrm.org/topics-tools/news/organizational-employee-development/vocational-training-gen-z-blue-collar-trades>

<https://www.forbes.com/sites/markperna/2023/10/17/why-gen-z-can-solve-the-skilled-labor-shortage-crisis/?sh=68841d83ac6>
<https://ifr.org/ifr-press-releases/news/u.s.-companies-invest-heavily-in-robots>
<https://research.aimultiple.com/manufacturing-ai/>



New Jersey Manufacturing Impacts by Cluster

MANUFACTURING ¹

Employees

236,000

GDP

\$54.0B

Average Wage

\$74,000

LIFE SCIENCES ²

Employees

76,510

GDP

N/A

Average Wage

\$184,770

STEM/TECHNOLOGY ³

Employees

184,395

GDP

N/A

Average Wage

\$146,123

TRANSPORTATION, LOGISTICS & DISTRIBUTION (TLD) ⁴

Employees

401,005

GDP

\$62.5B

Average Wage

\$75,244

1. <https://www.nj.gov/labor/labormarketinformation/assets/PDFs/pub/empecon/advmfg.pdf>

2. <https://www.nj.gov/labor/labormarketinformation/assets/PDFs/pub/empecon/biopharma.pdf>

3. <https://www.nj.gov/labor/labormarketinformation/assets/PDFs/pub/empecon/technology.pdf>

4. <https://www.nj.gov/labor/labormarketinformation/assets/PDFs/pub/empecon/tld.pdf>

This report is compiled using data provided by the NJ DoL. The last report released from the NJ DOL is based on data compiled in 2020 and 2021. To enhance the scope of this report, additional information may have been sourced from the Bureau of Labor Statistics and/or United States Census Bureau. Please refer to the listed citation to identify the source of each data point.

State of New Jersey

Manufacturing in New Jersey

NEW JERSEY MANUFACTURERS BY FEDERAL DISTRICT

District	Senate	House	Counties	Employees-EST Per Entity
State	Robert Menendez			
State	Cory Booker			
1		Donald Norcross	Camden, Gloucester, Burlington	53,239
2		Jeff Van Drew	Atlantic, Cape May, Cumberland, Gloucester, Salem, Ocean	37,759
3		Andy Kim	Burlington, Mercer, Monmouth	46,313
4		Christopher Smith	Ocean, Monmouth	22,309
5		Josh Gottheimer	Sussex, Passaic, Bergen	69,222
6		Frank Pallone	Monmouth, Middlesex, Atlantic	64,136
7		Thomas Kean Jr.	Hunterdon, Morris, Warren, Somerset, Sussex, Union	92,266
8		Robert Menendez Jr.	Essex, Hudson, Union	58,522
9		Bill Pascrell Jr.	Bergen, Hudson, Passaic	78,058
10		Donald Payne Jr.	Union, Essex, Hudson	58,522
11		Mikie Sherrill	Essex, Morris, Passaic	76,528
12		Bonnie Watson Coleman	Middlesex, Mercer, Somerset, Union	108,435
Direct Employment				236,000

<https://www.nj.gov/labor/labormarketinformation/assets/PDFs/pub/empecon/advvmfg.pdf>

In 2024, the landscape of offshore wind energy in New Jersey experienced a significant transformation with Ørsted's withdrawal from the project. Atlantic Shores will take over as the first Offshore Wind project in Ørsted's absence. Their 1,509.6 MW project will kick off New Jersey's Offshore Wind development. The New Jersey Board of Public Utilities (NJBP) is also awarding a combined 3,742 MW of offshore wind capacity to Invenergy and EnergyRE's Leading Light Wind Project and Attentive Energy LLC's Attentive Energy Two Project. This move not only accelerates the state's progress toward a 100% clean energy economy by 2035 but also serves as a significant economic stimulator for New Jersey manufacturers.

The partnership between NJMEP and these Offshore Wind developers underscores the commitment to engaging local manufacturing businesses in the project's development. NJMEP will support manufacturers as they upskill or retool to meet the demands of the burgeoning offshore wind industry. These developers are enthusiastic about collaborating with New Jersey manufacturing businesses, recognizing the value they bring to the project and the state's economy.

In a unanimous vote, the NJBP awarded 2,400 MW of capacity to Leading Light Wind and 1,342 MW to Attentive Energy Two. Together, these projects are projected to bring \$6.8 billion in economic benefits to New Jersey and provide enough domestically produced energy to power 1.8 million homes. This landmark development not only propels New Jersey toward its clean energy goals but also presents a massive opportunity for local manufacturers to thrive and contribute to the state's sustainable future.

<https://dep.nj.gov/offshorewind/projects/#atlantic-shores>
<https://www.nj.gov/bpu/newsroom/2023/approved/20240124.html>



NEW JERSEY MANUFACTURERS BY STATE DISTRICT

District	Senate	Assembly	Assembly	Counties	Employees-EST Per District
1	Michael L. Testa Jr.	Antwan McClellan	Erik K. Simonsen	Atlantic, Cape May, Cumberland	11,425
2	Vince J. Polistina	Claire Swift	Donald A. Guardian	Atlantic	2,349
3	John Burizchelli	Heather Simmons	Dave Bailey	Cumberland, Gloucester, Salem	17,883
4	Paul Moriarty	Dan Hutchison	Cody Miller	Atlantic, Camden and Gloucester	24,041
5	Nilsa I. Cruz-Perez	William F. Moen Jr.	William W. Spearman	Camden, Gloucester	21,692
6	James Beach	Louis D. Greenwald	Pamela R. Lampitt	Burlington, Camden	29,446
7	Troy Singleton	Herb Conway Jr.	Carol A. Murphy	Burlington	15,836
8	Latham Tiver	Michael Torrissi Jr.	Andrea Katz	Atlantic and Burlington	18,185
9	Carmen Amato	Gregory Myhre	Brian E. Rumpf	Ocean	5,205
10	James W. Holzapfel	Paul Kanitra	Gregory P. McGuckin	Monmouth and Ocean	14,019
11	Vin Gopal	Margie Donlon	Luanne Peterpaul	Monmouth	8,814
12	Owen Henry	Robert D. Clifton	Alex Sauickie	Burlington, Middlesex, Monmouth, Ocean	59,105
13	Declan J. O'Scanlon	Victoria A. Flynn	Gerard Scharfenberger	Monmouth	5,096
14	Linda R. Greenstein	Tennille R. McCoy	Wayne P. DeAngelo	Mercer, Middlesex	39,268
15	Shirley K. Turner	Verlina Reynolds-Jackson	Anthony S. Verrelli	Hunterdon, Mercer	12,860
16	Andrew Zwicker	Roy Freiman	Mitchelle Drulis	Hunterdon, Mercer, Middlesex, Somerset	48,697
17	Bob Smith	Joseph Danielsen	Kevin Egan	Middlesex, Somerset	44,837
18	Patrick J. Diegnan Jr.	Robert J. Karabinchak	Sterley S. Stanley	Middlesex	29,250
19	Joseph F. Vitale	Craig J. Coughlin	Yvonne Lopez	Middlesex	29,250
20	Joseph P. Ryan	Reginald W. Atkins	Annette Quijano	Union	18,248
21	Jon M. Bramnick	Michele Matsikoudis	Nancy F. Munoz	Middlesex, Morris, Somerset, Union	81,408
22	Nicholas P. Scutari	Linda S. Carter	James J. Kennedy	Somerset and Union	33,835
23	Doug Steinhardt	John DiMaio	Erik Peterson	Hunterdon, Somerset, Warren	21,927
24	Parker Space	Dawn Fantasia	Michael Inganamort	Morris, Sussex, Warren	24,089
25	Anthony M. Bucco	Christian Barranco	Aura K. Dunn	Morris, Passaic	35,273
26	Joseph Pennacchio	Brian Bergen	Jay Webber	Morris, Passaic	35,273
27	John McKeon	Alixon Collazos-Gil	Rosy Bagolie	Essex, Passaic	31,633
28	Renee C. Burgess	Garnet R. Hall	Cleopatra G. Tucker	Essex, Union	32,931
29	M. Teresa Ruiz	Eliana Pintor Marin	Shanique Speight	Essex, Hudson	22,974
30	Robert W. Singer	Sean T. Kean	Alexander Schnall	Monmouth, Ocean	14,019
31	Angela McKnight	William B. Sampson IV	Barbara McCann Stamato	Hudson	8,291
32	Raj Mukherji	Jessica Ramirez	John Allen	Hudson	8,291
33	Brain P. Stack	Gabriel Rodriguez	Julio Marenco	Hudson	8,291
34	Britnee Timberlake	Michael Venezia	Carmen Morales	Essex	14,683
35	Nellie Pou	Shavonda E. Sumter	Benjie E. Wimberly	Bergen, Passaic	46,018
36	Paul A. Sarlo	Clinton Calabrese	Gary S. Schaer	Bergen, Passaic	46,018
37	Gordon M. Johnson	Ellen J. Park	Shama A. Haider	Bergen	29,068
38	Joseph A. Lagana	Lisa Swain	P. Christopher Tully	Bergen	29,068
39	Holly T. Schepisi	Robert Auth	John Azzariti	Bergen	29,068
40	Kristin M. Corrado	Christoper P. DePhillips	Al Barlas	Bergen, Essex, Passaic	60,701
				Direct Employment *	345,859

Source: <https://www.nj.gov/labor/labormarketinformation/assets/PDFs/pub/empecon/advvmfg.pdf>

*Employment numbers are a combination of manufacturing, food manufacturing, chemical manufacturing, computer and electronic product manufacturing, fabricated metal product manufacturing, and medical device manufacturing as outlined in the latest report available by the NJDoL.

State of New Jersey

Manufacturing Sectors



Advanced Manufacturing

Business leaders in manufacturing face a dynamic and ever-evolving landscape as technology continues to advance at an unprecedented rate. This technological revolution is not just moving forward but is also becoming more accessible to manufacturers of all sizes. The cost of advanced technologies has significantly decreased, making tools like industrial wearable technologies, which enhance productivity and safety, affordable for manufacturers of all sizes. Artificial Intelligence (AI) is profoundly transforming manufacturing operations, particularly in maintenance and quality control—areas that are witnessing substantial improvements in nearly every aspect. Manufacturers can now deploy AI to optimize these critical aspects efficiently, enhancing operational effectiveness and product quality.

The integration of legacy equipment with advanced sensors has become both affordable and straightforward, allowing businesses to capture vast amounts of data. Not only have manufacturers now been able to capture the data, it has become easier to analyze and process the vast amount of information being picked up from these sensors giving manufacturers the ability to make better, more informed decisions. These technological advancements are not merely about keeping up with trends but are crucial investments. Smart investments in Industry 4.0 technologies, supported

by thorough ROI analyses and strategic partnerships, have propelled New Jersey manufacturers towards an efficient, sustainable, and profitable future.

As manufacturers move forward into and beyond 2024, those that take the time to explore the new tools that are at their disposal and implement the correct technologies in the right way will outpace their competition. Businesses that refuse to take these innovations seriously will find themselves quickly falling behind.

The US has seen inflation cool significantly but remains above target.¹

The U.S. economy continued expanding in 2024's first quarter, but at a more restrained pace than in 2023. The government's "advance" estimate for first quarter Gross Domestic Product (GDP) growth came in at a 1.6% annualized rate.

First quarter 2024 economic growth was tempered by decreased federal government spending, declining inventory investment in the wholesale trade and manufacturing sectors, and rising imports, which detract from GDP.²

The Great Recession from 2007-2009 deeply affected the manufacturing sector at the state and national level

Manufacturing rebounded strongly after hitting lows in 2013, helping New Jersey residents rebuild wealth lost during the 2007-2009 period.³

1 out of every 14 New Jersey residents is employed in the manufacturing industry

Chemical manufacturing accounted for 51 percent of manufacturing GDP in 1997 (\$28.7 billion), but only 34 percent in 2020 (\$18.5 billion).

Computer and electronic products manufacturing has been the fastest growing industry among this group, increasing its GDP from \$464 million in 1997 to \$6.1 billion in 2020, and now contributes the third highest output of GDP in New Jersey.

Medical device manufacturing has nearly doubled its output since 1997 to nearly \$4 billion in 2020.³

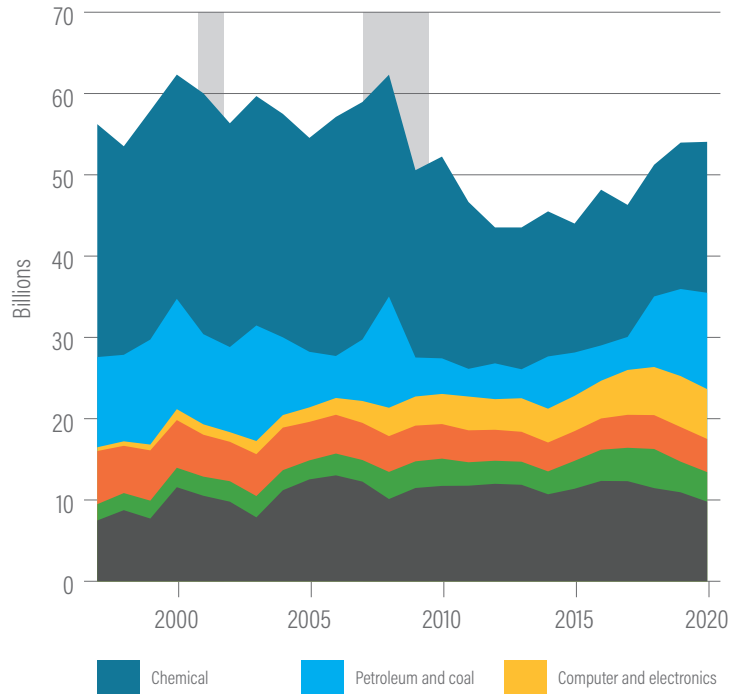
¹ <https://www.jpmorgan.com/insights/global-research/economy/global-inflation-forecast>

² <https://www.usbank.com/investing/financial-perspectives/market-news/economic-recovery-status.html>

³ <https://www.nj.gov/labor/labormarketinformation/assets/PDFs/pub/empecon/advmfg.pdf>

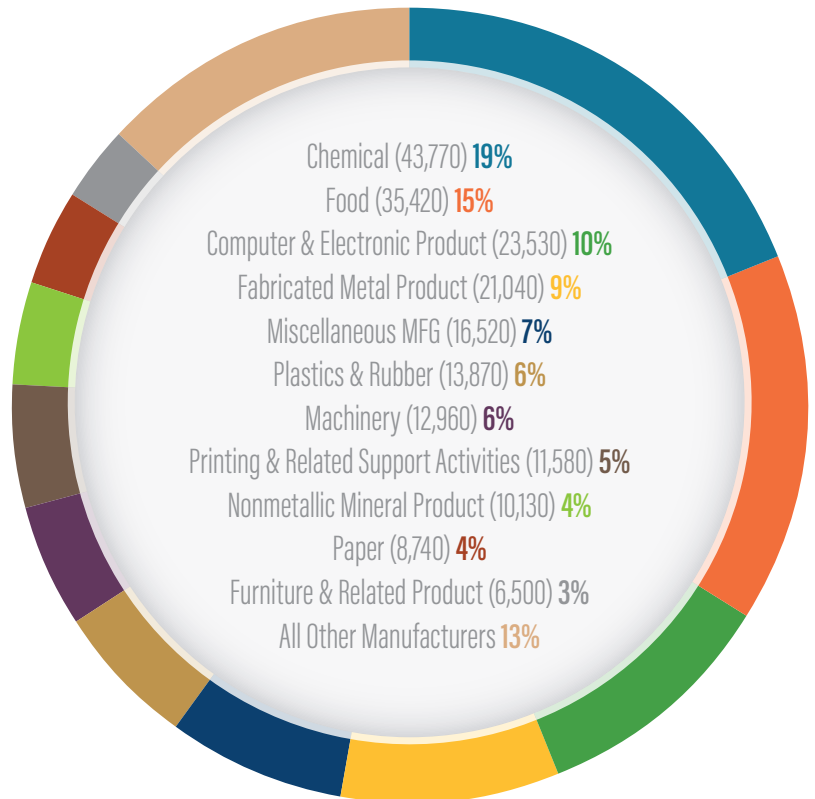
⁴ <https://www.nj.gov/labor/labormarketinformation/assets/PDFs/pub/empecon/biopharma.pdf>

GROSS DOMESTIC PRODUCT (IN BILLIONS) BY MANUFACTURING SEGMENT NEW JERSEY: 1997-2020



Gray area denotes U.S. economic recession as defined by the National Bureau of Economic Research (NBER)

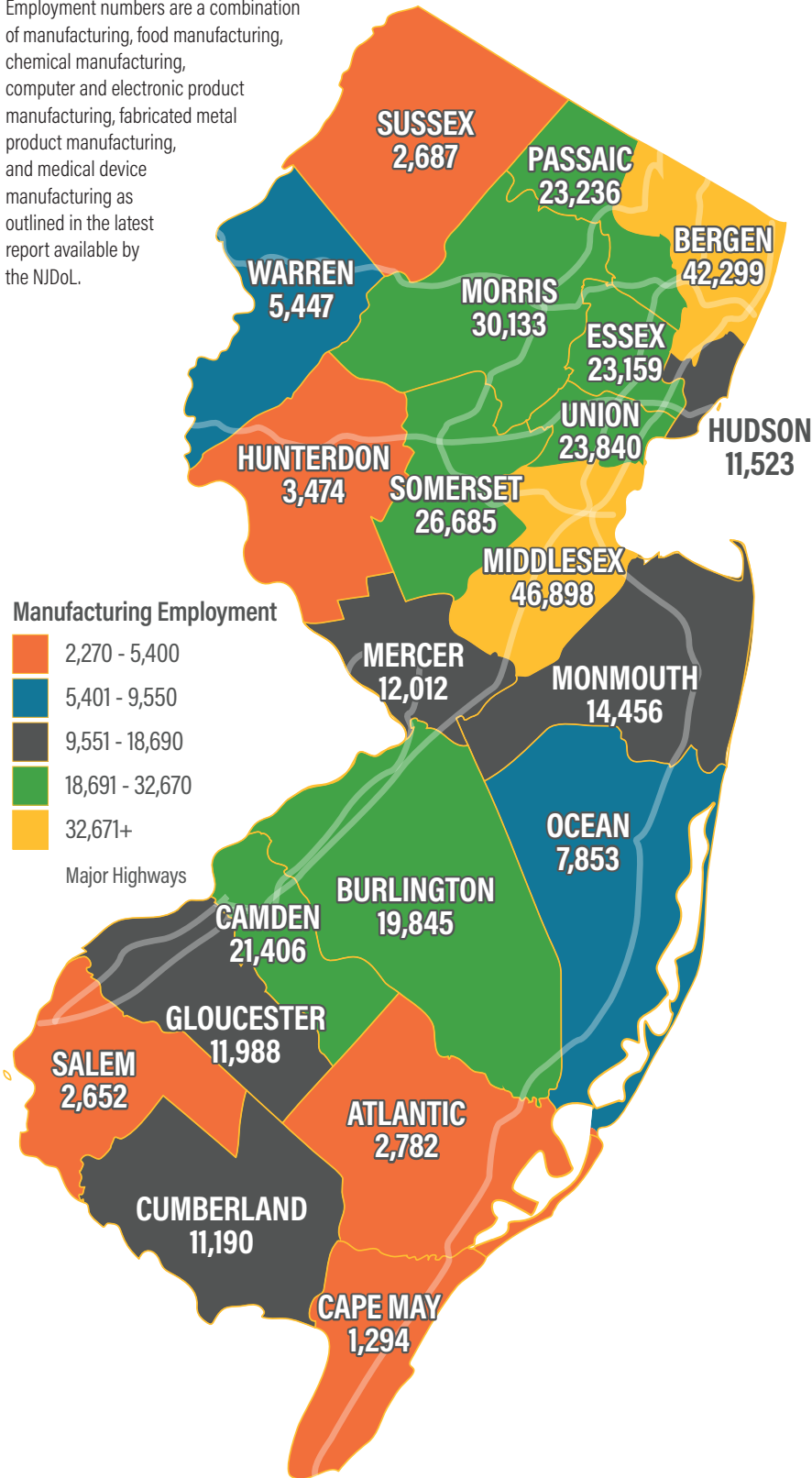
ALL MANUFACTURING INDUSTRIES AS A PERCENTAGE OF TOTAL MANUFACTURING IN NEW JERSEY: 2020



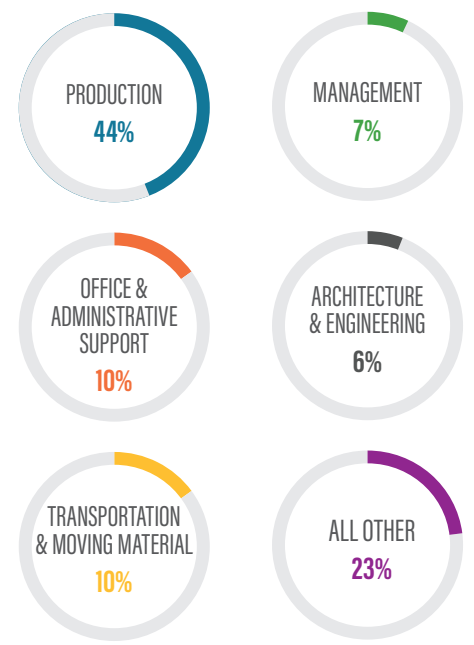
Source: <https://www.nj.gov/labor/labormarketinformation/assets/PDFs/pub/empecon/advmfg.pdf>

MANUFACTURING EMPLOYMENT NEW JERSEY, 2023

Employment numbers are a combination of manufacturing, food manufacturing, chemical manufacturing, computer and electronic product manufacturing, fabricated metal product manufacturing, and medical device manufacturing as outlined in the latest report available by the NJDoL.



BREAKDOWN OF MAJOR OCCUPATIONAL GROUPS WITHIN THE MANUFACTURING INDUSTRY NEW JERSEY, 2020



Employment in manufacturing is highly concentrated in New Jersey's most populous counties and along the Interstate 95 corridor; however, manufacturing in many of New Jersey's more sparsely populated counties makes up a larger percentage of total private sector employment.

New Jersey offers unique business advantages including:

- Geographic proximity to roughly 40% of the US population, or around 100 million potential consumers.
- Highly educated and diverse workforce.
- Extensive transportation network in place to carry goods by land, air, and sea.

Passaic, Bergen, Morris, Essex, Union, Hudson, Somerset, and Middlesex Counties make up the largest concentration of manufacturing employment.

Bergen County has the largest share of manufacturing of total employment, nearly 14.4%, followed by Middlesex and Morris Counties.

Manufacturing makes up a large share of total employment in Passaic, Warren, and Cumberland Counties.

Cumberland County has the largest share of manufacturing of total employment at 17.7%.

Source: NJLWD, Quarterly Census of Employment and Wages, 2018 Annual Averages

Prepared by: New Jersey Department of Labor and Workforce Development December, 2019

Source: <https://www.nj.gov/labor/labormarketinformation/assets/PDFs/pub/empecon/advmfig.pdf>

SUBSECTOR DETAILS OF ADVANCED MANUFACTURING ESTABLISHMENTS AND EMPLOYMENT

	Establishments	Employment	Employment Per Establishment
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The **food manufacturing** industry has added nearly 4,000 jobs over the past five years, and has large concentrations in **Bergen** and **Camden Counties**.

Food Manufacturing

2015	1,096	31,508	29
2020	1,272	35,418	28
Change	+176	+3,910	-1

The **chemical manufacturing** industry has strong concentrations along the Route 1 corridor, particularly in **Middlesex, Somerset, and Union Counties**.

Chemical Manufacturing

2015	809	43,173	53
2020	874	43,774	50
Change	+65	+601	-3

The **computer and electronic product manufacturing** industry has maintained steady employment, and is prevalent in **Bergen, Camden, and Morris Counties**.

Computer and Electronic Product Manufacturing

2015	689	22,978	33
2020	703	23,531	33
Change	+14	+553	-

The **fabricated metal product manufacturing** industry has added 1,000 jobs since 2015, and has concentrations nearest Philadelphia and New York City.

Fabricated Metal Product Manufacturing

2015	1,136	20,003	18
2020	1,131	21,036	19
Change	-5	+1,033	+1

The **medical device manufacturing** industry employed 11,000 people in 2020, and nearly one-third of its employment is found in **Bergen County**.

Medical Device Manufacturing

2015	390	11,862	30
2020	353	11,045	31
Change	-37	-817	+1

Source: <https://www.nj.gov/labor/labormarketinformation/assets/PDFs/pub/empecon/advmfg.pdf>

Key Occupations include:

Aerospace Engineers	Cutting, Punching, and Press Machine Operators	Machinists
Assemblers and Fabricators	Dental Laboratory Technicians	Mechanical Engineers
Bakers	Electrical and Electronic Assemblers	Medical Appliance Technicians
Bioengineers and Biomedical Engineers	Electrical Engineers	Mixing and Blending Machine Operators
Buyers and Purchasing Agents	Food Batchmakers	Packaging and Filling Machine Operators
Chemical Equipment Operators	Food Scientists and Technologists	Production, Planning, and Expediting Clerks
Chemical Technicians	Forklift Operators	Sheet Metal Workers
Chemists	Industrial Engineers	Software Developers
Compliance Officers	Industrial Machinery Mechanics	Welders, Cutters, Solderers, and Brazers
Computer-Controlled (CNC) Machine Tool Operators	Inspectors, Testers, Sorters and Samplers	Whole Sales Representatives

DEMOGRAPHIC PROFILES OF NEW JERSEY RESIDENTS WORKING IN ADVANCED MANUFACTURING

Positive trend in workforce data

The workforce aged under 25 experienced the largest percentage of growth when looking at 2017 - Q1 2022, an increase of over 38%.

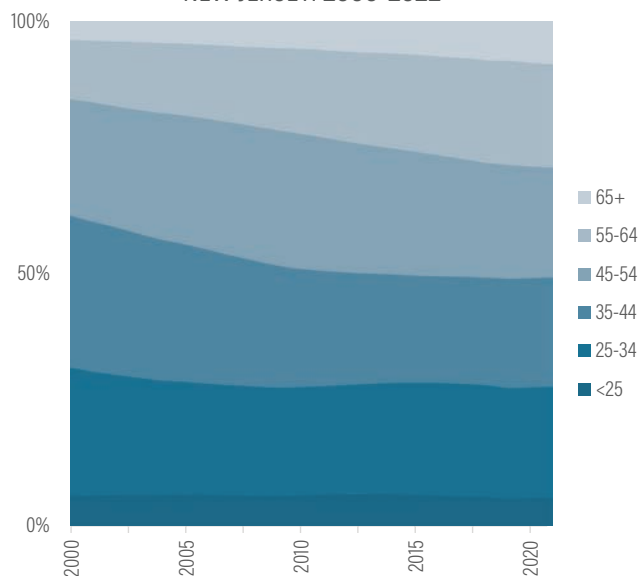
Nominal growth (5%) in the 55-64 age-range, and negative growth (-7%) in the 45-54 demographic, indicates that as the workforce continues to near retirement age, a younger workforce will now be available to take their place.

The share of the manufacturing workforce under the age of 44 has grown by 3.5% since 2017, reversing the historic industry trend of contraction in this age group.

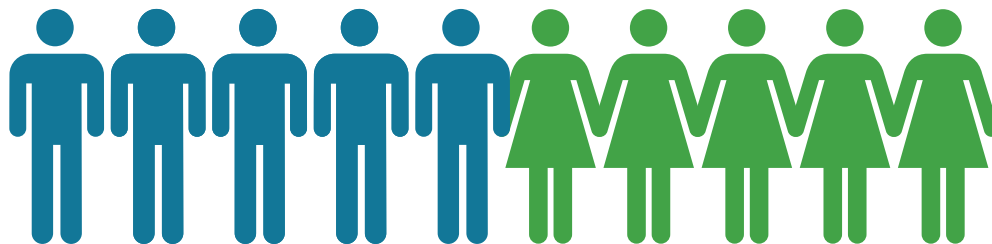
On average a New Jersey manufacturing employee is 47 years or older. To drive this number down, the current trend of a younger workforce entering the industry must continue into 2024 and beyond.

Racially, it is more diverse than average, especially among the Asian population. The workforce is highly educated, as greater than 44% have at least obtained a bachelor's degree.

BREAKDOWN OF WORKFORCE BY AGE
NEW JERSEY: 2000-2022

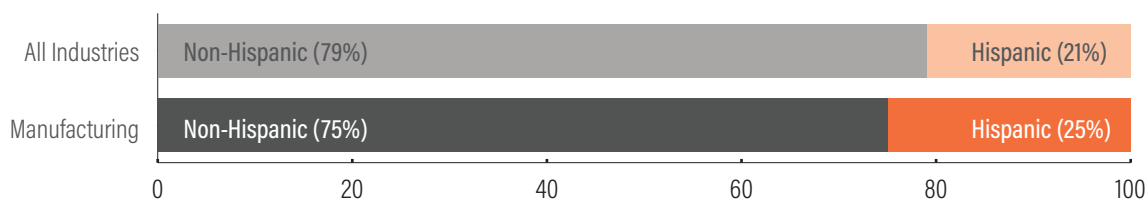


THE MANUFACTURING WORKFORCE IS PREDOMINANTLY MALE (63%)



In all industries combined, males make up 52% of the workforce.

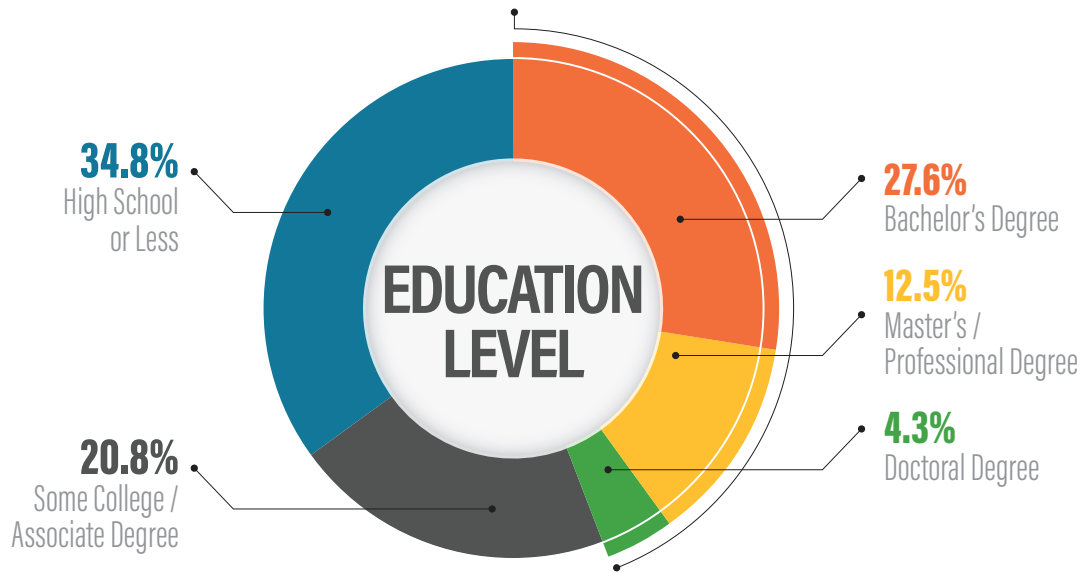
THE HISPANIC POPULATION MAKES UP A QUARTER (25%) OF THE MANUFACTURING WORKFORCE



Source: <https://www.nj.gov/labor/labormarketinformation/assets/PDFs/pub/empecon/advmfg.pdf>

EDUCATIONAL ATTAINMENT AND AVERAGE WAGE OF NJ RESIDENTS IN THE MANUFACTURING WORKFORCE

MORE THAN 44% OF THE WORKFORCE REPORTED THAT THEY HAVE EARNED AT LEAST A BACHELOR'S DEGREE



NEARLY 60% OF THE WORKFORCE CLAIMED TO HAVE EARNED WAGES ABOVE \$50,000



Source: <https://www.nj.gov/labor/labormarketinformation/assets/PDFs/pub/empecon/advmfg.pdf>



Women in Manufacturing

Inclusion in the STEM workforce has taken impressive strides forward over the decades but there is much more work to be done. In 1970, women made up only 8% of all STEM workers, increasing to 27% by 2019.¹ In engineering, women's representation grew from 3% in 1980 to 15% by 2019. By 2021, the share of women in STEM roles further expanded to 35%, marking a notable increase over just two years and showcasing the accelerating pace of gender diversity in these fields. Despite this progress, men still accounted for about two-thirds (65%) of STEM positions in 2021.²

As more women begin entering STEM fields on their own, the New Jersey Manufacturing Extension Program (NJMEP) has worked to support Women Manufacturing Leaders in New Jersey. In 2023, NJMEP facilitated networking opportunities, public storytelling, and national exposure for these leaders, particularly at the 'MADE in NJ' Manufacturing Day—the largest annual manufacturing networking event on the East Coast.

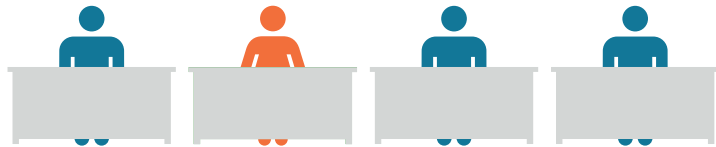
Looking ahead to 2024 and beyond, NJMEP is committed to not only continuing but

also expanding its efforts to support women in manufacturing. This ongoing initiative is vital for maintaining the momentum towards a more inclusive manufacturing sector, equipped to meet future challenges while also benefiting from unique perspectives that are only possible with a diverse and skilled workforce.

¹ [https://nces.nsf.gov/pubs/nsl23315/report/the-stem-workforce#:~:text=The%20share%20of%20women%20and,\(figure%20%2D3\)](https://nces.nsf.gov/pubs/nsl23315/report/the-stem-workforce#:~:text=The%20share%20of%20women%20and,(figure%20%2D3))

² [https://nces.nsf.gov/pubs/nsl23315/report/the-stem-workforce#:~:text=The%20share%20of%20women%20and,\(figure%20%2D3\)](https://nces.nsf.gov/pubs/nsl23315/report/the-stem-workforce#:~:text=The%20share%20of%20women%20and,(figure%20%2D3))

ONLY 1 IN 4
MANAGEMENT POSITIONS ARE HELD
BY WOMEN IN MANUFACTURING

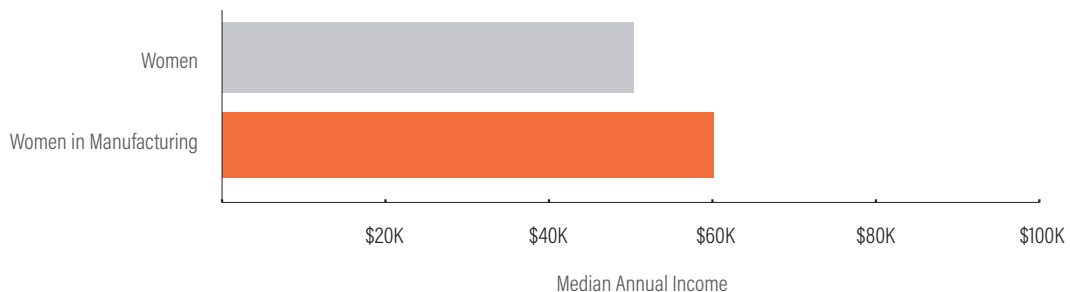


THE MANUFACTURING WORKFORCE IS 35% WOMEN



Source: [https://nces.nsf.gov/pubs/nf23315/report/the-stem-workforce#:~:text=The%20share%20of%20women%20and,\(figure%20%2D3\).](https://nces.nsf.gov/pubs/nf23315/report/the-stem-workforce#:~:text=The%20share%20of%20women%20and,(figure%20%2D3).)

IN MANUFACTURING, WOMEN EARNED 16% MORE
THAN THE NATIONAL MEDIAN ANNUAL INCOME FOR WOMEN



Source: <https://data.census.gov/table?q=industry+by+sex&tid=ACSDTY2021.B24042>



Veterans in Manufacturing

New Jersey continues to work on advancing its support for veterans, more closely aligning the state's veteran unemployment rate with the national average of 2.8%.¹ In 2020, the veteran unemployment rate in New Jersey reached 8.1%.² The New Jersey Department of Labor (NJDOLE) has created an environment where 2,000 veterans have received career services between July 1, 2022 and June 30, 2023. Veterans in the state are earning a median individual income of \$57,700, outpacing the state median of \$47,000.³ These improvements underscore the success of targeted support initiatives.

The New Jersey Manufacturing Extension Program (NJMEP), in collaboration with the Office of Local Defense Community Cooperation (OLDCC), has expanded the New Jersey Defense Manufacturing Community Consortium (NJDMCC). This past year, the program has empowered over 181 veterans, soon to be veterans, and even more veteran family members with no-cost, nationally recognized certifications and training, preparing them for critical manufacturing roles.

Nearly 50 manufacturing companies have engaged with the program, enhancing their roles in the DOD Supply Chain and benefiting from access to a skilled veteran

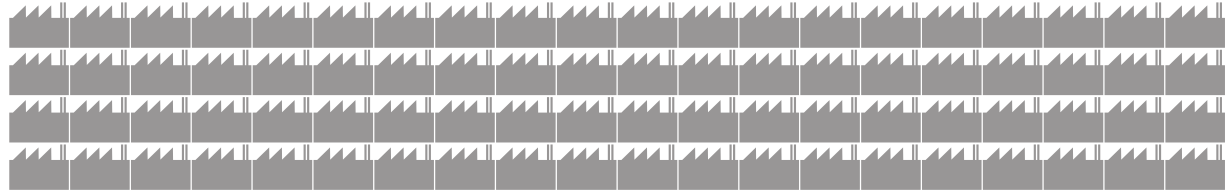
workforce. Highlighted training includes Six Sigma Green Belt, CNC Training, Augmented Arc Welding, and Supervisory Skills training. These initiatives not only bridge employment and income gaps for veterans but also fortify New Jersey's manufacturing sector with their unique skills and dedication.

¹ <https://www.bls.gov/news.release/vet.t06A.htm>

² https://www.bls.gov/news.release/archives/vet_03182021.pdf

³ https://www.nj.gov/labor/labormarketinformation/assets/PDFs/pub/PP-9%20LMS_Vets_11-23.pdf

NJDMCC PARTICIPATION STATISTICS



80 COMPANIES IN NEW JERSEY IN THE NJDMCC AS OF 2023

181 VETERANS, SOON-TO-BE-VETERANS, AND VETERAN FAMILY MEMBERS ARE PART OF THE COMMUNITY, RECEIVING TRAINING FROM NJMEP

70 PARTICIPANTS HAVE GRADUATED THE PROGRAM*

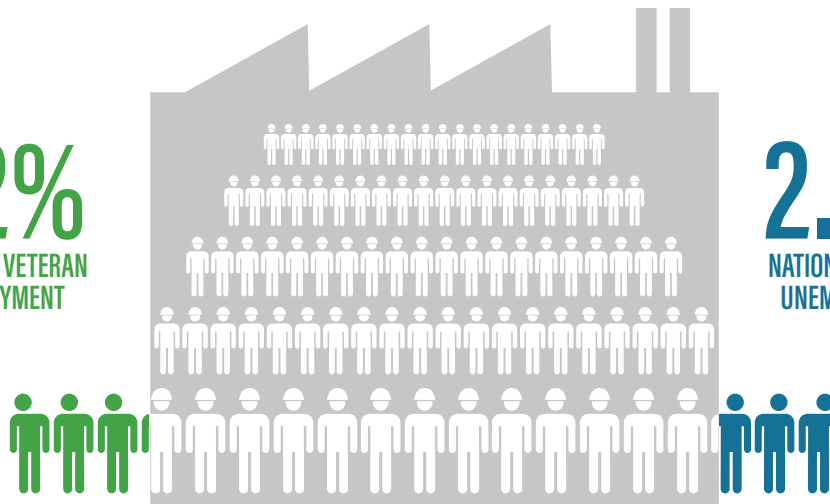
21 PARTICIPANTS HAVE COMPLETED THEIR CERTIFICATION PROGRAM



**Certification can take place after graduation and is dependent on a self-paced program or Cohort Schedule*

NEW JERSEY VS NATIONAL VETERAN UNEMPLOYMENT RATE

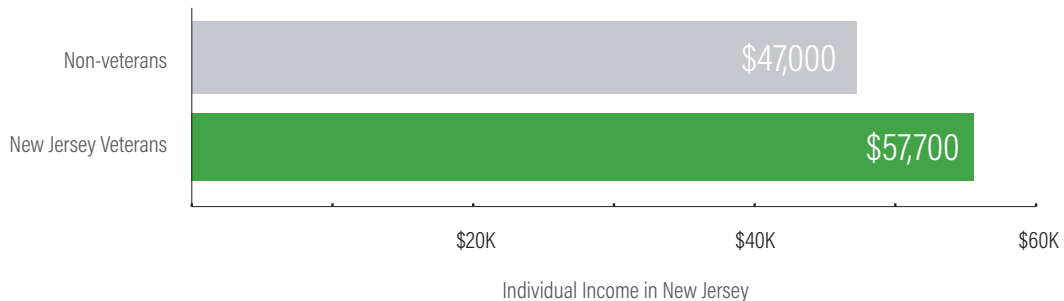
3.2%
NEW JERSEY VETERAN UNEMPLOYMENT



2.8%
NATIONAL VETERAN UNEMPLOYMENT

<https://www.bls.gov/news.release/vet.t06A.htm>

IN MANUFACTURING, NEW JERSEY VETERANS EARNED 22% MORE THAN THE MEDIAN ANNUAL HOUSEHOLD INCOME IN NEW JERSEY



Sources: https://veteransdata.info/states/2340000/NEW_JERSEY.pdf and <https://www.census.gov/quickfacts/fact/table/NJ/SB0001217>



Life Sciences Manufacturing

New Jersey's life sciences sector, spanning industries from pharmaceuticals to biotech, employs 76,510 people, or 2.4% of the state's workforce. This segment contributes 19% to the state's GDP and has grown by 19.9% from 2015 to 2020.¹ Home to the highest concentration of scientists and engineers in the U.S., New Jersey boasts extensive infrastructure, including five medical schools and over 3,200 life science establishments.² Industry giants like Johnson & Johnson and Merck, along with thousands of small to medium-sized businesses, underscore the state's robust life science and biopharma sector. New Jersey remains a pivotal player in the national landscape, continually innovating while promoting safety and public education.

¹ <https://www.nj.gov/labor/labormarketinformation/tools-resources/publications-reports/industrysectorfocus.shtml>

² <https://www.njeda.gov/life-science/#:~:text=We%20are%20the%20home%20to,life%20science%20and%20biopharma%20establishments>

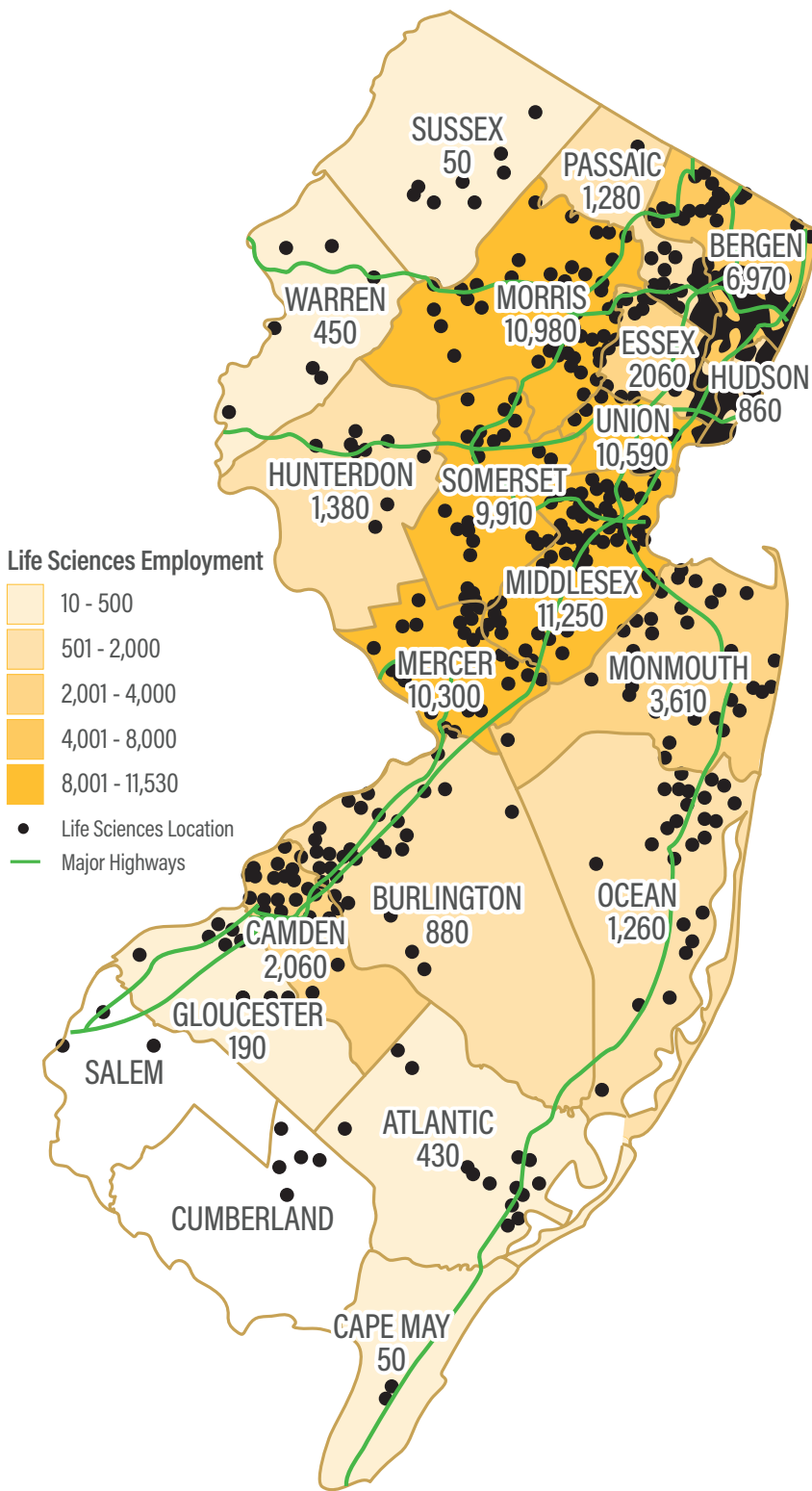
LIFE SCIENCES EMPLOYMENT AND ESTABLISHMENT LOCATIONS BY COUNTY, 2020

The Life Sciences Cluster has an enormous impact on providing high quality jobs and adding significant value to the State's economic activities.

Recent New Jersey highlights included:

- **EMPLOYMENT TOTAL AVERAGED 76,510** or 2.4% of all private sector workers in the state for 2020. Nationally, the proportion was just 1.3%.
- **PAID OVER \$14.1 BILLION IN SALARY** in 2020 annual payrolls; 6% of the state's total wages.
- **NEARLY 1,700 MANUFACTURING ESTABLISHMENTS TOTAL** in 2020. Over a five year period (2015-2020), even with numerous industry-related reorganizations New Jersey's pharmaceutical component still grew (by +20.2%).
- **14 OF THE WORLD'S 20 LARGEST RESEARCH-BASED BIOPHARMACEUTICAL COMPANIES** and 11 of the world's 20 largest medical technology companies maintain a headquarters (global, North American or U.S.) or significant presence in New Jersey.
- New Jersey has the highest concentration of scientists and engineers per square mile in the U.S. and is the **#3 STATE FOR EMPLOYED BIOCHEMISTS AND BIOPHYSICISTS**.
- New Jersey is one of the top two states in the nation for the most facilities manufacturing FDA-approved products, and is the **#1 STATE FOR LIFE SCIENCES MANUFACTURING EMPLOYEES**.

Source: <https://www.nj.gov/labor/labormarketinformation/assets/PDFs/pub/empecon/biopharma.pdf>



LIFE SCIENCES MANUFACTURING INDUSTRY SECTOR ESTABLISHMENTS AND EMPLOYMENT ANALYSIS

PHARMACEUTICALS:

520 Establishments — 31%

- Pharmaceutical and medicine manufacturing (65.9%)
- Soap, cleaning compound, and toiletry manufacturing (38.8%)

The pharmaceuticals component accounted for 43.6% of the life sciences industry sector employment:

33,360 jobs

BIOTECHNOLOGY (R&D)

820 Establishments — 49%

- Scientific research and development services
- Consists of service-related establishments primarily engaged in scientific research, development, and/or analytic

Biotechnology (R&D) accounted for 42.0% of the life sciences sector employment:

32,100 jobs

MEDICAL DEVICES

350 Establishments — 21%

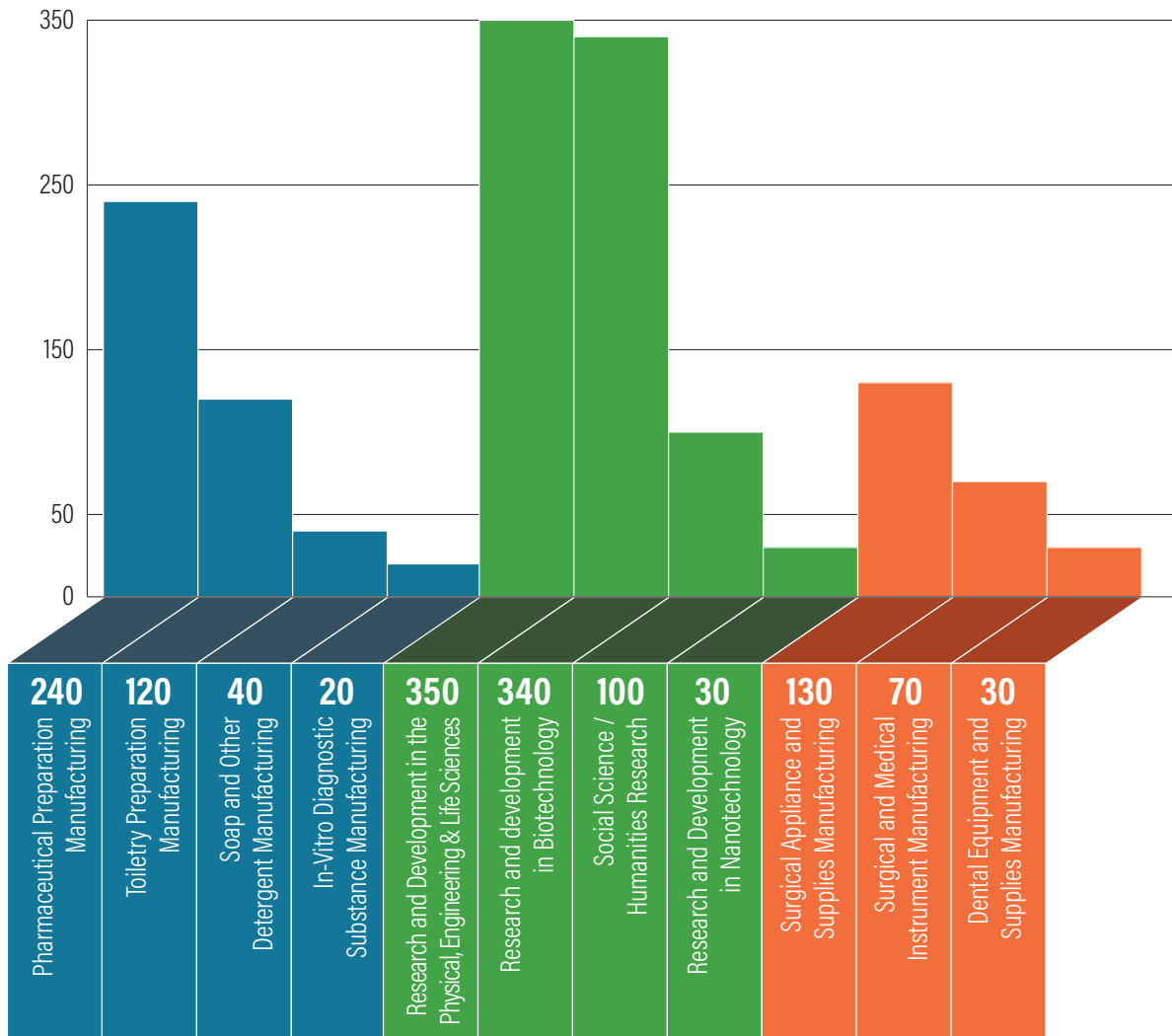
- Medical equipment and supplies manufacturing
- Establishments primarily engaged in manufacturing medical equipment and supplies

Medical devices is the smallest of the three components and makes up 14.4% of the life sciences industry:

11,050 jobs

Source: <https://www.nj.gov/labor/labormarketinformation/assets/PDFs/pub/emepecon/biopharma.pdf>

LIFE SCIENCES ESTABLISHMENT NUMBERS BY SUB-SECTOR, 2020



Due to disclosure issues, medicinal and botanical mfg, surface active agent mfg, other biological product mfg, and polish and sanitation good manufacturing are not included in the chart above.

Due to disclosure issues, dental laboratories, and ophthalmic goods mfg, are not included in the chart above.

LIFE SCIENCES INDUSTRY SECTOR: ANNUAL AVERAGE WAGE ANALYSIS

PHARMACEUTICALS:

- Annual average wages were **\$148,840** in 2020, up +19.9% (or \$24,700) from \$124,140 in 2015.
- Changes in this industry ranged from soap, cleaning, compound, and toiletry manufacturing (+10.8%), to pharmaceutical, and medicine manufacturing (+12.2%) in annual average wages from 2015 to 2020.

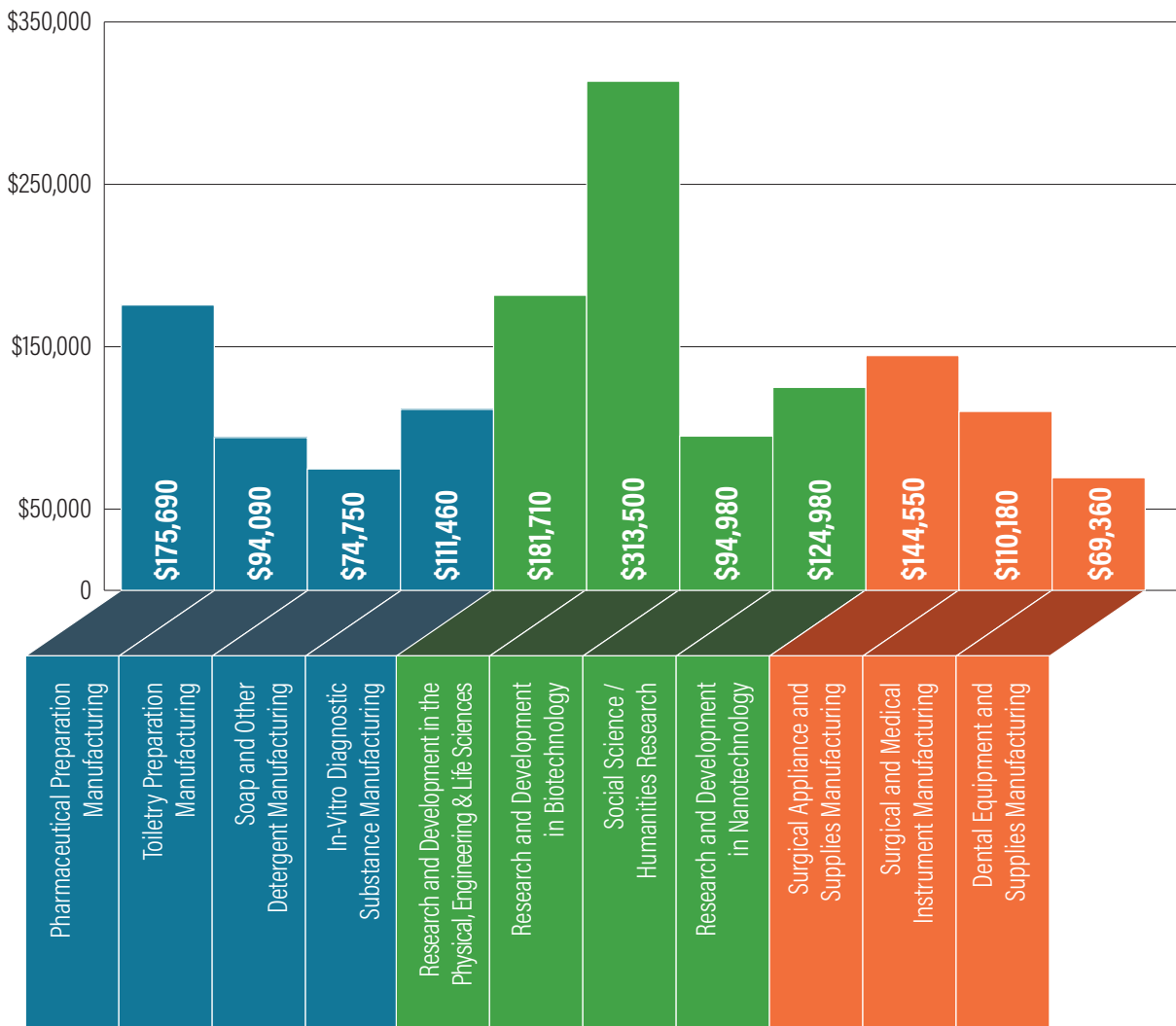
BIOTECHNOLOGY (R&D)

- Annual average wages were **\$243,560** in 2020, up +16.7% from \$208,620 in 2015.
- Research and development in biotechnology experienced the highest wages increase from \$266,220 in 2015 to \$313,500 in 2020. A total increase of +17.8%.

MEDICAL DEVICES

- Annual average wages were **\$122,380** in 2020, up +8.4% from \$112,940 in 2015.
- Surgical appliances and supplies manufacturing experienced a significant wages increase from \$127,270 in 2015 to \$144,550 in 2020. A total growth of +13.6%.

LIFE SCIENCES ANNUAL AVERAGE WAGE BY SUB-SECTOR, 2020

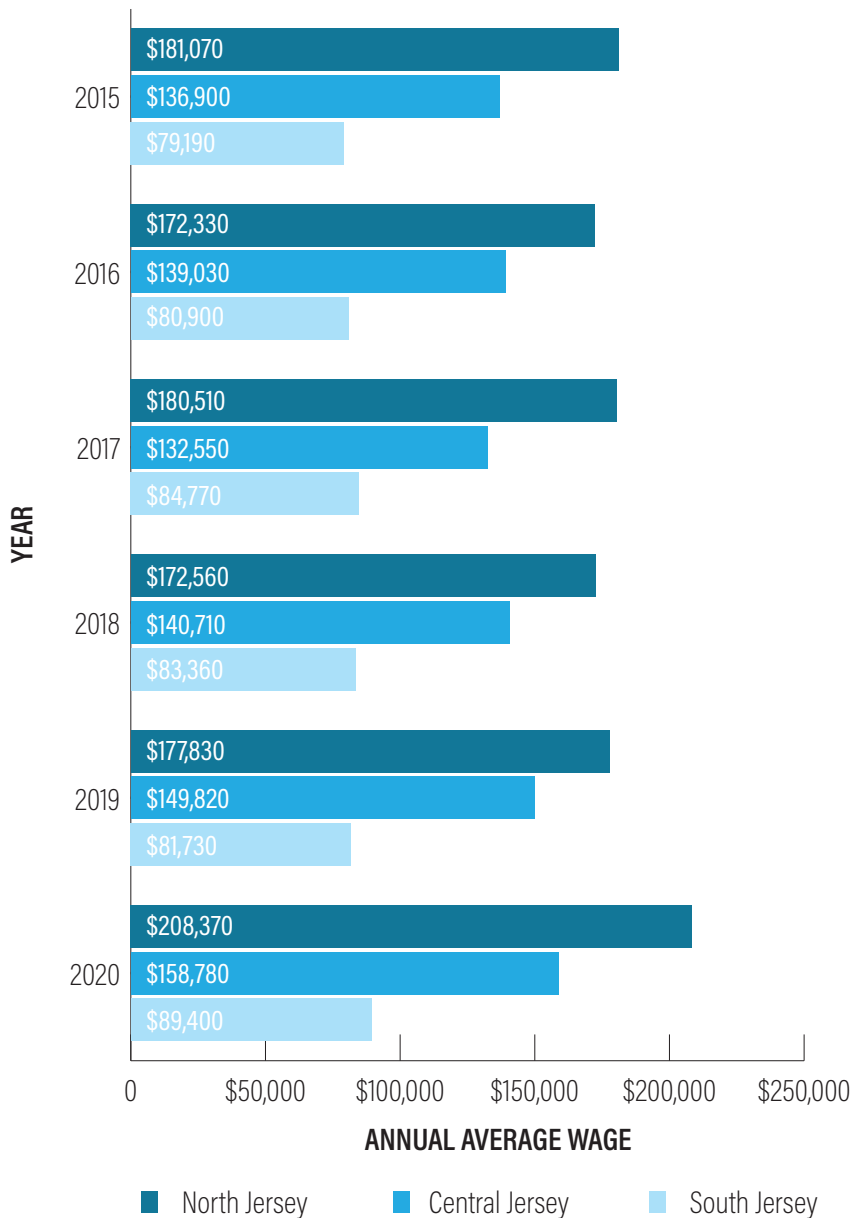


Due to disclosure issues, medicinal and botanical mfg, surface active agent mfg, other biological product mfg, and polish and sanitation good manufacturing are not included in the chart above.

Due to disclosure issues, dental laboratories, and ophthalmic goods mfg, are not included in the chart above.

Source: <https://www.nj.gov/labor/abormarketinformation/assets/PDFs/pub/empecon/biopharma.pdf>

LIFE SCIENCES ANNUAL AVERAGE WAGE BY REGION 5-YEAR TREND, 2015 - 2020



Source: <https://www.nj.gov/labor/labormarketinformation/assets/PDFs/pub/empecon/biopharma.pdf>

NORTHERN REGION (Bergen, Essex, Hudson, Hunterdon, Morris, Passaic, Somerset, Sussex, Union, and Warren Counties) – Annual average wage increased 15.1% from 2015 - 2020.

Establishments – A majority of the Life Sciences industry-related establishments can be found along major highways in New Jersey within a close proximity to New York City.

Employment – Represented more than half of the life sciences employment in New Jersey in 2020.

Average Wage – The average wage for these counties in life sciences related industries is comparatively above the statewide total average in this sector (\$211,620 vs. \$184,760).

CENTRAL REGION (Mercer, Middlesex, Monmouth, and Ocean Counties) – This region experienced the highest growth in annual average wage over the five-year period—a total of 16%.

Establishments – These counties account for more than a quarter of all establishments in the life sciences industry sector in New Jersey.

Employment – Employment for these four counties makes up nearly one third of employment in the life sciences industry sector.

Average Wage – The average wage for these counties in life sciences related industries is relatively below the statewide total average in this cluster (\$158,780 vs. \$184,760) in 2020.

SOUTHERN REGION (Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, and Salem Counties) – Presented the smallest annual average wage increase (+12.9%) during the shown period.

Establishments – Having a close proximity to Philadelphia, PA, these three counties account for 6.2% of all life sciences industry establishments in New Jersey.

Average Wage – The average wage for these counties in life sciences-related industries is below the statewide total average in this cluster (\$89,830 vs. \$184,760). These counties also account for 2% of total life sciences annual average wages paid in 2020.

Source: NJ Department of Labor & Workforce Development, Quarterly Census of Employment and Wages, 2020 Annual Averages

Source: NJ Department of Labor & Workforce Development, Quarterly Census of Employment and Wages, 2015-2020 Annual Averages

Prepared by: New Jersey Department of Labor and Workforce Development, December 2021

LIFE SCIENCES INDUSTRY SECTOR: OCCUPATIONAL AND DEMOGRAPHIC ANALYSIS

LIFE SCIENCES INDUSTRY SECTOR TOP OCCUPATIONAL GROUPS, 2020

Occupational Group	Pharmaceutical	Biotechnology (R&D)	Medical Devices
LIFE, PHYSICAL, AND SOCIAL SCIENCE Employment: 15,830 Average Salary: \$101,610	16.5%	29.8%	
PRODUCTION Employment: 15,190 Average Salary: \$45,890	34.1%		38.3%
MANAGEMENT Employment: 15,080 Average Salary: \$204,910	13.0%	28.9%	7.8%
BUSINESS AND FINANCIAL OPERATIONS Employment: 8,350 Average Salary: \$100,450	7.4%	12.1%	16.9%
OFFICE AND ADMINISTRATIVE SUPPORT Employment: 4,140 Average Salary: \$55,090	7.3%	6.3%	11.9%
COMPUTER AND MATHEMATICAL Employment: 4,140 Average Salary: \$105,040		6.8%	
ARCHITECTURE AND ENGINEERING Employment: 3,370 Average Salary: \$117,290	3.5%	5.7%	9.9%
TRANSPORTATION AND MATERIAL MOVING Employment: 2,770 Average Salary: \$40,630	6.9%		4.8%
INSTALLATION, MAINTENANCE, & REPAIR Employment: 2,060 Average Salary: \$66,450	4.0%	1.6%	
SALES AND RELATED Employment: 1,500 Average Salary: \$105,820			
HEALTHCARE SUPPORT Employment: 850 Average Salary: \$38,780		2.4%	
OTHER	7.2%	6.6%	10.4%

PHARMACEUTICAL

A majority of occupations in pharmaceutical & medicine manufacturing and pharmaceutical & chemical manufacturing are production related.

In both industry groups, computer & mathematical and installation, maintenance, and repair occupations account for a significant portion of the employment within the "Other" categories.

BIOTECHNOLOGY (R&D)

The biotech's occupational group shows that this industry class holds a significant portion of professional, scientific, and technical workers with in-depth skills and knowledge related to science.

In this group, healthcare support, installation, maintenance, and repair occupations account for a significant portion of the employment within the "Other" category.

MEDICAL DEVICES

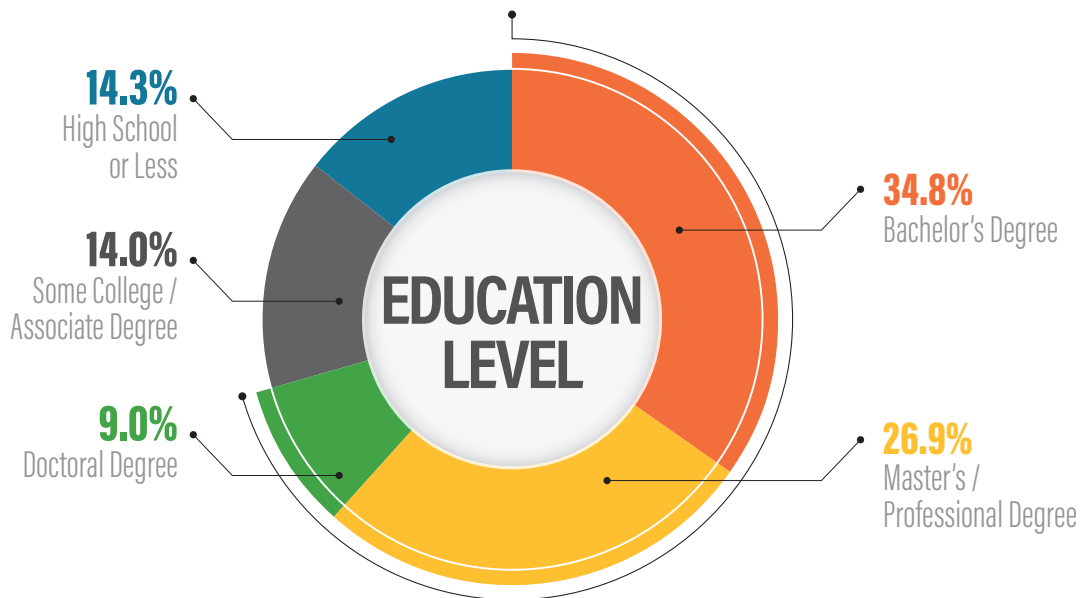
The medical devices' occupational group shows that this industry class holds a significant portion of technical workers with skills and knowledge related to production.

In this group, the installation, maintenance and repair, and sales and related occupations account for a significant portion of the employment within the "Other" category.

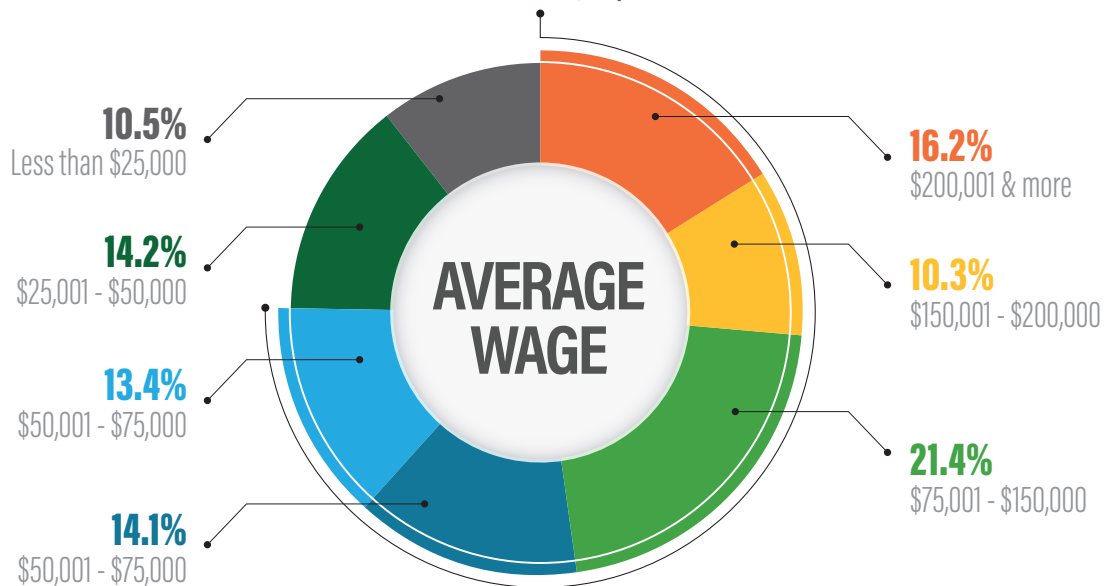
Source: <https://www.nj.gov/labor/labormarketinformation/assets/PDFs/pub/empecon/biopharma.pdf>

EDUCATIONAL ATTAINMENT AND AVERAGE WAGE OF NJ RESIDENTS IN THE LIFE SCIENCES SECTOR

NEARLY TWO-THIRDS OF NEW JERSEY'S WORKFORCE EMPLOYED IN THIS SECTOR HOLD AT LEAST A BACHELOR'S DEGREE, MANY HOLDING EVEN MORE ADVANCED DEGREES.



THREE-FOURTHS OF THE WORKERS (75.3%) IN THIS SECTOR EARNED OVER \$50,000



Source: NJ Department of Labor & Workforce Development, Occupational Employment Statistics, May 2020



Transportation, Logistics, and Distribution

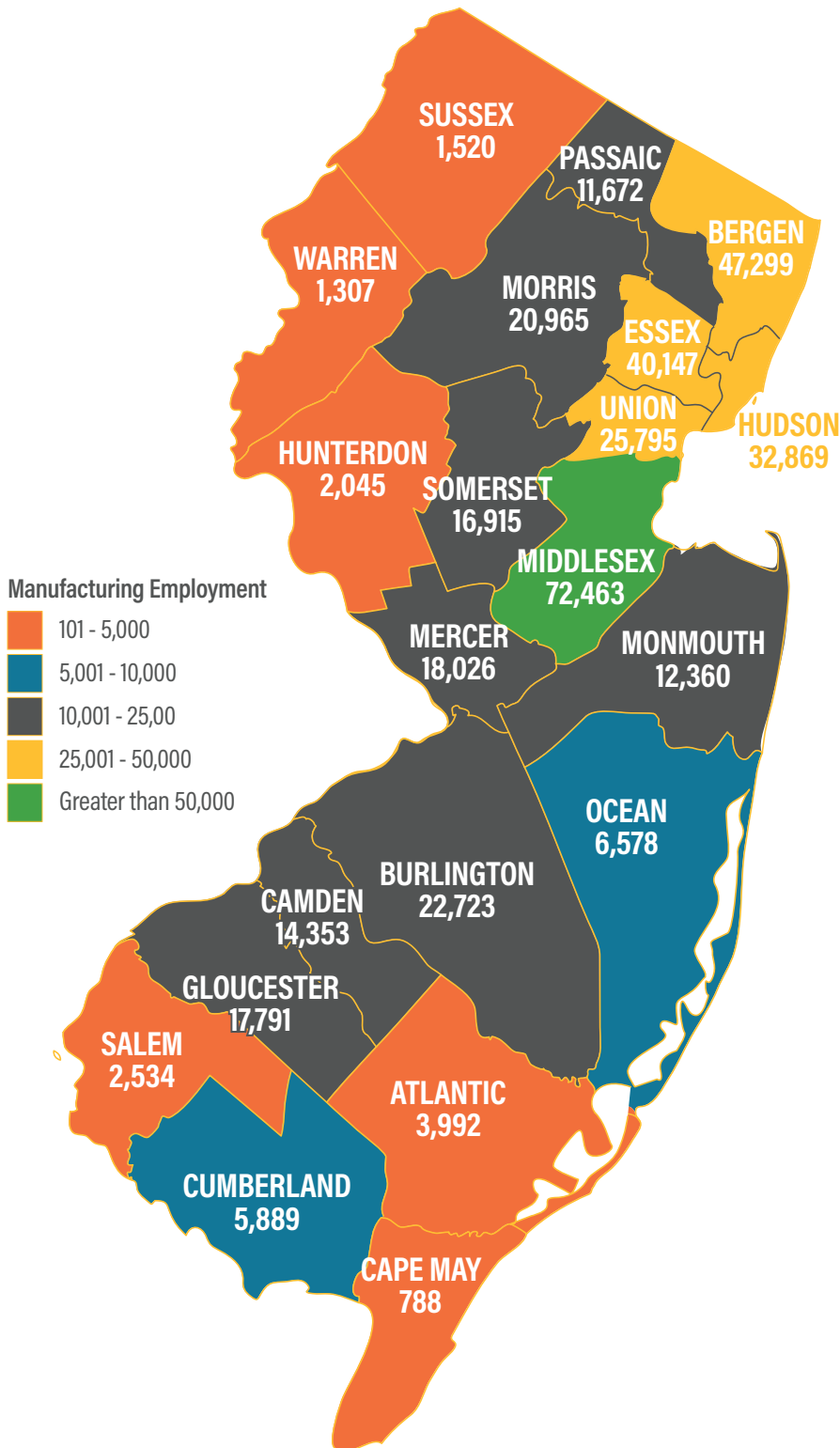
The Port of New York and New Jersey solidified its role as a pivotal hub in global trade, having ranked as the nation's second-busiest seaport for loaded containers in 2023.¹ As the busiest port on the East Coast, it continues to serve as a critical gateway for international commerce. Equipped with six container terminals and multiple cargo rail lines, the port handles a high volume of container traffic, servicing one of the world's wealthiest and most densely populated consumer bases.

This strategic position offers substantial economic benefits to local manufacturers. Proximity to the port significantly reduces costs associated with importing raw materials and enhances the capacity for New Jersey manufacturers to export their goods efficiently. The port not only supports the state's manufacturing sector by providing streamlined access to global markets but also strengthens supply chain

resilience. This accessibility is crucial for maintaining competitive operations, allowing businesses to respond effectively to dynamic market demand shifts and navigate the complexities of international trade.

¹ [cushmanwakefield.com/en/united-states/insights/the-port-of-new-york-and-new-jersey-overview#:~:text=The%20Port%20of%20New%20York,and%20densely%20populated%20consumer%20bases](https://www.cushmanwakefield.com/en/united-states/insights/the-port-of-new-york-and-new-jersey-overview#:~:text=The%20Port%20of%20New%20York,and%20densely%20populated%20consumer%20bases)

TLD EMPLOYMENT BY COUNTY, 2020



Source: <https://www.nj.gov/labor/labormarketinformation/assets/PDFs/pub/emepecon/tdl.pdf>

54.5% OF NJ'S TRANSPORTATION, LOGISTICS, AND DISTRIBUTION (TLD) JOBS ARE LOCATED IN MIDDLESEX (18.1%), BERGEN (11.8%), ESSEX (10.0%), HUDSON (8.2%), AND UNION (6.5%) COUNTIES. These counties are advantageously located in close proximity to the ports of Newark and Elizabeth, as well as major highways like the NJ Turnpike.

Other areas in the state that have substantial concentrations of TLD employment include Burlington, Camden, and Gloucester counties, which are also in close proximity to the NJ Turnpike, as well as major arteries like I-295. These three counties are in close proximity to the Delaware River, the Ports of Camden and Paulsboro, and the City of Philadelphia. Collectively, these 3 counties accounted for 13.7% of the state's TLD employment.

Mercer County has become more prominent as a center of TLD employment. Jobholding has more than doubled (+111.3%) in the county since the end of the 'Great Recession'—from 8,530 (2009) to over 18,000 (2020).

In 2020, New Jersey's top-ranking counties for wholesale trade employment were Bergen (15.6%), Middlesex (14.2%), and Morris (6.9%) counties, in part, due to the state's high concentration of pharmaceutical firms. Combined, these three counties account for over one-third (36.7%) of employment in wholesale trade and 41.8% of jobholding within the druggist goods merchant wholesalers and chemical merchant wholesalers subsector industries.

Statewide, private sector jobholding within the druggist goods merchant wholesalers and chemical merchant wholesalers subsector industries account for 10.8% of all wholesale trade industry employment.

The state's top industries by employment within wholesale trade were grocery and related products wholesalers (31,247 jobs or 15.6%) and professional and commercial equipment merchant wholesalers (28,526 jobs or 14.2%).

Source: NJ Department of Labor & Workforce Development, Quarterly Census of Employment & Wages

Prepared by New Jersey Department of Labor & Workforce Development, December 2021

Infrastructure: Sea



Port of New York & New Jersey

The Port of NY/NJ became the second busiest port in the nation in 2022.

In 2022, it broke the record for handling 9.493 million containers, a 27% increase over 2019.

The Port of NY/NJ is an economic powerhouse for NJ. One-third of the nation's GDP is produced within 250 miles.

For the State of New Jersey, the Port of NY/NJ supported:

- Nearly 205,000 direct jobs
- Over 428,300 total jobs in the State
- More than \$29.3 billion in personnel income
- Nearly \$80.4 billion in business activity
- Nearly \$9.8 billion in federal, state, and local tax revenues

It is the largest port on the East Coast.

Port of Camden, Paulsboro & Salem

Cargo offloaded at these terminals are within the industrial/commercial epicenter of 100 million Americans, and the industrial heartland of America and eastern Canada.

The South Jersey Port Corporation (SJPC) is a pillar of the Delaware River maritime complex—a \$776 billion economic dynamo supporting 191,000 jobs across three states. The SJPC and the 40+ port-related businesses are among Camden's largest employers and taxpayers, supporting 3,400 family sustaining jobs.

A \$250 million investment is taking place for a new monopile manufacturing facility located at the Paulsboro Marine Terminal. It will help to make the State the quintessential supply chain hub of the American offshore wind industry. Salem Port will serve as a hub to provide a location for essential staging, assembly, and manufacturing activities related to offshore wind along the East Coast.

Infrastructure: Land



New Jersey's excellent land transportation network includes approximately 39,000 miles of public roadways, which allows trucks to haul 75 percent of the more than 600 million tons of goods moved through the state each year.

New Jersey's 1,317 miles of freight railroads serves as an alternative to move cargo more efficiently through the region and across the nation.

<https://www.nj.com/news/2023/01/nj-ny-port-was-second-busiest-in-us-in-2022.html#:~:text=The%20Port%20Authority's%20five%20metro,been%20on%20hiatus%20during%20the>

https://www.nj.gov/labor/labormarketinformation/assets/PDFs/pub/lmv/cluster_handout.pdf

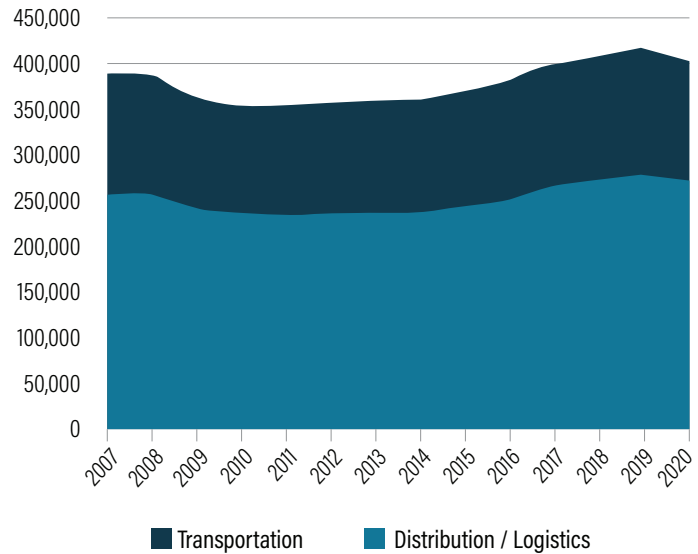
<https://www.cushmanwakefield.com/en/united-states/insights/the-port-of-new-york-and-new-jersey-overview#:~:text=The%20Port%20of%20New%20York,and%20densely%20populated%20consumer%20bases.>

<https://www.nj.gov/labor/labormarketinformation/assets/PDFs/pub/empecon/tld.pdf>

The Transportation, Logistics & Distribution (TLD) cluster consists of two major components

The transportation, logistics, and distribution industry cluster consists of industries within the wholesale trade, transportation, and warehousing sectors. For the sake of analysis, these industries can be further grouped by those related to **transportation** and those related to **logistics and distribution**.

NEW JERSEY'S TLD SECTOR EMPLOYMENT (PRIVATE SECTOR) 2007-2020



In 2020, the pandemic heightened the demand for added employment to address the shift towards e-commerce. However, over this same time period major disruptions—to the supply chain and the overall economy—resulted in a net loss of 3.3% to TLD's employment.

DISTRIBUTION / LOGISTICS SEGMENT		
NAICS	Industry	Employment
4931	Warehousing and storage	69,910
4244	Grocery and related product wholesalers	31,247
4234	Commercial equipment merchant wholesalers	28,526
4236	Electric goods merchant wholesalers	15,780
4242	Druggists' goods merchant wholesalers	14,690
4238	Machinery and supply merchant wholesalers	14,313

TRANSPORTATION SEGMENT		
NAICS	Industry	Employment
4841	General freight trucking	30,136
4921	Couriers	27,515
4854	School and employee bus transportation	11,457
4885	Freight transportation arrangement	8,810
4842	Specialized freight trucking	8,115
4881	Support activities for air transportation	7,037

Source: <https://www.nj.gov/labor/labormarketinformation/assets/PDFs/pub/empecon/tld.pdf>



401,005 TLD WORKERS

TLD employed 12.5% of the state's private sector workers.



2:1 EMPLOYMENT RATIO

The industry sector's employment is comprised of two-thirds (67.5%) in the Distribution-Logistics sector and one-third (32.5%) in Transportation. This employment ratio has remained consistent for many years.



\$75,244 AVG WAGE

The annual average New Jersey private sector wage for TLD in 2019 was \$75,244. Total wages for the TLD cluster accounted for 12.7% of private sector wages statewide.



\$62.5 BILLION GDP (STATE)

In 2020, NJ had the sixth highest dollar amount per state nationwide. NJ accounted for four percent (4.03%) of the nation's GDP generated from TLD.

Source: <https://www.nj.gov/labor/labormarketinformation/assets/PDFs/pub/empecon/tld.pdf>

Infrastructure: Air



Newark Liberty International Airport

Newark Liberty serves approximately 50 carriers, including United Airlines, which is considered a major employer in the industry. The airport is also a major cargo hub. In 2019, the airport handled nearly 825,000 tons of air cargo. It ranked 14th among the top U.S. airports in 2018 by landed weight of all cargo operations. This does not include aircraft carrying passengers that may also be carrying cargo.

A recent 2019 report revealed that about 23,000 people are employed at Newark Airport. It also found that the airport contributes \$33.6 billion in annual economic activity to the New York/New Jersey metropolitan region, generating 180,000 total jobs and more than \$1 billion in annual wages.

Teterboro Airport

The airport supports more than 5,000 jobs paying \$362 million in annual wages, and generates nearly \$1.2 billion in annual sales activity.

Atlantic City International Airport,

The airport contributed \$678 million in economic activity to the New Jersey region, provided over 7,700 jobs to the region, and currently employs over 2,700 people. Commercial and general aviation activities at Atlantic City International Airport provides over 700 jobs.

William J. Hughes Technical Center, home to the Federal Aviation Administration and located at the Atlantic City International Airport, is a vital part of the nation's air transit system. The Technical Center, which is a premier aviation research, development, test and evaluation center, is at the forefront of development for NextGen—the Federal Aviation Administration's new National Airspace System.

Sources:

North Jersey Transportation Planning Authority Impact Study, July 2020

Global Trade Magazine, October 9, 2020

South Jersey Port Corporation, 2019

Offshore Wind Biz, April 20, 2021

New York Shipping Association Port Authority of NY/NJ Journal of Commerce

NJ Transit 2019 Annual Report & Bureau of Transportation Statistics

Port of NY/NJ Airport Traffic Report, 2019 Bureau of Transportation Statistics

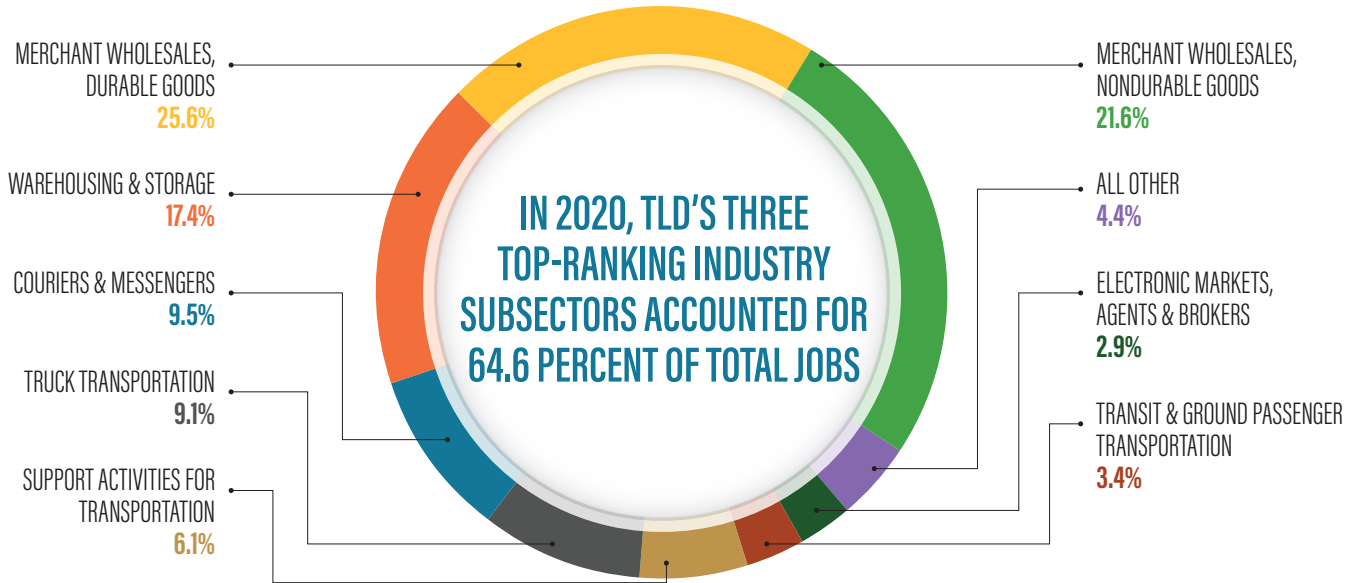
Port of NY/NJ Airport Traffic Report, 2016

Atlantic City International Airport

USDOT, Federal Aviation Administration

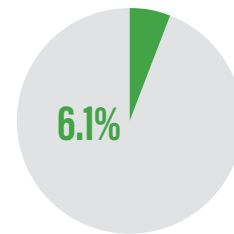
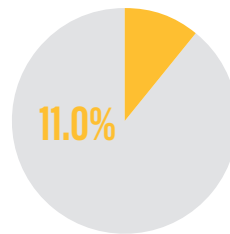
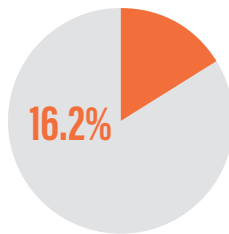
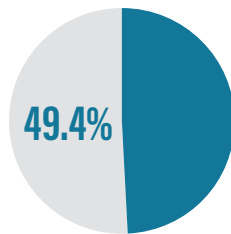
TLD SECTOR: OCCUPATIONAL ANALYSIS

TLD SUBSECTORS BY EMPLOYMENT, PRIVATE 2020

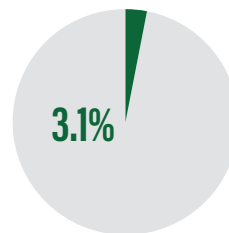
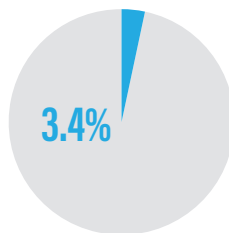
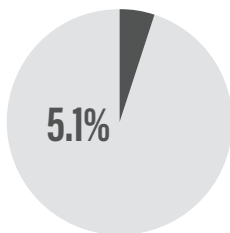


TLD EMPLOYMENT BY MAJOR OCCUPATIONAL GROUP

Occupational Group	Transportation and Material Moving Occupations	Office and Administrative Support Occupations	Sales and Related Occupations	Management Occupations
Employment	191,630	62,730	42,720	23,560



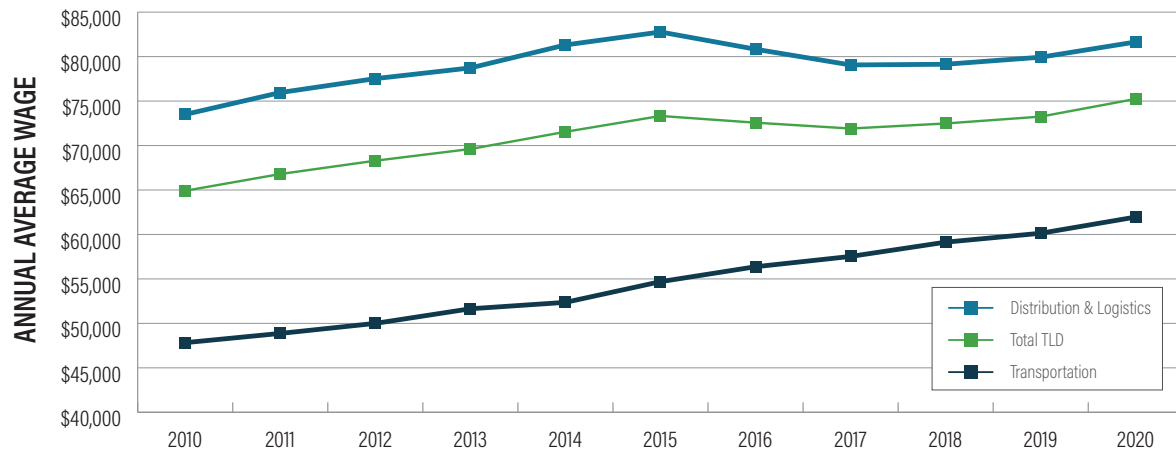
Occupational Group	Business and Financial Operations Occupations	Installation, Maintenance, and Repair Occupations	Production Occupations	Computer and Mathematical Occupations
Employment	19,750	13,230	11,840	6,240



Source: <https://www.nj.gov/labor/labormarketinformation/assets/PDFs/pub/emecon/tld.pdf>

TLD SECTOR: ANNUAL AVERAGE WAGE ANALYSIS

WAGES 2010-2020 DISTRIBUTION/LOGISTICS VS TRANSPORTATION



Overall, total TLD wages increased at an average of 1.5% year-to-year during the same period.

Average annual wages for workers in the distribution/logistics component ranged anywhere from 31.8% to 55.4%—higher than those for transportation segment workers over the 10-year (2010-2020) period.

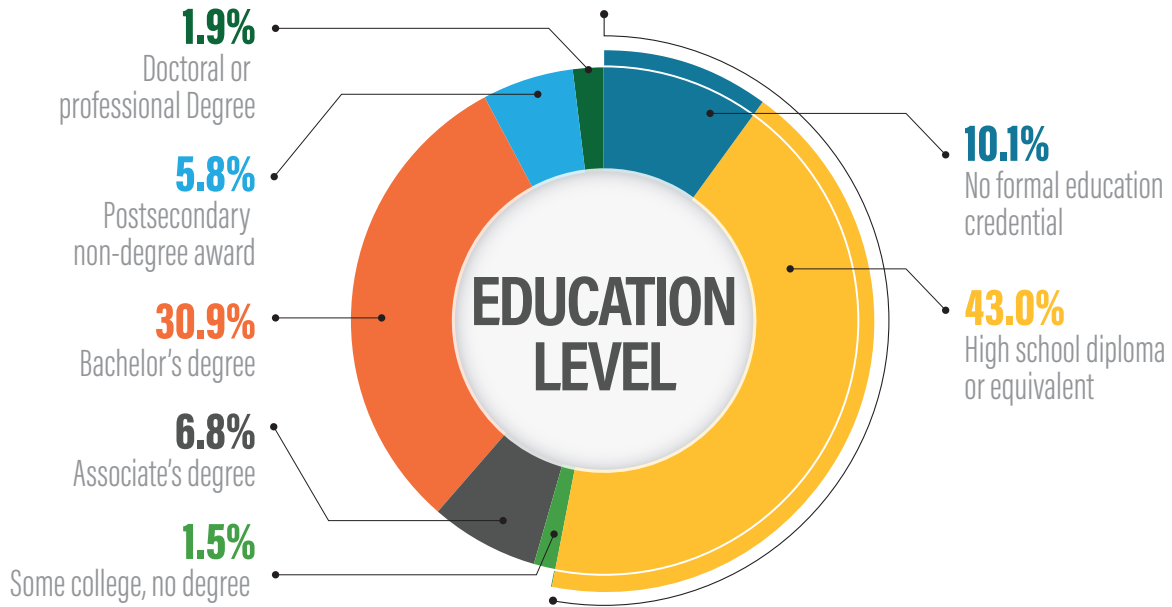
Source: <https://www.nj.gov/labor/labormarketinformation/assets/PDFs/pub/empecon/tdl.pdf>

Top TLD Occupations Include:

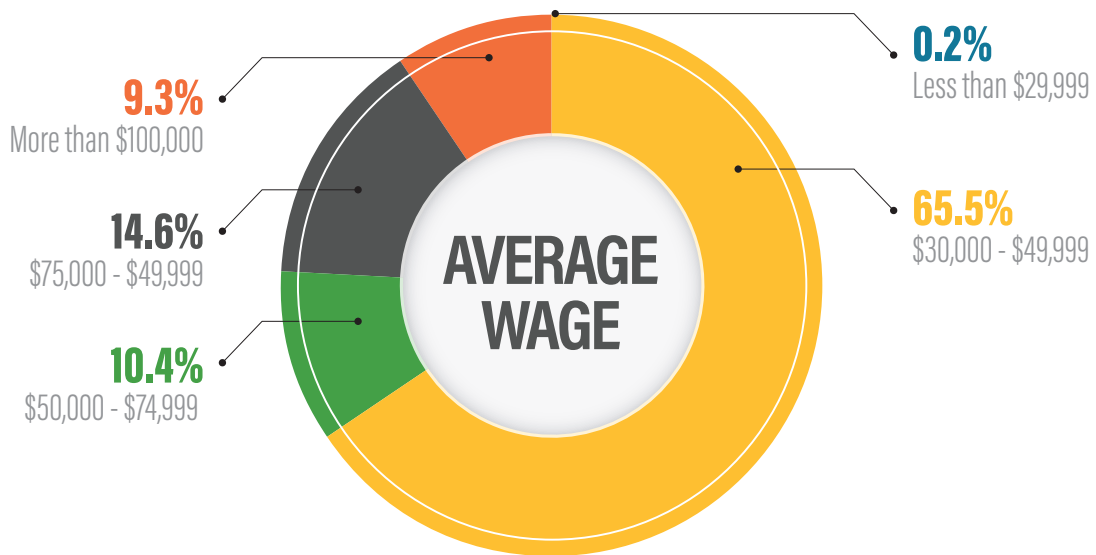
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|--|--|
| Accountants and Auditors | Office Clerks, General |
| Bookkeeping, Accounting, and Auditing Clerks | Packers and Packagers, Hand |
| Customer Service Representatives | Passenger Vehicle Drivers, Except Bus Drivers, Transit and Intercity |
| First-Line Supervisors of Non-Retail Sales Workers | Sales Managers |
| First-Line Supervisors of Office and Administrative Support Workers | Sales Representatives, Wholesale and Manufacturing, Except Technical & Scientific Pdts |
| First-Line Supervisors of Transportation and Material-Moving Workers, Except Aircraft Cargo Handling Supervisors | Sales Representatives of Services, Except Advertising, Insurance, Financial Svcs, & Travel |
| General and Operations Managers | Secretaries and Administrative Assistants, Except Legal, Medical, and Executive |
| Heavy and Tractor-Trailer Truck Drivers | Shipping, Receiving, and Inventory Clerks |
| Industrial Truck and Tractor Operators | Stockers and Order Fillers |
| Laborers and Freight, Stock, and Material Movers, Hand | |
| Light Truck Drivers | |

EDUCATIONAL ATTAINMENT AND AVERAGE WAGE OF NJ RESIDENTS IN THE TLD SECTOR

MORE THAN 40% OF OCCUPATIONS WITHIN TLD INDUSTRY CLUSTER REQUIRE NO FURTHER THAN HIGH SCHOOL EDUCATION.



THE VAST MAJORITY OF NEW JERSEY'S TLD WORKERS EARN A SALARY BETWEEN \$30,000-\$49,999



Source: <https://www.nj.gov/labor/labormarketinformation/assets/PDFs/pub/empecon/tld.pdf>

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