

Seafood Wholesaling Employment and Incomes in the Gulf of Mexico and the United States

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Fish and Seafood Merchant Wholesalers (NAICS 424460)

The gross economic contributions of the seafood wholesaling industry in the United States amounted to more than \$8 billion in 2015 (Figure 1). This industry comprises establishments primarily engaged in the wholesale merchant distribution of fish and seafood (except canned or packaged frozen). (Source: <https://www.census.gov/eos/www/naics/index.html>)

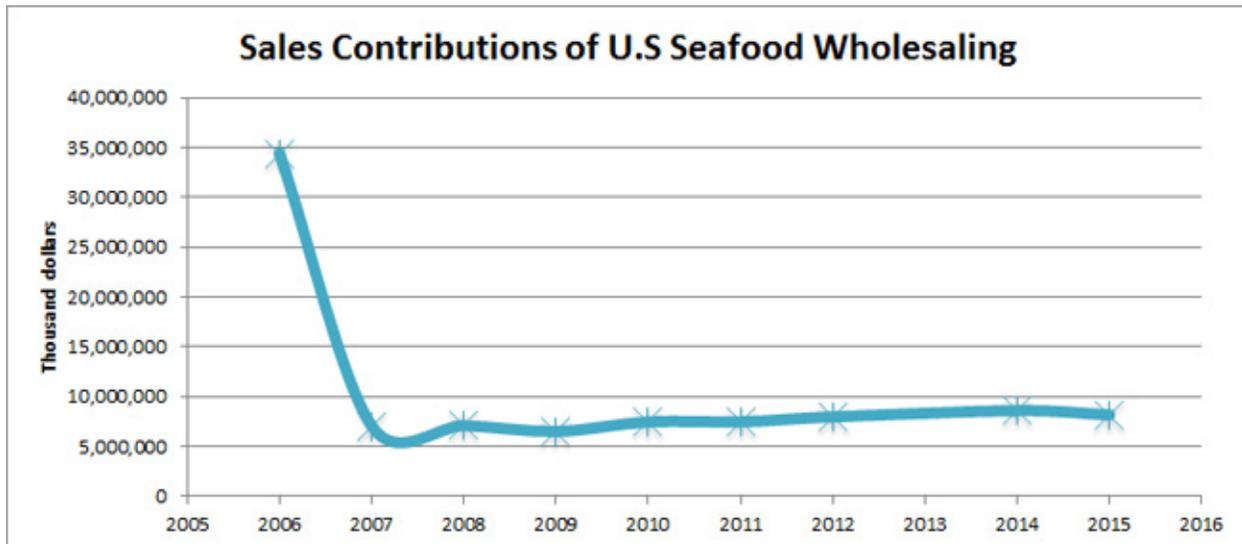


Figure 1. Total sales contributions of seafood wholesaling in the United States. Source of raw data: [NOAA Fisheries](#).

Seafood Wholesaling Employment and Wages, Salaries, and Earnings

The seafood wholesaling industry directly provided more than 17,000 jobs per year in the United States since 2001 (Figure 2). The five Gulf of Mexico States (AL, FL, LA, MS, and TX) contributed about 29.5 percent of all the seafood wholesaling jobs during the period. The seafood

wholesaling activities in Mississippi and Alabama added 0.9 and 1.8 percent of the total number of seafood wholesaling positions, respectively.

The combined wages, salaries, and proprietor earnings (at constant 2016 prices) of all the QCEW employees, non-QCEW employees, self-employed, and extended proprietors in the United States averaged almost \$27,000 per person during the past 16 years (Figure 2). The annual pay of workers and owners of seafood wholesaling businesses in the five Gulf of Mexico States averaged more than \$35,000 per person or 131 percent of the national average. Mississippi and Alabama seafood wholesaling workers and owners received average annual pay equivalent to 103.8 and 80.3 percent of the national average, respectively.



Figure 2. Annual Employment and Wages, Salaries, and Earnings of Seafood Wholesaling QCEW Employees, Non-QCEW Employees, Self-Employed, and Extended Proprietors. U.S. Bureau of Labor Statistics, Quarterly Census of Employment and Wages. Source of raw data: [EMSI](#).

Distribution of Seafood Wholesaling Workers by Gender

The 2016 industrial overview released by EMSI (October 2017) showed that among seafood wholesaling workers and owners in the United States, approximately 73.8 percent were males (Figure 3). About 26.2 percent of the seafood wholesaling workers and owners were females. In the Gulf States, relatively fewer females worked in seafood wholesaling plants.

Industry Gender Breakdown	United States		Gulf of Mexico States	
Gender	2016 Jobs	2016 Percent	2016 Jobs	2016 Percent
Males	22,507	73.8%	4,705	75.7%
Females	8,007	26.2%	1,512	24.3%
Total	30,514	100.0%	6,217	100.0%

Figure 3. Distribution of Seafood Wholesaling QCEW Employees, Non-QCEW Employees, Self-Employed, and Extended Proprietors by Gender. U.S. Bureau of Labor Statistics, Quarterly Census of Employment and Wages. Source of raw data: [EMSI](#).

Distribution of Seafood Wholesaling Workers by Race or Ethnicity

The 2016 industrial overview distributed by EMSI (October 2017) also grouped the seafood wholesaling workers and owners by race or ethnicity (Figure 4). Majority of the workers are Whites (58.6%), followed by Asians (21.4%), Native Americans or Alaska Native (10.1%), and Hispanic or Latino (8.3%). The remaining workers and owners are African Americans (0.4%), with two or more races (1.0%), and Native Hawaiians or Pacific Islander (0.2%). In the Gulf States, relatively more Asians and Native Americans or Alaska Native are engaged in seafood wholesaling activities.

Industry Race Breakdown	United States		Gulf of Mexico States	
Race/Ethnicity	2016 Jobs	2016 Percent	2016 Jobs	2016 Percent
White	17,889	58.6%	3,374	54.3%
Asian	6,542	21.4%	1,588	25.5%
Native American or Alaska Native	3,078	10.1%	938	15.1%
Hispanic or Latino	2,529	8.3%	266	4.3%
Two or More Races	295	1.0%	34	0.5%
Black or African American	117	0.4%	13	0.2%
Native Hawaiian or Other Pacific Islander	63	0.2%	3	0.1%
Total	30,514	100.0%	6,217	100.0%

Figure 4. Distribution of Seafood Wholesaling QCEW Employees, Non-QCEW Employees, Self-Employed, and Extended Proprietors by Race or Ethnicity. U.S. Bureau of Labor Statistics, Quarterly Census of Employment and Wages. Source of raw data: [EMSI](#).

Distribution of Seafood Wholesaling Workers by Age

The 2016 industrial overview circulated by EMSI (October 2017) also classified the seafood wholesaling workers and owners in the United States by age (Figure 5). Nearly 1 out of 4 of the

workers and owners are 55 years old and above. The 45-55 years old seafood wholesaling workers and owners consisted of 26.8 percent of the total. The 35-44 years old age group added 22.2 percent of the total. More than 1 out of 4 of the workers and owners are below 35 years old. The age grouping of the seafood wholesaling workers and owners in the Gulf States are similar to that of the national breakdown.

Industry Age Breakdown	United States		Gulf of Mexico States	
	2016 Jobs	2016 Percent	2016 Jobs	2016 Percent
14-18	257	0.8%	29	0.5%
19-24	1,901	6.2%	327	5.3%
25-34	5,795	19.0%	1,179	19.0%
35-44	6,784	22.2%	1,465	23.6%
45-54	8,163	26.8%	1,701	27.4%
55-64	5,867	19.2%	1,173	18.9%
65+	1,749	5.7%	343	5.5%
Total	30,514	100.0%	6,217	100.0%

Figure 5. Distribution of Seafood Wholesaling QCEW Employees, Non-QCEW Employees, Self-Employed, and Extended Proprietors by Age. U.S. Bureau of Labor Statistics, Quarterly Census of Employment and Wages. Source of raw data: [EMSI](#).

Seafood Wholesaling Businesses Registered in MarketMaker

If you need an online database of local seafood wholesaling businesses, you may use the search tool in [Mississippi MarketMaker](#) or other state [MarketMaker](#) programs:

States: AL, AK, AZ, AR, CA, CO, CT, DC, DE, FL, GA, HI, ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MN, MS, MO, MT, NE, NV, NH, NJ, NM, NY, NC, ND, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VT, VA, WA, WV, WI, or WY » Type: Wholesaler » Profile: Wholesaler > Fish/Shellfish/Seafood

More than 4,000 seafood wholesaling businesses in the United States registered their business profiles in MarketMaker. Click this [LINK](#) to view the search results online. You can sort the results alphabetically, by relevance, or by the distance to your current location.

FREQUENTLY ASKED QUESTIONS

What is MarketMaker?

MarketMaker is the most extensive and most in-depth database of its kind featuring a diverse community of food-related businesses: buyers, farmers/ranchers, fisheries, farmers markets, processors/packers, wineries, restaurants and more. **MarketMaker** provides simple yet powerful search tools to connect with others across the production and distribution chain (<http://ms.food-marketmaker.com/>).

Where can you find Mississippi MarketMaker?

MarketMaker is located at <http://ms.foodmarketmaker.com/>.

Ask Siri or Cortana to search for “Mississippi MarketMaker” on your smartphone.

How do you register your food business in Mississippi MarketMaker?

Click **Register** and type your email address and a password in the spaces under **Register**. Be prepared to enter information (and pictures) about your business.

What are the benefits of registering your food business in Mississippi MarketMaker?

Producers register their businesses in **MarketMaker** because food buyers of all types access our database to find products and services to meet their specific needs. Through **MarketMaker**, producers can reach more customers and more efficient form successful business alliances.

How do you search for your business profile in Mississippi MarketMaker?

Click **Search** and type the name of your company in the space under **Search MarketMaker**.

How do you update your business profile in Mississippi MarketMaker?

Click **Register** and then click **UPDATE YOUR PROFILE**. Type your email address and password in the spaces under **Account Login**. Be prepared to enter updated information (and pictures) about your business.

MarketMaker Training Workshops

This training workshop is available upon request by a group of 6-12 producers, extension agents, state regulatory agencies staff, and teachers. Each workshop will best fit the needs of the participants. Email Dr. Ben Posadas for details at ben.posadas@msstate.edu.

How do you search for local food businesses in Mississippi MarketMaker?

Click **Search** and type a keyword in the space under **Search MarketMaker**.

What is the Market Research tool of MarketMaker?

The MarketMaker research tool is an interactive mapping resource for identifying target markets, developing customized census profiles, and mapping food related businesses over demographic maps.

Where do you find the Market Research tool in MarketMaker?

Look for the **Market Research** section in MarketMaker and click **Research your market now** or **Use the previous version**.