Manufacturing Industry & Workforce Report

Sonoma County’s manufacturing industry generates revenue, jobs, and career pathways. In terms of jobs by industry, Sonoma County’s manufacturing industry ranks fourth compared to other industries, and there are 23% more manufacturing jobs in Sonoma County than the national average for an area of this size. The Sonoma County Economic Development Board produced an industry report based on 2022 Quarter 2 data that aims to provide insight on employment trends, job postings, and sought after skills in the manufacturing industry.

- **23,608 employees in manufacturing industry (2021)**
- **$46.7K median advertised salary (2022 Q2)**
- **$5.8 billion Total GRP (2021)**

**JOBS POSTINGS & SALARY**

**UNIQUE JOB POSTINGS IN MANUFACTURING FROM APRIL 2020 TO JUNE 2022, HIGHLIGHTED APRIL 2022 TO JUNE 2022**

- **2,295 unique job postings** from April 2022 to June 2022, with 91.6% of the postings for full time positions

**TOP 10 MANUFACTURING EMPLOYERS BY UNIQUE JOB POSTINGS FROM APRIL 2022 TO JUNE 2022**

<table>
<thead>
<tr>
<th>Employer</th>
<th>Volume</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jackson Family Wines, Inc.</td>
<td>106</td>
</tr>
<tr>
<td>Keysight Inc.</td>
<td>80</td>
</tr>
<tr>
<td>Medronic</td>
<td>78</td>
</tr>
<tr>
<td>L3Harris Technologies</td>
<td>47</td>
</tr>
<tr>
<td>Amy’s kitchen</td>
<td>41</td>
</tr>
<tr>
<td>E&amp;J Gallo Winery</td>
<td>73</td>
</tr>
<tr>
<td>Heineken</td>
<td>31</td>
</tr>
<tr>
<td>The Schwan Food Company</td>
<td>29</td>
</tr>
<tr>
<td>Clover Stornetta Farms</td>
<td>28</td>
</tr>
<tr>
<td>Abbott Laboratories</td>
<td>25</td>
</tr>
</tbody>
</table>

**OCCUPATION TYPES IN THE MANUFACTURING INDUSTRY, BY PERCENTAGE, WITH AVERAGE ANNUAL WAGES (2021)**

- **Production** 37.9%
- **Transportation & Material Moving** 22.6%
- **Sales & Related** 5.2%
- **Management** 5.2%
- **Office & Administrative Support** 7.1%
- **Food Preparation & Serving Related** 8.6%
- **Other** 8.9%

- Average Annual Wages $100,000
- Average Annual Wages $80,000
- Average Annual Wages $60,000
- Average Annual Wages $40,000
- Average Annual Wages $20,000

**PERCENTAGE OF UNIQUE JOB POSTINGS IN MANUFACTURING BY CITY FROM APRIL 2022 TO JUNE 2022**

- Santa Rosa, 49.8%
- Petaluma, 20.4%
- Healdsburg, 8.1%
- Rohnert Park, 5.7%
- Windsor, 3.7%
- Sonoma, 4.2%
- Sebastopol, 1.6%
- Cloverdale, 0.6%
- Cotati, 0.4%
- Unincorporated, 5.5%

Sonoma County Economic Development Board | SonomaEDB.org | (707) 565-7170 | edb@sonoma-county.org
### Specialized Skills and Posting Volume

<table>
<thead>
<tr>
<th>Specialized Skills</th>
<th>Posting Volume</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marketing</td>
<td>149</td>
</tr>
<tr>
<td>New Product Development</td>
<td>130</td>
</tr>
<tr>
<td>Selling Techniques</td>
<td>111</td>
</tr>
<tr>
<td>Warehousing</td>
<td>111</td>
</tr>
<tr>
<td>Auditing</td>
<td>103</td>
</tr>
<tr>
<td>Accounting</td>
<td>94</td>
</tr>
<tr>
<td>Finance</td>
<td>87</td>
</tr>
<tr>
<td>Medical Devices</td>
<td>85</td>
</tr>
</tbody>
</table>

### SKILLS & CERTIFICATIONS

### INDUSTRY INSIGHT

#### MANUFACTURING INDUSTRY TOTAL GRP 2012 TO 2021 BY BILLIONS OF DOLLARS

- 2012: $3 billion
- 2016: $5 billion
- 2021: $5.8 billion

#### TOP 5 INDUSTRIES BY UNIQUE JOB POSTINGS FROM APRIL 2022 TO JUNE 2022

1. **Manufacturing**
   - Retiring Soon: 7,146
   - Gender Diversity: 9,057
   - Racial Diversity: 10,569

### Resources and Services

- **Career Technical Education Foundation** partners with education and industry to seed career technical education programs in alignment with Sonoma County's workforce needs. Its mission is to innovate the education-to-career experience to strengthen economic development and student success, helping highschool students get hands on experience as they enter the workforce.

- **Sonoma County Office of Education** established the Maker Certificate Program, oversees Maker Design Lab in Santa Rosa, holds conferences on maker education movement to train educators, offers a California Career Pathways Trust Grant to support strong, integrated career pathways from high school through Community College.

- **Sonoma County Job Link** hosts job fairs to connect employers to a pool of qualified job seekers, screens candidates, offers support and financial assistance for workforce development and training, customized training in hard and soft skills and staff development. Job Link also provides layoff support and prevention and labor market information.

- **Santa Rosa Junior College** offers a certificate Manufacturing program designed to help prepare students enter manufacturing careers revolved around many industries including robotics, agriculture, 21st century automated manufacturing, aerospace, wine manufacturing, film and electronics. The certificant program propells students into manufacturing employment opportunities.

- **Sonoma State University** offers a Bachelors of Science in mechanical engineering with numerous courses surrounding the manufacturing industry and multitude of diverse hands on experiences.

### METHODOLOGY & SOURCES

Data for the top employers, occupational groups, job postings, and skills and certifications, were aggregated by Lightcast, using the 2-digit NAICS code (31) for the Manufacturing industry. The hard skills, common skills, and qualifications listed are organized by the frequency of their occurrences in online public job postings for Sonoma County. Unless noted otherwise, all information in this report is based off 2022 Quarter 2 data.

Lightcast is unable to access any non-publicly posted jobs, so data may not reflect the exact hiring demands of Sonoma County employers. Interested readers are encouraged to contact data resource agencies for further research or to visit the EDB website, www.sonomaedb.org for more information. Readers are also encouraged to direct all inquiries or suggestions for future reports to the EDB by calling (707) 565-7170 or emailing edb@sonoma-county.org.

### Resources and Services

- **Career Technical Education Foundation**
- **Sonoma County Office of Education**
- **Sonoma County Job Link**
- **Santa Rosa Junior College**
- **Sonoma State University**