

SALINAS VALLEY PERISHABLE FREIGHT RAIL TERMINAL

Medium-Term Employment Forecast

Construction period employment forecast (2019-2020)

Hours per year	2080	
CEA multiplier (Divide investment amount by this	76,923	https://www.gpo.gov/fdsys/pkg/FR-2014-03-03/pdf/2014-04627.pdf
Adjusted to 2018	83,769	https://www.bls.gov/data/inflation_calculator.htm
Project gross cost	\$ 102,000,000	AEI current project cost estimate
Less estimated foreign content	\$ (53,700,000)	Less the foreign content of containers & container handling equipment as delivered.
Domestic investment	\$ 48,300,000	Expected amount of U.S. origin goods/services spending
Yield in construction FTE job-years (USA	577	(direct, indirect and induced FTE job-years created based on White House methodology)
Estimated local investment (Salinas/region)	\$ 24,150,000	50% Of the total domestic project spending, the amount that is estimated to potentially impact the region around Salinas (multiple counties)
Yield in construction FTE job-years (Salin	288	(direct, indirect and induced FTE job-years created based on White House methodology)

Operational employment forecast (2019-2025)

The percentages below are simply a rough estimate loading to apply to generate compensation/benefits atop salary/wage amounts. From Column I to Column J.

FT loading	PT loading	Vendors
145%	120%	130%
https://www.bls.gov/soc/2018/major_groups.htm		

										Full-Time Equivalents								
Title	BLS Classification	Employer	Location	BLS SOC	Full-Time or Part Time	Est. Annual Wages/Salary (2018 \$)	Loaded: Compensation	Hourly Wages/Salary (/2,080)	Hourly Loaded (/2,080)	2019	2020	2021	2022	2023	2024	2025	Total FTE Job-Years	Total Compensation
Executive Management	Management Occupations	AEI	Salinas	11-000	FT	\$ 150,000	\$ 217,500	\$ 72.12	\$ 104.57	0.00	0.00	1.00	1.00	1.00	1.00	1.00	5.00	\$ 1,087,500
Executive Management	Management Occupations	AEI	Salinas	11-000	FT	\$ 150,000	\$ 217,500	\$ 72.12	\$ 104.57	0.50	1.00	1.00	1.00	1.00	1.00	1.00	6.50	\$ 1,413,750
Executive Management	Management Occupations	AEI	Salinas	11-000	FT	\$ 130,000	\$ 188,500	\$ 62.50	\$ 90.63	0.50	1.00	1.00	1.00	1.00	1.00	1.00	6.50	\$ 1,225,250
General Manager	Management Occupations	AEI	Salinas	11-000	FT	\$ 120,000	\$ 174,000	\$ 57.69	\$ 83.65	0.00	0.50	1.00	1.00	1.00	1.00	1.00	5.50	\$ 957,000
Director of Finance	Management Occupations	AEI	Salinas	11-000	FT	\$ 110,000	\$ 159,500	\$ 52.88	\$ 76.68	0.00	0.50	1.00	1.00	1.00	1.00	1.00	5.50	\$ 877,250
Sales Manager	Management Occupations	AEI	Salinas	11-000	FT	\$ 80,000	\$ 116,000	\$ 38.46	\$ 55.77	0.00	0.50	1.00	1.00	1.00	1.00	1.00	5.50	\$ 638,000
Safety & Training Officer	Management Occupations	AEI	Salinas	11-000	FT	\$ 60,000	\$ 87,000	\$ 28.85	\$ 41.83	0.00	0.50	1.00	1.00	1.00	1.00	1.00	5.50	\$ 478,500
Office Administrator	Office and Administrative Support Occupations	AEI	Salinas	43-000	FT	\$ 60,000	\$ 87,000	\$ 28.85	\$ 41.83	0.00	0.50	1.00	1.00	1.00	1.00	1.00	5.50	\$ 478,500
Executive Assistant	Office and Administrative Support Occupations	AEI	Salinas	43-000	FT	\$ 45,000	\$ 65,250	\$ 21.63	\$ 31.37	0.50	1.00	1.00	1.00	1.00	1.00	1.00	6.50	\$ 424,125
Data Entry Clerk	Office and Administrative Support Occupations	AEI	Salinas	43-000	FT	\$ 40,000	\$ 58,000	\$ 19.23	\$ 27.88	0.00	0.50	1.00	1.00	1.00	1.00	1.00	5.50	\$ 319,000
Secretary	Office and Administrative Support Occupations	AEI	Salinas	43-000	FT	\$ 40,000	\$ 58,000	\$ 19.23	\$ 27.88	0.00	0.50	1.00	1.00	1.00	1.00	1.00	5.50	\$ 319,000
Sales Representative	Sales and Related Occupations	AEI	Salinas	41-000	FT	\$ 45,000	\$ 65,250	\$ 21.63	\$ 31.37	0.00	0.25	1.00	1.00	1.00	1.00	1.00	5.25	\$ 342,563
Sales Representative	Sales and Related Occupations	AEI	Salinas	41-000	FT	\$ 45,000	\$ 65,250	\$ 21.63	\$ 31.37	0.00	0.25	1.00	1.00	1.00	1.00	1.00	5.25	\$ 342,563
Sales Representative	Sales and Related Occupations	AEI	Salinas	41-000	FT	\$ 45,000	\$ 65,250	\$ 21.63	\$ 31.37	0.00	0.25	1.00	1.00	1.00	1.00	1.00	5.25	\$ 342,563
Internet Technician	Computer and Mathematical Occupations	AEI	Salinas	15-000	FT	\$ 95,000	\$ 137,750	\$ 45.67	\$ 66.23	0.00	0.75	1.00	1.00	1.00	1.00	1.00	5.75	\$ 792,063
Accountant AR & AP	Business and Financial Operations Occupations	AEI	Salinas	13-000	FT	\$ 65,000	\$ 94,250	\$ 31.25	\$ 45.31	0.00	0.75	1.00	1.00	1.00	1.00	1.00	5.75	\$ 541,938
Accountant AR & AP	Business and Financial Operations Occupations	AEI	Salinas	13-000	FT	\$ 65,000	\$ 94,250	\$ 31.25	\$ 45.31	0.00	0.75	1.00	1.00	1.00	1.00	1.00	5.75	\$ 541,938
Billing and Receivables Clerk	Business and Financial Operations Occupations	AEI	Salinas	13-000	FT	\$ 50,000	\$ 72,500	\$ 24.04	\$ 34.86	0.00	1.00	1.00	1.00	1.00	1.00	1.00	6.00	\$ 435,000
Billing and Receivables Clerk	Business and Financial Operations Occupations	AEI	Salinas	13-000	FT	\$ 50,000	\$ 72,500	\$ 24.04	\$ 34.86	0.00	1.00	1.00	1.00	1.00	1.00	1.00	6.00	\$ 435,000
Security Officer	Protective Service Occupations	AEI	Salinas	33-000	FT	\$ 75,000	\$ 108,750	\$ 36.06	\$ 52.28	0.00	0.00	1.00	1.00	1.00	1.00	1.00	5.00	\$ 543,750
Shift Managers	Management Occupations	AEI	Salinas	11-000	FT	\$ 75,000	\$ 108,750	\$ 36.06	\$ 52.28	0.00	0.50	1.00	1.00	1.00	1.00	1.00	5.50	\$ 598,125
Shift Managers	Management Occupations	AEI	Salinas	11-000	FT	\$ 75,000	\$ 108,750	\$ 36.06	\$ 52.28	0.00	0.50	1.00	1.00	1.00	1.00	1.00	5.50	\$ 598,125
Engineer/Brakeman	Installation, Maintenance and Repair Occupations	AEI	Salinas	49-000	FT	\$ 60,000	\$ 87,000	\$ 28.85	\$ 41.83	0.00	0.25	1.00	1.00	1.00	1.00	1.00	5.25	\$ 456,750
Engineer/Brakeman	Installation, Maintenance and Repair Occupations	AEI	Salinas	49-000	FT	\$ 60,000	\$ 87,000	\$ 28.85	\$ 41.83	0.00	0.25	1.00	1.00	1.00	1.00	1.00	5.25	\$ 456,750
Engineer/Brakeman	Installation, Maintenance and Repair Occupations	AEI	Salinas	49-000	FT	\$ 60,000	\$ 87,000	\$ 28.85	\$ 41.83	0.00	0.25	1.00	1.00	1.00	1.00	1.00	5.25	\$ 456,750
Engineer/Brakeman	Installation, Maintenance and Repair Occupations	AEI	Salinas	49-000	FT	\$ 60,000	\$ 87,000	\$ 28.85	\$ 41.83	0.00	0.25	1.00	1.00	1.00	1.00	1.00	5.25	\$ 456,750
Crane Operators	Transportation and Material Moving Occupations	AEI	Salinas	53-000	FT	\$ 85,000	\$ 123,250	\$ 40.87	\$ 59.25	0.00	0.25	1.00	1.00	1.00	1.00	1.00	5.25	\$ 647,063
Crane Operators	Transportation and Material Moving Occupations	AEI	Salinas	53-000	FT	\$ 85,000	\$ 123,250	\$ 40.87	\$ 59.25	0.00	0.25	1.00	1.00	1.00	1.00	1.00	5.25	\$ 647,063
Crane Operators	Transportation and Material Moving Occupations	AEI	Salinas	53-000	FT	\$ 85,000	\$ 123,250	\$ 40.87	\$ 59.25	0.00	0.25	1.00	1.00	1.00	1.00	1.00	5.25	\$ 647,063
Crane Operators	Transportation and Material Moving Occupations	AEI	Salinas	53-000	FT	\$ 85,000	\$ 123,250	\$ 40.87	\$ 59.25	0.00	0.25	1.00	1.00	1.00	1.00	1.00	5.25	\$ 647,063
Crane Operators	Transportation and Material Moving Occupations	AEI	Salinas	53-000	FT	\$ 85,000	\$ 123,250	\$ 40.87	\$ 59.25	0.00	0.25	1.00	1.00	1.00	1.00	1.00	5.25	\$ 647,063
Car Inspector/Mechanical	Transportation and Material Moving Occupations	AEI	Salinas	53-000	Hourly	\$ 72,800	\$ 87,360	\$ 35.00	\$ 42.00	0.00	0.25	1.00	1.00	1.00	1.00	1.00	5.25	\$ 456,640
Wash Out Team	Transportation and Material Moving Occupations	AEI	Salinas	53-000	Hourly	\$ 33,280	\$ 39,936	\$ 16.00	\$ 19.20	0.00	0.92	1.00	1.00	1.00	1.00	1.00	5.92	\$ 236,288
Wash Out Team	Transportation and Material Moving Occupations	AEI	Salinas	53-000	Hourly	\$ 33,280	\$ 39,936	\$ 16.00	\$ 19.20	0.00	0.92	1.00	1.00	1.00	1.00	1.00	5.92	\$ 236,288
Wash Out Team	Transportation and Material Moving Occupations	AEI	Salinas	53-000	Hourly	\$ 33,280	\$ 39,936	\$ 16.00	\$ 19.20	0.00	0.92	1.00	1.00	1.00	1.00	1.00	5.92	\$ 236,288
Wash Out Team	Transportation and Material Moving Occupations	AEI	Salinas	53-000	Hourly	\$ 33,280	\$ 39,936	\$ 16.00	\$ 19.20	0.00	0.92	1.00	1.00	1.00	1.00	1.00	5.92	\$ 236,288
Wash Out Team	Transportation and Material Moving Occupations	AEI	Salinas	53-000	Hourly	\$ 33,280	\$ 39,936	\$ 16.00	\$ 19.20	0.00	0.92	1.00	1.00	1.00	1.00	1.00	5.92	\$ 236,288
Customer Service Representative # 1	Sales and Related Occupations	AEI	Salinas	41-000	Hourly	\$ 29,120	\$ 34,944	\$ 14.00	\$ 16.80	0.00	0.25	1.00	1.00	1.00	1.00	1.00	5.25	\$ 183,456
Customer Service Representative # 2	Sales and Related Occupations	AEI	Salinas	41-000	Hourly	\$ 29,120	\$ 34,944	\$ 14.00	\$ 16.80	0.00	0.25	0.50	1.00	1.00	1.00	1.00	4.75	\$ 165,984
Local dray truck driver (cooler-terminal)	Heavy and Tractor Trailer Truck Drivers	Local vendors	Salinas	53-3032	FT	\$ 42,480	\$ 55,224	\$ 20.42	\$ 26.55	0.00	0.50	1.00	1.00	1.00	1.00	1.00	5.50	\$ 303,732
Local dray truck driver (cooler-terminal)	Heavy and Tractor Trailer Truck Drivers	Local vendors	Salinas	53-3032	FT	\$ 42,480	\$ 55,224	\$ 20.42	\$ 26.55	0.00	0.50	1.00	1.00	1.00	1.00	1.00	5.50	\$ 303,732
Local dray truck driver (cooler-terminal)	Heavy and Tractor Trailer Truck Drivers	Local vendors	Salinas	53-3032	FT	\$ 42,480	\$ 55,224	\$ 20.42	\$ 26.55	0.00	0.50	1.00	1.00	1.00	1.00	1.00	5.50	\$ 303,732
Local dray truck driver (cooler-terminal)	Heavy and Tractor Trailer Truck Drivers	Local vendors	Salinas	53-3032	FT	\$ 42,480	\$ 55,224	\$ 20.42	\$ 26.55	0.00	0.50	1.00	1.00	1.00	1.00	1.00	5.50	\$ 303,732
Local dray truck driver (cooler-terminal)	Heavy and Tractor Trailer Truck Drivers	Local vendors	Salinas	53-3032	FT	\$ 42,480	\$ 55,224	\$ 20.42	\$ 26.55	0.00	0.50	1.00	1.00	1.00	1.00	1.00	5.50	\$ 303,732
Local dray truck driver (cooler-terminal)	Heavy and Tractor Trailer Truck Drivers	Local vendors	Salinas	53-3032	FT	\$ 42,480	\$ 55,224	\$ 20.42	\$ 26.55	0.00	0.00	1.00	1.00	1.00	1.00	1.00	5.00	\$ 276,120
Local dray truck driver (cooler-terminal)	Heavy and Tractor Trailer Truck Drivers	Local vendors	Salinas	53-3032	FT	\$ 42,480	\$ 55,224	\$ 20.42	\$ 26.55	0.00	0.00	1.00	1.00	1.00	1.00	1.00	5.00	\$ 276,120
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Local dray truck driver (cooler-terminal)	Heavy and Tractor Trailer Truck Drivers	Local vendors	Salinas	53-3032	FT	\$ 42,480	\$ 55,224	\$ 20.42	\$ 26.55	0.00	0.00	0.50	1.00	1.00	1.00	1.00	4.50	\$ 248,508
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Local dray truck driver (cooler-terminal)	Heavy and Tractor Trailer Truck Drivers	Local vendors	Salinas	53-3032	FT	\$ 42,480	\$ 55,224	\$ 20.42	\$ 26.55	0.00	0.00	0.00	0.50	1.00	1.00	1.00	3.50	\$ 193,284
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