



# The Fertilizer Institute

Nourish, Replenish, Grow

## **Methodology for determining the percentage of the fertilizer industry's average wage equivalent to the average U.S. wage**

The statistic “the fertilizer industry’s average wage is equivalent to 138% of the average U.S. wage” was determined by taking the fertilizer industries average wage **\$96,340** and dividing it by the average U.S. wage **\$69,479**.

**Fertilizer Industry Average Wage:** In calculating the average industry wage; wages, benefits as well as payments to partners, sole proprietors etc. were included.

**U.S. Average Wage:** To calculate the average U.S. wage, employee compensation from the Bureau of Economic analysis<sup>1</sup> was divided by total employment from Bureau of Labor Statistics<sup>2</sup>.

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<sup>1</sup> US Department of Commerce, Bureau of Economic Analysis, *GROSS DOMESTIC PRODUCT: FOURTH QUARTER AND ANNUAL 2015 (THIRD ESTIMATE) CORPORATE PROFITS: FOURTH QUARTER AND ANNUAL 2015*, March 25, 2016, at: [http://www.bea.gov/newsreleases/national/gdp/2016/pdf/gdp4q15\\_3rd.pdf](http://www.bea.gov/newsreleases/national/gdp/2016/pdf/gdp4q15_3rd.pdf)

<sup>2</sup> From US Department of Labor, Bureau of Labor Statistics, *THE EMPLOYMENT SITUATION — MARCH 2016*, April 1, 2016 at: [http://www.bls.gov/news.release/archives/empsit\\_04012016.pdf](http://www.bls.gov/news.release/archives/empsit_04012016.pdf)