

THE ORANGE COUNTY REGISTER

As sales grow, jobs will follow

By Mary Ann Milbourn, December 7, 2011

A year of improving company sales and profit per employee should push employers to do more hiring next year, says Sageworks, a financial information firm.

"We continue to get increasing sales revenues out of an increasing number of employers," said Michael Lubansky, a Sageworks senior financial analyst and product manager.

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By Sageworks count, automobile dealers have had a particularly good year with sales jumping 15% in the last 12 months. Sageworks bases its sales data on the financial information it collects from 5,000 accounting firms and about 600 financial institutions.

Electronics and appliance stores also have seen double-digit sales growth, up 11% in the last year.

Lubansky noted profit per employee, a measure of productivity, has also increased dramatically from just under \$12,500 last year to nearly \$15,300 in 2011.

He said that suggests companies are getting pretty stretched at handling increased sales with the staff on hand.

"At some point, there's only so much productivity you can get out of your employees," he said.

Sageworks' data supports a report this week by Challenger, Gray & Christmas that holiday hiring in October and November was the best in four years. Retailers reported that sales in November jumped a strong 7.4%.

Here is a sampling of the sales growth in retail and in leisure and hospitality in the last year, based on Sageworks data:

Y/Y sales growth

Industry	Last 12 Months
Automobile Dealers	15%
Electronics and Appliance Stores	11.1%
Sporting Goods, Hobby and Musical Instrument Stores	8.2%
Clothing Stores	7%
Specialty Food Stores	6%
Furniture Stores	5.6%
Grocery Stores	2.9%
Building Material and Supplies Dealers	2.6%
Limited-Service Eating Places	2.5%
Full-Service Restaurants	1.4%

For the full story featuring Sageworks' data and analysis, please visit [The Orange County Register – As sales grow, jobs will follow](#)