

St. Louis Graduates/STEMSTL PDI: Careers in Transportation, Supply Chain, and Logistics

Friday, April 23rd

NOTES

Labor Market Overview

30,000 jobs in the region

- Truck drivers, Laborers, material movers – top positions
- Over half of jobs are in transportation and material moving (truckers, freight movers)
- Now, next, later roles
 - Now - jobs you can get right out of high school
 - Material movers, laborers
 - Driver/sales workers
 - Customer service reps
 - Next - requires non-degree certificate, associate degree, etc.
 - Heavy truck drivers
 - Service technicians
 - Sales reps
 - Manufacturing
 - Production clerks
 - Later - bachelor's degree or higher
 - General/operations managers
 - Logisticians
 - Sales managers
- Top skills and certifications
 - Basic skills
 - Specialized skills
 - Software skills
 - Certificates

Brad Reinhardt – Rockfarm St. Louis (logistics company in St. Louis)

Turnover is common in this industry, turnover every 2-3 years

Supply chain = entire system of creating and delivering a product

- Supplier (raw materials) → procurement (people purchasing materials) → manufacturing → product → inventory management → distribution (warehouse world) → logistics → retail → customer

More than just warehouse and trucking

- Railroad, barges on the rivers, freight brokers, sales, delivery, mechanics, technology – automation

Midwest has very high paying logistics jobs; 20% makes \$60k or less – as you gain more experience, \$100k is the average salary

Straight out of high school

- Freight broker
- Lots of on the job training available – easy to learn
- Can move into management with 3-5 years of experience – no college degree necessary

Truck Drivers

- Have to be 21 to cross state lines
- Have to go to school to get CDL – short course, but certification is required
- Not always gone for weeks at a time – shorter trips are more common

Diesel Mechanic

- Big need for workers
- Average salary \$50k – can be even higher

Average age of logistics workers is high – 50+ - big skills gap and huge job openings in the coming years

Industry info:

- Logistics - transportation planning
 - Railroad industry, rivers/barges/ports, trucking
 - Customer service
 - Mechanics
 - Technology - recent addition, rely a lot on IT now
 - Management - salary has spiked recently, \$91k - \$96k
 - Midwest pays well in logistics management!
 - Third party logistics - biggest section of logistics
 - “Freight brokers” - ex. don’t own trucks, but hire the trucks
 - Can get a job in this sector right out of high school - make \$30k-\$40k with no experience necessary
 - Easy industry to learn but tough and stressful, have to have thick skin
 - Have to navigate various people/things - have to have the right personality to communicate with different people
- Trucking industry
 - Have to be 21 to drive across state lines - tough, lose 18 year olds that go to different industries
 - Have to go to a truck driving school to get CDL
 - Median salary around \$60,000 now - recent increase in pay
 - Misconception of how often you are on the road as a trucker
 - Usually home 2-3x a week, or every day

- Rarely are truckers living in their trucks and on the road all the time
- Skilled jobs shortage
 - Not a lot of young people going into skilled jobs
 - Average age is 56!
 - 10 million new skilled workers needed in 2020
- Mike Rowe Works Foundation - www.mikeroweworks.org
 - “Work Smart AND Hard”
 - Expensive 4 year college degree is not the only way to happiness!
 - If your students are considering trade school route, encourage them to apply for Mike Rowe scholarship - he awards a lot of money!
 - “Never follow your passion, but always bring it with you” - oftentimes kids will follow their passion and miss out on so many opportunities

Dr. Jill Bernard Bracy – UMSL Supply Chain & Analytics Department

- UMSL – most comprehensive program in Missouri
- BSBA, MBA, Grad Certificate, PHD
- Looking for students with potential who want to succeed
- Technology is a huge part of the industry
- Extensive connections with employers in the area
- UMSL program covers, logistics, supply chain, and analytics
- Study of supply chain management focuses on whole supply chain - from acquisition of raw materials through production or service deliver to the point of consumption

Overview of UMSL Supply Chain and Analytics Programs

- BSBA - emphasis in supply chain management
- BSBA - minor in supply chain management
- BSBA Supply Chain Emphasis - core courses
 - Supply chain management track vs. business analytics track
 - SC track - not a numbers person, management track
 - Business track - quantitative track, like numbers
- New MS in Supply Chain Analytics at UMSL
 - Still supply chain vs. business track
- Teach both theory and practical skills - align with the workforce
- Student engagement - get students in front of industry
 - Guest speakers
 - Networking events
 - Facility tours
 - Internships and research co-ops

- Applied research projects
- 93% of recent graduates are employed in supply chain, logistics, operations management or analytics positions, or pursuing further education
- Employment of supply chain and logistics managers is projected to grow
 - There are TONS of jobs!
- Companies that recruit UMSL SCM students
 - Ameren
 - Bayer
 - Boeing
 - St. Louis Area Foodbank
 - Mercy
 - Many, many more!
- www.ums.edu/divisions/business/supplychain/
- To prepare for the program: Statistics and algebra are very helpful

Announcements:

- New SCOIR certification in financial aid for HS counselors and access advisers
- Chronicle of higher ed list of colleges requiring vaccination for fall
- Brownpreneurs Teen Summit for entrepreneurial students
- Generation Teach Summer Teaching Fellowship for Black and Brown Students - <https://drive.google.com/file/d/1DVkAF4ptc5jsqnaBaPDoGD-yzql1YP2/view>
- NPower HS virtual event - April 28th - <https://www.eventbrite.com/e/npower-tech-in-for-high-school-seniors-tickets>
- Regional Youth Employment Coalition and Nine PBS hosting Youth Conference May 4-6th online
- STEMSTL Missouri STEM Celebration Week Gathering - May 7th 4-6pm - <https://www.eventbrite.com/e/stemstl-mo-stem-celebration-week-gathering-tickets-149359322755?aff=ebsoporgprofile>