



# CEDS Economic Base Analysis

*for*


## Franklin County

August 26, 2014

Prepared By:



120 West Ave, Suite 303  
Saratoga Springs, NY 12866  
518.899.2608



## Table of Contents

<b>Executive Summary .....</b>	<b>1</b>
<b>Introduction.....</b>	<b>3</b>
<b>Demographic Analysis.....</b>	<b>4</b>
Introduction.....	4
Socioeconomic Indicators.....	4
Education Attainment.....	7
Unemployment.....	7
<b>Economic Base Analysis .....</b>	<b>9</b>
Introduction.....	9
Largest Industries .....	9
Fastest Growing Industries 2003-2013.....	13
Projected Industry Growth 2013-2023.....	17
Concentrated Industries: Location Quotient Analysis.....	21
Competitive Industries: Shift Share Analysis.....	25
Occupation Analysis.....	30

## EXECUTIVE SUMMARY

As part of the Franklin County Comprehensive Economic Development Strategy, one of the primary steps was to gather and analyze data related to historic and current demographic and economic trends. This document is intended to provide background data on the Franklin County economy and compare the county to the North Country and Upstate NY. This is one set of data that will be used to develop specific strategies for Franklin County's economy. The following is a summary of the major findings of the analysis with more detail in the full report.

### *Demographic Analysis*

- Population of Franklin County is projected to remain steady over the next five years and gain approximately 500 new residents (+1%).
- Income levels in Franklin County are \$14,000 less than the rest of New York State (excluding New York City and Long Island) at \$52,000 and \$76,000, respectively.
- The median age in Franklin County is nearly 40 which is higher than the rest of the North Country but lower than the rest of Upstate NY. The lower age in the North Country could be related to the Fort Drum military base in Watertown.
- A smaller portion of residents of the county have achieved higher levels of education compared to the rest of New York State. Specifically, only 17% have a bachelor's degree or higher in Franklin County compared to 30% for the rest of the state.
- 55% of Franklin County residents have a high school degree or less as their highest form of education, compared to 42% in the rest of the state. This is important to understand when considering the type of jobs that can be filled and the educational needs of residents in order to prepare them for employment.
- The unemployment rate in Franklin County is higher than the average for NYS, but the rate of unemployment has been declining since the annual average high of 9.5% in 2012. April 2014's unemployment rate was only 7.5% for Franklin County which is the lowest it has been since 2008.

### *Economic Base Analysis*

- The Franklin County economy is dominated by Government, Health Care and Social Services, and Retail Trade. These are industries that tend to serve the immediate community rather than attract wealth or export goods.
- Overall the county has seen 7% growth in employment since 2003, with that growth being driven by the Health Care and Social Assistance industry (particularly hospitals, mental health facilities, and other health practitioners) and the Administrative and Support and Waste Management and Remediation Services industry<sup>1</sup>.
- Employment in Franklin County is projected to continue to grow through 2023 by 11% or 2,500 jobs. This rate of growth is faster than the North Country (8% projected growth) and Upstate NY

---

<sup>1</sup> The Administrative and Support and Waste Management and Remediation Services sector comprises establishments performing routine support activities for the day-to-day operations of other organizations. These essential activities are often undertaken in-house by establishments in many sectors of the economy. The establishments in this sector specialize in one or more of these support activities and provide these services to clients in a variety of industries and, in some cases, to households. Activities performed include: office administration, hiring and placing of personnel, document preparation and similar clerical services, solicitation, collection, security and surveillance services, cleaning, and waste disposal services. (Source: [www.census.gov](http://www.census.gov))

(10% projected growth). The faster than average growth in Franklin County is a positive sign and one that indicates that there are opportunities for Franklin County to direct that growth and continue the momentum of the last 10 years.

- Industries related to real estate are projected to grow in all three geographies including Lessors of Real Estate, Services to Buildings and Dwellings, and Activities Related to Real Estate. These industries also saw growth between 2003 and 2013.
- The Construction industry saw a decline in employment between 2003 and 2013 but it is projected to have a slight comeback through 2023. The decline between 2003 and 2013 is likely related to the Great Recession and the massive downturn in construction related activities during that time.
- Compared to the national average, Franklin County has a very high concentration of employment in the Agriculture, Forestry, and Fishing industry (7.81).
- The most concentrated industries in Franklin County are agriculture and forestry related including Support Activities for Forestry; Logging; Animal Production; Sawmills and Wood Preservation; Support Activities for Crop Production; and Dairy Production Manufacturing. Agriculture and related activities are very important to Franklin County and drives a large part of the economy. Additional research into the Agriculture economy will be conducted as part of the targeted industry analysis.
- At the 5-digit level, the largest occupation in Franklin County are employees classified as Correctional Officers and Jailers. Employees in this occupation earn approximately \$57,000 each year which is higher than the average earnings for the county of \$49,400. However, New York State has been actively identifying correctional facilities to be closed due to a declining prison population. Recent correctional facility closures in Franklin County include Camp Gabriels Correctional Facility in 2010 and Chateaugay Correctional Facility which is expected to close in July 2014. The Chateaugay facility closing will result in 111 jobs lost for Franklin County (however some of the employees will be transferred to other facilities in New York State). While the loss of those jobs is devastating for the community, this CEDS process can be an opportunity to identify reuse potential for the site(s).
- Very few of the top occupations in Franklin County require more than a high school diploma or GED. The few that require more include: Registered Nurses, Teacher Assistants, Postsecondary Teachers, and Elementary School Teachers. This suggests that residents who grow up in Franklin County and get a higher education may find it difficult to stay in the county for work.
- The previous Comprehensive Economic Development Strategy for Franklin County identified three targeted industries including (1) Agriculture<sup>2</sup>, (2) Logging and Forestry, and (3) Tourism. The economic base analysis supports these three industries as possible targeted sectors and warrants additional research into their characteristics, potential opportunities, and issues/constraints. Some additional targeted clusters may be identified through the interviews and additional research conducted as part of the strategic planning process. Potential targeted clusters may include Health Care and Social Assistance and Value Added Food Manufacturing.

---

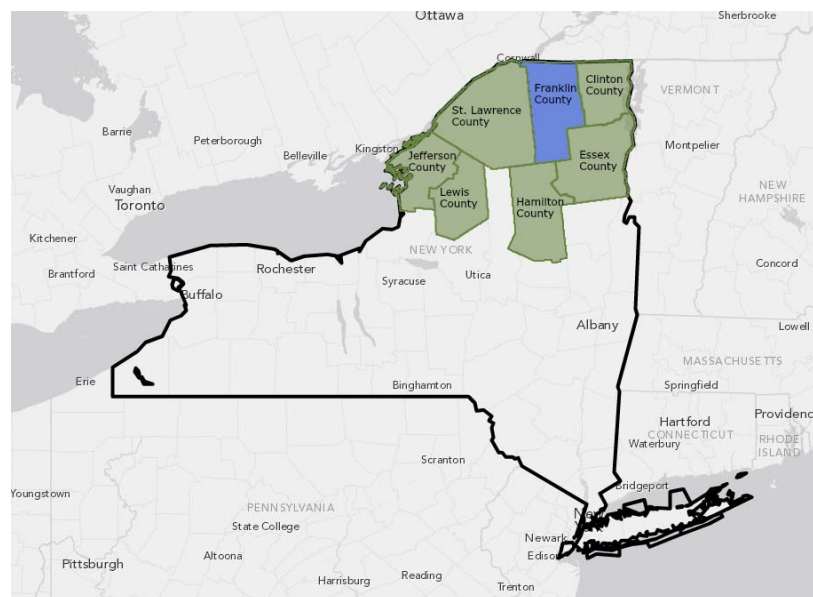
<sup>2</sup> The data source used for this initial economic base analysis, EMSI, typically undercounts actual employment in agriculture. As part of the targeted industry analysis, Camoin Associates will utilize the recently released 2012 US Census of Agriculture to better define current employment in agriculture in Franklin County.

## INTRODUCTION

As part of the initial research for the Franklin County Comprehensive Economic Development Strategy, Camoin Associates gathered data to fully understand the existing conditions in the county in terms of demographics and the economic base. This information is used to inform the subsequent steps of the analysis including identifying the targeted clusters, potential economic development initiatives, and opportunities for economic growth. The following report includes a socioeconomic characterization and an economic base analysis.

### *Geographies Studied*

This data analysis was conducted to identify existing conditions and trends within industry sectors that make up the local and regional economy. Data was collected for three geographies including Franklin County (shown below in blue), the North Country (shown in green plus blue includes: Franklin, Clinton, Essex, Hamilton, St. Lawrence, Jefferson, and Lewis Counties) and Upstate New York (includes all of NYS except the 5 boroughs of NYC and Long Island). Typically the analysis would compare Franklin County and the North Country to all of the state, but since NYC and Long Island are so different from the rest of the state, those counties were excluded.



### *Data Sources*

Much of the data in this report were purchased from ESRI Business Analyst Online (ESRI) and Economic Modeling Specialists Intl. (EMSI). ESRI's base data is the 2000 and 2010 Census. It uses proprietary statistical models and updated data from the U.S. Census Bureau, the U.S. Postal Service, and various other sources to project current statistics and future trends. ESRI data is often used for economic development, marketing, site selection, and strategic decision making. For more information, visit [www.esri.com](http://www.esri.com).

EMSI data are compiled from several sources, including the U.S. Census Bureau and U.S. Departments of Health and Labor using specialized proprietary processes and models to estimate current statistics and predict future trends. Visit [www.economicmodeling.com](http://www.economicmodeling.com) for additional information.

## DEMOGRAPHIC ANALYSIS

### Introduction

As part of the CEDS process, it is important to understand the current socioeconomic conditions in the county in order to identify challenges and opportunities for future economic development initiatives. The following section highlights some important socioeconomic characteristics of Franklin County.

### Socioeconomic Indicators

According to estimates by the U.S. Census Bureau, Franklin County’s population is 52,257<sup>3</sup>. Based on historic population growth trends, it is projected that the population will stay relatively stable over the next 5 years and grow by approximately 550 people or 1%. There are approximately 19,400 households and 12,258 families<sup>4</sup> in the county. The median age is 39.6 and is expected to increase to 40.1 by 2018.

Franklin County and the North Country are both projected to increase in population by more than 1% over the next five years, compared to the Upstate NY geography (all of New York State except for NYC and Long Island) which is projected to grow by only 0.65% over this term.

Demographic Indicators				
Franklin County	2013	2018	# Change	% Change
Population	52,257	52,804	547	1.05%
Households	19,399	19,750	351	1.81%
Families	12,258	12,398	140	1.14%
Median Age	39.6	40.1	0.50	1.26%
North Country	2013	2018	# Change	% Change
Population	437,746	445,582	7,836	1.79%
Households	167,429	171,418	3,989	2.38%
Families	108,362	110,359	1,997	1.84%
Median Age	38.0	38.6	0.60	1.58%
Upstate NY	2013	2018	# Change	% Change
Population	8,401,248	8,455,461	54,213	0.65%
Households	3,281,786	3,315,990	34,204	1.04%
Families	2,098,191	2,107,336	9,145	0.44%
Median Age	40.4	40.9	0.50	1.24%

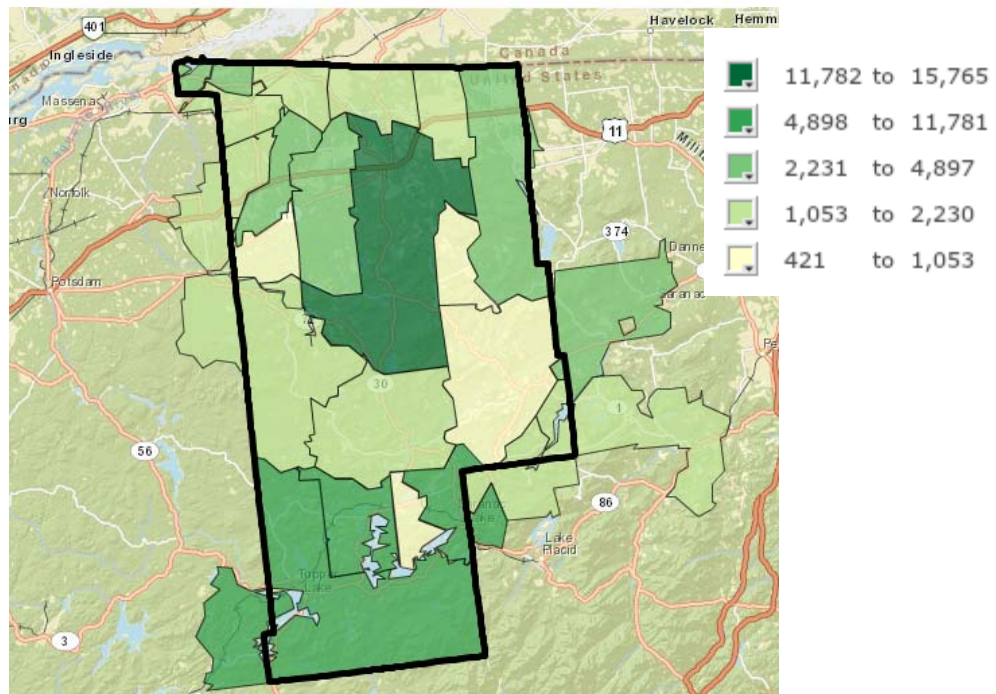
Source: ESRI Business Analyst Online

The most densely populated zip code includes the Town and Village of Malone. The southern portion of the county is also more densely populated than the rest of Franklin County and includes the population center of Saranac Lake.

<sup>3</sup> Includes approximately 6,400 individuals living in “Group Quarters.” This includes people living in prisons and on college campuses

<sup>4</sup> Household and family figures do not include “Group Quarters”

## Population Distribution by Zip Code



Information related to income levels can serve as powerful indicators of an area’s economic climate. The median household income<sup>5</sup> in Franklin County is \$39,352.<sup>6</sup> The average household income<sup>7</sup> is over \$12,000 greater than the median at \$52,226. Per capita income<sup>8</sup> is just under \$20,000. By 2018, all income indicators in the county are expected to increase by around 10%. Compared to the rest of the North Country and Upstate NY, the county’s income levels are low and anticipated to grow more slowly.

Economic Indicators				
Franklin County	2013	2018	# Change	% Change
Median Household Income	\$ 39,352	\$ 43,514	\$ 4,162	10.58%
Average Household Income	\$ 52,226	\$ 57,347	\$ 5,121	9.81%
Per Capita Income	\$ 19,989	\$ 22,045	\$ 2,056	10.29%
North Country	2013	2018	# Change	% Change
Median Household Income	\$ 43,693	\$ 48,615	\$ 4,922	11.26%
Average Household Income	\$ 56,273	\$ 61,516	\$ 5,243	9.32%
Per Capita Income	\$ 21,901	\$ 24,036	\$ 2,135	9.75%
Upstate NY	2013	2018	# Change	% Change
Median Household Income	\$ 53,681	\$ 61,591	\$ 7,910	14.74%
Average Household Income	\$ 76,240	\$ 88,475	\$ 12,235	16.05%
Per Capita Income	\$ 30,429	\$ 35,341	\$ 4,912	16.14%

Source: ESRI Business Analyst Online

<sup>5</sup> Household income does not include the income of people living “group quarters,” including prisons or dormitories

<sup>6</sup> Median HH Income: Value of the midpoint of the distribution of household income in the region.

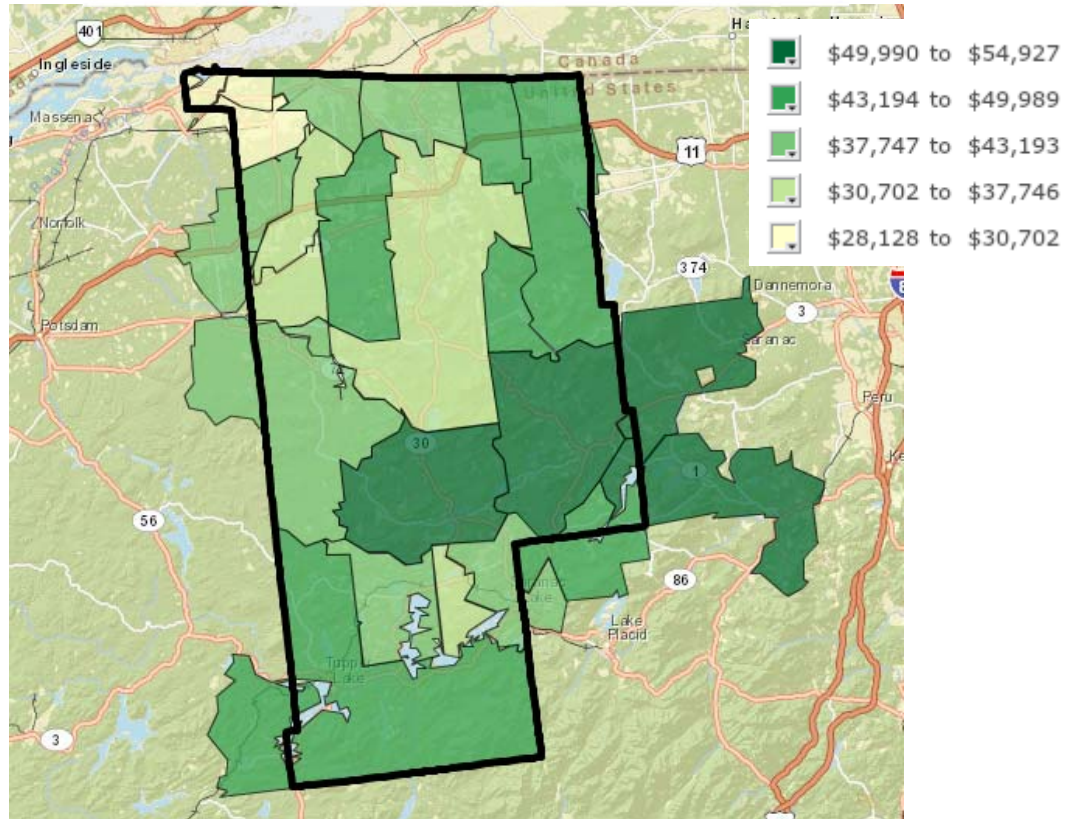
<sup>7</sup> Average HH Income: Obtained by adding all household incomes and dividing by the number of households.

<sup>8</sup> Per capita income is the total income received in the community in the past 12 months divided by the total population. This includes individuals in “group quarters,” including dormitories and prisons.



The following map illustrates median household income by zip code and shows that the highest income zip codes are centered in the middle of the county and include the areas around Paul Smith's College. The zip code with the largest population, which includes the Town and Village of Malone, has one of the lowest income levels. Additionally, the zip code with the lowest income levels is right along the Canadian border and includes the St. Regis Indian Reservation.

### Median Household Income by Zip Code





## Education Attainment

There are 7 school districts in Franklin County including: Brushton-Moira, Chateaugay, Malone, Salmon River, Saranac Lake, St. Regis Falls, and Tupper Lake. About 84% of Franklin County’s population has a high school diploma as their highest form of education and 45% has at least some college. Over 15% of the population has earned a Bachelor’s degree and 8% a Graduate degree. Franklin County is very similar compared to the rest of the North Country with slightly fewer people attending secondary school compared to the North Country. However, compared to the rest of New York State, North Country residents have a lower level of educational attainment<sup>9</sup>.

Educational Attainment		
Franklin County	%	Cumulative %
Less than 9th Grade	5%	100%
9th - 12th Grade, No Diploma	11%	95%
High School Graduate	39%	84%
Some College, No Degree	16%	45%
Associate Degree	11%	28%
Bachelor's Degree	9%	17%
Graduate/Professional Degree	8%	8%
North Country	%	Cumulative %
Less than 9th Grade	4%	100%
9th - 12th Grade, No Diploma	9%	96%
High School Graduate	38%	86%
Some College, No Degree	18%	49%
Associate Degree	11%	31%
Bachelor's Degree	11%	20%
Graduate/Professional Degree	9%	9%
Upstate NY	%	Cumulative %
Less than 9th Grade	4%	100%
9th - 12th Grade, No Diploma	8%	96%
High School Graduate	30%	88%
Some College, No Degree	18%	58%
Associate Degree	10%	40%
Bachelor's Degree	17%	30%
Graduate/Professional Degree	14%	14%

Source: ESRI Business Analyst Online

## Unemployment

The following table shows the monthly unemployment rate for Franklin County based on information maintained by the NYS Department of Labor. The month with the highest unemployment rate was January 2013 at 11.3%. Unemployment tends to go up in the winter months (January, February, and March) and be lowest in the summer and fall months. The year 2012 had the highest average unemployment rate at 9.5%. It is important to note that since 2009, the month with the lowest rate of unemployment was April 2014 at 7.5% and to date, the average annual unemployment for 2014 is 8.75%.

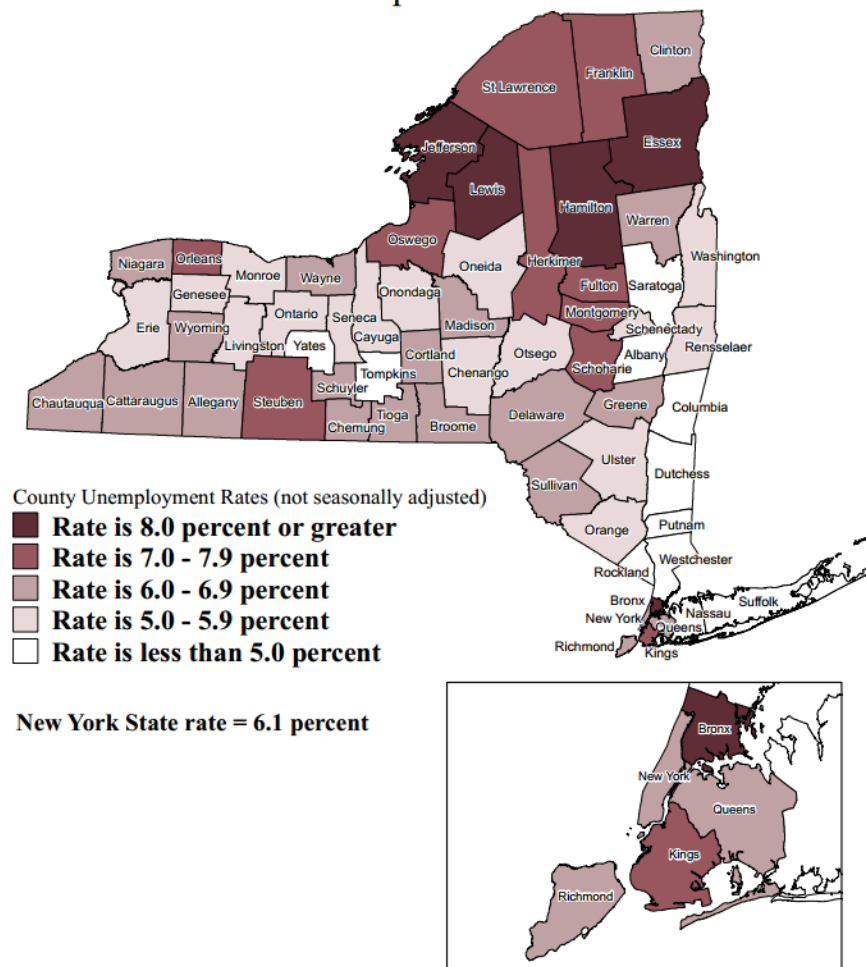
<sup>9</sup> This includes the educational attainment of individuals in “group quarters,” including college dormitories and prisons

Franklin County Unemployment Rate													
Year	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Average
2014	9.30%	9.40%	8.80%	7.50%									
2013	11.30%	10.90%	10.20%	9.50%	8.80%	8.80%	8.50%	8.00%	8.00%	7.80%	7.90%	8.00%	9.00%
2012	10.60%	10.70%	10.60%	9.50%	9.40%	9.30%	9.20%	8.80%	8.60%	8.70%	9.00%	9.70%	9.50%
2011	10.30%	10.10%	9.60%	9.30%	8.80%	8.90%	8.70%	8.40%	8.60%	8.40%	8.80%	9.50%	9.10%
2010	10.40%	10.30%	10.30%	9.50%	8.80%	8.50%	8.40%	8.20%	8.10%	8.30%	9.10%	9.10%	9.10%
2009	9.70%	10.10%	9.80%	8.70%	8.30%	8.20%	7.90%	7.70%	7.70%	8.00%	8.40%	8.90%	8.60%

Source: NYS Department of Labor <http://labor.ny.gov/stats/laus.asp>

The following map was prepared by the New York State Department of Labor and shows the unemployment rate for April 2014. The map shows that Franklin County's unemployment rate is still higher than average for the State (State average of 6.1%), but that within the North Country region are the four counties with the highest rates of unemployment in New York State including Essex, Hamilton, Lewis, and Jefferson.<sup>10</sup>

### Unemployment Rates by County, New York State, April 2014



<sup>10</sup> Map source: [http://www.labor.ny.gov/stats/PDFs/ur\\_map.pdf](http://www.labor.ny.gov/stats/PDFs/ur_map.pdf)

## ECONOMIC BASE ANALYSIS

### Introduction

To analyze the economic base of the county, industry data organized by the North American Industrial Classification System (NAICS) are assessed. Camoin Associates subscribes to Economic Modeling Specialists Intl. (EMSI), a proprietary data provider which aggregates economic data from approximately 90 sources. EMSI industry data, in our experience, are more complete than most or perhaps all local data sources (for more information on EMSI, please see [www.economicmodeling.com](http://www.economicmodeling.com)). Local data sources typically miss significant employment counts by industry because data on sole proprietorships and contractual employment (i.e. 1099 contractor positions) are not included and certain employment counts are suppressed from BLS/BEA figures for confidentiality reasons when too few establishments exist within a single NAICS code.

NAICS codes are maintained by the U.S. Census Bureau and are the standard used by Federal statistical agencies in classifying business establishments. 2-digit codes are the highest aggregate NAICS code level and represent broad categories such as “retail”, whereas 4-digit industry codes present a finer level of detail such as “grocery stores”. For those interested in understanding the composition of the NAICS and for more detail about what is included in each industry, we direct the reader to <http://www.census.gov/eos/www/naics/>.

### Largest Industries

By looking at industry employment data for 2-digit and 4-digit industry sectors, the relative size of each industry is determined. In the following tables, each industry is ranked from largest to smallest by the number of jobs in 2013. This data is used to identify the largest industries and industry sectors, based on the number of jobs in that sector. It is also used to evaluate the distribution of employment by industry.

We note the following from this data:

- The top three industries in Franklin County, the North Country, and Upstate NY are identical and include Government (largest), Health Care and Social Assistance (second largest), and Retail (third largest).
- The largest 2-digit industry sector in Franklin County is Government, with almost 8,250 jobs (over 35% of the workforce). Government is the largest 2-digit industry in the North Country and Upstate NY geography as well.
- Manufacturing accounts for 455 jobs in Franklin County (2%), 11,514 jobs in the North Country (5%), and 320,107 jobs in Upstate NY (7%)
- Health Care and Social Assistance is the second largest 2-digit sector in the county, with 3,723 jobs (16% of the total workforce). This industry accounts for 12% of North Country jobs and 13% of Upstate jobs.
- At the 4-digit level, Franklin County is dominated by government, education and hospital services. The largest industry in the county not related to government, education, or hospitals is Animal Production, with 620 jobs or 3% of all jobs.
- There are no manufacturing related industries in Franklin County with enough jobs to show up on the top 25 largest industry list.
- Tourism and hospitality services play a large role for Franklin County and the North Country, with major employers including restaurants and traveler accommodations.

Largest Industries							
NAICS	Description	Franklin County		North Country		Upstate New York	
		2013 Jobs	% of All Jobs	2013 Jobs	% of All Jobs	2013 Jobs	% of All Jobs
11	Agriculture, Forestry, Fishing and Hunting	922	4%	7,233	3%	58,829	1%
21	Mining, Quarrying, and Oil and Gas Extraction	49	0%	612	0%	13,751	0%
22	Utilities	38	0%	689	0%	18,117	0%
23	Construction	910	4%	10,132	5%	203,107	4%
31	Manufacturing	455	2%	11,514	5%	320,617	7%
42	Wholesale Trade	231	1%	3,451	2%	128,335	3%
44	Retail Trade	2,510	11%	25,963	12%	502,478	11%
48	Transportation and Warehousing	229	1%	4,797	2%	113,778	2%
51	Information	245	1%	2,304	1%	71,396	2%
52	Finance and Insurance	569	2%	6,922	3%	282,674	6%
53	Real Estate and Rental and Leasing	700	3%	6,846	3%	190,759	4%
54	Professional, Scientific, and Technical Services	680	3%	6,329	3%	282,302	6%
55	Management of Companies and Enterprises	66	0%	1,049	0%	59,699	1%
56	Administrative and Support and Waste Management and Remediation Services	602	3%	6,335	3%	214,441	5%
61	Educational Services (Private)	844	4%	5,664	3%	188,411	4%
62	Health Care and Social Assistance	3,723	16%	27,031	12%	615,890	13%
71	Arts, Entertainment, and Recreation	394	2%	3,863	2%	117,112	3%
72	Accommodation and Food Services	1,299	5%	16,116	7%	299,329	6%
81	Other Services (except Public Administration)	1,167	5%	9,915	4%	233,775	5%
90	Government	8,246	35%	64,398	29%	717,684	15%
<b>Total</b>		<b>23,888</b>		<b>221,349</b>		<b>4,639,423</b>	

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2014.2 Class of Worker

Note: Table does not include NAICS 99 "Unclassified Industries"

Franklin County

Largest Industries - 4-digit NAICS			
NAICS	Description	2013 Jobs	% of All Jobs
9029	State Government, Excluding Education and Hospitals	3,326	14%
9039	Local Government, Excluding Education and Hospitals	2,745	11%
9036	Education and Hospitals (Local Government)	1,928	8%
6221	General Medical and Surgical Hospitals (Private)	1,112	5%
6232	Residential Mental Retardation, Mental Health and Substance Abuse Facilities	685	3%
1120	Animal Production	620	3%
6113	Colleges, Universities, and Professional Schools (Private)	580	2%
7222	Limited-Service Eating Places	402	2%
7221	Full-Service Restaurants	396	2%
4543	Direct Selling Establishments	387	2%
6243	Vocational Rehabilitation Services	379	2%
6241	Individual and Family Services	361	2%
6211	Offices of Physicians	348	1%
5311	Lessors of Real Estate	335	1%
4451	Grocery Stores	325	1%
4529	Other General Merchandise Stores	324	1%
5617	Services to Buildings and Dwellings	274	1%
4471	Gasoline Stations	266	1%
2361	Residential Building Construction	261	1%
6244	Child Day Care Services	244	1%
2382	Building Equipment Contractors	213	1%
7211	Traveler Accommodation	201	1%
8111	Automotive Repair and Maintenance	198	1%
5239	Other Financial Investment Activities	195	1%
8131	Religious Organizations	186	1%

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2014.2 Class of Worker

North Country

Largest Industries - 4-digit NAICS			
NAICS	Description	2013 Jobs	% of All Jobs
9012	Federal Government, Military	19,408	9%
9036	Education and Hospitals (Local Government)	15,421	7%
9039	Local Government, Excluding Education and Hospitals	11,985	5%
9029	State Government, Excluding Education and Hospitals	9,582	4%
6221	General Medical and Surgical Hospitals (Private)	7,484	3%
7221	Full-Service Restaurants	5,438	2%
9011	Federal Government, Civilian	5,174	2%
7222	Limited-Service Eating Places	5,013	2%
1120	Animal Production	4,578	2%
6113	Colleges, Universities, and Professional Schools (Private)	3,892	2%
4451	Grocery Stores	3,323	2%
7211	Traveler Accommodation	3,292	1%
4529	Other General Merchandise Stores	3,244	1%
5311	Lessors of Real Estate	3,058	1%
6241	Individual and Family Services	2,915	1%
9026	Education and Hospitals (State Government)	2,827	1%
6211	Offices of Physicians	2,770	1%
6231	Nursing Care Facilities	2,706	1%
6244	Child Day Care Services	2,694	1%
5239	Other Financial Investment Activities	2,629	1%
5617	Services to Buildings and Dwellings	2,560	1%
6232	Residential Mental Retardation, Mental Health and Substance Abuse Facilities	2,548	1%
4543	Direct Selling Establishments	2,264	1%
2361	Residential Building Construction	2,225	1%
4441	Building Material and Supplies Dealers	2,079	1%

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2014.2 Class of Worker

Upstate NY

Largest Industries - 4-digit NAICS			
NAICS	Description	2013 Jobs	% of All Jobs
9036	Education and Hospitals (Local Government)	268,281	6%
9039	Local Government, Excluding Education and Hospitals	182,227	4%
6221	General Medical and Surgical Hospitals (Private)	132,427	3%
7221	Full-Service Restaurants	119,218	3%
9029	State Government, Excluding Education and Hospitals	117,310	3%
6113	Colleges, Universities, and Professional Schools (Private)	109,573	2%
5239	Other Financial Investment Activities	109,472	2%
7222	Limited-Service Eating Places	96,842	2%
5311	Lessors of Real Estate	92,961	2%
4451	Grocery Stores	90,007	2%
6211	Offices of Physicians	76,632	2%
5617	Services to Buildings and Dwellings	72,331	2%
6231	Nursing Care Facilities	63,534	1%
5511	Management of Companies and Enterprises	59,699	1%
6241	Individual and Family Services	58,914	1%
9026	Education and Hospitals (State Government)	58,541	1%
6244	Child Day Care Services	55,568	1%
5419	Other Professional, Scientific, and Technical Services	51,946	1%
2382	Building Equipment Contractors	51,426	1%
9011	Federal Government, Civilian	50,507	1%
5613	Employment Services	49,501	1%
7139	Other Amusement and Recreation Industries	48,349	1%
5242	Agencies, Brokerages, and Other Insurance Related Activities	47,543	1%
5313	Activities Related to Real Estate	46,872	1%
8121	Personal Care Services	42,838	1%

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2014.2 Class of Worker



## Fastest Growing Industries 2003-2013

Looking at past changes in employment by industry helps to identify which industries have experienced rapid growth/decline. This information can be used to detect industries that might be struggling or, on the other hand, those that are thriving. To identify the fastest growing industries, the historic change in employment is presented by the number of jobs lost or gained and the percent change within each industry over the last ten years (2003-2013).

Key findings from the fastest growing industry data analysis are as follows:

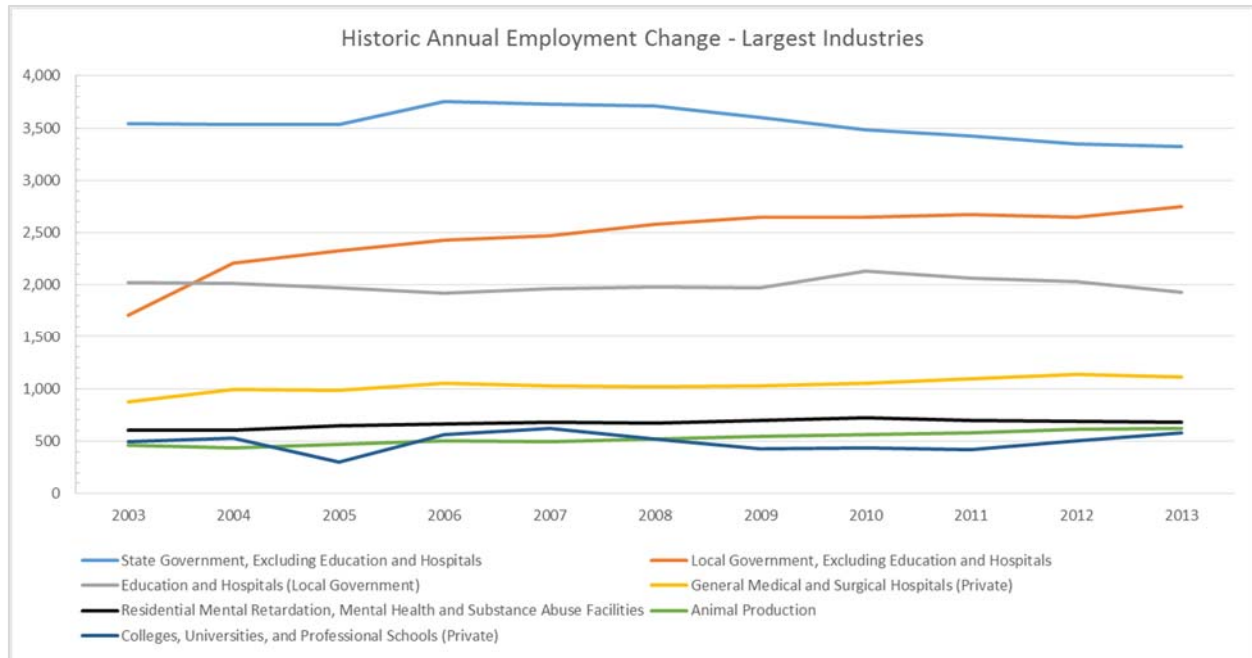
- Overall the three geographies saw between a 6% and 7% increase in overall employment between 2003 and 2013. Franklin County added 1,620 jobs (7%), the North Country added 15,066 jobs (7%), and Upstate NY added 246,726 jobs (6%).
- At the 2-digit level, Government is the fastest growing industry in Franklin County, adding 687 jobs or a 9% increase. Health Care and Social Assistance is the second fastest growing industry in Franklin County and the North Country, with about 12-14% growth from 2003 to 2013.
- The largest percent growing industry in Franklin County is Administrative and Support and Waste Management and Remediation Services, which added about 319 employees from 2003-13. This growth was largely driven by the subsector Services to Buildings and Dwellings, which is shown as the sixth fastest growing industry in this geography at the 4-digit level.
- From 2003-13, the Manufacturing sector lost jobs in all three geographies ranging from a 40% decline in Franklin County (300 jobs) to a 21% decline in Upstate NY (87,625 jobs).
- Franklin County added 29 jobs in the Information industry at a time when the North Country and Upstate NY both lost jobs in that industry.
- At the 4-digit level Other General Merchandise Stores is the second fastest growing industry in Franklin County (adding 256 jobs) and the North Country (adding 2,124 jobs).
- There are a number of professional industries that saw an increase in jobs including Other Financial Investment Activities; Activities Related to Real Estate; Management, Scientific, and other Technical Consulting Services; Offices of Other Health Practitioners; Office Administrative Services; Management of Companies and Enterprises; and Agencies, Brokerages, and Other Insurance Related Activities.
- Agriculture related industries are clearly important to Franklin County and the North Country with Animal Production adding 158 jobs in the county and 529 jobs throughout the North Country. Franklin County also has Dairy Product Manufacturing as a top 25 fastest growing industry, adding 39 jobs (71% increase) between 2003 and 2013. At the 2-digit level Agriculture, Forestry, Fishing and Hunting grew by 21% where it only grew by 6% in the North Country and declined by 1% in Upstate NY. Note that EMSI tends to undercount farm related employment and additional research will be conducted using the 2012 Census of Agriculture to more accurately define the farming and agriculture industry in Franklin County.
- Mental health related industries are important to both the Franklin County and North Country.

Historic Employment Change							
NAICS	Description	Franklin County		North Country		Upstate NY	
		2003-2013 Change	2003-2013 % Change	2003-2013 Change	2003-2013 % Change	2003-2013 Change	2003-2013 % Change
11	Agriculture, Forestry, Fishing and Hunting	162	21%	435	6%	(610)	-1%
21	Mining, Quarrying, and Oil and Gas Extraction	21	75%	64	12%	4,380	47%
22	Utilities	(21)	-36%	(163)	-19%	(3,819)	-17%
23	Construction	(40)	-4%	(261)	-3%	(10,386)	-5%
31	Manufacturing	(300)	-40%	(5,022)	-30%	(87,625)	-21%
42	Wholesale Trade	27	13%	247	8%	(5,094)	-4%
44	Retail Trade	189	8%	1,016	4%	(1,121)	0%
48	Transportation and Warehousing	(41)	-15%	(134)	-3%	4,478	4%
51	Information	29	13%	(188)	-8%	(20,961)	-23%
52	Finance and Insurance	64	13%	2,427	54%	88,230	45%
53	Real Estate and Rental and Leasing	227	48%	2,635	63%	60,678	47%
54	Professional, Scientific, and Technical Services	40	6%	780	14%	33,458	13%
55	Management of Companies and Enterprises	35	113%	(334)	-24%	12,454	26%
56	Administrative and Support and Waste Management and Remediation Services	319	113%	1,572	33%	22,254	12%
61	Educational Services (Private)	162	24%	415	8%	27,797	17%
62	Health Care and Social Assistance	448	14%	2,993	12%	75,863	14%
71	Arts, Entertainment, and Recreation	(345)	-47%	235	6%	20,303	21%
72	Accommodation and Food Services	42	3%	1,517	10%	40,690	16%
81	Other Services (except Public Administration)	(75)	-6%	43	0%	11,370	5%
90	Government	687	9%	6,837	12%	(23,985)	-3%
<b>Total</b>		<b>1,620</b>	<b>7%</b>	<b>15,066</b>	<b>7%</b>	<b>246,726</b>	<b>6%</b>

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2014.2 Class of Worker

Note: Table does not include NAICS 99 "Unclassified Industries"

The chart below shows the annual change in employment in Franklin County’s 7 largest industries, including: state government (excluding education and hospitals); education and hospitals (local government); residential mental retardation; mental health and substance abuse facilities; colleges, universities, and professional schools (private); local government (excluding education and hospitals); general medical and surgical hospitals (private); and animal production.



Franklin County

Fastest Growing Industries (Historic) - 4-digit NAICS					
NAICS	Description	2003 Jobs	2013 Jobs	Number Change	Percent Change
9039	Local Government, Excluding Education and Hospitals	1,712	2,745	1,033	60%
4529	Other General Merchandise Stores	68	324	256	376%
6221	General Medical and Surgical Hospitals (Private)	877	1,112	235	27%
1120	Animal Production	462	620	158	34%
5311	Lessors of Real Estate	188	335	147	78%
5617	Services to Buildings and Dwellings	138	274	136	99%
3122	Tobacco Manufacturing	0	125	125	100%
7223	Special Food Services	28	147	119	425%
5239	Other Financial Investment Activities	80	195	115	144%
2382	Building Equipment Contractors	122	213	91	75%
5313	Activities Related to Real Estate	79	166	87	110%
5416	Management, Scientific, and Technical Consulting Services	54	139	85	157%
6113	Colleges, Universities, and Professional Schools (Private)	499	580	81	16%
6232	Residential Mental Retardation, Mental Health and Substance Abuse Facilities	607	685	78	13%
6213	Offices of Other Health Practitioners	99	167	68	69%
4539	Other Miscellaneous Store Retailers	91	159	68	75%
6243	Vocational Rehabilitation Services	313	379	66	21%
7222	Limited-Service Eating Places	341	402	61	18%
8111	Automotive Repair and Maintenance	157	198	41	26%
5611	Office Administrative Services	19	59	40	211%
3115	Dairy Product Manufacturing	55	94	39	71%
6211	Offices of Physicians	312	348	36	12%
5511	Management of Companies and Enterprises	31	66	35	113%
8131	Religious Organizations	153	186	33	22%
5242	Agencies, Brokerages, and Other Insurance Related Activities	123	156	33	27%
<b>Total</b>		<b>22,268</b>	<b>23,888</b>	<b>1,620</b>	<b>7%</b>

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2014.2 Class of Worker

North Country

Fastest Growing Industries (Historic) - 4-digit NAICS					
NAICS	Description	2003 Jobs	2013 Jobs	Number Change	Percent Change
9012	Federal Government, Military	11,978	19,408	7,430	62%
4529	Other General Merchandise Stores	1,120	3,244	2,124	190%
5239	Other Financial Investment Activities	804	2,629	1,825	227%
5311	Lessors of Real Estate	1,753	3,058	1,305	74%
9039	Local Government, Excluding Education and Hospitals	10,836	11,985	1,149	11%
5617	Services to Buildings and Dwellings	1,695	2,560	865	51%
7222	Limited-Service Eating Places	4,154	5,013	859	100%
6232	Residential Mental Retardation, Mental Health and Substance Abuse Facilities	1,807	2,548	741	41%
5313	Activities Related to Real Estate	845	1,541	696	82%
6221	General Medical and Surgical Hospitals (Private)	6,806	7,484	678	10%
5312	Offices of Real Estate Agents and Brokers	998	1,653	655	66%
6241	Individual and Family Services	2,300	2,915	615	27%
9011	Federal Government, Civilian	4,570	5,174	604	13%
1120	Animal Production	4,049	4,578	529	13%
5614	Business Support Services	730	1,238	508	70%
5419	Other Professional, Scientific, and Technical Services	1,331	1,815	484	36%
5231	Securities and Commodity Contracts Intermediation and Brokerage	214	621	407	190%
6213	Offices of Other Health Practitioners	989	1,367	378	38%
8121	Personal Care Services	1,301	1,675	374	29%
6113	Colleges, Universities, and Professional Schools (Private)	3,531	3,892	361	10%
6244	Child Day Care Services	2,346	2,694	348	15%
5242	Agencies, Brokerages, and Other Insurance Related Activities	1,445	1,793	348	24%
7211	Traveler Accommodation	2,961	3,292	331	11%
7223	Special Food Services	843	1,161	318	38%
5416	Management, Scientific, and Technical Consulting Services	579	869	290	50%
<b>Total</b>		<b>206,283</b>	<b>221,349</b>	<b>15,066</b>	<b>7%</b>

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2014.2 Class of Worker

Upstate NY

Fastest Growing Industries (Historic) - 4-digit NAICS					
NAICS	Description	2003 Jobs	2013 Jobs	Number Change	Percent Change
5239	Other Financial Investment Activities	39,007	109,472	70,465	181%
5311	Lessors of Real Estate	57,987	92,961	34,974	60%
5313	Activities Related to Real Estate	27,000	46,872	19,872	74%
7222	Limited-Service Eating Places	78,292	96,842	18,550	24%
5617	Services to Buildings and Dwellings	55,485	72,331	16,846	30%
7221	Full-Service Restaurants	105,183	119,218	14,035	13%
6241	Individual and Family Services	45,067	58,914	13,847	100%
6113	Colleges, Universities, and Professional Schools (Private)	96,034	109,573	13,539	14%
4529	Other General Merchandise Stores	24,592	37,894	13,302	54%
5416	Management, Scientific, and Technical Consulting Services	26,762	39,759	12,997	49%
5511	Management of Companies and Enterprises	47,245	59,699	12,454	26%
8121	Personal Care Services	31,135	42,838	11,703	38%
5231	Securities and Commodity Contracts Intermediation and Brokerage	12,141	22,252	10,111	83%
6216	Home Health Care Services	27,683	37,691	10,008	36%
5242	Agencies, Brokerages, and Other Insurance Related Activities	37,724	47,543	9,819	26%
6116	Other Schools and Instruction (Private)	19,264	28,970	9,706	50%
5312	Offices of Real Estate Agents and Brokers	27,532	37,174	9,642	35%
6211	Offices of Physicians	67,638	76,632	8,994	13%
6213	Offices of Other Health Practitioners	30,285	39,253	8,968	30%
6232	Residential Mental Retardation, Mental Health and Substance Abuse Facilities	30,473	38,983	8,510	28%
7139	Other Amusement and Recreation Industries	40,089	48,349	8,260	21%
5419	Other Professional, Scientific, and Technical Services	43,941	51,946	8,005	18%
6244	Child Day Care Services	47,952	55,568	7,616	16%
5614	Business Support Services	23,901	31,336	7,435	31%
6221	General Medical and Surgical Hospitals (Private)	126,174	132,427	6,253	5%
<b>Total</b>		<b>4,392,697</b>	<b>4,639,423</b>	<b>246,726</b>	<b>6%</b>

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2014.2 Class of Worker

## Projected Industry Growth 2013-2023

Projected changes in employment from 2013 to 2023 are presented in the following tables.

Notable observations from the projected industry data include:

- Over the next 10 years, Franklin County is expected to grow at the fastest rate, increasing jobs by 11% while the North Country is adding 8% and Upstate NY will add 10%. Health Care industries will likely continue to be lead growth sectors in local and regional geographies.
- The second fastest growing industry is expected to be Administrative and Support and Waste Management and Remediation Services.<sup>11</sup>
- Other Financial Investment Activities will lead the growth in the North Country and Upstate NY.<sup>12</sup>
- There is projected to be growth in the Lessors of Real Estate industry in all three geographies. Other property related industries are also seeing growth such as Services to Buildings and Dwellings, and Activities Related to Real Estate.
- The Construction industry is projected to see a slight comeback after losing a significant number of jobs between 2003 and 2013.

---

<sup>11</sup> **Administrative and Support and Waste Management and Remediation Services** sector (NAICS 56) comprises establishments performing routine support activities for the day-to-day operations of other organizations. These essential activities are often undertaken in-house by establishments in many sectors of the economy. The establishments in this sector specialize in one or more of these support activities and provide these services to clients in a variety of industries and, in some cases, to households. Activities performed include: office administration, hiring and placing of personnel, document preparation and similar clerical services, solicitation, collection, security and surveillance services, cleaning, and waste disposal services.

<sup>12</sup> **Other Financial Investment Activities** sector (NAICS 5239) includes establishments primarily engaged in one of the following: (1) acting as principals in buying or selling financial contracts (except investment bankers, securities dealers, and commodity contracts dealers); (2) acting as agents (i.e., brokers) (except securities brokerages and commodity contracts brokerages) in buying or selling financial contracts; or (3) providing other investment services (except securities and commodity exchanges), such as portfolio management; investment advice; and trust, fiduciary, and custody services

Projected Employment Change							
NAICS	Description	Franklin County		North Country		Upstate NY	
		2013-2023 Change	2013-2023 % Change	2013-2023 Change	2013-2023 % Change	2013-2023 Change	2013-2023 % Change
11	Agriculture, Forestry, Fishing and Hunting	46	5%	(187)	-3%	(3,278)	-6%
21	Mining, Quarrying, and Oil and Gas Extraction	31	63%	135	22%	4,348	32%
22	Utilities	5	13%	(98)	-14%	(548)	-3%
23	Construction	30	3%	272	3%	11,917	6%
31	Manufacturing	(21)	-5%	(1,197)	-10%	(23,238)	-7%
42	Wholesale Trade	38	16%	363	11%	10,427	8%
44	Retail Trade	154	6%	2,099	8%	21,281	4%
48	Transportation and Warehousing	30	13%	526	11%	9,897	9%
51	Information	19	8%	108	5%	(3,898)	-5%
52	Finance and Insurance	95	17%	2,143	31%	72,674	26%
53	Real Estate and Rental and Leasing	241	34%	2,045	30%	48,699	26%
54	Professional, Scientific, and Technical Services	53	8%	984	16%	35,313	13%
55	Management of Companies and Enterprises	30	45%	97	9%	6,107	10%
56	Administrative and Support and Waste Management and Remediation Services	384	64%	1,873	30%	42,476	20%
61	Educational Services (Private)	106	13%	364	6%	23,634	13%
62	Health Care and Social Assistance	697	19%	4,671	17%	115,725	19%
71	Arts, Entertainment, and Recreation	128	32%	777	20%	28,302	24%
72	Accommodation and Food Services	211	16%	1,639	10%	34,732	12%
81	Other Services (except Public Administration)	78	7%	1,374	14%	32,452	14%
90	Government	219	3%	(1,140)	-2%	(11,169)	-2%
<b>Total</b>		<b>2,564</b>	<b>11%</b>	<b>16,837</b>	<b>8%</b>	<b>455,488</b>	<b>10%</b>

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2014.2 Class of Worker

Note: Table does not include NAICS 99 "Unclassified Industries"



Franklin County

Fastest Growing Industries (Projected) - 4-digit NAICS					
NAICS	Description	2013 Jobs	2023 Jobs	Number Change	Percent Change
6221	General Medical and Surgical Hospitals (Private)	1,112	1,299	187	17%
5613	Employment Services	128	306	178	139%
6113	Colleges, Universities, and Professional Schools (Private)	580	757	177	31%
5311	Lessors of Real Estate	335	476	141	42%
4529	Other General Merchandise Stores	324	464	140	43%
5617	Services to Buildings and Dwellings	274	400	126	46%
5239	Other Financial Investment Activities	195	312	117	100%
6232	Residential Mental Retardation, Mental Health and Substance Abuse Facilities	685	801	116	17%
6243	Vocational Rehabilitation Services	379	494	115	30%
2382	Building Equipment Contractors	213	320	107	50%
9039	Local Government, Excluding Education and Hospitals	2,745	2,851	106	4%
9036	Education and Hospitals (Local Government)	1,928	2,027	99	5%
6213	Offices of Other Health Practitioners	167	252	85	51%
1120	Animal Production	620	695	75	12%
7223	Special Food Services	147	220	73	50%
6214	Outpatient Care Centers	156	227	71	46%
6241	Individual and Family Services	361	430	69	19%
4539	Other Miscellaneous Store Retailers	159	227	68	43%
5416	Management, Scientific, and Technical Consulting Services	139	203	64	46%
5313	Activities Related to Real Estate	166	229	63	38%
7222	Limited-Service Eating Places	402	457	55	14%
7211	Traveler Accommodation	201	253	52	26%
7139	Other Amusement and Recreation Industries	178	228	50	28%
8111	Automotive Repair and Maintenance	198	246	48	24%
9029	State Government, Excluding Education and Hospitals	3,326	3,368	42	1%
<b>Total</b>		<b>23,888</b>	<b>26,452</b>	<b>2,564</b>	<b>11%</b>

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2014.2 Class of Worker

North Country

Fastest Growing Industries (Projected) - 4-digit NAICS					
NAICS	Description	2013 Jobs	2023 Jobs	Number Change	Percent Change
5239	Other Financial Investment Activities	2,629	4,190	1,561	59%
4529	Other General Merchandise Stores	3,244	4,438	1,194	37%
5311	Lessors of Real Estate	3,058	4,089	1,031	34%
5617	Services to Buildings and Dwellings	2,560	3,335	775	30%
6232	Residential Mental Retardation, Mental Health and Substance Abuse Facilities	2,548	3,262	714	28%
6241	Individual and Family Services	2,915	3,586	671	23%
6221	General Medical and Surgical Hospitals (Private)	7,484	8,107	623	100%
7222	Limited-Service Eating Places	5,013	5,563	550	11%
5313	Activities Related to Real Estate	1,541	2,033	492	32%
5614	Business Support Services	1,238	1,721	483	39%
6213	Offices of Other Health Practitioners	1,367	1,831	464	34%
8134	Civic and Social Organizations	901	1,302	401	45%
5419	Other Professional, Scientific, and Technical Services	1,815	2,211	396	22%
5312	Offices of Real Estate Agents and Brokers	1,653	2,037	384	23%
5242	Agencies, Brokerages, and Other Insurance Related Activities	1,793	2,161	368	21%
6211	Offices of Physicians	2,770	3,134	364	13%
6244	Child Day Care Services	2,694	3,057	363	13%
7139	Other Amusement and Recreation Industries	1,760	2,118	358	20%
7211	Traveler Accommodation	3,292	3,644	352	11%
5231	Securities and Commodity Contracts Intermediation and Brokerage	621	959	338	54%
6231	Nursing Care Facilities	2,706	3,036	330	12%
7212	RV (Recreational Vehicle) Parks and Recreational Camps	512	841	329	64%
4441	Building Material and Supplies Dealers	2,079	2,404	325	16%
8121	Personal Care Services	1,675	1,981	306	18%
5416	Management, Scientific, and Technical Consulting Services	869	1,171	302	35%
<b>Total</b>		<b>221,349</b>	<b>238,186</b>	<b>16,837</b>	<b>8%</b>

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2014.2 Class of Worker

Upstate NY

Fastest Growing Industries (Projected) - 4-digit NAICS					
NAICS	Description	2013 Jobs	2023 Jobs	Number Change	Percent Change
5239	Other Financial Investment Activities	109,472	167,784	58,312	53%
5311	Lessors of Real Estate	92,961	122,894	29,933	32%
5617	Services to Buildings and Dwellings	72,331	93,954	21,623	30%
6113	Colleges, Universities, and Professional Schools (Private)	109,573	126,748	17,175	16%
6241	Individual and Family Services	58,914	75,949	17,035	29%
6216	Home Health Care Services	37,691	52,428	14,737	39%
5313	Activities Related to Real Estate	46,872	60,706	13,834	100%
6211	Offices of Physicians	76,632	90,427	13,795	18%
7222	Limited-Service Eating Places	96,842	110,624	13,782	14%
7139	Other Amusement and Recreation Industries	48,349	61,277	12,928	27%
6244	Child Day Care Services	55,568	66,807	11,239	20%
5614	Business Support Services	31,336	42,386	11,050	35%
6232	Residential Mental Retardation, Mental Health and Substance Abuse Facilities	38,983	49,832	10,849	28%
7221	Full-Service Restaurants	119,218	129,819	10,601	9%
8121	Personal Care Services	42,838	53,042	10,204	24%
6213	Offices of Other Health Practitioners	39,253	49,183	9,930	25%
5416	Management, Scientific, and Technical Consulting Services	39,759	49,240	9,481	24%
4529	Other General Merchandise Stores	37,894	46,698	8,804	23%
6231	Nursing Care Facilities	63,534	72,137	8,603	14%
5231	Securities and Commodity Contracts Intermediation and Brokerage	22,252	30,826	8,574	39%
2361	Residential Building Construction	32,228	40,038	7,810	24%
5242	Agencies, Brokerages, and Other Insurance Related Activities	47,543	54,494	6,951	15%
5419	Other Professional, Scientific, and Technical Services	51,946	58,828	6,882	13%
6214	Outpatient Care Centers	16,399	23,170	6,771	41%
2382	Building Equipment Contractors	51,426	57,909	6,483	13%
<b>Total</b>		<b>4,639,423</b>	<b>5,094,911</b>	<b>455,488</b>	<b>10%</b>

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2014.2 Class of Worker

## Concentrated Industries: Location Quotient Analysis

Location Quotient (LQ) analysis compares a specific geographic region to a larger reference area by quantifying how concentrated a particular industry, demographic group, or other variable is as compared to the larger geography. In this section, employment by industry in Franklin County and the North Country is compared to the State to identify which industries are more highly concentrated in the region than at the state level.

LQ is calculated by dividing the percent of jobs within each industry locally by the percent of jobs in the same industry at the state level. For example, if the finance and insurance industry accounts for 2% of jobs in a community and at the state level this industry has 1% of the total jobs, the community has a LQ of 2.0 ( $0.02 \div 0.01 = 2$ ). In this example, the local community employs twice as many individuals in the industry as expected based on state employment patterns. Typically, only values above 1.20 or below 0.80 are considered “significant” findings in LQ analysis. Industries with a high LQ and high employment numbers are assumed to produce more than what is needed locally (i.e. a surplus) and export their products and services.

The following tables contain the results of the national LQ analysis for the three geographies at the 2-digit level. In addition, an analysis was conducted to identify the top 25 largest state LQs in 2013 and compare them to their 2003 LQ and projected 2023 LQ.

From the LQ analysis, we note the following:

- Compared to the national average, Franklin County has a very high concentration of employment in the Agriculture, Forestry, and Fishing industry (7.81).
- Franklin County only has a significant national location quotient in Agriculture, Forestry, and Fishing (78); Mining, Quarrying, and Oil and Gas Extraction (2.05); and, Government (2.87).
- All of the top 25 industries are significantly concentrated compared to the State with the largest being Tobacco Manufacturing which is projected to get stronger in the coming years in Franklin County. This is a direct result of the St. Regis Indian Reservation where they produce and sell cigarettes.
- The most concentrated industries in Franklin County are agriculture and forestry related including Support Activities for Forestry; Logging; Animal Production; Sawmills and Wood Preservation; Support Activities for Crop Production; and Dairy Production Manufacturing.
- The most concentrated industries in the North Country are in the production/manufacturing industries including Alumina and Aluminum Production and Processing; Railroad Rolling Stock Manufacturing; Pulp, Paper and Paperboard Mills; Tobacco Manufacturing; Logging; and others.

National Location Quotient				
NAICS	Description	Franklin County	North Country	Upstate NY
		2013 National LQ	2013 National LQ	2013 National LQ
11	Agriculture, Forestry, Fishing and Hunting	7.81	1.70	0.66
21	Mining, Quarrying, and Oil and Gas Extraction	2.05	0.35	0.37
22	Utilities	0.56	0.98	1.24
23	Construction	0.85	0.92	0.88
31	Manufacturing	0.49	0.75	1.00
42	Wholesale Trade	0.33	0.45	0.80
44	Retail Trade	1.13	1.18	1.09
48	Transportation and Warehousing	0.33	0.67	0.76
51	Information	0.43	0.57	0.85
52	Finance and Insurance	0.30	0.56	1.08
53	Real Estate and Rental and Leasing	0.70	0.67	0.89
54	Professional, Scientific, and Technical Services	0.34	0.42	0.89
55	Management of Companies and Enterprises	0.28	0.38	1.04
56	Administrative and Support and Waste Management and Remediation Services	0.68	0.46	0.74
61	Educational Services (Private)	0.88	1.05	1.66
62	Health Care and Social Assistance	1.13	1.09	1.19
71	Arts, Entertainment, and Recreation	0.62	0.79	1.14
72	Accommodation and Food Services	0.88	1.02	0.90
81	Other Services (except Public Administration)	0.80	0.79	0.89
90	Government	2.87	2.20	1.17

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2014.2 Class of Worker  
 Note: Table does not include NAICS 99 "Unclassified Industries"

Franklin County

State Location Quotient - 4-digit NAICS					
NAICS	Description	2003 LQ	2013 LQ	2023 LQ	Trend
3122	Tobacco Manufacturing	0.00	147.11	132.10	↘
1153	Support Activities for Forestry	10.07	18.31	18.12	↘
1133	Logging	13.79	16.64	21.29	↘
1120	Animal Production	7.89	10.65	12.17	↘
9029	State Government, Excluding Education and Hospitals	9.64	10.45	10.97	↘
6243	Vocational Rehabilitation Services	4.73	6.00	7.03	↘
3211	Sawmills and Wood Preservation	9.44	5.75	0.00	↘
1151	Support Activities for Crop Production	4.75	5.68	6.46	↘
7212	RV (Recreational Vehicle) Parks and Recreational Camps	4.23	5.66	5.14	↘
3115	Dairy Product Manufacturing	3.02	4.81	4.66	↘
6232	Residential Mental Retardation, Mental Health and Substance Abuse Facilities	4.98	4.50	4.09	↘
4471	Gasoline Stations	3.61	4.41	5.05	↘
3141	Textile Furnishings Mills	0.00	4.34	14.65	↘
1152	Support Activities for Animal Production	4.05	3.96	4.93	↘
6114	Business Schools and Computer and Management Training (Private)	0.00	3.57	3.26	↘
3241	Petroleum and Coal Products Manufacturing	12.42	3.36	0.00	↘
4543	Direct Selling Establishments	2.70	3.20	3.47	↘
9039	Local Government, Excluding Education and Hospitals	1.68	2.90	3.06	↘
4529	Other General Merchandise Stores	0.71	2.78	3.50	↘
4412	Other Motor Vehicle Dealers	3.63	2.54	2.13	↘
3261	Plastics Product Manufacturing	2.41	2.44	1.75	↘
5322	Consumer Goods Rental	1.69	2.14	2.37	↘
7131	Amusement Parks and Arcades	0.00	2.05	4.33	↘
4442	Lawn and Garden Equipment and Supplies Stores	1.58	2.00	2.35	↘
4539	Other Miscellaneous Store Retailers	1.25	1.91	2.57	↘

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2014.2 Class of Worker

North Country

State Location Quotient - 4-digit NAICS					
NAICS	Description	2003 LQ	2013 LQ	2023 LQ	Trend
3313	Alumina and Aluminum Production and Processing	21.24	20.32	18.70	↘
3365	Railroad Rolling Stock Manufacturing	22.70	17.40	14.28	↘
3221	Pulp, Paper, and Paperboard Mills	18.70	16.84	15.83	↘
9012	Federal Government, Military	10.50	16.77	17.92	↘
3122	Tobacco Manufacturing	0.00	15.88	14.67	↘
1133	Logging	13.14	13.59	16.01	↘
1131	Timber Tract Operations	12.87	13.00	0.00	↘
3212	Veneer, Plywood, and Engineered Wood Product Manufacturing	6.13	9.56	9.76	↘
1120	Animal Production	7.47	8.49	9.04	↘
1142	Hunting and Trapping	6.36	8.30	9.78	↘
1153	Support Activities for Forestry	8.12	7.43	7.05	↘
3351	Electric Lighting Equipment Manufacturing	5.30	6.99	6.87	↘
3241	Petroleum and Coal Products Manufacturing	4.17	6.40	7.36	↘
7212	RV (Recreational Vehicle) Parks and Recreational Camps	5.24	6.26	6.81	↘
1151	Support Activities for Crop Production	4.51	5.75	6.66	↘
3346	Manufacturing and Reproducing Magnetic and Optical Media	4.79	5.07	0.00	↘
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	2.89	4.39	4.78	↘
3115	Dairy Product Manufacturing	5.69	4.21	3.26	↘
2123	Nonmetallic Mineral Mining and Quarrying	3.51	3.88	4.24	↘
3272	Glass and Glass Product Manufacturing	3.05	3.83	4.52	↘
3211	Sawmills and Wood Preservation	4.40	3.72	3.06	↘
4471	Gasoline Stations	2.94	3.52	4.10	↘
1141	Fishing	2.52	3.37	3.72	↘
9029	State Government, Excluding Education and Hospitals	3.20	3.25	3.41	↘
4529	Other General Merchandise Stores	1.26	3.00	3.72	↘

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2014.2 Class of Worker

Upstate NY

State Location Quotient - 4-digit NAICS					
NAICS	Description	2003 LQ	2013 LQ	2023 LQ	Trend
3313	Alumina and Aluminum Production and Processing	2.22	2.48	2.54	
1120	Animal Production	2.31	2.47	2.54	
3365	Railroad Rolling Stock Manufacturing	2.35	2.47	2.54	
3361	Motor Vehicle Manufacturing	2.16	2.45	2.51	
2111	Oil and Gas Extraction	2.19	2.43	2.53	
3331	Agriculture, Construction, and Mining Machinery Manufacturing	2.27	2.43	2.51	
1132	Forest Nurseries and Gathering of Forest Products	2.12	2.43	2.54	
3252	Resin, Synthetic Rubber, and Artificial Synthetic Fibers and Filaments Manufacturing	2.19	2.42	2.53	
1133	Logging	2.31	2.41	2.44	
3212	Veneer, Plywood, and Engineered Wood Product Manufacturing	2.27	2.40	2.46	
3211	Sawmills and Wood Preservation	2.28	2.40	2.50	
3112	Grain and Oilseed Milling	2.05	2.38	2.45	
1131	Timber Tract Operations	2.34	2.38	2.29	
3111	Animal Food Manufacturing	1.98	2.37	2.48	
2123	Nonmetallic Mineral Mining and Quarrying	2.23	2.36	2.40	
3271	Clay Product and Refractory Manufacturing	2.20	2.35	2.35	
3314	Nonferrous Metal (except Aluminum) Production and Processing	2.20	2.33	2.37	
3336	Engine, Turbine, and Power Transmission Equipment Manufacturing	2.14	2.32	2.41	
3221	Pulp, Paper, and Paperboard Mills	2.29	2.32	2.26	
3312	Steel Product Manufacturing from Purchased Steel	2.28	2.31	2.09	
3311	Iron and Steel Mills and Ferroalloy Manufacturing	2.11	2.30	2.35	
3115	Dairy Product Manufacturing	2.01	2.28	2.40	
3259	Other Chemical Product and Preparation Manufacturing	2.17	2.26	1.56	
3363	Motor Vehicle Parts Manufacturing	2.14	2.25	2.47	
3362	Motor Vehicle Body and Trailer Manufacturing	2.14	2.24	1.28	

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2014.2 Class of Worker



## Competitive Industries: Shift Share Analysis

Shift Share Analysis distinguishes an industry's employment growth in a specific area that is attributable to local competitive advantages or disadvantages from growth which is attributable to overall national employment trends or national employment trends in that industry.

The shift share analysis helps to answer the question of *"Why is employment growing or declining in this regional industry, cluster, or occupation?"* To do this, shift share analysis splits regional job growth into three components: the national change effect, industrial mix effect, and regional competitiveness effect. The following table shows whether Franklin County has a particular competitive advantage compared to the other geographies. A shift share analysis is based on four factors:

- **The Industrial Mix Effect** - The industrial mix effect represents the share of regional industry growth explained by the growth of the specific industry at the national level. To arrive at this number, the national growth rate of the total economy is subtracted from the national growth rate of the specific industry, and this growth percentage is applied to the regional jobs in that industry.
- **The National Growth Effect** - The national growth effect explains how much of the regional industry's growth is explained by the overall growth of the national economy: if the nation's whole economy is growing, you would generally expect to see some positive change in each industry in your local region (the proverbial "rising tide that lifts all boats" analogy).
- **The Expected Change** - This is simply the rate of growth of the particular industry at the national level. Algebraically, the expected change is the sum of the industrial mix and the national growth effects.
- **The Regional Competitive Effect** - The regional competitive effect is the most interesting of the three indicators. It explains how much of the change in a given industry is due to some unique competitive advantage that the region possesses, because the growth cannot be explained by national trends in that industry or the economy as whole. This effect is calculated by taking the total regional growth of the given industry and subtracting the national growth for that same industry. Note that this effect can be positive even as regional employment in the industry declines. This would indicate that regional decline is less than the national decline.

The following tables contain the results of the shift share analysis for the three geographies at the 2-digit level. In addition, an analysis was conducted to identify the 25 industries with the largest regional competitive effect between 2003 and 2013.

The following are some of the key findings of the shift share analysis:

- At the 2-digit NAICS code level, the private sector industries with the greatest employment growth attributable to regional competitive advantages in Franklin County include:
  - Agriculture, Forestry, Fishing and Hunting
  - Retail trade
  - Administrative and Support and Waste Management and Remediation Services
- Franklin County has a positive competitive effect in Management of Companies and Enterprises and the other two geographies have a negative effect.
- Franklin County and the North Country are competitive in many of the same industries. However, the competitive industries of these areas differ from those of Upstate New York as a whole, where service industries are more competitive.
- Franklin County and the North Country both have a competitive advantage in Agriculture, Forestry, Fishing and Hunting where Upstate NY has a negative effect.

- Animal Production has the third largest competitive effect in Franklin County, growing faster than the national growth. Animal Production has the fourth largest competitive effect in the North Country and it does not appear on the list for the rest of Upstate New York. This indicates strength in the region in Animal Production and other agriculture related industries.
- At the 4-digit NAICS Code, the agricultural industries that are the most locally competitive in Franklin County include Animal Production, Tobacco Manufacturing, and Dairy Product Manufacturing. In the retail sector, General Merchandise Stores, Special Food Stores, and Direct Selling Establishments have the greatest local competitive advantage.
- While many of the industries that are locally competitive in Franklin County are also competitive in the North Country, the North Country shows more local competitive advantages in certain financial services industry sectors, including Business Support Services and Securities and Commodity Contracts Intermediation and Brokerage
- Government and Health Care continue to show their importance in the regional economy as related industries have some of the highest regional competitive effects in Franklin County and the North Country.

Shift Share Analysis				
NAICS	Description	Franklin County	North Country	Upstate NY
		Competitive Effect	Competitive Effect	Competitive Effect
11	Agriculture, Forestry, Fishing and Hunting	157	397	(950)
21	Mining, Quarrying, and Oil and Gas Extraction	(1)	(379)	(3,205)
22	Utilities	(19)	(140)	(3,247)
23	Construction	41	629	7,891
31	Manufacturing	(182)	(2,427)	(23,574)
42	Wholesale Trade	18	98	(11,307)
44	Retail Trade	184	957	(2,305)
48	Transportation and Warehousing	(75)	(739)	(8,920)
51	Information	48	34	(12,729)
52	Finance and Insurance	(84)	1,106	31,141
53	Real Estate and Rental and Leasing	37	943	8,384
54	Professional, Scientific, and Technical Services	(101)	(449)	(21,623)
55	Management of Companies and Enterprises	26	(752)	(1,832)
56	Administrative and Support and Waste Management and Remediation Services	275	842	(7,198)
61	Educational Services (Private)	(51)	(1,227)	(22,469)
62	Health Care and Social Assistance	(428)	(3,440)	(68,646)
71	Arts, Entertainment, and Recreation	(521)	(632)	(2,836)
72	Accommodation and Food Services	(185)	(1,121)	(6,029)
81	Other Services (except Public Administration)	(228)	(1,170)	(15,936)
90	Government	550	5,794	(37,414)

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2014.2 Class of Worker  
Note: Table does not include NAICS 99 "Unclassified Industries"

Franklin County

NAICS	Description	2003-2013 Employment Change	Industry Mix Effect	National Growth Effect	Expected Change	Regional Competitive Effect
9039	Local Government, Excluding Education and Hospitals	1,033	(130)	174	44	989
4529	Other General Merchandise Stores	256	19	7	26	230
1120	Animal Production	158	(42)	47	5	153
6221	General Medical and Surgical Hospitals (Private)	235	13	89	102	134
5613	Employment Services	128	-	-	-	125
3122	Tobacco Manufacturing	125	(1)	-	(1)	125
7223	Special Food Services	119	6	3	9	110
2382	Building Equipment Contractors	91	(14)	12	(2)	92
5617	Services to Buildings and Dwellings	136	32	14	46	90
6114	Business Schools and Computer and Management Training (Private)	85	-	1	1	75
4543	Direct Selling Establishments	26	(80)	37	(43)	69
4539	Other Miscellaneous Store Retailers	68	1	9	10	58
6243	Vocational Rehabilitation Services	66	(21)	32	11	55
5416	Management, Scientific, and Technical Consulting Services	85	27	5	32	52
2361	Residential Building Construction	9	(64)	26	(38)	47
5313	Activities Related to Real Estate	87	33	8	41	46
4931	Warehousing and Storage	56	3	1	4	43
8111	Automotive Repair and Maintenance	41	(17)	16	(1)	42
3115	Dairy Product Manufacturing	39	(6)	6	-	39
7121	Museums, Historical Sites, and Similar Institutions	46	1	1	2	39
4471	Gasoline Stations	27	(31)	24	(7)	34
5611	Office Administrative Services	40	5	2	7	33
8131	Religious Organizations	33	(13)	16	3	31
5311	Lessors of Real Estate	147	99	19	118	29
5111	Newspaper, Periodical, Book, and Directory Publishers	(3)	(43)	11	(32)	29
<b>Total</b>		<b>1,620</b>	<b>(533)</b>	<b>2,265</b>	<b>1,732</b>	<b>(112)</b>

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2014.2 Class of Worker  
 \* Employment in 2003 was less than 10 so the 2003-2013 change is based on zero employment in 2003.

North Country

NAICS	Description	2003-2013 Employment Change	Industry Mix Effect	National Growth Effect	Expected Change	Regional Competitive Effect
9012	Federal Government, Military	7,430	(1,414)	1,218	(196)	7,627
4529	Other General Merchandise Stores	2,124	318	114	432	1,692
5239	Other Financial Investment Activities	1,825	1,038	82	1,120	705
1120	Animal Production	529	(365)	412	47	482
9011	Federal Government, Civilian	604	(326)	465	139	466
5312	Offices of Real Estate Agents and Brokers	655	140	101	241	413
5614	Business Support Services	508	21	74	95	413
5231	Securities and Commodity Contracts Intermediation and Brokerage	407	23	22	45	362
6232	Residential Mental Retardation, Mental Health and Substance Abuse Facilities	741	202	184	386	356
5617	Services to Buildings and Dwellings	865	400	172	572	293
2361	Residential Building Construction	(80)	(583)	234	(349)	269
3222	Converted Paper Product Manufacturing	150	(159)	45	(114)	263
5313	Activities Related to Real Estate	696	348	86	434	262
4471	Gasoline Stations	166	(237)	184	(53)	219
5311	Lessors of Real Estate	1,305	924	178	1,102	203
7211	Traveler Accommodation	331	(161)	301	140	191
3323	Architectural and Structural Metals Manufacturing	166	(50)	29	(21)	187
8134	Civic and Social Organizations	141	(123)	77	(46)	187
2382	Building Equipment Contractors	164	(198)	182	(16)	181
4854	School and Employee Bus Transportation	198	5	18	23	174
5419	Other Professional, Scientific, and Technical Services	484	177	135	312	172
2362	Nonresidential Building Construction	78	(178)	98	(80)	158
8111	Automotive Repair and Maintenance	149	(143)	136	(7)	156
4931	Warehousing and Storage	252	77	22	99	154
4481	Clothing Stores	228	8	81	89	138
<b>Total</b>		<b>15,066</b>	<b>(6,026)</b>	<b>20,974</b>	<b>14,948</b>	<b>119</b>

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2014.2 Class of Worker

Upstate New York

NAICS	Description	2003-2013 Employment Change	Industry Mix Effect	National Growth Effect	Expected Change	Regional Competitive Effect
5239	Other Financial Investment Activities	70,465	50,403	3,966	54,369	16,096
5231	Securities and Commodity Contracts Intermediation and Brokerage	10,111	1,288	1,234	2,522	7,589
9012	Federal Government, Military	5,938	(4,118)	3,546	(572)	6,510
5313	Activities Related to Real Estate	19,872	11,139	2,745	13,884	5,988
2361	Residential Building Construction	869	(7,934)	3,188	(4,746)	5,615
5614	Business Support Services	7,435	689	2,430	3,119	4,316
4529	Other General Merchandise Stores	13,302	6,994	2,500	9,494	3,808
5312	Offices of Real Estate Agents and Brokers	9,642	3,870	2,799	6,669	2,973
7132	Gambling Industries	2,591	16	72	88	2,504
6244	Child Day Care Services	7,616	341	4,875	5,216	2,400
4521	Department Stores	(3,571)	(10,282)	4,335	(5,947)	2,375
3339	Other General Purpose Machinery Manufacturing	2,024	(1,328)	1,022	(306)	2,330
6239	Other Residential Care Facilities	2,095	(1,110)	913	(197)	2,292
2383	Building Finishing Contractors	(3,841)	(10,151)	4,064	(6,087)	2,246
6232	Residential Mental Retardation, Mental Health and Substance Abuse Facilities	8,510	3,401	3,098	6,499	2,010
3222	Converted Paper Product Manufacturing	(771)	(3,347)	955	(2,392)	1,621
8111	Automotive Repair and Maintenance	1,417	(3,236)	3,074	(162)	1,579
2382	Building Equipment Contractors	965	(5,600)	5,130	(470)	1,434
3115	Dairy Product Manufacturing	1,347	(797)	741	(56)	1,402
7222	Limited-Service Eating Places	18,550	9,200	7,960	17,160	1,389
3323	Architectural and Structural Metals Manufacturing	801	(1,264)	732	(532)	1,334
3342	Communications Equipment Manufacturing	(33)	(1,771)	458	(1,313)	1,281
3399	Other Miscellaneous Manufacturing	(425)	(2,586)	1,065	(1,521)	1,096
4422	Home Furnishings Stores	(308)	(2,166)	802	(1,364)	1,057
3345	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	(303)	(2,948)	1,618	(1,330)	1,027
<b>Total</b>		<b>246,726</b>	<b>9,843</b>	<b>446,612</b>	<b>456,455</b>	<b>(209,729)</b>

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2014.2 Class of Worker

## Occupation Analysis

In addition to looking at employment by industry, Camoin Associates analyzed employment by occupation. Occupations refer not to the product or service being provided, but by the defined set of tasks of the employee in question. Occupations are classified using the Standard Occupational Classification (SOC) system. This is the system used by Federal statistical agencies to classify workers into one of 840 occupational categories. For more detail on occupations and the “Standard Occupational Classification” system (SOC), we refer the reader to <http://www.bls.gov/soc/>.

All occupation data for this report was collected from EMSI Complete Employment.

Occupational data are helpful in evaluating how the skills, education, and certifications of a particular community’s residents match up with the area’s occupational needs of the future. The report identifies the top occupations and fastest-growing occupations within each community.

The following tables contain the results of the occupation analysis including employment in occupations at the 2-digit level and the top 25 largest occupations at the 5-digit level.

From the occupation analysis, we find the following:

- The two largest occupations in all three geographies include Sales and Related Occupations and Office and Administrative Support Occupations.
- The only large difference between Franklin County and the North Country is in the Military Occupations classification. Employment at Fort Drum, a large military installation in Watertown (Jefferson County), is the primary reason for this difference.
- At the 5-digit level, the largest occupation in Franklin County is employees classified as Correctional Officers and Jailers. Employees in this occupation earn approximately \$57,000 each year which is higher than the average earnings for the county of \$49,400.
- Very few of the top occupations in Franklin County require more than a high school diploma or GED. The few that require more include: Registered Nurses, Teacher Assistants, Postsecondary Teachers, and Elementary School Teachers.
- The largest occupation in Upstate NY is Retail Salespersons followed by Cashiers.
- The Annual Openings column highlights includes a combination of new job growth and replacement jobs that result from retirement and other turnover. Occupations with a high number of annual openings could suggest an opportunity for training or other programs to prepare unemployed people for that occupation. In Franklin County, the occupation with the highest number of openings is the Correctional Officers occupation (even including all occupations beyond the top 25).



Largest Occupations							
SOC	Description	Franklin County		North Country		Upstate New York	
		2013 Occupations	% of All Jobs	2013 Occupations	% of All Jobs	2013 Occupations	% of All Jobs
11-0000	Management Occupations	1,740	7%	13,856	6%	279,395	6%
13-0000	Business and Financial Operations Occupations	874	4%	7,806	4%	267,771	6%
15-0000	Computer and Mathematical Occupations	167	1%	1,448	1%	89,128	2%
17-0000	Architecture and Engineering Occupations	171	1%	1,391	1%	60,422	1%
19-0000	Life, Physical, and Social Science Occupations	216	1%	1,565	1%	44,703	1%
21-0000	Community and Social Service Occupations	765	3%	3,647	2%	77,140	2%
23-0000	Legal Occupations	217	1%	1,170	1%	42,573	1%
25-0000	Education, Training, and Library Occupations	1,822	8%	14,204	6%	316,290	7%
27-0000	Arts, Design, Entertainment, Sports, and Media Occupations	453	2%	4,789	2%	142,817	3%
29-0000	Healthcare Practitioners and Technical Occupations	1,314	6%	11,057	5%	247,129	5%
31-0000	Healthcare Support Occupations	830	3%	6,280	3%	130,863	3%
33-0000	Protective Service Occupations	1,828	8%	7,163	3%	104,765	2%
35-0000	Food Preparation and Serving Related Occupations	1,366	6%	15,220	7%	306,469	7%
37-0000	Building and Grounds Cleaning and Maintenance Occupations	1,032	4%	8,699	4%	176,528	4%
39-0000	Personal Care and Service Occupations	1,421	6%	10,910	5%	234,622	5%
41-0000	Sales and Related Occupations	2,382	10%	25,595	12%	594,180	13%
43-0000	Office and Administrative Support Occupations	3,306	14%	27,045	12%	655,914	14%
45-0000	Farming, Fishing, and Forestry Occupations	244	1%	2,305	1%	20,801	0%
47-0000	Construction and Extraction Occupations	1,243	5%	10,083	5%	188,416	4%
49-0000	Installation, Maintenance, and Repair Occupations	814	3%	7,819	4%	156,685	3%
51-0000	Production Occupations	531	2%	8,444	4%	218,137	5%
53-0000	Transportation and Material Moving Occupations	995	4%	10,717	5%	224,741	5%
55-0000	Military occupations	83	0%	19,408	9%	40,818	1%
99-0000	Unclassified Occupation	74	0%	727	0%	19,116	0%
<b>Total</b>		<b>23,888</b>	<b>100%</b>	<b>221,349</b>	<b>100%</b>	<b>4,639,423</b>	<b>100%</b>

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2014.2 Class of Worker

Largest Occupations						
SOC	Description	2013 Occupations	% of All Jobs	Annual Openings	Median Hourly Earnings	Education Level Required
33-3012	Correctional Officers and Jailers	1,152	5%	35	\$ 56,960	High school diploma or equivalent
11-9013	Farmers, Ranchers, and Other Agricultural Managers	526	2%	14	\$ 22,860	High school diploma or equivalent
41-2011	Cashiers	526	2%	24	\$ 17,580	Less than high school
39-9021	Personal Care Aides	507	2%	9	\$ 20,660	Less than high school
43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	506	2%	11	\$ 28,920	High school diploma or equivalent
41-2031	Retail Salespersons	492	2%	28	\$ 22,420	Less than high school
43-9061	Office Clerks, General	489	2%	13	\$ 25,120	High school diploma or equivalent
37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	485	2%	19	\$ 23,740	Less than high school
29-1141	Registered Nurses	448	2%	17	\$ 59,040	Associate's degree
35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	351	1%	21	\$ 19,240	Less than high school
39-9011	Childcare Workers	323	1%	15	\$ 13,820	High school diploma or equivalent
41-9022	Real Estate Sales Agents	311	1%	15	\$ 22,820	High school diploma or equivalent
47-4051	Highway Maintenance Workers	310	1%	6	\$ 36,460	High school diploma or equivalent
43-3031	Bookkeeping, Accounting, and Auditing Clerks	304	1%	6	\$ 31,280	High school diploma or equivalent
31-1011	Home Health Aides	302	1%	10	\$ 20,820	Less than high school
25-9041	Teacher Assistants	301	1%	8	\$ 19,460	Some college, no degree
41-1011	First-Line Supervisors of Retail Sales Workers	297	1%	12	\$ 26,280	High school diploma or equivalent
25-3098	Substitute Teachers	255	1%	6	\$ 22,320	N/A
25-1099	Postsecondary Teachers	248	1%	13	\$ 72,020	Doctoral or professional degree
49-9071	Maintenance and Repair Workers, General	248	1%	8	\$ 31,960	High school diploma or equivalent
35-3031	Waiters and Waitresses	242	1%	13	\$ 17,360	Less than high school
25-2021	Elementary School Teachers, Except Special Education	241	1%	8	\$ 48,620	Bachelor's degree
37-2012	Maids and Housekeeping Cleaners	237	1%	11	\$ 21,360	Less than high school
43-5081	Stock Clerks and Order Fillers	231	1%	8	\$ 18,980	Less than high school
43-1011	First-Line Supervisors of Office and Administrative Support Workers	217	1%	7	\$ 46,680	High school diploma or equivalent

Franklin County

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2014.2 Class of Worker  
 \* Median hourly earnings multiplied by 2,000 hours

Largest Occupations						
SOC	Description	2013 Occupations	% of All Jobs	Annual Openings	Median Hourly Earnings	Education Level Required
55-9999	Military occupations	19,408	9%	3	\$ 32,800	N/A
41-2031	Retail Salespersons	6,207	3%	310	\$ 21,520	Less than high school
41-2011	Cashiers	4,938	2%	256	\$ 17,800	Less than high school
35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	3,972	2%	210	\$ 17,300	Less than high school
37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	3,934	2%	126	\$ 22,320	Less than high school
33-3012	Correctional Officers and Jailers	3,781	2%	105	\$ 57,040	High school diploma or equivalent
11-9013	Farmers, Ranchers, and Other Agricultural Managers	3,757	2%	69	\$ 23,160	High school diploma or equivalent
43-9061	Office Clerks, General	3,744	2%	90	\$ 25,220	High school diploma or equivalent
43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	3,720	2%	64	\$ 29,180	High school diploma or equivalent
29-1141	Registered Nurses	3,503	2%	103	\$ 59,040	Associate's degree
41-9022	Real Estate Sales Agents	3,152	1%	141	\$ 23,900	High school diploma or equivalent
35-3031	Waiters and Waitresses	3,007	1%	163	\$ 17,520	Less than high school
39-9011	Childcare Workers	2,950	1%	148	\$ 12,920	High school diploma or equivalent
39-9021	Personal Care Aides	2,836	1%	69	\$ 21,100	Less than high school
41-1011	First-Line Supervisors of Retail Sales Workers	2,806	1%	98	\$ 27,860	High school diploma or equivalent
43-3031	Bookkeeping, Accounting, and Auditing Clerks	2,588	1%	42	\$ 31,400	High school diploma or equivalent
43-5081	Stock Clerks and Order Fillers	2,539	1%	84	\$ 18,540	Less than high school
25-9041	Teacher Assistants	2,384	1%	63	\$ 19,380	Some college, no degree
37-2012	Maids and Housekeeping Cleaners	2,259	1%	90	\$ 18,940	Less than high school
53-3032	Heavy and Tractor-Trailer Truck Drivers	2,179	1%	46	\$ 31,740	Postsecondary non-degree award
31-1014	Nursing Assistants	2,109	1%	63	\$ 24,120	Postsecondary non-degree award
49-9071	Maintenance and Repair Workers, General	2,108	1%	53	\$ 34,580	High school diploma or equivalent
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	2,086	1%	86	\$ 26,680	Less than high school
47-2031	Carpenters	2,064	1%	43	\$ 31,600	High school diploma or equivalent
25-3098	Substitute Teachers	2,015	1%	41	\$ 22,580	N/A

North Country

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2014.2 Class of Worker  
\* Median hourly earnings multiplied by 2,000 hours

Upstate NY

Largest Occupations						
SOC	Description	2013 Occupations	% of All Jobs	Annual Openings	Median Hourly Earnings	Education Level Required
41-2031	Retail Salespersons	134,104	3%	5,859	\$ 21,280	Short-term on-the-job training
41-2011	Cashiers	94,648	2%	4,599	\$ 17,740	Short-term on-the-job training
37-2011	Janitors and Cleaners, Except Maids and Housekeeping Cleaners	89,866	2%	3,127	\$ 23,960	Short-term on-the-job training
43-9061	Office Clerks, General	87,709	2%	2,262	\$ 25,780	Short-term on-the-job training
43-6014	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	86,664	2%	1,683	\$ 31,780	Short-term on-the-job training
41-9022	Real Estate Sales Agents	86,295	2%	3,559	\$ 32,000	Long-term on-the-job training
35-3021	Combined Food Preparation and Serving Workers, Including Fast Food	81,065	2%	4,564	\$ 17,440	Short-term on-the-job training
29-1141	Registered Nurses	74,631	2%	2,275	\$ 60,820	None
43-4051	Customer Service Representatives	62,366	1%	2,350	\$ 29,920	Short-term on-the-job training
39-9011	Childcare Workers	60,947	1%	3,160	\$ 16,500	Short-term on-the-job training
35-3031	Waiters and Waitresses	58,882	1%	3,463	\$ 18,060	Short-term on-the-job training
13-2052	Personal Financial Advisors	58,590	1%	4,964	\$ 67,340	None
43-3031	Bookkeeping, Accounting, and Auditing Clerks	56,974	1%	1,061	\$ 34,000	Moderate-term on-the-job training
43-5081	Stock Clerks and Order Fillers	54,553	1%	1,752	\$ 19,680	Short-term on-the-job training
25-9041	Teacher Assistants	53,683	1%	1,444	\$ 23,140	None
25-1099	Postsecondary Teachers	53,541	1%	1,553	\$ 69,620	None
39-9021	Personal Care Aides	52,429	1%	1,820	\$ 22,220	Short-term on-the-job training
41-1011	First-Line Supervisors of Retail Sales Workers	49,476	1%	1,541	\$ 30,440	None
11-1021	General and Operations Managers	47,275	1%	1,327	\$ 89,360	None
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	45,264	1%	1,911	\$ 25,080	Short-term on-the-job training
31-1014	Nursing Assistants	44,653	1%	1,470	\$ 26,220	None
13-2011	Accountants and Auditors	42,854	1%	1,736	\$ 59,700	None
43-1011	First-Line Supervisors of Office and Administrative Support Workers	42,529	1%	1,330	\$ 48,680	None
31-1011	Home Health Aides	41,645	1%	2,199	\$ 21,860	Short-term on-the-job training
55-9999	Military occupations	40,818	1%	6	\$ 32,700	N/A

Source: QCEW Employees, Non-QCEW Employees, Self-Employed & Extended Proprietors - EMSI 2014.2 Class of Worker  
 \* Median hourly earnings multiplied by 2,000 hours