

# JOINT UrbanStudies CENTER



## LACKAWANNA & LUZERNE BUSINESS PATTERNS 1998 - 2006

JOINT URBAN STUDIES CENTER  
NOVEMBER 2008

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## Introduction

The North American Industry Classification System (NAICS) is a development of the U.S. Census Bureau, and is used to organize and measure the annual industry statistics of specific locations and the country as a whole. The U.S. Census Bureau provides data on county business patterns since 1998, incorporating the total number of establishments, mid-March employment, first quarter and annual payroll, and the number of establishments by nine employment-size classes (also broken down by industry). County Business Patterns are offered for all U.S. counties and for the District of Columbia.

When the Joint Urban Studies Center (JUSC) came upon this valuable resource, it decided to further investigate county business patterns, paying particular attention to local counties as compared with Pennsylvania as a whole. In this report, JUSC focuses on Lackawanna and Luzerne Counties and provides a fascinating evaluation of their similarities, differences, and relationship to the Commonwealth's business patterns. Data is broken down by three specific years of activity: 1998, 2002 and 2006. JUSC will

The report begins with a summary of U.S. Census Bureau data for Lackawanna and Luzerne Counties, and Pennsylvania as a whole. The report then breaks down county business patterns for 1998, 2002 and 2006. In its conclusion, the report evaluates county and state-wide data and identifies points of growth, decline, change, and stagnancy. JUSC hopes this report will prove informative in the prediction and management of Pennsylvania's future business patterns.

# 1998 Business Patterns

## Luzerne County

In 1998, Luzerne County reported 122,507 workers employed in 7,636 separate establishments. The county's total annual payroll for that year totaled more than \$2.9 million, with first quarter payroll of \$694,274. In terms of industry, 1,998 business patterns were divided into 21 categories, each representing a different industrial branch. That year, Luzerne County's highest employment rate occurred in the Manufacturing industry, with 23,026 workers who also earned the highest annual payroll (\$684,959). The Healthcare and Social Assistance industry represented the county's second largest industry - with 20,701 employees and the second highest annual payroll (\$552,238). The greatest number of establishments occurred in the Retail Trade industry (1,392). The lowest statistics represented the Forestry, Fishing, Hunting, and Agriculture industry, as well as unclassified establishments.

Luzerne County's business patterns were further classified by the number of establishments by employment-size class for each of the 21 establishments mentioned above. According to 1998 data, the greatest number of Luzerne County's establishments (3,992 or 52% of its total establishments) fell into the 1-4 employees range. Its lowest number of establishments fell into the 1,000 or more employees range, which was represented only by the Healthcare and Social Assistance, Educational Services, and Manufacturing industries. There was an obvious decrease in the number of establishments as the number of employees increased.

| Code   | Industry Code Description                           | Total Estab. | Number of Establishments by Employment-size class |              |            |            |            |            |           |           |              |  |
|--------|---|--------------|---|--------------|------------|------------|------------|------------|-----------|-----------|--------------|--|
|        |   |              | 1-4   | 5-9          | 10-19      | 20-49      | 50-99      | 100-249    | 250-499   | 500-999   | 1000 or more |  |
|        | <b>Total</b>  | <b>7,636</b> | <b>3,992</b>                                      | <b>1,551</b> | <b>944</b> | <b>703</b> | <b>222</b> | <b>167</b> | <b>36</b> | <b>16</b> | <b>5</b>     |  |
| 11---- | Forestry, fishing, hunting, agriculture             | 4            | 3   | 0            | 1          | 0          | 0          | 0          | 0         | 0         | 0            |  |
| 21---- | Mining  | 17           | 5   | 5            | 3          | 3          | 1          | 0          | 0         | 0         | 0            |  |
| 22---- | Utilities   | 15           | 3   | 4            | 2          | 1          | 1          | 2          | 2         | 0         | 0            |  |
| 23---- | Construction  | 818          | 579   | 105          | 67         | 53         | 9          | 5          | 0         | 0         | 0            |  |
| 31---- | Manufacturing                                       | 406          | 108   | 58           | 60         | 77         | 38         | 46         | 15        | 3         | 1            |  |
| 42---- | Wholesale trade                                     | 383          | 168   | 73           | 63         | 58         | 13         | 7          | 0         | 1         | 0            |  |
| 44---- | Retail trade  | 1,392        | 620   | 382          | 211        | 105        | 47         | 22         | 5         | 0         | 0            |  |
| 48---- | Transportation & warehousing                        | 226          | 103   | 40           | 25         | 48         | 5          | 3          | 1         | 0         | 1            |  |
| 51---- | Information   | 101          | 44  | 15           | 14         | 13         | 7          | 4          | 4         | 0         | 0            |  |
| 52---- | Finance & insurance                                 | 441          | 228   | 119          | 56         | 21         | 10         | 4          | 1         | 2         | 0            |  |
| 53---- | Real estate & rental & leasing                      | 206          | 140   | 34           | 20         | 10         | 1          | 1          | 0         | 0         | 0            |  |
| 54---- | Professional, scientific, technical services        | 520          | 362   | 85           | 41         | 20         | 3          | 8          | 1         | 0         | 0            |  |
| 55---- | Management of companies & enterprises               | 40           | 4   | 11           | 5          | 9          | 3          | 6          | 1         | 1         | 0            |  |
| 56---- | Admin, support, waste mgt, remediation              | 359          | 189   | 58           | 41         | 43         | 15         | 12         | 0         | 1         | 0            |  |
| 61---- | Educational services                                | 56           | 12  | 13           | 13         | 9          | 4          | 2          | 1         | 1         | 1            |  |
| 62---- | Health care and social assistance                   | 893          | 387   | 227          | 136        | 75         | 29         | 27         | 5         | 5         | 2            |  |
| 71---- | Arts, entertainment & recreation                    | 74           | 39  | 9            | 9          | 11         | 3          | 3          | 0         | 0         | 0            |  |
| 72---- | Accommodation & food services                       | 698          | 324   | 113          | 105        | 117        | 29         | 10         | 0         | 0         | 0            |  |
| 81---- | Other services (except public administration)       | 927          | 633   | 197          | 65         | 27         | 3          | 2          | 0         | 0         | 0            |  |
| 95---- | Auxiliaries (exc corporate/subsidiary/regional mgt) | 15           | 1   | 2            | 4          | 2          | 1          | 3          | 0         | 2         | 0            |  |
| 99---- | Unclassified establishments                         | 45           | 40  | 1            | 3          | 1          | 0          | 0          | 0         | 0         | 0            |  |

## Lackawanna County

In 1998, Lackawanna County reported 90,808 workers employed in 5,393 establishments. Of the county's total workers, 16,087 worked in the Manufacturing industry, which represented the highest employment rate among all 21 industries. Lackawanna County's Manufacturing industry also reported the year's highest annual payroll (\$473,745). With 16,202 workers, the Healthcare and Social Assistance industry represented the county's second largest industry with the second highest annual payroll (\$430,728). In terms of total establishments, Lackawanna County's Retail Trade industry (1,027) held the highest number, while the Mining and Forestry, Fishing, Hunting, and Agriculture industry held its lowest.

| <u>Code</u> | <u>Industry Code Description</u>                    | <u># of Employees</u>                 | <u>Payroll (\$1,000)</u> |                  | <u>Total</u>          |
|-------------|---|---------------------------------------|--------------------------|------------------|-----------------------|
|             |   | for week including<br><u>March 12</u> | <u>1st Quarter</u>       | <u>Annual</u>    | <u>Establishments</u> |
|             | <b>Total</b>  | <b>90,808</b>                         | <b>481,554</b>           | <b>2,073,488</b> | <b>5,393</b>          |
| 11----      | Forestry, fishing, hunting, agriculture             | 0-19                                  | 0                        | 0                | 1                     |
| 21----      | Mining  | 20-99                                 | 0                        | 0                | 8                     |
| 22----      | Utilities   | 186                                   | 1,651                    | 6,580            | 10                    |
| 23----      | Construction  | 2,791                                 | 16,267                   | 83,700           | 529                   |
| 31----      | Manufacturing                                       | 16,087                                | 114,560                  | 473,745          | 312                   |
| 42----      | Wholesale trade                                     | 3,544                                 | 23,782                   | 103,402          | 277                   |
| 44----      | Retail trade  | 13,420                                | 45,377                   | 196,927          | 1,027                 |
| 48----      | Transportation & warehousing                        | 1,904                                 | 11,123                   | 51,282           | 122                   |
| 51----      | Information   | 2,908                                 | 19,727                   | 74,689           | 61                    |
| 52----      | Finance & insurance                                 | 4,426                                 | 35,729                   | 148,866          | 294                   |
| 53----      | Real estate & rental & leasing                      | 848                                   | 3,270                    | 14,366           | 140                   |
| 54----      | Professional, scientific & technical service:       | 2,725                                 | 19,161                   | 84,506           | 378                   |
| 55----      | Management of companies & enterprises               | 1,825                                 | 15,357                   | 63,478           | 23                    |
| 56----      | Admin, support, waste mgt, remediation              | 4,159                                 | 15,714                   | 73,108           | 216                   |
| 61----      | Educational services                                | 5,255                                 | 23,821                   | 93,745           | 55                    |
| 62----      | Health care and social assistance                   | 16,202                                | 95,209                   | 430,728          | 661                   |
| 71----      | Arts, entertainment & recreation                    | 724                                   | 1,861                    | 10,222           | 80                    |
| 72----      | Accommodation & food services                       | 7,527                                 | 15,824                   | 66,350           | 515                   |
| 81----      | Other services (except public administration)       | 4,386                                 | 14,924                   | 61,846           | 614                   |
| 95----      | Auxiliaries (exc corporate/subsidiary/regional mgt) | 1,723                                 | 7,700                    | 32,893           | 10                    |
| 99----      | Unclassified establishments                         | 122                                   | 290                      | 1,502            | 60                    |

The greatest number of Lackawanna County's establishments (2,843 or 52.7% of its total establishments) fell into the 1-4 person range. Its lowest number of establishments (5) fell into the 1,000 or more employee range, which was represented by the Healthcare and Social Assistance, Educational Services, and Manufacturing industries.

Similarities between Lackawanna and Luzerne Counties' business patterns were apparent.

| Code   | Industry Code Description                             | Total Estab. | Number of Establishments by Employment-size class |              |            |            |            |            |           |           |              |
|--------|---|--------------|---|--------------|------------|------------|------------|------------|-----------|-----------|--------------|
|        |   |              | 1-4   | 5-9          | 10-19      | 20-49      | 50-99      | 100-249    | 250-499   | 500-999   | 1000 or more |
|        | <b>Total</b>  | <b>5,393</b> | <b>2,843</b>                                      | <b>1,070</b> | <b>671</b> | <b>473</b> | <b>172</b> | <b>119</b> | <b>29</b> | <b>11</b> | <b>5</b>     |
| 11---- | Forestry, fishing, hunting, agriculture               | 1            | 1   | 0            | 0          | 0          | 0          | 0          | 0         | 0         | 0            |
| 21---- | Mining  | 8            | 5   | 1            | 2          | 0          | 0          | 0          | 0         | 0         | 0            |
| 22---- | Utilities   | 10           | 5   | 2            | 1          | 1          | 0          | 1          | 0         | 0         | 0            |
| 23---- | Construction  | 529          | 376   | 86           | 36         | 26         | 4          | 1          | 0         | 0         | 0            |
| 31---- | Manufacturing   | 312          | 100   | 42           | 39         | 53         | 38         | 28         | 9         | 1         | 2            |
| 42---- | Wholesale trade                                       | 277          | 121   | 63           | 45         | 36         | 8          | 4          | 0         | 0         | 0            |
| 44---- | Retail trade  | 1,027        | 479   | 247          | 164        | 88         | 28         | 17         | 4         | 0         | 0            |
| 48---- | Transportation & warehousing                          | 122          | 57  | 21           | 14         | 20         | 7          | 3          | 0         | 0         | 0            |
| 51---- | Information   | 61           | 19  | 9            | 9          | 15         | 1          | 5          | 1         | 2         | 0            |
| 52---- | Finance & insurance                                   | 294          | 140   | 78           | 46         | 15         | 6          | 6          | 1         | 2         | 0            |
| 53---- | Real estate & rental & leasing                        | 140          | 84  | 30           | 21         | 4          | 1          | 0          | 0         | 0         | 0            |
| 54---- | Professional, scientific & technical service          | 378          | 236   | 70           | 39         | 26         | 6          | 1          | 0         | 0         | 0            |
| 55---- | Management of companies & enterprises                 | 23           | 3   | 4            | 4          | 6          | 2          | 1          | 3         | 0         | 0            |
| 56---- | Admin, support, waste mgt, remediation                | 216          | 126   | 30           | 19         | 16         | 12         | 13         | 0         | 0         | 0            |
| 61---- | Educational services                                  | 55           | 21  | 6            | 5          | 12         | 4          | 1          | 3         | 2         | 1            |
| 62---- | Health care and social assistance                     | 661          | 330   | 145          | 78         | 55         | 22         | 21         | 5         | 3         | 2            |
| 71---- | Arts, entertainment & recreation                      | 80           | 46  | 12           | 8          | 13         | 0          | 1          | 0         | 0         | 0            |
| 72---- | Accommodation & food services                         | 515          | 241   | 91           | 81         | 65         | 29         | 7          | 1         | 0         | 0            |
| 81---- | Other services (except public administration)         | 614          | 400   | 128          | 54         | 22         | 3          | 6          | 1         | 0         | 0            |
| 95---- | Auxiliaries (exc corporate, subsidiary & regional mg) | 10           | 1   | 2            | 1          | 0          | 1          | 3          | 1         | 1         | 0            |
| 99---- | Unclassified establishments                           | 60           | 52  | 3            | 5          | 0          | 0          | 0          | 0         | 0         | 0            |

## Pennsylvania

In 1998, the Commonwealth of Pennsylvania reported nearly 5 million people in its workforce, and over 292,000 business establishments with an estimated annual payroll of more than \$145 million. Pennsylvania's highest employment occurred in the Manufacturing industry, with 818,215 workers who earned the highest annual payroll (\$28.6 million). With 740,333 workers, the Healthcare and Social Assistance industry represented that state's second largest industry in terms of employment with the second highest annual payroll (\$21 million). In terms of its number of workers, Pennsylvania's Retail Trade industry, which employed 645,472 people, ranked third, while in terms of payroll, the state's Professional, Scientific, and Technical Services industry, which represented an annual payroll of \$12.5 million, ranked third. Not surprisingly, Pennsylvania's highest number of total establishments occurred in the Retail Trade industry, while its lowest occurred in the Forestry, Fishing, Hunting, and Agriculture industry, and unclassified establishments.

| Code   | Industry Code Description                           | # of Employees                 | Payroll (\$1,000) |                    | Total          |
|--------|---|--------------------------------|-------------------|--------------------|----------------|
|        |   | for week including<br>March 12 | 1st Quarter       | Annual             | Establishments |
|        | <b>Total</b>  | <b>4,906,190</b>               | <b>34,629,675</b> | <b>145,569,019</b> | <b>292,659</b> |
| 11---- | Forestry, fishing, hunting, agriculture             | 2,508                          | 11,717            | 56,532             | 630            |
| 21---- | Mining  | 17,820                         | 167,142           | 730,716            | 915            |
| 22---- | Utilities   | 37,333                         | 590,488           | 2,227,699          | 611            |
| 23---- | Construction  | 225,797                        | 1,658,515         | 8,279,710          | 28,407         |
| 31---- | Manufacturing                                       | 818,215                        | 6,873,327         | 28,636,023         | 17,267         |
| 42---- | Wholesale trade                                     | 234,940                        | 2,189,434         | 9,203,086          | 17,082         |
| 44---- | Retail trade  | 645,472                        | 2,573,110         | 11,092,400         | 49,471         |
| 48---- | Transportation & warehousing                        | 149,640                        | 1,072,662         | 4,602,314          | 6,633          |
| 51---- | Information   | 122,065                        | 1,283,500         | 5,019,865          | 4,351          |
| 52---- | Finance & insurance                                 | 272,427                        | 3,015,753         | 11,510,271         | 17,149         |
| 53---- | Real estate & rental & leasing                      | 60,852                         | 378,908           | 1,637,670          | 8,574          |
| 54---- | Professional, scientific, technical services        | 266,917                        | 2,798,879         | 12,571,204         | 25,507         |
| 55---- | Management of companies & enterprises               | 135,655                        | 2,152,118         | 7,824,453          | 1,835          |
| 56---- | Admin, support, waste mgt, remediation              | 278,403                        | 1,272,886         | 5,632,982          | 13,517         |
| 61---- | Educational services                                | 179,134                        | 1,005,927         | 4,140,756          | 2,583          |
| 62---- | Health care and social assistance                   | 740,333                        | 4,914,761         | 20,979,688         | 31,307         |
| 71---- | Arts, entertainment & recreation                    | 60,183                         | 264,888           | 1,274,987          | 4,031          |
| 72---- | Accommodation & food services                       | 364,480                        | 851,991           | 3,736,716          | 24,471         |
| 81---- | Other services (except public administration)       | 239,673                        | 969,025           | 4,148,515          | 35,493         |
| 95---- | Auxiliaries (exc corporate/subsidiary/regional mgt) | 51,690                         | 576,303           | 2,212,474          | 629            |
| 99---- | Unclassified establishments                         | 2,653                          | 8,341             | 50,958             | 2,196          |

Of Pennsylvania's 292,659 total establishments, 152,029 or nearly 52% fell into the 1-4 employee range. Miscellaneous Services, with the exception of Public Administration, accounted for the greatest number of business establishments (22,301) in the 1-4 employee range, followed by the Retail Trade industry (21,740). Just as Luzerne and Lackawanna

Counties exhibited a pattern of decline their the number of establishments as employment-size increased, the state of Pennsylvania followed the same trend in 1998, with the 1000 or more employee range including the smallest number of establishments. The Healthcare and Social Assistance industry reported the highest number of business establishments in the 1000 or more employee range.

| Code   | Industry Code Description                             | Total Estab.   | Number of Establishments by Employment-size class |               |               |               |              |              |              |            |              |
|--------|---|----------------|---|---------------|---------------|---------------|--------------|--------------|--------------|------------|--------------|
|        |   |                | 1-4   | 5-9           | 10-19         | 20-49         | 50-99        | 100-249      | 250-499      | 500-999    | 1000 or more |
|        | <b>Total</b>  | <b>292,659</b> | <b>152,029</b>                                    | <b>60,967</b> | <b>37,826</b> | <b>25,263</b> | <b>8,800</b> | <b>5,482</b> | <b>1,418</b> | <b>553</b> | <b>321</b>   |
| 11---- | Forestry, fishing, hunting, agriculture               | 630            | 484   | 101           | 31            | 9             | 3            | 2            | 0            | 0          | 0            |
| 21---- | Mining  | 915            | 369   | 184           | 168           | 120           | 47           | 19           | 5            | 3          | 0            |
| 22---- | Utilities   | 611            | 181   | 98            | 83            | 101           | 61           | 59           | 15           | 8          | 5            |
| 23---- | Construction  | 28,407         | 18,507  | 4,930         | 2,720         | 1,599         | 431          | 172          | 33           | 10         | 5            |
| 31---- | Manufacturing   | 17,267         | 5,168   | 2,860         | 2,848         | 3,040         | 1,506        | 1,197        | 432          | 153        | 63           |
| 42---- | Wholesale trade                                       | 17,082         | 8,218   | 3,506         | 2,634         | 1,874         | 543          | 239          | 51           | 12         | 5            |
| 44---- | Retail trade  | 49,471         | 21,740  | 13,360        | 7,956         | 3,942         | 1,393        | 914          | 155          | 8          | 3            |
| 48---- | Transportation & warehousing                          | 6,633          | 3,353   | 1,062         | 897           | 808           | 284          | 184          | 26           | 11         | 8            |
| 51---- | Information   | 4,351          | 2,004   | 743           | 553           | 543           | 256          | 171          | 52           | 22         | 7            |
| 52---- | Finance & insurance                                   | 17,149         | 8,740   | 4,443         | 2,217         | 1,029         | 377          | 205          | 73           | 37         | 28           |
| 53---- | Real estate & rental & leasing                        | 8,574          | 5,528   | 1,682         | 850           | 371           | 85           | 48           | 7            | 3          | 0            |
| 54---- | Professional, scientific & technical service          | 25,507         | 16,765  | 4,200         | 2,367         | 1,398         | 420          | 240          | 80           | 26         | 11           |
| 55---- | Management of companies & enterprises                 | 1,835          | 495   | 312           | 281           | 313           | 169          | 140          | 67           | 35         | 23           |
| 56---- | Admin, support, waste mgt, remediation                | 13,517         | 7,688   | 2,182         | 1,384         | 1,153         | 534          | 411          | 108          | 47         | 10           |
| 61---- | Educational services                                  | 2,583          | 1,047   | 448           | 343           | 396           | 154          | 98           | 31           | 31         | 35           |
| 62---- | Health care and social assistance                     | 31,307         | 14,186  | 7,870         | 4,614         | 2,661         | 760          | 816          | 188          | 106        | 106          |
| 71---- | Arts, entertainment & recreation                      | 4,031          | 2,193   | 660           | 507           | 405           | 162          | 82           | 15           | 6          | 1            |
| 72---- | Accommodation & food services                         | 24,471         | 10,863  | 4,286         | 3,836         | 3,876         | 1,249        | 312          | 37           | 10         | 2            |
| 81---- | Other services (except public administration)         | 35,493         | 22,301  | 7,849         | 3,378         | 1,498         | 316          | 122          | 24           | 3          | 2            |
| 95---- | Auxiliaries (exc corporate, subsidiary & regional mg) | 629            | 155   | 92            | 116           | 117           | 50           | 51           | 19           | 22         | 7            |
| 99---- | Unclassified establishments                           | 2,196          | 2,044   | 99            | 43            | 10            | 0            | 0            | 0            | 0          | 0            |

## 2002 Business Patterns

### Luzerne County

In 2002, Luzerne County reported 124,838 workers employed in 7,634 total business establishments. Of those establishments, 1,332 were involved in the Retail Trade industry, which, of the 21 highlighted industries, included the greatest number of business establishments. Miscellaneous Services, with the exception of Public Administration, included the second highest number of business establishments (934). The Healthcare and Social Assistance industry, however, accounted for the greatest number of employees (20,420), with the third highest total annual income (\$618,604). Interestingly, the Construction industry accounted for the highest total annual income of all – an estimated \$691,398 – despite ranking eighth in terms of total establishments and number of employees. The Forestry, Fishing, Hunting and Agriculture industry, as well as unclassified establishments, represented the lowest data figures.

| <u>Code</u> | <u>Industry Code Description</u>                    | <u># of Employees</u>     | <u>Payroll (\$1,000)</u> |                  | <u>Total Establishments</u> |
|-------------|---|---------------------------|--------------------------|------------------|-----------------------------|
|             |   | <u>for week including</u> | <u>1st Quarter</u>       | <u>Annual</u>    |                             |
|             |   | <u>March 12</u>           |                          |                  |                             |
|             | <b>Total</b>  | <b>124,838</b>            | <b>806,807</b>           | <b>3,348,498</b> | <b>7,634</b>                |
| 11----      | Forestry, fishing, hunting, agriculture             | 6                         | 18                       | 83               | 3                           |
| 21----      | Mining  | 181                       | 15,687                   | 67,391           | 26                          |
| 22----      | Utilities   | 1,301                     | 39,836                   | 185,630          | 727                         |
| 23----      | Construction  | 4,984                     | 169,398                  | 691,398          | 360                         |
| 31----      | Manufacturing                                       | 20,255                    | 167,743                  | 684,959          | 406                         |
| 42----      | Wholesale trade                                     | 7,766                     | 64,520                   | 264,239          | 372                         |
| 44----      | Retail trade  | 18,663                    | 78,810                   | 332,426          | 1,332                       |
| 48----      | Transportation & warehousing                        | 4,331                     | 28,977                   | 120,261          | 232                         |
| 51----      | Information   | 3,214                     | 28,530                   | 116,941          | 100                         |
| 52----      | Finance & insurance                                 | 5,699                     | 58,928                   | 208,602          | 482                         |
| 53----      | Real estate & rental & leasing                      | 1,637                     | 8,991                    | 38,996           | 234                         |
| 54----      | Professional, scientific, technical services        | 3,952                     | 29,388                   | 132,391          | 581                         |
| 55----      | Management of companies & enterprises               | 2,402                     | 20,088                   | 82,620           | 44                          |
| 56----      | Admin, support, waste mgt, remediation              | 6,279                     | 28,359                   | 126,114          | 362                         |
| 61----      | Educational services                                | 3,932                     | 17,488                   | 72,993           | 67                          |
| 62----      | Health care and social assistance                   | 20,420                    | 147,475                  | 618,604          | 923                         |
| 71----      | Arts, entertainment & recreation                    | 1,229                     | 3,498                    | 16,875           | 83                          |
| 72----      | Accommodation & food services                       | 11,556                    | 29,987                   | 122,216          | 718                         |
| 81----      | Other services (except public administration)       | 4,699                     | 17,897                   | 78,387           | 934                         |
| 95----      | Auxiliaries (exc corporate/subsidiary/regional mgt) | 2,323                     | 17,192                   | 64,245           | 15                          |
| 99----      | Unclassified establishments                         | 9                         | 26                       | 471              | 25                          |

An estimated 3,980 business establishments, or 52.1% of Luzerne County's 7,634 total business establishments, fell into the 1-4 employee range. Retail Trade – the county's largest industry in



## Lackawanna County

In 2002, Lackawanna County reported 90,351 employed in 5,336 total business establishments. Of those establishments, 998 were involved in the Retail Trade industry, which, of the 21 highlighted industries, included the greatest number of business establishments. The Healthcare and Social Assistance industry, which ranked second in terms of total number of business establishments, employed the county's largest number of employees (16,927), as well as the highest annual payroll (\$534,676). As in prior years, Lackawanna County's Manufacturing industry, which employed an estimated 13,013 people with a payroll of \$418,867, was also a very prominent industry in 2002. The Forestry, Fishing, Hunting and Agriculture industry, as well as unclassified establishments, represented the county's lowest data.

| Code   | Industry Code Description                           | # of Employees<br>for week including |  | Payroll (\$1,000) |                  | Total<br>Establishments |
|--------|---|--------------------------------------|--|-------------------|------------------|-------------------------|
|        |   | March 12                             |  | 1st Quarter       | Annual           |                         |
|        | <b>Total</b>  | <b>90,351</b>                        |  | <b>562,675</b>    | <b>2,358,481</b> | <b>5,336</b>            |
| 11---- | Forestry, fishing, hunting, agriculture             | 5                                    |  | 23                | 111              | 3                       |
| 21---- | Mining  | 89                                   |  | 304               | 2,115            | 8                       |
| 22---- | Utilities   | 384                                  |  | 4,723             | 20,208           | 10                      |
| 23---- | Construction  | 2,765                                |  | 18,893            | 95,396           | 481                     |
| 31---- | Manufacturing                                       | 13,013                               |  | 101,201           | 418,867          | 291                     |
| 42---- | Wholesale trade                                     | 3,734                                |  | 31,325            | 130,050          | 262                     |
| 44---- | Retail trade  | 13,716                               |  | 56,535            | 237,071          | 998                     |
| 48---- | Transportation & warehousing                        | 2,228                                |  | 14,508            | 62,473           | 132                     |
| 51---- | Information   | 3,416                                |  | 27,073            | 104,195          | 77                      |
| 52---- | Finance & insurance                                 | 4,797                                |  | 50,960            | 181,739          | 325                     |
| 53---- | Real estate & rental & leasing                      | 672                                  |  | 3,710             | 17,420           | 146                     |
| 54---- | Professional, scientific & technical service:       | 3,218                                |  | 25,089            | 120,481          | 455                     |
| 55---- | Management of companies & enterprises               | 2,035                                |  | 16,464            | 64,809           | 27                      |
| 56---- | Admin, support, waste mgt, remediation              | 3,944                                |  | 18,379            | 79,294           | 204                     |
| 61---- | Educational services                                | 5,716                                |  | 28,971            | 115,039          | 53                      |
| 62---- | Health care and social assistance                   | 16,927                               |  | 123,345           | 534,676          | 674                     |
| 71---- | Arts, entertainment & recreation                    | 691                                  |  | 1,932             | 11,407           | 74                      |
| 72---- | Accommodation & food services                       | 7,630                                |  | 16,926            | 71,067           | 503                     |
| 81---- | Other services (except public administration)       | 4,337                                |  | 16,811            | 69,896           | 594                     |
| 95---- | Auxiliaries (exc corporate/subsidiary/regional mgt) | 1,023                                |  | 5,470             | 21,971           | 7                       |
| 99---- | Unclassified establishments                         | 11                                   |  | 33                | 196              | 12                      |

An estimated 2,739 business establishments, or 51.3% of Lackawanna County's 5,336 total business establishments, fell into the 1-4 employee range, while just five business establishments fell into the 1,000 or more employee range. Retail Trade – the county's largest industry in terms of total number of business establishments (998) – reported 440 business establishments that fell into the 1-4 employee range. The Healthcare and Social Assistance industry followed, with 313 total business establishments in the 1-4 employee range. The Manufacturing, Educational Services, and Healthcare industries represented Lackawanna County's five single industries, which fell into the 1,000 or more employee range. Lackawanna County's total

number of business establishments decreased as employment-size increased, with the 1-4 employee range consistently comprising the greatest number of business establishments.

| Code   | Industry Code Description                             | Total Estab. | Number of Establishments by Employment-size class |              |            |            |            |            |           |          |              |
|--------|---|--------------|---|--------------|------------|------------|------------|------------|-----------|----------|--------------|
|        |   |              | 1-4   | 5-9          | 10-19      | 20-49      | 50-99      | 100-249    | 250-499   | 500-999  | 1000 or more |
|        | <b>Total</b>  | <b>5,336</b> | <b>2,739</b>                                      | <b>1,113</b> | <b>661</b> | <b>495</b> | <b>167</b> | <b>117</b> | <b>30</b> | <b>9</b> | <b>5</b>     |
| 11---- | Forestry, fishing, hunting, agriculture               | 3            | 3   | 0            | 0          | 0          | 0          | 0          | 0         | 0        | 0            |
| 21---- | Mining  | 8            | 3   | 0            | 4          | 1          | 0          | 0          | 0         | 0        | 0            |
| 22---- | Utilities   | 10           | 3   | 2            | 3          | 0          | 1          | 1          | 0         | 0        | 0            |
| 23---- | Construction  | 481          | 342   | 70           | 41         | 23         | 3          | 2          | 0         | 0        | 0            |
| 31---- | Manufacturing   | 291          | 86  | 50           | 35         | 57         | 32         | 23         | 6         | 1        | 1            |
| 42---- | Wholesale trade                                       | 262          | 111   | 61           | 37         | 35         | 14         | 4          | 0         | 0        | 0            |
| 44---- | Retail trade  | 998          | 440   | 250          | 164        | 97         | 26         | 17         | 3         | 1        | 0            |
| 48---- | Transportation & warehousing                          | 132          | 66  | 18           | 19         | 18         | 6          | 5          | 0         | 0        | 0            |
| 51---- | Information   | 77           | 30  | 15           | 9          | 11         | 4          | 4          | 3         | 1        | 0            |
| 52---- | Finance & insurance                                   | 325          | 159   | 84           | 44         | 21         | 9          | 6          | 0         | 2        | 0            |
| 53---- | Real estate & rental & leasing                        | 146          | 92  | 36           | 15         | 2          | 1          | 0          | 0         | 0        | 0            |
| 54---- | Professional, scientific & technical service          | 455          | 297   | 84           | 41         | 27         | 3          | 2          | 1         | 0        | 0            |
| 55---- | Management of companies & enterprises                 | 27           | 6   | 3            | 5          | 6          | 2          | 3          | 1         | 1        | 0            |
| 56---- | Admin, support, waste mgt, remediation                | 204          | 106   | 33           | 21         | 21         | 8          | 15         | 0         | 0        | 0            |
| 61---- | Educational services                                  | 53           | 17  | 6            | 6          | 14         | 3          | 1          | 2         | 3        | 1            |
| 62---- | Health care and social assistance                     | 674          | 313   | 159          | 86         | 65         | 22         | 15         | 11        | 0        | 3            |
| 71---- | Arts, entertainment & recreation                      | 74           | 46  | 7            | 11         | 7          | 3          | 0          | 0         | 0        | 0            |
| 72---- | Accommodation & food services                         | 503          | 221   | 105          | 69         | 71         | 26         | 10         | 1         | 0        | 0            |
| 81---- | Other services (except public administration)         | 594          | 386   | 129          | 50         | 19         | 3          | 6          | 1         | 0        | 0            |
| 95---- | Auxiliaries (exc corporate, subsidiary & regional mg) | 7            | 1   | 0            | 1          | 0          | 1          | 3          | 1         | 0        | 0            |
| 99---- | Unclassified establishments                           | 12           | 11  | 1            | 0          | 0          | 0          | 0          | 0         | 0        | 0            |

## Pennsylvania

In 2002, the Commonwealth of Pennsylvania reported over 5 million people in its workforce, and 297,257 business establishments with an estimated annual payroll of nearly \$170 million. Pennsylvania's highest employment occurred in the Healthcare and Social Assistance industry (772,930), closely followed by the Manufacturing industry (710,581), and then the Retail Trade industry (669,379). The state's highest annual payrolls for 2002 occurred in the Healthcare and Manufacturing industries, which reported \$27,869,819 and \$24,975,672, respectively. The greatest number of establishments fell into the Retail Trade industry (48,444), followed by Miscellaneous Services with the exception of Public Administration (36,252). Again, the lowest figures fell into the Forestry, Fishing, Hunting, and Agriculture industry, as well as unclassified establishments.

| Code   | Industry Code Description                           | # of Employees<br>for week including |  | Payroll (\$1,000) |                    | Total<br>Establishments |
|--------|---|--------------------------------------|--|-------------------|--------------------|-------------------------|
|        |   | March 12                             |  | 1st Quarter       | Annual             |                         |
|        | <b>Total</b>  | <b>5,046,442</b>                     |  | <b>42,033,333</b> | <b>169,236,446</b> | <b>297,257</b>          |
| 11---- | Forestry, fishing, hunting, agriculture             | 3,413                                |  | 18,471            | 77,865             | 674                     |
| 21---- | Mining  | 16,037                               |  | 185,626           | 742,671            | 893                     |
| 22---- | Utilities   | 34,985                               |  | 694,176           | 2,400,343          | 764                     |
| 23---- | Construction  | 243,151                              |  | 2,186,287         | 9,993,468          | 27,920                  |
| 31---- | Manufacturing                                       | 710,581                              |  | 6,920,926         | 27,869,819         | 16,399                  |
| 42---- | Wholesale trade                                     | 239,897                              |  | 2,601,458         | 10,399,206         | 16,272                  |
| 44---- | Retail trade  | 669,379                              |  | 3,159,783         | 13,228,771         | 48,444                  |
| 48---- | Transportation & warehousing                        | 164,682                              |  | 1,327,228         | 5,438,506          | 7,239                   |
| 51---- | Information   | 146,715                              |  | 1,853,418         | 6,922,960          | 5,149                   |
| 52---- | Finance & insurance                                 | 312,018                              |  | 4,211,605         | 14,565,786         | 18,477                  |
| 53---- | Real estate & rental & leasing                      | 66,423                               |  | 490,610           | 2,110,195          | 9,111                   |
| 54---- | Professional, scientific & technical service:       | 284,647                              |  | 3,554,935         | 14,780,725         | 28,466                  |
| 55---- | Management of companies & enterprises               | 139,367                              |  | 2,480,422         | 9,026,580          | 2,013                   |
| 56---- | Admin, support, waste mgt, remediation              | 273,566                              |  | 1,586,860         | 6,666,269          | 13,304                  |
| 61---- | Educational services                                | 201,321                              |  | 1,351,945         | 5,594,513          | 2,932                   |
| 62---- | Health care and social assistance                   | 772,930                              |  | 5,951,954         | 24,975,672         | 32,506                  |
| 71---- | Arts, entertainment & recreation                    | 72,478                               |  | 394,229           | 1,808,053          | 4,286                   |
| 72---- | Accommodation & food services                       | 380,450                              |  | 1,023,913         | 4,404,417          | 24,729                  |
| 81---- | Other services (except public administration)       | 253,639                              |  | 1,181,346         | 4,921,118          | 36,252                  |
| 95---- | Auxiliaries (exc corporate/subsidiary/regional mgt) | 60,043                               |  | 855,479           | 3,288,555          | 617                     |
| 99---- | Unclassified establishments                         | 720                                  |  | 2,662             | 20,954             | 810                     |

Of Pennsylvania's 297,257 total establishments in 2002, 153,076 or roughly 51.5% fell into the 1-4 employee range. Miscellaneous Services, with the exception of Public Administration, accounted for the greatest number of business establishments (22,460) in the 1-4 employee range, followed by the Retail Trade industry (20,957). Approximately 321 Pennsylvania business establishments fell into the 1,000 or more employee range, with the Healthcare and Social Assistance (102) and Manufacturing (49) industries comprising the highest percentages of business establishments in that range. The total number of business establishments decreased as employment-size class increased, which mirrored prior trends. Establishments falling into

the 1,000 or more employee category consistently declined as more businesses comprised the 1-4 employee range.

| Code   | Industry Code Description                            | Total Estab.   | Number of Establishments by Employment-size class |               |               |               |              |              |              |            |              |
|--------|--|----------------|---|---------------|---------------|---------------|--------------|--------------|--------------|------------|--------------|
|        |  |                | 1-4   | 5-9           | 10-19         | 20-49         | 50-99        | 100-249      | 250-499      | 500-999    | 1000 or more |
|        | <b>Total</b>   | <b>297,257</b> | <b>153,076</b>                                    | <b>61,032</b> | <b>39,297</b> | <b>26,667</b> | <b>9,294</b> | <b>5,575</b> | <b>1,434</b> | <b>561</b> | <b>321</b>   |
| 11---- | Forestry, fishing, hunting, agriculture              | 674            | 511   | 87            | 54            | 13            | 5            | 4            | 0            | 0          | 0            |
| 21---- | Mining   | 893            | 376   | 167           | 168           | 114           | 52           | 9            | 1            | 6          | 0            |
| 22---- | Utilities  | 764            | 290   | 114           | 108           | 103           | 69           | 49           | 16           | 12         | 3            |
| 23---- | Construction   | 27,920         | 18,158  | 4,692         | 2,753         | 1,600         | 447          | 212          | 37           | 15         | 6            |
| 31---- | Manufacturing  | 16,399         | 5,212   | 2,829         | 2,693         | 2,723         | 1,328        | 1,073        | 354          | 138        | 49           |
| 42---- | Wholesale trade                                      | 16,272         | 7,892   | 3,259         | 2,487         | 1,793         | 522          | 238          | 56           | 17         | 8            |
| 44---- | Retail trade   | 48,444         | 20,957  | 12,542        | 8,033         | 4,369         | 1,386        | 978          | 159          | 16         | 4            |
| 48---- | Transportation & warehousing                         | 7,239          | 3,772   | 1,108         | 917           | 860           | 324          | 204          | 30           | 16         | 8            |
| 51---- | Information  | 5,149          | 2,351   | 933           | 647           | 629           | 294          | 209          | 53           | 22         | 11           |
| 52---- | Finance & insurance                                  | 18,477         | 9,468   | 4,747         | 2,378         | 1,148         | 334          | 234          | 93           | 45         | 30           |
| 53---- | Real estate & rental & leasing                       | 9,111          | 5,797   | 1,790         | 975           | 398           | 76           | 56           | 15           | 4          | 0            |
| 54---- | Professional, scientific, technical services         | 28,466         | 18,608  | 4,494         | 2,720         | 1,754         | 522          | 242          | 90           | 30         | 6            |
| 55---- | Management of companies & enterprises                | 2,013          | 630   | 319           | 280           | 340           | 182          | 140          | 60           | 42         | 20           |
| 56---- | Admin, support, waste mgt, remediation               | 13,304         | 7,522   | 2,075         | 1,381         | 1,201         | 592          | 370          | 106          | 40         | 17           |
| 61---- | Educational services                                 | 2,932          | 1,193   | 467           | 380           | 476           | 195          | 118          | 34           | 31         | 38           |
| 62---- | Health care and social assistance                    | 32,506         | 13,926  | 8,144         | 5,190         | 3,074         | 926          | 821          | 230          | 93         | 102          |
| 71---- | Arts, entertainment & recreation                     | 4,286          | 2,345   | 662           | 506           | 440           | 208          | 93           | 21           | 7          | 4            |
| 72---- | Accommodation & food services                        | 24,729         | 10,690  | 4,356         | 3,931         | 3,961         | 1,412        | 338          | 31           | 7          | 3            |
| 81---- | Other services (except public administration)        | 36,252         | 22,460  | 8,124         | 3,573         | 1,562         | 360          | 149          | 21           | 1          | 2            |
| 95---- | Auxiliaries (exc corporate, subsidiary & regional mg | 617            | 149   | 98            | 110           | 106           | 60           | 38           | 27           | 19         | 10           |
| 99---- | Unclassified establishments                          | 810            | 769   | 25            | 13            | 3             | 0            | 0            | 0            | 0          | 0            |

## 2006 Business Patterns

### Luzerne County

In 2006, Luzerne County reported 129,972 workers employed in 7,684 total business establishments. The estimated payroll these business establishments was more than \$3.8 million, and their first quarter payroll exceeded \$926,300. The Healthcare and Social Assistance industries reported the greatest number of employees (23,506) and the highest annual payroll (\$767,139). The Retail Trade and Manufacturing industries ranked as Luzerne County's second and third largest industries in terms of employment, reporting 19,039 and 18,884 workers, respectively. The industries also held the counties second and third highest annual payrolls, with the Manufacturing industry reporting an estimated \$745,872 and the Retail Trade industry reporting \$382,480. Further, the Retail Trade industry held the highest number of total business establishments (1,279), followed by the Healthcare and Social Assistance industry (992). The lowest figures were held by the Forestry, Fishing, Hunting, and Agriculture industry, and unclassified establishments.

| Code   | Industry Code Description                     | # of Employees     |                | Payroll (\$1,000) |                  | Total Establishments |
|--------|---|--------------------|----------------|-------------------|------------------|----------------------|
|        |   | for week including | March 12       | 1st Quarter       | Annual           |                      |
|        | <b>Total</b>                                  |                    | <b>129,972</b> | <b>926,312</b>    | <b>3,841,074</b> | <b>7,684</b>         |
| 11---- | Forestry, fishing, hunting, agriculture       |                    | 0-19           | 0                 | 0                | 1                    |
| 21---- | Mining  |                    | 252            | 2,338             | 11,636           | 19                   |
| 22---- | Utilities                                     |                    | 1,124          | 19,013            | 69,997           | 25                   |
| 23---- | Construction                                  |                    | 5,348          | 43,030            | 207,667          | 699                  |
| 31---- | Manufacturing                                 |                    | 18,854         | 182,322           | 745,872          | 357                  |
| 42---- | Wholesale trade                               |                    | 6,229          | 57,442            | 231,988          | 358                  |
| 44---- | Retail trade                                  |                    | 19,039         | 92,436            | 382,480          | 1,279                |
| 48---- | Transportation & warehousing                  |                    | 8,680          | 45,990            | 203,561          | 255                  |
| 51---- | Information                                   |                    | 3,614          | 38,797            | 154,832          | 150                  |
| 52---- | Finance & insurance                           |                    | 5,471          | 65,866            | 236,047          | 491                  |
| 53---- | Real estate & rental & leasing                |                    | 1,591          | 10,569            | 47,813           | 229                  |
| 54---- | Professional, scientific, technical services  |                    | 5,138          | 46,025            | 181,850          | 594                  |
| 55---- | Management of companies & enterprises         |                    | 2,022          | 24,381            | 99,455           | 47                   |
| 56---- | Admin, support, waste mgt, remediation        |                    | 8,154          | 41,920            | 191,690          | 392                  |
| 61---- | Educational services                          |                    | 3,955          | 21,167            | 86,620           | 71                   |
| 62---- | Health care and social assistance             |                    | 23,506         | 183,605           | 767,139          | 992                  |
| 71---- | Arts, entertainment & recreation              |                    | 1,934          | 5,554             | 29,812           | 94                   |
| 72---- | Accommodation & food services                 |                    | 10,680         | 27,550            | 116,052          | 749                  |
| 81---- | Other services (except public administration) |                    | 4,363          | 18,263            | 76,334           | 870                  |
| 99---- | Unclassified establishments                   |                    | 0-19           | 0                 | 0                | 12                   |

In 2006, an estimated 3,886, or more than 50.1% of Luzerne County's total business establishments, fell into the 1-4 employee range. The Retail Trade industry reported that 543 of its 1,279 business establishments fell into the 1-4 employee range, while Miscellaneous

Services, with the exception of Public Administration, reported the highest number of business establishments (581) in the 1-4 employee range. Of Luzerne County's total business establishments, five fell into the 1000 or more employee range; those establishments represented the Manufacturing industry (1), the Transportation and Warehousing industry (1), the Educational Services industry (1), and the Healthcare and Social Assistance industry (2). The 250-499, 500-999, and 1,000 or more employee ranges comprise a mere .8% of Luzerne County's total business establishments, perpetuating the previous years' patterns.

| Code   | Industry Code Description                     | Total Estab. | Number of Establishments by Employment-size class |              |              |            |            |            |           |           |              |
|--------|---|--------------|---|--------------|--------------|------------|------------|------------|-----------|-----------|--------------|
|        |   |              | 1-4   | 5-9          | 10-19        | 20-49      | 50-99      | 100-249    | 250-499   | 500-999   | 1000 or more |
|        | <b>Total</b>                                  | <b>7,684</b> | <b>3,886</b>                                      | <b>1,582</b> | <b>1,030</b> | <b>711</b> | <b>232</b> | <b>176</b> | <b>46</b> | <b>16</b> | <b>5</b>     |
| 11---- | Forestry, fishing, hunting, agriculture       | 1            | 1   | 0            | 0            | 0          | 0          | 0          | 0         | 0         | 0            |
| 21---- | Mining  | 19           | 5   | 6            | 4            | 4          | 0          | 0          | 0         | 0         | 0            |
| 22---- | Utilities                                     | 25           | 8   | 3            | 5            | 1          | 5          | 2          | 1         | 0         | 0            |
| 23---- | Construction                                  | 699          | 444   | 122          | 64           | 51         | 13         | 5          | 0         | 0         | 0            |
| 31---- | Manufacturing                                 | 357          | 114   | 47           | 53           | 61         | 25         | 40         | 13        | 3         | 1            |
| 42---- | Wholesale trade                               | 358          | 166   | 68           | 66           | 33         | 13         | 9          | 2         | 1         | 0            |
| 44---- | Retail trade                                  | 1,279        | 543   | 325          | 209          | 132        | 33         | 31         | 6         | 0         | 0            |
| 48---- | Transportation & warehousing                  | 255          | 114   | 38           | 33           | 46         | 13         | 6          | 2         | 2         | 1            |
| 51---- | Information                                   | 150          | 70  | 19           | 27           | 16         | 11         | 5          | 1         | 1         | 0            |
| 52---- | Finance & insurance                           | 491          | 254   | 147          | 57           | 24         | 3          | 3          | 1         | 2         | 0            |
| 53---- | Real estate & rental & leasing                | 229          | 146   | 53           | 21           | 5          | 3          | 0          | 1         | 0         | 0            |
| 54---- | Professional, scientific, technical services  | 594          | 391   | 110          | 45           | 30         | 11         | 5          | 2         | 0         | 0            |
| 55---- | Management of companies & enterprises         | 47           | 14  | 7            | 10           | 4          | 6          | 3          | 3         | 0         | 0            |
| 56---- | Admin, support, waste mgt, remediation        | 392          | 211   | 63           | 48           | 38         | 9          | 18         | 4         | 1         | 0            |
| 61---- | Educational services                          | 71           | 29  | 8            | 12           | 11         | 6          | 2          | 0         | 2         | 1            |
| 62---- | Health care and social assistance             | 992          | 400   | 237          | 174          | 104        | 27         | 36         | 8         | 4         | 2            |
| 71---- | Arts, entertainment & recreation              | 94           | 51  | 9            | 15           | 9          | 7          | 1          | 2         | 0         | 0            |
| 72---- | Accommodation & food services                 | 749          | 333   | 125          | 121          | 117        | 45         | 8          | 0         | 0         | 0            |
| 81---- | Other services (except public administration) | 870          | 581   | 194          | 66           | 25         | 2          | 2          | 0         | 0         | 0            |
| 99---- | Unclassified establishments                   | 12           | 11  | 1            | 0            | 0          | 0          | 0          | 0         | 0         | 0            |

## Lackawanna County

In 2006, Lackawanna County reported an estimated 96,136 workers employed in 5,477 total business establishments. The greatest number of employees worked in the Healthcare and Social Assistance industry, which also reported the year's highest annual payroll (\$638,693). The Retail Trade industry employed the county's second highest number of workers (14,037), while it held the greatest number of total business establishments (964). The Manufacturing industry reported the year's second highest number of workers (12,684), as well as the second highest annual payroll (\$456,695). Again, the lowest figures were reported by the Forestry, Fishing, Hunting, and Agriculture industry, and unclassified establishments.

| Code   | Industry Code Description                     | # of Employees     |               | Payroll (\$1,000) |                  | Total Establishments |
|--------|---|--------------------|---------------|-------------------|------------------|----------------------|
|        |   | for week including | March 12      | 1st Quarter       | Annual           |                      |
|        | <b>Total</b>                                  |                    | <b>96,136</b> | <b>684,073</b>    | <b>2,845,236</b> | <b>5,477</b>         |
| 11---- | Forestry, fishing, hunting, agriculture       |                    | 5             | 21                | 95               | 3                    |
| 21---- | Mining  |                    | 100           | 533               | 3,508            | 10                   |
| 22---- | Utilities                                     |                    | 395           | 6,575             | 24,003           | 10                   |
| 23---- | Construction                                  |                    | 2,784         | 22,142            | 117,195          | 512                  |
| 31---- | Manufacturing                                 |                    | 12,684        | 112,493           | 456,695          | 255                  |
| 42---- | Wholesale trade                               |                    | 4,202         | 42,562            | 169,734          | 259                  |
| 44---- | Retail trade                                  |                    | 14,037        | 63,414            | 264,890          | 964                  |
| 48---- | Transportation & warehousing                  |                    | 3,413         | 28,556            | 127,060          | 153                  |
| 51---- | Information                                   |                    | 2,178         | 19,741            | 77,111           | 77                   |
| 52---- | Finance & insurance                           |                    | 6,829         | 89,049            | 290,391          | 336                  |
| 53---- | Real estate & rental & leasing                |                    | 844           | 5,232             | 23,250           | 157                  |
| 54---- | Professional, scientific & technical service: |                    | 4,014         | 35,118            | 174,087          | 485                  |
| 55---- | Management of companies & enterprises         |                    | 1,363         | 13,006            | 53,179           | 32                   |
| 56---- | Admin, support, waste mgt, remediation        |                    | 5,172         | 22,653            | 103,135          | 221                  |
| 61---- | Educational services                          |                    | 6,076         | 33,235            | 132,959          | 57                   |
| 62---- | Health care and social assistance             |                    | 18,552        | 145,404           | 638,693          | 714                  |
| 71---- | Arts, entertainment & recreation              |                    | 813           | 2,371             | 13,158           | 75                   |
| 72---- | Accommodation & food services                 |                    | 8,523         | 22,654            | 96,696           | 538                  |
| 81---- | Other services (except public administration) |                    | 4,137         | 19,272            | 79,155           | 605                  |
| 99---- | Unclassified establishments                   |                    | 15            | 42                | 242              | 14                   |

Lackawanna County's 2006 business patterns reveal that 2,782, or roughly 50.1% of its total business establishments fell into the 1-4 employee range. The Retail Trade industry reported the county's highest number of business establishments in the 1-4 employee range (964), followed by Miscellaneous Services, with the exception of Public Administration (605). Six business establishments fell into the 1,000 or more employee range; three of the six were in the Healthcare and Social Assistance industry. The 250-499, 500-999, and 1,000 or more employee ranges represented just .9% of Lackawanna County's total business establishments.

| Code   | Industry Code Description                     | Total Estab. | Number of Establishments by Employment-size class |              |            |            |            |            |           |           |              |
|--------|---|--------------|---|--------------|------------|------------|------------|------------|-----------|-----------|--------------|
|        |   |              | 1-4   | 5-9          | 10-19      | 20-49      | 50-99      | 100-249    | 250-499   | 500-999   | 1000 or more |
|        | <b>Total</b>                                  | <b>5,477</b> | <b>2,782</b>                                      | <b>1,123</b> | <b>679</b> | <b>553</b> | <b>173</b> | <b>117</b> | <b>32</b> | <b>12</b> | <b>6</b>     |
| 11---- | Forestry, fishing, hunting, agriculture       | 3            | 3   | 0            | 0          | 0          | 0          | 0          | 0         | 0         | 0            |
| 21---- | Mining  | 10           | 4   | 3            | 1          | 2          | 0          | 0          | 0         | 0         | 0            |
| 22---- | Utilities                                     | 10           | 4   | 0            | 3          | 1          | 1          | 1          | 0         | 0         | 0            |
| 23---- | Construction                                  | 512          | 356   | 78           | 44         | 31         | 3          | 0          | 0         | 0         | 0            |
| 31---- | Manufacturing                                 | 255          | 71  | 38           | 35         | 49         | 31         | 22         | 6         | 2         | 1            |
| 42---- | Wholesale trade                               | 259          | 109   | 56           | 38         | 37         | 12         | 6          | 1         | 0         | 0            |
| 44---- | Retail trade                                  | 964          | 393   | 259          | 157        | 99         | 33         | 20         | 2         | 1         | 0            |
| 48---- | Transportation & warehousing                  | 153          | 78  | 24           | 23         | 17         | 5          | 3          | 2         | 1         | 0            |
| 51---- | Information                                   | 77           | 34  | 14           | 9          | 11         | 2          | 5          | 2         | 0         | 0            |
| 52---- | Finance & insurance                           | 336          | 161   | 96           | 41         | 20         | 8          | 5          | 2         | 2         | 1            |
| 53---- | Real estate & rental & leasing                | 157          | 103   | 34           | 15         | 3          | 2          | 0          | 0         | 0         | 0            |
| 54---- | Professional, scientific & technical service  | 485          | 313   | 83           | 44         | 35         | 3          | 6          | 1         | 0         | 0            |
| 55---- | Management of companies & enterprises         | 32           | 9   | 4            | 5          | 7          | 3          | 3          | 1         | 0         | 0            |
| 56---- | Admin, support, waste mgt, remediation        | 221          | 120   | 34           | 27         | 17         | 12         | 7          | 3         | 1         | 0            |
| 61---- | Educational services                          | 57           | 19  | 8            | 4          | 13         | 5          | 2          | 2         | 3         | 1            |
| 62---- | Health care and social assistance             | 714          | 319   | 161          | 98         | 78         | 23         | 22         | 8         | 2         | 3            |
| 71---- | Arts, entertainment & recreation              | 75           | 47  | 6            | 6          | 14         | 1          | 1          | 0         | 0         | 0            |
| 72---- | Accommodation & food services                 | 538          | 244   | 85           | 73         | 98         | 27         | 10         | 1         | 0         | 0            |
| 81---- | Other services (except public administration) | 605          | 382   | 139          | 56         | 21         | 2          | 4          | 1         | 0         | 0            |
| 99---- | Unclassified establishments                   | 14           | 13  | 1            | 0          | 0          | 0          | 0          | 0         | 0         | 0            |

## Pennsylvania

In 2006, the Commonwealth of Pennsylvania reported over five million workers employed in 304,058 total business establishments, with an annual payroll of more than \$200 million. The Healthcare and Social Assistance industry was the state's largest industry in terms of total number of employees (860,829) and highest annual payroll (over \$31.2 million). The Retail Trade industry employed the highest number of workers (679,188), and held the state's greatest number of business establishments (46,660). While the Manufacturing industry employed the state's third largest workforce (663,812), the industry reported the second highest payroll (nearly \$30 million). The Forestry, Fishing, Hunting, and Agriculture industry and unclassified establishments turned out the state's lowest figures.

| Code   | Industry Code Description                     | # of Employees                 | Payroll (\$1,000) |                    | Total          |
|--------|---|--------------------------------|-------------------|--------------------|----------------|
|        |   | for week including<br>March 12 | 1st Quarter       | Annual             | Establishments |
|        | <b>Total</b>                                  | <b>5,189,949</b>               | <b>49,891,166</b> | <b>200,537,253</b> | <b>304,058</b> |
| 11---- | Forestry, fishing, hunting, agriculture       | 2,679                          | 16,948            | 71,408             | 526            |
| 21---- | Mining  | 18,290                         | 244,321           | 1,035,487          | 945            |
| 22---- | Utilities                                     | 31,475                         | 810,511           | 2,721,187          | 679            |
| 23---- | Construction                                  | 257,300                        | 2,669,349         | 12,214,188         | 29,701         |
| 31---- | Manufacturing                                 | 663,812                        | 7,464,591         | 29,913,140         | 15,430         |
| 42---- | Wholesale trade                               | 241,755                        | 3,104,407         | 12,600,159         | 15,805         |
| 44---- | Retail trade                                  | 679,188                        | 3,582,029         | 14,873,208         | 46,660         |
| 48---- | Transportation & warehousing                  | 208,113                        | 1,689,136         | 6,899,238          | 7,958          |
| 51---- | Information                                   | 129,718                        | 1,966,971         | 7,242,318          | 5,396          |
| 52---- | Finance & insurance                           | 306,427                        | 5,644,337         | 18,997,048         | 19,551         |
| 53---- | Real estate & rental & leasing                | 69,069                         | 620,612           | 2,596,404          | 9,867          |
| 54---- | Professional, scientific & technical service: | 316,047                        | 4,702,923         | 19,624,584         | 29,942         |
| 55---- | Management of companies & enterprises         | 129,545                        | 3,424,994         | 12,246,576         | 2,069          |
| 56---- | Admin, support, waste mgt, remediation        | 306,181                        | 1,903,301         | 8,205,328          | 14,346         |
| 61---- | Educational services                          | 231,686                        | 1,712,769         | 7,106,606          | 3,268          |
| 62---- | Health care and social assistance             | 860,829                        | 7,317,005         | 31,205,707         | 34,707         |
| 71---- | Arts, entertainment & recreation              | 77,828                         | 428,632           | 2,042,618          | 4,678          |
| 72---- | Accommodation & food services                 | 411,031                        | 1,254,407         | 5,419,937          | 26,218         |
| 81---- | Other services (except public administration) | 248,483                        | 1,332,013         | 5,511,081          | 35,801         |
| 99---- | Unclassified establishments                   | 493                            | 1,910             | 11,031             | 511            |

Of Pennsylvania's 304,058 total business establishments, 155,666, or roughly 51.2% fell into the 1-4 employee range. Miscellaneous Services, with the exception of Public Administration, held the state's highest number of business establishments in the 1-4 employee range (35,801), followed by the Retail Trade industry (19,927). Pennsylvania reported an estimated 307 business establishments in the 1,000 or more employee range, which was represented most significantly by the Healthcare and Social Assistance industry (100). The 250-499, 500-999, and 1,000 or more employee ranges comprised just .8% of the state's total business establishments.

| Code   | Industry Code Description                     | Total Estab.   | Number of Establishments by Employment-size class |               |               |               |              |              |              |            |              |
|--------|---|----------------|---|---------------|---------------|---------------|--------------|--------------|--------------|------------|--------------|
|        |   |                | 1-4   | 5-9           | 10-19         | 20-49         | 50-99        | 100-249      | 250-499      | 500-999    | 1000 or more |
|        | <b>Total</b>                                  | <b>304,058</b> | <b>155,666</b>                                    | <b>61,752</b> | <b>40,787</b> | <b>27,974</b> | <b>9,769</b> | <b>5,738</b> | <b>1,483</b> | <b>582</b> | <b>307</b>   |
| 11---- | Forestry, fishing, hunting, agriculture       | 526            | 407   | 71            | 26            | 15            | 3            | 3            | 1            | 0          | 0            |
| 21---- | Mining  | 945            | 393   | 186           | 166           | 127           | 49           | 17           | 2            | 5          | 0            |
| 22---- | Utilities                                     | 679            | 230   | 113           | 109           | 96            | 55           | 50           | 15           | 8          | 3            |
| 23---- | Construction                                  | 29,701         | 19,166  | 5,032         | 2,915         | 1,796         | 474          | 257          | 45           | 8          | 8            |
| 31---- | Manufacturing                                 | 15,430         | 4,780   | 2,675         | 2,540         | 2,629         | 1,311        | 1,036        | 298          | 116        | 45           |
| 42---- | Wholesale trade                               | 15,805         | 7,577   | 3,153         | 2,469         | 1,698         | 567          | 246          | 73           | 16         | 6            |
| 44---- | Retail trade                                  | 46,660         | 19,927  | 11,727        | 7,760         | 4,585         | 1,474        | 1,003        | 160          | 22         | 2            |
| 48---- | Transportation & warehousing                  | 7,958          | 4,101   | 1,200         | 969           | 912           | 407          | 258          | 57           | 39         | 15           |
| 51---- | Information                                   | 5,396          | 2,680   | 935           | 680           | 578           | 252          | 187          | 53           | 24         | 7            |
| 52---- | Finance & insurance                           | 19,551         | 10,185  | 5,034         | 2,476         | 1,148         | 329          | 199          | 94           | 55         | 31           |
| 53---- | Real estate & rental & leasing                | 9,867          | 6,261   | 2,009         | 1,008         | 424           | 109          | 40           | 14           | 2          | 0            |
| 54---- | Professional, scientific & technical service  | 29,942         | 19,568  | 4,552         | 3,013         | 1,847         | 552          | 275          | 82           | 40         | 13           |
| 55---- | Management of companies & enterprises         | 2,069          | 642   | 312           | 316           | 347           | 189          | 139          | 69           | 37         | 18           |
| 56---- | Admin, support, waste mgt, remediation        | 14,346         | 8,040   | 2,287         | 1,557         | 1,254         | 599          | 398          | 146          | 50         | 15           |
| 61---- | Educational services                          | 3,268          | 1,248   | 541           | 466           | 540           | 251          | 112          | 34           | 37         | 39           |
| 62---- | Health care and social assistance             | 34,707         | 14,492  | 8,537         | 5,718         | 3,506         | 1,084        | 911          | 257          | 102        | 100          |
| 71---- | Arts, entertainment & recreation              | 4,678          | 2,509   | 754           | 579           | 496           | 209          | 95           | 23           | 10         | 3            |
| 72---- | Accommodation & food services                 | 26,218         | 11,093  | 4,574         | 4,333         | 4,332         | 1,461        | 378          | 38           | 8          | 1            |
| 81---- | Other services (except public administration) | 35,801         | 21,881  | 8,036         | 3,686         | 1,644         | 394          | 134          | 22           | 3          | 1            |
| 99---- | Unclassified establishments                   | 511            | 486   | 24            | 1             | 0             | 0            | 0            | 0            | 0          | 0            |

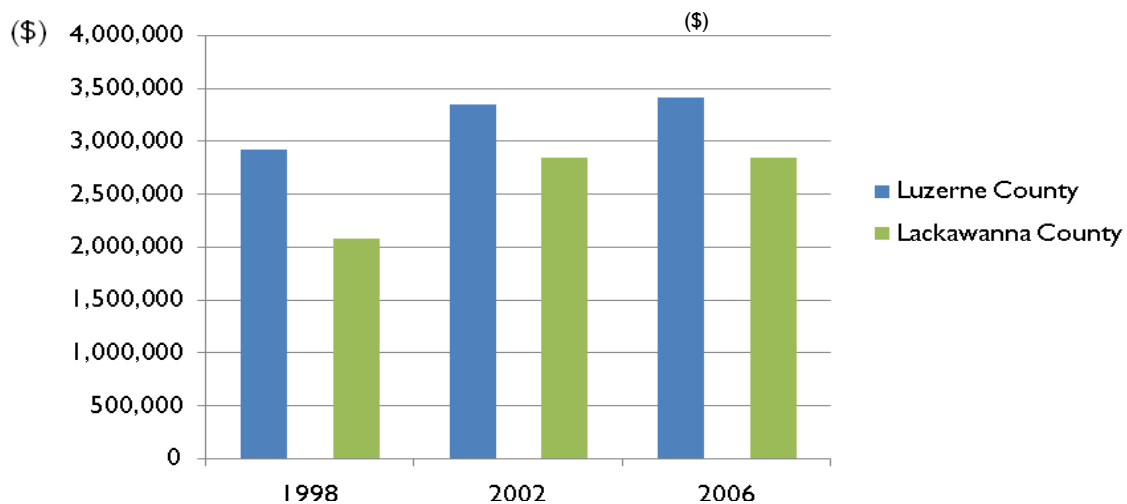
## Conclusion

U.S. Census Bureau data pertaining to county and statewide business patterns is important to understanding and comparing changing business demographics.

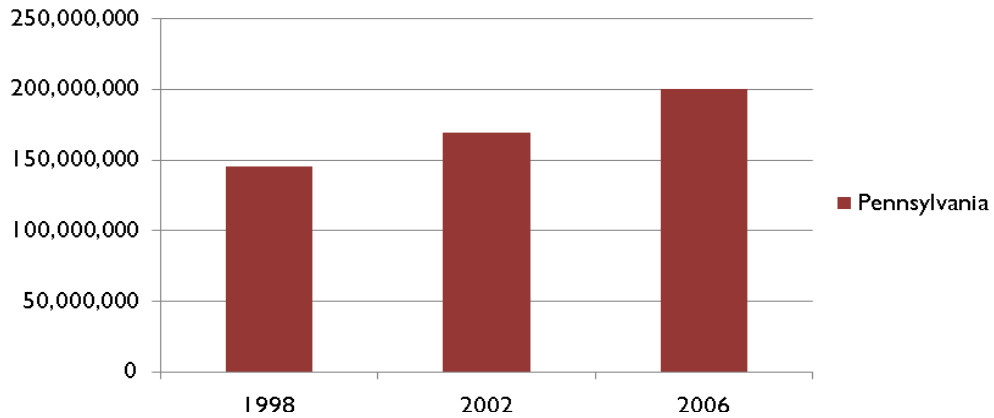
This report focused on Luzerne and Lackawanna Counties, as well as the Commonwealth of Pennsylvania as a whole, and examined 1998, 2002 and 2006 business patterns; several prominent trends were discovered.

Between 1998 and 2006, Luzerne and Lackawanna Counties and the Commonwealth of Pennsylvania experienced noticeable annual payroll increases. Luzerne County, for example, reported a \$918,954 increase, while Lackawanna County reported a \$771,748 increase. Over the nine-year period, the state as a whole reported a \$54 million annual payroll jump.

**Annual Payroll Estimates for Luzerne and Lackawanna Counties**

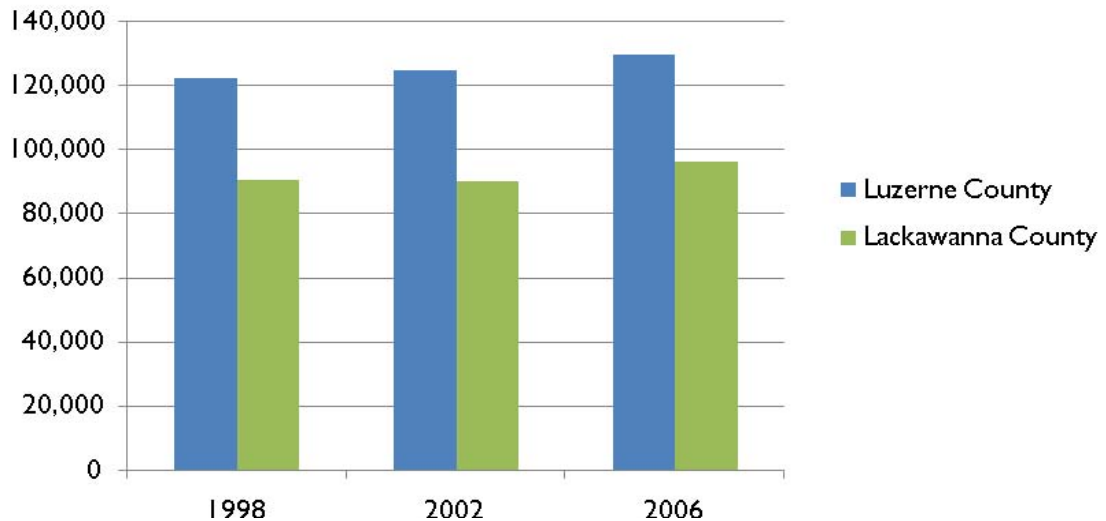


### Annual Payroll Estimates for Pennsylvania

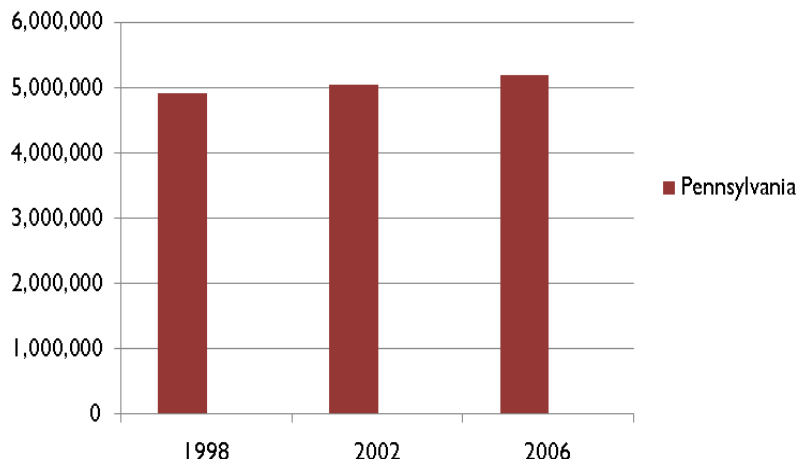


The significant rise in both first quarter annual payroll between 1998 and 2006 is undoubtedly linked to general growth in employment numbers. Luzerne County showed an increase of 7,465 employees over the nine-year span. Lackawanna County, despite a 457 employee decrease from 1998 to 2002, reported an overall increase of 5,328 workers. Pennsylvania experienced a total increase of 283,759 workers.

### Number of Employees in Luzerne and Lackawanna Counties

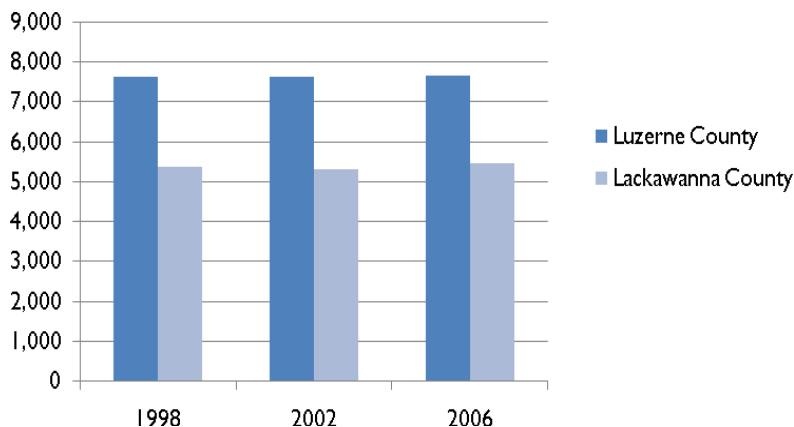


## Number of Employees in Pennsylvania

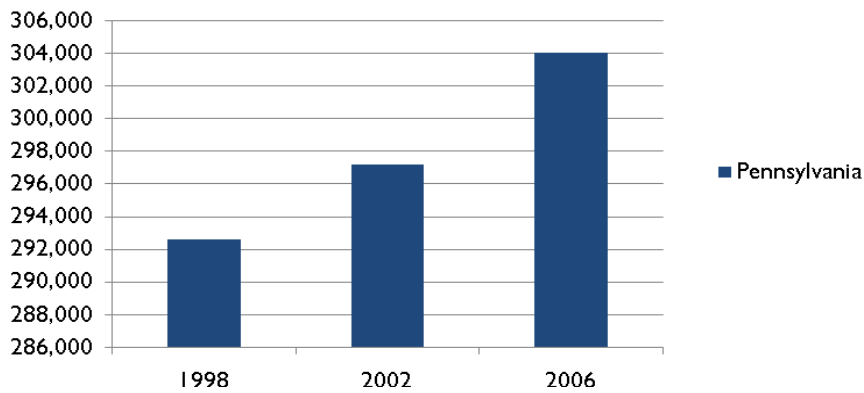


As the number of Pennsylvania workers grew during the nine-year-period, so too did its total number of business establishments. Luzerne County experienced a modest increase of 48 business establishments during the time period, bringing its 2006 total to 7,684. Lackawanna County experienced an increase of 84 business establishments to result in 5,477 total business establishments in 2006. As previously noted, well over 50% of Pennsylvania's total business establishments fell into the 1-4 employee range – an obvious pattern seen throughout the time period. Less than 1% percent of all business establishments fell into the 1,000 or more employee range. While Pennsylvania reported more than 300,000 business establishments in 2006, it is evident that regional trends and demographics favor businesses with fewer employees.

## Number of Establishments in Luzerne and Lackawanna Counties



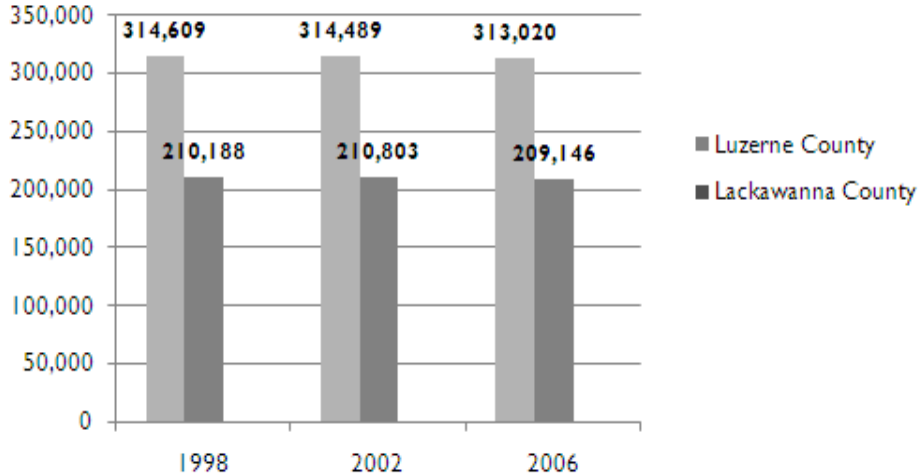
## Number of Establishments in Pennsylvania



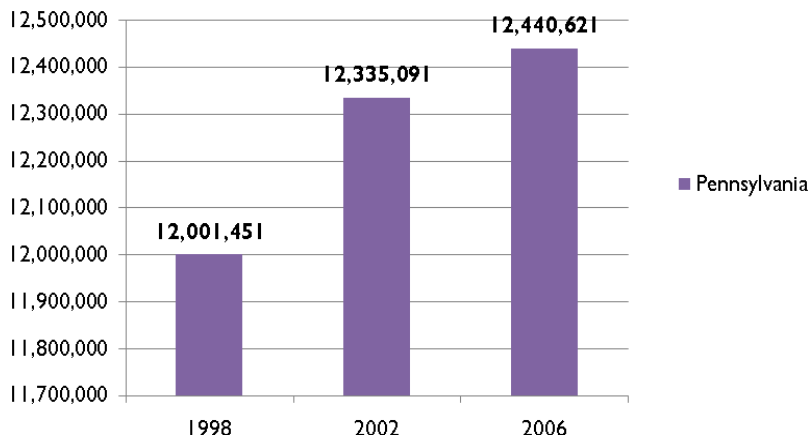
U.S. Census Bureau data also reveals three industries playing the most significant role in Pennsylvania's business patterns: Manufacturing, Healthcare and Social Assistance, and Retail Trade. In 2006, Luzerne and Lackawanna Counties, as well as the Commonwealth, shared identical patterns – with Healthcare and Social Assistance reporting the highest number of employees and the highest annual payroll, and Retail Trade holding the greatest number of business establishments. In 1998, the Manufacturing industry was the state's largest industry, employing 818,215 workers and producing \$28 billion in annual revenue.

Why are these three specific industries so dominant in the business pattern dialogue? The answer to this question is seemingly related to increases in employees, payroll, and business establishments.

**Population of Luzerne and Lackawanna Counties: 1998, 2002, and 2006**



**Pennsylvania Population: 1998, 2002, and 2006**



Between 1998 and 2006, Pennsylvania's population increased by more than 400,000. While Luzerne and Lackawanna Counties experienced incremental population decreases over the nine-year-span, population data for the 1990 to 2006 period – discussed in JUSC's own migration reports – reveals a noticeable population increase.

Increases in employees, payroll, and total business establishments throughout Pennsylvania are clearly the result of its growing population. While local trends are slightly more puzzling (as Luzerne and Lackawanna Counties saw decreases in population, but increases in other areas), overall increases in both employment and annual payroll are overtly positive developments.

Why are the Manufacturing, Healthcare, and Retail Trade industries so prominent? While the U.S. Census Bureau provides business pattern data for twenty-one industries, it is evident that population increases necessitate the growth of certain industries over others. The Manufacturing and Retail Trade industries are indispensable to both local and state-wide economies, providing both the jobs and the resources to support a growing (or stagnant) population. This explains their consistent position at the top of business pattern data. While Manufacturing and Retail Trade support the economy, the Healthcare and Social Assistance industry, although lucrative, represents a resource necessary for population's well-being. The growth of the healthcare and social assistance industry is due, in part, to the region's high median age and incidences of disease making the success of the industry vital to both Lackawanna and Luzerne Counties. The greater the number of employees and establishments in the Healthcare industry, the better they can serve the population's physical and emotional needs. Whether the populations of Luzerne and Lackawanna Counties, as well as the Commonwealth of Pennsylvania, grow or decline, consistent increases in valuable industries stand to improve both living conditions and the economy.