

# 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 <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 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 for week including		Payroll (\$1,000)		Total 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	Payroll (\$1,000)		Total Establishments
		for week including 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 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

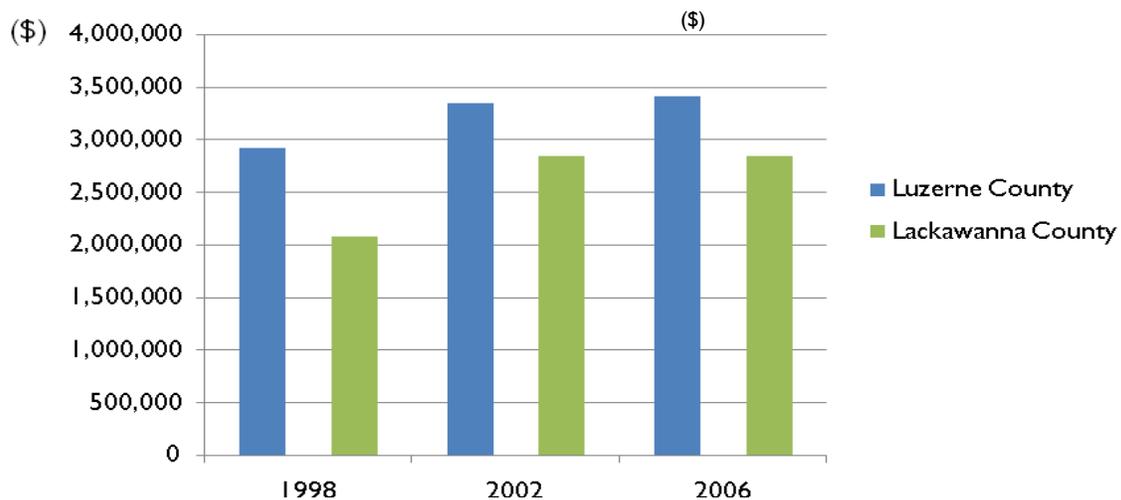
## Conclusion

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

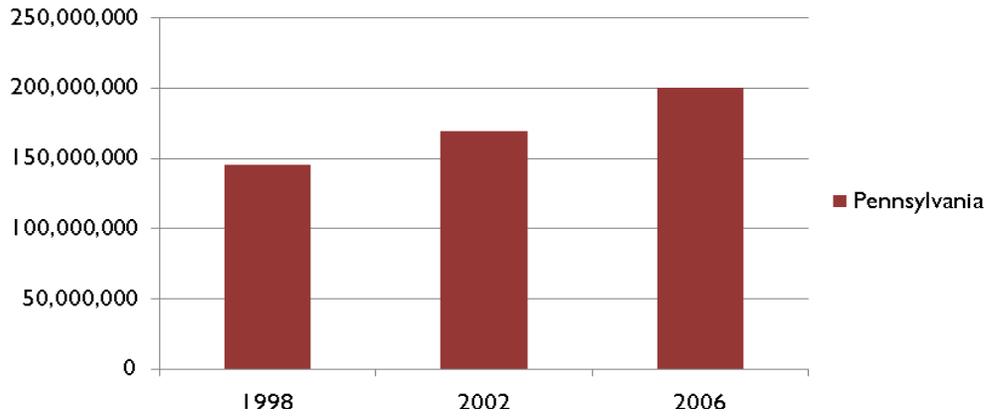
This report focused on Luzerne and Lackawanna Counties, as well as the Commonwealth of Pennsylvania as a whole, and examined 1998, 2002 and 2006 business patterns; several prominent trends were discovered.

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**

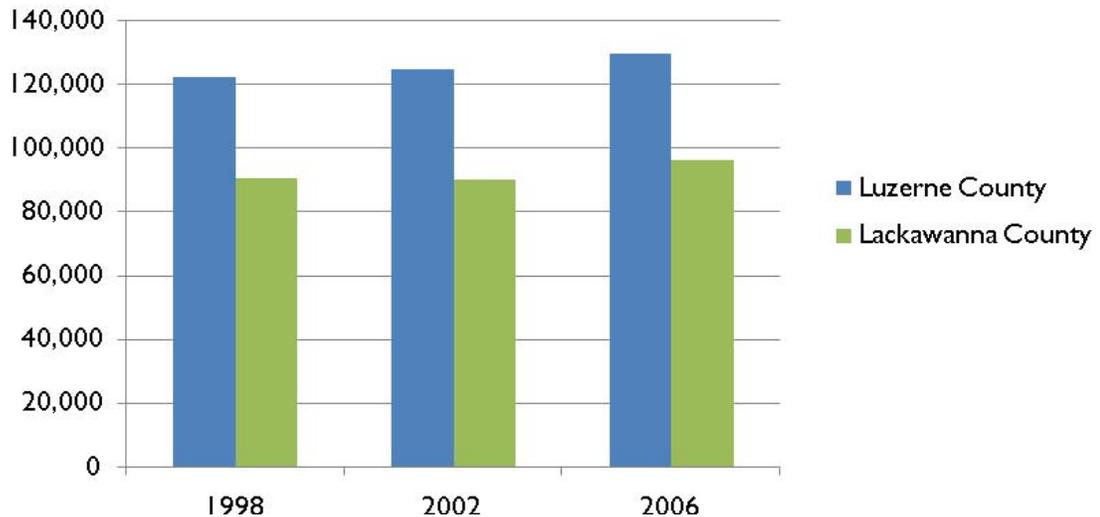


### Annual Payroll Estimates for Pennsylvania

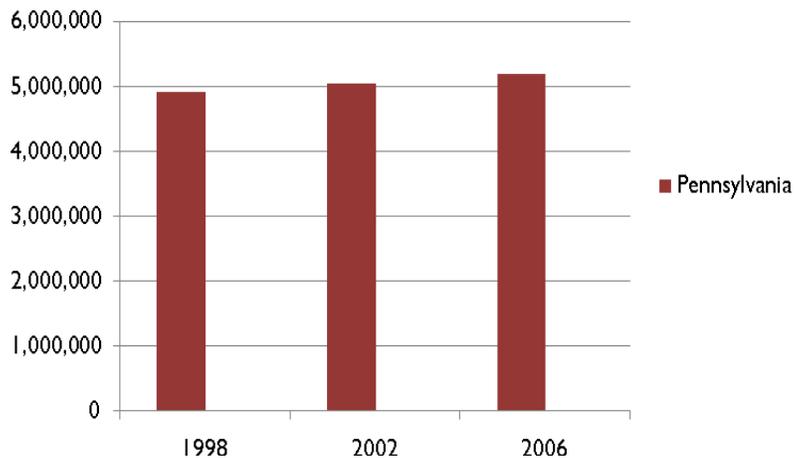


The significant rise in both first quarter annual payroll between 1998 and 2006 is undoubtedly linked to general growth in employment numbers. Luzerne County showed an increase of 7,465 employees over the nine-year span. Lackawanna County, despite a 457 employee decrease from 1998 to 2002, reported an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

### Number of Employees in Luzerne and Lackawanna Counties

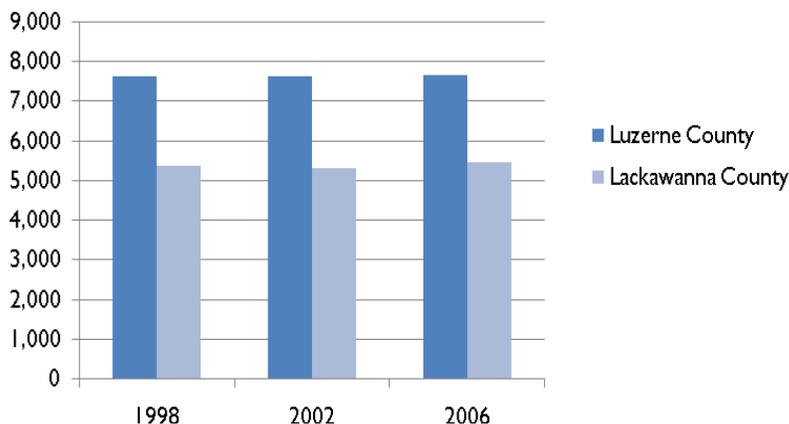


## Number of Employees in Pennsylvania

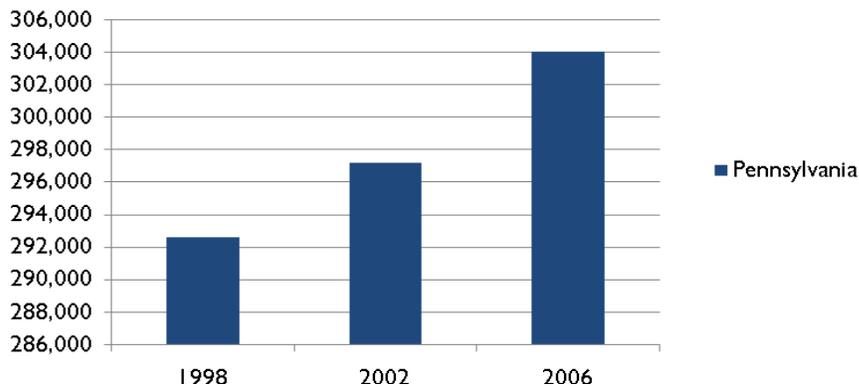


As the number of Pennsylvania workers grew during the nine-year-period, so too did its total number of business establishments. Luzerne County experienced a modest increase of 48 business establishments during the time period, bringing its 2006 total to 7,684. Lackawanna County experienced an increase 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



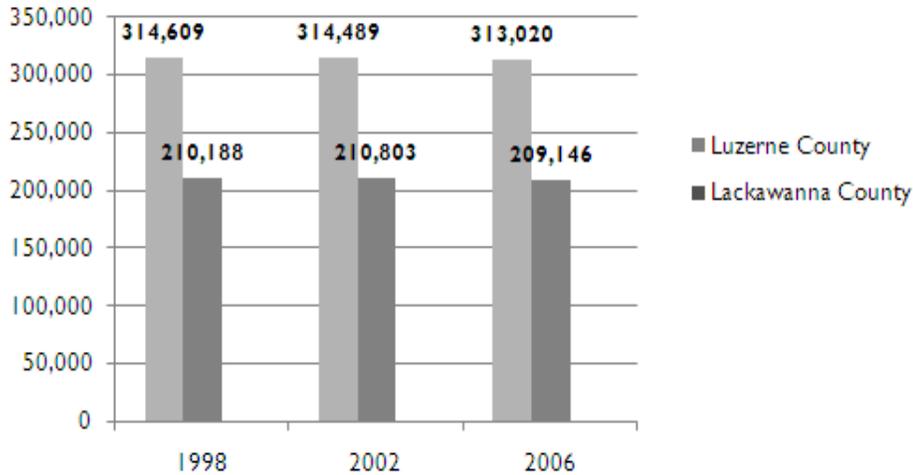
## Number of Establishments in Pennsylvania



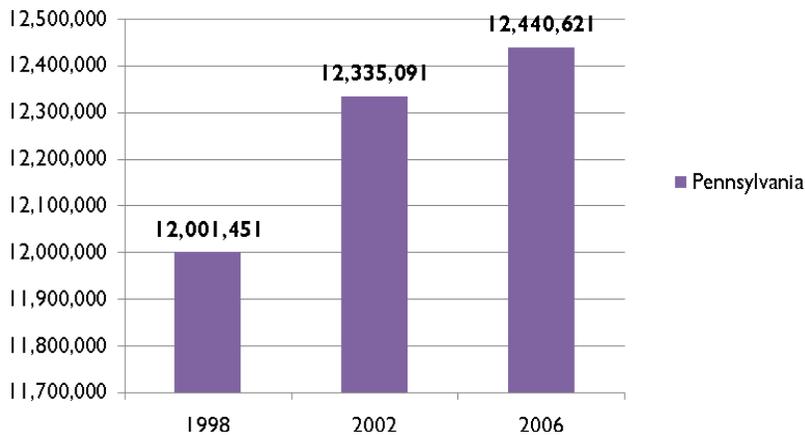
U.S. Census Bureau data also reveals three industries playing the most significant role in Pennsylvania's business patterns: Manufacturing, Healthcare and Social Assistance, and Retail Trade. In 2006, Luzerne and Lackawanna Counties, as well as the Commonwealth, shared identical patterns – with Healthcare 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.