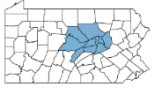
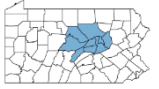


NAICS	Industry Sector	Jobs	Projected Change	Business Locations	Location Quotient	Earnings	Gross Regional Product
11	Agriculture, Forestry, Fishing and Hunting	2,991	-11	181	1.40	\$33,030	\$406,295,686
21	Mining, Quarrying, and Oil and Gas Extraction	1,511	36	75	1.38	\$94,655	\$375,555,974
22	Utilities	1,013	136	38	0.95	\$125,994	\$468,189,399
23	Construction	13,176	214	1,153	0.95	\$55,061	\$1,235,034,990
31	Manufacturing	34,601	131	744	1.36	\$62,470	\$4,470,353,142
42	Wholesale Trade	6,134	82	522	0.61	\$54,126	\$926,532,499
44	Retail Trade	31,023	85	2,051	1.06	\$30,143	\$1,782,150,737
48	Transportation and Warehousing	9,403	320	484	0.79	\$51,851	\$761,917,196
51	Information	2,754	-96	157	0.69	\$60,998	\$514,032,497
52	Finance and Insurance	6,668	420	766	0.56	\$67,111	\$1,373,922,316
53	Real Estate and Rental and Leasing	3,123	288	407	0.92	\$47,869	\$754,213,564
54	Professional, Scientific, and Technical Services	8,472	334	999	0.48	\$62,773	\$884,054,600
55	Management of Companies and Enterprises	4,840	16	112	0.80	\$86,584	\$488,088,904
56	Administrative and Support and Waste Management and Remediation Services	8,335	689	581	0.55	\$29,735	\$393,314,164
61	Educational Services (private)	7,196	45	116	0.57	\$39,854	\$330,690,417
62	Health Care and Social Assistance	44,340	3,219	2,302	0.98	\$62,502	\$3,234,444,779
71	Arts, Entertainment, and Recreation	3,234	116	209	0.66	\$22,008	\$147,538,889
72	Accommodation and Food Services	21,855	236	1,305	1.03	\$18,217	\$646,602,855
81	Other Services (except Public Administration)	12,534	261	1,255	0.89	\$25,027	\$471,388,148
90	Government (including public education)	60,250	-402	1,124	1.84	\$73,286	\$4,863,696,474
Total	All Industries	283,455	6,119	14,576	1.00	\$53,735	--



NAICS	Industry Sector	Demand			Sales			Estimated Multipliers		
		Total (millions)	Met In-Region	Met by Imports	Total (millions)	In-Region	Exported	Jobs	Earnings	Sales
11	Crop and Animal Production	\$829.5	36.6%	63.4%	\$1,017.3	30.9%	69.1%	1.36	1.49	1.41
21	Mining, Quarrying, and Oil and Gas Extraction	\$391.9	34.3%	65.7%	\$534.7	25.2%	74.8%	1.67	1.37	1.43
22	Utilities	\$635.9	48.9%	51.1%	\$614.0	50.6%	49.4%	2.57	1.59	1.45
23	Construction	\$2,750.1	55.4%	44.6%	\$2,221.5	68.6%	31.4%	1.40	1.30	1.38
31	Manufacturing	\$8,589.5	12.3%	87.7%	\$11,835.0	9.0%	91.0%	1.75	1.49	1.33
42	Wholesale Trade	\$2,467.1	18.6%	81.4%	\$1,295.7	35.4%	64.6%	1.50	1.38	1.41
44	Retail Trade	\$2,818.4	27.9%	72.1%	\$2,772.4	28.4%	71.6%	1.27	1.36	1.40
48	Transportation and Warehousing	\$1,507.8	39.2%	60.8%	\$1,470.3	40.3%	59.7%	1.39	1.31	1.38
51	Information	\$2,170.6	17.8%	82.2%	\$893.5	43.2%	56.8%	1.81	1.51	1.44
52	Finance and Insurance	\$3,565.6	44.5%	55.5%	\$2,334.9	68.0%	32.0%	1.80	1.56	1.52
53	Real Estate and Rental and Leasing	\$2,167.6	53.0%	47.0%	\$1,634.1	71.3%	28.7%	1.70	1.74	1.55
54	Professional, Scientific, and Technical Services	\$2,690.8	35.2%	64.8%	\$1,363.9	69.4%	30.6%	1.45	1.29	1.42
55	Management of Companies and Enterprises	\$953.6	4.5%	95.5%	\$871.8	5.0%	95.0%	1.60	1.27	1.37
56	Administrative and Support and Waste Management and Remediation Services	\$1,233.8	41.1%	58.9%	\$666.3	76.0%	24.0%	1.25	1.32	1.41
61	Educational Services (private)	\$552.4	40.7%	59.3%	\$535.1	42.0%	58.0%	1.27	1.26	1.41
62	Health Care and Social Assistance	\$3,853.0	79.2%	20.8%	\$5,720.3	53.4%	46.6%	1.46	1.27	1.40
71	Arts, Entertainment, and Recreation	\$458.5	34.8%	65.2%	\$252.6	63.1%	36.9%	1.23	1.42	1.44
72	Accommodation and Food Services	\$1,554.1	66.6%	33.4%	\$1,216.0	85.2%	14.8%	1.18	1.37	1.38
81	Other Services (except Public Administration)	\$1,011.0	65.6%	34.4%	\$880.1	75.3%	24.7%	1.20	1.35	1.42
90	Government (including public education)	\$13,777.5	25.6%	74.4%	\$15,591.1	14.5%	85.5%	1.82	1.56	1.39
Total	All Industries	\$53,978.5	34.2%	65.8%	\$53,720.6	32.0%	68.0%	--	--	--



NOTES:

- Data Source: EMSI, 2018.1
- Unless noted, information is based on 2017 estimates.
- Government industry sector includes public education and some public hospitals.
- Education industry sector includes private industries only.
- Jobs include QCEW (Quarterly Census of Employment and Wages) jobs, Non-QCEW jobs, and Sole-Proprietors located in Central PA.
- Projected change based on the 2017-2020 time period.
- Location quotients compare the concentration of employment locally to the State. A value of 1.0 or greater indicates a higher concentration, and a value less than 1.0 indicates a smaller concentration in Central PA compared to the State.
- Industry earnings based on current estimates; include wages, salaries, proprietor income, and supplements (additional employee benefits).
- Gross Regional Product: includes earnings, property income, taxes, and subsidies.
- Demand: the total amount spent by industries and consumers on the given industry.
- Demand Met In-Region: the amount spent by industries and consumers on essential goods inside Central PA for the given industry.
- Demand Met by Imports: the amount spent by industries and consumers on essential goods outside of Central PA for the given industry.
- Sales: the given industry's total annual sales (gross receipts), both to other industries and to consumers as well.
- Sales In-Region: the given industry's total annual sales to industries and consumers inside Central PA.
- Sales Exported: the given industry's total annual sales to industries and consumers not inside Central PA.
- Multipliers are only produced for 6-Digit NAICS industries. The estimated multipliers shown in the table are averages of the industries within each sector weighted by the number of jobs. Multipliers identify the total regional effect of every job, dollar in earnings, or dollar in sales that is generated by an industry.
- Jobs Multiplier: the total jobs created in Central PA for every job created by an industry.
- Earnings Multiplier: the total dollars paid out in wages, salaries, and other compensation throughout Central PA for every dollar of earnings generated by an industry.
- Sales Multiplier: the total dollars of sales throughout Central PA for every dollar of sales received by an industry.
- Gross Regional Product, Demand, Sales, and Multipliers are calculated using EMSI's complete Class of Worker dataset.
- Information for specific industries is available upon request: www.cpwdc.org/workforce-trends/workforce-research-requests/.