

# LOCAL WORKFORCE DEVELOPMENT AREA 4 CITY OF DULUTH

*Covers:  
City of Duluth*

## 2023 REGIONAL PROFILE

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## DEMOGRAPHICS

### POPULATION CHANGE

Local Workforce Development Area 4 (WDB 4) consists of the city of Duluth. According to population data from the [U.S. Census Bureau](#), Duluth was home to 86,372 people in 2022, accounting for 1.5% of the state’s and 43.3% of the county’s population. The city of Duluth has gained 107 (+0.1%) residents since 2010 and 93 since 2020. Meanwhile, the state of Minnesota has grown by 7.8% since 2010 with an increase of 413,259 people (Table 1).

	2010 Population	2022 Population	2010-2022 Change	
			Number	Percent
<b>WDB 4 - Duluth</b>	<b>86,265</b>	<b>86,372</b>	<b>+107</b>	<b>+0.1%</b>
Aitkin Co.	16,202	16,126	-76	-0.5%
Carlton Co.	35,386	36,708	+1,322	+3.7%
Cook Co.	5,176	5,708	+532	+10.3%
Itasca Co.	45,058	45,205	+147	+0.3%
Koochiching Co.	13,311	11,844	-1,467	-11.0%
Lake Co.	10,866	10,939	+73	+0.7%
St. Louis Co.	200,226	199,532	-694	-0.3%
<b>State of Minnesota</b>	<b>5,303,925</b>	<b>5,717,184</b>	<b>+413,259</b>	<b>+7.8%</b>

*Source: U.S. Census Bureau, 2010 Decennial Census, 2022 Pop. Estimates*

Still, the city of Duluth is the 5th largest city in the state, behind Minneapolis, St. Paul, and Rochester, and Bloomington, according to the State Demographic Center. It is the principal city in the Duluth-Superior MN-WI Metropolitan Statistical Area (MSA), which includes St. Louis and Carlton County in Minnesota and Douglas County in Wisconsin<sup>1</sup>. Duluth and St. Louis County are the largest city and county in the region, and the city accounts for 26.5% of the Northeast planning region’s population.

### COMPONENTS OF POPULATION CHANGE

The recent population increase in Local Area 4 – Duluth was fueled primarily by positive net migration. About 825 more people moved into the city than out, offsetting a natural decrease (more deaths than births) of -777 from 2020 to 2022. Most people moving in were from elsewhere in the state or country. This trend countered that of the entire state which, even with net positive international migration, had a net migration deficit of 17,355 (Table 2).

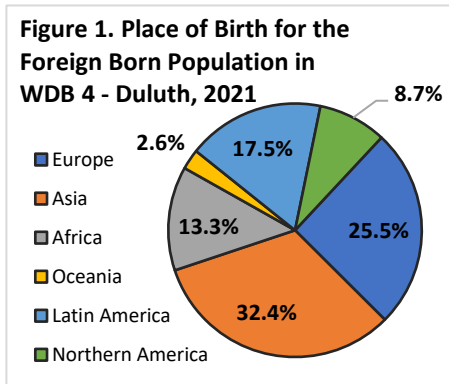
	Total Change	Natural Increase	Vital Events		Net Migration		
			Births	Deaths	Total	Inter-national	Domestic
WDB 4-Duluth	+93	-777	1,714	2,491	+824	+56	+768
Minnesota	+10,680	+26,917	144,350	117,433	-17,365	+20,012	-37,377

*Source: U.S. Census Bureau, Population Estimates Program*

With in-migration, the City of Duluth was home to 2,786 foreign-born residents, or 3.2% of the total population. The largest number of immigrants in

the area were born in Latin America, South and East Asia, and Eastern Europe (Figure 1). From 2010-2021 the fastest growing foreign-born groups were from Western Asia, Eastern Africa, and Central America.

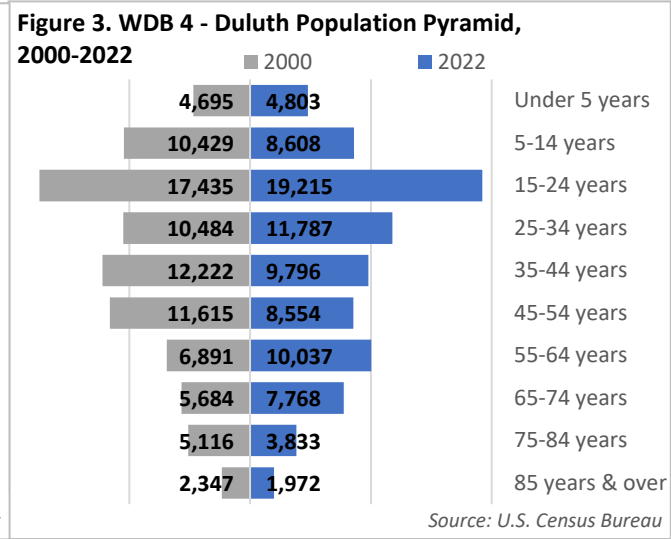
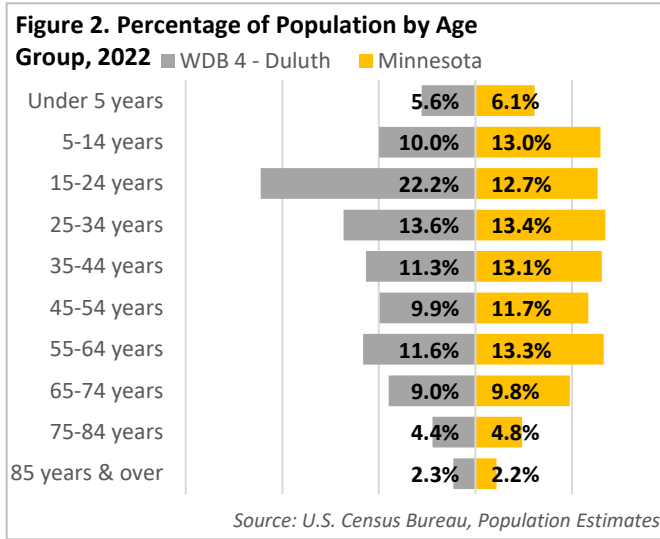
Based on year of entry, Duluth’s foreign-born population had a larger share of more recent immigration. About 31.4% of the region’s immigrants entered the U.S. in 2010 or later, compared to just 27.6% statewide. The city also had a larger percentage of foreign-born residents who had entered before 1990 than the state – 28.6% to 19.8%. Foreign-born residents in Duluth were more concentrated in the 15-to-44-year-old age groups than the general population, by nearly 10 percentage points. Foreign-born residents in Duluth were much less likely to be under 15. A higher percentage of foreign-born residents (29.6%) had advanced degrees than native born residents (15.5%), yet immigrants were also twice as likely to have less than a high school diploma.



<sup>1</sup> The U.S. Census Bureau [added Lake County](#) in 2018, but the Bureau of Labor Statistics has not as of publication. For consistency we use the 3 counties.

**POPULATION BY AGE GROUP**

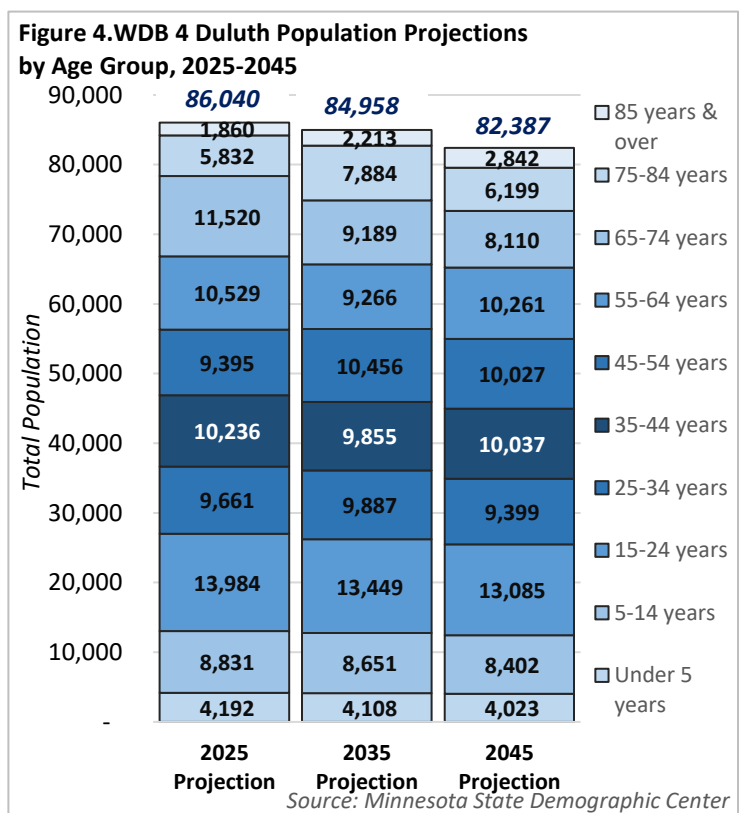
Due to the large college-aged population, Local Area 4 has a much different demographic composition than the rest of Northeast Minnesota and the state. Only 27.3% of the population in Duluth is 55 years of age or older, which is less than the 36.5% of the population in the rest of Northeast Minnesota and slightly less than the state share (29.3%). In contrast, Local Area 4 has 22.2% of its population between the ages of 15 and 24, reflecting the presence of colleges in the city. However, compared to the state, Local Area 4 had relatively fewer people in the 25 to 54-year-old age group, considered the “prime working ages”. While the number of 35-54 year old residents was declining, the number of residents aged 55-74 years was rapidly increasing. From 2000 to 2022, Duluth saw an increase of more than 5,200 residents aged 55-74. There was also an increase in the number of young people as the population between 15 and 34 years grew more than 10% (Figure 2 & 3).



**POPULATION PROJECTIONS BY AGE GROUP**

Local Area 4 is projected to see population decline in the next 20 years. According to population projections from the [State Demographic Center](#), the city is expected to lose 3,653 residents from 2025 to 2045, a -4.2% decline (Figure 4). In comparison, the state of Minnesota is projected to grow 7.4% from 2025 to 2045, closing in on 6.3 million residents.

The projected population decline is expected to be driven by large losses in the 55-74 age group, as well as smaller losses in younger cohorts. The number of residents aged 65-74 is forecasted to decline by 3,410, a decrease of nearly 30%. Residents under 45 are expected to decline a more modest 4.2%. Gains are expected in the oldest residents (+17.6%) as well as in the 45-54 age group (+6.7%). Population decline is expected to accelerate in the second of the two decades.



**POPULATION BY RACE**

Local Area 4’s population is less diverse than the state’s but is becoming more diverse over time. In 2021, 88.6% of the city’s residents reported White alone as their race, compared to 80.7% of residents statewide. Compared to the state, the city had smaller shares of Black or African American residents, Asian or Other Pacific Islanders, Hispanics or Latinos, and residents of Some Other Race. However, at 1.7%, Duluth had higher shares of people reporting as American Indian or Alaska Native and Two or More Races (4.8%) (Table 3).

Table 3. Race and Hispanic Origin, 2021	WDB 4 - Duluth			Minnesota	
	Number	Percent	Change from 2011-2021	Percent	Change from 2011-2021
<b>Total</b>	<b>86,711</b>	<b>100.0%</b>	<b>0.6%</b>	<b>100.0%</b>	<b>7.4%</b>
White	76,785	88.6%	-1.7%	80.7%	0.4%
Black or African American	2,254	2.6%	14.2%	6.6%	42.2%
American Indian & Alaska Native	1,484	1.7%	-27.6%	0.9%	-8.0%
Asian & Other Pacific Islander	1,439	1.7%	-3.1%	5.0%	35.8%
Some Other Race	588	0.7%	49.2%	2.1%	66.5%
Two or More Races	4,161	4.8%	90.8%	4.6%	121.8%
Hispanic or Latino	2,298	2.7%	75.6%	5.6%	31.6%

Source: U.S. Census Bureau, 2017-2021 American Community Survey

In Duluth, the Two or More Races population grew by 1,980 people since 2011 while the Hispanic or Latino population

grew by 989 and the number of Black or African Americans grew by 281. The Two or More Races, Some Other Race, and Hispanic and Latino populations grew the fastest since 2011. The Asian and American Indian populations declined.

**EDUCATIONAL ATTAINMENT**

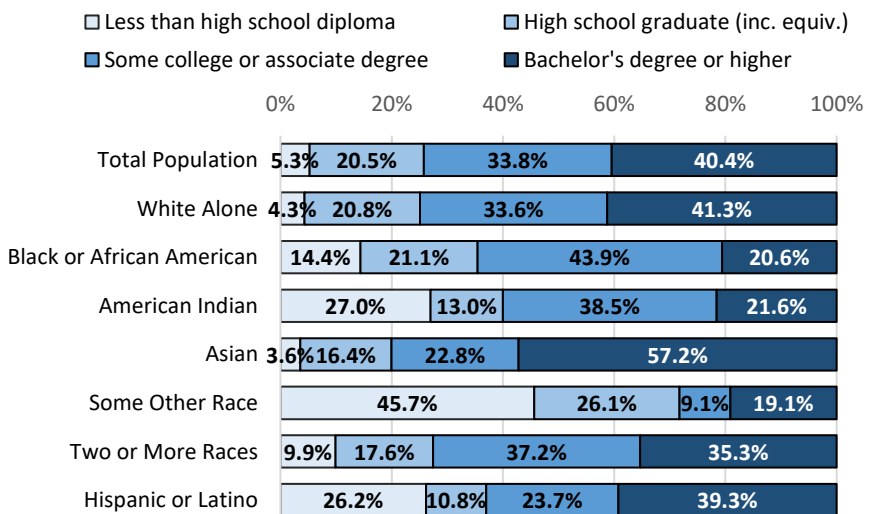
With 43.5% of adults aged 18 years and over holding a college degree, Local Area 4 had slightly lower educational attainment than the state in 2021, where 46% of adults have an associate, bachelor’s, or advanced degree. The area had a higher percentage of people with some college but no degree, and a slightly lower percentage of people with a high school diploma or less (Table 4).

Table 4. Educational Attainment for the Adult Population, 2021	WDB 4 - Duluth		Minnesota
	Number	Percent	Percent
<b>Total, 18 years &amp; over</b>	<b>70,822</b>	<b>100.0%</b>	<b>100.0%</b>
Less than high school	3,538	5.0%	7.1%
High school grad. (incl. equiv.)	14,781	20.9%	24.5%
Some college, no degree	21,674	30.6%	22.4%
Associate degree	6,510	9.2%	11.1%
Bachelor's degree	15,831	22.4%	23.3%
Advanced degree	8,488	12.0%	11.6%

Source: 2017-2021 American Community Survey, 5-Year Estimates

Educational attainment varies significantly by race and ethnicity in Local Area 4. Other than Asians, every group of color had at least twice the share of their populations with less than a high school diploma, compared to Whites. Around 40% of Black or African Americans, American Indians and people of Two or More Races attended some college or earned an associate degree, and 57% of Asian residents had a bachelor’s degree or higher, which was the greatest share of any group (Figure 5).

**Figure 5. WDB 4 - Duluth Educational Attainment for the population aged 25 years & over by Race or Origin, 2021**

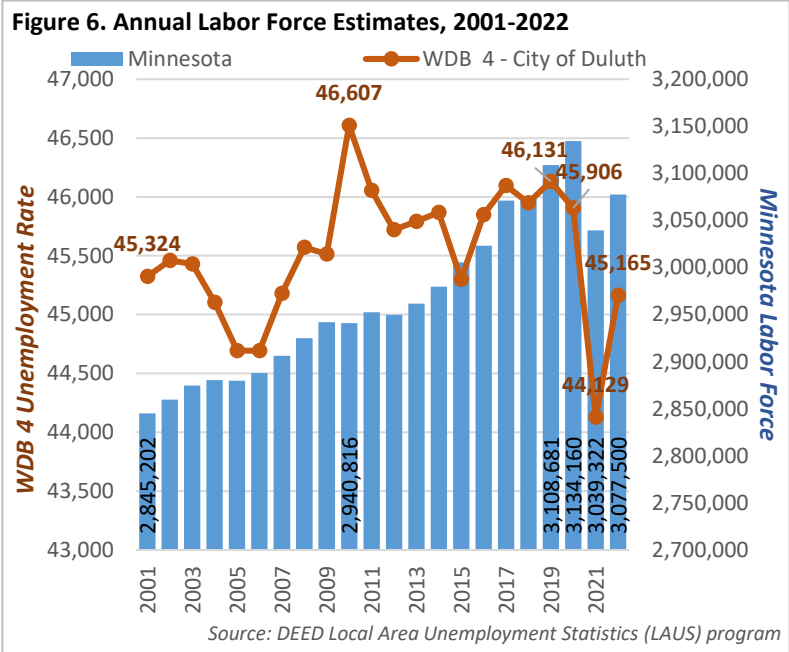


Source: 2017-2021 American Community Survey

## LABOR FORCE

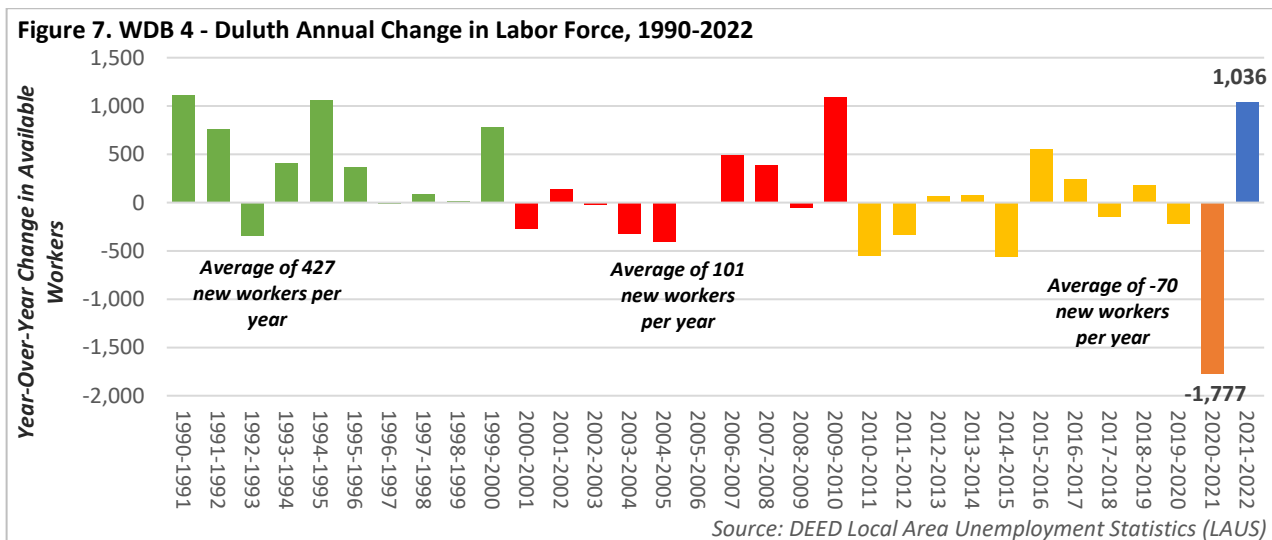
### LABOR FORCE CHANGE

According to data from DEED’s [Local Area Unemployment Statistics](#) program, Local Area 4 had 45,129 workers in 2022, a decline of 741 from 2019. The city’s labor force reached its peak at 46,607 in 2010 during the Great Recession before declining to a range of 45,500-46,200 from 2012 to 2019. Until the COVID-19-induced recession, stability in the labor force tracked with the city’s population. The labor force then declined by 3.9% from 2020 into 2021, the largest percent loss on record. In contrast, the state was steadily gaining workers over the past two decades and saw a smaller 3.3% decline over the year into 2021. The Duluth labor force remains down 2.1% from 2019 levels (Figure 6).



After averaging a net gain of about 264 additional labor force participants per year between 1990 and 2010, Local Area 4 employers were able to tap into a large and growing pool of talented workers. However, from 2010 to 2019, the city’s labor force started to shrink, averaging a loss of about 70 workers per year. That trend accelerated significantly in 2021 when 1,777 people stopped looking for work, largely driven by the impacts of the COVID-19 pandemic. Over 1,000 workers joined or re-joined the labor force in 2022 (Figure 7).

Increasingly tight labor markets and a growing scarcity of workers has been recognized for several years as one of Local Area 4’s most significant barriers to future economic growth. In the face of these constraints, it has become evident that a more diverse workforce in terms of age, gender, race, ethnicity, disability status, and immigration has been and will continue to be vital sources of the workers that employers need to succeed. As the White, native-born workforce continues to age, younger workers of different races or from different countries will comprise the fastest growing segment of the labor force.



### LABOR FORCE PROJECTIONS

If Local Area 4’s population changes at the projected rates shown in Figure 4 above, the area would be expected to see a decline in the labor force over the next decade. Applying current labor force participation rates to future population projections by age group creates labor force projections for the city, which show a 1.5% drop in workforce numbers. In addition to the overall decline, the labor force will also see a significant age shift over time, with gains in the number of workers aged 20-24, 45-54, and 75+ paired with a large decline in the number of workers aged 55 to 74 years. The region is also expected to lose teenaged workers and entry-level workers in the next decade. The projected long-term declines indicate a loss of a lot of new as well as experienced workers, exacerbating an already tight labor market (Table 5).

Age Group	2025 Labor Force Projection	2035 Labor Force Projection	2025-2035 Change	
			Numeric	Percent
16 to 19 years	2,499	2,253	-246	-9.8%
20 to 24 years	6,095	6,162	67	1.1%
25 to 44 years	17,391	17,255	-135	-0.8%
45 to 54 years	7,901	8,794	892	11.3%
55 to 64 years	6,848	6,026	-822	-12.0%
65 to 74 years	2,615	2,086	-529	-20.2%
75 years & over	415	545	130	31.3%
<b>Total Labor Force</b>	<b>43,764</b>	<b>43,121</b>	<b>-643</b>	<b>-1.5%</b>

*Source: calculated from Minnesota State Demographic Center population projections and 2017-2021 American Community Survey 5-Year Estimates*

### EMPLOYMENT CHARACTERISTICS

With 65.7% of the population over 16 years of age in the labor force, Local Area 4 had a lower labor force participation rate than the state. In addition, every age group had lower labor force participation rates than their statewide counterparts. The participation gap was the largest for the oldest age groups (Table 6).

The region also had lower participation rates than the state for every race and ethnic group other than Some Other Race; and had large unemployment rate disparities for people of color. Unemployment rates for Black or African American and American Indian workers were five and four times the White rate. The average unemployment rate for all workers of color was 9.2% - almost double that of White workers.

The city also had 1,508 veterans and 2,899 workers with disabilities in the labor force, with both having lower participation and higher unemployment rates than the state. Unemployment rates were highest for youth, workers of color, workers with disabilities, and workers with less than a high school diploma (Table 6).

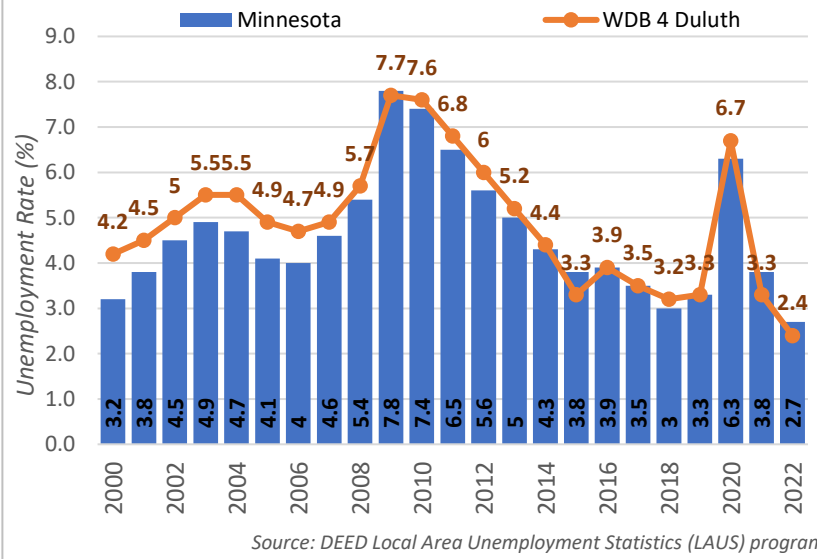
Age Group	WDB 4 - Duluth			Minnesota	
	Labor Force	Labor Force Partic. Rate	Unemp. Rate	Labor Force Partic. Rate	Unemp. Rate
<b>Total Labor Force</b>	<b>47,565</b>	<b>65.7%</b>	<b>5.3%</b>	<b>69.2%</b>	<b>4.0%</b>
16 to 19 years	3,102	49.6%	10.8%	52.3%	10.7%
20 to 24 years	9,664	79.3%	5.7%	83.3%	6.7%
25 to 44 years	18,938	87.4%	4.9%	88.8%	3.6%
45 to 54 years	7,223	84.1%	4.6%	87.6%	3.0%
55 to 64 years	6,553	65.0%	2.7%	73.1%	3.2%
65 to 74 years	1,770	22.7%	7.7%	28.0%	3.2%
75 years & over	315	5.4%	22.5%	6.6%	2.9%
<b>Employment Characteristics by Gender</b>					
Male	43,104	66.1%	4.8%	68.5%	3.4%
Female	960	57.3%	21.6%	71.9%	8.6%
<b>Employment Characteristics by Race &amp; Hispanic Origin</b>					
White alone	43,104	66.1%	4.8%	68.5%	3.4%
Black or African American	960	57.3%	21.6%	71.9%	8.6%
American Indian & Alaska Native	583	48.3%	18.2%	57.4%	12.9%
Asian or Other Pacific Islanders	864	68.2%	3.8%	72.7%	4.1%
Some Other Race	306	77.9%	n/a	75.8%	6.2%
Two or More Races	1,754	66.3%	5.7%	74.1%	7.3%
Hispanic or Latino	1,043	67.1%	5.9%	77.0%	6.6%
<b>Employment Characteristics by Veteran Status</b>					
Veterans, 18 to 64 years	1,508	73.2%	5.9%	80.6%	3.9%
<b>Employment Characteristics by Disability</b>					
With Any Disability	2,899	47.5%	12.7%	53.6%	9.9%
<b>Employment Characteristics by Educational Attainment</b>					
Population 25 to 64 years	32,708	81.1%	4.4%	84.4%	3.4%
Less than H.S. Diploma	988	53.0%	6.4%	66.6%	4.6%
H.S. Diploma or Equivalent	4,920	69.0%	1.1%	77.3%	2.5%
Some College or Assoc. Degree	11,556	79.9%	4.5%	85.1%	3.6%
Bachelor's Degree or Higher	15,270	90.5%	2.8%	90.3%	2.1%

*Source: 2017-2021 American Community Survey, 5-Year Estimates*

### UNEMPLOYMENT RATES

Local Area 4 has similar unemployment rates to Minnesota, and much lower rates than the Northeast region as a whole. According to [Local Area Unemployment Statistics](#), Duluth’s unemployment rate reached its peak in 2009 at 7.7%, then steadily declined to an annual rate of 3.2% in 2018. Since then, the unemployment ticked up to 3.3% in 2019 before the massive expansion in 2020 under pandemic conditions. The increase in 2020 was the largest on record back to 1990 followed immediately by the largest over-the-year decrease as the unemployment rate fell to a record low of 2.4% in 2022 (Figure 8).

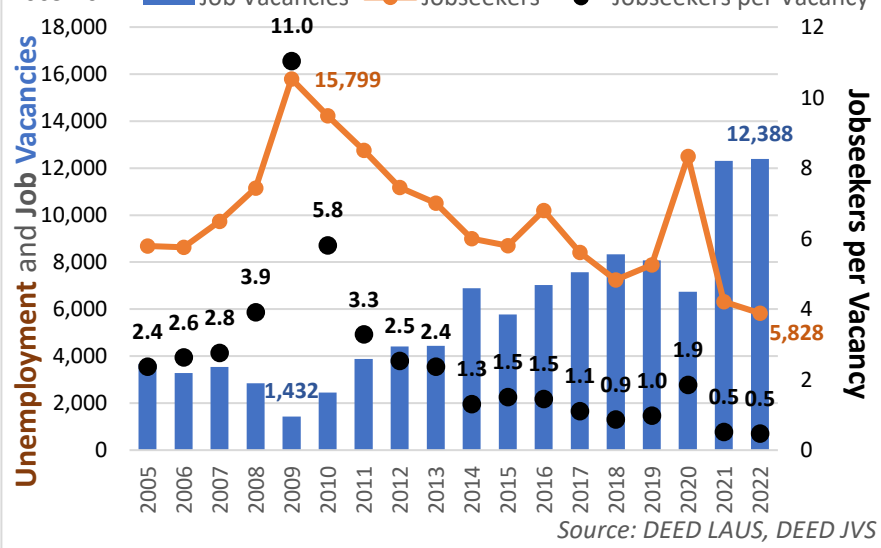
Figure 8. Unemployment Rates, 2001-2022



### JOBSEEKERS PER VACANCY

Prior to the coronavirus crisis, the labor market had already been tightening. One clear demonstration of this is the ratio of unemployed jobseekers per vacancy, which in 2019 stood at 1-to-1 in Northeast Minnesota; meaning there were roughly the same number of people looking for work as there were open jobs. After briefly rising to 1.9 in 2020, the ratio has since declined to an all-time low of 0.5 jobseekers per vacancy. According to the most recent job vacancy survey results, there were 12,388 openings (2<sup>nd</sup>

Figure 9. Jobseekers per Vacancy in Northeast Minnesota, 2005-2022



highest on record) reported by employers compared to 5,828 (lowest on record) unemployed jobseekers in the region. By comparison, the ratio climbed as high as 11.0 during the recession in 2009 (Figure 9).

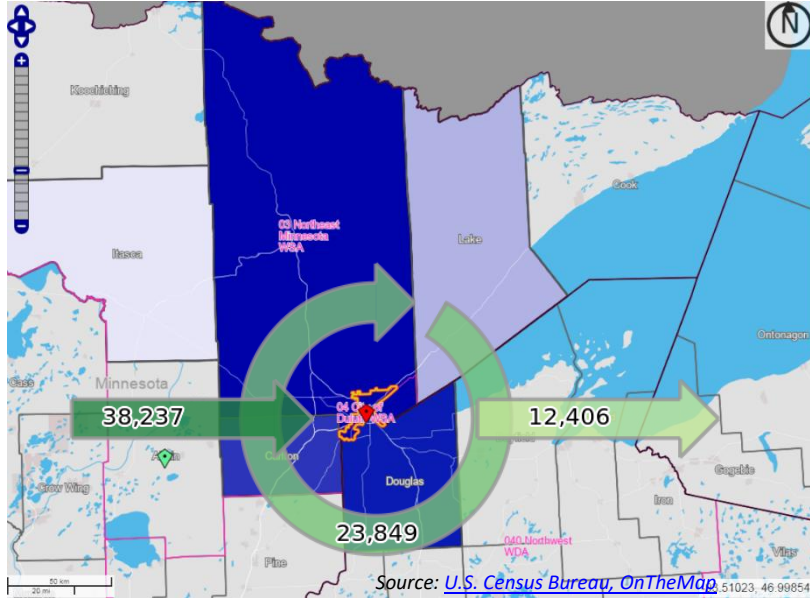
### COMMUTE SHED AND LABOR SHED

According to commuting data from the U.S. Census Bureau, the city of Duluth is a net importer of labor, having more jobs than available resident workers, drawing in workers from surrounding cities and counties. In 2020, 23,849 workers both lived and worked in the city, while another 38,237 workers commuted or telecommuted into the city for work, compared to 12,406 who live in the city but commuted to other cities or counties for work. (Table 7, Figure 10).

Table 7. WDB 4 – City of Duluth Inflow/Outflow Job Counts (All Jobs), 2020	2020	
	Count	Share
Employed in the Selection Area	62,086	100.0%
Employed in the Selection Area but Living Outside	38,237	61.6%
Employed and Living in the Selection Area	23,849	38.4%
Living in the Selection Area	36,255	100.0%
Living in the Selection Area but Employed Outside	12,406	34.2%
Living and Employed in the Selection Area	23,849	65.8%

Source: U.S. Census Bureau, OnTheMap

Figure 10. WDB 4-City of Duluth Labor and Commute Shed, 2020



Over 75% of workers living in Duluth are employed somewhere in St. Louis County the largest employment center in the region. Douglas, WI, Hennepin, and Carlton counties account for another 13.6% of workers residing in the city. Employers in the city draw workers from the rest of St. Louis County, Douglas County in Wisconsin, Carlton County, and more than 11% of workers lived in the Twin Cities Metro (Figure 10). The average commute time for workers in the region was 16.7 minutes, compared to 23.5 minutes for workers statewide. More than 71% of workers commuted less than 20 minutes each way, compared to 46.5% statewide. About 8% of workers

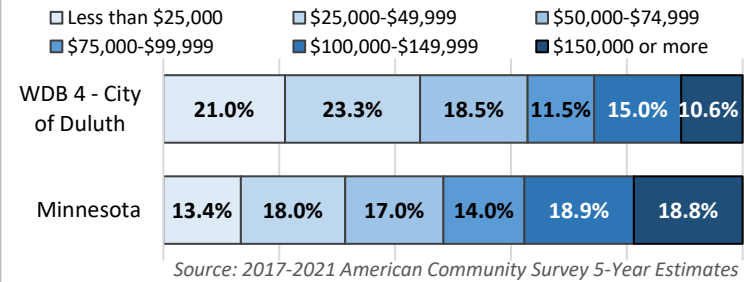
worked at home, a sizeable increase from 5.2% the year before. About 5.1% were also able to walk to work and half (47%) of workers left home between 6:00 a.m. and 8:00 a.m.

## INCOMES, WAGES AND OCCUPATIONS

### HOUSEHOLD INCOMES

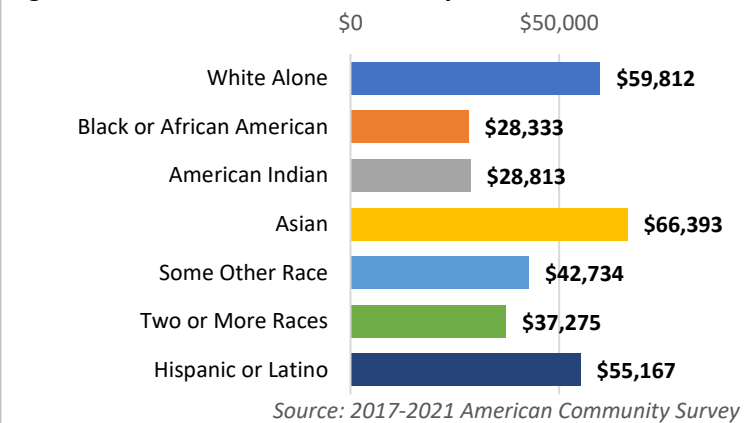
Household incomes were significantly lower in Local Area 4 than the rest of the state. The median household income was \$58,014 in 2021, compared to \$77,706 in Minnesota. Over two-fifths (44.3%) of the households in the city had incomes below \$50,000 in 2021, compared to 31.4% of households statewide. Conversely, only 10.6% of households had incomes greater than \$150,000 in the region compared to 18.8% in Minnesota (Figure 11).

Figure 11. Household Incomes, 2021



Disparities in economic outcomes extended to income as well. Median incomes for households of color were lower than for White households. Black or African American and American Indian households reported the lowest incomes in Local Area 4, with median incomes that were \$31,000 lower than White households. Two or More Races and Some Other Race Households also had incomes significantly lower than White households. Hispanic or Latino households reported median incomes nearer to that of White households and Asian households has the highest median income of all groups. Sample sizes were small for several of the other race groups, leading to large margins of error and big swings compared to previous years (Figure 12).

Figure 12. Median Household Income by Race, 2021





**COST OF LIVING**

According to DEED’s [Cost of Living tool](#), the basic needs budget for an average Minnesota family (which consists of 2 adults and 1 child, with 1 full-time and 1 part-time worker) was \$60,720 in 2022. The cost of living for a similar family in St. Louis County was \$50,742. The highest monthly costs were for housing, food, and transportation; though the region’s housing, child care, and taxes were significantly lower than the rest of the state. To meet the basic needs cost of living for the region, the two workers in the family scenario described would need to earn \$16.26 per hour working a combined 60 hours per week.

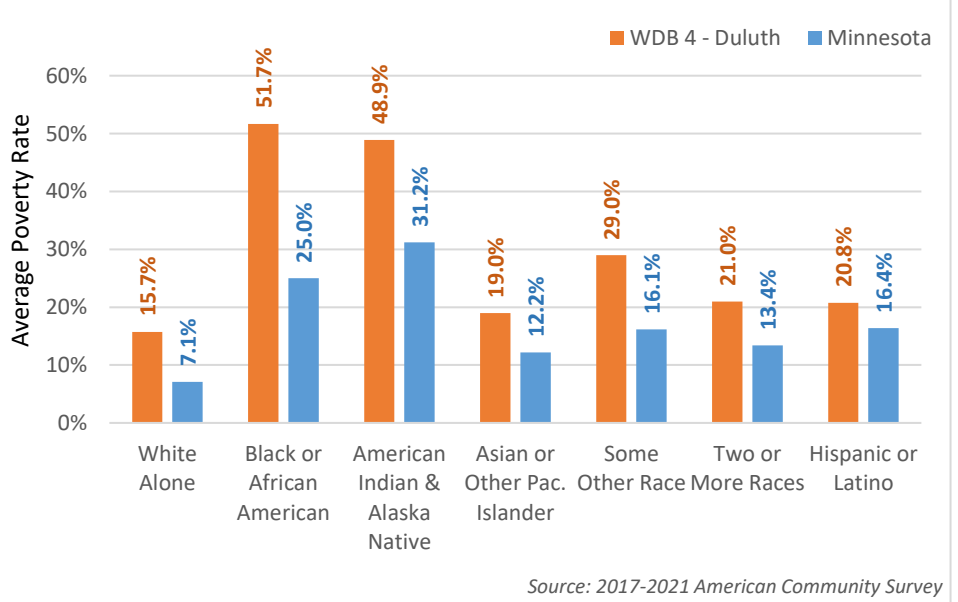
DEED’s Cost of Living tool provides different estimates for household compositions including single people, partnered couples, and up to 4 children. For a single person living alone and working full-time, the estimated yearly cost in St. Louis County would be \$30,520, which would require an hourly wage of \$14.67 to meet the basic needs standard of living (Table 8).

Table 8. Family Yearly Cost, Worker Hourly Wage, and Family Monthly Costs, 2022										
Family Composition	Number of Workers	Yearly Cost of Living	Hourly Wage Required	Monthly Costs						
				Child Care	Food	Health Care	Housing	Transportation	Other	Taxes
<b>St. Louis County</b>										
Single, 0 children	1 FT	\$30,520	\$14.67	\$0	\$394	\$163	\$747	\$729	\$276	\$234
Single, 1 child	1 FT	\$47,454	\$22.81	\$631	\$582	\$449	\$982	\$734	\$378	\$198
<b>2 parents, 1 child</b>	<b>1 FT, 1 PT</b>	<b>\$50,742</b>	<b>\$16.26</b>	<b>\$316</b>	<b>\$900</b>	<b>\$528</b>	<b>\$982</b>	<b>\$849</b>	<b>\$455</b>	<b>\$198</b>
2 parents, 2 children	2 FT	\$68,614	\$16.49	\$964	\$1,174	\$539	\$1,281	\$895	\$594	\$271
<b>State of Minnesota</b>										
Single, 0 children	1 FT	\$34,992	\$16.82	\$0	\$403	\$159	\$961	\$760	\$330	\$303
<b>2 parents, 1 child</b>	<b>1 FT, 1 PT</b>	<b>\$60,720</b>	<b>\$19.46</b>	<b>\$574</b>	<b>\$921</b>	<b>\$555</b>	<b>\$1,216</b>	<b>\$886</b>	<b>\$517</b>	<b>\$391</b>

Source: [DEED Cost of Living tool](#)

Overall, Local Area 4’s poverty rate was 17.4%, which was well above the statewide rate of 9.2%. Like incomes, there were disparities between Whites and people of color by poverty rate. It was estimated that about half of the city’s Black or African Americans and American Indians were below the poverty level in 2021. These poverty levels were more than 3 times the White rate. Likewise, poverty levels sat near 29% for people of Some Other Race, 21% for people of Two or More Races, 20.8% for Hispanic or Latinos, and 24.4% for Asians. In every case, the region’s poverty rate was higher than the state’s poverty rate (Figure 13). Overall, the poverty rate was slightly lower in 2021 than in previous years.

**Figure 13. Percent Below the Poverty Level by Race or Origin, 2021**



Source: 2017-2021 American Community Survey

**WAGES AND OCCUPATIONS**

According to DEED’s [Occupational Employment & Wage Statistics \(OEWS\)](#) program, the median hourly wage for all occupations in the Duluth Metro Area was \$22.77 in the first quarter of 2023, which was the fifth highest wage level of the eight metros in the state. The Duluth Metro’s median wage was \$1.48 below the state’s median hourly wage, equaling 93.9% of the statewide wage rate, and \$2.57 below the median hourly wage in the Twin Cities metro area, which would amount to nearly \$5,350 per year for a full-time worker (Table 9).

Table 9. Occupational Employment Statistics by Region, 1 <sup>st</sup> Qtr. 2023	Median Hourly Wage	Estimated Employment
<b>Duluth, MN-WI MSA</b>	<b>\$22.77</b>	<b>121,950</b>
Fargo, ND-MN MSA	\$23.12	139,770
Grand Forks, ND-MN MSA	\$22.44	48,990
La Crosse, WI-MN MSA	\$22.58	71,910
Mankato-N. Mankato, MN MSA	\$22.57	53,260
Minneapolis-St. Paul, MN-WI MSA	\$25.34	1,884,270
Rochester, MN MSA	\$24.99	117,500
St. Cloud, MN MSA	\$22.89	100,130
<b>State of Minnesota</b>	<b>\$24.25</b>	<b>2,827,310</b>

*Source: DEED Occupational Employment Statistics*

Based on a measure of employment concentration called the location quotient, the Duluth Metro stands out for having higher concentrations of Community & Social Service, Protective Service, Installation, Maintenance, & Repair, Food Preparation & Serving Related, and Healthcare Practitioners & Technical workers than the state. The largest occupations in the area include Office & Administrative Support, Food Preparation & Serving, Sales & Related, and Healthcare Practitioner positions. Those positions combined to account for almost two out of every five jobs in the metro.

The lowest-paying jobs are concentrated in Food Prep and Serving, Sales & Related, Personal Care & Service, Building, Grounds Cleaning & Maintenance, and Healthcare Support. Each of these occupational groups pay at least \$5.50 less than the all-occupations median, accounting for 30.8% of all jobs, and tend to have lower educational requirements. These occupations also pay lower in the Duluth area than across the state (Table 10).

Table 10. Duluth-Superior Metro Occupational Employment Statistics, 2023							
Occupational Group	Duluth-Superior Metro Area				State of Minnesota		
	Median Hourly Wage	Estimated Regional Employment	Share of Total Employment	Location Quotient	Median Hourly Wage	Estimated Statewide Employment	Share of Total Employment
<b>Total, All Occupations</b>	<b>\$22.77</b>	<b>117,390</b>	<b>100.0%</b>	<b>1.0</b>	<b>\$24.25</b>	<b>2,827,310</b>	<b>100.0%</b>
Management	\$45.08	5,770	4.9%	0.7	\$51.58	193,760	6.9%
Business & Financial Operations	\$32.17	5,630	4.8%	0.7	\$38.19	201,940	7.1%
Computer & Mathematical	\$39.48	2,750	2.3%	0.7	\$49.73	99,250	3.5%
Architecture & Engineering	\$38.58	110	0.1%	0.0	\$40.60	53,100	1.9%
Life, Physical, & Social Science	\$32.70	7,280	6.2%	6.0	\$39.37	29,070	1.0%
Community & Social Service	\$24.49	8,610	7.3%	3.8	\$25.82	54,820	1.9%
Legal	\$40.27	6,120	5.2%	7.9	\$47.87	18,730	0.7%
Educational Instruction & Library	\$24.86	3,420	2.9%	0.5	\$24.82	158,830	5.6%
Arts, Design, Entert., Sports, & Media	\$24.23	8,640	7.4%	5.5	\$28.80	37,630	1.3%
Healthcare Practitioners & Technical	\$37.92	2,320	2.0%	0.3	\$41.07	186,700	6.6%
Healthcare Support	\$17.09	2,540	2.2%	0.4	\$17.40	162,400	5.7%
Protective Service	\$25.52	11,070	9.4%	6.6	\$25.83	40,620	1.4%
Food Preparation & Serving Related	\$14.01	520	0.4%	0.1	\$14.89	216,970	7.7%
Building & Grounds Cleaning & Maint.	\$16.48	6,190	5.3%	2.0	\$18.26	76,210	2.7%
Personal Care & Service	\$15.31	3,470	3.0%	1.4	\$16.96	58,120	2.1%
Sales & Related	\$15.60	1,280	1.1%	0.1	\$18.14	239,500	8.5%
Office & Administrative Support	\$21.01	1,190	1.0%	0.1	\$23.06	345,830	12.2%
Farming, Fishing, & Forestry	\$19.41	11,010	9.4%	65.3	\$19.84	4,060	0.1%
Construction & Extraction	\$31.35	13,540	11.5%	2.9	\$31.00	113,930	4.0%
Installation, Maintenance, & Repair	\$29.07	5,290	4.5%	1.3	\$27.95	98,670	3.5%
Production	\$22.66	2,060	1.8%	0.2	\$22.07	209,380	7.4%
Transportation & Material Moving	\$20.03	10,220	8.7%	1.1	\$21.05	227,780	8.1%

*Source: DEED Occupational Employment Statistics, Qtr. 1 2023*

The highest paying jobs in the Duluth Metro are found in Management, Legal, Computer and Mathematical, and Architecture and Engineering occupations which all have wages \$16 higher than the all-occupation median wage. However, these occupations account for only 9.3% of area jobs. The occupational groups that pay more than their statewide counterparts tend to be in the middle of the wage distribution and include Production, Installation, Maintenance & Repair, Farming, Fishing, & Forestry, and Education & Training.

### JOB VACANCY SURVEY

Employers in Northeast Minnesota reported 12,388 job vacancies in 2022, the 2<sup>nd</sup> highest total in the history of the survey. Demand for workers continued to surge after the peak of the pandemic surge in 2020 and was high across most sectors. The sectors with the largest number of openings were Healthcare & Social Assistance (5,960 vacancies), Accommodation & Food Services (2,306), Retail Trade (1,358), and Educational Services (767). More than 83% of regional vacancies were in these industries.

Rising demand has led to rising wages, with the median hourly wage offer from the current survey jumping to \$17.36 per hour, which was the highest offer on record, and the third highest among the six planning regions. Wage offers ranged from under \$15/hr for Food Prep & Serving, Building, Personal Care, and Healthcare Support to over \$31/hr for Architecture & Engineering and Computer & Mathematical positions.

The largest number of vacancies by occupation were in Food Preparation & Serving Related, Healthcare Support, Healthcare Practitioners & Technical, and Community & Social Service occupations. More than 52% of regional vacancies were in these occupational groups. Job vacancy rates, a measure of turnover and demand, were the highest for Community & Social Services, Healthcare Support, and Healthcare Practitioners & technical. Overall, 34% of the openings were part-time, 36% required post-secondary education, and 44% required 1 or more years of experience (Table 11).

**Table 11. Northeast Minnesota Job Vacancy Survey Results, 2022**

Northeast Minnesota	Number of Total Vacancies	Percent Part-time	Percent Temporary or Seasonal	Requiring Post-Secondary Education	Requiring 1 or More Years of Work Exp.	Requiring Certificate or License	Median Hourly Wage Offer	Job Vacancy Rate
<b>Total, All Occupations</b>	<b>12,388</b>	<b>\$17.36</b>	<b>34%</b>	<b>11%</b>	<b>36%</b>	<b>44%</b>	<b>57%</b>	<b>9.2%</b>
Food Preparation & Serving Related	1,974	\$13.44	53%	24%	1%	25%	8%	15.8%
Healthcare Support	1,920	\$14.98	29%	0%	24%	12%	73%	19.4%
Healthcare Practitioners & Technical	1,703	\$27.35	42%	2%	86%	50%	97%	14.7%
Community & Social Service	862	\$23.99	13%	0%	82%	82%	81%	22.4%
Transportation & Material Moving	799	\$16.76	62%	14%	7%	26%	63%	8.9%
Sales & Related	776	\$20.46	21%	2%	1%	21%	51%	6.3%
Installation, Maintenance & Repair	652	\$19.19	9%	4%	71%	78%	81%	10.0%
Office & Administrative Support	591	\$17.71	34%	1%	9%	66%	43%	3.9%
Building, Grounds Cleaning & Maint.	509	\$15.29	51%	33%	1%	29%	20%	11.3%
Education, Training & Library	507	\$17.89	45%	40%	77%	83%	68%	6.3%
Management	422	\$24.15	10%	0%	71%	89%	67%	5.8%
Personal Care & Service	371	\$14.87	36%	8%	20%	63%	56%	12.6%
Production	300	\$16.14	2%	0%	2%	16%	36%	4.6%
Business & Financial Operations	273	\$24.50	14%	2%	61%	73%	37%	4.8%
Construction & Extraction	214	\$15.77	0%	72%	7%	81%	18%	3.2%
Protective Service	165	\$16.15	62%	45%	15%	56%	81%	5.3%
Architecture & Engineering	139	\$31.37	0%	1%	91%	77%	57%	5.9%
Arts, Design, Entertainment & Media	68	\$16.90	62%	7%	21%	33%	21%	5.4%
Computer & Mathematical	65	\$31.98	21%	0%	93%	94%	55%	3.1%
Life, Physical & Social Sciences	26	\$30.85	32%	4%	100%	96%	92%	1.6%

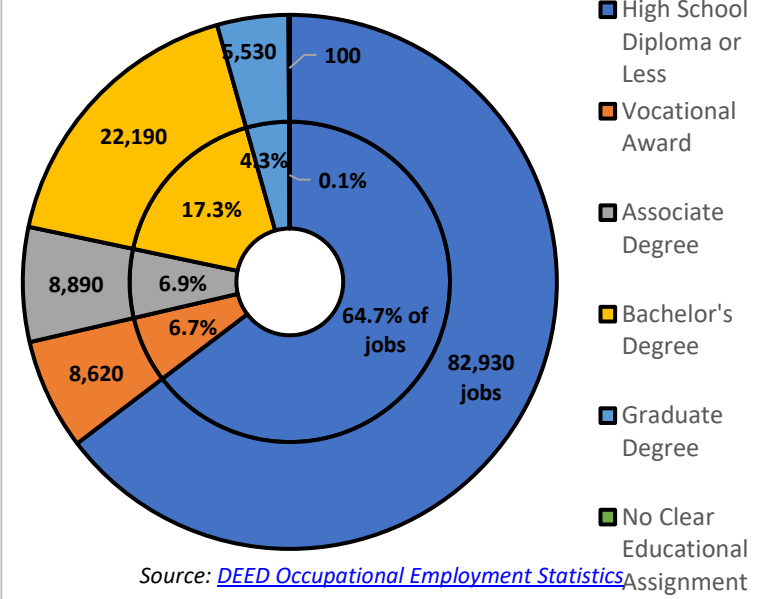
Source: DEED Job Vacancy Survey, 2022

### EDUCATIONAL REQUIREMENTS

Reflecting the recent job vacancy data, DEED’s Occupational Employment Statistics program shows that slightly more than one-third of current jobs held in the region typically require post-secondary education to enter. The other two-thirds require no more than a high school diploma, and sometimes less. However, some amount of on-the-job training is often needed (Figure 14).

Certain careers – such as dentists, lawyers, and teachers – require a college education, while other jobs – including cost estimators, sales representatives, and correctional officers – do not. College is an excellent way to move up career ladders and open windows of opportunity to fields that would otherwise be closed, such as nursing or engineering. Many of these occupations offer high wages and are in high demand in the marketplace. While education is typically a worthwhile investment, college can be expensive – with average annual expenses ranging between \$20,600 and more than \$53,600 per year in Minnesota<sup>2</sup>. For those who go to college, choice of major matters – different programs lead to different jobs that earn different amounts of money.

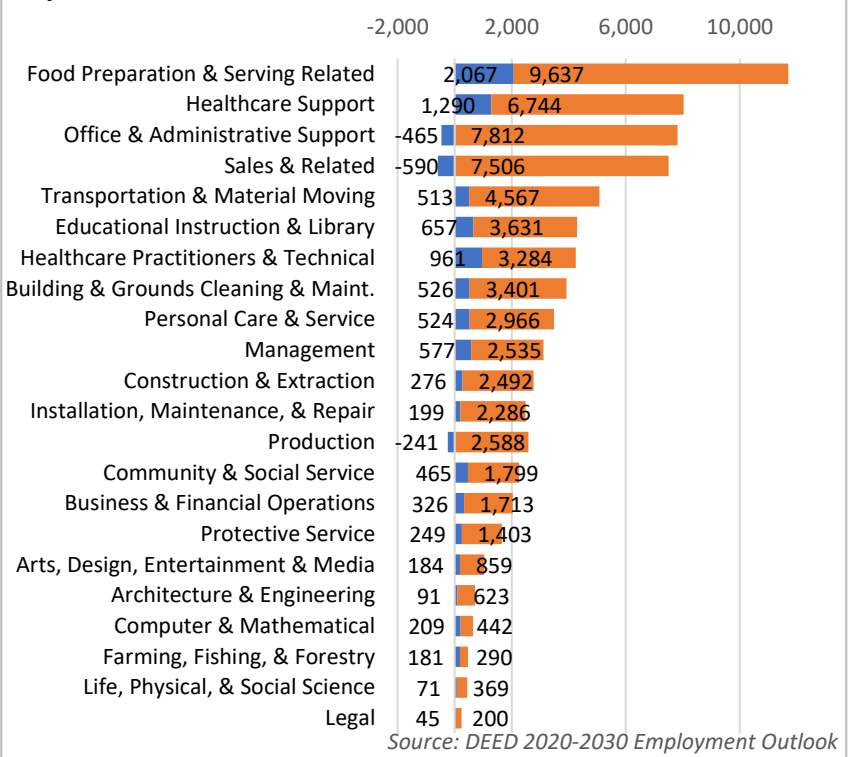
**Figure 14. Share of Jobs by Educational Requirements in Northeast Minnesota, 2022**



### EMPLOYMENT PROJECTIONS

Overall, the Northeast planning area is projected to grow 5.5% from 2020 to 2030, a gain of 8,115 new jobs. In addition, the region is also expected to need 174,485 replacement openings to fill jobs left vacant by retirements and other career changers. The notable increase in projected employment growth is largely attributable to the continued recovery from pandemic-related employment losses. Accordingly, Food Prep. & Serving is the occupational group expected to add the most jobs, followed by Healthcare Support, Office & Admin. Support, and Sales & Related occupations (Figure 15). The largest percent growth is expected for Farming, Fishing, & Forestry, Food Prep., Healthcare Support, and Personal Care.

**Figure 15. Northeast Minnesota Regional Employment Projections, 2020-2030**



<sup>2</sup> <http://www.ohe.state.mn.us/mPg.cfm?pageID=94>

## OCCUPATIONS IN DEMAND

According to DEED's [Occupations in Demand](#) tool, there are over 471 occupations in demand (OID) in Northeast Minnesota, and 282 occupations are showing relatively high demand. Training and education requirements of these occupations range from short-term on-the-job training to postsecondary education and advanced degrees. Most OID require a high school diploma or less, and less than one-third require a bachelor's degree or higher. While OID exist in every sector, the region's major industries are well represented as many of the jobs are concentrated in Health Care, Accommodation & Food Service, Other Services, and other related industries (Table 12).

High School or Less	Vocational Training	Some College or Assoc. Degree	Bachelor's Degree or Higher
Home Health and Personal Care Aides \$32,409/yr	Nursing Assistants \$38,023/yr	Registered Nurses \$78,829/yr	Substance abuse, behavioral disorder, & mental health counselors \$47,421/yr
Retail Salespersons \$30,436/yr	Licensed Practical and Licensed Vocational Nurses \$50,965/yr	Police and Sheriff's Patrol Officers \$69,705/yr	General and Operations Managers \$74,719/yr
Cashiers \$28,649/yr	Automotive Service Technicians and Mechanics \$48,638/yr	Clinical Laboratory Technologists & Technicians \$62,998/yr	Secondary School Teachers, exc. Spec. Educ. \$64,162/yr
Maintenance & Repair Workers, General \$51,214/yr	Medical Assistants \$44,580/yr	Dental Hygienists \$80,434/yr	Social & Community Service Managers \$65,308/yr
Waiters and Waitresses \$23,385/yr	Industrial Machinery Mechanics \$67,655/yr	Radiologic Technologists and Technicians \$67,078/yr	Elementary School Teachers, Except Special Education \$62,554/yr
Janitors & Cleaners, exc. Maids & Housekeeping Cleaners \$34,993/yr	Dental Assistants \$54,500/yr	Surgical Technologists \$62,349/yr	Accountants and Auditors \$66,865/yr
Driver/Sales Workers \$27,752/yr	Electricians \$77,859/yr	Forest and Conservation Technicians \$49,163/yr	Pharmacists \$137,104/yr
Fast Food & Counter Workers \$28,490/yr	First-Line Supervisors of Personal Service Workers \$41,164/yr	Respiratory Therapists \$75,469/yr	Human Resources Specialists \$63,477/yr
Stockers & Order Fillers \$32,400/yr	Computer User Support Specialists \$56,023/yr	Cardiovascular Technologists & Technicians \$79,749/yr	Preschool Teachers \$34,916/yr
Maids & Housekeeping Cleaners \$30,367/yr	Mobile Heavy Equipment Mechanics, exc. Engines \$63,006/yr	Computer Network Support Specialists \$70,683/yr	Child, Family, & School Social Workers \$66,072/yr

Source: [DEED Occupations in Demand](#)

## ECONOMY

### INDUSTRY EMPLOYMENT

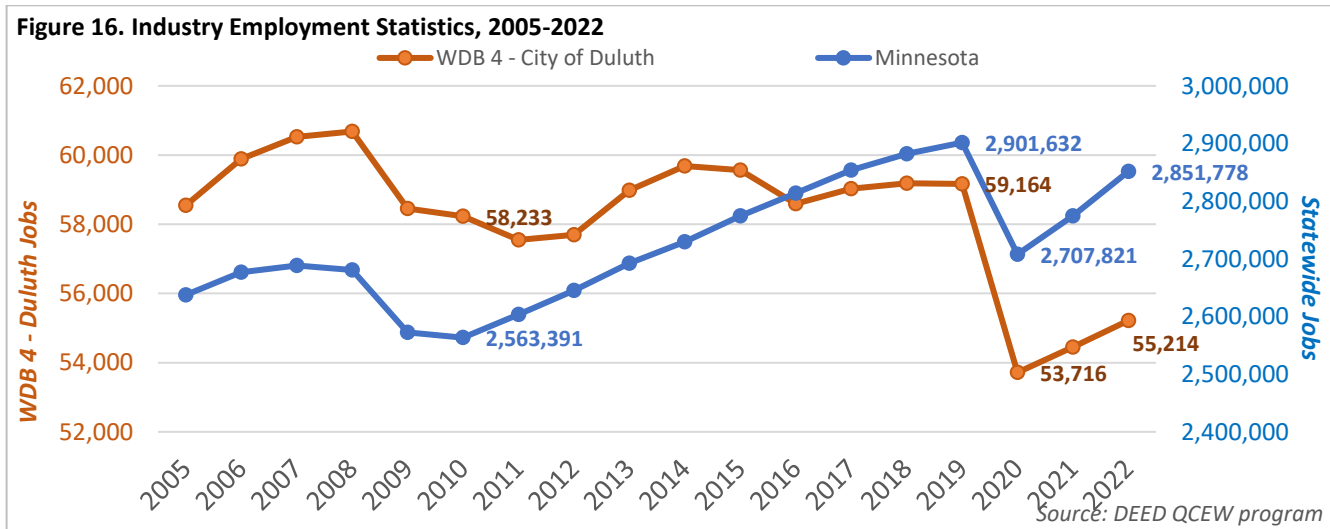
According to DEED’s [Quarterly Census of Employment & Wages \(QCEW\) program](#), Local Area 4 was home to 2,536 business establishments providing 55,214 covered jobs through 2022, with a total payroll that exceeded \$3.2 billion. That was about 1.9% of total employment in the state of Minnesota. Average annual wages were \$58,969 in the city, which was up from \$57,096 in 2021 but \$10,760 lower than the statewide average wage (Table 13).

Geography	Number of Firms	Number of Jobs	Total Payroll (\$1,000s)	Average Annual Wage	2021-2022		2019-2022	
					Change in Jobs	Percent Change	Change in Jobs	Percent Change
WDB 4 - City of Duluth	2,536	55,214	\$3,255,931,258	\$58,969	765	1.4%	-3,950	-6.68%
Northeast Minnesota	9,153	136,532	\$7,468,837	\$54,704	2,052	1.5%	-7,151	-4.98%
State of Minnesota	199,603	2,851,778	\$198,839,398,672	\$69,725	77,490	2.8%	-49,854	-1.72%

*Source: DEED Quarterly Census of Employment & Wages (QCEW)*

Including the city of Duluth, St. Louis County is the largest employment center in the region with 92,886 jobs at 5,492 firms; followed by Itasca County and Carlton County with 15,721 and 13,007 jobs, respectively. The city of Duluth lost 3,950 jobs since 2019, a 6.7% decrease. This significant decline was due almost entirely to the loss of 5,450 jobs in 2020, early in the pandemic. Since 2020, the city added 1,498 jobs, leaving it 3,950 short of pre-pandemic levels. (Table 13).

In the longer term, Local Area 4 saw a period of recovery following the Great Recession and had regained about half of the jobs that were lost since 2009, but employment growth slowed in recent years before falling precipitously in 2020. The city lost 3,133 jobs due to the Great Recession of which about half had returned by 2019. Duluth’s employment growth following the Great Recession was slower than the state’s, which gained jobs at a 11.4% clip from 2011 to 2019, compared to a 2.8% increase in the city (Figure 16).



With 17,672 jobs at 348 establishments, Health Care & Social Assistance is the largest employing sector in Local Area 4, accounting for 32% of total jobs in the city. That is about 15 percentage points higher than the state’s share of employment in the Health Care sector. Employment in the sector has decreased since 2019, mostly attributable to a loss of over 1,100 jobs in 2020. The sector continued to lose jobs recently, albeit at a slower rate, shedding 124 in the most recent year as many other sectors added jobs back. At \$69,510 in 2022, average annual wage was over \$10,500 higher in Health Care than the average of all industries (Table 14).

The next largest sectors in Duluth were Accommodation & Food Services and Retail Trade which combined to make up 19.6% of all the jobs in the city, even though both sectors saw larger than average employment losses from 2019-2022. Prior to 2020, Accommodation and Food Services suffered some of the largest losses under the pandemic conditions, losing almost a fifth of employment over two years before recovering more recently. (Table 14).

As the county seat and home to several colleges and universities, Educational Services and Public Administration employment is also concentrated in the city of Duluth, accounting for 14.5% of total jobs compared to 12.6% statewide. During the pandemic both sectors fared better than most. Only four sectors saw gains over the 2019-2022 period. The relatively small Utilities sector added 48 jobs while Professional & Technical Services (+101) and Manufacturing (+67) also saw increases. Arts, Entertainment, & Recreation (+63) made a very strong recovery after being one of the most impacted early on.

The industries that saw the largest relative employment losses over the first two years of the pandemic period included those that had seen long term trends of decline such as Administrative Support, Finance & Insurance, and Information as well as those that experienced acute drops in 2020 like Accommodation & Food Services. Again, Arts, Entertainment, & Recreation saw large initial losses, but has recovered well, growing the second fastest between 2021-2022.

In response to a tightening labor market and rising prices, many Duluth employers raised their wages. Since 2019, the average annual wage grew 15.5%. A smaller 4.3% increase occurred in the 2020-2021 period. Since 2019 the highest wage growth largely happened in low paying sectors (Retail, Accommodation & Food Service, and Other Services). However, Management and Finance & Insurance (2<sup>nd</sup> and 3<sup>rd</sup> highest wages) also saw relatively large increases.

**Table 14. WDB 4 - Duluth Industry Employment Statistics, 2022**

WDB 4 - Duluth	2022 Annual Data				2021-2022		2019-2022	
	Number of Establishments	Number of Jobs	Total Payroll (\$1,000s)	Avg. Annual Wage	Change in Jobs	Percent Change	Change in Jobs	Percent Change
<b>Total, All Industries</b>	<b>2536</b>	<b>55,214</b>	<b>\$3,255,931</b>	<b>\$58,969</b>	<b>765</b>	<b>1.4%</b>	<b>-3,950</b>	<b>-6.7%</b>
Health Care & Social Assistance	348	17,672	\$1,228,387	\$69,510	-124	-0.7%	-1,439	-7.5%
Accommodation & Food Services	254	5,452	\$124,765	\$22,884	450	9.0%	-681	-11.1%
Retail Trade	365	5,362	\$179,958	\$33,562	23	0.4%	-493	-8.4%
Educational Services	72	4,543	\$252,736	\$55,632	-4	-0.1%	-289	-6.0%
Public Administration	64	3,458	\$247,892	\$71,686	-26	-0.7%	-192	-5.3%
Manufacturing	84	3,330	\$225,609	\$67,751	243	7.9%	67	2.1%
Professional & Technical Services	240	2,939	\$231,523	\$78,776	-130	-4.2%	101	3.6%
Other Services	316	2,027	\$67,744	\$33,421	129	6.8%	-127	-5.9%
Transportation & Warehousing	64	1,544	\$115,842	\$75,027	131	9.3%	-10	-0.6%
Finance & Insurance	152	1,250	\$109,713	\$87,770	-176	-12.3%	-406	-24.5%
Arts, Entertainment, & Recreation	90	1,116	\$26,072	\$23,362	107	10.6%	63	6.0%
Admin. Support & Waste Mgmt. Svcs.	79	1,043	\$35,427	\$33,967	168	19.2%	-236	-18.5%
Wholesale Trade	75	975	\$61,873	\$63,459	13	1.4%	-38	-3.8%
Utilities	7	708	\$76,380	\$107,882	20	2.9%	48	7.3%
Real Estate & Rental & Leasing	100	689	\$30,680	\$44,528	-2	-0.3%	-67	-8.9%
Information	49	568	\$32,467	\$57,160	-91	-13.8%	-208	-26.8%
Management of Companies	25	434	\$46,692	\$107,584	6	1.4%	-42	-8.8%

*Source: DEED Quarterly Census of Employment & Wages (QCEW) program*

## INDUSTRY EMPLOYMENT DEMOGRAPHICS

According to DEED's Quarterly Employment Demographics (QED) program, the workforce in St. Louis County was aging over the past 10 years. In 2022, 22.2% of workers in the county were 55 years or older, like 22.1% statewide and up from 19.8% in the county one decade earlier. In contrast, the percentage of workers under 25 fell from 19.7% in 2012 to 17.4%. The prime working-age group of 25 to 54 share (60.5%) stayed the same over the decade (Table 15).

Since 2012, wages climbed across the board for all workers in large part due to inflation and rising demand in a tight labor market. Wages were lowest in 2022 for workers under 25. At \$29.61 an hour, the highest wages were earned by workers in the 45 to 54-year age group. Since 2012, wages grew 47.4% for all workers, but grew the fastest for the youngest workers with increases exceeding 80% for those under 25. In 2012, women made a median wage equal to 77.9% that of men. That gender pay gap narrowed slightly to 81.6% in 2022.

Quarterly Workforce Demographics also tracks the number of hours worked by age and gender. Teens worked the fewest hours in 2022, followed by workers 65 years and older and those aged 20-24. A full-time schedule of 35 hours per week would equal 455 hours per quarter. The only age group to exceed that mark was 45 to 54-year-olds. The median hours worked for 25–44-year-olds was just under 440, and 55–64-year-olds worked a median of 450 hours per quarter. Men had a median of exactly 455 hours. Overall, hours worked fell for most groups. The largest change in hours worked occurred for teenage workers, which saw their median hours worked decrease by 10% over the decade. Hours increased for 65+ workers (+4.5%) and 20–24-year-old workers (+2.5%). Males worked more hours than females, though that gap widened slightly as well as women's hours declined faster over the past decade (Table 15).

**Table 15. Workforce Demographics by Age Group and Gender, Total of All Industries, 2012-2022**

St. Louis Co.	Percentage of Workers		Percent of Workers, Minnesota		Median Hourly Wage		Median Hours Worked (Per Qtr.)	
	2022	2012	2022	2012	2022	2012	2022	2012
<b>Total, all ages</b>	100.0%	100.0%	100.0%	100.0%	\$23.20	\$15.74	390	408
19 years & under	6.2%	6.0%	6.6%	6.3%	\$14.94	\$8.00	118	131
20 to 24 years	11.2%	13.7%	9.2%	11.3%	\$18.12	\$10.00	243	237
25 to 44 years	42.5%	38.8%	43.6%	42.3%	\$25.96	\$17.05	438	448
45 to 54 years	18.0%	21.7%	18.4%	21.9%	\$29.61	\$20.71	458	480
55 to 64 years	16.8%	16.6%	16.7%	14.7%	\$26.69	\$21.10	450	471
65 years & over	5.4%	3.2%	5.4%	3.5%	\$19.00	\$12.80	231	221
Male	51.0%	49.6%	49.1%	49.1%	\$26.40	\$18.30	444	452
Female	49.0%	50.4%	50.9%	50.9%	\$21.55	\$14.25	360	368

Source: [DEED Quarterly Employment Demographics](#)



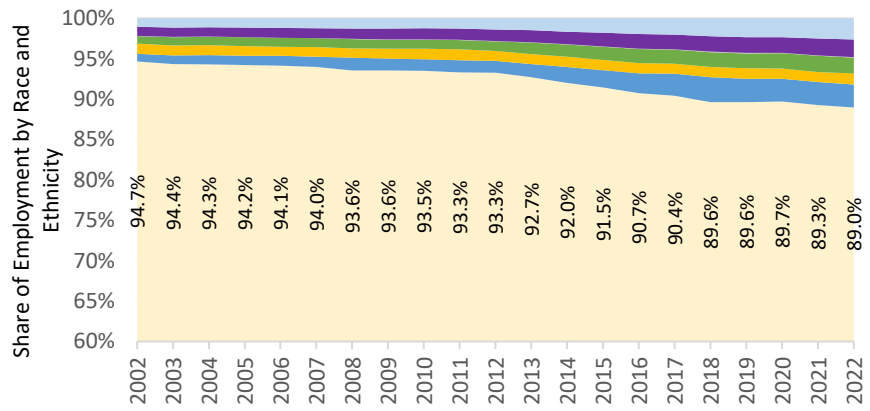
**EMPLOYMENT DIVERSITY**

People of color make up 11.4% of the population and held 11% of total jobs in Duluth, according to data from the Quarterly Workforce Indicators (QWI) program. In 2022, that equaled an average of 6,615 workers of color, compared to 53,373 White workers. However, workers of color held only 5.3% of total jobs in the city in 2002, meaning the people of color employment share more than doubled in the last 20 years (Figures 17 and 18).

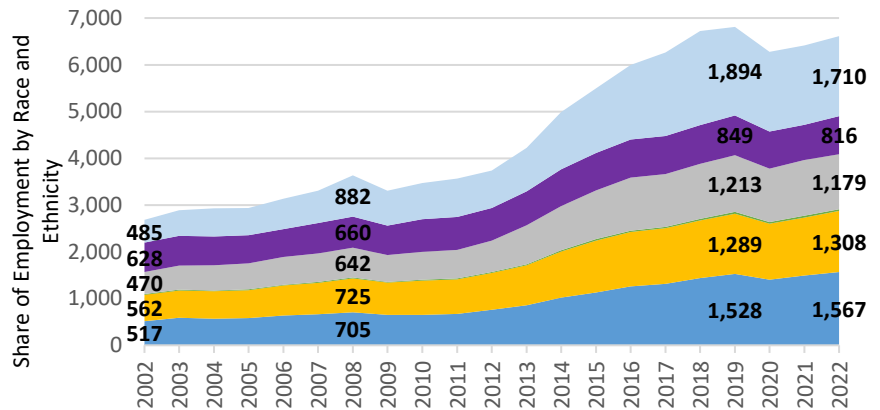
Workers of color have filled 40% of new jobs added since 2002. With 1,710 jobs, Black or African Americans were the largest workers of color group in the city’s economy, more than tripling since 2002. The next largest group was Hispanic or Latinos, who held 1,567 jobs in 2022, also triple the 2002 level. The number of Asian workers grew 151% and workers of Two or More races 133% into 2022. Finally, American Indians held 816 jobs in 2022, a 30% increase from 2002. Under the impacts of the pandemic, workers of color employment fell less than White employment from 2019-2022, -3% vs. -9% (Figure 17 and 18).

Most sectors in Duluth are non-diverse, but there are a couple of industries that rely more on workers of color. For example, 19.2% of Transportation & Warehousing workers are Black, Indigenous, and people of color (BIPOC). Similarly, 17.4% of Accommodation & Food Services, 13.4% of Real Estate Rental & Leasing, and 13.2% of Arts, Entertainment & Recreation were held by workers of color. The largest number of BIPOC workers were employed in Health Care & Social Assistance, Transportation and Warehousing, and Accommodation & Food Services (see Figure 19).

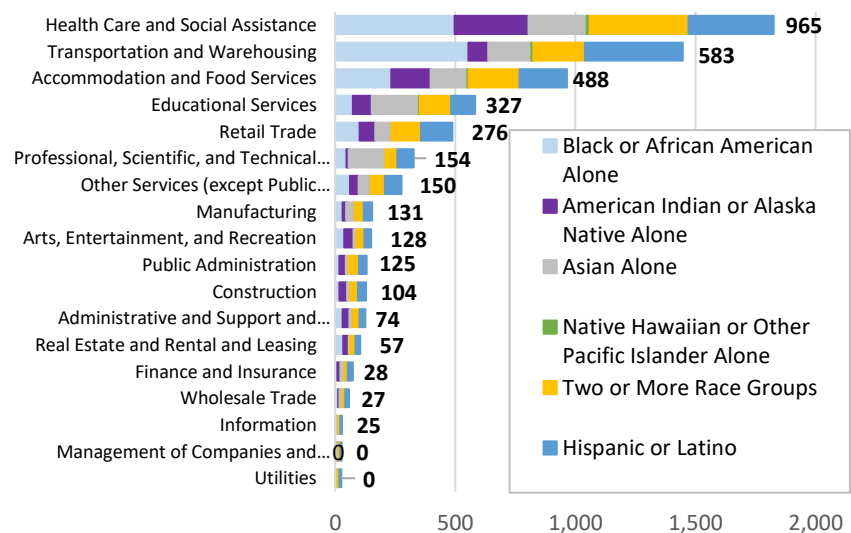
**Figure 17. Employment by Race and Ethnicity, All Industries, Duluth, 2002-2022**



**Figure 18. Employment of People of Color, All Industries, Duluth, 2002-2022**



**Figure 19. People of Color Employment by Industry, Duluth, Minnesota, 2022**



Source: DEED, Census LEHD Quarterly Workforce Indicators

## INDUSTRY PROJECTIONS

The Northeast Minnesota planning region is projected to grow 5.5% from 2020 to 2030, a gain of 8,115 new jobs. By comparison, the state is projected to grow 5.7% over the same period. The sectors expected to grow the fastest are also those more likely to have seen large employment losses in 2020. Arts, Entertainment, & Rec., Accommodation & Food Services, and Other Services are all projected to see double digit percent growth. Health Care and Accommodation & Food Services alone are expected to account for 2/3rds of new jobs added. Among the sectors predicted to decline are Retail, Manufacturing, Mining, Utilities, and Real Estate. (Table 16).

Industry	Estimated Employment 2020	Projected Employment 2030	Percent Change 2020-2030	Numeric Change 2020-2030
<b>Total, All Industries</b>	<b>148,527</b>	<b>156,642</b>	<b>+5.5%</b>	<b>+8,115</b>
Health Care & Social Assistance	32,183	35,151	+9.2%	+2,968
Public Administration	14,780	15,572	+5.4%	+792
Retail Trade	16,275	15,391	-5.4%	-884
Accommodation & Food Services	11,734	14,134	+20.5%	+2,400
Educational Services	11,884	12,440	+4.7%	+556
Manufacturing	8,329	8,166	-2.0%	-163
Construction	6,111	6,368	+4.2%	+257
Other Services	5,703	6,304	+10.5%	+601
Transportation & Warehousing	4,783	4,977	+4.1%	+194
Professional & Technical Services	4,617	4,948	+7.2%	+331
Finance & Insurance	4,616	4,755	+3.0%	+139
Mining	3,911	3,659	-6.4%	-252
Arts, Entertainment & Recreation	2,613	3,397	+30.0%	+784
Wholesale Trade	3,122	3,127	+0.2%	+5
Admin. Support & Waste Mgmt.	2,916	3,095	+6.1%	+179
Agriculture, Forestry, Fish & hunt	1,027	1,359	+32.3%	+332
Information	1,145	1,210	+5.7%	+65
Real Estate & Rental & Leasing	1,144	1,128	-1.4%	-16
Utilities	1,295	1,097	-15.3%	-198
Management of Companies	742	747	+0.7%	+5

Source: [DEED 2020-2030 Employment Outlook](#)

## NONEMPLOYER ESTABLISHMENTS

Local Area 4 was home to 5,793 self-employed businesses or “nonemployers” in 2019, which are defined by the U.S. Census Bureau as “businesses without paid employees that are subject to federal income tax, originating from tax return information of the Internal Revenue Service (IRS).” Duluth saw a small increase in nonemployers over the past decade leading up to the pandemic. In sum, the city gained 61 nonemployers from 2009 to 2019, a 1.1% increase. In Northeast Minnesota, there were about 20,441 nonemployers in 2019, a decline of 383 self-employed people since 2009. These non-employers generated sales receipts of over \$823 million for the region and more than \$233 million for the city in 2019 (Table 17).

	2019		2009-2019	
	Number of Firms	Receipts (\$1,000s)	Change in Firms	Percent Change
<b>WDB 4 - City of Duluth</b>	<b>5,793</b>	<b>\$233,036</b>	<b>+61</b>	<b>+1.1%</b>
St. Louis Co.	11,991	\$482,356	+126	+1.1%
Northeast MN	20,441	\$823,893	-383	-1.8%
<b>Minnesota</b>	<b>418,080</b>	<b>\$20,377,253</b>	<b>+39,926</b>	<b>+10.6%</b>

Source: [U.S. Census, Nonemployer Statistics program](#)

## CENSUS OF AGRICULTURE

Unlike other parts of Greater Minnesota, agriculture is not a key industry in Northeast Minnesota, but there are 2,362 farms producing just over \$55 million in the market value of products sold in 2017 according to the U.S. Department of Agriculture. All of the counties in the planning region rank near the bottom in Minnesota in terms of market value of products sold (Table 18).

	Number of Farms	Market Value of Products Sold	State Rank
St. Louis Co.	779	\$16,139,000	80/87
<b>Northeast MN</b>	<b>2,362</b>	<b>\$55,215,000</b>	<b>6/6</b>
<b>Minnesota</b>	<b>68,822</b>	<b>\$18,395,390,000</b>	

Source: [2017 Census of Agriculture](#)

Upon request, this information can be made available in alternate formats for people with disabilities by contacting Carson Gorecki at (218) 302-8413 or at [carson.gorecki@state.mn.us](mailto:carson.gorecki@state.mn.us).