

# Economic Development Region 2: Headwaters

Covering the following counties:

Beltrami, Clearwater,  
Hubbard, Lake of the Woods,  
and Mahnommen

## 2022 REGIONAL PROFILE

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## DEMOGRAPHICS

### POPULATION CHANGE

Economic Development Region 2-Headwaters is a mostly rural, five-county region located in the far north central region of the state, bordering Canada. It was the eleventh largest of 13 economic development regions (EDRs) in the state, accounting for 1.5 % of the state’s total population. Region 2 (along with EDR 1, 4, and 5) is part of the 26-county Northwest Minnesota Planning Area, and it was the third largest of the four EDR’s in Northwest Minnesota. Region 2’s population increased by 3.5%, or 2,885 residents, from 2010 to 2021, compared to a 7.6% rise statewide (Table 1).

Two of the five counties in Region 2 were responsible for the region’s population growth – Beltrami and Hubbard – which are also the region’s two largest counties. The region’s smallest county, Lake of the Woods, experienced the fastest population decline at -5.5%. Clearwater County experienced more moderate population decline, and Mahnomon County was flat.

	2010 Population	2021 Estimates	2010-2021 Change	
			Number	Percent
<b>Region 2 - Headwaters</b>	<b>83,023</b>	<b>85,908</b>	<b>+2,885</b>	<b>+3.5%</b>
Beltrami Co.	44,442	46,380	+1,938	+4.4%
Clearwater Co.	8,695	8,576	-119	-1.4%
Hubbard Co.	20,428	21,715	+1,287	+6.3%
Lake of the Woods Co.	4,045	3,823	-222	-5.5%
Mahnomen Co.	5,413	5,414	+1	0.0%
<b>Northwest Minnesota</b>	<b>553,805</b>	<b>577,515</b>	<b>+23,710</b>	<b>+4.3%</b>
Region 1	86,091	83,278	-2,813	-3.3%
Region 4	221,688	237,014	+15,326	+6.9%
Region 5	163,003	171,315	+8,312	+5.1%
<b>State of Minnesota</b>	<b>5,303,925</b>	<b>5,707,390</b>	<b>+403,465</b>	<b>+7.6%</b>

Source: [U.S. Census Bureau, Population Estimates](#)

### COMPONENTS OF POPULATION CHANGE

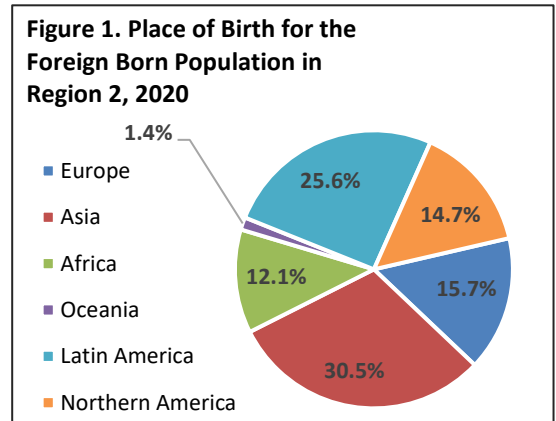
The recent population increase in Region 2 was fueled by people moving into the region, primarily from within the U.S. – net domestic migration – adding 629 people. Net international migration contributed an additional 11. The region experienced a slightly negative natural increase – more deaths than births. This is counter to the prior ten years, from 2010 to 2020, when it saw a natural increase (Table 2).

	Total Change	Natural Increase	Vital Events		Net Migration		
			Births	Deaths	Total	Inter-national	Domestic
Region 2	638	-4	1,311	1,315	+640	+11	+629
Minnesota	896	12,512	79,493	66,981	-11,734	+4,213	-15,947

Source: [U.S. Census Bureau, Population Estimates Program](#)

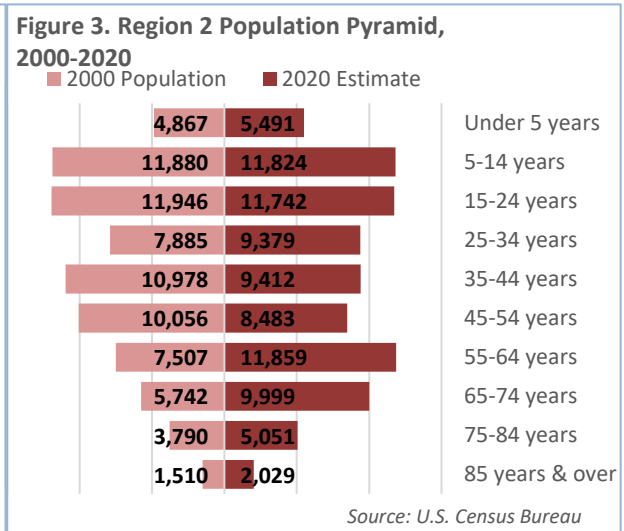
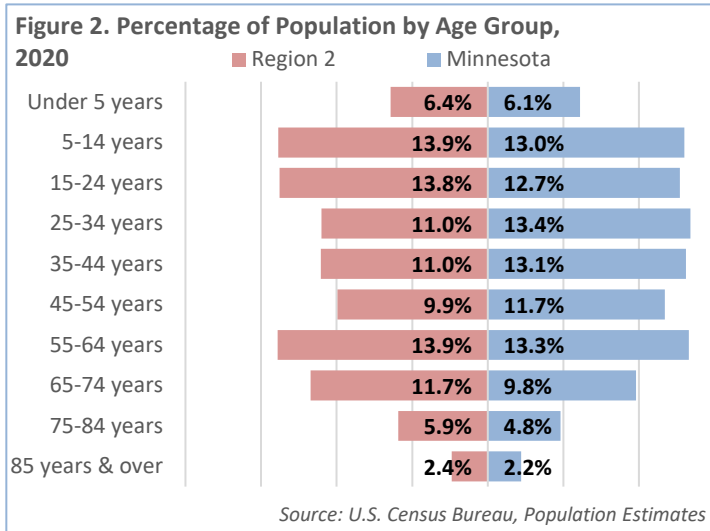
As of 2020, Region 2 was home to 1,243 foreign born residents, or 1.5% of the total population. The largest share of immigrants in the region came from Asia, followed by Latin America, Europe, Canada, and Africa (Figure 1). However, the fastest recent increase in immigrants came from Africa, more than tripling since 2010 to reach 150. Meanwhile, the number of Asian-born residents in the region decreased by 32%, resulting in 182 fewer residents.

Based on year of entry, the region’s foreign-born population are both newer and older than the rest of the state: 32.5% entered the U.S. since 2010, compared to 27.6% statewide. However, 31.5% of the region’s immigrants entered prior to 1990, compared to 19.8% statewide. A greater share of foreign-born residents is in their so-called “prime working age,” with 56% aged 25 to 54 compared to 32% of the total population. While a larger percentage of foreign-born residents had a bachelor’s degree or higher, immigrants were also more likely to have less than a high school education.



### POPULATION BY AGE GROUP

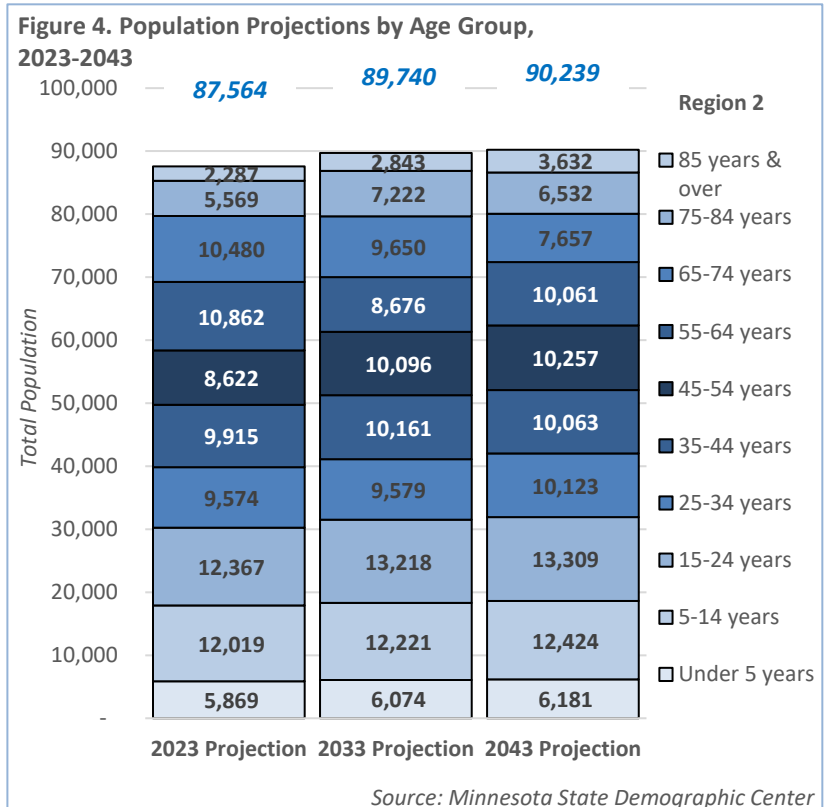
In Region 2, over one-third of the population was over age 55 (33.9%), and more than another third was under age 25 (34.1%), compared to statewide with 30.1% over 55 and 31.8% under 25. Thus, Region 2 had a smaller percentage of people in the 25 to 54 age group, considered “prime working age.” A large portion of the population is a part of the Baby Boom generation, which is creating a significant shift in regional demographics. Between 2000 and 2020, the region gained 10,389 residents aged 55 years or older, more than the total population growth in the region during this time. This suggests that older residents are moving in to the region. Still, 20.3% of the population is under 15 years of age, similar to the proportion statewide (Figure 2 and 3).



### POPULATION PROJECTIONS BY AGE GROUP

Population projections from the [Minnesota State Demographic Center](#) show an expected gain of over 2,000 residents in Region 2 from 2023 to 2033, a 2.5% increase (Figure 4). In comparison, the projected growth statewide is 5.6% over this period.

The fastest growth is expected in the oldest age groups, reflecting the aging of the large Baby Boomer cohort. The next largest Millennial cohort swells the age 45 to 54 group by 2033. Net outmigration of young adults is projected to continue. Note that there are 12,367 people aged 15 to 24 in 2023, but 9,579 aged 25-34 projected in 2033. However, the region attracts 35 to 44-year-olds. The under-25 groups are expected to grow throughout the next two decades as these people move in with their kids.



**POPULATION BY RACE**

The population in Region 2 and the Twin Cities are the only two regions that are more racially diverse than statewide. In 2020, a bit over three quarters (76.3%) of the region’s residents were white alone, compared to 77.5% statewide. Region 2 is more diverse because it has the largest share of American Indian residents of any Minnesota EDR. However, the region’s American Indian population increased more slowly than statewide, nearly 35% growth compared to nearly 55% statewide (Table 3).

Table 3. Race and Hispanic Origin, 2020	EDR 2 – Headwaters			Minnesota	
	Number	Percent	Change from 2010-2020	Percent	Change from 2010-2020
<b>Total</b>	85,270	100.0%	+3.9%	100.0%	+8.9%
White	65,071	76.3%	-2.2%	77.5%	-2.6%
Black or African American	680	0.8%	+34.9%	7.0%	+54.9%
American Indian & Alaska Native	13,099	15.4%	+16.5%	1.2%	+24.0%
Asian & Other Pacific Islander	427	0.5%	-54.3%	5.3%	+46.4%
Some Other Race	583	0.7%	+249.1%	3.0%	+122.8%
Two or More Races	5,410	6.3%	+101.6%	6.1%	+221.3%
Hispanic or Latino	1,908	2.2%	+79.2%	6.1%	+47.9%

*Source: U.S. Census Bureau, 2020 Census*

Region 2 became more diverse from 2010 to 2020; however, besides Hispanic or Latino and Some Other Race, every minority group grew slower than statewide. While Minnesota’s population grew more than twice as fast as the Region 2 population, Minnesota’s white population declined more. That is, Minnesota’s faster growth was driven by its more rapid increase in diversity. Unless Region 2 becomes a more popular place for diverse groups, it will become less diverse than statewide, and its population growth will likely lag statewide growth.

**EDUCATIONAL ATTAINMENT**

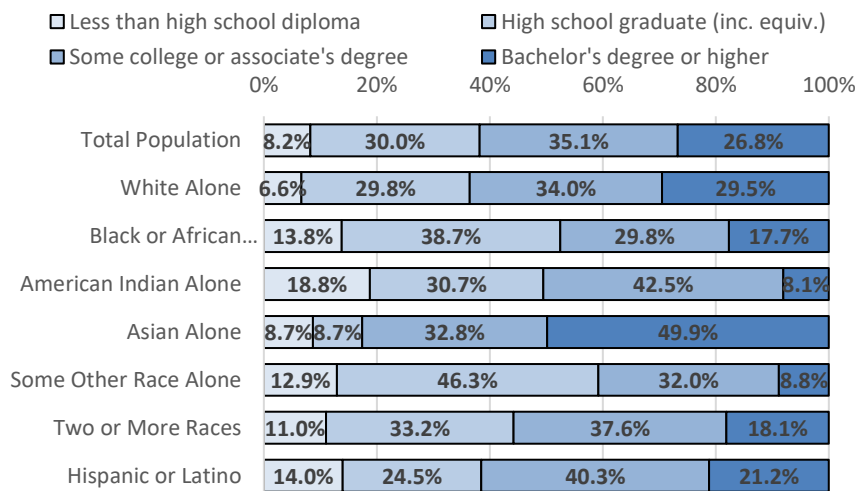
With 36% of adults aged 18 years and over holding a college degree, Region 2 had lower educational attainment than statewide in 2020, where 45.3% of adults have an associate’s, bachelor’s, or advanced degree. Region 2 had a higher percentage with an associate’s degree than statewide, as well as a higher percentage with some college, no degree and high school or less (Table 4).

Table 4. Educational Attainment for the Adult Population, 2020	EDR 2-Headwaters		Minnesota
	Number	Percent	Percent
<b>Total, 18 years &amp; over</b>	<b>65,296</b>	<b>100.0%</b>	<b>100.0%</b>
Less than high school	6,227	9.5%	7.2%
High school grad. (incl. equiv.)	19,354	29.6%	24.7%
Some college, no degree	16,222	24.8%	22.8%
Associate's degree	7,701	11.8%	11.0%
Bachelor's degree	10,423	16.0%	23.0%
Advanced degree	5,369	8.2%	11.2%

*Source: U.S. Census Bureau, 2016-2020 American Community Survey*

Like the rest of the state, educational attainment varies significantly by race and ethnicity in Region 2. Every group of color had an above average share with less than a high school diploma, compared to 6.6% of white alone. At just over 8%, American Indians had the lowest percentage of adults with a bachelor’s degree or higher, compared to nearly 50% of Asians and nearly 30% of Whites; however, American Indians had the highest percentage with some college or associate’s degree (Figure 5).

**Figure 5. Region 2 Educational Attainment for the population aged 25 years & over by Race or Origin, 2020**

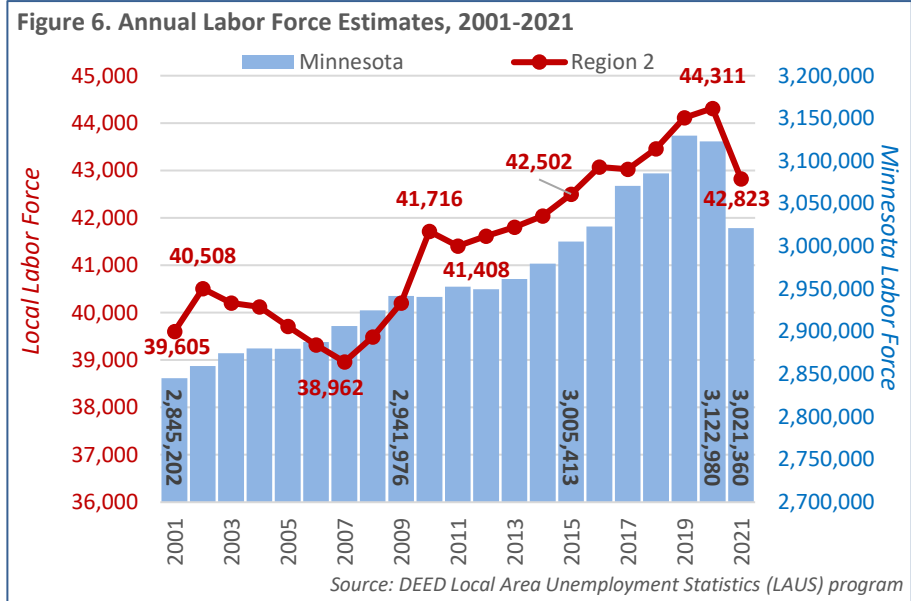


*Source: 2016-2020 American Community Survey*

## LABOR FORCE

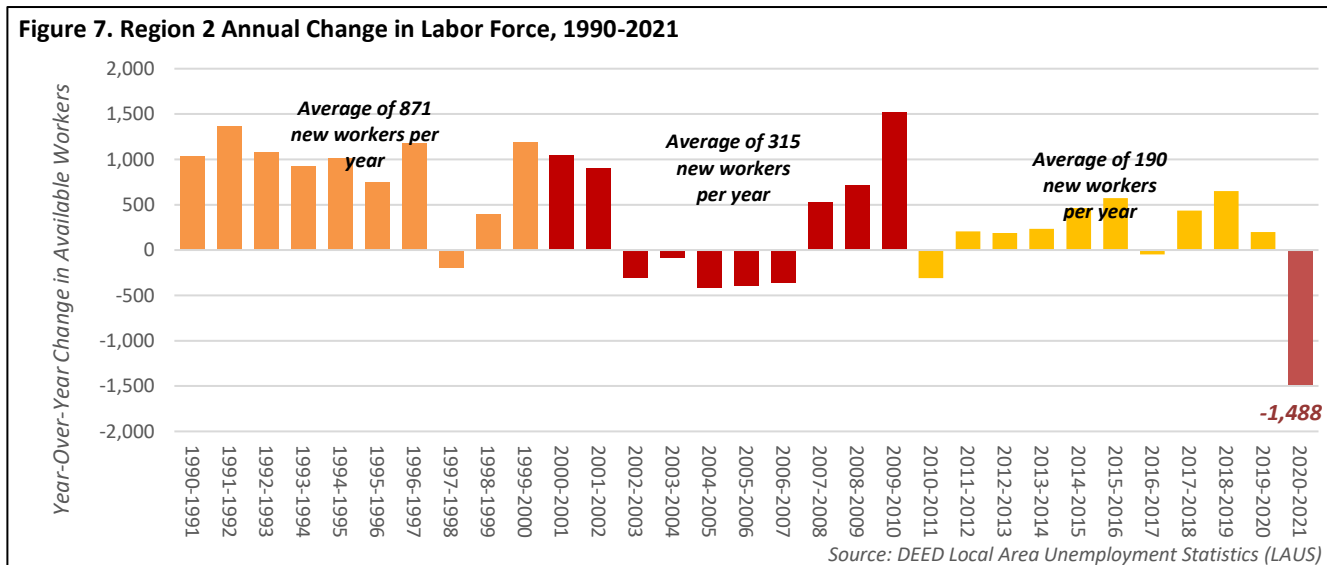
### LABOR FORCE CHANGE

According to data from DEED’s [Local Area Unemployment Statistics](#) program, Region 2’s labor force averaged 42,823 workers in 2021. Despite ups and downs, the regional labor force grew from 2001 to 2021, adding over 3,200 workers over the past 20 years. It would peak after the start of each of the last three recessions (2002, 2010, and 2020). However, the labor force decline from the pandemic recession was the sharpest, dropping by 1,488 workers or 3.4% from 2020 to 2021, similar to the 3.3% decline statewide.



Neither the region’s nor the state’s labor force had been smaller since 2015 (Figure 6). While the labor force decline from 2002 to 2007 was larger, dropping by 1,546 workers or -3.8%, this was over a five-year period when the number of jobs in the region dropped by 794 or -2.7%. In contrast, jobs increased by 818 or +2.7% from 2020 to 2021. Thus, Region 2’s labor market is extraordinarily tight.

Averaging a net gain of 871 additional labor force participants per year between 1990 and 2000, employers in Region 2 were able to tap into a large and growing pool of talented workers. Since then, the rate of labor force growth has slowed down considerably, with Region 2 adding an average of only 190 workers per year from 2010 to 2020 (Figure 7). Increasingly tight labor markets and a growing scarcity of workers is now recognized as one of the most significant barriers to future economic growth in Region 2. In the face of these constraints, a more diverse workforce in terms of age, gender, race, ethnicity, disability status, and immigration has been and will continue to be a vital source 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

Consistent with Region 2’s projected population increase shown in Figure 4 above, the regional labor force is expected to grow from 2023 to 2033, albeit at a slower rate than the projected population increase due to an aging population. Applying current labor force participation rates to future population projections by age group creates labor force projections for the region, predicting a 1.3% increase in the workforce. The projected gain is largest for workers aged 45 to 54, but this growth, which includes Millennials, is not large enough to overcome retirements of Boomers seen in the decline in the age 55-64 group. However, gains in workers aged 20 to 44 are expected to more than fill the gap as both Gen Zers and Millennials will be within this age range. While workers aged 75 years and over have the largest percentage increase as the oldest Boomers enter this age group, low labor force participation expected for this eldest age group predicts a small increase of 98 workers (Table 5).

**Table 5. EDR 2-Headwaters Labor Force Projections**

	2023 Labor Force Projection	2033 Labor Force Projection	2023-2033 Change	
			Numeric	Percent
16 to 19 years	2,223	2,214	-9	-0.4%
20 to 24 years	4,772	5,454	+683	+14.3%
25 to 44 years	16,453	16,665	+212	+1.3%
45 to 54 years	7,275	8,519	+1,244	+17.1%
55 to 64 years	7,291	5,824	-1,467	-20.1%
65 to 74 years	2,770	2,551	-219	-7.9%
75 years & over	349	447	+98	+28.1%
<b>Total Labor Force</b>	<b>41,133</b>	<b>41,674</b>	<b>+541</b>	<b>+1.3%</b>

*Source: calculated from Minnesota State Demographic Center population projections and 2016-2020 American Community Survey 5-Year Estimates*

### EMPLOYMENT CHARACTERISTICS

With just 61.5% of the population over 16 years of age in the labor force, Region 2 had a much lower labor force participation rate than statewide. In addition, every age group had lower labor force participation rates than those statewide. Those under age 20 and 55 to 64 had the largest gaps in labor force participation compared to statewide, each 5.8% lower, but still less than the 7.8% difference in total. This reveals that the region’s older population is a cause of its overall lower labor force participation (Table 6).

**Table 6. EDR 2-Headwaters Employment Characteristics, 2020**

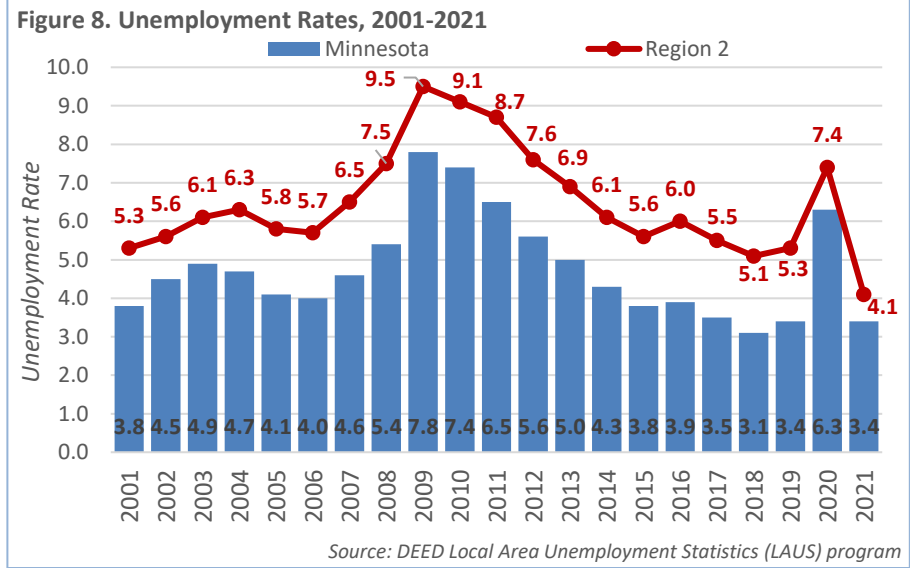
Age Group	EDR 2 –Headwaters			Minnesota	
	Labor Force	Labor Force Partic. Rate	Unemp. Rate	Labor Force Partic. Rate	Unemp. Rate
<b>Total Labor Force</b>	<b>41,490</b>	<b>61.5%</b>	<b>5.7%</b>	<b>69.3%</b>	<b>3.8%</b>
16 to 19 years	2,037	44.4%	13.4%	52.0%	11.0%
20 to 24 years	4,883	78.0%	9.5%	83.8%	6.2%
25 to 44 years	15,922	84.4%	6.3%	88.7%	3.4%
45 to 54 years	7,705	84.4%	4.1%	87.6%	2.8%
55 to 64 years	8,107	67.1%	2.3%	73.0%	3.1%
65 to 74 years	2,546	26.4%	4.7%	28.4%	2.5%
75 years & over	308	4.4%	4.2%	6.8%	2.4%
<b>Employment Characteristics by Gender</b>					
Male	33,671	63.8%	6.5%	73.0%	4.2%
Female	33,453	59.7%	5.2%	65.9%	3.1%
<b>Employment Characteristics by Race &amp; Hispanic Origin</b>					
White alone	34,293	61.8%	3.5%	68.9%	3.2%
Black or African American	254	60.0%	2.8%	71.3%	8.7%
American Indian & Alaska Native	4,893	59.8%	21.4%	57.9%	12.7%
Asian or Other Pacific Islanders	280	62.5%	5.0%	72.0%	4.0%
Some Other Race	77	36.5%	13.0%	72.7%	6.2%
Two or More Races	1,694	62.9%	5.9%	73.3%	7.1%
Hispanic or Latino	853	72.8%	2.2%	76.5%	6.3%
<b>Employment Characteristics by Disability</b>					
With Any Disability	2,458	44.7%	10.4%	52.9%	8.9%
<b>Employment Characteristics by Educational Attainment</b>					
Population 25 to 64 years	31,738	79.2%	4.7%	84.4%	3.2%
Less than H.S. Diploma	1,901	62.1%	6.0%	66.3%	4.5%
H.S. Diploma or Equivalent	8,708	75.6%	4.2%	77.9%	2.5%
Some College or Assoc. Degree	11,899	79.8%	4.4%	85.2%	3.3%
Bachelor's Degree or Higher	9,229	87.2%	1.4%	90.0%	1.9%

*Source: 2016-2020 American Community Survey, 5-Year Estimates*

Participation rates varied by race in Region 2, and generally lagged statewide rates. In contrast, American Indians had a higher participation rate in Region 2; however, the unemployment rate was higher. Hispanic or Latino participation was just 3.7% below statewide, much closer than the 7.8% difference for the region’s total. Unemployment was also much lower in Region 2 for Hispanic or Latino and for Black or African American. In sum, unemployment rates were highest and participation rates were lowest among young workers, people with lower educational attainment, and workers with disabilities.

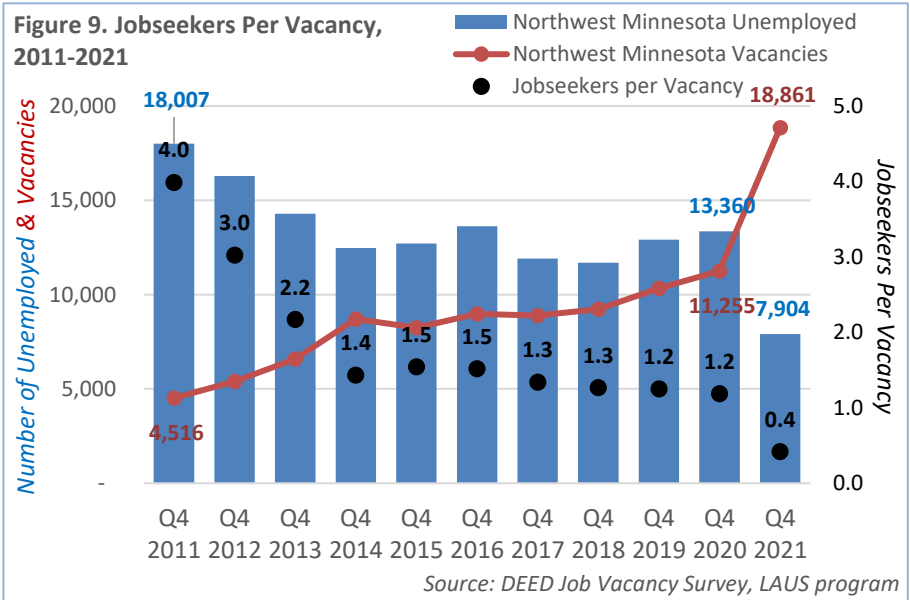
**UNEMPLOYMENT RATES**

Region 2 consistently reports higher unemployment rates than Minnesota overall. According to the [Local Area Unemployment Statistics](#), the unemployment rate in Region 2 hovers about one or two percentage points above the statewide rate, shifting in sync to economic fluctuation. During the Great Recession, it rose to 9.5%, and then dropped down to a new low by 2015. Due to the pandemic, unemployment rates spiked for 2020, but dropped to new record lows in the recovery for 2021, exhibiting an exceptionally tight labor market (Figure 8).



**JOBSEEKERS PER VACANCY**

The unprecedented tight labor market is demonstrated by the ratio of unemployed jobseekers per job vacancy in the fourth quarter of 2021, which reached an all-time low of 0.4-to-1 in the 26-county Northwest Minnesota Planning Area that includes Region 2 (Figure 9). There were an estimated 18,861 openings – a record high – compared to 7,904 unemployed jobseekers. The rapid pandemic spike in unemployment and drop in job vacancies does not show up on this fourth quarter over-the-year series of Figure 9 because these impacts played out in the first through third quarters of 2020.



**COMMUTE SHED AND LABOR SHED**

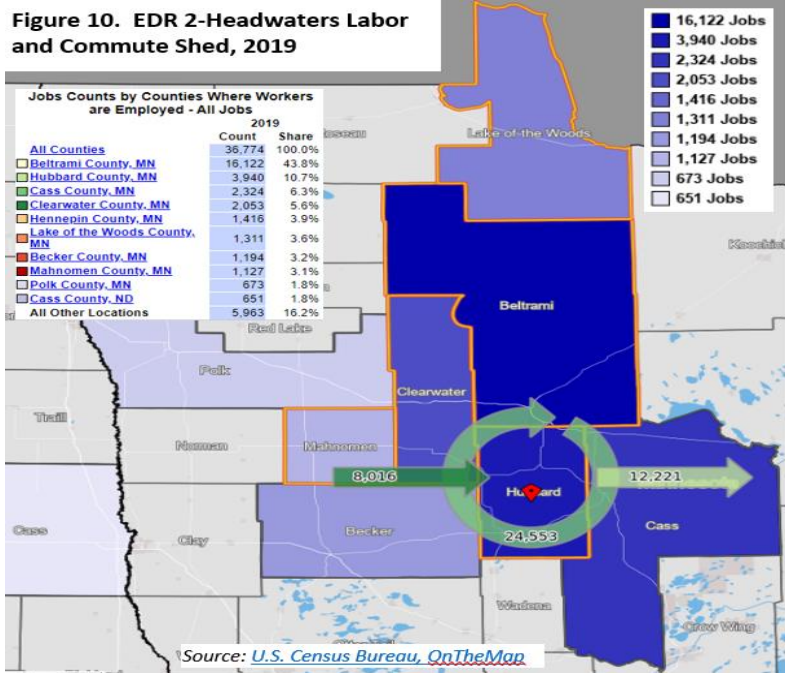
According to commuting data from the [U.S. Census Bureau](#), over two-thirds of workers who live in the region also work within the region. However, Region 2 is a net exporter of labor, having fewer jobs than available workers. In 2019, 28,338 workers both lived and worked in Region 2, while another 7,409 workers commuted into the region for work. This is compared to 13,411 workers who lived in the region but commuted to outside areas for work (Table 7 and Figure 10).

	2019	
	Count	Share
Employed in the Selection Area	32,569	100.0%
Employed in the Selection Area but Living Outside	8,016	24.6%
Employed and Living in the Selection Area	24,553	75.4%
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Living in the Selection Area	36,774	100.0%
Living in the Selection Area but Employed Outside	12,221	33.2%
Living and Employed in the Selection Area	24,553	66.8%

Source: [U.S. Census Bureau, OnTheMap](#)

Home to Bemidji, Beltrami County is the largest employment center in the region and the biggest draw for workers, followed by Hubbard and Cass, with Clearwater a close fourth (Figure 10). Employers in the region draw workers from surrounding counties including Becker, Polk, and Cass. Residents of Region 2 also travel to these same counties for work.

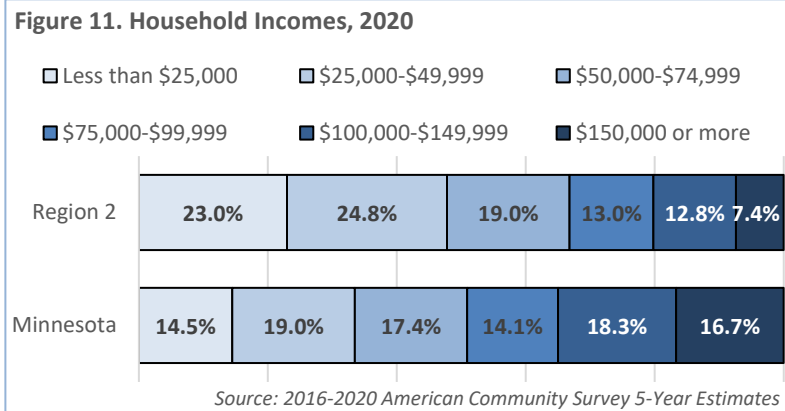
The average commute time for workers in Region 2 was just under 22 minutes, compared to 23.8 minutes for workers statewide. Just over 59% of workers commuted less than 20 minutes each way, compared to 45.8% statewide. About 7.6% of workers worked at home, and 3.9% were able to walk to work. Just over 86% traveled to work in a car, truck, or van.



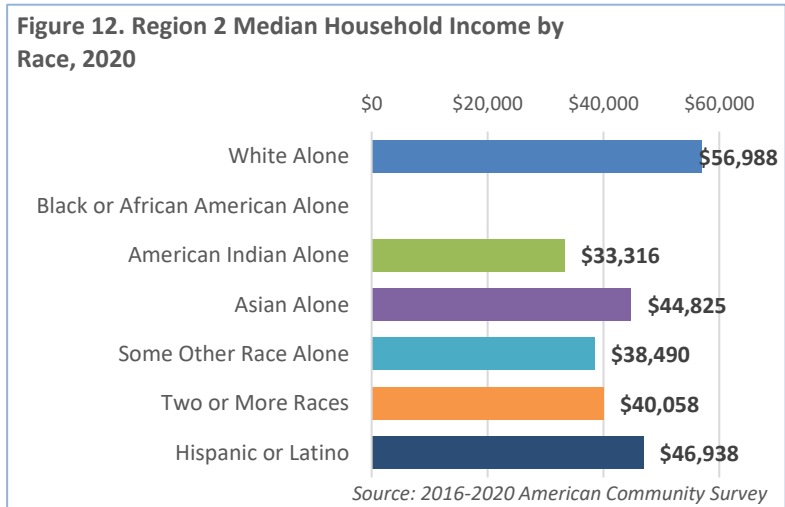
## INCOMES, WAGES AND OCCUPATIONS

### HOUSEHOLD INCOMES

Household incomes were significantly lower in Region 2 than the rest of the state. The median household income in Region 2 was \$52,438 in 2020, compared to \$73,382 statewide. Just over 20% of the households in the region had incomes of \$100,000 or more, compared to 35% of households statewide. Nearly 44% of Region 2 households had incomes of \$25,000 but less than \$75,000, compared to 36.4% statewide (Figure 11).

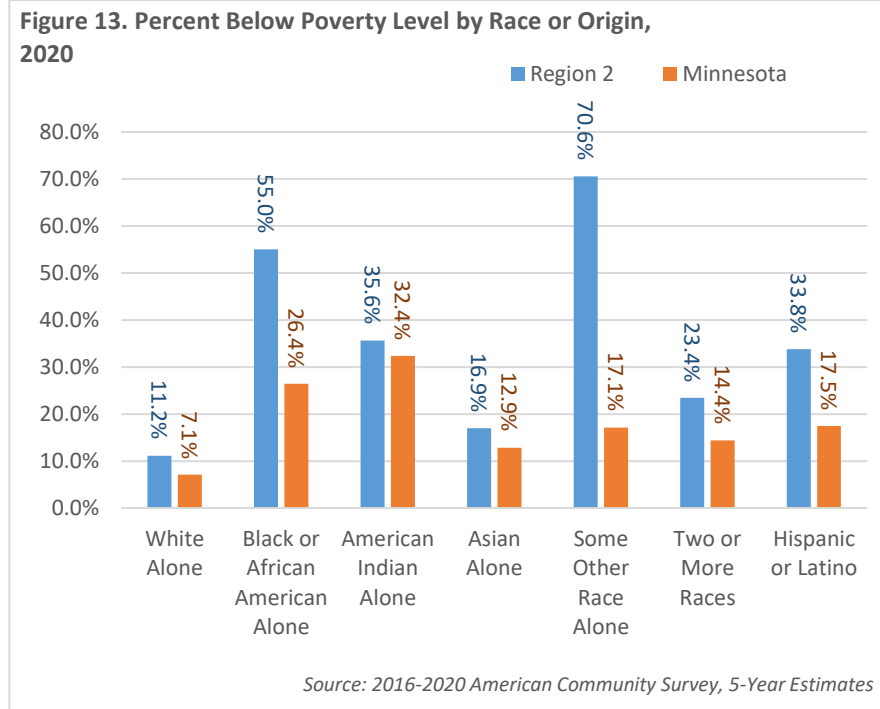


Median household incomes varied by race or origin in the region. However, sample sizes were small for several of the racial or ethnic groups, leading to large margins of error and big swings compared to previous years. There were not enough responses from Black or African American households in 2020 to produce an estimate. Where there are sufficient responses, American Indian, Two or More Races, and Hispanic or Latino households consistently report lower income than white alone, with American Indian households the lowest (Figure 12).





Overall, Region 2’s poverty rate was nearly 16% (15.9%), which was considerably higher than the statewide rate of 9.3%. Like incomes, poverty levels varied widely by race and origin. Compared to 11.2% of white alone households, 55% of the region’s Black or African American population was below the poverty level in 2020. For American Indian households, 35.6% were below poverty level, much more like statewide. Hispanic or Latino also had more than triple the percentage below poverty compared to white alone. The share below poverty of Two or More Races households was more than double white alone, while Asian alone was one-and-a-half times. The poverty rate for Some Other Race was estimated to be 70.6% and had an estimated population of about 270 people in the region (Figure 13).



**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 \$60,540 in 2021. The cost of living for a similar family in Region 2 was \$48,756 – which was in the middle, ranked seventh of the 13 economic development regions in the state. The highest monthly costs were for transportation, food, and housing; though the region’s housing, childcare, and taxes were significantly lower than the rest of the state. In order to meet the basic needs cost of living for the region, the two workers in the family scenario described would need to earn \$15.63 per hour working a combined 60 hours per week.

DEED’s Cost of Living tool provides estimates for different 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 Region 2 would be \$28,704, which would require an hourly wage of \$13.80 to meet the basic needs standard of living (Table 8).

Family Composition	Number of Workers	Yearly Cost of Living	Hourly Wage Required	Monthly Costs						
				Child Care	Food	Health Care	Housing	Transportation	Other	Taxes
<b>EDR 2-Headwaters</b>										
Single, 0 children	1 FT	\$28,704	\$13.80	\$0	\$354	\$152	\$598	\$716	\$260	\$312
Single, 1 child	1 FT	\$44,568	\$21.43	\$550	\$523	\$482	\$792	\$721	\$360	\$286
<b>2 parents, 1 child</b>	<b>1 FT, 1 PT</b>	<b>\$48,756</b>	<b>\$15.63</b>	<b>\$275</b>	<b>\$809</b>	<b>\$538</b>	<b>\$792</b>	<b>\$838</b>	<b>\$438</b>	<b>\$373</b>
2 parents, 2 children	2 FT	\$66,480	\$15.98	\$7883	\$1,056	\$549	\$1,042	\$885	\$575	\$550
<b>State of Minnesota</b>										
Single, 0 children	1 FT	\$33,708	\$16.21	\$0	\$359	\$157	\$903	\$663	\$345	\$382
<b>2 parents, 1 child</b>	<b>1 FT, 1 PT</b>	<b>\$60,540</b>	<b>\$19.40</b>	<b>\$579</b>	<b>\$822</b>	<b>\$561</b>	<b>\$1,151</b>	<b>\$772</b>	<b>\$540</b>	<b>\$620</b>

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

## WAGES AND OCCUPATIONS

According to DEED's [Occupational Employment Statistics](#) program, the median hourly wage for all occupations in Region 2 was \$19.15 in the first quarter of 2022. The region's median wage was fifth lowest of Minnesota's 13 economic development regions and \$4.66 below the State's median hourly wage (Table 9). Compared to surrounding regions, Region 2 had a lower wage than EDRs 1, 3 and 4, but higher than EDR 5.

The region's second and third largest occupational groups, that is, Sales and Food Preparation & Serving, have the lowest median wages (Table 10). Region 2 has a higher percentage of well-paying Healthcare Practitioners & Technical and Education, Training & Library occupations than statewide, with median wages that are 97% of the wages for these occupations statewide.

Based on location quotient, Region 2 stands out for having a higher concentration of Farming, Fishing & Forestry occupations. While there are a small number employed, employment is more than twice as concentrated as statewide. Other occupational groups that are concentrated in the region are: Community & Social Service, Education, Training & Library, Protective Service, Construction & Extraction, Food Preparation & Serving, and Installation, Maintenance & Repair. Besides Food Preparation & Serving, these all have higher median wages than all occupations in the region, and wages that are close to or higher than statewide.

Region	Median Hourly Wage	Estimated Regional Employment
Region 1 – Northwest	\$22.41	34,150
<b>Region 2 – Headwaters</b>	<b>\$19.15</b>	<b>30,150</b>
Region 3 – Arrowhead	\$22.54	131,110
Region 4 – West Central	\$19.40	83,490
Region 5 – North Central	\$18.83	59,090
Region 6E – SW Central	\$18.94	47,920
Region 6W – Upper MN Valley	\$18.94	15,790
Region 7E – East Central	\$21.95	45,770
Region 7W – Central	\$22.94	165,010
Region 8 – Southwest	\$19.10	50,230
Region 9 – South Central	\$21.92	96,160
Region 10 – Southeast	\$23.32	231,930
Region 11 – Twin Cities	\$24.47	1,642,620
<b>State of Minnesota</b>	<b>\$23.81</b>	<b>2,695,450</b>

Source: [DEED Occupational Employment & Wage Statistics](#)

	Region 2-Headwaters				State of Minnesota		
	Median Hourly Wage	Estimated Regional Employment	Share of Total Employment	Location Quotient	Median Hourly Wage	Estimated Regional Employment	Share of Total Employment
Total, All Occupations	\$19.15	30,150	100.0%	1.0	\$23.81	2,695,450	100.0%
Office & Administrative Support	\$18.86	3,710	12.3%	1.0	\$23.12	334,550	12.4%
Sales & Related	\$14.42	2,880	9.6%	1.0	\$17.25	245,390	9.1%
Food Preparation & Serving Related	\$12.30	2,870	9.5%	1.3	\$14.65	198,800	7.4%
Healthcare Practitioners & Technical	\$37.44	2,350	7.8%	1.1	\$38.73	190,180	7.1%
Education, Training & Library	\$23.92	2,290	7.6%	1.4	\$24.48	149,990	5.6%
Transportation & Material Moving	\$18.38	2,100	7.0%	0.9	\$19.30	209,780	7.8%
Healthcare Support	\$15.01	1,790	5.9%	1.0	\$15.37	162,530	6.0%
Production	\$18.73	1,700	5.6%	0.8	\$19.59	198,940	7.4%
Construction & Extraction	\$28.45	1,600	5.3%	1.3	\$30.09	107,180	4.0%
Management	\$38.43	1,550	5.1%	0.8	\$50.51	181,090	6.7%
Installation, Maintenance & Repair	\$23.39	1,360	4.5%	1.3	\$25.34	96,660	3.6%
Business & Financial Operations	\$30.49	1,030	3.4%	0.5	\$38.08	192,700	7.1%
Community & Social Service	\$24.52	1,020	3.4%	1.7	\$24.68	53,670	2.0%
Building, Grounds Cleaning & Maint.	\$15.48	1,000	3.3%	1.2	\$17.98	75,850	2.8%
Protective Service	\$26.14	650	2.2%	1.4	\$25.07	40,580	1.5%
Personal Care & Service	\$14.58	640	2.1%	1.0	\$15.24	56,580	2.1%
Architecture & Engineering	\$35.62	390	1.3%	0.7	\$39.39	51,970	1.9%
Arts, Design, Entertainment & Media	\$18.90	340	1.1%	0.8	\$26.08	36,710	1.4%
Life, Physical & Social Science	\$31.69	320	1.1%	1.1	\$37.30	26,140	1.0%
Computer & Mathematical	\$37.44	290	1.0%	0.3	\$48.34	101,560	3.8%
Legal	\$37.03	180	0.6%	0.8	\$40.08	19,860	0.7%
Farming, Fishing & Forestry	\$20.89	100	0.3%	2.1	\$18.55	4,350	0.2%

Source: [DEED Occupational Employment Statistics, Qtr. 1 2022](#)

## JOB VACANCY SURVEY

Employers in the 26-county Northwest Planning region reported 18,861 job vacancies in the fourth quarter of 2021, the highest in the history of the survey going back to 2001. Demand for workers surged during the COVID-19 pandemic recovery and was high across most industry sectors. The sectors with the most openings, each with over 1,000, were Retail Trade (5,236 vacancies), Health Care & Social Assistance (4,684), Accommodation & Food Services (2,941), and Manufacturing (1,594). Over 76% of the region's vacancies were in these sectors.

This increase in demand for workers fueled substantially increased wage offers. The median wage offer for all vacancies increased to \$16.85, or 18%, from \$14.26 a year prior in fourth quarter 2020. Most occupation groups saw wage offers increase more than inflation. In contrast, Management Occupations and Personal Care & Service Occupations had a slight decrease in median wage offer. Life, Physical & Social Science Occupations had a slight increase, but well below inflation.

The largest number of vacancies and highest vacancy rates were in Sales & Related, Food Preparation & Serving Related, and Healthcare Support occupations. These occupation groups have many jobs and have high turnover. Personal Care & Service occupations also have high vacancy rates and have a similar share of part-time vacancies as the three occupational groups with the highest number of vacancies. Community & Social Service and Management have the highest share requiring more than one year of work experience. (Table 11).

**Table 11. Northwest Minnesota Job Vacancy Survey Results, Qtr. 4 2021**

	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>18,861</b>	<b>34%</b>	<b>3%</b>	<b>25%</b>	<b>41%</b>	<b>52%</b>	<b>\$16.85</b>	<b>9.0</b>
Sales & Related	4,162	46%	0%	3%	23%	74%	\$14.28	21.0
Food Preparation & Serving Related	3,442	49%	3%	1%	19%	14%	\$13.29	19.1
Healthcare Support	2,232	52%	2%	28%	39%	46%	\$16.53	18.8
Healthcare Practitioners & Technical	1,510	25%	4%	91%	62%	90%	\$25.93	11.2
Production	1,160	12%	2%	10%	31%	8%	\$18.18	6.1
Transportation & Material Moving	1,053	34%	4%	0%	23%	70%	\$18.00	6.4
Office & Administrative Support	1,009	11%	3%	15%	79%	38%	\$19.05	4.0
Personal Care & Service	697	51%	15%	75%	9%	82%	\$13.53	17.1
Installation, Maintenance & Repair	660	6%	3%	24%	77%	67%	\$22.47	7.3
Management	636	3%	0%	49%	94%	48%	\$28.08	5.8
Business & Financial Operations	481	18%	0%	58%	72%	61%	\$29.28	6.4
Community & Social Service	442	4%	0%	85%	96%	87%	\$23.13	8.3
Education, Training & Library	332	19%	12%	63%	73%	73%	\$18.91	2.1
Building, Grounds Cleaning & Maint.	300	34%	13%	3%	23%	8%	\$15.80	4.6
Construction & Extraction	183	1%	1%	18%	75%	60%	\$26.58	2.0
Architecture & Engineering	148	0%	1%	78%	80%	35%	\$32.01	5.0
Arts, Design, Entertainment & Media	127	14%	6%	6%	86%	49%	\$20.84	6.5
Protective Service	121	45%	0%	38%	57%	86%	\$20.41	3.7
Computer & Mathematical	68	2%	2%	87%	94%	15%	\$31.07	3.2
Life, Physical & Social Sciences	51	0%	0%	79%	76%	67%	\$21.33	3.3

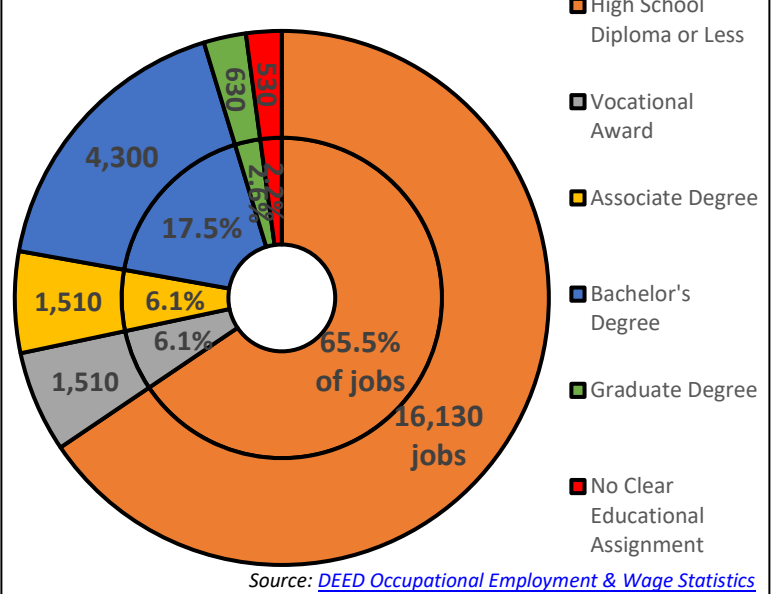
*Source: DEED Job Vacancy Survey, Qtr. 4 2021*

### EDUCATIONAL REQUIREMENTS

DEED’s Occupational Employment Statistics program shows that just over one-third of current jobs held in the region require post-secondary education to enter. The other nearly two-thirds require no more than a high school diploma. 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 job market. While education is typically a worthwhile investment, college can be expensive – with average annual expenses ranging between \$19,500 and more than \$52,000 per year in Minnesota.<sup>1</sup> For those who go to college, choice of major matters – different programs lead to different jobs that earn different amounts of money.

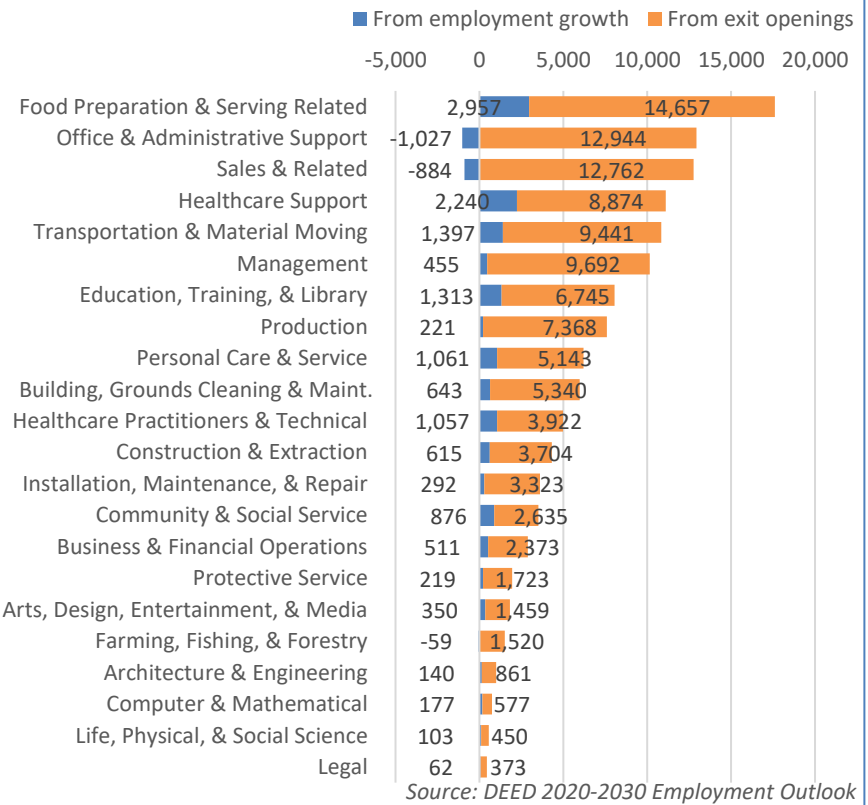
Figure 14. Region 2 Share of Jobs by Educational Requirements, 2020



### EMPLOYMENT PROJECTIONS

Overall, the 26-county Northwest Planning Region is projected to grow 5.1% from 2020 to 2030, a gain of 12,719 new jobs. In addition, the region is also expected to need 115,886 replacement openings to fill jobs left vacant by retirements and other career changers. Food Preparation & Serving and Healthcare Support occupations are expected to see the most growth. Note that this timeframe includes recovery from pandemic losses. Office & Administrative Support and Sales & Related are expected to decline but rank second and third in openings due to the large number of replacements needed for those leaving these occupations. Every occupational group will show some future demand through replacement openings (Figure 15).

Figure 15. Regional Employment Projections, 2020-2030



<sup>1</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 500 occupations in demand (OID) in the 26-county Northwest Minnesota Planning Region, and about 300 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 and social assistance, education, and manufacturing. There are also OID employed in many industries, including managers, accountants, and computer support (Table 12).

High School or Less	Vocational Training	Some College or Assoc. Degree	Bachelor's Degree or Higher
Retail Salespersons (\$28,575)	Nursing Assistants (\$33,844)	Registered Nurses (\$72,324)	Elementary School Teachers (\$56,870)
Home Health & Personal Care Aides (\$28,195)	Licensed Practical & Licensed Vocational Nurses (\$46,911)	Radiologic Technologists & Technicians (\$63,225)	Secondary School Teachers (\$59,020)
Fast Food & Counter Workers (\$24,863)	Medical Assistants (\$43,116)	Industrial Eng. Technologists & Technicians (\$47,468)	General & Operations Managers (\$83,202)
First-Line Supervisors of Retail Sales Workers (\$45,337)	Automotive Service Technicians & Mechanics (\$44,859)	Respiratory Therapists (\$66,748)	Mental Health & Substance Abuse Social Workers (\$51,793)
Heavy & Tractor-Trailer Truck Drivers (\$46,529)	Computer User Support Specialists (\$49,748)	Police & Sheriff Patrol Officers (\$62,502)	Child, Family, & School Social Workers (\$53,854)
Stockers & Order Fillers (\$29,252)	Machinists (\$47,328)	Electrical & Electronic Eng. Technicians (\$52,953)	Accountants & Auditors (\$62,678)
Customer Service Representatives (\$38,926)	Electricians (\$60,567)	Surgical Technologists (\$52,040)	Social & Community Service Managers (\$73,316)
First-Line Supervisors of Production Workers (\$60,581)	Industrial Machinery Mechanics (\$54,148)	Clinical Laboratory Techs & Technicians (\$57,045)	Medical & Health Services Managers (\$91,879)
Social & Human Service Assistants (\$37,793)	Computer Numerically Cont. Tool Programmers (\$64,600)	Veterinary Assistants & Lab Animal Caretakers (\$30,140)	Financial Managers (\$98,220)
First-Line Supervisors of Food Prep/Serving Workers (\$37,413)	Emergency Medical Technicians & Paramedics (\$37,098)	Electro-Mechanical & Mechatronics Technicians (\$43,611)	Industrial Engineers (\$78,819)

*Source: [DEED Occupations in Demand](#)*

## ECONOMY

### INDUSTRY EMPLOYMENT

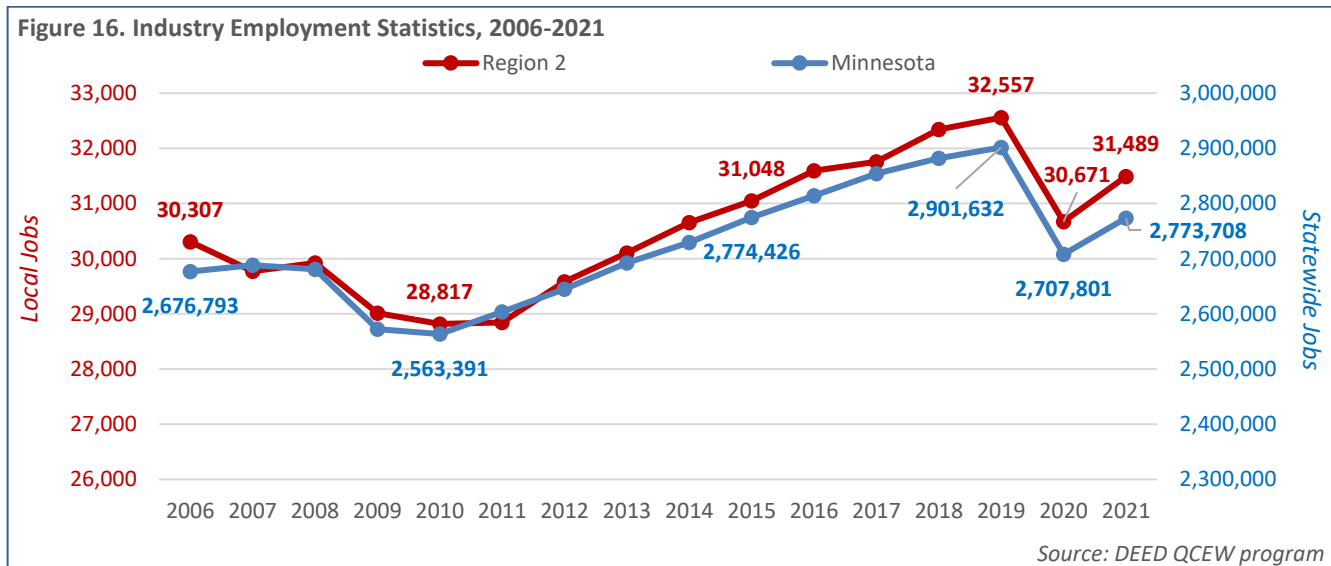
According to DEED's [Quarterly Census of Employment & Wages \(QCEW\) program](#), Region 2 was home to 2,398 business establishments providing 31,489 covered jobs through 2020, with a total payroll over \$1.5 billion. Region 2 accounted for 1.1% of total employment in the state of Minnesota. Average annual wages were \$48,308 in the region, which was about \$18,700 lower than the average annual wage statewide (Table 13).

Geography	Number of Firms	Number of Jobs	Total Payroll	Average Annual Wage	2020-2021		2019-2021	
					Change in Jobs	Percent Change	Change in Jobs	Percent Change
<b>EDR 2-Headwaters</b>	<b>2,398</b>	<b>31,489</b>	<b>\$1,521,182,118</b>	<b>\$48,308</b>	<b>+818</b>	<b>+2.7%</b>	<b>-1,068</b>	<b>-3.3%</b>
Beltrami Co.	1,260	19,595	\$956,232,977	\$48,800	+239	+1.2%	-585	-2.9%
Clearwater Co.	226	2,613	\$142,578,049	\$54,565	+149	+6.0%	+4	+0.2%
Hubbard Co.	625	6,030	\$272,227,359	\$45,145	+241	+4.2%	-168	-2.7%
Lake of the Woods Co.	174	1,634	\$68,696,866	\$42,042	+41	+2.6%	-84	-4.9%
Mahnomen Co.	113	1,616	\$81,446,867	\$50,400	+148	+10.1%	-235	-12.7%
<b>State of Minnesota</b>	<b>185,788</b>	<b>2,773,708</b>	<b>\$185,969,067,414</b>	<b>\$67,047</b>	<b>+65,907</b>	<b>+2.4%</b>	<b>-127,924</b>	<b>-4.4%</b>

*Source: [DEED Quarterly Census of Employment & Wages \(QCEW\)](#)*

In terms of employment, Beltrami County is the largest economic center in REGION 2 with 19,595 jobs at 1,260 firms, accounting for 62% of all jobs in the region. The region and all its counties increased employment from 2020 to 2021 during the pandemic recovery. However, the region remains 3.3% below its 2019 employment. Only Clearwater County has returned to pre-pandemic employment levels, and Clearwater also has the region’s highest average wages. Beltrami County had the most job losses from 2019 to 2021. However, Mahnommen County remains 12.7% below its 2019 level, reflecting Leisure and Hospitality supersector losses from casino closure during the pandemic. Lake of the Woods is also further from its 2019 level than the region, but more like statewide.

Like statewide, Region 2 gained employment over the past decade, with a long expansion from the Great Recession recovery up until the pandemic recession in 2020. The region’s job growth tracked the rest of the state, gaining 13% from 2011 to 2019 compared to 13.2% statewide. However, the pandemic did not impact Region 2 quite as much as statewide. In 2020, Region 2 lost 5.8% of jobs compared to the 6.7% job loss statewide. Then, from 2020 to 2021, Region 2 grew employment 2.7%, slightly more than the 2.4% statewide (Figure 16).



With 6,085 jobs the Health Care & Social Assistance industry employs the most workers in Region 2 accounting for 19.3% of total employment. Its share of jobs dropped 1% from 2020 as the pandemic and its aftereffects have posed a challenge for worker recruitment and retention. This sector remains 3.6% below 2019 employment, a bit further than Total, all Industries, and lost the most jobs of any sector from 2020 to 2021 (Table 14).

The next largest industry is Retail Trade which also remains below pre-pandemic employment, but not as far down as all industries. The third-largest Accommodation & Food Services sector had the most job losses from 2019 to 2021, shedding 618 jobs, even after recovering the most jobs of any sector from 2020 to 2021. Down 13.8%, this sector is the second furthest from its 2019 level. Mining is furthest from its 2019 level but was the smallest industry in the region prior to the loss of 8 jobs from 2020 to 2021.

Educational Services, the fourth largest industry sector in the region, has the third largest job losses from 2019-2021, and continued to shed some jobs from 2020 to 2021. Manufacturing had the fourth largest job losses and remains below its 2019 level by the same percentage as Education Services, 2% more than all industries, also having shed additional jobs from 2020 to 2021.

Construction was the region's job builder, adding 350 jobs or 16.2% from 2020 to 2021, after holding steady from 2019 to 2020. With average wages over one-and-a-half times that of all industries, the economic impact is significant. The Construction of Buildings subsector accounted for over half of this job growth, with roughly a quarter in Specialty Trade Contractors, and the remaining share in Civil Engineering Construction.

Management of Companies had the largest percentage job growth, as well as the highest average wages, but a net gain of only 17 jobs. Transportation & Warehousing had the second-highest job gain from 2019 to 2021, adding 88 jobs or 9.3%. Most of these job gains occurred in 2020 as goods purchases and deliveries increased during the height of the pandemic.

NAICS Industry Title	2021 Annual Data				2020-2021		2019-2021	
	Number of Firms	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>2,398</b>	<b>31,489</b>	<b>\$1,521,182</b>	<b>\$48,308</b>	<b>+818</b>	<b>+2.7%</b>	<b>-1,068</b>	<b>-3.3%</b>
Health Care & Social Assistance	255	6,085	\$366,041	\$60,155	-150	-2.4%	-225	-3.6%
Retail Trade	359	4,374	\$129,241	\$29,547	+80	+1.9%	-95	-2.1%
Accommodation & Food Services	285	3,856	\$81,560	\$21,151	+427	+12.5%	-618	-13.8%
Educational Services	74	3,333	\$173,444	\$52,038	-11	-0.3%	-185	-5.3%
Public Administration	134	3,091	\$161,155	\$52,137	-8	-0.3%	+11	+0.4%
Construction	331	2,512	\$183,611	\$73,093	+350	+16.2%	+344	+15.9%
Manufacturing	80	2,401	\$139,296	\$58,016	-18	-0.7%	-135	-5.3%
Transportation & Warehousing	109	1,038	\$54,875	\$52,866	+14	+1.4%	+88	+9.3%
Other Services	189	756	\$23,524	\$31,117	+83	+12.3%	-35	-4.4%
Wholesale Trade	65	653	\$34,770	\$53,247	+4	+0.6%	-19	-2.8%
Finance & Insurance	83	651	\$39,057	\$59,996	-22	-3.3%	-57	-8.1%
Agriculture, Forestry, Fish & Hunt	72	529	\$29,260	\$55,312	-33	-5.9%	-53	-9.2%
Professional & Technical Services	110	516	\$25,547	\$49,510	-5	-1.0%	-1	-0.2%
Arts, Entertainment, & Recreation	62	412	\$8,845	\$21,468	+36	+9.6%	-33	-7.4%
Information	31	391	\$21,234	\$54,307	+15	+4.0%	-34	-8.0%
Admin. Support & Waste Mgmt. Svcs.	77	374	\$10,773	\$28,804	+9	+2.5%	-54	-12.6%
Utilities	14	237	\$21,142	\$89,207	+3	+1.3%	-3	-1.3%
Real Estate & Rental & Leasing	58	198	\$8,087	\$40,842	+12	+6.5%	+7	+3.7%
Management of Companies	8	57	\$8,039	\$141,037	+24	+72.7%	+17	+42.5%
Mining	6	22	\$1,682	\$76,452	-8	-27.5%	-8	-27.5%

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

## EMPLOYMENT DEMOGRAPHICS

According to DEED's Quarterly Employment Demographics (QED) program, the workforce in the region was aging over the past 10 years. Nearly one-quarter (24.6%) of workers in the region were 55 years or older, compared to 22% statewide and just 20% in the region one decade earlier. In contrast, the percentage aged 45 to 54 declined 5.3% as the Boomers aged out of this group. The share of young workers also decreased slightly (Table 15).

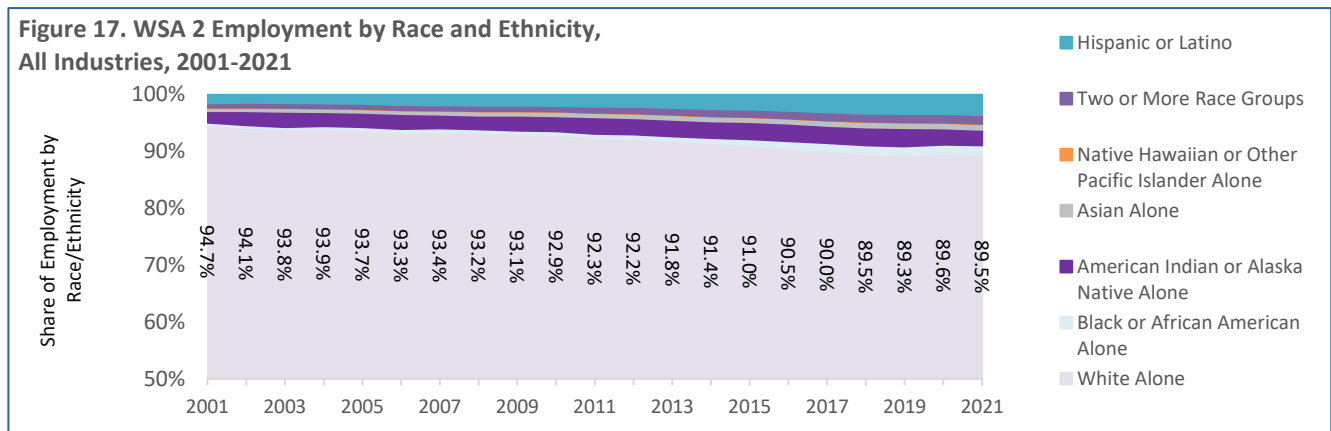
EDR 2-Headwaters	Percentage of Workers		Percent of Workers Minnesota		Median Hourly Wage		Median Hours Worked (Per Qtr.)	
	2020	2010	2020	2010	2020	2010	2020	2010
Total, all ages	100.0%	100.0%	100.0%	100.0%	\$18.90	\$13.05	406	392
19 years & under	6.3%	7.7%	6.0%	6.5%	\$11.87	\$7.62	137	120
20 to 24 years	10.6%	11.8%	10.1%	11.1%	\$14.99	\$9.28	273	249
25 to 44 years	40.7%	37.3%	43.2%	42.7%	\$20.74	\$14.23	449	442
45 to 54 years	17.8%	23.1%	18.7%	23.0%	\$23.51	\$16.08	480	479
55 to 64 years	18.3%	15.9%	16.9%	13.5%	\$21.79	\$15.94	471	461
65 years & over	6.3%	4.1%	5.1%	3.3%	\$17.03	\$11.84	245	216
Male	48.7%	45.8%	49.1%	49.0%	\$20.74	\$14.72	464	432
Female	51.3%	54.2%	50.9%	51.0%	\$18.20	\$12.21	381	373

Source: DEED Quarterly Employment Demographics

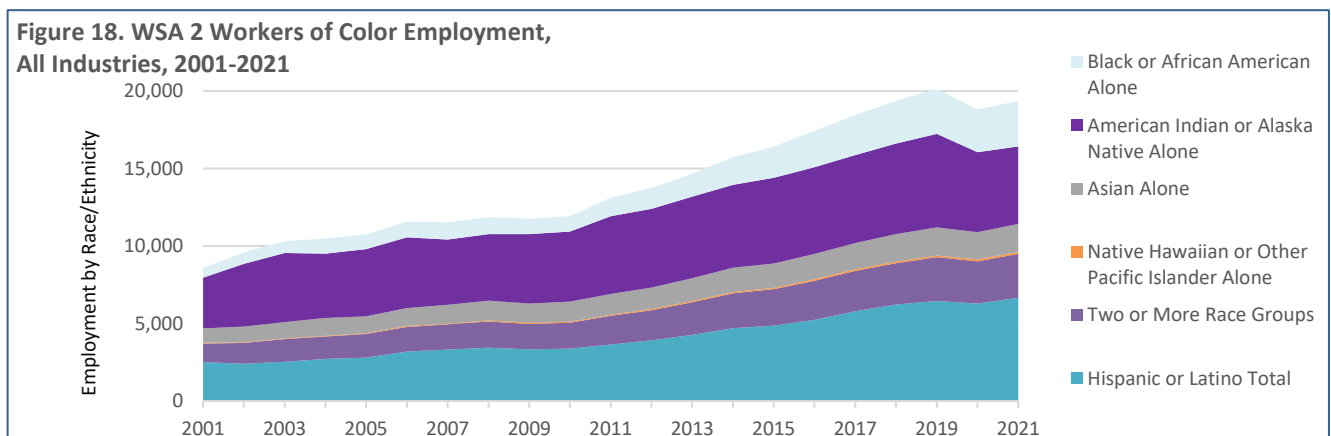
Wages were climbing for all workers due to a tightening labor market. While wages were still lowest for the youngest workers who tend to fill lower-skilled, less-than-fulltime jobs in industries like retail trade and accommodation and food services, workers under age 25 enjoyed the fastest increases in wages from 2010 to 2020. Wages were highest for workers aged 45 to 54, and this age group also had above average wage increases. While workers aged 55 to 64 had the second-highest wages, their increase was below average. Also reflecting the tightening labor market, hours worked trended higher for all age groups. Those aged 45 to 54 remained the group that worked the most hours even though they had the smallest increase. The age 65 and over group had the largest increase in hours worked, followed closely by age 20 to 24. Males continued to work more hours than females, and increased hours more than females over the decade.

**EMPLOYMENT DIVERSITY**

The Quarterly Workforce Indicators program provides workforce demographics for counties and [workforce service areas \(WSAs\)](#). Region 2 is part of the 19-county WSA2 that encompasses EDRs 2, 4, and 5. People of color held 19,350 of the 176,997 jobs in WSA2 in 2021, which was 10.5% of employment. This was nearly double the 5.3% share two decades ago (Figure 17).



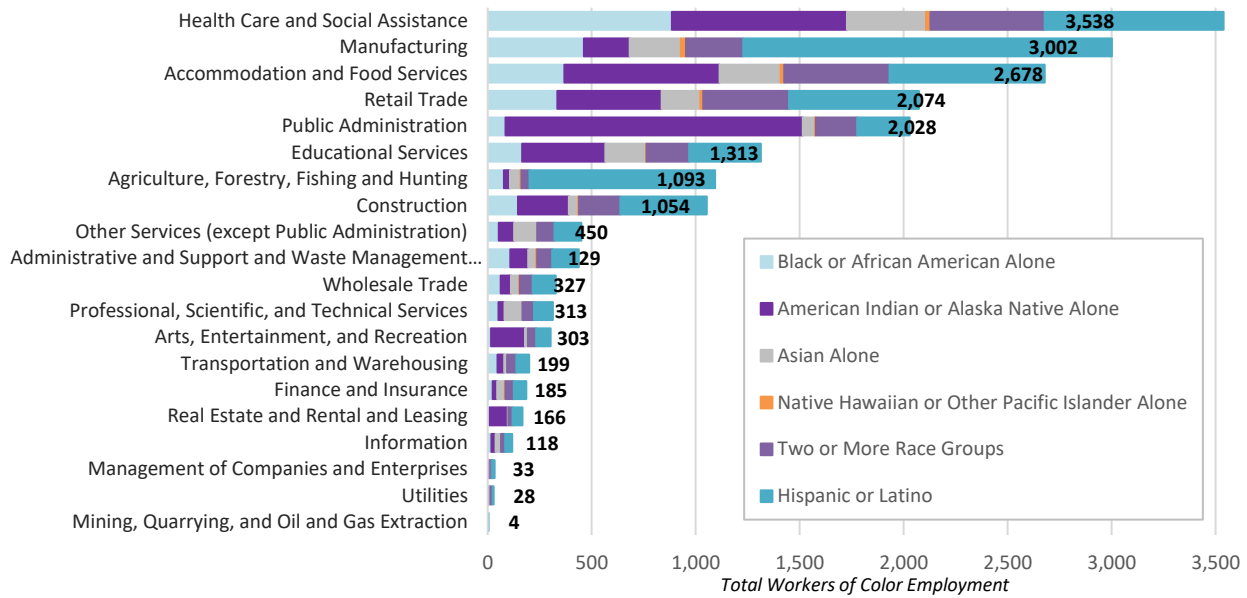
Workers of color filled an additional 10,769 jobs in WSA2 since 2001, accounting for over 47% of the total new jobs added. With 6,660 jobs, Hispanic or Latino was the largest group of color in WSA2’s economy, increasing 166% since 2021. American Indian was the next largest group of color with 4,990 jobs in 2021 and growing 50.6%. However, American Indians had the largest pandemic declines, losing 21.2% of their jobs since 2019. Black or African Americans held 2,925 jobs and had the fastest growth. Two or More Races held 2,832 jobs, growing 135.9%. Asians had 1,831 jobs in 2021, growing 97.6%. Besides Whites and American Indians, all other racial and ethnic groups increased employment from 2019 to 2021, filling much needed positions in an extremely tight labor market (Figure 18).





Most sectors in the region are non-diverse, but there are industries that rely more heavily on workers of color. Agriculture, Forestry, Fishing & Hunting relies on 26% people of color including 21% Hispanic or Latino. Public Administration is staffed by 17.5% workers of color, and with 1,430 American Indian workers it has the largest number of any sector. Accommodation & Food Services has 15.2% workers of color, with the largest number of Two or More Races at 506. Manufacturing has 13.4% workers of color, with the largest number of Hispanic or Latino workers of any sector at 1,773. Health Care & Social Assistance has the largest number of workers of color, but at 10.5% of jobs it matches all industries in WSA2 (Figure 19).

Figure 19. WSA 2 People of Color Employment by Industry, 2021



**INDUSTRY PROJECTIONS**

The 26-county Northwest Planning Area is projected to grow 5.1% from 2020 to 2030, a gain of 12,719 new jobs. Health Care & Social Assistance is expected to add the most jobs. Not only is it the region’s largest industry, it is also the third fastest growing and accounts for over 35% of the total increase in jobs by 2030. Arts, Entertainment & Recreation and Accommodation & Food Services are the fastest-growing industries, with a large portion of this growth reflecting the rebound in employment after large losses in the pandemic. Likewise, Other Services is a fast-growing sector that experienced large employment losses in 2020 and a rebound (Table 16).

Table 16. Northwest Industry Projections, 2020-2030

Industry	Estimated Employment 2020	Projected Employment 2030	Percent Change 2020-2030	Numeric Change 2020-2030
<b>Total, All Industries</b>	<b>250,722</b>	<b>263,441</b>	<b>+5.1%</b>	<b>+12,719</b>
Health Care & Social Assistance	36,901	41,390	+12.2%	+4,489
Manufacturing	27,999	28,618	+2.2%	+619
Retail Trade	26,846	25,467	-5.1%	-1,379
Public Administration	22,824	23,240	+1.8%	+416
Educational Services	22,015	23,101	+4.9%	+1,086
Accommodation & Food Services	17,040	20,515	+20.4%	+3,475
Wholesale Trade	11,829	12,347	+4.4%	+518
Construction	10,693	11,157	+4.3%	+464
Other Services, Ex. Public Admin	9,052	10,144	+12.1%	+1,092
Transportation & Warehousing	6,436	6,741	+4.7%	+305
Finance & Insurance	6,053	6,227	+2.9%	+174
Agriculture, Forestry, Fish & Hunt	5,574	5,505	-1.2%	-69
Professional & Technical Services	4,927	5,360	+8.8%	+433
Arts, Entertainment & Recreation	3,406	4,303	+26.3%	+897
Administrative & Waste Services	3,889	4,139	+6.4%	+250
Information	2,276	2,229	-2.1%	-47
Real Estate & Rental & Leasing	1,425	1,414	-0.8%	-11
Utilities	1,135	970	-14.5%	-165
Management of Companies	660	665	+0.8%	+5
Mining	216	235	+8.8%	+19

Source: DEED 2020-2030 Employment Outlook

## NONEMPLOYER ESTABLISHMENTS

Region 2 was home to 5,894 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).” Unlike covered employment, Region 2 saw a net decline of 202 nonemployers or -3.3% from 2009 to 2019. However, three of the five counties had growth over the decade. Nonemployer sales receipts were over \$248 million in 2019 (Table 17).

## CENSUS OF AGRICULTURE

Unlike other parts of Greater Minnesota, agriculture is not a key industry in Region 2, but there are 1,826 farms producing just under \$185.5 million in the market value of products sold in 2017 according to the U.S. Department of Agriculture. All Region 2 counties rank near the bottom in Minnesota in terms of the market value of products sold, and Region 2 is second to smallest of the 13 EDRs (Table 18).

*Upon request, this information can be made available in alternate formats by contacting Anthony Schaffhauser (320) 441-6594 or at [anthony.schaffhauser@state.mn.us](mailto:anthony.schaffhauser@state.mn.us).*

	2019		2009-2019	
	Number of Firms	Receipts (\$1,000s)	Change in Firms	Percent Change
<b>EDR 2-Headwaters</b>	<b>5,894</b>	<b>\$248,071</b>	<b>-202</b>	<b>-3.3%</b>
Beltrami Co.	2,821	\$122,510	-196	-6.5%
Clearwater Co.	623	\$27,083	-117	-15.8%
Hubbard Co.	1,737	\$70,971	+47	+2.8%
L.O.T.W. Co.	379	\$13,796	+21	+5.9%
Mahnomen Co.	334	\$13,711	+43	+14.8%
<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](#)

	Number of Farms	Market Value of Products Sold	State Rank
<b>EDR 2-Headwaters</b>	<b>1,826</b>	<b>\$185,479,000</b>	<b>12</b>
Beltrami Co.	583	\$23,800,000	77
Clearwater Co.	414	\$30,060,000	74
Hubbard Co.	384	\$44,244,000	71
L.O.T.W. Co.	134	\$17,278,000	79
Mahnomen Co.	311	\$70,097,000	62
<b>Minnesota</b>	<b>68,822</b>	<b>\$18,395,390,000</b>	

Source: [2017 Census of Agriculture](#)