

**THE**  
**ST. LAWRENCE COUNTY, NEW YORK**  
**AREA**  
**LABOR AVAILABILITY REPORT**

**January, 2006**

**ST. LAWRENCE COUNTY**  
**WORKFORCE INVESTMENT BOARD**  
**WWW.SLCONESTOP.COM**



**Compiled and Prepared by**  
**THE PATHFINDERS**



**Dallas, Texas**

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## INTRODUCTION

The Pathfinders has employed its experience in workforce assessments for corporate site-selection clients and civilian workforce assessments for the Department of Defense in locations that faced military base closures to produce this evaluation of the St. Lawrence County area workforce. The information presented in this report has been developed independently of the client, and the client has not influenced the findings.

The Pathfinders functions as a site-selection consultant to many of America's largest corporations, including companies such as AT&T, DuPont, Celanese, 3M Corporation, IMC Global, Singapore Aerospace, AIG, and Ciba-Geigy. The question that most often drives the search for a new business location is whether the candidate location has the workforce needed, and a workforce analysis has been a key component of the site searches conducted for these clients. Senior human resources executives from among corporate clients assisted in refining this methodology and report format. Companies making location decisions based upon these surveys have reported that when staffing actually began, the numbers reported by The Pathfinders proved to be accurate.

In a poll of its corporate clients, The Pathfinders found that those clients' experiences suggest that less than 10% of the new hires for new operations come from the ranks of the unemployed. Instead, these clients and other companies staff a new operation principally with individuals who are working but who desire better jobs and who appear to possess the skills, education, and experience to qualify them for those better jobs. By that definition, those individuals can be considered "underemployed" and are identified as such in this report. The type of quality employer that the St. Lawrence County region is attempting to attract will typically hire people who come from this group. As a consequence, The Pathfinders was retained to quantify the extent to which underemployment exists in the area, as well as to document the cost, skills, experience, and education of that hidden workforce. This report represents the objective and professional view of The Pathfinders with regard to workforce availability, cost, skills, and quality that a new employer can expect in the St. Lawrence County region.



## SUMMARY OF FINDINGS

- The St. Lawrence County area, referred to in this report as the “labor shed”, has a household population of approximately 213,500 and a civilian labor force of approximately 90,140.
- The labor shed has a pool of approximately 3,850 unemployed persons who are actively seeking work.
- A new employer will be able to attract employees from an additional pool of about 8,150 workers. These individuals are currently employed and have indicated an interest in changing jobs.
- These potentially available workers are referred to in this report as the “underemployed” because they appear to possess the skills, experience, and education to qualify them for the pay rates at which they would take a new job.
- The desired pay rates of these underemployed workers are reasonable when compared to their existing pay rates. The median current pay rate of the underemployed workers is \$16.94 per hour, and the median desired pay rate of the underemployed workers is \$17.71 per hour.
- About 25% of the underemployed workers would take a new job for \$12.58 per hour or less. At the upper end, the 25% most qualified and experienced will command more than \$24.42 per hour.
- Roughly 8,180 people, neither employed nor seeking work, might re-enter the workforce for the proper job.
- In total, the St. Lawrence County area has 20,180 available workers for new or expanding businesses.



## METHODOLOGY

Published government statistics report wages and employment for the entire workforce of an area, even though most of that workforce has no interest in changing jobs. This report, prepared by The Pathfinders, includes data on those people in the area who desire to change jobs and who would be potential candidate workers for a new employer. As opposed to average wages, this report quantifies the number of those workers available for an employer in various wage ranges. Also included as potential workers are the unemployed who are actively seeking work and that segment of individuals who might consider entering, or re-entering, the workforce for a good job.

The first step in assessing the workforce of the St. Lawrence County area was to determine the boundaries of the area to be assessed. To accomplish this task, The Pathfinders applied the same reasoning that would be used during a site search for a corporate client considering the area as a potential location. The St. Lawrence County survey area includes those locations from which workers might be drawn to a new employer and is referred to in this report as the “labor shed”. This labor shed consists of St. Lawrence County in its entirety and portions of Franklin, Jefferson, Hamilton and Lewis Counties.

Once the labor shed was identified, a random sample of telephone numbers of qualified respondents in the labor shed was obtained for use in the Computer Assisted Telephone Interviewing or CATI system.

The Pathfinders then conducted telephone interviews with individuals throughout the St. Lawrence County region. Those individuals were proportionally stratified across age, household income, and zip codes. The purpose of these interviews was to ascertain availability for work with a new employer; determine desired pay rates; and, collect information on such factors as age, education, commuting patterns, experience, and skills. The data obtained as a result of those interviews enabled The Pathfinders to apply and employ a proprietary methodology that accurately determined the existence of underemployment as defined in the introduction.



The Pathfinders applied a proprietary process to the analysis of the data to correct for invalid responses. For example, those persons indicating they would take a new job but also indicating the desire for increased or decreased pay that is unreasonable are not counted in the results.

This process considers that to be counted as underemployed, an individual must be currently employed and willing to take another job at a pay rate commensurate with personal skills, education, and experience.

Current pay alone is not the qualifying factor for underemployment status in this study. Individuals, for example, making \$7.50 per hour, possessing no high school degree or skills, and being in the workforce for less than one year may consider themselves to be underemployed but are not considered to be so in this report. On the other hand, education, skills, and experience may qualify the person making \$22.00 per hour as truly underemployed.

Sufficient interviews were completed with qualified individuals to produce results for that entire population group which vary by no more than plus or minus 5 percentage points. If the survey were repeated 100 times, 95 times out of 100 the results would be the same as those resulting from a survey of every individual in the entire population.

Irrespective of the fact that the methodology employed is scientifically proven to produce such results, it is perhaps even more important to note that companies making location decisions based upon these surveys have reported that when staffing actually began, the numbers reported by The Pathfinders proved to be accurate.



## ASSESSMENT OF THE WORKFORCE

The St. Lawrence County area labor shed has a household population of approximately 213,500. The civilian labor force numbers approximately 90,140, and the labor shed contains approximately 3,850 unemployed people who are actively seeking work.

The results of this assessment determined that approximately 8,150 workers can be defined as underemployed: those individuals who are currently working but would take a better job if offered by a new or existing employer and who appear to possess the skills, education, and experience to qualify them to do so. Of these 8,150 underemployed workers, approximately 1,630 of them are currently working part-time and desire to change jobs and go to work full-time. Further, the results suggest that an additional 8,180 people who are not currently employed or actively seeking work would consider re-entering the workforce. In total, the St. Lawrence County area has approximately 20,180 available workers for new or existing employers.

### AVAILABLE WORKERS

Number of underemployed workers	8,150
Number of unemployed persons who are actively seeking work	3,850
Number of persons who are not working, but would consider re-entering the workforce	8,180
<b>Total Number of Workers Available for Employers</b>	<b>20,180</b>

The reader is cautioned that, while the number of underemployed workers identified in the region, as well as their skills, experience, education, and costs, is accurate, all of those individuals may not be acceptable candidates for an employer. Their previous work records, stability, integrity, intelligence, appearance, and other factors are not considered in this report.



These underemployed workers might also be termed upgraders. They desire to move into an upgraded job and appear to possess the skills, education, and experience to enable them to do so. The pay rates they expect to achieve range from under \$8.00 to over \$30.00 per hour.

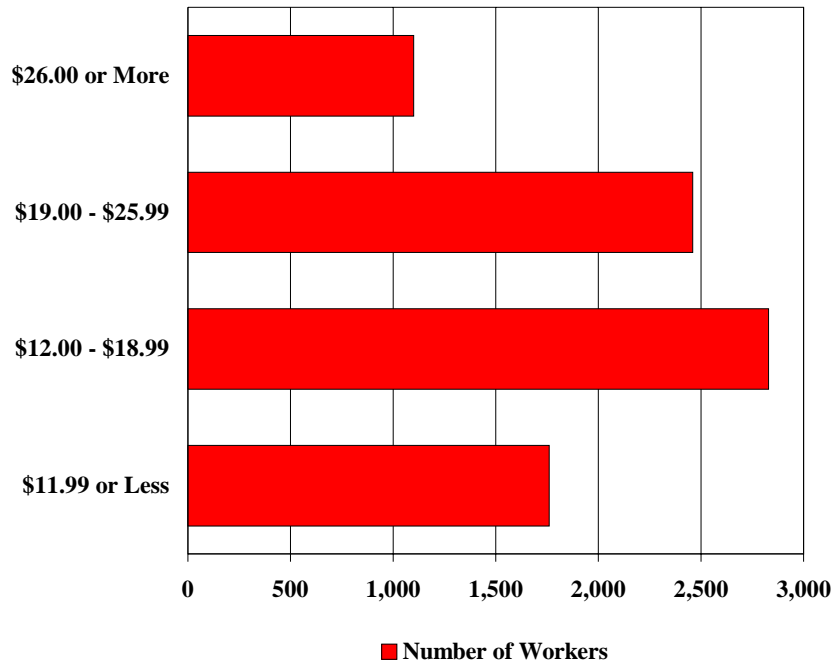
The following data represent the desired pay rates of the underemployed individuals in the labor shed. Many workers expressed their wage requirements in weekly, monthly, or annual terms, but all wage figures in this report are presented in hourly rates. Selected conversions may add perspective to the hourly rates. Figures presented below are rounded and based on a 40-hour workweek.

### CONVERSION CHART

Hourly	Weekly	Monthly	Annually
\$ 8.00	\$ 320.00	\$ 1,386.00	\$ 16,640.00
\$ 10.00	\$ 400.00	\$ 1,733.00	\$ 20,800.00
\$ 12.00	\$ 480.00	\$ 2,078.00	\$ 24,960.00
\$ 14.00	\$ 560.00	\$ 2,425.00	\$ 29,120.00
\$ 16.00	\$ 640.00	\$ 2,771.00	\$ 33,280.00
\$ 18.00	\$ 720.00	\$ 3,118.00	\$ 37,440.00
\$ 20.00	\$ 800.00	\$ 3,464.00	\$ 41,600.00
\$ 22.00	\$ 880.00	\$ 3,810.00	\$ 45,760.00
\$ 24.00	\$ 960.00	\$ 4,157.00	\$ 49,920.00
\$ 26.00	\$ 1,040.00	\$ 4,503.00	\$ 54,080.00
\$ 28.00	\$ 1,120.00	\$ 4,850.00	\$ 58,240.00
\$ 30.00	\$ 1,200.00	\$ 5,196.00	\$ 62,400.00



**DESIRED WAGE RATES PER HOUR BY RANGE**  
**8,150 Underemployed Workers**



**NUMBER OF UNDEREMPLOYED WORKERS AVAILABLE**  
**AT SPECIFIC WAGE RATES PER HOUR (rounded)**

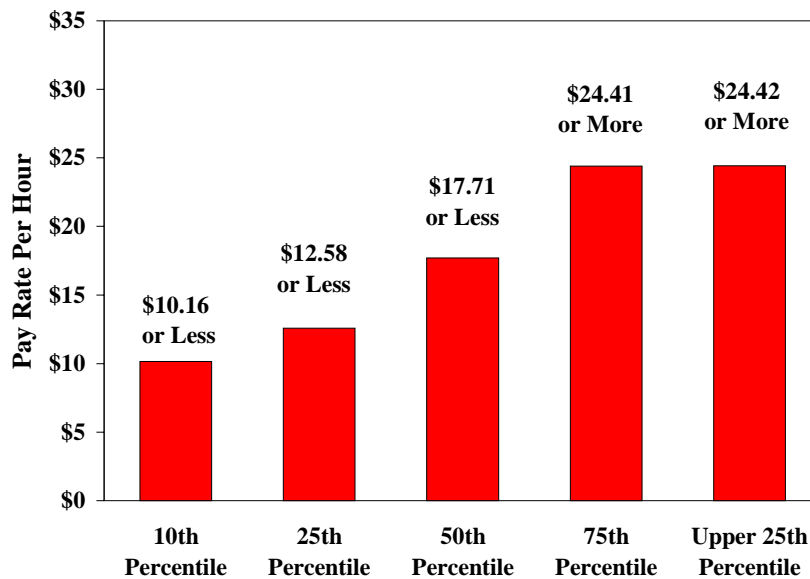
<u>\$7.99 or Less</u> <b>100</b>	<u>\$8.00 - \$8.99</u> <b>320</b>	<u>\$9.00 - \$9.99</u> <b>250</b>	<u>\$10.00 - \$10.99</u> <b>840</b>	<u>\$11.00 - \$11.99</u> <b>250</b>
<u>\$12.00 - \$12.99</u> <b>470</b>	<u>\$13.00 - \$13.99</u> <b>100</b>	<u>\$14.00 - \$14.99</u> <b>550</b>	<u>\$15.00 - \$15.99</u> <b>540</b>	<u>\$16.00 - \$16.99</u> <b>320</b>
<u>\$17.00 - \$17.99</u> <b>460</b>	<u>\$18.00 - \$18.99</u> <b>390</b>	<u>\$19.00 - \$19.99</u> <b>380</b>	<u>\$20.00 - \$20.99</u> <b>460</b>	<u>\$21.00 - \$21.99</u> <b>100</b>
<u>\$22.00 - \$22.99</u> <b>250</b>	<u>\$23.00 - \$23.99</u> <b>100</b>	<u>\$24.00 - \$24.99</u> <b>550</b>	<u>\$25.00 - \$25.99</u> <b>620</b>	<u>\$26.00 - \$26.99</u> <b>100</b>
<u>\$27.00 - \$27.99</u> <b>100</b>	<u>\$28.00 - \$28.99</u> <b>---</b>	<u>\$29.00 - \$29.99</u> <b>140</b>	<u>\$30.00 - \$ 30.99</u> <b>250</b>	<u>\$31.00 or More</u> <b>510</b>



Utilizing the desired wage information as illustrated in the preceding charts, the following conclusions can be drawn concerning the underemployed workers in the St. Lawrence County area:

- 10% of the underemployed workers will require \$10.16 per hour or less to change jobs.
- 25% of the underemployed workers will require \$12.58 per hour or less to change jobs.
- 50% of the underemployed workers will require \$17.71 per hour or less to change jobs.
- 75% of the underemployed workers will require \$24.41 per hour or less to change jobs.
- The upper 25% of the underemployed workers will require wages beginning at \$24.42 per hour. These are the most qualified and experienced workers.

### DESIRED WAGE RATES BY PERCENTILE



**MEDIAN DESIRED PAY RATES BY SKILLS  
OF UNDEREMPLOYED WORKERS  
The St. Lawrence County Area Labor Shed**

Skills	Desired Pay
Office Operations	\$17.25
Warehouse/Materials Handling	\$18.17
Manufacturing/Assembly/Fabrication	\$18.00
Medical/Health Sciences	\$18.50
Maintenance/Installation/Repair	\$19.80
Technician/Quality Assurance	\$19.13
Information Technology/Telecommunications	\$19.50
Electronics/Engineering	\$22.50
Financial Services	\$15.13

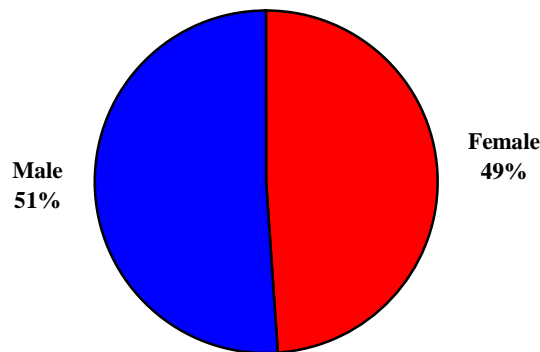


## CHARACTERISTICS OF UNDEREMPLOYED WORKERS

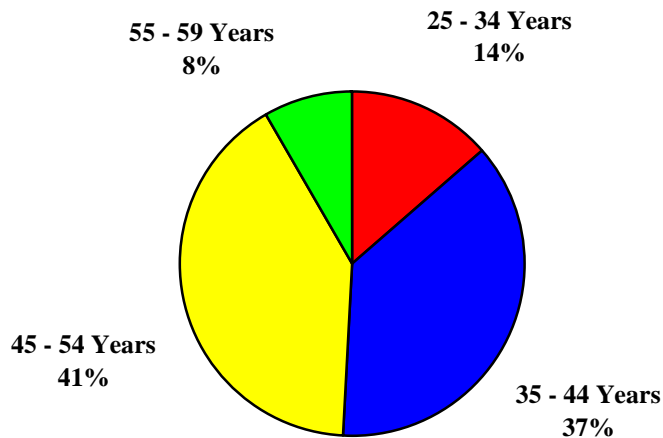
### The St. Lawrence County Area Labor Shed

The following charts provide information on various characteristics of the underemployed workers in the labor shed. As these data relate solely to those individuals in the labor shed who are underemployed, they will vary from data representative of the population as a whole.

#### UNDEREMPLOYED WORKERS - GENDER



#### UNDEREMPLOYED WORKERS - AGE

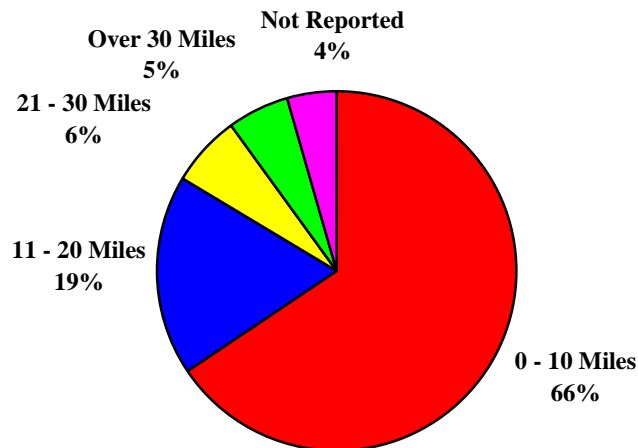


## CHARACTERISTICS OF UNDEREMPLOYED WORKERS

### LENGTH OF TIME IN CURRENT JOB

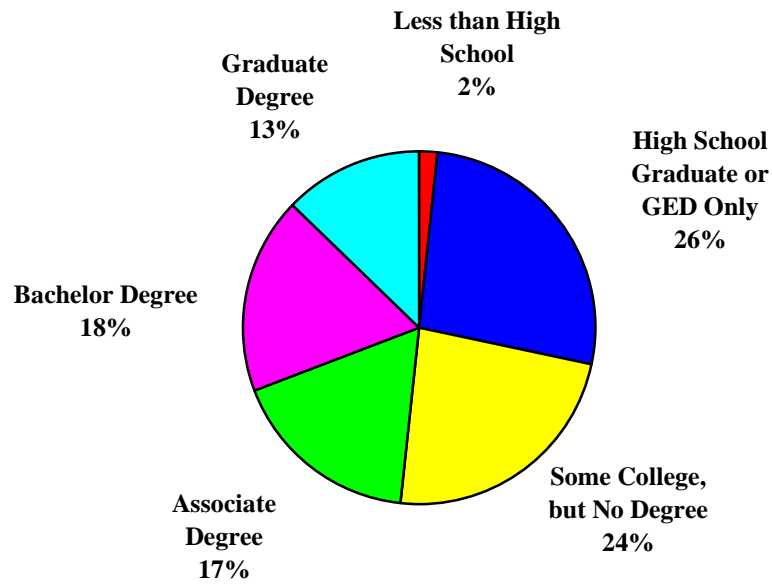


### COMMUTING DISTANCES

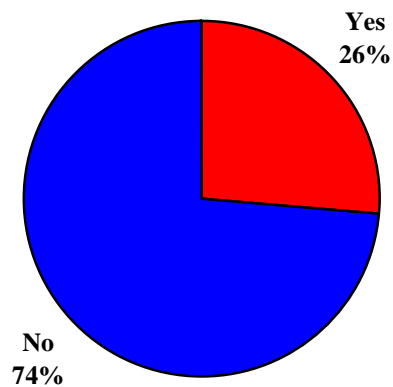


## CHARACTERISTICS OF UNDEREMPLOYED WORKERS

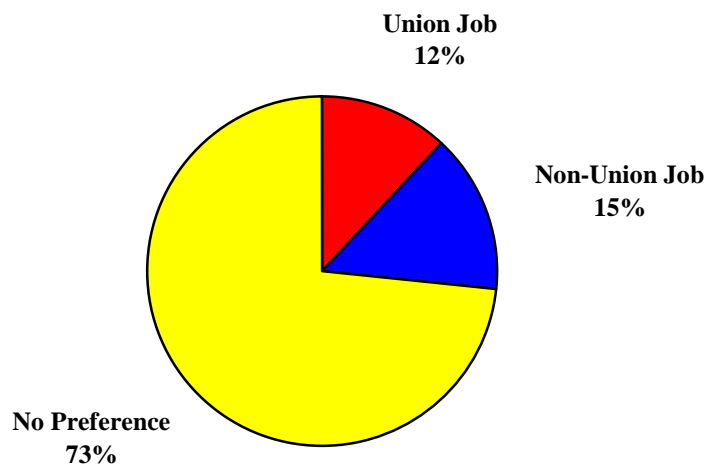
### EDUCATION



### MEMBER OF UNION



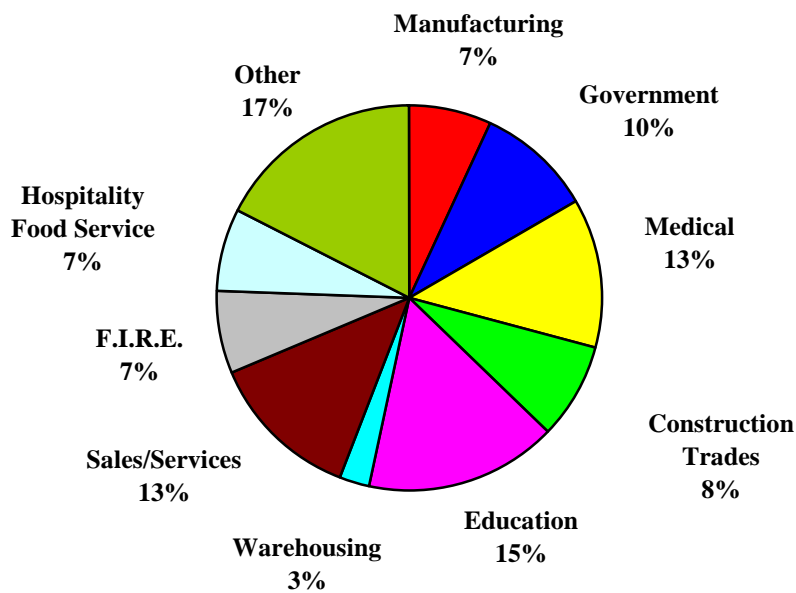
### UNION PREFERENCE



## CHARACTERISTICS OF UNDEREMPLOYED WORKERS

As indicated in the preceding chart, 26% or approximately 2,150 of the underemployed workers in the St. Lawrence County area are members of a union. Of that 2,150, the greatest percent of membership (27.5% or 590 individuals) is in the New York State United Teachers Association. Other unions such as the Steelworkers, Teamsters and American Federation of Teachers were reported, but with much lower representation.

### CURRENT SECTOR OF EMPLOYMENT



\* The “Other” category of current employment for the underemployed workers in the St. Lawrence County area includes those sectors with less than 3% representation. Those sectors are across a wide variety of categories, including, among others: Agriculture, Architecture, Call Center, Information Technology and Mining.



## **EXPERIENCE AND SKILLS – UNDEREMPLOYED WORKERS**

### **The St. Lawrence County Area Labor Shed**

The experience and skills categories used in this report are designed to provide accurate workforce data for employers that fall into one or more of the following four broad groups:

- manufacturing, assembly, fabrication or other industrial operations;
- back office, data processing, call centers, information technology, customer service or sales operations;
- distribution or transportation operations; and,
- biotechnology, pharmaceuticals or medical research operations.

The experience and skills categories are purposefully similar in order to present the most accurate worker availability for operations in one of those four groups.

An employee in the front office of a manufacturing operation will be considered to have “manufacturing” experience but may only have “office” skills. Someone with “manufacturing” experience may not have “manufacturing” skills, but could have “materials handling” skills if they work in shipping or receiving. “Sales and customer service” experience crosses many other experience and skills categories and ideally would be possessed by anyone with customer contact to any degree.

The similarities between the skills and experience categories are designed to ensure inclusiveness considering the multitude of tasks and job titles present in most business, government and institutional operations. Additionally, what may appear to some observers as redundancy is, in reality, a proven mechanism to cross-check the validity of responses and to identify the degree to which workplace and professional competencies are truly transferable to new positions and employers.



**EMPLOYMENT EXPERIENCE OF UNDEREMPLOYED WORKERS****(rounded)****The St. Lawrence County Area Labor Shed****8,150 Underemployed Workers**

<b>Experience*</b>	<b>Number of Persons</b>	<b>-Percentage</b>
Office Operations	5,470	67%
Warehouse/Distribution/Transportation	3,100	38%
Manufacturing/Assembly/Fabrication	2,680	33%
Medical/Health Sciences	2,480	30%
Maintenance/Installation/Repair	2,790	34%
Call Center	980	12%
Information Technology/Telecommunications	1,910	23%
Sales	4,230	52%
Financial Services	1,500	18%
Customer Care	5,420	67%
Credit/Loan Processing or Analysis	670	8%
Management/Account Management and Processing	3,770	46%

\* Individuals polled may have experience in more than one job classification.



**EMPLOYMENT SKILLS OF UNDEREMPLOYED WORKERS**  
(rounded)

**The St. Lawrence County Area Labor Shed**  
**8,150 Underemployed Workers**

Skills*	Number of Persons	Percentage
Office Operations	5,780	68%
Warehouse/Materials Handling	3,460	42%
Manufacturing/Assembly/Fabrication	2,890	35%
Medical/Health Sciences	2,320	29%
Maintenance/Installation/Repair	2,580	32%
Technician/Quality Assurance	2,680	33%
Information Technology/Telecommunications	2,270	28%
Electronics/Engineering	1,190	15%
Financial Services	1,600	20%
Management	4,960	61%

\* Individuals polled may have skills in more than one job classification.



## UNEMPLOYED WORKERS

### The St. Lawrence County Area Labor Shed

This report documents two groups of unemployed individuals in the St. Lawrence County labor shed who would be available workers for a new or expanding business. The groups are classified as:

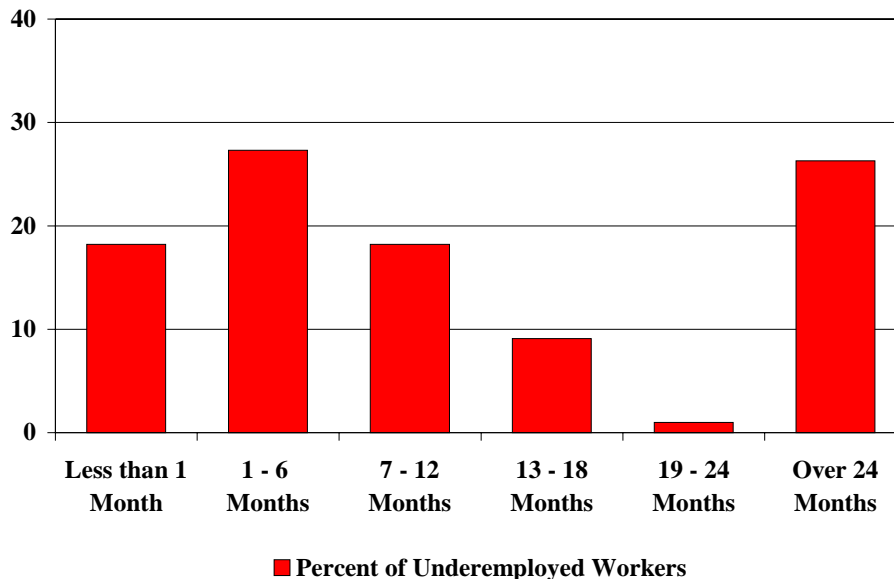
- Individuals who are actively seeking work
- Individuals who are considering re-entering the workforce

Published statistics document 3,850 unemployed workers in the labor shed who are actively seeking work. However, this number could possibly be higher since some of these potential workers may not be counted on the rolls of the state unemployment agencies.

According to the results of the household survey, the chart below shows the length of time the unemployed, actively seeking work individuals have been unemployed.

### LENGTH OF TIME UNEMPLOYED

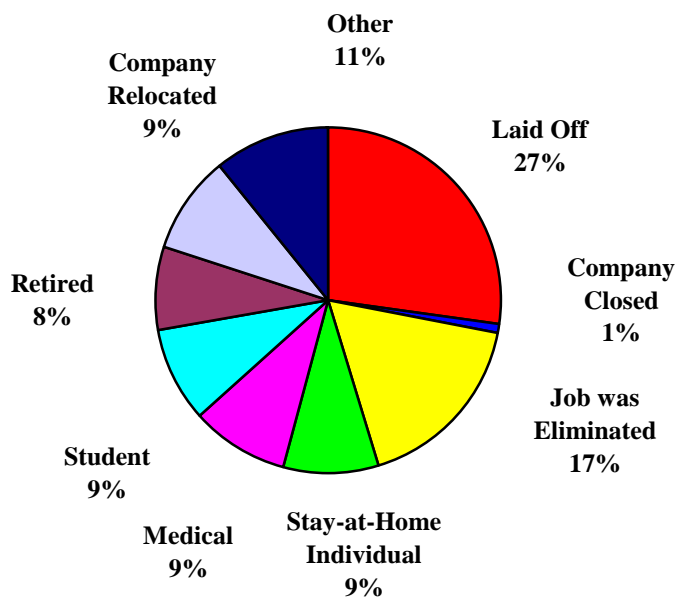
#### Individuals Actively Seeking Work



Survey results indicate that 27.3% of these available workers were laid off from their jobs and another 27.3% are unemployed due to company closures, relocations or job eliminations. Survey findings also indicate that 9.1% of the unemployed individuals who are actively seeking work are stay-at-home individuals; 9% are students; and, 8% are retired. The remaining 19.3% are unemployed due to medical-related conditions or other reasons.

## REASONS FOR UNEMPLOYMENT

### Individuals Actively Seeking Work



This survey indicates that 55% of the unemployed, actively seeking work individuals are male and approximately 27% have two-year degrees or higher. The average age of this group is 39.5 years. These available workers possess a variety of experience and skills in multiple categories.

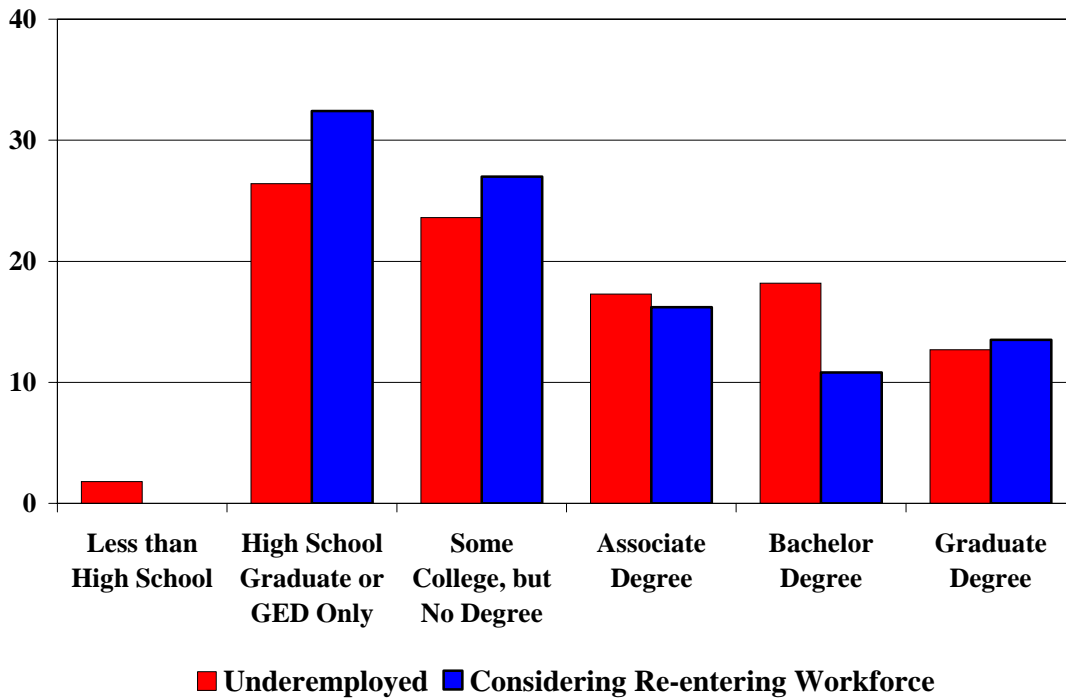
The two largest sectors of recent employment were Manufacturing/Assembly and Retail . The median most recent pay was \$13.50 per hour, and the median desired pay rate for these available workers is \$10.74 per hour.



Furthermore, the survey results suggest that an additional 8,180 people, who are not currently employed or actively seeking work, would consider re-entering the workforce. About 84% of these additional individuals are female, and the group is two years older on average than the underemployed. The education of this additional group roughly mirrors that of the underemployed members of the workforce, albeit with a somewhat higher concentration of “High School Graduate or GED Only”.

### EDUCATION LEVELS

#### Underemployed / Considering Re-entering Workforce



This group of available workers exhibits competitive measures of experience and skills in the areas of Medical/Healthcare, Call Center and Credit/Loan Processing. The wages required by this group to re-enter the workforce fall across a broad spectrum of pay rates, with \$12.40 per hour as the median. The lower quartile would take \$8.96 or less, and the upper quartile desires \$20.13 per hour or more.

The determinations for these two segments of the workforce have a larger statistical variance than that for the underemployed.



**FACTORS AFFECTING JOB DESIRABILITY**  
**THE ST. LAWRENCE COUNTY AREA LABOR SHED**  
**20,180 TOTAL AVAILABLE WORKERS**

In an effort to identify those factors most important to the St. Lawrence County area's total available workers relative to consideration of an employer's desirability, the surveyed individuals were asked to rate the following job factors on a scale of 1 to 5, with 5 being "extremely important" and 1 being "not important". The table below presents the ratings for each factor. Please note this table is reflective of the 20,180 total available workers in the St. Lawrence County area, which includes the underemployed, the unemployed actively seeking work and those considering re-entering the workforce.

<b>Factor</b>	<b>5 Extremely Important</b>	<b>4 Very Important</b>	<b>3 Important</b>	<b>2 Somewhat Important</b>	<b>1 Not Important</b>
Salary	48%	35%	12%	3%	2%
Location	38%	33%	22%	6%	1%
Insurance Benefits	54%	25%	10%	5%	6%
Retirement Benefits	52%	28%	14%	4%	2%
Paid Sick Leave & Holidays	43%	36%	14%	4%	3%
Physical Working Environment	31%	38%	26%	3%	2%
On-Site Child Care	9%	8%	14%	13%	56%
Paid Training Programs	28%	35%	24%	9%	4%
Flexible Work Schedule	32%	35%	22%	9%	2%
Opportunity for Advancement	43%	34%	19%	3%	1%
Financial Stability of the Company	67%	29%	2%	1%	1%
Reputation of the Company	43%	33%	20%	3%	1%
Size of the Company	5%	12%	38%	19%	26%



In the table below, the factors are presented in order by “extremely important”. Bear in mind that the scores should be viewed in relation to each other. In other words, respondents ranked financial stability of the company as more “extremely important” as a job factor than paid training programs, although such a ranking does not mean that workers in the St. Lawrence County area consider paid training programs to be unimportant in their evaluation of new job opportunities.

<b>Factor</b>	<b>Extremely Important</b>
Financial Stability of the Company	67%
Insurance Benefits	54%
Retirement Benefits	52%
Salary	48%
Paid Sick Leave & Holidays	43%
Opportunity for Advancement	43%
Reputation of the Company	43%
Location	38%
Flexible Work Schedule	32%
Physical Working Environment	31%
Paid Training Programs	28%
On-Site Child Care	9%
Size of the Company	5%



## NATIONAL COMPARATIVE OBSERVATIONS

As a matter of course in site-selection projects, The Pathfinders evaluates published government workforce statistics. Those statistics, however, depict the entire workforce while only a minority segment of those workers will be considered for or have an interest in new jobs with a company. The characteristics of the select, underemployed workforce group represented in this report may vary significantly from the workforce as a whole as reported in published government data.

Accordingly, the information presented in the workforce report for the St. Lawrence County region covers those members of the workforce who are, by virtue of their underemployment, potential candidates for new jobs. Existing employers, or new employers recruited to the St. Lawrence County region, typically will not depend heavily on the unemployed to staff a new operation or to fill vacancies in existing operations caused by turnover or expansions. Companies look to the ranks of people who are already employed but are seeking to better themselves. Those individuals in that category who appear to possess the education, skills, and experience to merit a better job are classified as underemployed.

The workforce report issued by The Pathfinders documents the availability of underemployed workers as well as the skills, experience, education, and costs of individuals in that hidden workforce in the St. Lawrence County region. This section of the report provides a comparison of the characteristics of the labor shed's underemployed workforce with the underemployed workforces in other communities previously surveyed throughout the nation. A prospect company considering the St. Lawrence County region as a location will judge its workforce on a comparative basis. This section of the report will allow local economic development professionals to view the region's workforce in relation to others across the country.

The comparative data for other locations used in the following charts and tables reflect information accumulated over the past eighteen months. The Pathfinders maintains a continuing database of over 600 surveyed counties and communities and more than 30 million workers.



## Locations Used In Comparative Analysis

In the various charts that follow this page, this labor shed is compared with others for the purpose of making the data meaningful. In the charts, figures for this labor shed are shown alongside the “lowest”, “median” and “highest” figures from other workforce surveys conducted by The Pathfinders. The comparisons are with communities and counties representing both larger and smaller and those similar in size to this labor shed. They are also scattered throughout the nation, and a partial listing of locations from which the “low”, “median” and “high” data reported are derived includes:

Albany, NY	Cullman County, AL	LaSalle, IL	San Angelo, TX
Albuquerque, NM	Culpeper County, VA	Lea County, NM	San Marcus, TX
Allegany County, MD	Danville, IL	Lebanon, KY	Scranton, PA
Amarillo, TX	Daytona Beach, FL	Lee’s Summit, MO	Sequin, TX
Anderson, IN	Decatur, AL	Lexington, KY	Seneca County, NY
Ardmore, OK	Eastern Shore, MD	Long Island, NY	Shasta County, CA
Atascadero, CA	Elizabethtown, KY	Longview, TX	Shelby County, AL
Atlanta, GA	Evansville, IN	Louisville, KY	Shreveport, LA
Auburn, AL	Fairfield County, OH	McDowell County, NC	Sikeston, MO
Baldwin County, AL	Fargo, ND	Moberly, MO	Silver City, NM
Bay County, FL	Fauquier County, VA	Mobile, AL	Spartanburg, SC
Bedford, TX	Grant County, NM	Mohawk Valley, NY	Spokane, WA
Binghamton, NY	Grant County, WA	Monroe County, NY	Springfield, IL
Birmingham, AL	Grays Harbor, WA	Montgomery, AL	Sullivan County, NY
Boone County, IN	Greene County, NY	Moorhead, MN	Sumter County, SC
Bowie, TX	Grenada, MS	Muncie, IN	Syracuse, NY
Bryan/College Station, TX	Hazleton, PA	New Braunfels, TX	Tallahassee, FL
Buffalo, NY	Henderson, KY	New York City, NY	Taylor, TX
Bullitt County, KY	Hendricks County, IN	Ontario County, NY	Terre Haute, IN
Cambridge, MD	Hernando County, FL	Oswego County, NY	Tioga County, NY
Campbellsville, KY	Hudson Valley, NY	Owsley County, KY	Tipton County, IN
Cape Girardeau, MO	Huntsville, AL	Paducah, KY	Tomball, TX
Casper, WY	Hurst, TX	Pampa, TX	Tupelo, MS
Centralia, IL	Hutto, TX	Panama City, FL	Tuscaloosa, AL
Champaign County, IL	Independence, MO	Pensacola, FL	Ulster County, NY
Chattanooga, TN	Indianapolis, IN	Polk County, NC	Vermillion County, IN
Cheyenne, WY	Jackson, MS	Prescott Valley, AZ	Vineland, NJ
Cleveland County, NC	Jackson County, MO	Reno, NV	Warren County, VA
Clinton, SC	Jay County, IN	Rutherford County, NC	Watertown, SD
Conroe, TX	Lake Havasu, AZ	Rutherford County, TN	Wilkes-Barre, PA
Corpus Christi, TX	Laramie, WY	Salem, IL	Williamsport, PA



The workforce report documented the number of underemployed workers in the labor shed who would be available for an employer at various pay rates ranging from \$8.00 per hour or below to \$30.00 per hour or above and who appear to have the skills, experience, and education to justify the desired pay rates. The table below shows that 25% (lower quartile) of the underemployed workers in the labor shed would take a new job for \$12.58 per hour or less. In locations previously surveyed over the past eighteen months, the lowest desired pay rate in the lower quartile of underemployed workers was \$9.16 per hour or less, the median \$10.72 or less, and the highest desired pay rate was \$12.96 per hour or less.

**DESIRED WAGES (per hour) – LOWER QUARTILE  
UNDEREMPLOYED WORKERS**

Desired Wage Labor Shed	Lowest Desired Wage Locations Surveyed Past 18 Months	Median Desired Wage Locations Surveyed Past 18 Months	Highest Desired Wage Locations Surveyed Past 18 Months
\$12.58 or Less	\$9.16 or Less	\$10.72 or Less	\$12.96 or Less

Those underemployed workers in the upper quartile have more education, better skills, and greater experience. Yet based on current pay rates, they are considered to be underemployed. In the labor shed, the underemployed individuals in the upper 25% desire \$24.42 per hour or more. In locations previously surveyed over the past eighteen months, the lowest desired pay rate in the upper quartile of underemployed workers was \$16.91 or more, the median \$20.37 or more, and the highest was \$25.54 per hour or more.

**DESIRED WAGES (per hour) – UPPER QUARTILE  
UNDEREMPLOYED WORKERS**

Desired Wage Labor Shed	Lowest Desired Wage Locations Surveyed Past 18 Months	Median Desired Wage Locations Surveyed Past 18 Months	Highest Desired Wage Locations Surveyed Past 18 Months
\$24.42 or More	\$16.91 or More	\$20.37 or More	\$25.54 or More



The following charts compare the percentages of underemployed workers in the St. Lawrence County region who have experience in various fields of employment with the percentages of underemployed workers in locations previously surveyed over the past eighteen months who have the same type of experience. In the charts, the St. Lawrence County region is referred to as “labor shed”.

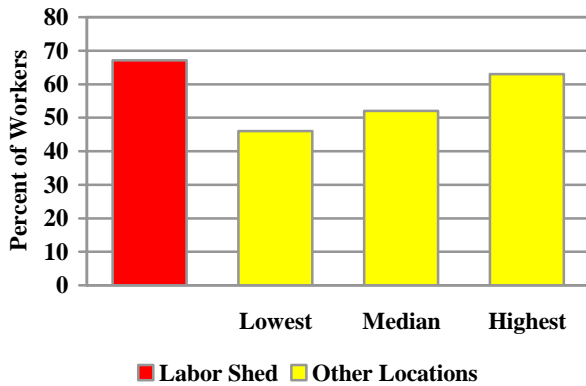
The experience charts are followed by skills charts, which compare the percentages of underemployed workers in the St. Lawrence County region who possess various types of employment skills with the percentages of underemployed workers in locations previously surveyed over the past eighteen months who possess the same skills. In the charts, the St. Lawrence County region is referred to as “labor shed”.



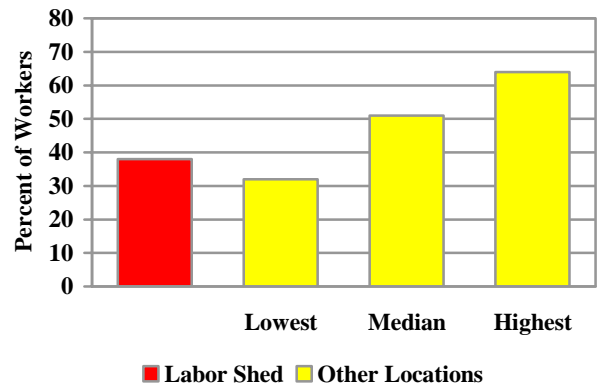
**COMPARISON OF EXPERIENCE  
UNDEREMPLOYED WORKERS**

**The St. Lawrence County Area /  
Locations Surveyed Over the Past 18 Months**

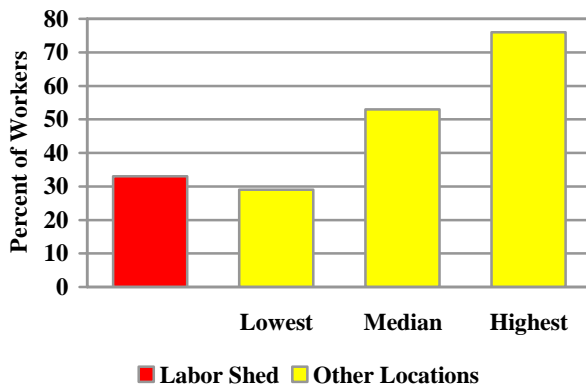
**OFFICE**



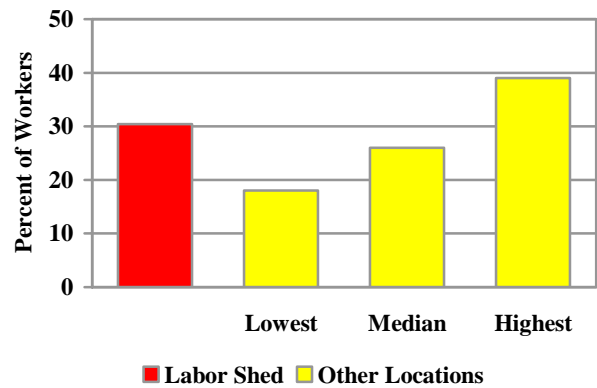
**WAREHOUSE / DISTRIBUTION /  
TRANSPORTATION**



**MANUFACTURING / ASSEMBLY /  
FABRICATION**



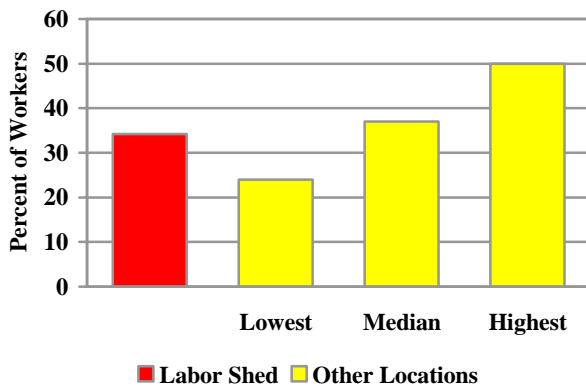
**MEDICAL /  
HEALTH SCIENCES**



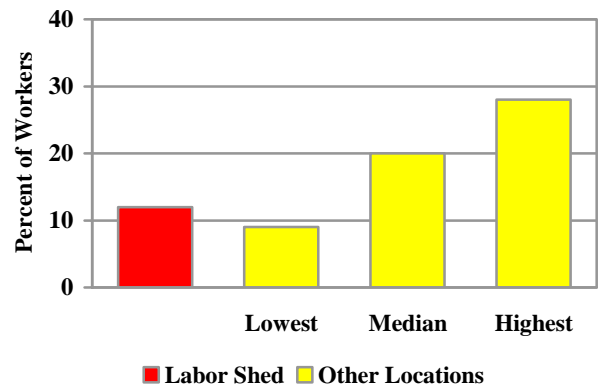
**COMPARISON OF EXPERIENCE  
UNDEREMPLOYED WORKERS**

**The St. Lawrence County Area /  
Locations Surveyed Over the Past 18 Months**

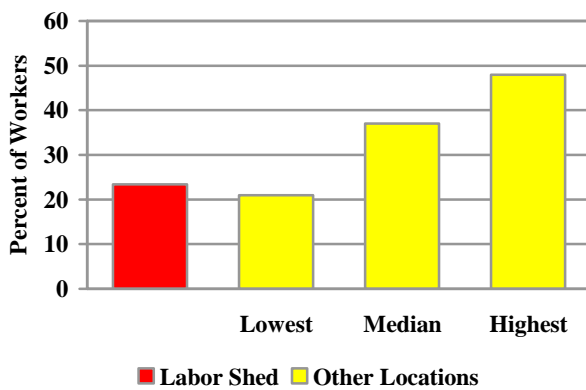
**MAINTENANCE /  
INSTALLATION / REPAIR**



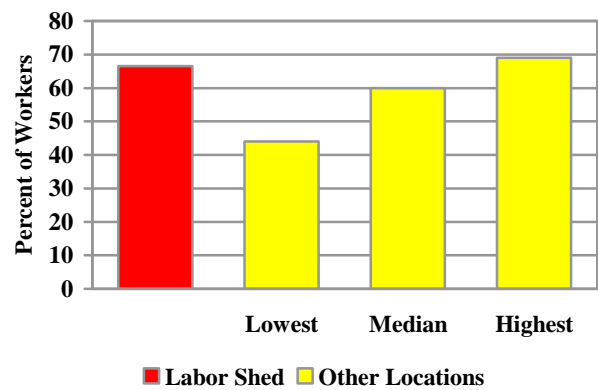
**CALL CENTER**



**INFORMATION TECHNOLOGY /  
TELECOMMUNICATIONS**



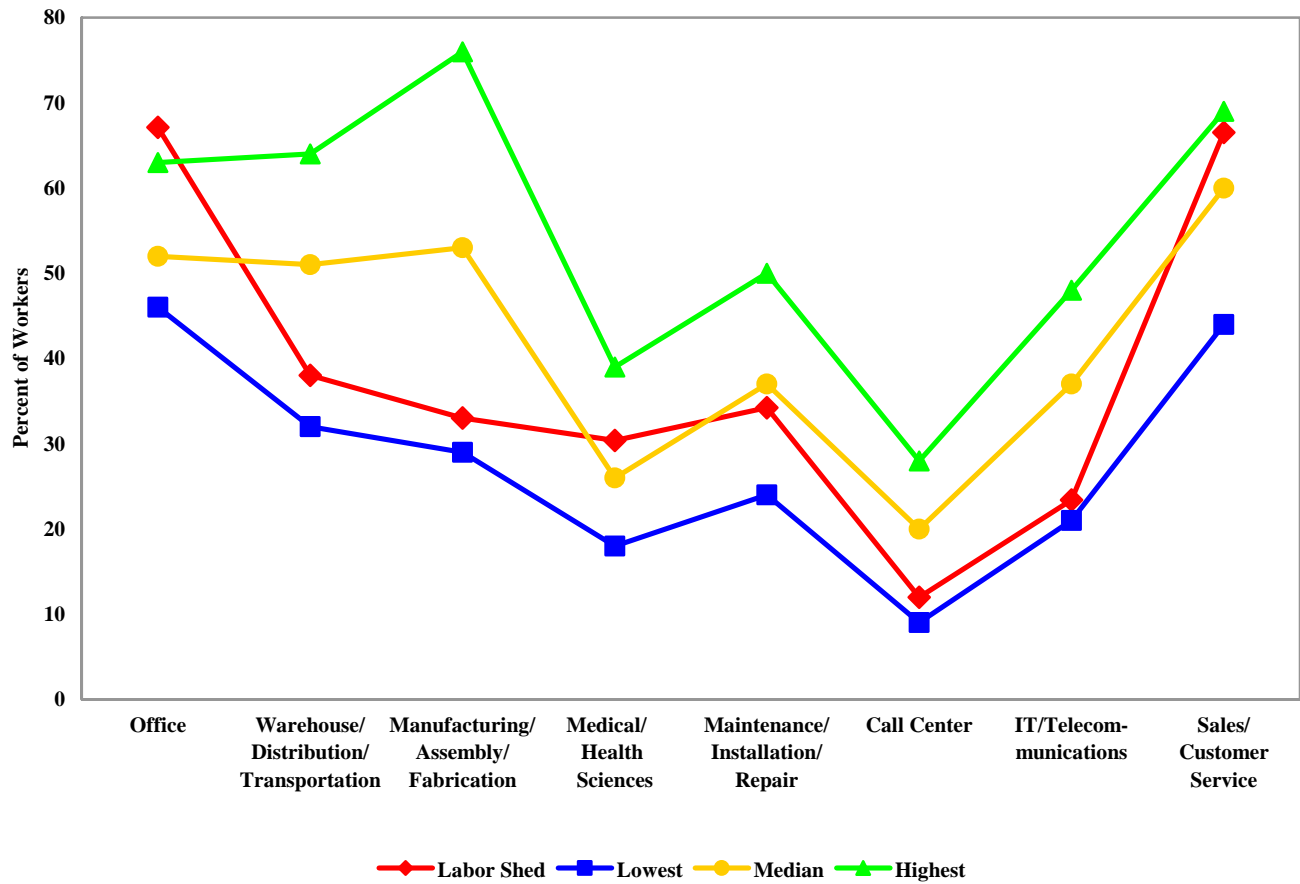
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CUSTOMER SERVICE**



**SUMMARY COMPARISON OF EXPERIENCE**

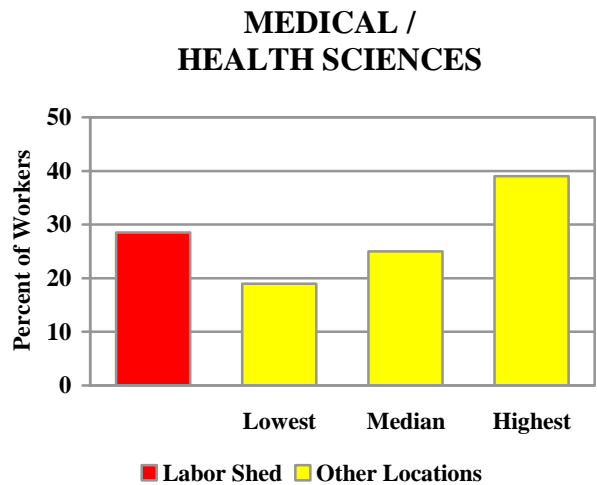
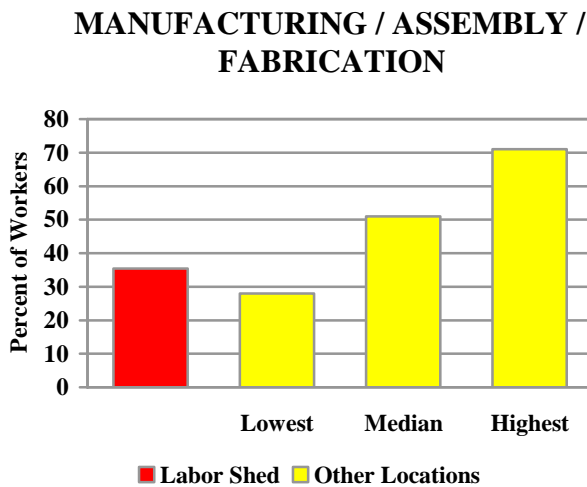
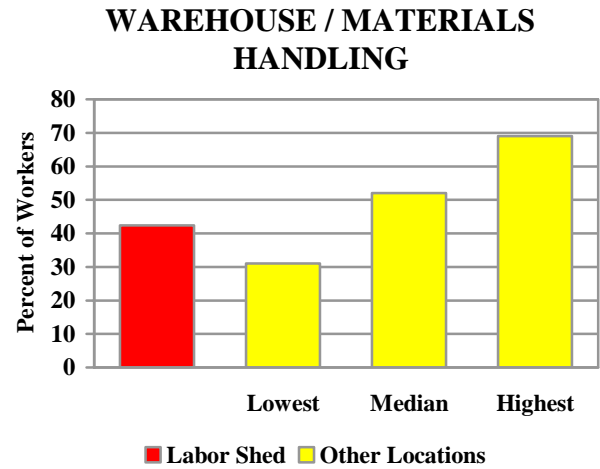
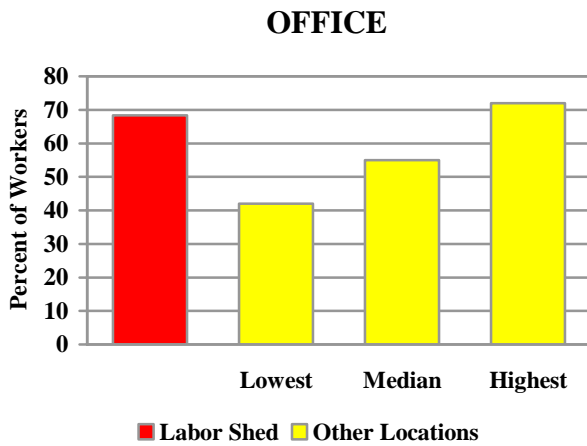
**UNDEREMPLOYED WORKERS**

**The St. Lawrence County Area /  
Locations Surveyed Over the Past 18 Months**



## COMPARISON OF SKILLS UNDEREMPLOYED WORKERS

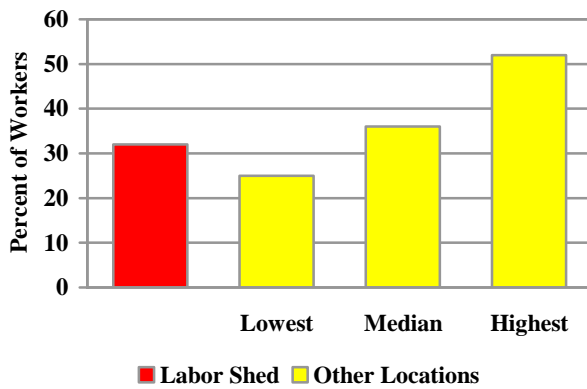
**The St. Lawrence County Area /  
Locations Surveyed Over the Past 18 Months**



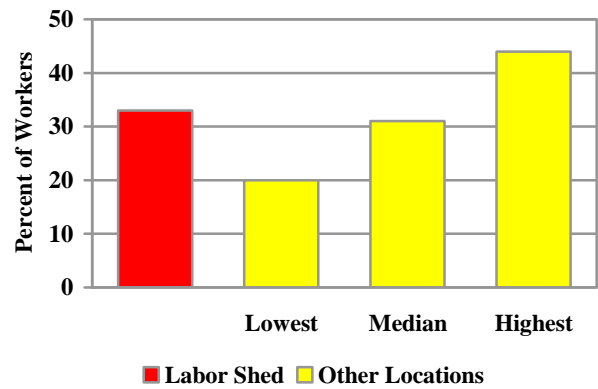
## COMPARISON OF SKILLS UNDEREMPLOYED WORKERS

**The St. Lawrence County Area /  
Locations Surveyed Over the Past 18 Months**

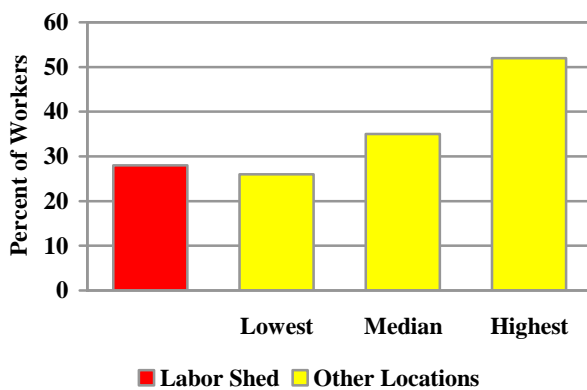
**MAINTENANCE /  
INSTALLATION / REPAIR**



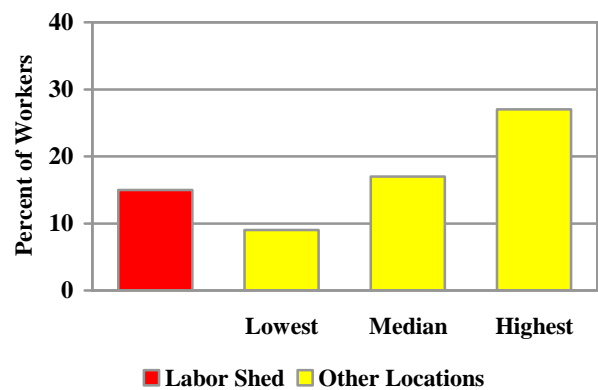
**TECHNICIAN / QUALITY  
ASSURANCE**



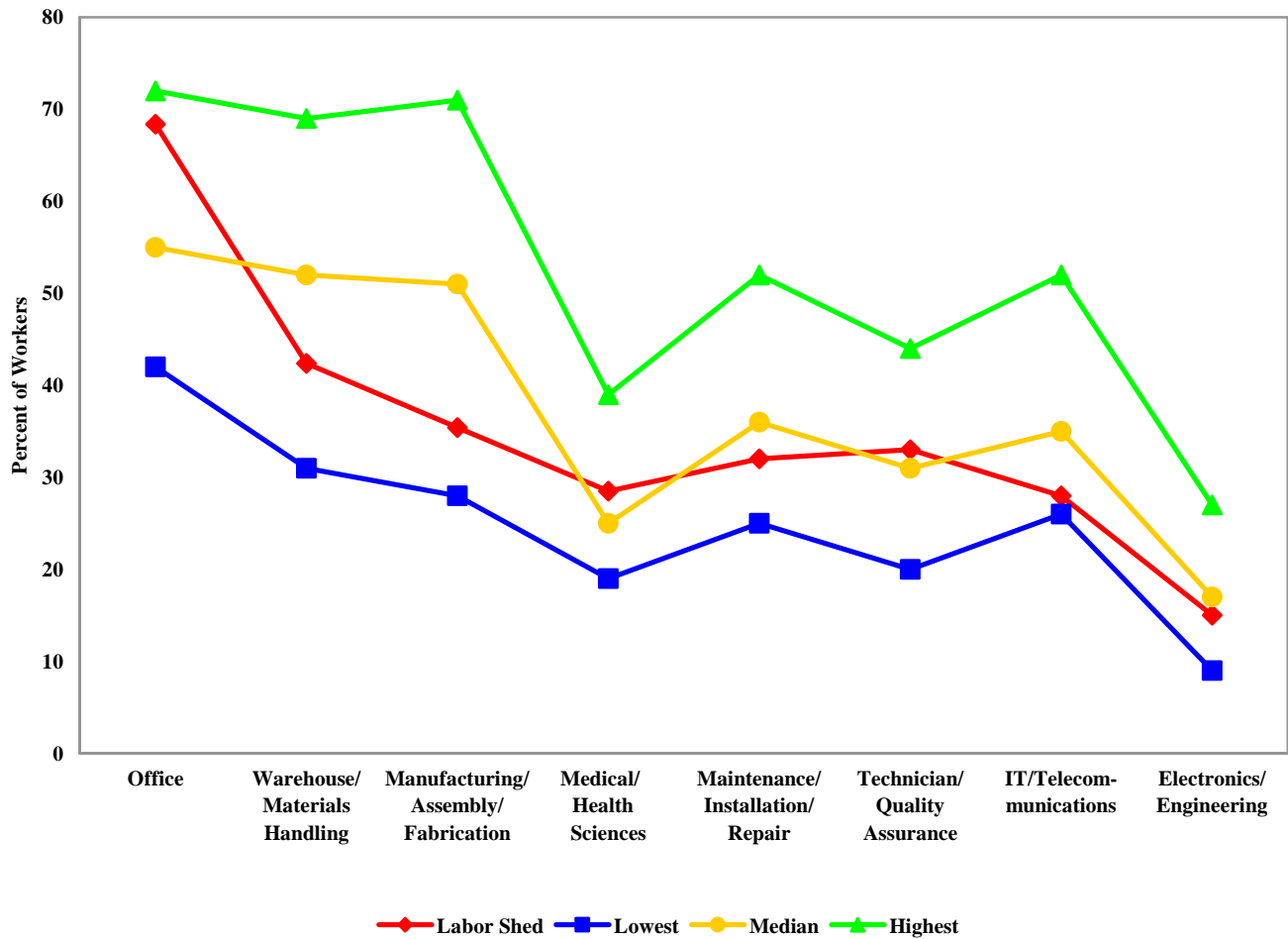
**INFORMATION TECHNOLOGY /  
TELECOMMUNICATIONS**



**ELECTRONICS / ENGINEERING**



**SUMMARY COMPARISON OF SKILLS  
UNDEREMPLOYED WORKERS  
The St. Lawrence County Area /  
Locations Surveyed Over the Past 18 Months**



## CLOSING REMARKS

The foregoing report represents an assessment of the underemployment that exists in the St. Lawrence County region. It includes a set of important interlocking measurements of the number of underemployed workers, their cost, skills, experience, education, reliability, productivity, and other related factors. The information allows the economic development professional and the site-selection team to view the area in comparison to other locations.

Attention should be given to the final section of this report, “National Comparative Observations”, which compares, employing an identical methodology, the costs, experience, and skills of local underemployed workers with those underemployed workers in locations surveyed by The Pathfinders over the past eighteen months.

While the number of underemployed workers in the St. Lawrence County region, including their cost, skills, and experience, is the focus of this report, the data should be interpreted in a comparative perspective just as the corporate site selector will in deciding among competing locations.

**For Informational Purposes:**

<b>The St. Lawrence County Area Civilian Workforce .....</b>	<b>90,140</b>
<b>Largest Workforce Surveyed by The Pathfinders .....</b>	<b>3,452,000</b>
<b>Median Workforce Surveyed by The Pathfinders .....</b>	<b>138,400</b>
<b>Smallest Workforce Surveyed by The Pathfinders.....</b>	<b>3,350</b>
<b>Number of Locations Surveyed by The Pathfinders.....</b>	<b>298</b>





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