

# Advanced Materials and Diversified Manufacturing

Analysis for Mercer County, Pennsylvania

## Industries Included in the Advanced Materials and Diversified Manufacturing Cluster<sup>3</sup>

- Automobile manufacturing
- Copper wire, except mechanical, drawing
- Iron and steel mills
- All other plastics product manufacturing
- Iron, steel pipe and tube from purchase steel
- Aluminum extruded product manufacturing
- Iron and steel forging
- Machine shops
- Rolled steel shape manufacturing
- Nonferrous metal, except CU and AL, shaping
- Miscellaneous fabricated metal product mfg.
- Metal coating and nonprecious engraving
- Special tool, die, jig, and fixture mfg.

## Top 5 Employing Industries 38.83% of Cluster Jobs (2006)

- Iron, steel pipe and tube from purchase steel
- Miscellaneous fabricated metal product mfg.
- Metal heat treating
- Machine shops
- Rolled steel shape manufacturing

(1) Number of individual establishments or physical locations of a certain economic activity.

(2) Location Quotient (LQ) is a statistical measure that compares the concentration of employment in a local industry cluster to the concentration of employment in the same cluster statewide or nationally. An LQ of greater than 1.0 suggests that a locale has a competitive advantage within a cluster and is producing goods or services in excess of the local consumption, thus resulting in exportation of goods or services. An LQ of less than one suggests that an industry is falling behind local demand and is importing the good or service.

(3) Industries included in the five-county Pennsylvania and Ohio region. Not all industries may be present in each individual county.

## Cluster Statistics

Based on the North American Industrial Classification System (NAICS)	Mercer County
Employer Units <sup>1</sup> (2006)	133
Number of Jobs (2006)	6,971
Net Change in Job Volume (2002-2006)	-635
Percent Change in Job Volume (2002-2006)	-8.35%
Percent of Total Region Jobs (2006)	10.95%
Average Annual Wages (2006)	\$63,525
Estimated Cluster Payroll (2006)	\$442,833,000
State Location Quotient <sup>2</sup> (2006)	1.43
Percent Change from 2002 State Location Quotient	3.91%
National Location Quotient <sup>2</sup> (2006)	1.97
Percent Change from 2002 National Location Quotient	4.56%

## Percent of County Employment (2006)

<b>Advanced Materials and Diversified Manufacturing</b>	<b>10.95%</b>
Building and Construction	5.68%
Business and Financial Services	11.38%
Information and Communication Services	1.24%
Life Sciences	15.27%
Logistics and Transportation	2.68%
Non-Targeted Industries	52.79%

## Five Most Common Occupations (2006) and Wages\*

West Central Regional high priority occupations are shown in *italics*.

<i>First-line supervisors/managers of production and operating workers</i>	\$22.74
Cutting, punching, and press machine setters, operators, and tenders,	\$12.84
Helpers--Production workers	\$11.33
<i>Laborers and freight, stock, and material movers, hand</i>	\$10.87
<i>Team assemblers</i>	\$10.80

## Competitive Industries by National LQ (2006)

Individual industries could demonstrate a high LQ due to the uniqueness of the business's primary function rather than competitiveness factors.

Iron, steel pipe and tube from purchase steel	96.51
Metal heat treating	66.83
Rolled steel shape manufacturing	44.12
Powder metallurgy part manufacturing	25.95
Miscellaneous fabricated metal product mfg.	20.70

\*Top occupations determined by a staffing pattern provided by Economic Modeling Specialists, Inc. (EMSI). Staffing patterns are based on the available NAICS codes at the 6-digit level. Hourly wages are reflective of 2006 averages for Mercer County, Pennsylvania.

OH/PA 5 County Interstate Region Project:  
Columbiana, Lawrence, Mahoning,  
Mercer and Trumbull Counties

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44 South Beaver Street  
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Fiscal Agent and Point of Contact for  
OH/PA 5 County Interstate Region Project

All data was provided by Economic Modeling Specialists, Inc., 2008 (EMSI) for the period 2002 to 2006 and calculated by Central Pennsylvania Workforce Development Corporation, using the Pennsylvania statewide cluster definitions.

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# Building and Construction

Analysis for Mercer County, Pennsylvania

## Industries Included in the Building and Construction Cluster<sup>3</sup>

- Site preparation contractors
- Plumbing and HVAC contractors
- Electrical contractors
- Painting and wall covering contractors
- All other specialty trade contractors
- New single-family general contractors
- Residential remodelers
- Commercial building construction
- Masonry contractors
- Roofing contractors
- Finish carpentry contractors
- Drywall and insulation contractors
- Fabricated structural metal manufacturing
- Highway, street, and bridge construction
- Poured concrete structure contractors
- Plumbing equip. merchant wholesalers

## Top 5 Employing Industries 38.00% of Cluster Jobs (2006)

- Site preparation contractors
- Residential remodelers
- Industrial and commercial fan and blower mfg.
- All other specialty trade contractors
- New single-family general contractors

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(3) Industries included in the five-county Pennsylvania and Ohio region. Not all industries may be present in each individual county.

## Cluster Statistics

Based on the North American Industrial Classification System (NAICS)	Mercer County
Employer Units <sup>1</sup> (2006)	291
Number of Jobs (2006)	3,618
Net Change in Job Volume (2002-2006)	198
Percent Change in Job Volume (2002-2006)	5.78%
Percent of Total Region Jobs (2006)	5.68%
Average Annual Wages (2006)	\$42,945
Estimated Cluster Payroll (2006)	\$155,375,000
State Location Quotient <sup>2</sup> (2006)	0.82
Percent Change from 2002 State Location Quotient	-0.17%
National Location Quotient <sup>2</sup> (2006)	0.76
Percent Change from 2002 National Location Quotient	-4.18%

## Percent of County Employment (2006)

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<b>Building and Construction</b>	<b>5.68%</b>
Business and Financial Services	11.38%
Information and Communication Services	1.24%
Life Sciences	15.27%
Logistics and Transportation	2.68%
Non-Targeted Industries	52.79%

## Five Most Common Occupations (2006) and Wages\*

West Central Regional high priority occupations are shown in *italics*.

<i>Construction managers</i>	\$37.52
<i>First-line supervisors/managers of construction trades and extraction</i>	\$21.81
<i>Painters, construction and maintenance</i>	\$17.95
<i>Carpenters</i>	\$13.92
<i>Construction laborers</i>	\$12.66

## Competitive Industries by National LQ (2006)

Individual industries could demonstrate a high LQ due to the uniqueness of the business's primary function rather than competitiveness factors.

Heating equipment, except warm air furnaces	26.77
Prefabricated metal buildings and components	1.88
Residential remodelers	1.68
Prefabricated wood building manufacturing	1.62
Construction sand and gravel mining	1.58

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# Business and Financial Services

Analysis for Mercer County, Pennsylvania

## Industries Included in the Business and Financial Services Cluster<sup>3</sup>

- Janitorial services
- Temporary help services
- Lessors of residential buildings
- Insurance agencies and brokerages
- Telemarketing bureaus
- Commercial banking
- Managing offices
- Landscaping services
- Offices of real estate agents and brokers
- All other professional and technical services
- Offices of lawyers
- Lessors of nonresidential buildings
- Office administrative services
- Other activities related to real estate
- Other accounting services
- Direct property and casualty insurers

## Top 5 Employing Industries 31.17% of Cluster Jobs (2006)

- Commercial banking
- Managing offices
- Janitorial services
- Insurance agencies and brokerages
- All other professional and technical services

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(3) Industries included in the five-county Pennsylvania and Ohio region. Not all industries may be present in each individual county.

## Cluster Statistics

Based on the North American Industrial Classification System (NAICS)	Mercer County
Employer Units <sup>1</sup> (2006)	501
Number of Jobs (2006)	7,245
Net Change in Job Volume (2002-2006)	574
Percent Change in Job Volume (2002-2006)	8.60%
Percent of Total Region Jobs (2006)	11.38%
Average Annual Wages (2006)	\$38,047
Estimated Cluster Payroll (2006)	\$275,651,000
State Location Quotient <sup>2</sup> (2006)	0.63
Percent Change from 2002 State Location Quotient	0.30%
National Location Quotient <sup>2</sup> (2006)	0.58
Percent Change from 2002 National Location Quotient	0.82%

## Percent of County Employment (2006)

Advanced Materials and Diversified Manufacturing	10.95%
Building and Construction	5.68%
<b>Business and Financial Services</b>	<b>11.38%</b>
Information and Communication Services	1.24%
Life Sciences	15.27%
Logistics and Transportation	2.68%
Non-Targeted Industries	52.79%

## Five Most Common Occupations (2006) and Wages\*

West Central Regional high priority occupations are shown in *italics*.

Real estate brokers	\$32.48
<i>Insurance sales agents</i>	\$25.14
<i>Accountants and auditors</i>	\$21.36
Security guards	\$10.73
Tellers	\$9.96

## Competitive Industries by National LQ (2006)

Individual industries could demonstrate a high LQ due to the uniqueness of the business's primary function rather than competitiveness factors.

Investigation services	14.41
Solid waste landfill	7.13
Office equipment rental and leasing	4.98
All other insurance related activities	2.47
Security systems services, except locksmiths	1.62

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# Information and Communication Services

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## Industries Included in the Information and Communication Services Cluster<sup>3</sup>

- Wired telecommunications carriers
- Engineering services
- Newspaper publishers
- Custom computer programming services
- Data processing and related services
- Computer systems design services
- Cellular and other wireless carriers
- Other computer related services
- Cable and other program distribution
- Television broadcasting
- Telecommunications resellers
- Other technical consulting services
- Testing laboratories
- Internet publishing and broadcasting
- Radio stations
- Internet service providers
- Periodical publishers

## Top 5 Employing Industries 69.80% of Cluster Jobs (2006)

- Newspaper publishers
- Engineering services
- Custom computer programming services
- Cable and other program distribution
- Wired telecommunications carriers

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- (3) Industries included in the five-county Pennsylvania and Ohio region. Not all industries may be present in each individual county.

## Cluster Statistics

Based on the North American Industrial Classification System (NAICS)	Mercer County
Employer Units <sup>1</sup> (2006)	64
Number of Jobs (2006)	788
Net Change in Job Volume (2002-2006)	-71
Percent Change in Job Volume (2002-2006)	-8.27%
Percent of Total Region Jobs (2006)	1.24%
Average Annual Wages (2006)	\$48,841
Estimated Cluster Payroll (2006)	\$38,487,000
State Location Quotient <sup>2</sup> (2006)	0.40
Percent Change from 2002 State Location Quotient	-7.66%
National Location Quotient <sup>2</sup> (2006)	0.33
Percent Change from 2002 National Location Quotient	-7.86%

## Percent of County Employment (2006)

Advanced Materials and Diversified Manufacturing	10.95%
Building and Construction	5.68%
Business and Financial Services	11.38%
<b>Information and Communication Services</b>	<b>1.24%</b>
Life Sciences	15.27%
Logistics and Transportation	2.68%
Non-Targeted Industries	52.79%

## Five Most Common Occupations (2006) and Wages\*

West Central Regional high priority occupations are shown in *italics*.

<i>Management analysts</i>	\$40.28
<i>Telecommunications line installers and repairers</i>	\$24.50
<i>Customer service representatives</i>	\$13.69
Door-to-door sales workers, news and street vendors, and related workers	\$13.43
<i>Office clerks, general</i>	\$10.35

## Competitive Industries by National LQ (2006)

Individual industries could demonstrate a high LQ due to the uniqueness of the business's primary function rather than competitiveness factors.

Newspaper publishers	1.57
Cable and other program distribution	1.18

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## Industries Included in the Life Sciences Cluster<sup>3</sup>

- General medical and surgical hospitals
- Nursing care facilities
- Offices of physicians, except mental health
- Home health care services
- Offices of dentists
- Pharmacies and drug stores
- Offices of specialty therapists
- Continuing care retirement communities
- Residential mental retardation facilities
- Outpatient mental health centers
- Homes for the elderly
- Ambulance services
- Other residential care facilities
- Residential mental and substance abuse care

## Top 5 Employing Industries

### 62.39% of Cluster Jobs (2006)

- General medical and surgical hospitals
- Offices of physicians, except mental health
- Nursing care facilities
- Outpatient mental health centers
- Residential mental retardation facilities

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## Cluster Statistics

Based on the North American Industrial Classification System (NAICS)	Mercer County
Employer Units <sup>1</sup> (2006)	365
Number of Jobs (2006)	9,720
Net Change in Job Volume (2002-2006)	633
Percent Change in Job Volume (2002-2006)	6.96%
Percent of Total Region Jobs (2006)	15.27%
Average Annual Wages (2006)	\$39,352
Estimated Cluster Payroll (2006)	\$382,501,000
State Location Quotient <sup>2</sup> (2006)	1.25
Percent Change from 2002 State Location Quotient	1.81%
National Location Quotient <sup>2</sup> (2006)	1.57
Percent Change from 2002 National Location Quotient	2.63%

## Percent of County Employment (2006)

Advanced Materials and Diversified Manufacturing	10.95%
Building and Construction	5.68%
Business and Financial Services	11.38%
Information and Communication Services	1.24%
<b>Life Sciences</b>	<b>15.27%</b>
Logistics and Transportation	2.68%
Non-Targeted Industries	52.79%

## Five Most Common Occupations (2006) and Wages\*

West Central Regional high priority occupations are shown in *italics*.

Physicians and surgeons	\$61.98
<i>Registered nurses</i>	<i>\$20.87</i>
<i>Office clerks, general</i>	<i>\$10.35</i>
<i>Home health aides</i>	<i>\$9.68</i>
<i>Nursing aides, orderlies, and attendants</i>	<i>\$8.91</i>

## Competitive Industries by National LQ (2006)

Individual industries could demonstrate a high LQ due to the uniqueness of the business's primary function rather than competitiveness factors.

Outpatient mental health centers	10.08
Residential mental and substance abuse care	7.15
Family planning centers	5.90
Continuing care retirement communities	4.27
Residential mental retardation facilities	4.12

\*Top occupations determined by a staffing pattern provided by Economic Modeling Specialists, Inc. (EMSI). Staffing patterns are based on the available NAICS codes at the 6-digit level. Hourly wages are reflective of 2006 averages for Mercer County, Pennsylvania.

# Logistics and Transportation

Analysis for Mercer County, Pennsylvania

## Industries Included in the Logistics and Transportation Cluster<sup>3</sup>

- General freight trucking, long-distance TL
- Other specialized trucking, local
- General freight trucking, local
- General freight trucking, long-distance LTL
- Couriers
- General warehousing and storage
- Line-haul railroads
- Process and logistics consulting services
- Other specialized trucking, long-distance
- Other warehousing and storage
- Freight transportation arrangement
- Used household and office goods moving
- Miniwarehouse and self-storage unit operators

## Top 5 Employing Industries 82.89% of Cluster Jobs (2006)

- General freight trucking, long-distance TL
- General freight trucking, long-distance LTL
- Other specialized trucking, local
- General freight trucking, local
- General warehousing and storage

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(3) Industries included in the five-county Pennsylvania and Ohio region. Not all industries may be present in each individual county.

## Cluster Statistics

Based on the North American Industrial Classification System (NAICS)	Mercer County
Employer Units <sup>1</sup> (2006)	72
Number of Jobs (2006)	1,707
Net Change in Job Volume (2002-2006)	431
Percent Change in Job Volume (2002-2006)	33.77%
Percent of Total Region Jobs (2006)	2.68%
Average Annual Wages (2006)	\$42,144
Estimated Cluster Payroll (2006)	\$71,940,000
State Location Quotient <sup>2</sup> (2006)	0.91
Percent Change from 2002 State Location Quotient	22.37%
National Location Quotient <sup>2</sup> (2006)	1.04
Percent Change from 2002 National Location Quotient	27.74%

## Percent of County Employment (2006)

Advanced Materials and Diversified Manufacturing	10.95%
Building and Construction	5.68%
Business and Financial Services	11.38%
Information and Communication Services	1.24%
Life Sciences	15.27%
<b>Logistics and Transportation</b>	<b>2.68%</b>
Non-Targeted Industries	52.79%

## Five Most Common Occupations (2006) and Wages\*

West Central Regional high priority occupations are shown in *italics*.

Cargo and freight agents	\$17.16
<i>Truck drivers, heavy and tractor-trailer</i>	\$15.61
<i>Laborers and freight, stock, and material movers, hand</i>	\$10.87
<i>Driver/sales workers</i>	\$10.80
<i>Truck drivers, light or delivery services</i>	\$9.62

## Competitive Industries by National LQ (2006)

Individual industries could demonstrate a high LQ due to the uniqueness of the business's primary function rather than competitiveness factors.

Other specialized trucking, local	3.56
General freight trucking, long-distance LTL	3.35
General freight trucking, long-distance TL	1.61
Short line railroads	1.28
Line-haul railroads	1.27

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