

Market Analysis: Village of Lyons Falls

Brownfield Opportunity Area

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Bergmann Associates &
Village of Lyons Falls, NY



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About Camoin Associates

Camoin Associates has provided economic development consulting services to municipalities, economic development agencies, and private enterprises since 1999. Through the services offered, Camoin Associates has had the opportunity to serve EDOs and local and state governments from Maine to California; corporations and organizations that include Lowes Home Improvement, FedEx, Volvo (Nova Bus) and the New York Islanders; as well as private developers proposing projects in excess of \$600 million. Our reputation for detailed, place-specific, and accurate analysis has led to projects in 27 states and garnered attention from national media outlets including *Marketplace* (NPR), *Forbes* magazine, and *The Wall Street Journal*. Additionally, our marketing strategies have helped our clients gain both national and local media coverage for their projects in order to build public support and leverage additional funding. The firm currently has offices in Saratoga Springs, NY; Portland, ME; and Brattleboro, VT. To learn more about our experience and projects in all of our service lines, please visit our website at www.camoinassociates.com. You can also find us on Twitter @camoinassociate and on Facebook.

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Introduction

Camoin Associates was commissioned to prepare this Market Analysis to provide information and analysis regarding the Village of Lyons Falls and the surrounding economic region, in support of additional tasks for the Step 3 Brownfield Opportunity Area. This report presents a general overview of the sociodemographic characteristics of the village and the region, an analysis of industry and employment, and an overview of the real estate market.

Data Sources

Camoin Associates incorporates demographic and economic information from commercial providers, using the best economic data available. These are cutting-edge sources that provide robust, highly useful, and comprehensive data on past, present, and future economic trends in every community we work in.

Demographic information is collected and published by the U.S. Census Bureau, using a variety of surveys that occur on timeframes from annual, such as the American Community Survey, to the ten-year official census. Our data providers access information from the Census Bureau, among other sources, and create usable and searchable reports that allow us to target particular communities or industries. EMSI and ESRI BAO also use this data to inform their projections about expected future trends. Camoin Associates does not alter these forecasts in our reports. Instead we present recent trends as a context so that the reader can see whether a projection, for example growth in median income, follows or represents a departure from a past trend.

Generally, the larger a sample size, the more reliable the statistical measurements about the data set will be. Employment and demographic information about larger communities, such as a state or multi-county region, will most accurately describe activity. For example, if there are 20 companies in a particular business with 10,000 employees, factors such as workforce reduction affecting just one company will have less of an effect on overall statistics than a group of 3 companies with 1,000 employees, where a workforce reduction of 100 is a 10% reduction, not a 1% reduction. Large sample sizes therefore tend to smooth out “outlier” trends. Again using the sample of 20 companies and 10,000 workers, a recent 100 worker reduction at 1% may be projected as a slow future contraction industrywide, whereas with 3 companies and 1,000 workers, the same reduction may be calculated as a major and continuing contraction. Our data sources do not create their projections using a completely linear model, where past trends are expected to continue unchanged. However, past trends are an input for their analysis.

Lewis County, with a population of 27,749 in 2015 according to ESRI, is a small sample size. A choice by 500 people to move into or leave the county is a noticeable 1.8% change in population, whereas that same 500 in the five-county economic region selected for this analysis is only 0.01% of 563,209 residents. Understanding the difference between ongoing trends and non-recurring events is a major reason that Camoin Associates works directly with communities to hear your perspectives, and conducts interviews, as we did in Lyons Falls.

The Village of Lyons Falls, with fewer than 600 residents, presents a particular statistical challenge because two new households with a total of 6 persons can increase the population by at least 1%. The retirement of five residents, which is often accompanied by a reduction in income, can pull down the median household income but have no effect on the general take-home wage levels or spending capacity of working residents. Forecasts about the village will be less reliable than for the county or region, and the most important information to draw from them is whether the Village is generally experiencing the same type of trends in wealth, population, and employment, or experiencing a different pattern. Where there is a difference, Camoin Associates attempts to identify a reason.

The names, descriptions, and websites of the data providers we used for this Market Analysis are listed below.



Economic Modeling Specialists Intl. (EMSI) turns labor market data into useful information that helps organizations understand the connections between economies, people, and work, enabling them to improve economic conditions in their regions. *More at:* www.economicmodeling.com



ESRI BAO, a web-based solution that combines GIS technology with extensive demographic, consumer spending, housing and business data for the entire United States. *More at:* www.esri.com/software/businessanalyst



IBISWorld is one of the world's leading publishers of business intelligence, specializing in industry and procurement research. IBISWorld provides insight into market conditions for targeted industries, helps to identify major suppliers or supply chain, and provides an understanding of competitor activity. *More at:* www.ibisworld.com

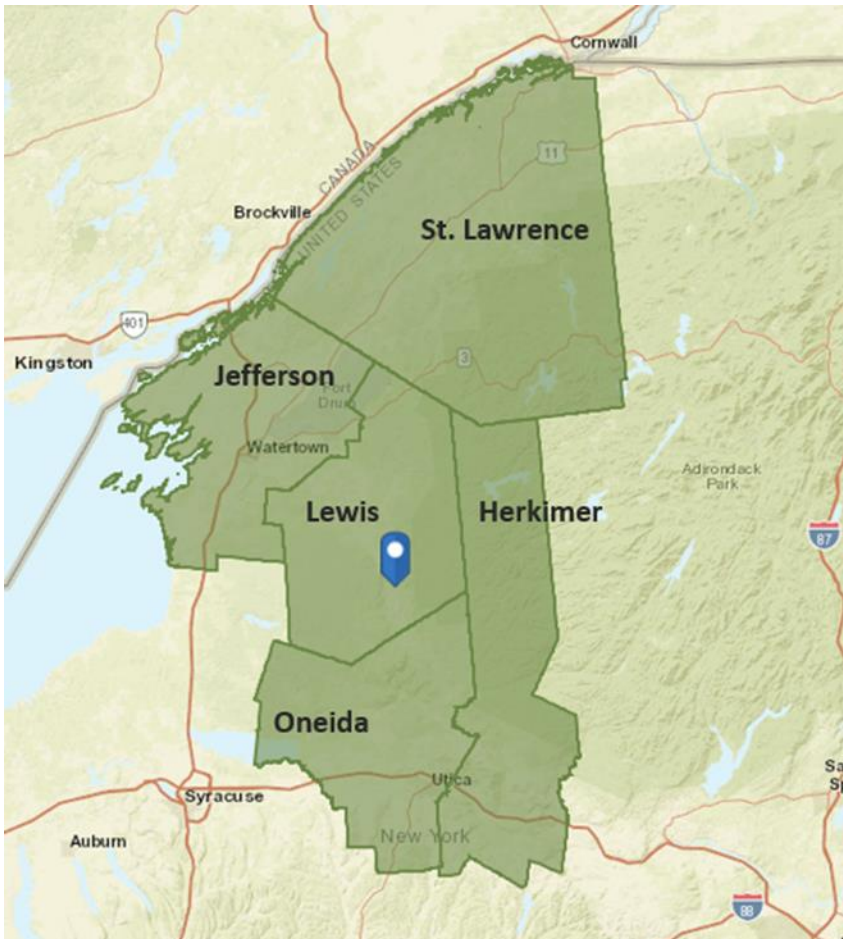


CoStar Group, Inc. provides information, analytics and marketing services to the multifamily and commercial real estate industry. They are the leading source for timely, verified, and reliable commercial real estate intelligence. *More at:* www.costar.com

Economic Region

The study area for this analysis has been developed as a starting point to identify where economic activity is occurring, what the trends are, and how the Village of Lyons Falls fits within the region. A five-county area was selected in order to capture the living and working patterns of Lyons Falls residents, and of regional residents who work in Lyons Falls but live outside of the Village. The region was designed to capture small cities, rural communities, and important and unique geographic areas. It includes the cities of Watertown, Rome, and Utica, the Town of Marcy, the Tug Hill Plateau, the western portion of the Adirondack Park, and the Black River and its Blueway.

Certain industry data is presented for Lewis County as a whole rather than for the Village of Lyons Falls, whose population and industry base is small.



Socioeconomic Profile

Demographic and Socioeconomic Overview

Table 1: Basic Demographics, compares basic demographic indicators, including population, number of households, number of families, average household size, owner and renter occupied housing, and median age, for Lyons Falls, Lewis County, the Economic Region, and New York State.

Over the past five years the Village of Lyons Falls has experienced a higher rate of growth in family households, an increase in the percentage of owner-occupied housing, and a median income that is higher than the Lewis County and regional averages. Looking forward five years, the following major trends are estimated:

- Continued growth of families as a percent of total households, overall and compared with Lewis County and the economic region;
- Population growth of 6%, twice the Lewis County and regional average, estimated at 16 new households by 2020;
- An increase in renter-occupied housing; and
- A continued increase in the median age of residents from 40.9 in 2015 to 41.7 in 2020, with the percentage increase consistent with the comparison geographies, and Lyons Falls residents slightly younger than the Lewis County averages, but older than in the economic region and the state.

Table 1: Basic Demographics

Basic Demographics							
Village of Lyons Falls							
	2010	2015	2020	# Change 2010-2015	% Change 2010-2015	# Change 2015-2020	% Change 2015-2020
Population	566	612	649	46	8%	37	6%
Households	234	258	274	24	10%	16	6%
Families	154	172	183	18	12%	11	6%
Average Household Size	2.42	2.37	2.36	0	(2%)	0	0%
Owner Occupied Housing	166	193	203	27	16%	10	5%
Renter Occupied Housing	68	65	71	-3	(4%)	6	9%
Median Age	39.1	40.9	41.7	2	5%	1	2%
Lewis County							
	2010	2015	2020	# Change 2010-2015	% Change 2010-2015	# Change 2015-2020	% Change 2015-2020
Population	27,087	27,749	28,424	662	2%	675	2%
Households	10,514	10,933	11,256	419	4%	323	3%
Families	7,346	7,604	7,810	258	4%	206	3%
Average Household Size	2.55	2.51	2.50	0	(2%)	0	0%
Owner Occupied Housing	8,095	8,344	8,549	249	3%	205	2%
Renter Occupied Housing	2,419	2,589	2,707	170	7%	118	5%
Median Age	40.3	41.3	42.5	1	2%	1	3%
Economic Region							
	2010	2015	2020	# Change 2010-2015	% Change 2010-2015	# Change 2015-2020	% Change 2015-2020
Population	554,657	563,209	570,225	8,552	2%	7,016	1%
Households	214,922	220,291	223,666	5,369	2%	3,375	2%
Families	138,843	141,635	143,429	2,792	2%	1,794	1%
Average Household Size	2	2.41	2.41	0	(1%)	0	0%
Owner Occupied Housing	143,608	144,668	145,714	1,060	1%	1,046	1%
Renter Occupied Housing	71,314	75,623	77,952	4,309	6%	2,329	3%
Median Age	39	39.1	39.6	1	2%	1	1%
New York State							
	2010	2015	2020	# Change 2010-2015	% Change 2010-2015	# Change 2015-2020	% Change 2015-2020
Population	19,378,102	19,704,032	20,119,871	325,930	2%	415,839	2%
Households	7,317,755	7,476,368	7,650,474	158,613	2%	174,106	2%
Families	4,649,791	4,723,347	4,816,807	73,556	2%	93,460	2%
Average Household Size	2.57	2.56	2.55	0	(0%)	0	0%
Owner Occupied Housing	3,897,837	3,905,258	3,943,122	7,421	0%	37,864	1%
Renter Occupied Housing	3,419,918	3,571,110	3,707,352	151,192	4%	136,242	4%
Median Age	37.9	38.7	39.5	1	2%	1	2%

Source: ESRI

Table 2: Median Household Income, shows a stable median household income that is expected to increase 3% from \$51,563 to \$52,253, with the income still exceeding the Lewis County and regional averages, but growing more slowly than in those areas.

Table 2: Median Household Income

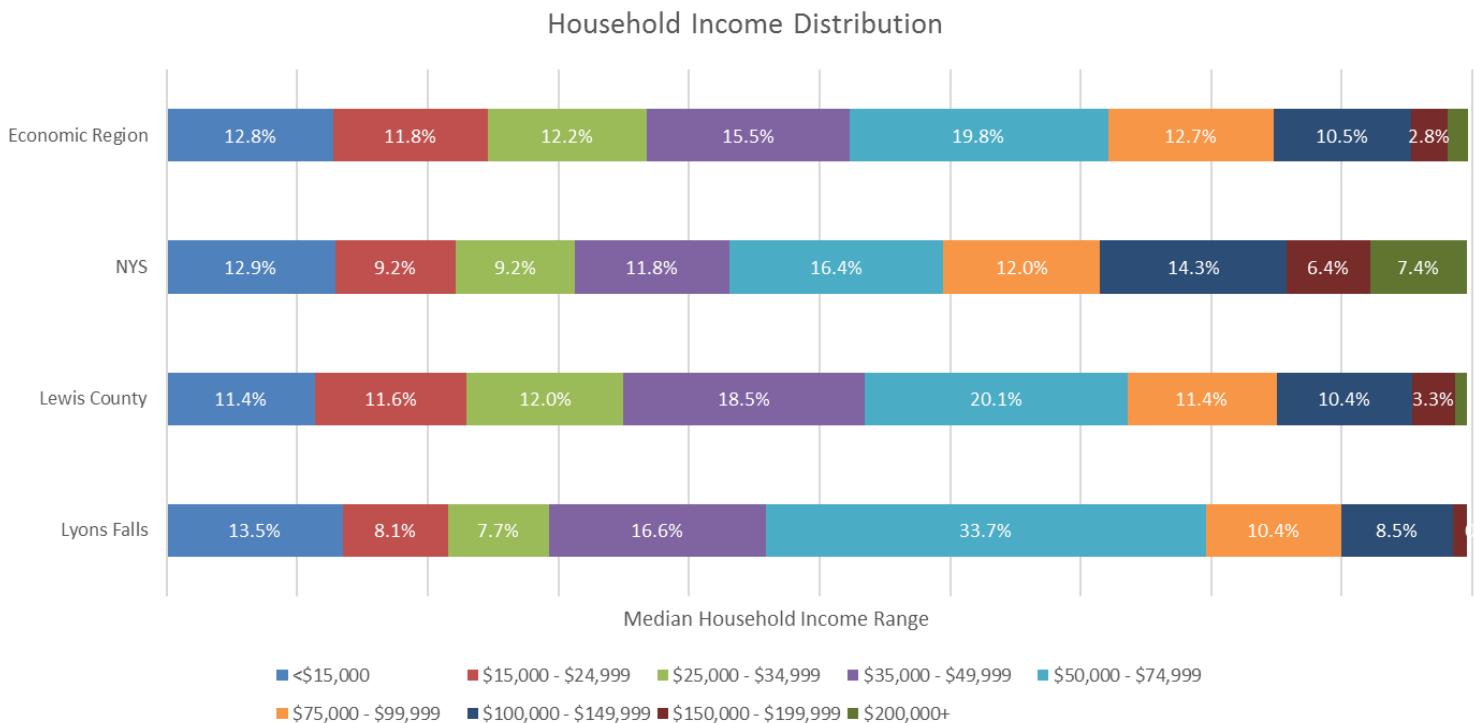
Median Household Income				
	2015	2020	# Change 2015-2020	% Change 2015-2020
Village of Lyons Falls	\$ 51,563	\$ 53,253	\$1,690	3%
Lewis County	\$ 46,108	\$ 50,921	\$4,813	10%
Economic Region	\$ 46,999	\$ 52,053	\$5,054	11%
NYS	\$ 58,048	\$ 66,766	\$8,718	15%

Source: ESRI

Chart 1: Household Income Distribution, illustrates the distribution of household income for the comparison geographies. The Village of Lyons Falls has the largest proportion of households in the \$50,000 to \$74,999 range, at nearly 34%, compared with the next highest, Lewis County, at 20%. The Village has a lower percentage of households in the upper income brackets of \$75,000+ relative to the other geographies.

About 22% of the Village's households have income levels below \$24,999, which is the lowest percent of the comparison geographies. Of these 13.5% are below \$15,000 and 8.1% between \$15,000 and \$24,999.

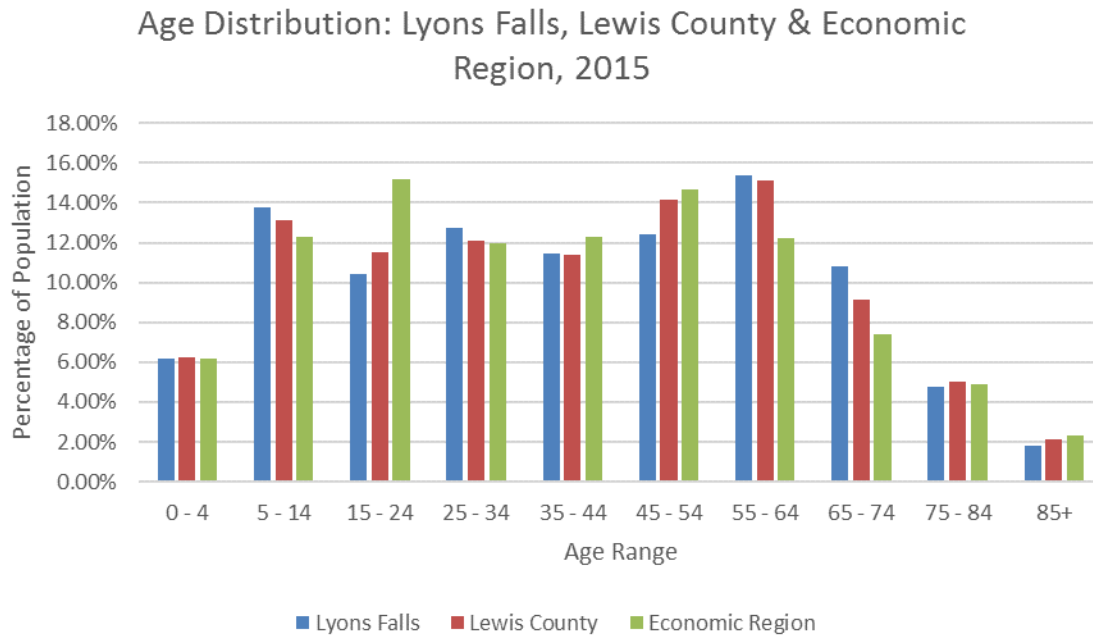
Chart 1: Household Income Distribution



Source: ESRI

Chart 2: Age Distribution, presents the percentage of residents in a series of age groups. Taller bars indicate more residents in that group. Lyons Falls has the most residents in the older age groups 55 – 64 and 65 – 74, and matches the county and regional averages for 75 – 84 and 85+. Nearly 14% of Village residents are in the younger cohort of 5 – 14, consistent with the above-average growth in families noted above with Table 1.

Chart 2: Age Distribution



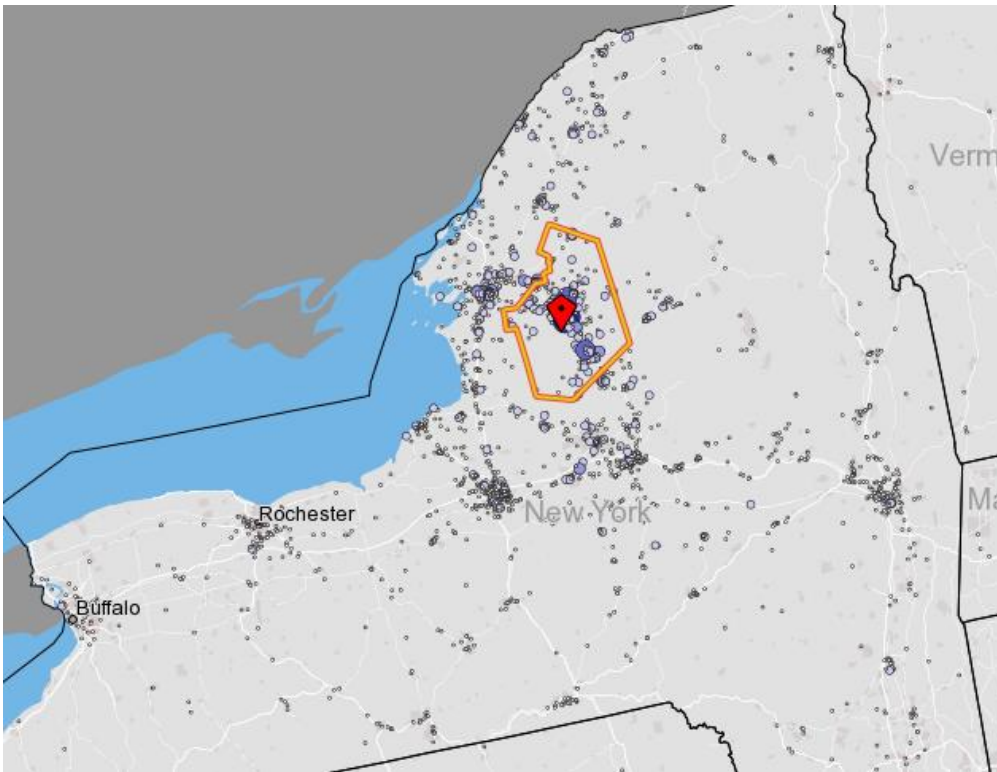
Source: ESRI

Commuting Patterns

Lewis County

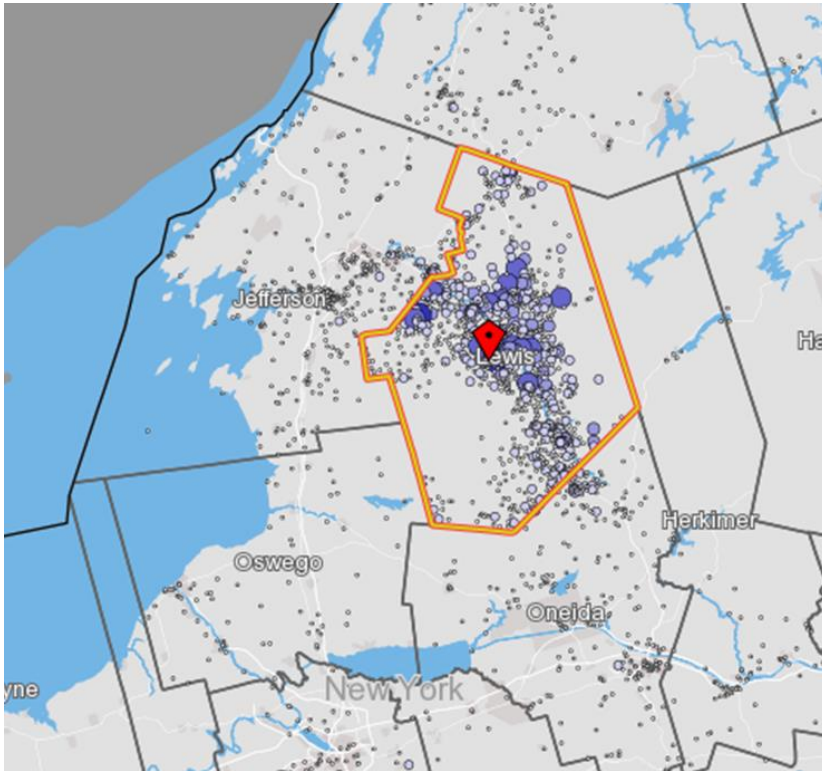
The following map image, Map 1: Where Lewis County Residents Work, illustrates where residents who live in Lewis County go to work. The purple dots represent Lewis County residents' places of work. The larger and darker purple dots represent a high concentration of jobs in that specific location, the smaller and lighter dots represent a low concentration of jobs. From this map image you can see that a significant number of people both work and live in Lewis County. You can also see that a significant number of people commute a far distance outside of Lewis County to work. Some people commute to Syracuse, Rochester, Albany, and Buffalo. The data show that about 25% of Lewis County residents will commute greater than 50 miles to work, and about 27% of Lewis County residents will commute less than 10 miles to work, and the last 48% of Lewis County residents will commute between 10-50 miles to work.

Map 1: Where Lewis County Residents Work



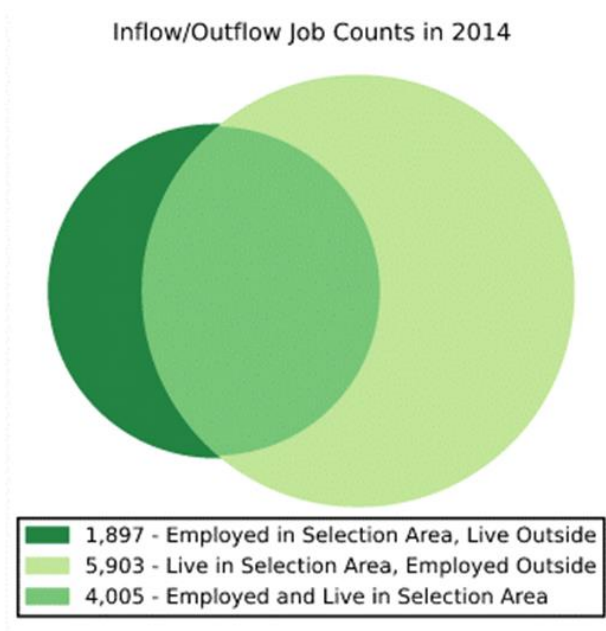
Source: CensusOnTheMap

Map 2: Where Lewis County Workers Reside



Conversely, the map image to the left illustrates the population who work in Lewis County and commute from outside the county or live within the county. In this map image, the purple dots represent place of residency. The larger and darker purple dots represent a high concentration of homes in that specific location, the smaller and lighter dots represent a low concentration of homes. The majority of people who work in Lewis County also live in Lewis County. The data show that about 74% of people travel fewer than 24 miles from their work in Lewis County, to their homes.

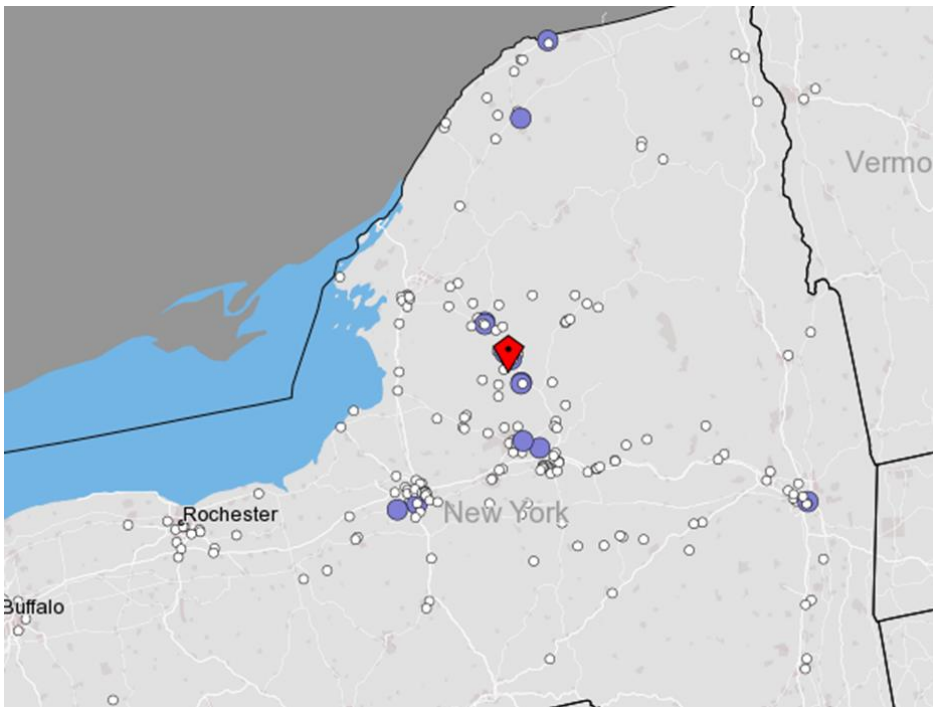
Diagram 1: Lewis County Workers by Residency in or out of County



The majority of people, about 50%, living within Lewis County are employed outside of Lewis County. However, there are also a significant number of people, about 34%, who both live and work within Lewis County. The smallest group of people, only about 16%, live outside of Lewis County but commute into Lewis County to work.

Lyons Falls

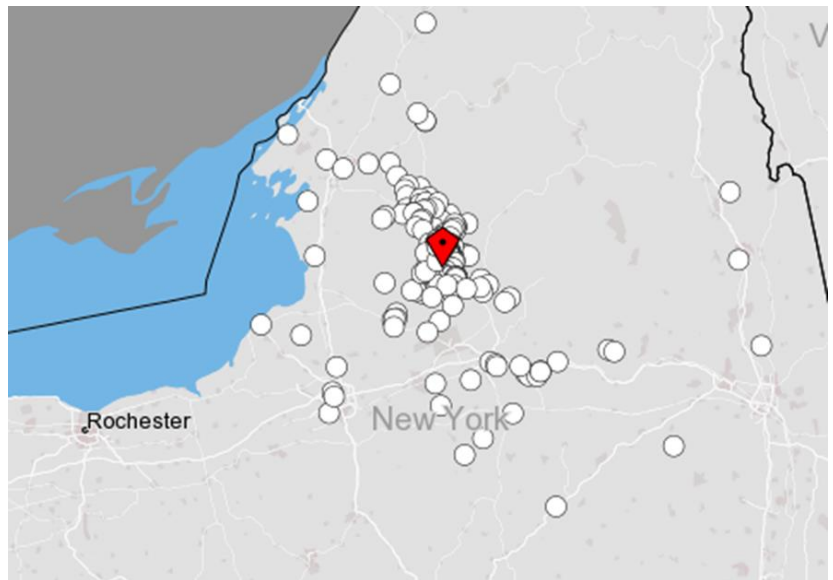
Map 3: Where Lyons Falls Residents Work



The map to the left illustrates where residents who live in Lyons Falls, specifically, go to work. The purple dots represent Lyons Falls residents' place of work. The larger and darker purple dots represent a high concentration of jobs in that specific location, the smaller and lighter dots represent a low concentration of jobs. About 350 people live in Lyons Falls and commute outside of the village to work. According to the data, 52% of Lyons Falls residents commute greater than 50 miles to work and about 24% of residents commute fewer than 24 miles to work.

Map 4: Where Lyons Falls Workers Reside

Conversely, the map image to the right illustrates the population who work in Lyons Falls and commute from outside the village or live within the village and work. In this map image, the purple dots represent place of residency. The larger and white dots represent a high concentration of homes in that specific location, the smaller and dots represent a low concentration of homes. These dots are all about the same size and indicate a small number of homes. About 200 people commute from outside the village to work in Lyons Falls. A marginal number of people both live and work in the village. From this map image you can see, about 90% of people working within Lyons Falls commute less than 50 miles to work, and about 75% of those people commute less than 24 miles.



Source: CensusOnTheMap

Industry and Employment

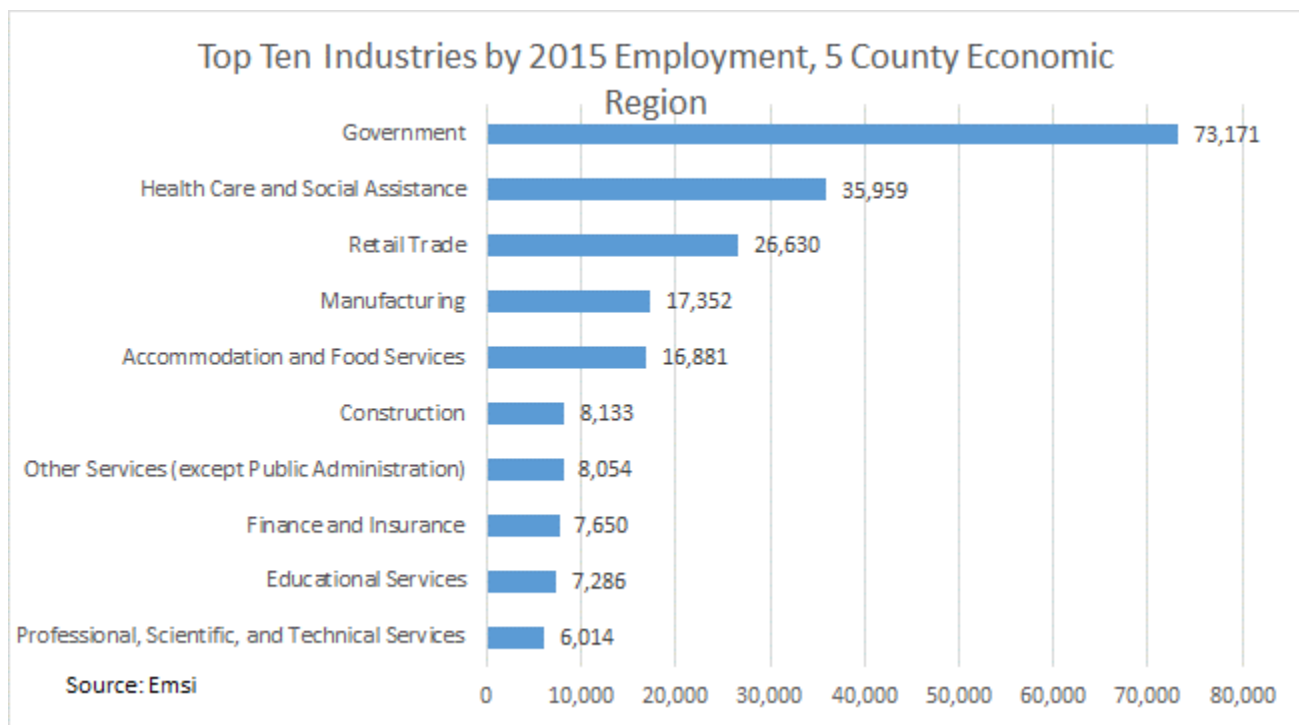
This section of the report highlights the industries that are currently a major source of jobs in the economic region and in Lewis County, presents larger tables of past and current employment by industry, and provides estimates of trends through 2021. The analysis uses 2-digit NAICS codes, which consolidate many types of related businesses into broader categories such as Manufacturing, Retail, or Information. This overview analysis identifies trends, especially job creation and loss, and can point toward specific industries where additional detail and analysis is useful. The part of this section provides a deeper analysis into selected industries using finer-grained data.

Major Industries in the Region and Lewis County

The top ten industries, by jobs provided, in the 5-county economic region employed 207,129 out of 236,889, or 87% of workers. Chart 3, Top Ten Industries by 2015 Employment, 5 County Economic Region, shows that Government, which includes Federal, State, and Local government as well as Lewis County General Hospital and public education, is the largest segment, with 73,171 jobs, equal to 31% of the regional total.

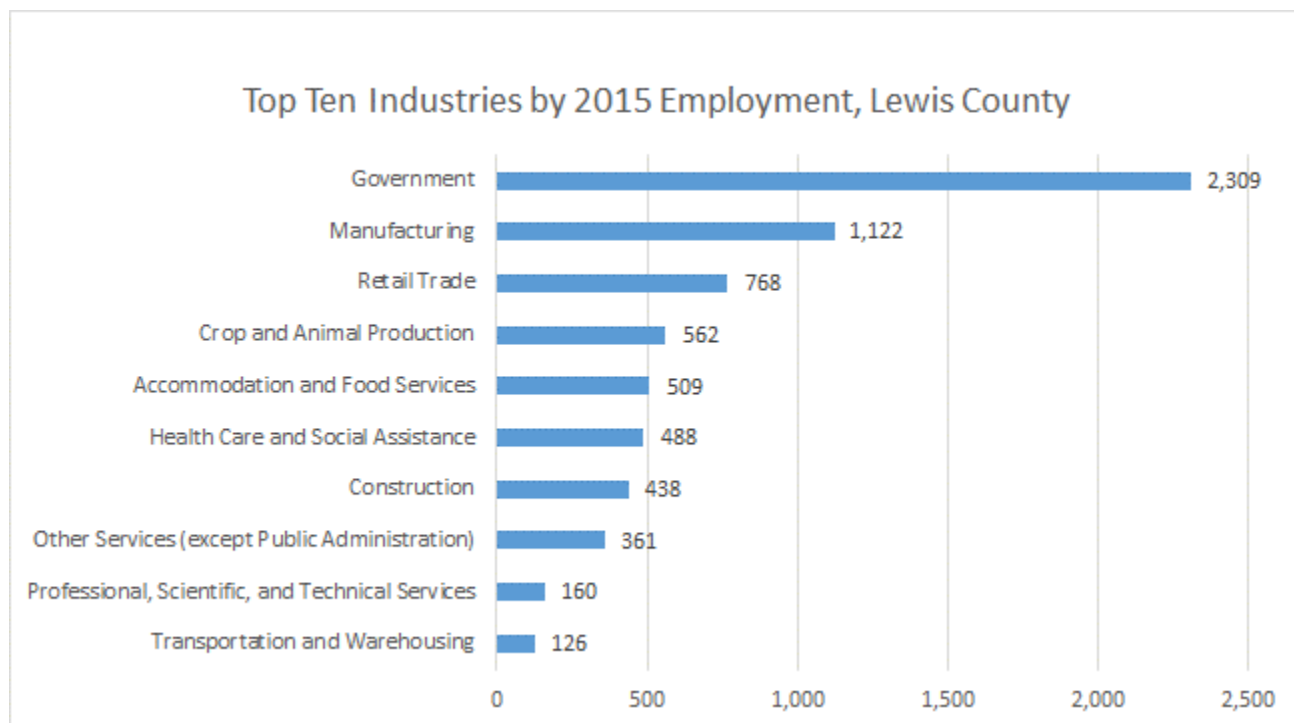
Health Care and Social Assistance (not including Lewis County General Hospital) is the next largest segment, with 35,959 and 15% of jobs. Retail is next, followed by Manufacturing, Accommodation and Food Services, and Construction.

Chart 3: Top 10 Industries in Economic Region, by 2015 Jobs



Lewis County's largest employment sector, like the economic region's, is Government. In contrast, the next largest sector is Manufacturing, with 1,122 jobs, followed by Retail with 768 jobs. Crop and Animal Production is the fourth largest sector in the county, with 562 jobs, but does not make the top ten for the region. Health Care and Social Assistance provides 488 jobs (not including Lewis County General Hospital which is in the Government sector.)

Chart 4: Top 10 Industries in Lewis County, by 2015 Jobs



Industry Sector Job Trends

Table 3: Economic Region, Job Changes by Industry, presents a list of industries in the 5-county economic region and shows employment trends from 2005 through 2015, including average total earnings for each industry, with totals at the bottom.

Table 3: Economic Region, Job Changes by Industry

Economic Region, Job Changes by Industry 2005 - 2015, Sorted by Number of Jobs Added						
NAICS	Description	2005 Jobs	2015 Jobs	2005 - 2015 Change	2005 - 2015 % Change	Current Total Earnings
62	Health Care and Social Assistance	33,646	35,959	2,313	7%	\$47,502
72	Accommodation and Food Services	15,144	16,881	1,737	11%	\$17,540
90	Government	71,621	73,171	1,550	2%	\$71,783
71	Arts, Entertainment, and Recreation	2,323	2,749	426	18%	\$24,635
11	Crop and Animal Production	2,787	3,088	301	11%	\$32,763
55	Management of Companies and Enterprises	1,364	1,575	211	15%	\$72,290
99	Unclassified Industry	329	421	92	28%	\$23,303
54	Professional, Scientific, and Technical Services	6,041	6,014	(27)	(0%)	\$57,609
61	Educational Services	7,384	7,286	(98)	(1%)	\$39,147
21	Mining, Quarrying, and Oil and Gas Extraction	383	282	(101)	(26%)	\$49,759
22	Utilities	883	769	(114)	(13%)	\$128,031
48	Transportation and Warehousing	6,214	5,849	(365)	(6%)	\$49,890
53	Real Estate and Rental and Leasing	2,156	1,761	(395)	(18%)	\$32,753
81	Other Services (except Public Administration)	8,611	8,054	(557)	(6%)	\$24,439
42	Wholesale Trade	5,503	4,655	(848)	(15%)	\$61,071
44	Retail Trade	27,853	26,630	(1,223)	(4%)	\$30,417
52	Finance and Insurance	8,996	7,650	(1,346)	(15%)	\$64,530
23	Construction	9,552	8,133	(1,419)	(15%)	\$49,800
51	Information	4,376	2,820	(1,556)	(36%)	\$47,954
56	Administrative and Support and Waste Management and Remediation Services	7,633	5,792	(1,841)	(24%)	\$30,940
31	Manufacturing	21,527	17,352	(4,175)	(19%)	\$63,847
	Net Jobs Added			6,630		
	Net Jobs Lost			(14,065)		
	Total Jobs	244,326	236,889	(7,437)	(3%)	Average \$48,572

Source: EMSI. Note: Totals may not add because of rounding.

Arts, Entertainment, and Recreation industries include recreation and tourism, which is targeted in the BOA Nomination Study.

Healthcare and Social Assistance, one of the largest sectors by overall jobs, also increased employment the most, growing 7% and adding 2,313 jobs over ten years. Average wages are just below the regional average.

Government, the largest employment sector, was relatively stable, adding 1,550 jobs, an increase of 2%. In addition to being a major industry, the wages at an estimated \$71,783 are well above the regional average.

Arts, Entertainment, and Recreation (+18%), Crop and Animal Production (+11%), and Accommodation and Food Services (+11%) are areas of job growth.

Manufacturing (-19%, 4,175 jobs) follows a statewide trend of declining jobs. Services such as Information, Finance and Insurance, Administrative Support etc. experienced job losses. Job losses in the Utilities sector were 114, or

13%, an important trend because the estimated \$128,031 wages are much higher than other industries and the regional average.

Wage levels are shifting downward with the loss jobs in higher-paying Utility and Manufacturing industries. The seven sectors that experienced job growth have average estimated wages of \$41,402, while the sectors with job losses have average estimated wages of \$52,156.

Table 4: Lewis County, Job Changes by Industry, presents a list of industries in Lewis County and shows the same type of data as for the region: employment trends from 2005 through 2015, with average total earnings for each industry and jobs totals at the bottom.

Within Lewis County, the overall industry jobs for 2005 – 2015 show 10 sectors where jobs have been added or stable, and 12 where jobs have been shed, for a net loss of in-county jobs of approximately 469. Average earnings in the county are \$40,055, approximately 17% lower than the regional average. Among the growing industries average earnings are estimated at \$38,320, slightly lower than the county average, while industries shedding jobs, such Manufacturing, Government, and Transportation and Warehousing, pay above the county average, and the average earnings among industries with job losses is \$41,617.

Job growth in Lewis County, as in the region, appears in Crop and Animal Production.

Utilities lost jobs regionally but added them in Lewis County between 2010 and 2015 with the ReEnergy plant in Lyonsdale. The low cost of producing electricity with natural gas in the current economy has put pressure on these facilities, including workforce reductions in 2016 that may become permanent. Wind power generation does not create a substantial number of jobs so its growth within the county will have a limited effect on employment. Decreased jobs in utilities overall, expected for the next five years, are largely attributable to the fact that Lewis County's electric generation facilities – wind, hydro, biomass – are less competitive during periods of lower fossil fuel costs, and fossil fuel costs are expected to remain low and possibly become even less expensive.

Table 4: Lewis County, Job Changes by Industry

Lewis County, Job Changes by Industry 2005 - 2015, Sorted by Number of Jobs Added						
NAICS	Description	2005 Jobs	2015 Jobs	2005 - 2015 Change	2005 - 2015 % Change	Current Total Earnings
11	Crop and Animal Production	484	562	78	16%	\$35,413
22	Utilities	48	102	54	113%	\$99,940
54	Professional, Scientific, and Technical Services	130	160	30	23%	\$39,643
81	Other Services (except Public Administration)	338	361	23	7%	\$19,151
44	Retail Trade	747	768	21	3%	\$29,210
21	Mining, Quarrying, and Oil and Gas Extraction	0	14	14	Insf. Data	\$48,129
71	Arts, Entertainment, and Recreation	61	67	6	10%	\$14,688
62	Health Care and Social Assistance	485	488	3	1%	\$35,442
53	Real Estate and Rental and Leasing	55	55	0	0%	\$23,261
42	Wholesale Trade	119	111	(8)	(7%)	\$48,949
48	Transportation and Warehousing	134	126	(8)	(6%)	\$56,035
72	Accommodation and Food Services	521	509	(12)	(2%)	\$16,012
52	Finance and Insurance	100	84	(16)	(16%)	\$53,291
51	Information	62	45	(17)	(27%)	\$27,012
56	Administrative and Support and Waste Management and Remediation Services	107	81	(26)	(24%)	\$19,209
23	Construction	510	438	(72)	(14%)	\$38,733
90	Government	2,399	2,309	(90)	(4%)	\$73,166
31	Manufacturing	1,345	1,122	(223)	(17%)	\$57,645
55	Management of Companies and Enterprises	26	<10	Insufficient Data		Insf. Data
61	Educational Services	<10	35	Insufficient Data		\$26,119
99	Unclassified Industry	16	<10	Insufficient Data		Insf. Data
	Net Jobs Added			226		
	Net Jobs Lost			(469)		
	Total Jobs	7,693	7,441	(243)	(3%)	Average \$40,055

Source: EMSI. Note: Totals may not add because of rounding.

Table 5: Economic Region, Estimated Job Changes by Industry, presents the list of industries in the 5-county economic region, this time with projected employment trends. Jobs for 2016 and 2021 are estimates, as are the changes in jobs.

Although Manufacturing is expected to continue to shed jobs, the rate of loss is expected to decrease.

In Utilities, job losses associated with the diminishing competitiveness of the Lewis County electric generation resources – wind, hydro, biomass – are expected as the workforce is reduced to a size necessary to keep the facilities operational. With the state's continuing support for renewable energy, these facilities are likely to remain open at this reduced capacity.

More sectors are expected to add jobs than did in the period 2005 - 2015, and fewer to shed jobs. Health Care and Social Services, Accommodation and Food Services, Arts, Entertainment, and Recreation are expected to continue to grow. Retail, Wholesale Trade, and Professional, Scientific, and Technical Services are projected to reverse their prior trend and add jobs. Overall, a net increase of 3,430 jobs is predicted for the economic region, also reversing the 2005 – 2015 trend of net job losses.

Table 5: Economic Region, Estimated Job Changes by Industry

Economic Region, Estimated Job Changes by 2026, Sorted by Number of Jobs Added					
NAICS	Description	2016 Jobs	2026 Jobs	2016 - 2026 Change	2016 - 2026 % Change
62	Health Care and Social Assistance	36,881	40,922	4,041	11%
72	Accommodation and Food Services	17,779	18,649	870	5%
61	Educational Services	7,051	7,776	725	10%
81	Other Services (except Public Administration)	8,005	8,599	594	7%
44	Retail Trade	26,532	26,911	379	1%
71	Arts, Entertainment, and Recreation	2,656	2,969	313	12%
42	Wholesale Trade	4,676	4,962	286	6%
54	Professional, Scientific, and Technical Services	6,106	6,381	275	5%
99	Unclassified Industry	441	578	137	31%
55	Management of Companies and Enterprises	1,562	1,630	68	4%
56	Administrative and Support and Waste Management and Remediation Services	5,804	5,864	60	1%
22	Utilities	765	753	(12)	(2%)
21	Mining, Quarrying, and Oil and Gas Extraction	301	235	(66)	(22%)
53	Real Estate and Rental and Leasing	1,757	1,622	(135)	(8%)
48	Transportation and Warehousing	5,865	5,700	(165)	(3%)
23	Construction	8,284	8,026	(258)	(3%)
11	Crop and Animal Production	3,144	2,694	(450)	(14%)
51	Information	2,836	2,379	(457)	(16%)
52	Finance and Insurance	7,615	6,876	(739)	(10%)
90	Government	72,334	71,329	(1,005)	(1%)
31	Manufacturing	17,378	16,347	(1,031)	(6%)
	Net Jobs Estimated to be Added			7,748	
	Net Jobs Estimated to be Lost			(4,318)	
	Total Jobs	237,771	241,201	3,430	

Source: EMSI. Note: Totals may not add because of rounding.

Table 6: Lewis County, Estimated Job Changes by Industry, presents the same analysis for Lewis County.

The greatest growth is expected in "Other Services" which aggregates services used by local residents, such as automotive repair (4 jobs created), equipment maintenance (6 jobs created), personal care and cleaning, religious, civic, and social advocacy organizations (42 jobs created).

Health Care and Social Assistance is expected to grow at a faster pace than within the region, as is Retail, with growth also in Construction where it is expected to decline regionally. Professional, Scientific, and Technical Services are also expected to create jobs at a faster pace within Lewis County.

Overall Lewis County is expected to add a net of 33 jobs. These estimates show the impact of small changes in each industry because of the smaller survey area and population. For example, a change of 10 jobs in Health Care and Social Assistance in Lewis County is a 2% change, but in Utilities the same number of jobs is nearly a 10% change.

Table 6: Lewis County, Estimated Job Changes by Industry

Lewis County, Estimated Job Changes by 2026, Sorted by Number of Jobs Added					
NAICS	Description	2016 Jobs	2026 Jobs	2016 - 2026 Change	2016 - 2026 % Change
81	Other Services (except Public Administration)	369	463	94	25%
62	Health Care and Social Assistance	504	584	80	16%
44	Retail Trade	784	824	40	5%
23	Construction	449	482	33	7%
54	Professional, Scientific, and Technical Services	169	201	32	19%
61	Educational Services	36	54	18	50%
71	Arts, Entertainment, and Recreation	62	74	12	19%
72	Accommodation and Food Services	505	516	11	2%
56	Administrative and Support and Waste Management and Remediation Services	83	91	8	10%
53	Real Estate and Rental and Leasing	56	64	8	14%
51	Information	45	44	(1)	(2%)
42	Wholesale Trade	113	111	(2)	(2%)
52	Finance and Insurance	81	74	(7)	(9%)
48	Transportation and Warehousing	125	117	(8)	(6%)
22	Utilities	103	79	(24)	(23%)
90	Government	2,266	2,184	(82)	(4%)
11	Crop and Animal Production	573	487	(86)	(15%)
31	Manufacturing	1,085	996	(89)	(8%)
99	Unclassified Industry	Insufficient Data			
21	Mining, Quarrying, and Oil and Gas Extraction	Insufficient Data			
55	Management of Companies and Enterprises	Insufficient Data			
	Net Jobs Estimated to be Added			335	
	Net Jobs Estimated to be Lost			(298)	
	Total Jobs	7,427	7,460	33	

Source: EMSI. Note: Totals may not add because of rounding.

Major Industries and BOA Targeted Industries, Highlights

This section of the report presents further analysis of industries that have already been identified during the BOA planning process, or that are recognized as important in the region and Lewis County. It is also an overview, but by dis-aggregating some of the industries, using 4-digit instead of 2-digit NAICS codes, is intended to provide more detail.

The eight target industries identified in the BOA planning process are shown in the Table 7: Lewis County Highlighted Industries, below, with the 4-digit NAICS codes estimated to represent them most closely. For example, tourism is a separate study and does not have a NAICS code even at the 4-digit level, but the accommodation component is represented and can be reviewed here. Similarly, gun cleaning is related to industries shown by the NAICS system, but does not fit well within the "boxes" of either firearm manufacturing or metal fabrication, so a snapshot of this targeted industry is not shown here.

Regionally Highlighted Industry breaks down the 2-digit NAICS into its components to show the contribution of sectors within that industry. Manufacturing is included in this section because of the diversity of enterprises in the category, and the deeper analysis shows what types of manufacturing are most important in the region. Crop and Animal Production and Retail are included because they have been sources of job growth.

Table 7: Lewis County, Highlighted Industries

Industry	Corresponding NAICs Code
<u>BOA Targeted</u>	
Paper Manufacturing and Packaging	3221
Bio-Fuels	2211
Clean Energy	2211
Gun Cleaning and Related Industries	Not available for this analysis
Agri-Manufacturing	Not available for this analysis
Back Country and Adventure Tourism	Not available
Accommodation	7211
Restaurants and other Eating Places	7225
<u>Regionally Highlighted Industry</u>	
Health Care and Social Assistance	62
Manufacturing	31
Crop and Animal Production	11
Retail	44

Table 8: Lewis County Estimated Job Changes for Targeted Industries, summarizes the jobs projected in the targeted industries of Bio-Fuels and Clean Energy, Paper Manufacturing and Packaging, and Accommodation and Restaurants (in support of tourism.) Projections involving a small area and highly targeted industries are less reliable estimates than for larger studies, but this table does reflect current 2016 jobs in the industries targeted for the BOA, such as Biomass, which is expected to be stable, and hotels and food services, which are projected to grow modestly. Predictions of job losses in Hydroelectric Power Generation and Paper suggest consideration of efforts to retain existing jobs.

Table 8: Lewis County, Estimated Job Changes for Targeted Industries

Lewis County, Estimated Job Changes by 2026, Targeted Industries					
NAICS	Description	2016 Jobs	2026 Jobs	2016 - 2026 Change	2016 - 2026 % Change
221111	Hydroelectric Power Generation	25	0	(25)	(100%)
221115	Wind Electric Power Generation	<10	0	Insufficient Data	
221117	Biomass Electric Power Generation	70	71	1	1%
221122	Electric Power Distribution	<10	<10	Insufficient Data	
322121	Paper (except Newsprint) Mills	71	36	(35)	(49%)
721110	Hotels (except Casino Hotels) and Motels	71	77	6	8%
721191	Bed-and-Breakfast Inns	<10	<10	Insufficient Data	
721199	All Other Traveler Accommodation	<10	<10	Insufficient Data	
722511	Full-Service Restaurants	205	207	2	1%
722513	Limited-Service Restaurants	140	130	(10)	(7%)
722515	Snack and Nonalcoholic Beverage Bars	18	31	13	72%
	Net Jobs Estimated to be Added			22	
	Net Jobs Estimated to be Lost			(70)	
	Total Jobs	611	563	33	

Source: EMSI. Note: Totals may not add because of rounding.

Health Care and Social Assistance is both a targeted industry and one that is growing regionally and in the county. Table 9: Lewis County Health Care and Social Assistance Jobs Detail, breaks down the components. The largest growth is expected to be in Individual and Family Services, which includes services to children, the elderly, and persons with disabilities. Offices of Physicians are expected to add jobs, as are Residential Facilities.

Table 9: Lewis County Health Care and Social Assistance Jobs Detail

Lewis County Health Care and Social Assistance Jobs Detail, Current and Predicted					
NAICS	Description	2016 Jobs	2026 Jobs	2016 - 2026 Change	2016 - 2026 % Change
6241	Individual and Family Services	199	238	39	20%
6211	Offices of Physicians	64	81	17	27%
6232	Residential Intellectual and Developmental Disability, Mental Health, and Substance Abuse Facilities	34	46	12	35%
6214	Outpatient Care Centers	16	26	10	63%
6213	Offices of Other Health Practitioners	10	14	4	40%
6243	Vocational Rehabilitation Services	25	29	4	16%
6212	Offices of Dentists	34	35	1	3%
6244	Child Day Care Services	97	91	(6)	(6%)
6219	Other Ambulatory Health Care Services	<10	15	Insufficient Data	
6215	Medical and Diagnostic Laboratories	<10	<10	Insufficient Data	
6216	Home Health Care Services	<10	<10	Insufficient Data	
6233	Continuing Care Retirement Communities and Assisted Living Facilities for the Elderly	<10	<10	Insufficient Data	
6242	Community Food and Housing, and Emergency and Other Relief Services	<10	<10	Insufficient Data	
	Totals	504	584	80	

Source: EMSI. Note: Totals may not add because of estimates

Table 10: Lewis County Manufacturing Jobs Detail, shows that manufacturing aggregates many types of activities, but in Lewis County the largest components are Dairy Product, Converted Paper Product, and Architectural and Structural Metals.

Table 10: Lewis County Manufacturing Jobs Detail

Lewis County Manufacturing Jobs Detail, Current and Predicted, by 2016 Jobs					
NAICS	Description	2016 Jobs	2026 Jobs	2016 - 2026 Change	2016 - 2026 % Change
3115	Dairy Product Manufacturing	301	293	(8)	(3%)
3222	Converted Paper Product Manufacturing	289	207	(82)	(28%)
3323	Architectural and Structural Metals Manufacturing	203	342	139	68%
3221	Pulp, Paper, and Paperboard Mills	71	36	(35)	(49%)
3399	Other Miscellaneous Manufacturing	70	46	(24)	(34%)
3331	Agriculture, Construction, and Mining Machinery Manufacturing	46	<10	Insufficient Data	
3211	Sawmills and Wood Preservation	29	13	(16)	(55%)
3256	Soap, Cleaning Compound, and Toilet Preparation Manufacturing	22	<10	Insufficient Data	
3371	Household and Institutional Furniture and Kitchen Cabinet Manufacturing	22	21	(1)	(5%)
Totals		1,085	996	(89)	

Source: EMSI. Note: Totals may not add because of estimates

Table 11 presents Lewis County Crop & Animal Production Jobs Detail. Crop and Animal Production is comprised of ten sub-sectors and includes forestry and timber enterprises. Animal Production and Aquaculture has the largest number of 2016 jobs with an expected 24% decrease over the next ten years. Next is logging, expected to be stable to slightly growing (+4%) and the Support Activities for Crop Production.

At the county level, sub-sectors can include very small numbers of jobs, and a single enterprise opening or moving can have an outsize effect on both the percent change and future predictions. In addition, activities with fewer than ten jobs are determined to have insufficient data with which to generate predictions. What this table does show is that this sector of the county is strongly oriented toward animals, which is not surprising with dairy products the largest manufacturing sector, and logging, given the county's forest assets.

Note on Agricultural Statistics: Agricultural employment presents certain statistical challenges, and understanding them can help with interpretation of the data. Many of the businesses in this region are small and labor may be added or released depending on agricultural market conditions, which are often more volatile, for example because of rising corn prices stemming from a drought, than for industries such as chemical manufacturing. Gathering information on employment changes for small businesses is more difficult than for large ones, and where the employees may be seasonal or part time this is exacerbated.

However, data from EMSI are consistent with the other industries and provide a useful general picture of the industry. The USDA Census of Agriculture provides finer-grained data but the most recent data is for 2012. Lewis County has an existing strength in dairy production, including as of 2012 222 of 634 farms, or 35%, with dairy cattle.

Table 11: Lewis County Crop & Animal Production Jobs Detail

Lewis County Crop & Animal Production, Current and Predicted, by 2016 Jobs					
NAICS	Description	2016 Jobs	2026 Jobs	2016 - 2026 Change	2016 - 2026 % Change
1120	Animal Production and Aquaculture	368	280	(88)	(24%)
1133	Logging	135	141	6	4%
1151	Support Activities for Crop Production	45	46	1	2%
1131	Timber Tract Operations	0	0	0	0%
1110	Crop Production	<10	<10	Insufficient Data	
1132	Forest Nurseries and Gathering of Forest Products	<10	0	Insufficient Data	
1141	Fishing	<10	<10	Insufficient Data	
1142	Hunting and Trapping	<10	<10	Insufficient Data	
1152	Support Activities for Animal Production	<10	<10	Insufficient Data	
1153	Support Activities for Forestry	<10	<10	Insufficient Data	
Totals		573	487	(86)	

Source: Emsi. Totals may not add because of estimates.

Retail is presented differently to give an overview of where the jobs have been created as well as how many. The table shows historical trends rather than predictions: as noted in the discussion of Crop and Animal Production, small numbers can make predictions less accurate. The historic data also is an effective method of looking at the communities within the county where retail has grown. The data are shown on Map 5, Lewis County Retail Employment Distribution, with the darkest green representing the greatest number of jobs as of 2015 (Lowville, Croghan, Lyons Falls), and in Table 12: Lewis County Retail Employment 2005 – 2015, which shows the eight communities with ten or more retail jobs.

Map 5: Lewis County Retail Employment Distribution

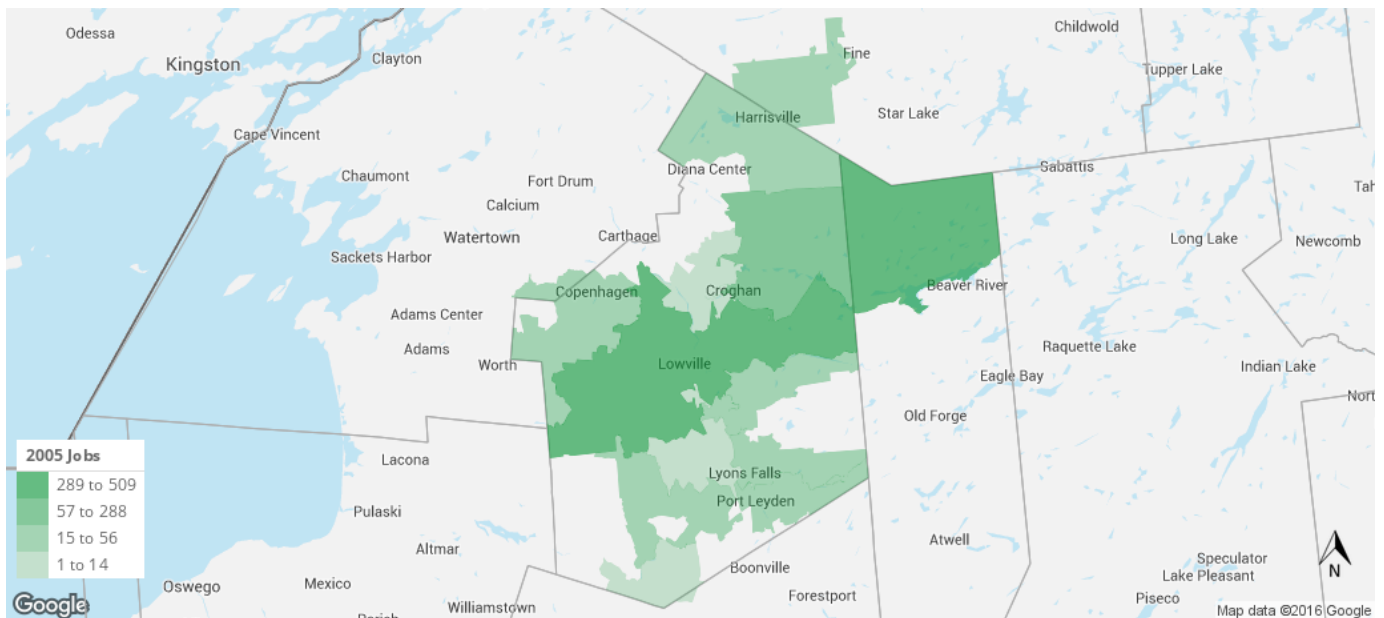


Table 12: Lewis County Retail Employment 2005 - 2015

Lewis County Retail Employment 2005 - 2015, Top 8 Communities for Jobs					
ZIP Name	2005 Jobs	2015 Jobs	2005 - 2015 Change	2005 - 2015 % Change	% of Top 8 Jobs in 2015
Lowville	509	558	49	10%	74%
Croghan	68	55	(13)	(19%)	7%
Lyons Falls	42	39	(3)	(7%)	5%
Harrisville	36	31	(5)	(14%)	4%
Copenhagen	20	24	4	20%	3%
Glenfield	20	11	(9)	(45%)	1%
Constableville	15	17	2	13%	2%
Port Leyden	15	17	2	13%	2%
Totals		752			100%

Source: Emsi. Totals may not add because of estimates.

Occupations in the Economic Region and Lewis County

The top 10 occupations in the economic region and Lewis County are similar with 7 occupations among the top 10 in both, as shown in Table 13: Economic Region Occupations and Table 14: Lewis County Occupations, below. The largest in both is Office and Administrative Support, occupations often used by government entities. Other industries that appear among the top 10 for both the region and the County are Food Preparation and Serving; Sales and Related; Education, Training, and Library; Production; Transportation and Material Moving; and Healthcare Practitioners and Technical Occupations.

Projected changes in occupations present different profiles. Among the economic region's top industries, 8 of 10 are expected to increase employment, at rates of between 1% and 7%, with the largest increase in Healthcare Support. Within Lewis County only 5 occupations are expected to increase, between 1% and 6% with the largest increase of 6% in Sales and Related. In the County, Management is the 9th largest occupation and it is expected to decrease by 18%, or 80 positions, by 2026, with the next largest decrease in Production, 9%, or 59 positions.

Table 13: Economic Region Occupations

Economic Region Occupations, 2016 and Projected Change						
SOC	Occupation Description	2016 Jobs	2026 Jobs	2016 - 2026 Change	2016 - 2026 % Change	Annual Openings
43	Office and Administrative Support	33,937	33,175	(762)	(2%)	751
35	Food Preparation and Serving Related	20,546	21,443	897	4%	884
41	Sales and Related	19,812	20,054	242	1%	726
55	Military	18,128	18,362	234	1%	453
25	Education, Training, and Library	17,928	18,442	514	3%	456
29	Healthcare Practitioners and Technical	14,811	15,812	1,001	7%	460
53	Transportation and Material Moving	12,111	12,183	72	1%	320
51	Production	11,701	11,148	(553)	(5%)	304
39	Personal Care and Service	11,328	11,910	582	5%	296
31	Healthcare Support	9,952	10,675	723	7%	315
11	Management	9,552	9,179	(373)	(4%)	251
49	Installation, Maintenance, and Repair	9,111	9,197	86	1%	263
47	Construction and Extraction	8,769	8,584	(185)	(2%)	188
37	Building and Grounds Cleaning and	8,598	8,968	370	4%	231
13	Business and Financial Operations	7,861	7,814	(47)	(1%)	197
33	Protective Service	7,025	6,957	(68)	(1%)	186
21	Community and Social Service	4,772	5,339	567	12%	170
15	Computer and Mathematical	3,095	3,117	22	1%	59
27	Arts, Design, Entertainment, Sports, and Media	2,546	2,607	61	2%	83
17	Architecture and Engineering	2,060	2,053	(7)	(0%)	59
45	Farming, Fishing, and Forestry	1,747	1,744	(3)	(0%)	55
23	Legal	1,205	1,209	4	0%	24
19	Life, Physical, and Social Science	1,177	1,229	52	4%	42
99	Unclassified Occupation	0	0	0	0%	0
	Totals	237,771	241,201	3,430	1%	6,772

Source: EMSI

Table 14: Lewis County Occupations

Lewis County Occupations, 2016 and Projected Change						
SOC	Occupation Description	2016 Jobs	2026 Jobs	2016 - 2026 Change	2016 - 2026 % Change	Annual Openings
43	Office and Administrative Support	876	863	(13)	(1%)	19
25	Education, Training, and Library	686	697	11	2%	17
51	Production	686	627	(59)	(9%)	18
41	Sales and Related	551	585	34	6%	24
35	Food Preparation and Serving Related	530	533	3	1%	21
53	Transportation and Material Moving	481	461	(20)	(4%)	11
29	Healthcare Practitioners and Technical	455	472	17	4%	13
47	Construction and Extraction	454	482	28	6%	13
11	Management	442	362	(80)	(18%)	10
49	Installation, Maintenance, and Repair	372	367	(5)	(1%)	10
39	Personal Care and Service	350	398	48	14%	13
37	Building and Grounds Cleaning and	307	330	23	7%	9
45	Farming, Fishing, and Forestry	290	284	(6)	(2%)	9
33	Protective Service	208	205	(3)	(1%)	6
31	Healthcare Support	186	196	10	5%	6
21	Community and Social Service	151	175	24	16%	6
13	Business and Financial Operations	146	160	14	10%	5
27	Arts, Design, Entertainment, Sports, and Media	75	83	8	11%	3
55	Military	44	44	0	0%	1
15	Computer and Mathematical	40	40	0	0%	Insf. Data
17	Architecture and Engineering	37	36	(1)	(3%)	1
19	Life, Physical, and Social Science	31	31	0	0%	Insf. Data
23	Legal	30	32	2	7%	Insf. Data
99	Unclassified Occupation	0	0	0	0%	-
	Totals	7,427	7,460	33	0%	218

Source: EMSI

Real Estate in Lewis County

This section of the report presents real estate trends in commercial properties and multifamily housing.

Commercial real estate in the county is characterized by stable supply and vacancy rates, especially for office space, which shows no vacancies over a period of ten years and no new space, and retail, where it averages 11% vacancy and very small additions to space.

Within the county, approximately 76% of housing is owner occupied and 24% renter occupied as of 2015, a pattern that is expected to continue.

Industrial Space Overview

Table 15: Industrial Vacancy

Industrial Vacancy Rate by Year				
Year	Bldgs	Inventory SF	Vacant SF	Vacancy %
2016	8	172,542	64,234	37%
2015	7	164,642	64,234	39%
2014	7	164,642	0	0%
2013	7	164,642	43,848	27%
2012	7	164,642	0	0%
2011	7	164,642	0	0%
2010	7	164,642	0	0%
2009	7	164,642	0	0%
2008	7	164,642	0	0%
2007	7	164,642	0	0%

Source: CoStar

Lewis County has recently seen expansion in its industrial building inventory with the addition of one building and 7,900 square feet in 2016, for a total of eight buildings and 172,542 square feet. Table 15 shows that vacancy rates had been consistently zero through 2012, but in 2013 43,848 square feet of space became vacant and as of 2016 there are 64,234 square feet of vacant space.

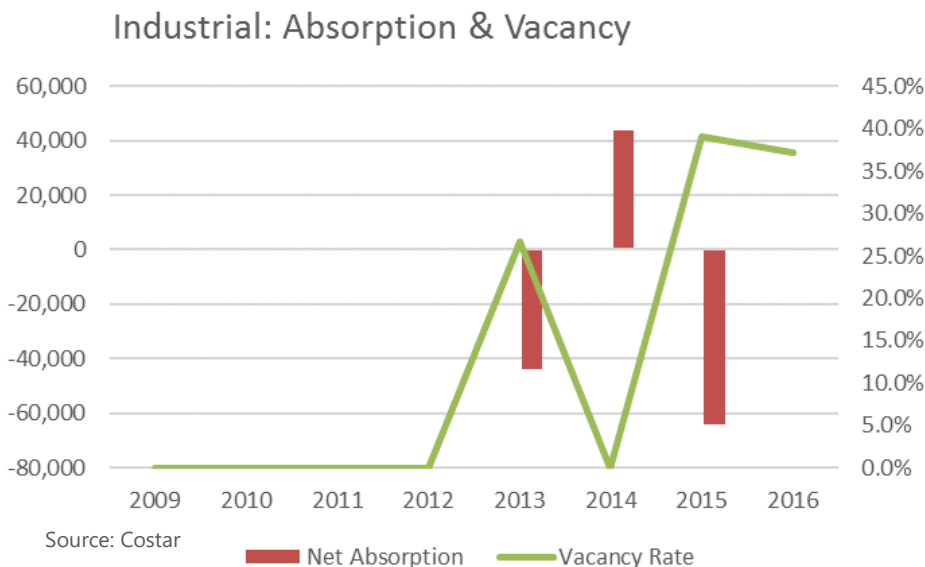
Chart 5: Industrial Absorption & Vacancy illustrates the interaction between newly vacant space and total inventory by square feet.

Industrial space in Lewis County gives the

appearance of more volatility in the past few years. Net absorption evaluates the changes in the total occupancy of space by square foot, and when new space is added in the region the analysis shows whether 1) new space was built and occupied; or 2) new space was built and not occupied. Positive net absorption indicates that existing and newly added space was filled, and negative absorption that it has not yet been filled.

The green line shows the zero vacancy rate through 2012 followed by the increase in 2013, drop in 2014, and increase for 2015 and 2016. The axis on the right measures the rate.

Chart 5: Industrial Absorption & Vacancy



Absorption is shown as dark red bars with the axis on the left in square feet. The bars appear only in years when there has been a change in the net use of space. Bars begin mid-axis at the zero value and rise by square feet to show net positive absorption, or drop for net negative absorption. In Chart 4, the new vacancy of 43,848 square feet in 2013 is a negative value indicating available but unfilled space. The return of that space to use in 2014 shows as a positive, or absorbed, value. Because there are only 8 buildings classified as industrial, and fewer than 200,000 square feet of space, a single vacancy event, or one new building, can have a large impact on aggregate space usage and contribute to the appearance of volatility.

Office Space Overview

Table 16: Office Vacancy

Office Vacancy Rate by Year				
Year	Bldgs	Inventory SF	Vacant SF	Vacancy %
2016	7	75,204	0	0%
2015	7	75,204	0	0%
2014	7	75,204	0	0%
2013	7	75,204	0	0%
2012	7	75,204	0	0%
2011	7	75,204	0	0%
2010	7	75,204	0	0%
2009	7	75,204	0	0%
2008	7	75,204	0	0%
2007	7	75,204	0	0%

Source: CoStar

In contrast to the volatility appearing in Industrial space use, the vacancy rate for Office space has remained at 0% since 2007. Inventory has been unchanged at 75,204 square feet and 7 buildings during that time. Because of the zero vacancy rate and flat supply, net absorption was not analyzed.

Retail Space Overview

Table 17: Retail Vacancy shows that retail space has experienced an average vacancy rate of 11% over the past ten years. During this time the number of buildings has been stable, and the addition of a new building with approximately 10,000 square feet of space did not increase the vacancy rate at other buildings.

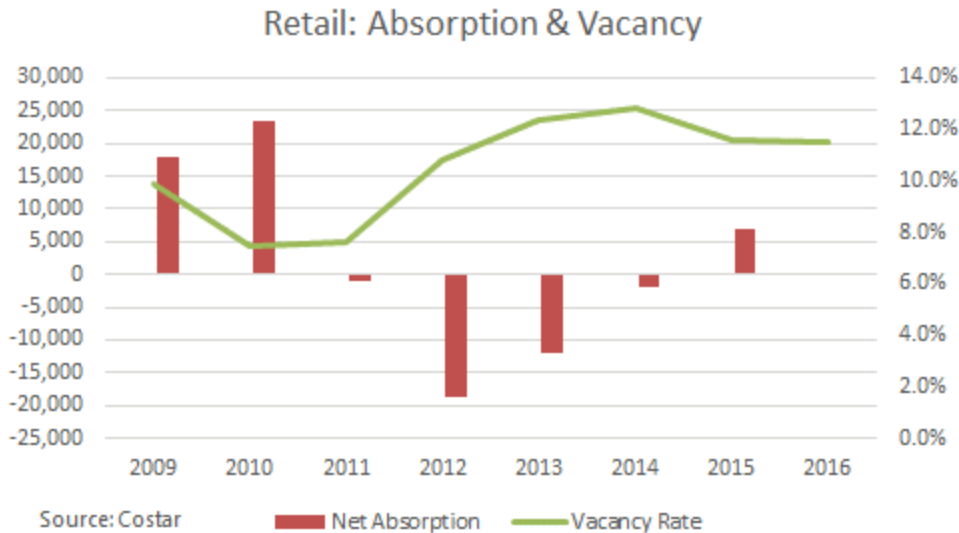
Table 17: Retail Vacancy

Retail Vacancy Rate by Year				
Year	Bldgs	Inventory SF	Vacant SF	Vacancy %
2016	83	595,486	68,553	12%
2015	82	592,352	68,553	12%
2014	82	592,352	75,548	13%
2013	82	592,352	73,717	12%
2012	83	594,800	64,273	11%
2011	83	594,800	45,406	8%
2010	83	594,800	44,550	8%
2009	83	584,359	57,600	10%
2008	82	574,973	66,256	12%
2007	82	574,973	56,880	10%

Source: CoStar

Chart 6: Retail Absorption & Vacancy

Chart 6: Retail Absorption & Vacancy shows less volatility than the Industrial space sector. Space increased by approximately 20,000 square feet between 2009 and 2016, as shown above in Table 17, above, and the net absorption analysis, presented as red bars with the axis on the left, is positive after the first increase in space, indicating that the space was occupied. Net negative absorption bars in 2011 – 2014 show newly vacant space, and beginning in 2015 net absorption was positive, and corresponds to the reduction in the vacancy rate.



Multifamily Housing Overview

Table 18: Multifamily Housing

The supply of multifamily housing has been steady over the past ten years at 7 buildings and 143 units. Vacancy rates were stable through 2012 but started rising in 2014. A net absorption analysis was not performed because there were no changes in supply.

Multifamily Vacancy Rate by Year					
Year	Bldgs	Inventory Units	Inventory SF	Vacant Units	Vacancy %
2016	7	143	1,017	13	11%
2015	7	143	1,017	16	13%
2014	7	143	1,017	11	9%
2013	7	143	1,017	5	4%
2012	7	143	1,017	8	7%
2011	7	143	1,017	7	6%
2010	7	143	1,017	7	6%
2009	7	143	1,017	7	6%
2008	7	143	1,017	8	7%
2007	7	143	1,017	8	7%

Source: CoStar

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