LOCAL WORKFORCE DEVELOPMENT AREA 3: NORTHEAST MINNESOTA

Covering the following counties: Aitkin, Carlton, Cook, Itasca, Koochiching, Lake and St. Louis - except for the city of Duluth

2021 REGIONAL PROFILE
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DEMOGRAPHICS

POPULATION CHANGE

Local Workforce Development Area 3 consists of seven counties in the Northeast region of the state, excluding the city of Duluth. According to population data from the [U.S. Census Bureau](https://www.census.gov), Local Area 3 was home to 239,019 people in 2020, accounting for 4.2% of the state’s total population. Local Area 3 lost 941 residents since 2010, a 0.4% decline. Meanwhile, the state of Minnesota’s population grew by 7.6%, an increase of 402,569 residents (Table 1).

Three of the 7 counties in the region lost population from 2010 to 2020 with Koochiching County losing 1,249 people, an 9.4% decline, making it the 3rd fastest declining county (of 87) in the state. Itasca and Aitkin Counties lost about 0.1% and 3.1% of their respective populations in the past decade while St. Louis County increased in population by only five people. Carlton County gained 821 people since 2010, a 2.3% increase, and Lake County added 39 people, a 0.4% increase. Cook County increased its population by 8.2%, the 15th fastest growing county in the state (Table 1).

COMPONENTS OF POPULATION CHANGE

The recent population decrease in Local Area 3 was fueled primarily by a natural decrease – 2,138 more deaths than births from 2010 to 2019. These decreases were supplemented by domestic migration loss during that time, when 292 more people moved out of the region than in. However, the population decrease would have been even greater if not for a gain of 1,237 new foreign-born immigrants to the region since 2010 (Table 2).

With the immigration, Local Area 3 was now home to 4,099 foreign born residents, or 1.7% of the total population. The largest number of immigrants in the region came from Europe, Canada, Asia, and Latin America (Figure 1). However, the fastest increase in immigrants came from Africa, which more than tripled since 2010.

Based on year of entry, Local Area 3’s foreign born population was “older” than the rest of the state. About 43% of the region’s immigrants entered the U.S. before 1990, compared to just 20% statewide. Concurrently, the region had a slightly smaller percentage of Foreign-born residents who entered 2010 or later than the state. However, foreign-born residents are more concentrated in the 15-44 age group than the native-born population – 38.8% compared to 31.9%. While a higher percentage of foreign-born residents had a bachelor’s degree or higher than native born residents, immigrants were also more than twice as likely to have less than a high school diploma.

### Table 1. Population Change 2010-2020

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>WDB 3 - Northeast</td>
<td>239,960</td>
<td>239,019</td>
<td>-941</td>
</tr>
<tr>
<td>Aitkin Co.</td>
<td>16,202</td>
<td>15,697</td>
<td>-505</td>
</tr>
<tr>
<td>Carlton Co.</td>
<td>35,386</td>
<td>36,207</td>
<td>821</td>
</tr>
<tr>
<td>Cook Co.</td>
<td>5,176</td>
<td>5,600</td>
<td>424</td>
</tr>
<tr>
<td>Itasca Co.</td>
<td>45,058</td>
<td>45,014</td>
<td>-44</td>
</tr>
<tr>
<td>Koochiching Co.</td>
<td>13,311</td>
<td>12,062</td>
<td>-1,249</td>
</tr>
<tr>
<td>Lake Co.</td>
<td>10,866</td>
<td>10,905</td>
<td>39</td>
</tr>
<tr>
<td>St. Louis Co.</td>
<td>200,226</td>
<td>200,231</td>
<td>5</td>
</tr>
<tr>
<td>-City of Duluth</td>
<td>86,265</td>
<td>86,697</td>
<td>432</td>
</tr>
<tr>
<td>Northeast Minnesota</td>
<td>326,225</td>
<td>325,716</td>
<td>-509</td>
</tr>
<tr>
<td>State of Minnesota</td>
<td>5,303,925</td>
<td>5,706,494</td>
<td>402,569</td>
</tr>
</tbody>
</table>

Source: [U.S. Census Bureau](https://www.census.gov)

### Table 2. Estimates of the Components of Population Change, 2010-2019

<table>
<thead>
<tr>
<th>County</th>
<th>Total Change</th>
<th>Natural Increase</th>
<th>Vital Events</th>
<th>Net Migration</th>
</tr>
</thead>
<tbody>
<tr>
<td>WDB 3 - Northeast</td>
<td>-1,415</td>
<td>-2,138</td>
<td>+21,765</td>
<td>23,903</td>
</tr>
<tr>
<td>Minnesota</td>
<td>+335,705</td>
<td>+250,488</td>
<td>+637,356</td>
<td>+386,868</td>
</tr>
</tbody>
</table>

Source: [U.S. Census Bureau, Population Estimates Program](https://www.census.gov)

### Figure 1. Place of Birth for the Foreign Born Population in WDB 3, 2018

- Europe: 27.1%
- Asia: 25.7%
- Africa: 13.8%
- Oceania: 22.8%
- Latin America: 10.4%
- Northern America: 0.3%

Source: 2015-2019 American Community Survey
POPCULATION BY AGE GROUP
Local Area 3 has a much older population than the rest of the state, with 39.4% of residents aged 55 years and over, compared to 29.7% statewide. Consequently, the Local Area 3 had a lower percentage of people in the 25- to 54-year-old age group, typically considered the “prime working years,” as well as a smaller percent of school-aged children. A large portion of the area’s population is a part of the Baby Boom generation, people born between 1946 and 1964, which is creating a significant shift in the population over time. While the number of younger and middle-aged residents was declining, the number of residents aged 55 years and over was rapidly increasing (Figures 2 and 3).

POPULATION PROJECTIONS BY AGE GROUP
Local Area 3 is projected to see population declines in the next 20 years. According to population projections from the State Demographic Center, the area is expected to lose just over 6,000 residents from 2020 to 2040, a -2.5 percent decline (Figure 4). In comparison, the state of Minnesota is projected to grow 8.8 percent from 2020 to 2040, closing in on 6.2 million residents.

However, Local Area 3 is expected to add around 19,339 people aged 75 years and over, a 78 percent jump. The region is also projected to see a small but notable gain in the 25- to 44-year-old age group, as well as a corresponding bump in children under 5. In contrast, the region is expected to lose school-aged children and young adults, as well as a huge number of people (-19,682 people) from 55 to 74 years as the current Baby Boom generation moves through the population pyramid.
POPULATION BY RACE
Local Area 3’s population is less diverse than the state’s but is becoming more diverse over time. In 2019, 93% of the region’s residents reported White alone as their race, compared to 82.8% of residents statewide. The region had much smaller percentages of Black or African American residents, Asian or Other Pacific Islanders, and people of Hispanic or Latino origin. However, at 2.9%, Local Area 3 had almost triple the state’s percentage of people reporting as American Indian or Alaska Native. Over 2.0% of residents identified as Two or More Races (Table 3).

Cook County had the most diverse populace in the region, with just 86.9% of residents reporting white alone as their race, while 8.7% of residents reported being American Indian or Alaska Native. In contrast, Aitkin County had 94.8% and Lake County had 96.6% of their populations reporting their race as white alone.

EDUCATIONAL ATTAINMENT
With 35.9% of adults aged 18 years and over holding a college degree, Local Area 3 had lower educational attainment than the state in 2019, where 44.4% of adults have an associate, bachelor’s, or advanced degree. In contrast, the area had a higher percentage of people with some college but no degree, and a high school diploma or equivalent. Beyond high school, area educational attainment only exceeded the state in associate degrees (Table 4).

Educational attainment varies significantly by race and ethnicity in Local Area 3. Thirteen percent or more of Asian, Black or African American, American Indian, and Hispanic or Latino residents had less than a high school diploma, compared to just 5.3% of white residents. Similar percentages of American Indians, residents of Some Other Race, Two or More Races, and Hispanic or Latino residents attended some college or had associate degrees when compared to white residents. Asians were the only group to surpass the share of white with at least a bachelor’s degree (Figure 5).
LABOR FORCE
LABOR FORCE CHANGE
According to data from DEED’s Local Area Unemployment Statistics program, Local Area 3 had 115,222 workers in 2020. Under the effects of the COVID-19 pandemic nearly 4,000 workers left the labor force over a year, accelerating a longer-term trend of decline. By comparison, in the depths of the recession in 2009, the region’s labor force reached its peak with nearly 124,300 workers, but then declined as the recovery from the recession took hold. Tracking with population decreases for the local area, the labor force lost 1,017 workers from 2005-2019 (Figure 6). Local Area 3 was one of three in the state to see a loss in its labor force over that period. In contrast, the state steadily gained workers over the past 15 years, even expanding slightly in 2020 (Figure 6).

An average net gain of about 1,500 additional labor force participants per year between 1990 and 2000 provided Local Area 3 employers to a large and growing pool of talented workers. However, from 2001 to 2019, the area’s labor force shrank, losing about 1,153 workers in 19 years. In the past decade, the region averaged a loss of 117 workers per year before 2020 increased the average deficit to almost 500 (Figure 6).

An increasingly tight labor market and a growing scarcity of workers has for years been recognized as one of Local Area 3’s most significant barriers to future economic growth. In the face of these constraints, it became evident that a more diverse workforce in terms of age, gender, race, ethnicity, disability status, and origin has been and will continue to be a vital source of the workers that employers need to succeed. As the White, native-born workforce continues to age, younger workers of different races or from different countries comprise the fastest growing segments of the labor force.
LABOR FORCE PROJECTIONS
If Local Area 3’s population changes at the projected rates shown in Figure 4 above, the area would be expected to see a decline in the labor force over the next decade. Applying current labor force participation rates to future population projections by age group creates labor force projections for the region, which show a steady 5.7% drop in workforce numbers. In addition to the overall decline, the labor force will also see a significant shift over time, with gains in the number of workers aged 65 years and over but huge declines in the number of workers aged 45 to 64 years. The region is also expected to lose teenaged workers and entry-level workers in the next decade. However, the local workforce is expected to see small gains in the number of 25 to 44 year olds. The long-term aging and decline of the labor force will likely lead to an even tighter labor market in the future, with employers needing to respond to the changing labor force availability in the region (Table 5).

EMPLOYMENT CHARACTERISTICS
With 58% of the population over 16 years of age in the labor force, Local Area 3 had a much lower labor force participation rate than the state. In addition, every age group had lower labor force participation rates than those statewide, especially for 55 to 64 year olds (Table 6).

The region had lower participation rates than the state for almost every race group; and had large unemployment rate disparities for people of color. Only a little over a third of eligible Black or African Americans were in the labor force. Unemployment rates for American Indians and Two or More Races were three and four times more than the rate for whites. The region also had 5,872 veterans and 7,057 workers with disabilities in the labor force, with both having lower participation rates than the state. Unemployment rates were highest for youth, people of color, and workers with disabilities.
UNEMPLOYMENT RATES
Local Area 3 has consistently reported higher unemployment rates than Minnesota, typically hovering around two percentage points above the state rate. According to Local Area Unemployment Statistics, the region’s unemployment rate reached its peak in 2009 at 9.9%, then steadily declined to an annual rate of 4.6% in 2018. Since then, the unemployment rate rose to 5.1% in 2019 and then increased significantly in 2020 under the effects of the COVID-19 pandemic. Despite this, the unemployment rate in WDB 3 did not rise as fast in 2019-2020 as the rest of the state (Figure 8).

JOBSEEKERS PER VACANCY
Prior to the coronavirus crisis, the number of available workers declined, and the region’s labor market tightened through the 4th quarter 2019. One clear demonstration of this is the ratio of unemployed jobseekers per vacancy, which in 2019 stood at 0.9-to-1 in Northeast Minnesota. After briefly rising to 2.7 in the 2nd quarter of 2020, the ratio sat near one at the end of the year, indicating a return of tight labor market conditions. According to recent job vacancy survey results, there were 7,846 openings reported by employers compared to 7,102 unemployed jobseekers in the region. By comparison, the ratio climbed as high as 11.1 during the recession in 2009 (Figure 9).

COMMUTE SHED AND LABOR SHED
According to commuting data from the U.S. Census Bureau, the majority – about 80% - of workers employed in Local Area 3 also lived in the region. However, Local Area 3 is a net exporter of labor, having fewer jobs than, workers, primarily due to the jobs in the city of Duluth. In sum, 67,555 workers both lived and worked in the 7-county Local Area, while another 16,718 workers commuted or telecommuted to the region for work, compared to 39,628 who lived in the region but commuted to a different area for work (Table 7, Figure 10).
St. Louis County is the largest employment center in the area and was the biggest draw for workers, followed by Itasca, Carlton, Koochiching, Aitkin, Lake, and Cook counties. Employers in the region drew workers from Douglas County in Wisconsin as well as Pine County to the south of the region. In contrast, the area sent over 7,000 workers to the Twin Cities, represented by Hennepin and Ramsey County, as well as to Douglas County, Wisconsin (Figure 10). The average commute time for workers in the region was 20.7 minutes, compared to 23.7 minutes for workers statewide. More than half of workers commuted less than 20 minutes each way, compared to 46.0% statewide. About 5% of workers worked at home prior to the pandemic, and 3.5% were able to walk to work. About half (49.5%) of workers left home between 6:00 a.m. and 8:00 a.m.1

INCOMES, WAGES AND OCCUPATIONS

HOUSEHOLD INCOMES

Household incomes were significantly lower in Local Area 3 than the rest of the state. The median household was $57,253 in 2019, compared to $71,306 in Minnesota. Just under 44% of the households in the region had incomes below $50,000 in 2019, compared to 34.8% of households statewide. Only 7.6% of households had incomes greater than $150,000 in the region (Figure 11).

Median household incomes varied significantly by race or origin in the region. Black or African American households reported the lowest incomes in Local Area 3, with a median income that was more than $40,000 lower than for white households. American Indian and Asian households also reported much lower median incomes. Meanwhile, Two or More Races and Hispanic or Latino households reported median incomes closer to that of white households. However, sample sizes were small for several of the race groups, leading to large margins of error and big swings compared to previous years (Figure 12).

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1 U.S. Census American Community Survey 2015-2019 5 year estimates.
COST OF LIVING
According to DEED’s Cost of Living tool, the basic needs budget for an average Minnesota family (which consists of 2 adults and 1 child, with 1 full-time and 1 part-time worker) was $58,800 in 2020. The cost of living for a similar family in Northeast Minnesota was $48,804 – which was the third lowest of the 6 planning regions in the state. The highest monthly costs were for transportation, food, and housing; though the region’s housing, childcare, and taxes were significantly lower than the rest of the state. In order to meet the basic needs cost of living for the region, the two workers in the family scenario described would need to earn $15.64 per hour working a combined 60 hours per week.

DEED’s Cost of Living tool provides different estimates for household compositions including single people, partnered couples, and up to 4 children. For a single person living alone and working full-time, the estimated yearly cost in the Arrowhead would be $29,268, which would require an hourly wage of $14.07 to meet the basic needs standard of living (Table 8).

Table 8. Family Yearly Cost, Worker Hourly Wage, and Family Monthly Costs, 2020

<table>
<thead>
<tr>
<th>Family Composition</th>
<th>Number of Workers</th>
<th>Yearly Cost of Living</th>
<th>Hourly Wage Required</th>
<th>Monthly Costs</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Childcare</td>
</tr>
<tr>
<td>Northeast Minnesota</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Single, 0 children</td>
<td>1 FT</td>
<td>$29,268</td>
<td>$14.07</td>
<td>$0</td>
</tr>
<tr>
<td>Single, 1 child</td>
<td>1 FT</td>
<td>$43,896</td>
<td>$21.10</td>
<td>$575</td>
</tr>
<tr>
<td>2 parents, 1 child</td>
<td>1 FT, 1 PT</td>
<td>$48,804</td>
<td>$15.64</td>
<td>$287</td>
</tr>
<tr>
<td>2 parents, 2 children</td>
<td>2 FT</td>
<td>$67,908</td>
<td>$16.32</td>
<td>$1,003</td>
</tr>
<tr>
<td>State of Minnesota</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Single, 0 children</td>
<td>1 FT</td>
<td>$32,964</td>
<td>$15.85</td>
<td>$0</td>
</tr>
<tr>
<td>2 parents, 1 child</td>
<td>1 FT, 1 PT</td>
<td>$58,800</td>
<td>$18.85</td>
<td>$546</td>
</tr>
</tbody>
</table>

Overall, Local Area 3’s poverty rate was 11.5%, which was well above the statewide rate of 9.7%. Like incomes, poverty levels varied widely by race and origin. It was estimated that 36.4% of the region’s Black or African American population lived below the poverty level in 2019, compared to just 10.4% of the white population. Likewise, poverty levels hovered around 30% for American Indians, and 27% for people of two or more races. Just under 19% percent of people of Asian and 16.1% Hispanic or Latino origin also were below the poverty level in 2019. At 10.7%, residents of Some Other Race had the lowest poverty rate of people of color in the area. In many cases, the region’s poverty rate was higher than the state’s poverty rate, except for American Indians, residents of Some Other Race, and Hispanic or Latinos. (Figure 13).
WAGES AND OCCUPATIONS

According to DEED’s Occupational Employment Statistics program, the median hourly wage for all occupations in Northeast Minnesota was $20.49 in the first quarter of 2021, which was the third lowest wage level of the six planning regions in the state. Northeast’s median wage was $2.51 below the state’s median hourly wage, equaling 89.1% of the statewide wage rate, and $4.44 below the median hourly wage in the Twin Cities metro area, which would amount to nearly $9,235 per year for a full-time worker (Table 9).

Based on location quotient, Northeast Minnesota stands out for having higher concentrations of Community and Social Service, Protective Service, Forestry, Installation, Maintenance, Construction & Extraction, and Healthcare workers than the state. The largest occupations in the region include Office & Administrative Support, Sales & Related, Food Preparation & Serving, Healthcare Practitioner, and Healthcare Support positions (Table 10).

Perhaps unsurprisingly, the lowest-paying jobs are concentrated in the service-providing Food Prep & Serving, Sales & Related, Healthcare Support, Personal Care, and Building, Grounds Cleaning & Maintenance occupations, which tend to have lower educational and training requirements. For the most part, the gap in pay between Northeast Minnesota and the state is also much lower in these jobs (Table 10).

### Table 9. Occupational Employment Statistics by Region, 1st Qtr. 2021

<table>
<thead>
<tr>
<th>Region</th>
<th>Median Hourly Wage</th>
<th>Estimated Regional Employment</th>
<th>Share of Total Employment</th>
<th>Location Quotient</th>
<th>Median Hourly Wage</th>
<th>Estimated Regional Employment</th>
<th>Share of Total Employment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Northeast Minnesota</td>
<td>$20.49</td>
<td>132,720</td>
<td>100.0%</td>
<td>1.0</td>
<td>$20.49</td>
<td>207,970</td>
<td>100.0%</td>
</tr>
<tr>
<td>Northwest Minnesota</td>
<td>$19.24</td>
<td>195,120</td>
<td>99.3%</td>
<td>1.0</td>
<td>$19.13</td>
<td>209,210</td>
<td>99.5%</td>
</tr>
<tr>
<td>Southeast Minnesota</td>
<td>$21.13</td>
<td>36,260</td>
<td>100.0%</td>
<td>1.0</td>
<td>$21.66</td>
<td>32,930</td>
<td>100.0%</td>
</tr>
<tr>
<td>Southwest Minnesota</td>
<td>$19.34</td>
<td>166,690</td>
<td>98.7%</td>
<td>1.0</td>
<td>$19.34</td>
<td>169,240</td>
<td>98.8%</td>
</tr>
<tr>
<td>Twin Cities Metro Area</td>
<td>$24.93</td>
<td>1,697,060</td>
<td>98.9%</td>
<td>1.0</td>
<td>$25.39</td>
<td>1,697,060</td>
<td>99.2%</td>
</tr>
<tr>
<td>State of Minnesota</td>
<td>$23.00</td>
<td>2,708,760</td>
<td>100.0%</td>
<td>1.0</td>
<td>$23.00</td>
<td>2,708,760</td>
<td>100.0%</td>
</tr>
</tbody>
</table>

Source: DEED Occupational Employment Statistics, Qtr. 1 2021
In contrast, the highest paying jobs are found in Management, Architecture and Engineering, Legal, Computer & Mathematical, Healthcare Practitioners, Life, Physical, & Social Science, and Business & Financial Operations occupations, which all need higher levels of education and experience, including many that require postsecondary training. The pay gaps between the region and state are much bigger in these occupations often exceeding $5.00 per hour – or $10,000 per year for a full-time worker. Transportation & Material Moving, Production, Protective Service, Personal Care, and Forestry paid higher wages regionally (Table 10).

**JOB VACANCY SURVEY**

Employers in Northeast Minnesota reported 7,102 job vacancies in the fourth quarter of 2020, the fourth highest total in a 4th quarter since 2009, despite being in the middle of a pandemic recovery. Demand for workers was high across most industries, with the largest number of openings in Health Care & Social Assistance (2,049 job vacancies), Retail Trade (1,844), Accommodation and Food Services (1,127), Other Services (500), and Educational Services (413). More than 83% of regional vacancies were in these industries.

Rising demand has led to rising wages, with the median hourly wage offer from the current survey jumping to $14.46 per hour, which was the highest for a 4th quarter result. Wage offers ranged from under $12.50/hr for Food Prep & Serving and Community & Social Service occupations to over $30/hr for Architecture & Engineering and Business & Financial Operations positions.

The largest number of vacancies by occupation were in Sales, Food Preparation and Serving, Health Care and Office and Administrative Support Occupations. Almost two-thirds of regional vacancies were in these occupational groups. Overall, 44% of the openings were part-time, 30% required post-secondary education, and 32% required 1 or more years of experience (Table 11). In sum, educational requirements in the region had been stable or declining over the past 5 years, while work experience requirements were relatively stable.

<table>
<thead>
<tr>
<th>Table 11. Northeast Minnesota Job Vacancy Survey Results, Qtr. 4 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Northeast Minnesota</strong></td>
</tr>
<tr>
<td>------------------------------------------------------------------</td>
</tr>
<tr>
<td>Total, All</td>
</tr>
<tr>
<td>Sales &amp; Related</td>
</tr>
<tr>
<td>Food Preparation &amp; Serving Related</td>
</tr>
<tr>
<td>Healthcare Practitioners &amp; Technical</td>
</tr>
<tr>
<td>Healthcare Support</td>
</tr>
<tr>
<td>Office &amp; Administrative Support</td>
</tr>
<tr>
<td>Installation, Maintenance, &amp; Repair</td>
</tr>
<tr>
<td>Community &amp; Social Service</td>
</tr>
<tr>
<td>Transportation &amp; Material Moving</td>
</tr>
<tr>
<td>Building &amp; Grounds Cleaning &amp; Maint.</td>
</tr>
<tr>
<td>Management</td>
</tr>
<tr>
<td>Educational Instruction &amp; Library</td>
</tr>
<tr>
<td>Personal Care &amp; Service</td>
</tr>
<tr>
<td>Arts, Design, Entert., Sports, &amp; Media</td>
</tr>
<tr>
<td>Protective Service</td>
</tr>
<tr>
<td>Production</td>
</tr>
<tr>
<td>Construction &amp; Extraction</td>
</tr>
<tr>
<td>Life, Physical, &amp; Social Science</td>
</tr>
<tr>
<td>Computer &amp; Mathematical</td>
</tr>
<tr>
<td>Architecture &amp; Engineering</td>
</tr>
<tr>
<td>Business &amp; Financial Operations</td>
</tr>
</tbody>
</table>

*Source: DEED Job Vacancy Survey, Qtr. 4 2020*
EDUCATIONAL REQUIREMENTS
Reflecting the recent job vacancy data, DEED’s Occupational Employment Statistics program shows that slightly more than one-third of current jobs held in the region require post-secondary education to enter. The other two-thirds require no more than a high school diploma, and sometimes less. However, some amount of on-the-job training is often needed (Figure 14).

Certain careers – such as dentists, lawyers, and teachers – require a college education, while other jobs – including cost estimators, sales representatives, and correctional officers – do not. College is an excellent way to move up career ladders and open windows of opportunity to fields that would otherwise be closed, such as nursing or engineering. Many of these occupations offer high wages and are in high demand in the marketplace. While education is typically a worthwhile investment, college can be expensive – with average annual expenses ranging between $19,500 and more than $49,000 per year in Minnesota². For those who go to college, choice of major matters – different programs lead to different jobs that earn different amounts of money.

EMPLOYMENT PROJECTIONS
Overall, the Northeast planning area is projected to grow 1.6% from 2018 to 2028, a gain of 2,537 new jobs. In addition, the region is also expected to need 185,660 replacement openings to fill jobs left vacant by retirements and other career changers. Personal Care, Healthcare, Community & Social Service, and Construction & Extraction occupations are expected to see the most positions from new growth. Food Prep and Office occupations are expected to see the most total openings. Office & Administration Support, Sales, Production, Arts, Design & Entertainment, and Farming, Fishing, & Forestry occupations are expected to decline but every occupational group will show some future demand through replacement openings (Figure 15).

² [http://www.ohe.state.mn.us/mPg.cfm?pageID=94](http://www.ohe.state.mn.us/mPg.cfm?pageID=94)
OCCUPATIONS IN DEMAND
According to DEED’s Occupations in Demand tool, there are over 415 occupations in demand (OID) in Northeast Minnesota, and 250 occupations are showing relatively high demand. Training and education requirements of these occupations range from short-term on-the-job training to postsecondary education and advanced degrees. Most OID require a high school diploma or less, and less than one-third require a bachelor’s degree or higher. While OID exist in every sector, the region’s major industries are well represented as many of the jobs are concentrated in Health Care, Accommodation and Food Service, Other Services, and other related industries (Table 12).

Table 12. 2020 Occupations in Demand by Education Level, Northeast Minnesota

<table>
<thead>
<tr>
<th>High School or Less</th>
<th>Vocational Training</th>
<th>Some College or Assoc. Degree</th>
<th>Bachelor’s Degree or Higher</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail Salespersons ($27,927)</td>
<td>Nursing Assistants ($34,934)</td>
<td>Registered Nurses ($71,527)</td>
<td>Nurse Practitioners ($120,582)</td>
</tr>
<tr>
<td>Home Health and Personal Care Aides ($29,059)</td>
<td>Automotive Service Technicians and Mechanics ($41,697)</td>
<td>Forest and Conservation Technicians ($45,122)</td>
<td>Elementary School Teachers ($63,606)</td>
</tr>
<tr>
<td>Pharmacy Technicians ($37,133)</td>
<td>Licensed Practical and Licensed Vocational Nurses ($46,062)</td>
<td>Computer Network Support Specialists ($63,126)</td>
<td>Child, Family, &amp; School Social Workers ($53,625)</td>
</tr>
<tr>
<td>First-Line Supervisors of Retail Sales Workers ($42,031)</td>
<td>Electricians ($70,377)</td>
<td>Web Developers and Digital Interface Designers ($64,786)</td>
<td>Pharmacists ($140,415)</td>
</tr>
<tr>
<td>Maids &amp; Housekeeping Cleaners ($28,288)</td>
<td>Medical Assistants ($44,148)</td>
<td>Veterinary Technologists and Technicians ($36,467)</td>
<td>Foresters ($64,000)</td>
</tr>
<tr>
<td>Operating Engineers and Other Construction Equipment Operators ($64,687)</td>
<td>Health Information Technologists, Medical Registrars, &amp; Surgical Assistants ($72,037)</td>
<td>Surgical Technologists ($61,239)</td>
<td>General Internal Medicine Physicians ($150,000)</td>
</tr>
<tr>
<td>Landscaping and Groundskeeping Workers ($30,011)</td>
<td>Electrical and Electronics Repairers, Powerhouse, Substation, and Relay ($95,333)</td>
<td>Electrical and Electronic Engineering Technologists and Technicians ($75,254)</td>
<td>Clinical, Counseling, and School Psychologists ($92,563)</td>
</tr>
<tr>
<td>Customer Service Representatives ($37,099)</td>
<td>Dental Assistants ($48,991)</td>
<td>Environmental Science and Protection Technicians ($54,927)</td>
<td>Substitute Teachers, Short-Term ($74,453)</td>
</tr>
<tr>
<td>Pharmacy Aides ($27,460)</td>
<td>Mobile Heavy Equipment Mechanics, Except Engines ($61,339)</td>
<td>Mechanical Engineering Technologists and Technicians ($64,953)</td>
<td>Training and Development Managers ($85,069)</td>
</tr>
</tbody>
</table>

Source: DEED Occupations in Demand

ECONOMY
INDUSTRY EMPLOYMENT
According to DEED’s Quarterly Census of Employment & Wages (QCEW) program, Local Area 3 was home to 6,461 business establishments providing 78,169 covered jobs through 2020, with a total payroll that approached $3.6 billion. That was about 2.9% of total employment in the state of Minnesota. Average annual wages were $45,866 in the region, which was $18,298 lower than it was statewide (Table 13).
Table 13. Workforce Service Area 3 - Northeast Industry Employment, 2020

<table>
<thead>
<tr>
<th>Geography</th>
<th>Number of Jobs</th>
<th>Total Payroll</th>
<th>Average Annual Wage</th>
<th>2015-2020</th>
<th>2019-2020</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Change in Jobs</td>
<td>Percent Change</td>
</tr>
<tr>
<td>WDB 3 - Northeast</td>
<td>78,169</td>
<td>3,585,298</td>
<td>$45,866</td>
<td>-4,995</td>
<td>-6.0%</td>
</tr>
<tr>
<td>Aitkin Co.</td>
<td>4,012</td>
<td>$160,160,714</td>
<td>$39,920</td>
<td>+242</td>
<td>+6.4%</td>
</tr>
<tr>
<td>Carlton Co.</td>
<td>12,332</td>
<td>$607,030,367</td>
<td>$49,224</td>
<td>-1,208</td>
<td>-8.9%</td>
</tr>
<tr>
<td>Cook Co.</td>
<td>2,455</td>
<td>$89,752,790</td>
<td>$36,559</td>
<td>-464</td>
<td>-15.9%</td>
</tr>
<tr>
<td>Itasca Co.</td>
<td>15,318</td>
<td>$682,495,113</td>
<td>$44,555</td>
<td>-975</td>
<td>-6.0%</td>
</tr>
<tr>
<td>Koochiching Co.</td>
<td>4,162</td>
<td>$196,198,979</td>
<td>$47,141</td>
<td>-419</td>
<td>-9.1%</td>
</tr>
<tr>
<td>Lake Co.</td>
<td>3,661</td>
<td>$172,763,449</td>
<td>$47,190</td>
<td>-554</td>
<td>-13.1%</td>
</tr>
<tr>
<td>St. Louis Co.</td>
<td>89,867</td>
<td>$4,611,351,356</td>
<td>$51,313</td>
<td>-7,546</td>
<td>-7.7%</td>
</tr>
<tr>
<td>City of Duluth</td>
<td>53,640</td>
<td>$2,934,455</td>
<td>$54,706</td>
<td>-5,927</td>
<td>-10.0%</td>
</tr>
<tr>
<td>State of Minnesota</td>
<td>2,706,953</td>
<td>$173,687,525</td>
<td>$64,163</td>
<td>-67,473</td>
<td>-2.4%</td>
</tr>
</tbody>
</table>

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

Not including the city of Duluth, St. Louis County is the largest employment center in the region with 53,640 jobs at 2,494 firms; followed by Itasca County and Carlton County with 15,318 and 12,332 jobs, respectively. All of the counties, except for Aitkin lost employment from 2015-2020, largely driven by large employment losses in 2020 as a result of the COVID-19 pandemic. Overall, the workforce service area lost just under 5,000 jobs over five years and more than 6,300 from 2019 to 2020. In addition to Aitkin County, Carlton and Itasca also saw smaller than average employment losses in 2020. Cook and Lake Counties saw the largest relative losses (Table 13).

Local Area 3 experienced a period of recovery following the Great Recession and, as of 2019, had regained all jobs that were lost and about 2,800 more. However, a decade of gains was wiped out in one a couple months in 2020. As a result, an employment increase of 8% became a loss of 0.1%. Over the same ten-year period, the state added 134,511 jobs, and increase of 5.2%. Similarly, the state saw a smaller relative employment loss of 6.7% in 2020 (Figure 16).
With 15,082 jobs at 627 firms, Health Care & Social Assistance is the largest employing industry in Local Area 3, accounting for 19.3% of total jobs in the region. That is a slightly larger share than the state’s concentration of employment in the Health Care industry. The number of jobs in Health Care & Social Assistance decreased by 1.2% since 2015, a decline smaller than the area average of -6%. Until from 2014-2019 Health Care employment in the area increased 2.5%. At $44,714 in 2020, average annual wages were about $1,100 lower in Health Care than all industries.

The next largest industries were Retail Trade and Accommodation & Food Services, which combined to account for 23.4% of all the jobs in the region. However, with Retail Trade at $29,649 and Accommodation & Food Services at $16,991, average annual wages for these industries were among the lowest. The other lowest-paying industries were Arts, Entertainment & Recreation ($27,730), and Real Estate, Rental & Leasing ($28,675). Arts, Entertainment & Recreation and Accommodation & Food Services saw the largest absolute employment declines in 2020, losing 688 and 1,772 jobs respectively.

Employment in Public Administration and Educational Services comprise the fourth and fifth largest industries in the region, accounting for 17.7% of total employment. Perhaps the industry most associated with the region is Mining, which offered 3,889 jobs at 33 firms. The Mining industry saw employment decline by 475 over the past five years, the bulk of which was lost in 2020 during pandemic-related shutdowns. Only four out of 20 industry sectors saw employment gains from 2015-2020. Of those, Management fared the best growing 23.9%, followed by Public Administration which expanded 2.8%. Management was the only industry sector to avoid employment loss in 2019-2020, such was the impacts of the COVID-19 pandemic on the local economy (Table 14).

### Table 14. WDB 3 - Northeast Industry Employment Statistics, 2020

<table>
<thead>
<tr>
<th>NAICS Industry Title</th>
<th>2020 Annual Data</th>
<th>2015-2020</th>
<th>2019-2020</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Number of Firms</td>
<td>Number of Jobs</td>
<td>Total Payroll</td>
</tr>
<tr>
<td>Total, All Industries</td>
<td>6,461</td>
<td>78,169</td>
<td>$3,585,298</td>
</tr>
<tr>
<td>Health Care &amp; Social Assistance</td>
<td>672</td>
<td>15,082</td>
<td>$674,376</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>939</td>
<td>10,948</td>
<td>$324,596</td>
</tr>
<tr>
<td>Accommodation &amp; Food Services</td>
<td>702</td>
<td>7,308</td>
<td>$124,170</td>
</tr>
<tr>
<td>Public Administration</td>
<td>313</td>
<td>7,254</td>
<td>$373,895</td>
</tr>
<tr>
<td>Educational Services</td>
<td>189</td>
<td>6,616</td>
<td>$370,485</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>256</td>
<td>5,313</td>
<td>$331,890</td>
</tr>
<tr>
<td>Construction</td>
<td>857</td>
<td>4,579</td>
<td>$327,830</td>
</tr>
<tr>
<td>Mining</td>
<td>33</td>
<td>3,889</td>
<td>$348,785</td>
</tr>
<tr>
<td>Finance &amp; Insurance</td>
<td>281</td>
<td>2,499</td>
<td>$141,009</td>
</tr>
<tr>
<td>Transportation &amp; Warehousing</td>
<td>287</td>
<td>2,476</td>
<td>$108,939</td>
</tr>
<tr>
<td>Other Services</td>
<td>563</td>
<td>2,389</td>
<td>$77,507</td>
</tr>
<tr>
<td>Arts, Entertainment, Recreation</td>
<td>173</td>
<td>2,030</td>
<td>$56,292</td>
</tr>
<tr>
<td>Admin. Support &amp; Waste Mgmt. Svs.</td>
<td>252</td>
<td>1,936</td>
<td>$61,323</td>
</tr>
<tr>
<td>Wholesale Trade</td>
<td>178</td>
<td>1,849</td>
<td>$118,724</td>
</tr>
<tr>
<td>Professional &amp; Technical Services</td>
<td>322</td>
<td>1,501</td>
<td>$88,305</td>
</tr>
<tr>
<td>Utilities</td>
<td>43</td>
<td>752</td>
<td>$71,751</td>
</tr>
<tr>
<td>Agriculture, Forestry, Fish &amp; Hunt</td>
<td>132</td>
<td>558</td>
<td>$23,399</td>
</tr>
<tr>
<td>Real Estate &amp; Rental &amp; Leasing</td>
<td>168</td>
<td>474</td>
<td>$13,592</td>
</tr>
<tr>
<td>Information</td>
<td>87</td>
<td>440</td>
<td>$18,960</td>
</tr>
<tr>
<td>Management of Companies</td>
<td>17</td>
<td>280</td>
<td>$23,947</td>
</tr>
</tbody>
</table>

Source: DEED Quarterly Census of Employment & Wages (QCEW) program
EMPLOYMENT DEMOGRAPHICS
According to DEED’s Quarterly Employment Demographics (QED) program, the workforce in the region was aging over the past 10 years. Nearly one-quarter (23.4%) of workers in the region were 55 years or older, compared to 22.4% statewide and just 19.5% in the region one decade earlier. In contrast, the percentage of workers under 25 years old fell from 18.8% in 2010 to 17.3% in 2020 (Table 15). The share of workers 19 years and under was higher in Northeast Minnesota than the rest of the state.

As noted above, wages climbed across the board for all workers due to rising demand and a tight labor market. Wages were lowest for the youngest and oldest workers who tend to fill lower-skilled, less-than-full time jobs in industries like Retail Trade, Arts, Entertainment and Recreation, and Accommodation and Food Services. Despite having the lowest wages, workers under 25 years of age saw the highest relative wage growth over the past decade. The age groups with the highest wages were those between 45 and 64 years, with median hourly wages greater than $24.

By gender, the share of women workers in the regional workforce declined slightly from 2010 to 2020. And while the median hourly wage for women increased relatively faster than it did for men over the last 10 years, women still earn only 80% of the male median wage. In 2010 that ratio was 74% so the pay gap is narrowing but still significant.

Lastly, QED tracks the number of hours worked per quarter. A full-time, 35 hours a week worker would equate to 455 hours per quarter. Only 45 to 54-year-old workers had a median number of hours worked that exceeded that figure. The fewest median hours worked were by workers 19 and under and 65 years and older. Women worked a median 353 hours per quarter in 2020, 80% of the male median. From 2010, median hours worked fell 4% for all workers. Hours increased for the youngest and oldest workers, growing nearly 15% for workers 65 and older (Table 15).

<table>
<thead>
<tr>
<th>Northeast Minnesota</th>
<th>Percentage of Workers</th>
<th>Percent of Workers, Minnesota</th>
<th>Median Hourly Wage</th>
<th>Median Hours Worked (Per Qtr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total, all ages</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
</tr>
<tr>
<td>19 years &amp; under</td>
<td>6.6%</td>
<td>6.4%</td>
<td>6.0%</td>
<td>5.7%</td>
</tr>
<tr>
<td>20 to 24 years</td>
<td>12.2%</td>
<td>10.9%</td>
<td>11.1%</td>
<td>9.5%</td>
</tr>
<tr>
<td>25 to 44 years</td>
<td>37.9%</td>
<td>40.9%</td>
<td>42.6%</td>
<td>43.5%</td>
</tr>
<tr>
<td>45 to 54 years</td>
<td>24.0%</td>
<td>18.6%</td>
<td>22.9%</td>
<td>18.9%</td>
</tr>
<tr>
<td>55 to 64 years</td>
<td>16.3%</td>
<td>18.2%</td>
<td>14.0%</td>
<td>17.3%</td>
</tr>
<tr>
<td>65 years &amp; over</td>
<td>3.2%</td>
<td>5.2%</td>
<td>3.4%</td>
<td>5.1%</td>
</tr>
<tr>
<td>Male</td>
<td>49.2%</td>
<td>49.8%</td>
<td>48.6%</td>
<td>49.2%</td>
</tr>
<tr>
<td>Female</td>
<td>50.8%</td>
<td>50.2%</td>
<td>51.4%</td>
<td>50.8%</td>
</tr>
</tbody>
</table>

* Through 3rd Qtr. 2020. Source: DEED Quarterly Employment Demographics
EMPLOYMENT DIVERSITY

While people of color make up 7% of the population, they held 7.5% of total jobs in Local Area 3, according to data from the Quarterly Workforce Indicators (QWI) program. In 2020, that equaled 6,041 workers of color, compared to 80,156 White workers. However, workers of color held only 4.5% of area jobs in 2000, meaning that their employment presence grew 68% in the last 20 years (Figures 17 and 18).

Workers of color have filled an additional 2,260 jobs in Local Area 3 since 2000, slowing the overall decline of jobs. With 2,040 jobs, American Indians were the largest workers of color group in the area, growing 27% since 2000. The next largest group was people of Two or More Races, who held 1,393 jobs in 2020, an increase of 81% from 2000. The number of African American or Black workers more than doubled from 374 in 2000 to 739 in 2020. Finally, Asians held 597 jobs in 2020, a 60% increase from 2000. Under the impacts of the coronavirus in 2020, workers of color lost relatively fewer jobs (-5.3%) than white workers (-6.2%) (Figures 17, 18).

Most sectors in Local Area 3 are non-diverse, with two notable exceptions. Arts, Entertainment, and Recreation in which 19% of workers were of color, 11.8% of which were American Indians. Similarly, 13.1% of Public Administration jobs were held by workers of color, primarily American Indians. Health Care and Social Assistance had the most workers of color (1,012), followed by Public Administration (978), and Accommodation and Food Services (900) (Figure 19).

Source: DEED, Census LEHD Quarterly Workforce Indicators.
INDUSTRY PROJECTIONS
The Northeast Minnesota planning region is projected to grow 1.6% from 2018 to 2028, a gain of 2,537 new jobs. By comparison, the state is projected to grow 4.7% over the same period. The largest and second-fastest growing industry is expected to be Health Care and Social Assistance, which is more than triple the gains expected by every other industry except Construction. The region is also expected to see significant employment growth in Construction, Admin Svcs., Mining, and Professional & Tech. Svcs. In contrast, Retail Trade is expected to lose 1,002 jobs in the next decade, and Manufacturing will also see cuts (Table 16).

NONEMPLOYER ESTABLISHMENTS
Northeast Minnesota was home to 20,466 self-employed businesses or “nonemployers” in 2018, which are defined by the U.S. Census Bureau as “businesses without paid employees that are subject to federal income tax, originating from tax return information of the Internal Revenue Service (IRS).” Unlike covered employment, Northeast Minnesota saw a steady decline in nonemployers over the past decade, responding to economic changes. In sum, the region lost 1,709 nonemployers from 2007 to 2018, a -7.7% decrease. These non-employers generated sales receipts of over $812 million in 2018 (Table 17).

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

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

3 2018-2028 projections do not include the effects of the COVID-19 pandemic.

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### Table 16. Northeast Minnesota Industry Projections, 2018-2028

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total, All Industries</td>
<td>160,443</td>
<td>162,980</td>
<td>+1.6%</td>
<td>+2,537</td>
</tr>
<tr>
<td>Health Care &amp; Social Assistance</td>
<td>33,615</td>
<td>37,375</td>
<td>+11.2%</td>
<td>+3,760</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>17,469</td>
<td>16,467</td>
<td>-5.7%</td>
<td>-1,002</td>
</tr>
<tr>
<td>Public Administration</td>
<td>15,345</td>
<td>15,329</td>
<td>-0.1%</td>
<td>-16</td>
</tr>
<tr>
<td>Accommodation &amp; Food Services</td>
<td>14,993</td>
<td>15,114</td>
<td>+0.8%</td>
<td>+121</td>
</tr>
<tr>
<td>Educational Services</td>
<td>12,797</td>
<td>12,763</td>
<td>-0.3%</td>
<td>-34</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>8,748</td>
<td>8,024</td>
<td>-8.3%</td>
<td>-724</td>
</tr>
<tr>
<td>Construction</td>
<td>6,363</td>
<td>7,145</td>
<td>+12.3%</td>
<td>+782</td>
</tr>
<tr>
<td>Other Services, Ex. Public Admin</td>
<td>6,932</td>
<td>6,692</td>
<td>-3.5%</td>
<td>-240</td>
</tr>
<tr>
<td>Transportation &amp; Warehousing</td>
<td>4,914</td>
<td>4,991</td>
<td>+1.6%</td>
<td>+77</td>
</tr>
<tr>
<td>Finance &amp; Insurance</td>
<td>4,848</td>
<td>4,765</td>
<td>-1.7%</td>
<td>-83</td>
</tr>
<tr>
<td>Professional &amp; Technical Services</td>
<td>4,436</td>
<td>4,727</td>
<td>+6.6%</td>
<td>+291</td>
</tr>
<tr>
<td>Mining</td>
<td>4,208</td>
<td>4,516</td>
<td>+7.3%</td>
<td>+308</td>
</tr>
<tr>
<td>Administrative &amp; Waste Services</td>
<td>3,282</td>
<td>3,594</td>
<td>+9.5%</td>
<td>+312</td>
</tr>
<tr>
<td>Arts, Entertainment, &amp; Recreation</td>
<td>3,510</td>
<td>3,337</td>
<td>-4.9%</td>
<td>-173</td>
</tr>
<tr>
<td>Wholesale Trade</td>
<td>3,275</td>
<td>3,208</td>
<td>-2.0%</td>
<td>-67</td>
</tr>
<tr>
<td>Utilities</td>
<td>1,433</td>
<td>1,405</td>
<td>-2.0%</td>
<td>-28</td>
</tr>
<tr>
<td>Real Estate &amp; Rental &amp; Leasing</td>
<td>1,330</td>
<td>1,294</td>
<td>-2.7%</td>
<td>-36</td>
</tr>
<tr>
<td>Information</td>
<td>1,406</td>
<td>1,240</td>
<td>-11.8%</td>
<td>-166</td>
</tr>
<tr>
<td>Agriculture, Forestry, Fish &amp; Hunt</td>
<td>1,388</td>
<td>1,184</td>
<td>-14.7%</td>
<td>-204</td>
</tr>
<tr>
<td>Management of Companies</td>
<td>748</td>
<td>680</td>
<td>-9.1%</td>
<td>-68</td>
</tr>
</tbody>
</table>

Source: DEED 2016-2026 Employment Outlook

### Table 17. Nonemployer Statistics, 2018

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2007-2018</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Number of Firms</td>
<td>Receipts ($1,000s)</td>
</tr>
<tr>
<td>Northeast MN</td>
<td>20,466</td>
<td>$812,846</td>
</tr>
<tr>
<td>Aitkin Co.</td>
<td>1,132</td>
<td>$50,237</td>
</tr>
<tr>
<td>Carlton Co.</td>
<td>1,941</td>
<td>$75,844</td>
</tr>
<tr>
<td>Cook Co.</td>
<td>753</td>
<td>$29,733</td>
</tr>
<tr>
<td>Itasca Co.</td>
<td>2,921</td>
<td>$113,667</td>
</tr>
<tr>
<td>Koochiching Co.</td>
<td>841</td>
<td>$30,614</td>
</tr>
<tr>
<td>Lake Co.</td>
<td>864</td>
<td>$32,975</td>
</tr>
<tr>
<td>St. Louis Co.</td>
<td>12,014</td>
<td>$479,776</td>
</tr>
<tr>
<td>Minnesota</td>
<td>416,487</td>
<td>$19,994,802</td>
</tr>
</tbody>
</table>

Source: U.S. Census, Nonemployer Statistics program

### Table 18. Census of Agriculture, 2017

<table>
<thead>
<tr>
<th></th>
<th>Number of Farms</th>
<th>Market Value of Products Sold</th>
<th>State Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Northeast MN</td>
<td>2,362</td>
<td>$55,215,000</td>
<td>6</td>
</tr>
<tr>
<td>Aitkin Co.</td>
<td>462</td>
<td>$12,461,000</td>
<td>81</td>
</tr>
<tr>
<td>Carlton Co.</td>
<td>529</td>
<td>$10,985,000</td>
<td>82</td>
</tr>
<tr>
<td>Cook Co.</td>
<td>32</td>
<td>$381,000</td>
<td>86</td>
</tr>
<tr>
<td>Itasca Co.</td>
<td>337</td>
<td>$8,004,000</td>
<td>83</td>
</tr>
<tr>
<td>Koochiching Co.</td>
<td>181</td>
<td>$6,887,000</td>
<td>84</td>
</tr>
<tr>
<td>Lake Co.</td>
<td>42</td>
<td>$358,000</td>
<td>87</td>
</tr>
<tr>
<td>St. Louis Co.</td>
<td>779</td>
<td>$16,139,000</td>
<td>80</td>
</tr>
<tr>
<td>Minnesota</td>
<td>68,822</td>
<td>$18,395,390,000</td>
<td></td>
</tr>
</tbody>
</table>

Source: 2017 Census of Agriculture