



Wholesale Trade in the Northwest

In the Middle

Although it often operates behind the scenes, Wholesale Trade has been one of the fastest growing and most important industries in Northwest Minnesota. Unlike the ubiquitous advertisements and store fronts in the closely related Retail Trade industry, wholesalers serve as an intermediate step in the distribution of merchandise, buying and selling products to other businesses and typically operating from a warehouse or office.¹

The two main sectors in wholesale trade involve merchant wholesalers of durable goods, such as motor vehicles, machinery and equipment, construction materials, and more, and merchant wholesalers of nondurable goods, such as paper, chemicals, groceries and alcoholic beverages, farm products, petroleum

products, and consumer products like apparel, footwear, books, and more. The region also has a small concentration of employment in wholesale electronic markets and agents and brokers, which arranges the sale of goods on behalf of the buyers and sellers.

Through the third quarter of 2014 wholesale trade provided just over 11,700 jobs at just under 650 business establishments in Northwest Minnesota, accounting for about 5.3 percent of total employment in the region. These businesses added 1,850 net new jobs over the last four years, a significant 18.8 percent increase, which was more than four times as fast as the total of all industries in the 26-county planning region grew (see Table 1).

Much of this recent job growth was concentrated in the durable goods sector

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Table 1: Northwest Minnesota Planning Region Industry Employment Statistics

NAICS Code	NAICS Industry Title	Third Quarter 2014 Data				3Q 2010 - 3Q 2014	
		Number of Firms	Number of Jobs	Quarterly Payroll	Average Weekly Wages	Numeric Change in Jobs	Percent Change in Jobs
0	Total, All Industries	16,604	220,983	\$1,960,479,773	\$682	9,060	4.3%
42	Wholesale Trade	649	11,706	\$140,811,963	\$925	1,850	18.8%
423	Merchant Wholesalers, Durable Goods	261	6,508	\$79,222,807	\$936	1,621	33.2%
424	Merchant Wholesalers, Nondurable Goods	332	4,726	\$56,208,408	\$914	215	4.8%
425	Wholesale Electronic Markets, Agents and Brokers	56	472	\$5,380,748	\$876	14	3.1%

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

¹Sector 42 — Wholesale Trade. www.census.gov/cgi-bin/sssd/naics/naicsrch

which added over 1,600 jobs and jumped 33 percent from the third quarter of 2010 to the third quarter of 2014. The largest subsector was electrical and electronic goods merchant wholesalers, but the machinery, equipment, and supplies subsector also saw strong employment gains. Merchant wholesalers of nondurable goods also saw slower but steady job growth, gaining 215 net new jobs during that timeframe, particularly in farm products and miscellaneous nondurable goods.

Economic Impact

Not only does Northwest Minnesota have a high percentage of jobs in wholesale trade, the industry also provides a high percentage of the region's total payroll. As shown in Table 1, average weekly wages were over 35 percent higher in wholesale trade than the total of all industries, a difference of about \$240 per week. For the average worker that would add up to more than \$12,000 in additional wages over the course of a year.

Average weekly wages in the wholesale trade industry improved from \$820 per week in the third quarter of 2010 to \$925 in the third quarter of 2014, a 12.8 percent increase. That was right in line with wage growth in the total of all industries, but since wholesale trade was also adding a large number of jobs, its contribution to total payroll has been increasing much faster.

From that perspective, total payroll is a helpful indicator of the industry's economic impact on the region. Total payroll in wholesale trade increased over 30 percent over the past five years, twice as fast as the total of all industries, and now accounts for more than \$550 million in wages (see Figure 1).

Occupations in Demand

DEED's staffing matrix provides a list of occupations in wholesale trade, showing which jobs are most likely to be in demand in the industry in the Northwest Minnesota planning region. Wholesale trade firms reported employment in more than 300 different occupations, ranging from obvious ones like customer service representatives and truck drivers to less common jobs like multimedia artists and printing press operators.

In Minnesota one of the most prevalent careers in wholesale trade is sales representatives. Two of the important subsectors involve one track that is involved in sales of technical and scientific products and one that is not. Both occupational subsectors are in high demand among wholesalers and earn high wages, but they have very different educational requirements. Positions that sell technical and scientific products generally require a bachelor's degree and earn median wages of nearly \$27 an hour. Sales representatives excluding technical and scientific products earn median hourly wages just over \$25 an hour at the median but typically need just a high school diploma to get started.

Figure 1: Wholesale Trade Employment and Wage Trends, 2005-2014*

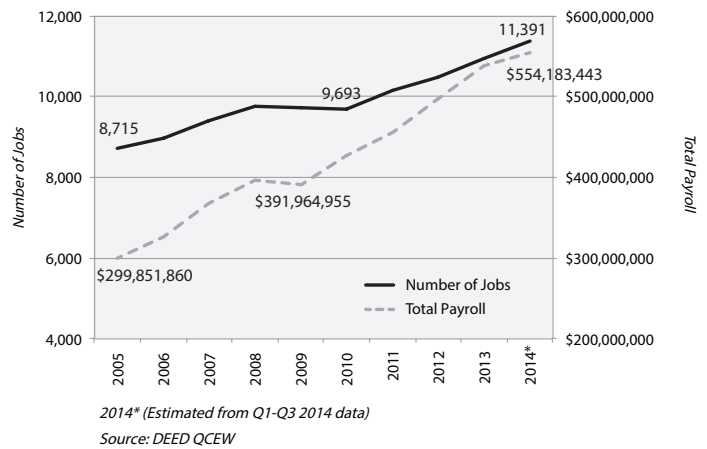
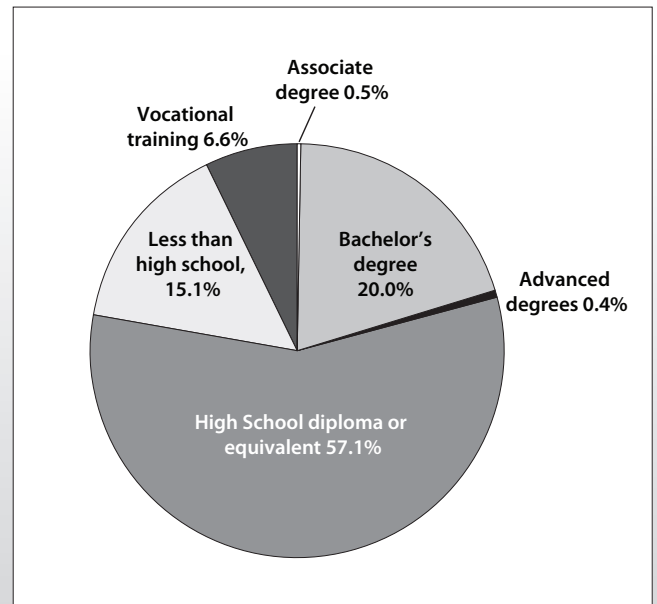


Figure 2: Education Requirements, Wholesale Trade Occupations



Source: DEED Occupational and Staffing Matrix

Educational requirements vary widely in wholesale trade, offering opportunities for job seekers of all backgrounds. The majority (57.1 percent) of occupations in wholesale trade require a high school diploma or equivalent. Fifteen percent can be gained with less education than that. In contrast, about one-fifth (20.4 percent) require a bachelor's degree or higher, and about 7 percent need a postsecondary vocational award, certificate, or associate's degree (see Figure 2).

Table 2: Top 30 Occupations in Demand in Wholesale Trade, Northwest Minnesota Planning Region

Occupational Title	Median Hourly Wage 2014	Estimated Employment 2012	Projected Employment 2022	Percent Change 2012-2022	Numeric Change 2012-2022	Replacement Hires 2012-2022	Total Hires 2012-2022
Jobs that require a high school diploma or equivalent							
Sales Representatives, Wholesale and Mfg., Exc. Technical and Scientific Products	\$25.27	1,875	1,915	2.1%	40	360	400
Customer Service Representatives	\$14.71	2,043	2,157	5.6%	114	560	670
Sales and Related Workers, All Other	\$16.08	713	791	10.9%	78	140	220
Shipping, Receiving, and Traffic Clerks	\$15.20	859	857	-0.2%	-2	230	230
Bookkeeping, Accounting, and Audit Clerks	\$17.26	4,366	4,594	5.2%	228	400	630
Office Clerks, General	\$13.23	5,096	5,152	1.1%	56	1,070	1,130
Light Truck or Delivery Services Drivers	\$12.72	1,390	1,429	2.8%	39	220	260
Business Operations Specialists, All Other	\$21.18	1,577	1,736	10.1%	159	220	380
Farm Equipment Mechanics and Technicians	\$17.77	485	570	17.5%	85	140	220
First-Line Supervisors of Office and Administrative Workers	\$20.36	1,470	1,572	6.9%	102	350	450
Exec. Secretaries and Admin. Assistants	\$20.72	1,318	1,279	-3.0%	-39	160	160
Installation, Maint., and Repair Workers	\$19.99	438	435	-0.7%	-3	70	70
Mobile Heavy Equipment Mechanics	\$21.75	324	351	8.3%	27	90	120
Driver/Sales Workers	\$10.85	873	881	0.9%	8	140	150
Wholesale and Retail Buyers, Exc. Farm Prod.	\$21.86	102	113	10.8%	11	20	30
Truck Mechanics and Diesel Engine Specialists	\$21.87	652	674	3.4%	22	140	160
Order Clerks	\$16.33	317	298	-6.0%	-19	80	80
Jobs that require less than high school diploma							
Stock Clerks and Order Fillers	\$11.15	2,679	2,618	-2.3%	-61	810	810
Parts Salespersons	\$14.83	592	638	7.8%	46	150	200
Industrial Truck and Tractor Operators	\$16.48	802	770	-4.0%	-32	180	180
Cashiers	\$8.97	6,288	6,239	-0.8%	-49	2,720	2,720
Jobs that require a postsecondary non-degree award							
Heavy and Tractor-Trailer Truck Drivers	\$17.86	4,666	4,912	5.3%	246	750	1,000
Jobs that require a bachelor's degree							
General and Operations Managers	\$33.08	2,761	2,986	8.1%	225	520	740
Sales Managers	\$33.19	615	661	7.5%	46	130	180
Sales Representatives, Wholesale and Mfg., Technical and Scientific Products	\$26.97	345	399	15.7%	54	70	120
Accountants and Auditors	\$28.30	1,409	1,570	11.4%	161	420	580
Software Developers, Systems Software	\$35.43	220	258	17.3%	38	30	70
Market Research Analysts and Specialists	\$21.98	294	352	19.7%	58	40	100
Chief Executives	\$52.49	663	694	4.7%	31	140	170
Financial Managers	\$41.90	603	633	5.0%	30	110	140

Among the top 30 occupations in the wholesale trade industry, more than two-thirds can be acquired with a high school diploma or less, and less than one-third demanded some postsecondary training or bachelor's degrees. Overall, wages for occupations in the wholesale trade industry were relatively high, but were commensurate with training — all but one of the jobs requiring a bachelor's degree were earning median wages well over \$25 an hour, while median hourly wages were below \$15 for seven of the 21 occupations that needed a high school diploma or less (see Table 2).

Still Looking Up

After a period of solid job growth, wholesale trade is projected to continue adding employment in Northwest Minnesota through 2022. With an expected growth rate of 7.7 percent, the industry would outpace the total of all industries in the next decade as well, welcoming more than 850 net new jobs (see Table 3).

However, wholesale trade is not the only industry expected to grow in the region that employs the occupations highlighted above. For example, both manufacturing and retail trade need similar workers, and are both anticipated

to add more new jobs through 2022. Growth in all of these industries may lead to increased competition for job seekers and existing workers with the skills and experience that wholesalers desire.

In addition, as shown in Table 2 there will also be large numbers of replacement openings — jobs that become available as experienced workers leave an occupation or retire from the labor force — for new entrants to fill. These 30 occupations are projected to account for over 10 percent of total job growth in the region, with the fastest growth predicted in the jobs that require bachelor's degrees.

As the region's labor market conditions change, workers and job seekers with these skills will be sought after by many industries. Wholesale trade establishments looking to expand may need to market the job growth and high wages that make their industry attractive to work in and to partner with local secondary and postsecondary institutions to develop new interest in their firms, even as they continue to operate behind the scenes.

Table 3: Northwest Minnesota Wholesale Trade and Related Industries, Employment Outlook, 2012-2022

NAICS Industry Title	Estimated Employment 2012	Projected Employment 2022	Percent Change, 2012-2022	Numeric Change, 2012-2022
Total, All industries	254,122	269,121	5.9%	14,999
Wholesale Trade	11,144	12,001	7.7%	857
Manufacturing	27,195	28,176	3.6%	981
Utilities	1,184	1,068	-9.8%	-116
Retail Trade	27,570	29,508	7.0%	1,938
Transportation and Warehousing	5,302	5,443	2.7%	141

Source: DEED Employment Outlook tool

by Chet Bodin and Cameron Macht
Labor Market Information Office
Department of Employment and Economic Development

Fun with Statistics

Feel all alone in your job? Think again! Using American Community Survey data from the U.S. Census Bureau, you can see the share of workers by county in the same occupational field.

Aside from preventing work loneliness, there are many organizational strategies that can be pursued by knowing occupational densities. On one hand, high occupational density might entice a company with similar jobs to tap into an existing workforce that's highly skilled in the areas they need. On the other hand, the high concentration might indicate that the available labor for a specific occupation is tapped out, with little room for expansions or new competitors.

In the table the management occupational group is highlighted to show the somewhat surprising concentration of managers in Greater Minnesota. The

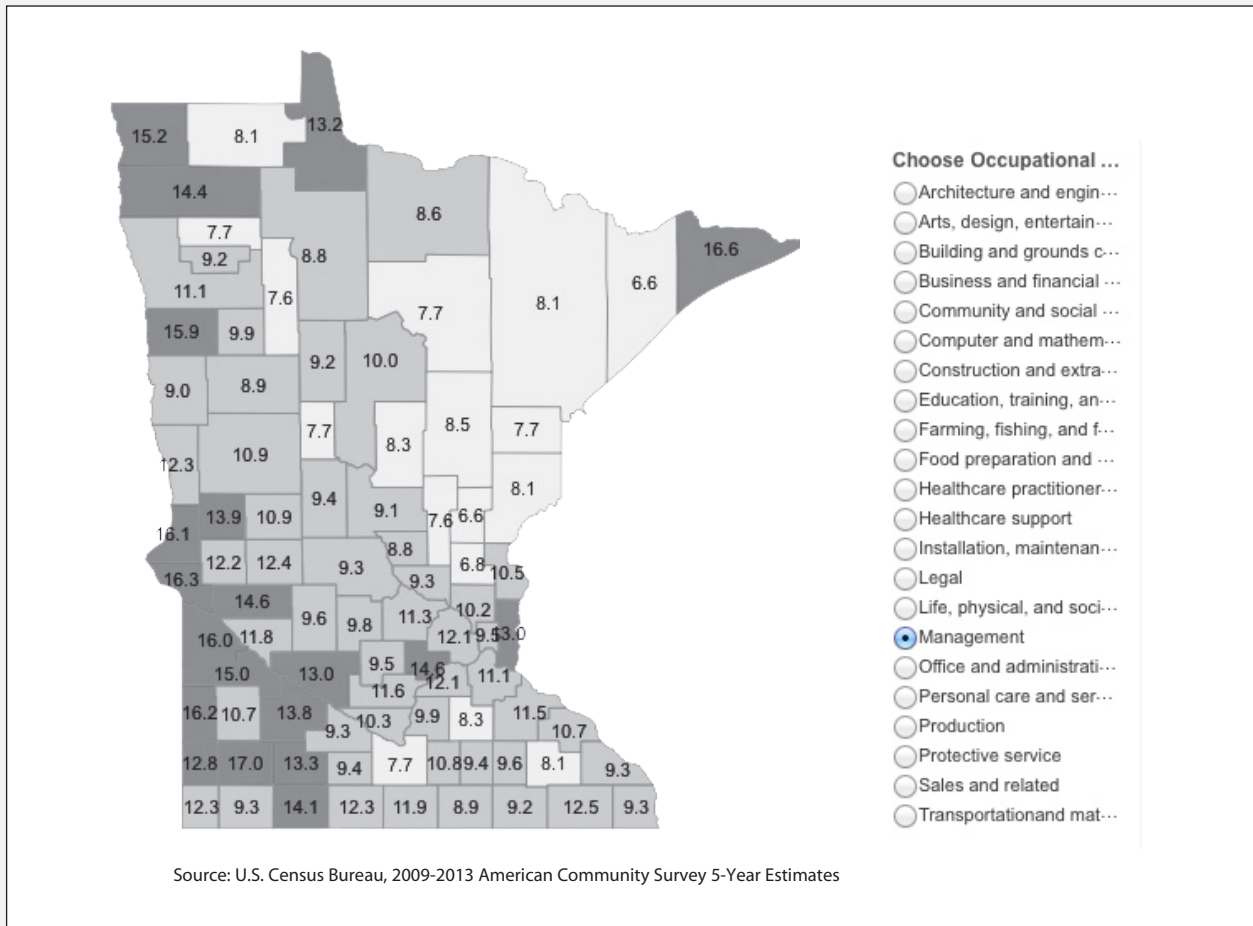
density of managers in Southwest Minnesota and other Greater Minnesota counties is from the large concentration of farmers compared to other types of occupations. Farmers, ranchers, and other agriculture managers belong to the management occupational group.

Murray County has the highest density of managers in the state with 17 percent of all workers in the management occupational group. Without a doubt, this is strongly related to the large presence of farming in the region. In contrast, Lake County has the lowest share of occupations in the management field at only 6.6 percent.

If you can't get enough fun with statistics and want more information contact your regional market analyst.

by Luke Greiner and Dave Senf

Percent of Total County Employment by Major Occupational Group



Labor Force Estimates

County/ Area

County/ Area	Labor Force			Employment			Unemployment			Rate of Unemployment		
	Mar 2015	Feb 2015	Mar 2014	Mar 2015	Feb 2015	Mar 2014	Mar 2015	Feb 2015	Mar 2014	Mar 2015	Feb 2015	Mar 2014
United States ('000s) (Seasonally adjusted) (Unadjusted)	156,906 156,318	157,002 156,213	156,227 155,627	148,331 147,635	148,297 147,118	145,742 145,090	8,575 8,682	8,705 9,095	10,486 10,537	5.5% 5.6	5.5% 5.8	6.7% 6.8
Minnesota (Seasonally adjusted) (Unadjusted)	3,019,977 3,013,832	3,004,754 2,996,177	2,972,369 2,967,543	2,906,940 2,878,589	2,893,456 2,863,032	2,843,027 2,810,831	113,037 135,243	111,289 133,145	129,341 156,712	3.7 4.5	3.7 4.4	4.4 5.3
Metropolitan Statistical Areas (MSA)*												
Mpls.-St. Paul MSA	1,929,641	1,926,347	1,912,089	1,851,991	1,849,412	1,819,863	77,650	76,935	92,226	4.0	4.0	4.8
Duluth-Superior MSA	142,936	143,096	144,073	134,943	135,224	134,626	7,993	7,872	9,447	5.6	5.5	6.6
Rochester MSA	118,740	117,661	117,017	113,731	112,822	111,468	5,009	4,839	5,549	4.2	4.1	4.7
St. Cloud MSA	111,541	111,132	109,740	106,232	105,623	103,161	5,309	5,509	6,579	4.8	5.0	6.0
Mankato-N Mankato MSA	60,104	60,037	58,804	58,074	58,002	56,394	2,030	2,035	2,410	3.4	3.4	4.1
Fargo-Moorhead MSA	130,296	130,419	127,085	125,918	126,044	122,843	4,378	4,375	4,242	3.4	3.4	3.3
Grand Forks MSA	55,509	55,528	54,538	53,284	53,378	52,218	2,225	2,150	2,320	4.0	3.9	4.3
Region One	51,022	50,171	48,529	47,941	47,192	45,143	3,081	2,979	3,386	6.0	5.9	7.0
Kittson	2,554	2,457	2,371	2,425	2,336	2,217	129	121	154	5.1	4.9	6.5
Marshall	6,123	5,911	5,622	5,541	5,373	5,012	582	538	610	9.5	9.1	10.9
Norman	3,679	3,555	3,264	3,464	3,340	3,044	215	215	220	5.8	6.0	6.7
Pennington	9,198	9,095	8,825	8,548	8,491	8,067	650	604	758	7.1	6.6	8.6
Polk	18,061	17,821	17,322	17,155	16,947	16,282	906	874	1,040	5.0	4.9	6.0
Red Lake	2,366	2,316	2,273	2,167	2,136	2,066	199	180	207	8.4	7.8	9.1
Roseau	9,041	9,016	8,852	8,641	8,569	8,455	400	447	397	4.4	5.0	4.5
Region Two	43,200	42,668	42,191	40,098	39,675	38,732	3,102	2,993	3,459	7.2	7.0	8.2
Beltrami	24,037	23,833	23,397	22,628	22,463	21,798	1,409	1,370	1,599	5.9	5.7	6.8
Clearwater	4,843	4,719	4,717	4,203	4,121	3,972	640	598	745	13.2	12.7	15.8
Hubbard	9,377	9,246	9,216	8,596	8,482	8,392	781	764	824	8.3	8.3	8.9
Lake of the Woods	2,537	2,508	2,458	2,428	2,401	2,340	109	107	118	4.3	4.3	4.8
Mahnomen	2,406	2,362	2,403	2,243	2,208	2,230	163	154	173	6.8	6.5	7.2
Region Three	163,225	162,491	163,954	153,341	152,981	152,470	9,884	9,510	11,484	6.1	5.9	7.0
Aitkin	6,797	6,689	6,801	6,232	6,159	6,171	565	530	630	8.3	7.9	9.3
Carlton	17,665	17,607	17,687	16,567	16,559	16,475	1,098	1,048	1,212	6.2	6.0	6.9
Cook	2,944	2,898	2,735	2,748	2,703	2,496	196	195	239	6.7	6.7	8.7
Itasca	22,133	21,808	21,882	20,555	20,287	20,051	1,578	1,521	1,831	7.1	7.0	8.4
Koochiching	6,310	6,173	6,573	5,713	5,632	5,913	597	541	660	9.5	8.8	10.0
Lake	5,501	5,483	5,570	5,207	5,200	5,226	294	283	344	5.3	5.2	6.2
St. Louis	101,875	101,833	102,706	96,319	96,441	96,138	5,556	5,392	6,568	5.5	5.3	6.4
City of Duluth	45,617	45,620	45,915	43,523	43,578	43,441	2,094	2,042	2,474	4.6	4.5	5.4
Balance of St. Louis County	56,258	56,213	56,791	52,796	52,863	52,697	3,462	3,350	4,094	6.2	6.0	7.2
Region Four	128,813	126,823	122,998	122,534	120,603	116,280	6,279	6,220	6,718	4.9	4.9	5.5
Becker	18,051	17,707	17,799	16,935	16,652	16,537	1,116	1,055	1,262	6.2	6.0	7.1
Clay	36,689	36,511	35,376	35,289	35,087	33,842	1,400	1,424	1,534	3.8	3.9	4.3
Douglas	20,053	19,806	19,516	19,124	18,902	18,578	929	904	938	4.6	4.6	4.8
Grant	3,547	3,435	3,280	3,302	3,201	3,025	245	234	255	6.9	6.8	7.8
Otter Tail	31,824	31,240	30,368	30,003	29,407	28,433	1,821	1,833	1,935	5.7	5.9	6.4
Pope	6,545	6,398	6,000	6,251	6,107	5,689	294	291	311	4.5	4.5	5.2
Stevens	6,249	6,098	5,494	6,047	5,884	5,262	202	214	232	3.2	3.5	4.2
Traverse	1,896	1,796	1,607	1,783	1,689	1,499	113	107	108	6.0	6.0	6.7
Wilkin	3,959	3,832	3,558	3,800	3,674	3,415	159	158	143	4.0	4.1	4.0
Region Five	82,704	81,556	81,463	76,500	75,356	74,510	6,204	6,200	6,953	7.5	7.6	8.5
Cass	13,888	13,678	13,497	12,592	12,444	12,103	1,296	1,234	1,394	9.3	9.0	10.3
Crow Wing	30,463	30,266	31,138	28,218	28,033	28,555	2,245	2,233	2,583	7.4	7.4	8.3
Morrison	17,883	17,598	17,576	16,532	16,172	15,948	1,351	1,426	1,628	7.6	8.1	9.3
Todd	14,009	13,698	12,998	13,233	12,924	12,176	776	774	822	5.5	5.7	6.3
Wadena	6,461	6,316	6,254	5,925	5,783	5,728	536	533	526	8.3	8.4	8.4
Region Six East	68,341	67,106	64,157	64,660	63,563	60,056	3,681	3,543	4,101	5.4	5.3	6.4
Kandiyohi	25,012	24,614	23,625	23,756	23,377	22,207	1,256	1,237	1,418	5.0	5.0	6.0
McLeod	19,969	19,745	19,610	18,937	18,734	18,347	1,032	1,011	1,263	5.2	5.1	6.4
Meeker	13,737	13,482	12,747	12,909	12,698	11,920	828	784	827	6.0	5.8	6.5
Renville	9,623	9,265	8,175	9,058	8,754	7,582	565	511	593	5.9	5.5	7.3

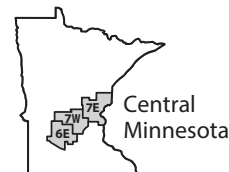
*Minneapolis-St. Paul Metropolitan Statistical Area (MSA) now includes Sherburne County in Minnesota and Pierce County in Wisconsin. St. Cloud MSA is now comprised of Benton and Stearns counties.

Numbers are unadjusted unless otherwise labeled.
Source: Department of Employment and Economic Development,
Local Area Unemployment Statistics, and North Dakota Job Service, 2015.

Labor Force Estimates

County/ Area

County/ Area	Labor Force			Employment			Unemployment			Rate of Unemployment		
	Mar 2015	Feb 2015	Mar 2014	Mar 2015	Feb 2015	Mar 2014	Mar 2015	Feb 2015	Mar 2014	Mar 2015	Feb 2015	Mar 2014
Region Six West	24,956	24,095	23,512	23,494	22,775	22,061	1,462	1,320	1,451	5.9%	5.5%	6.2%
Big Stone	2,744	2,618	2,545	2,572	2,460	2,385	172	158	160	6.3	6.0	6.3
Chippewa	7,348	7,131	6,967	6,913	6,777	6,565	435	354	402	5.9	5.0	5.8
Lac Qui Parle	3,894	3,706	3,683	3,664	3,499	3,441	230	207	242	5.9	5.6	6.6
Swift	5,208	5,044	4,826	4,880	4,733	4,494	328	311	332	6.3	6.2	6.9
Yellow Medicine	5,762	5,596	5,491	5,465	5,306	5,176	297	290	315	5.2	5.2	5.7
Region Seven East	87,153	86,550	86,133	81,194	80,743	79,433	5,959	5,807	6,700	6.8	6.7	7.8
Chisago	29,227	29,084	28,841	27,636	27,539	27,054	1,591	1,545	1,787	5.4	5.3	6.2
Isanti	20,650	20,621	20,487	19,474	19,415	19,080	1,176	1,206	1,407	5.7	5.8	6.9
Kanabec	9,138	9,000	8,988	8,204	8,125	8,014	934	875	974	10.2	9.7	10.8
Mille Lacs	13,142	13,037	13,029	12,071	12,011	11,777	1,071	1,026	1,252	8.1	7.9	9.6
Pine	14,996	14,808	14,788	13,809	13,653	13,508	1,187	1,155	1,280	7.9	7.8	8.7
Region Seven West	233,631	232,835	230,424	222,296	221,341	216,886	11,335	11,494	13,538	4.9	4.9	5.9
Benton	22,125	22,040	21,885	20,825	20,731	20,277	1,300	1,309	1,608	5.9	5.9	7.3
Sherburne	49,870	49,758	49,376	47,303	47,197	46,418	2,567	2,561	2,958	5.1	5.1	6.0
Stearns	89,416	89,092	87,855	85,407	84,892	82,884	4,009	4,200	4,971	4.5	4.7	5.7
Wright	72,220	71,945	71,308	68,761	68,521	67,307	3,459	3,424	4,001	4.8	4.8	5.6
Region Eight	68,924	66,968	64,719	65,809	63,883	61,469	3,115	3,085	3,250	4.5	4.6	5.0
Cottonwood	6,086	5,876	5,621	5,812	5,620	5,329	274	256	292	4.5	4.4	5.2
Jackson	6,707	6,541	6,226	6,442	6,267	5,967	265	274	259	4.0	4.2	4.2
Lincoln	3,606	3,462	3,246	3,407	3,271	3,039	199	191	207	5.5	5.5	6.4
Lyon	15,779	15,438	15,357	15,103	14,774	14,626	676	664	731	4.3	4.3	4.8
Murray	5,207	5,010	4,812	4,832	4,630	4,443	375	380	369	7.2	7.6	7.7
Nobles	11,890	11,605	11,176	11,435	11,146	10,693	455	459	483	3.8	4.0	4.3
Pipestone	5,320	5,137	4,695	5,070	4,888	4,427	250	249	268	4.7	4.8	5.7
Redwood	8,341	8,078	7,972	7,885	7,630	7,506	456	448	466	5.5	5.5	5.8
Rock	5,988	5,821	5,614	5,823	5,657	5,439	165	164	175	2.8	2.8	3.1
Region Nine	134,306	132,655	130,563	128,015	126,532	123,385	6,291	6,123	7,178	4.7	4.6	5.5
Blue Earth	39,731	39,729	38,940	38,332	38,320	37,292	1,399	1,409	1,648	3.5	3.5	4.2
Brown	14,786	14,464	14,186	13,914	13,677	13,256	872	787	930	5.9	5.4	6.6
Faribault	7,611	7,384	7,334	7,190	6,979	6,817	421	405	517	5.5	5.5	7.0
Le Sueur	16,175	15,990	15,814	15,096	14,960	14,604	1,079	1,030	1,210	6.7	6.4	7.7
Martin	10,545	10,257	10,221	10,023	9,747	9,629	522	510	592	5.0	5.0	5.8
Nicollet	20,373	20,308	19,864	19,742	19,682	19,102	631	626	762	3.1	3.1	3.8
Sibley	8,916	8,684	8,406	8,438	8,219	7,868	478	465	538	5.4	5.4	6.4
Waseca	9,605	9,474	9,624	9,100	8,956	9,025	505	518	599	5.3	5.5	6.2
Watonwan	6,564	6,365	6,174	6,180	5,992	5,792	384	373	382	5.9	5.9	6.2
Region Ten	281,051	278,347	276,308	269,092	266,595	262,732	11,959	11,752	13,576	4.3	4.2	4.9
Dodge	11,620	11,445	11,335	11,033	10,880	10,674	587	565	661	5.1	4.9	5.8
Fillmore	11,690	11,409	11,101	11,003	10,746	10,420	687	663	681	5.9	5.8	6.1
Freeborn	16,687	16,361	16,385	15,914	15,618	15,497	773	743	888	4.6	4.5	5.4
Goodhue	27,399	27,056	26,806	26,164	25,848	25,458	1,235	1,208	1,348	4.5	4.5	5.0
Houston	10,821	10,737	10,613	10,264	10,158	9,966	557	579	647	5.1	5.4	6.1
Mower	20,806	20,575	20,325	19,952	19,718	19,354	854	857	971	4.1	4.2	4.8
Olmsted	83,123	82,792	82,804	79,990	79,736	79,225	3,133	3,056	3,579	3.8	3.7	4.3
City of Rochester	61,074	60,848	60,882	58,792	58,605	58,229	2,282	2,243	2,653	3.7	3.7	4.4
Rice	35,623	35,446	34,982	34,092	33,923	33,165	1,531	1,523	1,817	4.3	4.3	5.2
Steele	20,726	20,547	20,795	19,858	19,655	19,769	868	892	1,026	4.2	4.3	4.9
Wabasha	12,307	12,015	11,777	11,705	11,460	11,149	602	555	628	4.9	4.6	5.3
Winona	30,249	29,964	29,385	29,117	28,853	28,055	1,132	1,111	1,330	3.7	3.7	4.5
Region Eleven	1,646,507	1,643,911	1,632,596	1,583,616	1,581,793	1,557,675	62,891	62,118	74,921	3.8	3.8	4.6
Anoka	191,054	190,704	189,548	182,845	182,634	179,835	8,209	8,070	9,713	4.3	4.2	5.1
Carver	54,502	54,264	53,650	52,418	52,210	51,254	2,084	2,054	2,396	3.8	3.8	4.5
Dakota	232,924	232,682	230,901	224,089	223,862	220,463	8,835	8,820	10,438	3.8	3.8	4.5
Hennepin	674,543	673,475	669,323	649,767	649,183	639,513	24,776	24,292	29,810	3.7	3.6	4.5
City of Bloomington	46,936	46,855	46,573	45,112	45,071	44,400	1,824	1,784	2,173	3.9	3.8	4.7
City of Minneapolis	228,951	228,598	227,148	220,523	220,325	217,043	8,428	8,273	10,105	3.7	3.6	4.4
Ramsey	278,416	278,020	276,121	267,391	267,099	263,049	11,025	10,921	13,072	4.0	3.9	4.7
City of St. Paul	152,906	152,710	151,671	146,693	146,533	144,311	6,213	6,177	7,360	4.1	4.0	4.9
Scott	78,192	78,084	77,447	75,241	75,142	73,977	2,951	2,942	3,470	3.8	3.8	4.5
Washington	136,876	136,682	135,606	131,865	131,663	129,584	5,011	5,019	6,022	3.7	3.7	4.4



Industrial Analysis

Overview

Seasonally adjusted employment in Minnesota showed strong growth in March as the state added 7,800 jobs (0.3 percent) from February estimates, which were adjusted downward from previous estimates by 1,300. Goods producers and services providers both added jobs, with the largest numerical increases coming from Manufacturing (up 1,600 or 0.5 percent), Trade, Transportation, and Utilities (up 1,800, 0.3 percent), Educational and Health Services (up 5,800, 1.2 percent), and Government (up 1,700, 0.4 percent). These increases were tempered by a drop of 3,600 jobs (1.0 percent) in Professional and Business Services. Annually, Minnesota employers added 50,829 jobs (1.9 percent). The Information supersector got back into the black in March, adding 505 jobs (1 percent) on the year, leaving Construction, which was down just 25 jobs (0.0 percent), as the only supersector to show annual job losses.

Mining and Logging

The Mining and Logging supersector shed a seasonally adjusted 100 jobs (1.4 percent) in March. Over the year, Mining and Logging added 44 jobs (0.7 percent), settling at an unadjusted total of 6,745 jobs.

Construction

Employment in the Construction industry dipped by 800 jobs (0.8 percent) in March, giving back exactly half of the large 1,600 job gain the supersector saw in February. Over-the-year employment in the supersector was almost

completely flat, as Construction lost 25 jobs (0.0 percent) coming in at 88,754 total jobs. Specialty Trade Contractors lost 524 jobs (0.9 percent) thanks to a decline of 880 (3.1 percent) in Building Equipment Contractors. Employment in Construction of Buildings was up, however, with the industry group adding 471 jobs (2.1 percent).

Manufacturing

Manufacturing employment grew in March as the supersector added 1,600 jobs (0.5 percent). Increases were split between the two component sectors, with Durable Goods Manufacturing adding 700 jobs (0.3 percent) and Non-Durable Goods adding 900 (0.8 percent). On an annual basis, Manufacturing added 6,794 jobs (2.2 percent). The supersector has been steadily growing for some time now, and has not shown over-the-year job losses since July of 2010. Most of the annual growth in March came from Durable Goods (up 5,908, 3 percent), which added jobs in each of its nine published component industries. Non-Durable Goods added just 886 jobs (0.8 percent), but that belies the more dramatic changes in its component sectors. Paper Manufacturing and Printing and Related Support Activities continued its long term slide with an over-the-year drop of 1,029 jobs (3.1 percent), while Food Manufacturing employment increased significantly, up 1,979 (4.5 percent) from March 2014 estimates.

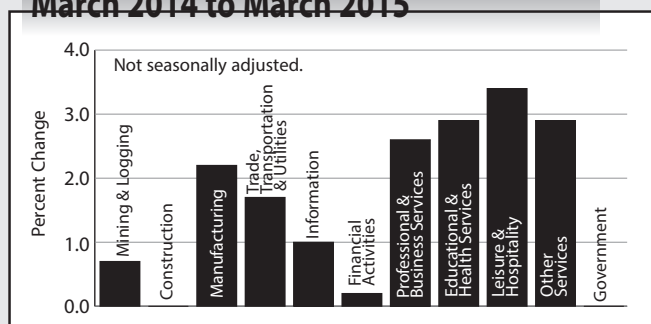
Trade, Transportation, and Utilities

Trade, Transportation, and Utilities added 1,800 jobs (0.3 percent) in March estimates. The Wholesale and Retail Trade sectors were relatively flat, down 100 (0.1 percent) and up 200 (0.1 percent) respectively. The lion's share of the growth came in Transportation and Warehousing, which added 1,700 jobs (1.8 percent). Over the year, employment in the supersector was up by 8,499 (1.7 percent). Each of the three major component sectors had employment increases of over 1 percent, with Wholesale Trade adding 2,733 jobs (2.1 percent), Retail Trade adding 4,473 (1.6 percent), and Transportation, Warehousing, and Utilities adding 1,293 (1.4 percent).

Information

The Information supersector added 800 jobs (1.5 percent) in March, gaining back some of the 1,500 seasonally adjusted jobs it lost between December and February. For the year, the supersector added 505 jobs (1 percent). As sometimes happens in Information, the published component sectors actually contradict the change in the

MN Employment Growth March 2014 to March 2015



Source: Department of Employment and Economic Development, Current Employment Statistics, 2015.

*Over-the-year data are not seasonally adjusted because of small changes in seasonal adjustment factors from year to year. Also, there is no seasonality in over-the-year changes.

Industrial Analysis

supersector, as Telecommunications lost 68 jobs (0.5 percent) and Publishing Industries (except Internet) lost 707 (3.4 percent). Data in a number of groups within the Information industry, including Broadcasting and Data Processing, Hosting, and Related Services are not published in detail at the state level which accounts for this apparent discrepancy.

Financial Activities

Employment in Financial Activities was flat in March, maintaining its seasonally adjusted level of 178,500 as a loss of 100 (0.1 percent) in Finance and Insurance was countered by an equivalent increase (0.3 percent) in Real Estate and Rental and Leasing. On an annual basis, Financial Activities added 426 jobs (0.2 percent). Component sector Real Estate and Rental and Leasing lost 1,022 jobs (2.7 percent), but that loss was more than covered by a gain of 1,448 (1 percent) in Finance and Insurance which largely came from Insurance Carriers and Related Activities, which added 1,514 jobs (2.4 percent).

Professional and Business Services

Employment in Professional and Business Services was down sharply in March, shedding 3,600 jobs (1.0 percent). This drop came on the heels of an increase of 5,100 jobs in the supersector between December and February. All three component industry groups lost jobs, with Professional, Scientific, and Technical Services down 900 (0.6 percent), Administrative and Support and Waste Management and Remediation Services down 1,300 (0.9 percent), and Management of Companies and Enterprises down 1,400 (1.8 percent). This supersector was host to some highly publicized layoffs in March. Over the year, however, Professional and Business Services employment remains in good shape, up 8,973 (2.6 percent) over March of 2014.

Educational and Health Services

Employment in Educational and Health Services expanded in March, adding 5,800 jobs (1.2 percent). This was the third straight month of seasonally adjusted growth for the supersector. Educational Services added 3,800 jobs (5.8 percent) while Health Care and Social Assistance added 2,000 (0.5 percent). For the year the supersector grew by 14,246 jobs (2.9 percent). Gains were shared by both component sectors, with Educational Services adding 4,680 (7 percent) and Health Care and Social Assistance adding 9,566 (2.2 percent).

Leisure and Hospitality

Employment in Leisure and Hospitality dipped slightly in March, shedding 100 jobs, which amounted to 0.0 percent of the total employment estimate for the supersector. Annually, Leisure and Hospitality added 8,037 jobs (3.4 percent) with growth in all published component industries. Accommodation and Food Services added 5,692 jobs (2.8 percent), and Arts, Entertainment, and Recreation added 2,345 (6.7 percent).

Other Services

Other Services employment grew by 700 jobs (0.6 percent) in March. Annually, the supersector added 3,263 jobs (2.9 percent) with the addition of 1,732 jobs (8.4 percent) in Repair and Maintenance, 1,361 jobs (2.2 percent) in Religious, Grantmaking, Civic, Professional, and Similar Organizations, and 170 jobs (0.6 percent) in Personal and Laundry Services.

Government

Government employers added 1,700 jobs (0.4 percent) in March, with growth in all three levels of government. Annually Government employment is flat, up just 67 jobs (0.0 percent) with declines in State Government (down 2,262, 2.1 percent) partially balanced by the addition of 1,994 jobs (0.7 percent) in Local Government.

by Nick Dobbins

Seasonally Adjusted Nonfarm Employment

Industry	In 1,000's		
	March 2015	February 2015	January 2015
Total Nonagricultural	2,844.8	2,837.0	2,826.5
Goods-Producing	428.4	427.7	426.4
Mining and Logging	7.0	7.1	7.1
Construction	105.2	106.0	104.4
Manufacturing	316.2	314.6	314.9
Service-Providing	2,416.4	2,409.3	2,400.1
Trade, Transportation, and Utilities	520.9	519.1	514.2
Information	52.8	52.0	52.1
Financial Activities	178.5	178.5	178.7
Professional and Business Services	359.2	362.8	362.8
Educational and Health Services	509.8	504.0	503.3
Leisure and Hospitality	260.9	261.0	256.3
Other Services	113.9	113.2	113.7
Government	420.4	418.7	419.0

Source: Department of Employment and Economic Development
Current Employment Statistics, 2015.

Regional Analysis

Minneapolis-St. Paul-Bloomington Metropolitan Statistical Area (MSA)

Employment in the Minneapolis-St. Paul MSA increased in March, adding 5,182 jobs (0.3 percent) over February estimates. The growth came largely from a handful of industry groups. Educational and Health Services added 4,272 jobs (1.4 percent) with growth in Educational Services (up 1,277 or 2.7 percent) and Health Care and Social Assistance (up 2,995, 1.1 percent). Mining, Logging, and Construction added 1,260 jobs (2.1 percent) as the weather began to warm up, Transportation, Warehousing and Utilities added 1,100 jobs (1.7 percent), and Leisure and Hospitality added 1,239 (0.7 percent). The sharpest decline came in Professional and Business Services which lost 3,222 jobs (1.1 percent) after dealing with some highly publicized layoffs in the metro area. For the year the Twin Cities metro added 39,632 jobs or 2.1 percent. The only supersector to lose employment over the year was Information, which dropped 58 jobs or 0.1 percent. Significant increases occurred in Professional and Business Services (up 8,511 or 2.9 percent), Educational and Health Services (up 10,894 or 3.6 percent), and Leisure and Hospitality (up 6,214, 3.8 percent), among others. While Mining, Logging, and Construction added just 1,013 (1.7 percent), the majority of those gains came from Specialty Trade Contractors, which added 3,229 jobs or 8.2 percent over the previous 12 months.

Duluth-Superior MSA

The Duluth-Superior MSA lost 102 jobs (0.1 percent) in March. Fluctuation was minimal at the industry level, as the only supersector to add or lose 1 percent or more of its jobs was Information, which shed a total of 15 jobs (1.0 percent) to settle at

1,420 for March. No supersector added or lost 100 jobs, with the largest numerical changes coming in Government (down 86 or 0.3 percent) and Mining, Logging, and Construction (up 54 or 0.7 percent). Employment was up annually in Duluth, with the MSA adding 401 jobs (0.3 percent) over March 2014. The growth was led by an increase in Trade, Transportation, and Utilities employment (up 847 or 3.5 percent), which in turn owed its growth primarily to the Retail Trade sector which added 678 jobs (4.6 percent). The Other Services supersector was among the others to see significant employment gains, adding 270 jobs (4.6 percent). Educational and Health Services was the biggest job shedder for the year, dropping 541 jobs (1.7 percent), and Financial Activities lost the largest proportion of its jobs, down 235 or 4.1 percent.

Rochester MSA

Rochester employment was up 305 (0.3 percent) in March, gaining back most of the 379 jobs the MSA lost in February. Supersectors with the most job growth included Mining, Logging, and Construction (up 103 or 2.9 percent), Leisure and Hospitality (up 273 or 2.8 percent) and Government, which added 118 jobs (0.9 percent) with all but 11 of those jobs coming at the Local Government level. Gains were partially offset by smaller jobs losses in a number of supersectors, including a dip of 129 jobs (0.3 percent) in Educational and Health Services. For the year Rochester added 1,056 jobs (0.9 percent). Leisure and Hospitality and Government led the way with increases of 424 (4.4 percent) and 305 (2.4 percent) respectively. Professional and Business Services (down 195 or 3.4 percent) and Manufacturing (down 140 or 1.3 percent) were the most significant job losers for the year.

St. Cloud MSA

The Saint Cloud MSA added a small number of jobs in March, growing by 53 or 0.1 percent on the month. Most of the movement occurred in Mining, Logging, and Construction (up 120 or 2.3 percent) and Trade, Transportation, and Utilities (down 194 or 0.9 percent) with every other supersector adding or losing less than 100 jobs and 1 percent of its total employment. Annually the MSA added 2,018 jobs (1.9 percent). Mining, Logging, and Construction (up 662 or 14 percent) and Manufacturing (up 942, 6.7 percent) were among the biggest growers, while the supersector with the most job loss was Professional and Business Services which was down 816 jobs (9.2 percent).

Mankato-North Mankato MSA

Employment in the Mankato-North Mankato MSA dropped by 279 jobs (0.5 percent) in March. Service Providers lost 314 jobs (0.7 percent) while Goods Producers added 35 (0.4 percent). For the year the MSA added 1,061 jobs (1.9 percent). That gain came entirely from the private sector, as Government employment was functionally flat, losing two jobs (0.0 percent).

Fargo-Moorhead MSA

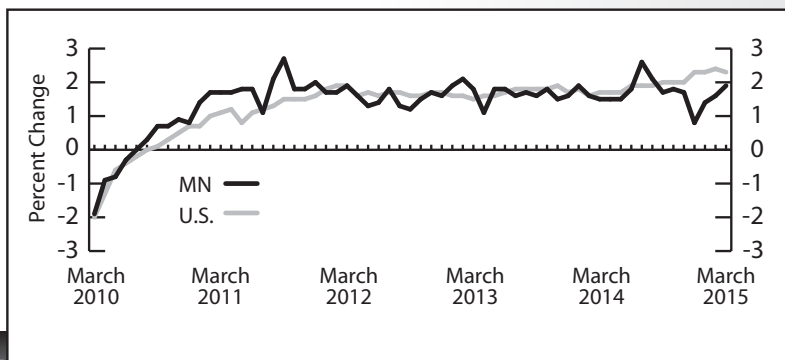
The Fargo-Moorhead MSA added 186 jobs (0.1 percent) in March. As was the case in many MSAs, Mining, Logging, and Construction led the supersectors in growth, adding 157 jobs (2.1 percent). The biggest job loser was Manufacturing which dropped 153 jobs (1.5 percent). For the year the MSA added 4,797 jobs (3.6 percent). Manufacturing was also the only supersector to lose jobs on an annual basis, down 96 (1 percent) from March of 2014.

Grand Forks-East Grand Forks MSA

The Grand Forks-East Grand Forks MSA dropped 249 jobs (0.4 percent) in March. The supersectors that saw the biggest employment drops were Trade, Transportation, and Utilities (down 112 or 0.9 percent) and Mining, Logging, and Construction (down 93, 3.4 percent). On the year, Grand Forks added 1,188 jobs (2.1 percent), all in the private sector. Trade, Transportation, and Utilities led the way, up 793 (6.4 percent), with most of that growth coming from the Retail Trade sector (up 668, 8.1 percent).

by Nick Dobbins

Source: Department of Employment and Economic Development, Current Employment Statistics, 2015
Bureau of Labor Statistics, U.S. Department of Labor, Current Employment Statistics, 2015.



Total Nonfarm Jobs U.S. and MN over-the-year percent change

Employer Survey of Minnesota Nonfarm Payroll Jobs, Hours and Earnings

Numbers are unadjusted.

Note: State, regional and local estimates from past months (for all tables pages 11-13) may be revised from figures previously published.

Industry

Industry	Jobs* (Thousands)			Percent Change: From**		Production Workers Hours and Earnings					
	Mar 2015	Feb 2015	Mar 2014	Feb 2015	Mar 2014	Average Weekly Earnings		Average Weekly Hours		Average Hourly Earnings	
						Mar 2015	Mar 2014	Mar 2015	Mar 2014	Mar 2015	Mar 2014
TOTAL NONFARM WAGE AND SALARY	2,796.4	2,786.7	2,745.6	0.3%	1.9%	—	—	—	—	—	—
GOODS-PRODUCING	407.5	404.2	400.7	0.8	1.7	—	—	—	—	—	—
Mining and Logging	6.7	6.8	6.7	-1.0	0.7	—	—	—	—	—	—
Construction	88.8	86.7	88.8	2.4	0.0	—	—	—	—	—	—
Specialty Trade Contractors	56.3	55.4	56.9	1.6	-0.9	\$1,127.04	\$1,169.63	36.1	38.5	\$31.22	\$ 30.38
Manufacturing	312.0	310.7	305.2	0.4	2.2	815.22	821.18	40.7	41.6	20.03	19.74
Durable Goods	199.9	199.0	194.0	0.5	3.0	823.45	845.18	41.4	42.6	19.89	19.84
Wood Product Manufacturing	10.2	10.1	10.1	1.1	0.9	—	—	—	—	—	—
Fabricated Metal Production	42.8	43.6	42.1	-1.8	1.7	—	—	—	—	—	—
Machinery Manufacturing	32.8	32.8	32.0	0.2	2.6	—	—	—	—	—	—
Computer and Electronic Product	45.5	45.5	44.9	0.2	1.4	—	—	—	—	—	—
Navigational, Measuring, Electromedical and Control	25.5	25.5	24.9	0.0	2.2	—	—	—	—	—	—
Transportation Equipment	11.4	11.5	11.1	-0.6	3.4	—	—	—	—	—	—
Medical Equipment and Supplies Manufacturing	15.6	15.6	15.4	0.1	0.8	—	—	—	—	—	—
Nondurable Goods	112.1	111.8	111.2	0.3	0.8	800.27	787.52	39.5	40.2	20.26	19.59
Food Manufacturing	46.3	46.6	44.3	-0.7	4.5	—	—	—	—	—	—
Paper Manufacturing	32.3	32.4	33.3	-0.4	-3.1	—	—	—	—	—	—
Printing and Related	23.2	23.3	23.9	-0.6	-3.0	—	—	—	—	—	—
SERVICE-PROVIDING	2,388.9	2,382.5	2,344.9	0.3	1.9	—	—	—	—	—	—
Trade, Transportation, and Utilities	511.5	509.6	503.0	0.4	1.7	—	—	—	—	—	—
Wholesale Trade	132.1	132.2	129.4	0.0	2.1	957.09	953.48	39.5	39.4	24.23	24.20
Retail Trade	283.8	283.3	279.3	0.2	1.6	404.60	387.71	28.0	27.4	14.45	14.15
Motor Vehicle and Parts	33.4	33.1	32.1	0.9	4.1	—	—	—	—	—	—
Building Material and Garden Equipment	24.6	23.9	24.5	3.1	0.7	—	—	—	—	—	—
Food and Beverage Stores	50.3	50.4	49.8	-0.2	1.1	—	—	—	—	—	—
Gasoline Stations	23.7	23.6	23.4	0.1	1.3	—	—	—	—	—	—
General Merchandise Stores	59.5	59.4	58.7	0.2	1.4	302.76	292.88	27.7	27.5	10.93	10.65
Transportation, Warehouse, Utilities	95.6	94.1	94.3	1.6	1.4	—	—	—	—	—	—
Transportation and Warehousing	82.6	81.3	81.6	1.7	1.2	678.11	610.33	34.3	36.2	19.77	16.86
Information	52.7	52.2	52.2	1.0	1.0	864.38	821.64	37.5	36.1	23.05	22.76
Publishing Industries	20.1	20.1	20.8	0.0	-3.4	—	—	—	—	—	—
Telecommunications	13.2	13.2	13.3	0.3	-0.5	—	—	—	—	—	—
Financial Activities	177.2	177.3	176.8	0.0	0.2	—	—	—	—	—	—
Finance and Insurance	140.1	140.0	138.7	0.0	1.0	854.97	973.57	35.3	36.3	24.22	26.82
Credit Intermediation	54.1	54.3	55.0	-0.2	-1.5	695.74	763.98	34.7	35.7	20.05	21.40
Securities, Commodity Contracts, and Other	18.5	18.6	18.3	-0.4	1.1	—	—	—	—	—	—
Insurance Carriers and Related	65.7	65.4	64.2	0.4	2.4	—	—	—	—	—	—
Real Estate and Rental and Leasing	37.1	37.2	38.1	-0.3	-2.7	—	—	—	—	—	—
Professional and Business Services	351.0	355.4	342.0	-1.2	2.6	—	—	—	—	—	—
Professional, Scientific, and Technical Services	143.8	145.0	139.3	-0.8	3.2	—	—	—	—	—	—
Legal Services	17.8	17.8	18.1	0.0	-1.8	—	—	—	—	—	—
Accounting, Tax Preparation	19.5	19.1	18.2	2.0	7.5	—	—	—	—	—	—
Computer Systems Design	35.9	35.6	33.0	0.9	8.6	—	—	—	—	—	—
Management of Companies and Enterprises	76.4	78.0	77.6	-1.9	-1.4	—	—	—	—	—	—
Administrative and Support Services	130.7	132.4	125.1	-1.3	4.5	—	—	—	—	—	—
Educational and Health Services	511.1	506.0	496.9	1.0	2.9	—	—	—	—	—	—
Educational Services	72.0	70.0	67.3	2.8	7.0	—	—	—	—	—	—
Health Care and Social Assistance	439.1	436.0	429.6	0.7	2.2	—	—	—	—	—	—
Ambulatory Health Care	142.0	140.2	136.9	1.3	3.7	1,257.94	1,220.10	35.9	34.9	35.04	34.96
Offices of Physicians	66.9	66.7	66.0	0.2	1.4	—	—	—	—	—	—
Hospitals	105.3	104.9	105.5	0.3	-0.2	—	—	—	—	—	—
Nursing and Residential Care Facilities	107.4	106.6	105.4	0.8	1.9	424.80	416.68	28.8	29.2	14.75	14.27
Social Assistance	84.5	84.4	81.8	0.2	3.3	—	—	—	—	—	—
Leisure and Hospitality	245.5	243.5	237.5	0.8	3.4	—	—	—	—	—	—
Arts, Entertainment, and Recreation	37.3	37.4	35.0	-0.3	6.7	—	—	—	—	—	—
Accommodation and Food Services	208.1	206.0	202.5	1.0	2.8	—	—	—	—	—	—
Food Services and Drinking Places	183.3	181.4	178.5	1.0	2.7	261.24	249.10	21.0	21.2	12.44	11.75
Other Services	114.1	113.3	110.8	0.7	2.9	—	—	—	—	—	—
Religious, Grantmaking, Civic, Professional Organizations	63.6	63.4	62.2	0.2	2.2	—	—	—	—	—	—
Government	425.8	425.2	425.7	0.1	0.0	—	—	—	—	—	—
Federal Government	31.2	31.1	30.9	0.3	1.1	—	—	—	—	—	—
State Government	105.6	105.4	107.9	0.2	-2.1	—	—	—	—	—	—
State Government Education	67.0	66.9	69.6	0.1	-3.8	—	—	—	—	—	—
Local Government	289.0	288.7	287.0	0.1	0.7	—	—	—	—	—	—
Local Government Education	145.4	145.0	146.2	0.3	-0.5	—	—	—	—	—	—

Note: Not all industry subgroups are shown for every major industry category.
 * Totals may not add because of rounding.
 ** Percent change based on unrounded numbers.

Source: Department of Employment and Economic Development, Current Employment Statistics, 2015.

Employer Survey of Twin Cities Nonfarm Payroll Jobs, Hours and Earnings

Numbers are unadjusted.

Note: State, regional and local estimates from past months (for all tables pages 11-13) may be revised from figures previously published.

Industry	Jobs* (Thousands)			Percent Change From**		Production Workers Hours and Earnings					
	Mar 2015	Feb 2015	Mar 2014	Feb 2015	Mar 2014	Average Weekly Earnings		Average Weekly Hours		Average Hourly Earnings	
						Mar 2015	Mar 2014	Mar 2015	Mar 2014	Mar 2015	Mar 2014
TOTAL NONFARM WAGE AND SALARY	1,889.8	1,884.6	1,850.1	0.3%	2.1%	—	—	—	—	—	—
GOODS-PRODUCING	253.3	252.0	247.0	0.5	2.6	—	—	—	—	—	—
Mining, Logging, and Construction	61.1	59.8	60.1	2.1	1.7	—	—	—	—	—	—
Construction of Buildings	15.2	15.0	14.7	1.6	3.1	—	—	—	—	—	—
Specialty Trade Contractors	42.7	42.2	39.5	1.2	8.2	\$1,189.66	\$1,185.94	37.2	37.2	\$31.98	\$31.88
Manufacturing	192.2	192.2	186.9	0.0	2.8	861.70	838.74	40.8	41.5	21.12	20.23
Durable Goods	131.6	131.7	127.8	-0.1	3.0	848.70	867.75	41.4	42.4	20.50	20.49
Fabricated Metal Production	29.5	29.7	28.8	-0.7	2.4	—	—	—	—	—	—
Machinery Manufacturing	20.1	20.1	19.7	0.3	2.2	—	—	—	—	—	—
Computer and Electronic Product	36.5	36.4	35.6	0.1	2.4	—	—	—	—	—	—
Navigational, Measuring, Electromedical and Control	23.7	23.7	23.2	0.0	2.1	—	—	—	—	—	—
Medical Equipment and Supplies Manufacturing	14.3	14.3	14.0	0.1	2.7	—	—	—	—	—	—
Nondurable Goods	60.6	60.5	59.1	0.2	2.6	885.59	775.19	39.5	39.5	22.42	19.65
Food Manufacturing	14.8	14.8	14.1	-0.4	4.7	—	—	—	—	—	—
Printing and Related	15.2	15.3	15.4	-0.6	-1.2	—	—	—	—	—	—
SERVICE-PROVIDING	1,636.5	1,632.6	1,603.2	0.2	2.1	—	—	—	—	—	—
Trade, Transportation, and Utilities	338.7	338.8	334.7	0.0	1.2	—	—	—	—	—	—
Wholesale Trade	96.7	97.2	94.9	-0.5	1.8	941.46	922.21	39.0	39.1	24.14	23.61
Merchant Wholesalers - Durable Goods	48.0	48.4	46.5	-0.9	3.1	—	—	—	—	—	—
Merchant Wholesalers - Nondurable Goods	27.4	27.3	27.3	0.3	0.2	—	—	—	—	—	—
Retail Trade	175.1	175.8	175.2	-0.4	-0.1	440.74	405.77	29.6	28.9	14.89	14.06
Food and Beverage Stores	30.1	30.2	29.4	-0.4	2.3	—	—	—	—	—	—
General Merchandise Stores	37.4	37.4	36.6	0.0	2.2	317.40	313.51	29.2	29.1	10.87	10.77
Transportation, Warehouse, Utilities	66.9	65.8	64.6	1.7	3.6	—	—	—	—	—	—
Utilities	7.9	7.8	7.6	1.3	3.4	—	—	—	—	—	—
Transportation and Warehousing	59.0	58.0	57.0	1.7	3.6	765.05	837.02	38.6	45.2	19.82	18.51
Information	39.3	39.3	39.3	0.1	-0.1	—	—	—	—	—	—
Publishing Industries	16.2	16.1	16.6	0.4	-2.7	—	—	—	—	—	—
Telecommunications	9.7	9.6	9.7	0.5	-0.3	—	—	—	—	—	—
Financial Activities	144.4	144.0	144.1	0.2	0.2	—	—	—	—	—	—
Finance and Insurance	113.5	113.2	112.3	0.2	1.0	846.72	1,105.41	33.6	36.4	25.20	30.36
Credit Intermediation	39.0	39.1	39.5	-0.1	-1.3	—	—	—	—	—	—
Securities, Commodity Contracts, and Other	16.4	16.4	16.5	-0.2	-1.1	—	—	—	—	—	—
Insurance Carriers and Related	55.4	55.2	55.1	0.3	0.4	—	—	—	—	—	—
Real Estate and Rental and Leasing	30.9	30.8	31.8	0.2	-2.8	—	—	—	—	—	—
Professional and Business Services	297.5	300.7	288.9	-1.1	2.9	—	—	—	—	—	—
Professional, Scientific, and Technical Services	125.6	125.5	119.9	0.1	4.7	—	—	—	—	—	—
Legal Services	15.1	15.1	15.3	0.0	-1.3	—	—	—	—	—	—
Architectural, Engineering, and Related	16.4	16.4	15.8	-0.3	3.3	—	—	—	—	—	—
Computer Systems Design	32.1	32.1	30.5	0.1	5.2	—	—	—	—	—	—
Management of Companies and Enterprises	69.5	71.0	70.6	-2.1	-1.5	—	—	—	—	—	—
Administrative and Support Services	102.4	104.3	98.4	-1.8	4.0	—	—	—	—	—	—
Employment Services	49.4	49.8	47.6	-0.8	4.0	—	—	—	—	—	—
Educational and Health Services	315.8	311.5	304.9	1.4	3.6	—	—	—	—	—	—
Educational Services	48.2	47.0	44.5	2.7	8.4	—	—	—	—	—	—
Health Care and Social Assistance	267.5	264.5	260.4	1.1	2.7	—	—	—	—	—	—
Ambulatory Health Care	85.8	85.0	82.9	0.9	3.4	—	—	—	—	—	—
Hospitals	62.2	61.6	62.0	0.9	0.3	—	—	—	—	—	—
Nursing and Residential Care Facilities	59.4	58.9	57.7	0.9	2.9	—	—	—	—	—	—
Social Assistance	60.1	59.0	57.7	1.9	4.3	—	—	—	—	—	—
Leisure and Hospitality	169.9	168.7	163.7	0.7	3.8	—	—	—	—	—	—
Arts, Entertainment, and Recreation	27.4	26.3	27.7	4.2	-1.0	—	—	—	—	—	—
Accommodation and Food Services	142.5	142.4	136.1	0.1	4.8	282.66	300.85	22.1	23.8	12.79	12.63
Food Services and Drinking Places	130.4	129.2	123.2	0.9	5.8	274.77	296.78	21.3	23.1	12.90	12.82
Other Services	79.3	78.5	77.5	1.0	2.2	—	—	—	—	—	—
Repair and Maintenance	14.3	14.3	13.7	0.6	4.5	—	—	—	—	—	—
Religious, Grantmaking, Civic, Professional Organizations	42.9	42.6	42.0	0.7	2.1	—	—	—	—	—	—
Government	251.7	251.1	249.9	0.2	0.7	—	—	—	—	—	—
Federal Government	20.4	20.4	20.3	0.1	0.8	—	—	—	—	—	—
State Government	70.8	70.8	71.9	0.0	-1.6	—	—	—	—	—	—
State Government Education	44.6	44.7	46.1	-0.1	-3.1	—	—	—	—	—	—
Local Government	160.5	159.9	157.7	0.4	1.8	—	—	—	—	—	—
Local Government Education	90.3	90.0	90.4	0.3	-0.2	—	—	—	—	—	—

Note: Not all industry subgroups are shown for every major industry category.

* Totals may not add because of rounding.

** Percent change based on unrounded numbers.

Source: Department of Employment and Economic Development, Current Employment Statistics, 2015.

Employer Survey

Industry

TOTAL NONFARM WAGE AND SALARY

GOODS-PRODUCING

Mining, Logging, and Construction
Manufacturing

SERVICE-PROVIDING

Trade, Transportation, and Utilities
Wholesale Trade
Retail Trade
Transportation, Warehouse, Utilities
Information
Financial Activities
Professional and Business Services
Educational and Health Services
Leisure and Hospitality
Other Services
Government

Duluth-Superior MSA

Jobs % Chg. From

	Mar 2015	Feb 2015	Mar 2014	Feb 2015	Mar 2014
TOTAL NONFARM WAGE AND SALARY	132,691	132,793	132,290	-0.1%	0.3%
GOODS-PRODUCING	15,213	15,131	15,418	0.5	-1.3
Mining, Logging, and Construction	8,100	8,046	8,283	0.7	-2.2
Manufacturing	7,113	7,085	7,135	0.4	-0.3
SERVICE-PROVIDING	117,478	117,662	116,872	-0.2	0.5
Trade, Transportation, and Utilities	25,119	25,145	24,272	-0.1	3.5
Wholesale Trade	3,320	3,316	3,296	0.1	0.7
Retail Trade	15,437	15,407	14,759	0.2	4.6
Transportation, Warehouse, Utilities	6,362	6,422	6,217	-0.9	2.3
Information	1,420	1,435	1,393	-1.0	1.9
Financial Activities	5,441	5,457	5,676	-0.3	-4.1
Professional and Business Services	8,404	8,421	8,205	-0.2	2.4
Educational and Health Services	31,330	31,379	31,871	-0.2	-1.7
Leisure and Hospitality	12,583	12,581	12,544	0.0	0.3
Other Services	6,113	6,090	5,843	0.4	4.6
Government	27,068	27,154	27,068	-0.3	0.0

Rochester MSA

Jobs % Chg. From

	Mar 2015	Feb 2015	Mar 2014	Feb 2015	Mar 2014
TOTAL NONFARM WAGE AND SALARY	113,334	113,029	112,278	0.3%	0.9%
GOODS-PRODUCING	14,324	14,235	14,210	0.6	0.8
Mining, Logging, and Construction	3,656	3,553	3,402	2.9	7.5
Manufacturing	10,668	10,682	10,808	-0.1	-1.3
SERVICE-PROVIDING	99,010	98,794	98,068	0.2	1.0
Trade, Transportation, and Utilities	17,356	17,444	17,158	-0.5	1.2
Wholesale Trade	2,528	2,516	2,500	0.5	1.1
Retail Trade	11,814	11,902	11,832	-0.7	-0.2
Transportation, Warehouse, Utilities	3,014	3,026	2,826	-0.4	6.7
Information	2,037	2,053	1,998	-0.8	2.0
Financial Activities	2,759	2,769	2,746	-0.4	0.5
Professional and Business Services	5,557	5,538	5,752	0.3	-3.4
Educational and Health Services	44,878	45,007	44,792	-0.3	0.2
Leisure and Hospitality	9,995	9,722	9,571	2.8	4.4
Other Services	3,662	3,613	3,590	1.4	2.0
Government	12,766	12,648	12,461	0.9	2.4

Employer Survey

Industry

TOTAL NONFARM WAGE AND SALARY

GOODS-PRODUCING

Mining, Logging, and Construction
Manufacturing

SERVICE-PROVIDING

Trade, Transportation, and Utilities
Wholesale Trade
Retail Trade
Transportation, Warehouse, Utilities
Information
Financial Activities
Professional and Business Services
Educational and Health Services
Leisure and Hospitality
Other Services
Government

St. Cloud MSA

Jobs % Chg. From

	Mar 2015	Feb 2015	Mar 2014	Feb 2015	Mar 2014
TOTAL NONFARM WAGE AND SALARY	105,877	105,824	103,859	0.1%	1.9%
GOODS-PRODUCING	20,467	20,387	18,863	0.4	8.5
Mining, Logging, and Construction	5,383	5,263	4,721	2.3	14.0
Manufacturing	15,084	15,124	14,142	-0.3	6.7
SERVICE-PROVIDING	85,410	85,437	84,996	0.0	0.5
Trade, Transportation, and Utilities	20,981	21,175	20,996	-0.9	-0.1
Wholesale Trade	4,526	4,505	4,322	0.5	4.7
Retail Trade	12,666	12,879	12,951	-1.7	-2.2
Transportation, Warehouse, Utilities	3,789	3,791	3,723	-0.1	1.8
Information	1,566	1,563	1,632	0.2	-4.0
Financial Activities	4,781	4,799	4,631	-0.4	3.2
Professional and Business Services	8,037	8,069	8,853	-0.4	-9.2
Educational and Health Services	21,792	21,733	20,876	0.3	4.4
Leisure and Hospitality	8,781	8,713	8,368	0.8	4.9
Other Services	3,689	3,679	3,636	0.3	1.5
Government	15,783	15,706	16,004	0.5	-1.4

Mankato-North Mankato MSA

Jobs % Chg. From

	Mar 2015	Feb 2015	Mar 2014	Feb 2015	Mar 2014
TOTAL NONFARM WAGE AND SALARY	55,636	55,915	54,575	-0.5	1.9%
GOODS-PRODUCING	9,903	9,868	9,523	0.4	4.0
Mining, Logging, and Construction	--	--	--	--	--
Manufacturing	--	--	--	--	--
SERVICE-PROVIDING	45,733	46,047	45,052	-0.7	1.5
Trade, Transportation, and Utilities	--	--	--	--	--
Wholesale Trade	--	--	--	--	--
Retail Trade	--	--	--	--	--
Transportation, Warehouse, Utilities	--	--	--	--	--
Information	--	--	--	--	--
Financial Activities	--	--	--	--	--
Professional and Business Services	--	--	--	--	--
Educational and Health Services	--	--	--	--	--
Leisure and Hospitality	--	--	--	--	--
Other Services	--	--	--	--	--
Government	9,469	9,516	9,471	-0.5	0.0

Employer Survey

Industry

TOTAL NONFARM WAGE AND SALARY

GOODS-PRODUCING

Mining, Logging, and Construction
Manufacturing

SERVICE-PROVIDING

Trade, Transportation, and Utilities
Wholesale Trade
Retail Trade
Transportation, Warehouse, Utilities
Information
Financial Activities
Professional and Business Services
Educational and Health Services
Leisure and Hospitality
Other Services
Government

Fargo-Moorhead MSA

Jobs % Chg. From

	Mar 2015	Feb 2015	Mar 2014	Feb 2015	Mar 2014
TOTAL NONFARM WAGE AND SALARY	138,189	138,003	133,392	0.1%	3.6%
GOODS-PRODUCING	17,681	17,677	16,966	0.0	4.2
Mining, Logging, and Construction	7,733	7,576	6,922	2.1	11.7
Manufacturing	9,948	10,101	10,044	-1.5	-1.0
SERVICE-PROVIDING	120,508	120,326	116,426	0.2	3.5
Trade, Transportation, and Utilities	30,332	30,424	29,416	-0.3	3.1
Wholesale Trade	9,214	9,227	8,924	-0.1	3.3
Retail Trade	16,135	16,085	15,506	0.3	4.1
Transportation, Warehouse, Utilities	4,983	5,112	4,986	-2.5	-0.1
Information	3,316	3,308	3,284	0.2	1.0
Financial Activities	10,668	10,526	10,035	1.4	6.3
Professional and Business Services	15,999	15,872	15,841	0.8	1.0
Educational and Health Services	21,651	21,689	21,365	-0.2	1.3
Leisure and Hospitality	14,472	14,429	13,203	0.3	9.6
Other Services	5,296	5,276	5,206	0.4	1.7
Government	18,774	18,802	18,076	-0.2	3.9

Grand Forks-East Grand Forks MSA

Jobs % Chg. From

	Mar 2015	Feb 2015	Mar 2014	Feb 2015	Mar 2014
TOTAL NONFARM WAGE AND SALARY	57,253	57,502	56,065	-0.4%	2.1%
GOODS-PRODUCING	6,493	6,642	6,163	-2.2	5.4
Mining, Logging, and Construction	2,615	2,708	2,393	-3.4	9.3
Manufacturing	3,878	3,934	3,770	-1.4	2.9
SERVICE-PROVIDING	50,760	50,860	49,902	-0.2	1.7
Trade, Transportation, and Utilities	13,117	13,229	12,324	-0.9	6.4
Wholesale Trade	1,949	1,962	1,924	-0.7	1.3
Retail Trade	8,943	9,043	8,275	-1.1	8.1
Transportation, Warehouse, Utilities	2,225	2,224	2,125	0.0	4.7
Information	619	614	596	0.8	3.9
Financial Activities	1,771	1,776	1,763	-0.3	0.5
Professional and Business Services	3,103	3,132	2,843	-0.9	9.2
Educational and Health Services	9,413	9,357	9,522	0.6	-1.1
Leisure and Hospitality	5,978	5,964	6,207	0.2	-3.7
Other Services	2,141	2,137	2,029	0.2	5.5
Government	14,618	14,651	14,618	-0.2	0.0

Source: Department of Employment and Economic Development, Current Employment Statistics, and North Dakota Job Service, 2015.

Highlights

After a few months of extensive review of their process for producing coincident and leading indices, the Philadelphia Federal Reserve Bank has published revised indices for all 50 states. The **Minnesota Index**, which had previously been reported as flat in December, was revised upwards, starting a four month upswing. March's 0.3 percent increase, the second straight month of 0.3 percent increases, indicates that the Minnesota economy, after slowing during the second half of 2014, is again picking up steam. Minnesota's index lagged behind the U.S. index for most of the last half of 2014 but has outpaced the U.S. index over the last two months.

Minnesota has recorded solid wage and salary employment growth over the past two months which has boosted the index, but the unemployment rate has been stuck at 3.7 for eight months. Slow job growth was the reason for the flat unemployment rate during the second half of last year. The 3.7 percent pause in the unemployment rate over the last couple of months can be traced to positive developments. Minnesota's labor force growth has accelerated over the last few months, recording monthly increases not seen since 2009. The state's labor force surpassed 3 million for the first time ever in both February and March. Solid job growth combined with an uptick in labor force growth is a welcome development.

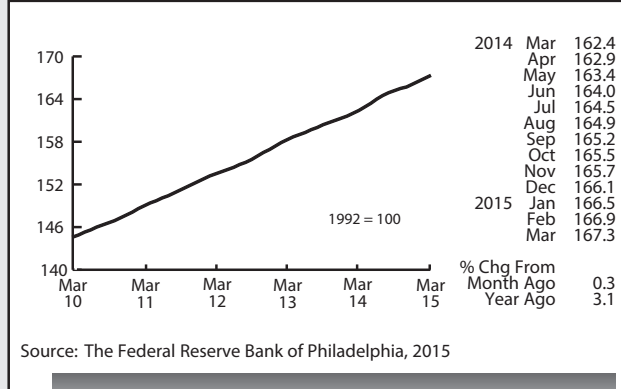
Adjusted **Wage and Salary Employment** climbed sharply for the second straight month in March with

jobs jumping 7,800. The most recent two-month average job gain is the strongest since July 2014. The private sector job increase over the last two months hasn't been this high since February 2013. Hiring was strong in Educational and Health Services, Trade, Transportation, and Utilities, Government, and Manufacturing. Four sectors lost jobs in March with most of the layoffs occurring in Professional and Businesses Services.

Minnesota's unadjusted over-the-year job growth continued to improve, increasing to 1.9 percent in March. That is the highest over-the-year increase since last August. Minnesota has trailed the nation in over-the-year growth since last July. U.S. employment in March was up 2.3 percent from a year ago.

Minnesota's adjusted online **Help-Wanted Ads** inched up in March, increasing 0.1 percent compared to the national 0.3 percent increase. Online help-wanted ads have climbed in five of the last six months in Minnesota, indicating that labor demand remains strong in the state. Minnesota's ad level is 18.5 percent higher than a year ago, which is significantly above the 11.4 percent increase experienced nationally.

Minnesota's **Purchasing Managers' Index (PMI)** plummeted to 50.0 in March, signaling that Minnesota's economic expansion has nearly stalled out. March's index is the lowest reading since November 2012. The steep drop, the third largest dating back to 1994, however, is completely inconsistent with most indicators. Minnesota's PMI had a similar steep decline in July 2012 followed by four more months of reading below 50. Average monthly job growth during that period worked out to 2.1 percent on an annual average basis, suggesting that the subpar PMI warnings were way off in 2012. March's subpar reading looks at least for



Minnesota Index

now like another erroneous signal.

After inching up in February, adjusted **Manufacturing Hours** inched down in March to 41.0. While factory hours are down from last year's record setting 41.7 hour average annual workweek, Minnesota's factory hours remain high historically. The 45-year average for non-recession months is 40.6 and for recession months 39.7. Minnesota's manufacturing sector is still expanding based on the current level of manufacturing hours. **Manufacturing Earnings** tailed off in March slipping to \$821.41. Factory paychecks are down in real terms by 0.6 percent from a year ago.

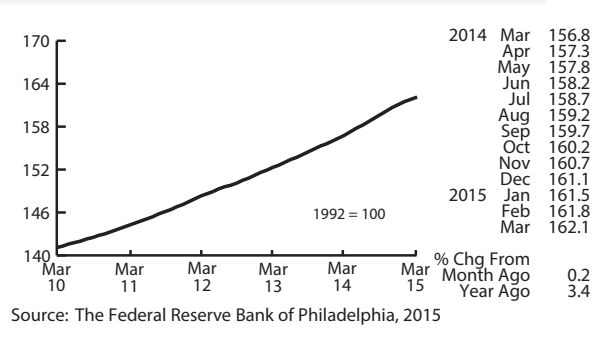
Revised numbers for the **Minnesota Leading Index** show a six-month rebound following a five-year low in September 2014. March's 1.81 reading is the highest since last May and suggests that Minnesota's economy will be expanding by more than a 3 percent annual average clip over the next six months.

Adjusted **Residential Building Permits** inched up in March to 1,731. The average over the last three months was 1,937 which is the highest three-month average since January 2007. The average monthly level is 2,120 over the 45-year series.

Adjusted **Initial Claims for Unemployment Benefits (UB)** dipped to 18,382 in March, the lowest total in five months. Initial claims are down 11.8 percent from last year on an unadjusted basis, suggesting that Minnesota's job growth should remain solid over the next few months.

by Dave Senf

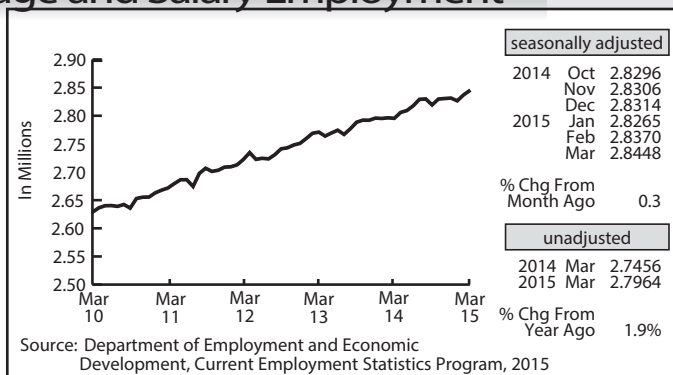
United States Index



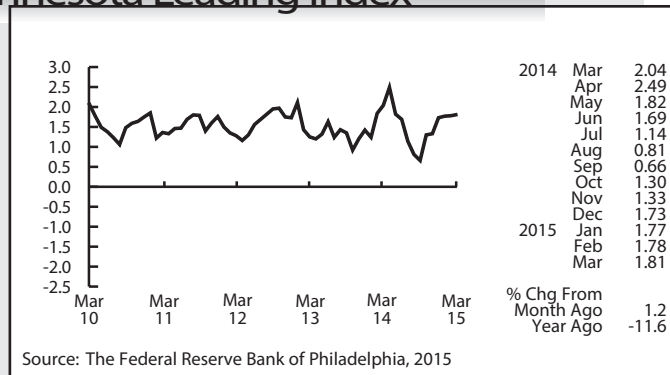
Note: All data except for Minnesota's PMI have been seasonally adjusted. See the feature article in the Minnesota Employment Review, May 2010, for more information on the Minnesota Index.

Minnesota Economic Indicators

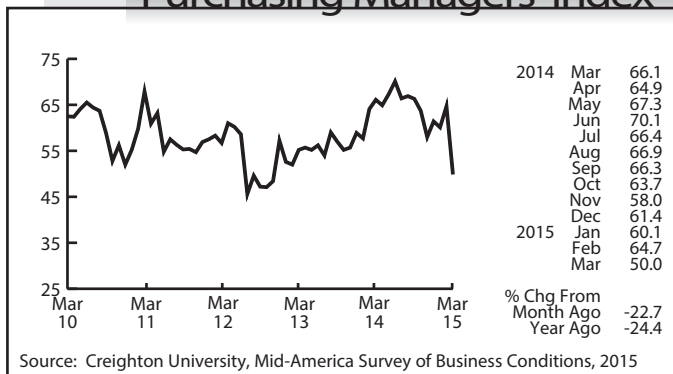
Wage and Salary Employment



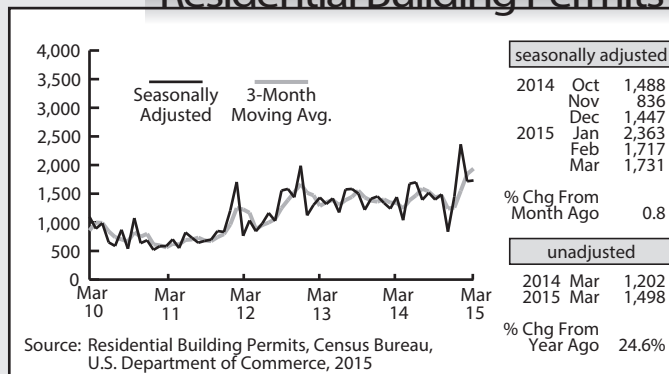
Minnesota Leading Index



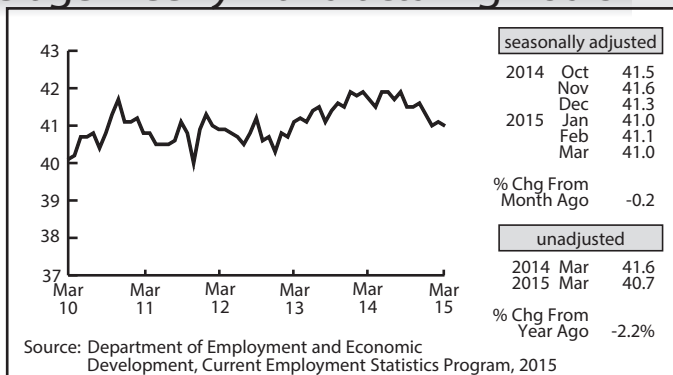
Purchasing Managers' Index



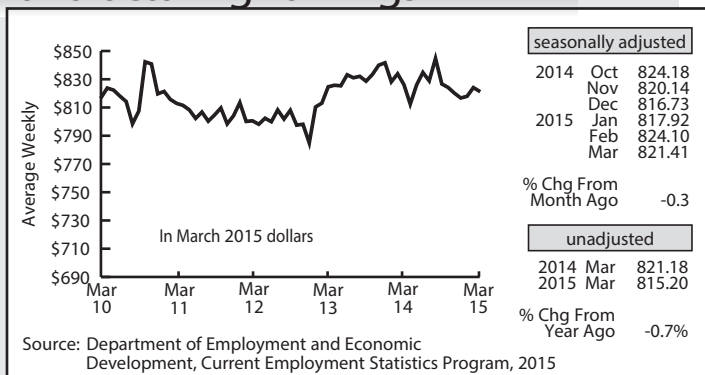
Residential Building Permits



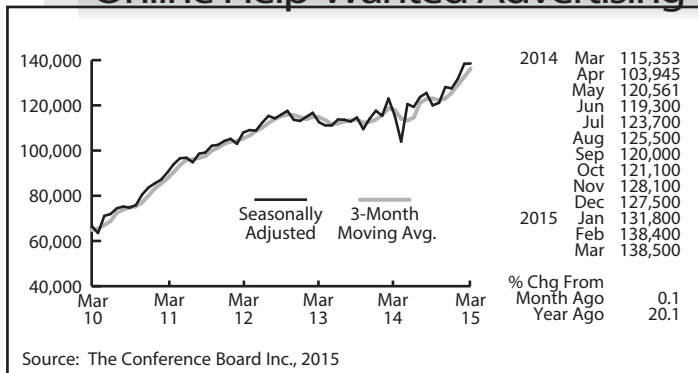
Average Weekly Manufacturing Hours



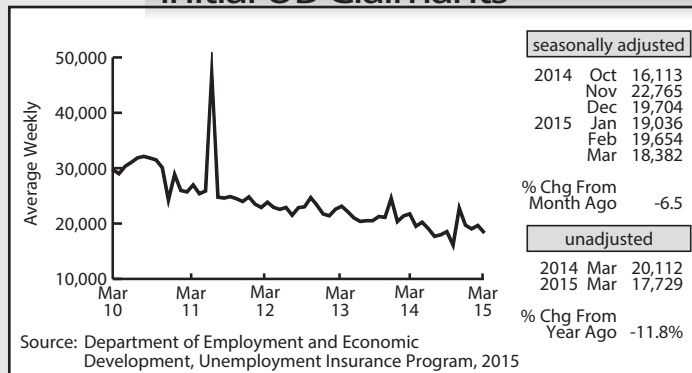
Manufacturing Earnings



Online Help-Wanted Advertising



Initial UB Claimants



Review

Minnesota Employment



DEED

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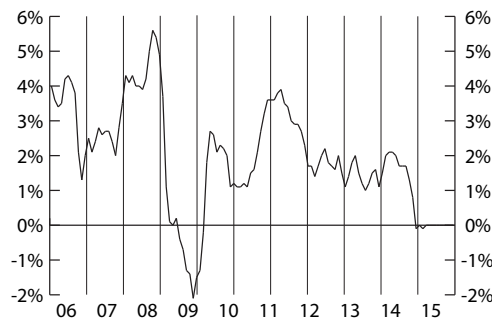
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U.S. Consumer Price Index for All Urban Consumers (CPI-U)

The CPI-U increased 0.2 percent in March on a seasonally adjusted basis the U.S. Bureau of Labor Statistics reported. Increases in the energy and shelter indices more than offset a decline in the food index and were the main factors in the rise of the all items index. The energy index rose 1.1 percent. The food index declined 0.2 percent, with the food at home index posting its largest decline since April 2009. The index for all items less food and energy rose 0.2 percent, the same increase as in January and February.

Along with the shelter index, a broad array of indices rose in March, including medical care, used cars and trucks, apparel, new vehicles, household furnishings and operations, and recreation.

Percent Change From One Year Ago



For more information
on the U.S. CPI
or the semi-annual
Minneapolis-St. Paul CPI, call:
651.259.7384
or toll free 1.888.234.1114.

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What's Going On?

The prevalence of autism spectrum disorders (ASD) is growing rapidly. About one in 68 Minnesotans under age 21 has an ASD diagnosis, an increase of about 120 percent in the last 15 years. In 2014 DEED's Vocational Rehabilitation Services, which provides employment services to individuals with disabilities, served 1,875 individuals with ASD, a 49 percent increase over 2013. Abbie Wells-Herzog is DEED's autism specialist, and she has partnered with the Autism Society of Minnesota to provide specialized ASD training to at least one counselor in each Workforce Center. Contact your nearest Workforce Center or Wells-Herzog who can be reached at 952-703-3181 or abbie.wells.herzog@state.mn.us.

Minnesota
Department of Employment and Economic Development

Digging Deep into Real-Time Job Data



Today's Hot Topic: Real-Time Data

Real-time job data, job ads compiled from numerous online job boards, are a relatively new source of labor market information that may help improve labor market performance and efficiency by providing more timely measures of the demand for specific occupations, skill sets, certifications, and licenses. For this reason real-time data has become a hot topic among states, government agencies, schools, and businesses hoping to use these data in order to make better-informed policy decisions. However, very little analysis has been done about how well real-time data represent the real population of job vacancies over time and how they compare to traditional labor market information.

This analysis uses data from the fourth quarter of 2005, second quarter of 2014, and every second and fourth quarter in between. The data come from a comparison of the Conference Board Help Wanted Online Data Series (HWOL) and the Minnesota Job Vacancy Survey (JVS) to determine whether HWOL would be an appropriate replacement for the entire JVS, only sections of the JVS, or as a supplement. This article also surveys the strengths and weaknesses of HWOL.

How JVS Data Are Collected

Questionnaires were sent to a stratified sample of 10,000 firms in the 13 Economic Development regions of Minnesota. Firms that are private households, personnel service industry establishments, or businesses with no employees at the time the sample was pulled were excluded from the sampling. For the purposes of this survey, a job vacancy is defined as a vacancy that is open-for-hire at the time the survey was conducted. Data were collected by mail, phone, and email. When appropriate, data were also collected from the firm's website if job vacancy information was present. Information collected included job title, whether the opening was for a full-time or part-time position, wages, number of vacancies, whether a license was required, and the education and amount of experience required.

How the HWOL Data Were Obtained

A special request was made to obtain monthly HWOL data containing information on the volume of job postings for every second and fourth quarter between the fourth quarter of 2005 and the second quarter of 2014. The following variables were included in the data received:

- O*NET code¹
- county code²
- volume new³
- volume⁴

HWOL does not provide information on education or wages since only about 30 percent of the job ads indicate a desired education level and only 15 percent of job ads indicate a wage. These data included anonymous and staffing firm ads as well as Craigslist ads. Craigslist ads, however, were carefully cleaned to ensure improper ads were removed.⁵ HWOL obtains its data from WANTED Analytics which is their data provider.⁶ Monthly HWOL data were collected using a mid-month survey reference period which means the volume of online job

¹These are based on the Standard Occupational Classification (SOC) codes, but independently expanded for more detail.

²Not all ads are coded to a county. According to *The Conference Board Help Wanted Online Data Series Technical Notes* 2012 version, roughly 93 percent of all ads are coded to a county/city level. The remaining 7 percent is made up of statewide and nationwide ads where 5 percent are coded as "Statewide" and 2 percent are coded as "nationwide" ads.

³Volume new, a subset of volume, refers to ads that have not been seen for at least a set period of time. For the purposes of this analysis, volume new was used instead of volume.

⁴Volume refers to the total volume of ads spidered (spiders are internet bots that crawl the web collecting job ad information) between the 14th of the prior month and the 13th of the month of interest.

⁵Craigslist is one of the largest job boards in the U.S. It is also a large driver of anonymous ads because it does not provide a field for employer name.

⁶WANTED Analytics collects its data by spidering job boards, online newspaper ads, government job boards, and corporate job boards. Spiders are internet bots that crawl the web collecting job ad information. The process takes place 24/7 for HWOL and needs roughly two days to spider a job board.

ads for any particular month is the sum of all the job ads posted between the 14th of the prior month and the 13th of the month of interest. In order to compare the state level data obtained from HWOL to the JVS data, the HWOL data had to be sorted by region as well as by 2-, 3- and 6-digit SOC and then collapsed to the quarter level. Thus, the data were summed by SOC for each quarter separately for both the state and planning region level. The average of the volume over each three-month period for each quarter was then divided by three to smooth the

fluctuations caused by strong seasonality in the HWOL data.

It is important to note that the time period of the HWOL data does not perfectly match up with the time period of the JVS data as the HWOL data were collected using a mid-month reference period while the JVS data refer to the time the questionnaire was filled out. In addition, the HWOL job ad “volume new” average over a three-month period is being compared to the quarterly JVS job vacancy volume. For the purposes of this study, JVS job

vacancies are treated as true vacancies while HWOL job ads are treated as possible openings since some employers post job ads in order to have a constant applicant pool or to gauge market competitiveness. Therefore, a job ad does not equal a job opening.

How HWOL and JVS Data Compare

Table 1 describes the 23 major occupational groups and Table 2 provides HWOL and JVS comparison information for the Twin Cities⁷ and Greater Minnesota areas. Using the JVS data as the baseline, HWOL appears to favor high-skill jobs such as those in management (11-0000), computer (15-0000), and legal occupations (23-0000). Like many high-skill occupations, job openings for these occupations are more likely to be posted online. One reason for this may be that firms hiring in these areas have access to a larger pool of potential job candidates by posting a job vacancy online, which allows firms to recruit more widely and be more selective about the individuals they hire. Another reason may be that high-skill workers are more likely to have access to the Internet and use it for job search.

On the other hand, JVS appears to favor low-skill jobs. For example, the JVS volumes for low-skill occupations such as sales and related occupations (41-0000), health support occupations (31-0000), and food preparation and serving related occupations (35-0000) are significantly higher than the HWOL volumes. One reason for this is that firms tend to post openings for low-skill occupations on the company’s bulletin board, window, or door, in the local newspapers, or on the firm’s website. Interestingly, education, training, and library occupations also tended to be better captured by the JVS than by HWOL.

Further research shows one reason HWOL may under-represent the

Table 1: 2-Digit SOC

SOC	Description
11-0000	Management Occupations
13-0000	Business and Financial Operations Occupations
15-0000	Computer and Mathematical Occupations
17-0000	Architecture and Engineering Occupations
19-0000	Life, Physical, and Social Science Occupations
21-0000	Community and Social Service Occupations
23-0000	Legal Occupations
25-0000	Education, Training, and Library Occupations
27-0000	Arts, Design, Entertainment, Sports, and Media Occupations
29-0000	Healthcare Practitioners and Technical Occupations
31-0000	Healthcare Support Occupations
33-0000	Protective Service Occupations
35-0000	Food Preparation and Serving Related Occupations
37-0000	Building and Grounds Cleaning and Maintenance Occupations
39-0000	Personal Care and Service Occupations
41-0000	Sales and Related Occupations
43-0000	Office and Administrative Support Occupations
45-0000	Farming, Fishing, and Forestry Occupations
47-0000	Construction and Extraction Occupations
49-0000	Installation, Maintenance, and Repair Occupations
51-0000	Production Occupations
53-0000	Transportation and Material Moving Occupations
55-0000	Military Specific Occupations

Source: Bureau of Labor Statistics 2010

⁷The Twin Cities metro area is defined as the seven-county Minneapolis-St. Paul region which includes Anoka, Carver, Dakota, Hennepin, Ramsey, Scott, and Washington Counties.

Table 2: Greater Minnesota vs. Twin Cities

SOC	Greater Minnesota				Twin Cities				Metro/ Greater MN Ratio
	HWOL/ JVS	HWOL Share	JVS Share of Total	HWOL Share of Total	HWOL/ JVS	HWOL Share	JVS Share of Total	HWOL Share of Total	
11-0000	137.1%	57.8%	2.3%	6.6%	163.6%	62.1%	5.7%	9.4%	1.2
13-0000	83.9%	45.6%	2.2%	3.8%	114.4%	53.4%	7.1%	8.2%	1.4
15-0000	155.9%	60.9%	1.4%	4.4%	235.2%	70.2%	6.5%	15.3%	1.5
17-0000	87.4%	46.6%	1.7%	3.1%	143.5%	58.9%	2.9%	4.2%	1.6
19-0000	47.4%	32.1%	0.9%	0.9%	51.7%	34.1%	1.6%	0.8%	1.1
21-0000	74.5%	42.7%	2.0%	3.1%	90.6%	47.5%	1.9%	1.8%	1.2
23-0000	103.6%	50.9%	0.1%	0.3%	212.7%	68.0%	0.4%	0.8%	2.1
25-0000	44.0%	30.6%	3.9%	3.6%	55.3%	35.6%	4.8%	2.6%	1.3
27-0000	79.9%	44.4%	1.4%	2.4%	137.9%	58.0%	1.8%	2.5%	1.7
29-0000	64.9%	39.4%	7.7%	10.6%	73.7%	42.4%	7.4%	5.5%	1.1
31-0000	20.2%	16.8%	8.3%	3.5%	37.7%	27.4%	5.3%	2.0%	1.9
33-0000	34.9%	25.9%	1.1%	0.8%	48.9%	32.8%	1.0%	0.5%	1.4
35-0000	14.2%	12.5%	13.0%	3.9%	40.9%	29.0%	8.3%	3.4%	2.9
37-0000	30.7%	23.5%	4.6%	2.9%	64.4%	39.2%	2.9%	1.8%	2.1
39-0000	22.9%	18.7%	4.5%	2.2%	44.4%	30.7%	4.2%	1.9%	1.9
41-0000	46.5%	31.7%	12.1%	11.9%	88.2%	46.9%	13.3%	11.8%	1.9
43-0000	75.3%	42.9%	8.0%	12.8%	120.4%	54.6%	11.3%	13.7%	1.6
45-0000	17.2%	14.7%	1.4%	0.5%	33.9%	25.3%	0.2%	0.1%	2.0
47-0000	37.8%	27.4%	4.5%	3.6%	172.6%	63.3%	1.4%	2.3%	4.6
49-0000	75.7%	43.1%	3.2%	5.2%	140.3%	58.4%	2.2%	3.1%	1.9
51-0000	40.8%	29.0%	8.0%	6.9%	113.7%	53.2%	4.2%	4.7%	2.8
53-0000	42.3%	29.7%	7.8%	7.0%	59.4%	37.3%	5.7%	3.4%	1.4
55-0000	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Grand Total	47.4%	32.2%	100.0%	100.0%	99.5%	49.9%	100.0%	100.0%	2.1

Source: DEED analysis using data from The Conference Board's Help Wanted Online Data Series and the Minnesota Job Vacancy Survey.

number of openings for education, training, and library occupations is that these openings tend to be posted on school or library websites rather than on job boards. Similarly, healthcare support occupation openings tend to be posted on nursing home websites rather than on job boards. In the case of healthcare support occupations such as home health aides, many agencies do not post openings but rather request candidates to send in their resumes. Individuals are then contacted when positions become available. Because HWOL collects only online postings,

it under-represents occupations and industries that use recruitment methods other than online job posts.

The prevalence of online job postings differs significantly between the metro and the Greater Minnesota area. In particular, the ratio of online job postings to job vacancies is roughly 99.5 percent in the Twin Cities area but only 47.4 percent in Greater Minnesota so that job openings in the Twin Cities are roughly twice as likely to be posted online than job openings in Greater Minnesota. To identify the reasons

behind this difference in propensity to post online, data were compiled by major occupational groups at the 2-digit SOC level for both the metro and the Greater Minnesota areas (Table 2). During the JVS rounds between 2005 fourth quarter and 2014 second quarter, 6.5 percent of all vacancies reported in the Twin Cities were in IT occupations (15-0000), 5.7 percent in management occupations (11-0000), 7.1 percent in business and financial operations occupations (13-0000), and 0.4 percent in legal occupations (23-0000) compared to 1.4 percent in IT,

2.3 percent in management, 2.2 percent in business and financial operations, and 0.1 percent in legal occupations of all the vacancies reported in Greater Minnesota. On the other hand, there are greater shares of vacancies in Greater Minnesota in occupations that are less likely to be posted online. Examples of these occupations include food preparation and serving related occupations (35-0000) with 8.3 vs. 13.0 percent, healthcare support occupations (31-0000) with 5.3 vs. 8.3 percent, and personal care and service occupations (39-0000) with 4.2 vs. 4.5 percent. As seen from the last column in Table 2, the Metro/Greater MN ratio is greater than 1 across all occupation groups; this indicates that a job from any given occupation group is more likely to be posted online in the Twin Cities than in the Greater Minnesota area. For example, a job opening in management (11-000) is 1.2 times more likely to be posted online in the Twin Cities than in Greater Minnesota and a job opening in a computer and mathematical occupation is 1.5 times more likely to be posted online in the Twin Cities than in Greater Minnesota. These results suggest that the gap of online job posts between the Twin Cities and Greater Minnesota is driven more by the

practices of employers than occupation distributions.

Final Remarks

Many states appear to use real-time labor market information as an indication of real-time labor demand. To support this usage of information, states suggest there is a relationship between the number of job postings and the number of new hires. Unfortunately, the data provided were not sufficient to analyze whether a correlation existed between the volume of job postings and the volume of new hires. Moreover, caution should be used when using real-time job ad data as a measure of growth in occupations as the findings of this study suggest that not all occupational groups are represented equally. Further caution should be used when looking at the volume of online job ads in the very short-run as the volume of postings can be misleading because employers or recruiting agencies tend to post ads only once a week or all at the beginning or end of the week. This is especially true if employers or recruiting agencies post ads only once a week or all at the beginning or end of the week. Thus, the volume of online job ads can be

quite volatile with spikes in volume resulting when a recruiting agency or an employer posts an ad. Future research needs to be done to understand better the relationship between the volume of online job postings and the volume of new hires and whether there is a strong relationship between the two for certain occupations or occupational groups.

Overall, it is not recommended that HWOL be used as a replacement for the entire JVS or parts of the JVS. The findings using these new data suggest that relying solely on HWOL as an indicator of the occupational distribution of job opportunities and the skills associated with them will skew our understanding of the current needs of the Minnesota labor market. Likewise, it will skew our training programs toward occupations more likely to be posted online and will produce a labor workforce that better suits the needs of the Twin Cities metro area than the needs of the Greater Minnesota. Any use of HWOL or other real-time data should be used in conjunction with traditional LMI data. The application and interpretation of real-time LMI data will likely provide better results when used by someone who understands its limitation.

by Lexi Boyer
Labor Market Information Office
Department of Employment and Economic Development





How Does Minnesota Unemployment Compare?

Every month, with the release of the unemployment rate, we get an up-to-date snapshot of how the state and national labor markets are changing. This information helps us track trends and compare economic conditions in Minnesota and across the U.S.. Recent updates have shown steadily increasing employment alongside rapidly falling unemployment rates.

Overall, economic conditions in the state are favorable. Minnesota's unemployment rate has stayed at least 1.5 percent below the U.S. rate every month since the heart of the recession in July 2009 and was at least 2 percent lower than the national rate in over three-fourths of the last 66 months. Likewise, Minnesota's average annual unemployment rate was 4.1 percent in 2014, which was over 2 percent below the national rate of 6.2 percent. Minnesota had the fifth lowest unemployment rate in the U.S. in 2014, according to the Bureau of Labor Statistics (BLS).

While Minnesota's unemployment rate displays an improving economy and labor market, it doesn't tell the whole story. Using data from the Current Population Survey (CPS), DEED has started providing alternative measures of unemployment by looking at race, age, and gender and by looking beyond the traditional unemployment rate. Although the data are updated monthly, they are presented as 12-month moving averages to mitigate seasonal changes and short-term fluctuations.

Breaking down unemployment rates for these different groups reveals that some communities are facing greater challenges in the labor market than others. Unemployment rates have been dropping, but were still higher for the following groups in Minnesota: Teenagers, people with lower educational attainment, Blacks or African Americans, and Hispanics or Latinos.

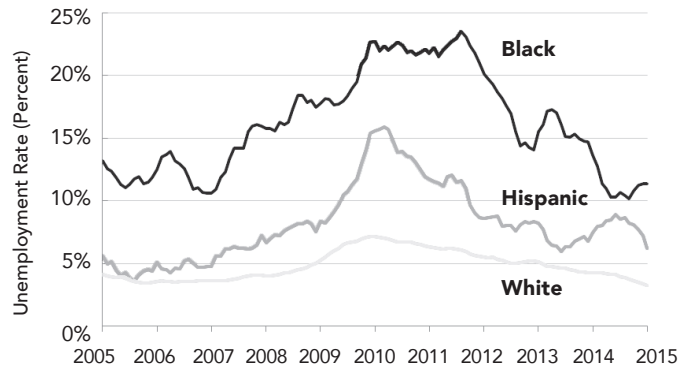
Moving into January 2015, unemployment rates for teenagers in Minnesota tumbled to 10.2 percent from 14.8 percent just 12 months prior. The rates turned down from 13.6 percent to 11.4 percent for Blacks or African Americans and from 7.5 percent to 6.2 percent for Hispanics or Latinos. Unemployment rates also dropped for whites from 4.2 percent in January 2014 to 3.2 percent in January 2015 (Figure 1).

Understanding the Unemployment Data

The Current Population Survey, sponsored by BLS and the Census Bureau, is the primary source of labor force statistics for the U.S. population, including the national and state unemployment rates. The survey provides the most comprehensive data available to help understand the labor force. Detailed questions capture household attachment to the labor force by asking if individuals are available and actively seeking work.

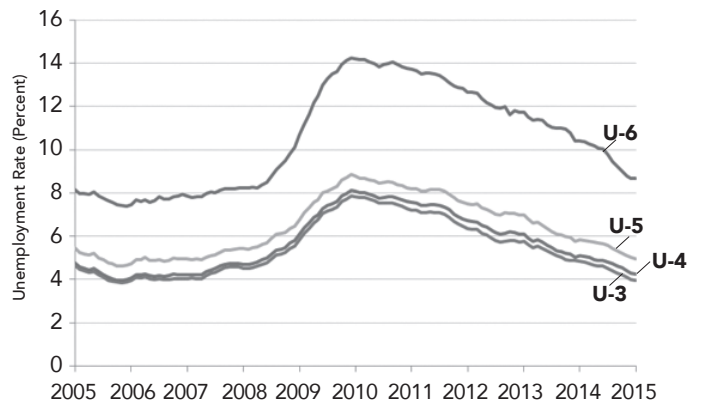
The key to defining unemployment is the connection to the labor force. Those who are discouraged and haven't looked for work or

Figure 1: Minnesota Unemployment by Selected Race or Ethnicity, January 2015



Source: Minnesota DEED, Labor Market Information, Current Population Survey

Figure 2: Minnesota Unemployment and Underemployment, January 2015



Source: Minnesota DEED, CPS

have a marginal attachment and aren't available to work are not counted in the measurements used to produce the official "U-3" unemployment rate. Only those who are actively seeking work are considered unemployed at this level.

Instead, the "U-6" rate includes those discouraged and marginally attached workers, as well as workers who are underemployed by virtue of working only part-time even though they would prefer to work full-time. Minnesota's U-6 rate was 8.7 percent in January 2015, down from 10.4 percent 12 months prior. The number of discouraged and marginally attached workers also slumped across the state in the last year (Figure 2).

Geographic Profile of Employment and Unemployment

In addition to the monthly releases, BLS also provides a detailed annual report summarizing CPS data by state and metropolitan areas for a variety of demographic breakouts, including:

- Gender
- Race (white, Black or African American, Asian)¹
- Ethnicity (Hispanic or Latino)²
- Age³

The 2014 preliminary estimates share data by gender, race, ethnicity, and age and show some significant differences in unemployment rates in the state. The unemployment rate gap between whites and Blacks diverged by over 15 percentage points from 2009 to 2011 (Table 1).

Minnesota’s unemployment rate has plummeted for all races since then, but the state still had the seventh largest disparity in the U.S. in 2014. The larger gaps between white and Black unemployment rates were primarily in other Midwestern states, led by Wisconsin, Michigan, Iowa, Missouri, and Illinois, as well as Washington.

In addition to race, the profile data show unemployment rates by gender and ethnicity. At 3.6 percent, Minnesota had the third lowest unemployment rate for women of any state in 2014, led by a 2.9 percent rate for white women. However, rates were even higher for Black or African American and Hispanic or Latino women than for men, creating even bigger gaps between the race groups for females than overall (Figure 3).

The 2014 Profile also shows disparities in unemployment rates by age groups. Although Minnesota teens had the sixth lowest unemployment rates in the nation, 11.4 percent were still unemployed in 2014. That was significantly lower than the unemployment rate for teens nationwide, which was 19.6 percent in 2014, and was significantly lower than one and two years prior, when Minnesota’s unemployment rate for teens was 15.0 and 18.6 percent, respectively (Figure 4).

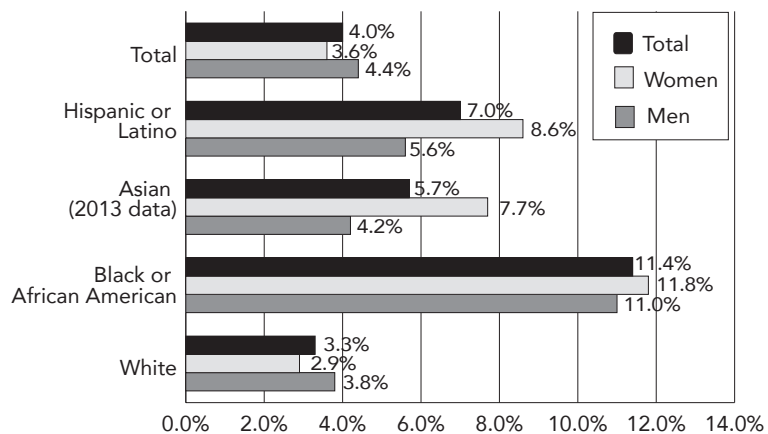
Unemployment rates were 6.7 percent for

Table 1: Minnesota Unemployment Rates by Race and Ethnicity, 2000-2014

Year	Total	White	Black or African American	Asian	Hispanic or Latino
2000	3.3%	3.0%	7.0%	NA	NA
2001	3.7%	3.5%	9.4%	NA	NA
2002	4.4%	4.0%	11.4%	NA	5.6%
2003	5.0%	4.6%	10.7%	7.8%	5.6%
2004	4.8%	4.3%	12.9%	5.0%	6.4%
2005	3.9%	3.5%	11.9%	3.7%	4.2%
2006	4.0%	3.6%	10.7%	5.6%	4.7%
2007	4.6%	4.1%	15.8%	2.8%	7.1%
2008	5.5%	5.0%	16.9%	5.5%	7.4%
2009	7.8%	7.1%	22.5%	7.9%	15.5%
2010	7.3%	6.4%	22.0%	11.7%	12.3%
2011	6.5%	5.6%	20.7%	9.2%	8.6%
2012	5.8%	5.2%	13.8%	5.8%	8.5%
2013	4.9%	4.3%	15.0%	5.7%	6.8%
2014 preliminary	4.0%	3.3%	11.4%	NA	7.0%

Source: Bureau of Labor Statistics, Geographic Profile of Employment and Unemployment

Figure 3: Unemployment Rates by Gender, Race, and Ethnicity in Minnesota, 2014



Source: BLS, Geographic Profile of Employment and Unemployment

entry-level workers in the 20-to 24-year-old age group, which was also the fifth lowest in the U.S. In contrast, unemployment rates hovered just above or below 3 percent for most adult age groups in Minnesota, ranging from 3.5 percent for people aged 25 to 34 years to 2.7 percent for people aged 65 years and over.

Reasons for Unemployment

Unemployment is considered according to the status of individuals at the time they began to look for work. People are divided into different groups based on their reason for unemployment, whether it was a job change or entrance into the labor force. Data were not available in the 2014 preliminary estimates, but are updated through 2013.

¹Labor force data for American Indians are not included in the “Geographic Profile of Employment and Unemployment” report.

²Persons of Hispanic or Latino ethnicity may be of any race.

³Limited data are available for age groups.

In Minnesota well over half (55.9 percent) of the unemployed in 2013 were job losers, comprising persons whose employment ended involuntarily, including those who completed temporary jobs. Eleven percent were job leavers, or individuals who quit or otherwise voluntarily terminated their employment. Nearly one in four (24.1 percent) were reentrants to the labor market in 2013, indicating that they were returning to job search activity after some time away from the job market. And 9.0 percent of Minnesota's unemployed were new entrants to the labor market in 2013 or people who have never worked (Figure 5).

Figure 5 also displays these reasons for unemployment for Minnesotans by race and ethnicity in 2013. Women had a slightly higher rate of new entrants (11.1 percent), job leavers (15.9 percent), and reentrants (27.0 percent) compared to men in Minnesota. Job loss was the dominant reason for unemployment for white and Black or African Americans. Reentry to the labor market was the reason for one in three unemployed Asians and Hispanic or Latino Minnesotans. The percent of new entrants was higher among non-white job seekers and most likely reflects the younger age distribution among different races.

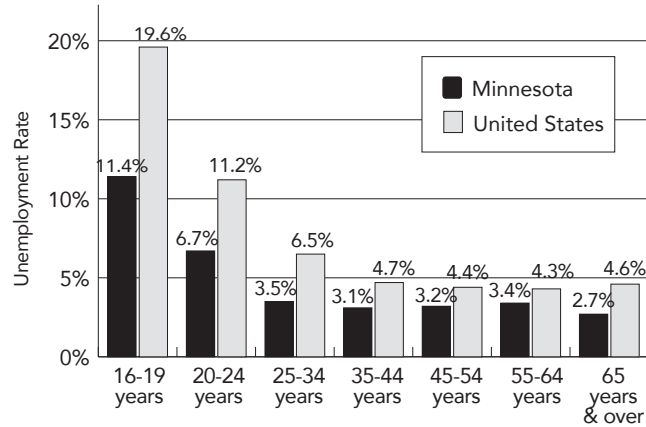
Duration of Unemployment

Across the country the average duration of unemployment ranged from 17.6 weeks in North Dakota to 48.0 weeks in Florida in 2013. Minnesota ranked 16th with an average unemployment duration of 29.1 weeks.

Figure 6 provides the duration of unemployment in Minnesota in 2013 in average and median weeks for various characteristics of the unemployed. While the state's average unemployment was 29.1 weeks, the median number of weeks of unemployment was 11.3. The difference in the median and average weeks of unemployment suggests that many people have been unemployed for long periods of time. In fact, nearly 39,000 Minnesotans were unemployed for 27 weeks or more in 2013, accounting for just over one in four (26.9 percent) unemployed workers.

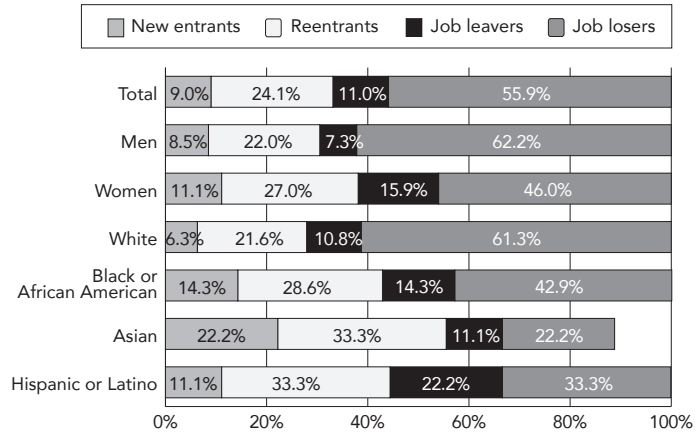
Minnesota men had slightly shorter (27.3 weeks) average employment duration than women (31.4 weeks). Average unemployment duration was similar among race and ethnic groups. Asian workers had the longest mean unemployment duration at 31.2 weeks, while Hispanics or Latinos had the shortest mean duration at 25.1 weeks. This shows remarkable improvement in average unemployment duration from 2011 and 2012.

Figure 4: Unemployment Rates by Age Group in Minnesota, 2014



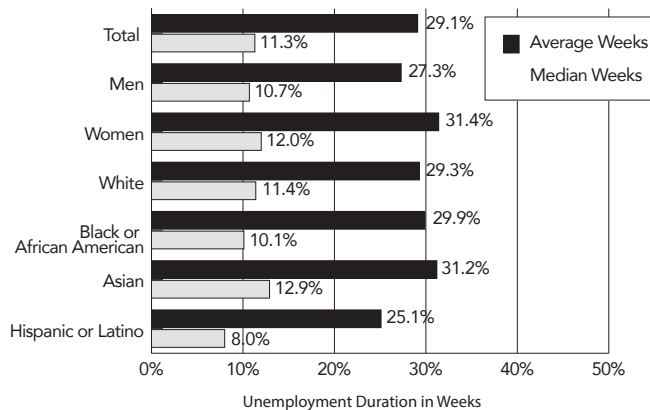
Source: BLS, *Geographic Profile of Employment and Unemployment*

Figure 5: Reasons for Unemployment in Minnesota, 2013



Source: BLS, *Geographic Profile of Employment and Unemployment, 2013*

Figure 6: Duration of Unemployment in Minnesota, 2013



Source: BLS, *Geographic Profile of Employment and Unemployment*

Type of Work Sought by the Unemployed

One in five unemployed workers in Minnesota (19.3 percent) was seeking part-time work. Of those 28,000 job seekers looking for part-time employment, nearly half were individuals between 16 and 19 years old, which reflects the schedule restrictions and educational attachment of teens. Unfortunately, this is the only age category for which this data is available.

Figure 7 explores the percentages of unemployed individuals seeking part-time or full-time work by gender, race, and ethnicity. There was very little difference between the type of employment sought among the white, African American, and Asian unemployed population. In each case about one-fifth of job seekers were looking for part-time work. However, about one in three unemployed Hispanic or Latino Minnesotans was seeking part-time employment in 2013. By gender, women were slightly more likely than men to be seeking part-time work, but in both cases, about 20 percent wanted part-time work.

Educational Attainment of the Unemployed

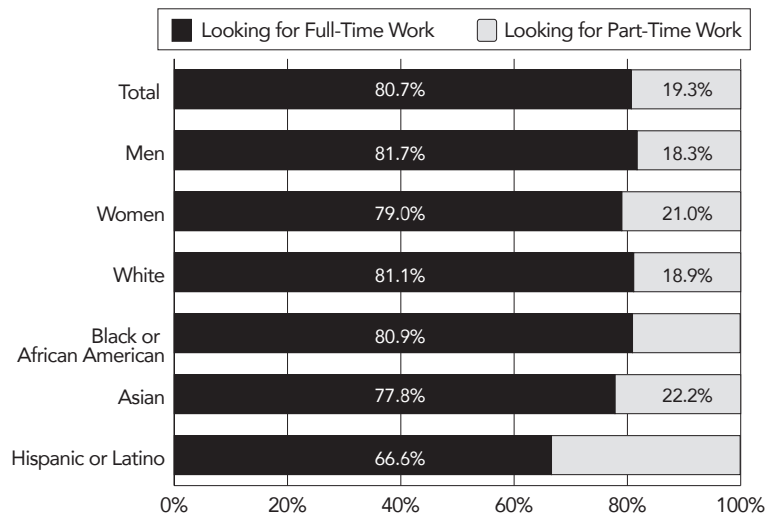
Finally, the CPS profile data display the disparity in unemployment rates by educational attainment for the population aged 25 years and over in Minnesota in 2013. Trends have long demonstrated that the higher the level of education, the lower the unemployment rate. In 2013 adults with no high school diploma had an unemployment rate (12.1 percent) four times as high as adults with a bachelor's degree or higher (2.8 percent) (Figure 8). However, it is important to note that unemployment rates dropped for all educational attainment levels between 2012 and 2013.

Challenges Remain for the Unemployed

Overall, Minnesota's economy and labor market continue to see steady improvement. Monthly and annual updates from the CPS show that unemployment rates dropped across the board between 2012 and 2013 and again into 2014, but different groups still face different challenges while seeking work.

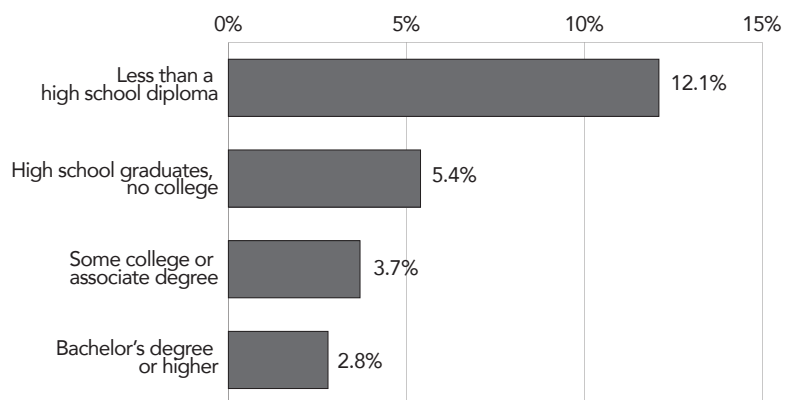
Although Minnesota's unemployment rates were relatively low in comparison to other states, rates remained relatively high for teenagers and young adults, non-whites, and people with less than a high school diploma. The number of discouraged and marginally

Figure 7: Type of Employment Sought by Unemployed Workers in Minnesota, 2013



Source: BLS, Geographic Profile of Employment and Unemployment

Figure 8: Unemployment Rates by Educational Attainment* in Minnesota, 2013



*Note: Educational attainment is computed for the population 25 years and older

Source: BLS, Geographic Profile of Employment and Unemployment

attached workers declined, as did the number of people working part-time who would prefer to be working full-time.

Thankfully, unemployment duration also sank for many groups, including Asians and African Americans in Minnesota. Women had higher average unemployment duration than men, but lower unemployment rates overall. Finally, education remains highly correlated with unemployment, as Minnesota adult residents with no high school diploma continued to struggle with the highest unemployment rates in 2013, while workers with bachelor's degrees or higher found it easier to find work.

If the economy and labor market continue to strengthen as rapidly in the next couple of years as in the past two years, unemployment rates and disparities should continue to shrink across the state. CPS data will continue to provide the details on the improvements and remaining challenges.

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