



Economic and Fiscal Footprint of Saratoga County's Major Sectors EXECUTIVE SUMMARY

A Message from the President

The Saratoga Economic Development Corporation (SEDC) commissioned this economic impact study to analyze the impact of the major economic sectors in Saratoga County – Industrial, Manufacturing, Commercial, Life Sciences, Agriculture and Equine Industries.

This analysis and report will include an examination of the current economic conditions in Saratoga County (thru 2023), employment, production by industry, workforce characteristics, demographics, housing, tax rates, the broader regional marketplace (Capital Region) and quality of life factors.

It is important to note that this report reflects a “snapshot in time” and is not intended, using the data and conclusions contained in this report, to forecast or predict the impact of the major economic sectors on either Saratoga County or New York’s Capital Region in the future.

This report is modeled, in part, on the August 2014 Economic and Fiscal Impact Analysis prepared for SEDC by Camoin Associates.

Saratoga County is among New York’s most successful and healthiest counties as demonstrated by its low tax rate, low sales tax and designation as New York’s Healthiest Counties by U.S. News and World Reports. As well as international reputation for History, Culture, the Arts, Tourism and Recreation. The analysis and conclusions contained in this report support the conclusions by others that Saratoga County is a GREAT place to live, work, invest in and raise a family.

J. Gregory Connors,
President | CEO

Special Acknowledgement

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Mission Statement

Saratoga Economic Development Corporation (SEDC) is a private sector, non-profit consulting firm established in 1978. With more than 45 years of economic development success, we are the primary resource and first-point of contact for any business or individual considering an investment in Saratoga County, New York.

SEDC works collaboratively with state, regional and local government on economic development programs currently available for targeted sectors. SEDC also encourages investment in our existing industries, the attraction of new business, the creation of new and permanent full-time jobs and the opportunity of complementary business development operations.

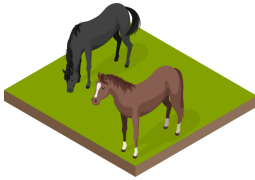
SEDC will coordinate available incentives and provide direction for your specific project. We bring a degree of experience and confidentiality that sets us apart from other economic development organizations.

Saratoga County New York is OPEN for BUSINESS and SEDC is ready to help!



Major Sectors

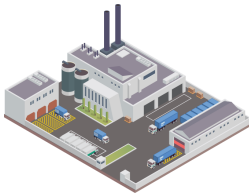
These sectors were selected in coordination with Saratoga Economic Development Corporation to capture the sectors in the county with the largest levels of employment. **Note that Tourism is not included in this study because it was analyzed as part of the 2022 Tourism Destination Study by the Saratoga County IDA** that looked at the impact of four major tourism destinations on Saratoga County, including the multiplier effect of that activity.



Agriculture and Equine Sector | The Agriculture and Equine sector in Saratoga County consists of Crop Production; Animal Production; Forestry and Logging; Fishing, Hunting, and Trapping; Support Activities for Agriculture and Forestry; and a portion of Other Spectator Sports, which includes racehorse owners, trainers, stables, and jockeys but not the entirety of the impact of New York Racing Association's impact.



Commercial Sector | Saratoga County's Commercial sector consists of businesses in the Information; Finance and Insurance; Real Estate and Rental and Leasing; Professional, Scientific, and Technical Services (except those related to Life Sciences); Management of Companies; and Administrative, Support, and Waste Management industries.



Industrial Sector | The Industrial sector in Saratoga County comprises Mining, Quarrying, and Oil and Gas Extraction; Utilities; Construction; Wholesale Trade; and Transportation and Warehousing companies.



Life Sciences Sector | Saratoga County's Life Sciences sector includes firms engaged in Pharmaceutical and Medicine Manufacturing; Optical Instrument and Lens Manufacturing; Measuring, Electromedical, and Control Instruments Manufacturing; Medical Equipment and Supplies Manufacturing; Research and Development in the Physical, Engineering, and Life Sciences; and Medical and Diagnostic Laboratories.



Manufacturing Sector | Saratoga County's Manufacturing sector includes firms engaged in food and beverage manufacturing, textile, apparel, and leather goods production wood and paper products, chemical substances, plastics, and resins, glass, concrete, and other non-metallic mineral manufacturing, along with various metal products and machinery. High-tech manufacturing is represented through semiconductors and electronic equipment.

The Saratoga County Economic Development Corporation (SEDC) requested Camoin Associates analyze the economic and fiscal contributions — or “footprint” — of the Commercial, Industrial, Manufacturing, Life Sciences, and Agriculture and Equine sectors (collectively referred to as the Major Sectors) to Saratoga County’s economy, and collect data regarding the county’s business environment. This report has been designed to supplement and build on the analysis that was released in January 2023 on the economic and fiscal impact of Saratoga County visitor destinations commissioned by the Saratoga County IDA, that was also completed by Camoin Associates. The period of analysis for the economic footprint, fiscal footprint, and current conditions is 2021-2023. This is determined by the most recent data available at the time of analysis.

This work included an analysis of the footprint of these Major Sectors on Saratoga County, including its direct employment and sales, its supply chain connections, and employee spending. In addition, we included an economic base analysis that considers the current economic conditions in the county (through 2023), including employment and production by industry, workforce characteristics, demographics, housing, tax rates, the broader regional market, and quality of life factors.

Economic Footprints

The Commercial, Industrial, Manufacturing, Life Sciences, and Agriculture and Equine sectors are major contributors to Saratoga County’s economy. Together, the five sectors directly provided 42%¹ of the county’s jobs, 71% of its earnings, and 64% of industry sales in 2022.

Table 1

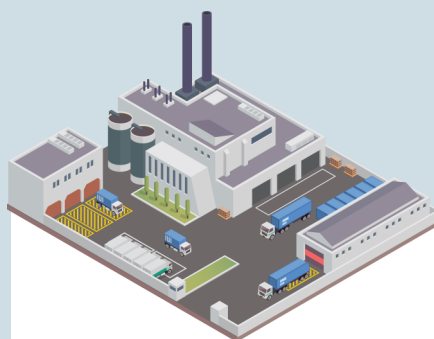
Saratoga County’s Major Sectors, 2022

Sector	Jobs		Earnings		Sales	
	Number	Share	Number	Share	Number	Share
Commercial	17,784	18.3%	\$2,679,781,121	34.6%	\$7,129,090,440	24.5%
Industrial	13,905	14.3%	\$1,392,341,692	18.0%	\$5,159,037,867	17.7%
Manufacturing	7,390	7.6%	\$1,226,720,302	15.8%	\$5,736,137,903	19.7%
Life Sciences	1,320	1.4%	\$188,864,736	2.4%	\$432,120,725	1.5%
Agriculture and Equine	821	0.8%	\$49,870,030	0.6%	\$209,158,308	0.7%
Five-Sector Total	41,219	42.4%	\$5,537,577,881	71.5%	\$18,665,545,243	64.2%
County Total	97,113	100%	\$7,747,675,140	100%	\$29,066,183,623	100%

Source: Lightcast



The **Commercial sector** is the largest, providing 17,784 jobs earning almost \$2.7 billion, and generating over \$7.1 billion in sales. These represented 18% of all county jobs, 35% of earnings paid in the county, and nearly one-quarter of industry sales in Saratoga County.



The **Industrial sector** provided 13,905 jobs (14% of the county total) earning almost \$1.4 billion (18%), and had over \$5.1 billion in sales (18%).

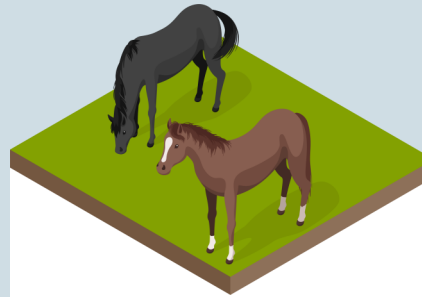


The **Manufacturing sector**, exclusive of Life Sciences manufacturing activity, provided 7,390 jobs (almost 8% of total jobs in Saratoga County) with \$1.2 billion in earnings (16%), and generated \$5.7 billion in sales (20%).

¹ The remaining 58% is predominately spread throughout sectors such as Government, Healthcare and Social Assistance, and Accommodation and Food Services (Tourism).



Saratoga County's **Life Sciences sector** provided 1,320 jobs in the county (1.4% of all jobs) with \$188.9 million in earnings (2.4%), and had \$432.1 million in sales (1.5%).



Agriculture and Equine is the smallest of the five sectors examined here, providing 821 jobs (0.8% of all county jobs) with \$49.9 million in earnings (0.6%), and generating \$209.1 million in sales (0.7%²).

These sectors' economic presence in the county extends beyond their "direct" activity to other businesses in the county through local supply chain connections and spending by employees. The economic "footprint" of each sector captures these broader effects, providing a sense of the sector's importance to the local economy.

Table 2

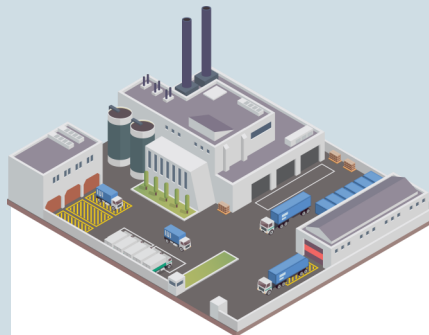
Summary Economic Footprints of Saratoga County's Major Sectors, 2022

Sector	Jobs	Earnings	Sales
Commercial	29,860	\$4,158,956,379	\$11,730,441,160
Industrial	25,043	\$2,238,878,075	\$7,896,462,441
Manufacturing	16,766	\$1,859,546,776	\$8,054,158,443
Life Sciences	2,443	\$261,915,996	\$645,111,752
Agriculture and Equine	1,117	\$76,048,272	\$303,153,376

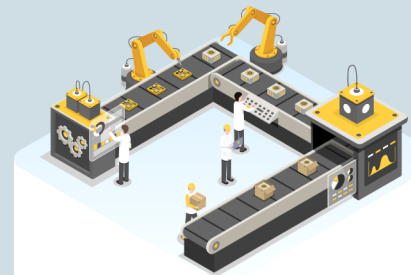
Source: Camoin Associates



Saratoga County's **Commercial sector** supports a total of 29,860 jobs with over \$4.1 billion in earnings, and \$11.7 billion in industry sales.

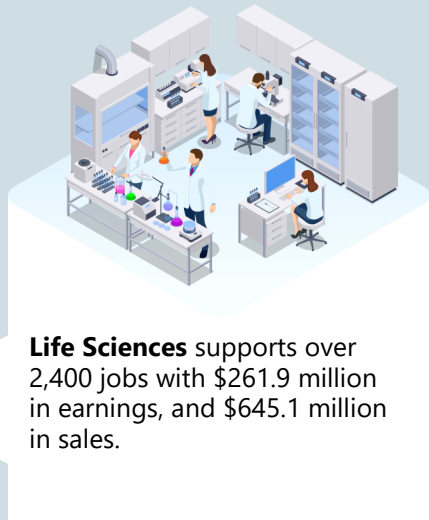


The **Industrial sector** supports 25,000 local jobs earning more than \$2.2 billion, and nearly \$7.9 billion in sales.



The **Manufacturing sector** supports almost 16,800 jobs, over \$1.8 billion in earnings, and more than \$8 billion in sales.

² Note this Does not include New York Racing Association impacts which was captured in the tourism analysis.



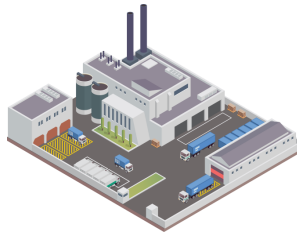
Fiscal Footprints

The economic activity contributed by these sectors generated associated fiscal benefits for Saratoga County in 2022. Local household spending of the earnings supported by each sector generates annual sales tax revenue. And the sectors' contributions to the county's Gross Regional Product support local property values and thus property tax revenue.

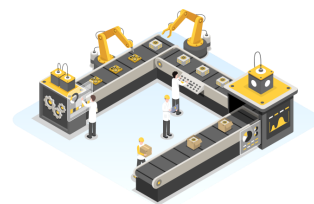
Estimated Fiscal Benefits of Each Sector to Saratoga County in Sales and Property Tax Revenue (2022)



COMMERCIAL
\$73.8 million



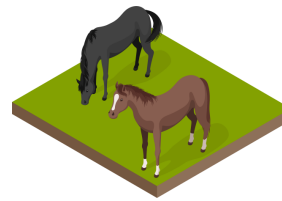
INDUSTRIAL
\$43.6 million



MANUFACTURING
\$36.9 million



LIFE SCIENCES
\$4.4 million



AGRICULTURE & EQUINE
\$1.4 million

Table 3

Total Fiscal Benefits, Saratoga County Major Sectors, 2022

Source	Commercial	Industrial	Manufacturing	Life Sciences	Agriculture and Equine
Sales Tax	\$47,724,024	\$25,691,126	\$21,338,299	\$3,005,486	\$872,654
Property Tax	\$26,107,011	\$17,878,541	\$15,607,919	\$1,420,641	\$541,605
Total	\$73,831,036	\$43,569,667	\$36,946,218	\$4,426,127	\$1,414,259

Source: Camoin Associates

Economic Conditions

The following is a summary of the key findings related to the business environment in Saratoga County:



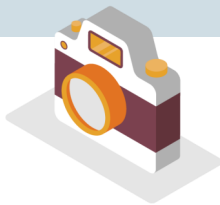
The county has the **fifth lowest property taxes** in the state and is one of only three counties with the **lowest 3% sales tax rate.**



Saratoga County is within a **five-hour drive** of New York City, Philadelphia, Boston, Montreal, and Ottawa and **\$1.7 trillion** in disposable income.



Saratoga County has a **highly educated workforce:** **45%** of the population age 25 and older has a bachelor's degree or higher and **12%** has an associate's degree.



Residents and visitors have **access to world-renowned cultural facilities**, including the Saratoga Racecourse, Saratoga Performing Arts Center, Saratoga Battlefield National Historical Park, and Hudson River and Mohawk River.



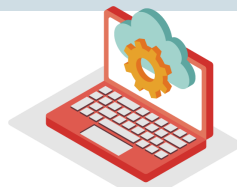
County residents have **above-average incomes and below-average poverty** compared to the rest of the New York State. The county's median household income is **\$90,024** versus \$77,077 statewide; the county's poverty rate is **6.38%**, less than half the statewide rate of 13.45%.



The **median sale price** for all types of residential properties was **\$410,000** in Saratoga County and \$370,000 statewide, indicating prices in the county are **10.8% higher** than the state median price.



The county has an **above-average home ownership rate** with **65.4%** of all housing units being owner occupied versus 48.5% statewide.



The county is an **attractive place for remote work** with **20%** of the resident workforce working from home, up from 6.5% in 2017.



Residents have a short commute with roughly **40%** of both residents and workers commuting less than 10 miles to work.

SEDC BY THE NUMBERS

2023 Report Card

Saratoga County IDA				
Project #	Investment Dollars	Jobs Created	Jobs Retained	Construction Jobs
22017	\$51M	15	40	
23026	\$18.2M	19	55	
21052	\$43.7M	3		50
22020	\$4.95M	60		
22041	\$20M	35		
23025	\$6.4M	10	30	
Total	\$93.3M	142	125	50

Clifton Park IDA				
Project #	Investment Dollars	Jobs Created	Jobs Retained	Construction Jobs
15003	\$3.7M			
22043	\$8.8M	32		
20011	\$8.9M	60		
23004	\$15.74M	110		
22039	\$30.6M	205		
Total	\$67.7M	407		

Mechanicville/Stillwater IDA				
Project #	Investment Dollars	Jobs Created	Jobs Retained	Construction Jobs
22016	\$4.1M	30		
20035	\$13.75M	19		
20015	\$2.5M	8	43	
22012	\$47.6M	10		
23013	\$40.3M	10		
Total	\$108.2M	77	43	

Source: Saratoga Economic Development Corporation

GLOSSARY OF TERMS

Competitive Effect: Competitive Effect is a metric that indicates how much of the job change the result of a unique competitive advantage for that particular industry within the county by comparing national job changes to the county. $[\text{Actual regional job change}] - [\text{Expected job change}] = \text{Competitive Effect}$.

Dependency Ratio: A dependency ratio measure the size of the generally nonworking population relative to the working population.

Direct Effects: The most immediate effects, which include the local jobs and spending on goods and services in each sector under consideration.

Earnings: Industry earnings are the total industry wages, salaries, supplements, and proprietor income in the region, divided by the number of jobs in the region.

Employment concentration: Employment concentration is a location quotient, which is a way of quantifying how concentrated a characteristic of a particular region is compared to the nation. These characteristics could be an industry's or occupation's share of employment, resident demographic, online profiles, or job postings. This is the calculation that reveals what makes that particular region "unique" compared to the nation.

Government: Government includes various levels of government - federal, state, and local - and subdivides them based on the nature of the establishments where appropriate.

Federal Government: This is divided into civilian sectors, including the US Postal Service, and military sectors. Civilian sectors exclude the Postal Service in certain classifications.

State Government: This includes state-run educational institutions and hospitals, as well as other state government functions excluding education and hospitals.

Local Government: Similar to the state level, this encompasses local government-run educational institutions, hospitals, and other local government services excluding education and hospitals.

GRP: Gross Regional Product (GRP) is simply GDP for the region of study. More commonly, GRP is GDP for any region smaller than the United States, such as a state or metro. GRP measures the final market value of all goods and services produced in the region of study. GRP is the sum of total industry earnings, taxes on production and imports, and profits, less subsidies ($\text{GRP} = \text{earnings} + \text{TPI} + \text{profits} - \text{subsidies}$).

Indirect Effects: Indirect effects capture the size of the local supply chain. They occur at businesses within Saratoga County that supply goods and services to each sector and re-spend a portion of that revenue within the region. In other words, for every dollar spent at a local supplier, a portion of that dollar will again be spent on goods and services at other businesses in the county.

Induced Effects: Another "multiplier" effect that occurs is when workers at both the original sector and at indirectly affected businesses spend a portion of their wages at businesses within the county for things such as retail goods and services. The portion of the spending by businesses that is paid to workers and re-spent in the county economy is considered the induced effects.

Job: A "job" is equal to one person employed for some amount of time (part-time, full-time, or temporary) during the study period. The values reported represent annual averages.

Local: For the sake of this report, local economy refers to Saratoga County as the local region.

Major Sectors: These sectors were selected in coordination with Saratoga Economic Development Corporation to capture the sectors in the county with the largest levels of employment. **Note that Tourism is not included in this study because it was analyzed as part of the 2022 Tourism Destination Study by the Saratoga County IDA** that looked at the impact of four major tourism destinations on Saratoga County, including the multiplier effect of that activity.

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NAICS: The North American Industry Classification System (NAICS) is the standard federal system for classifying business establishments. Each establishment is assigned a six-digit code and category title, organizing them primarily by similar production processes into five levels: sectors, subsectors, industry groups, industries, and national industries (national industries are specific to one or more of the United States, Canada, and Mexico). Codes are hierarchical: less detailed categories are derived by removing digits from the end of more detailed codes.

Skill: A skill as any competency or attribute that an employer may use to distinguish one role from another, or similarly that a candidate may add to their resume to distinguish themselves from other candidates. Lightcast Skills is a comprehensive taxonomy of over 32,000 such skills collected from hundreds of millions of job postings, resumes, and online profiles. Skills are broken down by three types: common, specialized, and software skills.

Common Skills: Skills that are prevalent across many different occupations and industries, including both personal attributes and learned skills. (e.g. "Communication" or "Microsoft Excel"). Also known as soft skills, human skills, and competencies.

Software Skills: Any software tool or programming component used to help with a job (e.g. Python, Workday, AutoCAD, Microsoft Excel, React.js, Accounting Software, and 3D Modeling Software would all be considered "Software Skills").

Specialized Skills: Skills that are primarily required within a subset of occupations or equip one to perform a specific task (e.g. "NumPy" or "Hotel Management"). Also known as technical skills or hard skills.

SOC: The Standard Occupational Classification (SOC) system is used by Federal statistical agencies in the United States to classify workers into occupational categories for the purpose of collecting, calculating, or disseminating data. All workers are classified into one of 840 detailed occupations according to their occupational definition. To facilitate classification, detailed occupations are combined to form 461 broad occupations, 97 minor groups, and 23 major groups. Detailed occupations in the SOC with similar job duties, and in some cases skills, education, and/or training, are grouped together. It uses hyphenated codes to divide occupations into four levels: major groups, minor groups, broad occupations, and detailed occupations.

Unclassified Industry: The Unclassified industry (999999) is used by Quarterly Census of Employment and Wages to categorize businesses who did not report a NAICS code. These are mostly newer businesses who have not yet determined their proper NAICS code. The BLS sends a special form to these businesses to help them determine their proper NAICS so that future reporting is improved.