

Industry Supports a Strong Duluth

Duluth's industrial sector is often viewed as part of the past rather than the future, yet industry drives **significant** economic growth and stability in the region. On a per-job basis, the industrial sector generates **three times more tax revenue** and supports **twice as many additional jobs** compared to the rest of Duluth's economy.

EVERY 10
INDUSTRIAL JOBS



CREATES 8
ADDITIONAL JOBS



EVERY 10
JOBS IN THE REST
OF THE ECONOMY



CREATES 4
ADDITIONAL JOBS



JOBS IN INDUSTRY

offer accessibility to multiple education levels, significantly higher wages by comparison, competitive benefits and opportunities for career advancement.

AVERAGE ANNUAL INCOME

\$68,913



**Industrial
Jobs**

\$48,401



**Rest of
Economy**

\$51,012



**City
Overall**

Industrial jobs provide opportunities for equitable growth.

**DULUTH'S
INDUSTRIAL SECTOR**
provided, supported
and contributed:

9,870

industrial jobs in Duluth

8,192

additional jobs in the county

\$5.1B

in business revenues

\$439M

in state and local taxes

Of the \$439M in taxes,

\$140M

supported the City of Duluth

in 2019



IPS Cranes



Bend-Tec, Inc.



IPS Cranes



Clearwater Composites

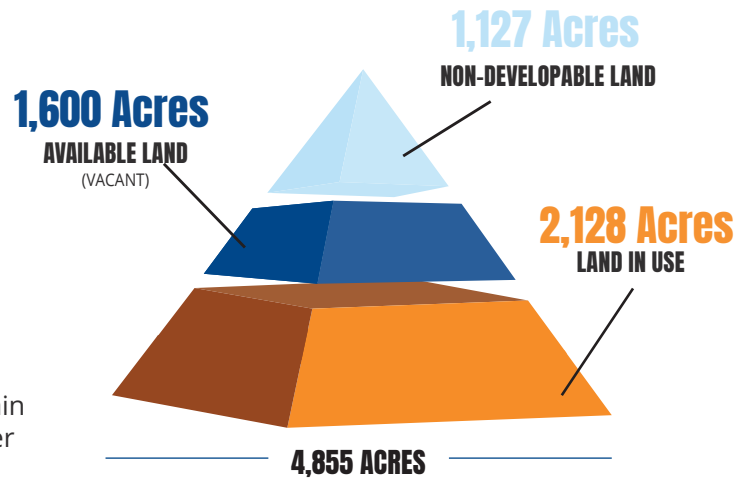
Industrial Growth Requires Land

GROWING DULUTH'S INDUSTRIAL SECTOR will require significant land development or redevelopment. Duluth currently has 4,855 acres of industrial-zoned land. These acres fall into three categories: land in use, land available for development and non-developable land.

The **1,600 acres of available land** face additional challenges to development, including:

- Inadequate infrastructure and access
- Environmental constraints
- Insufficient size or dispersed parcels
- Challenging location
- Complex or unclear land records
- Lack of incentive for current owners to move/sell

Duluth needs sufficient development-ready sites to retain expanding industrial businesses and compete with other cities in attracting new companies.



*Data from 2016

Catalysts for Growth

1 Prioritize Equitable Job Opportunities

Supporting and growing the industrial sector in Duluth will require coordinated development strategies that recognize the importance of industry alongside other sectors of Duluth's economy.

2 Invest in High-Return Assets

Duluth is fortunate to have many industrial assets. Targeted investment in high-return industrial assets will spur growth in both the industrial sector as well as Duluth's overall economy.

3 Accelerate Industrial Cluster Growth

While clusters occur organically and reflect the unique assets and competitive advantages of a region, cluster growth can be accelerated, and the impact maximized through strategic interventions to address issues such as workforce development, support of entrepreneurs and zoning.

4 Support Business Through Policy

Finally, there is a need to develop policies that create a more supportive business environment for industry. Duluth must compete to attract, retain and expand industrial companies. Local policies from land use to wastewater and utility rates have a significant impact on the industrial sector.

