

2004 WESTCHESTER COUNTY BUSINESSES AND MAJOR EMPLOYERS

September 2004





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County Board of Legislators**

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September 2004

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HIGHLIGHTS

- There are approximately 30,000 businesses employing approximately 400,000 workers in Westchester as of 2001.
- Less than 1% of Westchester's businesses have 500 employees or more. These 71 firms employ approximately 83,000 persons, 21% of all Westchester's employees.
- The number of Westchester's businesses with 500 employees or more increased from 68 to 71 firms between 1991 and 2001.
- Businesses that have 50 or more employees represented 5% of all Westchester businesses in 2001 and employed 57% of all Westchester employees.
- Ninety percent of Westchester's businesses have fewer than 20 employees
- The fastest growing industries by the number of firms added between 1998 and 2001 are special trade contractors, real estate, personal services and professional and management services.
- The fastest growing segments of the economy between 1998 and 2001 by the number of employees added are retail trades, professional services and construction.
- Those segments of the economy that lost employees between 1998 and 2001 are finance & insurance, wholesale trade and manufacturing.
- Previous losses in the financial sector have recently been offset with the opening of our new employer (Morgan Stanley) in 2004, adding approximately 1,500 employees.

I. INTRODUCTION

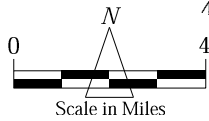
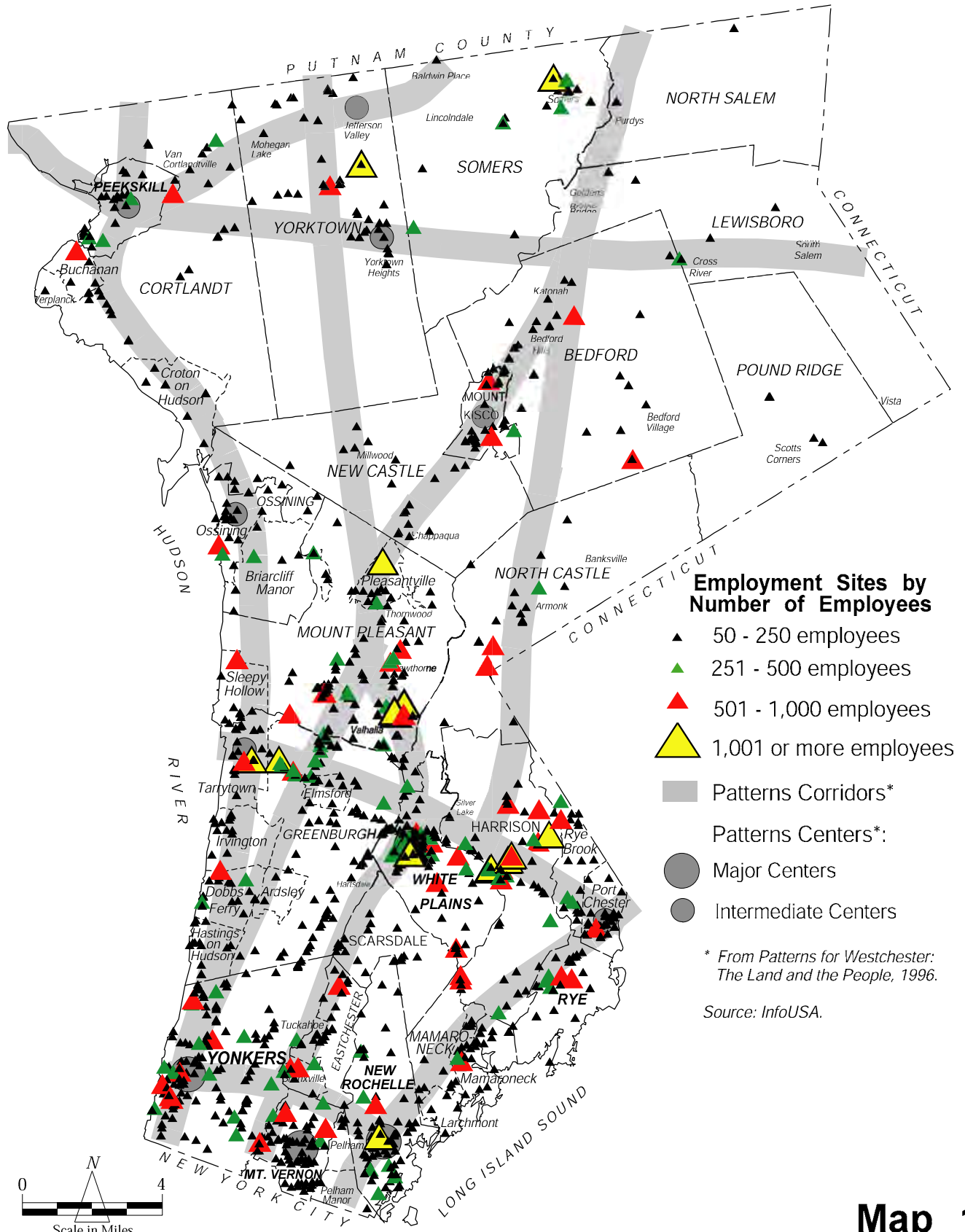
This report provides a listing of 1,551 employment sites in Westchester County with 50 or more employees as of April 2004 (see Chapter IV, *Major Employment Site Lists, 2004*). This report updates the *2002 Businesses and Major Employers* report prepared by the Westchester County Department of Planning.

Chapter II gives a brief overview and analysis of the list of the major employment sites. Chapter II also contains a map of the major employment sites as well as a listing of the private sector employment sites that have 500 or more employees.

Chapter III documents trends in Westchester's business sectors by analyzing the change in the number of firms by employee size, regional location, industry composition, and high growth businesses and emerging industries. This chapter utilizes several data sources other than the 2004 list of major employment sites. These sources include the US Census Bureau's *County Business Patterns* and the New York State Department of Labor. Most of this chapter's trends analysis compares 1998 and 2001 *County Business Patterns* data. The 1998 *County Business Patterns* was the base comparison year since this was the first year in which the North American Industrial Classification System (NAICS) was used⁽¹⁾. As of this printing, the most current *County Business Patterns* data is 2001. The 2004 employment site list of businesses with 50 or more employees is not used in Chapter III since it is an incomplete listing of employment sites in the County (2001 *County Business Patterns* reported that firms with 50 or more employees represented only 5 percent of all Westchester businesses). Also, the list of the businesses with 50 or more employees lacks a comparable data set from an earlier point in time.

Finally, Chapter IV provides the list of the 1,551 employment sites sorted in two ways: 1) by industry; and 2) by municipality. The data source for these lists of employment sites is a private vendor, InfoUSA. Please note that different industrial classification systems are used in the this report. The InfoUSA data utilizes the older Standard Industrial Classification (SIC) system. The *County Business Patterns* data utilizes the NAICS.

1. The US Office of Management and Budget (OMB) replaced the SIC codes with the NAICS in 1997. The NAICS was developed by the Economic Classification Policy Committee (ECPC), on behalf of the OMB, in cooperation with Statistics Canada and Mexico's Instituto Nacional de Estadística, Geografía e Informática (INEGI) to provide comparable statistics across the three countries. The US Census Bureau has replaced SIC with NAICS for all Census related business statistics such as the County Business Patterns shown in this report.



September 2004
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Map 1 Major Employment Sites

II. OVERVIEW OF EMPLOYMENT SITES, 2004

The 1,551 employment sites shown in Chapter IV are the physical location of businesses that have 50 or more employees. The lists include the full spectrum of business organizations - public, private, and non-profit. Data for business sites that fall under a larger corporate entity are shown separately for each specific location. As an example, IBM has 5 locations throughout Westchester while each site is listed separately.

In addition to showing more businesses than the *2002 Businesses and Major Employers* report (631 sites with 100 or more employees), this 2004 update provides the complete mailing address and a corporate contact with telephone number. To accommodate this change, it was necessary to omit the web site address which was provided in the *2002 Business and Major Employers* report. Data users interested in a business' web site should utilize an internet search engine such as Yahoo! or Google.

There are two employment sites lists - one is sorted by industry while the other by municipality. The industry list is sorted according to the business site's two-digit SIC number (general classification), in ascending order. A more detailed industry classification is shown at the end of each firm's record which represents the 4-digit SIC. In the municipal list, the firms are sorted in descending order based on the number of employees at the firm location. Note that the city field in both the SIC and the municipal lists is the US Post Office's zip code name which is not contiguous with the municipal boundaries.

Map 1 illustrates the location of the 2004 major employment sites. This map clearly illustrates that businesses have gravitated along and around the county's corridors and urban centers. The reason for this pattern is due to the degree of access afforded by the transportation infrastructure for worker commutation, product movement, supplier proximity and customer/client contact.

Table 1 lists 40 private sector businesses with 500 or more employees. The *County Business Patterns, 2001* shows that Westchester had 71 sites above 500 employees (see table 2). The main reason for the discrepancy in the two data sources is the suppression of schools and local municipal sites.

These 1,551 businesses represent 5 percent of the Westchester's total 30,809 business establishments. These 1,551 businesses employ 228,767 persons which is 58 percent of the 393,475 total Westchester workers (US Census Bureau, *County Business Patterns, 2001*). Other sources of business lists are identified in the introduction to Chapter IV which may supplement data contained in this report.

Table 1
Private Employment Sites, 2004
with 500 or more Employees
Westchester County, NY

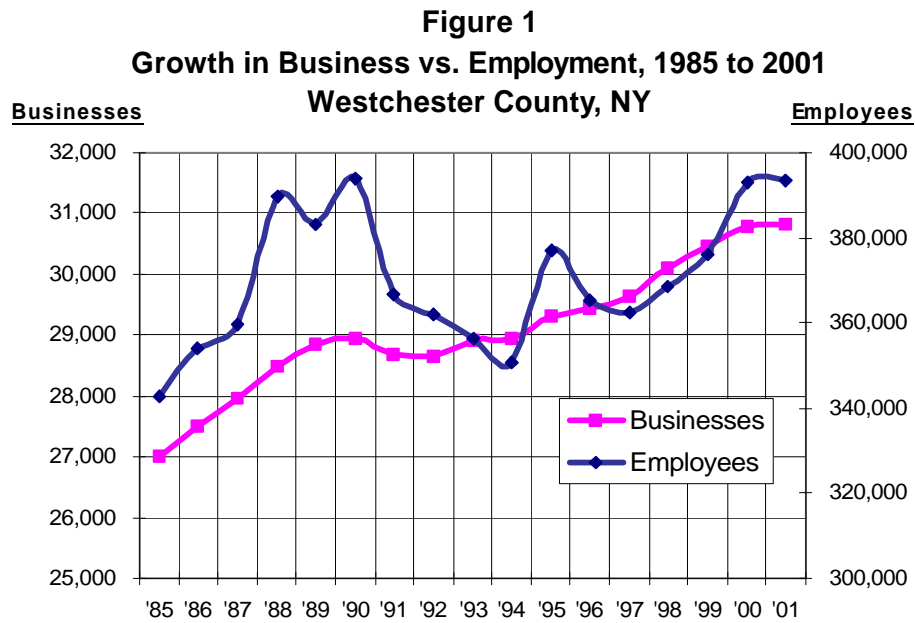
COMPANY NAME	Municipality	EMPLOYEES	SPECIFIC INDUSTRY
1 IBM	Somers	2,500	Computer peripheral equipment, n.e.c.
2 Morgan Stanley	Harrison	1,500	Security brokers, dealers, & flotation companies
3 Pepsi Co Inc	Harrison	1,500	Bottled & canned soft drinks
4 Sound Shore Medical Center	New Rochelle	1,400	General medical & surgical hospitals
5 IBM - Watson Research Center	Yorktown	1,310	Commercial physical & biological research
6 White Plains Hospital Center	White Plains	1,300	Offices & clinics of doctors of medicine
7 Fuji Photo Film USA Inc	Mount Pleasant	1,190	Photographic equipment & supplies
8 Northern Westchester Hospital	Mount Kisco	1,000	General medical & surgical hospitals
9 Riverside/St. Johns Hospital	Yonkers	1,000	General medical & surgical hospitals
10 Lawrence Hospital Center	Bronxville	1,000	General medical & surgical hospitals
11 New York United Hsptrl Med Center	Port Chester	1,000	Offices & clinics of doctors of medicine
12 Phelps Memorial Hospital Center	North Tarrytown	1,000	Psychiatric hospitals
13 St Joseph's Medical Center	Yonkers	935	General medical & surgical hospitals
14 Journal News	Harrison	850	Newspapers
15 Entergy - Indian Point	Buchanan	850	Electric services
16 Bayer Healthcare Diagnostics	Greenburgh	829	Medical laboratories
17 Mastercard Inc	Harrison	800	Short-term business credit institutions, except agricultural
18 Reader's Digest Assn Inc	Pleasantville	800	Periodicals
19 IBM	Mount Pleasant	738	Computer peripheral equipment, n.e.c.
20 Michael Anthony Jewelers Inc	Mount Vernon	712	Jewelry, precious metal
21 Citi Capital	Harrison	700	Short-term business credit institutions, except agricultural
22 IBM	White Plains	700	Computer peripheral equipment, n.e.c.
23 Mount Vernon Hospital Inc	Mount Vernon	700	General medical & surgical hospitals
24 Hudson Valley Hospital Center	Cortlandt	650	General medical & surgical hospitals
25 Fortunoff	White Plains	650	Department stores (excl leased depts)
26 Wartburg Adult Care Community	Mount Vernon	650	Residential care
27 Liberty Lines	Yonkers	625	Local & suburban transit
28 Kraft Foods	Sleepy Hollow	610	Commercial physical & biological research
29 Dansk International Designs	Harrison	600	Other miscellaneous nondurable goods
30 Stew Leonards of Yonkers LLC	Yonkers	600	Grocery stores
31 Leake and Watts Services Inc	Yonkers	578	Individual & family social services
32 Diversified Investment Advisor	Harrison	555	Pension, health, & welfare funds
33 Burke Rehabilitation Hospital	White Plains	550	General medical & surgical hospitals
34 Lord & Taylor	Eastchester	504	Department stores (excl leased depts)
35 Four Winds Hospital	Lewisboro	500	Psychiatric hospitals
36 Consumers Union	Yonkers	500	Testing laboratories
37 Pepsi Bottling Co	Somers	500	Bottled & canned soft drinks
38 Bloomingdale's	White Plains	500	Department stores (excl leased depts)
39 Doral Arrowwood Resort Center	Rye Brook	500	Hotels & motels
40 Cosner Construction Corp	Yonkers	500	Concrete work special trade contractors

Source: InfoUSA

III. BUSINESS AND EMPLOYMENT TRENDS

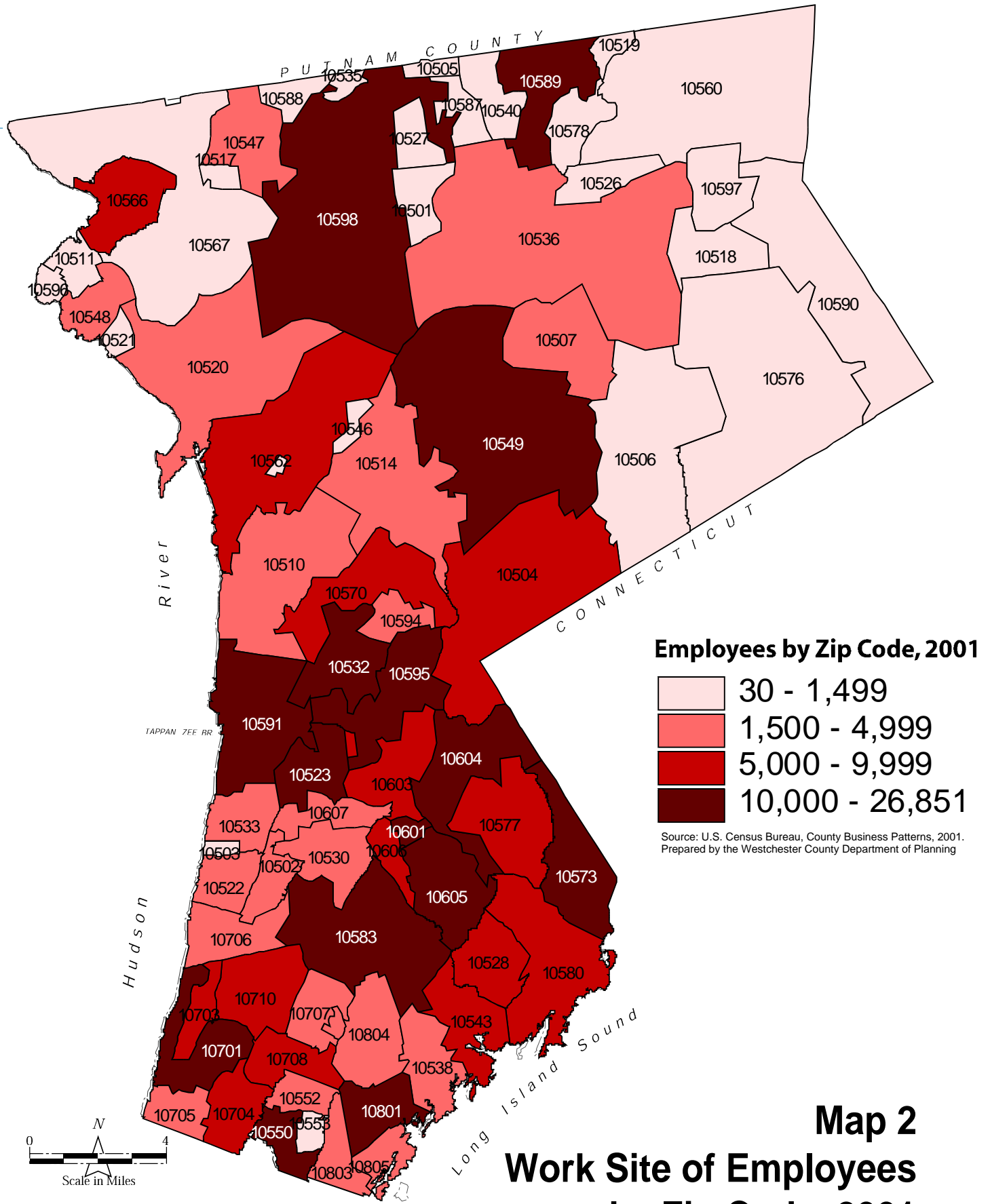
A. Introduction

Westchester's business sector has undergone significant changes since the early 1990s. Re-engineering of organizations and global competitiveness has reshaped all aspects of businesses everywhere. Westchester's prominence as a headquarters location for major US corporations has made it a microcosm of broader, more universal trends throughout the region. This chapter presents the magnitude and evolution of these changes and analyzes the effects on Westchester's business profile.



Source: US Census Bureau, County Business Patterns.
Prepared by the Westchester County Department of Planning.

In 2001, Westchester had 30,809 businesses (US Census Bureau, *County Business Patterns*). There were 2,141 more businesses in 2001 over the 1991 level according to the US Census Bureau's *County Business Patterns* (see figure 1). Approximately 27,000 more employees were recorded in 2001 than in 1991. Both employment as well as firms grew by approximately 7%. The increase in employment does not represent steady year-to-year gains, which had been the typical historical pattern, but is the result of a higher than average rate of growth during the mid 1990s.



Map 2
Work Site of Employees
by Zip Code, 2001

The 1990 recession significantly affected employment and business formation. Growth--in terms of the number of businesses---resumed, yet employment continued to contract. Entrepreneurial ventures and outsourcing of many job functions generated new and different types of businesses. It took time for these new kinds of activities in the business sector to counteract the negative shifts within the labor market. Employment trends finally reversed in 1994, and job growth has shown positive, but modest gains from 1997 to 2001.

A. Business Size

Small-sized establishments dominate Westchester's businesses. Eighty percent of Westchester's businesses had fewer than 10 employees in 1991. Another ten percent had between 10 and 19 employees, leaving just ten percent to be the larger employers with 20 or more workers. This size distribution has remained virtually unchanged as shown by a comparison of 1991 and 2001 establishments by employment size (table 2). In the ten-year interval, the number of small businesses with ten or fewer employees grew 6.7%. Westchester's largest employers with 500 or more employees - showed a 4% increase, from 68 companies to 71.

**Table 2
Business Establishments, 1991 to 2001
Westchester County, NY**

Employment Size	1991 Establishments	Percent Distribution	2001 Establishments	Percent Distribution	1991-2001 Change
Total Establishments	28,668	100.0%	30,809	100.0%	2,141
1 to 4	18,163	63.4%	19,511	63.3%	1,348
5 to 9	4,781	16.7%	4,936	16.0%	-87
10 to 19	2,767	9.7%	2,996	9.7%	229
20 to 49	1,838	6.4%	2,036	6.6%	198
50 to 99	576	2.0%	722	2.3%	146
100 to 249	358	1.2%	425	1.4%	67
250 to 499	117	0.4%	112	0.4%	-5
500 to 999	36	0.1%	48	0.2%	12
1,000 or more	32	0.1%	23	0.1%	-9

Source: US Census Bureau, County Business Patterns.

Table 3
Business Establishments and Employment by Zip Code, 2001
Westchester County, NY

Zip Code Area Name	ZIP Code	Total Establishments	Total Employment	Number of Establishments by Employee Range									1,000 or more
				1 to 4	5 to 9	10 to 19	20 to 49	50 to 99	100 to 249	250 to 499	500 to 999		
Westchester County Total		30,748	391,770	19,463	4,940	2,981	2,033	722	427	112	47	23	
Amawalk	10501	27	172	23	2	0	1	0	1	0	0	0	
Ardsley	10502	278	2,103	198	36	27	11	2	4	0	0	0	
Ardsley On Hudson	10503	8	57	6	1	0	1	0	0	0	0	0	
Armonk	10504	455	7,346	272	75	49	34	16	6	1	1	1	
Baldwin Place	10505	53	228	39	9	4	1	0	0	0	0	0	
Bedford	10506	260	1,420	175	47	26	9	2	1	0	0	0	
Bedford Hills	10507	308	2,491	181	64	35	20	6	2	0	0	0	
Briarcliff Manor	10510	378	3,463	251	64	33	15	8	7	0	0	0	
Buchanan	10511	55	575	31	11	6	5	1	1	0	0	0	
Chappaqua	10514	332	2,294	237	44	34	8	6	2	1	0	0	
Crompond	10517	12	30	11	0	1	0	0	0	0	0	0	
Cross River	10518	67	350	45	9	10	3	0	0	0	0	0	
Croton Falls	10519	44	511	20	10	8	4	1	1	0	0	0	
Croton On Hudson	10520	365	2,833	254	59	27	15	5	3	2	0	0	
Croton On Hudson	10521	10	32	7	3	0	0	0	0	0	0	0	
Dobbs Ferry	10522	274	4,183	189	43	20	11	3	4	2	2	0	
Elmsford	10523	795	12,448	387	133	110	113	32	16	4	0	0	
Goldens Bridge	10526	54	441	37	8	1	5	3	0	0	0	0	
Granite Springs	10527	24	123	17	5	1	1	0	0	0	0	0	
Harrison	10528	508	5,876	323	80	47	29	19	9	0	1	0	
Hartsdale	10530	436	4,281	278	75	36	27	13	7	0	0	0	
Hawthorne	10532	392	11,661	192	70	46	43	24	13	1	2	1	
Irvington	10533	248	2,204	158	44	23	17	3	2	1	0	0	
Jefferson Valley	10535	97	764	66	13	14	3	0	0	1	0	0	
Katonah	10536	414	2,517	298	61	36	15	2	1	0	1	0	
Larchmont	10538	671	4,166	476	89	58	33	14	1	0	0	0	
Lincolndale	10540	42	976	29	5	4	2	0	0	2	0	0	
Mamaroneck	10543	893	8,580	569	159	81	47	26	9	1	1	0	
Maryknoll	10545	6	787	1	0	0	2	0	2	1	0	0	
Millwood	10546	87	692	51	16	10	8	2	0	0	0	0	
Mohegan Lake	10547	171	2,277	107	26	15	14	4	3	2	0	0	
Montrose	10548	83	1,958	54	14	9	2	2	1	0	0	1	
Mount Kisco	10549	944	10,411	565	175	100	63	30	8	2	0	1	
Mount Vernon - Main	10550	1,006	14,375	588	177	97	88	26	24	4	2	0	
Mount Vernon - PO Boxes	10551	18	267	7	4	2	4	1	0	0	0	0	
Mount Vernon - Fleetwood	10552	307	2,613	228	42	21	12	2	0	0	2	0	
Mount Vernon - Sandford	10553	128	1,483	79	16	16	9	5	3	0	0	0	
Mount Vernon*	10559	1	na	0	0	0	1	0	0	0	0	0	
North Salem	10560	130	679	92	20	10	6	2	0	0	0	0	
Ossining	10562	681	6,199	464	111	51	29	10	13	3	0	0	
Peekskill	10566	649	7,385	402	107	75	43	8	10	3	1	0	
Cortlandt Manor	10567	196	1,087	149	26	12	5	2	2	0	0	0	
Pleasantville	10570	518	6,779	348	77	43	29	9	9	1	2	0	
Pleasantville*	10572	2	na	1	0	0	0	1	0	0	0	0	
Port Chester	10573	1,174	14,880	721	203	113	88	24	18	4	3	0	
Pound Ridge	10576	180	692	144	19	11	5	0	1	0	0	0	
Purchase	10577	315	8,750	131	55	46	47	16	14	4	2	0	
Purdy Station	10578	32	413	23	3	2	2	0	2	0	0	0	
Rye	10580	607	7,730	389	100	51	43	15	6	1	1	1	
Rye*	10581	1	na	0	0	1	0	0	0	0	0	0	
Scarsdale	10583	1,468	11,536	989	242	124	74	26	10	2	1	0	
Shenorock	10587	12	34	10	2	0	0	0	0	0	0	0	
Shrub Oak	10588	67	449	45	9	7	5	1	0	0	0	0	
Somers	10589	268	14,074	178	37	24	16	7	1	2	0	3	
South Salem	10590	177	629	141	19	12	5	0	0	0	0	0	
Tarrytown/Sleepy Hollow	10591	871	14,637	522	139	98	51	33	18	6	3	1	
Thornwood	10594	277	2,568	176	39	34	15	11	2	0	0	0	
Valhalla	10595	326	13,434	158	50	38	39	18	12	7	3	1	
Verplanck	10596	20	66	16	3	1	0	0	0	0	0	0	
Waccabuc	10597	17	251	13	1	1	1	0	1	0	0	0	
Yorktown Heights	10598	818	12,846	504	145	91	46	18	9	3	0	2	
White Plains - Main	10601	1,390	26,851	735	233	186	140	46	32	11	5	2	
White Plains - PO Boxes	10602	53	577	44	3	3	2	0	0	1	0	0	
White Plains - North	10603	555	6,161	350	85	51	41	16	10	2	0	0	
White Plains - East	10604	684	17,338	347	122	86	67	36	14	7	2	3	
White Plains - Gedney	10605	715	10,085	459	117	69	40	14	11	2	2	1	
White Plains - Central	10606	479	5,801	284	78	50	41	13	12	1	0	0	
White Plains	10607	295	3,357	164	46	36	39	6	4	0	0	0	
White Plains*	10610	2	na	2	0	0	0	0	0	0	0	0	
White Plains*	10625	3	na	1	1	0	1	0	0	0	0	0	
White Plains*	10650	6	na	1	0	2	2	0	0	0	1	0	
Yonkers - Main	10701	1,049	15,820	643	178	101	69	28	20	6	3	1	
Yonkers - PO Boxes	10702	12	419	5	1	2	3	0	0	1	0	0	
Yonkers - North	10703	288	5,751	169	47	32	18	10	6	4	2	0	
Yonkers - East	10704	994	9,439	680	151	83	51	14	10	4	1	0	
Yonkers - South	10705	461	3,488	321	69	41	21	3	5	0	1	0	
Hastings On Hudson	10706	261	1,575	195	35	18	7	4	2	0	0	0	
Tuckahoe	10707	309	2,468	215	40	26	20	5	2	1	0	0	
Bronxville	10708	675	5,757	488	106	44	27	5	2	1	0	2	
Eastchester	10709	290	1,844	200	48	25	11	3	3	0	0	0	
Yonkers - Centuck	10710	704	7,149	444	121	65	51	11	10	1	1	0	
New Rochelle - Castle	10801	1,328	14,571	860	211	114	96	27	16	2	0	2	
New Rochelle - Main	10802	33	420	21	3	5	3	0	1	0	0	0	
Pelham	10803	466	4,505	306	71	46	30	6	4	3	0	0	
New Rochelle - Wykagyl	10804	383	2,267	287	47	27	14	6	1	1	0	0	
New Rochelle - South Side	10805	256	4,021	177	31	17	14	10	3	3	1	0	

*Source: County Business Patterns, 2001, US Census Bureau. Prepared by the Westchester County Department of Planning.

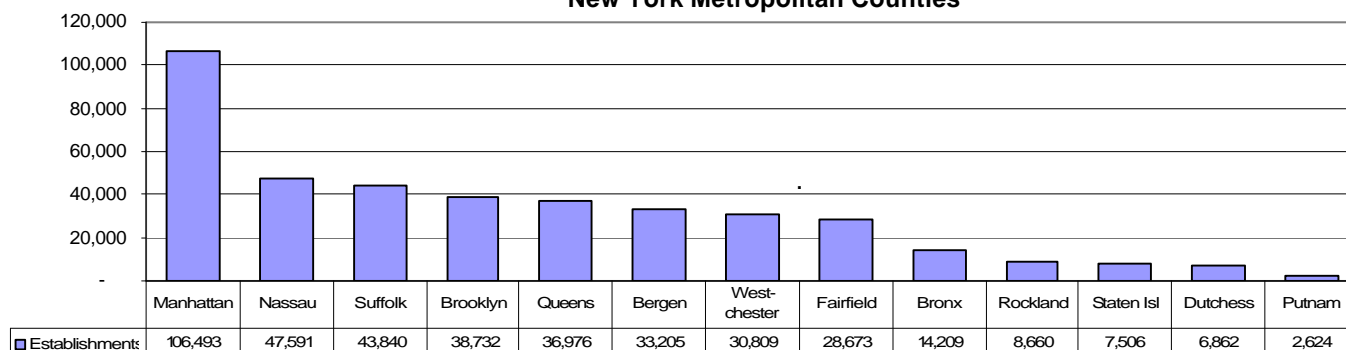
*Note: These zip code areas are for individual buildings or office parks being of a size large enough or generating enough mail that the US Postal Service created a special zip code area.

A small portion of the Brewster zip code 10509 which is mainly in Putnam County but extends into Westchester is not listed and thus total establishments in this table do not match other County Business Patterns statistics.

B. Regional Comparison

Compared with twelve other counties in the New York metropolitan region including the five boroughs (counties) of New York City, Westchester ranks about midway in the number of business establishments. The size of Westchester's business sector is comparable to both Bergen County in New Jersey and Fairfield County in Connecticut (see figure 2).

Figure 2
Comparative Number of
Business Establishments, 2001
New York Metropolitan Counties



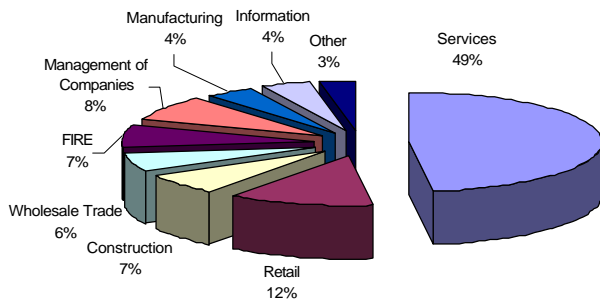
Source: US Census Bureau, County Business Patterns. Prepared by the Westchester County Department of Planning.

Within Westchester's sub-regions, there has been significant growth in the number of businesses in the north county, as was illustrated in the *Housing and Transporting Westchester's Workforce* report by the Westchester County Department of Planning, 2002. Jobs in the north county grew by 17% between 1990 and 2001, while employment in the central and south county grew by 7% and 1%, respectively. Employment by zip code areas in Westchester for 2001 are shown on map 2. In addition, table 3 lists the number of establishments and employment by zip code in Westchester. The Scarsdale zip code 10583 has the most business sites of any zip code in Westchester at 1,468. White Plains zip code 10601 has the most employees of any zip code area in Westchester at 26,851.

D. Industry Composition

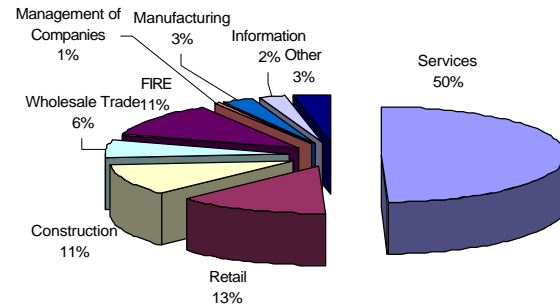
Figures 3 and 4 illustrates that the *services* sector dominates the share of business establishments and employment in the county with over 15,189 firms representing 49% of Westchester's establishments. Fifty percent of all jobs are service related representing 189,446 employees. *Services* are comprised of mainly 1) *health care and social assistance* but also 2) *professional services*; 3) *administrative support*; 4) *education*; and 5) *arts and entertainment*. *Retail, FIRE (finance, insurance and real estate) and construction* had relatively equal shares of Westchester's business at 13%, 11% and 11%, respectively. The *arts & recreation* sector on the chart includes *restaurants and accommodations* and represented 8% of all Westchester establishments in 2001. Table 4 shows the

Figure 3
Business Establishments by Industry, 2001
Westchester County, NY



Source: US Census Bureau, County Business Patterns.
Prepared by the Westchester County Department of Planning.

Figure 4
Place of Work Employment by Industry, 2001
Westchester County, NY



Source: US Census Bureau, County Business Patterns.
Prepared by the Westchester County Department of Planning.

detailed employment, establishments and payroll statistics of the major NAICS industry sectors which were collapsed into fewer categories for the pie charts above. *Health care and social assistance* provides the greatest aggregate annual payroll to its employees at \$2.5 billion dollars. However, the average annual salary per worker in *health care*, at \$37,300, is lower than the overall county's average of \$46,577. The highest salaries are commanded by the *management of companies* at \$137,329. The lowest average annual salary is in *accommodation and food services*.

E. Industrial Change and High Growth Businesses

All major industry sectors, with the exception of 1) *manufacturing*; 2) *warehousing*; and 3) *finance & insurance* experienced varying degrees of expansion in employment between 1998 and 2001. Recent data show that *finance and insurance* has rebounded since 2001. The most significant expansion in Westchester's finance sector occurred in 2004 when Morgan Stanley relocated 1,500 jobs to the former Chevron/Texaco headquarters in Harrison. Although the Morgan Stanley move is too recent to be included in the County Business Patterns data and charts, figures 5 & 6 show the major NAICS industrial sector changes that have occurred between 1998 to 2001.

Although most gains were small, several sectors experienced rapid rates of expansion. Information, a new industry classification under NAICS, showed the greatest growth in the period, increasing by 9%. Transportation and warehousing posted healthy gains of 6% and 7%, respectively, while the number of health and social service organizations grew by 3 percent.

Manufacturing firms have declined the sharpest in Westchester which reflects national and, in particular, a northeast trend. In 1980, there were over 1,200 *manufacturing* firms in Westchester employing over 70,000 persons. In 1998, there were 867 *manufacturing* firms employing 18,732 workers (US Census Bureau, 2001 *County Business Patterns*). This represents a 28% decline in *manufacturing* firms and a 73% decline in the sector's employment.

Table 4
Employees, Establishments and Payroll, 2001
By Major NAICS Industry Sector
Westchester County, NY

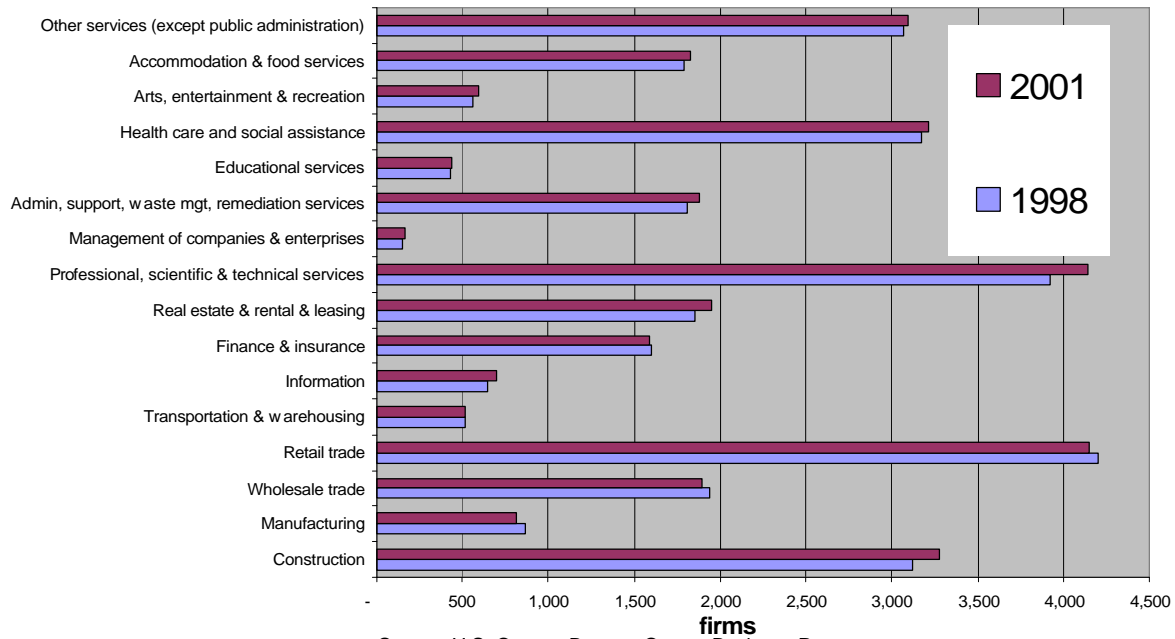
Industry Code	Industry Code Description	Total Establishments	Total Employees for week including March 12	Aggregate Payroll (x\$1,000)		Average Annual Salary
				1st Quarter	Annual	
	Total	30,809	393,475	\$4,584,459	\$18,326,803	\$46,577
11	Forestry, fishing, hunting, and agriculture support	39	189	\$1,201	\$5,512	\$29,164
22	Utilities	20	2,598	\$55,089	\$206,015	\$79,298
23	Construction	3,273	26,659	\$278,011	\$1,317,299	\$49,413
31	Manufacturing	816	17,311	\$162,935	\$674,596	\$38,969
42	Wholesale trade	1,893	24,281	\$379,853	\$1,489,147	\$61,330
44	Retail trade	4,151	47,968	\$310,118	\$1,308,842	\$27,286
48	Transportation & warehousing	518	8,443	\$62,622	\$257,775	\$30,531
51	Information	703	16,177	\$290,496	\$1,048,028	\$64,785
52	Finance & insurance	1,588	20,192	\$398,114	\$1,459,703	\$72,291
53	Real estate & rental & leasing	1,952	8,884	\$90,416	\$365,470	\$41,138
54	Professional, scientific & technical services	4,145	25,947	\$386,191	\$1,680,796	\$64,778
55	Management of companies & enterprises	162	19,205	\$758,602	\$2,637,404	\$137,329
56	Admin, support, waste mgt, remediation services	1,877	28,935	\$202,165	\$849,752	\$29,368
61	Educational services	438	14,533	\$99,698	\$394,260	\$27,129
62	Health care and social assistance	3,219	68,113	\$602,636	\$2,540,647	\$37,300
71	Arts, entertainment & recreation	590	8,981	\$45,672	\$236,862	\$26,374
72	Accommodation & food services	1,829	22,346	\$106,273	\$463,324	\$20,734
81	Other services (except public administration)	3,091	20,591	\$127,654	\$525,498	\$25,521
95	Auxiliaries (exc corporate, subsidiary & regional mgt)	49	11,459	\$221,314	\$807,594	\$70,477
99	Unclassified establishments	441	580	\$3,288	\$17,401	\$30,002

Source: US Census Bureau, County Business Patterns. Prepared by the Westchester County Department of Planning.

The decline in *manufacturing* slowed between 1998 and 2001, with a 8% reduction in firms and 6% loss in employment. The only *manufacturing* sub-sectors that have grown in recent years are *paper and food industries*. *Printing and publishing* is Westchester's top manufacturing industry with 119 firms employing 1,239 workers according to the *2001 County Business Patterns*. *Food manufacturing* includes 104 firms employing 1,742 workers.

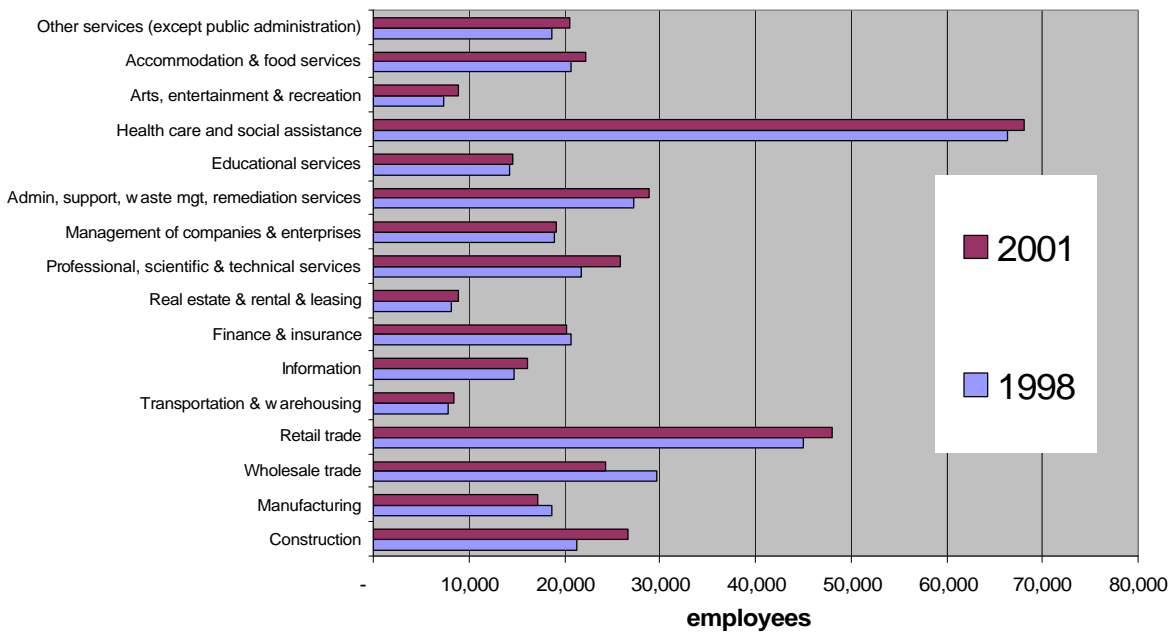
Professional, technical and scientific services (19% employment gain with over 4,000 more employees) as well as construction (25% employment gain with over 5,000 more employees) showed significant growth in the number of firms between 1998 and 2001. The new NAICS category of *information services* also showed modest gains in firms (9% gain in employment with over 1,300 more employees). The *wholesale trade* sector lost only a few firms, but lost a significant number of employees (18% drop in employment with a loss of over 5,000 jobs).

Figure 5
Establishments by NAICS Major Industry, 1998 to 2001
Westchester County, NY



Source: U.S. Census Bureau, County Business Patterns.
 Prepared by the Westchester County Department of Planning.

Figure 6
Employment by NAICS Major Industry Category, 1998 to 2001
Westchester County, NY



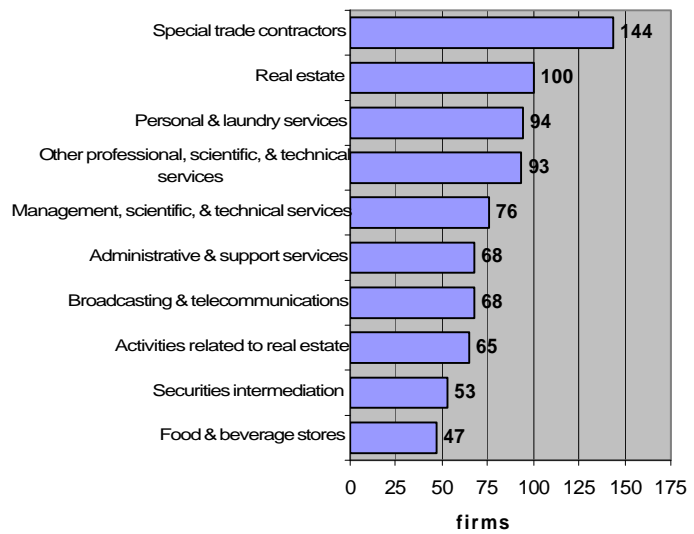
Source: U.S. Census Bureau, County Business Patterns.
 Prepared by the Westchester County Department of Planning.

F. Emerging Industries

Almost all of the industries within both the *professional and administrative services* sectors expanded in recent years. There were 93 *professional, scientific and technical* firms added between 1998 and 2001. *Special trade contractors*, a sub-category of construction, gained 144 new firms. There were also 100 *real estate* firms added. Figure 7 shows Westchester's fastest growing industries, the majority of which are in *professional, personal and FIRE services*.

The nationwide shift toward *service* businesses is reflected in the growth of Westchester's *service-based* economy. *Professional, management and real estate services* are high growth businesses nationally, and are also industry clusters expanding rapidly in Westchester. Several recent studies of growing industry clusters ⁽¹⁾ have identified *business services* (in the broad context of administrative, legal, insurance, etc.) information technology and biomedical industries as areas for potential expansion in Westchester. The growth of *information technology* and *biomedical industries (biotech)*, promotes the creation of competitive businesses, quality jobs and improved standards of living.

Figure 7
Emerging Industries
Firms Added Between 1998 and 2001
Westchester County, NY



Source: US Census Bureau, County Business Patterns.
Prepared by the Westchester County Department of Planning.

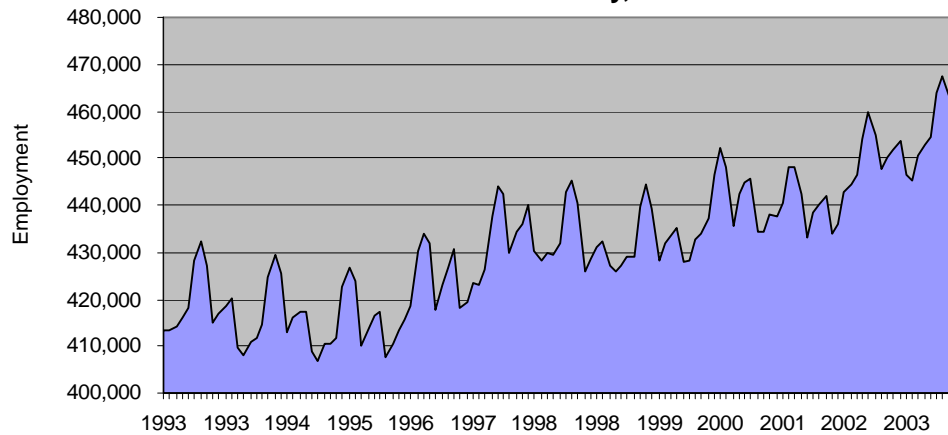
G. Conclusion

The profile of Westchester's businesses, as seen throughout the nation, is being redefined. There are more smaller businesses today than ever before, confirmed by the trend in office real estate of smaller square foot leasing than of large blocks of space. While the county suffered somewhat from the tech bubble in 2000 and 2001, it has rebounded nicely. Economists predict Westchester's economy to continue the growth shown in figure 8, and to maintain some of the lowest unemployment rates in the region ⁽²⁾. The number of large size firms has declined from peak levels, along with the employment levels at these firms. Industry composition is also reconfigured. The 1990 recession further exacerbated the decline in *manufacturing* in the county. The stronger *service-driven* economy is being led

1. RKG Associates. April 2000. *Economic Development Plan and Marketing Strategy for Westchester County*.

2. Suburban Publishing Group, 2003. *Westchester County: An Economic Development Guide*.

Figure 8
Monthly Employment, 1993 to 2003
Westchester County, NY



Source: NYS Department of Labor. Prepared by the Westchester County Department of Planning.

by growth in a variety of industry clusters including communications businesses, management and business services, and health care.

Despite these changes, Westchester is still home to many large employers and remains a prominent headquarters location. Economists say that although Westchester is home to IBM, Morgan Stanley, MBIA and other major corporations, the county is not overly reliant on any one large corporation. The concentration of growth in smaller organizations, a relatively recent phenomenon, should further diversify Westchester's business base. Future employment growth is likely to come from these smaller companies. This increased diversity--in terms of number of firms and types of businesses--should also serve as a buffer in the event of future large-scale corporate change.

IV. MAJOR EMPLOYER SITE LISTS, 2004

A. Introduction

These following two lists of employment sites sorted by: 1) municipality; and by 2) industry contain firms that employ 50 or more employees. These employment sites include private, public and non-profit firms. Other local business assistance organizations as well private business list companies may supplement these lists. Below are listed some of these data sources. Additionally, the attached lists are available free of charge on the westchestergov.com web site in both an Adobe Acrobat pdf format as well as an MS-Excell spreadsheet. Please refer to Chapter II for an overview of these lists.

B. Other Sources of Business Lists

Public/Non Profit Agencies with Business Lists

Westchester County Association
Member Directory
White Plains Office Park
707 Westchester Avenue - Suite 213
White Plains, NY 10604
(914) 948-6444
e-mail: thewca@westchester.org
web site: www.westchester.org

Westchester Business Council
Member Directory
108 Corporate Park Drive, Suite 101
White Plains, NY 10604
(914) 948-2110
e-mail: potoula@westchesterny.org
web site: westchesterny.org/

Empire State Development
Directory of Minority and Women Owned
Businesses
30 South Pearl Street
Albany, NY 12245
(800) 782-8369
E-mail: esd@empire.state.ny.us
web site: www.nylovesbiz.com

Private Business List Services

Westchester County Business Journal
3 Gannett Drive
White Plains, NY 10604
914-694-3600
westchestercountybusinessjournal.com

Dunn & Bradstreet/Zapdata
460 Toten Pond Road
Waltham, MA 02451
product support: 800-532-3775
sales inquiries: 800-590-0065
e-mail: www.zapdata.com/
web site: zapdatasupport@dnb.com

InfoUSA
5711 S. 86th Circle
PO Box 27347
Omaha, NE 68127-0347
800-321-0869
e-mail: help@infousa.com
web site: infousa.com

