COMPREHENSIVE PLAN

SECTION B, ELEMENT 10
Economic Development Element

February 2014
ELEMENT 10

ECONOMIC DEVELOPMENT ELEMENT

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10.1 INTRODUCTION

10.1.A Overview
Economic development in San Juan County is a critical way to enhance community vitality, and it is a process where the retention and enhancement of the archipelago’s assets must be paramount: the islands’ natural beauty, heritage and culture should be considered during any planning process.

10.1.A Overarching Goals
To maintain those assets and enhance our economy, we have identified four goals for the Economic Development Element (EDE) which will be expanded upon in section 10.2.B

Goal: Job creation through the support of diversified, stable, community-friendly industries.

Goal: Tourism and leisure opportunities which preserve islands’ natural environment while providing high quality-of-life employment.

Goal: Improvement of infrastructure such as ferry service and telecommunications infrastructure.

Goal: Strengthening of traditional industries like construction, light manufacturing, marine resource industries, and agriculture.

10.2 ECONOMIC VISION, FRAMEWORK & GOALS

10.2.A Economic Vision & Framework

Economic Vision
Strategic economic development provides a crucial mechanism for maintaining and enhancing community vitality and prosperity for the long-term. Initiatives to strengthen infrastructure, training programs, transportation, and communications networks benefit business, resident and visitor populations. Efforts to create more quality employment are not just about creating jobs but also about enhancing a rich social network of healthy families and active community members.

Economic Development Framework
Retain and enhance an economy that reinforces San Juan County’s diverse character and capitalizes on its assets, including: pristine natural beauty, history and heritage, high educational attainment, diverse skills, cultural creativity, rural quality, natural resources and agricultural and maritime historical industries.

The goals and actions proposed below are founded in a core set of assumptions, as follows:

1. The majority of island residents would see potential economic growth as a controllable means for maintaining economic vitality and a high quality of life, preserving what we hold dear to us – the rural and natural characteristics of San Juan County. As a community, we’re interested in nurturing a healthy economy.
2. The purpose of an economic element is to guide municipal policy, decision-making and investment. Therefore, proposed strategies should be designed with San Juan County, the Town of Friday Harbor, the Ports, potential business investors, proposed urban growth areas and hamlets as the principal audience. Implementation will require participation by many entities and private sector partners in addition to the various jurisdictions.

3. Proposed economic development strategies must be based on island realities and be designed holistically, with an eye toward keeping an island-scale economy and the preservation of our high quality of life and precious natural resources. Policies should emphasize the most promising, wage-generating, and San Juan Islands-appropriate economic emphasis areas.

10.2.B Economic Goals, Policies & Actions

GOAL 1: CREATE JOBS

Goal: Support a sound, stable, year-round and diversified economic base that creates jobs in community-friendly industries.

Policies:

- Policy A: Emphasize locally made goods and services within our community, for local use & export.
- Policy B: Work to address and mitigate the seasonality of many industrial sectors in the county (e.g., construction, tourism).
- Policy C: Work to improve linkages with seasonal residents – tourists and “snow bird” residents alike.
- Policy D: Encourage light manufacturing and cottage industries to create products for export and jobs.

Actions:

- Action A: Through a review of current business area zoning, work to retain and encourage light manufacturing and cottage industries to create products for export and to create jobs.
- Action B: Consider tax breaks and code allowances to encourage light manufacturing and cottage industries.
- Action C: Work to recruit entrepreneurs to San Juan County, particularly high-tech entrepreneurs.
- Action D: Work to develop “encore entrepreneurs” – helping retired island entrepreneurs to create new businesses.
- Action E: Collaborate to create a “Shop Islands” initiative, encouraging islanders to shop in San Juan County.
- Action F: Create and support mentoring and educational programs to support new businesses and entrepreneurs.
- Action G: Encourage and financially support tech and trades education in our schools and colleges.
- Action H: Map gaps in small businesses’ needs in order to create new jobs (e.g., do businesses collectively need more bookkeepers).
- Action I: Work with Skagit Valley College and the Workforce Council to improve workforce training opportunities.
GOAL 2: IMPROVE INFRASTRUCTURE

Goal: Support efforts to improve infrastructure that strengthens the economy and creates jobs.

Policies:
- Policy A: Encourage provision of adequate infrastructure that is support of a healthy economy and environment.
- Policy B: Support high-speed broadband infrastructure which enables the creation of jobs and improved educational opportunities for islanders.
- Policy B: Encourage Washington State Ferries to improve San Juan Islands ferry service, vessels and infrastructure.
- Policy C: Encourage a healthy workforce and community in San Juan County.

Actions:
- Action A: Provide adequate infrastructure that is supportive of a healthy economy and environment.
- Action B: Provide adequate infrastructure and encourage zoning that is supportive of community high-speed broadband infrastructure.
- Action C: Ensure that tourism infrastructure and facilities (including way-finding signs) are updated and improved.
- Action D: Identify facilities for water-borne transportation for tourism and export.
- Action E: Support efforts of the San Juan County Health Department to encourage a healthy community and workforce through workforce wellness programs, community vaccination outreach, walkable spaces projects and other programs.

GOAL 3: ENourage TOURISM AND LEISURE OPPORTUNITIES WHICH PRESERVE ENVIRONMENT, JOBS

Goal: Encourage tourism and leisure opportunities while preserving the environment and jobs.

Policies:
- Policy A: Encourage tourism and leisure opportunities which preserve islands’ natural environment and which are attractive to residents and visitors, while providing high quality-of-life employment.
- Policy B: Encourage and promote ecotourism and conservation in the islands.

Actions:
- Action A: Cultivate high-end, high-income international tourism by encouraging high-end, low-impact (in particular, “green”) building of tourism venues like micro-hotels, restaurants and bed & breakfasts, exploring ways to promote it through potential zoning changes and other encouragement.
- Action B: Ensure that villages and roads are kept attractive by landscaping empty land such as the gravel pit property, and by encouraging innovative leases for empty storefronts.
- Action C: Ensure that view corridors and scenic roads are preserved, with consideration for owners’ property rights.
- Action D: Enable and encourage the “Island Friendly Spirit” customer service initiative.
- Action E: Encourage arts tourism – visual arts, food, music – all arts which benefit residents and tourists.
- Action F: Implement the San Juan County tourism master plan.
GOAL 4: STRENGTHEN TRADITIONAL INDUSTRIES

Goal: Support efforts to strengthen traditional industries

Policies:
- Policy A: Promote actions that protect and enhance construction, marine resource industries, agriculture, aquaculture and other traditional industries, including establishment of infrastructure such as commercial kitchens, and support of workforce development and training in these trades.

Actions:
- Action A: Work with Port of Friday Harbor, Department of Commerce, Department of Ecology, and other entities to purchase the cannery property at Jackson’s Beach in order to develop a marine-based facility.
- Action B: Improve waterfront infrastructure and access, particularly the improvement of barge landing access throughout the county, by renovating existing barge landings and through the creation of new ones, working with the Port of Friday Harbor and other entities.
- Action C: Expand local and regional markets through promotion of local branding through the Island Grown Program.
- Action D: Assist new farmers in acquiring access to agricultural land.
- Action E: Work to streamline the construction permitting process.
- Action F: Identify & implement policies which expand genetically-modified organism (GMO)-free seed production.

10.3 PURPOSE & BACKGROUND

10.3.A Purpose
The Economic Development Element (EDE) is part of the comprehensive plan. The county recognizes the importance of economic development in maintaining the stability of the local economy and quality of life. Industries in San Juan County serve diverse markets and needs that include local, regional, state, national and international markets.

The statewide goal for economic development is as follows:

“Encourage economic development throughout the state that is consistent with adopted comprehensive plans, promote economic opportunity for all citizens of this state, especially for unemployed and for disadvantaged persons, and encourage growth in areas experiencing insufficient economic growth, all within the capacities of the state’s natural resources, public services, and public facilities.”

Economic development itself has been described in many ways, but is essentially the specific and concerted efforts of communities and policy makers to enable the economic viability of a region or industry. Sound economic development seeks to create sustainable wealth by creating jobs and infrastructure that match the workforce and environment, or by providing workforce training that qualifies locals to fulfill available jobs.

Proactive economic development seeks out business development opportunities based on an area's competitive advantages, market characteristics and community values – because those are the foundations of long-range success. Smart economic development recognizes that prosperity both depends on, and drives quality of life. Sustaining the structure, nature, and diversity of our community as we now know it is dependent on maintaining and nurturing a successful economy.
The economy in the San Juan Islands is inextricably linked to our environment and sustainability. Our future economy is driven by county residents’ vision for the future of the community itself. A strong economy that dovetails with the community’s vision will help that community achieve larger goals. Indeed, as the Washington State Department of Community, Trade and Economic Development (now Commerce) has noted, “a community that...preserves its natural features will have an edge when it comes to improving its economy.”

The Economic Development Element of the San Juan County Comprehensive Plan is intended to act as a “roadmap” to reinforce the overall values of the Comprehensive Plan and to steward sustainable development for the betterment of the lives of San Juan County citizens.

The purpose of the Economic Development Element is to set goals and establish policies, objectives and provisions for economic growth and vitality and a high quality of life in San Juan County, with supporting strategies integrated with land use, housing and transportation elements.

10.3.B Relationship to Other Comprehensive Plan Elements & the GMA
The Economic Element (EDE) is just one part of the San Juan County Comprehensive Plan. It does not supersede any other element or policy direction set therein. Rather, the EDE incorporates and builds on or works within policies and planning frameworks established in the other plan areas.

The EDE is structured to provide the same level of general goal and policy direction as the other Comprehensive Plan elements, but also includes a more detailed “action plan.” Generally speaking, a Comprehensive Plan serves as a vehicle for characterizing and forecasting conditions and levels of demand within a specific jurisdiction, then developing jurisdiction-specific policies and goals for responding to anticipated conditions and meeting defined levels of service. The EDE does this as well, but also offers a stand-alone action plan that assumes economic development is regional, and that implementation responsibilities will be shared among the Town of Friday Harbor, San Juan County and many other quasi- (e.g. ports, OPALCO) and non-governmental (e.g. private sector, non-profit) partners.

Most importantly, strategies, actions and policies presented within the EDE are presented within the context of the overall Comprehensive Plan, cognizant of community values and priorities related to land use, population growth, transportation constraints, natural hazard response readiness and many other factors. In short, the EE is presented as a plan to bring economic vitality that fits San Juan County.

10.3.C Authority
The Washington Growth Management Act (GMA) requires Washington counties and municipalities to maintain a Comprehensive Plan to help plan for and manage growth now and in the future. The Economic Development Element, developed in accordance with Section 36.70A.070(3) of the Comprehensive Plan, has become an important planning tool supported and promoted by the State of Washington. It is intended to address economic development needs in San Juan County, and it represents the community’s policy plan for the next 20 years. The Growth Management Act (GMA) addresses the concerns of “uncoordinated and unplanned growth that potentially pose a threat to the environment, sustainable economic development, and the health, safety and high quality of life enjoyed by residents.”

Development of this element was authorized by the Washington Growth Management Act (GMA) planning goals\(^1\), and guided in particular by the following:

- Encouraging development in existing urban areas where adequate public facilities and services exist or can be provided in an efficient manner.

- Reducing the inappropriate conversion of undeveloped land into sprawling, low-density development.

- Encouraging economic development throughout the county that is consistent with adopted comprehensive plans, promoting economic opportunity for all citizens of this county, especially for unemployed and for disadvantaged persons, promoting the retention and expansion of existing

Economic Development Element

businesses and recruitment of new businesses, recognizing regional differences impacting economic development opportunities, and encouraging growth in areas experiencing insufficient economic growth, all within the capacities of the county’s natural resources, public services, and public facilities.

- Retaining property rights: private property shall not be taken for public use without just compensation having been made. The property rights of landowners shall be protected from arbitrary and discriminatory actions.

- Streamlining the permit process: applications for local government permits should be processed in a timely and fair manner to ensure predictability.

- Maintaining and enhancing natural resource-based industries, including productive timber, agricultural, and fisheries industries. Encouraging the conservation of productive forest lands and productive agricultural lands, and discouraging incompatible uses.

- Retaining open space, enhancing recreational opportunities, conserving fish and wildlife habitat, increasing access to natural resource lands and water, and developing parks and recreation facilities.

- Protecting the environment and enhancing the state's high quality of life, including air and water quality, and the availability of water.

- Encouraging the involvement of citizens in the planning process and ensuring coordination between communities and jurisdictions to reconcile conflicts.

- Ensuring that those public facilities and services necessary to support development shall be adequate to serve the development at the time the development is available for occupancy and use without decreasing current service levels below locally established minimum standards.

- Identifying and encouraging the preservation of lands, sites, and structures that have historical or archaeological significance.

10.4 ECONOMIC PROFILE OF SAN JUAN COUNTY

10.4.A Key Challenges

Environmental Components
Preservation of San Juan County’s unique and fragile ecosystem is essential to maintenance of all of the region’s key industries. The real estate and marine industries, tourism, agriculture, and the quality of life itself is preserved when we work to preserve and protect our natural surroundings. Water rights and use, garbage and recycling services, low-impact transportation: all of these have a profound effect on our islands.

Transportation Components
San Juan County is unique in that it is the only county in Washington state entirely surrounded by water and without a bridge connecting it to the mainland. San Juan, Orcas, Lopez, and Shaw Islands are all served by the Washington State Ferry System, which is the primary transportation link between the county and mainland U.S. and Canada, followed by private and commercial air and marine transportation.

The Washington State Ferry System is also the primary delivery system for commercial products and materials destined for island businesses or sold directly to residents. A small number of commercial passenger ferries serve San Juan Island with limited schedules, mostly during the tourist season; and a handful of private vessels regularly barge commodities such as fuel, water, and gravel onto the islands, weather permitting. Also, there are currently at least two freight companies operating from island airports.
Public and private facilities for air travel are available throughout the county. Several private air charter and scheduled air services exist, with private and public airports on most of the inhabited islands. Private and public marine transportation companies serve many of the islands.

Besides the Washington State Ferry docks on San Juan, Orcas, Lopez, and Shaw, San Juan County has numerous public and private marinas, haul-out facilities, and community and private docks. The Port of Friday Harbor is the largest marina in the San Juan Islands with 464 moorages.

San Juan County does not meet Washington State’s population requirements for creating its own regional transportation planning organization (RTPO), but is eligible to join the Skagit-Island RTPO or one from a neighboring region. The County has chosen not to join a local RTPO.

**Infrastructure Issues**
Potential economic development is either encouraged or discouraged by the availability of public infrastructure – electricity, water, fiber, sewer services, and transportation. The issues are partially addressed in the Capital Facilities Element of the Comprehensive Plan. As with the Housing and Transportation Elements, this issue must be addressed here.

Electrical power is supplied by Bonneville Power Authority and distributed via submarine cable by the locally-owned Orcas Power and Light Cooperative. Sewer and water services are available in the Town of Friday Harbor, the Eastsound Subarea, Lopez Village and in some areas by community associations.

Planning for water, wastewater and storm water management is the responsibility of the Town of Friday Harbor and San Juan County under the provisions of the Growth Management Act. Inside the designated urban growth areas and hamlets the responsibility for planning rests with County appointed citizen committees and nonprofit entities and/or private developers, regulated by the County. Some areas of the islands do not have good access to water, which limits growth.

Broadband internet services are provided by a nationally-owned cable franchise, nationally-owned telephone franchise, and in a much more limited role by Orcas Power and Light Co (OPALCO). There are also private internet service providers on the three main islands, all reselling service available from the telephone franchise. Most of the county does not have access to speeds higher than 1.5Mbps. One main area of concern for the county is that the lack of county-wide high-speed broadband needs to be continued to be addressed from an economic development standpoint.

Fast broadband connections help ensure economic sustainability and competitiveness in the global marketplace and they have been clearly shown to spur economic development. As computing shifts to the cloud and applications become more bandwidth-intensive, the need for a fast broadband connection will become even more evident, and our access to the world even more remote. San Juan County’s quality of life is associated with its rural feeling. High-speed broadband will contribute to the retention of this rural environment, providing high-wage jobs to residents who could choose to work from home.

**10.4.B Major Industries**

**Construction/Real Estate**
Construction in San Juan County represents 34% (2012 figure) of the county’s gross business income as calculated by the Washington State Department of Revenue.

Construction and real estate sales in San Juan County have historically been vulnerable to fluctuations in the US and world economy. With the Great Recession of 2007-2009, real estate values plummeted nearly 30% and have yet not fully recovered, although gains have been made over the past few years. Construction has also not come back fully and that sector remains well below the economic activity of even ten years ago. As San Juan County is a secondary market for most purchasers, it is likely to take several years more to recover from the impacts of the Great Recession.

Other opportunities:
1. Large construction projects (e.g., Peacels Island hospital project) seem beyond the capability of local contractors; often local major construction projects are won by out-of-county contractors.
2. The real estate bust post-Great Recession has made homes more affordable, but many high-end properties are not selling.
3. Lack of potable water in some areas of the islands continues to hamper some construction.

Professional/Technical/Information & Administrative Services
In recent years, as infrastructure has improved, San Juan County and, in particular Friday Harbor, has become a comfortable place for many non-resource-dependent businesses to set up shop. Industry classification data shows growth in information services, finance and insurance, professional and technical services, educational services and health care and social services.

A few of the characteristics of these businesses have contributed to recent success: they have few employees, require little space, operate year-round, have little environmental impact and, in large part, do not have insurmountable cost-of-business incongruities when compared to off-island competitors. Currently representing nearly 16% of our economy, the service sector is critically important to the county’s financial health, particularly as these jobs are some of the few higher wage jobs available to workers in the area.

Improved broadband speeds are likely to increase this sector as islanders find ways to earn income through the internet and as people relocate here bringing their tech businesses or employment with them.

Accommodations/Dining/Tourism
Currently representing about 11% of our economy, tourism plays an important role within the economy and affects other sectors. While many residents would agree that tourism is a healthy component of our economy, groups like the San Juan Islands Visitors’ Bureau and the chambers of commerce work hard to mitigate any negative impacts of tourism. Studies have shown that most negative impacts occur when the number of visitors is greater than the infrastructure and the environment’s ability to cope with the visitor volume. These groups work to encourage the preservation of sociocultural and environmental authenticity of our island communities.

Imperative to tourism initiatives has been conservation and historical preservation to ensure that the islands remain a welcoming, beautiful and meaningful place both for locals and visitors, and this effort to maintain and preserve is likely to – and should – continue.

Part of the current efforts regarding tourism includes an Island Friendly Spirit initiative, begun in 2011 in order to address how the impacts of tourism affect tourism employees and business owners and how to ameliorate negative effects, making our islands friendlier to visitors and locals alike. Additionally, begun in 2005, the San Juan Islands Scenic Byway effort was envisioned as a way to accommodate and manage tourism while at the same time preserving and enhancing the qualities of the islands.

Manufacturing
The manufacturing sector, while small at about 3% of the total gross county product, represents an important one for the county in that manufacturing employees tend to receive higher wages than many other sectors here. Small-scale manufacturing has grown steadily in the county and some of our most innovative firms are from this sector, including a manufacturer of thin foil band-pass filters, a manufacturer of synthetic corneal plugs.

Challenges continue to include goods transportation, and the lack of highly-skilled workers. Creation of trades training of younger residents will enable increased growth of this industry sector.

Marine Resources
Marine resource-related employment and revenue have long been a core piece of island social and economic fabric. Yet, little data is available to quantify just how important these marine related jobs and entities are. Friday Harbor Labs and other research organizations are major employers given that their employees and conference and research guests contribute to the local economy. Numerous small firms create marine-related products such as wild fish tags, and yacht sales generate significant sales tax revenue. Traditional and widespread marine harvests are not currently viable, but are new sustainable, niche products – such as kelp, an option? Additional research in this and other marine-related industry opportunities will be required to determine overall viability and best prospects. Additionally, marine services such as shipyards and ports are important to our economy.
**Agriculture Sector**

While representing less than 2/10th of one percent (.0015%) of the economy in San Juan County, agriculture is nonetheless an important industry to many residents for several reasons. A thriving farm economy diversifies our local economic base and can help to preserve our beautiful pastoral landscape which is alluring to locals and visitors alike.

The farmers markets on the three largest islands are thriving, community supported agriculture (CSA) sales are on the rise, and new value-added agricultural businesses are being established, including micro-dairies, and locally produced foods, wines and liquors. San Juan County farmers specialize in crops such as grass-fed meats, berries, tree fruits, and year-round production of vegetables for market, as well as fibers, lavender, and herbs. Increased construction of greenhouses and hoop houses have allowed year-round production of crops that would typically die in the cold winter weather, and also help production of heat-loving crops such as tomatoes, melons, and some herbs.

Working to help new farmers to establish successful farms, developing adequate access to ag-processing infrastructure, expanding local and regional marketing opportunities, and adopting scale-appropriate state and local regulations will foster farm businesses and support a thriving local farm economy.

**Entrepreneurship**

Without a doubt, the primary strength of San Juan County and the Town of Friday Harbor is the fact that the San Juan Islands’ environment is what brought most people here and why they stay. Whether fourth-generation resident or first-time visitor, the Islands have a way of capturing the imagination and inspiring people to somehow, some way, stay a little longer. In spite of, and probably because there are limited employment opportunities, a strong and long-standing culture of entrepreneurship has evolved in the islands. Many of those who contributed their observations and suggestions during development of this plan report holding multiple jobs, some just to make ends meet, others to supplement income during the “off-season.” To be sure, island residents are quite resourceful in finding ways to “make a buck” and San Juan County boasts more business licenses per capita than any other county in the state.

**10.4.C. Historical Economic Context**

The San Juan Islands were seasonally occupied by Coastal Salish people for approximately 5,000 years. The population of native peoples of the San Juan islands declined by over 90 percent within 100 years of the arrival of Europeans, due to the introduction of disease and by the removal of all land rights under the Elliott Point Treaty in 1855. A number of Native-American properties and burial sites exist within the county and are protected by Federal laws.

Permanent settlement in the islands generally began in 1850, when the Hudson's Bay Company established a saltery on the southern tip of San Juan Island, and later, a Lime Kiln at Roche Harbor, subsequently purchased by the Tacoma & Roche Harbor Lime Company and then John McMillin. Within 20 years European settlers had spread to Lopez, Shaw, Orcas, Waldron, Decatur, and Blakely islands, raising sheep, cattle, and poultry on small subsistence farms.

Fishing and marine-based industries continued to be a major activity in the Islands. Early salmon salteries and later canneries were established at Friday Harbor on San Juan, at Deer Harbor on Orcas, and at Richardson on Lopez. The strategic location of the Islands relative to Canada also proved attractive to smugglers transporting illegal laborers, drugs, wool, liquor, and other commodities.

Up to the 1940s, agriculture was a staple industry on the islands. Before the irrigation of eastern Washington, the San Juans were the number one apple producing region in the state; plums, cherries and peas were also major crops. Many farms reverted to second growth forest after the Great Depression and the Second World War. Some of these farms still continue, mainly as pastureland which contributes to the overall ecosystem diversity and sense of open space.

Extensive logging for the lime kilns (for burning the lime and for barrels) and salteries (for barrels) at the beginning of the 20th century removed all old growth and valuable timber on most of the Islands. The lime
company at Roche Harbor continued to operate until 1956. Quarrying activities for sandstone were extensive on Waldron, Sucia, and Stuart islands, and aggregate extraction continued on San Juan until 2001.

By the 1960’s the San Juans had been discovered by visitors and the economy began to be driven by construction of new residences, particularly summer homes, and commercial properties. Trade and services, especially for seasonal visitors developed to the extent that the islands host the highest number of businesses per capita of any county in the state.

Marine biology, resorts, and nature camps have historically contributed to the economy, attracting students, vacationers, and campers from around the world. The University of Washington Friday Harbor Laboratories was established in 1904 and seasonally hosts over 450 researchers and students.

As of this writing, San Juan County’s economy is continuing to recover from the Great Recession of 2007-09. Most sectors have recovered well, but gains since the recession have not kept up with inflation – and the aggregate of all industries has not kept up with inflation, experiencing shrinkage of 1.3% overall between 2003-2012. Construction and real estate experienced the largest drops and have not yet fully recovered from Great Recession impacts. Transportation, while a small component of our economy, experienced the largest gains during that same time period of 2003-2012, and wholesale trade, utilities and services also experienced moderate gains.²

10.4.D Data & Charts
Population
As shown in the following chart, San Juan County saw a quintupling of its population in the years after 1970, possibly due to efforts to market the islands as a retirement and second home destination. Currently, population growth has leveled off and the Office of Financial Management of Washington State expects the population to grow slowly over the next 10 years.

Since 1980, most of the growth in San Juan County has been in the population over the age of 55, and the “grey ing” of San Juan County over the past 30 years has been remarkable, as noted in the second chart on the next page. Median age is continuing to climb and projections from WA State Office of Financial management suggest that in 2030, 34% of SJC population may be over 65.

Educational attainment of adults age 25 and over is higher for San Juan County than the rest of Washington state and the US. Nearly 45% of our residents have a bachelor’s degree or higher, compared to the state average of 31%.² San Juan County is far less ethnically diverse than Washington State with smaller proportions of all racial or ethnic minorities compared to the state. About 98 percent of its population was white in 2010.

² Data: Bureau of Labor Statistics/Washington State Department of Revenue, July 2013
**San Juan County Population, 1930-2010**


**Figure 10-1**

**San Juan County Population by Age, 1980 vs 2010**

Data: US Census Bureau, accessed 3/11/13

**Figure 10-2**

**Income**
San Juan County residents enjoy the second highest “personal income per capita” in Washington State, by county, at $53,389 (state average is $42,589; King County average is $55,136).³

“Personal income” is defined as all income, aggregated, including passive income such as investment and pension income, and wage income. “Personal income per capita” means the aggregate of income earned in San Juan County, divided by all residents San Juan County (man, woman and child). Personal income includes $25,058 of “dividend, interest and rental income” per capita, meaning the aggregate of dividend/interest income, divided by all residents of (man, woman and child). Our retired and semi-retired residents may account for the high personal income per capita. The beauty of the archipelago has attracted many retirees from around the nation.

“Wage income” is defined as income earned through work. Average annual wage income is $31,200, among the lowest in Washington state (state average is $48,518, King County is $60,751). Average pay in all the top sectors (except government) is quite low, and wages have not kept up with inflation.⁴ “Average” means the aggregate of all wage income, divided by the number of workers.

Average annual wage income in San Juan County is significantly lower than other counties, particularly urban counties, because many jobs here are seasonal and part-time, and jobs in unskilled service sectors predominate in the economy. The following two charts show the contrast between personal income per capita in 2012 versus average annual wage income, with a comparison between neighboring and King counties. Data are from the Washington State Employment Security Department and the Bureau of Economic Analysis, accessed 1/24/14.

![Figure 10-3: Personal Income Per Capita, 2012 - San Juan County vs Other WA Counties](image)


⁴ *Ibid*
The following chart shows personal income for by major source, and earnings by industries defined by two-digit North American Industry Classification System (NAICS) code. NAICS codes are the standard used by federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy. Except as noted, numbers are in thousands of dollars. Negative numbers represent losses. (D) entries replace data for industries with few reporting businesses in order to preserve confidentiality.

Several figures and trends are notable in the chart on the next page.

- Farm proprietor income shows only steepening losses for the past decade, meaning that there has been no income, only growing business losses, for all farms as an aggregate for the past 10 years.
- Non-farm earnings (all other sectors) retracted post-Great Recession, but began making positive strides again in 2010 and income continues to increase – 3% from 2011 to 2012.
- The construction sector continues to struggle, and has not made up losses after the Great Recession.
- Retail trade, educational services, health care and transportation emerge as a few of the sectors little affected by the Great Recession. Administrative services have done very well, with increases of over 68% in the past decade. Arts, entertainment and recreation have also made great gains, experiencing an increase of over 75% since 2003.
- Real estate and rental and leasing has been hard hit – losing nearly 50% of its strength in the past decade.
- While affected by the Great Recession, government and government enterprises have remained solid during the past decade, experiencing an increase in income of nearly 37% during that time period.
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<tr>
<td>10</td>
<td>Personal income (thousands of dollars)</td>
<td>$602,005</td>
<td>$669,406</td>
<td>$729,135</td>
<td>$792,427</td>
<td>$876,714</td>
<td>$944,770</td>
<td>$801,985</td>
<td>$778,627</td>
<td>$811,402</td>
<td>$844,824</td>
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<tr>
<td>30</td>
<td>Per capita personal income (dollars)</td>
<td>$40,712</td>
<td>$44,417</td>
<td>$48,074</td>
<td>$51,894</td>
<td>$56,929</td>
<td>$60,601</td>
<td>$51,036</td>
<td>$49,408</td>
<td>$51,316</td>
<td>$53,389</td>
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**Derivation of personal income (thousands of dollars)**

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<td>35</td>
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<td>Employer contributions for government social insurance</td>
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<td>$16,588</td>
<td>$17,067</td>
<td>$17,332</td>
<td>$17,633</td>
<td>$17,764</td>
<td>$18,234</td>
<td>$18,386</td>
<td>$18,184</td>
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<tr>
<td>42</td>
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<td>$37,900</td>
<td>$39,693</td>
<td>$43,225</td>
<td>$45,189</td>
<td>$46,252</td>
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<td>$290,911</td>
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**Earnings by place of work (thousands of dollars)**

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<td>Wages and salaries</td>
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<td>Supplements to wages and salaries</td>
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<td>$43,439</td>
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<td>61</td>
<td>Employer contrbs for employee pension and insurance funds 6/</td>
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<td>$26,107</td>
<td>$29,359</td>
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<td>62</td>
<td>Employer contributions for government social insurance</td>
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<td>$16,588</td>
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<td>$17,332</td>
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<td>$17,764</td>
<td>$18,234</td>
<td>$18,386</td>
<td>$18,184</td>
<td></td>
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<tr>
<td>70</td>
<td>Proprietors’ income 7/</td>
<td>$47,831</td>
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<td>$50,797</td>
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<td>$49,667</td>
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<td>71</td>
<td>Farm proprietors’ income</td>
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<td>-$1,274</td>
<td>-$1,819</td>
<td>-$1,985</td>
<td>-$2,400</td>
<td>-$3,437</td>
<td>-$2,400</td>
<td>-$2,686</td>
<td>-$2,162</td>
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<tr>
<td>72</td>
<td>Nonfarm proprietors’ income</td>
<td>$48,735</td>
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<td>$50,823</td>
<td>$52,782</td>
<td>$49,816</td>
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<td>$50,568</td>
<td>$52,353</td>
<td>$57,982</td>
<td>$61,028</td>
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**Earnings by industry (thousands of dollars)**

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<tr>
<td>81</td>
<td>Farm earnings</td>
<td>-$26</td>
<td>-$252</td>
<td>-$398</td>
<td>-$669</td>
<td>-$1,143</td>
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<td>-$1,491</td>
<td>-$1,147</td>
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<td>82</td>
<td>Nonfarm earnings</td>
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<td>Private nonfarm earnings</td>
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<td>$224,019</td>
<td>$229,396</td>
<td>$238,639</td>
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<td>100</td>
<td>Forestry, fishing, and related activities</td>
<td>(D)</td>
<td>(D)</td>
<td>(D)</td>
<td>(D)</td>
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<td>(D)</td>
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<tr>
<td>200</td>
<td>Mining</td>
<td>(D)</td>
<td>(D)</td>
<td>(D)</td>
<td>(D)</td>
<td>(D)</td>
<td>(D)</td>
<td>(D)</td>
<td>(D)</td>
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<tr>
<td>300</td>
<td>Utilities</td>
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<td>$5,421</td>
<td>$6,266</td>
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### Table 10

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<td>Management of companies and enterprises</td>
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<td>Arts, entertainment, and recreation</td>
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<td>$13,701</td>
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<td>$18,060</td>
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<td>Government and government enterprises (thousands of dollars)</td>
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**Legend/Footnotes**

1/ The estimates for earnings for 2001-2006 are based on the 2002 North American Industry Classification System (NAICS). The estimates for 2007-2010 are based on the 2007 NAICS. The estimates for 2011 forward are based on the 2012 NAICS.

2/ Census Bureau midyear population estimates. Estimates for 2010-2012 reflect county population estimates available as of March 2012.

3/ Contributions for government social insurance are included in earnings by type and industry but they are excluded from personal income.

4/ The adjustment for residence is the net inflow of the earnings of interarea commuters. For the United States, it consists of adjustments for border workers and US residents employed by international organizations and foreign embassies.

5/ Rental income of persons includes the capital consumption adjustment. Interest includes actual and actuarially imputed interest to reflect receipts on assets accrued by defined benefit pension plan participants through service to employers in the current period.

6/ Includes actual employer contributions and actuarially imputed employer contributions to reflect benefits accrued by defined benefit pension plan participants through service to employers in the current period.

7/ Proprietors’ income includes the inventory valuation adjustment and capital consumption adjustment.

Note— All state and local area dollar estimates are in current dollars (not adjusted for inflation).

(D) Not shown to avoid disclosure of confidential information due to small number of reporting businesses, but the estimates for this item are included in the totals.

Estimates for 2001 forward reflect the results of the comprehensive revision to the national income and product accounts (NIPAs) released in July 2013.

Educational Attainment
San Juan County has a highly educated populace. Over 94% of the adult residents of the county have a high school education or better. The chart below shows San Juan County compared to the state average, and neighboring counties’.

![Educational Attainment Chart]

Current Industries
The four largest industry sectors in San Juan County represent 73% of total business income in the county, as measured by Department of Revenue reporting. Retail represents 28% of the total economy; construction, 19%; professional services/tech, 15%; accommodations/dining, 11%. Aggregate gross business income for all reporting businesses in San Juan County was $527,691,659 in the year 2012.

Over the past 13 years, industries have changed somewhat but the four mainstays (retail, construction, professional services and accommodations/dining) have remained. Two sectors – construction and accommodations/dining – have not kept up with inflation over the past decade.

Notable growth has been seen in the years between 1994 and 2011 for several subsectors including: wood product manufacturing (up +581%); sightseeing transportation (+745%); administrative services (up +227%); passenger transit companies (up +867%); publishing industries (up +827%); rental services (up 500%); truck transportation (up +444%).

The chart below shows the change over time for the top four industries, plus an aggregate of the remaining industries. It then compares the inflation-adjusted numbers for each industry to the actual revenues for those businesses. Construction and accommodations/dining did not keep up with inflation, but retail trade, professional services and aggregated other sectors did enjoy some growth. Data are from the Washington State Department of Revenue.

The following chart shows the aggregate gross business income reported to the Washington State Department of Revenue by businesses in the county, for the years between and including 1994 and 2012. Data are from the Washington State Department of Revenue.
The first chart on the next page shows historical trends for the four major industries in San Juan County, plus an aggregate of the remaining industries. Notable is the general trend upward, with a sharp uptick in 2007 for construction, then varying downward trends followed by recovery. Construction continues to lag other industries in recovery, as seen in the second chart on the next page.
Another way to get a snapshot of industries in San Juan County is through Bureau of Economic Analysis data, based on what’s reported by businesses to agencies like the IRS.

In the first chart below, the aggregate of all businesses’ earnings is shown, categorized by NAICS industry. Government and government enterprises is the largest industry in San Juan County, as it is for many counties in Washington and the rest of the US (compare to Figure 10-9 and Figure 10-10).

Next is accommodations/food services, the tourism industry, accounting for 14.46% of the economy. Next is construction, which has been higher in past years: the real estate slump has affected this sector.

Absent is data for the agricultural sector. As reported to federal agencies by businesses in San Juan County, there have only been recorded growing aggregate business losses for the past 10 years.

The second chart shows the same data, but for Washington state in its entirety. Notable are the differences in the sizes of our manufacturing, information, and wholesale sectors, which are much smaller in San Juan County. These are all high-wage sectors and could be encouraged in San Juan County. Also notable is the comparative size of accommodations/food services sector.

The third chart shows the same data for all of the US. It closely parallels Washington state, with the exception of the information category, which is likely higher in Washington because of large employers like Microsoft.
Figure 10-8

Earnings by NAICS Industry - SJC 2012

Utilities: 2.93%
Government and government enterprises: 21.76%
Construction: 15.06%
Retail trade: 10.21%
Wholesale trade: 1.92%
Manufacturing: 3.65%
Transportation: 1.51%
Information: 1.48%
Finance and insurance: 2.30%
Real estate: 2.51%
Administrative services: 4.11%
Educational services: 1.75%
Other services: 7.64%
Accommodation & food services: 14.46%
Health care, social assist.: 6.27%
Arts, entertainment, recreation: 2.44%

Data: Bureau of Economic Analysis, Agriculture: not shown as only aggregate business losses in SJC for years 2003-2012

Figure 10-9

Earnings by NAICS Industry - WA 2012

Utilities: 0.30%
Construction: 6.29%
Government and government enterprises: 12.61%
Retail trade: 7.36%
Manufacturing: 5.56%
Wholesale trade: 3.76%
Transportation: 8.59%
Information: 4.55%
Finance and insurance: 4.21%
Real estate: 2.01%
Administrative services: 4.21%
Educational services: 1.07%
Health care, social assist.: 11.47%
Accommodation & food services: 3.32%
Arts, entertainment, recreation: 0.96%
Other services: 3.81%

Data: Bureau of Economic Analysis, accessed 1/29/14
The chart below shows the number of building permits each year, from 2004-2012. Permits numbers began to experience major declines in 2009, a couple of years after the Great Recession hit the rest of the nation. Numbers have not recovered.
Workforce
San Juan County’s unemployment rate tends to be annually lower than the national average, but has a regular annual fluctuation resulting primarily from the seasonal workforce needs of the tourism and construction industry segments. San Juan County has some “commuter” element to its workforce, primarily provided by selective employers who fly/ferry workers into the county for specific project related work, and residents who telecommute for mainland companies. It is estimated that between 15 and 20 percent of working residents of the county commute out of the islands for work. All data in this section are from the Washington State Employment Security Department, accessed May 2013.

Unemployment: San Juan County tends to have ~2% lower unemployment than the rest of the US as an annual average. Unemployment is about the same as the US in the winter, but up to ~4% lower in the summer. For the past 5 years, our unemployment rate has been 20-30% lower than the rest of the US.

The majority of the county’s top sectors are seasonal industries: construction, tourism and related support industries. Along with seasonal employment come challenges like an increased need for social services for unemployed, lower-wage employees during the off-season months, shortened ferry services, and the closure of retail establishments and other services like bus and transportation services. Finally, some companies (e.g., the major resorts) import seasonal workers from international sources, such as South America, the Philippines and Eastern Europe. Another source of seasonal workers are retired seniors and high school students and returning college students working during their summer breaks. Retired seniors in particular were strong in the workforce, post-Great Recession, but have left the workforce as their investments have recovered.

The following chart shows a comparison between San Juan County unemployment rates and the rest of the US.

![Average Annual Unemployment San Juan County vs US](chart)

The two charts on the next page show the percentage of workers employed in various industry sectors in San Juan County, and average annual wages by industry. Both charts include data from 2010, the date of the last US Census.
San Juan County Percentage of Total Wage Jobs by Industry, 2010

- Public Service/Schools: 14.00%
- Retail Trade: 13.20%
- Accommodation/Dining: 11.70%
- Health/Education: 11.60%
- Admin/Waste/Repair: 11.00%
- Professional/Fin/Tech: 9.90%
- Construction: 9.70%
- Manufacturing: 4.00%
- Arts/Entertainment/Orgs: 3.70%
- Transportation/Couriers: 2.60%
- Wholesale Trade: 2.30%
- Real Estate: 1.90%
- Ag/Forest/Log/Fish/Mine: 1.80%
- Utilities: 1.20%

San Juan Co. Average Annual Wage by Industry, 2010

- Utilities: $62,036
- Wholesale Trade: $49,585
- Prof/Financial/Tech Svcs: $44,585
- Public Service/Schools: $40,258
- Manufacturing: $37,226
- Construction: $35,087
- Retail Trade: $29,067
- Health/Education: $28,308
- Agriculture: $27,937
- Admin/Waste/Repair Svcs: $25,797
- Transportation/Couriers: $20,272
- Accommodations/Dining: $19,097
- Real Estate: $18,261
- Arts/Entertainment/Orgs: $17,143
As mentioned before, annual wage income is distinctly lower than other counties, particularly urban counties, partly because the region’s major industries tend to provide low-wage jobs.

Notably, tourism and construction jobs tend to be lower than other industries’ nationally and regionally; additionally, San Juan County’s retail, tourism and construction wages lag national averages. Since retail trade, construction, professional services and accommodation/dining account for almost 42% of all jobs in San Juan County, this is an important factor to consider when weighing economic development priorities for the future.

24% of San Juan County wages come from the public service sector – county, town and federal government, port, fire/sheriff department, and school employees. The total number of jobs in the county is 10,596, with wage/salary jobs at 5,765 and proprietors at 4,831.

With nearly 5,000 business licenses – 3,000 of them actively reporting some income annually – San Juan County has more entrepreneurs per capita than any other county in Washington State. 66% of San Juan County workers are private wage workers, 20% self-employed workers, and 14% are government workers. Self-employed Comparators: San Juan County averages 3-4 times the number of self-employed persons in other counties in the state.

King Co: 81% wages, 12.7% government, 6.3% self-employed; Island: 66% wage, 23% government, 11.6% self-employed; Skagit: 75.9%, 15.3%, 7.8% (Data: Bureau of Labor Statistics, May 2013).

Average annual wages by sector varies from $62,036 for utility jobs, to $17,143 for jobs within the arts. Wholesale trade (at 49,585), professional/technical services (at $44,586) and public services sector (at $40,258) are notably higher than total average. Accommodations/dining (at $19,097) and real estate (at $18,261) are notably lower than average. San Juan County’s median hourly wage is $19.68, lower than the state’s median of $21.01.

Another way to get a snapshot of the workforce in San Juan County is through Bureau of Economic Analysis data, based on what’s reported to agencies like the Social Security Administration and the IRS.

In the first chart below, the aggregate of all employees’ compensation is shown, by NAICS industry. Government and government enterprises is the largest employer in San Juan County, which is comparable to Washington and the rest of the US (see Figure 10-16 and Figure 10-17).

Next is accommodations/food services, the tourism industry, accounting for 15% of the economy. As wages in that sector tend to be low, it’s inferable that there are more employees in that sector than any other industry. Next is construction, which has been higher in past years: the real estate slump has affected this sector.

The second chart shows the same data, but for Washington state in its entirety. Notable are the differences in the sizes of our manufacturing, information, and wholesale sectors, which are much smaller in San Juan County. These are all high-wage sectors and should be encouraged in San Juan County.

The third chart shows the same data for all of the US. It closely parallels Washington state, with the exception of the information category, which is likely higher in Washington because of large employers like Microsoft.
10.4.B SWOT Analysis

Including an analysis of the strengths, weaknesses, opportunities and threats (a SWOT analysis) to the county as a whole is a GMA requirement of the Economic Development Element of the Comprehensive Plan. To that end, we are including four “word clouds” created after the April, 2013, San Juan County government Community Conversations held on Lopez, Orcas, San Juan and Shaw Islands and attended by hundreds of community leaders and citizens. The largest words in the word clouds represent the issues chosen by more participants as the most important.
Strengths

Figure 10-18

Weaknesses

Figure 10-19

Economic Development Element
Opportunities

Figure 10-20

Threats

Figure 10-21