THANK YOU to our SPONSORS
• National Update (Slides 3-17)
• Alabama Update (Slides 18-54)
• Calhoun County Update (Slides 55-111)
• Economic Development Council (Slides 112-120)
GDP % Change from Preceding Period U.S. 1st Qtr17 – 4th Qtr19

2.1% 4th Qtr 2019

Source: U.S. Bureau of Economic Analysis Real Gross Domestic Product Seasonally adjusted at annual rates
U.S. Industrial Production
May 2018 – Dec 2019

Dec 18-Dec 19 -1.0%

Source: Board of Governors of Federal Reserve System
Change in Nonfarm Payroll Employment for U.S.
Jan 2017 – Jan 2020 in 1,000s

Jan 20 Pre +225,000

Dow Jones Industrial Average (DJIA) Feb 2018–Feb 2020

Source: NY Stock Exchange
Consumer Price Index U.S.
Jan 2016 – Jan 2020

Source: U.S. Bureau of Labor Statistics
Monthly Sales Retail & Food Services in U.S.
Jan 2018 – Jan 2020 in $ Bill

In $Billions

Source: U.S. Census Bureau
Case Shiller 20-City Home Price Index Jan 2017-Nov 2019

Source: Fed Reserve Bank St. Louis

+2.54% 12 Months
Labor Force U.S.
2009-2019 in Millions

In Millions

Seasonally Adjusted

<table>
<thead>
<tr>
<th>Year</th>
<th>Millions</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>154.2</td>
</tr>
<tr>
<td>2010</td>
<td>153.9</td>
</tr>
<tr>
<td>2011</td>
<td>153.6</td>
</tr>
<tr>
<td>2012</td>
<td>155.0</td>
</tr>
<tr>
<td>2013</td>
<td>155.4</td>
</tr>
<tr>
<td>2014</td>
<td>155.9</td>
</tr>
<tr>
<td>2015</td>
<td>157.1</td>
</tr>
<tr>
<td>2016</td>
<td>159.2</td>
</tr>
<tr>
<td>2017</td>
<td>160.3</td>
</tr>
<tr>
<td>2018</td>
<td>162.1</td>
</tr>
<tr>
<td>2019</td>
<td>163.5</td>
</tr>
</tbody>
</table>

Source: U.S. Bureau of Labor Statistics
Labor Force U.S.
Jan – Dec 2019 in Millions

+1,445,000
12 Months

Seasonally Adjusted

Source: U.S. Bureau of Labor Statistics
Employment U.S.
2009-2019 in Millions

Seasonally Adjusted

In Millions

<table>
<thead>
<tr>
<th>Year</th>
<th>Employment in Millions</th>
</tr>
</thead>
<tbody>
<tr>
<td>09</td>
<td>139.9</td>
</tr>
<tr>
<td>10</td>
<td>139.1</td>
</tr>
<tr>
<td>11</td>
<td>139.9</td>
</tr>
<tr>
<td>12</td>
<td>142.5</td>
</tr>
<tr>
<td>13</td>
<td>143.9</td>
</tr>
<tr>
<td>14</td>
<td>146.3</td>
</tr>
<tr>
<td>15</td>
<td>148.8</td>
</tr>
<tr>
<td>16</td>
<td>151.4</td>
</tr>
<tr>
<td>17</td>
<td>153.3</td>
</tr>
<tr>
<td>18</td>
<td>155.8</td>
</tr>
<tr>
<td>19</td>
<td>157.5</td>
</tr>
</tbody>
</table>

Source: U.S. Bureau of Labor Statistics
Employment U.S.
Jan – Dec 2019 in Millions

Seasonally Adjusted

+1,858,000
12 Months

Source: U.S. Bureau of Labor Statistics
Unemployment Rate U.S.
Jan - Dec 2019

- .2% 12 Months
Seasonally Adjusted

Source: U.S. Bureau of Labor Statistics
U.S. Consumer Sentiment
Feb 2017 – Feb 2020

Feb 19 – Feb 20 +7.04%

Source: University of Michigan Institute of Social Research
Copper Prices per Pound
February 2018 – February 2020

-12.76% 12 Months

Source: https://www.bloomberg.com/quote/HG1:COM
Caterpillar Stock Price
February 2019 – February 2020

$137
$135
$139
$136
$120
$132
$126
$119
$138
$145
$148
$138

Source: https://finance.yahoo.com/quote/CAT

+.4% 12 Months
State of Alabama Economy

- Population (19-24)
- Labor Force (27-28)
- Employment (29-30)
- Unemployment (31-34)
- Tax Revenues (36-43)
Population Estimates
State of Alabama 2009-2019
in Millions

July 2019 estimate
4,903,185 Up 15,314

Source: U.S. Census Bureau
Migration Patterns Based Upon Household Moves Jan-Dec 2019

High Inbound
Medium Inbound
Balanced
Medium Outbound
High Outbound

Alabama
Out - 6925
In - 8671

Source: United Van Lines Migration Study 2019
# Alabama Migration Patterns

## Household Moves 2014-2019

<table>
<thead>
<tr>
<th>Year of Study</th>
<th>Classification*</th>
<th>Inbound</th>
<th>Outbound</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>Inbound</td>
<td>8671</td>
<td>6925</td>
<td>55.5%</td>
</tr>
<tr>
<td>2018</td>
<td>Balanced</td>
<td>1254</td>
<td>1050</td>
<td>54.4%</td>
</tr>
<tr>
<td>2017</td>
<td>Inbound</td>
<td>986</td>
<td>745</td>
<td>57%</td>
</tr>
<tr>
<td>2016</td>
<td>Balanced</td>
<td>893</td>
<td>795</td>
<td>53%</td>
</tr>
<tr>
<td>2015</td>
<td>Inbound</td>
<td>1092</td>
<td>819</td>
<td>57%</td>
</tr>
<tr>
<td>2014</td>
<td>Balanced</td>
<td>962</td>
<td>887</td>
<td>52%</td>
</tr>
</tbody>
</table>

*55% ratio of moved are Inbound

Source: United Van Lines Migration Study 2019
### Reported Reasons for Migration In and Out of Alabama 2019

#### Inbound Reason

<table>
<thead>
<tr>
<th>Top Reasons Reported</th>
<th>Outbound Reason</th>
</tr>
</thead>
<tbody>
<tr>
<td>24.24%</td>
<td>Retirement</td>
</tr>
<tr>
<td>3.79%</td>
<td>Health</td>
</tr>
<tr>
<td>24.24%</td>
<td>Family</td>
</tr>
<tr>
<td>10.61%</td>
<td>Lifestyle</td>
</tr>
<tr>
<td>49.24%</td>
<td>Job*</td>
</tr>
</tbody>
</table>

Source: United Van Lines Migration Study 2019
## Age for Migration In and Out of Alabama 2019

<table>
<thead>
<tr>
<th>Inbound Age</th>
<th>Age Categories</th>
<th>Outbound Age</th>
</tr>
</thead>
<tbody>
<tr>
<td>13.71%</td>
<td>&lt;18 to 34</td>
<td>26.61%*</td>
</tr>
<tr>
<td>8.06%</td>
<td>35-44</td>
<td>22.02%</td>
</tr>
<tr>
<td>18.55%</td>
<td>45-54</td>
<td>22.94%</td>
</tr>
<tr>
<td>29.03%</td>
<td>55-64</td>
<td>13.76%</td>
</tr>
<tr>
<td>30.65%*</td>
<td>65 and Older</td>
<td>14.68%</td>
</tr>
</tbody>
</table>

Source: United Van Lines Migration Study 2019
### Income for Migration In and Out of Alabama 2019

<table>
<thead>
<tr>
<th>Inbound Income</th>
<th>Income Categories</th>
<th>Outbound Income</th>
</tr>
</thead>
<tbody>
<tr>
<td>6.06%</td>
<td>Less than $50,000</td>
<td>3.53%</td>
</tr>
<tr>
<td>10.10%</td>
<td>$50,000 to $74,999</td>
<td>14.12%</td>
</tr>
<tr>
<td>19.19%</td>
<td>$75,000 to $99,999</td>
<td>12.94%</td>
</tr>
<tr>
<td>22.27%</td>
<td>$100,000 to $149,000</td>
<td>27.06%</td>
</tr>
<tr>
<td>37.37%</td>
<td>$150,000 or More*</td>
<td>42.35%</td>
</tr>
</tbody>
</table>

Source: United Van Lines Migration Study 2019

Source: U.S. Bureau of Economic Analysis: Current $
Qtr GDP % Change State of AL vs U.S. Last Eight Quarters 2019 Q2-Q3

Source: U.S. Bureau of Economic Analysis: Real % change, annualized
Labor Force State of Alabama
2009-2019 in Millions

In Millions

Seasonally Adjusted

Source: Alabama Department of Labor
Labor Force State of Alabama
Jan – Dec 19 in Millions

Source: Alabama Department of Labor
Employment State of Alabama 2009-2019 in Millions

Source: Alabama Department of Labor
Employment State of Alabama Jan – Dec 19 in Millions

+83,971 Dec 18-Dec 19

Source: Alabama Department of Labor
Unemployment Rate
AL vs U.S. Jan – Dec 2019

Seasonally Adjusted

% Unemployed

Jan 4.0% 3.8% 3.8% 3.8% 3.7% 3.7% 3.7% 3.5% 3.3% 3.1% 3.0% 2.8% 2.7% 2.7%
Feb 3.8% 3.7% 3.7% 3.6% 3.6% 3.5% 3.5% 3.5% 3.5% 3.6% 3.5% 3.5% 3.5% 3.5%
Mar 3.8% 3.7% 3.7% 3.6% 3.6% 3.5% ...
Apr 3.7% 3.7% 3.7% 3.7% 3.7% 3.7% ...
May 3.7% 3.7% 3.7% 3.7% 3.7% 3.7% ...
Jun 3.7% 3.7% 3.7% 3.7% 3.7% 3.7% ...
Jul 3.7% 3.7% 3.7% 3.7% 3.7% 3.7% ...
Aug 3.7% 3.7% 3.7% 3.7% 3.7% 3.7% ...
Sep 3.6% 3.6% 3.6% 3.6% 3.6% 3.6% ...
Oct 3.5% 3.5% 3.5% 3.5% 3.5% 3.5% ...
Nov 3.4% 3.4% 3.4% 3.4% 3.4% 3.4% ...
Dec 3.3% 3.3% 3.3% 3.3% 3.3% 3.3% ...

Source: Alabama Department of Labor
GDP Growth % 3rd Qtr 2019 vs Employment Growth Dec 18 to Dec 19 Southeastern U.S.

Source: U.S. Bureau of Labor Statistics
Unemployment Rates vs Average Weekly Earnings Southeastern United States

Source: U.S. Bureau of Labor Statistics
Unemployment Rates vs Wage Growth 2nd Qtr 2019
Southeastern United States

Source: U.S. Bureau of Labor Statistics
Job Quit Levels Annual Per Month Average for U.S. South Region 2009-2019 in Thousands

Source: Bureau of Labor Statistics
Gross Revenue Collections State of Alabama FY13-14 – FY18-19

in $ Billions

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Revenue ($ Billions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY13-14</td>
<td>$9.40</td>
</tr>
<tr>
<td>FY14-15</td>
<td>$9.78</td>
</tr>
<tr>
<td>FY15-16</td>
<td>$9.90</td>
</tr>
<tr>
<td>FY16-17</td>
<td>$10.31</td>
</tr>
<tr>
<td>FY17-18</td>
<td>$10.98</td>
</tr>
<tr>
<td>FY18-19</td>
<td>$11.63 *</td>
</tr>
</tbody>
</table>

*Record High for Alabama

+5.90% for FY 18-19

Source: Alabama Department of Revenue
Individual Income Tax
Gross Collections State of Alabama
FY13-14 – FY18-19 in $ Billions

+6.03% for FY 18-19

Source: Alabama Department of Revenue
Sales Tax Gross Collections State of Alabama FY13-14 – FY18-19 in $ Billions

- **FY13-14**: $2.08
- **FY14-15**: $2.15
- **FY15-16**: $2.24
- **FY16-17**: $2.28
- **FY17-18**: $2.38
- **FY18-19**: $2.48

**+4.19% for FY 18-19**

Source: Alabama Department of Revenue
Total/Sales/Individual Income Tax
State of AL in $ Millions
FYTD 18-19 vs FYTD 19-20

<table>
<thead>
<tr>
<th>In $ Millions</th>
<th>FYTD 18-19</th>
<th>FYTD 19-20</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individual Income Tax</td>
<td>$1,273</td>
<td>$1,354</td>
<td>+6.33%</td>
</tr>
<tr>
<td>Sales Tax</td>
<td>$822</td>
<td>$857</td>
<td>+4.23%</td>
</tr>
<tr>
<td>Total</td>
<td>$3,652</td>
<td>$3,966</td>
<td>+8.57%</td>
</tr>
</tbody>
</table>

Source: Alabama Department of Revenue Oct-Jan
### Total/Sales/Individual Income Tax State of AL in $ Millions Jan 2019 vs Jan 2020

<table>
<thead>
<tr>
<th>In $ Millions</th>
<th>Jan 2019</th>
<th>Jan 2020</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individual Income Tax</td>
<td>$259.82</td>
<td>$270.22</td>
<td>+4.00%</td>
</tr>
<tr>
<td>Sales Tax</td>
<td>$209.57</td>
<td>$225.64</td>
<td>+7.67%</td>
</tr>
<tr>
<td>Total</td>
<td>$962.92</td>
<td>$1070.47</td>
<td>+11.17%</td>
</tr>
</tbody>
</table>

Source: Alabama Department of Revenue
Simplified Sellers Use Tax
State of AL Total Collections
FY15-16 - FY18-19

$4.37
$52.36
$84.30
$203.30

Source: Alabama Department of Revenue

+141% for FY18-19

*State capturing online sales as use tax, Amazon joins 11/01/16
<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Total Collections (in $ Millions)</th>
<th>Growth %</th>
</tr>
</thead>
<tbody>
<tr>
<td>FYTD 16-17</td>
<td>$15.02</td>
<td></td>
</tr>
<tr>
<td>FYTD 17-18</td>
<td>$31.60</td>
<td></td>
</tr>
<tr>
<td>FYTD 18-19</td>
<td>$44.97</td>
<td>+167.52%</td>
</tr>
<tr>
<td>FYTD 19-20</td>
<td>$120.32</td>
<td></td>
</tr>
</tbody>
</table>

*State capturing online sales as use tax, Amazon joins 11/01/16*

Source: Alabama Department of Revenue
Simplified Sellers Use Tax
State of Alabama FY 2018-2019

Education
$23,292,598
13%

Counties
$39,874,859
21%

Municipalities
$53,295,533
29%

General Fund
$69,877,794
37%

$203.49 Millions FY 18-19

Source: Alabama Department of Revenue
## Housing Statistics
### State of AL 2018 vs 2019

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2019</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median Price</td>
<td>$188,389</td>
<td>$195,734</td>
<td>+3.9%</td>
</tr>
<tr>
<td>Avg Days on Market</td>
<td>102</td>
<td>91</td>
<td>-10.4%</td>
</tr>
<tr>
<td>Total Homes Sold</td>
<td>61,072</td>
<td>64,279</td>
<td>+5.3%</td>
</tr>
</tbody>
</table>

Source: Alabama Center for Real Estate
• State Survey – 1st Quarter 2020
• Approximately 126 respondents
• Operated by University of Alabama Center for Business and Economic Research
• cber.cba.ua.edu
Economic Outlook for Alabama
Q4 2019 compared to Q1 2020

% of Respondents

- Much Worse: 0.0%
- Worse: 4.0%
- Remain the Same: 44.3%
- Better: 47.0%
- Much Better: 4.7%

Source: Alabama Business Confidence Index
Economic Outlook Index for Alabama Q1 18 – Q1 20

% Change Q4 19 – Q1 20 +5.6%
% Change Q1 19 – Q1 20 +11.0%

Source: Alabama Business Confidence Index
Hiring Outlook for Alabama
Q4 2019 compared to Q1 2020

Source: Alabama Business Confidence Index
Hiring Outlook Index for Alabama
Q1 18 – Q1 20

% Change Q4 19 – Q1 20 +1.8%
% Change Q1 19 – Q1 20 +3.2%

Source: Alabama Business Confidence Index
Sales Outlook for Alabama
Q4 2019 compared to Q1 2020

% of Respondents

- Strong Decrease: 0.0%
- Moderate Decrease: 8.1%
- No Change: 26.8%
- Moderate Increase: 57.7%
- Strong Increase: 7.4%

Source: Alabama Business Confidence Index
Sales Outlook Index for Alabama
Q1 18 – Q1 20

% Change Q4 19 – Q1 20 +6.10%
% Change Q1 19 – Q1 20 +17.8%

Source: Alabama Business Confidence Index
Capital Expenditures Outlook Q4 2019 compared to Q1 2020

Source: Alabama Business Confidence Index
Capital Expenditures Outlook
Alabama Q1 18 – Q1 20

% Change Q4 17 – Q1 18 +5.1%
% Change Q1 17 – Q1 18 +8.9%

Source: Alabama Business Confidence Index
State of Alabama Summary

- Population Census Up Slightly (4.90 Million)
- State GDP Up (2018 5.4%, 2019 Q3 3.9%)
- Labor Force Up (+61,920 Dec 18 – Dec 19)
- Employment Up (+83,971 Dec 18 – Dec 19)
- Unemployment Rate Low (2.7% Dec 19)
- State Tax Revenues Record (FY 18-19 $11.63 Billion)
- Housing Up (+5.3% Homes Sold 2018 vs 2019)
Calhoun County Economy
<table>
<thead>
<tr>
<th>Category</th>
<th>Pages</th>
</tr>
</thead>
<tbody>
<tr>
<td>Membership Survey</td>
<td>57-73</td>
</tr>
<tr>
<td>Employment</td>
<td>76-90</td>
</tr>
<tr>
<td>County Tax Collections</td>
<td>88-90</td>
</tr>
<tr>
<td>Tourism &amp; Housing</td>
<td>91-93</td>
</tr>
<tr>
<td>Tax Collections</td>
<td>94-108</td>
</tr>
<tr>
<td>Housing</td>
<td>109-110</td>
</tr>
<tr>
<td>Economic Development Council</td>
<td>112-120</td>
</tr>
</tbody>
</table>
Membership Survey of Calhoun County Chamber of Commerce 2020

- Overall Outlook (58-59)
- Employment (60-61)
- Employee Pay (62-63)
- Product Demand (64-65)
- New Product Offerings (66-67)
- Opening New Outlets (68-69)
- Advertising Expenditures (70-71)

Checking with Membership: Feeling Optimistic
Q#1: Overall Economic Outlook This Year (2020)

Source: 2020 Calhoun County Chamber of Commerce Membership Survey
Q#1: Overall Economic Outlook 2011-2020

Index Value

Source: 2011-2020 Calhoun County Chamber of Commerce Membership Survey
Q#2: Employment Outlook
This Year (2020)

Source: 2020 Calhoun County Chamber of Commerce Membership Survey

Jan 2020
Index .68

Major Cutback #
Slight Cutback #
Remain Same
Slight Increase #
Major Increase #

0%
2%
57%
36%
4%

Source: 2020 Calhoun County Chamber of Commerce Membership Survey
Q#2: Employment Outlook 2011-2020

Source: 2011-2020 Calhoun County Chamber of Commerce Membership Survey
Q#3: Intentions For Employee Compensation This Year (2020)

Jan 2020 Index .75

Major Decrease 0%
Slight Decrease 0%
Remain Same 26%
Slight Increase 72%
Major Increase 2%

Source: 2020 Calhoun County Chamber of Commerce Membership Survey
Q#3: Intentions For Employee Compensation 2011-2020

Source: 2011-2020 Calhoun County Chamber of Commerce Membership Survey
Q#4: Demand for Products and Services This Year (2020)

Source: 2020 Calhoun County Chamber of Commerce Membership Survey
Q#4: Demand for Products/Services 2011-2020

Source: 2011-2020 Calhoun County Chamber of Commerce Membership Survey
Q#5: New Product Offerings This Year (2020)

Jan 2020 Index .77

Major Decrease: 0%
Slight Decrease: 2%
Remain Same: 28%
Slight Increase: 60%
Major Increase: 11%

Source: 2020 Calhoun County Chamber of Commerce Membership Survey
Q#5: New Product Offerings
2011-2020

Source: 2011-2020 Calhoun County Chamber of Commerce Membership Survey
Q#6: Intention to Change Number of Outlets This Year (2020)

Source: 2020 Calhoun County Chamber of Commerce Membership Survey
Q#6: Intention to Change Number of Outlets 2011-2020

Index Value

Source: 2011-2020 Calhoun County Chamber of Commerce Membership Survey
Q#7: Intentions For Expenditures on Advertising This Year (2020)

Jan 2020 Index .69

Source: 2020 Calhoun County Chamber of Commerce Membership Survey
Q#7: Intentions For Expenditures on Advertising 2011-2020

Source: 2011-2020 Calhoun County Chamber of Commerce Membership Survey
Q#10: Is Your Local Government Supportive of Business?

Jan 2020
Index .77

0% Very Unsupportive
4% Slightly Unsupportive
30% Neither
43% Slightly Supportive
23% Very Supportive

Source: 2020 Calhoun County Chamber of Commerce Membership Survey
Membership Survey: Largest Response by % and Index Change by % 2020

- Overall Outlook – Slightly Better 51%. +.54%
- Number of Employees – Remain Same 57%. -2.86%
- Employee Pay – Slight Increase 72%. +1.35%
- Demand for Products – Slight Increase 62%. +6.49%
- New Products – Slight Increase 60%. +2.13%
- Number of Outlets – No Change 74%. +3.81%
- Advertising Spending – No Change 55%. +6.77%
Population Trends
Calhoun County 2007-2018
in Thousands

2017 - 114,728
2018 - 114,277

Source: U.S. Census Bureau
Labor Force Calhoun County 2009-2019 in Thousands

Source: Alabama Department of Labor
Labor Force Calhoun County
Jan – Dec 2019 in Thousands

Source: Alabama Department of Labor
Employment for Calhoun County 2009-2019 in Thousands

Source: Alabama Department of Labor
Employment Calhoun County
Jan – Dec 2019 in Thousands

+925 for Dec 18 – Dec 19

Source: Alabama Department of Labor
Unemployment Rate for Calhoun County 2009-2019

% Unemployed

- 9.9% (09)
- 9.8% (10)
- 9.2% (11)
- 8.0% (12)
- 7.2% (13)
- 7.2% (14)
- 6.9% (15)
- 6.6% (16)
- 4.9% (17)
- 4.7% (18)
- 3.7% (19)

Source: Alabama Department of Labor
Unemployment Rate Calhoun County vs Alabama Jan – Dec 2019

Not Seasonally Adjusted

% Unemployed

Jan  0.3.8%  4.7%
Feb  0.3.7%  4.6%
Mar  0.3.7%  4.4%
Apr  0.3.8%  4.0%
May  0.3.7%  4.1%
Jun  0.3.5%  4.1%
Jul  0.3.2%  3.5%
Aug  0.3.0%  3.3%
Sep  0.2.9%  3.1%
Oct  0.2.8%  2.9%
Nov  0.2.7%  2.8%
Dec  0.2.5%

Source: Alabama Department of Labor
Alabama Unemployment Rates Dec 2019

State Ave – 2.5%

Unemployment Rate

- 4.3% and Below
- 4.4% - 5.1%
- 5.2% and Above

Source: Alabama Department of Labor
Federal Employment for Calhoun County 2004-2019 in Thousands

Source: U.S. Bureau of Labor Statistics
National Security Appropriations for Calhoun County – CDP $84.5 Mill

- $66.8 million for education, training, & exercises
- $18.2 million facilities renovation
- $3 million awarded FEMA-certified rural and tribal training

Source: Nathan Hill Calhoun County Chamber of Commerce Military Liaison
Updated National Security Funding
Anniston Army Depot

- $250 million for Hydra rockets for Army/Marine helicopters
- Vehicles overhaul/maintenance at Anniston Army Depot
  - $2.1 billion to continue modernizing M1 Abrams tanks
  - $912 million for Stryker vehicles +$519 M from previous year
  - $579 million for Paladin Integrated Management artillery vehicles
- $80 million for M88A2 Hercules Improved Recovery vehicles

Source: Nathan Hill Calhoun County Chamber of Commerce Military Liaison
Manufacturing Employment Calhoun County 2009-2019 in Thousands

Source: U.S. Bureau of Labor Statistics
Manufacturing Employment Calhoun County Jan – Dec 2019 in Thousands

In Thousands

Source: U.S. Bureau of Labor Statistics
Service Sector Employment Calhoun County 2009-2019 in Thousands

Source: U.S. Bureau of Labor Statistics
Service Employment Calhoun County
Jan – Dec 2019 in Thousands

Source: U.S. Bureau of Labor Statistics
Average Hourly Earnings Private Sector
Calhoun County & State of Alabama
2010-2019

Source: U.S. Bureau of Labor Statistics
Tourism Economic Impact State of Alabama 2018

- Est over 27.7 Million visitors 2018
- Spending $15.5 Billion in 2018
- Represent 7.3% of State GDP
- Est 198,891 jobs (9.7% of non agricultural)
- Generated $954 Million State/Local Tax Revenues

Source: Alabama Tourism Department, 2017
Tourism Expenditures in AL 2008-2018 in $ Billions

Source: Alabama Tourism Department, 2017

Up 8.5% in 2018
Tourism Impact in Calhoun County
Jobs & Earnings 2016-2018

Jobs:
- 2016: 994
- 2017: 1,078
- 2018: 1,112

Earnings in Millions:
- 2016: $23
- 2017: $25
- 2018: $27

Source: Alabama Tourism Department, 2018
State Sales Tax Collections
Calhoun County FY10-11 – FY18-19
in $ Millions

Source: AL Dept of Revenue
Tax Collections for Calhoun County
FY15-16 – FY18-19 in $ Millions

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Tax Collections in $ Millions</th>
</tr>
</thead>
<tbody>
<tr>
<td>15-16</td>
<td>$8.35</td>
</tr>
<tr>
<td>16-17</td>
<td>$9.48</td>
</tr>
<tr>
<td>17-18</td>
<td>$10.74</td>
</tr>
<tr>
<td>18-19</td>
<td>$10.96</td>
</tr>
</tbody>
</table>

Source: AL Dept of Revenue

+2.05% Fiscal Yr
Simplified Sellers Use Tax Allocations
Calhoun County FY 2018-2019

- Calhoun County: $989,185 (44%)
- Oxford: $393,839 (18%)
- Anniston: $426,271 (19%)
- Jacksonville: $231,492 (10%)
- Oxford: $393,839 (18%)
- Piedmont: $89,992 (4%)
- Weaver: $56,047 (3%)
- Ohatchee: $21,585 (1%)
- Hobson City: $14,224 (1%)

Total: $2,222,634 (FY 18-19 (+123%))

Source: AL Dept of Revenue
Sales, Use & Lodging Tax
FY10-11 – FY18-19 Anniston
in $ Millions

Source: AL Dept of Revenue

* increase in sales and use tax rate from 4% to 5% effective April 2012 (25%)
Sales, Use & Lodging Tax
Oct - Dec 2018 vs Oct - Dec 2019
Anniston in $ Millions

In $ Millions

<table>
<thead>
<tr>
<th>Oct18-Dec18</th>
<th>Oct19-Dec19</th>
</tr>
</thead>
<tbody>
<tr>
<td>$5.52</td>
<td>$5.99</td>
</tr>
</tbody>
</table>

+8.6% O-D 18vs19

Source: AL Dept of Revenue
Sales & Use Tax FY10-11 – FY18-19
Oxford in $ Millions

In $ Millions

10-11 11-12 12-13 13-14 14-15 15-16 16-17 17-18 18-19

$24.5  $25.3  $25.5  $26.6  $28.4  $31.0  $31.5  $33.8  $34.7

+2.90% FY 18-19

Source: AL Dept of Revenue
Sales & Use Tax
Oct - Dec 2018 vs Oct – Dec 2019
Oxford in $ Millions

In $ Millions

$9
$8
$7
$6

$8.05

$8.67

Oct18-Dec18
Oct19-Dec19

+7.8% O-D 18vs19

Source: AL Dept of Revenue
Sales & Use Tax
Annual Total FY10-11 – FY18-19
Jacksonville in $ Millions

In $ Millions

10-11  11-12  12-13  13-14  14-15  15-16  16-17  17-18  18-19
$5.5  $6.5  $6.8  $7.0  $7.0  $7.4  $7.5  $8.3  $8.4

Source: AL Dept of Revenue

+1.07% FY 18-19
Sales & Use Tax FYTD Oct - Dec 2018 vs 2019 Jacksonville in $ Millions

+1.58% O-D 18vs19

Source: AL Dept of Revenue
Sales & Use Tax
Annual Total FY10-11 - FY18-19
Ohatchee in $ Thousands

In $ Thousands

$444  $534  $489  $550  $545  $582  $561  $632  $741  $704
09-10  10-11  11-12  12-13  13-14  14-15  15-16  16-17  17-18  18-19

-5.01% FY 18-19

Source: AL Dept of Revenue
Sales, Use & Lodging Tax
Annual Total FY10-11 – FY18-19
Piedmont in $ Millions

+5.72% FY 18-19

Source: AL Dept of Revenue
*1% tax increase Jan 1, 2015
Sales, Use & Lodging Tax
Oct - Dec 2018 vs Oct - Dec 2019
Piedmont in $ Thousands

<table>
<thead>
<tr>
<th></th>
<th>Oct18-Dec18</th>
<th>Oct19-Dec19</th>
</tr>
</thead>
<tbody>
<tr>
<td>In $ Thousands</td>
<td>$307</td>
<td>$451</td>
</tr>
</tbody>
</table>

+46.8% O-D 18vs19

Source: AL Dept of Revenue
Sales, Use Tax
Annual Total FY10-11 – FY18-19
Weaver in $ Thousands

In $ Thousands

-1.68% FY 18-19

Source: AL Dept of Revenue
Sales, Use & Lodging Tax
Oct - Dec 2018 vs Oct – Dec 2019
Weaver in $ Thousands

Oct18-Dec18: $152.76

Oct19-Dec19: $185.07

+21.1% O-D 18vs19

Source: AL Dept of Revenue
Tax Collections for Hobson City FY15-16 – FY18-19 in $ Thousands

-14% Fiscal Yr

Source: AL Dept of Revenue
Average Number of Home Sales Per Month Calhoun County 2007-2018

Home Sales/Month

Source: Alabama Center for Real Estate
<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2019</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Price</td>
<td>$146,187</td>
<td>$148,833</td>
<td>+1.8%</td>
</tr>
<tr>
<td>Avg Days on Market</td>
<td>83</td>
<td>72</td>
<td>-12.5%</td>
</tr>
<tr>
<td>Total Homes Sold</td>
<td>1,694</td>
<td>1,787</td>
<td>+5.50%</td>
</tr>
</tbody>
</table>

Source: Alabama Center for Real Estate
Calhoun County: Economic Summary

- Membership Survey- Feeling Positive
- Population- Estimated Up Slightly. So are the Neighbors
- Unemployment- Dec 19 – 3.0%
- Tourism Revenues/Employment – Up 4.4%/8.5%
- Sales Tax Revenues- State Collections from County +4.19%
- Housing Market- Up 5.5% Total Homes Sold
Calhoun County Economic Development Council

2010-2019
A Decade of Growth
70 announcements
3170 jobs
$800,000,000 investment
Manufacturing Growth 2010-2019

70 New & Expanding Industries
3,170 jobs announced since 2010
$800+ million invested since 2010

2019 Recruiting
15 active projects - SelectUSA - TBIC (Germany) - EDAA Conference
Gazelle.ai - Core4 - JSU Suite

Board of Directors
Larry Deason - Chairman
Bill Jackson - Vice Chair
Dick Anderson - Secretary
Bryan Rosenblum - Treasurer
James Bennett
John Blaz
Delila Foster-Abdulhuqq
Bill Newman
Phil Webb
Brian Woodlin

Site Development
Eastaboga
130 Acres
$2 million invested

McIntosh
150 Acres
$1.5 million invested

Industrial Tours
All Public School Systems
500+ Educators
## Employment Numbers Over 10 years

### Employment by Sector

<table>
<thead>
<tr>
<th>Sector</th>
<th>2010</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Construction, Mining, Logging</td>
<td>1,000</td>
<td>1,000</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>5,800</td>
<td>6,700</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>9,000</td>
<td>9,000</td>
</tr>
<tr>
<td>Transportation &amp; Utilities</td>
<td>1,200</td>
<td>1,200</td>
</tr>
<tr>
<td>Information</td>
<td>800</td>
<td>400</td>
</tr>
<tr>
<td>Financial</td>
<td>1,300</td>
<td>1,200</td>
</tr>
<tr>
<td>Professional Business Services</td>
<td>5,200</td>
<td>4,400</td>
</tr>
<tr>
<td>Health and Education</td>
<td>5,200</td>
<td>4,800</td>
</tr>
<tr>
<td>Leisure &amp; Hospitality</td>
<td>4,700</td>
<td>5,300</td>
</tr>
<tr>
<td>Other Services</td>
<td>1,800</td>
<td>1,700</td>
</tr>
<tr>
<td>Government</td>
<td>13,600</td>
<td>12,800</td>
</tr>
</tbody>
</table>
Site Preparations

285 acres
$3.5 million invested
Superintendents, principals, assistant principals, guidance counselors, career tech teachers, classroom teachers from all 5 public school systems in Calhoun County have participated.
The EDC recognizes the importance of keeping our relationships strong in the community and our schools.
Industrial Development
- Continue development of sites & speculative buildings.
- Develop a ”cluster” of buildings at McClellan to provide an opportunity for small business growth.
- Contract with development firm to look at process and make recommendations for adjustments.
- Develop a realistic plan for EDC which includes not only industrial prospects, but also quality of life, education, and infrastructure for a wholistic approach.
- Continue to build relationship with allies.

Small Business Incubator
- Renovations currently underway and should be completed by January 2020.
- Individually assess current tenants and develop a plan for each to grow and graduate from facility.
- Renegotiate leases to reflect company’s plan for growth.
- Build on existing relationship with SCORE & SBDC.
- Rebrand the incubator; facility needs new image and culture.
Existing Industry
- Our existing industry represent a great opportunity for growth and recruiting.
- Continue current Calling program with enhanced information gathering.
- Create database with information gathered to be used as guide for developing a strategy for industry assistance as well as developing prospective industrial sectors.
- Create industrial scorecard which will allow EDC to readily provide leaders with quick and relevant information.
- Host Manufacturer’s Roundtable meetings exclusive to local industrial managers to network and listen to speakers on topics they have requested.
- Continue to provide opportunities for interaction between local educators and industries and provide information on progress through these relationships.

Community and Workforce Development
- Continue speaking in local K-12 classrooms to educate students about the vast career opportunities in manufacturing.
- Continue listening to local school leaders and industries to determine how the EDC can assist.
- Continue speaking to various community groups about opportunities within our industrial base.
- Maintain and grow our relationships with local and state leaders, elected officials, and our partners at JSU and GSCC.
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