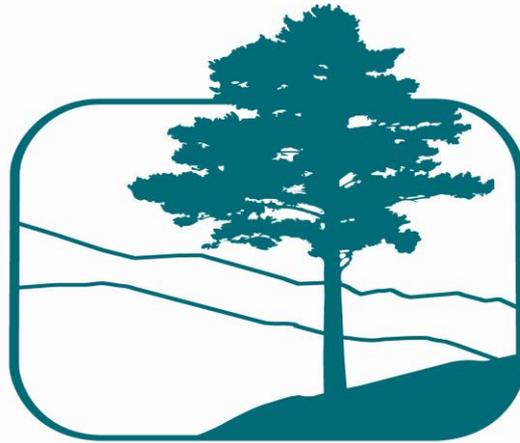


# 2013 Economic Update



## CALHOUN COUNTY CHAMBER OF COMMERCE

Information provided by  
Jacksonville State University  
Center for Economic Development and  
College of Commerce and Business Administration



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# Connecting Our Greater Communities: Overview

- **Quick Peek at Big Picture**
  - Courtesy of Bucky Hellwig BB&T 2012 Economic Forum
- **Calhoun County Update**
  - Mark Hearn JSU CCBA
- **State of Alabama Update**
  - Richard Cobb - JSU CCBA
- **National & Regional Update**
  - Lesley McClure - VP & Regional Executive Federal Reserve Bank of Atlanta Birmingham Branch



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# Dow Jones Industrial Average (DJIA) Jan 2010–Feb 2013



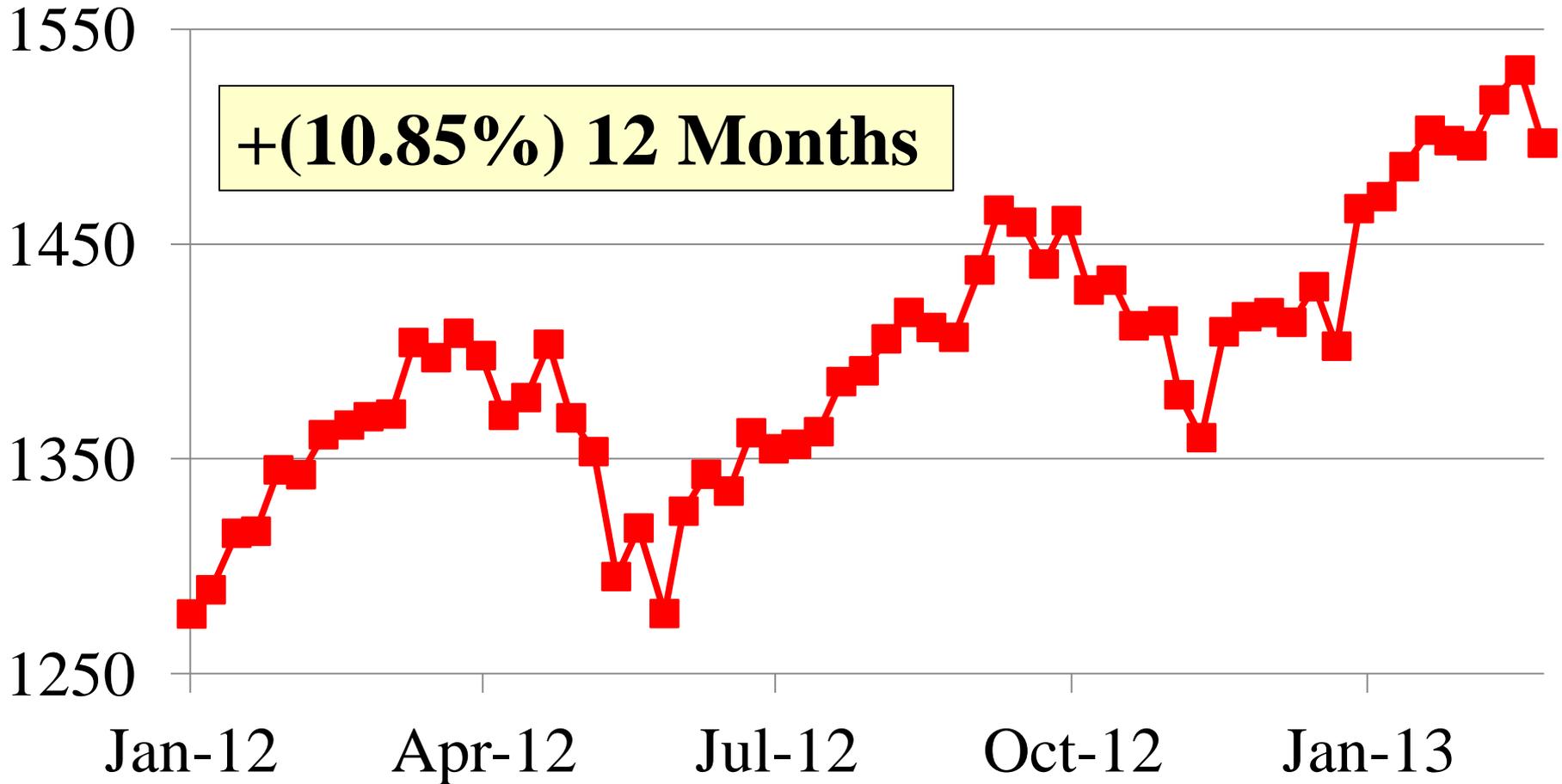
Source: NY Stock Exchange



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# S & P 500

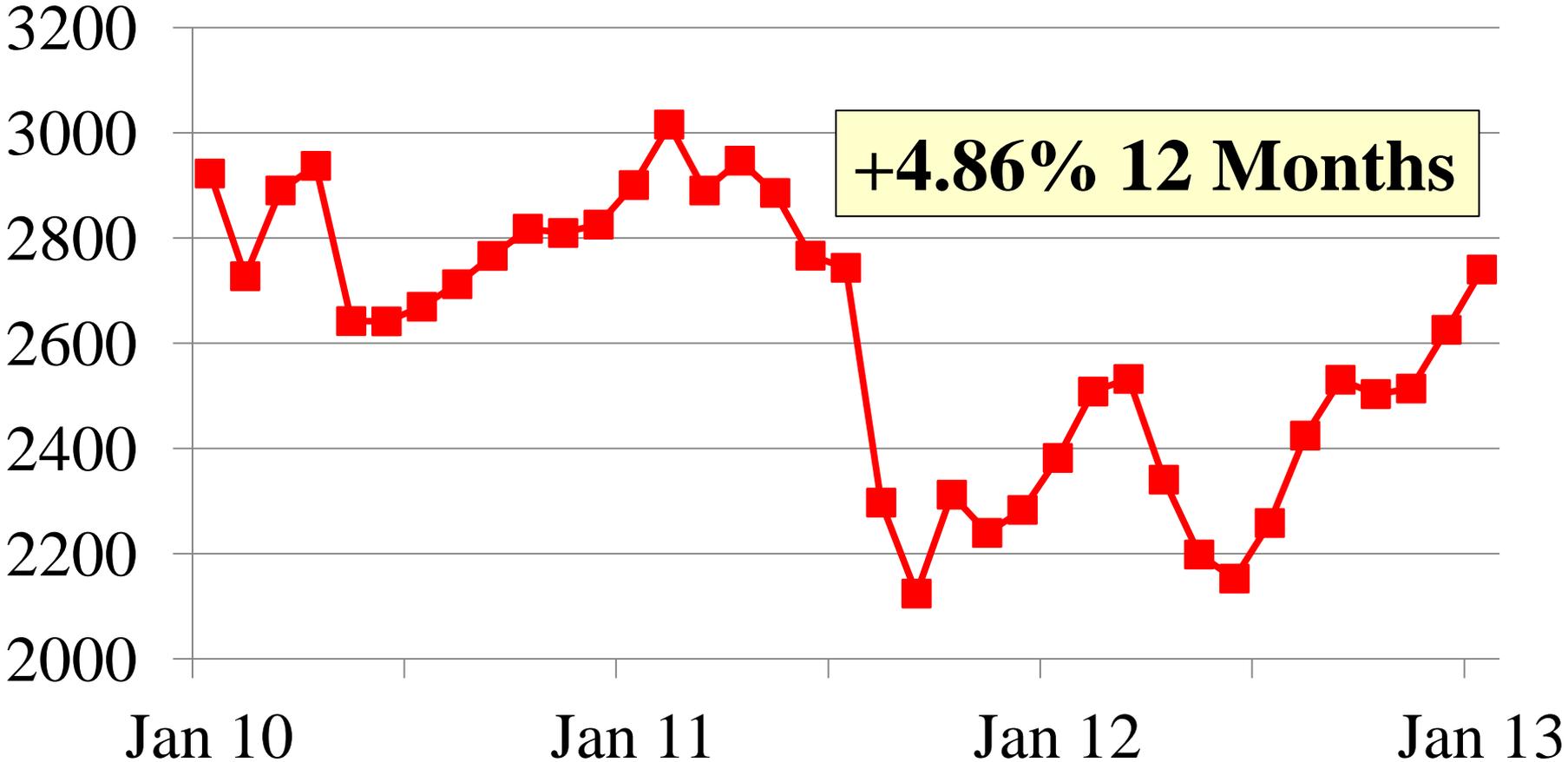
## Jan 2012–Feb 2013



Source: Yahoo Finance



# European Stock Index (Euro Stoxx 50) Jan 2010-Jan 2013



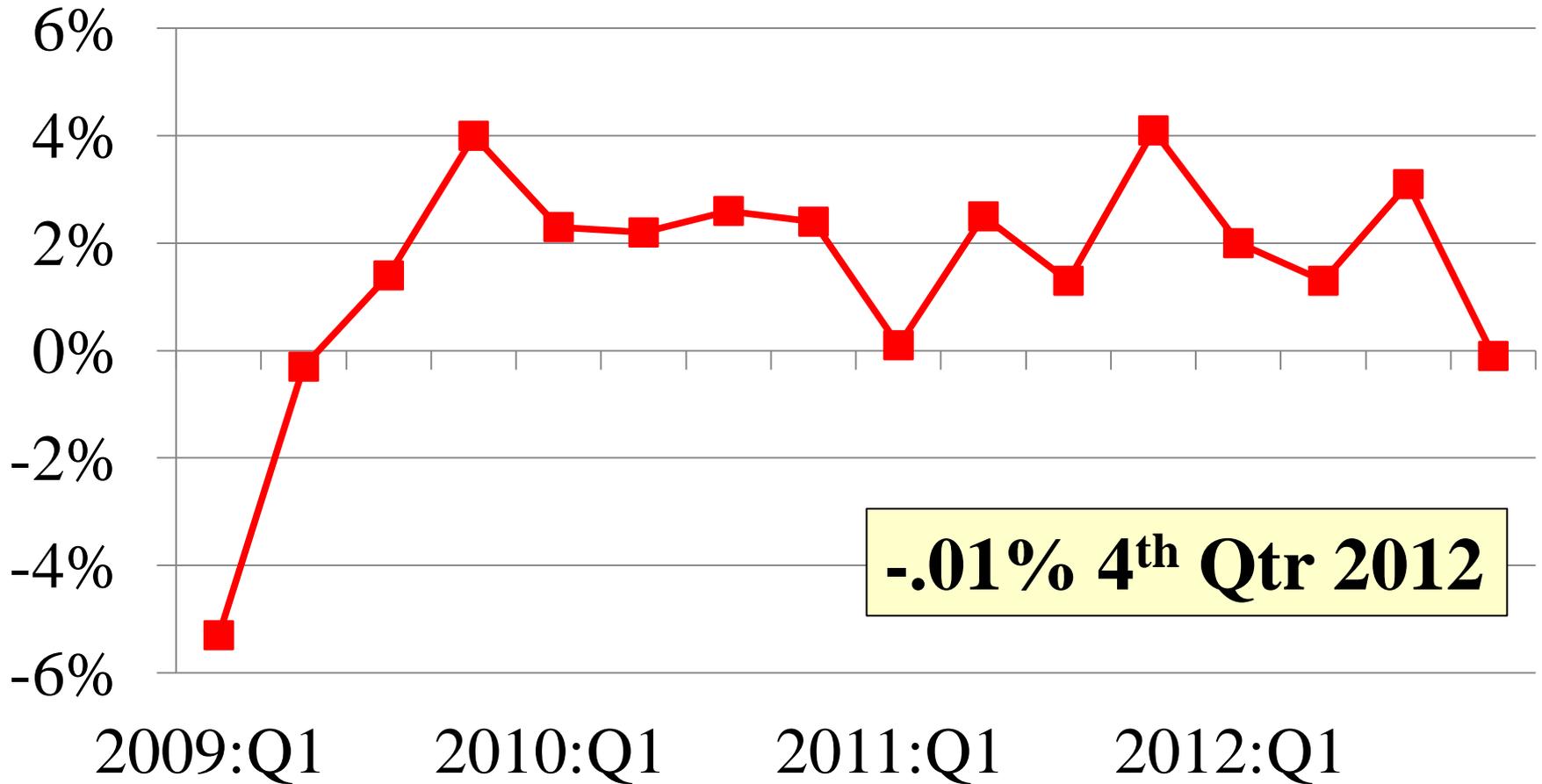
Source: [www.stoxx.com](http://www.stoxx.com)



# U.S. GDP % Change from Preceding Period



1<sup>st</sup> Qtr 2009 – 4<sup>th</sup> Qtr 2012

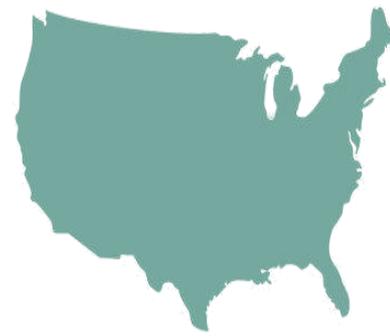


Source: U.S. Bureau of Economic Analysis

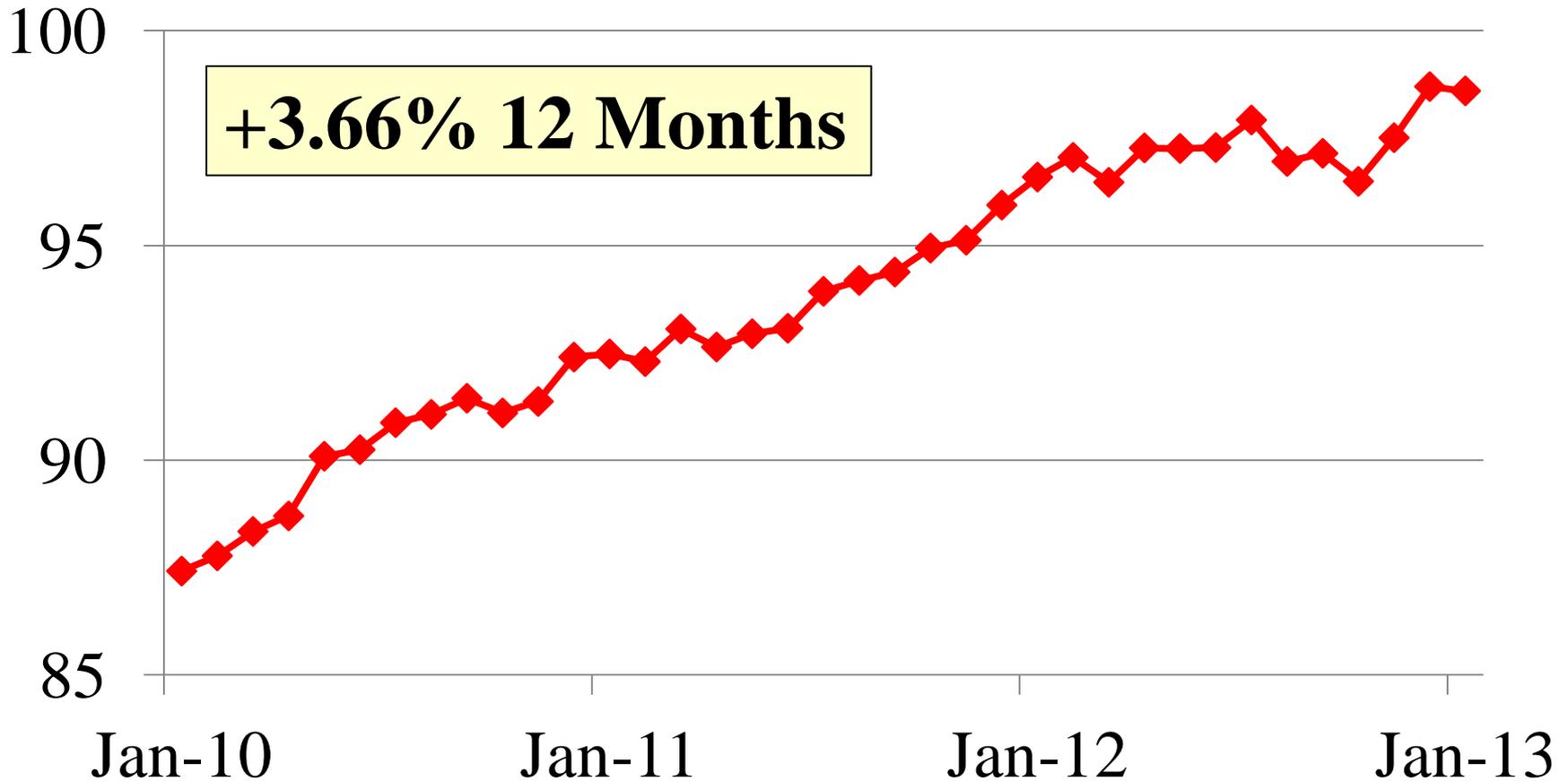


# U.S. Industrial Production

## Jan 2010 - Jan 2013



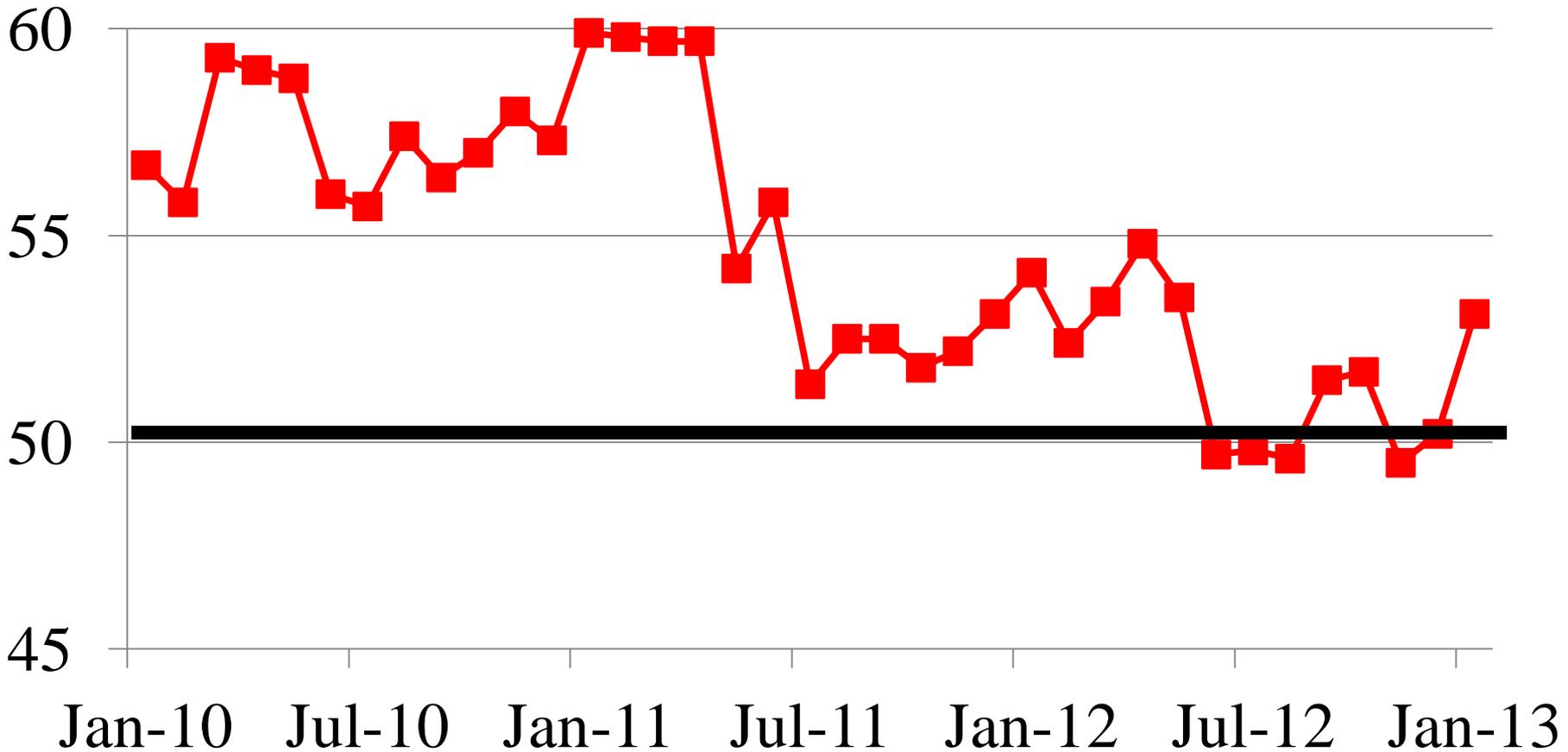
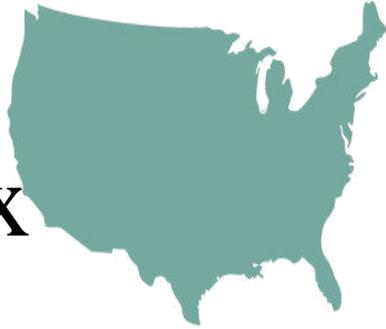
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Source: Board of Governors of Federal Reserve System



# ISM Manufacturing: Purchasing Managers Index Jan 2010 - Jan 2013

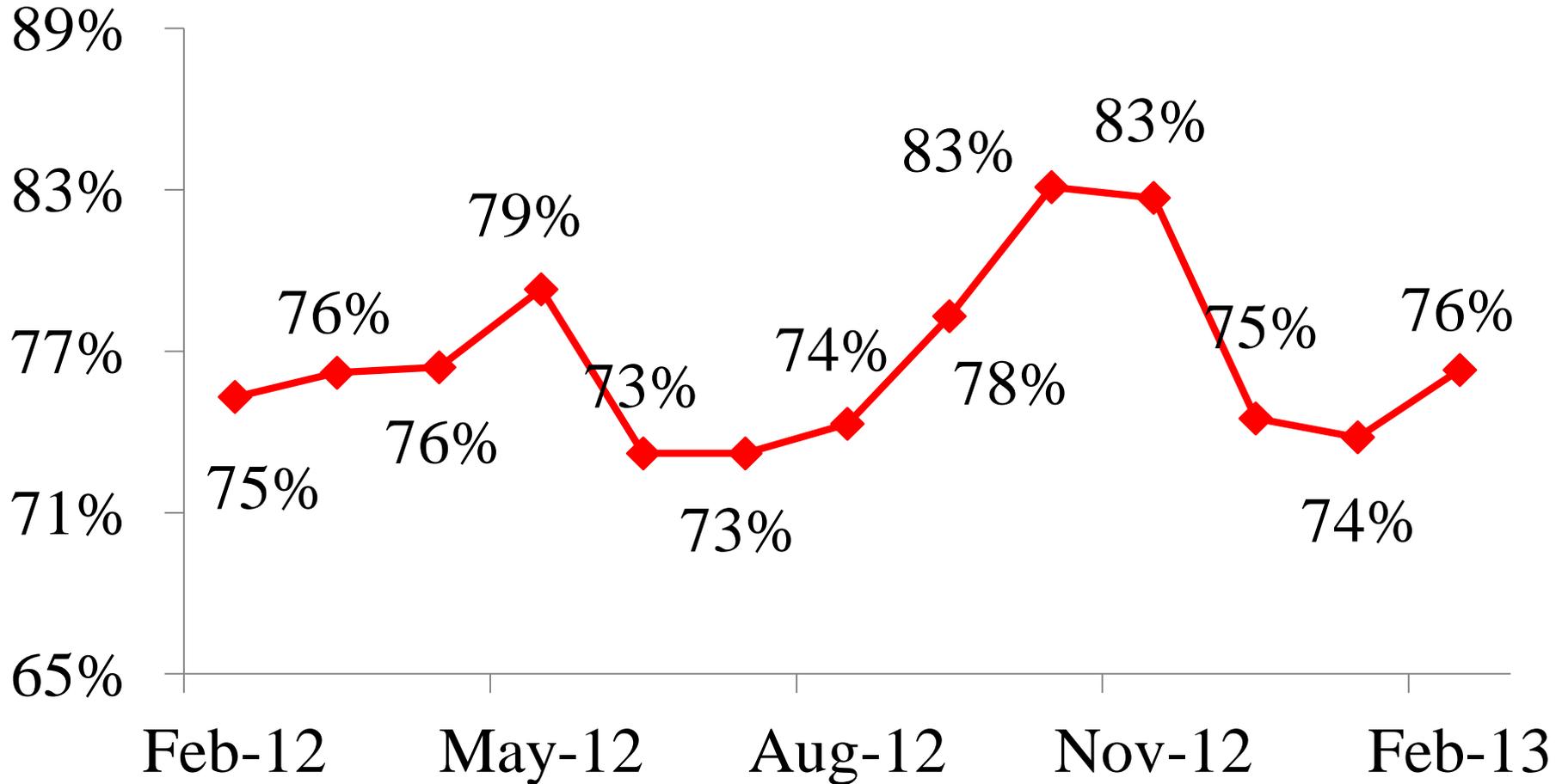


Source: Institute of Supply Management



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# U.S. Consumer Sentiment Feb 2012 – Feb 2013



Source: University of Michigan Institute of Social Research

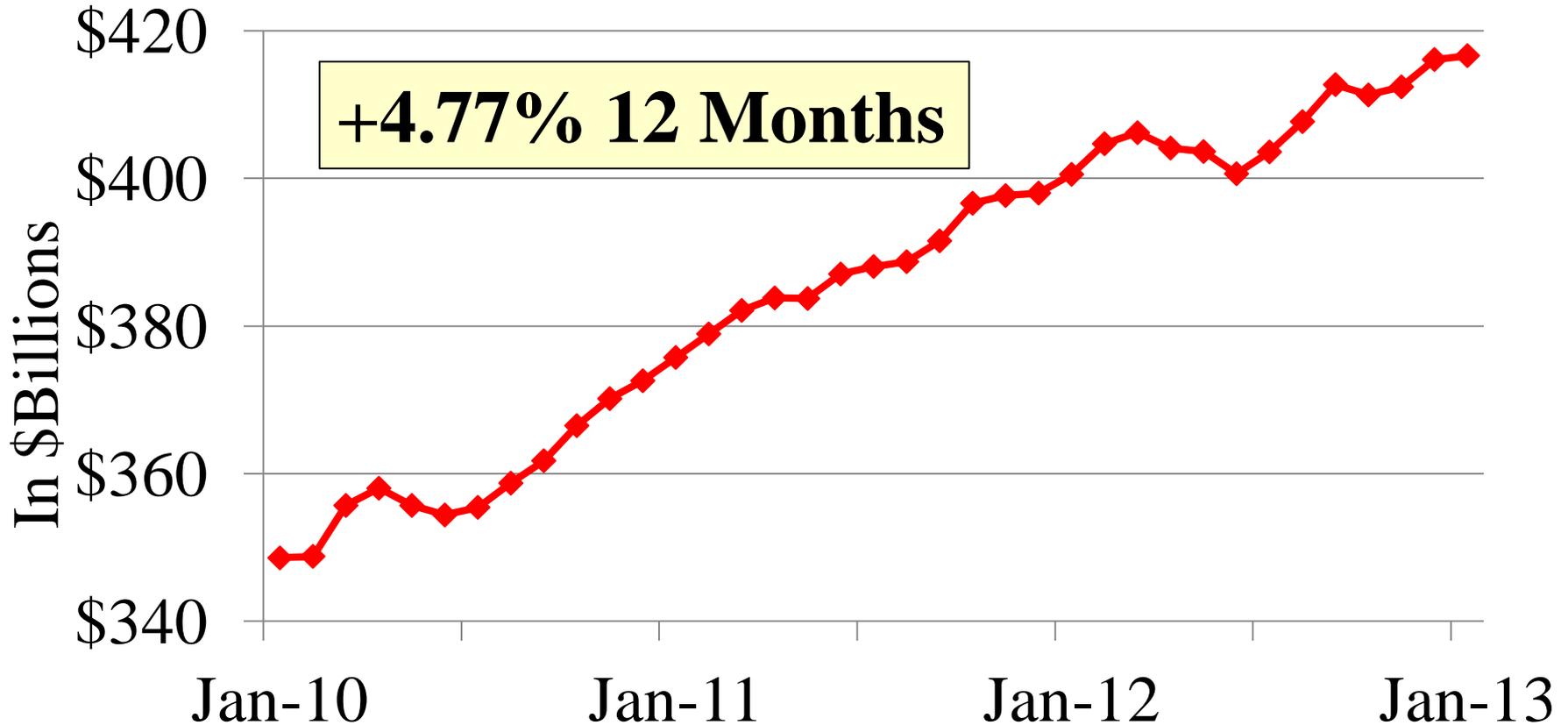


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# Monthly Sales for Retail & Food Services in U.S.



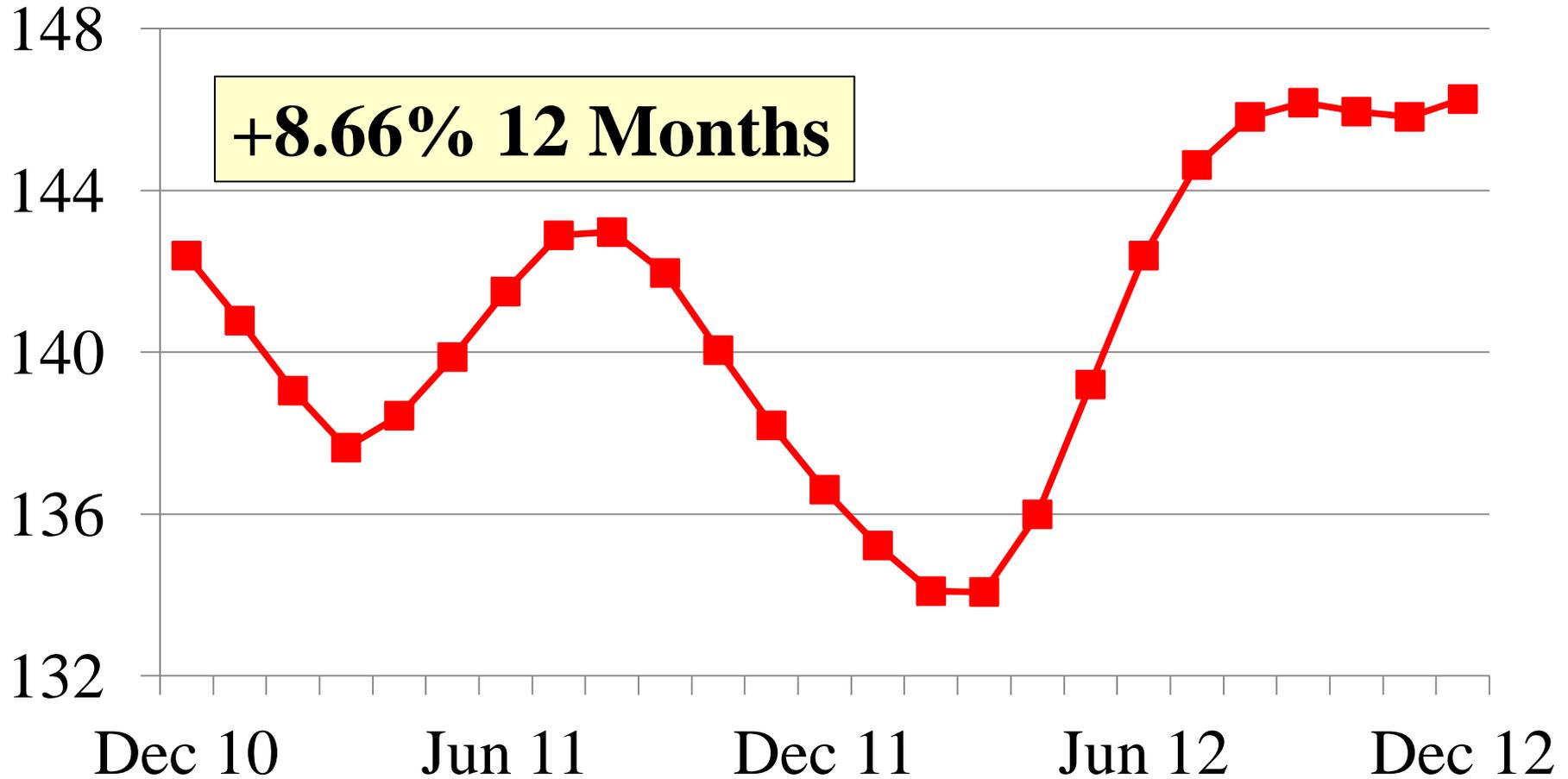
## Jan 2010-Jan 2013 in \$ Bill





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# Case Shiller 20-City Home Price Index Dec 2010-Dec 2012

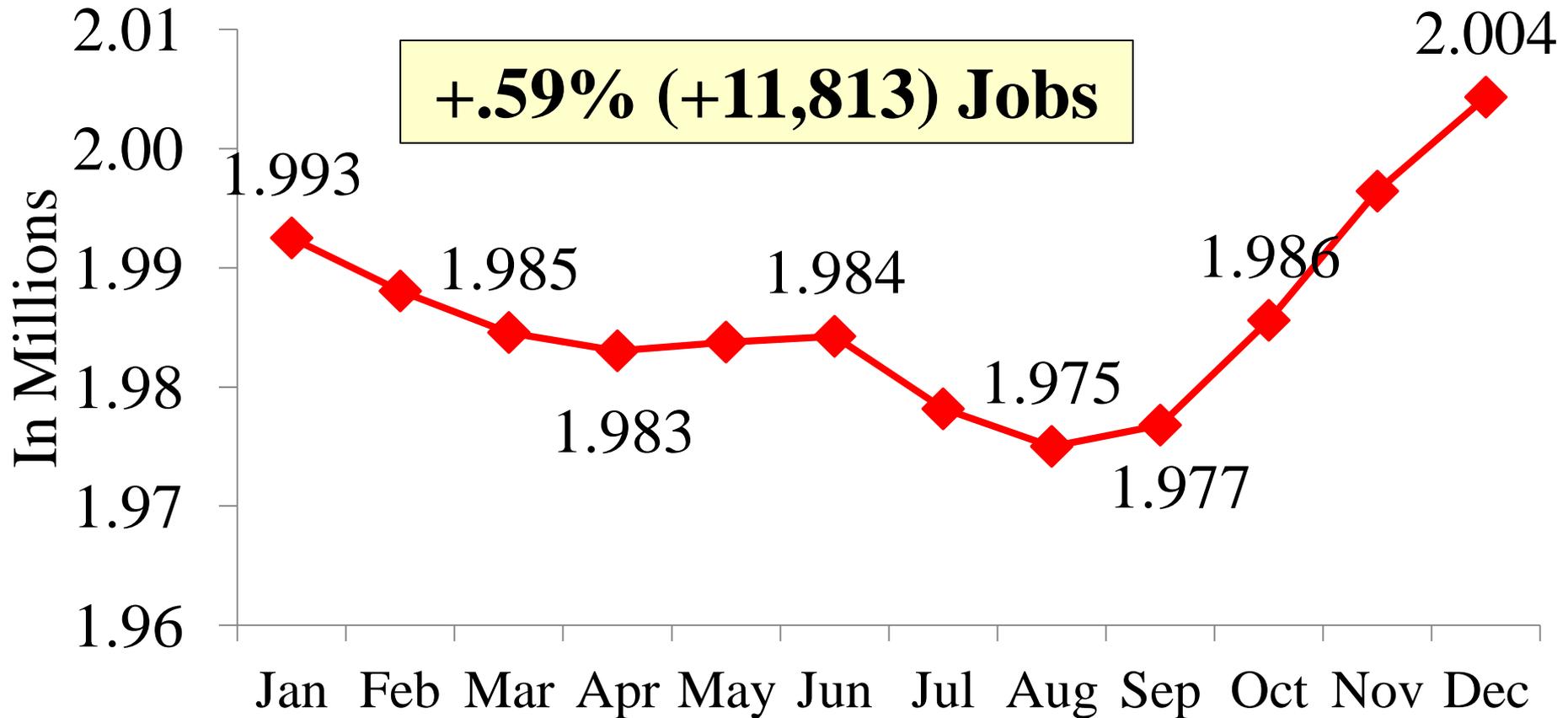


Source: Standard and Poor's



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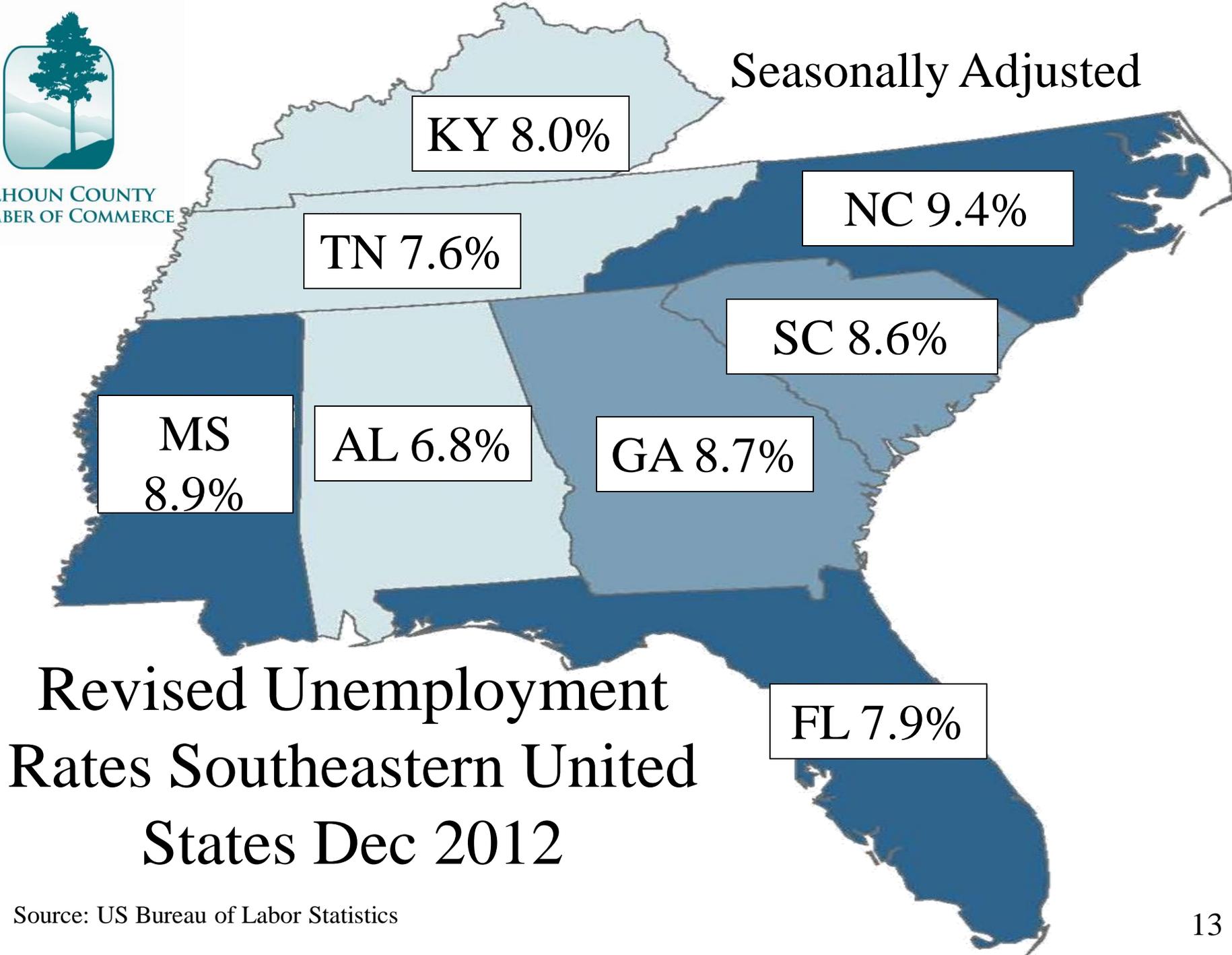
# Employment in Alabama in Millions Jan - Dec 2012





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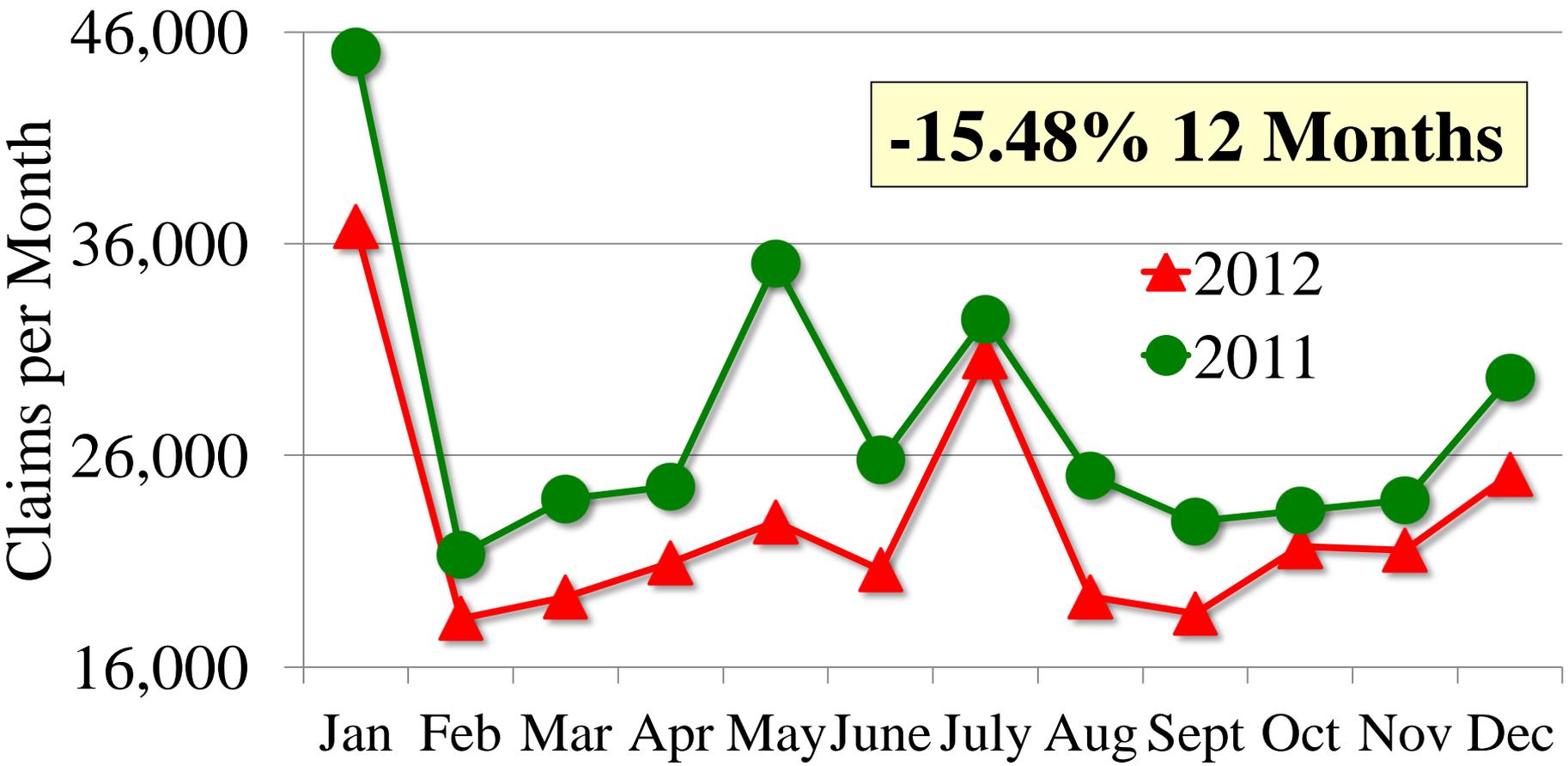
Seasonally Adjusted



# Revised Unemployment Rates Southeastern United States Dec 2012

Source: US Bureau of Labor Statistics

# Initial Unemployment Claims per Month AL 2011 vs 2012

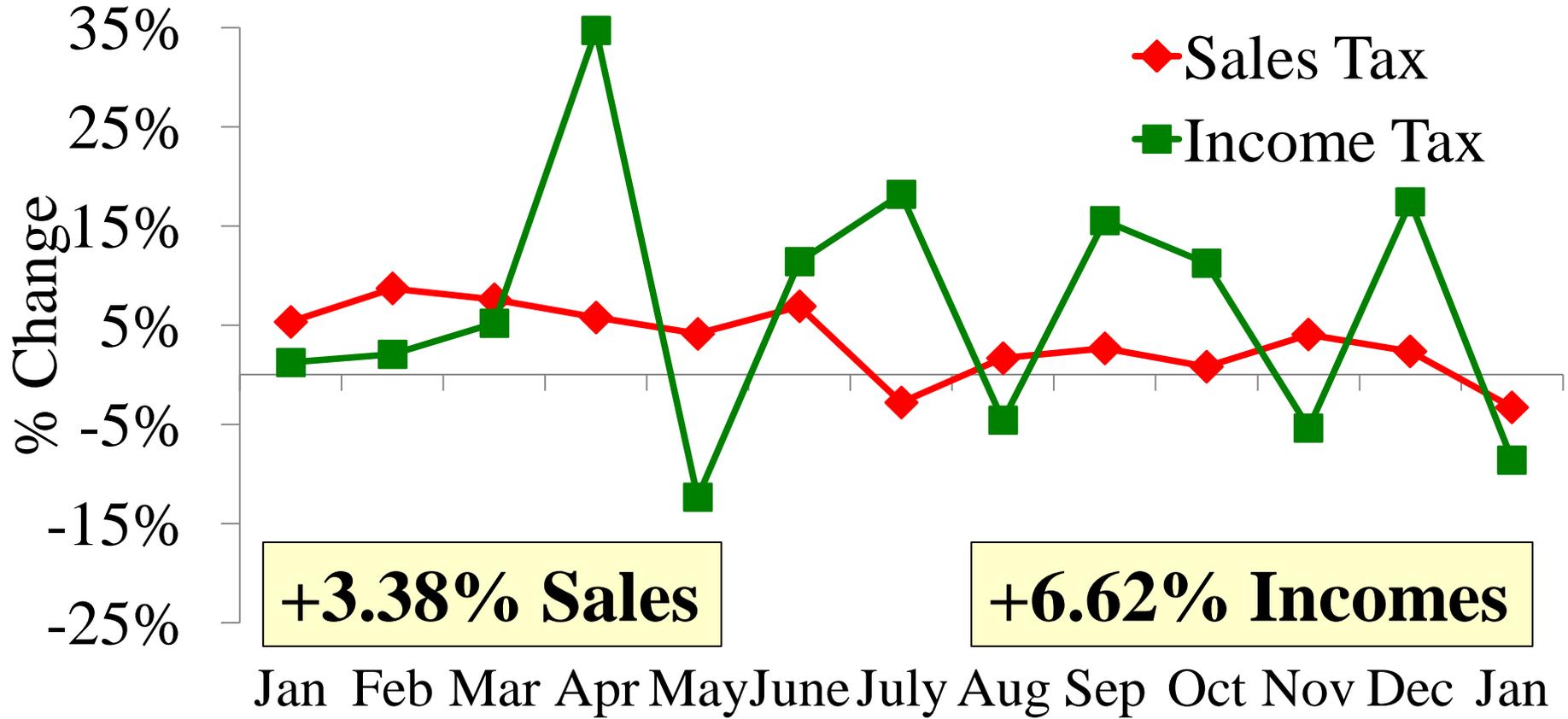


Source: Alabama Department of Labor



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# Sales Tax and Individual Income Tax Monthly % Change Jan to Jan 2011 vs 2012/13

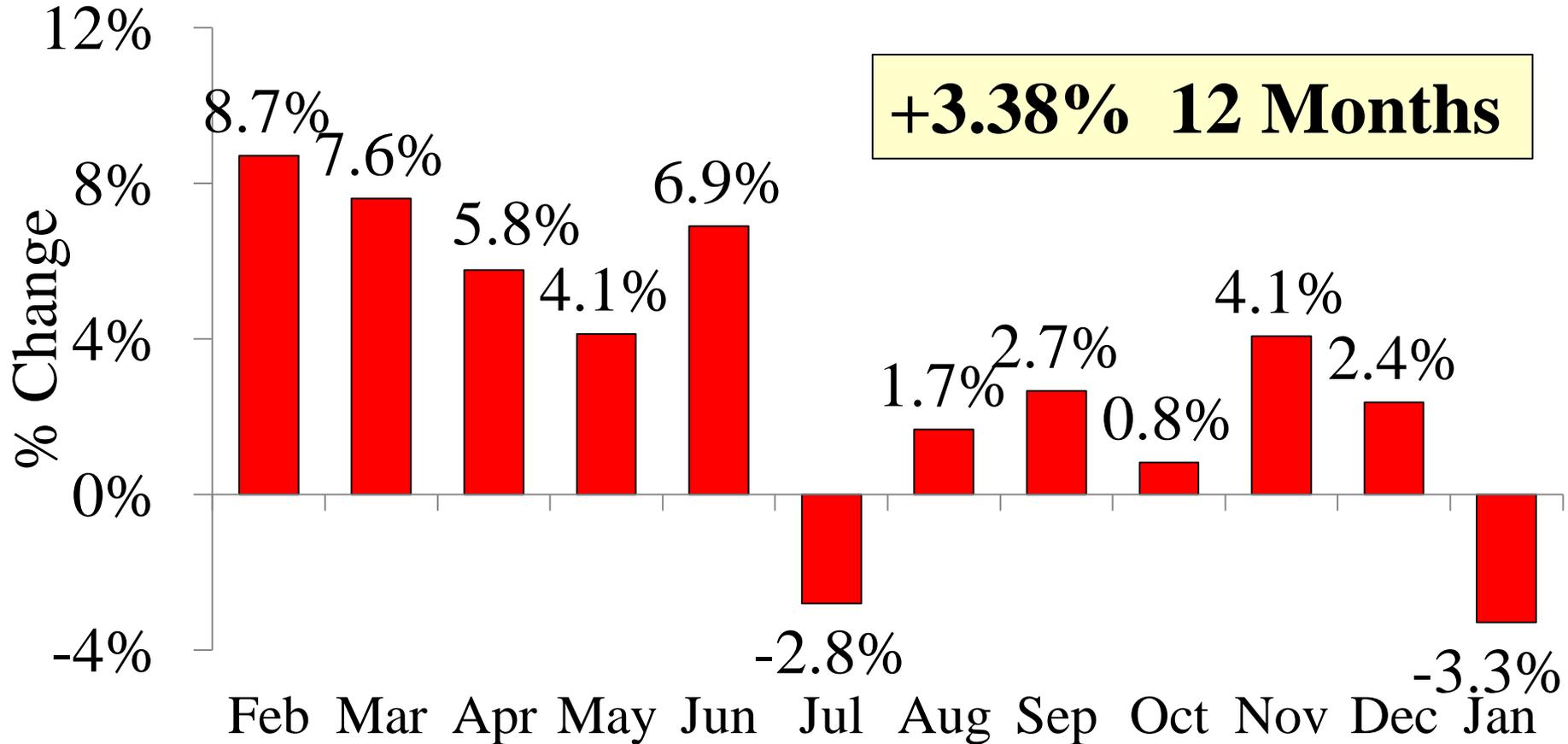




# Sales Tax Monthly % Change

## AL 12 Month Comparison

### Feb-Jan



Source: Alabama Department of Revenue



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# ABCI

Alabama Business  
Confidence Index™

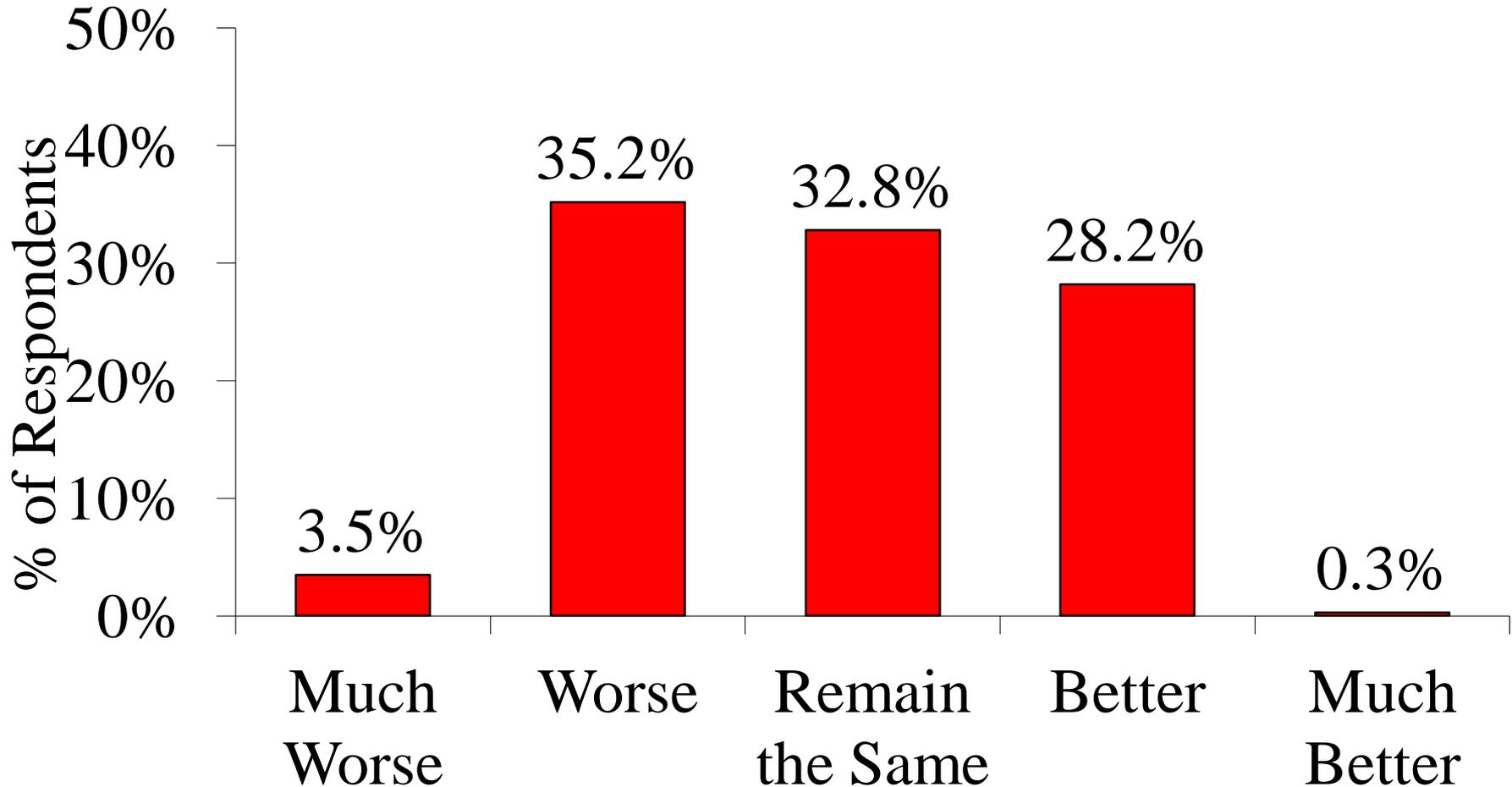


- State Survey – 1st Quarter 2013
- Approximately 287 respondents
- Operated by University of Alabama Center for Business and Economic Research
- [cber.cba.ua.edu](http://cber.cba.ua.edu)



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# Economic Outlook for Alabama Q4 2012 compared to Q1 2013

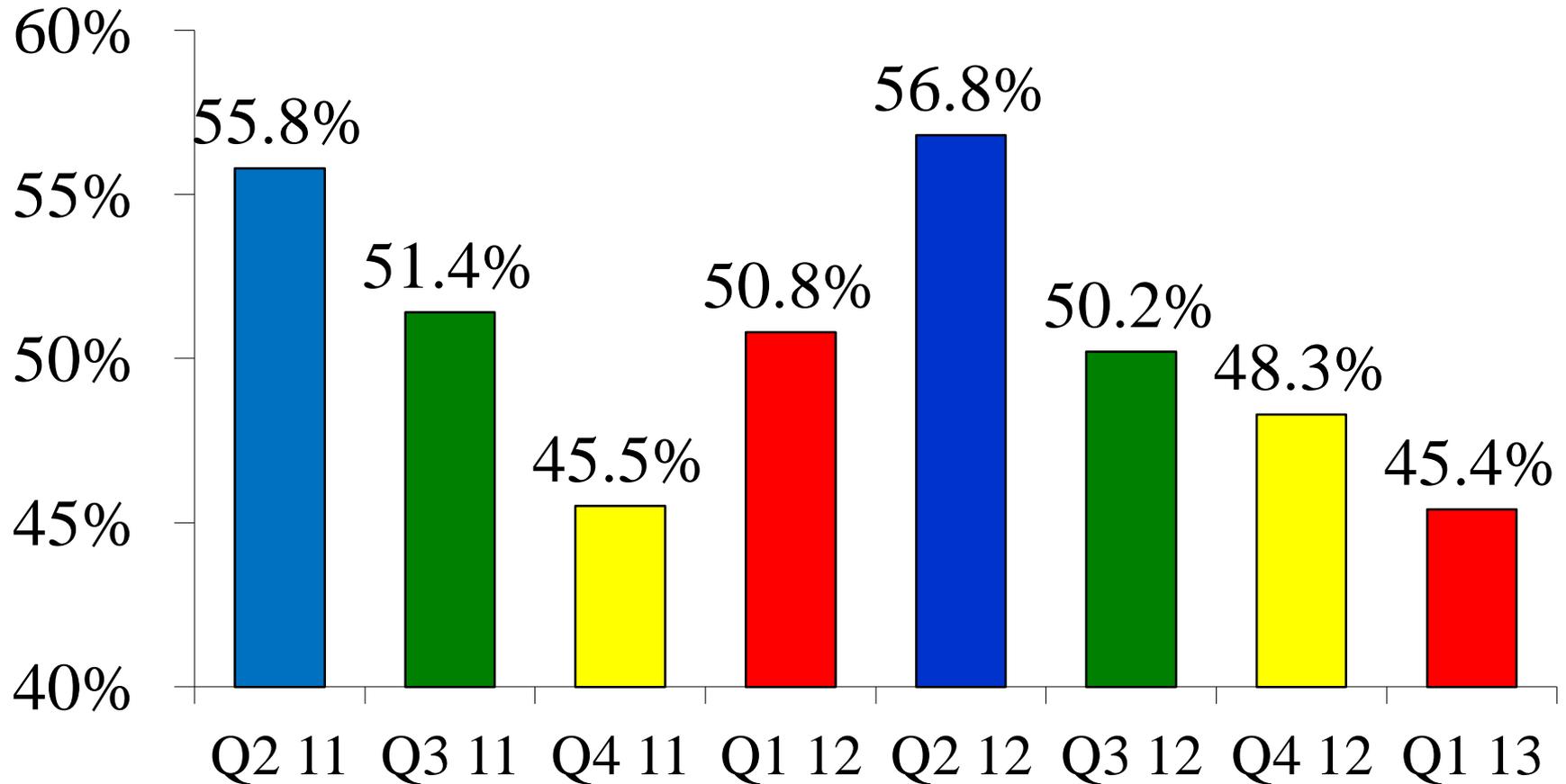


Source: Alabama Business Leaders Confidence Index



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# Economic Outlook Index for Alabama Q2 11 – Q1 13

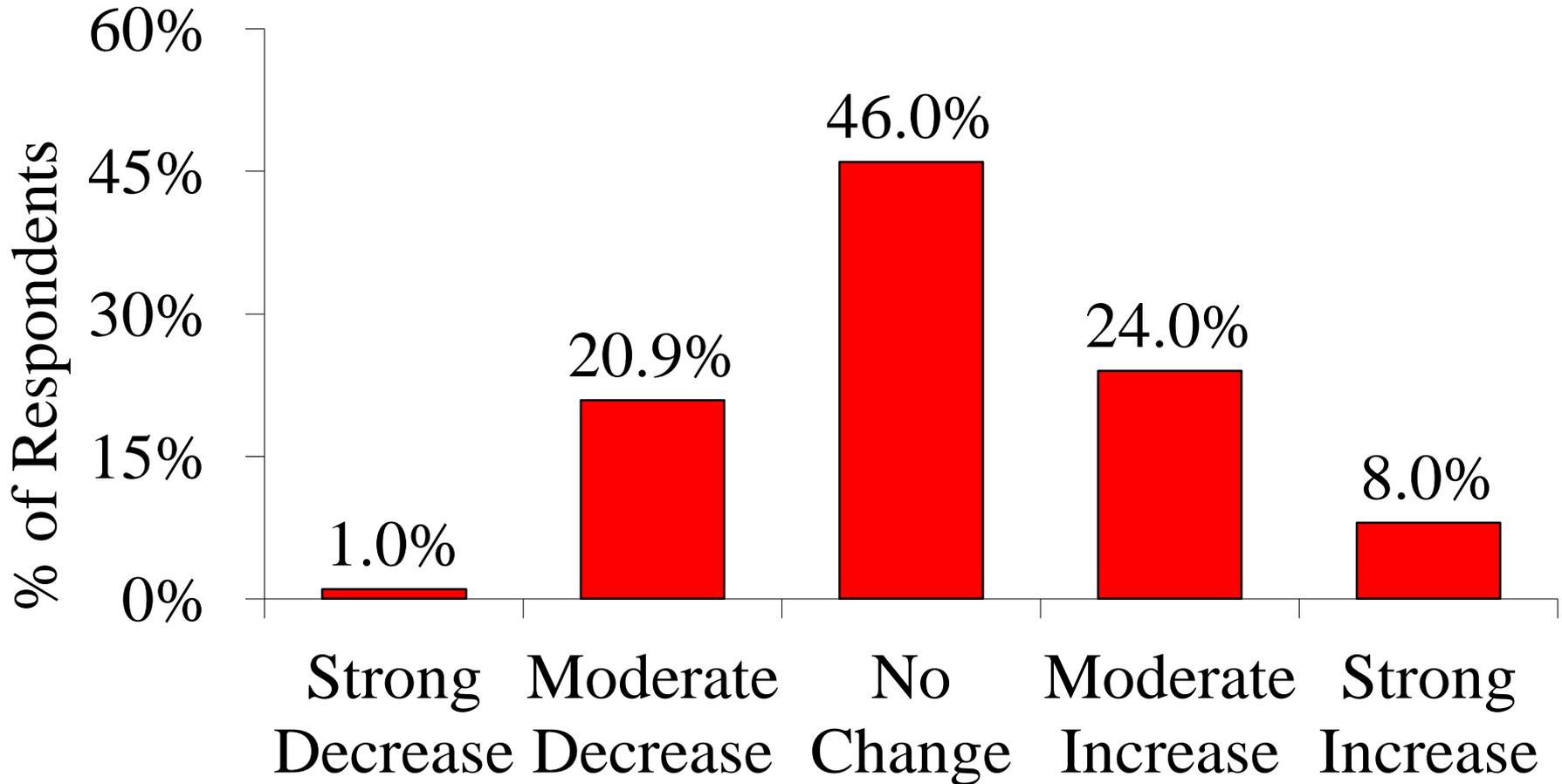


Source: Alabama Business Leaders Confidence Index



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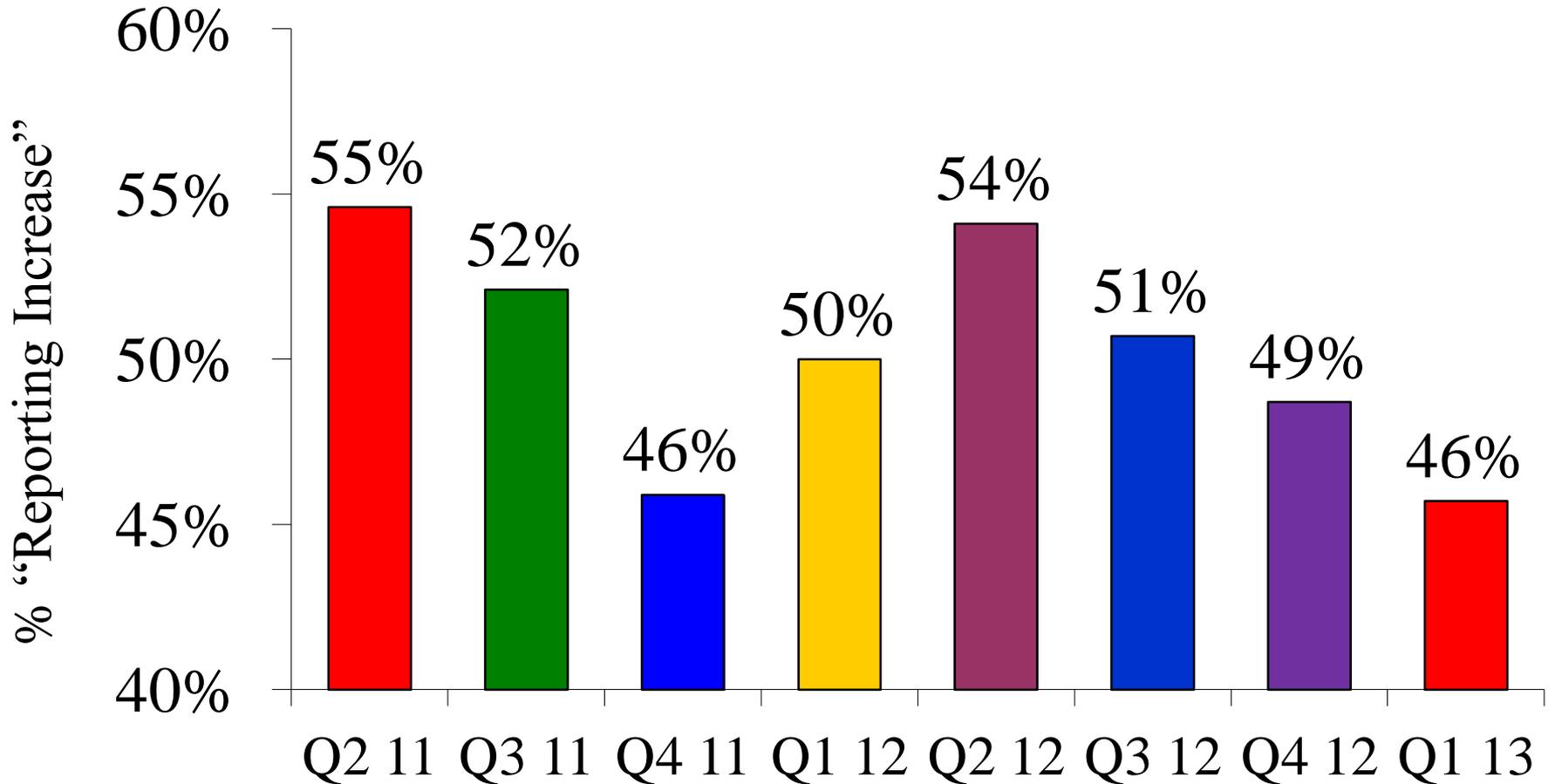
# Alabama Hiring Outlook Q4 2012 vs Q1 2013





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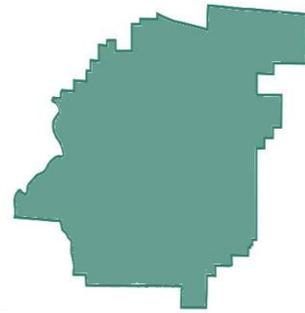
# Alabama Hiring Outlook Q2 11 – Q1 13



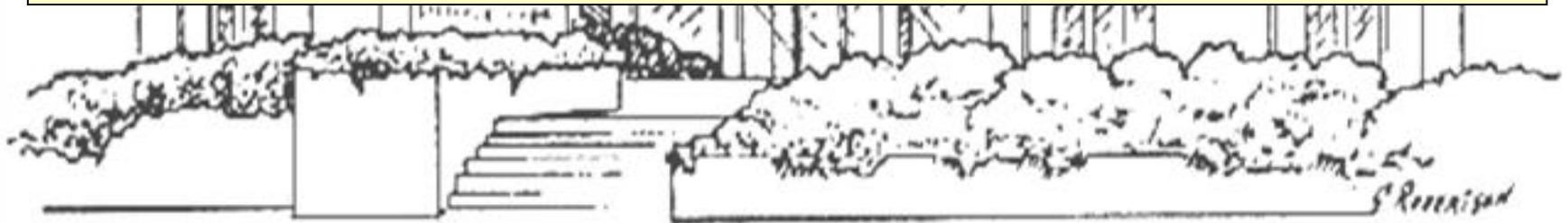
Source: Alabama Business Leaders Confidence Index



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A black and white line drawing of a building with a large, rounded roof, possibly a school or government building, with trees and a walkway in front. The drawing is partially obscured by the text box.

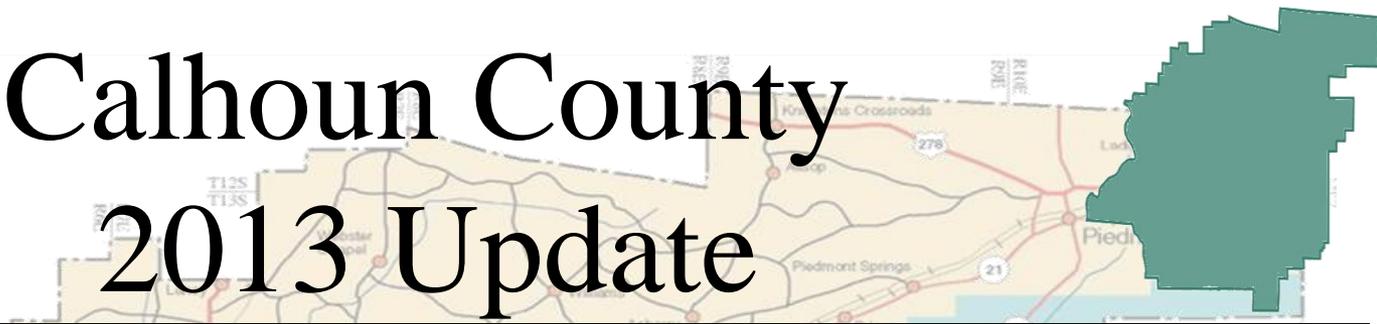
# Economic Indicators Calhoun County





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# Calhoun County 2013 Update

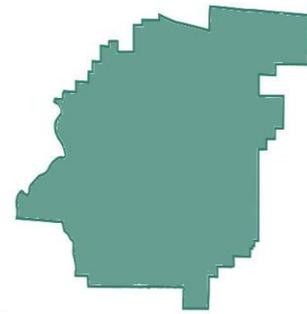


- Member Survey
- Labor Force
- Employment
- Unemployment
- Municipal Revenues
- Housing
- Nathan Hill
  - Military Affairs Update
- Johnny Smith - Mayor
  - Spot Light on Jacksonville
- Amy Anderson
  - JSU Small Business Dev Center
- Robin Scott
  - McClellan Dev Authority
- Don Hopper
  - Economic Development Council
- Sherri Sumners
  - President Chamber Foundation



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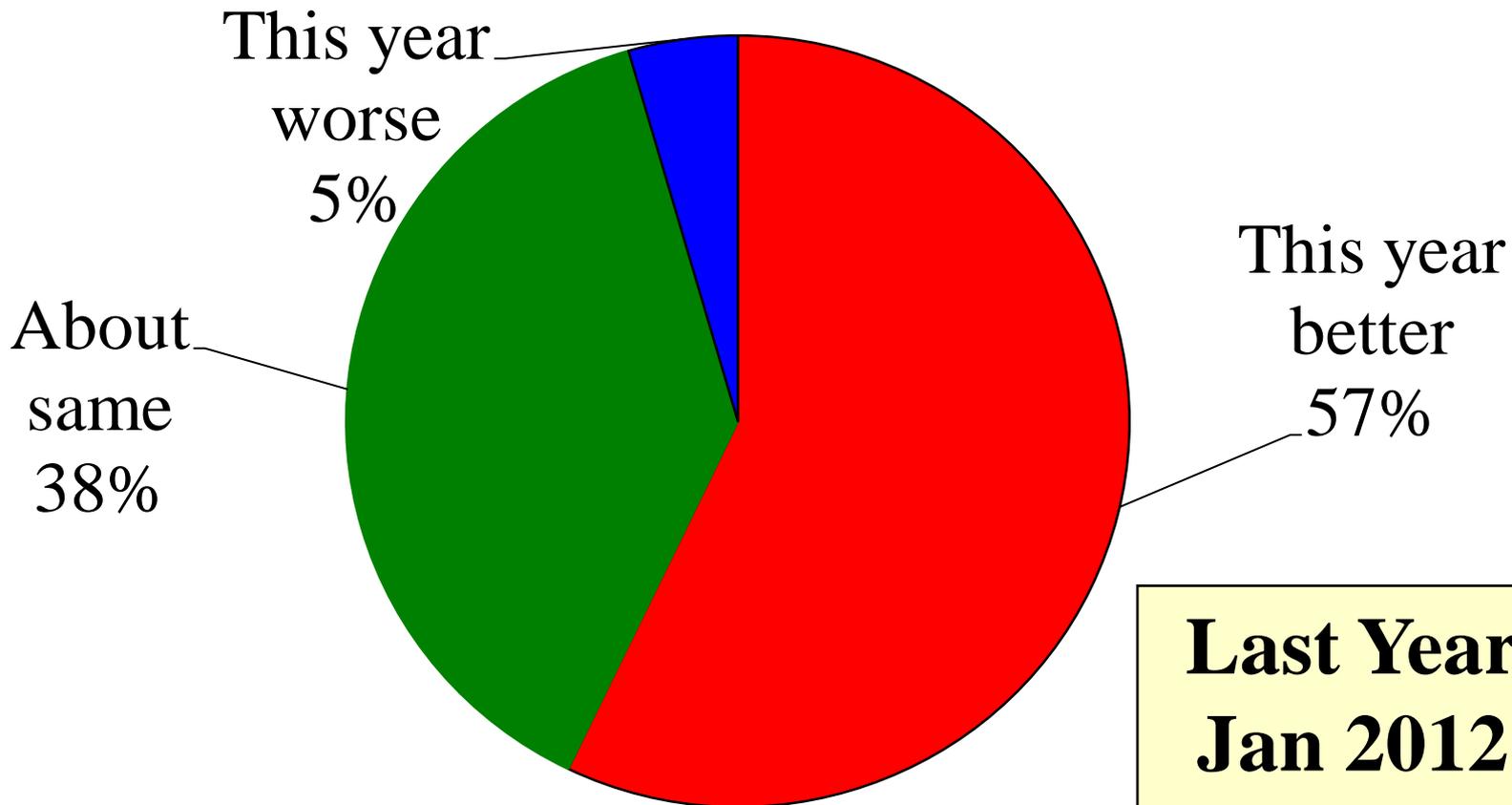
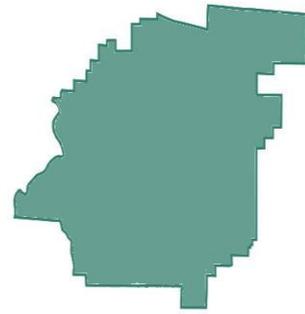
# Calhoun County Membership Survey 2013



- Eleven years of data from Chamber Membership
- Results for seven questions
- First chart shows last years results
- Second chart shows this years results
- Third chart shows average for 11 years



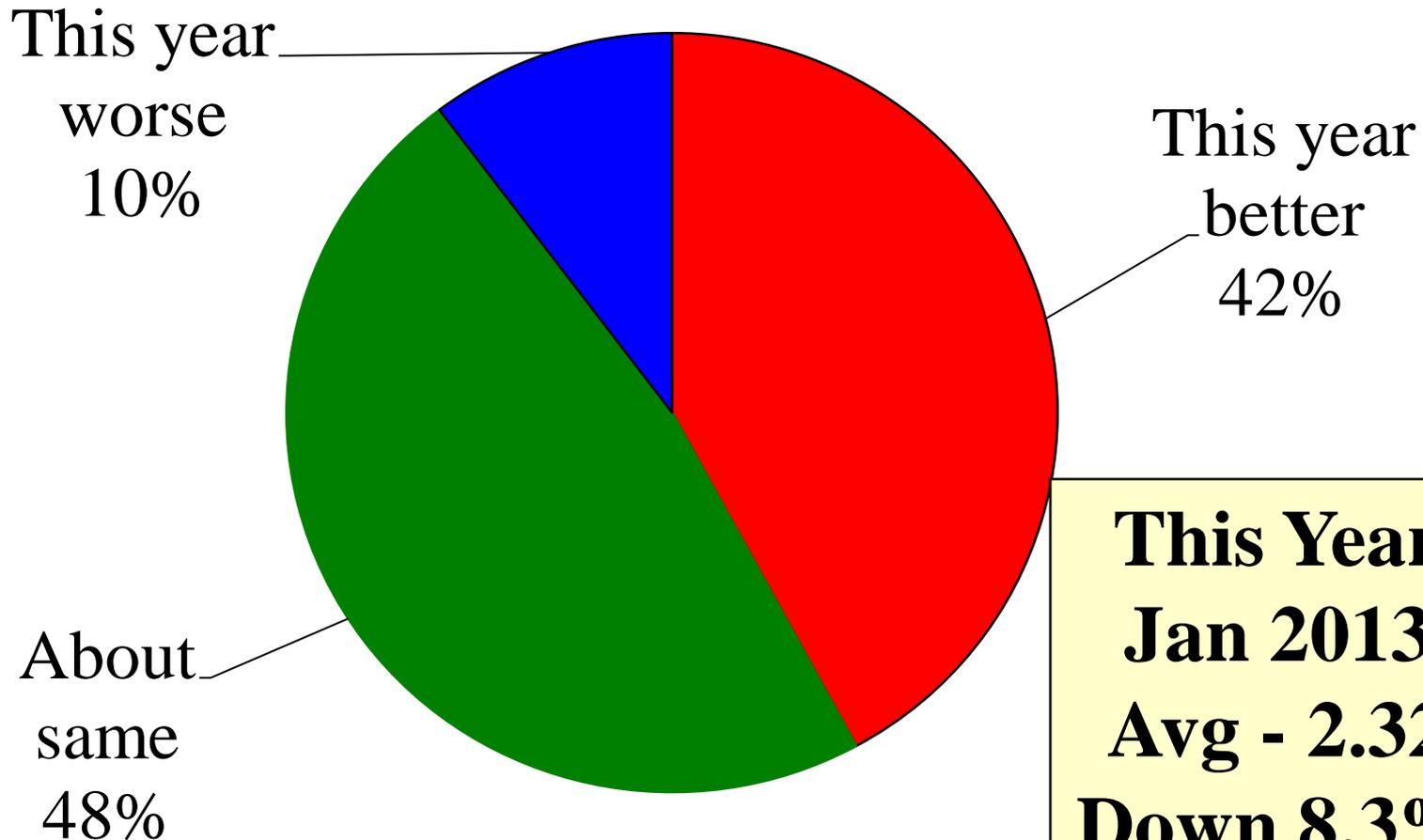
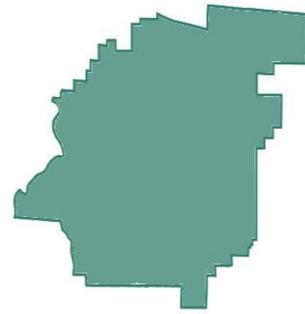
# Q#1: Your Comparison of this Years Economic Outlook to Last



**Last Year  
Jan 2012  
Avg 2.53**

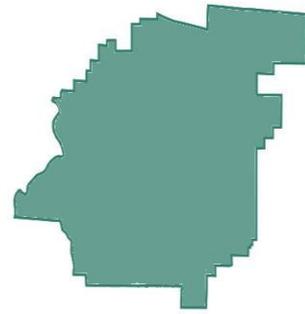


# Q#1: Your Comparison of this Years Economic Outlook to Last

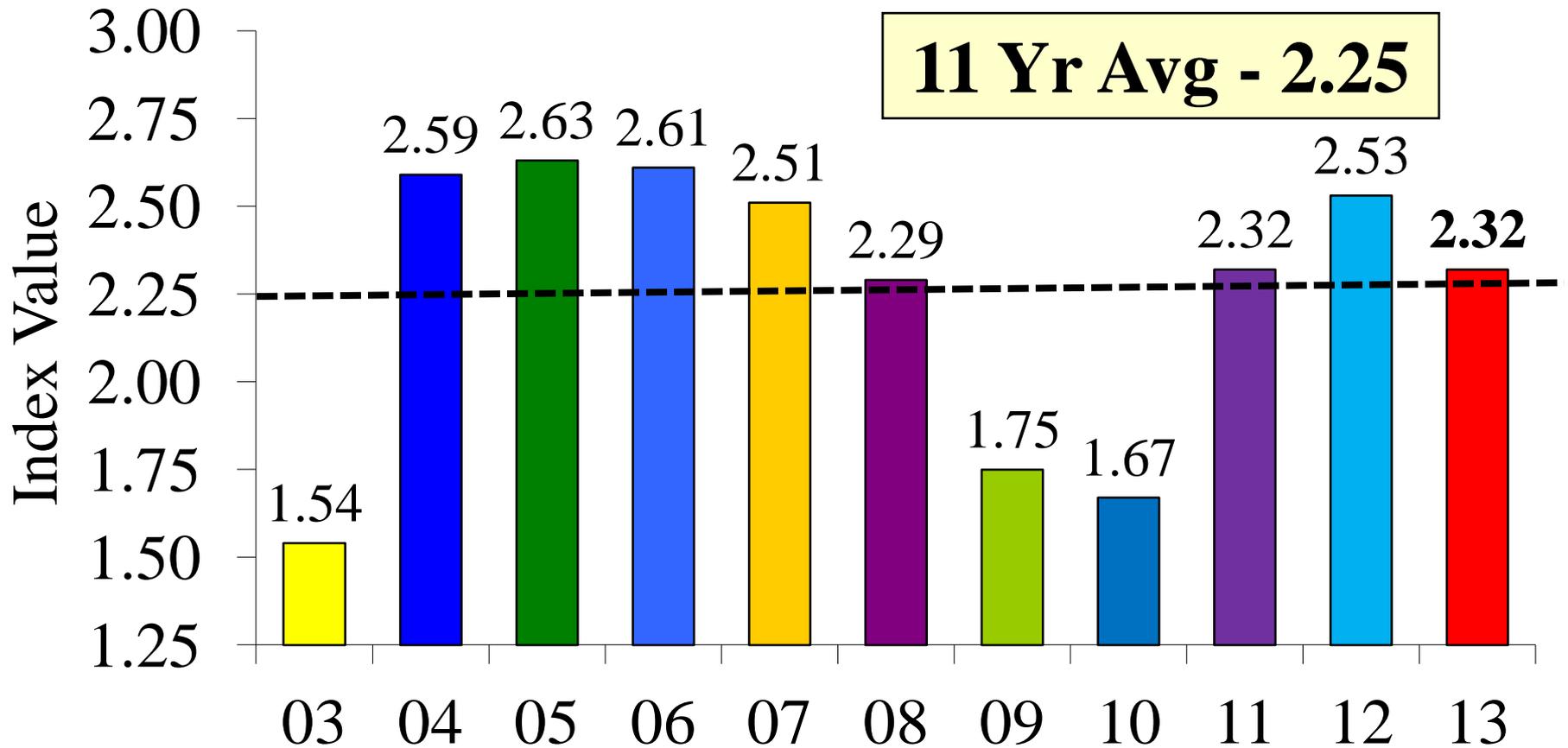




# Q#1: Your Comparison of this Years Economic Outlook to Last 2003-2013



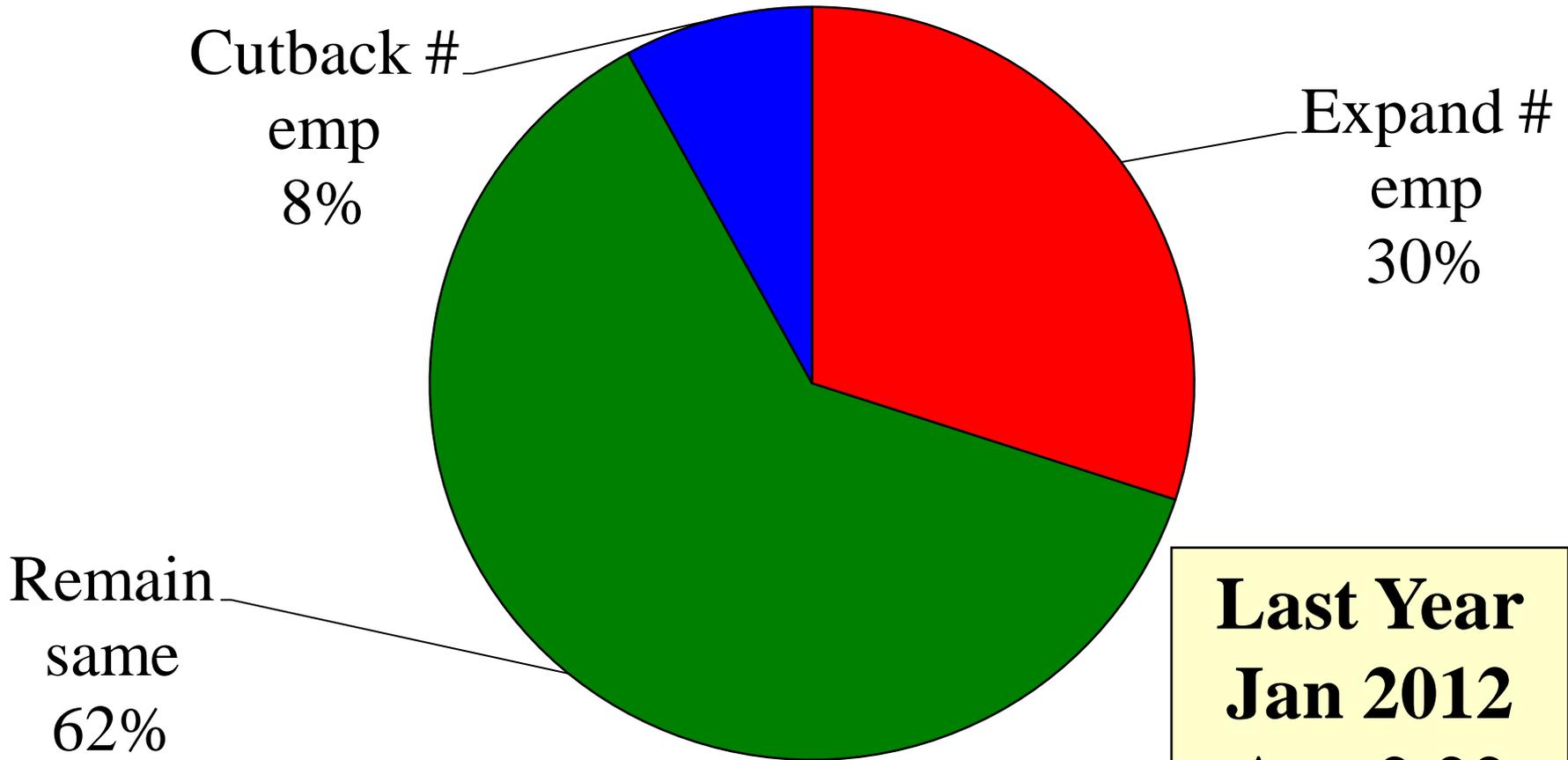
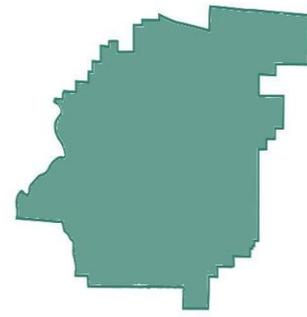
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# Q#2: Your Employment Outlook for Coming Year

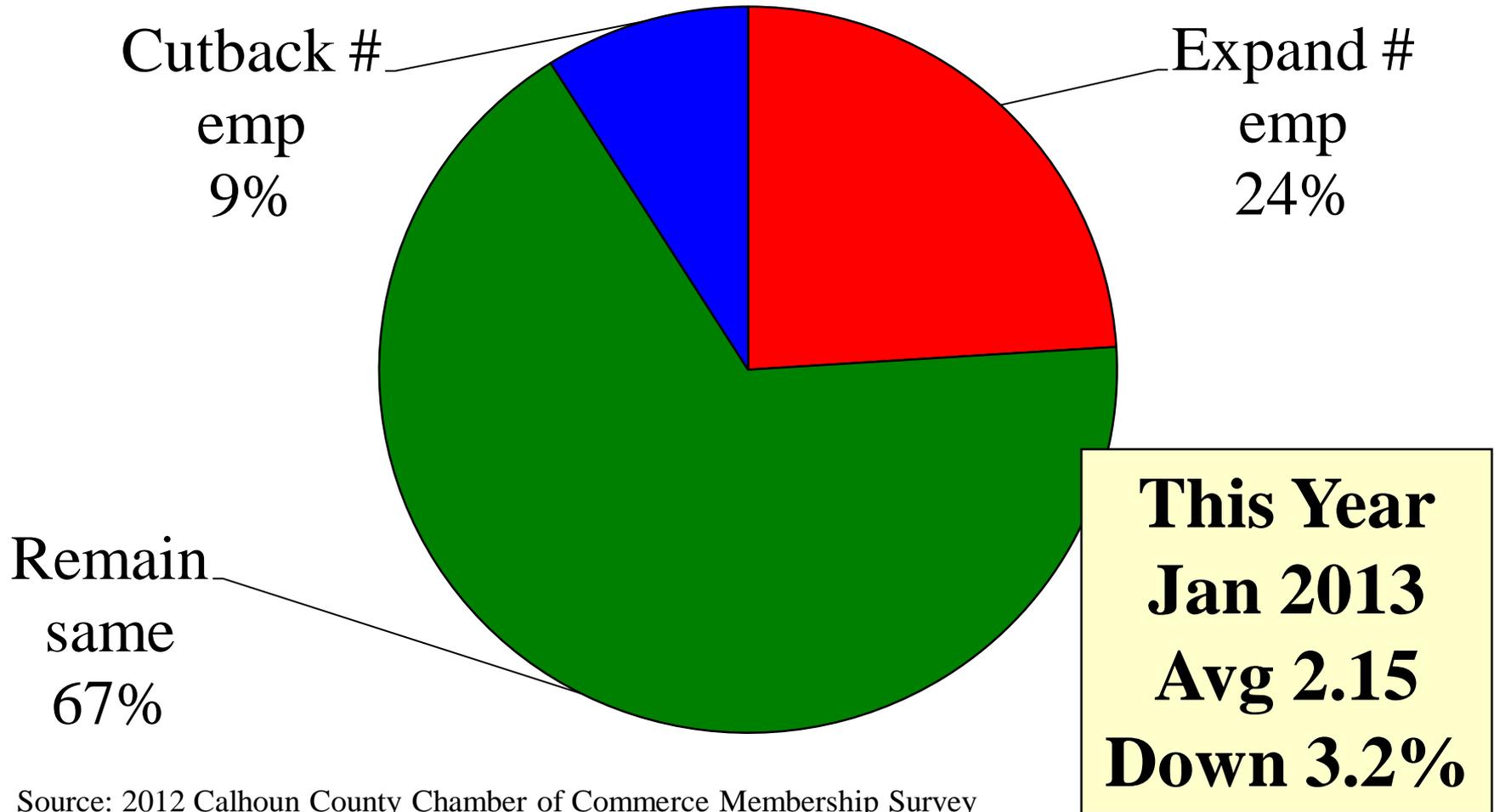
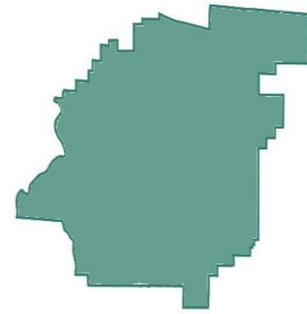


**Last Year**  
**Jan 2012**  
**Avg 2.22**



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# Q#2: Your Employment Outlook for Coming Year

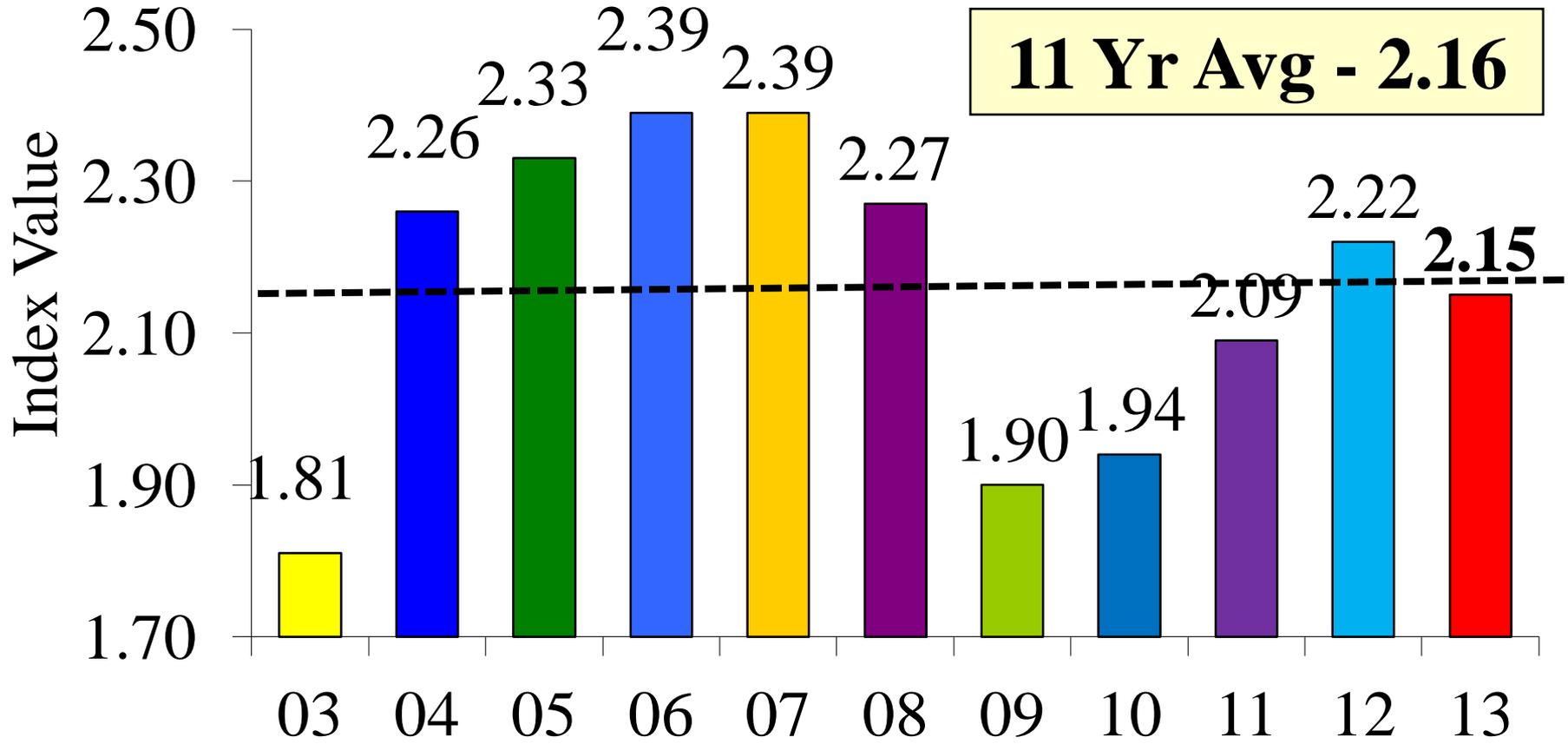
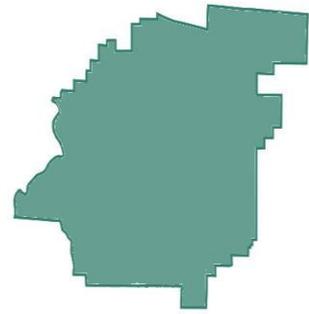


Source: 2012 Calhoun County Chamber of Commerce Membership Survey



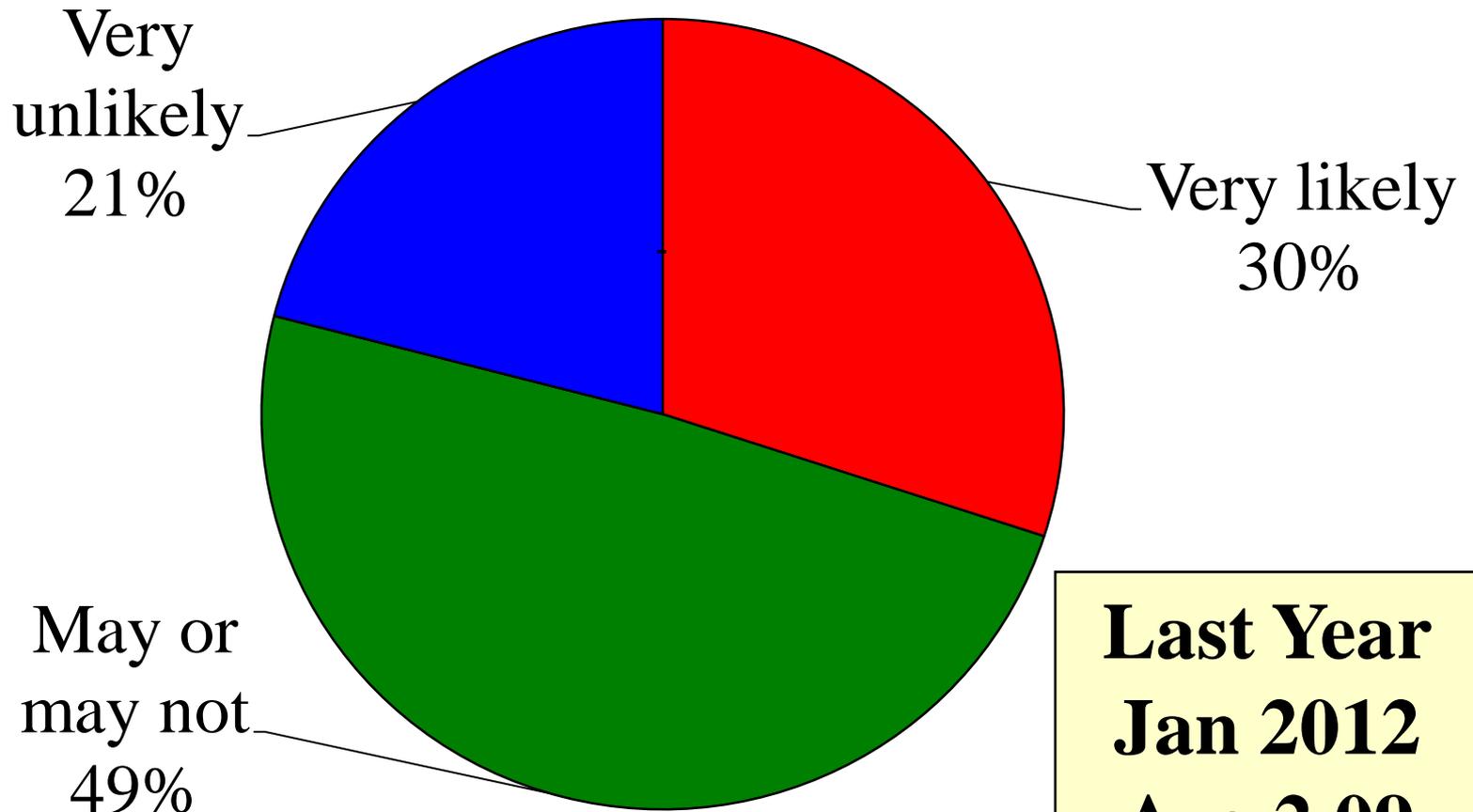
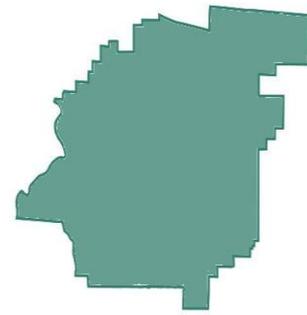
# Q#2: Your Employment Outlook for Coming Year

## 2003-2013





# Q#3: How Likely to Increase Employee Compensation in Coming Year

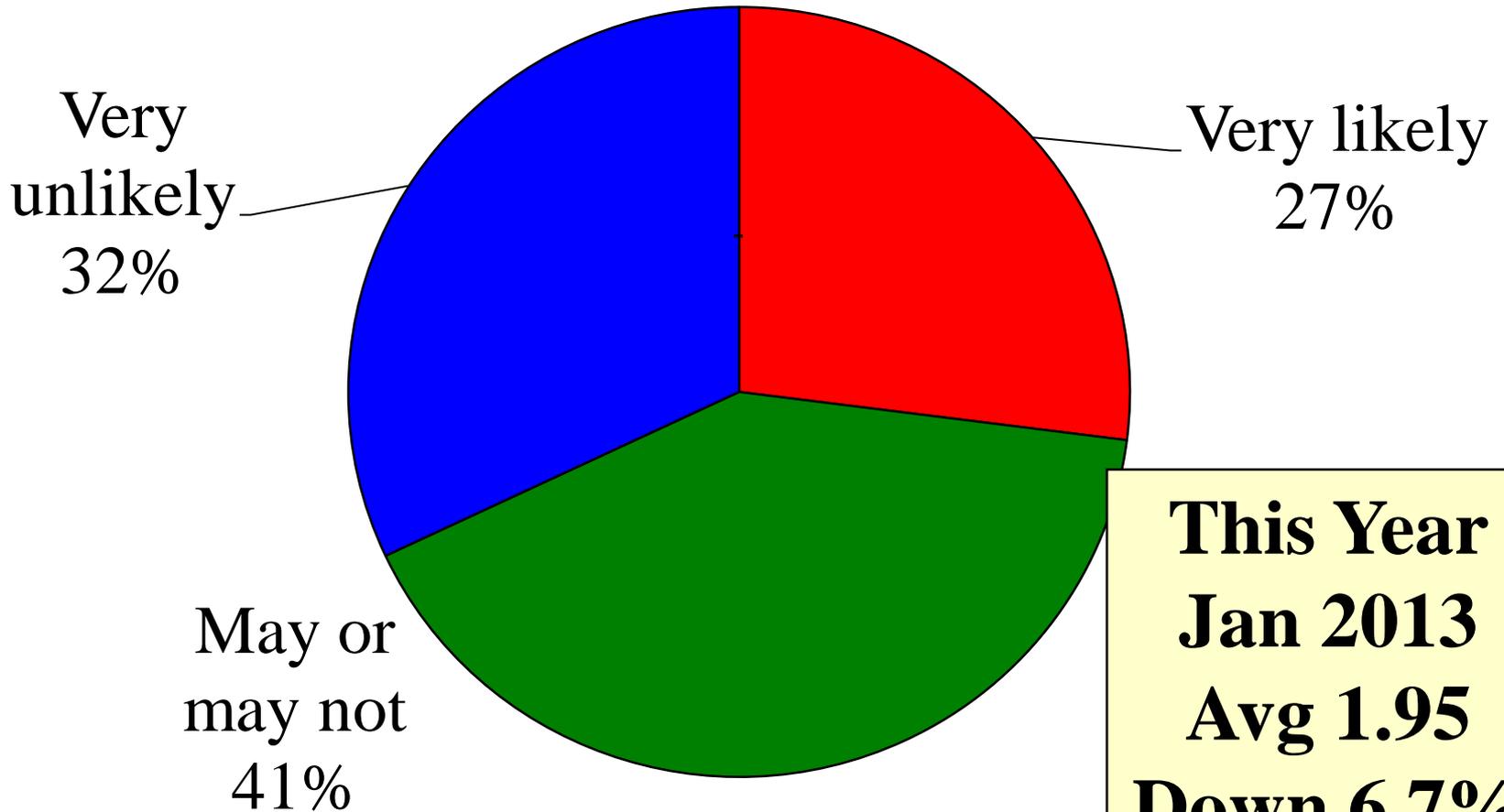
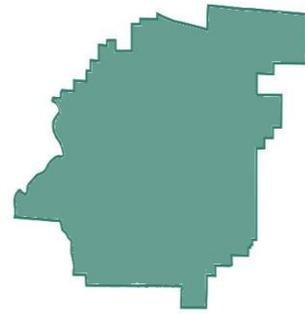


**Last Year**  
**Jan 2012**  
**Avg 2.09**



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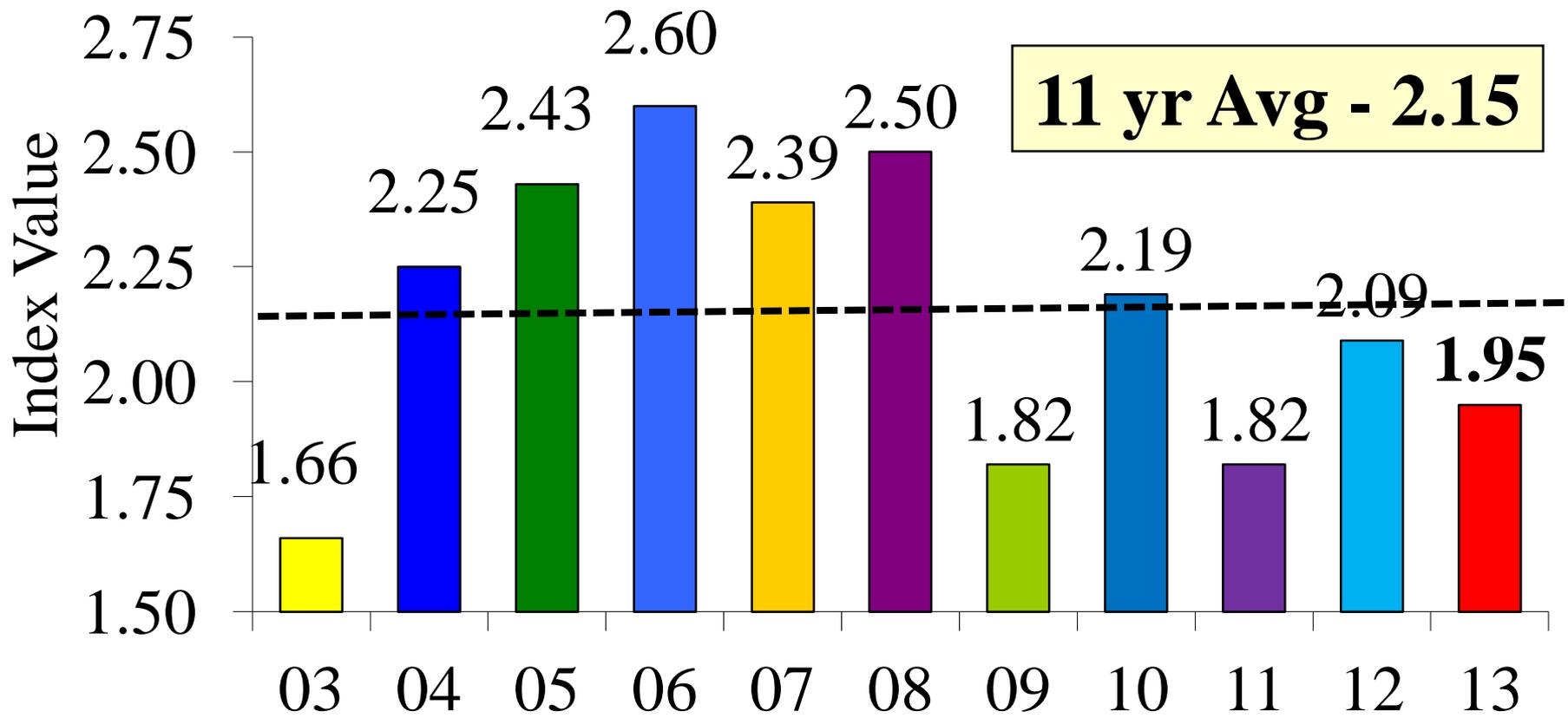
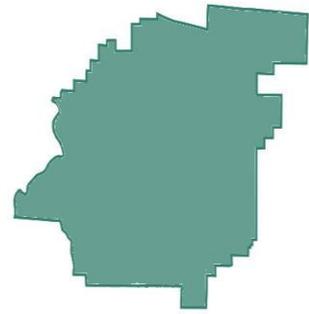
# Q#3: How Likely to Increase Employee Compensation in Coming Year



Source: 2012 Calhoun County Chamber of Commerce Membership Survey



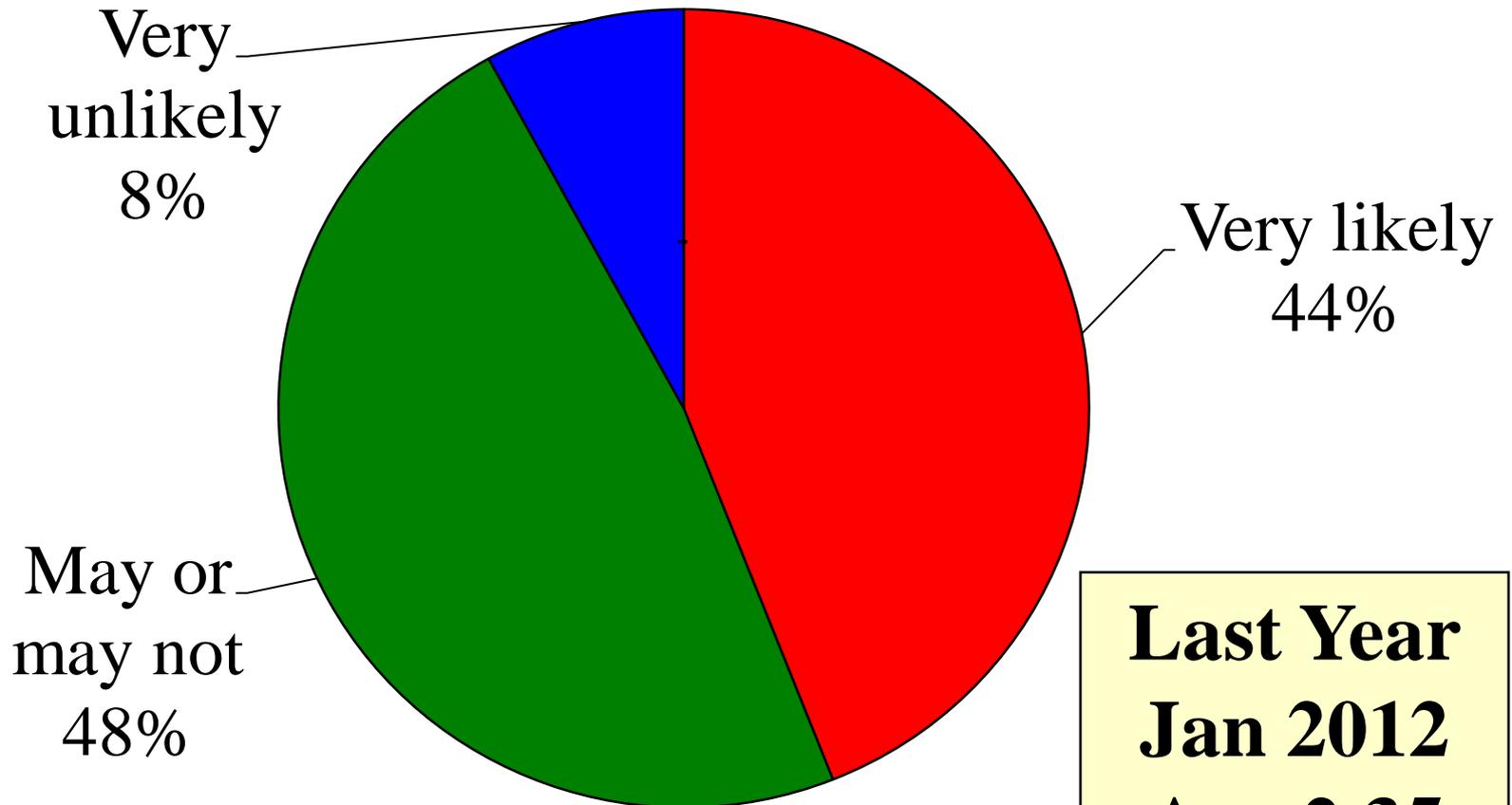
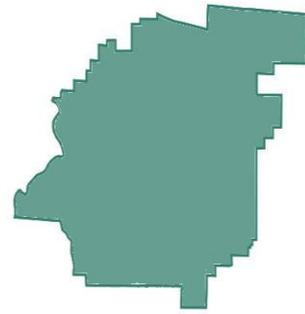
# Q#3: How Likely to Increase Employee Compensation in Coming Year 2003-2013





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# Q#4: How Likely is Increase in Demand for Your Products in Coming Year

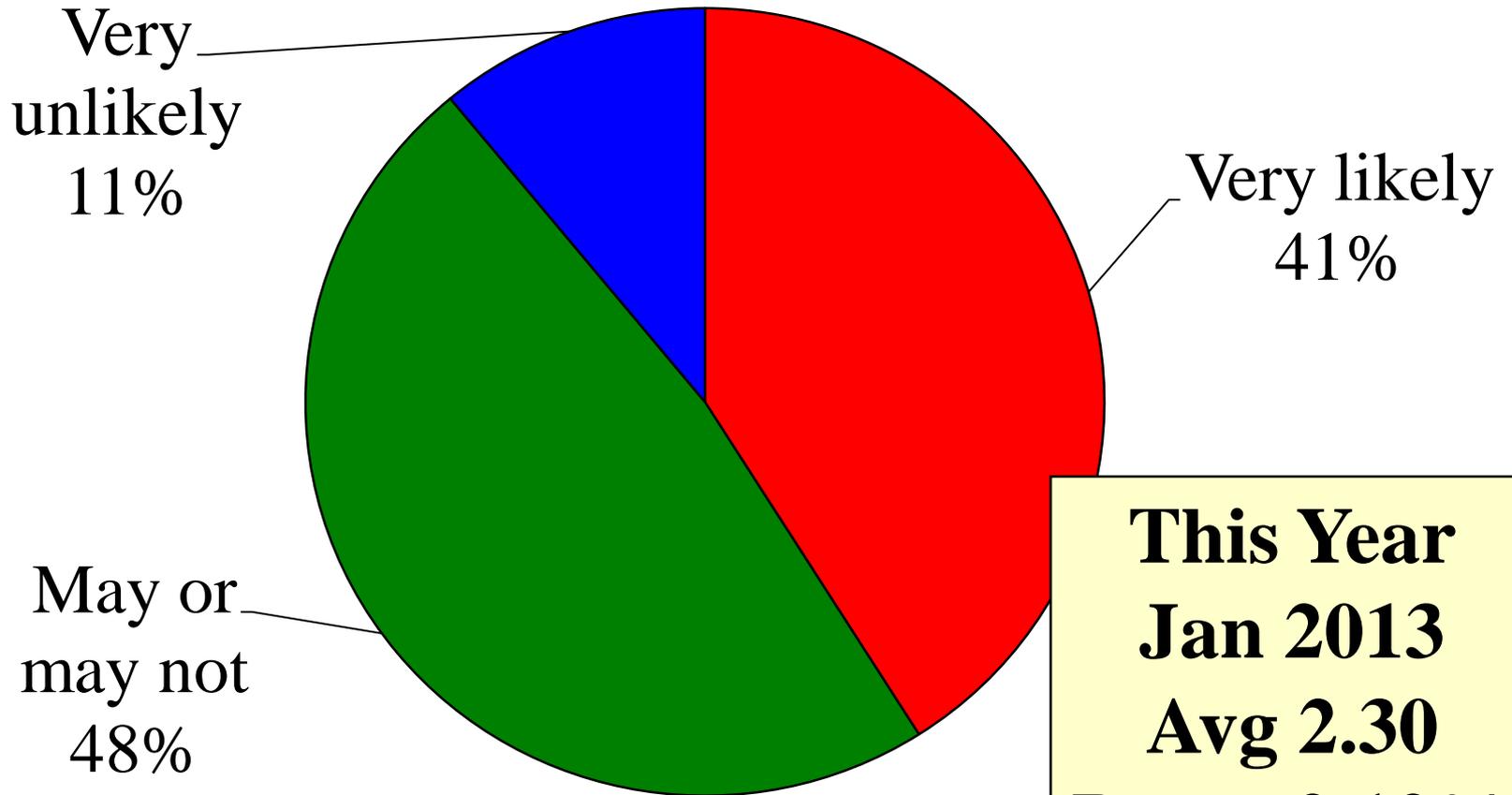
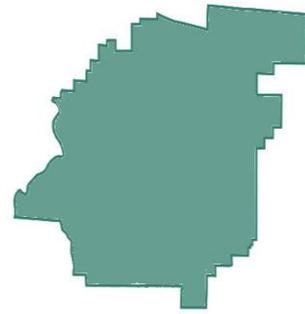


**Last Year  
Jan 2012  
Avg 2.35**



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# Q#4: How Likely is Increase in Demand for Your Products in Coming Year

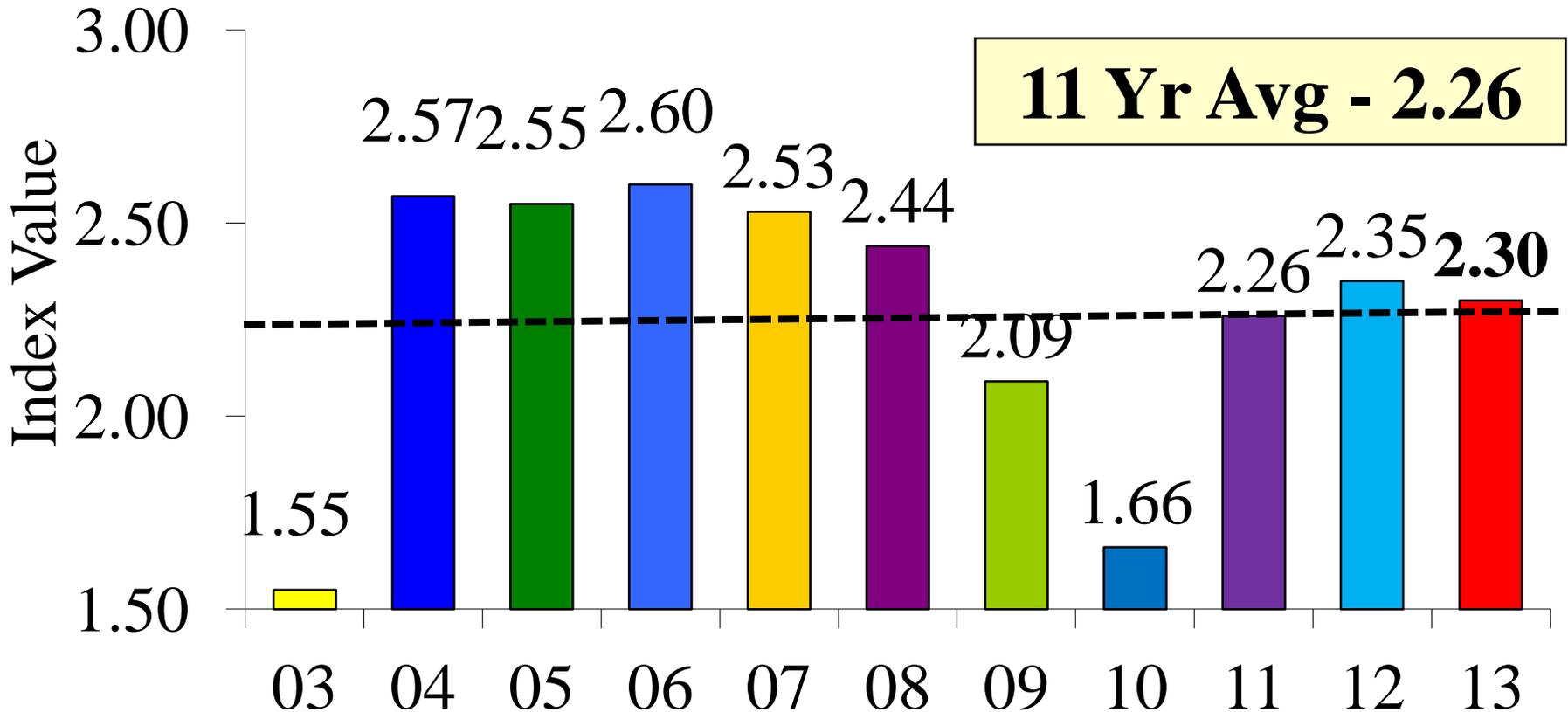
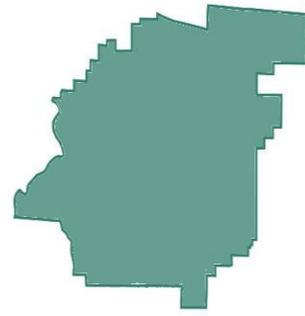


**This Year**  
**Jan 2013**  
**Avg 2.30**  
**Down 2.12%**



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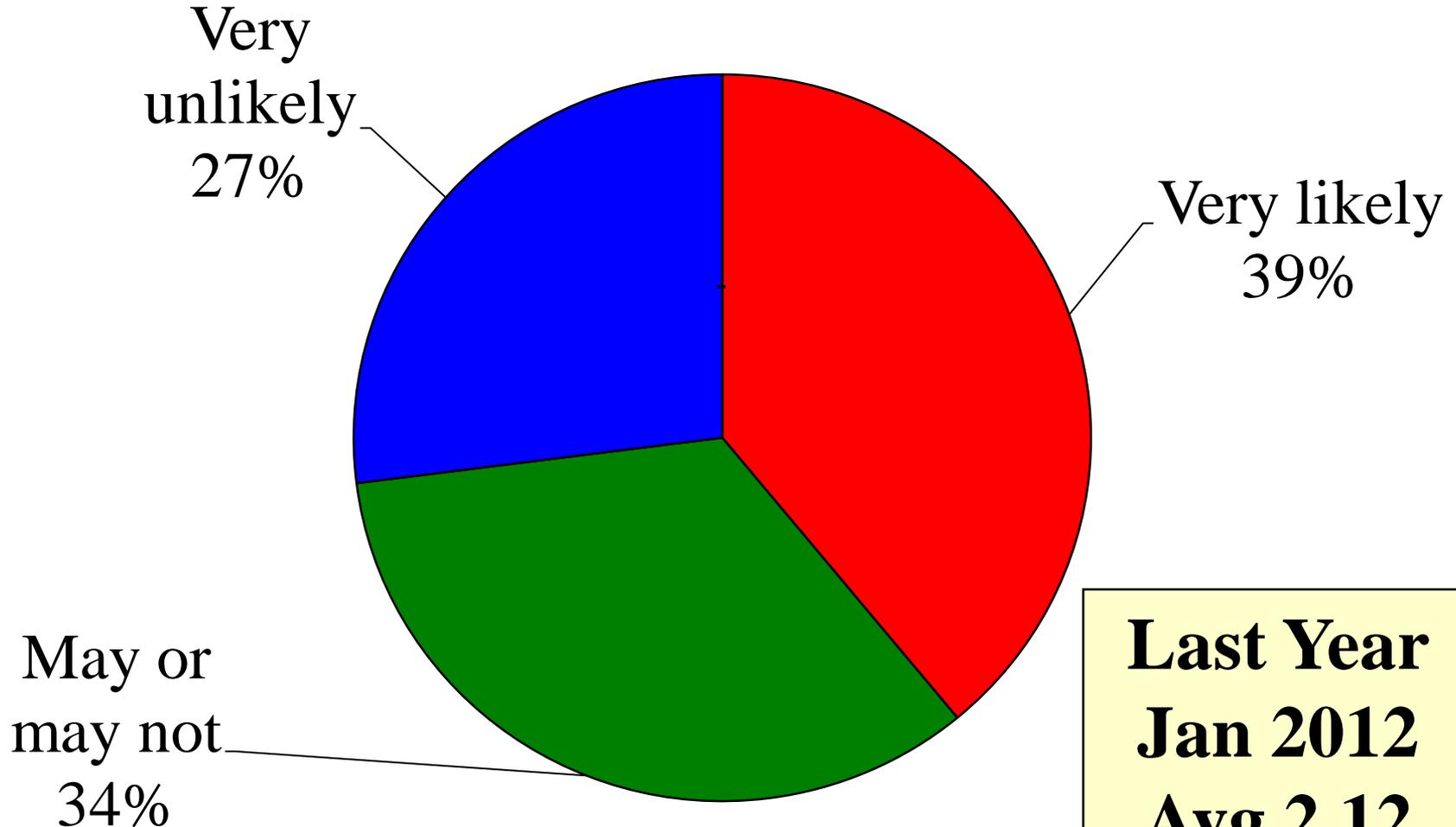
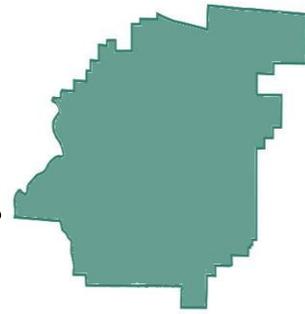
# Q#4: How Likely is Increase in Demand for Your Products in Coming Year 2003-2013





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# Q#5: How Likely to Add New Products in Coming Year

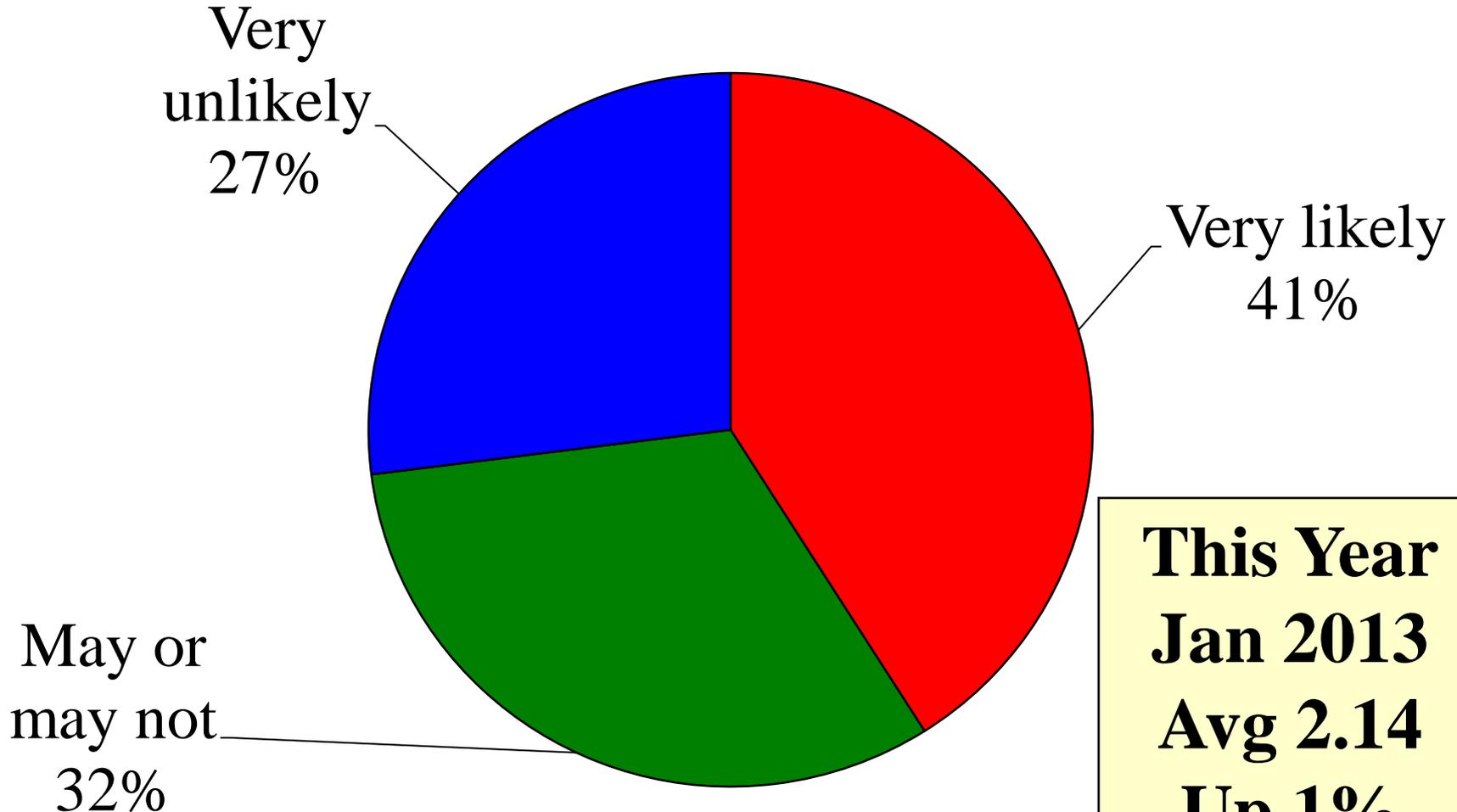
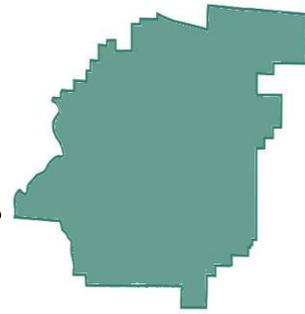


**Last Year**  
**Jan 2012**  
**Avg 2.12**



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# Q#5: How Likely to Add New Products in Coming Year

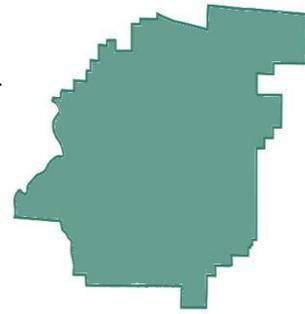


Source: 2012 Calhoun County Chamber of Commerce Membership Survey

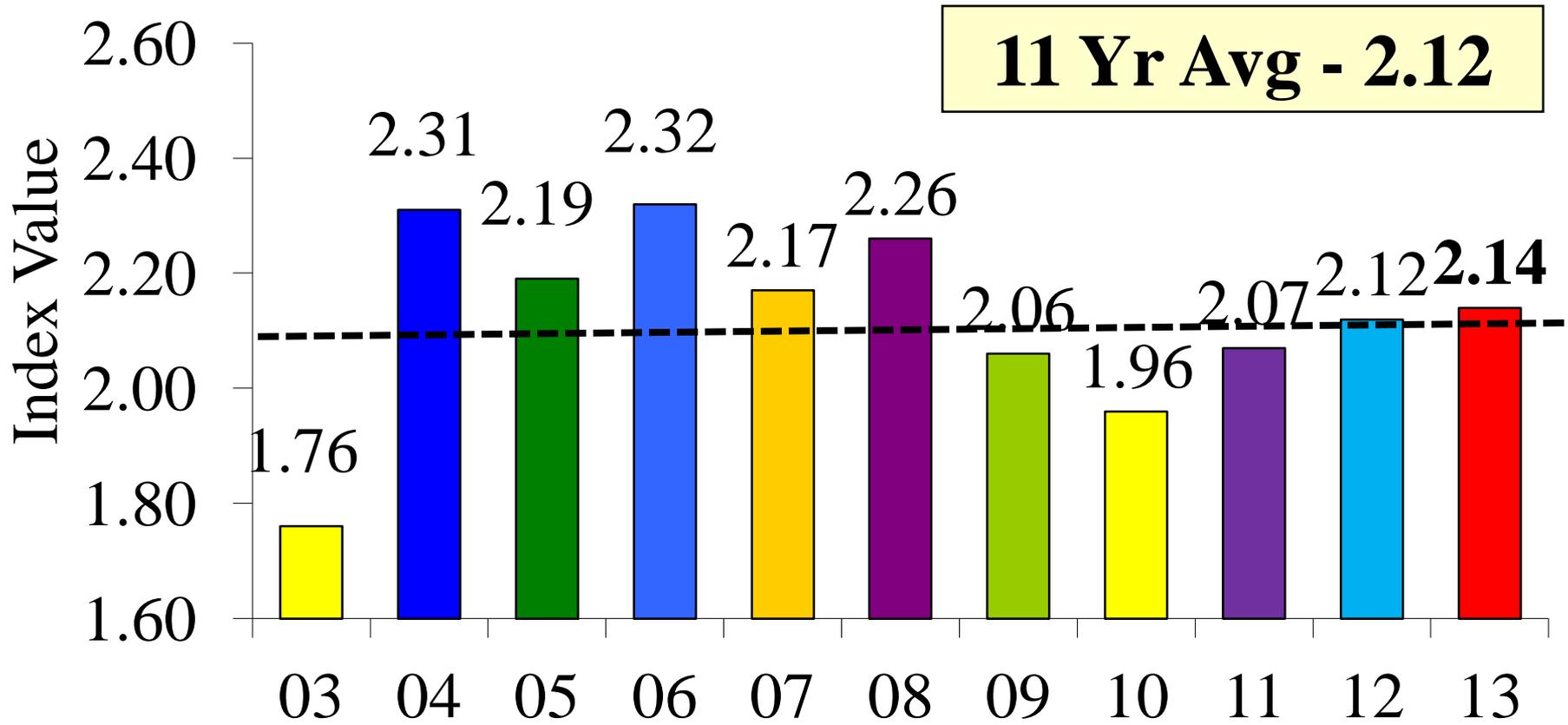


# Q#5: How Likely to Add New Products in Coming Year

## 2003-2013



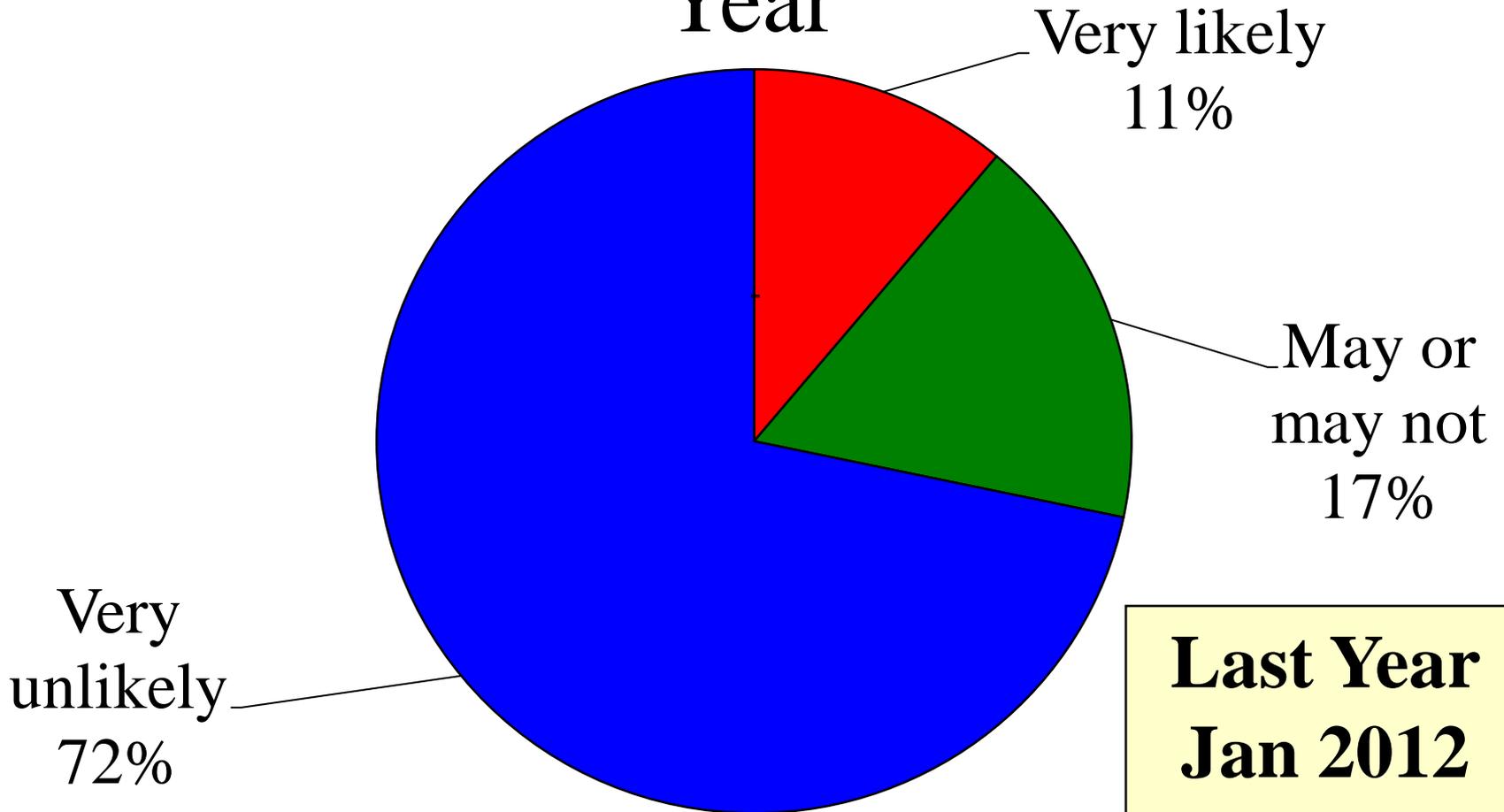
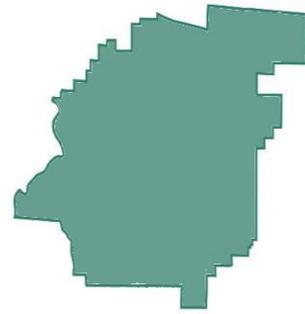
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CALHOUN COUNTY  
CHAMBER OF COMMERCE

# Q#6: How Likely to Expand Number of Outlets in Coming Year

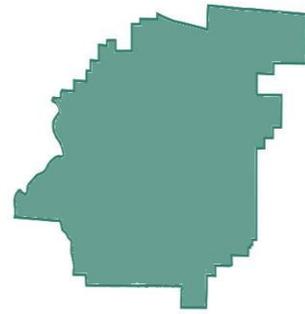


**Last Year**  
**Jan 2012**  
**Avg 1.40**

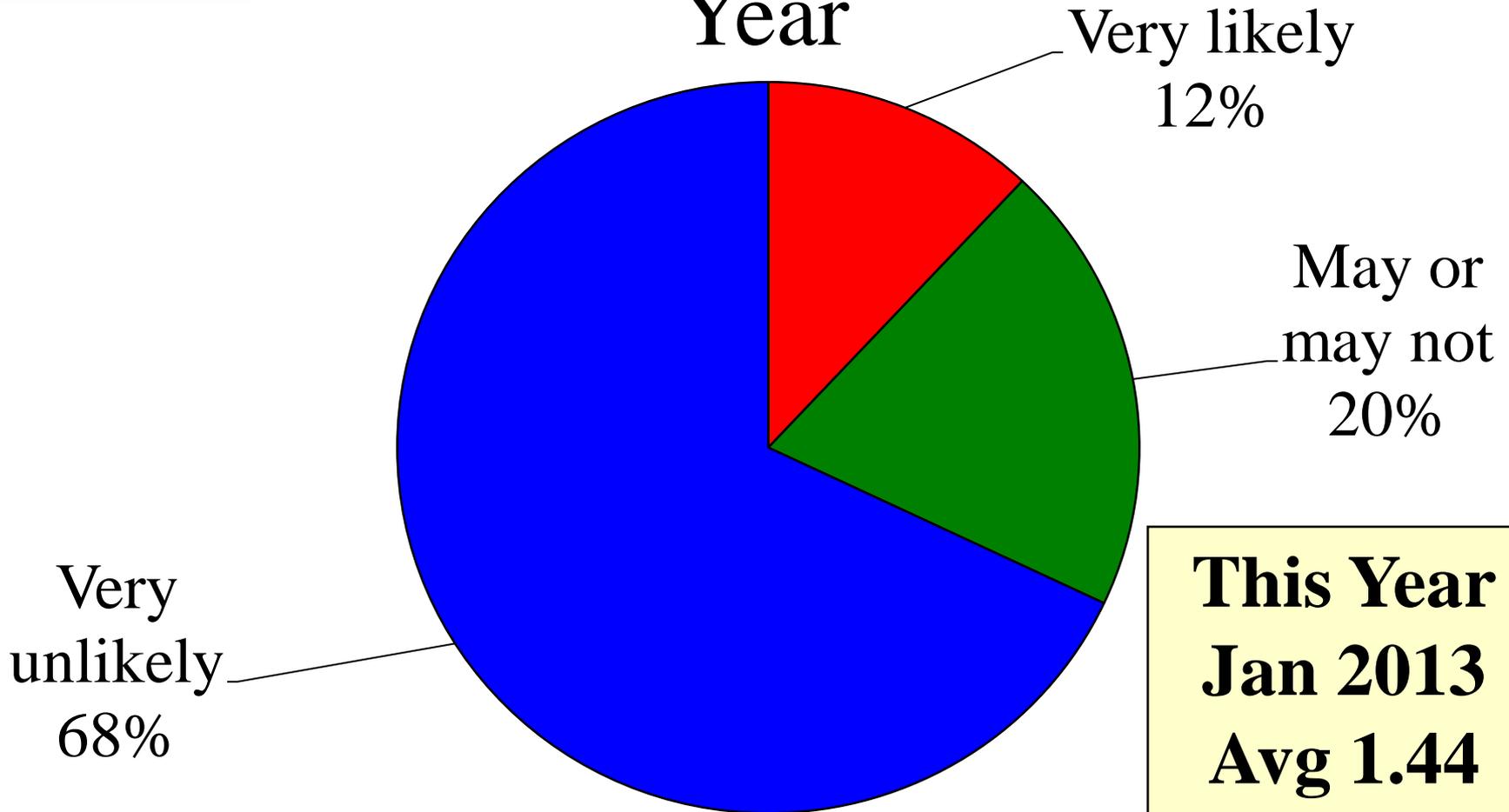


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# Q#6: How Likely to Expand Number of Outlets in Coming



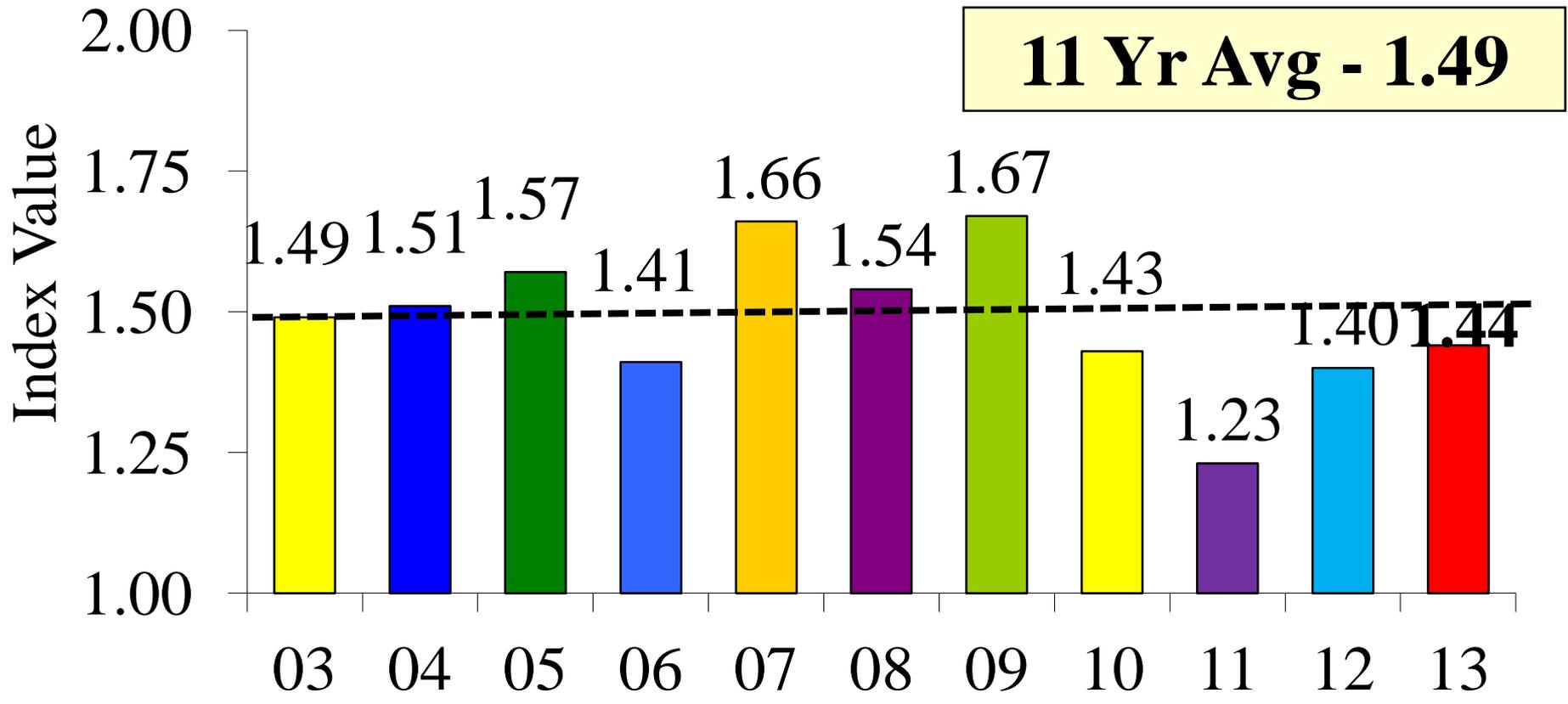
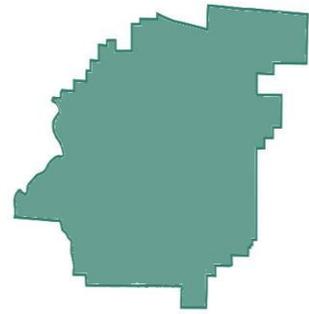
Year



**This Year**  
**Jan 2013**  
**Avg 1.44**  
**Up 2.9%**

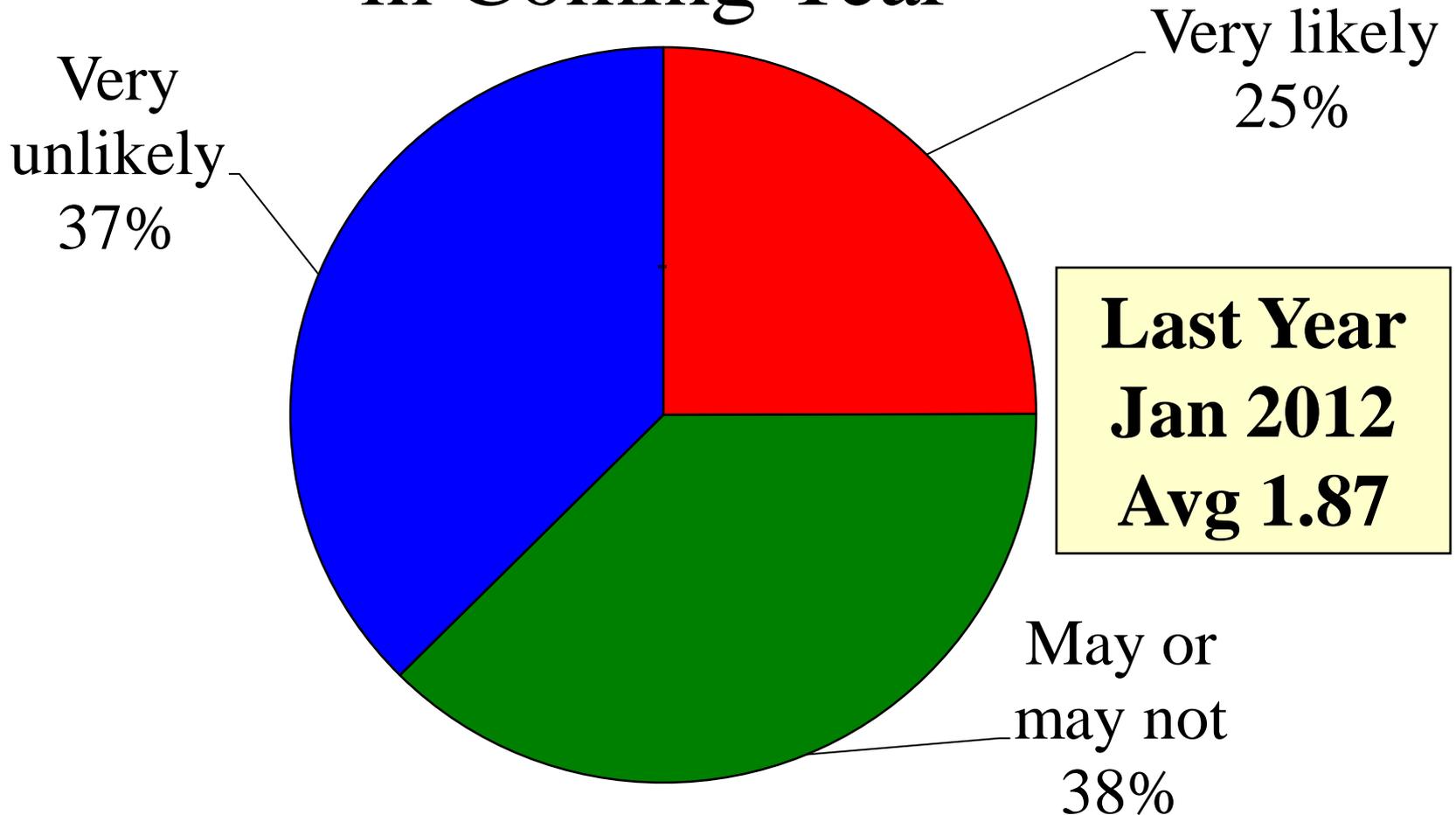
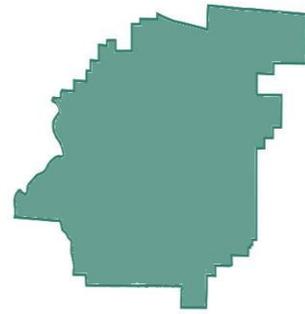


# Q#6: How Likely to Expand Number of Outlets in Coming Year 2003-2013



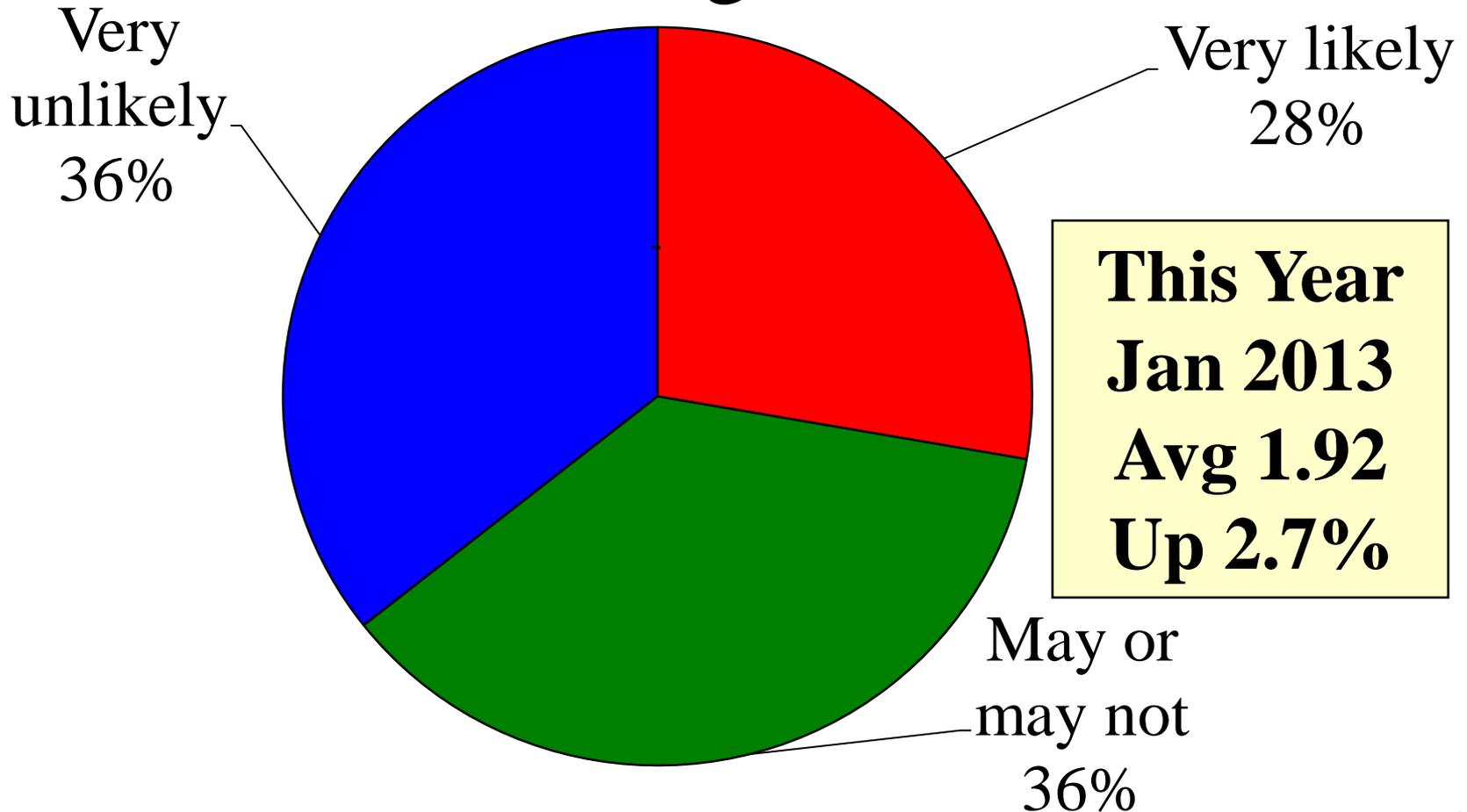
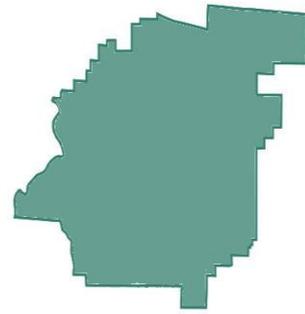


# Q#7: How Likely to Increase Expenditures on Advertising in Coming Year



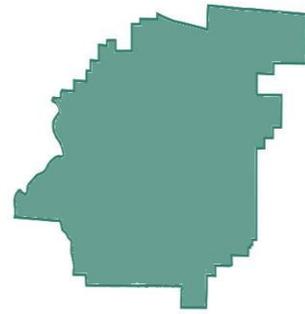


# Q#7: How Likely to Increase Expenditures on Advertising in Coming Year

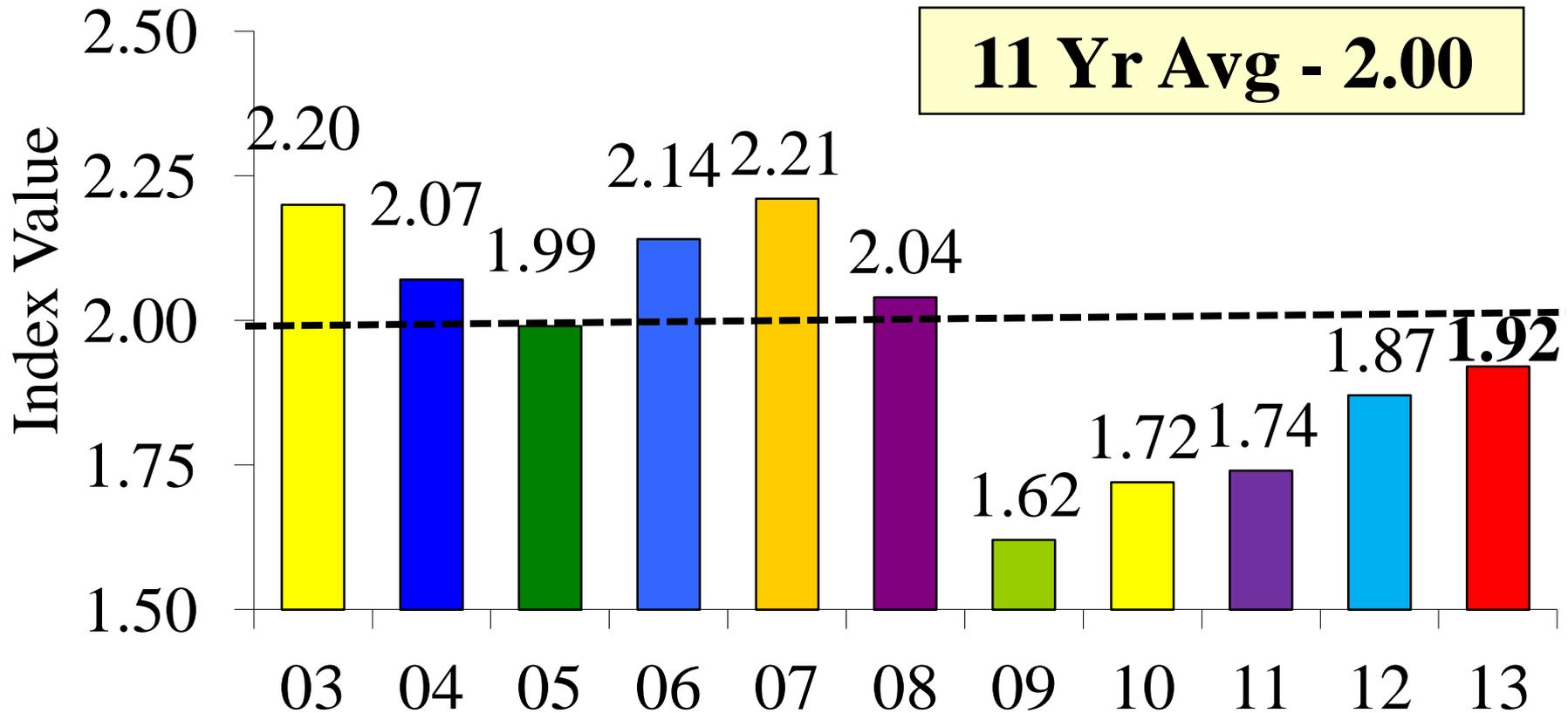




# Q#7: How Likely to Increase Expenditures on Advertising in Coming Year 2003-2013



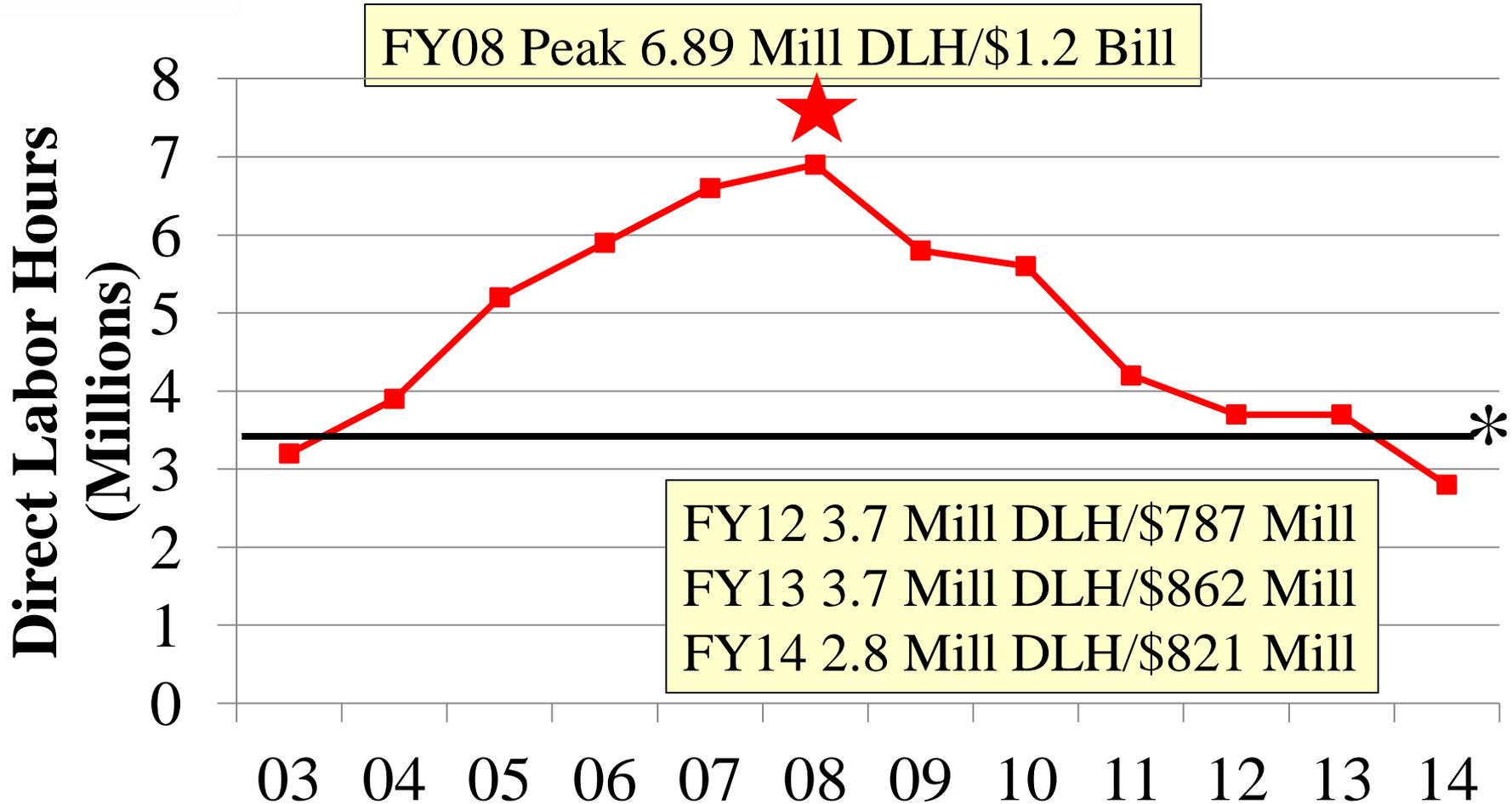
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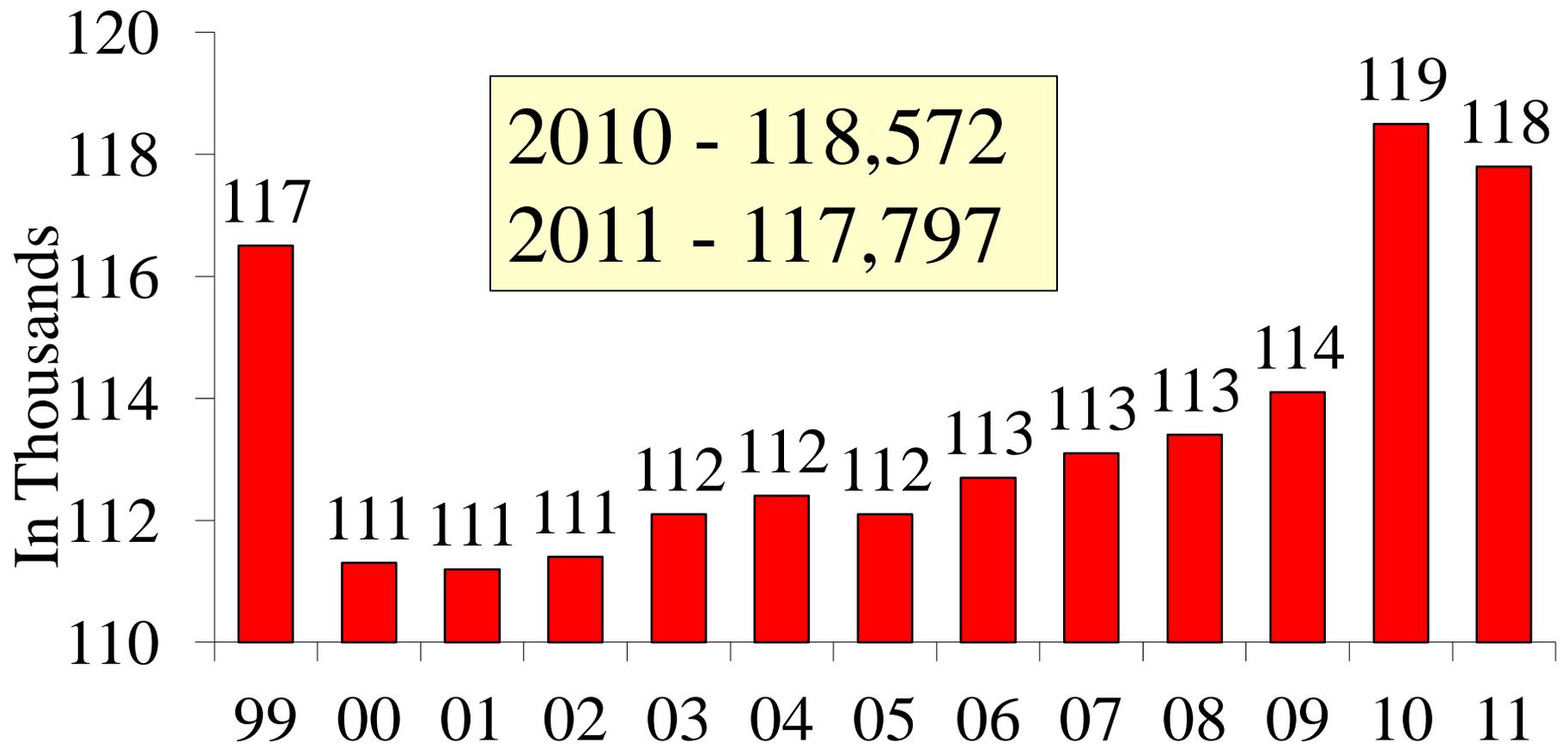
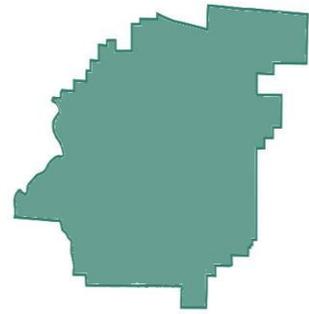
# Anniston Army Workload FY 03-FY14



\*Minimum Core Workload for Sustainment 3,395,572



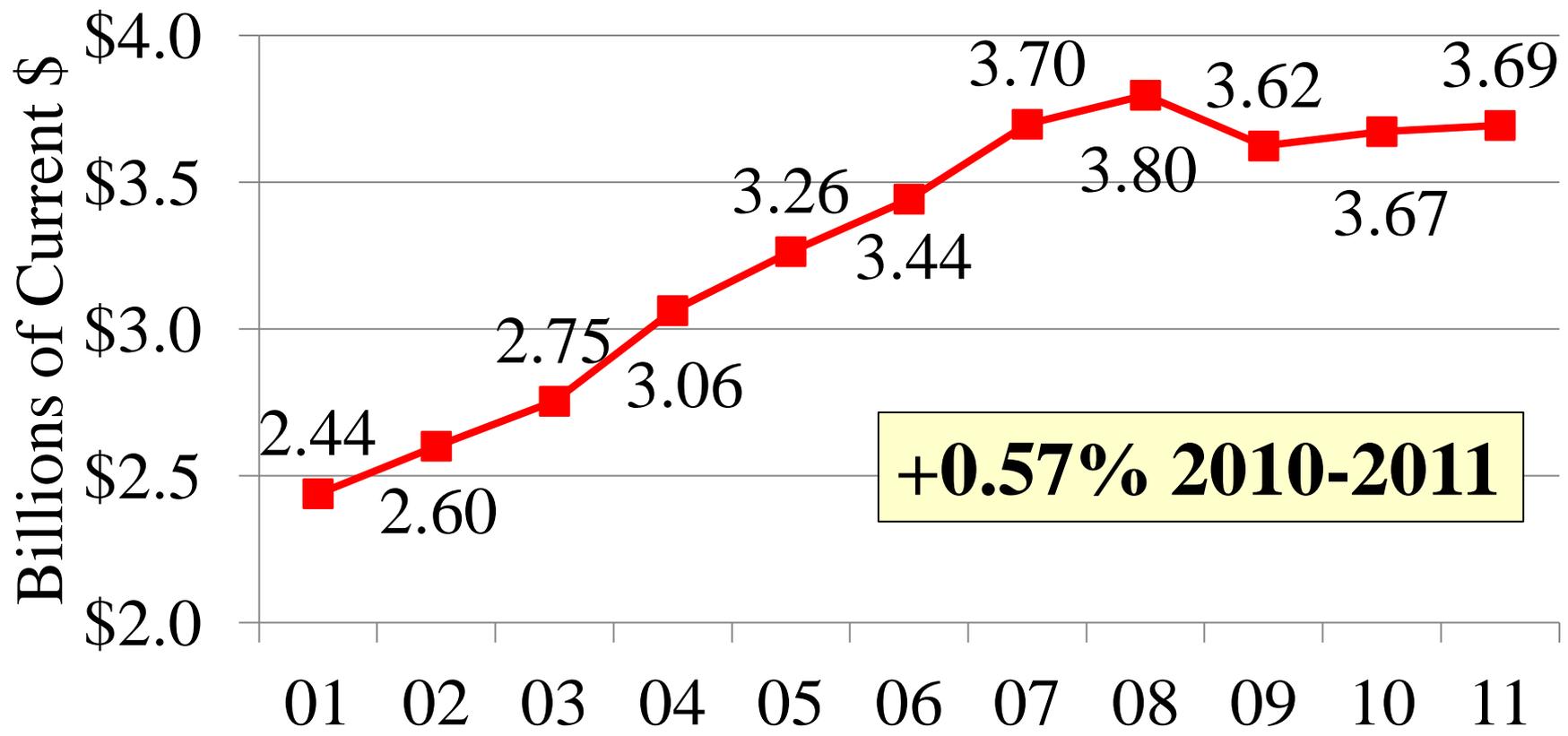
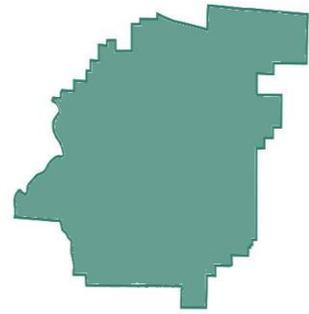
# Population Trends Calhoun County 1999-2011 in Thousands



Source: U.S. Census Bureau



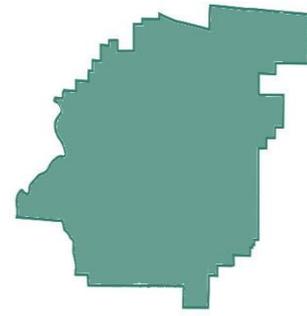
# GDP Calhoun County Billions of Current \$ 2001-2011



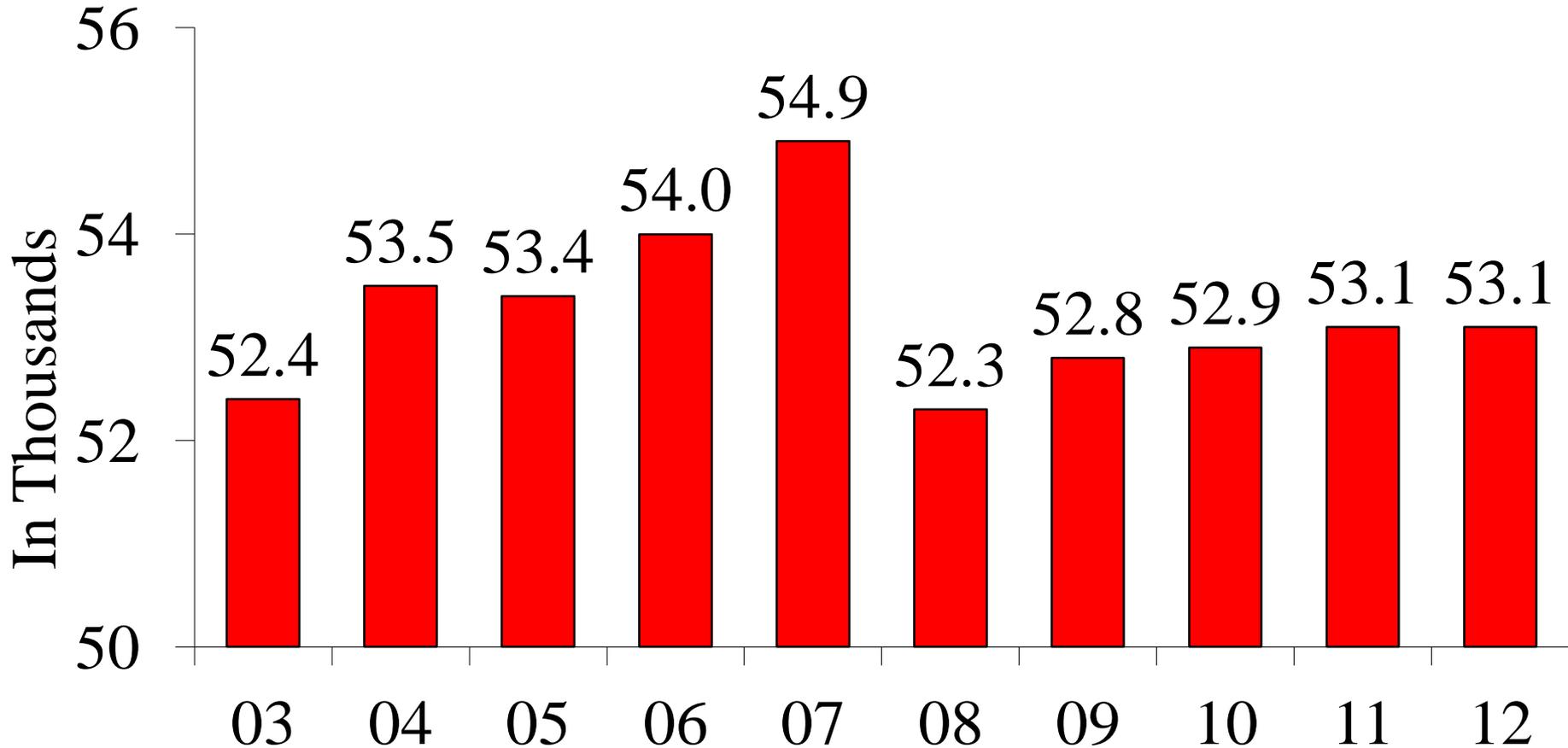
Source: U.S. Bureau of Economic Analysis



# Labor Force Calhoun County 2004-2012 in Thousands

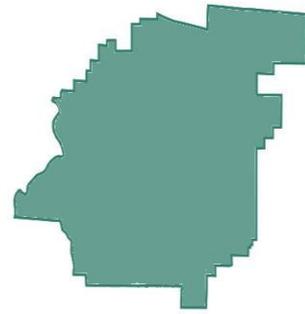


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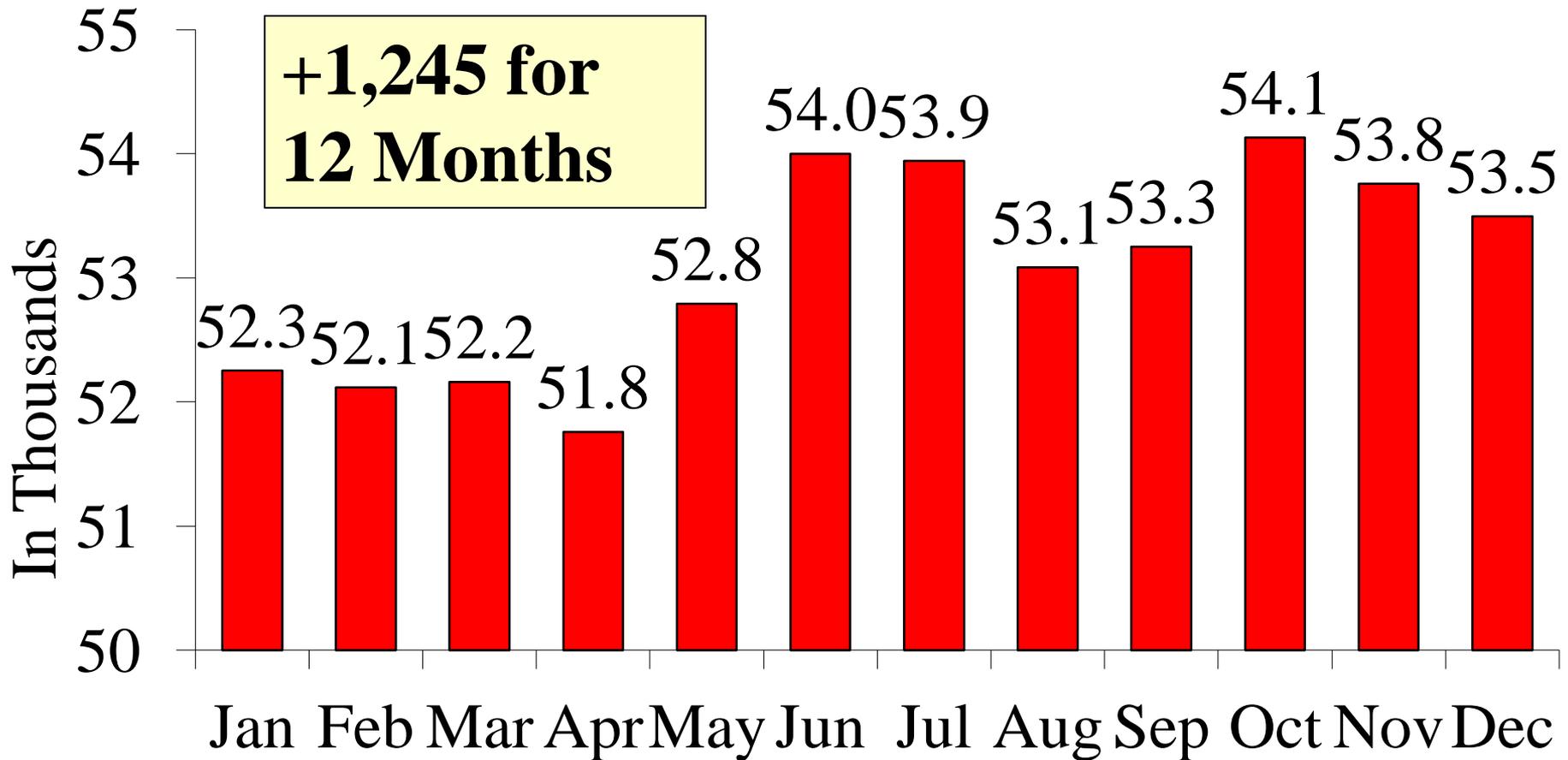




# Labor Force Calhoun County Jan – Dec 2012 in Thousands

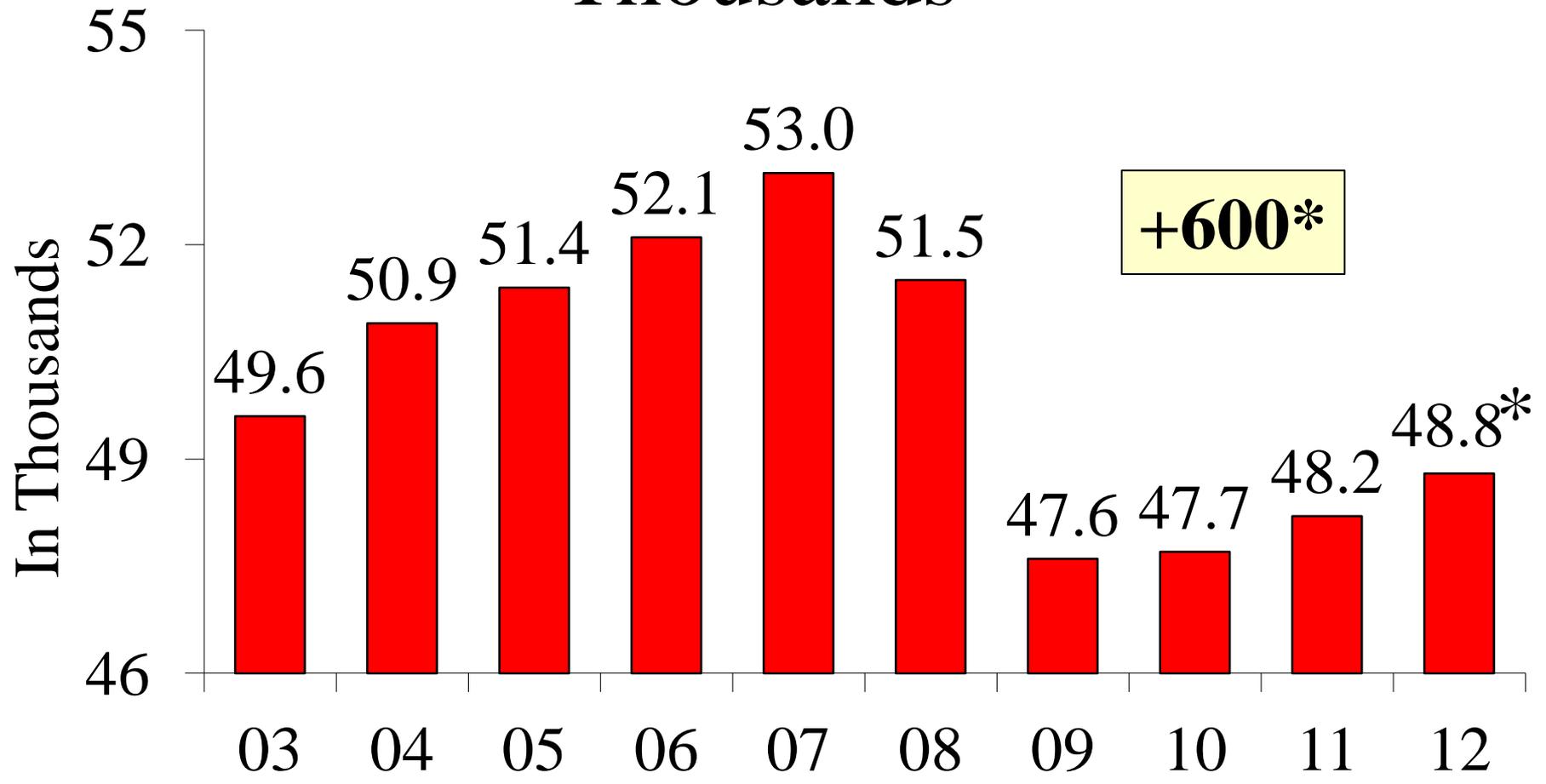
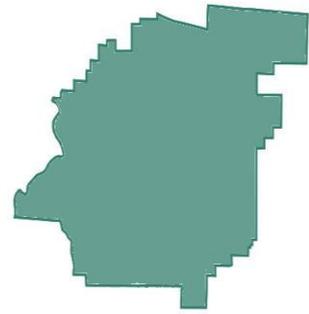


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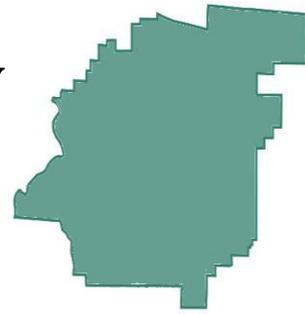
# Employment for Calhoun County 2003-2012 in Thousands



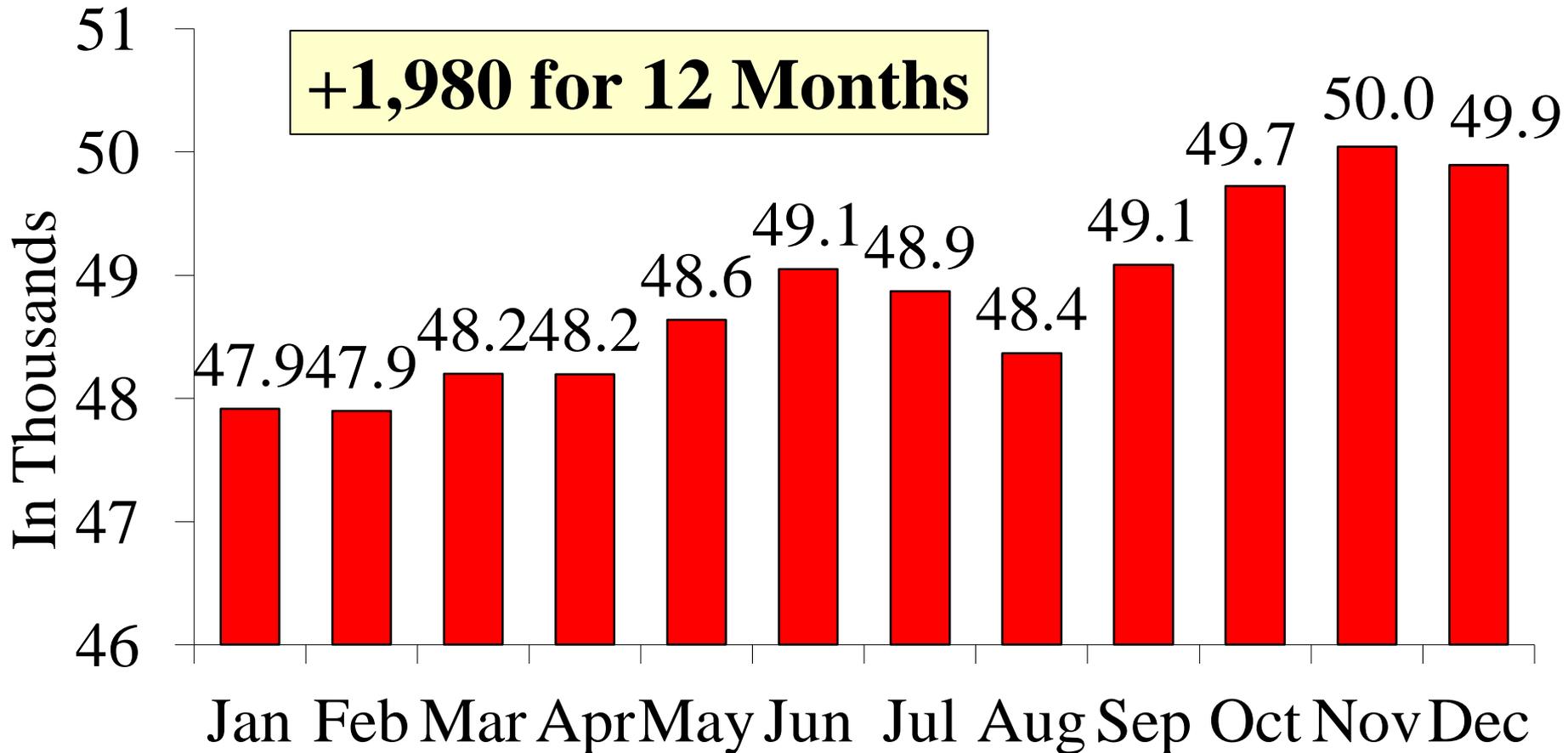
Source: U.S. Bureau of Labor Statistics



# Employment Calhoun County Jan – Dec 2012 in Thousands



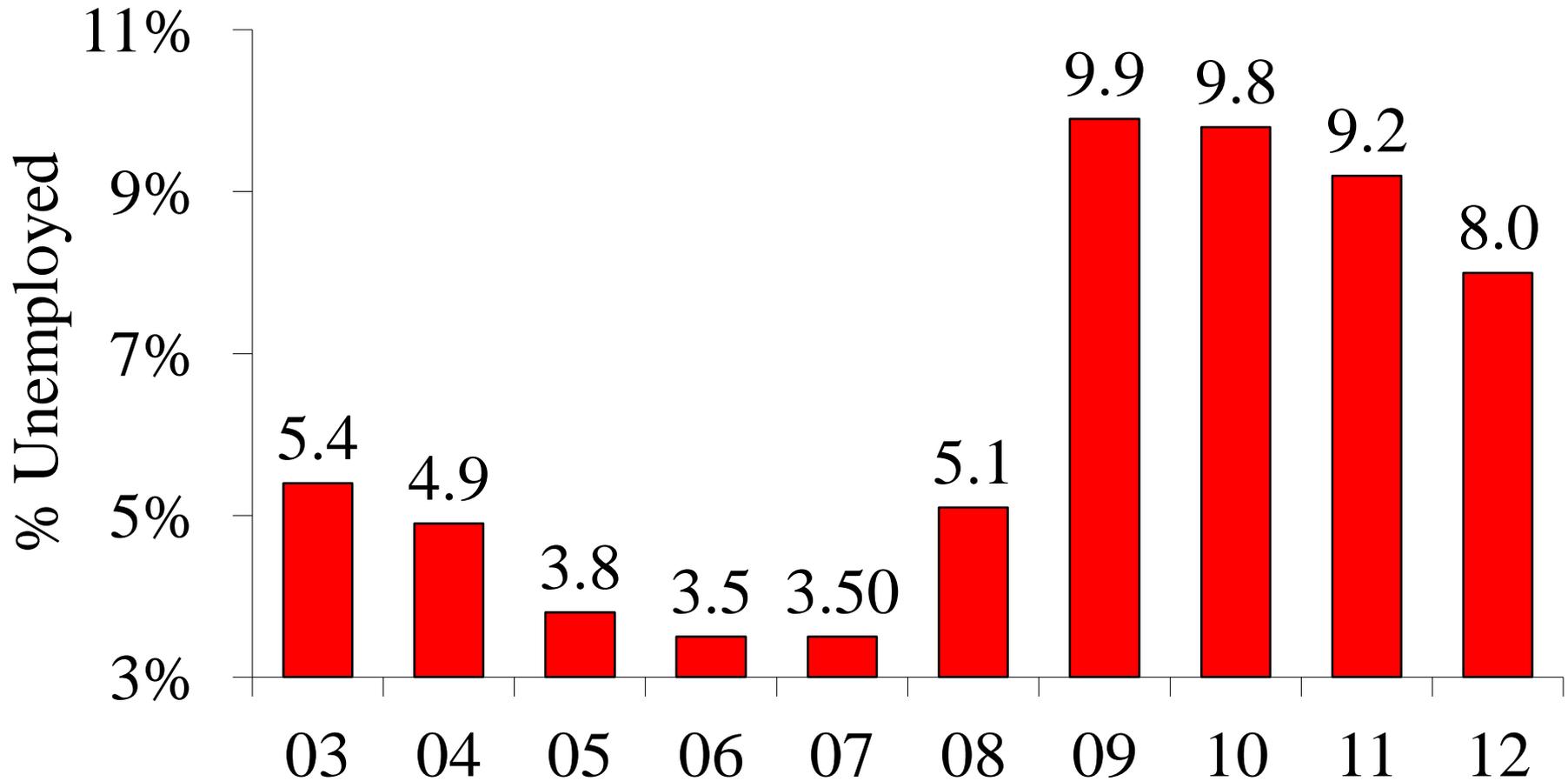
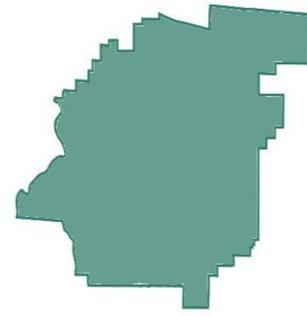
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# Unemployment Rate for Calhoun County 2003-2012

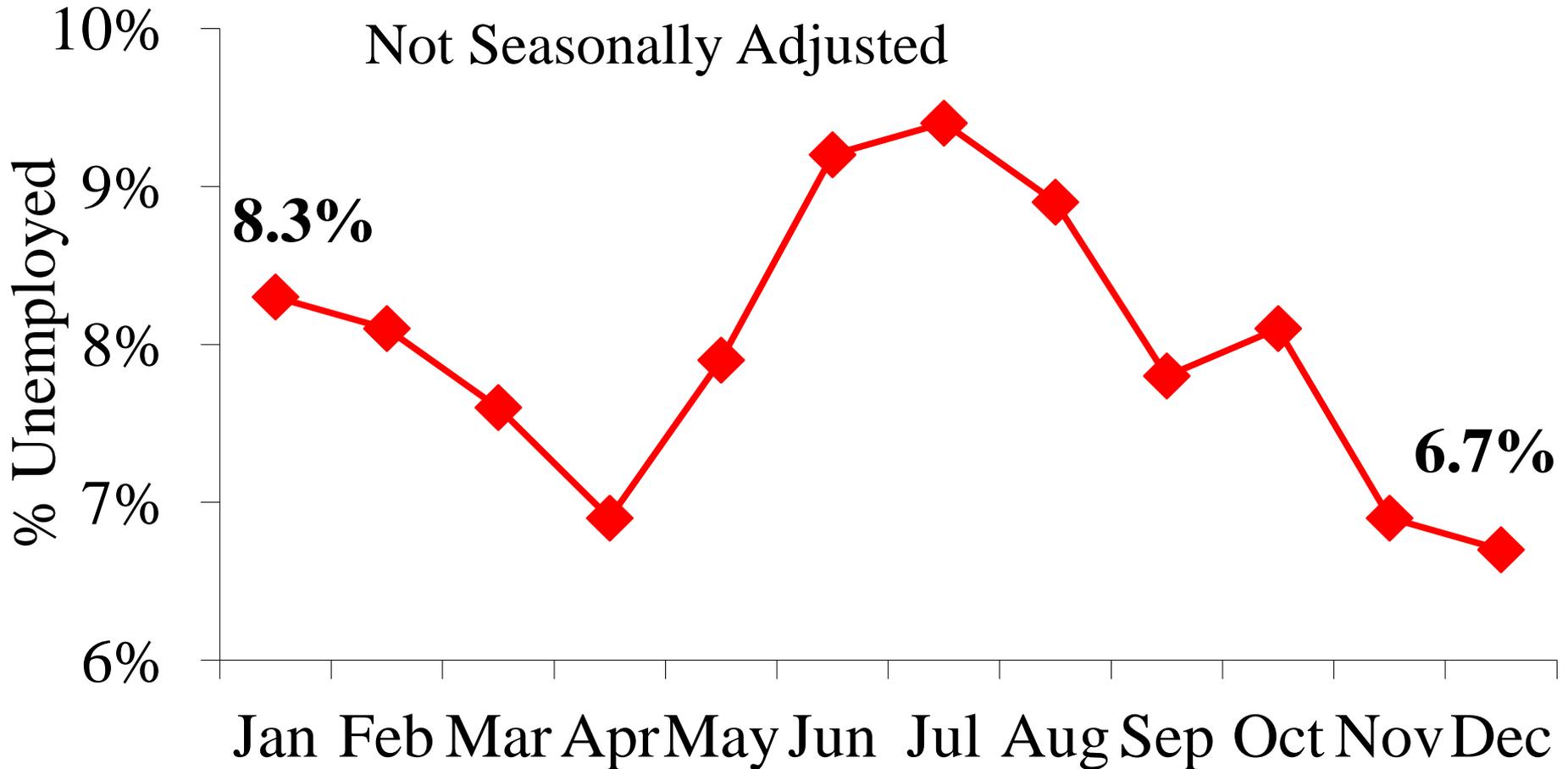
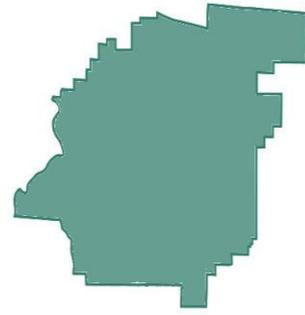


Source: U.S. Bureau of Labor Statistics



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# Unemployment Rate for Calhoun County 2012



Source: U.S. Bureau of Labor Statistics





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# Alabama

## Unemployment Rates

December 2012

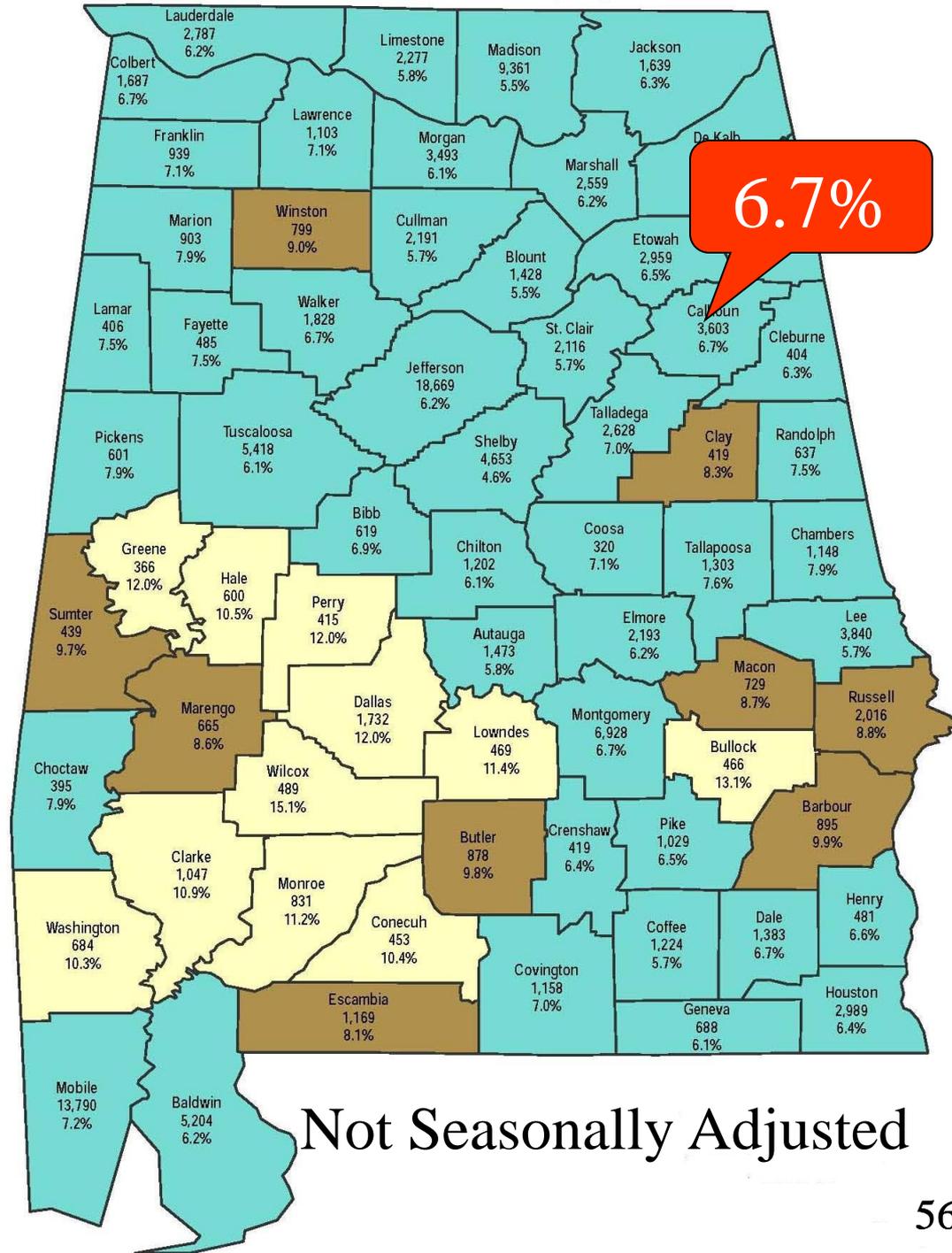
State Ave – 6.5%

Unemployment Rate

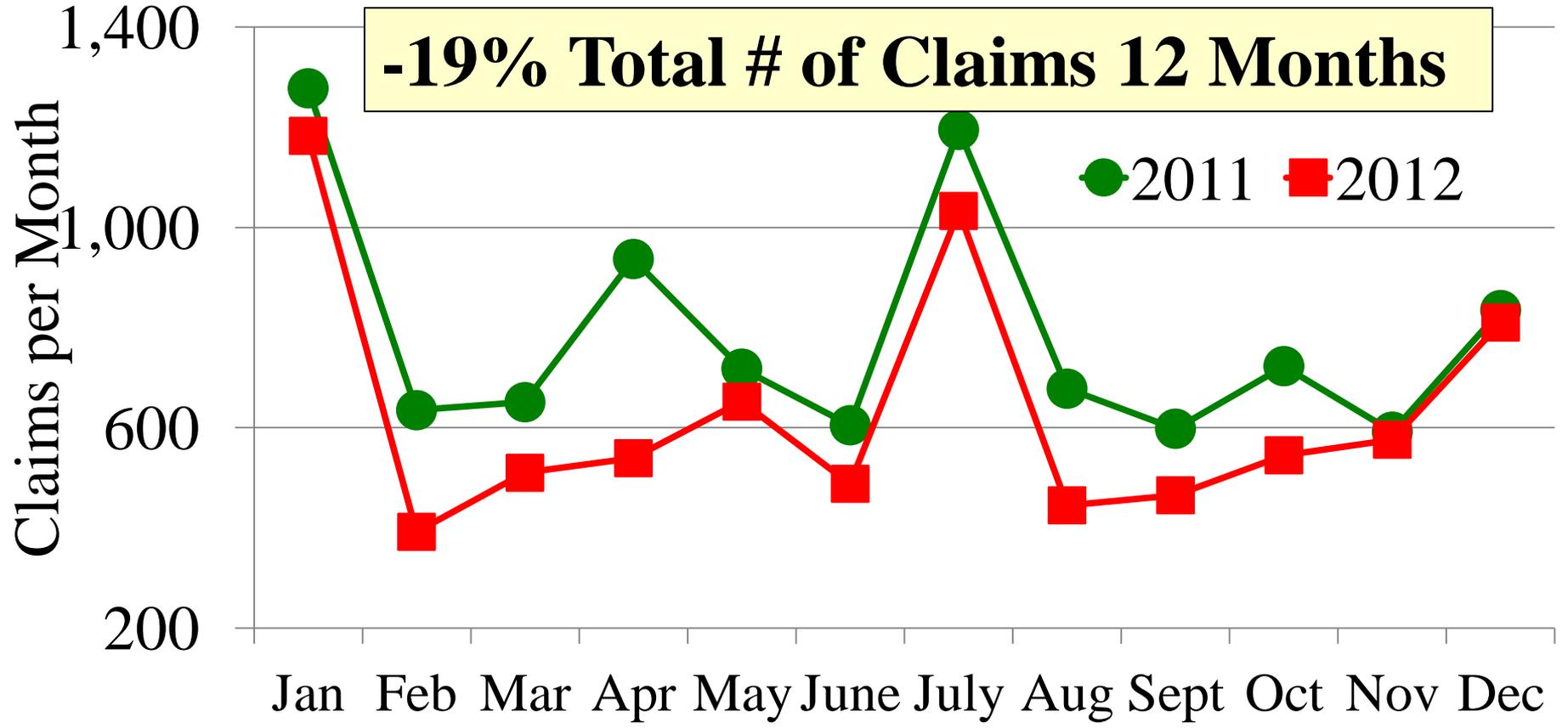
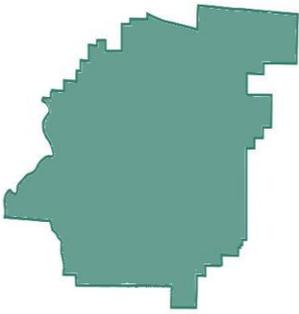
● 7.9% and Below

● 8.0% - 10.2%

● 10.3% and Above

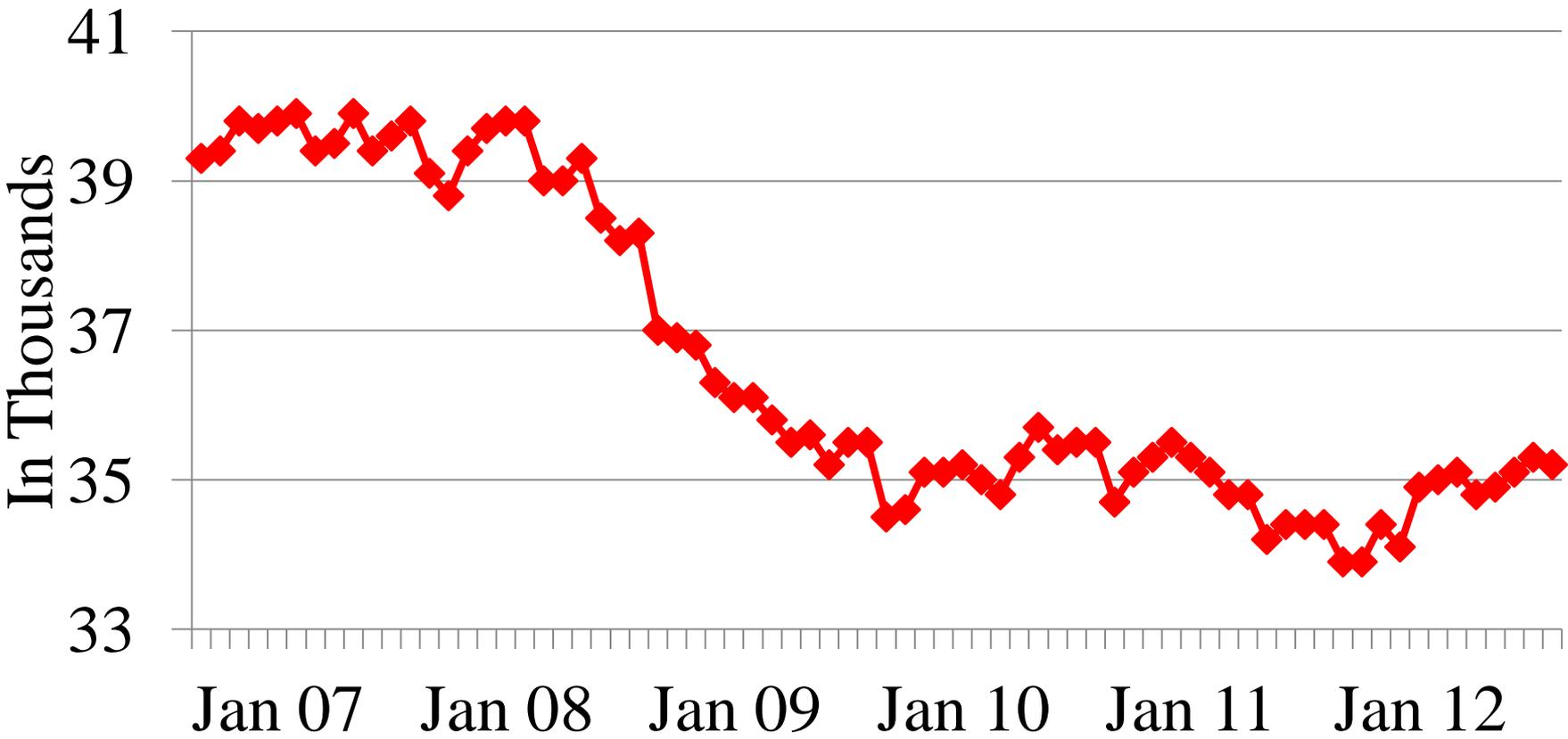


# Initial Unemployment Claims per Month Calhoun County 2011 vs 2012





# Total Private Industry Employees for Calhoun County in Thousands 2007-2012

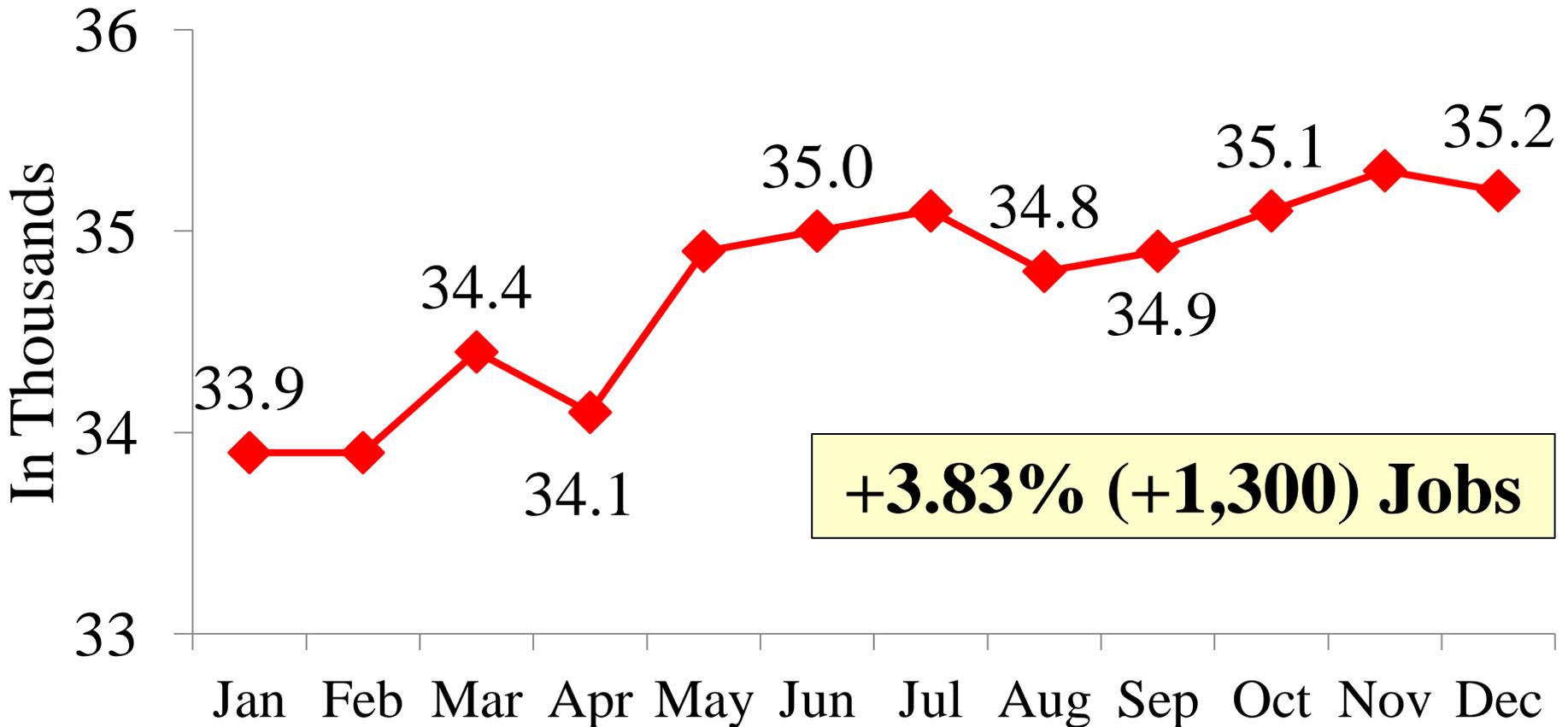
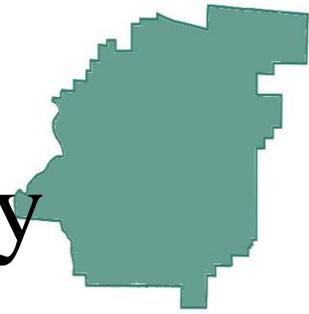


Source: U.S. Bureau of Labor Statistics



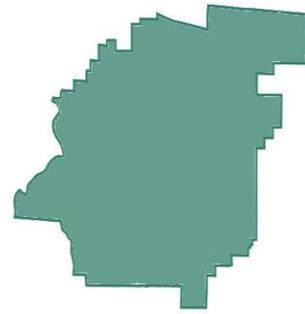
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# Total Private Industry Employees for Calhoun County in Thousands Jan - Dec 2012

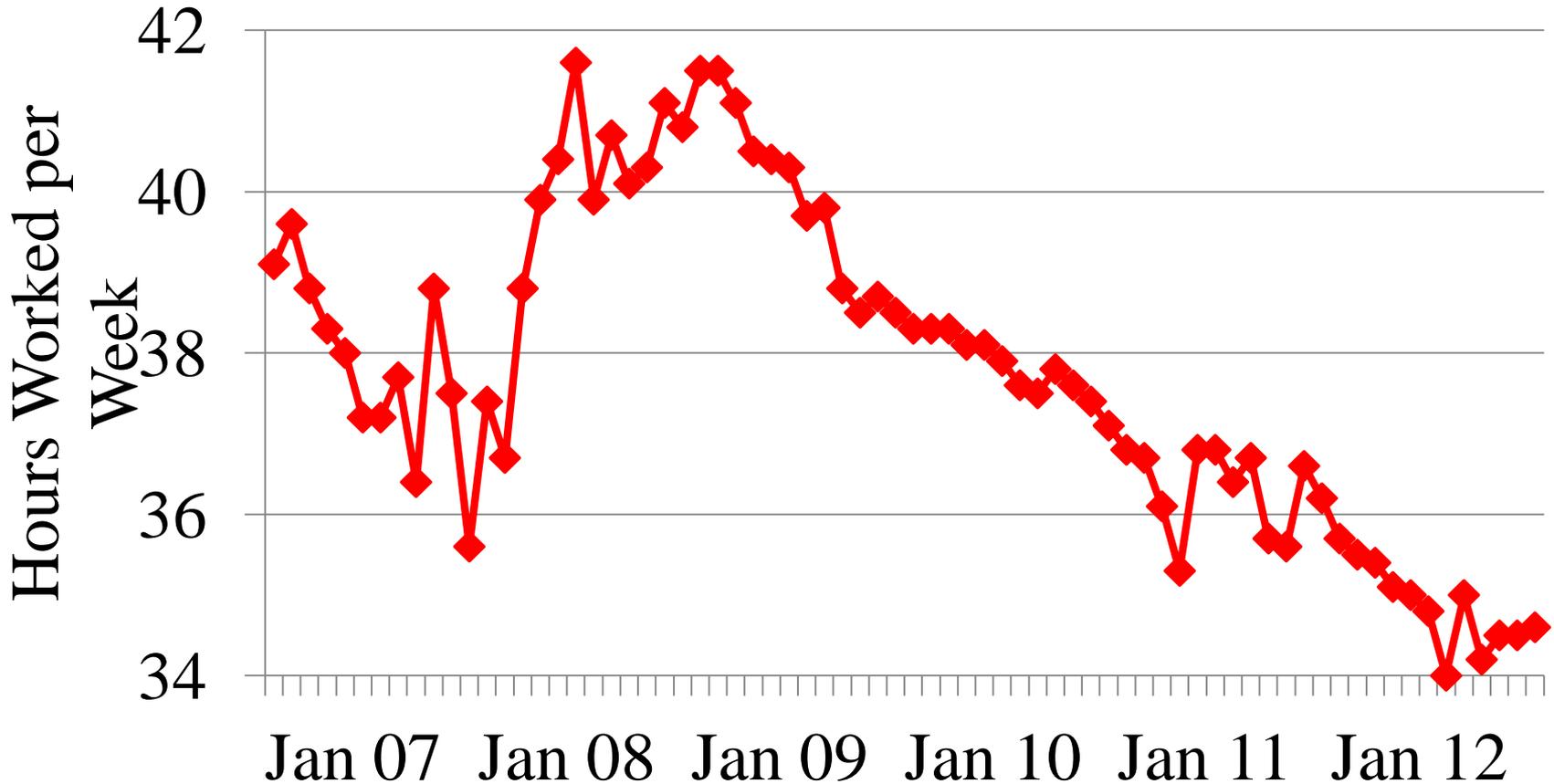




# Ave # Hrs Worked per Week Calhoun County 2007-2012



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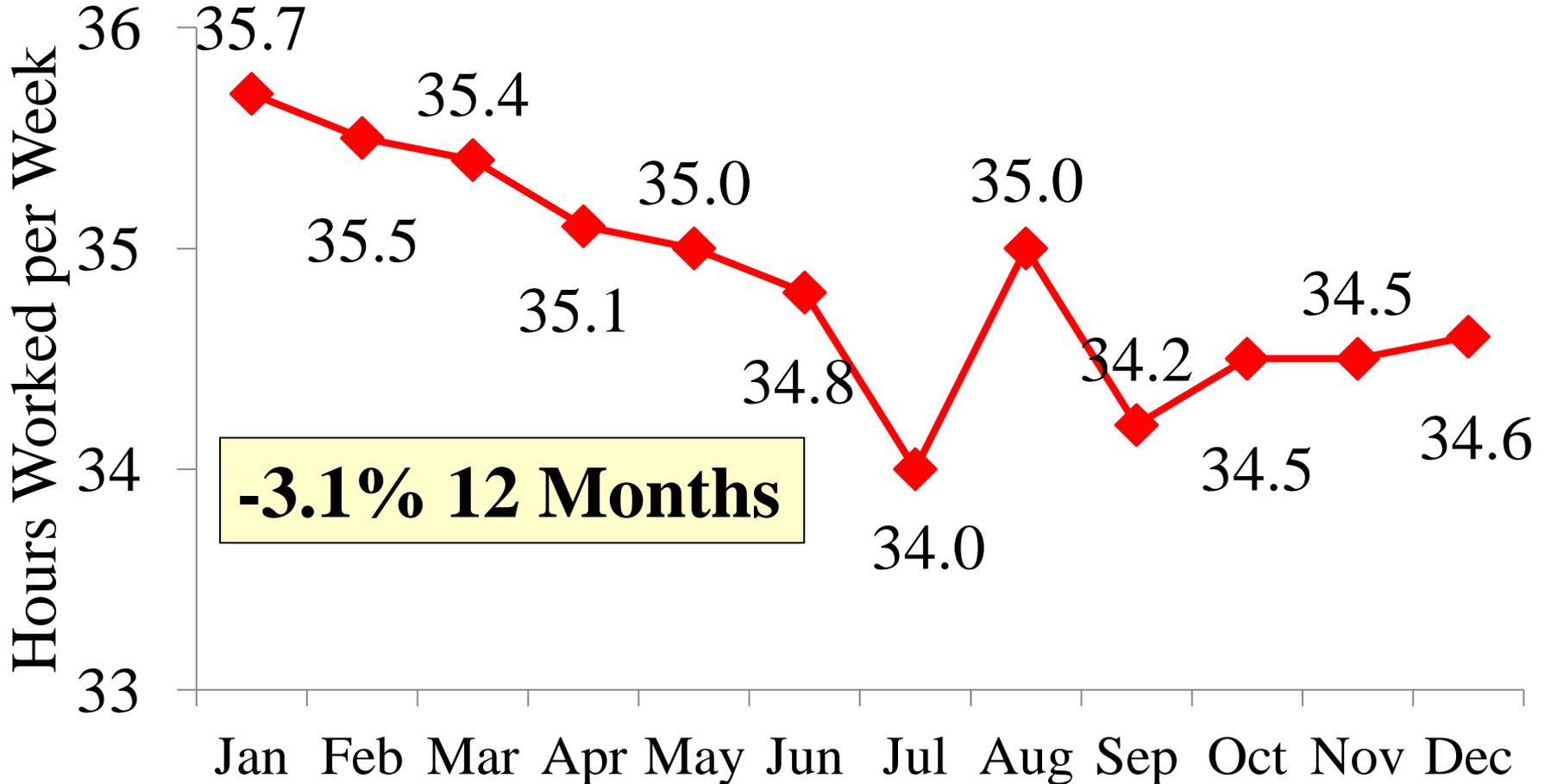
Source: U.S. Bureau of Labor Statistics



# Ave # Hrs Worked per Week Calhoun County Jan - Dec 2012

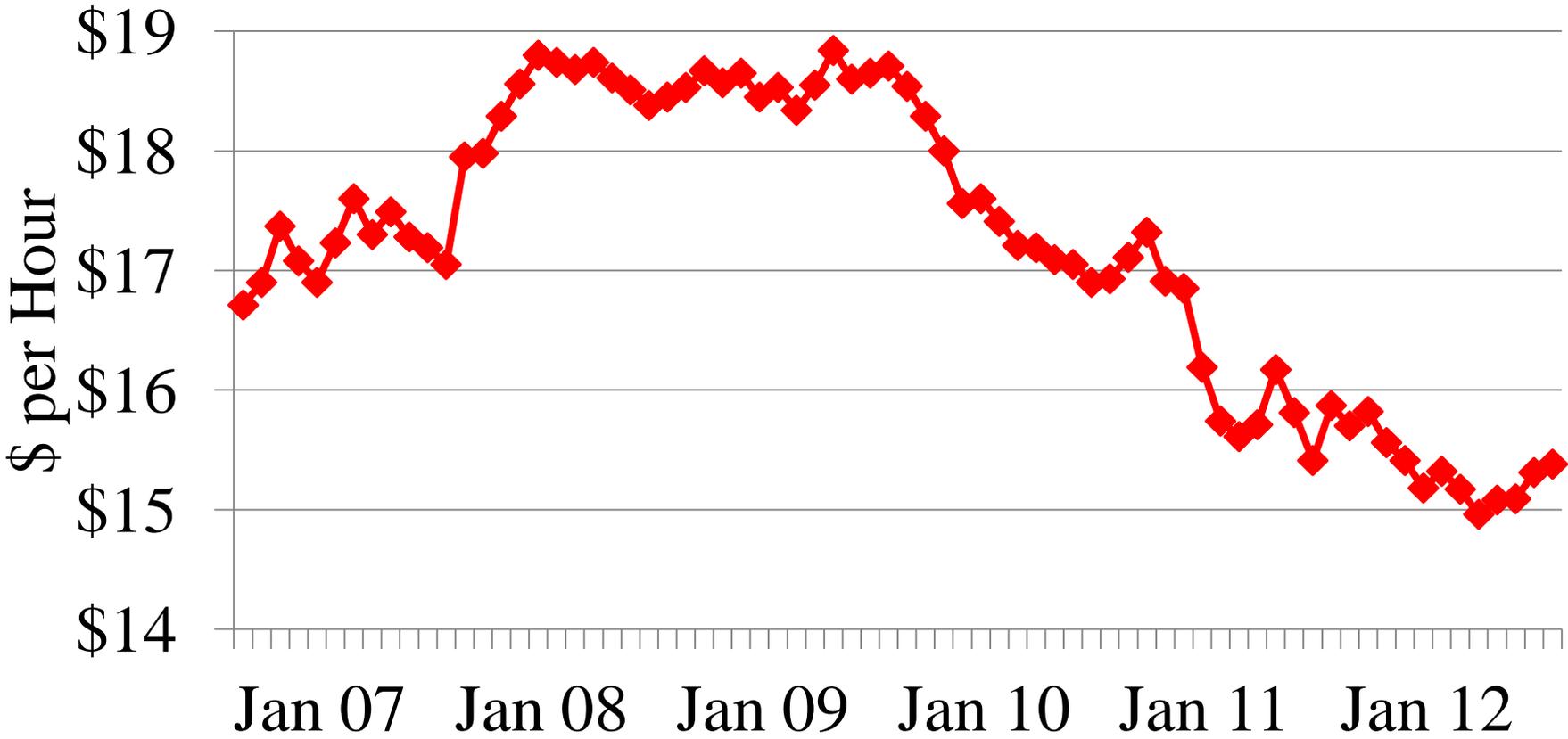
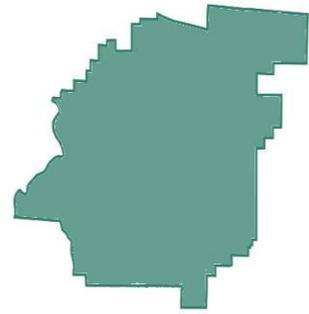


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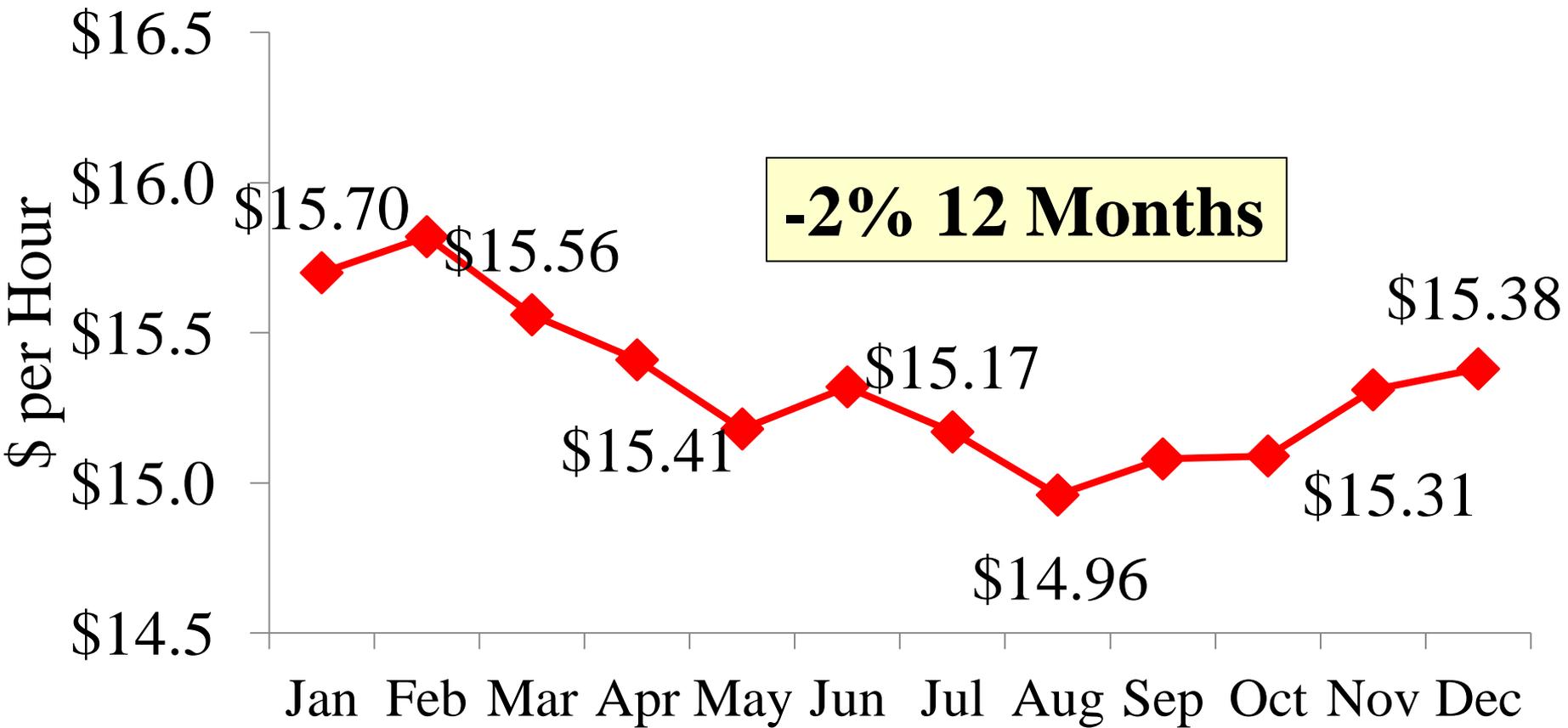
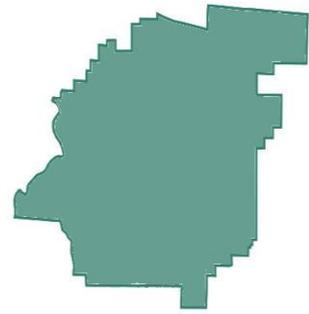
# Ave Hourly Earnings for Calhoun County 2007 - 2011



Source: U.S. Bureau of Labor Statistics



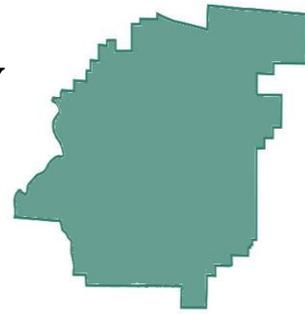
# Ave Hourly Earnings for Calhoun County Jan – Dec 2012



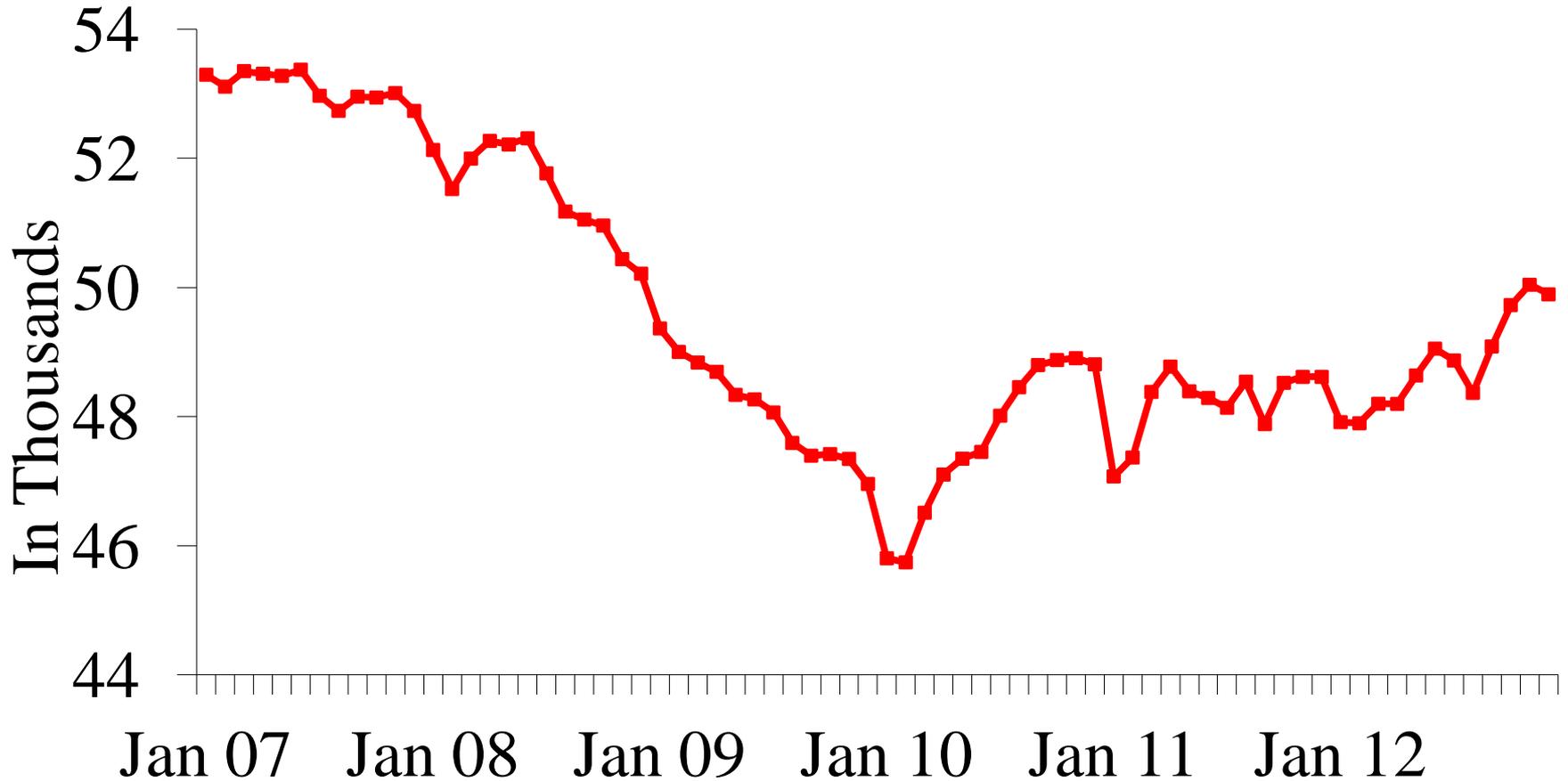
Source: U.S. Bureau of Labor Statistics



# Employment Calhoun County Jan 07 - Dec 2012 in Thousands



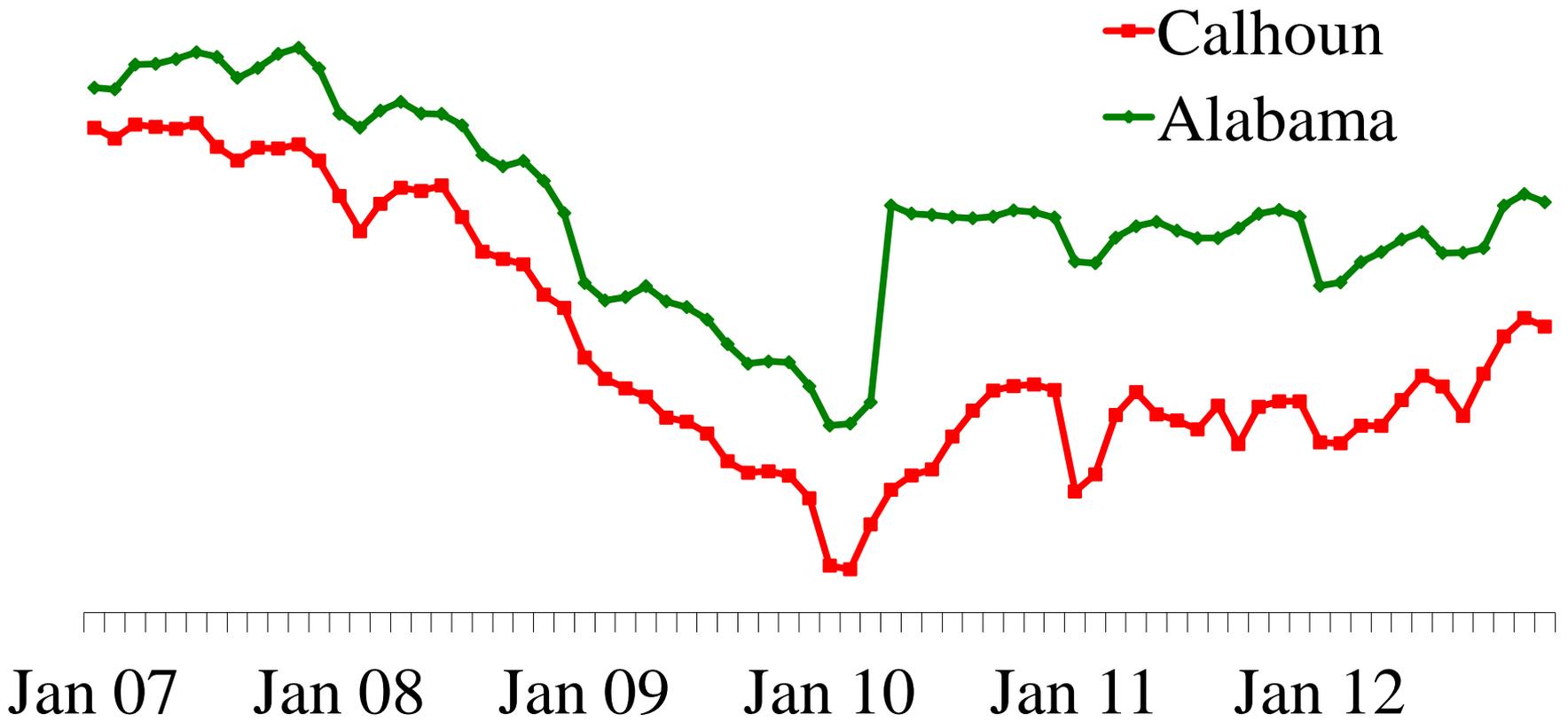
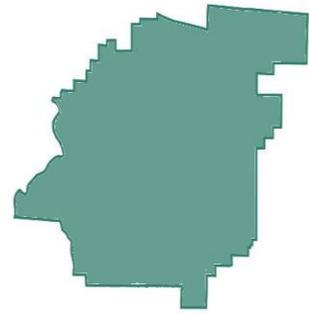
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# Employment Trend\* for Calhoun County vs Alabama

## Jan 07 - Dec 2012



Source: U.S. Bureau of Labor Statistics

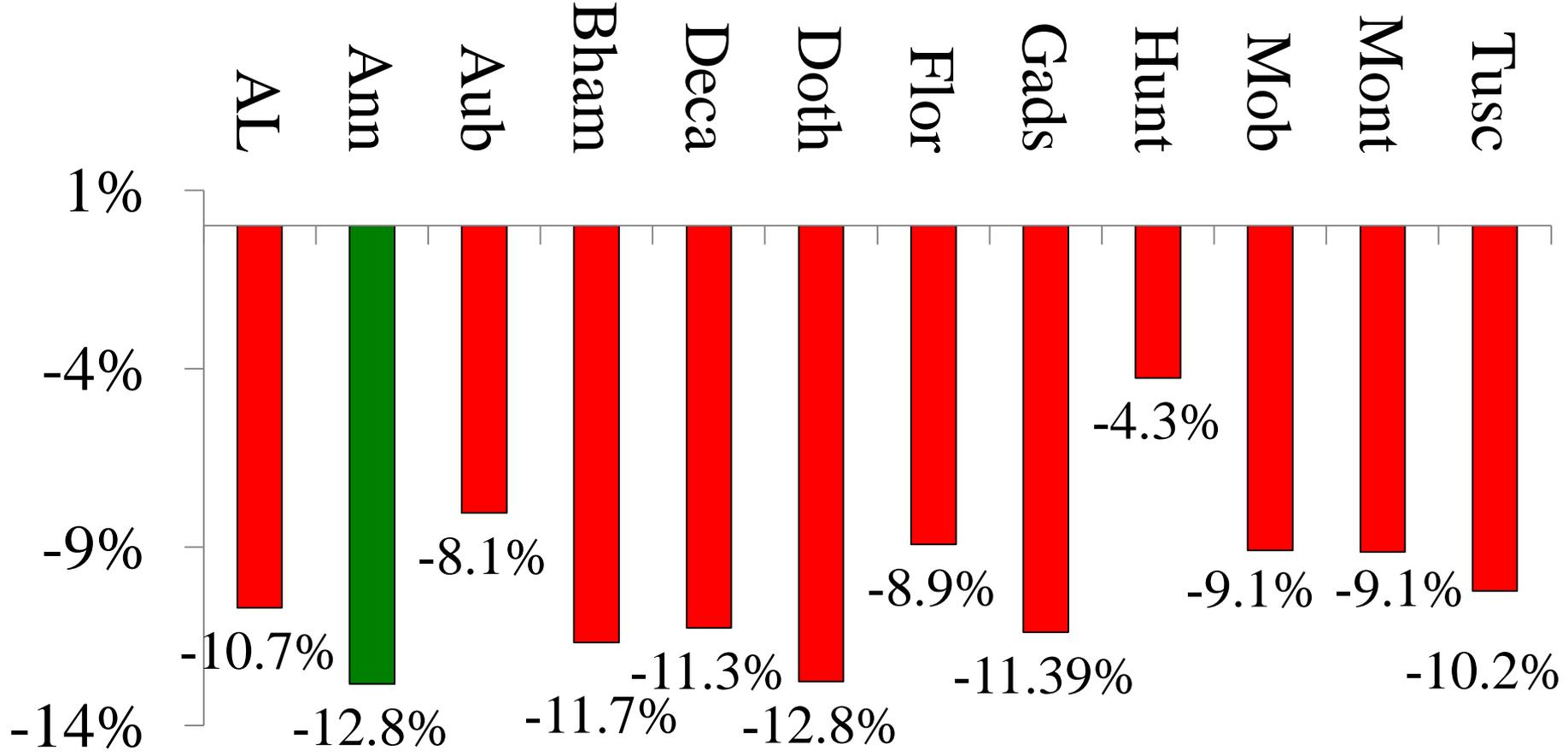
\*Not to scale. Only for trend comparison



# Employment Peak to Trough

## % Change AL MSAs

### Jan 07- Jan 10

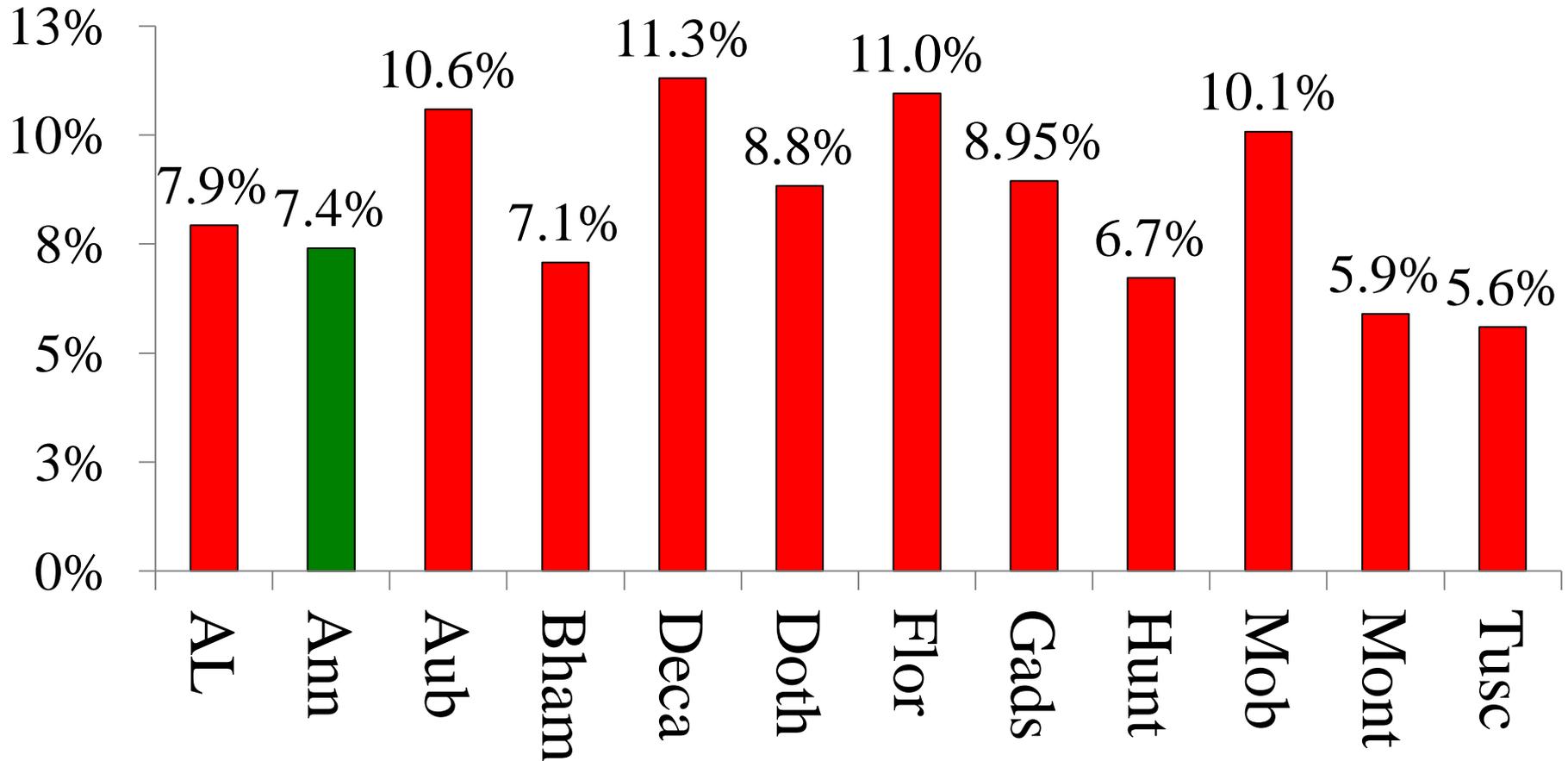


Source: U.S. Bureau of Labor Statistics



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# Employment Trough to Now % Change AL MSAs Dec 10- Dec 12

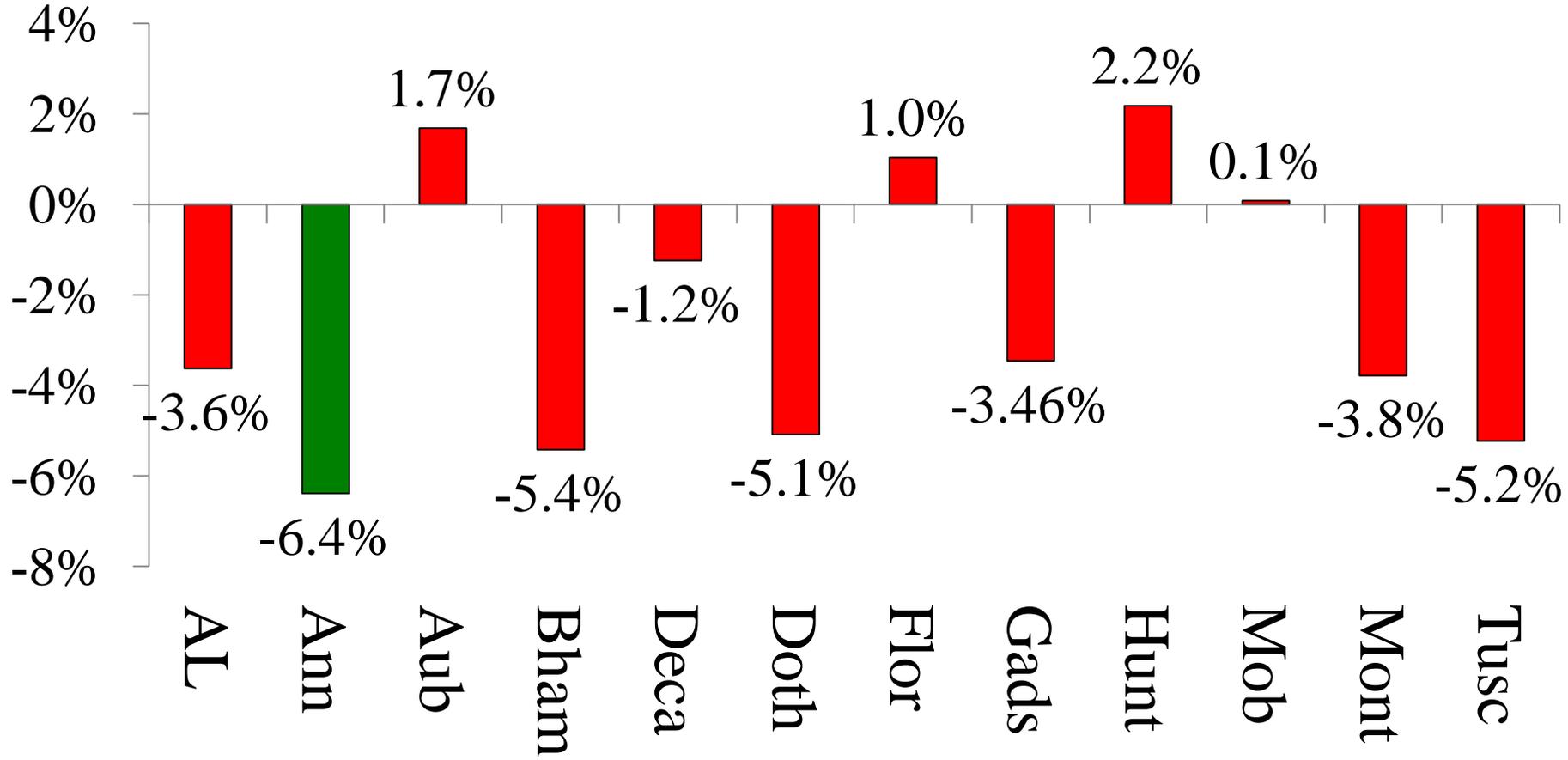


Source: U.S. Bureau of Labor Statistics

# Employment Peak to Now

## % Change AL MSAs

### Dec 07- Dec 12

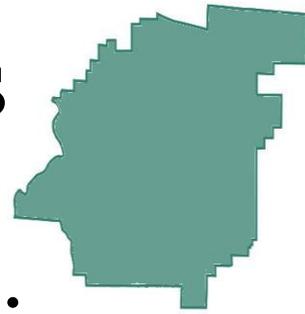


Source: U.S. Bureau of Labor Statistics

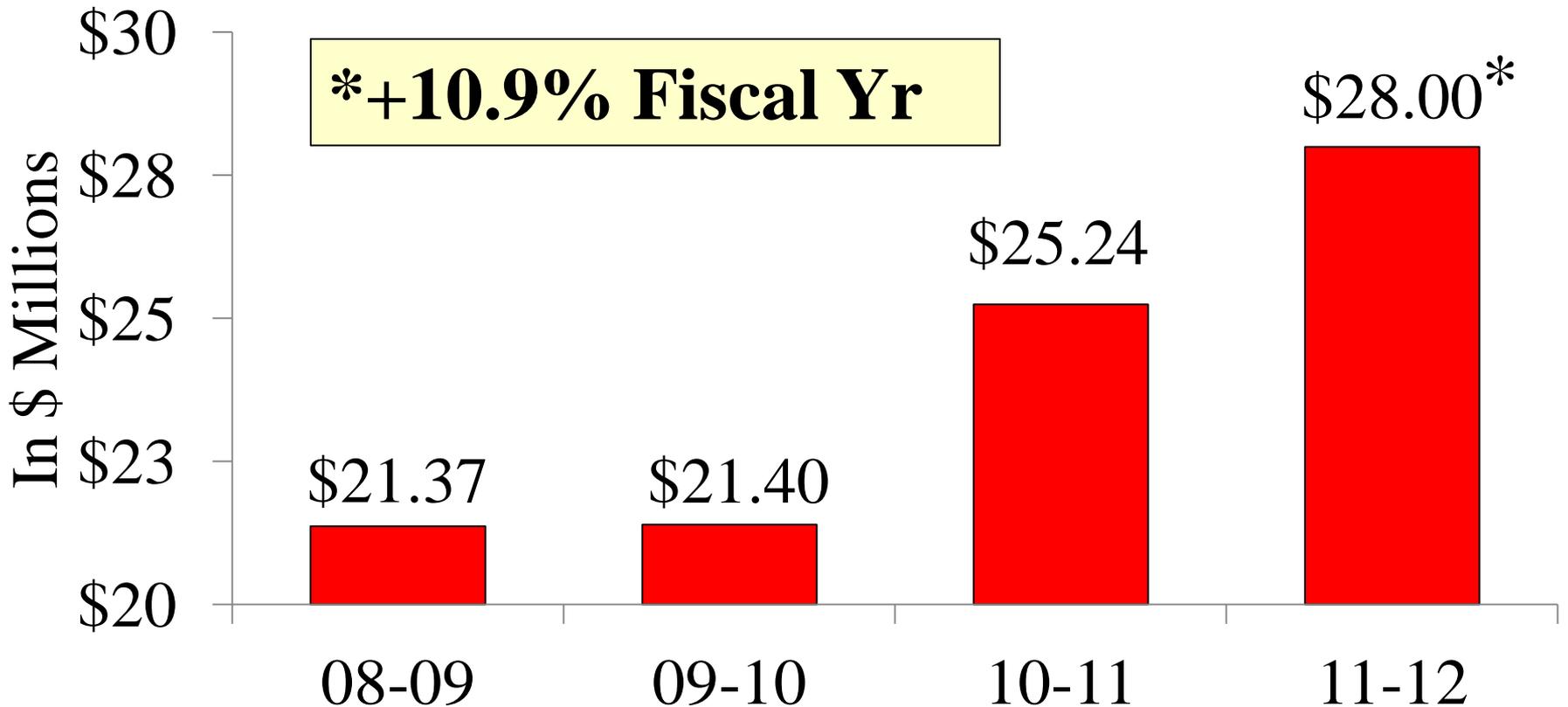


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# State Sales Tax Collections from Calhoun County



## FY 08-09 – FY 11-12 in \$ Millions

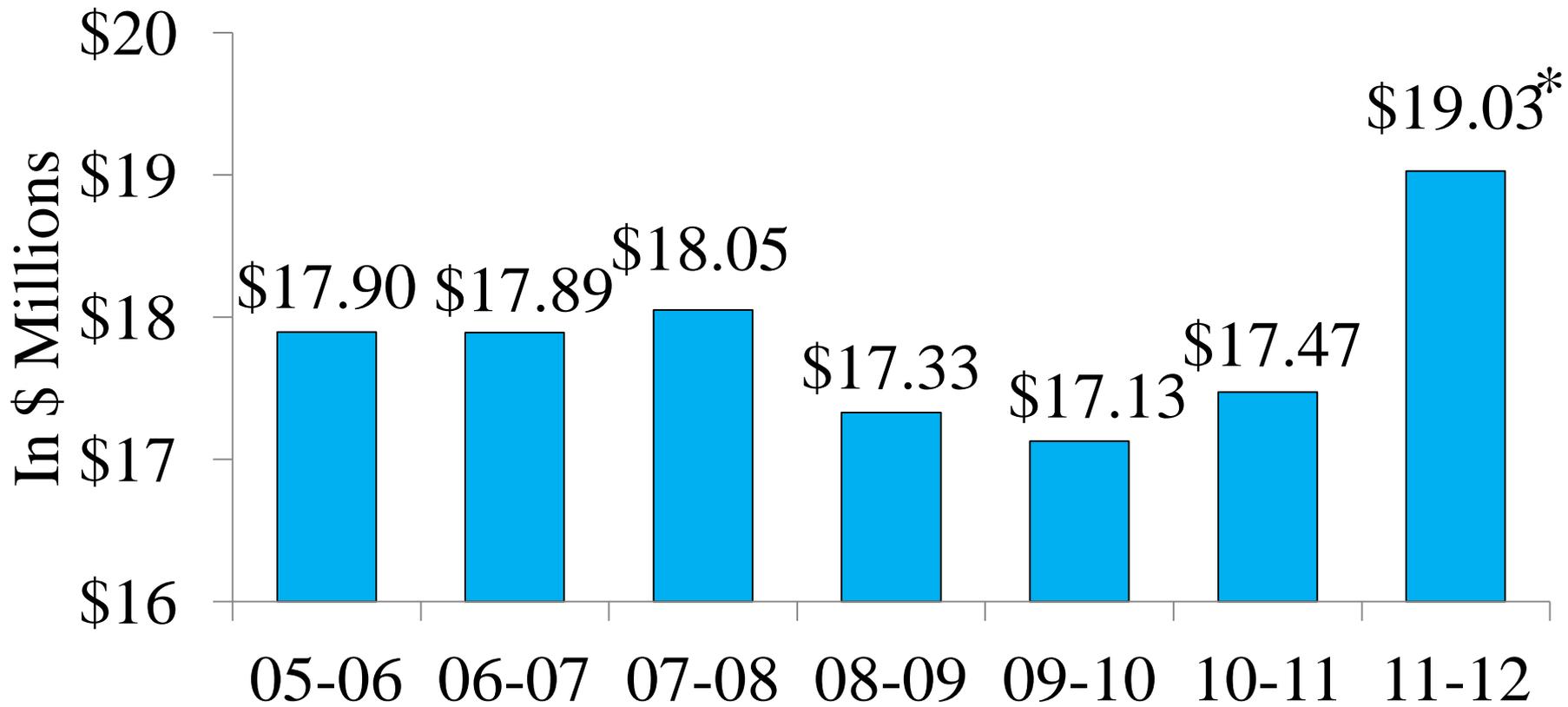




# Sales, Use & Lodging Tax

## Annual Total FY05-06 – FY11-12\*

### Anniston in \$ Millions

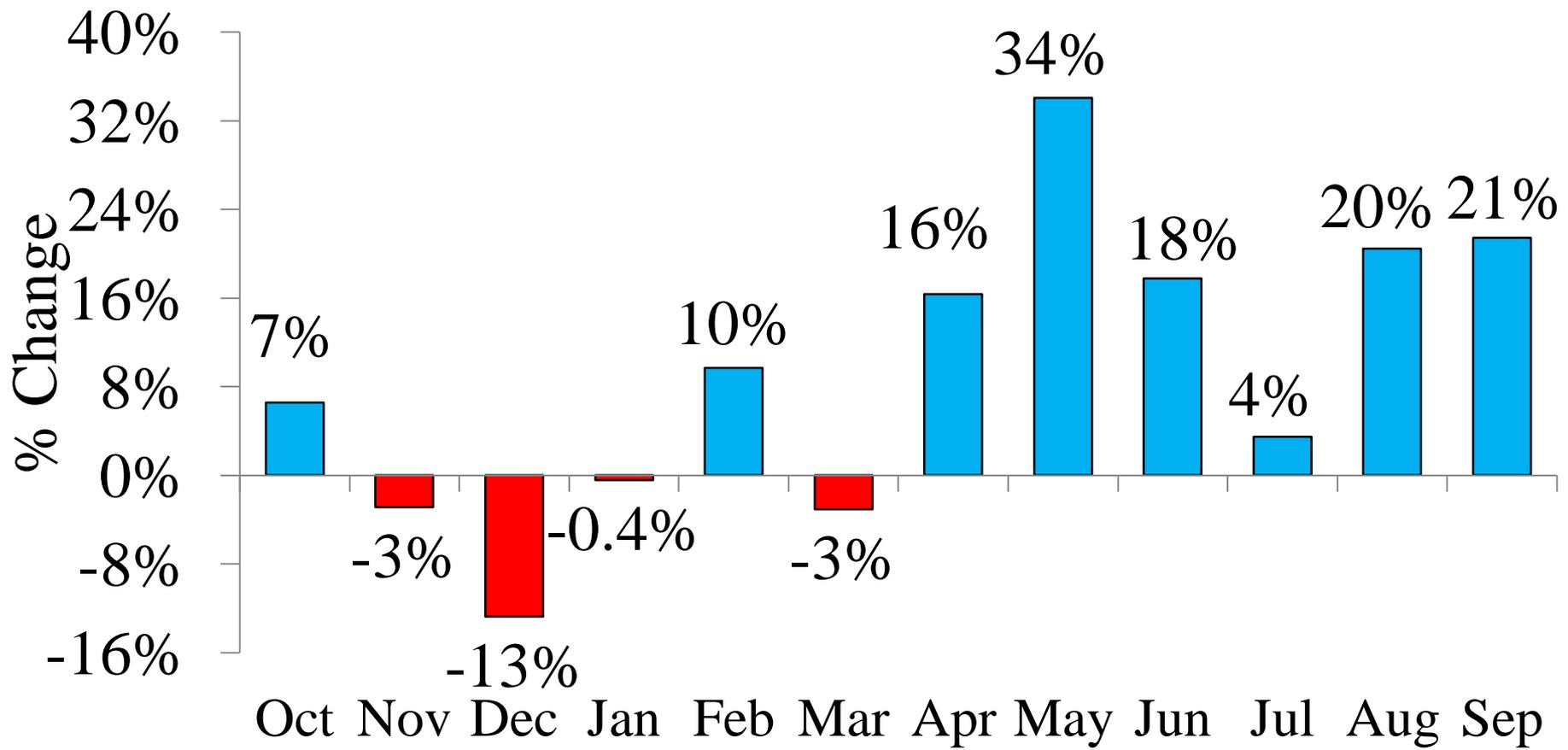


Source: City of Anniston

\* increase in sales and use tax rate from 4% to 5% effective April 2012 (25%)



# Sales, Use, Lodging Tax Monthly Change FY 10-11 vs FY 11-12\* Anniston (Oct-Sept) in Percent



Source: City of Anniston

\* increase in sales and use tax rate from 4% to 5% effective April 2012 (25%)



# Sales, Use & Lodging Tax Oct, Nov, & Dec 2011 vs 2012\* Anniston in \$ Millions

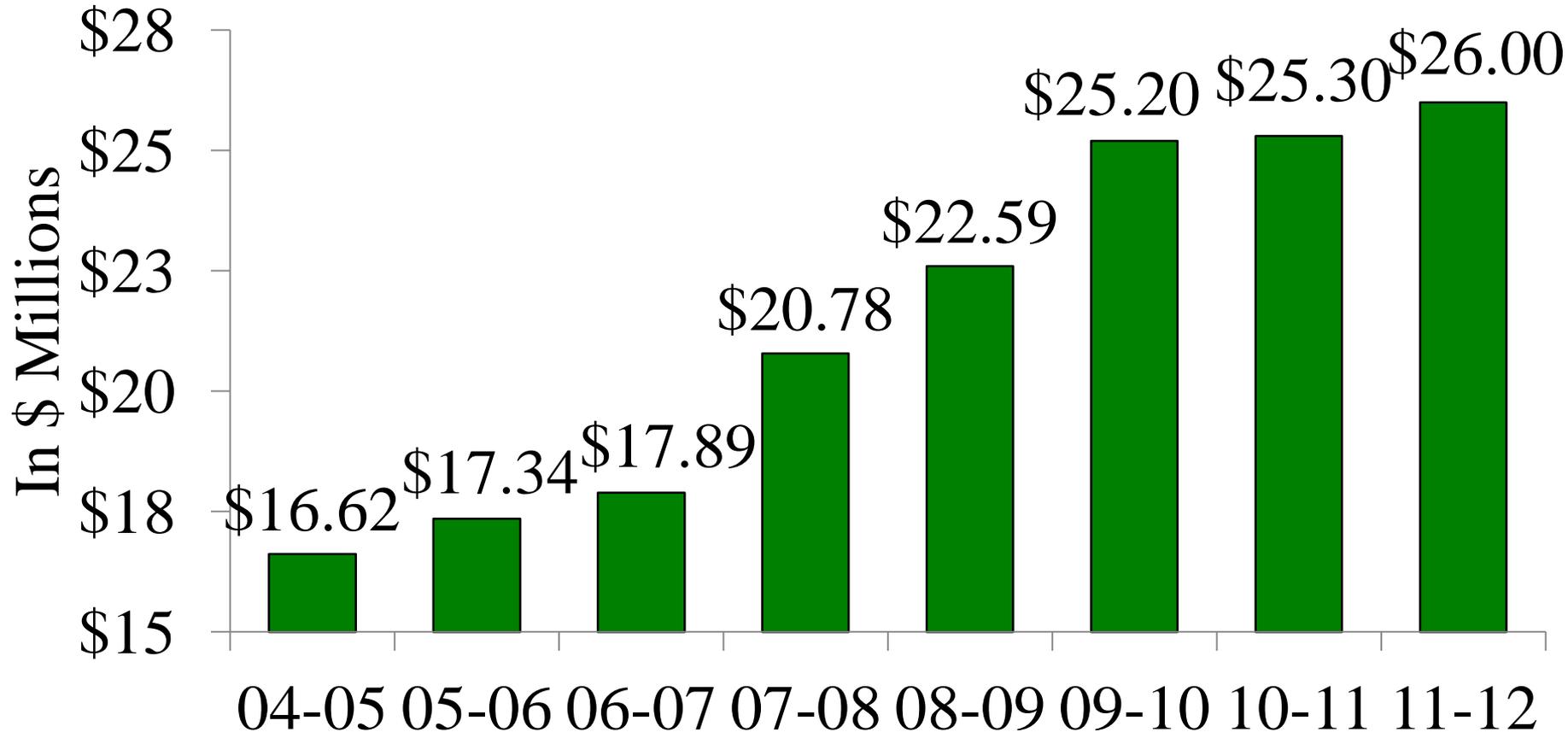


Source: City of Anniston

\* increase in sales and use tax rate from 4% to 5% effective April 2012 (25%)



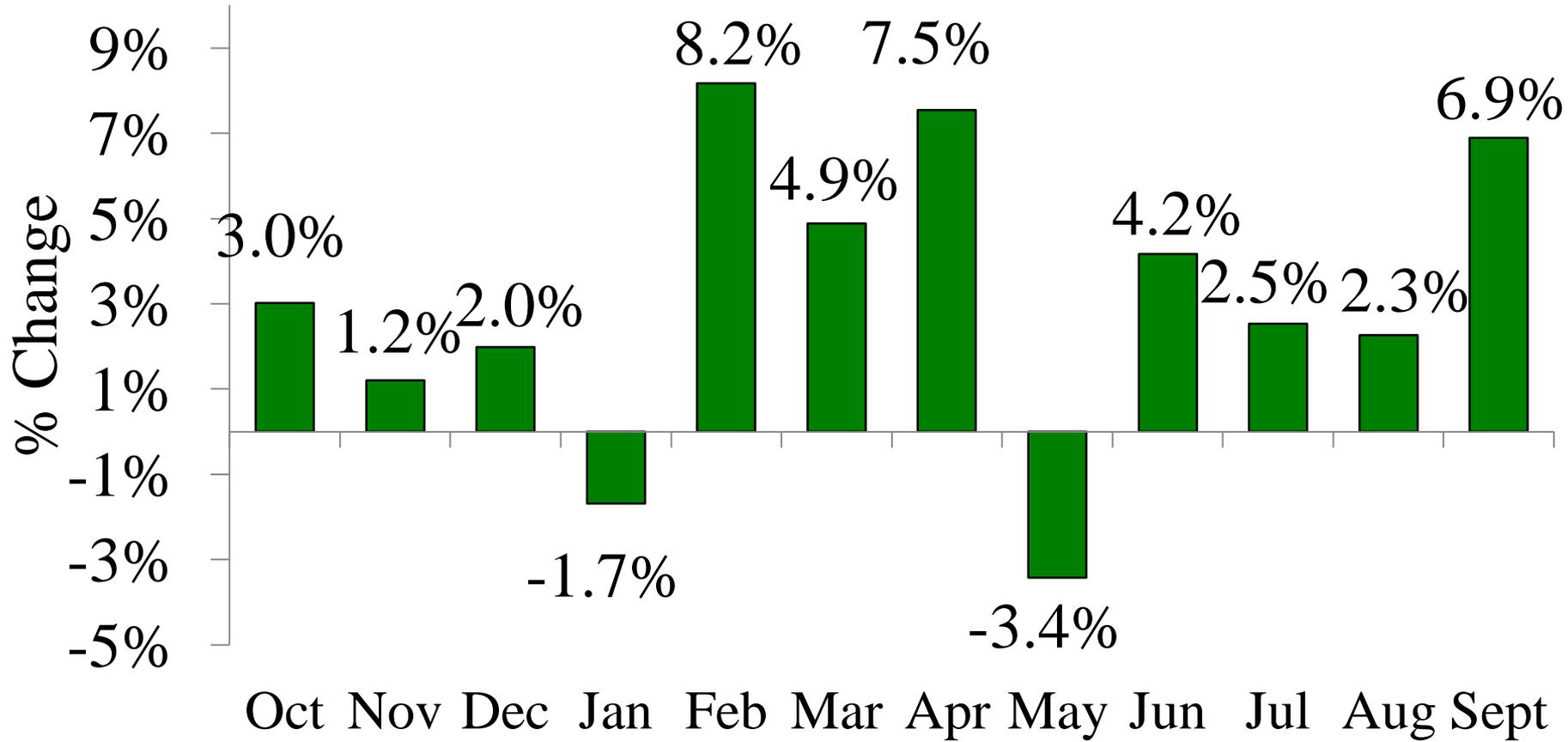
# Sales & Use Tax Collected by AL Annual Total FY05-06 – FY11-12 Oxford in \$ Millions



Source: City of Oxford



# Sales, Use Rental Tax Monthly Change FY 10-11 vs FY 11-12 Oxford (Oct-Sept) in Percent



Source: City of Oxford

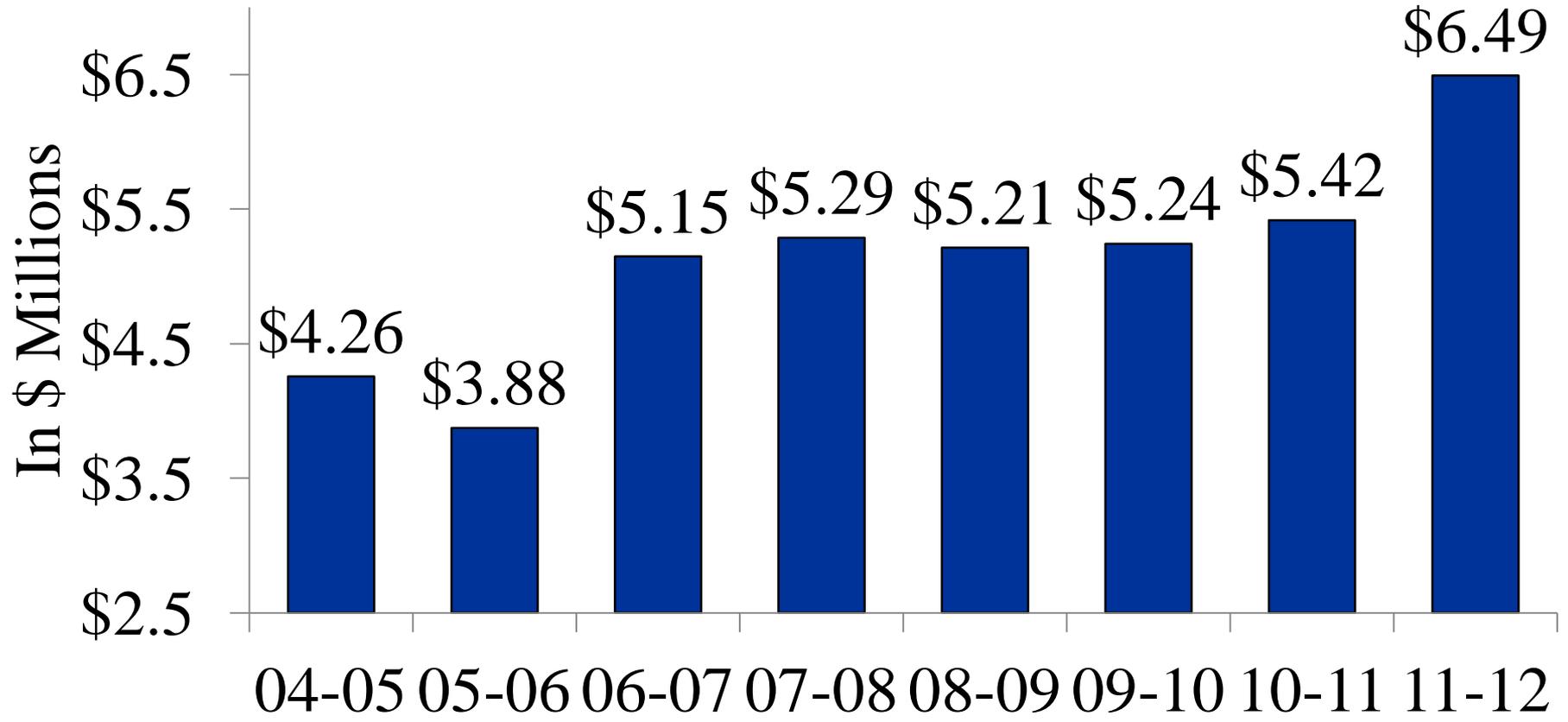


# Sales, Use & Rental Tax Oct, Nov, & Dec 2011 vs 2012 Oxford in \$ Millions





# Sales, Use & Lodging Tax Annual Total FY04-05 – FY11-12\* Jacksonville in \$ Millions



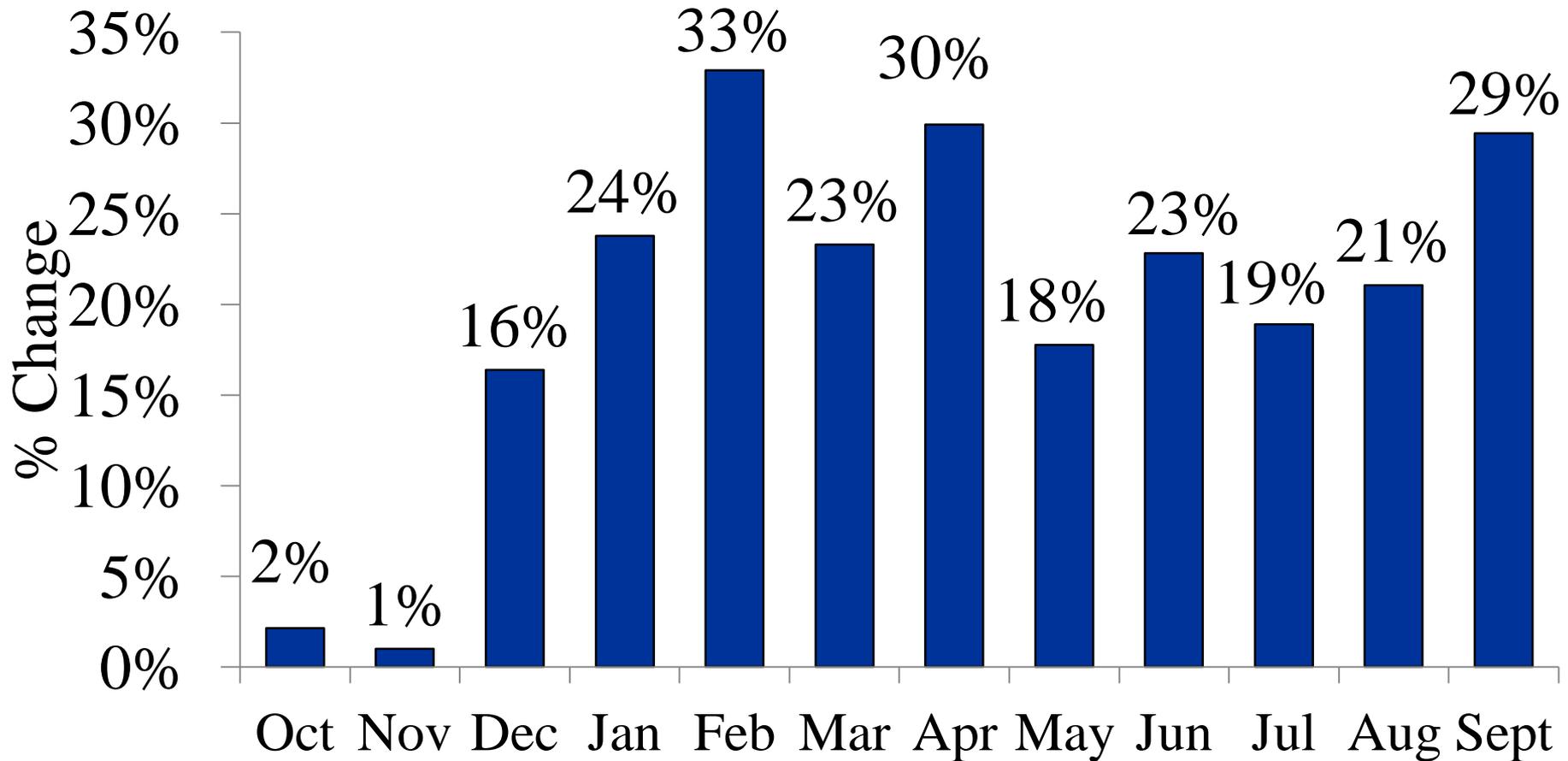
Source: City of Jacksonville

\* increase in sales and use tax rate from 4% to 5% effective Nov 2011 (25%)



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# Sales, Use Tax Monthly Change FY 10-11 vs FY 11-12 Jacksonville (Oct-Sept) in Percent

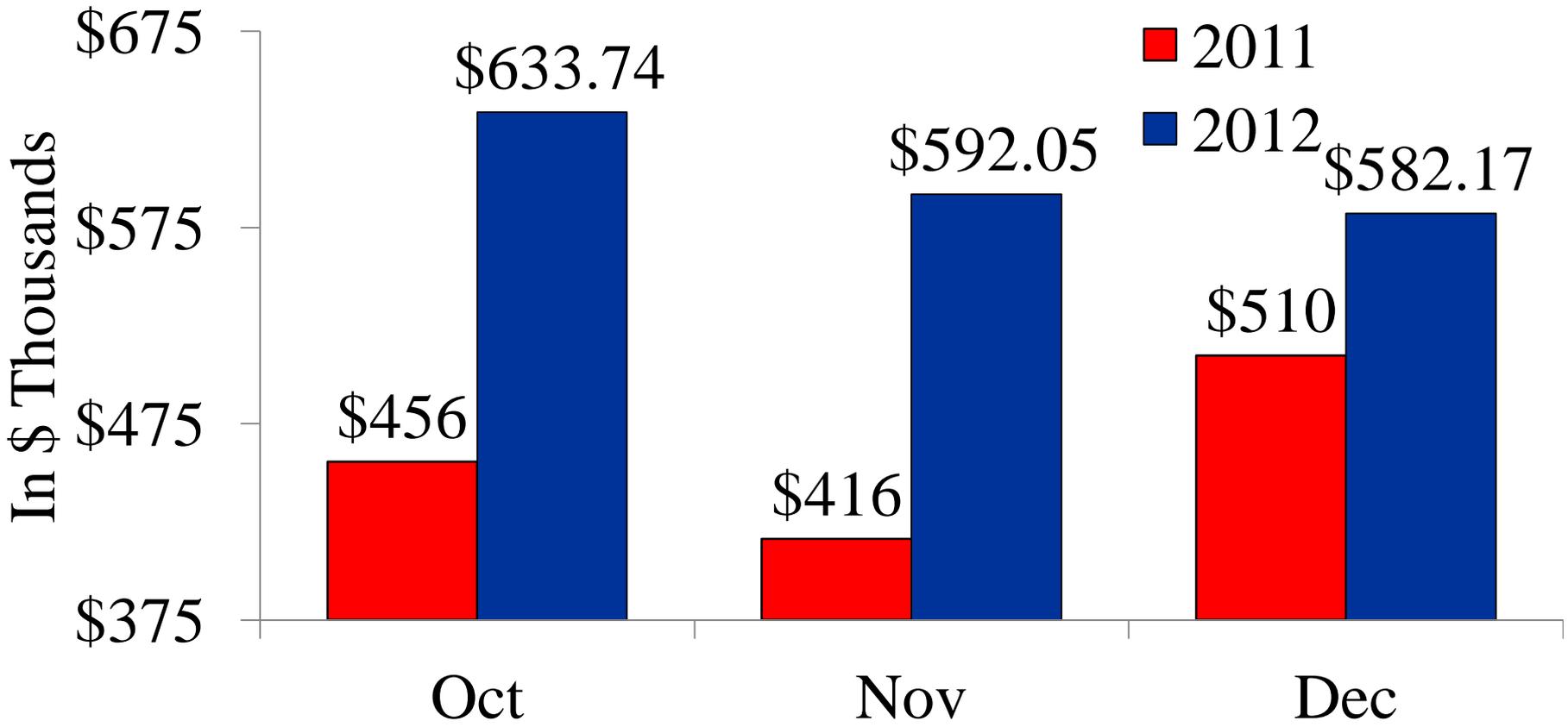


Source: City of Jacksonville

\* increase in sales and use tax rate from 4% to 5% effective Nov 2011 (25%)



# Sales, Use & Lodging Tax Oct, Nov, Dec 2011 vs 2012 Jacksonville in \$ Thousands





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# JSU Legacy Impact

## William T. Fielding, Ph. D.

Dean, College of Commerce and Business  
Administration



- **General Observations and Methodology**
  - Graduates from 1971 to 2011: 49,388
  - Adjustment: 40%
  - Adjusted total number of graduates: 29,632
- **Primary data for calculations**
  - College Board's Trends in Higher Education Series
  - Alabama Legislative Fiscal Office
  - Census Data



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# JSU Legacy Impact Increased Earnings, Output, & Employment



- Extra earnings annually for:
  - Bachelor's Graduates  
\$441,263,100
  - Master's Graduates  
+\$321,439,800
- Total additional earnings: \$762,703,900
- 11,400 additional jobs in state economy



# JSU Legacy Impact

## Tax Impact/ Education Trust Fund

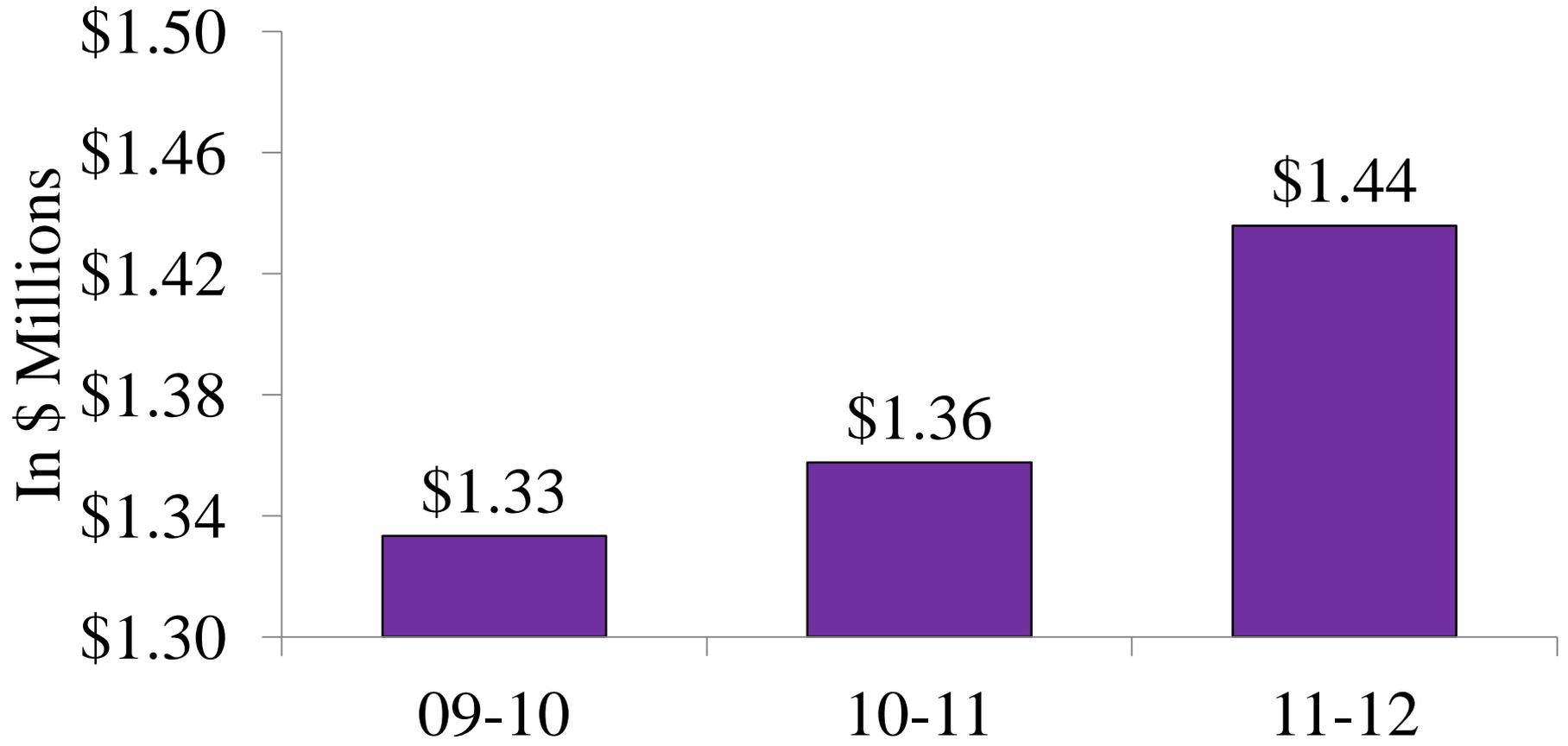


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- Total Education Tax paid by JSU Graduates
  - Income tax \$64,601,355
  - Sales tax \$24,300,906
  - Other tax + \$12,424,401
  - **Total \$101,326,662**
- \$36.7 Million State Appropriation
- Pay additional **\$38,135,145** in state income tax



# Sales, Use & Lodging Tax Annual Total FY09-10 – FY11-12 Piedmont in \$ Millions

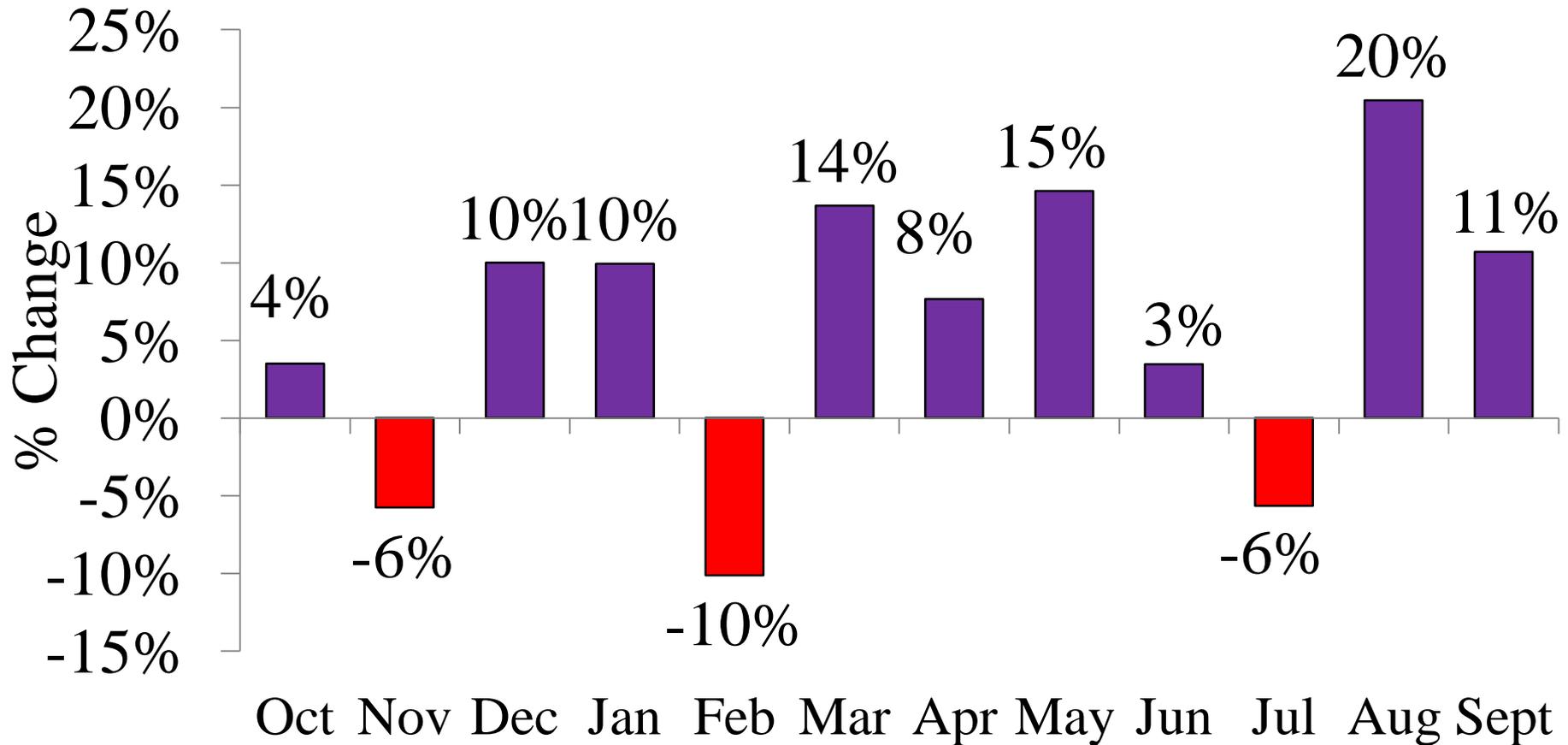


Source: City of Piedmont



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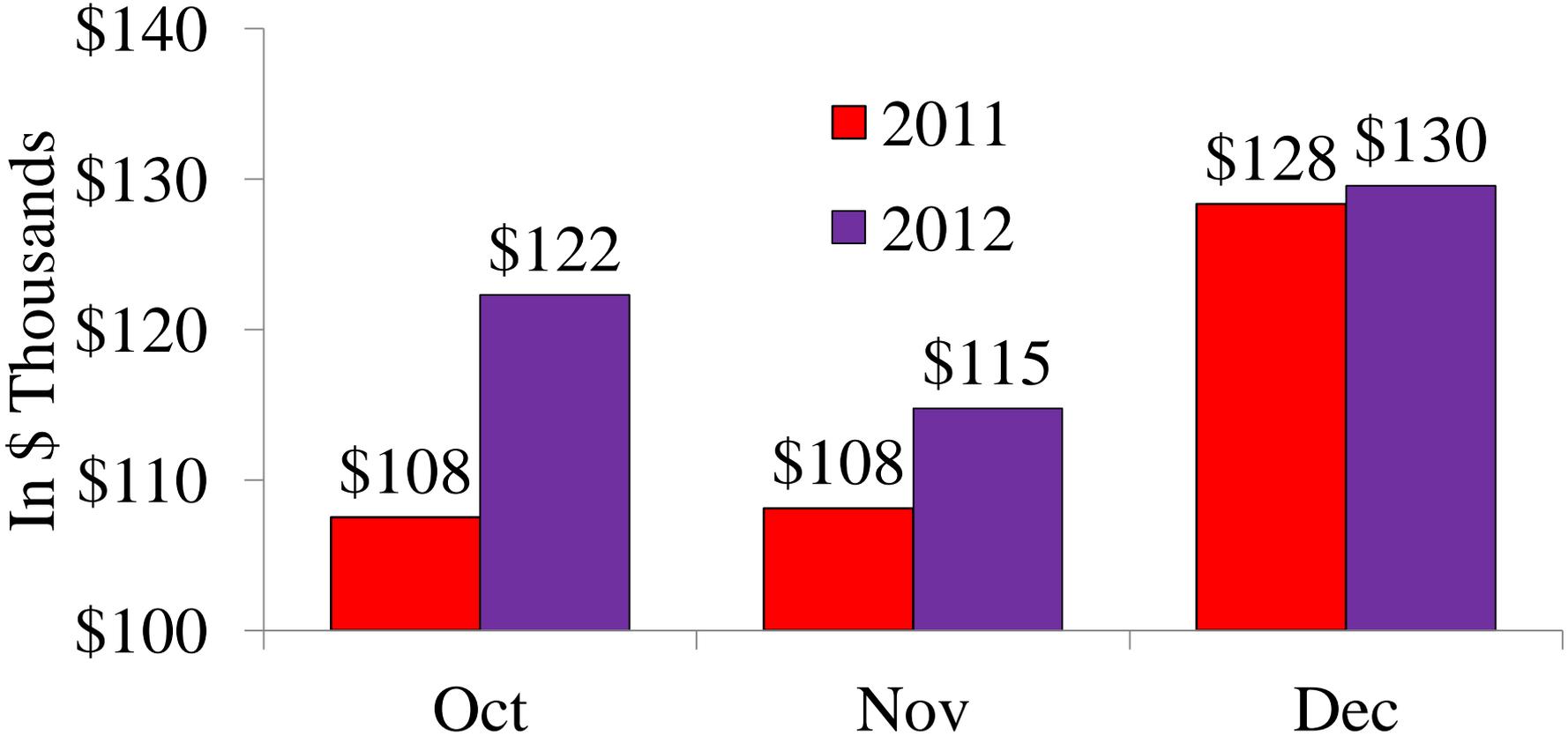
# Sales, Use Tax Monthly Change FY 10-11 vs FY 11-12 Piedmont (Oct-Sept) in Percent



Source: City of Piedmont



# Sales, Use & Lodging Tax Oct & Nov 2011 vs 2012 Piedmont in \$ Thousands

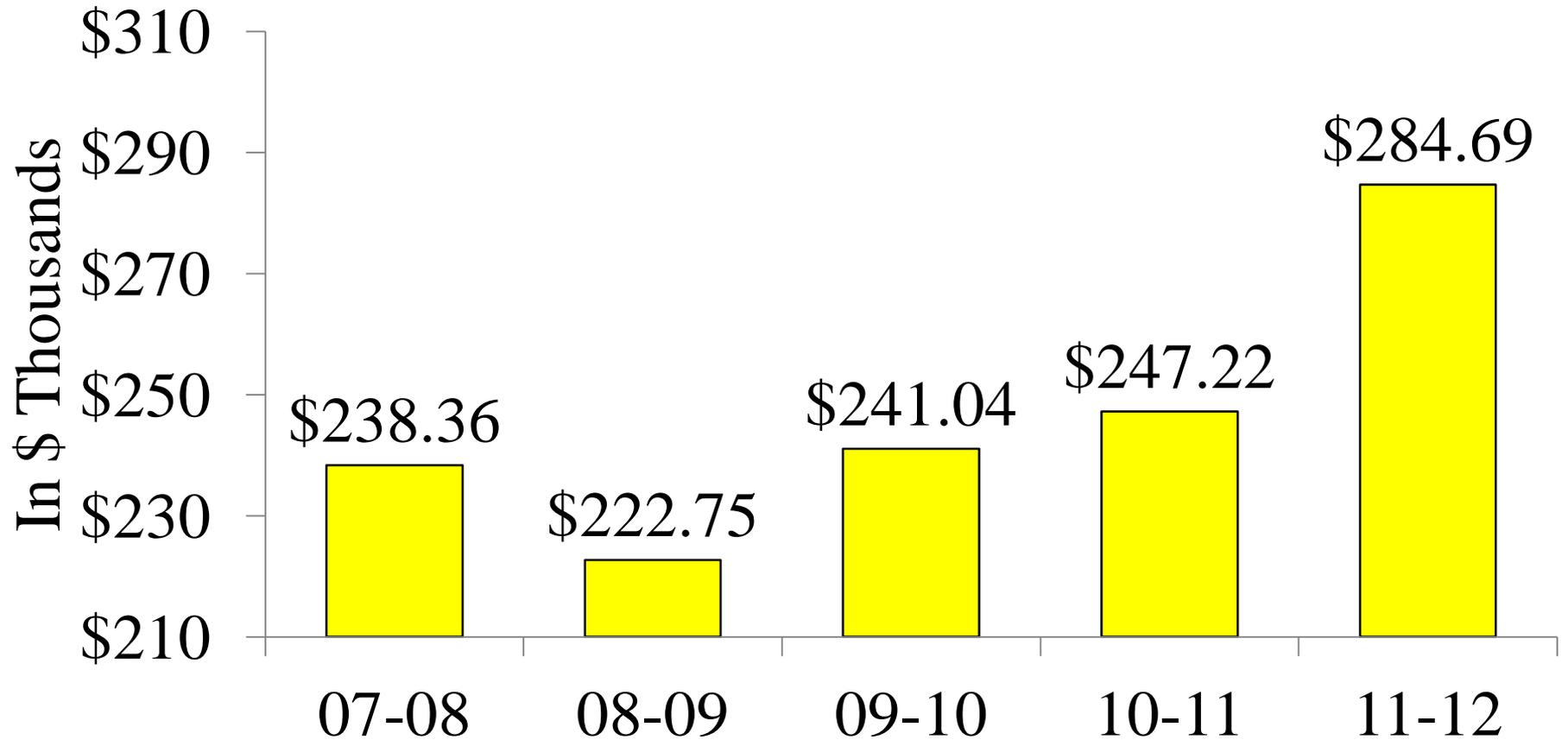




# Sales, Use Tax

## Annual Total FY07-08 – FY11-12

### Weaver in \$ Thousands

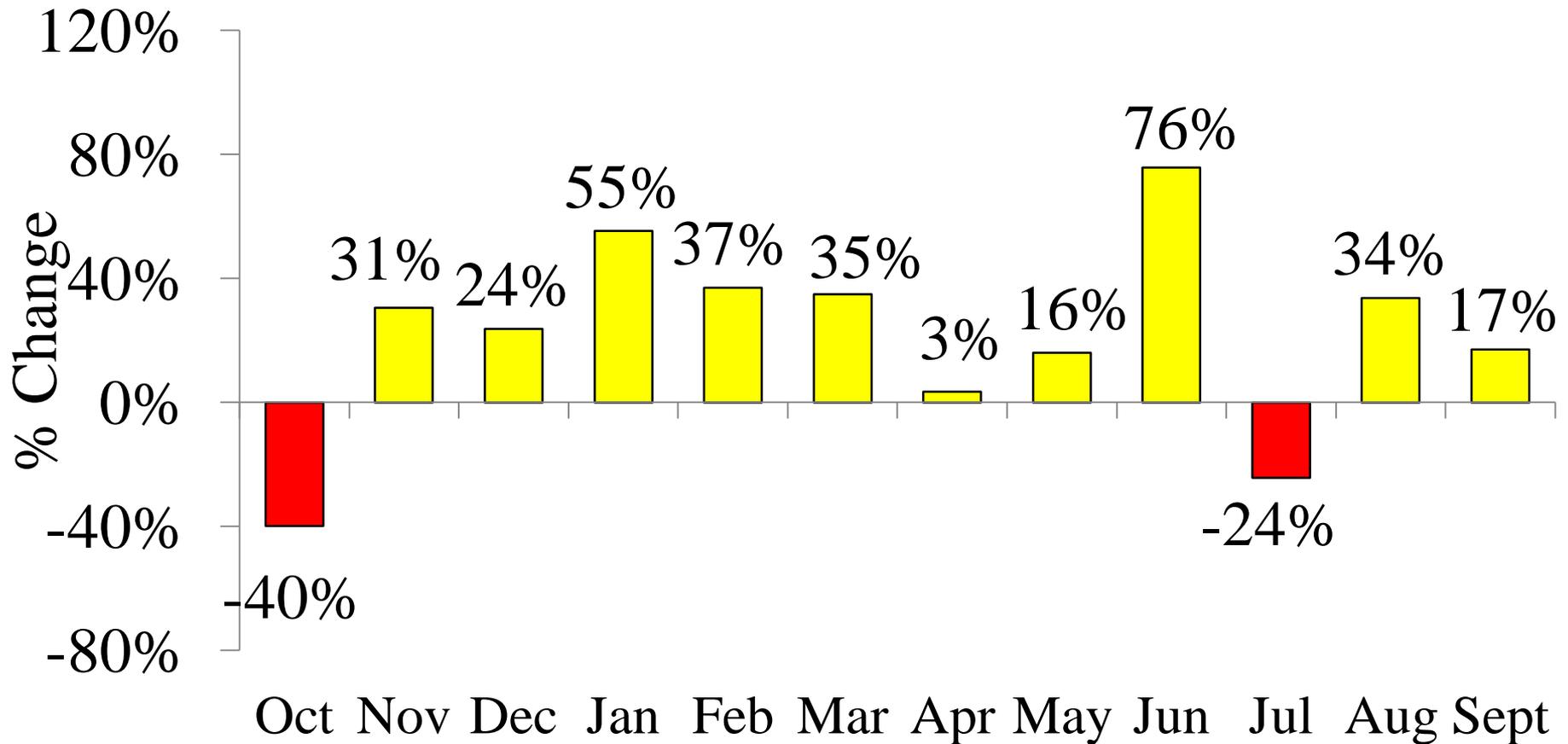


Source: City of Weaver



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# Sales, Use Tax Monthly Change FY 10-11 vs FY 11-12 Weaver (Oct-Sept) in Percent

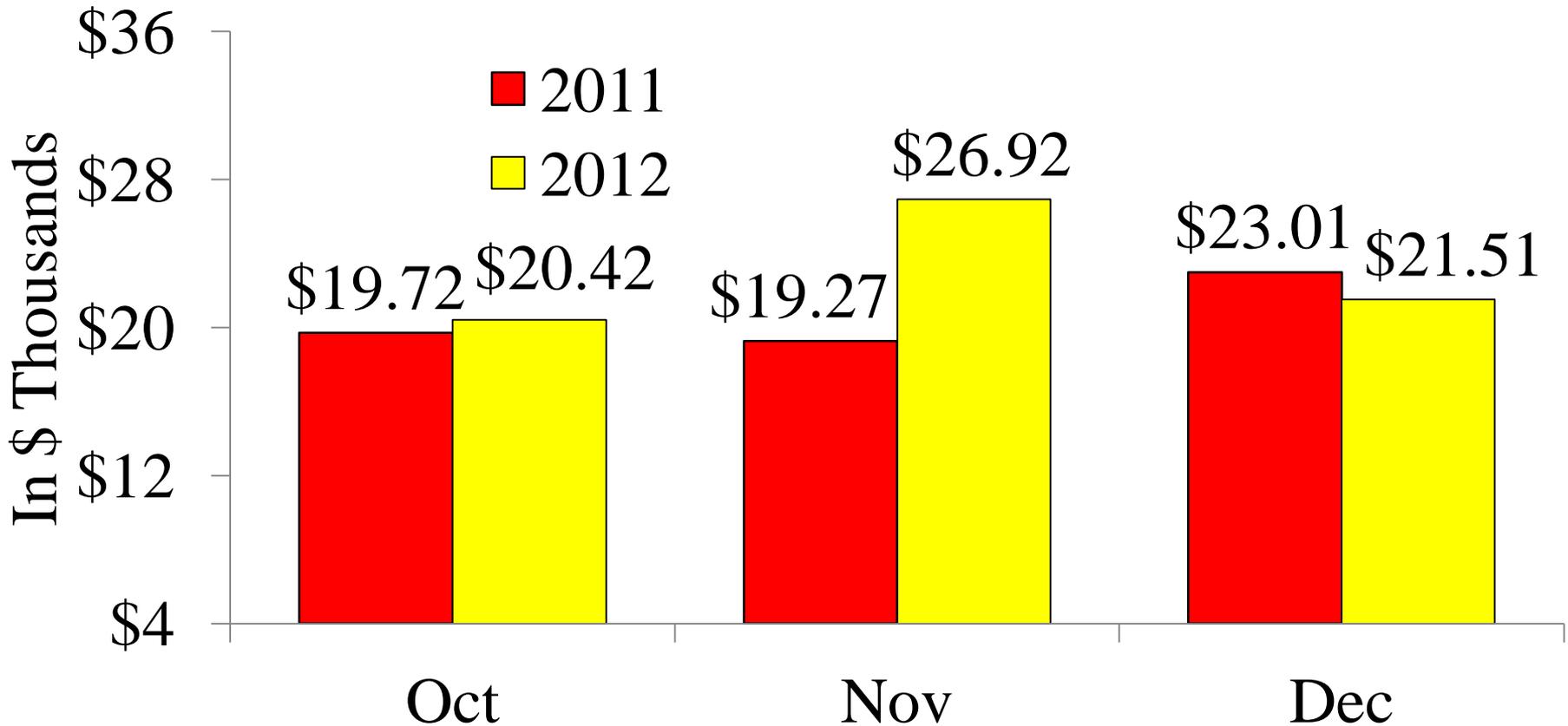


Source: City of Weaver



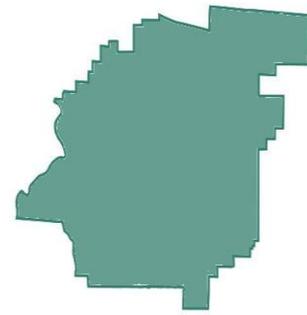
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# Sales, Use & Lodging Tax Oct & Nov 2011 vs 2012 Weaver in \$ Thousands





# Housing Calhoun County 2011 vs 2012



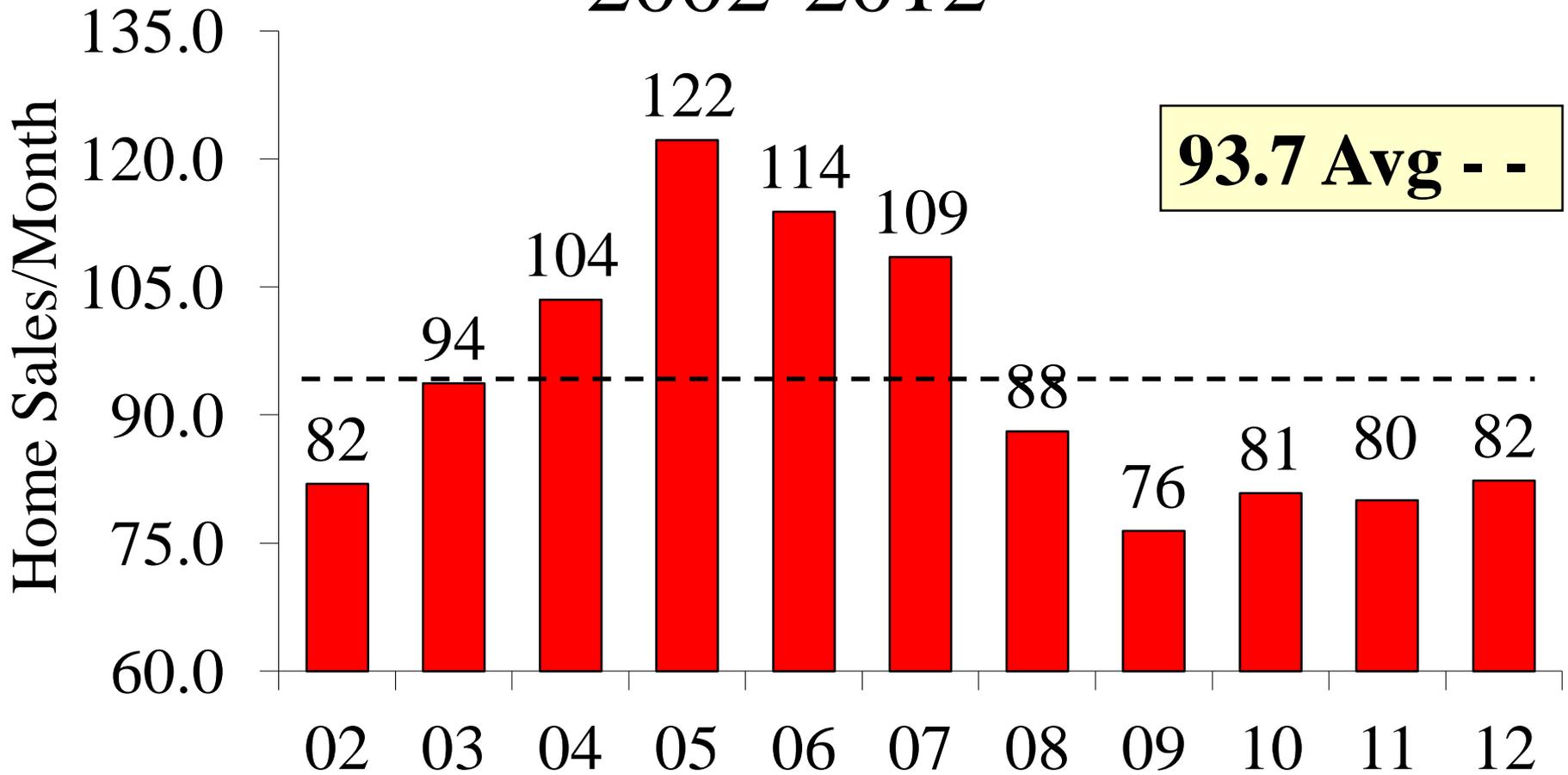
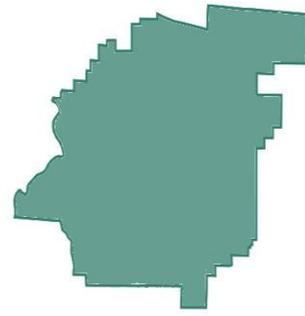
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|                    | <u>2011</u>     | <u>2012</u>     | <u>% Change</u> |
|--------------------|-----------------|-----------------|-----------------|
| Total Homes Sold   | 947             | 988             | +4.33%          |
| Avg Selling Price  | \$112,459       | \$111,223       | -1.10%          |
| Avg Days on Market | 109             | 132             | +21%            |
|                    | <u>Dec 2011</u> | <u>Dec 2012</u> |                 |
| Total Homes Listed | 1,140           | 1,145           | +0.4%           |



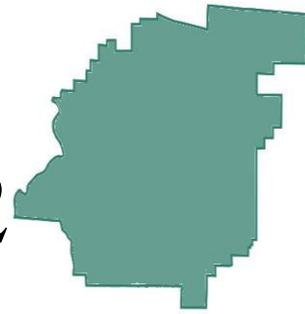
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# Number of Home Sales Per Month Calhoun County 2002-2012

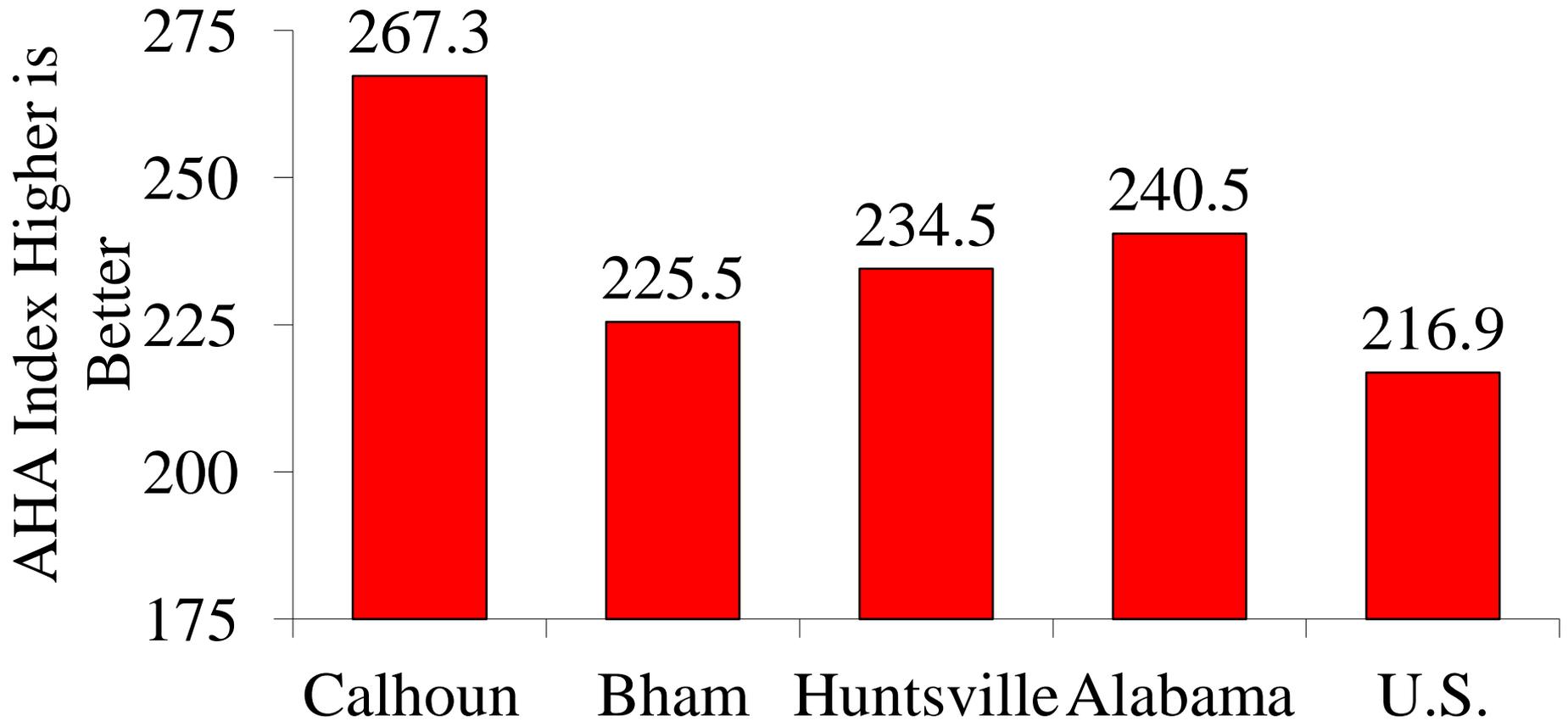




# Calhoun County Housing Affordability Index 3<sup>rd</sup> Q 2012



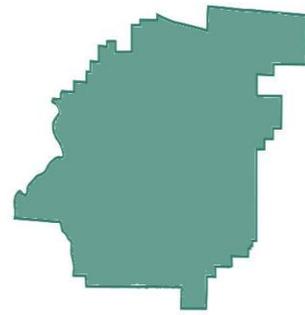
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# Calhoun County: Summing it Up



- Membership Survey- Guarded. Neutral
- Population- Down slightly. Near Record Levels
- Employment- Up. Jan-Dec plus 1,980
- Unemployment- Dec 11 - 7.5%. Dec 12 - 6.7%
- Municipal Revenues- Up (Some apples to oranges)
- Housing Market- Up 4.33% Homes Sold



# State of Alabama Update



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- Demographics
- Economic Indicators





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# Alabama, Regional and National Economic Review

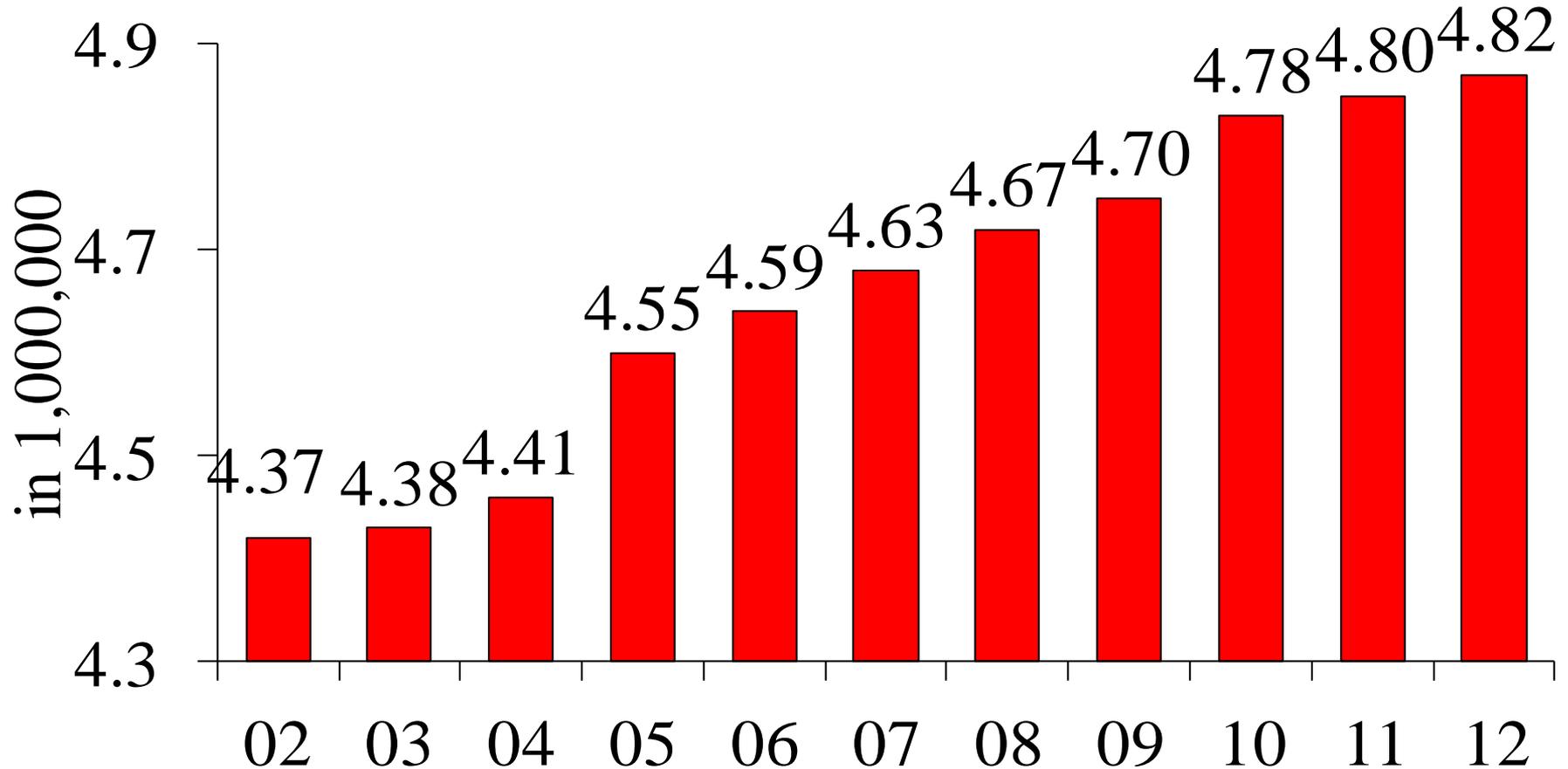


- Workforce Dynamics
- Construction and Housing
- Energy
- Manufacturing
- Strategic Drivers



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# Population for Alabama 2002-2012 in Millions

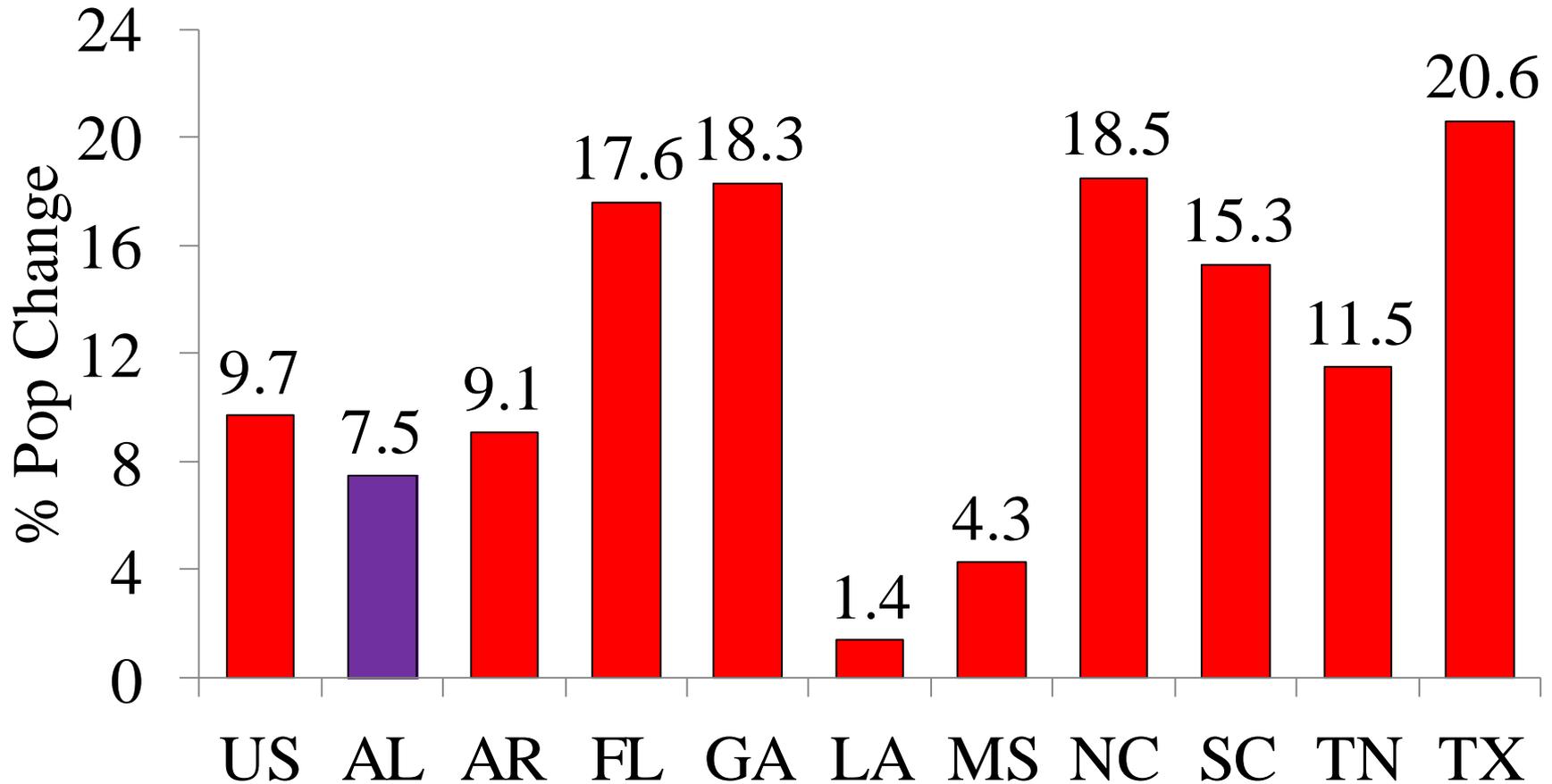
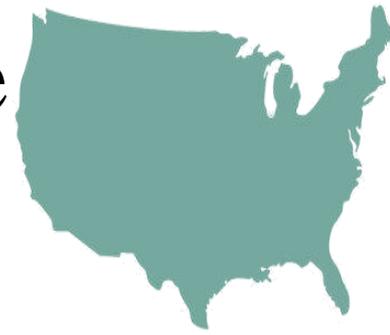


Source: U.S. Census Bureau



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# Percent Population Change Regional Comparison 2000-2010



Source: U.S. Census Bureau

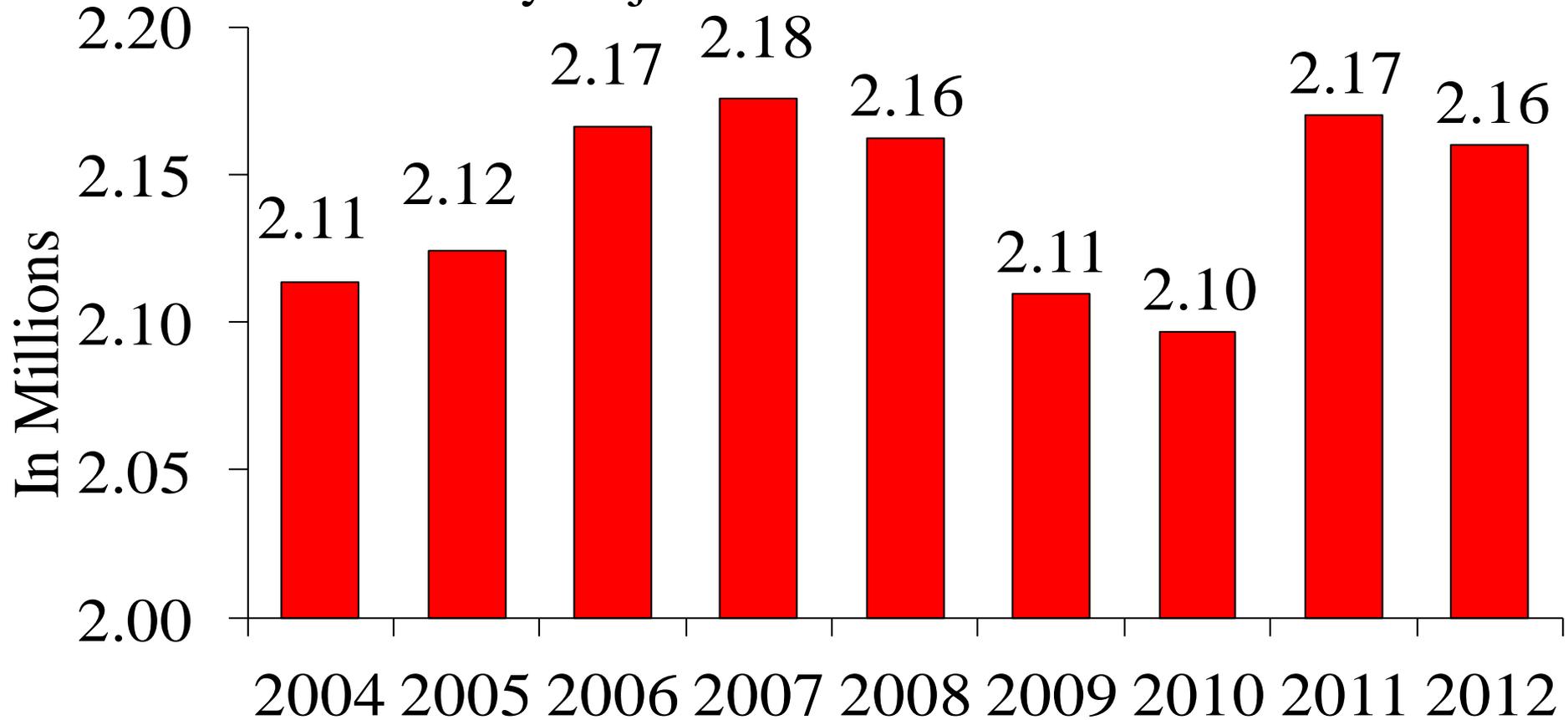


# Civilian Labor Force for Alabama 2004-2012 in Millions



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Seasonally Adjusted



Source: Alabama Dept of Industrial Relations

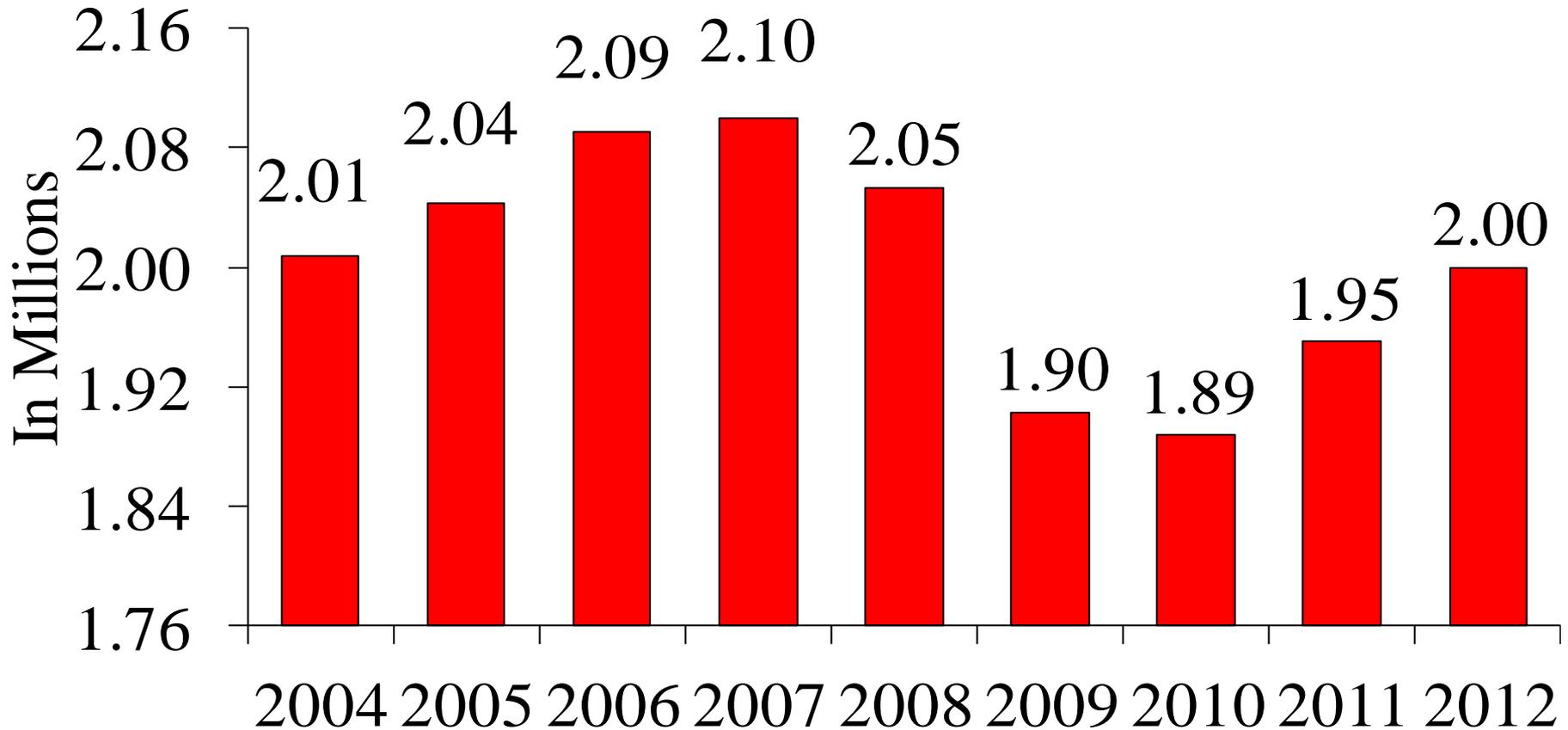


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# Employment for Alabama 2004-2012 in Millions



Seasonally Adjusted

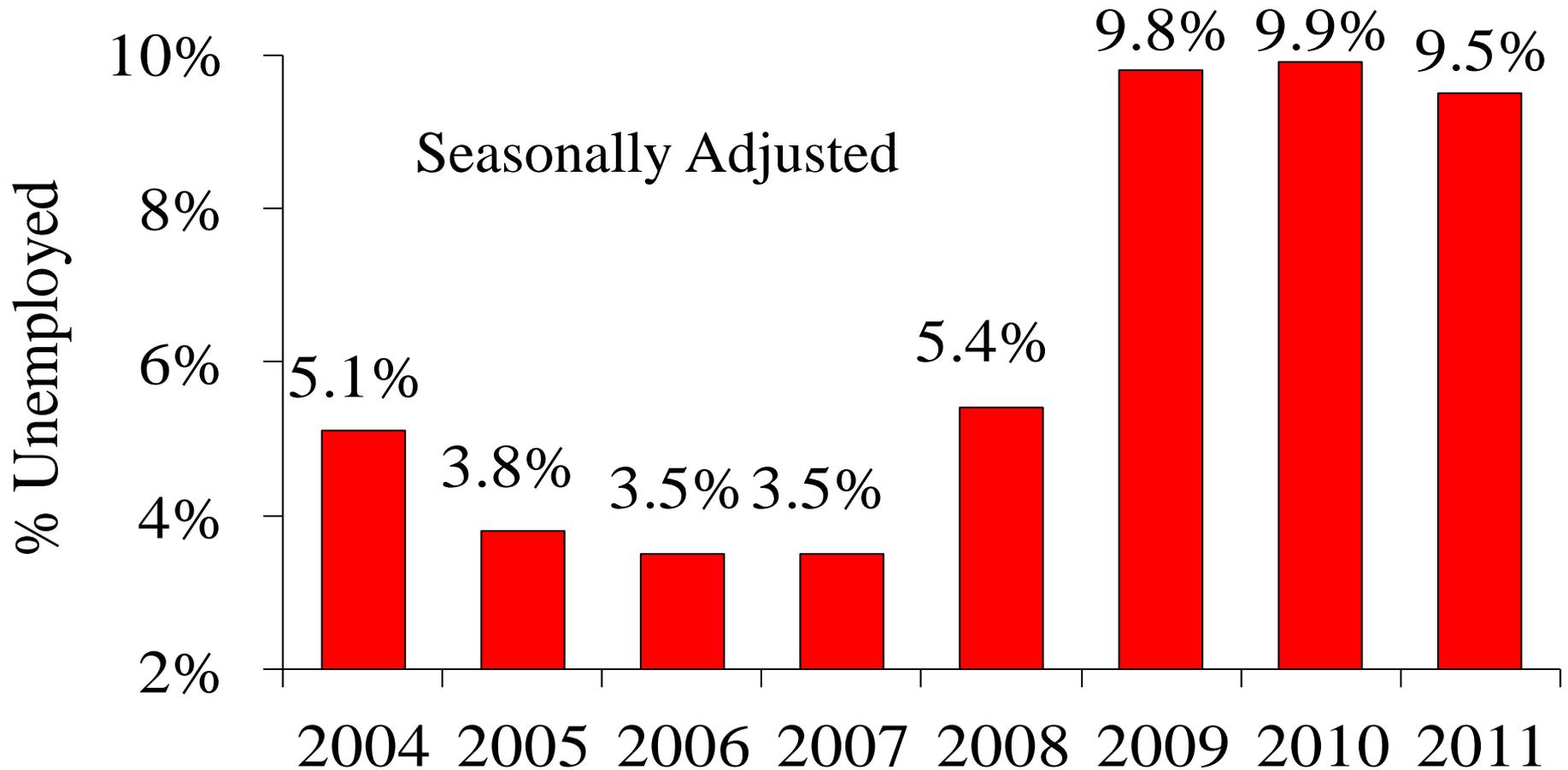


Source: Alabama Dept of Industrial Relations



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# Unemployment Rate for Alabama 2004-2011

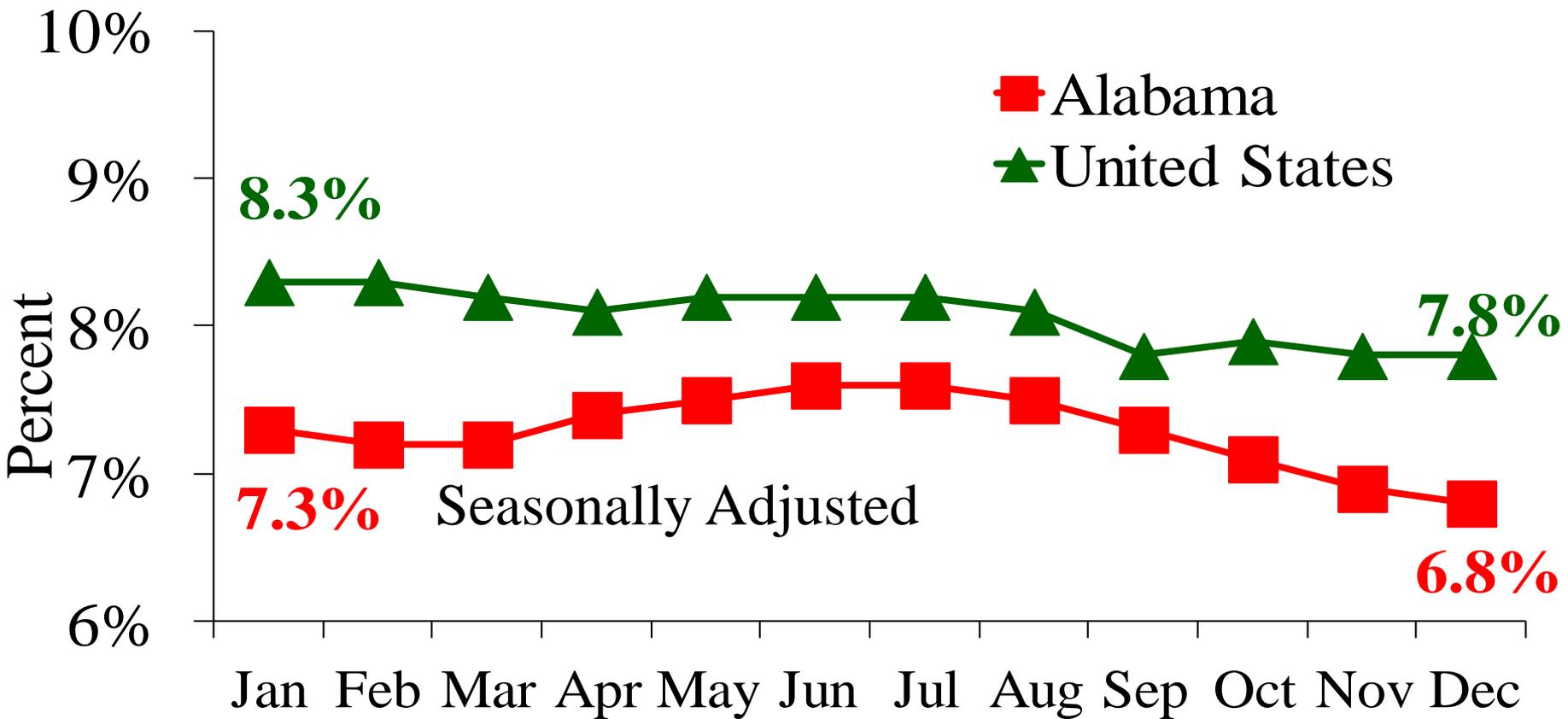


Source: U.S. Bureau of Labor Statistics



# Unemployment Rate for Alabama vs United States

## Jan 2012 – Dec 2012

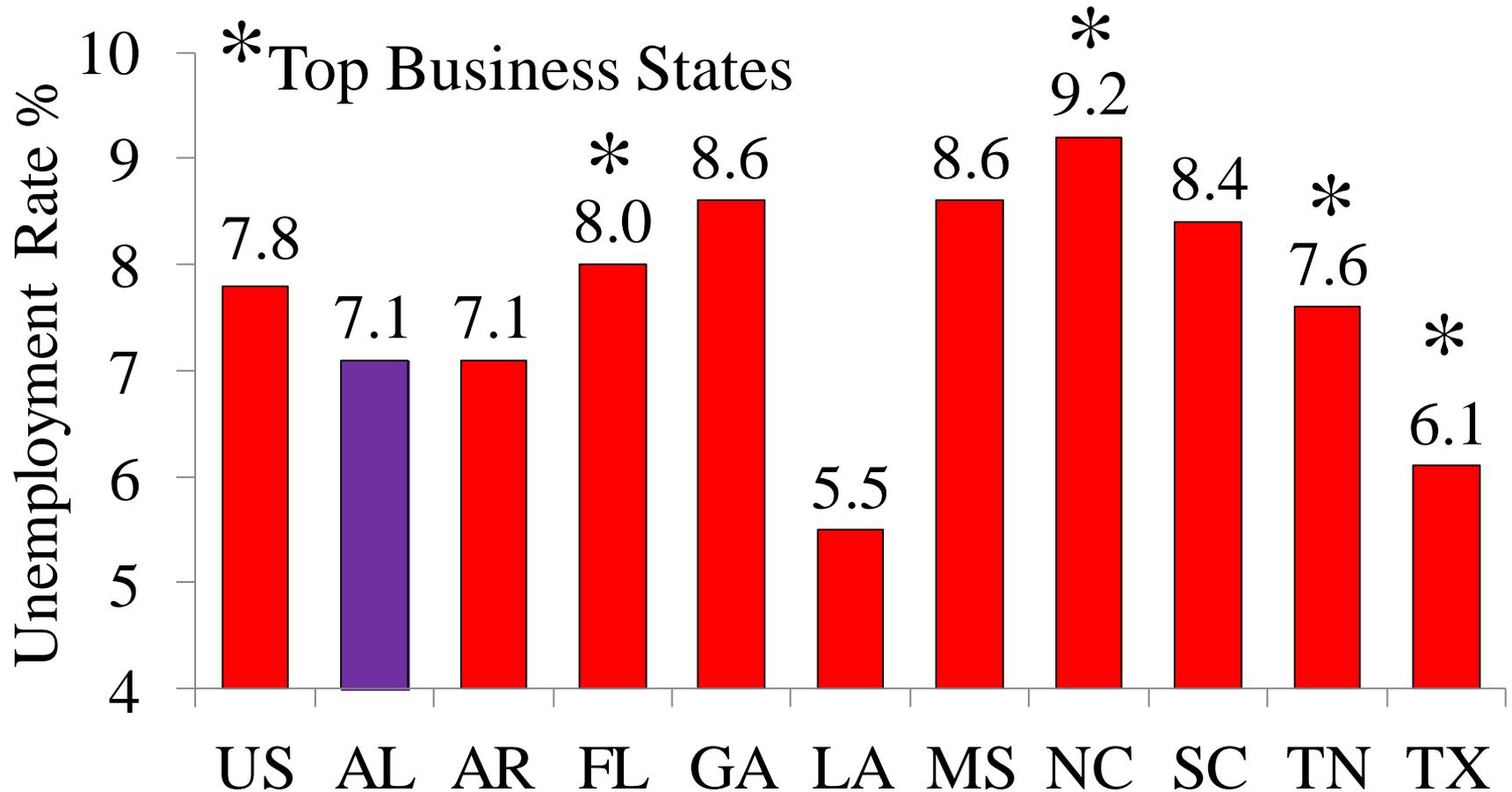


Source: Bureau of Labor Statistics, Alabama Dept. of Industrial Relations



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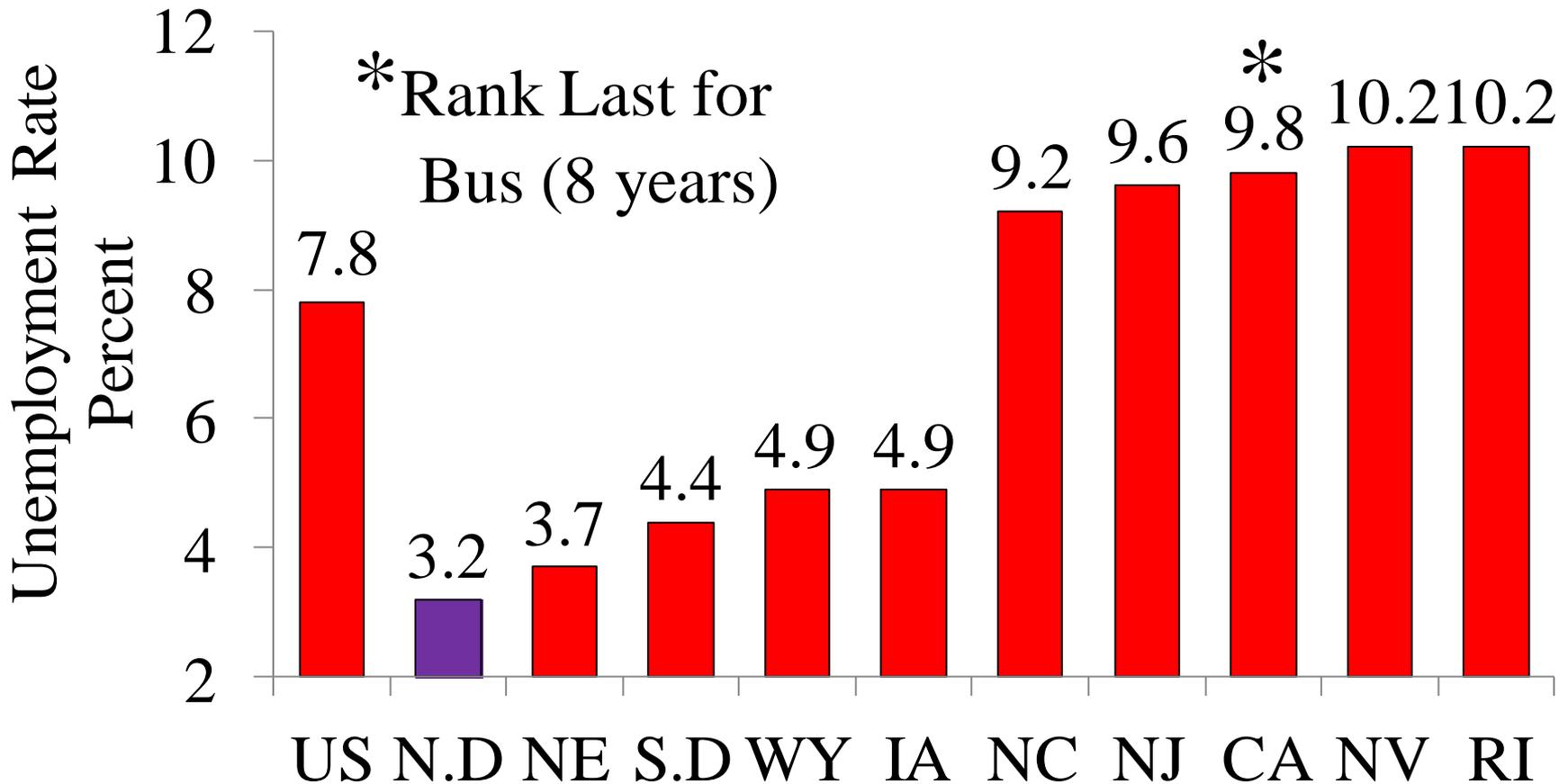
# Unemployment Rate Percent -Dec 2012 Regional Comparison





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# Unemployment Rate National Lowest and Highest States - Dec 2012



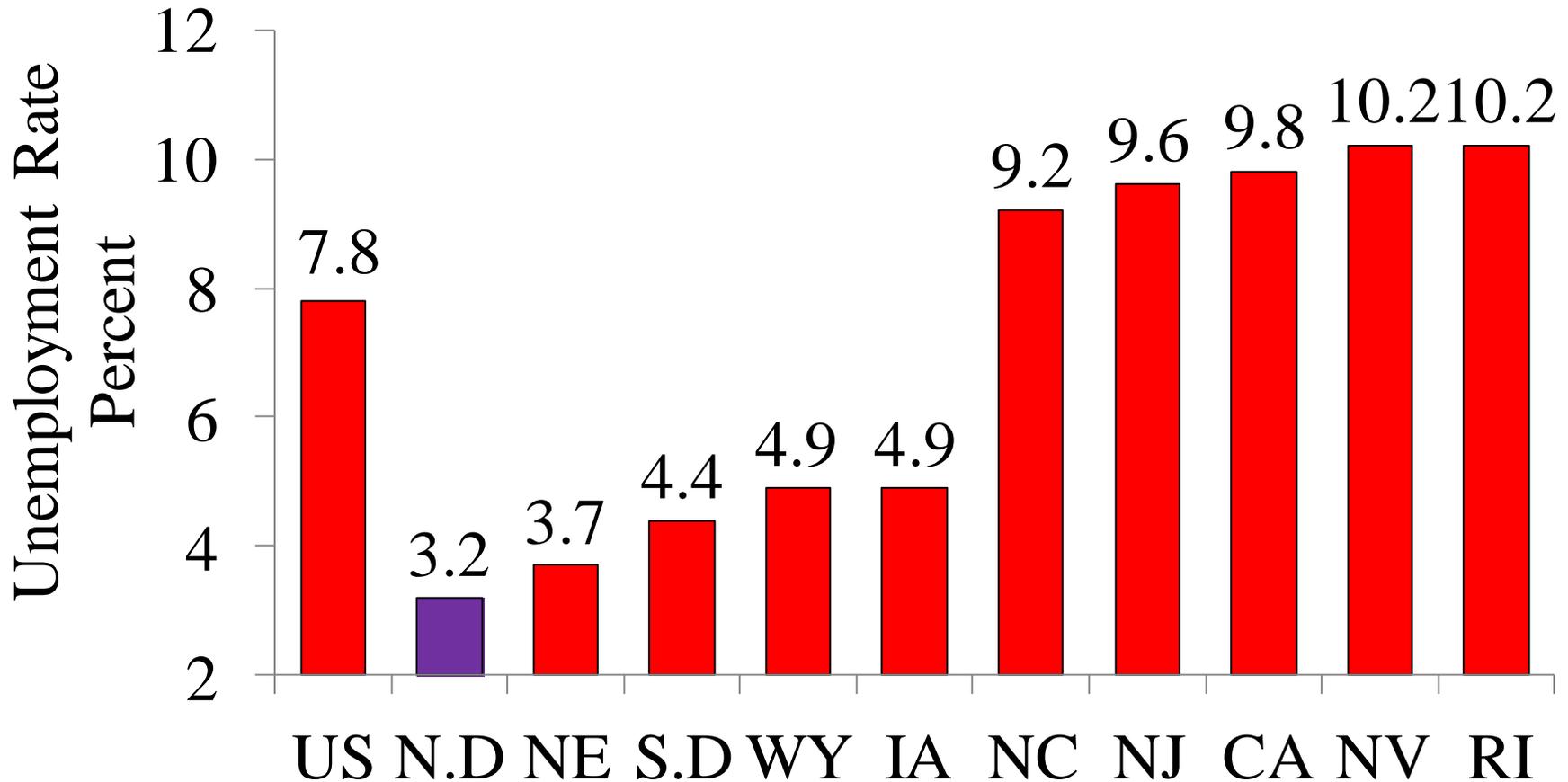
Source: Bureau of Labor Statistics, Chief Executive

Magazine



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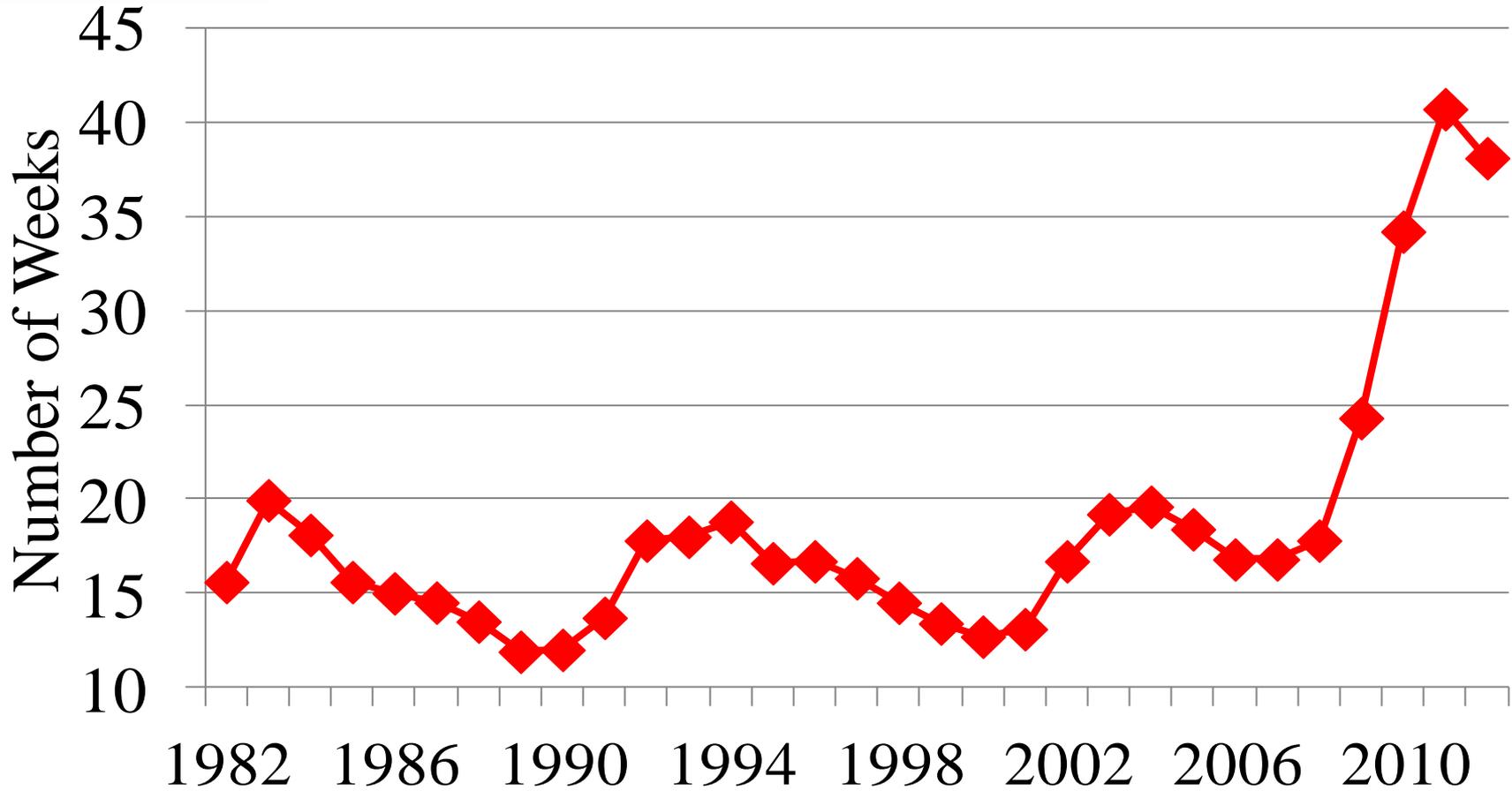
# Unemployment Rate National Lowest and Highest States - Dec 2012





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# U.S. Average Weeks Unemployed 1982 – 2012





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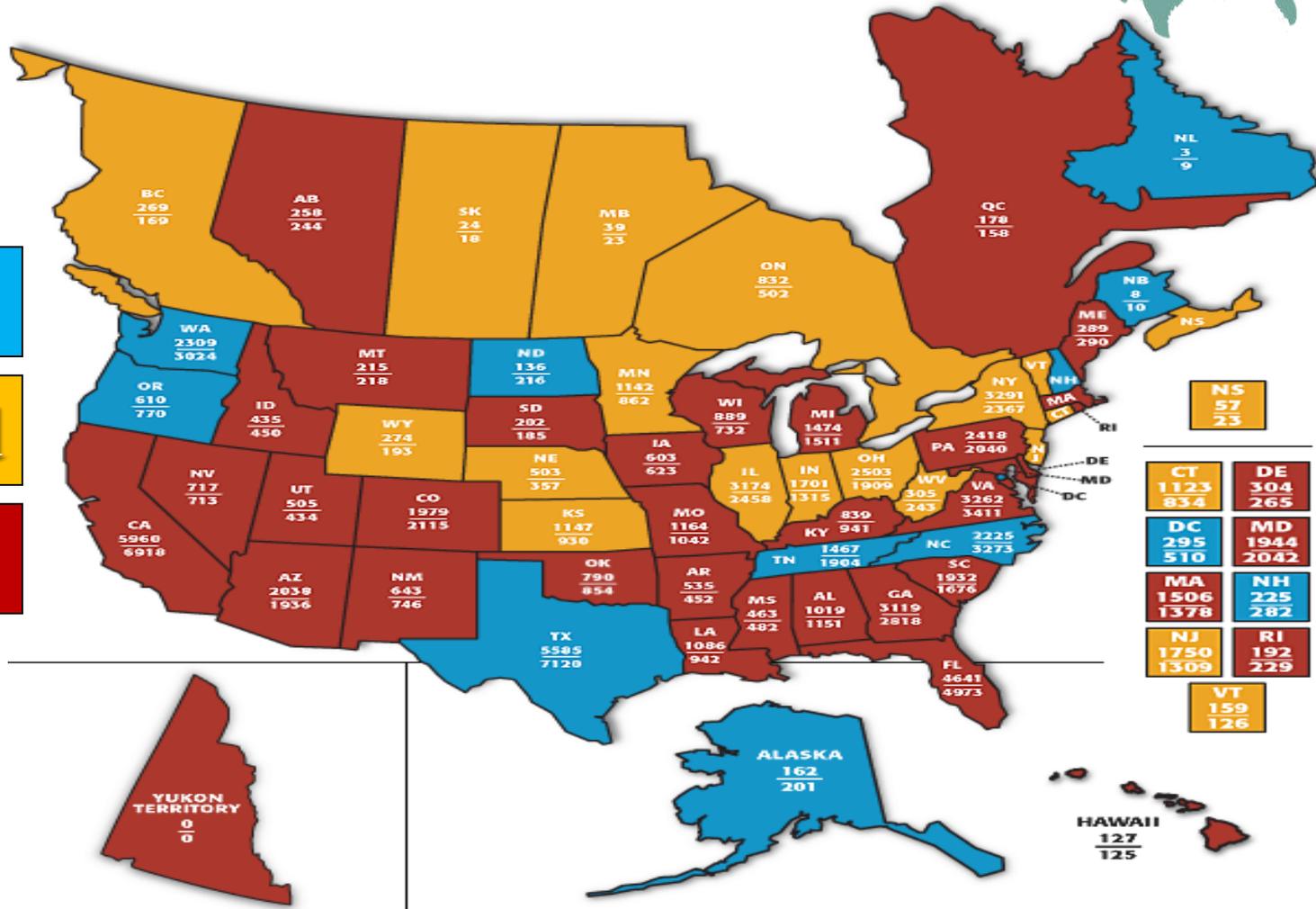
# Atlas Van Lines Moving Trends Map 2012



Inbound

Outbound

Balanced

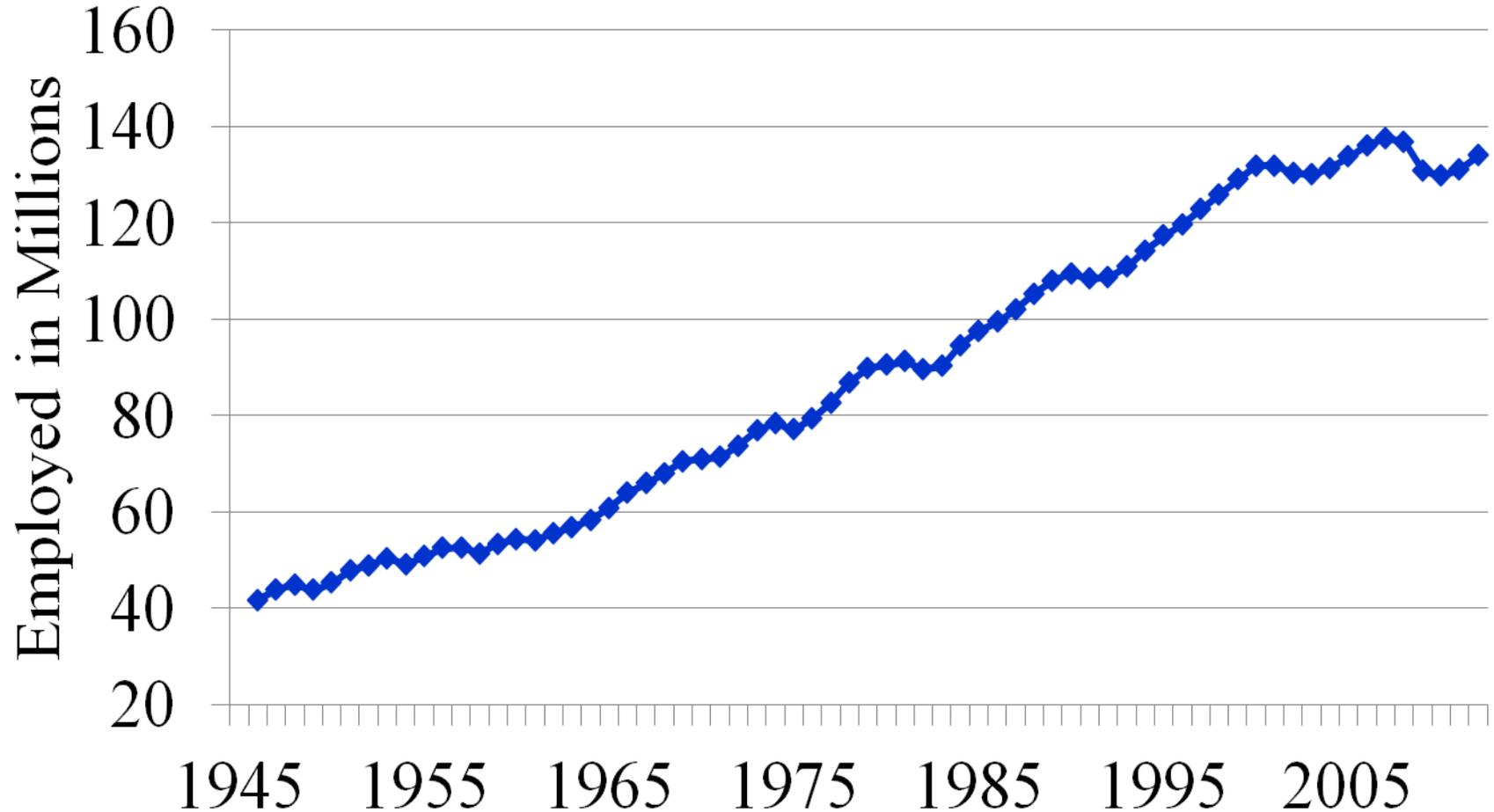


Source: Atlas Van Lines Moving Trends Map



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# Total U.S. Non-Farm Employment 1946 – 2012 in Millions

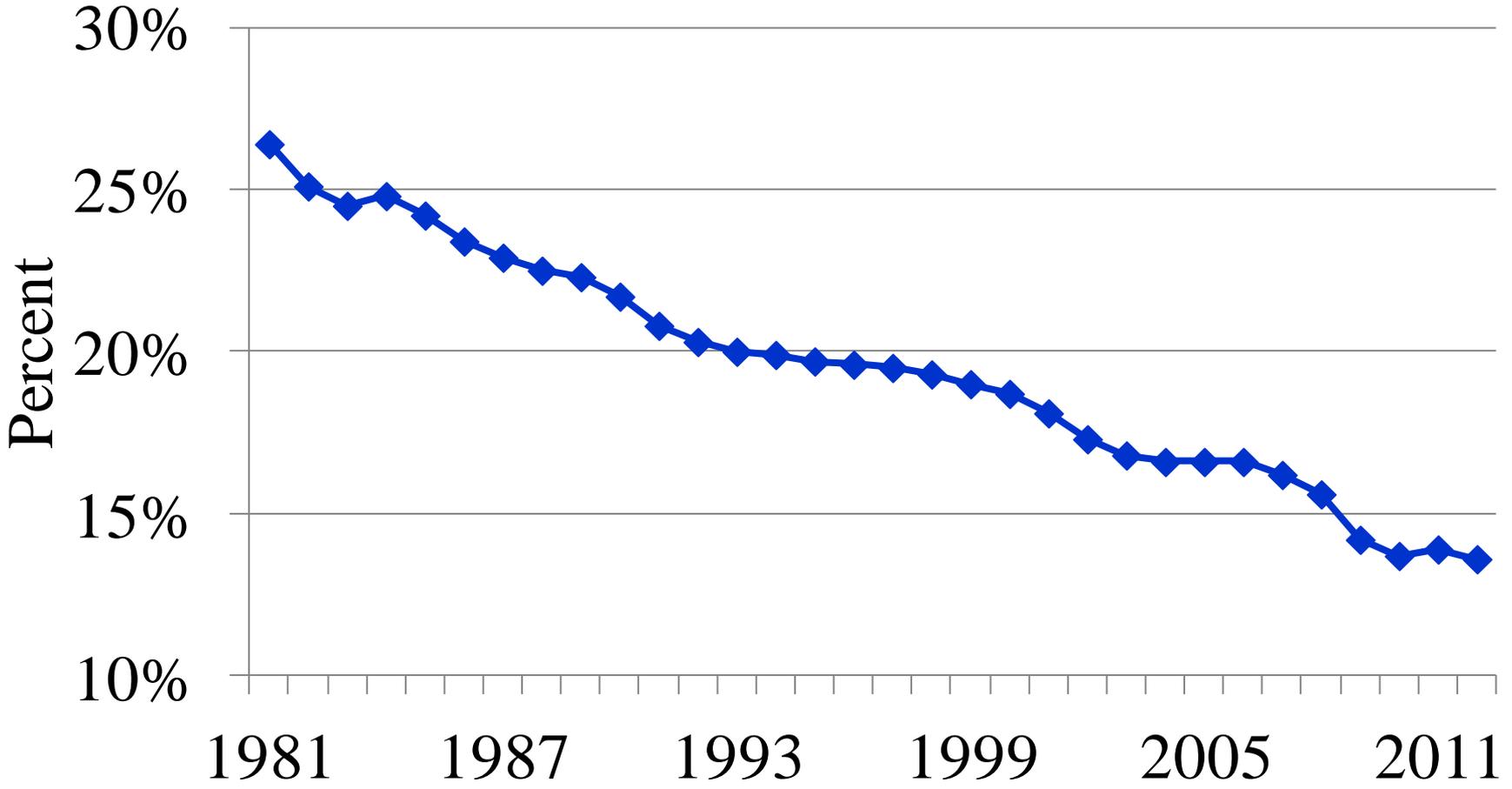




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# U.S. All Goods Producing

## Employment as Percent of All Non-Farm Employment 1981-2012

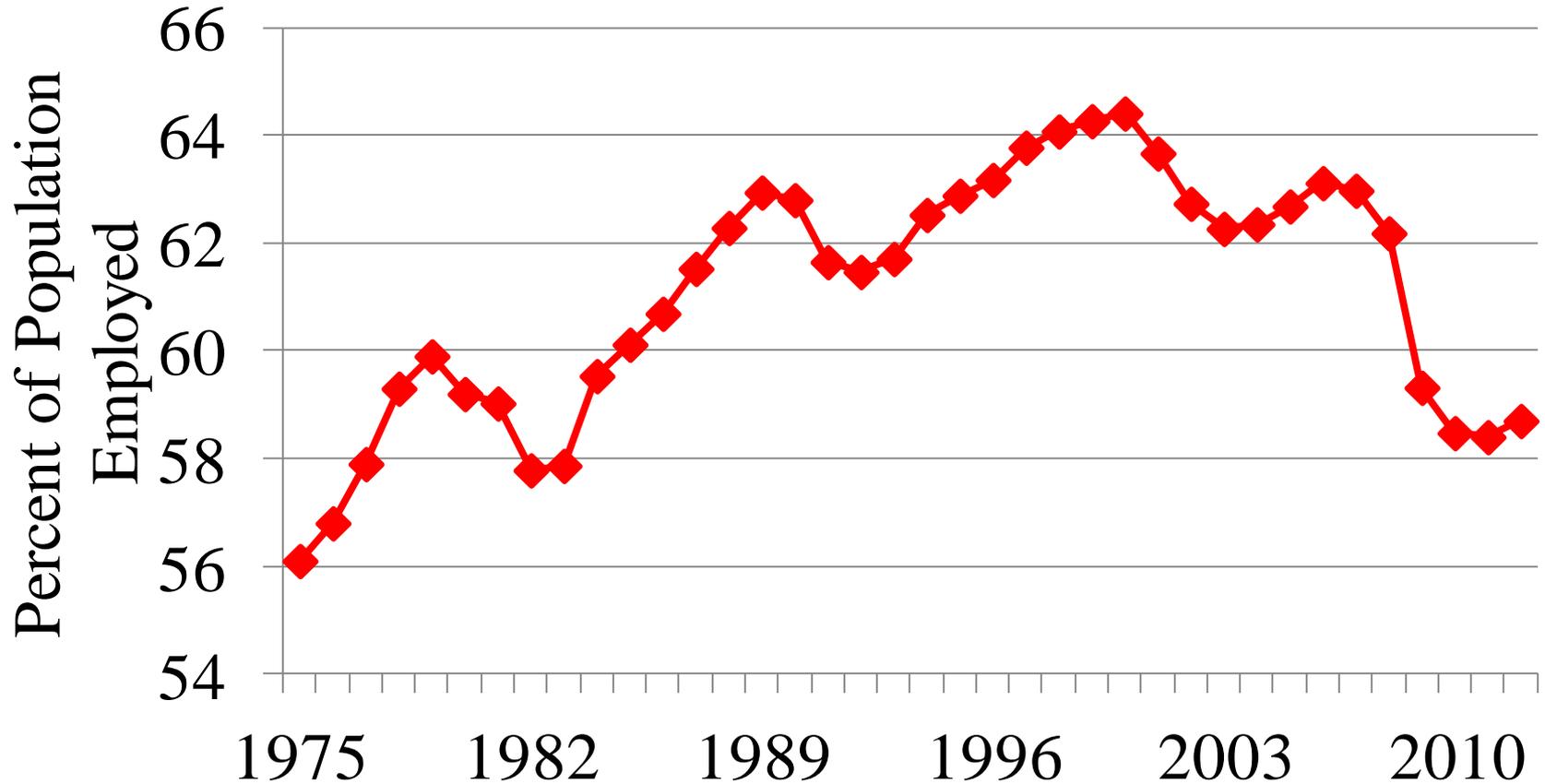
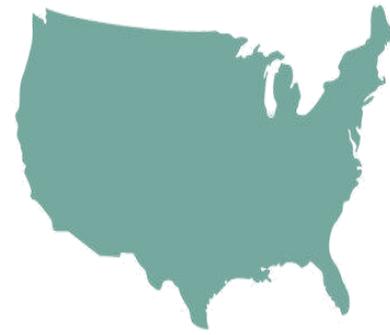


Source: BLS



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# Employment–Population Ratio U.S. 1975-2012

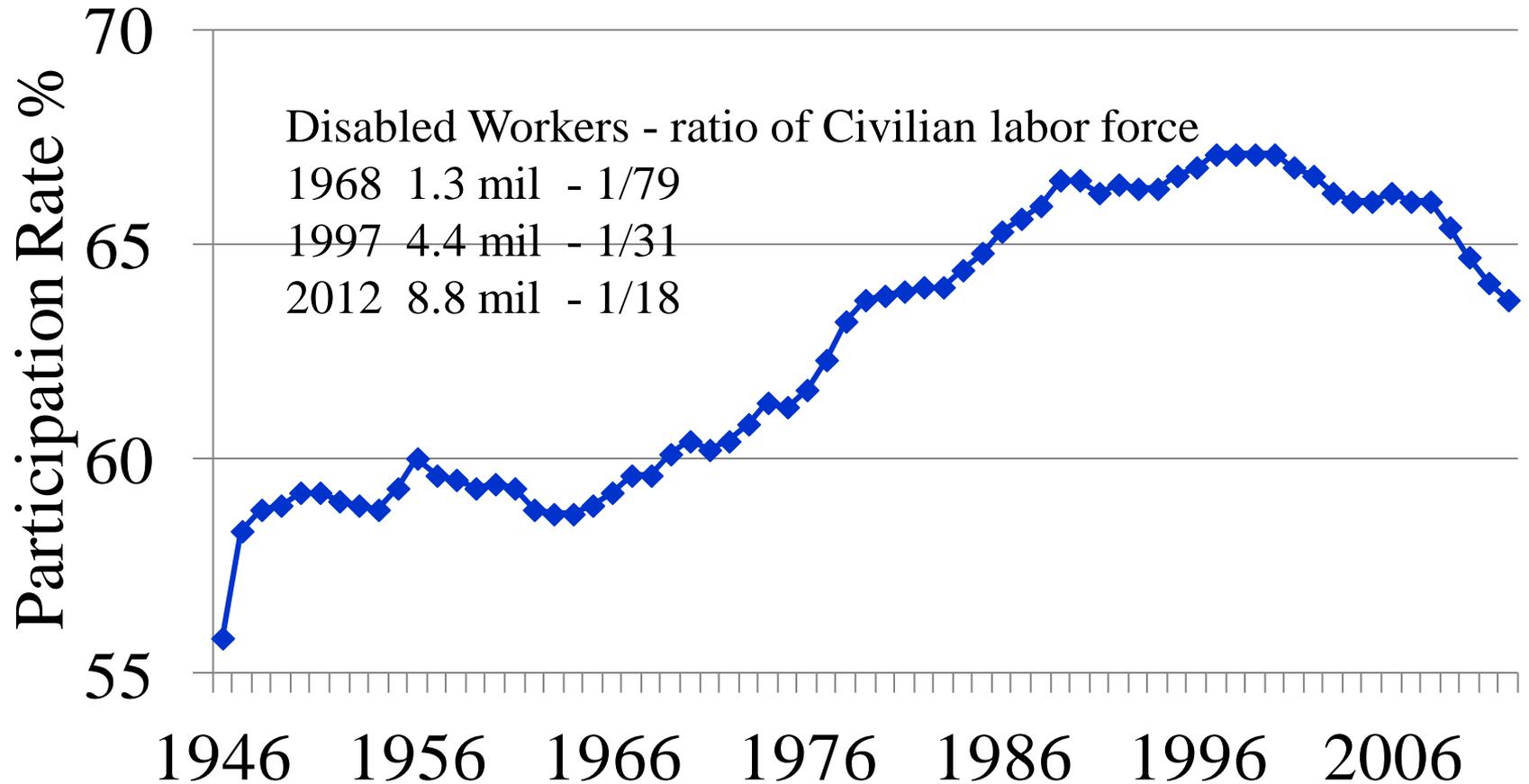


Source: Bureau of Labor Statistics



# U.S. Labor Participation Rate Percent 1946 – 2012

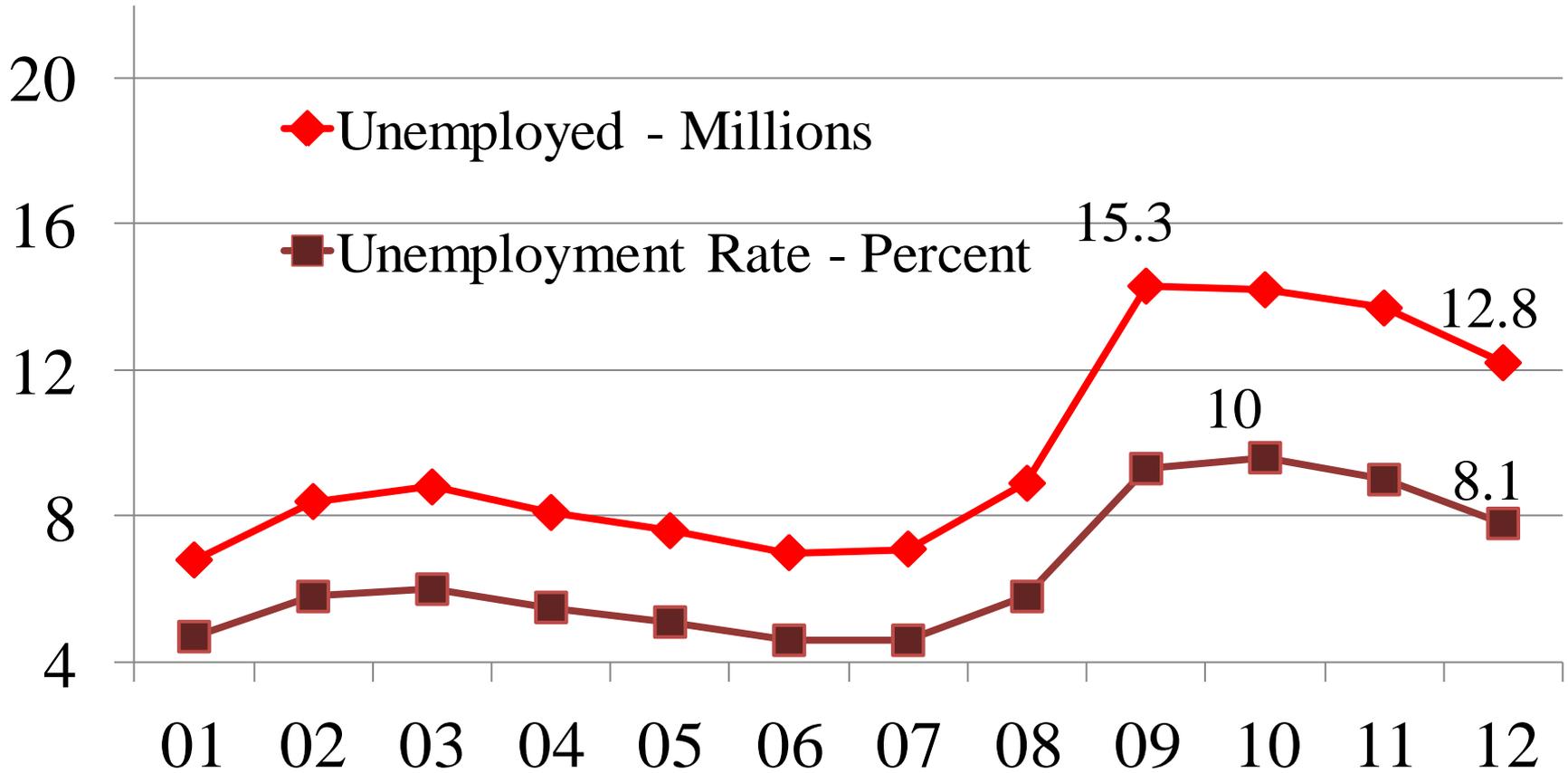
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# U.S. Employment 2001-2012

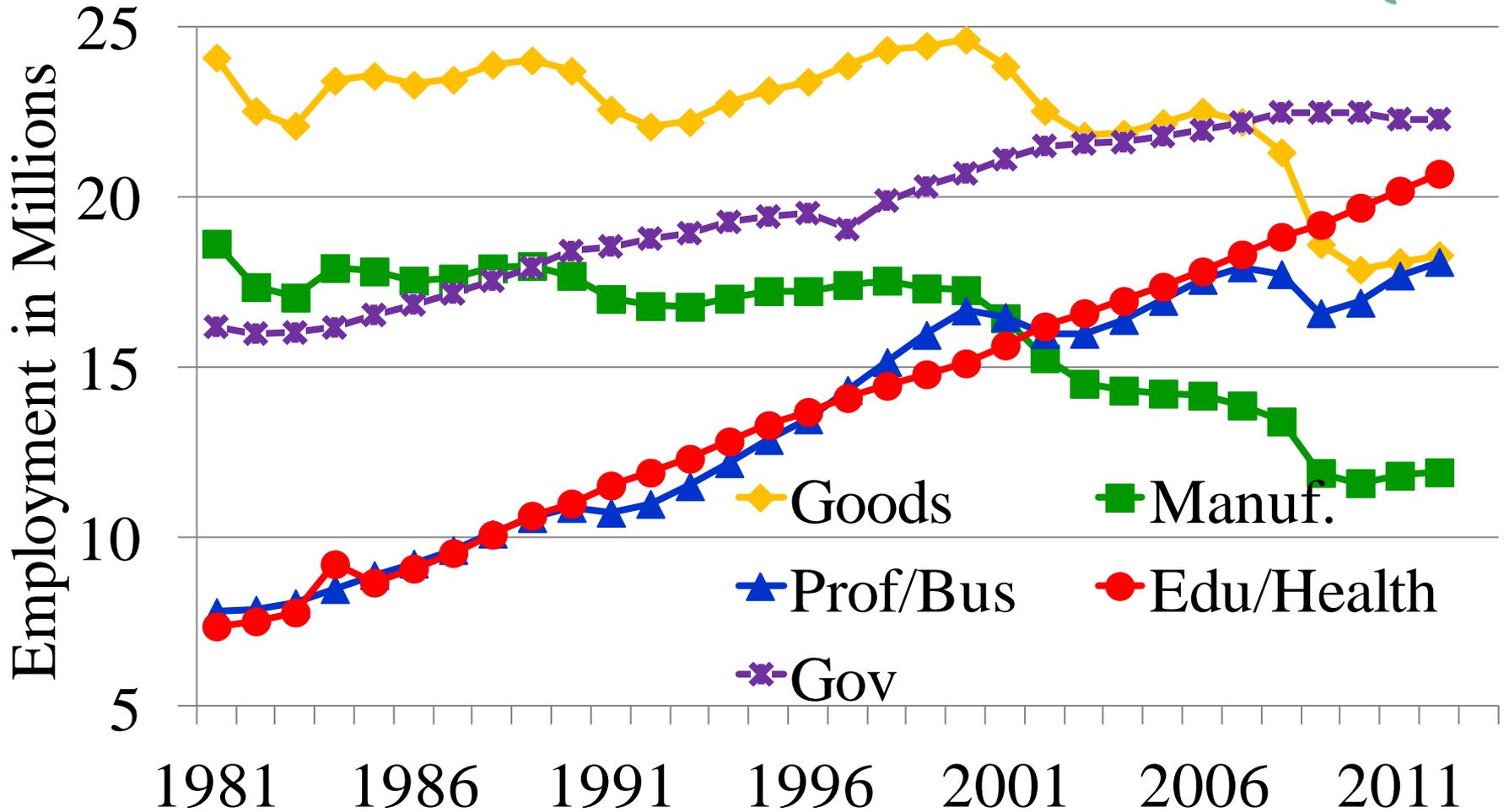




# U.S. Employment by Sector 1981 – 2012 in Millions



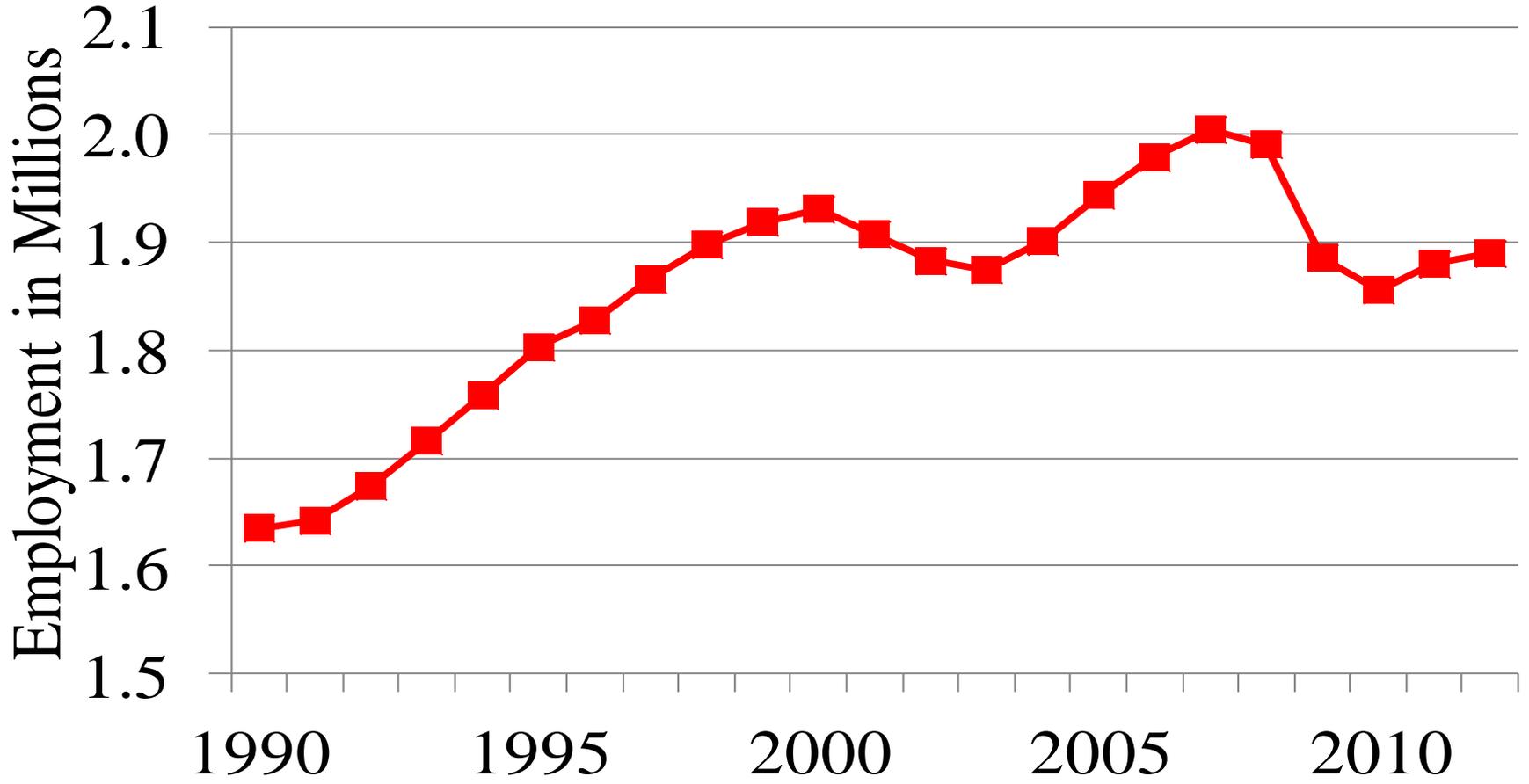
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Source: Bureau of Economic Analysis, Bureau of Labor Statistics



# Alabama Non-Farm Employment 1990 – 2012

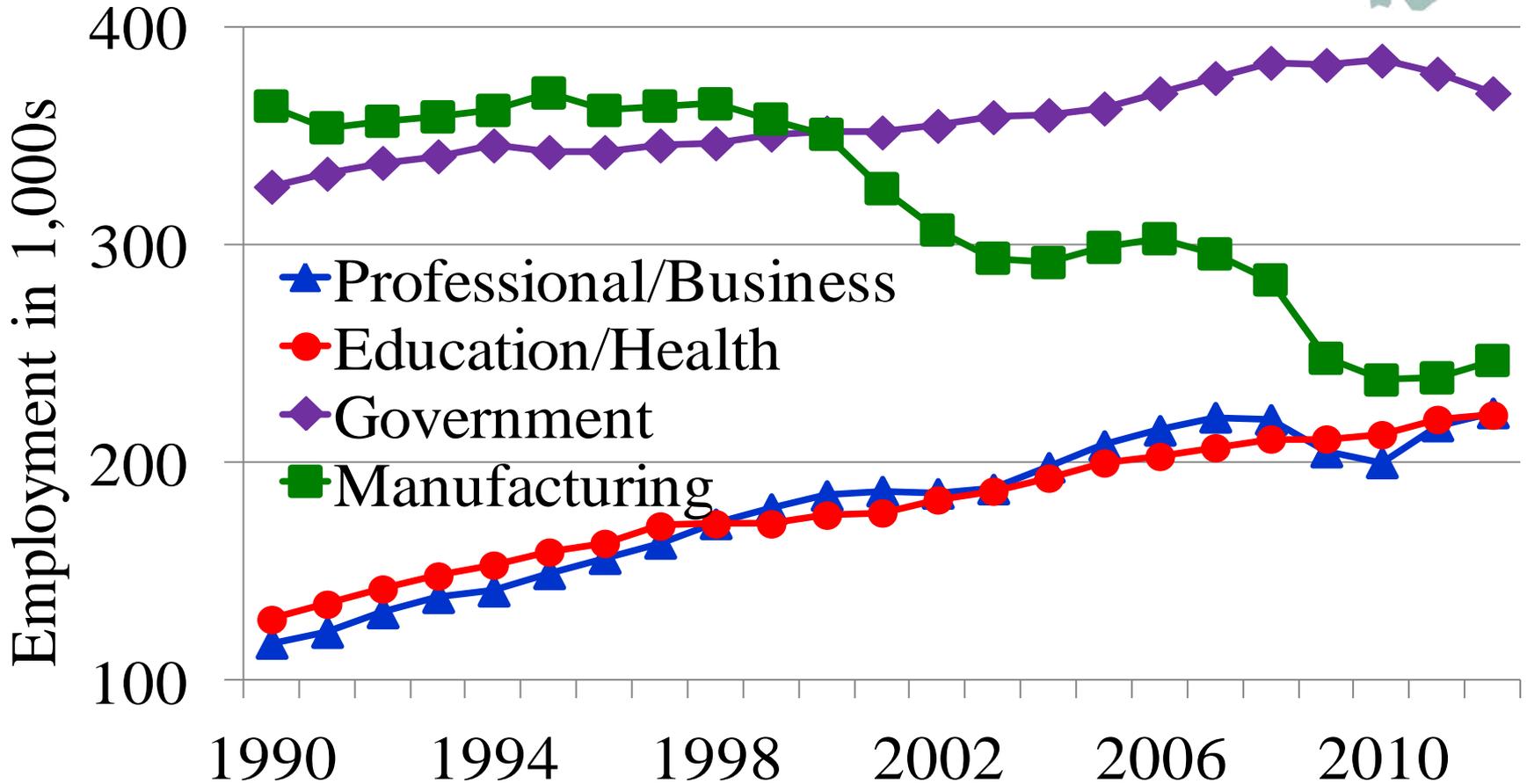


Source: BLS, Alabama Dept. of Industrial Relations



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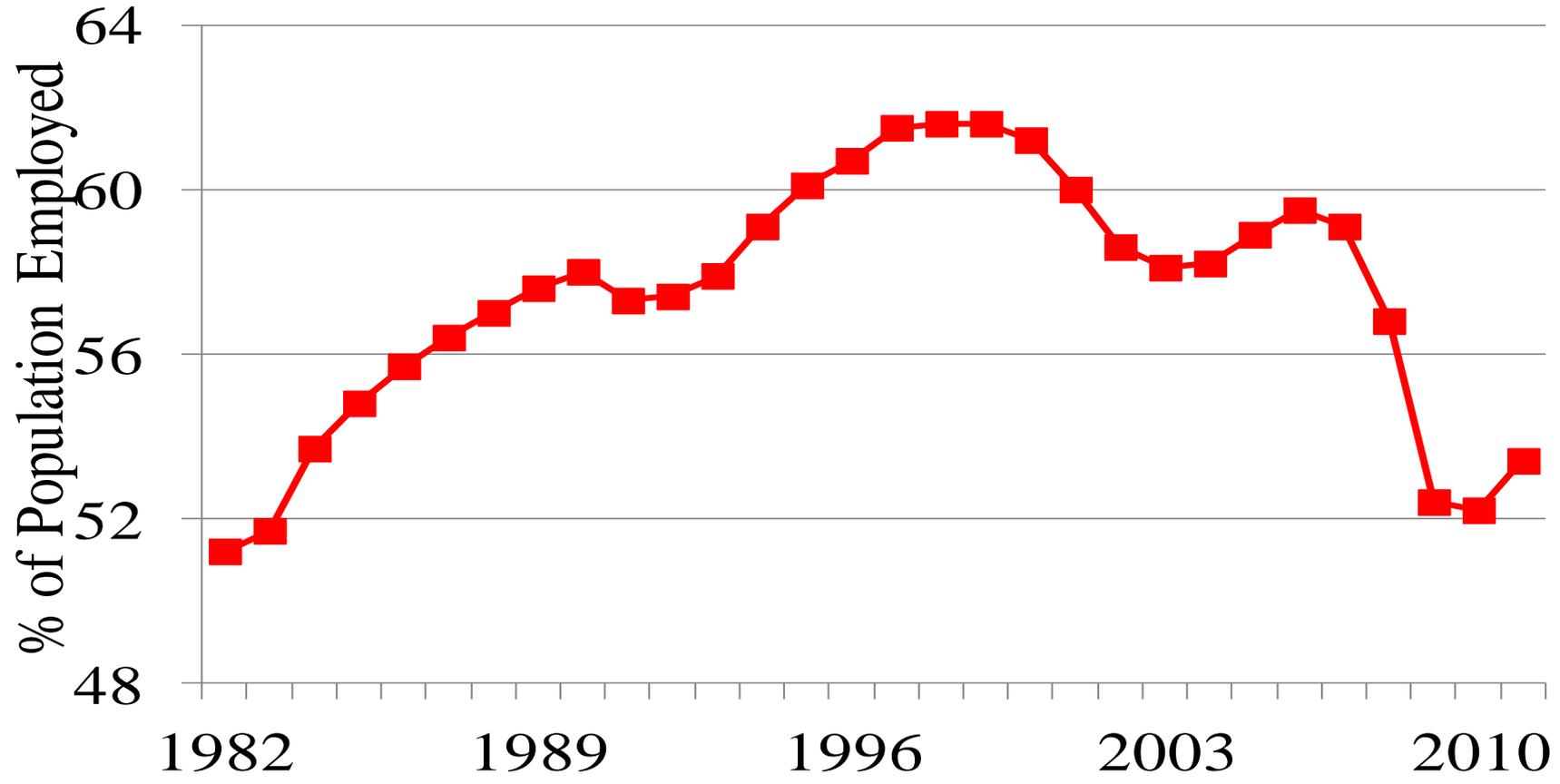
# Alabama Employment by Sector 1990-2012



Source: BLS, Alabama Dept. of Industrial Relations



# Alabama Employment–Population Ratio 1982 - 2011

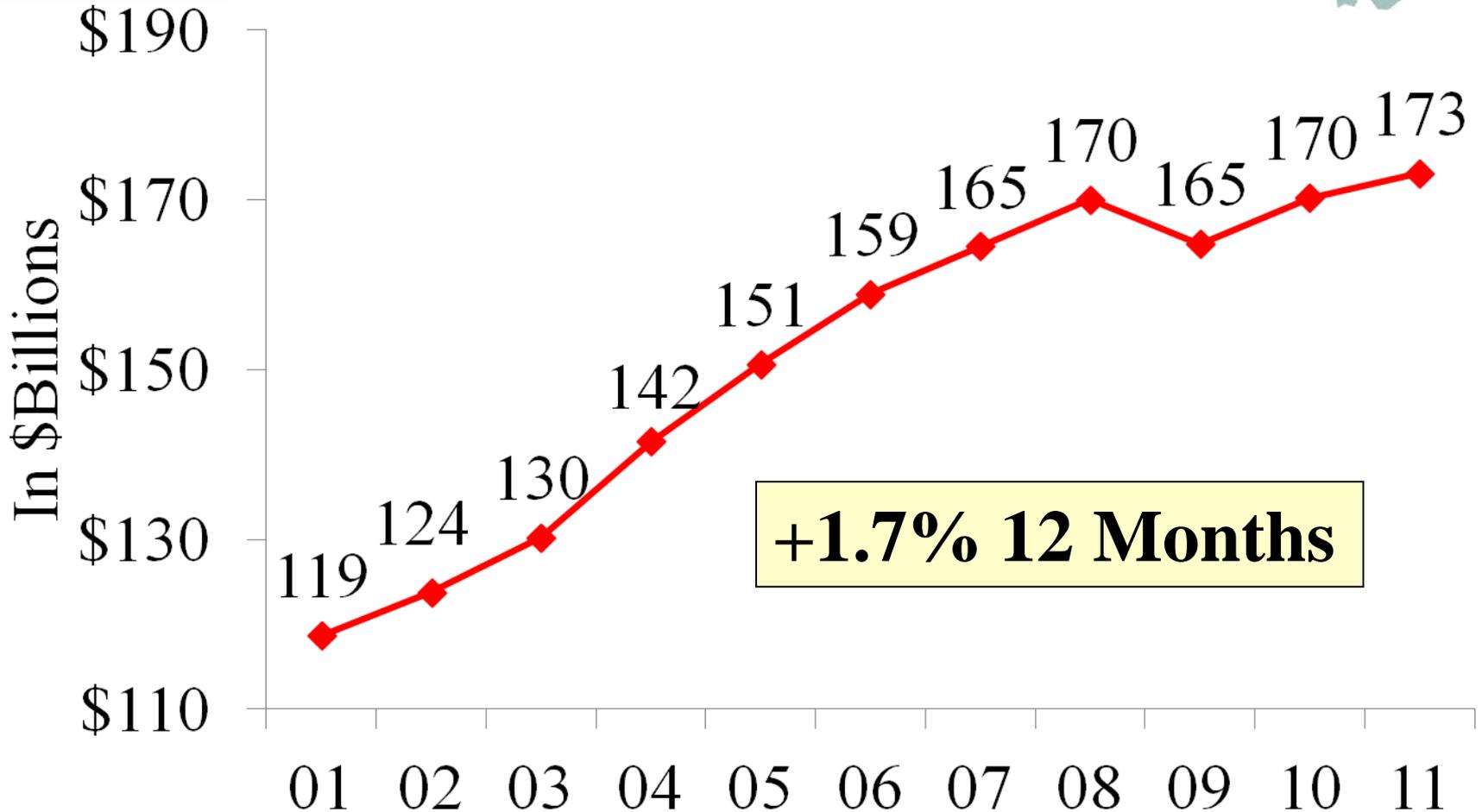


Source: Alabama Dept. of Industrial Relations, U.S. Bureau of Labor Statistics



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# Alabama – Gross Domestic Product 2001 – 2011



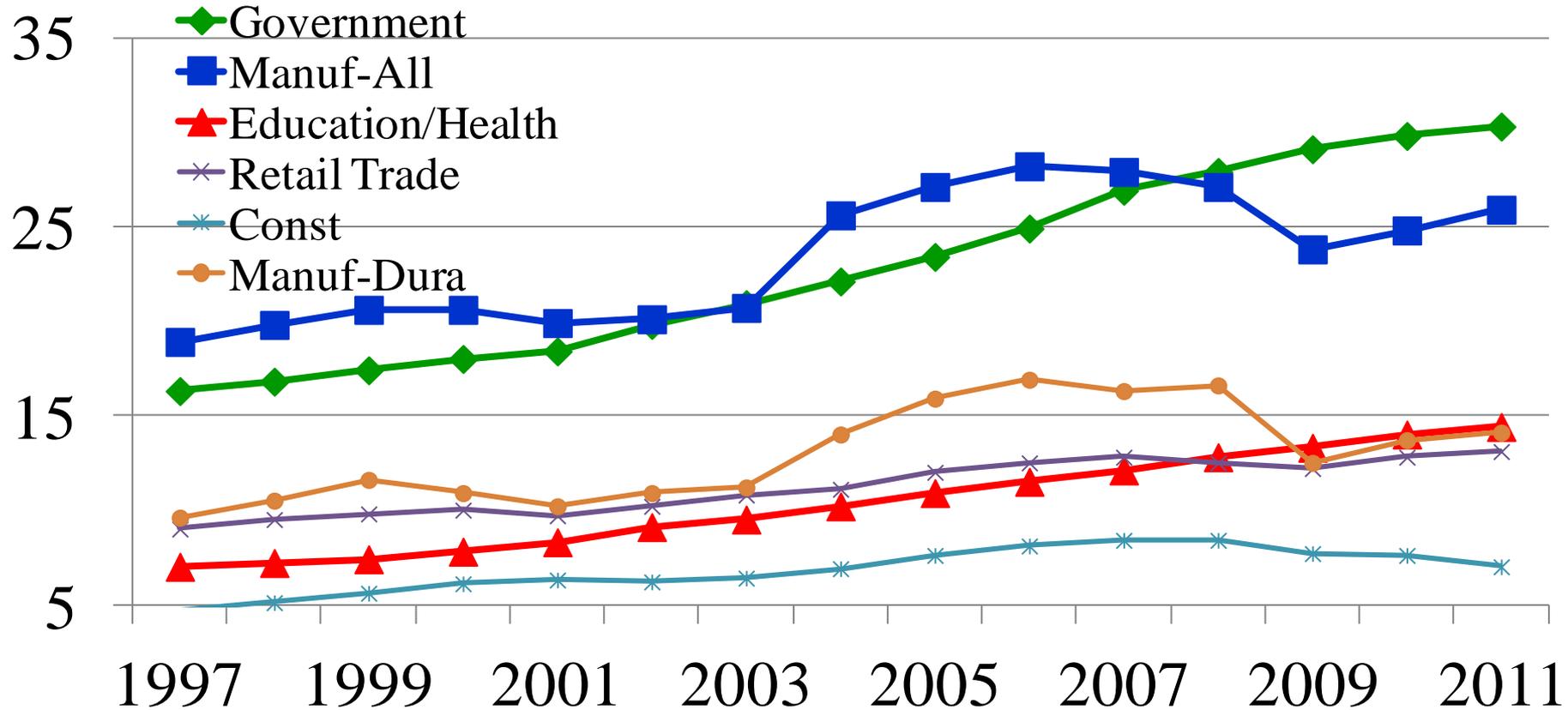


# Alabama – Components of GDP

## \$Billions of Current Dollars



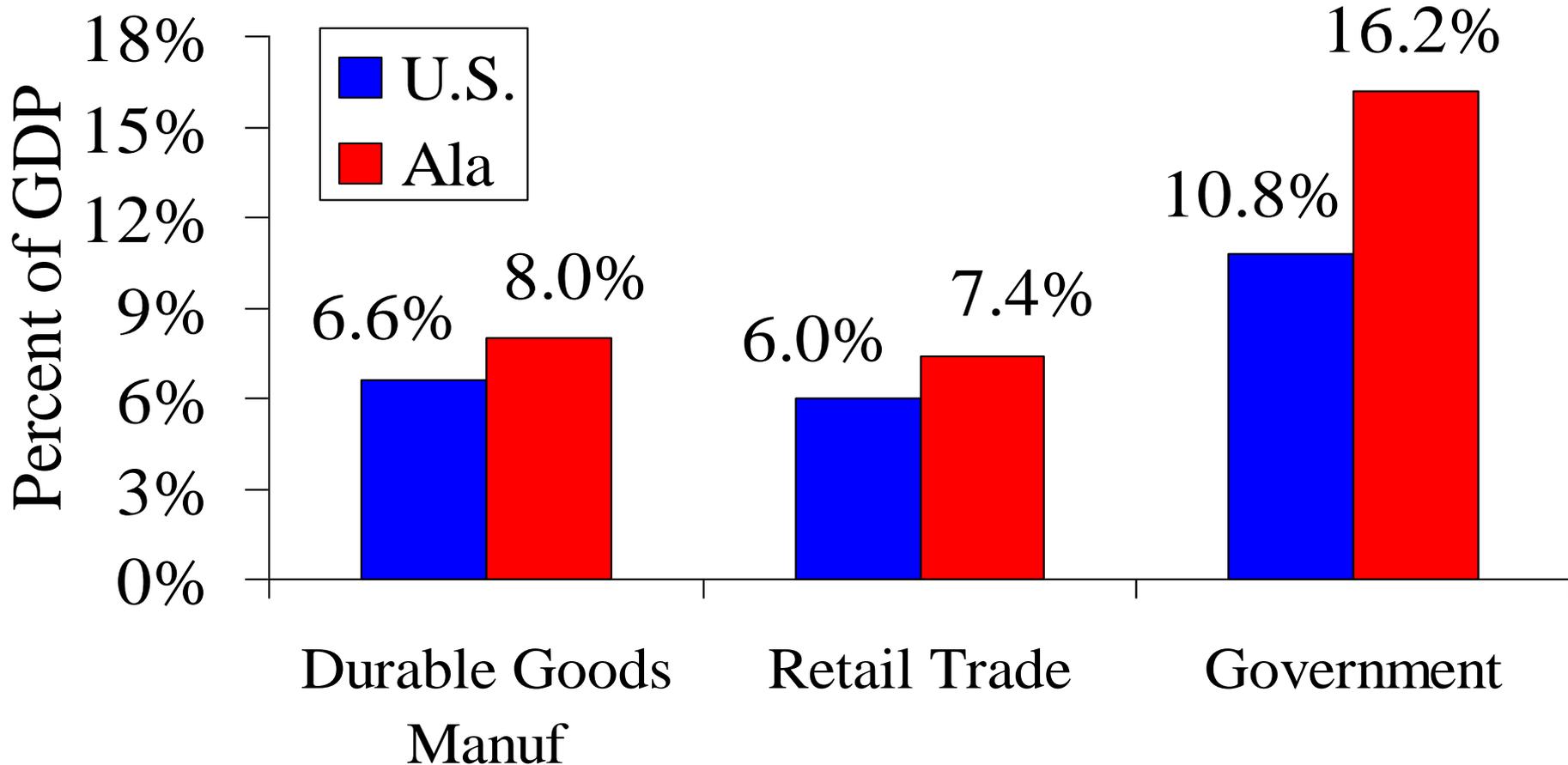
1997 - 2011





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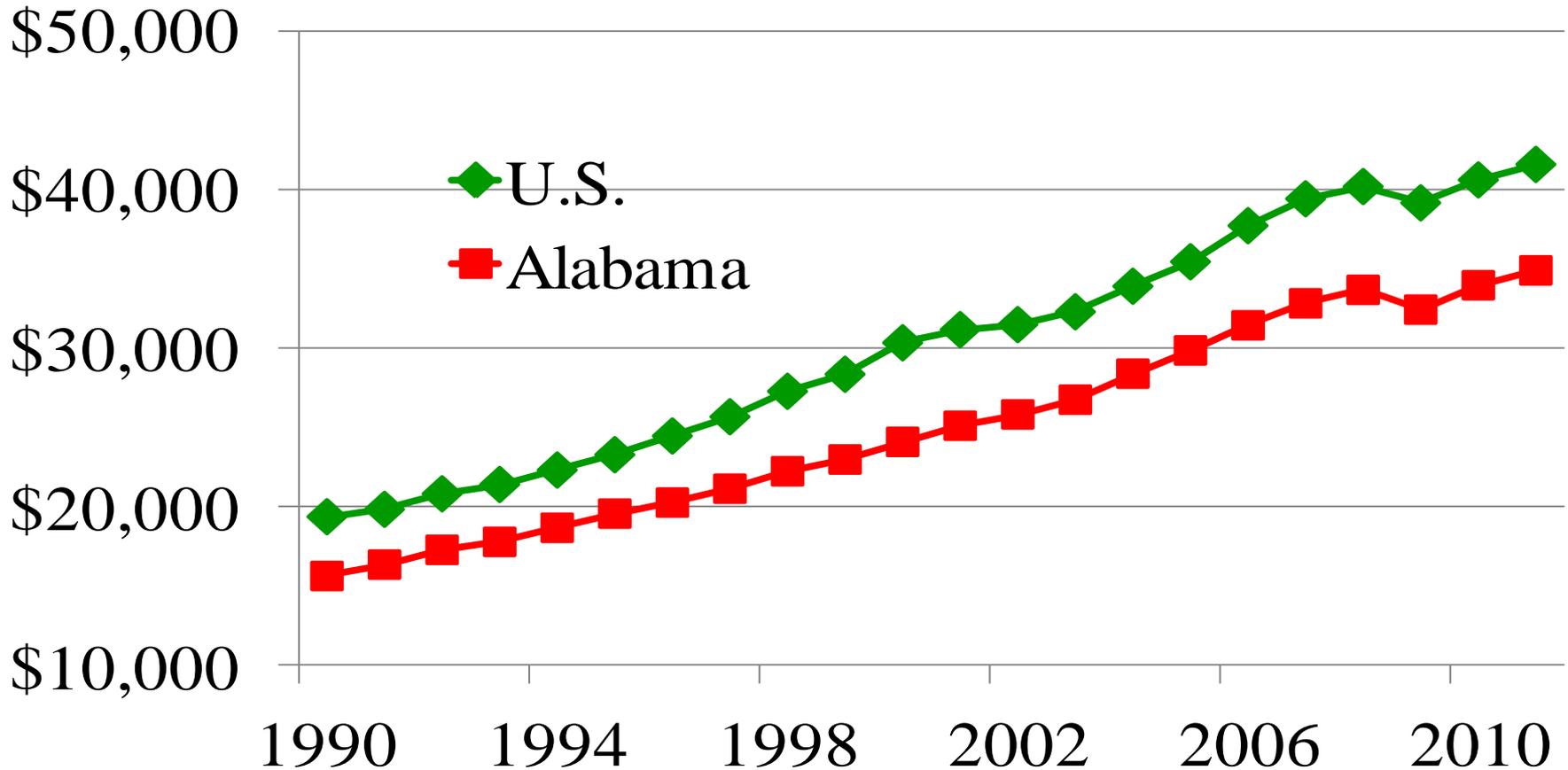
# Alabama vs. U.S. Value Added Activities Share of GDP





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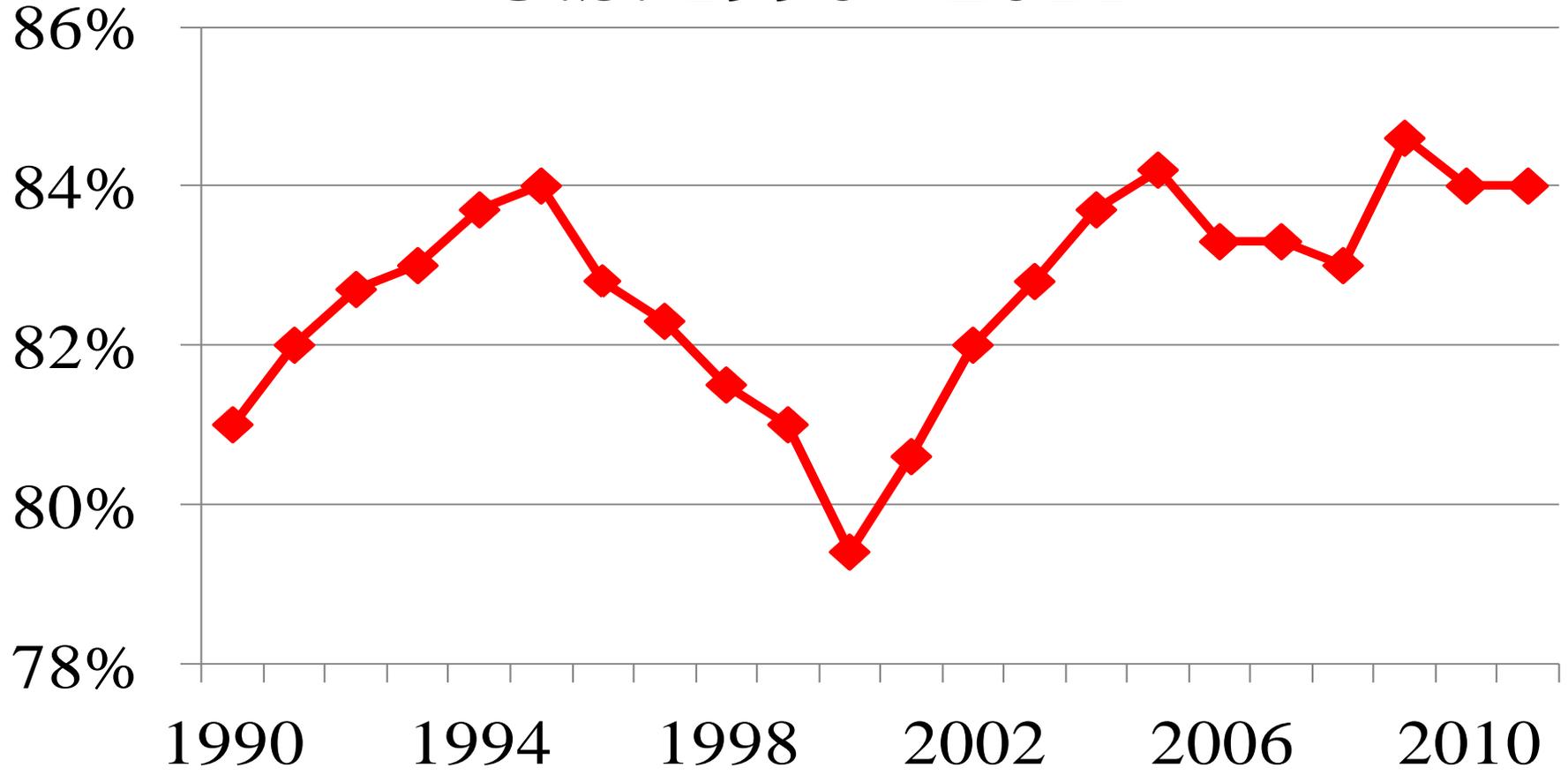
# Per Capita Income Alabama vs U.S. 1990 - 2011



Source: U.S. Bureau of Economic Analysis



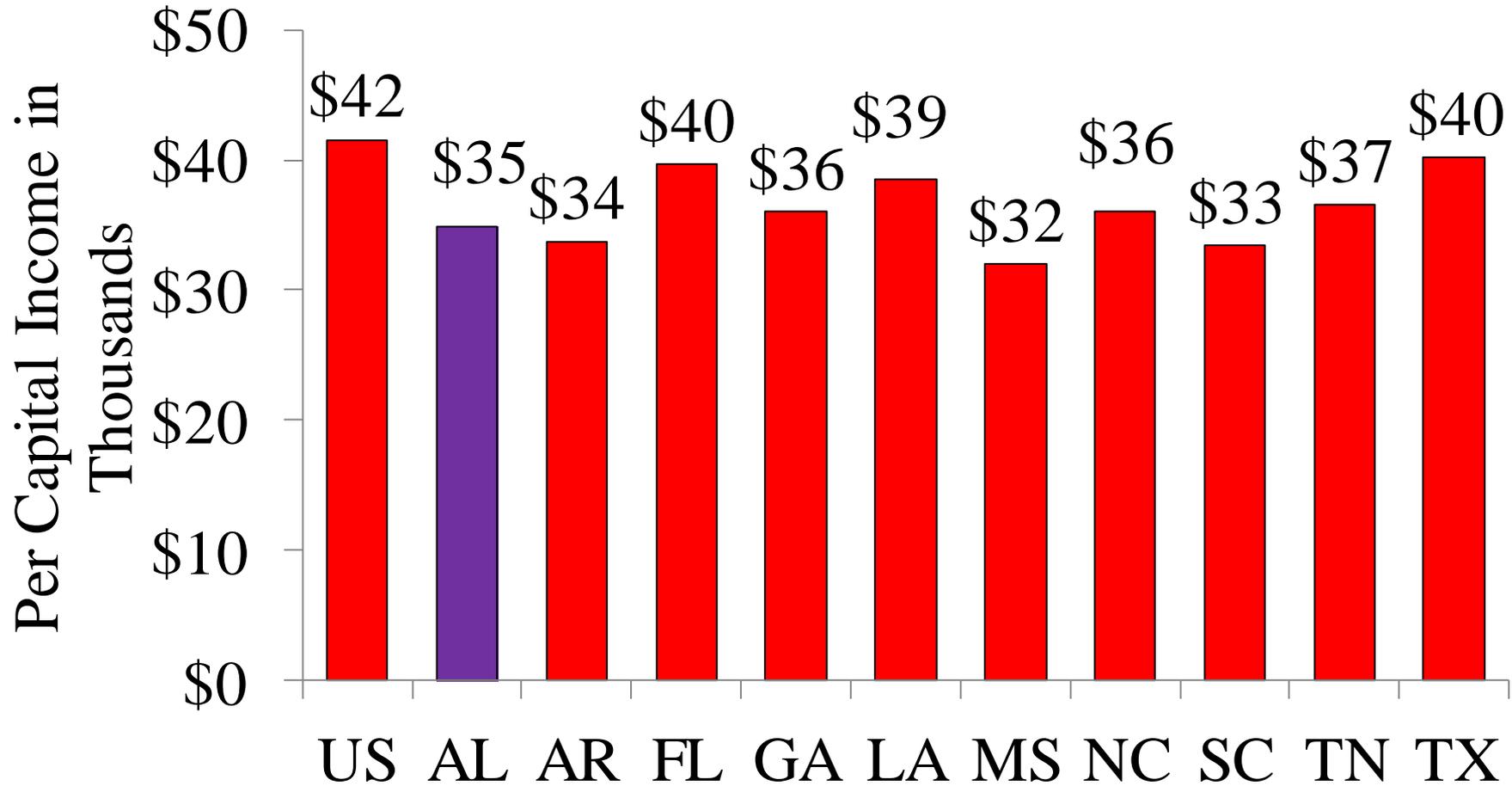
# Per Capita Income Alabama as Percent of U.S. 1990 - 2011



Source: BEA



# Per Capita Income 2010 Regional Comparison in \$Thousands

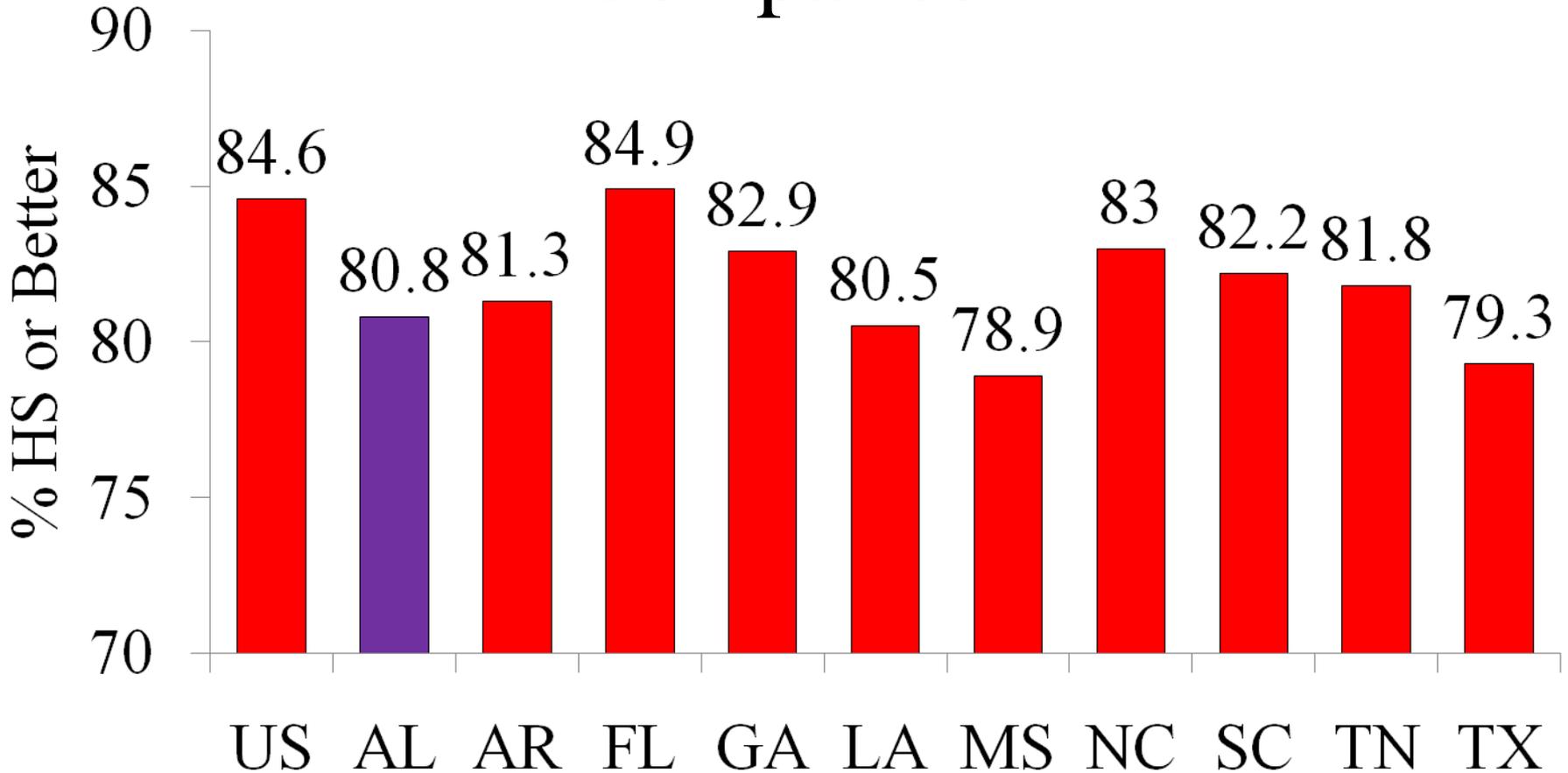


Source: U.S. Census Bureau



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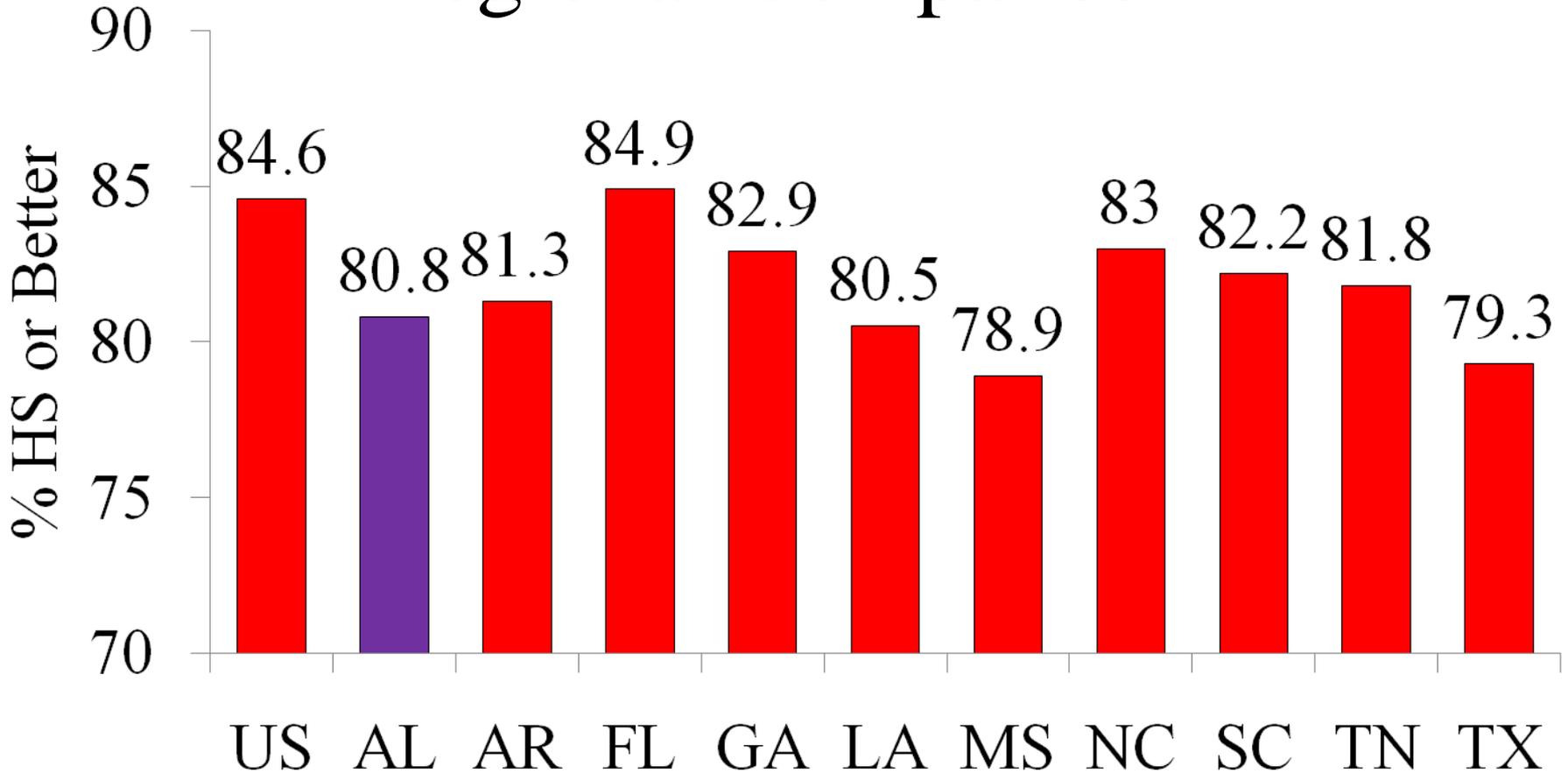
# Education High School or Higher Regional Comparison





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# Education High School or Higher Regional Comparison





# Housing Statistics for Alabama

## YTD Dec 11 vs YTD Dec 12



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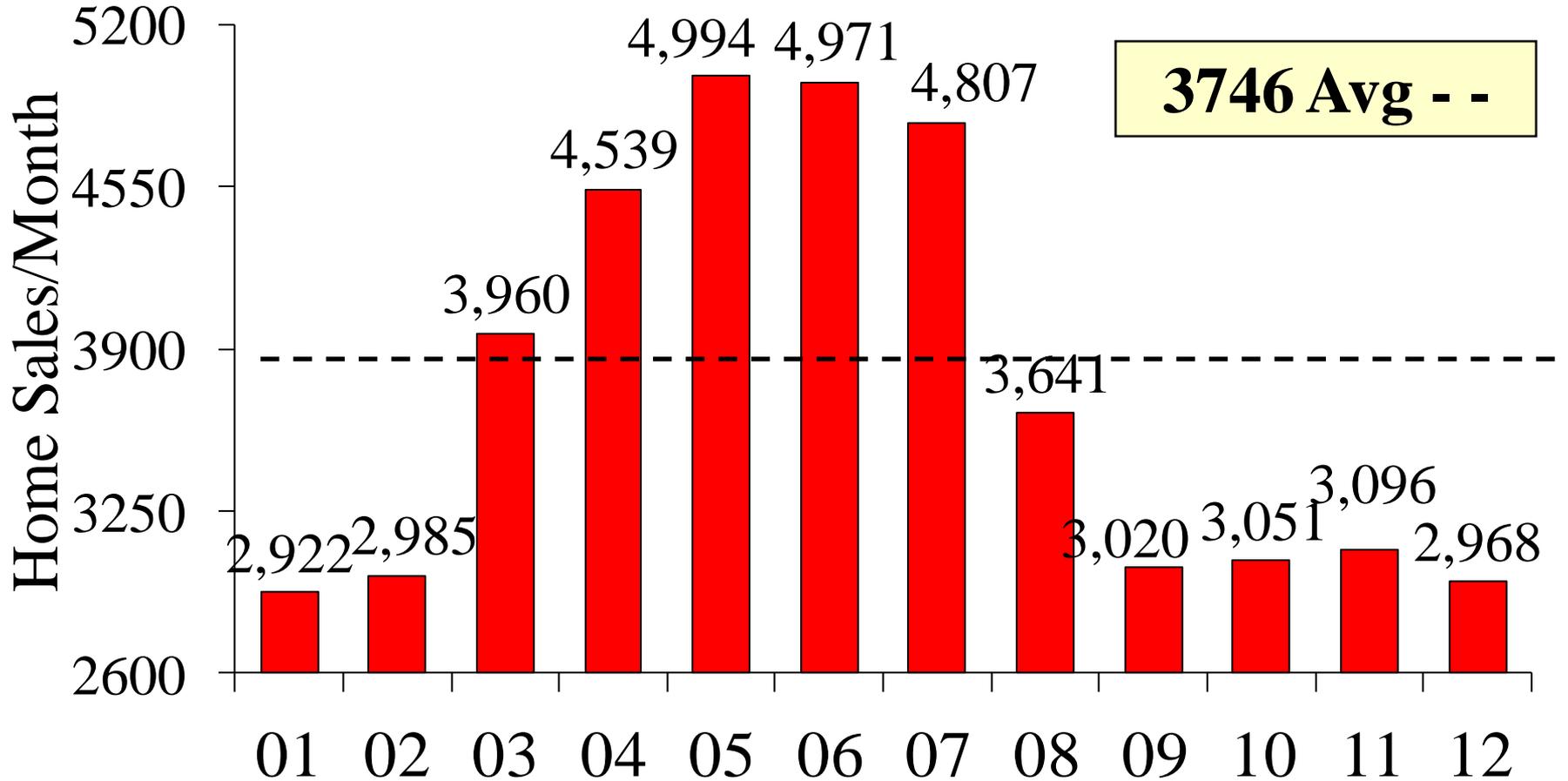
|                           | <u>YTD Dec 2011</u>  | <u>YTD Dec 2012</u>  | <u>% Change</u> |
|---------------------------|----------------------|----------------------|-----------------|
| <b>Total Homes Sold</b>   | 36,985               | 39,132               | <b>5.88%</b>    |
| <b>Avg Selling Price</b>  | \$141,205            | \$144,964            | <b>2.66%</b>    |
| <b>Avg Days on Market</b> | 158.8                | 159.1                | <b>0.19%</b>    |
|                           | <u>Dec 2011 only</u> | <u>Dec 2012 only</u> |                 |
| <b>Total Homes Listed</b> | 32,262               | 30,889               | <b>-4.26%</b>   |



# Number of Home Sales Per Month Alabama 2001 - 2012



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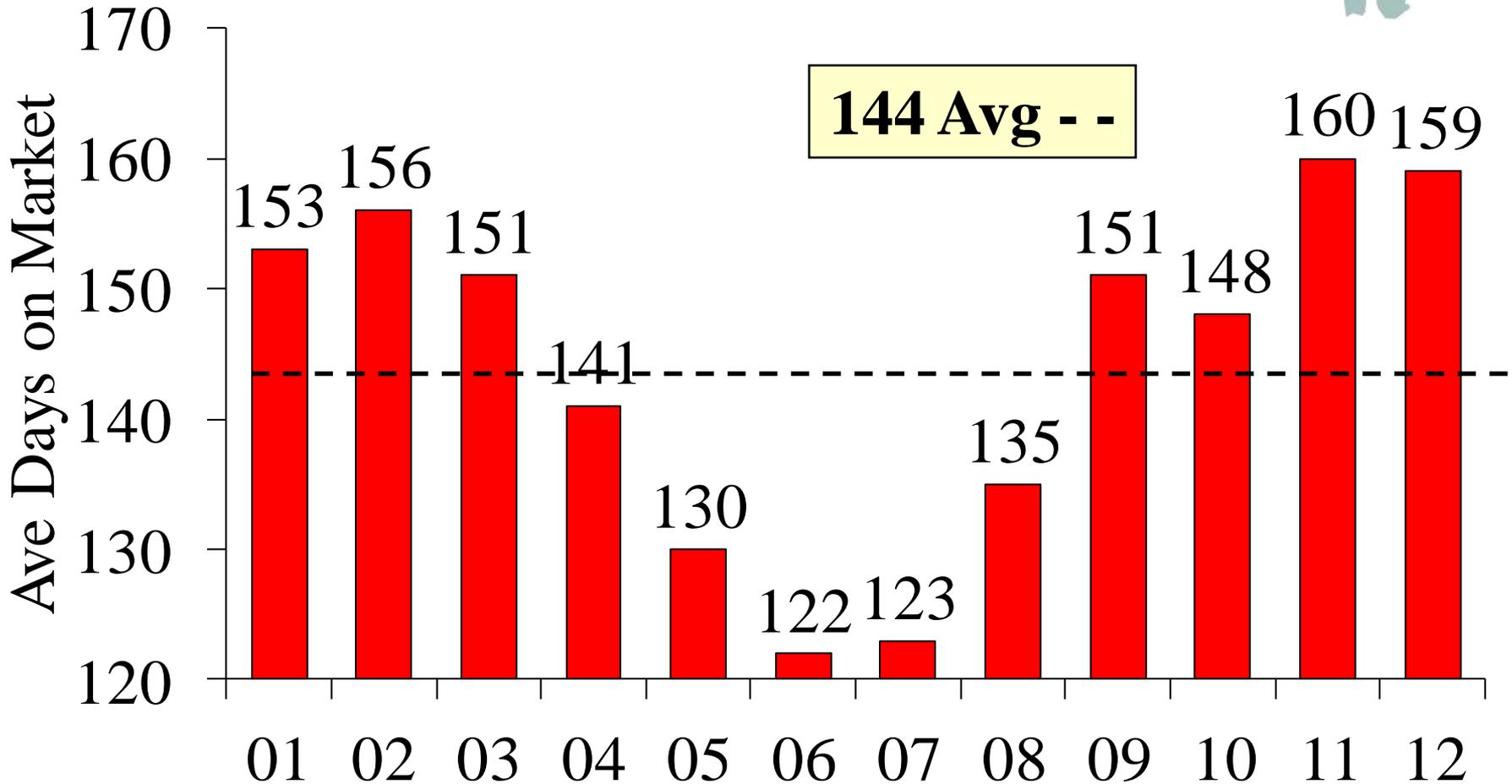
Source: Alabama Center for Real Estate



# Homes Avg Days on Market Alabama 2001 - 2012



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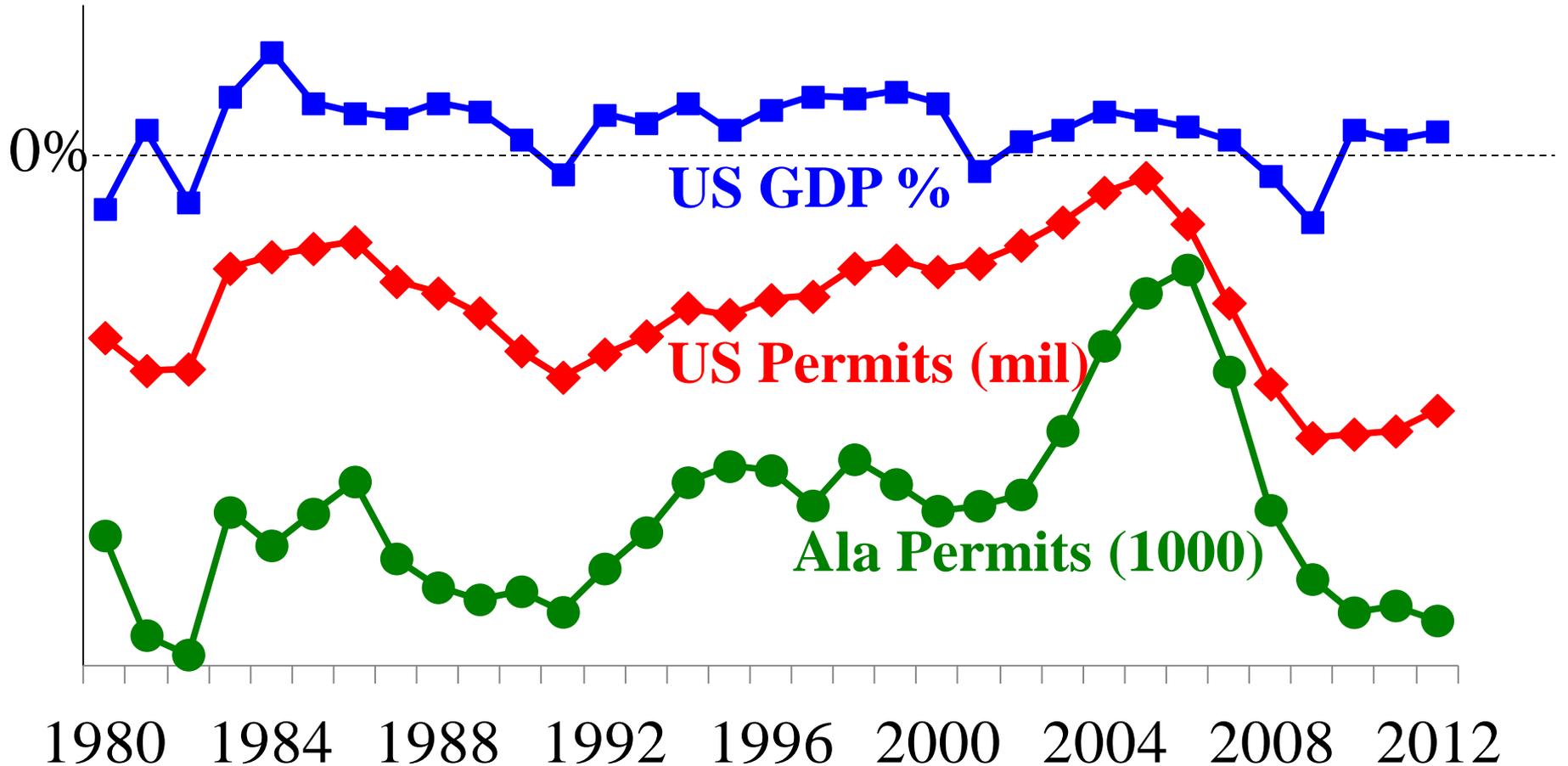


Source: Alabama Center for Real Estate



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# GDP and Building Permits U.S. and Ala 1980-2012

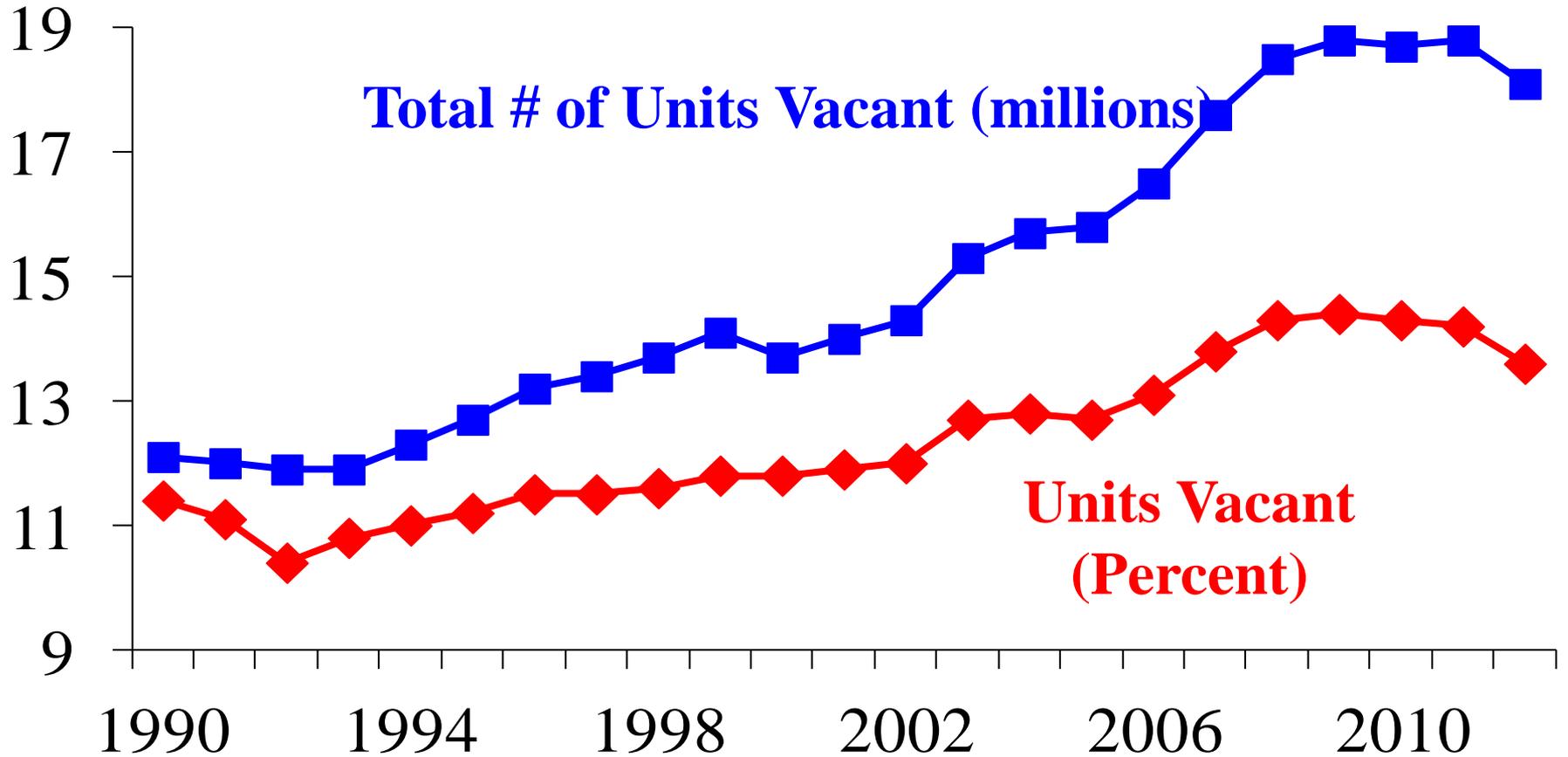


Source: Bureau of Economic Analysis (BEA), U.S. Census Bureau



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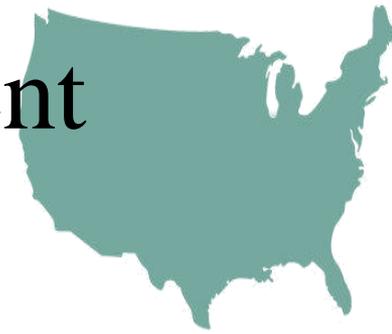
# Growth of Housing Vacancies U.S. 1990 - 2012



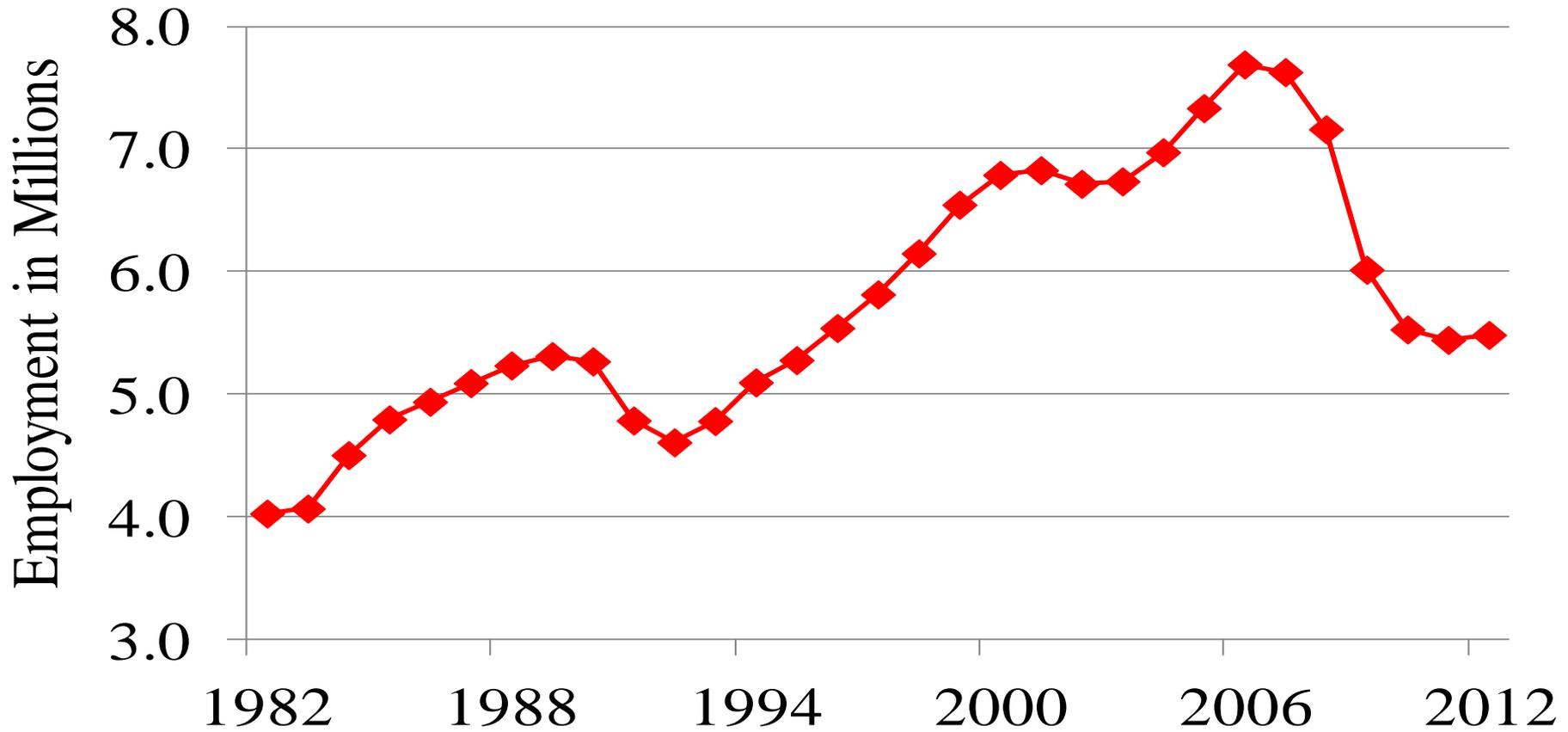
Source: U.S. Census Bureau



# U.S. Construction Employment 1982 – 2012 in Millions



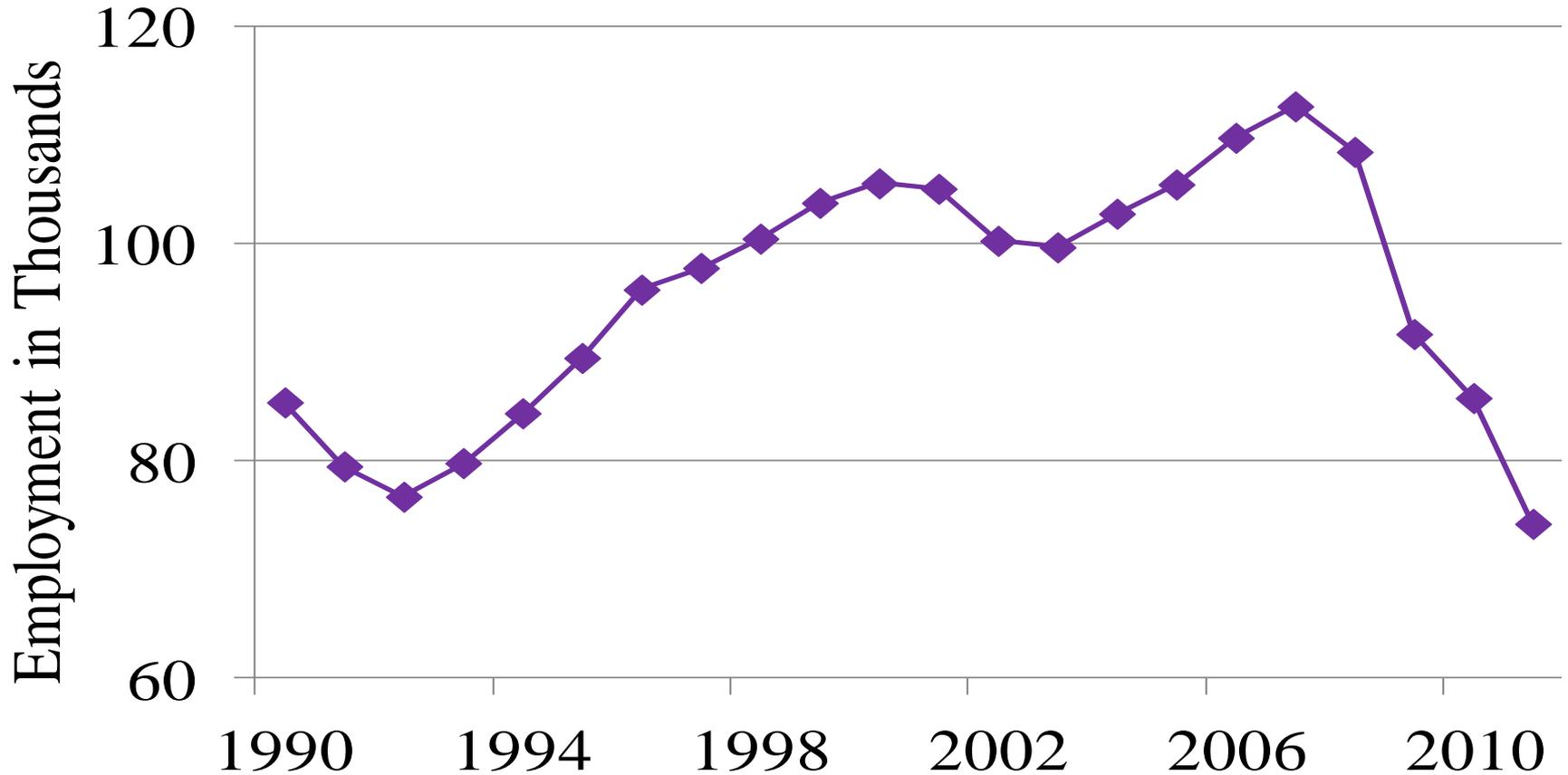
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# Alabama Construction Employment 1990 – 2012





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# Energy - Electricity Retail Price\* Nov. 2012 Alabama vs. U.S. by



| <b><u>Sector</u></b> | <b><u>Alabama</u></b> | <b><u>U.S.</u></b> | <b><u>AL Rank</u></b> |
|----------------------|-----------------------|--------------------|-----------------------|
| <b>Residential</b>   | <b>10.96</b>          | <b>11.74</b>       | <b>28</b>             |
| <b>Commercial</b>    | <b>10.57</b>          | <b>9.88</b>        | <b>38</b>             |
| <b>Industrial</b>    | <b>5.78</b>           | <b>6.53</b>        | <b>17</b>             |
| <b>All Sectors</b>   | <b>8.71</b>           | <b>9.58</b>        | <b>27</b>             |

\*Cents per Kilowatt-hour



# 2012 Electricity Price\* and Congressional Apportionment



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| <u>States</u> | <u>Seats Lost</u> | <u>Price*</u> | <u>States</u> | <u>Seats Gained</u> | <u>Price*</u> |
|---------------|-------------------|---------------|---------------|---------------------|---------------|
| < NY          | -2                | 14.42         | TX            | +4                  | 8.29          |
| < NJ          | -1                | 13.23         | GA            | +1                  | 8.71          |
| < MA          | -1                | 13.19         | SC            | +1                  | 8.98          |
| < PA          | -1                | 9.86          | FL            | +2                  | 10.81         |
| < MI          | -1                | 10.84         | AZ            | +1                  | 9.03          |
| < IL          | -1                | 8.24          | NV            | +1                  | 7.57          |
| OH            | -2                | 9.16          | UT            | +1                  | 7.48          |
| IA            | -1                | 7.12          | WA            | +1                  | <u>7.04</u>   |
| MO            | -1                | 7.55          |               |                     | Avg. 8.49     |
| LA            | -1                | <u>6.79</u>   |               |                     |               |

Source: EIA, Census Bureau

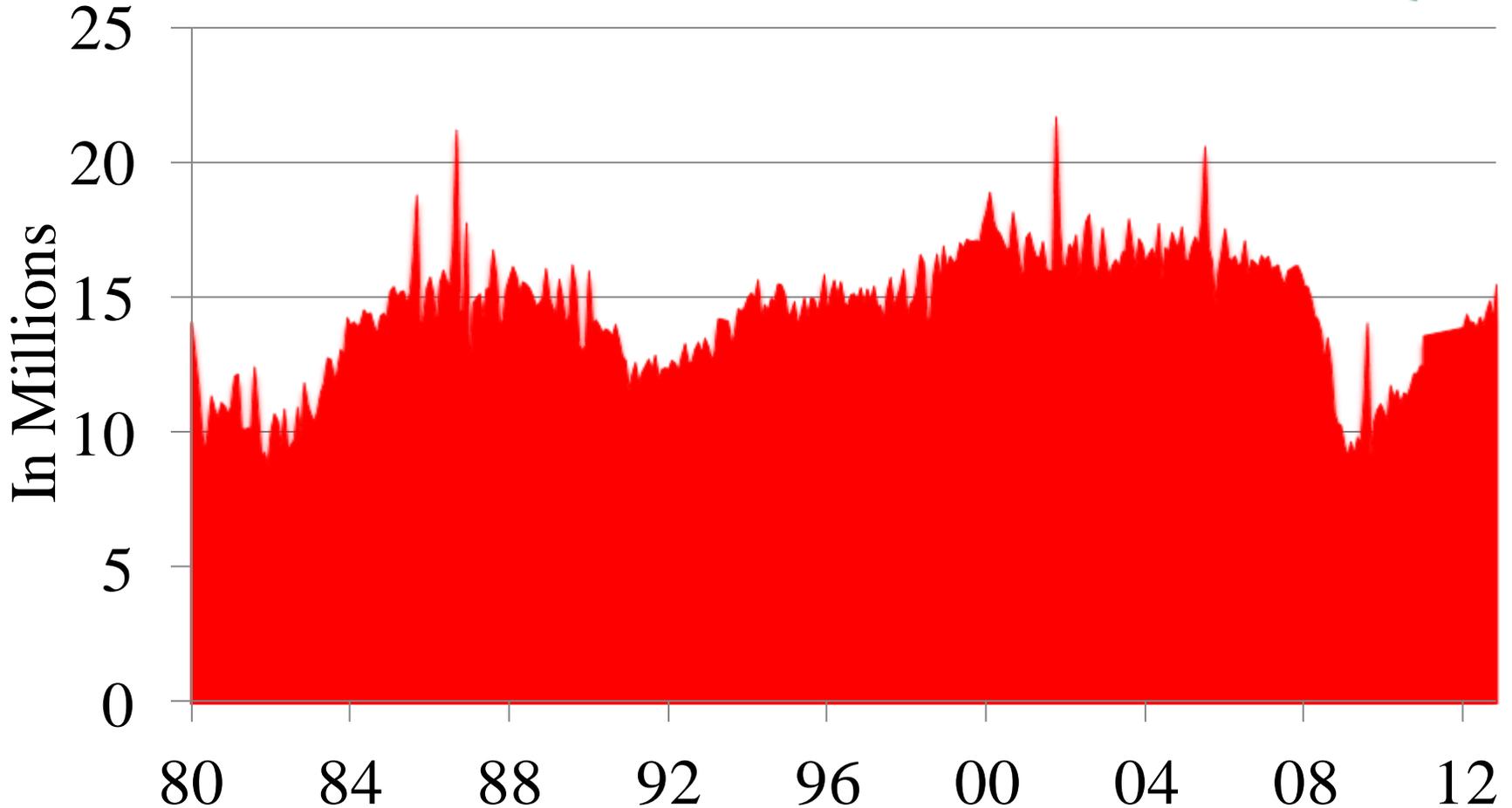
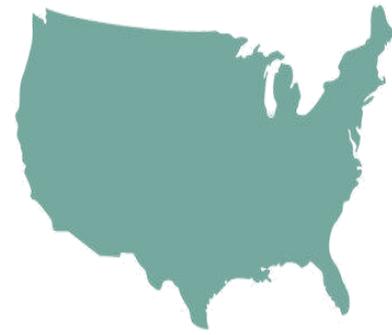
Avg. 10.04

\*Cents per Kilowatt-hour



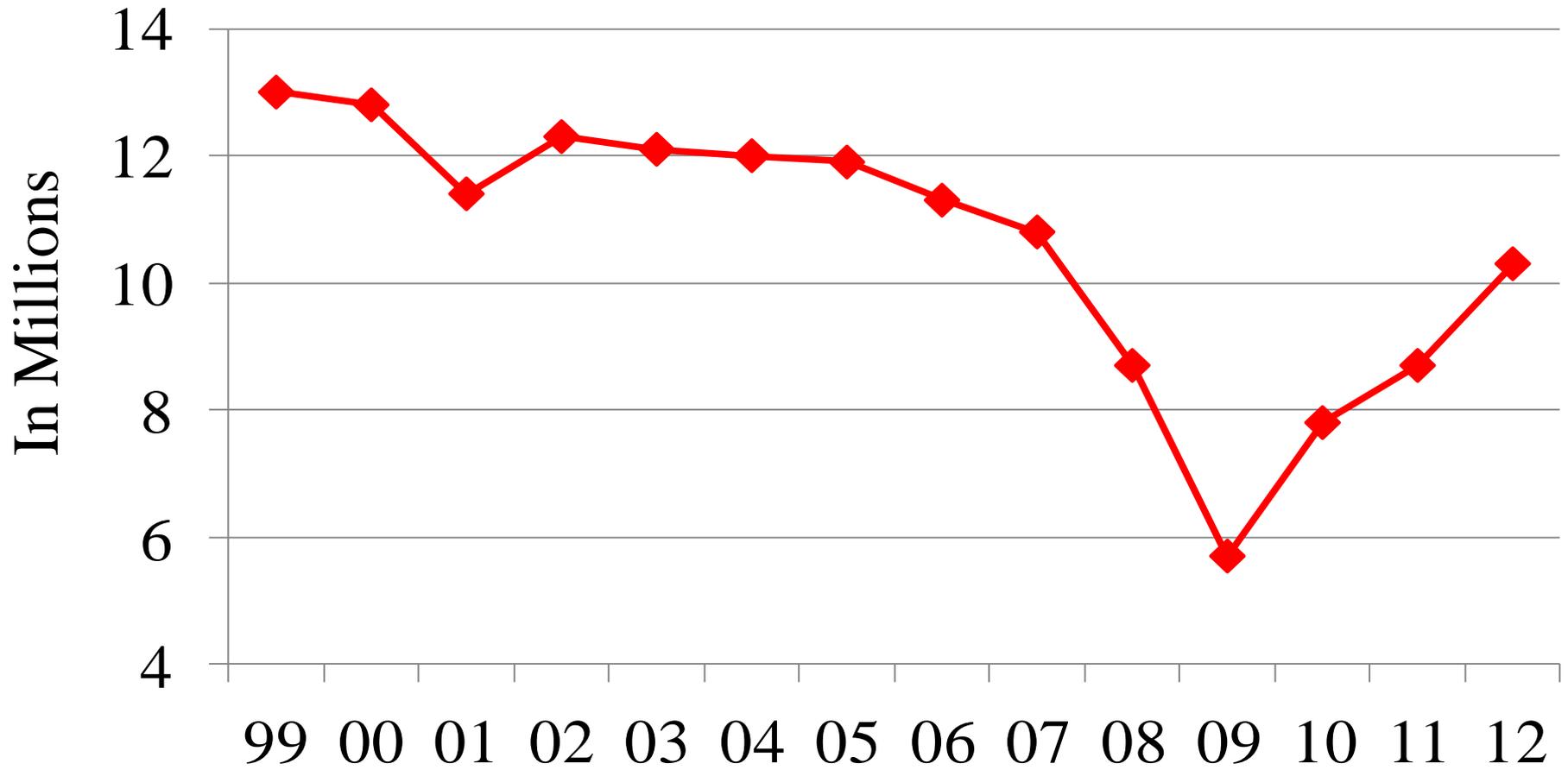
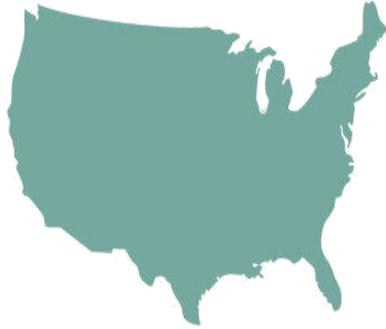
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# U.S. Light Vehicle Sales 1980- 2012 in Millions





# U.S. Motor Vehicle Production 2000 - 2012

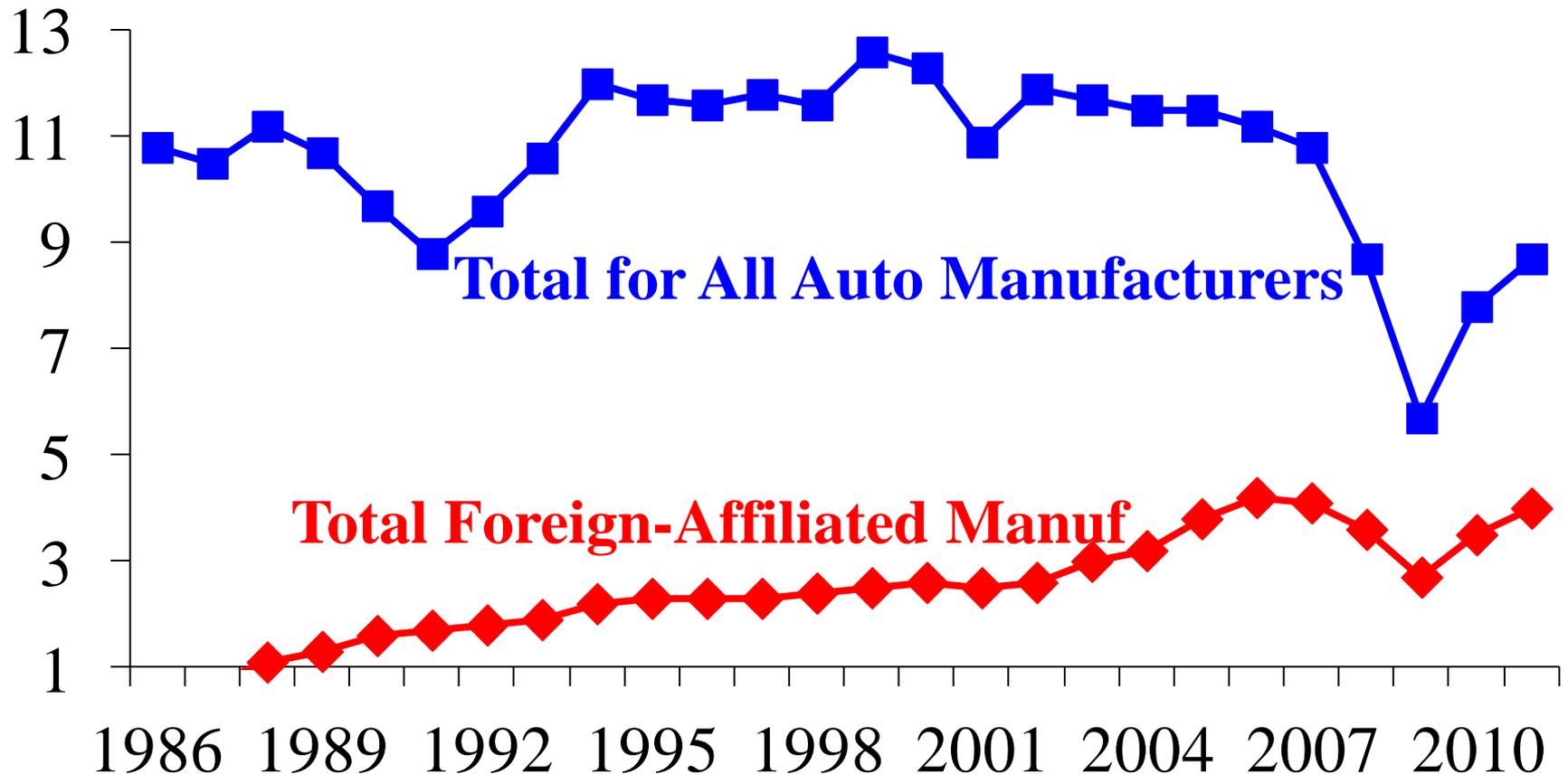
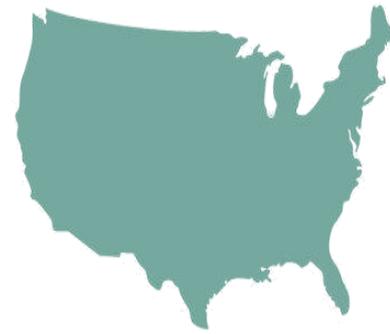


Source: International Organization of Motor Vehicle Manufacturers (OICA)



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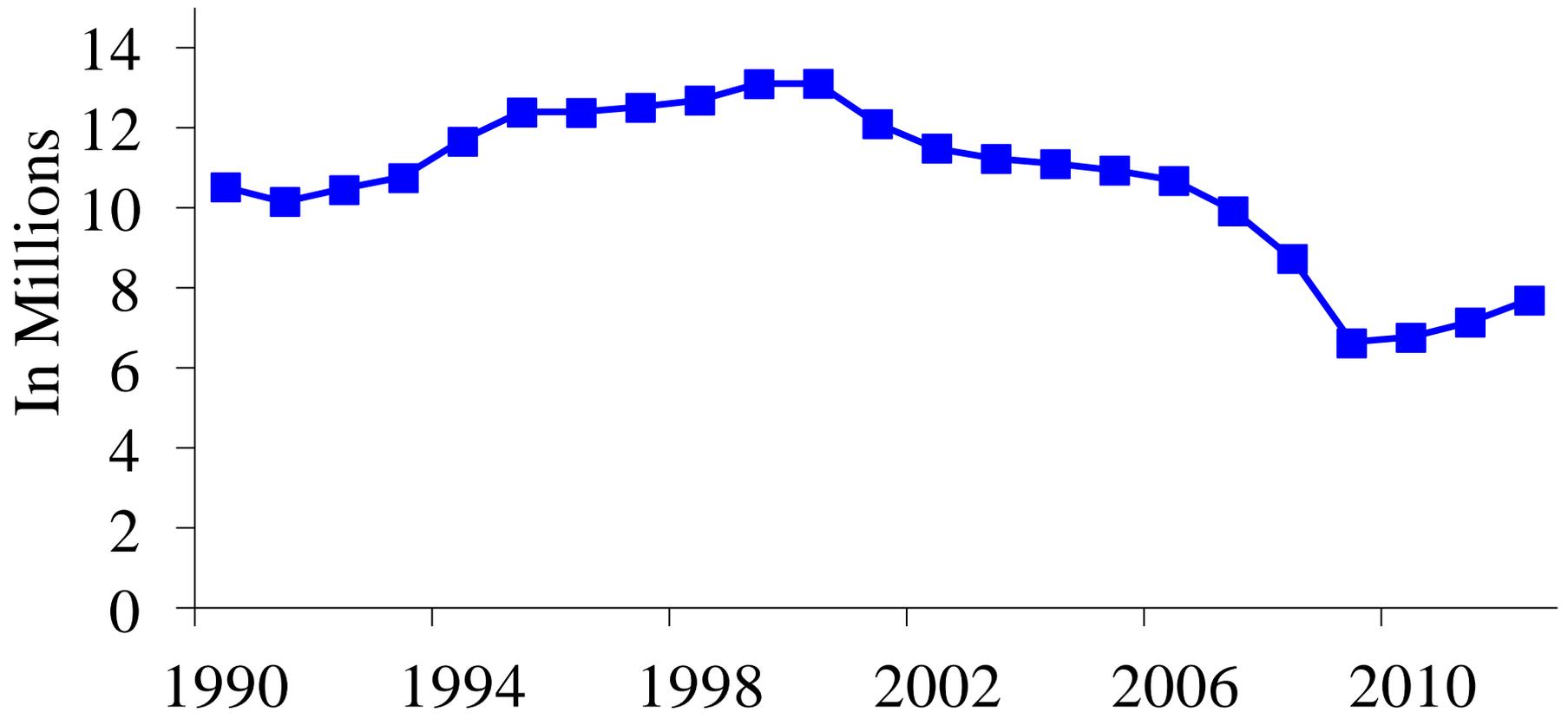
# U.S. Motor Vehicle Production in Millions 1986 - 2011



Source: U.S. ESA, Federal Reserve System, Int. Org. of Motor Vehicle Manuf. (OICA)



# U.S. Motor Vehicles and Parts Manufacturing Employment: 1990 - 2012

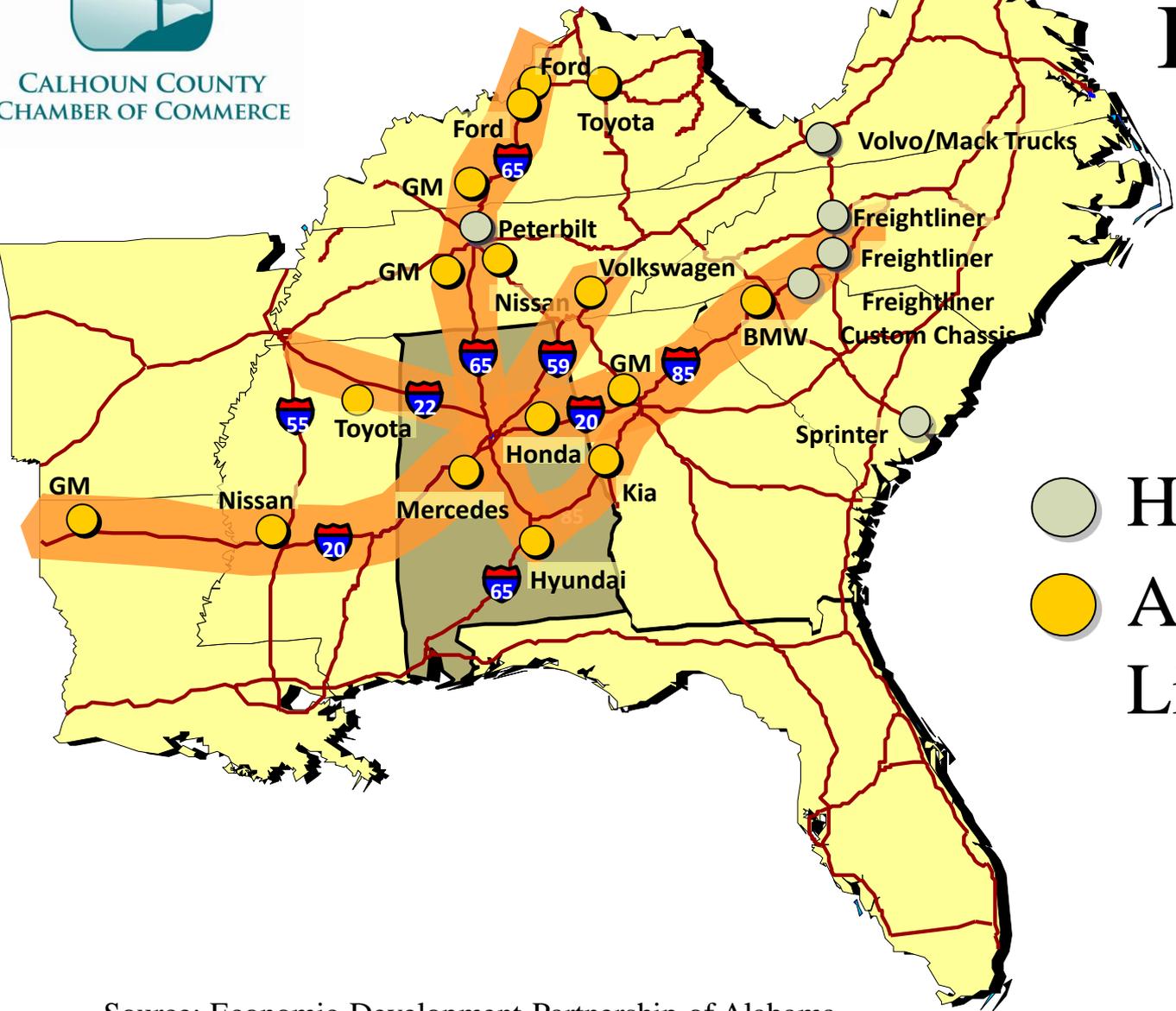


Source: U.S. BLS, BEA,



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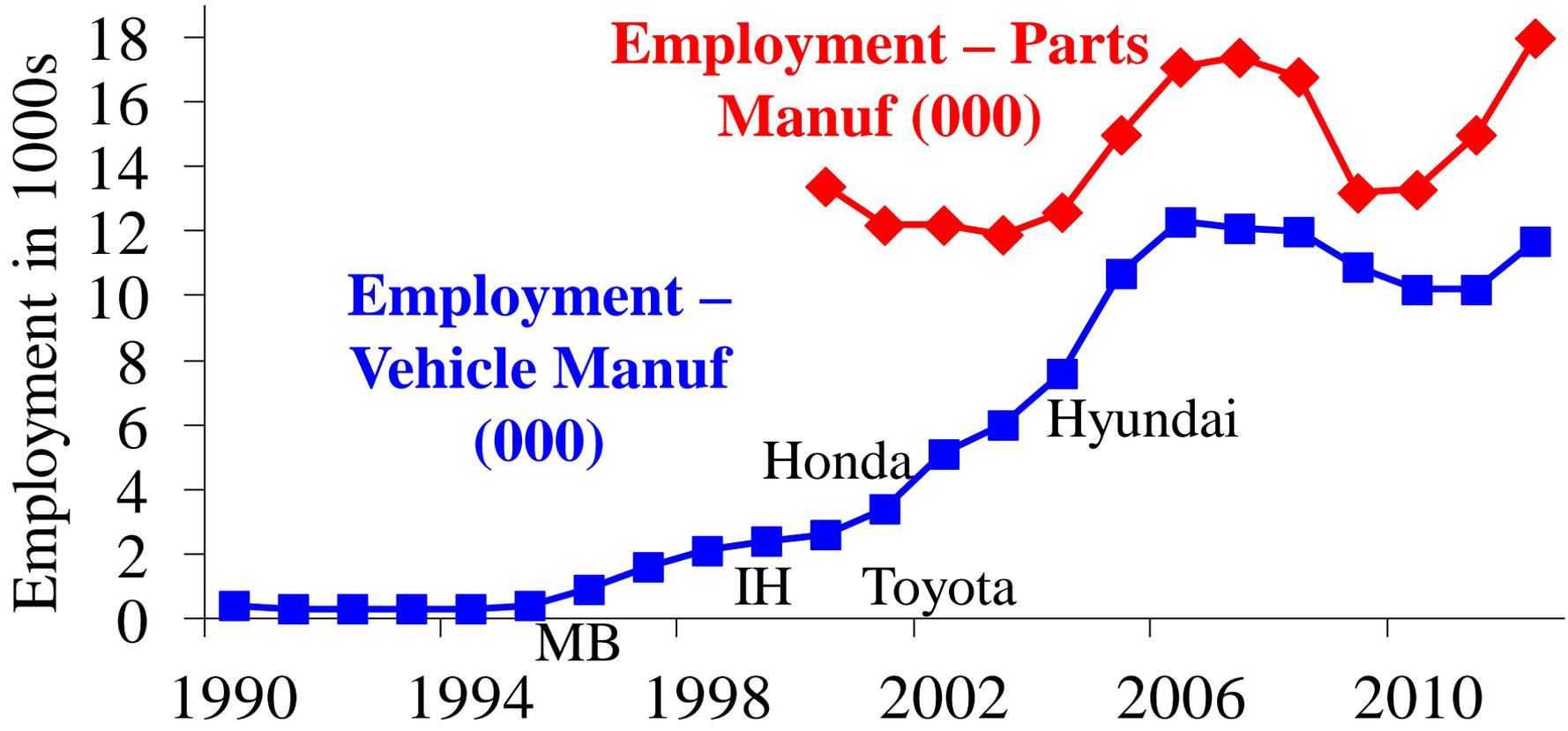
# Southeast Auto Industry



- Heavy Truck
- Auto and Light Truck



# Alabama Motor Vehicle and Parts Employment 1990 - 2012

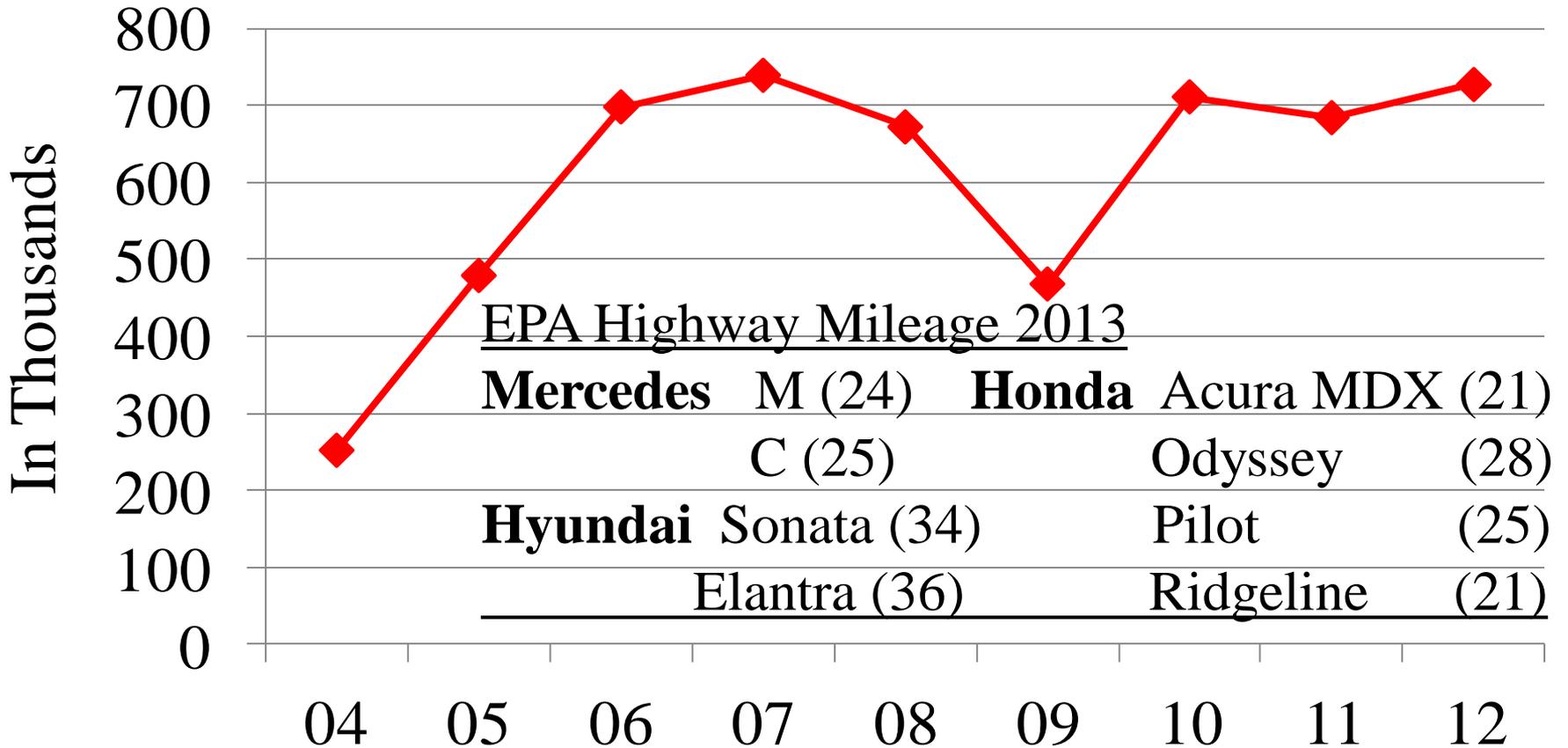


Source: U. S. BEA, BLS



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# Alabama Motor Vehicle Production 2004 -2012



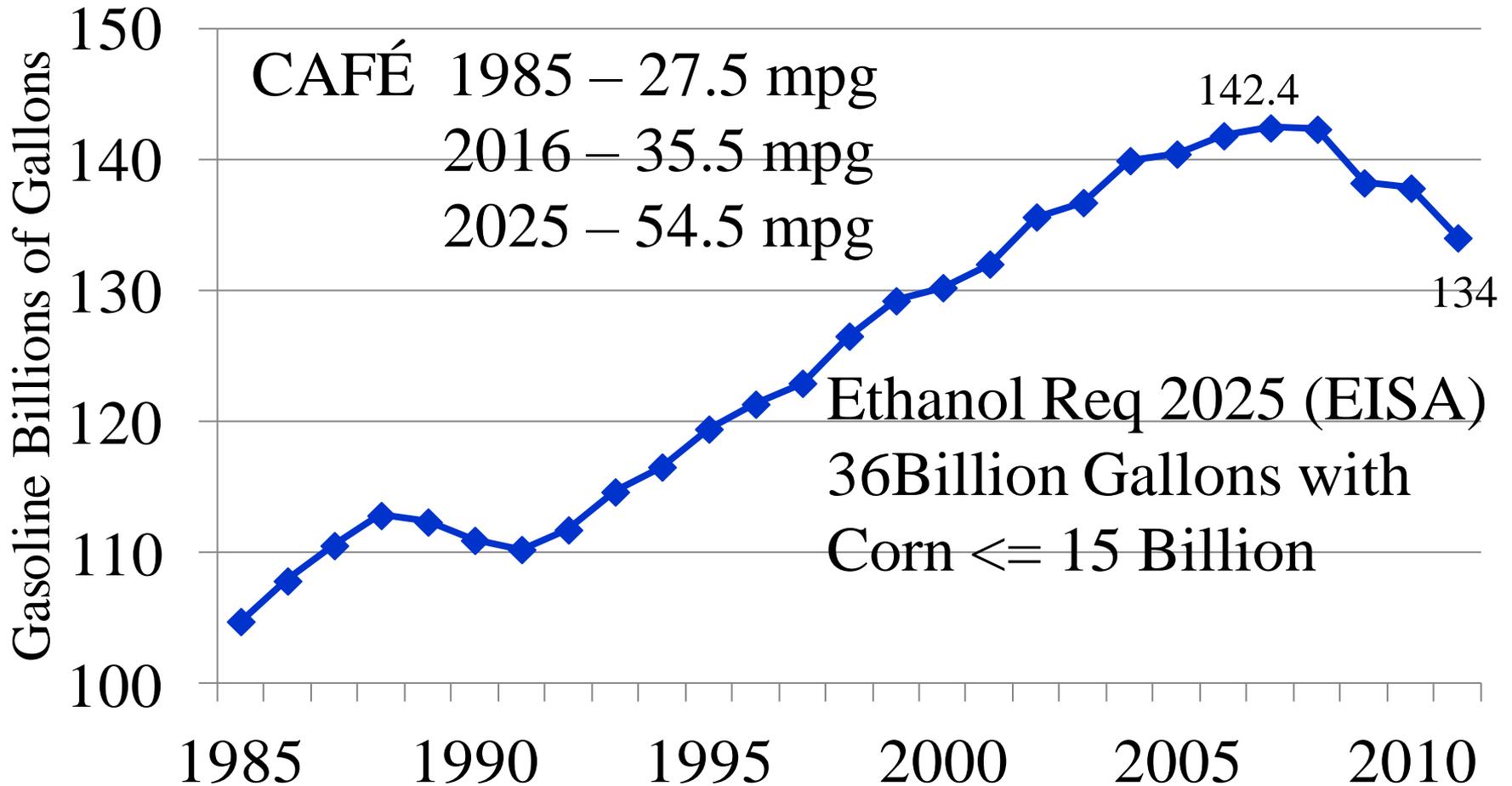
Source: Econ. Development Partnership of Alabama (EDPA), Ala.  
Automotive Manufacturers Association (AAMA)



# U.S. Gasoline Consumed Billions of Gallons 1985-2011



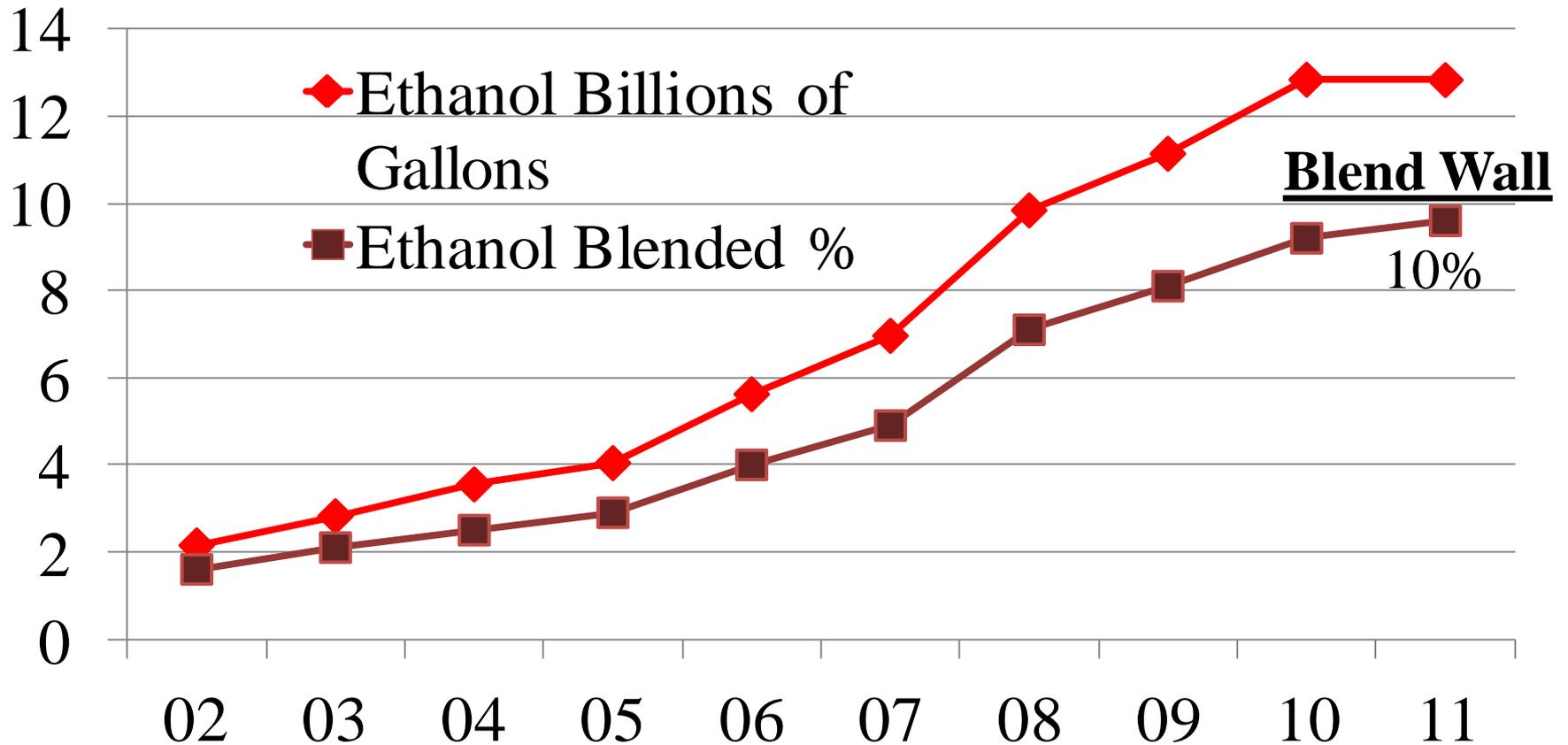
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# Motor Vehicle Ethanol Blending Requirements 2002-2011





# Class 8 Heavy Duty Trucks CO<sub>2</sub> and Fuel Consumption Standards

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Fuel Std.- Authority EISA 2007 (NHTSA)

Emissions Std.- Authority(Clean Air Act) EPA

## Current Fuel Efficiency

| <u>Cat</u> | <u>Gal/1000 ton-mi</u> | <u>Gross wt.</u> | <u>Typ mpg</u> | <u>Mi./ton/gal.</u> |
|------------|------------------------|------------------|----------------|---------------------|
| Cars       | 69.0                   | 3200-3600lb      | 25-33          | 14.5                |
| Trucks(8)  | 6.5                    | 33K-80K          | 4-7.5          | 154.0               |

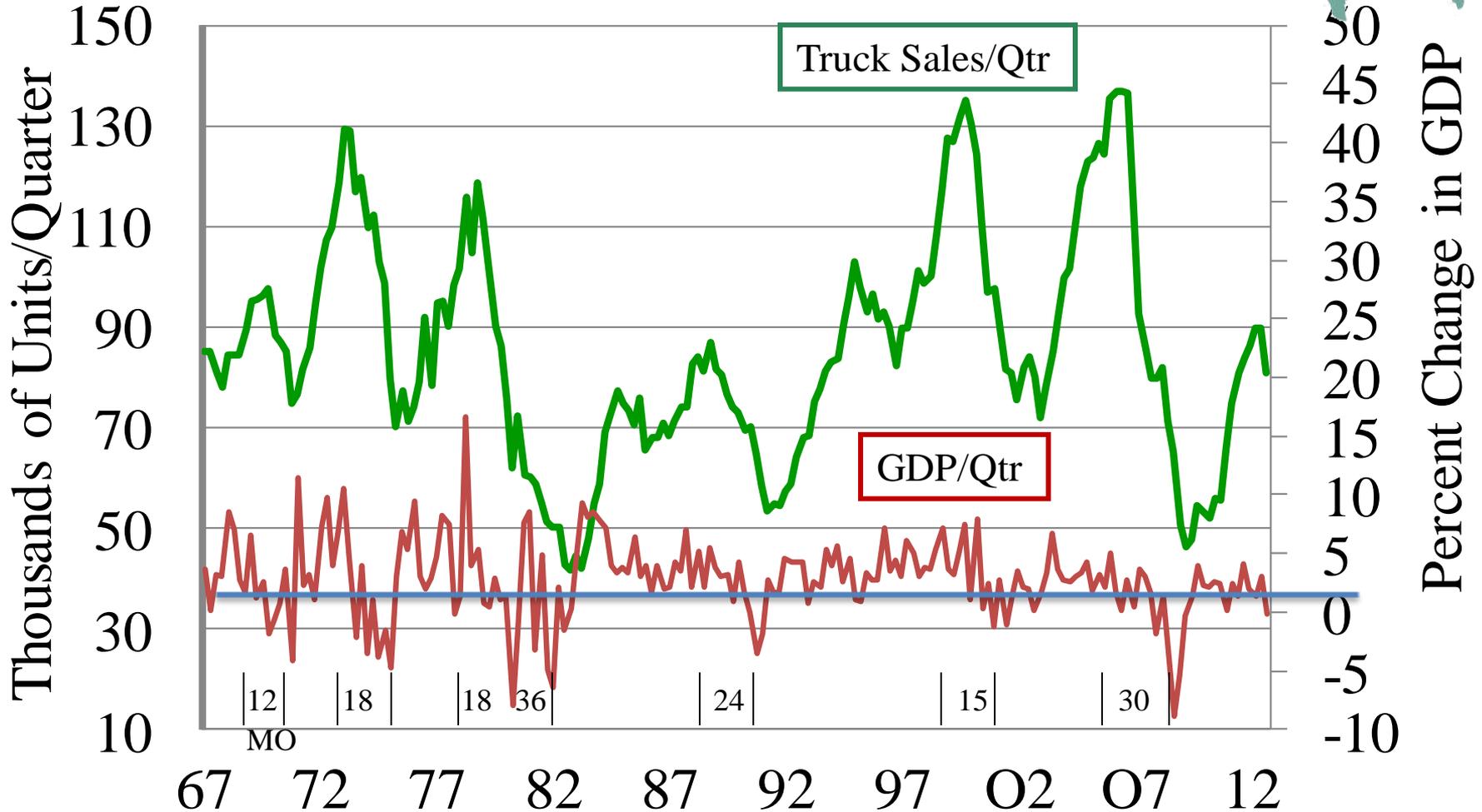


# U. S. Sales of Heavy Trucks 1967 – 2012 Thousands/Quarter



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CH/





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# Alabama Aerospace



## Airbus A320



## Delta IV



## Atlas V







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# State of Alabama Summary



- |  |   |
|--|---|
| <ul style="list-style-type: none"><li>• Population Census Up</li><li>• Regional Pop Growth low</li><li>• Employment Improving</li><li>• Unemployment Rate Improved</li><li>• Education Regional Avg</li><li>• Income Regional Avg.</li></ul> | <ul style="list-style-type: none"><li>• Auto Base Growing</li><li>• Auto Fuel Uncertainty</li><li>• Housing Stable</li><li>• Workforce Participation</li><li>• Population Ratio Trend</li><li>• Industry Growth Opportunities</li></ul> |
|--|---|



# TRANSFORMING FOR SURVIVAL

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## STRATEGIC PLANNING 'HISTORY 101' THE LOCOMOTIVE INDUSTRY THE BIG THREE 1825 – 1940s

Lima Locomotive Co.

Baldwin Locomotive Co.

ALCO Locomotive Co.





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# 2013 Economic Update

## Calhoun County & State of Alabama

- |  |   |
|--|---|
| <ul style="list-style-type: none"><li>• Calhoun County Survey- Neutral</li><li>• Employment- Up</li><li>• Unemployment- Down</li><li>• Sales Tax- Up</li><li>• Housing- Up</li></ul> | <ul style="list-style-type: none"><li>• State Survey-1<sup>st</sup> Q Down</li><li>• Alabama Gross State Product – Up</li><li>• State Tax Revenues – Up</li><li>• Housing- Up</li></ul> |
|--|---|



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