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

+(8.57%) 12 Months

Source: NY Stock Exchange
S & P 500
Jan 2012–Feb 2013
+(10.85%) 12 Months

Source: Yahoo Finance
European Stock Index (Euro Stoxx 50)
Jan 2010-Jan 2013

Source: www.stoxx.com

+4.86% 12 Months
U.S. GDP % Change from Preceding Period
1st Qtr 2009 – 4th Qtr 2012

Source: U.S. Bureau of Economic Analysis

-.01% 4th Qtr 2012
U.S. Industrial Production
Jan 2010 - Jan 2013

Source: Board of Governors of Federal Reserve System

+3.66% 12 Months
ISM Manufacturing: Purchasing Managers Index
Jan 2010 - Jan 2013

Source: Institute of Supply Management
U.S. Consumer Sentiment
Feb 2012 – Feb 2013

Source: University of Michigan Institute of Social Research
Monthly Sales for Retail & Food Services in U.S.
Jan 2010-Jan 2013 in $ Bill

Source: U.S. Census Bureau
Case Shiller 20-City Home Price Index
Dec 2010-Dec 2012

Source: Standard and Poor’s
Employment in Alabama in Millions Jan - Dec 2012

Source: U.S. Bureau of Labor Statistics
Revised Unemployment Rates Southeastern United States Dec 2012

Initial Unemployment Claims per Month AL 2011vs 2012

Source: Alabama Department of Labor

-15.48% 12 Months
Sales Tax and Individual Income Tax Monthly % Change
Jan to Jan 2011 vs 2012/13

Source: Alabama Department of Revenue
Sales Tax Monthly % Change
AL 12 Month Comparison
Feb-Jan

Feb 8.7%
Mar 7.6%
Apr 5.8%
May 4.1%
Jun 6.9%
Jul 1.7%
Aug 2.7%
Sep 0.8%
Oct 4.1%
Nov 2.4%
Dec -3.3%
Jan -4%

Source: Alabama Department of Revenue
• State Survey – 1st Quarter 2013
• Approximately 287 respondents
• Operated by University of Alabama Center for Business and Economic Research
• cber.cba.ua.edu
Economic Outlook for Alabama Q4 2012 compared to Q1 2013

Source: Alabama Business Leaders Confidence Index
Economic Outlook Index for Alabama Q2 11 – Q1 13

Source: Alabama Business Leaders Confidence Index
Alabama Hiring Outlook
Q4 2012 vs Q1 2013

Source: Alabama Business Leaders Confidence Index
Alabama Hiring Outlook
Q2 11 – Q1 13

% “Reporting Increase”

Q2 11: 55%
Q3 11: 52%
Q4 11: 46%
Q1 12: 50%
Q2 12: 54%
Q3 12: 51%
Q4 12: 49%
Q1 13: 46%

Source: Alabama Business Leaders Confidence Index
Economic Indicators
Calhoun County
Calhoun County 2013 Update

<table>
<thead>
<tr>
<th>Topics</th>
<th>Names</th>
</tr>
</thead>
<tbody>
<tr>
<td>Member Survey</td>
<td>Nathan Hill</td>
</tr>
<tr>
<td>Labor Force</td>
<td>Johnny Smith - Mayor</td>
</tr>
<tr>
<td>Employment</td>
<td>Amy Anderson</td>
</tr>
<tr>
<td>Unemployment</td>
<td>Robin Scott</td>
</tr>
<tr>
<td>Municipal Revenues</td>
<td>Don Hopper</td>
</tr>
<tr>
<td>Housing</td>
<td>Sherri Sumners</td>
</tr>
<tr>
<td></td>
<td>• Military Affairs Update</td>
</tr>
<tr>
<td></td>
<td>• Spot Light on Jacksonville</td>
</tr>
<tr>
<td></td>
<td>• JSU Small Business Dev Center</td>
</tr>
<tr>
<td></td>
<td>• McClellan Dev Authority</td>
</tr>
<tr>
<td></td>
<td>• Economic Development Council</td>
</tr>
</tbody>
</table>

23
Calhoun County
Membership Survey 2013

- Eleven years of data from Chamber Membership
- Results for seven questions
- First chart shows last year's results
- Second chart shows this year's results
- Third chart shows average for 11 years
Q#1: Your Comparison of this Years Economic Outlook to Last

- This year better: 57%
- About the same: 38%
- This year worse: 5%

Last Year Jan 2012 Avg 2.53

Source: 2011 Calhoun County Chamber of Commerce Membership Survey
Q#1: Your Comparison of this Year’s Economic Outlook to Last Year

- This year worse: 10%
- About the same: 48%
- This year better: 42%

Source: 2012 Calhoun County Chamber of Commerce Membership Survey
Q#1: Your Comparison of this Year's Economic Outlook to Last 2003-2013

Index Value

Source: 2003-2012 Calhoun County Chamber of Commerce Membership Survey
Q#2: Your Employment Outlook for Coming Year

- Cutback # emp 8%
- Expand # emp 30%
- Remain same 62%

Last Year Jan 2012 Avg 2.22

Source: 2011 Calhoun County Chamber of Commerce Membership Survey
Q#2: Your Employment Outlook for Coming Year

Cutback # emp 9%
Expand # emp 24%
Remain same 67%

Source: 2012 Calhoun County Chamber of Commerce Membership Survey

This Year Jan 2013 Avg 2.15 Down 3.2%
Q#2: Your Employment Outlook for Coming Year 2003-2013

11 Yr Avg - 2.16

Source: 2003-2012 Calhoun County Chamber of Commerce Membership Survey
Q#3: How Likely to Increase Employee Compensation in Coming Year

- Very unlikely: 21%
- Very likely: 30%
- May or may not: 49%

Last Year Jan 2012 Avg 2.09

Source: 2011 Calhoun County Chamber of Commerce Membership Survey
Q#3: How Likely to Increase Employee Compensation in Coming Year

Very likely: 27%
Very unlikely: 32%
May or may not: 41%

This Year Jan 2013 Avg 1.95 Down 6.7%

Source: 2012 Calhoun County Chamber of Commerce Membership Survey
Q#3: How Likely to Increase Employee Compensation in Coming Year 2003-2013

Source: 2003-2012 Calhoun County Chamber of Commerce Membership Survey
Q#4: How Likely is Increase in Demand for Your Products in Coming Year

- Very likely: 44%
- Very unlikely: 8%
- May or may not: 48%

Source: 2011 Calhoun County Chamber of Commerce Membership Survey

Last Year Jan 2012 Avg 2.35
Q#4: How Likely is Increase in Demand for Your Products in Coming Year

- **Very likely**: 41%
- **Very unlikely**: 11%
- **May or may not**: 48%

Source: 2012 Calhoun County Chamber of Commerce Membership Survey
Q#4: How Likely is Increase in Demand for Your Products in Coming Year 2003-2013

11 Yr Avg - 2.26

Source: 2003-2012 Calhoun County Chamber of Commerce Membership Survey
Q#5: How Likely to Add New Products in Coming Year

- Very likely: 39%
- Very unlikely: 27%
- May or may not: 34%

Source: 2011 Calhoun County Chamber of Commerce Membership Survey
Q#5: How Likely to Add New Products in Coming Year

- Very likely: 41%
- Very unlikely: 27%
- May or may not: 32%

Source: 2012 Calhoun County Chamber of Commerce Membership Survey
Q#5: How Likely to Add New Products in Coming Year
2003-2013

Source: 2003-2012 Calhoun County Chamber of Commerce Membership Survey
Q#6: How Likely to Expand Number of Outlets in Coming Year

- Very likely: 11%
- Very unlikely: 72%
- May or may not: 17%

Source: 2011 Calhoun County Chamber of Commerce Membership Survey
Q#6: How Likely to Expand Number of Outlets in Coming Year

- Very likely: 12%
- May or may not: 20%
- Very unlikely: 68%

Source: 2012 Calhoun County Chamber of Commerce Membership Survey

This Year Jan 2013 Avg 1.44 Up 2.9%
Q#6: How Likely to Expand Number of Outlets in Coming Year 2003-2013

Source: 2003-2012 Calhoun County Chamber of Commerce Membership Survey
Q#7: How Likely to Increase Expenditures on Advertising in Coming Year

- **Very likely** 25%
- **Very unlikely** 37%
- **May or may not** 38%

---

Source: 2011 Calhoun County Chamber of Commerce Membership Survey
Q#7: How Likely to Increase Expenditures on Advertising in Coming Year

- Very likely: 28%
- May or may not: 36%
- Very unlikely: 36%

This Year Jan 2013
Avg 1.92
Up 2.7%

Source: 2012 Calhoun County Chamber of Commerce Membership Survey
Q#7: How Likely to Increase Expenditures on Advertising in Coming Year 2003-2013

Source: 2003-2012 Calhoun County Chamber of Commerce Membership Survey
Anniston Army Workload
FY 03-FY14

FY08 Peak 6.89 Mill DLH/$1.2 Bill

Direct Labor Hours (Millions)

03 04 05 06 07 08 09 10 11 12 13 14

*Minimum Core Workload for Sustainment 3,395,572

FY12 3.7 Mill DLH/$787 Mill
FY13 3.7 Mill DLH/$862 Mill
FY14 2.8 Mill DLH/$821 Mill

*Minimum Core Workload for Sustainment 3,395,572
Population Trends  
Calhoun County 1999-2011  
in Thousands

2010 - 118,572  
2011 - 117,797

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

Source: U.S. Bureau of Labor Statistics
Labor Force Calhoun County
Jan – Dec 2012 in Thousands

+1,245 for 12 Months

Source: U.S. Bureau of Labor Statistics
Employment for Calhoun County 2003-2012 in Thousands

<table>
<thead>
<tr>
<th>Year</th>
<th>Employment (in Thousands)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2003</td>
<td>49.6</td>
</tr>
<tr>
<td>2004</td>
<td>50.9</td>
</tr>
<tr>
<td>2005</td>
<td>51.4</td>
</tr>
<tr>
<td>2006</td>
<td>52.1</td>
</tr>
<tr>
<td>2007</td>
<td>53.0</td>
</tr>
<tr>
<td>2008</td>
<td>51.5</td>
</tr>
<tr>
<td>2009</td>
<td>47.6</td>
</tr>
<tr>
<td>2010</td>
<td>47.7</td>
</tr>
<tr>
<td>2011</td>
<td>48.2</td>
</tr>
<tr>
<td>2012</td>
<td>48.8*</td>
</tr>
</tbody>
</table>

Source: U.S. Bureau of Labor Statistics

* +600*
Employment Calhoun County Jan – Dec 2012 in Thousands

+1,980 for 12 Months

In Thousands

Jan 47.9
Feb 48.2
Mar 48.6
Apr 49.1
May 48.9
Jun 48.4
Jul 49.1
Aug 49.7
Sep 50.0
Oct 49.9
Nov 50.0
Dec 49.9

Source: U.S. Bureau of Labor Statistics
Unemployment Rate for Calhoun County 2003-2012

Source: U.S. Bureau of Labor Statistics
Unemployment Rate for Calhoun County 2012

Source: U.S. Bureau of Labor Statistics
Alabama Unemployment Rates
December 2011
State Ave – 7.5%

Unemployment Rate
- 9.3% and Below
- 9.4% - 11.8%
- 11.9% and Above

Not Seasonally Adjusted

Source: Alabama Department of Labor
Alabama Unemployment Rates
December 2012

State Ave – 6.5%

Unemployment Rate
- 7.9% and Below
- 8.0% - 10.2%
- 10.3% and Above

Source: Alabama Department of Labor
Initial Unemployment Claims per Month Calhoun County
2011 vs 2012

-19% Total # of Claims 12 Months

Source: Alabama Department of Labor
Total Private Industry Employees for Calhoun County in Thousands 2007-2012

Source: U.S. Bureau of Labor Statistics
Total Private Industry Employees for Calhoun County in Thousands Jan - Dec 2012

Source: U.S. Bureau of Labor Statistics

+3.83% (+1,300) Jobs
Ave # Hrs Worked per Week
Calhoun County 2007-2012

Source: U.S. Bureau of Labor Statistics
Ave # Hrs Worked per Week
Calhoun County Jan - Dec 2012

Source: U.S. Bureau of Labor Statistics
Ave Hourly Earnings for Calhoun County 2007 - 2011

Source: U.S. Bureau of Labor Statistics
Ave Hourly Earnings for Calhoun County Jan – Dec 2012

Jan  Feb  Mar  Apr  May  Jun  Jul  Aug  Sep  Oct  Nov  Dec
$14.96  $15.17  $15.41  $15.56  $15.70  $15.31  $15.38

Source: U.S. Bureau of Labor Statistics
Employment Calhoun County
Jan 07 - Dec 2012 in Thousands

Source: U.S. Bureau of Labor Statistics
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
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
State Sales Tax Collections from Calhoun County
FY 08-09 – FY 11-12 in $ Millions

*+10.9% Fiscal Yr

Source: AL Dept of Revenue
Sales, Use & Lodging Tax
Annual Total FY05-06 – FY11-12*
Anniston in $ Millions

In $ Millions

$17.90 $17.89 $18.05 $17.33 $17.13 $17.47 $19.03*

05-06 06-07 07-08 08-09 09-10 10-11 11-12

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

<table>
<thead>
<tr>
<th>Month</th>
<th>2011</th>
<th>2012</th>
<th>Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct</td>
<td>$1.383</td>
<td>$1.697</td>
<td>$0.314</td>
</tr>
<tr>
<td>Nov</td>
<td>$1.338</td>
<td>$1.677</td>
<td>$0.339</td>
</tr>
<tr>
<td>Dec</td>
<td>$1.685</td>
<td>$2.198</td>
<td>$0.513</td>
</tr>
</tbody>
</table>

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

Source: City of Anniston
Sales & Use Tax Collected by AL
Annual Total FY05-06 – FY11-12
Oxford in $ Millions

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>04-05</td>
<td>$16.62</td>
</tr>
<tr>
<td>05-06</td>
<td>$17.34</td>
</tr>
<tr>
<td>06-07</td>
<td>$17.89</td>
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<tr>
<td>07-08</td>
<td>$20.78</td>
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<tr>
<td>08-09</td>
<td>$22.59</td>
</tr>
<tr>
<td>09-10</td>
<td>$25.20</td>
</tr>
<tr>
<td>10-11</td>
<td>$25.30</td>
</tr>
<tr>
<td>11-12</td>
<td>$26.00</td>
</tr>
</tbody>
</table>

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

Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sept

Source: City of Oxford
Sales, Use & Rental Tax
Oct, Nov, & Dec 2011 vs 2012
Oxford in $ Millions

<table>
<thead>
<tr>
<th>Month</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct</td>
<td>$1.95</td>
<td>$2.04</td>
</tr>
<tr>
<td>Nov</td>
<td>$1.86</td>
<td>$2.03</td>
</tr>
<tr>
<td>Dec</td>
<td>$2.23</td>
<td>$2.27</td>
</tr>
</tbody>
</table>

Source: City of Oxford
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%)
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

Source: City of Jacksonville

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

In $ Millions

Source: City of Piedmont
Sales, Use Tax Monthly Change
FY 10-11 vs FY 11-12
Piedmont (Oct-Sept) in Percent

% Change

Oct  Nov  Dec  Jan  Feb  Mar  Apr  May  Jun  Jul  Aug  Sept
-15%  -10%  -6%  0%  4%  10%  10%  14%  8%  15%  3%  -6%  20%  11%
### Sales, Use & Lodging Tax
#### Oct & Nov 2011 vs 2012

**Piedmont in $ Thousands**

<table>
<thead>
<tr>
<th>Month</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct</td>
<td>$108</td>
<td>$122</td>
</tr>
<tr>
<td>Nov</td>
<td>$108</td>
<td>$115</td>
</tr>
<tr>
<td>Dec</td>
<td>$128</td>
<td>$130</td>
</tr>
</tbody>
</table>

Source: City of Piedmont
Sales, Use Tax
Annual Total FY07-08 – FY11-12
Weaver in $ Thousands

Source: City of Weaver
Sales, Use Tax Monthly Change
FY 10-11 vs FY 11-12
Weaver (Oct-Sept) in Percent

Source: City of Weaver
Sales, Use & Lodging Tax
Oct & Nov 2011 vs 2012
Weaver in $ Thousands

Source: City of Weaver
## Housing Calhoun County 2011 vs 2012

<table>
<thead>
<tr>
<th>Category</th>
<th>2011</th>
<th>2012</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Homes Sold</td>
<td>947</td>
<td>988</td>
<td>+4.33%</td>
</tr>
<tr>
<td>Avg Selling Price</td>
<td>$112,459</td>
<td>$111,223</td>
<td>-1.10%</td>
</tr>
<tr>
<td>Avg Days on Market</td>
<td>109</td>
<td>132</td>
<td>+21%</td>
</tr>
<tr>
<td>Total Homes Listed</td>
<td>1,140</td>
<td>1,145</td>
<td>+0.4%</td>
</tr>
</tbody>
</table>

Source: Alabama Real Estate Research & Education Center
Number of Home Sales Per Month Calhoun County 2002-2012

Source: Alabama Center for Real Estate
Calhoun County Housing Affordability Index 3rd Q 2012

Source: Alabama Real Estate Research & Education Center
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

- Demographics
- Economic Indicators
Alabama, Regional and National Economic Review

- Workforce Dynamics
- Construction and Housing
- Energy
- Manufacturing
- Strategic Drivers
Population for Alabama 2002-2012 in Millions

Source: U.S. Census Bureau
Percent Population Change
Regional Comparison
2000-2010

Source: U.S. Census Bureau
Civilian Labor Force for Alabama 2004-2012 in Millions

Seasonally Adjusted


In Millions

Source: Alabama Dept of Industrial Relations
Employment for Alabama 2004-2012 in Millions

Seasonally Adjusted

2004 2.01
2005 2.04
2006 2.09
2007 2.10
2008 2.05
2009 1.90
2010 1.89
2011 1.95
2012 2.00

Source: Alabama Dept of Industrial Relations
Unemployment Rate for Alabama 2004-2011

Seasonally Adjusted

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
Unemployment Rate Percent - Dec 2012 Regional Comparison

*Top Business States

<table>
<thead>
<tr>
<th>Region</th>
<th>Unemployment Rate %</th>
</tr>
</thead>
<tbody>
<tr>
<td>US</td>
<td>7.8</td>
</tr>
<tr>
<td>AL</td>
<td>7.1</td>
</tr>
<tr>
<td>AR</td>
<td>7.1</td>
</tr>
<tr>
<td>FL</td>
<td>8.0</td>
</tr>
<tr>
<td>GA</td>
<td>*8.6</td>
</tr>
<tr>
<td>LA</td>
<td>5.5</td>
</tr>
<tr>
<td>MS</td>
<td>*8.6</td>
</tr>
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<td>NC</td>
<td>8.4</td>
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<td>SC</td>
<td>*7.6</td>
</tr>
<tr>
<td>TN</td>
<td>*6.1</td>
</tr>
<tr>
<td>TX</td>
<td>6.1</td>
</tr>
</tbody>
</table>

Source: Bureau of Labor Statistics BLS, Chief Executive Magazine
Unemployment Rate
National Lowest and Highest States - Dec 2012

*Rank Last for Bus (8 years)

Source: Bureau of Labor Statistics, Chief Executive Magazine
Unemployment Rate
National Lowest and Highest States - Dec 2012

Source: Bureau of Labor Statistics
U.S. Average Weeks Unemployed 1982 – 2012

Source: Bureau of Labor Statistics
Total U.S. Non-Farm Employment
1946 – 2012 in Millions
U.S. All Goods Producing Employment as Percent of All Non-Farm Employment 1981-2012

Source: BLS

Source: Bureau of Labor Statistics
U.S. Labor Participation Rate
Percent 1946 – 2012

Disabled Workers - ratio of Civilian labor force
1968  1.3 mil  - 1/79
1997  4.4 mil  - 1/31
2012  8.8 mil  - 1/18

Source: BLS, Social Security Admin.
U.S. Employment 2001-2012

Source: Bureau of labor Statistics
U.S. Employment by Sector
1981 – 2012 in Millions

Source: Bureau of Economic Analysis, Bureau of Labor Statistics
Alabama Non-Farm Employment 1990 – 2012

Source: BLS, Alabama Dept. of Industrial Relations
Alabama Employment by Sector 1990-2012

Employment in 1,000s

- Professional/Business
- Education/Health
- Government
- Manufacturing

Source: BLS, Alabama Dept. of Industrial Relations

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

Source: Bureau of Economic Analysis
Alabama – Components of GDP
$Billions of Current Dollars
1997 - 2011

Source: U.S. Bureau of Economic Analysis (BEA)
Alabama vs. U.S.
Value Added Activities
Share of GDP

<table>
<thead>
<tr>
<th>Category</th>
<th>U.S.</th>
<th>Ala</th>
</tr>
</thead>
<tbody>
<tr>
<td>Share of GDP</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Durable Goods</td>
<td>6.6%</td>
<td>8.0%</td>
</tr>
<tr>
<td>Manuf</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Retail Trade</td>
<td>6.0%</td>
<td>7.4%</td>
</tr>
<tr>
<td>Government</td>
<td></td>
<td>16.2%</td>
</tr>
</tbody>
</table>

Source: U.S. Dept. of Commerce, Alabama Economic Outlook
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

Per Capita Income in Thousands

- US: $42
- AL: $35
- AR: $34
- FL: $40
- GA: $36
- LA: $39
- MS: $32
- NC: $36
- SC: $33
- TN: $37
- TX: $40

Source: U.S. Census Bureau
Education High School or Higher Regional Comparison

Source: U.S. Census Bureau
Education High School or Higher Regional Comparison

% HS or Better

US 84.6
AL 80.8
AR 81.3
FL 84.9
GA 82.9
LA 80.5
MS 78.9
NC 83
SC 82.2
TN 81.8
TX 79.3

Source: U.S. Census Bureau
## Housing Statistics for Alabama

### YTD Dec 11 vs YTD Dec 12

<table>
<thead>
<tr>
<th></th>
<th>YTD Dec 2011</th>
<th>YTD Dec 2012</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Homes Sold</strong></td>
<td>36,985</td>
<td>39,132</td>
<td>5.88%</td>
</tr>
<tr>
<td><strong>Avg Selling Price</strong></td>
<td>$141,205</td>
<td>$144,964</td>
<td>2.66%</td>
</tr>
<tr>
<td><strong>Avg Days on Market</strong></td>
<td>158.8</td>
<td>159.1</td>
<td>0.19%</td>
</tr>
<tr>
<td><strong>Total Homes Listed</strong></td>
<td>32,262</td>
<td>30,889</td>
<td>-4.26%</td>
</tr>
</tbody>
</table>

Source: Alabama Center for Real Estate
Number of Home Sales Per Month Alabama 2001 - 2012

Source: Alabama Center for Real Estate
Homes Avg Days on Market
Alabama 2001 - 2012

Source: Alabama Center for Real Estate
GDP and Building Permits
U.S. and Ala 1980-2012

Source: Bureau of Economic Analysis (BEA), U.S. Census Bureau
Growth of Housing Vacancies
U.S. 1990 - 2012

Total # of Units Vacant (millions)

Units Vacant (Percent)

Source: U.S. Census Bureau
U.S. Construction Employment
1982 – 2012 in Millions

Source: Bureau of Economic Analysis (BEA), BLS
Alabama Construction Employment
1990 – 2012

Source: Bureau of Labor Statistics
Energy - Electricity Retail Price*  Nov. 2012
Alabama vs. U.S. by Sector

<table>
<thead>
<tr>
<th>Sector</th>
<th>Alabama</th>
<th>U.S.</th>
<th>AL Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential</td>
<td>10.96</td>
<td>11.74</td>
<td>28</td>
</tr>
<tr>
<td>Commercial</td>
<td>10.57</td>
<td>9.88</td>
<td>38</td>
</tr>
<tr>
<td>Industrial</td>
<td>5.78</td>
<td>6.53</td>
<td>17</td>
</tr>
<tr>
<td>All Sectors</td>
<td>8.71</td>
<td>9.58</td>
<td>27</td>
</tr>
</tbody>
</table>

*Cents per Kilowatt-hour

Source: Energy Information Administration (EIA)
## 2012 Electricity Price* and Congressional Apportionment

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

Source: EIA, Census Bureau

Avg. 10.04

*Cents per Kilowatt-hour
U.S. Light Vehicle Sales
1980-2012 in Millions

Source: U.S. Dept. of Commerce, BEA
U.S. Motor Vehicle Production 2000 - 2012

Source: International Organization of Motor Vehicle Manufacturers (OICA)

Source: U.S. BLS, BEA,
Alabama Motor Vehicle and Parts Employment 1990 - 2012

Employment in 1000s

Employment – Vehicle Manuf (000)

Employment – Parts Manuf (000)

Source: U. S. BEA, BLS
Alabama Motor Vehicle Production 2004 - 2012

In Thousands

EPA Highway Mileage 2013

- **Mercedes** M (24)
- **Honda** Acura MDX (21)
- **C** (25)
- **Odyssey** (28)
- **Hyundai** Sonata (34)
- **Pilot** (25)
- **Elantra** (36)
- **Ridgeline** (21)

Source: Econ. Development Partnership of Alabama (EDPA), Ala.
Automotive Manufacturers Association (AAMA)
U.S. Gasoline Consumed
Billions of Gallons
1985-2011

Source: EIA
Motor Vehicle Ethanol Blending Requirements 2002-2011

Source: U.S. EIA
Class 8 Heavy Duty Trucks

CO₂ and Fuel Consumption Standards

Fuel Std.- Authority EISA 2007 (NHTSA)

Emissions Std.- Authority(Clean Air Act) EPA

Current Fuel Efficiency

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

Source: The National Academies, DieselNet-Emission Standards
U. S. Sales of Heavy Trucks
1967 – 2012 Thousands/Quarter

Source: BEA
Alabama Aerospace

Airbus A320

Delta IV

Atlas V

Source: nasa.gov, airbus.com
Anniston Regional Airport
Terminal Area Improvements
Near Term
State of Alabama
Summary

- Population Census Up
- Regional Pop Growth low
- Employment Improving
- Unemployment Rate Improved
- Education Regional Avg
- Income Regional Avg.

- Auto Base Growing
- Auto Fuel Uncertainty
- Housing Stable
- Workforce Participation
- Population Ratio Trend
- Industry Growth Opportunities
TRANSFORMING FOR SURVIVAL

STRATEGIC PLANNING ‘HISTORY 101’
THE LOCOMOTIVE INDUSTRY
THE BIG THREE 1825 – 1940s

Lima Locomotive Co.  Baldwin Locomotive Co.  ALCO Locomotive Co.
## 2013 Economic Update
Calhoun County & State of Alabama

<table>
<thead>
<tr>
<th>Calhoun County Survey- Neutral</th>
<th>State Survey-1\textsuperscript{st} Q Down</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employment- Up</td>
<td>Alabama Gross State Product – Up</td>
</tr>
<tr>
<td>Unemployment- Down</td>
<td>State Tax Revenues – Up</td>
</tr>
<tr>
<td>Sales Tax- Up</td>
<td>Housing- Up</td>
</tr>
<tr>
<td>Housing- Up</td>
<td></td>
</tr>
</tbody>
</table>
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