



Economic Performance Update of Manatee County

August 15, 2008

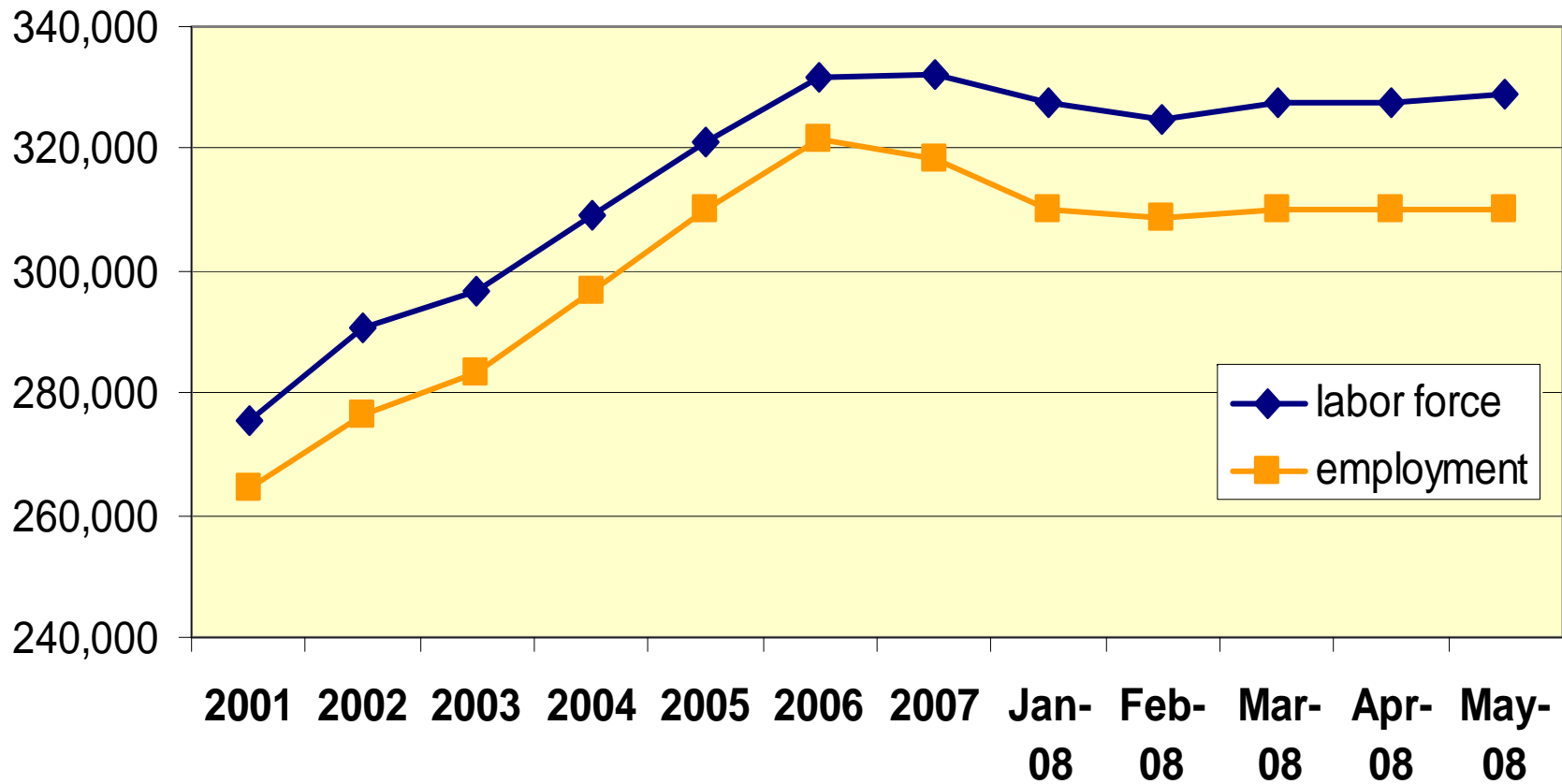
Scruggs & Associates LLC



Today's Information

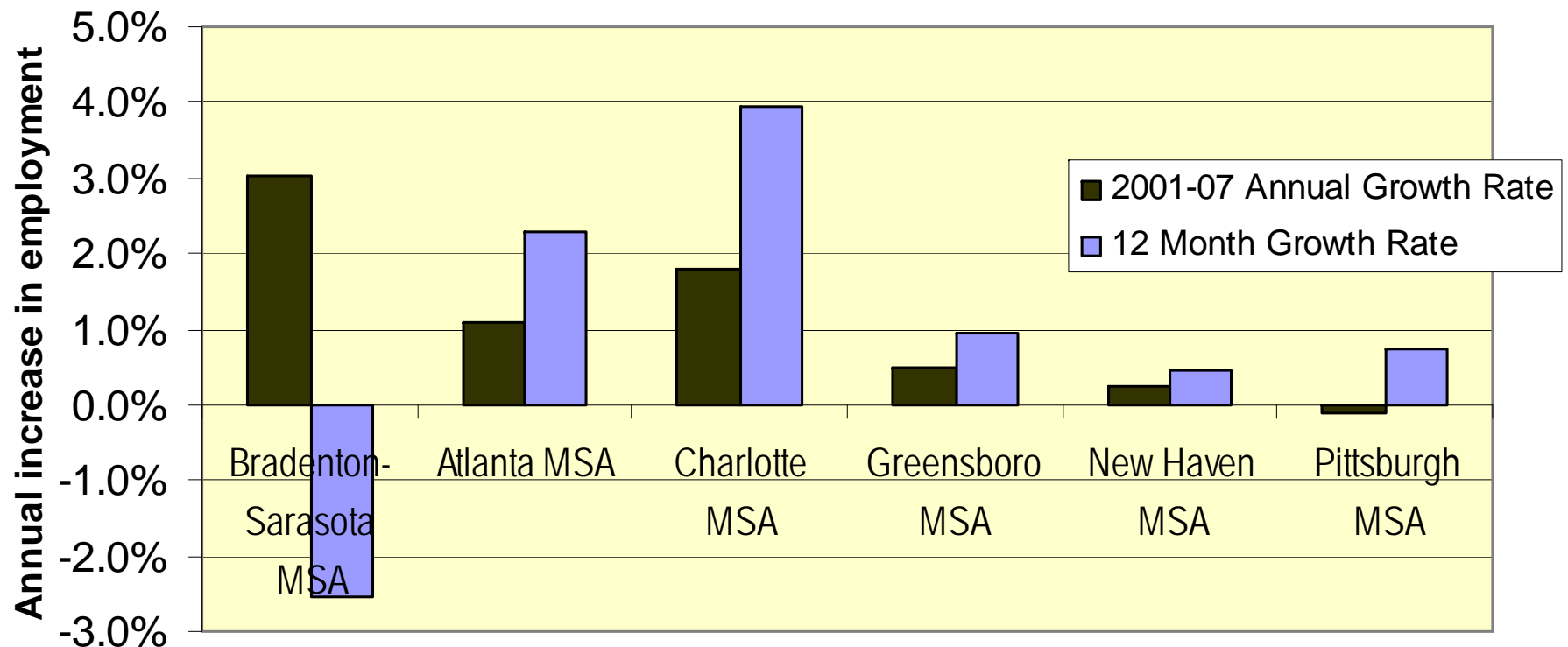
- Metropolitan Trends
- Overview of Job, Wage and Firm Growth
- A Detailed Look At Selected Industries
- Summary

Metro Area Employment Trend



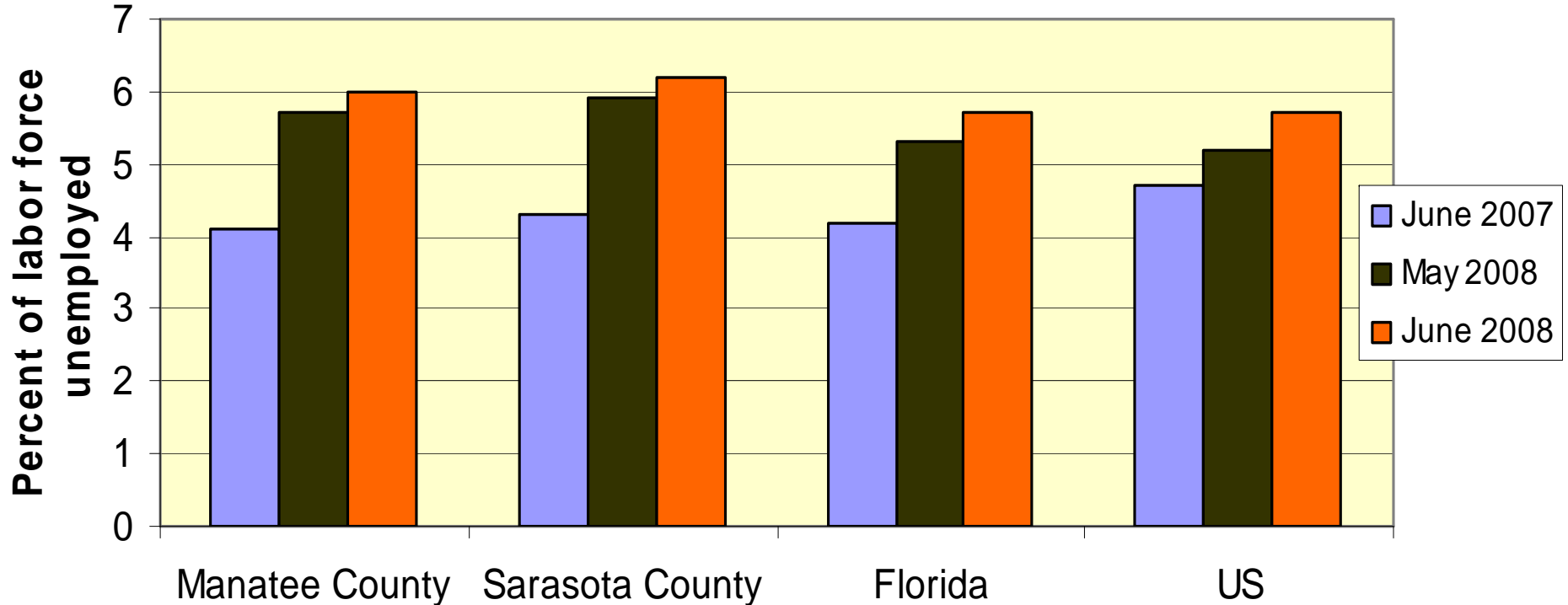
Metro Comparison of Job Growth

Annual Non-Farm Employment Growth

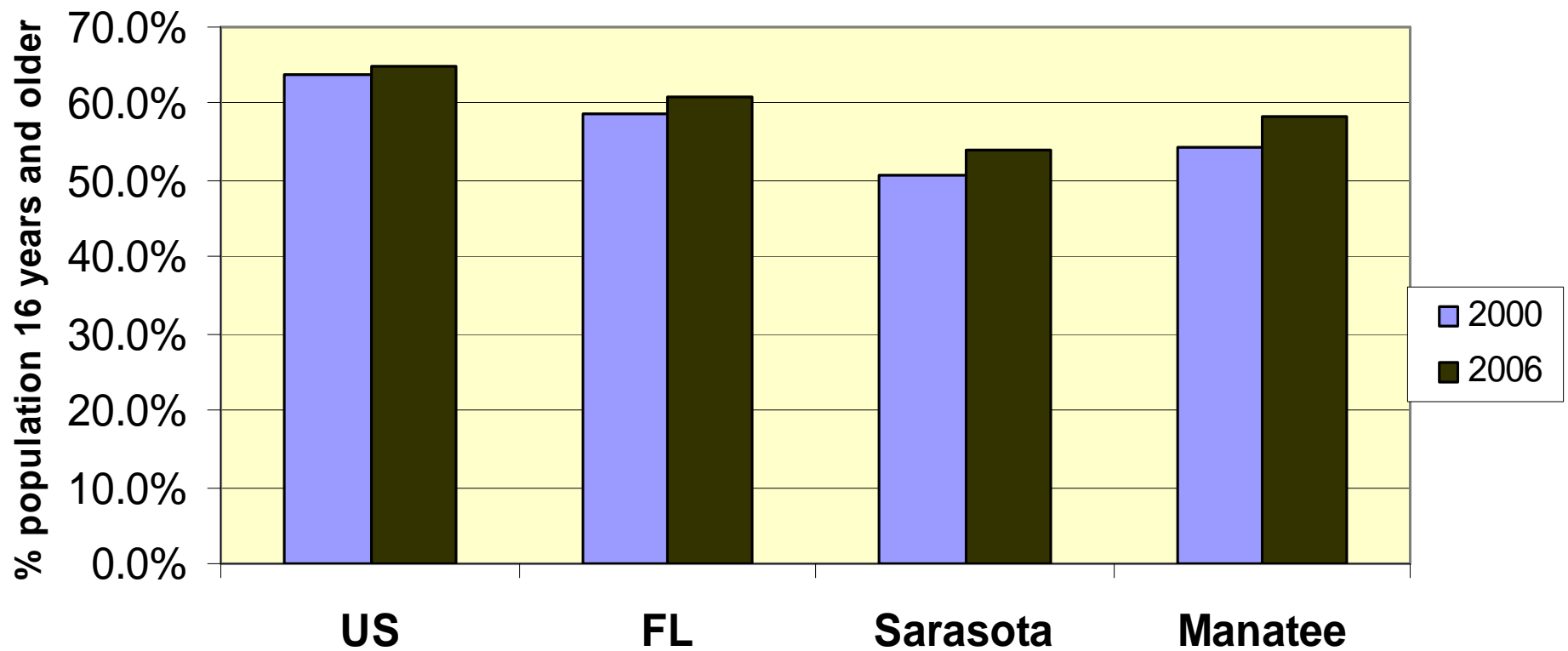


Unemployment Rate Now Above National Average

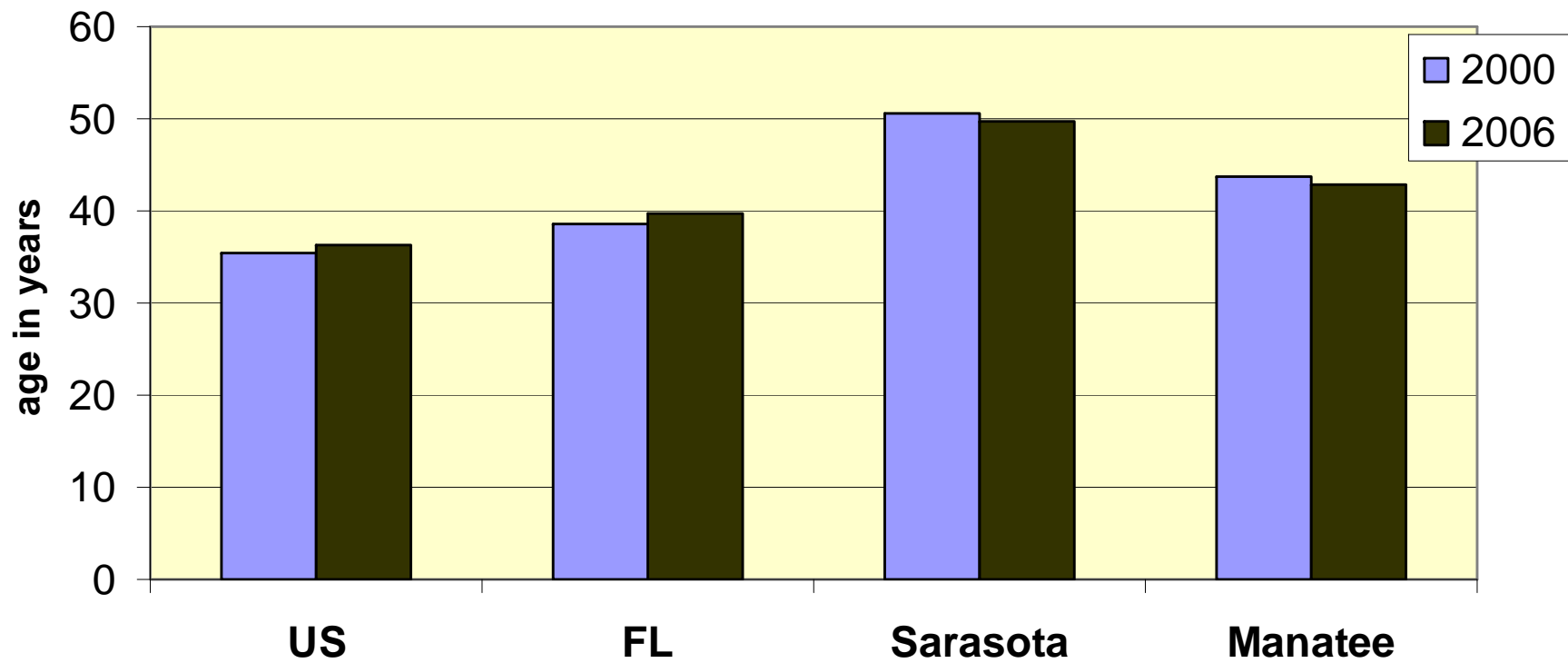
Unemployment Rate (non seasonally adjusted)



Participation in the Labor Force

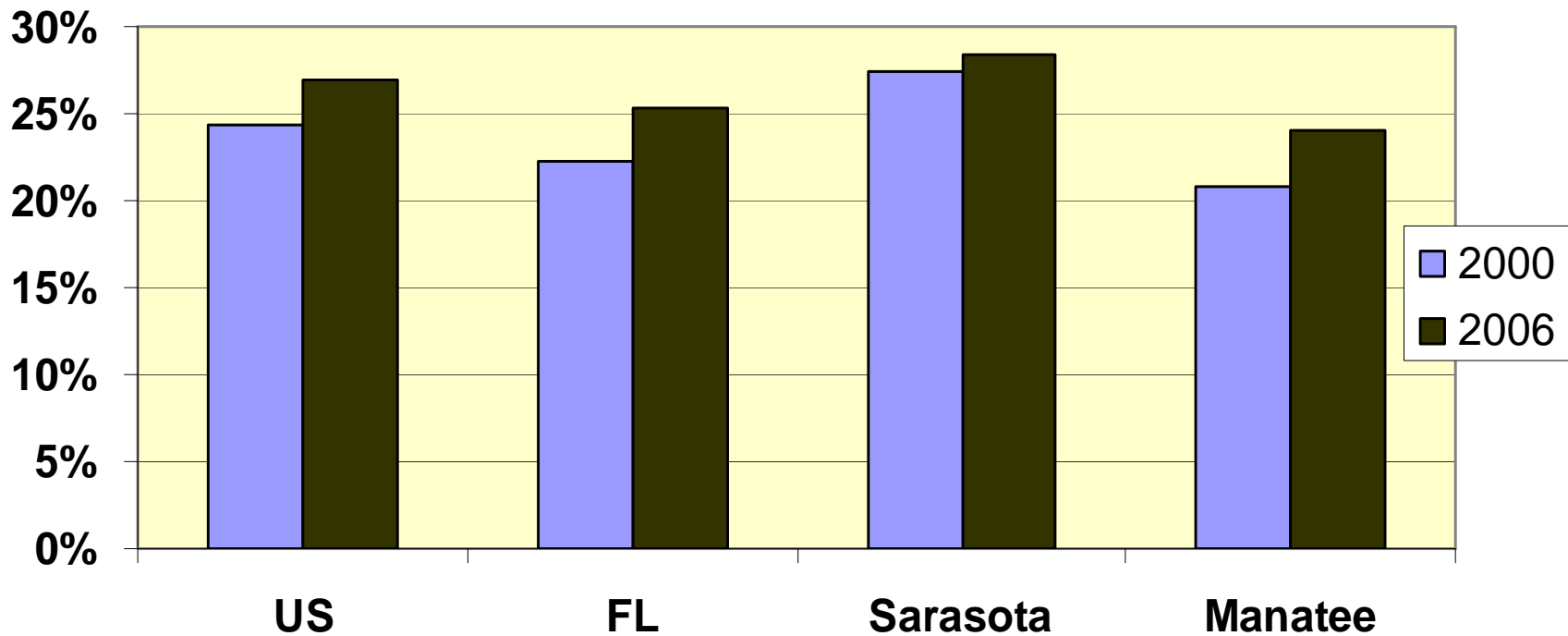


Median Age of Population

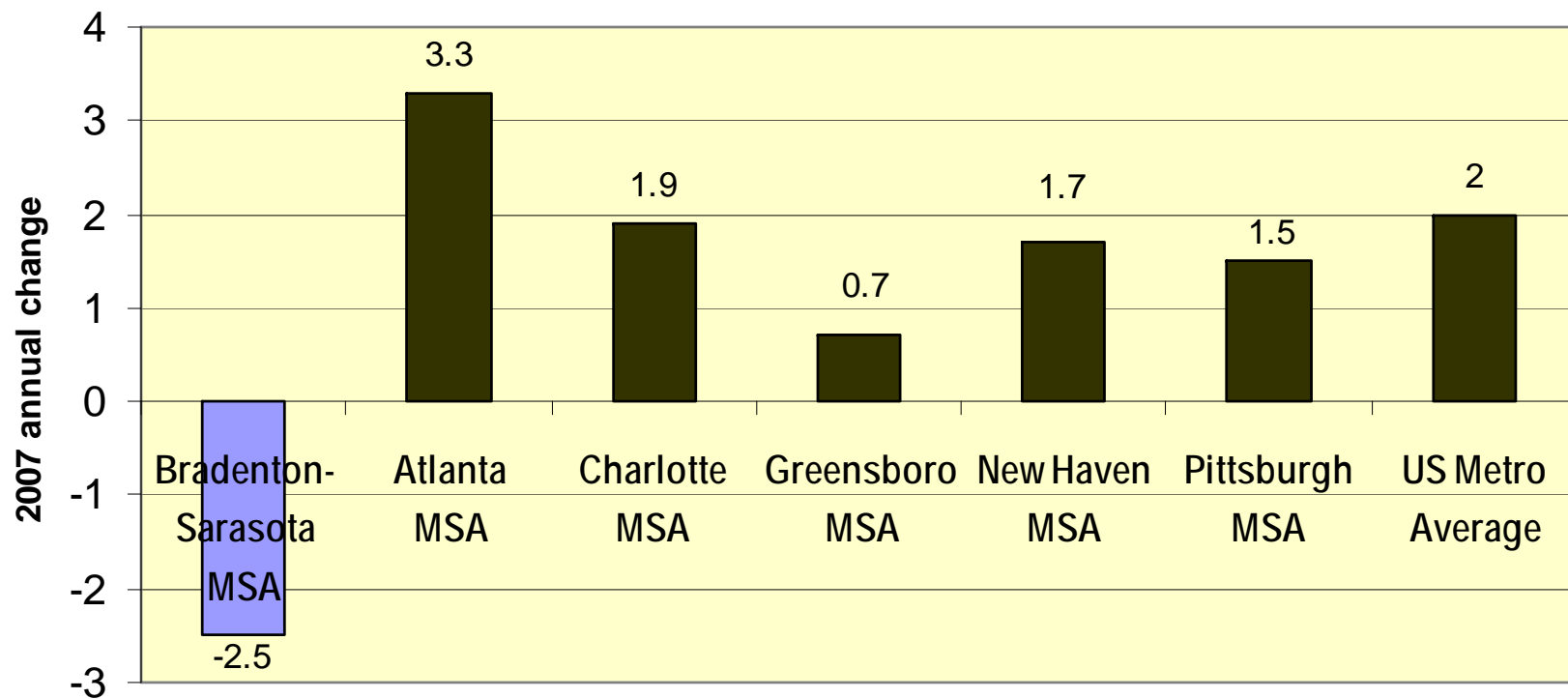


Educational Attainment

Percent Population 25 Years & Older with a Bachelor's Degree or Higher



Declining GMP Growth





Trends in Employment



Overall Summary

From 2001-2006, Manatee County gained employment at a rate higher than the US average; in 2007, the county lost over 2,900 jobs.

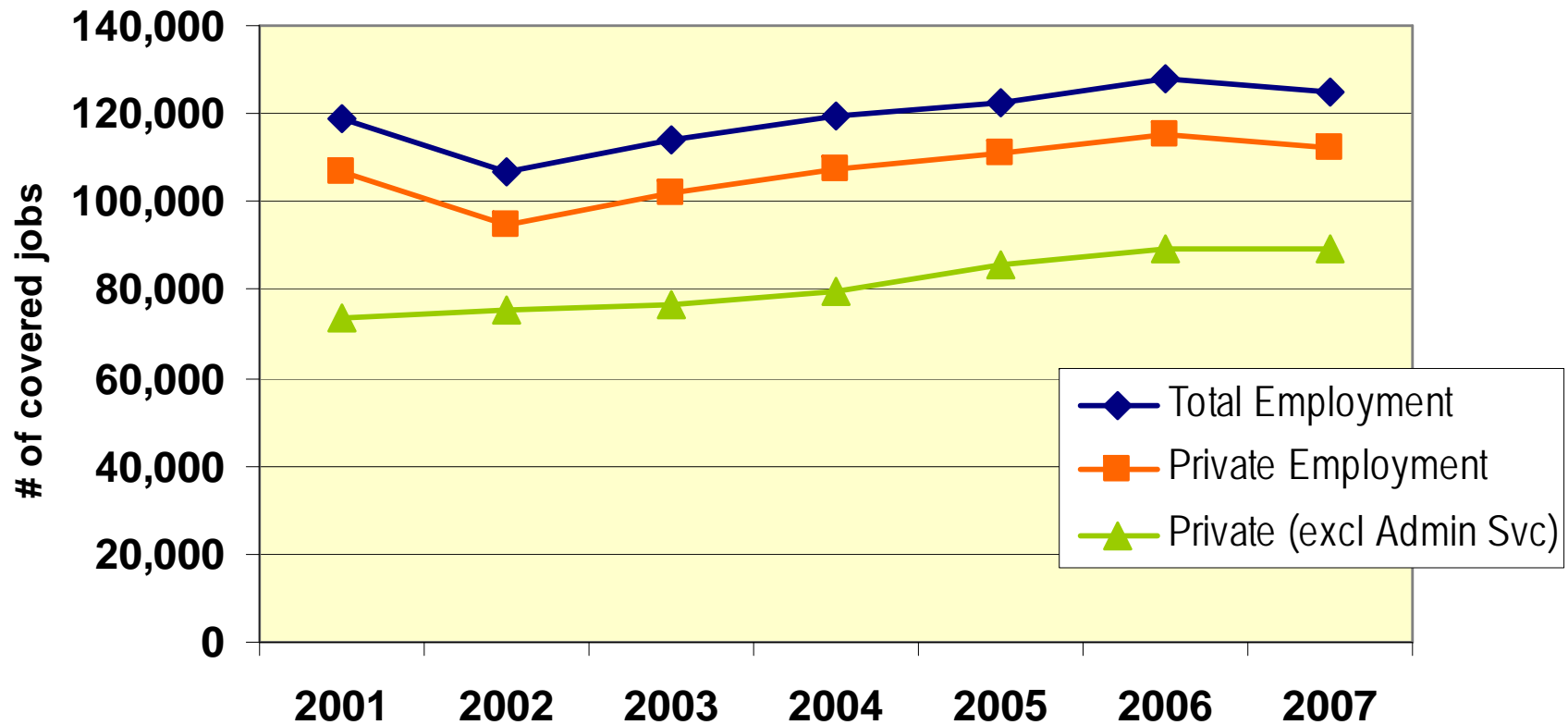
Over 4,500 jobs were lost in administrative services and construction/real estate, many other sectors had relatively flat or modest gains in employment.

The average 2007 wage for Manatee County increased by over \$1,000 to \$34,808; yet is still well below the average state and US wage.

Manatee County added more than 200 new firms with employees in 2007.

Over 21,600 county residents are estimated to be self-employed with receipts (earnings) of over \$57,600 per year, or 18% higher than the average US sole proprietor.

Manatee County Jobs (2001-2007)

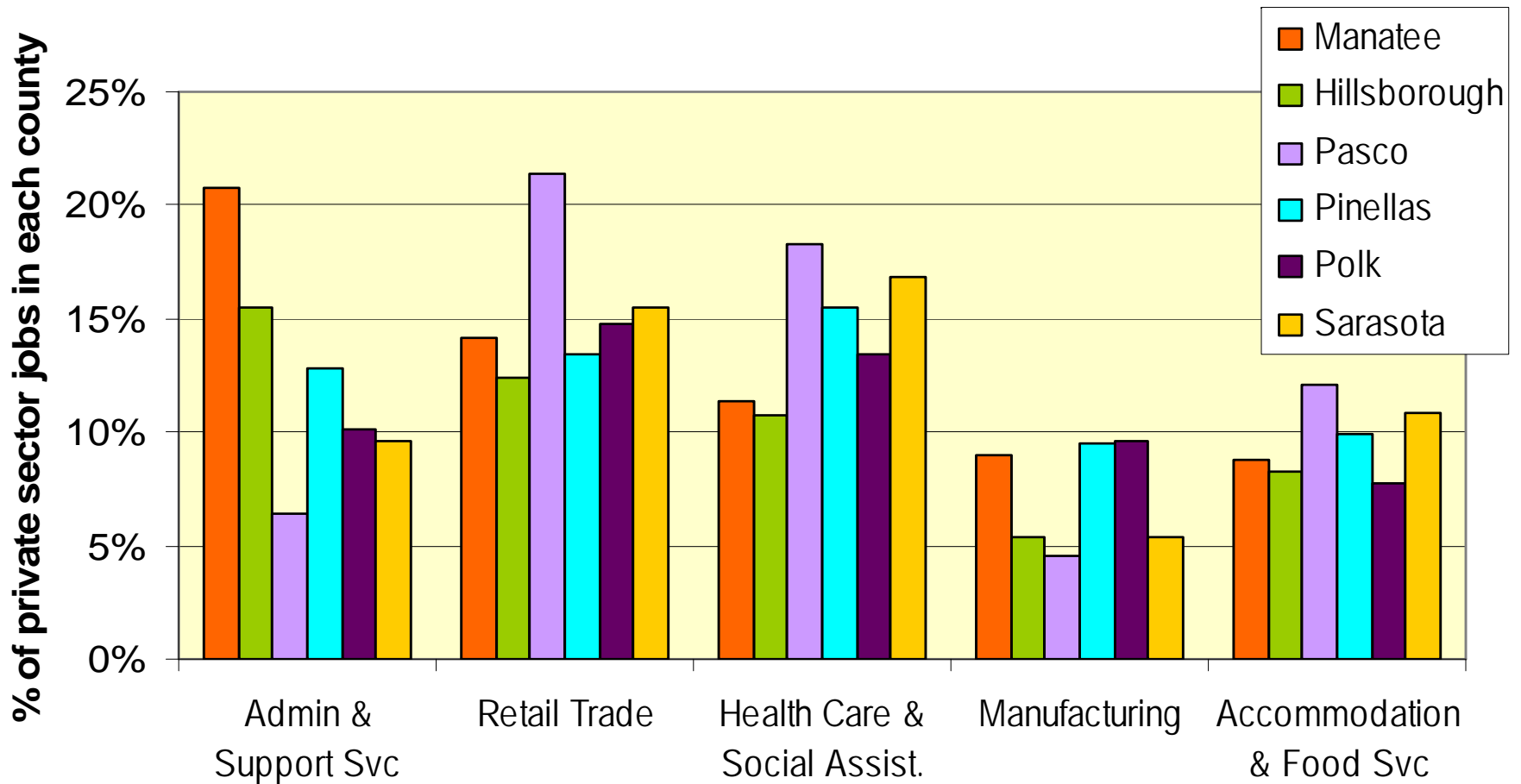




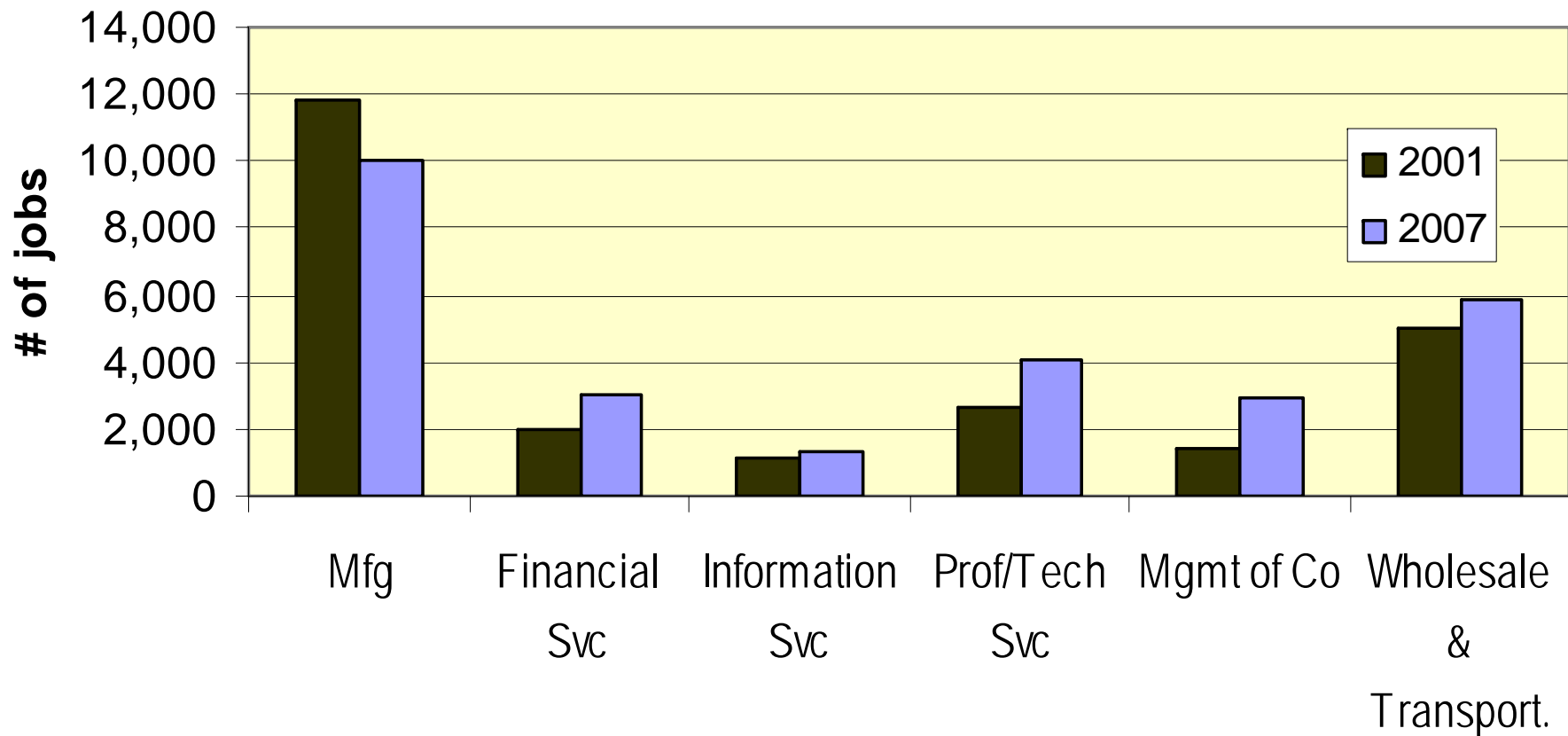
Manatee County Top 10 Sectors

■ Administrative & Waste Mgmt Services	23,404	(-)
■ Retail Trade	15,947	(0)
■ Health Care & Social Services	12,797	(+)
■ Manufacturing	10,056	(0)
■ Accommodation & Food Services	9,842	(+)
■ Construction	9,236	(-)
■ Educational Services	6,362	(+)
■ Agriculture	5,740	(+)
■ Professional & Technical Services	4,068	(+)
■ Wholesale Trade	4,744	(+)

Comparison of Top 5 Employment Industries In Manatee County (2007)



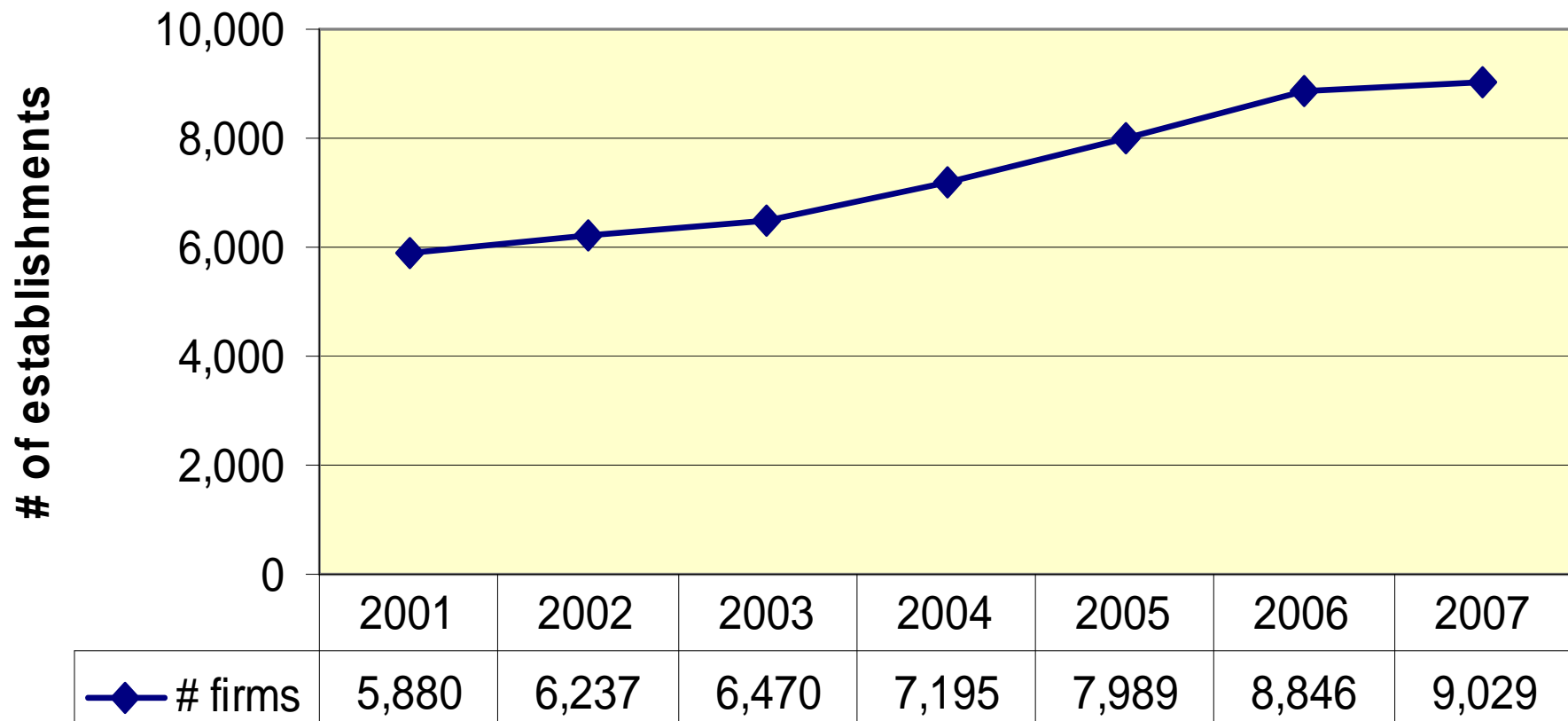
Manatee Co. Traded Sector Employment





Trends in New Businesses

Firm Growth





Firm Growth by Sector (>10 firms)

Number of firms (12 month/6 year)

- Specialty Trades (-21/491)
- Professional & Technical Services (+26/468)
- Real Estate (-8/324)
- Ambulatory Health Care (+23/222)
- Construction of Buildings (-13/167)
- Administrative Support (+30/195)

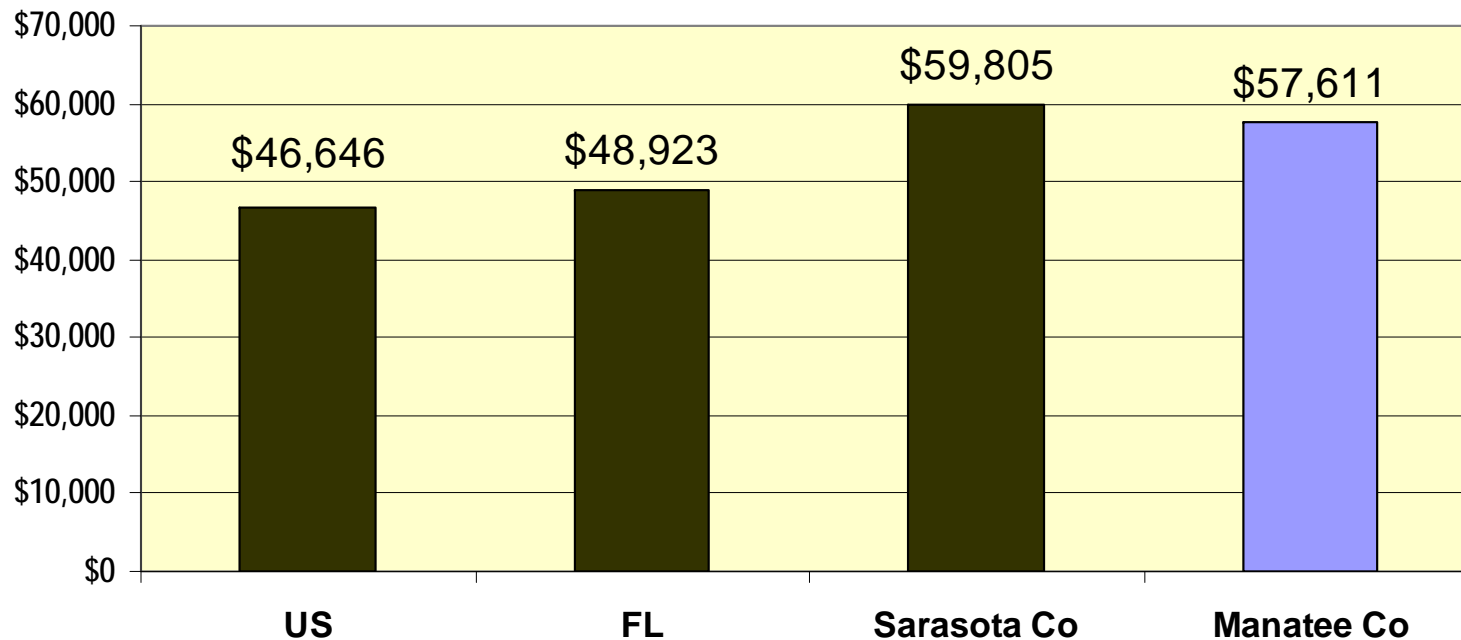
Growth rate of firms (01-07)

- Telecommunications (43% annually)
- Textile Mfg (24% annually)
- Management of Companies (22% annually)
- Securities, & Investments (20% annually)
- Wholesale: Electronic Markets (17% annually)
- Publishing (14.6% annually)

Sole Proprietors (2005)

The number of self-employed grew to over 21,680 and average receipts for self-employed individuals continues to outpace the state and nation.

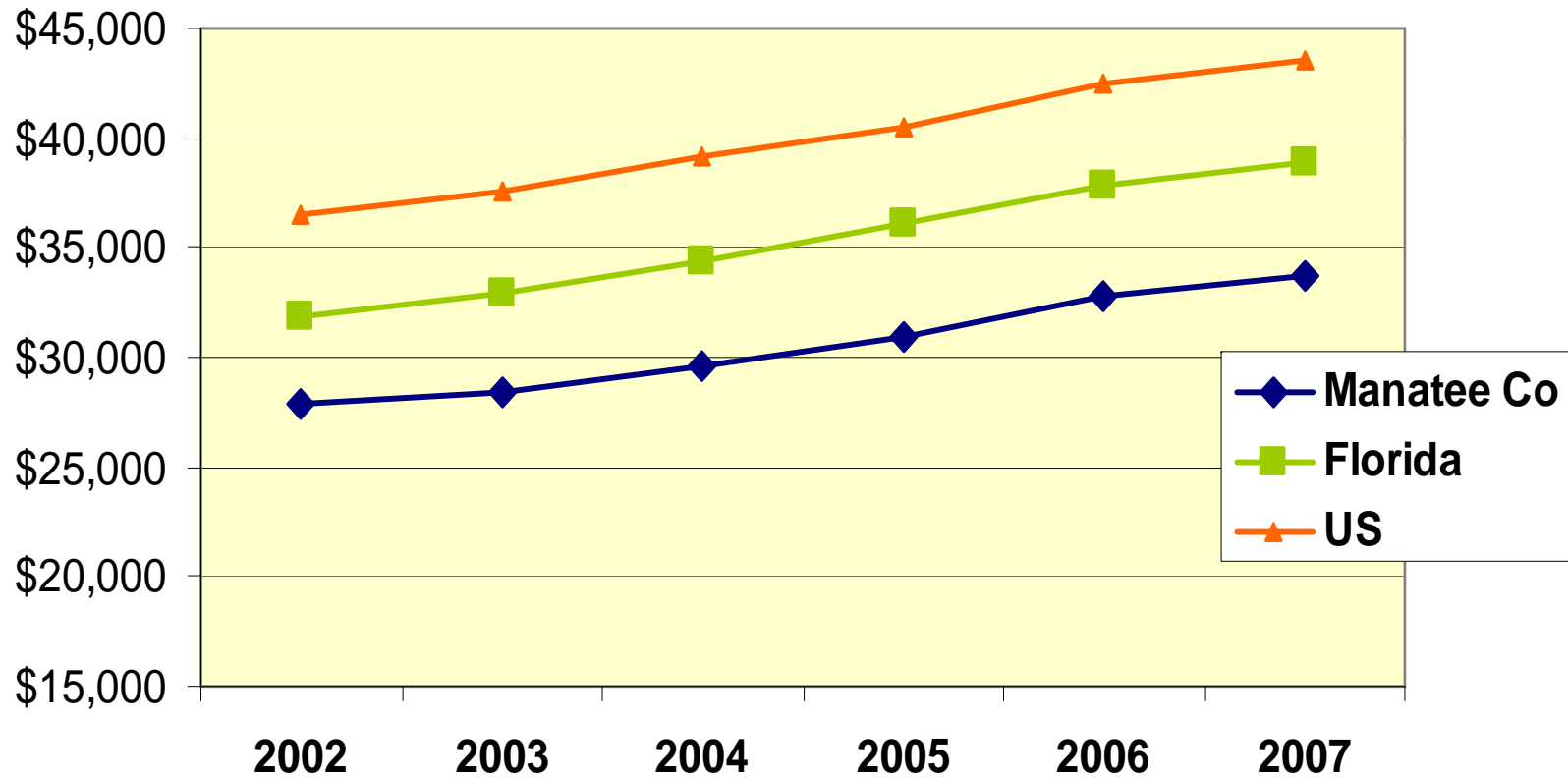
Non-Employer Receipts/Establishment 2005





Trends in Wages & Income

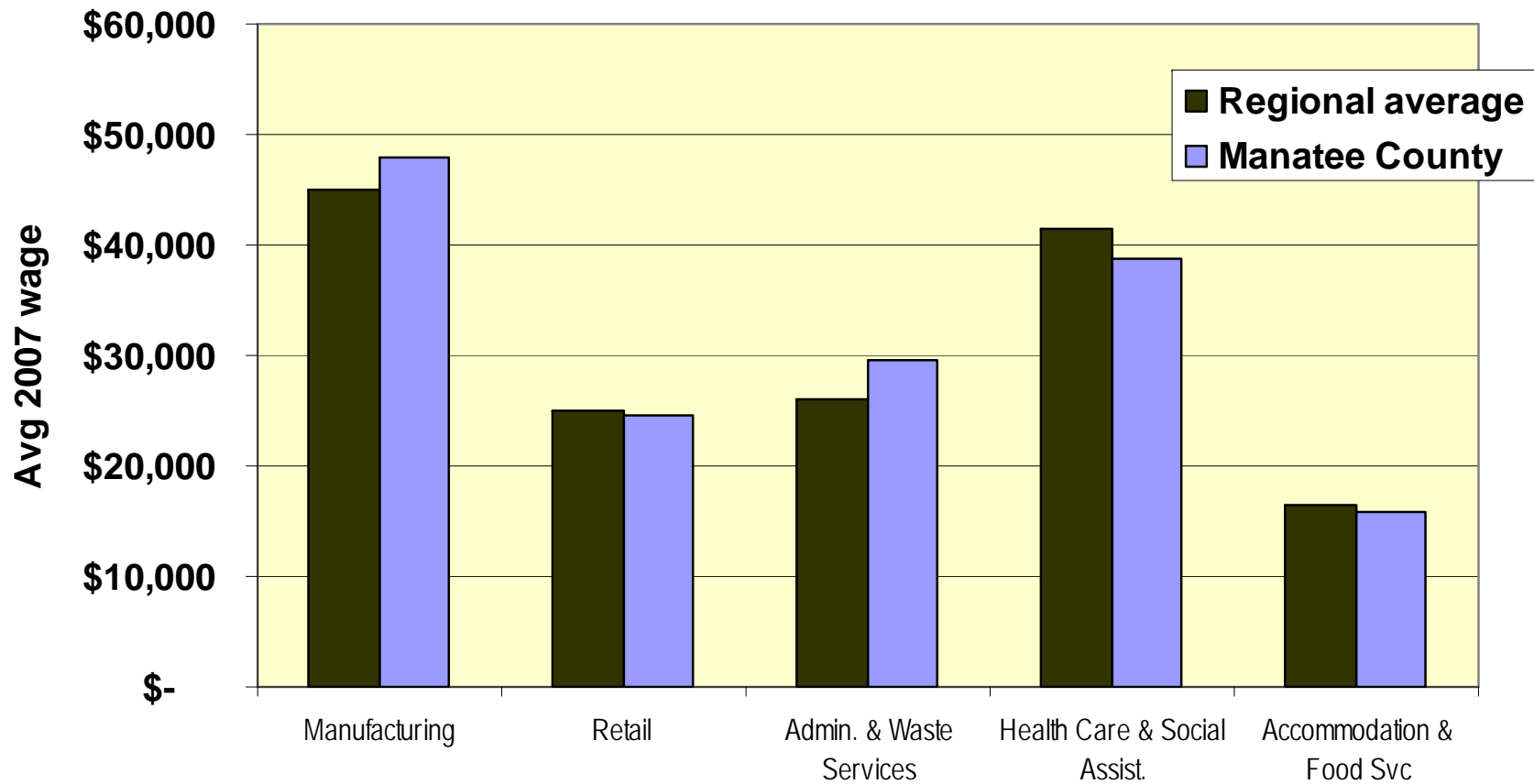
Average Annual Wage Growth



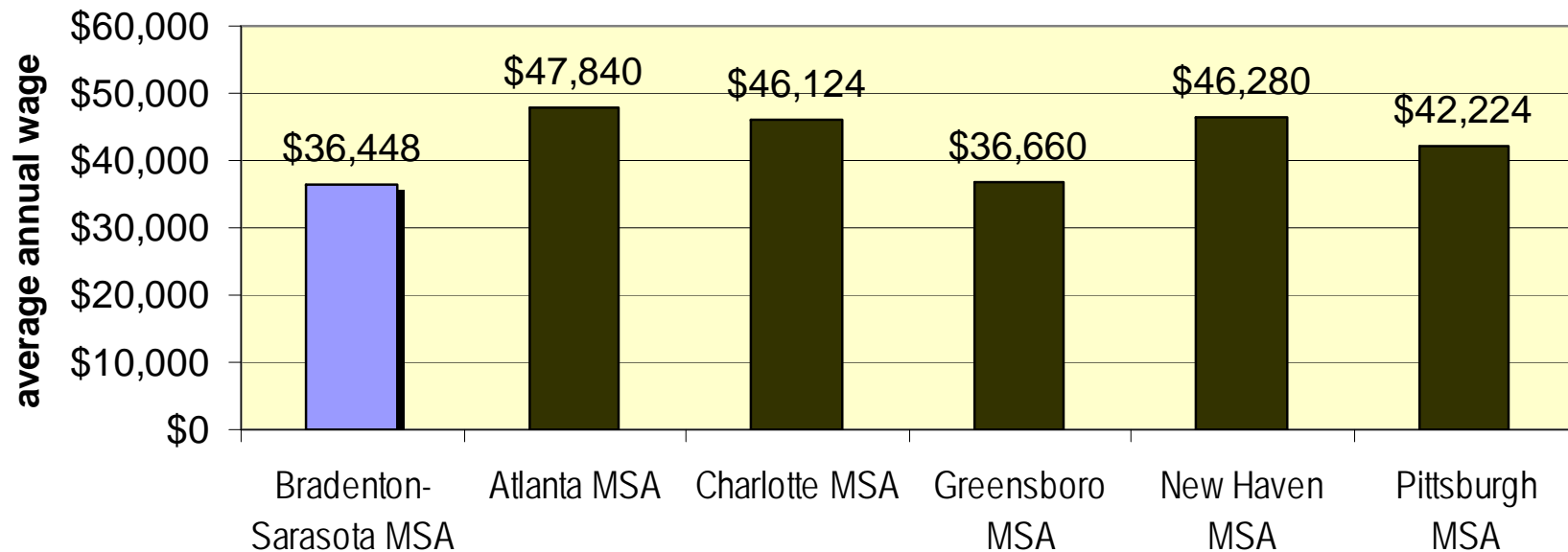
2007 High Wage Industries (>200 jobs)

Industry	Manatee Co.	Florida Wage
Securities, Commodity Contracts, Investments	\$76,762	120,182
Food Manufacturing	\$72,250	\$38,867
Computer & Electronic Product Mfg	\$74,649	\$69,243
Construction of Buildings	\$64,194	\$53,136
Electronic markets & brokers	\$56,990	\$63,217
Telecommunications	\$54,585	\$56,067
Paper Manufacturing	\$54,503	\$54,568
Wholesale, nondurable goods	\$52,614	\$53,685
Management of Companies	\$44,751	\$88,992
Professional & Technical Services	\$49,987	\$61,148

Manatee County Wage Compared to Region



Metro Wage Comparison (2007)



2006 Per Capita Income

2006 per capita income is higher than state and national average:

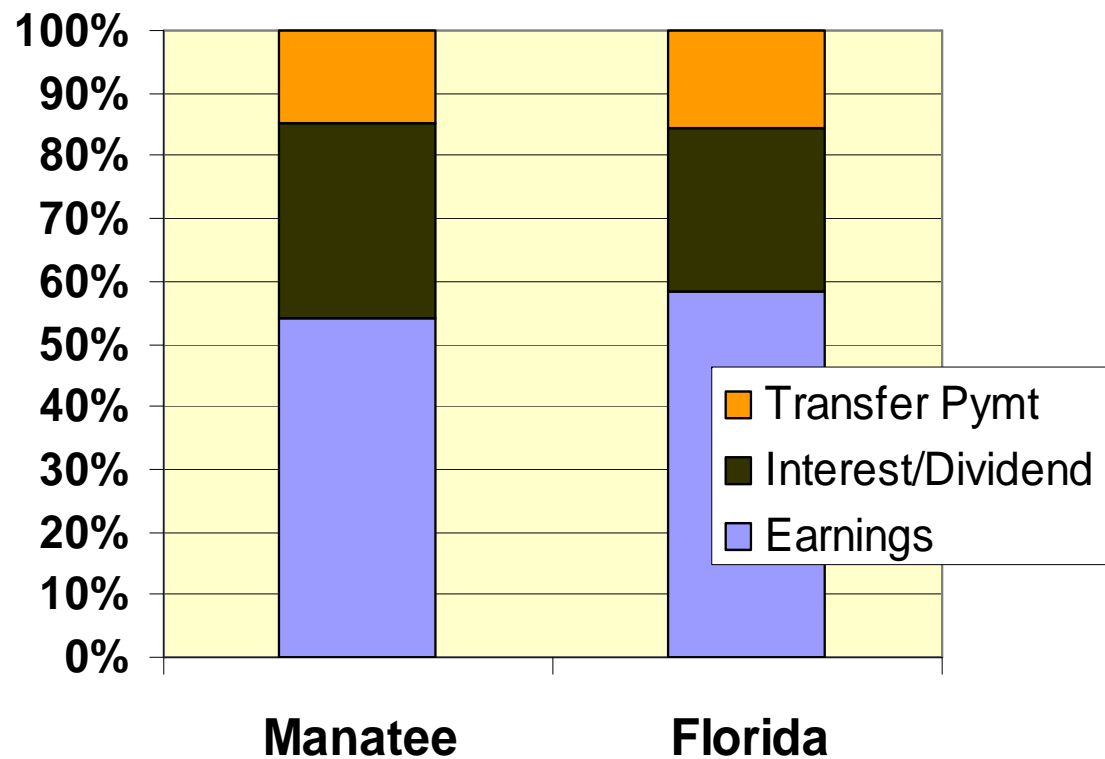
\$39,071 Manatee Co

\$36,714 US

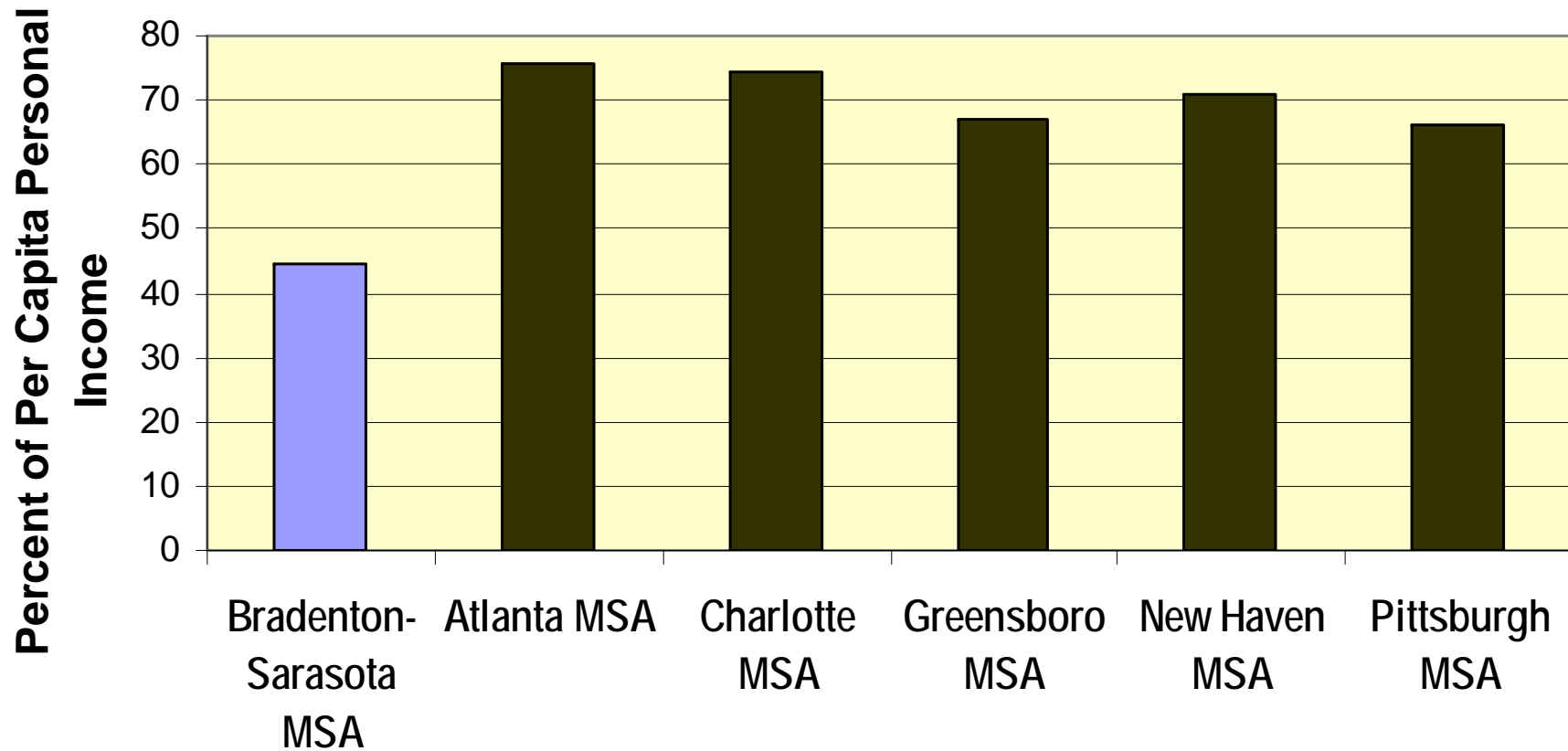
\$36,720 Florida

54% of income is derived from earnings (56% in 2005).

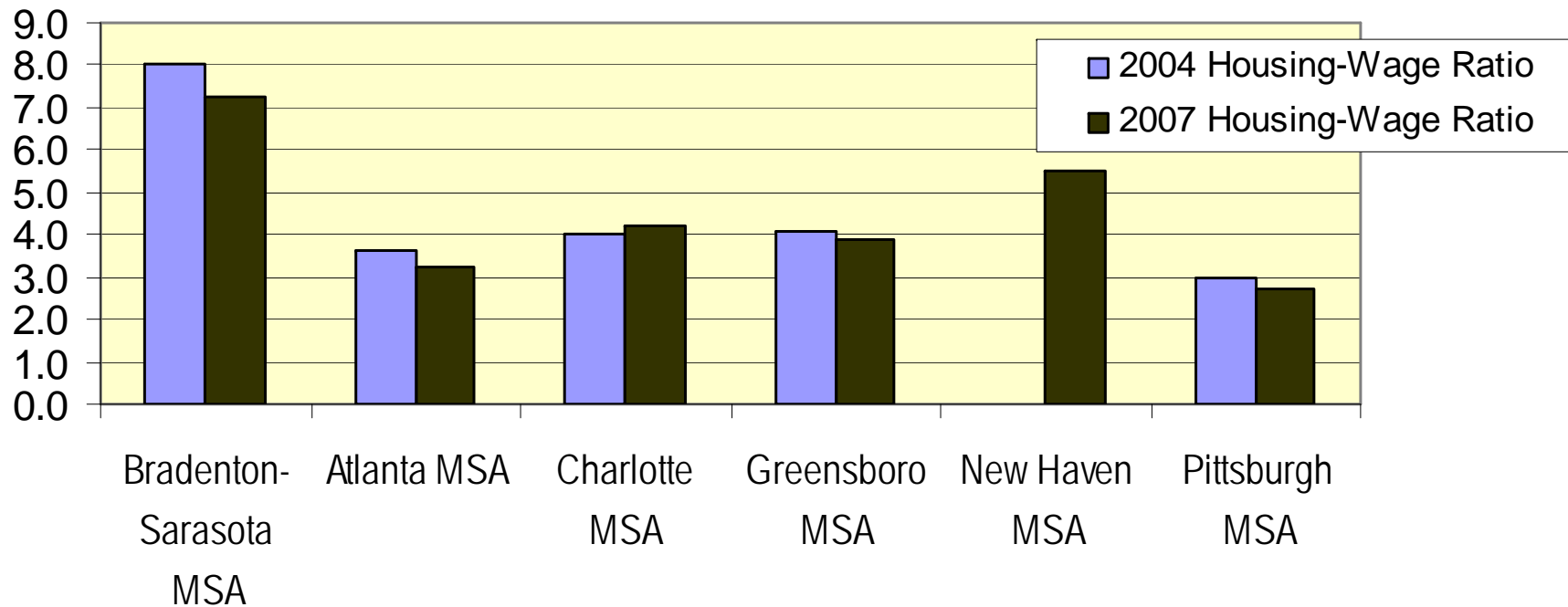
Components of PCPI



Metro Comparisons of Income from Earnings



Housing-Wage Ratio (4Q 2007)






Details by Industry



Manatee Co. Industries with High Employment Concentration



Highest Concentration

- Crop production
- Administrative and support svc
- Textile product mfg
- Amusements, gambling, & recreation
- Heavy & civil engr. construction
- Management of companies
- Specialty trade contractors
- Transportation equipment mfg
- Miscellaneous manufacturing
- Clothing and clothing accessories stores

Industries with Growing Employment Concentration

Top 10 Growing Concentration

- Crop production*
- Amusement & recreation*
- **Management of companies***
- Specialty trade contractors*
- **Textile product mfg**
- Real Estate*
- **Support activities for transportation**
- Furniture & home furnishing stores
- **Furniture & related mfg***
- Rental & leasing services

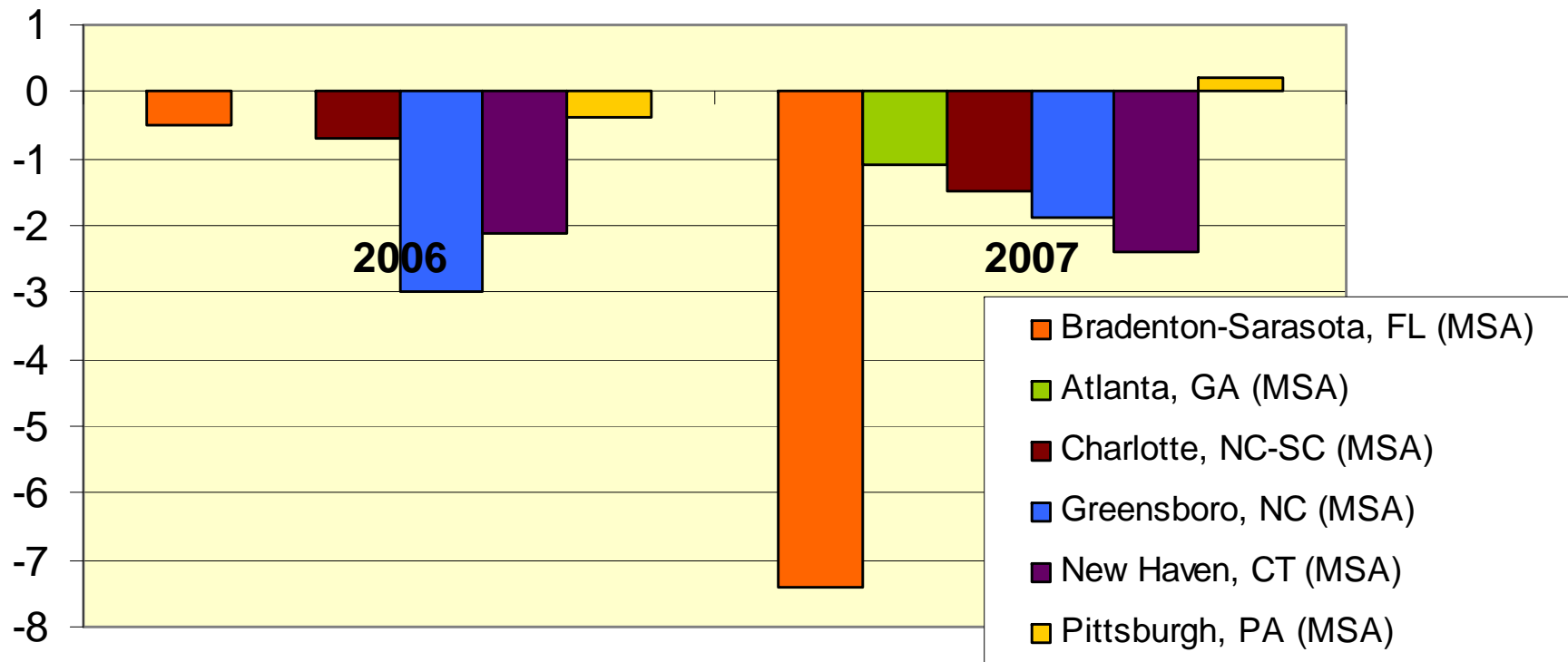
* LQ also greater than 1.0

Other Traded Sector Industries

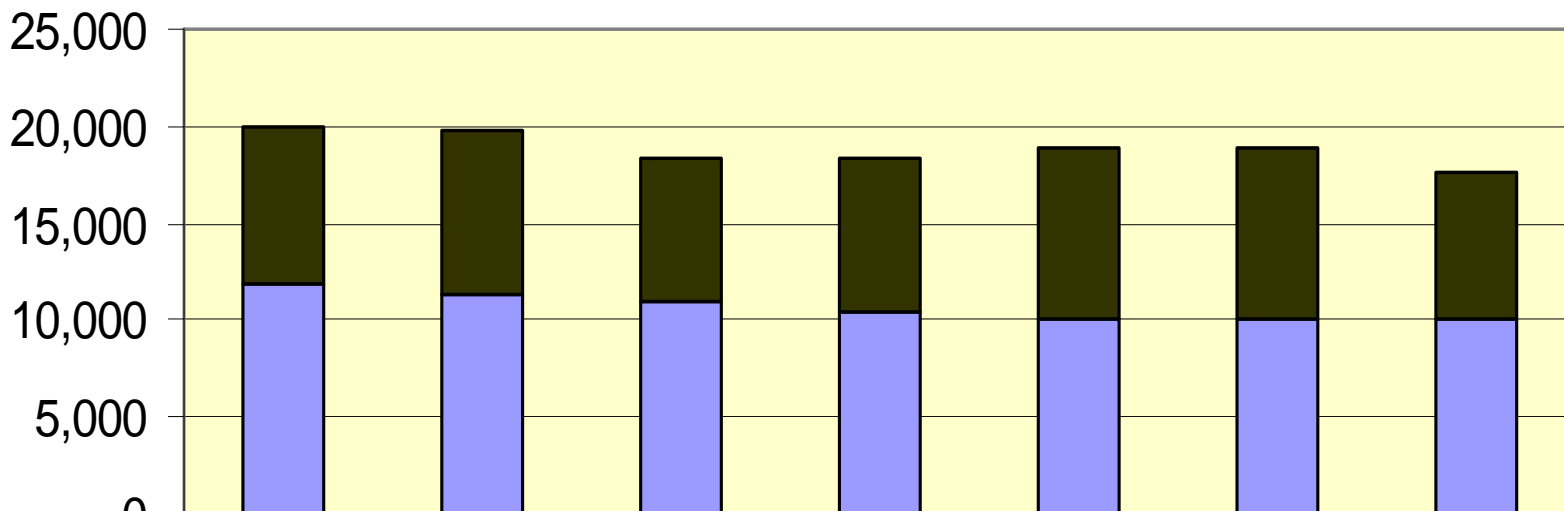
Wholesale trade
Professional & technical services
Securities & commodities
Misc. manufacturing
Telecommunications

Metro Comparison of Manufacturing Jobs

Percent Change in Manufacturing Employment



Metro Region Trend in Manufacturing Employment



	2001	2002	2003	2004	2005	2006	2007
■ Sarasota Co	8131	8460	7298	7850	8737	8799	7501
■ Manatee Co	11854	11315	11016	10478	10087	10029	10056

Manatee Co. Manufacturing

Industry Title	2001 Jobs	2006 Jobs	2007 Jobs
Process Mfg Subtotal	4,480	3,059	3,034
Food manufacturing	2,729	1,605	1,559
Chemical manufacturing	137	96	146
Plastics and rubber products manufacturing	403	216	253
Nonmetallic mineral product manufacturing	450	294	256
Miscellaneous manufacturing	761	848	820



Manatee Co. Manufacturing

Industry Title	2001 Jobs	2006 Jobs	2007 Jobs
Textile product mills	N/D	322	326
Wood product manufacturing	159	157	132
Printing and related support activities	160	181	189
Primary metal manufacturing	N/D	165	91
Fabricated metal product manufacturing	1,368	1,389	1,497
Machinery manufacturing	730	592	617
Computer and electronic product manufacturing	780	733	645
Electrical equipment and appliance mfg.	774	439	486
Transportation equipment manufacturing	2,317	2,075	2,282
Furniture and related product manufacturing	485	792	540

Source: Florida Agency for Workforce Innovation, QCEW data

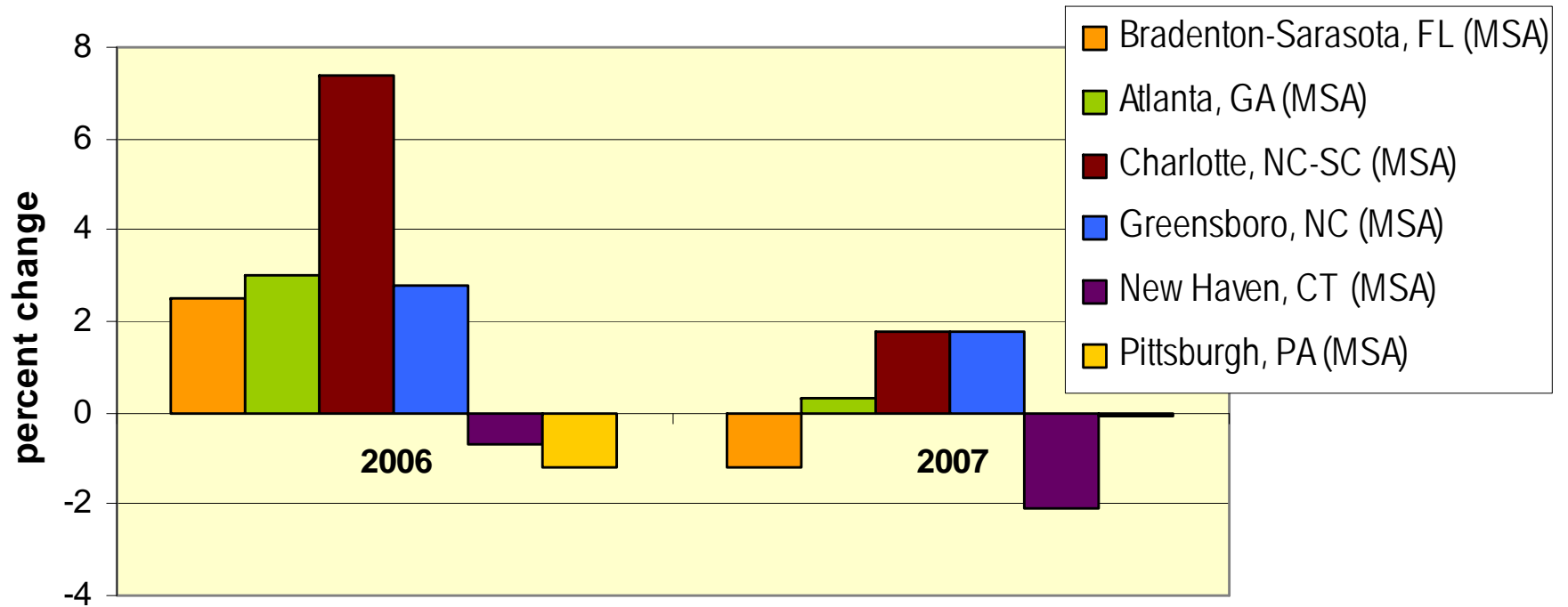


Logistics Industries

		2001 Jobs	2006 Jobs	2007 Jobs
NAICS	Total Logistics	3726	4691	4716
423	Merchant wholesalers, durable goods	1,013	1,669	1,678
424	Merchant wholesalers, nondurable goods	1,809	1,706	1,713
425	Electronic markets and agents and brokers	194	328	353
484	Truck transportation	439	490	465
488	Support activities for transportation	271	498	507

Metro Comparison of Financial Services & Real Estate

Annual Change In Financial Services Employment

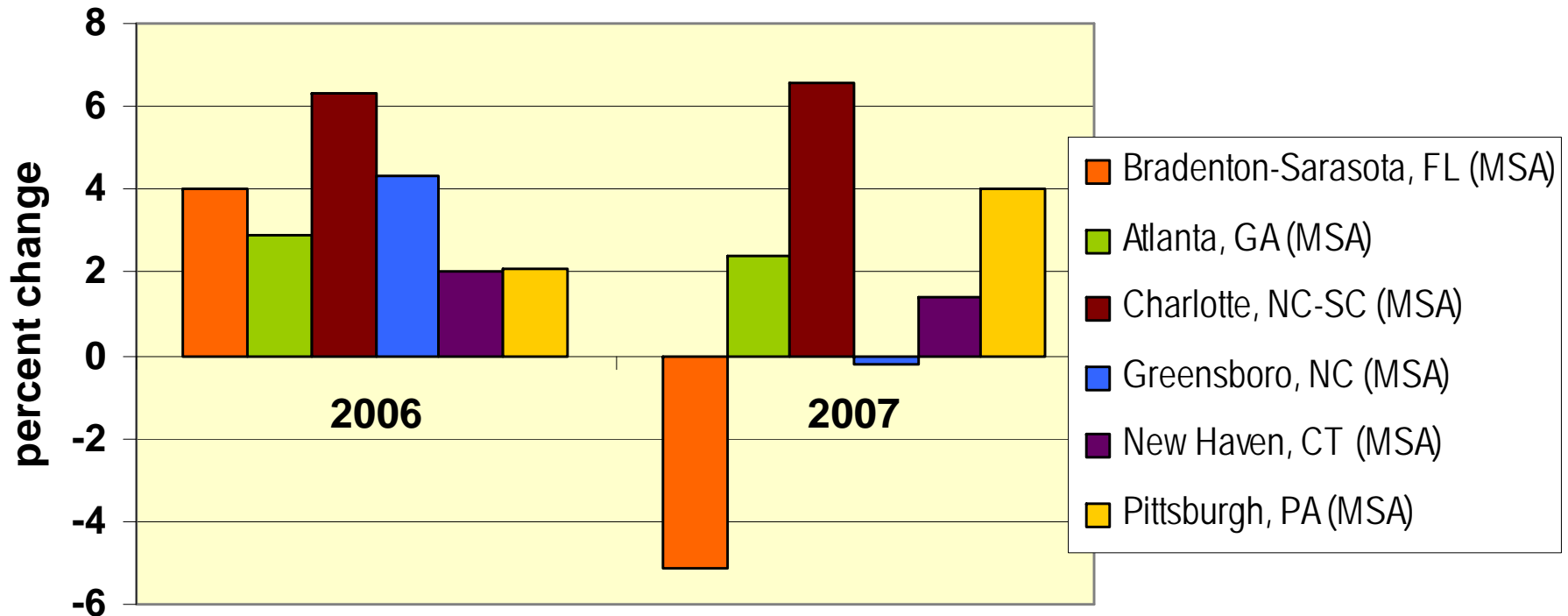


Manatee Co. Information & Financial Services

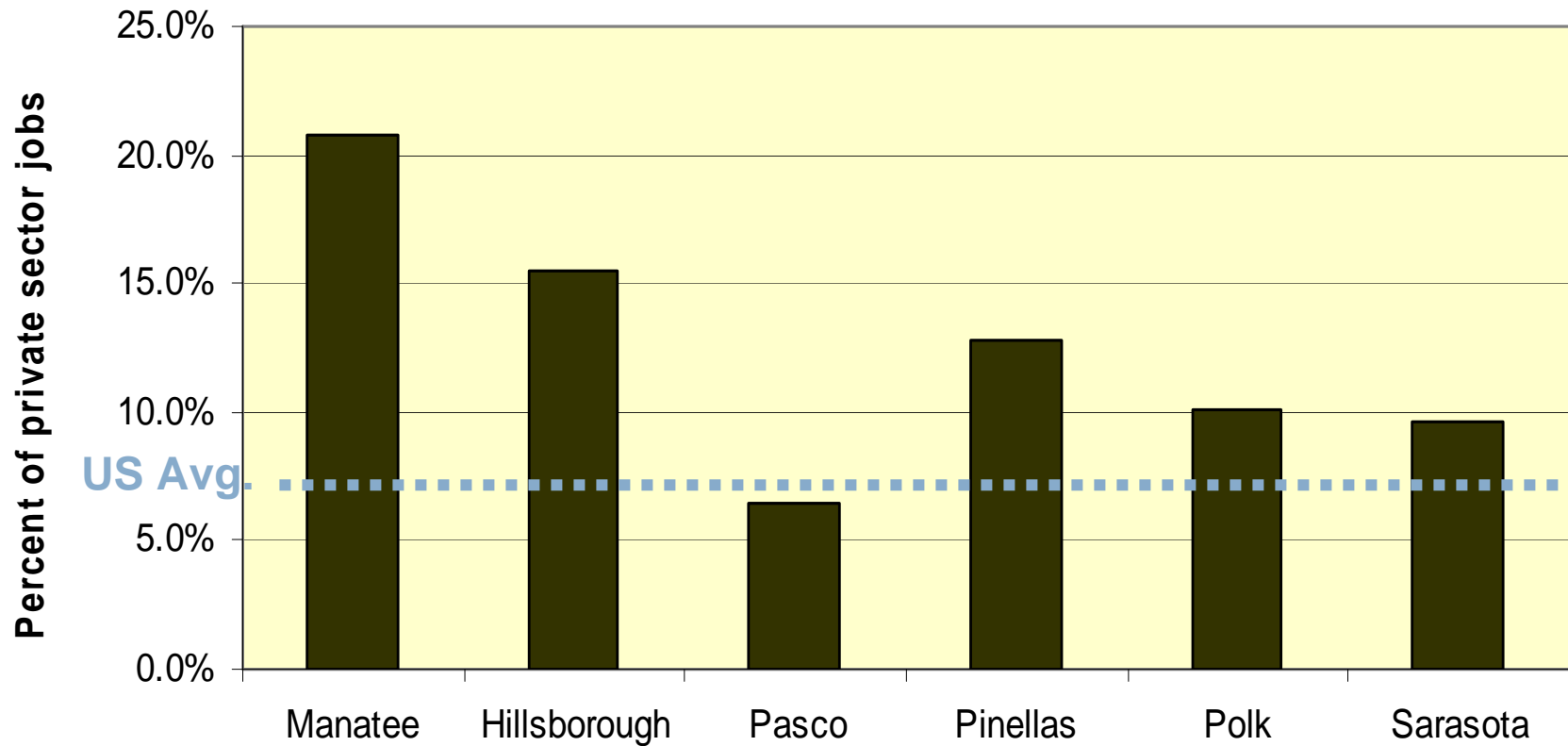
	2001 Jobs	2006 Jobs	2007 Jobs
<i>Total</i>	3152	4261	4327
Publishing industries, except Internet	455	553	472
Motion picture and sound recording industries	167	216	225
Telecommunications	452	541	537
ISPs, search portals, and data processing	77	42	36
Credit intermediation and related activities	1,104	1,566	1,753
Securities, commodity contracts, investments	188	350	344
Insurance carriers and related activities	693	984	954
Funds, trusts, and other financial vehicles	16	9	6

Metro Comparison of Professional & Business Services (incl. Admin Svc)

Annual Change in Professional & Business Svc



Administrative & Waste Mgmt Services Employment



Professional & Technical Services

	2001 Jobs	2006 Jobs	2007 Jobs
Total Professional and Technical Services	2,679	3,919	4,068
Legal services	650	771	736
Accounting and bookkeeping services	330	503	556
Architectural and engineering services	696	954	858
Specialized design services	48	256	220
Computer systems design and related services	229	336	452
Management and technical consulting services	301	409	529
Scientific research and development services	13	26	28
Advertising and related services	150	158	150
Other professional and technical services	262	506	539

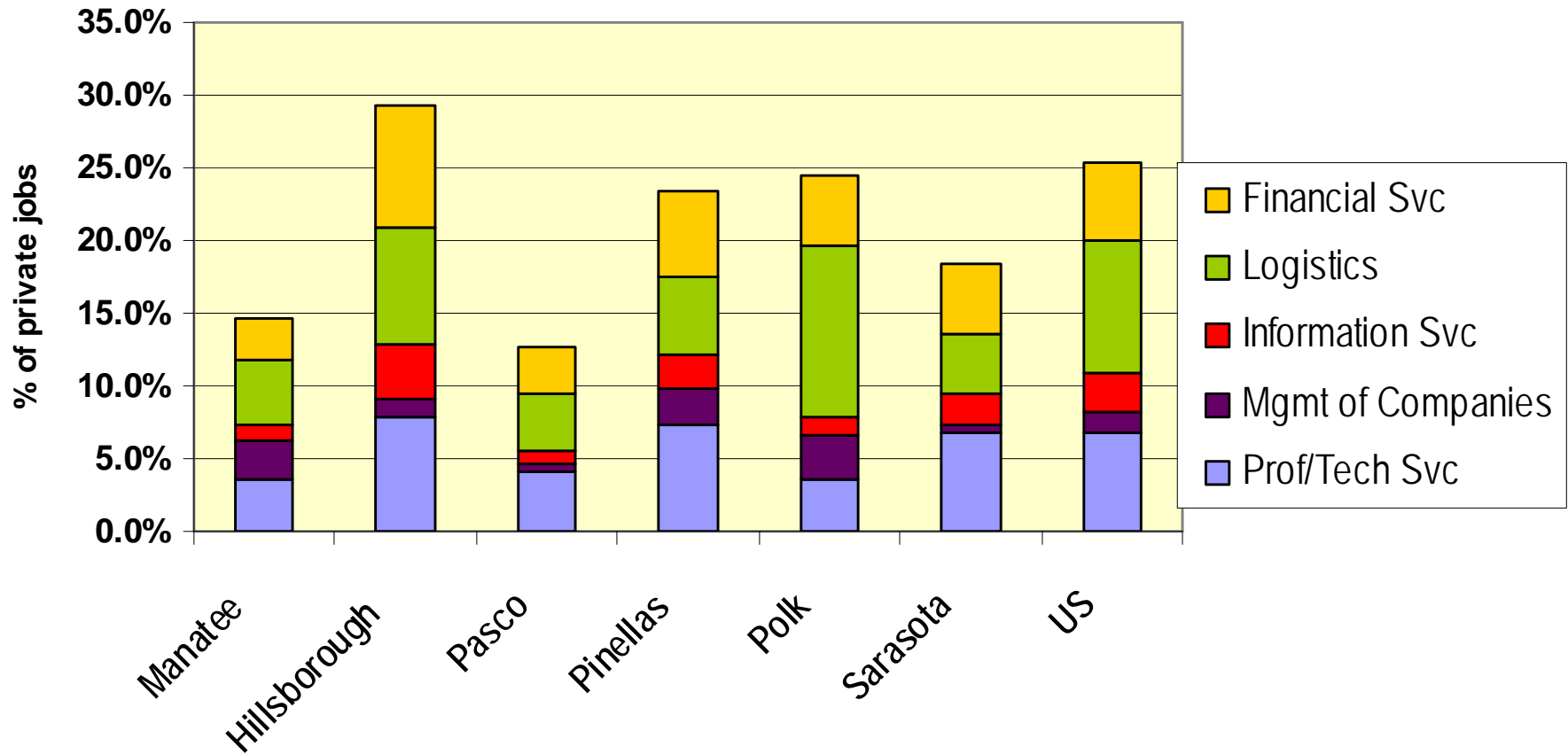
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Source: Florida Agency for Workforce Innovation, QCEW data

Traded Sector Wage Growth

	2001	2006	2007
Total Manufacturing	\$39,371	\$44,169	\$47,853
Food manufacturing	\$56,051	\$70,070	\$72,250
Computer and electronic product manufacturing	\$59,126	\$58,906	\$74,649
Nonmetallic mineral product manufacturing	\$39,763	\$46,699	\$53,334
Transportation equipment manufacturing	\$30,403	\$38,467	\$42,134
Total Professional and Technical Services	\$38,714	\$46,549	\$49,987
Other professional and technical services	\$21,284	\$37,270	\$49,597
Computer systems design and related services	\$58,023	\$62,605	\$67,432
Other			
Securities, commodity contracts, investments	\$71,068	\$71,073	\$76,762
Telecommunications	n/a	\$51,170	\$54,585

Regional Comparison of Employment in Traded Services





Highlights from Business Climate Survey

- Past 12 month revenue and job trends reported in survey reflected employment data.
- Employment growth in next 12 months: over 62% projected the same level of employment, 27% projected increases, only 10% projected decreases.
- Revenues for next 12 months: 50% anticipated positive growth, 31% expected revenues to be the same, and 19% expected revenues to be worse.
- Traded sector companies noted availability of qualified workers, cost of business (esp. housing & health insurance) and availability of SRQ flights as major business development issues.
- Local industries were much more satisfied with the regional supplier base than traded sector firms.



Growing Interest by European Companies



- Growing interest from European Companies (esp. German)
 - Primary interest in manufacturing, alternative energy, life sciences, regional sales/distribution offices
 - Weak dollar/strong Euro makes US investment a bargain
 - Transportation costs driving production closer to markets



Summary



- Decreases in employment came from industries where the county is highly dependent, yet many traded sectors industries continued to grow. **Change = opportunity**
- Overall concentrations of employment for most traded sector industries remain below regional and US averages; **Continue to engage & understand what these segments need to grow & increase competitiveness**
- The business climate survey indicated that many business development issues crossed multiple industries; **Continue to identify economic efforts that can enhance the business climate for groups of industries, especially high end services.**
- Demographic conditions continue to differ from national averages: **Identify how these factors can play to the county's advantage**