

## CHAPTER TWO: ECONOMIC DEVELOPMENT

The primary objective of the economic element is to provide a macro perspective of Greater Lanier's economy. An understanding of the county's economy is imperative for the identification, assessment, and planning of future needs and goals. Economies are the core around which societies revolve and evolve, and provide the stimulus for population growth, increased living standards, and improved quality of life. The economic element directly impacts all other aspects of the comprehensive plan, specifically goals and policies, future land use, and the five-year short-term work programs. Lanier County's economy has historically relied upon the farming sector as its mainstay, contributing the highest percentage of employment and earnings to the economy until 1990 (See Table 2-25 and 2-28). In 1990, the farming sector's employment level was eclipsed by the services sector, which by 2000 accounts for the largest percentage of employment in Lanier County (25.4 percent). Four major sectors are projected to provide 73.3 percent of the employment and 71.7 percent of the earnings in Lanier by 2025. The four sectors are construction, retail, services, and state and local government sectors. In 1970, Lanier County had the capacity to employ 82% (1,360 jobs) of its labor force. During this time 59% (802) of the jobs available in Lanier were filled by residents, with the remainder employed outside the county. By 1990, Lanier's labor force employment capacity dropped to 70% (1,785). Approximately 64% (1,143) of the jobs in Lanier were filled by residents, while the remainder found employment outside the county.

Lanier County and Lakeland share an Industrial Development Authority and an industrial park. Located 23 miles northeast of Valdosta at the intersection of US Highway 221 and Burnt Church Road, the site consists of a single 45 acre tract. Zoned industrial-commercial, the site is undeveloped and was previously used for agriculture. The terrain is flat with elevations ranging from 195 to 205 feet above mean sea level. Interstate highway 75 is approximately 20 miles west of the site via Georgia Highway 122. This organizational and facility base provides services for existing industries and prospects for new industries and businesses. To comprehend past trends and future expectations Tables 2-1 through 2-23 (located at the end of this chapter) have been compiled in the following subjects: earned income, type of income, employment by sector, sector earnings, average weekly wages, unemployment, labor force characteristics and participation rates, occupations, tourist expenditures, and general economic indicators. In most tables, the county data and trends are compared to state and national trends.

### Income By Type

The sources of personal income by type for Lanier County and Lakeland are identified and compared to the state and the nation in Tables 2-1 through 2-23. The following supplement of definitions are offered for table data clarification:

- **Other Labor Income** - measures total employer contributions to private pension or worker's compensation funds.
- **Proprietor's Income** - measures total profits earned from partnerships and proprietorships.
- **Dividend, Investment, Rent and Interest Income** - measures the total income from investments and rental property.
- **Transfer Payments** - measures total income from payments by the government under many different programs, including Social Security, unemployment insurance, food stamps, veterans benefits, etc.,
- **Residence Adjustment** - measures the net amount of personal income of residents of the county that is earned outside the county. For example, a person who earns income in one county but lives in a different county would have their income counted as follows:

The income would be added to the appropriate income category (e.g., Wage and Salary) of the county in which it was earned. The same figure would be added to the Residence Adjustment of the county in which it was earned as a negative number.

This same income figure would be added to the Residence Adjustment of the county in which the person lived as a positive number.

Therefore, Residency Adjustment is a net number for each county: if it is a negative it means that the amount of income earned in the county by non-residents is greater than the amount of income earned outside the county by residents of the county. If it is positive it means that the amount of income earned outside the county by residents is greater than the amount of income earned in the county by non-residents of the county.

### Economic Sectors

The subsequent ten tables (2-1 through 2-10) present the existing and future employment and earnings for thirteen economic sectors, namely: Farming, Agricultural Services, Mining, Construction, Manufacturing, Transportation,

Communication and Public Utilities, Wholesale Trade, Retail Trade, Financial, Insurance and Real Estate (FIRE), Services, Federal Government-Civilian (Gov FC), Federal Government Military (Gov FM), and State and Local Government (Gov SL). Comparisons can be made with the state, the nation, and nearby counties. Similar data and projections were not available for Lakeland, ergo the county information must suffice. The employment and earnings figures represent jobs located in Lanier County regardless of the residence of the jobholder. Likewise, Lanier County residents who work in other counties are not included in the totals for the Lanier County tables.

From 1980 to 2000 Lanier County's labor force increased by 37.9 percent, a total of 556 persons. During this time period agricultural services, state and local government, and services' sectors became the predominant employers in Lanier County. The farming sector lost four positions as the largest earnings contributor, and its employment numbers and percentage dropped. Woods and Poole Economics envisions a perpetuation of these trends, forecasting the state and local government sector as the major earnings contributor by 2025, and ranking it 2<sup>nd</sup> to services of the 13 major sector employers (See tables 2-5 and 2-8).

The twenty-five year projection for Lanier County predicts an increase of 481 jobs by the year 2025. This equates to an average of 19 new jobs a year. The following is a list of the major employment sectors in Lanier County and their numerical and percentage changes between 2000 and 2025:

<u>Sector</u>	<u>Numerical Change</u>	<u>Percent Change</u>
Construction	48	20.0 percent
Retail	39	14.1 percent
Services	242	47.0 percent
State and Local Government	121	33.3 percent

The fluctuations in sector employment levels in Lanier County are equivalent to that of the state, including manufacturing which declines at the state level. Projections in employment and earning by sector are premised by past trends and future expectations. They rely on an "all things remaining equal methodology," therefore; their influence must be tempered accordingly.

### **Earnings by Sector**

The earnings by economic sector data contained in Tables 2-8 through 2-10 display existing and projected total wages, salaries and other earned income paid to persons working in the private and public industries in each economic sector located in Lanier County. In 2000 the five major contributors to earning were farming, construction, retail trade, services, and state and local government. All of the aforementioned sectors are expected to remain as primary contributors in 2025. The compilation below lists the amount and percent change in earnings between 2000 and 2025 by major sectors:

<u>Sector</u>	<u>Amount (Thousands of 1996 Constant Dollars)</u>	<u>Percent Change</u>
Farming	\$ 7,588 -	258.0 percent
Construction	\$ 4,830	32.4 percent
Retail Trade	\$ 4,129	29.9 percent
Services	\$ 7,427	89.3 percent
State and Local Government	\$ 9,822	55.0 percent

From 1980 to 2000 Lanier County experienced an overall gain in total earnings of 45.0 percent. Declines in earnings between 1980 and 2000 appeared in three economic sectors, namely Wholesale Trade (-88.2 percent); Federal Civilian Government (-10.3 percent); and Farming (-53.6 percent). The proximity and growth of Valdosta's retail industry has had a detrimental impact on Lanier County over the past twenty years.

Further evidence of this fact is to compare "retail pull factor", which is a measurement of a county's retail buying power that incorporates the effects of income and population on a county's retail sales activity. A high pull factor (1.00) indicates dollars are flowing into the county, and a low pull factor (<1.00) indicates that dollars are flowing out of the county. The retail pull factor for Lanier County according to the Georgia County Guide in 2001 was 0.49 and adjacent counties retail pull factors are as follows: Cook-0.91; Berrien-0.66; Atkinson-0.47; Clinch-0.60; Echols-0.03; and Lowndes-1.75. While the County experienced a 45 percent gain in earnings the state and nation realized a gain of 147.2 percent and 75.9 percent respectively.

Earnings for Lanier County are projected to increase by 10.0 percent from 2000 to 2025, contrasted to a state and national increase of 75.6 percent and 80.3 percent respectively. Farming is projected to comprise 25.2 percent of the total earnings for Lanier County followed by Services (17.9 percent), Manufacturing (16 percent), State and Local Government (13 percent) and Retail Trade (8.7 percent). Farming will remain the primary contributor in earnings for Lanier County its earnings will have increased by approximately 258 percent from 2000 to 2025.

### Average Weekly Wages

Table 2-11 displays the 1990 through 1999 average weekly wages for Lanier County and the State. During this ten-year period weekly wages for all industries increased by 43.2 percent in the county, while increasing by 43.3 percent for the state. Although Lanier County's weekly wages are 62 percent less than that earned statewide, the elevated cost of living (housing, goods and services) in the urban-metropolitan areas must be factored in.

### Unemployment Rates

Between 1990 and 2000 Lanier County's unemployment rates were consistently below that of the state, with noted exceptions in 1996, 1999, and 2000 (See Table 2-12 and 2-13). In comparison to national unemployment rates, Lanier County's unemployment exceeded that of the nation in 2000. Lanier County's average unemployment rate over this eleven-year period was 4.5 percent.

### Labor Force Characteristics

As illustrated in Tables 2-14 and 2-15 the percentage of total employed has increased by 99.5 percent during the last twenty years. Comparisons by different categories are not possible due to any 2000 data. In 2000, Lanier County 35.4 percent of the jobs in Lanier County are held by residents. The majority 64.6 percent (1,889) of Lanier County's residents work outside the county in the following locations:

<u>Work Destinations</u>	<u>Number of Workers</u>	<u>% of Total Working Outside Lanier</u>
Berrien County	262	13.9
Lowndes County	1,257	66.9
Clinch County	128	6.8
Tift County	47	2.5
Atkinson County	73	3.9
Coffee County	26	1.4
Work elsewhere	86	4.6

Nearly sixty-seven percent of the Lanier residents working outside the county commute to Lowndes County. This represents a total 42.4 percent of Lanier County's total labor force. The potential closing of Moody Air Force base, which contributes some 85 million dollars annually to Lowndes County's economy, would have a direct impact on Lanier County's economy.

Tables 2-16 through 2-18 categorically display the rate of labor force participation for Lanier County, the state, and the nation. These categories include Total Labor Force, Male Labor Force, and Female Labor Force. A note of caution to the user--the "Not in Labor Force" category for Lanier County includes those persons not shown to be in the Armed Forces and, consequently, Lanier's rate of participation is slightly skewed when compared to the state and national rates. Lanier County's male and female participation rates are more reflective of national trends than of the state. The female participation rate has increased dramatically between 1980 and 2000 from 40.8 percent to 50 percent. The male participation rate remained relatively static in the 1980's, then rose 6 percent to 73.3 percent in 1990 and fell to 70.3 percent in 2000. Since 1980 the female unemployment rate for Lanier County has been an average of 0.6 percent less than that of the state and the nation. By 2000 the female unemployment rate was 3.6 percent for Lanier County and the state and 3.4 percent for the nation. An inverse relationship is exhibited by Lanier County's male unemployment rates, which were an average of 1% lower than that of the state and nation. In 1990, however, Lanier County's male unemployment rate rose to 5.3%, while the state and nation's rates were 3.8% and 4.7% respectively. By 2000 Lanier County and state were at 3.6 percent and the nation at 3.4 percent. The trades that employ a majority of females in Lanier County may account for the differences in male/female unemployment rates.

Tables 2-19 through 2-22 do not provide in-depth information, however, they can be used to gain insight into the work-related skills and backgrounds of Lanier County residents. At the state and national levels the occupational categories of Professional and Technical Specialty and Clerical and Administrative Support accounted for the greatest percentage of employment in 2000. The greatest percentage of employment in Lanier County (Table 2-19) and Lakeland (Table 2-22) resides in the occupational categories of Precision Production, Craft; and Repair and Equipment Operation, Assembly, and inspection. This dichotomy is due to the growing manufacturing sector in Lanier's economy.

### **Comparative Economic Indicators**

The statewide master economic rank compares all 159 counties in Georgia (See Table 2-23). It is a measure of economic wealth based on personal income, sales tax receipts, motor vehicle tags, and assessed property value. Table 2-23 illustrates how Lanier County compares to seven adjacent and neighboring counties, namely Berrien, Brooks, Cook, Echols, Irwin, Lowndes, and Tift. Lanier's master economic rank ranged from a high of 148 in 1979 to a low of 133 in 1998 (1 being the highest and 159 the lowest). Total taxable sales in Lanier County increased by 95% between 1979 and 1990. Echols County had an increase of 124%, and the remaining six counties' increases ranged from 52% to 109%. The statewide increase in total taxable sales during the same time period was 76%.

Per capita incomes compared to the state and nation are depicted in Table 2-23 as a percentage of the state and nation. Lanier County's per capita income compared more favorably with the state in 1990 than in 1979 and 2000. As of 2000, Lanier County ranked 7th in the per capita income comparison presented in Table 2-23. The Woods & Poole Wealth Index shown for 2000 in Table 2-23 has Lanier County the lowest of seven counties.

### **INVENTORY AND ASSESSMENT OF LANIER COUNTY'S ECONOMIC BASE**

**Farming and Agricultural Services** - In 1980 the framing and agricultural services sectors in Lanier County employed 27.6 percent of the labor force, and by 2000 accounted for 12.0 percent. This percentage is projected to diminish to 8.0 percent by the year 2025. Although the number of farms and actual employment levels will realize dramatic decreases over the next 25 years, the percentage of earnings contributed by these sectors will increase by 16.4 percent from 2000 to 2025.

**Mining** - The tabular summaries show four to twelve persons employed between 1990-2025 and consequently very low earnings derived from the mining sector.

**Construction** - The employment levels in construction rose from 4.1 percent in 1980 to 11.9 percent in 2000. Marginal fluctuations are anticipated over the next 25 years, ranging from a high of 11.7 percent and settling to a low of 11.2 percent by 2025. The projected percentage of employment and earnings in construction over the next 25 years for Lanier County exceeds that projected for the state and nation. Construction is an important indicator as it offers insights to the present and future state of the economy.

**Manufacturing** - Employment levels for manufacturing have risen and fallen significantly over the past 20 years, ranging from 8.6 percent in 1980 to 18 percent in 1990, and 6.3 percent in 2000. These levels are expected to remain relatively static over the next 25 years, comprising 5.1 percent by 2025. Earnings generated from this sector are projected to increase by 148 percent, settling at 16 percent in the year 2025. The City and County Industrial Development Authority have zoned two industrial parks in an effort to entice new industry and provide for the orderly growth of Lanier.

**Transportation, Communications, & Public Utilities** - This sector provided 4.5 percent of the employment base in 2000 and 4.6 percent of the earnings. The 25-year forecast places the employment percentage at 5.1 percent and earnings to 4.0 percent.

**Wholesale Trade** - The wholesale trade sector reached its peak in employment and earnings in 1985 and is projected to decline slightly to 0.6 percent for employment and 6.3 percent in earnings by 2025.

**Retail Trade** - The retail trade sector held 10.1 percent of the employment and 9.9 percent of the earnings in 1980. In 2000 these percentages were 13.6 percent and 10.9 percent respectively. By 2025 the retail sector is expected to constitute 12.6 percent of the employment and 8.7 percent of the earnings for Lanier County.

**Finance, Insurance and Real Estate** - The FIRE sector plays a key, but minor role in the total employment base for Lanier County. Total employment and earnings for this sector will drop percentage wise during the next 25 years.

**Services** - In 1990 and 2000 the service sector displaced farming as the leading sector for employment. Its 25.4 percent ratio is expected to increase to 30.2 percent by 2015. As a percentage of earnings, however, the service sector is projected to remain second only to the farming sector.

**State and Local Government** - This sector encompasses teachers, public hospital and nursing home employees, city, county and state employees, and public and safety personnel. Its share of employment has gradually increased

from 14.0 percent in 1980 to 17.9 percent in 2000. The succeeding 25 years project a marginal increase totaling 13.2% by 2015. As a percentage of earnings, the state and local government sector is envisioned to increase by 1.4 percent over the next 25 years.

**Special or Unique Economic Sectors** - Presently, there are no developed special or unique economic sectors in Lanier County. The local impact of tourism has been negligible. Banks Lake, a national wild life refuge comprised of over 12,000 acres, has the potential to develop into a strong tourist attraction in Lanier. The city has completed measures to remodel the existing public facility and restrooms on Banks Lake. In addition, Ray's Pond and the Alapaha River are also developable tourist attraction sites.

Only 43 other Georgia counties have a higher dependence on transfer payments than does Lanier County. Government transfer payments include: social security, unemployment insurance, food stamps, federal old age, survivors, disability, and hospital insurance; supplementary medical insurance; railroad retirement and unemployment insurance; government retirement; federal and state government insured workers compensation; veterans benefits; food stamps; black lung payment; supplemental security income; and direct relief. A major study conducted by the Washington, D.C. Brookings Institution found that transfer payments had a definite effect in reducing income inequality in families in the lowest tenth of the population. In 2000 Lanier County's transfer payments, as a percentage of total personal income was 22.4 percent. As enumerated in Table 2-2, transfer income has risen steadily from 18% in 1980 to 22.4 percent in 2000, and is projected to be 26.2 percent of county income by 2025. Perhaps the most serious negative indication of high transfer income is that a high proportion of a county's potential labor force is not productive. Although families in the lowest tenth of the population in terms of income paid 33% of their income in federal, state, and local taxes, they received payments from all levels of government that almost equaled their earned income. As a result, the lowest income groups enjoy a net benefit from government because of transfer payments, not because of tax relief.

**Planned Major Economic Activities**

Lanier does not currently have any new major economic activities. Current economic development efforts have successfully marketed a vacant 91,500 square foot facility to a modular home manufacturer.

**Individual City Economic Assessments - City of Lakeland**

The South Georgia region has two primary labor market centers, namely Tifton and Valdosta. The close proximity of Valdosta to Lakeland makes competition for new industry extremely competitive. The central business district in Lakeland is the only shopping area of any significance within the city. This commercial area is limited, which suggests that most of the citizens probably conduct their shopping in Valdosta. The central business district is primarily located on Main Street covering approximately ten square blocks. The commercial area has addressed some problems that serve to decrease its ability to attract and serve the public: (1) Many of the structures have added attractive exterior wall paintings and murals that are conducive to attracting consumers. (2) The only parking available is on the street, which adds to the cluttered appearance and congestion of traffic within the area. (3) Street widths are insufficient to accommodate parking. (4) Residences and industrial facilities within the business district tend to separate the commercial establishments lessening the effectiveness of their combined customer attraction power.

????(((From 1985 to 1990 the number of businesses in Lanier has decreased from 117 to 104. Lanier County has three manufacturing facilities, one of which (Ithaca Industries) employs over 250 workers. The number of manufacturing facilities in Lanier has not increased since 1970. The following is a list of the major employers in Lanier County:

<u>Employer</u>	<u># Employed</u>
Louis Smith Memorial Hospital	185
Lanier County Board of Education	250
Farmers and Merchant Bank	45
Bi-State Roofing Inc	20
Connell Cabinets	32
Wausau Homes	40

**LOCAL ECONOMIC DEVELOPMENT RESOURCES**

**Lakeland/Lanier County Chamber of Commerce and Industrial Development Authority**

Lanier County and Lakeland started a Chamber of Commerce in 2001 and have 160 members. The Lakeland/Lanier County Industrial Development Authority maintains a prospective industrial park of 45 acres, extending from inside the city limits out to the unincorporated area (discussed in the preceding pages). A secondary site consisting of a 29-acre tract is located within Lakeland between US Highway 221 and Mill Street. This secondary site offers potential Highway accessibility as well as city water and sewerage. Further assessment of natural drainage problems and surrounding residential communities, however, must be addressed.

### **Educational and Training Opportunities**

The Lanier County Board of Education operates three public schools in Lakeland with a combined enrollment of 1,246 students. Vocational Training offered in the local system includes introduction to business and industry, agriculture, and home economics. Adult education courses are available in Lakeland through Valdosta Area Vocational Technical School. Within a 75-mile radius of Lanier County there are four colleges and two area vocational technical schools. Near by junior colleges include South Georgia College, Waycross Junior College, and Abraham Baldwin Agricultural College. The neighboring four-year institution is Valdosta State University. The two technical schools are Waycross-Ware Tech, and Valdosta Area Vocational Technical School.

### **RDC Economic Development Tools and Programs**

The South Georgia Regional Development Center has facilities located at 327 West Savannah Avenue, 116 McKey Street, and 221 South Ashley Street, Valdosta, Georgia. Facilities on Savannah Avenue consist of three structures with a combined floor area of 8,025 square feet. Facilities on McKey Street consist of approximately 3,600 square feet and those on Ashley Street occupy 3,000 square feet.

Housed at the Regional Development Center on Savannah Avenue are office spaces for programs including Economic Development, Local and Regional Planning, Community Development Programs, Administration, Geographic Information Systems, graphics and conference space for administrative needs. Activities on McKey Street include data processing for 26 cities and nine counties, and administration of the data processing systems. Activities at the Ashley Street location include the Job Training Partnership Program administration and intake center offices.

Specific programs and financing mechanisms for industrial development and business financing handled by the South Georgia Regional Development Center include: Economic Development Administration-Revolving Program; Small Business Administration-7A & 504 Loan Programs; Rural Development Administration-Intermediary Re-lending Program, Rural Business Enterprise, & Business and Industry Loan Program; and Georgia Department of Community Affairs-Employment Incentive Program.

## **ECONOMIC DEVELOPMENT GOALS AND POLICIES**

### **GOAL**

**CREATE AND MAINTAIN LONG-TERM, MEANINGFUL EMPLOYMENT OPPORTUNITIES SUFFICIENT TO ESTABLISH A SOUND AND BALANCED ECONOMIC BASE IN WHICH AVERAGE PER CAPITA INCOME AND EMPLOYMENT LEVELS ARE CONSISTENTLY COMPARABLE TO THOSE OF THE STATE AND NATION.**

### **POLICIES**

- Private sector economic investments should be encouraged and fostered through the availability of financial and technical assistance.
- Public sector financed economic developments should be encouraged and used as a tool to stimulate or leverage private sector economic investments. Lanier County and Lakeland should actively pursue new industrial clients for their industrial parks.
- Products and raw materials available in the region should be given first consideration for use in manufacturing in the area.

- Diversification of the economic base should be fostered and maintained. The development of recreational, educational and health care facilities and services should be considered as legitimate economic development activities by virtue of their strong tendency to generate employment, and support industrial development.

#### **GOAL**

**Encourage economic development through business/industry recruitment and/or expansions that capitalize on and are compatible with the natural attributes of Lanier County.**

#### **POLICIES**

- Economic developments should be compatible with environmental standards.
- In cases where development is incompatible with the environment, such developments should be located where environmental and social costs are minimized.

#### **GOAL**

**Create and maintain a well-trained work force of professional, technical, and skilled workers capable of accommodating new industry and maintaining existing industry.**

#### **POLICIES**

- Training programs, vocational and technical, should be designed to correlate with anticipated industrial and commercial growth and needs.
- Training and manpower programs should be designed which are readily accessible to the unemployed and underemployed.
- Programs should be developed which encourage local college and technical school graduates to seek employment within the county.
- Industries, both existing and new, should initiate on-the-job training programs for the benefit of themselves and their employees.

#### **GOALS**

**Develop and maintain public services and facilities to accommodate existing economic development and to encourage future economic growth.**

#### **POLICIES**

- Industrial growth and expansions should be located within or adjacent to industrial parks and sites that can be readily served by public utilities.
- The development of cultural, historic and educational services and facilities should be considered as legitimate economic development activities by virtue of their strong tendency to generate employment, and foster economic and industrial development.

**TABLE 2-1**  
**LANIER COUNTY INCOME BY TYPE**  
**(thousands of 1996 constant dollars)**

	1980	1985	1990	1995	2000
Total	62,742	74,069	81,189	96,350	119,213
Wage & Salary	13,748	16,807	21,378	22,784	25,054
Other Labor	1,494	2,206	2,969	3,435	2,702
Proprietor's Income	10,895	10,180	10,934	9,904	10,149
Dividend, Interest & Rent Income	7,140	9,367	11,147	13,765	18,522
Transfer	11,304	13,301	16,292	23,785	26,689
Residence Adjustment	19,029	23,370	19,977	24,580	38,076
	2005	2010	2015	2020	2025
Total	129,817	141,916	154,376	168,767	184,746
Wage & Salary	27,304	29,685	32,328	35,229	38,401
Other Labor	2,900	3,105	3,330	3,573	3,835
Proprietor's Income	10,919	11,792	12,763	13,826	14,987
Dividend, Interest & Rent Income	20,400	22,394	24,500	26,712	29,023
Transfer	29,960	33,706	37,981	42,868	48,460
Residence Adjustment	40,576	43,271	46,336	49,775	53,636

Source: Woods and Poole Economics, Inc., 2002.

**TABLE 2-2**  
**LANIER COUNTY INCOME BY TYPE**  
**(percent of total income)**

	1980	1985	1990	1995	2000
Total	100.0%	100.0%	100.0%	100.0%	100.0%
Wage & Salary	21.9	22.7	26.3	23.6	21.0
Other Labor	2.4	3.0	3.7	3.6	2.3
Proprietor's Income	17.4	13.7	13.5	10.3	8.5
Dividend, Interest & Rent Income	11.4	12.6	13.7	14.3	15.5
Transfer	18.0	18.0	20.1	24.7	22.4
Residence Adjustment	64.7	58.4	24.6	25.5	31.9
	2005	2010	2015	2020	2025
Total	100.0%	100.0%	100.0%	100.0%	100.0%
Wage & Salary	21.0	20.9	20.9	20.9	20.8
Other Labor	2.2	2.2	2.2	2.1	2.1
Proprietor's Income	8.4	8.3	8.3	8.2	8.1
Dividend, Interest & Rent Income	15.7	15.8	15.9	15.8	15.7
Transfer	23.1	23.8	24.6	25.4	26.2
Residence Adjustment	31.3	30.5	30.0	29.5	29.0

Source: Woods and Poole Economics, Inc., 2002.

**TABLE 2-3**  
**STATE OF GEORGIA INCOME BY TYPE (millions of 1996 constant dollars)**

	1980		1985		1990		1995		2000	
	number	%								
<b>Total</b>	84,202		110,382		134,782		163,230		209,309	
Wage & Salary	53,973	64.1	68,599	62.1	81,356	60.4	96,423	59.1	128,049	61.1
Other Labor	7,079	8.4	9,626	8.7	11,702	8.7	14,092	8.6	14,308	6.8
Proprietor's Income	5,485	6.5	7,695	7.0	9,584	7.1	12,999	8.0	18,105	8.6
D.I.R. Income	10,987	13.0	17,428	15.8	23,367	17.3	26,625	16.3	35,169	16.8
Transfer Payments	9,867	11.7	11,841	10.7	14,750	10.9	20,607	12.6	23,301	11.1
Residence Adjustment	-211	0.3	-280	-0.3	-137	-0.1	-245	0.2	-225	0.1
	2005		2010		2015		2020		2025	
	number	%								
<b>Total</b>	236,932		266,921		299,617		335,164		373,728	
Wage & Salary	144,760	61.1	162,812	61.0	182,588	60.9	204,172	60.9	227,684	60.9
Other Labor	15,910	6.7	17,605	6.6	19,430	6.5	21,385	6.4	23,476	6.3
Proprietor's Income	20,197	8.5	22,502	8.4	25,002	8.3	27,697	8.3	30,597	8.2
D.I.R. Income	39,713	16.8	44,582	16.7	49,773	16.6	55,275	16.5	61,074	16.3
Transfer Payments	26,662	11.3	30,515	11.4	34,922	11.7	39,973	11.9	45,770	12.2
Residence Adjustment	791	0.3	1,879	0.7	2,990	1.0	4,070	1.2	5,055	1.4

Source: Woods and Poole Economics, Inc., 2002. D.I.R. = "Dividend, Interest, and Rent" Income.

**TABLE 2-4**  
**UNITED STATES INCOME BY TYPE (billions of 1996 constant dollars)**

	1980		1985		1990		1995		2000	
	number	%	number	%	number	%	number	%	number	%
<b>Total</b>	4,191		4,928		5,705		6,325		7,614	
Wage & Salary	2,482	59.2	2,796	56.7	3,204	56.2	3,495	55.3	4,379	57.5
Other Labor	331	7.9	389	7.9	448	7.9	504	8.0	485	6.4
Proprietor's Income	321	7.7	376	7.6	445	7.8	509	8.0	648	8.5
D. I. R. Income	691	16.5	962	19.5	1,152	20.2	1,189	18.8	1,441	18.9
Transfer Payments	507	12.1	593	12.0	695	12.2	905	14.3	994	13.1
Residence Adjustment	-822	-19.6	-849	-0.02	-860	-0.02	-912	-0.01	2	0.0
	2005		2010		2015		2020		2025	
	number	%	number	%	number	%	number	%	number	%
<b>Total</b>	8,464		9,386		10,406		11,534		12,781	
Wage & Salary	4,880	57.7	5,421	57.8	6,021	57.8	6,688	58.0	7,428	58.1
Other Labor	533	6.3	583	6.2	638	6.1	699	6.1	764	6.0
Proprietor's Income	712	8.4	784	8.4	862	8.3	949	8.2	1,044	8.2
D.I.R. Income	1,603	18.9	1,776	18.9	1,961	18.9	2,157	18.7	2,365	18.5
Transfer Payments	1,121	13.3	1,268	13.5	1,436	13.8	1,629	14.1	1,851	14.5
Residence Adjustment	12	0.0	16	0.0	17	0.0	-9	0.1	6	0

Source: Woods and Poole Economics, Inc., 2002. D.I.R. = "Dividend, Interest, and Rent" Income.

**TABLE 2-5  
LANIER COUNTY EMPLOYMENT BY SECTOR**

	1980		1985		1990		1995		2000	
	number	%								
Total	1,468		1,627		1,872		2,033		2,024	
Farming	398	27.1	379	23.3	377	20.1	245	12.1	153	7.6
Ag. Services	8	0.5	20	1.2	32	1.7	49	2.4	69	3.4
Mining	0	0.0	0	0.0	4	0.2	9	0.4	9	0.4
Construction	60	4.1	105	6.5	119	6.4	168	8.3	240	11.9
Manufacturing	126	8.6	232	14.3	337	18.0	242	11.9	127	6.3
TCU	23	1.6	27	1.7	57	3.0	114	5.6	91	4.5
Wholesale	128	8.7	63	3.9	45	2.4	35	1.7	15	0.7
Retail	149	10.1	134	8.2	252	13.5	252	12.4	276	13.6
FIRE	35	2.4	49	3.0	75	4.0	75	3.7	126	6.2
Services	294	20.0	354	21.8	471	25.2	471	23.2	515	25.4
Fed. Gov. Civilian	18	1.2	18	1.1	16	0.9	16	0.8	14	0.7
Federal Govt - Military	23	1.6	27	1.7	26	1.4	26	1.3	26	1.3
State and Local Government	206	14.0	219	13.5	331	17.7	331	16.3	363	17.9
	2005		2010		2015		2020		2025	
	number	%								
Total	2,103		2,189		2,286		2,393		2,505	
Farming	141	6.7	131	6.0	123	5.4	117	4.9	113	4.5
Ag. Services	71	3.4	75	3.4	79	3.5	83	3.5	88	3.5
Mining	10	0.5	10	0.5	11	0.5	11	0.5	12	0.5
Construction	247	11.7	247	11.3	261	11.4	270	11.3	280	11.2
Manufacturing	126	6.0	125	5.7	125	5.5	126	5.3	126	5.0
TCU	97	4.6	103	4.7	111	4.9	120	5.0	129	5.1
Wholesale	15	0.7	14	0.6	14	0.6	14	0.6	14	0.6
Retail	280	13.3	288	13.2	296	12.9	306	12.8	315	12.6
FIRE	129	6.1	132	6.0	136	5.9	141	5.9	146	5.8
Services	560	26.6	608	27.8	657	28.7	707	29.5	757	30.2
Fed. Gov. Civilian	14	0.7	14	0.6	14	0.6	14	0.6	14	0.6
Federal Govt - Military	26	1.2	27	1.2	27	1.2	27	1.1	27	1.1
State and Local Government	387	18.4	409	18.7	432	18.9	457	19.1	484	19.3

Source: Woods and Poole Economics, Inc., 1994. FIRE=Finance, Insurance, Real Estate; TCU=Transp. Comm. and Utilities.

**TABLE 2-6**  
**STATE OF GEORGIA EMPLOYMENT BY SECTOR (number and percent of jobs)**

	1980		1985		1990		1995		2000	
	number	%								
<b>Total</b>	2,747,310		3,224,300		3,690,610		4,229,290		4,859,970	
Farming	96,559	3.5	82,370	2.6	74,286	2.0	68,780	1.6	67,356	1.4
Agriculture Services	16,432	0.6	24,574	0.8	31,487	0.9	44,659	1.1	54,829	1.1
Mining	8,809	0.3	10,241	0.3	10,590	0.3	9,408	0.2	9,522	0.2
Construction	139,233	5.0	196,913	6.1	212,342	5.8	236,159	5.6	296,572	6.1
Manufacturing	528,812	19.3	565,278	17.5	572,477	15.5	603,394	14.3	613,992	12.6
Transp. Comm. Util.	152,583	5.6	177,746	5.5	216,343	5.9	241,886	5.7	296,267	6.1
Wholesale Trade	174,084	6.3	214,310	6.7	228,213	6.2	242,508	5.7	276,326	5.7
Retail Trade	407,627	14.8	520,232	16.1	606,608	16.4	724,946	17.1	816,701	16.8
Finance., Ins., Real Est	199,887	7.3	225,090	7.0	244,947	6.6	269,183	6.4	345,923	7.1
Services	502,841	18.3	664,476	20.6	876,597	23.8	1,125,360	26.6	1,391,460	28.6
Federal Govt - Civilian	84,599	3.1	92,561	2.9	102,981	2.8	98,336	2.3	92,262	1.9
Federal Govt - Military	92,295	3.4	98,319	3.1	90,745	2.5	94,733	2.2	93,789	1.9
State and Local Govt	343,553	12.5	352,189	10.9	422,991	11.5	464,941	11.1	504,969	10.4
	2005		2010		2015		2020		2025	
	number	%								
<b>Total</b>	5,235,630		5,623,650		6,029,160		6,451,320		6,890,350	
Farming	64,877	1.2	62,438	1.1	60,240	1.0	58,297	0.9	56,584	0.8
Agriculture Services	60,079	1.2	65,359	1.2	70,538	1.2	75,465	1.2	80,033	1.2
Mining	9,645	0.2	9,813	0.2	10,047	0.2	10,324	0.2	10,653	0.2
Construction	316,876	6.1	333,895	5.9	349,870	5.8	365,279	5.7	380,526	5.5
Manufacturing	632,106	12.1	649,864	11.6	665,184	11.0	677,683	10.5	687,263	10.0
Transp. Comm. Util.	322,804	6.2	347,846	6.2	371,521	6.2	392,902	6.1	411,295	6.0
Wholesale Trade	300,312	5.7	322,310	5.7	344,504	5.7	367,022	5.7	389,992	5.7
Retail Trade	893,996	17.1	3,979	17.3	1,055,500	17.5	1,138,660	17.7	1,223,640	17.8
Finance., Ins., Real Est	369,137	7.1	392,407	7.0	416,440	6.9	440,943	6.8	465,714	6.8
Services	1,532,290	29.3	1,692,630	30.1	1,873,380	31.1	2,074,950	32.2	2,298,230	33.4
Federal Govt - Civilian	91,889	1.8	91,883	1.6	92,089	1.5	92,439	1.4	92,936	1.4
Federal Govt - Military	95,235	1.8	96,403	1.7	97,224	1.6	97,709	1.5	97,839	1.4
State and Local Govt	546,388	10.4	584,820	10.4	622,628	10.3	659,644	10.2	695,636	10.1

SOURCE: WOODS & POOLE ECONOMICS, INC., 2002.

**TABLE 2-7**  
**UNITED STATES EMPLOYMENT BY SECTOR (number of jobs, percent of jobs)**

	1980		1985		1990		1995		2000	
	number	%								
<b>Total</b>	114,231,000		124,512,000		139,427,000		149,359,000		166,602,000	
Farming	3,798,000	3.3	3,466,000	2.8	3,153,000	2.3	3,106,000	2.1	3,175,210	1.9
Agriculture Services	908,981	0.8	1,152,320	0.9	1,452,950	1.0	1,789,100	1.2	2,091,200	1.3
Mining	1,277,600	1.1	1,385,000	1.1	1,044,090	0.8	883,860	0.6	789,502	0.5
Construction	5,654,200	5.0	6,465,520	5.2	7,260,790	5.2	7,731,500	5.2	9,435,370	5.7
Manufacturing	20,781,100	18.2	19,778,600	15.9	19,697,200	14.1	19,186,300	12.9	19,293,300	11.6
Transp. Comm. Util.	5,672,110	5.0	5,894,890	4.7	6,568,620	4.7	7,076,200	4.7	8,103,400	4.9
Wholesale Trade	5,741,680	5.0	6,136,100	4.9	6,711,510	4.8	6,930,520	4.6	7,607,260	4.6
Retail Trade	17,883,900	15.7	20,261,800	16.3	22,920,500	16.4	25,204,200	16.9	27,206,600	16.4
Finance., Ins., Real Est	8,756,010	7.7	9,491,990	7.6	10,712,600	7.7	11,037,800	7.4	13,194,100	7.9
Services	24,999,600	21.9	31,241,500	25.1	38,709,600	27.8	44,768,300	30.0	52,754,000	31.8
Federal Govt - Civilian	2,993,990	2.6	3,008,000	2.4	3,233,000	2.3	2,946,000	2.0	2,790,270	1.7
Federal Govt - Military	2,501,010	2.2	2,746,000	2.2	2,718,000	2.0	2,293,000	1.5	2,074,010	1.3
State and Local Govt	13,263,000	11.6	13,484,000	10.8	15,245,000	10.9	16,406,000	11.0	17,654,100	10.6
	2005		2010		2015		2020		2025	
	number	%								
<b>Total</b>	176,602,000		187,343,000		198,813,000		211,062,000		224,148,000	
Farming	3,140,230	1.8	3,082,700	1.7	3,022,620	1.5	2,960,180	1.4	2,895,580	1.3
Agriculture Services	2,226,860	1.3	2,357,990	1.3	2,493,920	1.3	2,634,560	1.3	2,779,880	1.2
Mining	827,217	0.5	865,976	0.5	905,691	0.5	946,461	0.5	988,196	0.4
Construction	10,017,500	5.7	10,522,800	5.6	11,039,300	5.6	11,566,000	5.5	12,102,300	5.4
Manufacturing	19,454,200	11.0	19,650,900	10.5	19,854,900	10.0	20,066,600	9.5	20,286,100	9.1
Transp. Comm. Util.	8,540,080	4.8	8,952,030	4.8	9,376,140	4.7	9,812,210	4.7	10,260,100	4.6
Wholesale Trade	8,140,740	4.6	8,618,440	4.6	9,111,380	4.6	9,618,920	4.6	10,140,300	4.5
Retail Trade	28,629,500	16.2	30,161,600	16.1	31,706,500	16.0	33,357,400	15.8	35,087,700	15.7
Finance., Ins., Real Est	13,937,200	7.9	14,673,000	7.8	15,422,200	7.8	16,245,900	7.7	17,085,500	7.6
Services	57,868,500	32.8	63,417,200	33.9	69,489,800	35.0	76,134,900	36.1	83,405,800	37.2
Federal Govt - Civilian	2,821,890	1.6	2,851,960	1.5	2,882,070	1.5	2,912,160	1.4	2,942,240	1.3
Federal Govt - Military	2,106,070	1.2	2,131,770	1.1	2,150,020	1.1	2,160,680	1.0	2,163,540	1.0
State and Local Govt	18,891,600	10.7	20,087,100	10.7	21,338,100	10.7	22,645,800	10.7	24,011,000	10.7

Source: Woods & Poole Economics, Inc., 2002.

**TABLE 2-8  
LANIER COUNTY EARNINGS BY SECTOR (THOUSANDS OF 1996 CONSTANT DOLLARS)**

	1980		1985		1990		1995		2000	
	number	%								
<b>Total</b>	\$26,137		\$29,193		\$35,281		\$36,123		\$37,905	
Farming	6,343	24.3	7,356	25.2	10,013	28.4	5,716	15.8	2,941	7.8
Agriculture Services	72	0.3	162	0.6	404	1.2	269	0.7	521	1.4
Mining	0	0.0	15	0.05	0	0.0	0	0.0	6	0.02
Construction	1,212	4.6	1,807	6.2	2,030	5.8	2,790	7.7	4,830	12.7
Manufacturing	2,168	8.3	3,648	12.5	5,245	14.9	3,921	10.9	2,697	7.1
Transp. Comm. Util.	583	2.2	1,083	3.7	1,239	3.5	2,113	5.8	1,760	4.6
Wholesale	3,441	13.2	976	3.3	771	2.2	978	2.7	405	1.1
Retail	2,577	9.9	2,400	8.2	1,796	5.1	3,342	9.3	4,129	10.9
Finance, Ins, Real Est	638	2.4	793	2.7	1,018	2.9	1,158	3.2	2,416	6.4
Services	4,389	16.8	5,106	17.5	6,029	17.1	7,150	19.8	7,427	19.6
Federal Govt - Civilian	686	2.6	625	2.1	701	2.0	626	1.7	615	1.6
Federal Govt - Military	165	0.6	323	1.1	269	0.8	294	0.8	336	0.9
State and Local Govt	3,863	14.8	4,899	16.8	5,766	16.3	7,766	21.5	9,822	25.9
	2005		2010		2015		2020		2025	
	number	%								
<b>Total</b>	31,703		33,911		36,208		38,798		41,729	
Farming	8,667	27.3	9,016	26.5	9,430	26.0	9,929	25.5	10,529	25.2
Agriculture Services	139	0.4	152	0.4	166	0.4	182	0.4	199	0.4
Mining	6	0.2	6	0.2	7	0.2	7	0.2	7	0.2
Construction	1,516	4.7	1,594	4.7	1,597	4.4	1,614	4.1	1,645	3.9
Manufacturing	4,536	14.3	5,035	14.8	5,547	15.3	6,102	15.7	6,711	16.0
Transp. Comm. Util.	1,214	3.8	1,330	3.9	1,446	3.9	1,569	4.0	1,701	4.0
Wholesale	2,026	6.3	2,163	6.3	2,305	6.3	2,464	6.3	2,642	6.3
Retail	2,862	9.0	3,036	8.9	3,217	8.8	3,414	8.7	3,631	8.7
Finance, Ins, Real Est	968	3.0	1,002	2.9	1,039	2.8	1,084	2.7	1,136	2.7
Services	4,918	15.5	5,472	16.1	6,075	16.7	6,749	17.3	7,506	17.9
Federal Govt - Civilian	417	1.3	421	1.2	429	1.1	439	1.1	450	1.0
Federal Govt - Military	128	0.4	134	0.3	140	0.3	146	0.3	152	0.3
State and Local Govt	4,312	13.6	4,556	13.4	4,817	13.3	5,106	13.1	5,427	13.0

SOURCE: WOODS & POOLE ECONOMICS, INC., 2002.

**TABLE 2-9**  
**STATE OF GEORGIA EARNINGS BY SECTOR**  
(millions of 1996 constant dollars)

	1980		1985		1990		1995		2000	
	number	%								
<b>Total</b>	66,537		85,920		102,642		123,514		160,462	
Farming	106	0.2	1,088	1.3	1,391	1.4	1,7347	1.4	1,566	1.0
Agriculture Services	244	0.4	350	0.4	475	0.5	661	0.5	944	0.6
Mining	430	0.7	414	0.5	374	0.4	360	0.3	438	0.3
Construction	3,766	5.7	5,648	6.6	5,975	5.8	6,661	5.4	9,630	6.0
Manufacturing	14,999	22.5	17,212	20.0	17,974	17.5	20,801	16.8	23,850	14.9
Transp. Comm. Util.	6,209	9.3	7,605	8.9	8,981	8.8	11,644	9.4	15,868	9.9
Wholesale Trade	5,901	8.9	7,767	9.0	9,091	8.9	10,085	8.2	13,549	8.4
Retail Trade	6,870	10.3	9,141	10.6	9,414	9.2	11,217	9.1	14,426	9.0
Finance., Ins., Real Est	3,617	5.4	4,803	5.6	6,601	6.4	8,476	6.9	12,154	7.6
Services	10,402	15.6	14,916	17.4	22,532	22.0	30,045	24.3	42,960	26.8
Federal Govt - Civilian	3,751	5.6	4,391	5.1	4,781	4.7	5,147	4.2	5,443	3.4
Federal Govt - Military	2,475	3.7	3,160	3.7	2,765	2.7	3,080	2.5	3,298	2.1
State and Local Govt	7,767	11.7	9,425	11.0	12,288	12.0	13,603	11.0	16,338	10.2
	2005		2010		2015		2020		2025	
	number	%								
<b>Total</b>	180,868		202,919		227,019		253,253		281,758	
Farming	1,683	0.9	1,803	0.9	1,933	0.9	2,076	0.8	2,233	0.8
Agriculture Services	1,086	0.6	1,239	0.6	1,401	0.6	1,567	0.6	1,733	0.6
Mining	445	0.3	456	0.2	471	0.2	490	0.2	511	0.2
Construction	10,607	5.9	11,506	5.7	12,401	5.5	13,309	5.3	14,243	5.1
Manufacturing	26,144	14.5	28,510	14.1	30,855	13.6	33,129	13.1	35,299	12.5
Transp. Comm. Util.	18,060	10.0	20,305	10.0	22,610	10.0	24,909	9.8	27,140	9.6
Wholesale Trade	15,125	8.4	16,662	8.2	18,270	8.1	19,956	7.9	21,730	7.7
Retail Trade	16,215	9.0	18,127	8.9	20,145	8.9	22,277	8.8	24,531	8.7
Finance., Ins., Real Est	13,863	7.7	15,689	7.7	17,666	7.8	19,784	7.8	22,033	7.8
Services	50,244	27.8	58,891	29.0	69,107	30.4	81,085	32.0	95,046	33.7
Federal Govt - Civilian	5,622	3.1	5,826	2.9	6,052	2.7	6,295	2.5	6,557	2.3
Federal Govt - Military	3,502	1.9	3,706	1.8	3,907	1.7	4,106	1.6	4,298	1.5
State and Local Govt	18,271	10.1	20,199	10.0	22,201	9.8	24,272	9.6	26,404	9.4

Source: Woods & Poole Economics, Inc., 2002.

**TABLE 2-10  
UNITED STATES EARNINGS BY SECTOR  
(MILLIONS OF 1987 CONSTANT DOLLARS)**

	1980		1985		1990		1995		2000	
	number	%								
<b>Total</b>	3,133,270		3,561,430		4,097,140		4,506,710		5,512,010	
Farming	38,587	1.2	43,719	1.2	51,250	1.3	37,484	0.8	43,690	0.8
Agriculture Services	13,876	0.4	18,083	0.5	25,894	0.6	28,539	0.6	37,868	0.7
Mining	65,933	2.1	59,187	1.7	42,579	1.0	40,303	0.9	45,540	0.8
Construction	193,519	6.2	220,510	6.2	241,731	5.9	243,138	5.4	322,680	5.9
Manufacturing	758,592	24.2	763,929	21.5	777,101	19.0	807,717	17.9	877,790	15.9
Transp. Comm. Util.	232,755	7.4	248,347	7.0	266,311	6.5	303,367	6.7	372,145	6.8
Wholesale Trade	202,960	6.6	221,496	6.2	258,319	6.3	275,724	6.1	341,651	6.2
Retail Trade	306,453	9.8	361,053	10.1	375,469	9.2	405,467	9.0	489,059	8.9
Finance., Ins., Real Est	182,810	5.8	214,835	6.0	284,928	7.0	358,925	8.0	506,185	9.2
Services	573,750	18.3	760,538	21.4	1,038,030	25.3	1,220,240	27.1	1,607,450	29.2
Federal Govt - Civilian	140,121	4.5	148,845	4.2	160,018	3.9	167,212	3.7	172,986	3.1
Federal Govt - Military	61,484	2.0	86,436	2.4	79,657	1.9	69,637	1.6	69,114	1.3
State and Local Govt	359,434	11.5	414,422	11.6	495,435	12.1	548,953	12.2	625,852	11.4
	2005		2010		2015		2020		2025	
	number	%								
<b>Total</b>	6,125,480		6,787,980		7,521,840		8,334,940		9,236,090	
Farming	47,858	0.8	51,907	0.8	56,099	0.8	60,414	0.7	64,829	0.7
Agriculture Services	42,138	0.7	46,575	0.7	51,364	0.7	56,520	0.7	62,057	0.7
Mining	48,441	0.8	51,462	0.8	54,611	0.7	57,891	0.7	61,301	0.7
Construction	352,152	5.8	379,842	5.6	409,052	5.4	439,801	5.3	472,104	5.1
Manufacturing	932,794	15.2	990,395	14.6	1,049,610	14.0	1,110,000	13.3	1,171,680	12.7
Transp. Comm. Util.	407,808	6.7	444,234	6.5	483,360	6.4	525,331	6.3	570,292	6.2
Wholesale Trade	374,537	6.1	406,039	6.0	439,532	5.8	475,077	5.7	512,729	5.6
Retail Trade	527,296	8.6	568,405	8.4	612,558	8.1	659,971	7.9	710,869	7.7
Finance., Ins., Real Est	572,351	9.3	642,912	9.5	719,984	9.6	803,853	9.6	894,770	9.7
Services	1,873,830	30.6	2,179,600	32.1	2,532,800	33.7	2,940,370	35.3	3,410,190	36.9
Federal Govt - Civilian	181,506	3.0	190,237	2.8	199,308	2.7	208,727	2.5	218,504	2.4
Federal Govt - Military	73,365	1.2	77,611	1.1	81,811	1.1	85,934	1.0	89,945	1.0
State and Local Govt	691,400	11.3	758,756	11.2	831,842	11.1	911,057	10.9	996,817	10.8

SOURCE: WOODS AND POOLE ECONOMICS, INC., 2002.

**TABLE 2-11  
LANIER COUNTY AND STATE OF GEORGIA WEEKLY WAGES BY SECTOR**

	Lanier County			State		
	1990	1995	1999	1990	1995	1999
All Industries	\$271	\$318	\$388	\$424	\$509	\$629
Agriculture, Forestry, Fishing	NR	406	484	276	322	390
Mining	NR	NR	NR	589	734	866
Construction	291	272	382	434	508	623
Manufacturing	216	242	425	450	555	684
Transportation, Communications, Public Utilities	324	282	NR	603	737	895
Wholesale	NR	NR	NR	603	729	932
Retail	196	257	271	236	275	335
Finance, Insurance, Real Estate	NR	NR	NR	544	693	900
Services	240	306	316	414	501	611
Federal Government	NR	NR	NR	543	666	806
State Government	404	NR	NR	451	493	579
Local Government	NR	NR	NR	387	440	523

SOURCE: GEORGIA DEPARTMENT OF LABOR, VARIOUS YEARS.

**TABLE 2-12  
EMPLOYMENT, UNEMPLOYMENT, AND UNEMPLOYMENT RATES  
(number of persons, percent unemployed)**

	1990	1991	1992	1993	1994	1995
Labor Force	2,513	2,533	2,591	2,685	2,772	2,865
Employed	2,393	2,430	2,446	2,544	2,670	2,749
County Unemployment %	4.8%	4.1%	5.6%	5.3%	3.7%	4.0%
Ga. Unemployment %	5.5%	5.0%	7.0%	5.8%	5.2%	4.9%
	1996	1997	1998	1999	2000	
Labor Force	3,154	3,360	3,513	3,554	3,655	
Employed	2,986	3,243	3,411	3,398	3,446	
County Unemployment %	5.3%	3.5%	2.9%	4.1%	5.7%	
Ga. Unemployment %	4.6%	4.5%	4.2%	4.0%	3.7%	

SOURCE: GEORGIA DEPARTMENT OF LABOR, VARIOUS YEARS.

**TABLE 2-13  
1980 - 1990 UNEMPLOYMENT RATES  
UNITED STATES, GEORGIA AND SOUTH GEORGIA RDC COUNTIES**

	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
Nation	5.6%	6.8%	7.5%	6.9%	6.1%	5.6%	5.4%	4.9%	4.5%	4.2%	4.0%
Georgia	5.5%	5.0%	7.0%	5.8%	5.2%	4.9%	4.6%	4.5%	4.2%	4.0%	3.7%
Ben Hill	6.4%	5.5%	7%	7.3%	6.2%	5.2%	6.4%	6.8%	6.1%	6.4%	6.2%
Berrien	7.4%	5.4%	7.7%	7.8%	6.1%	5.9%	5.2%	4.8%	4.6%	6.7%	5.6%
Brooks	3.8%	3.3%	4.9%	4.5%	3.8%	3.9%	3.9%	5.3%	6.0%	4.5%	5.7%
Cook	6.5%	7.1%	7.5%	6.9%	4.9%	3.6%	3.9%	5.2%	4.8%	5.0%	5.1%
Echols	5.0%	3.5%	5.5%	7.4%	5.5%	3.6%	3.2%	3.6%	3.9%	4.4%	4.7%
Irwin	5.9%	4.7%	5.9%	6.0%	4.8%	4.5%	4.9%	5.7%	5.3%	4.7%	5.7%
Lanier	4.8%	4.1%	5.6%	5.3%	3.7%	4.0%	5.3%	3.5%	2.9%	4.1%	5.7%
Lowndes	4.8%	3.9%	6.2%	5.4%	4.4%	3.9%	3.7%	4.0%	4.0%	4.4%	5.6%
Tift	7.4%	5.6%	7.5%	7.4%	6.0%	5.8%	5.5%	5.7%	5.6%	4.9%	4.6%
Turner	7.9%	5.3%	8.8%	7.5%	6.6%	7.2%	7.3%	11.1%	12.1%	10.1%	8.8%

Source: U.S. Bureau of Labor Statistics & Georgia Department of Labor. Analysis: South Georgia Regional Development Center, 2003.

**TABLE 2-14**  
**1970 - 1990 LANIER COUNTY LABOR FORCE BY CLASS OF EMPLOYMENT**  
**(NUMBER AND PERCENT OF PERSONS)**

	1980		1990		2000	
	number	%	number	%	number	%
Total Employed	1,933		2,395		3,856	
Private Wage or Salary Workers	1,305	67.5	1,809	75.5	NA	
Government Workers	400	20.7	360	15.0	NA	
Self-Employed Workers	215	11.0	193	8.1	NA	
Unpaid Family Workers	15	0.8	33	1.4	NA	

Source: U. S. Bureau of the Census, 1980, 1990, and 2000.

**TABLE 2-15**  
**1970 - 2000 LANIER COUNTY LABOR FORCE BY PLACE OF WORK**  
**(NUMBER AND PERCENT OF PERSONS)**

	1970		1980		1990		2000	
	number	%	number	%	number	%	number	%
Residents Working Inside County	802	54.8	868	49.9	1,143	48.5	1,036	35.4
Residents Working Outside County	661	45.2	873	50.1	1,215	51.5	1,889	64.6

CE: U. S. BUREAU OF CENSUS 1970-2000.

**TABLE 2-16**  
**1980 - 2000 LANIER COUNTY LABOR FORCE PARTICIPATION**

Total Labor Force 16-years and older	1980		1990		2000	
	number	%	number	%	number	%
In Labor Force	2,121	53.5	2,576	62.6	3,296	60.2
Civilian Labor Force	2,042	51.5	2,542	61.8	3,189	58.2
Employed	1,933	48.7	2,395	58.2	2,990	54.6
Unemployed	109	2.7	147	3.6	199	3.6
Armed Forces	79	2.0	34	0.8	107	2.0
Not in Labor Force	1,847	46.5	1,539	37.4	2,180	39.8

  

Males 16-years and older	1980		1990		2000	
	number	%	number	%	number	%
In Labor Force	1,269	67.4	1,420	73.3	1,932	70.3
Civilian Labor Force	1,194	63.4	1,395	72.0	1,831	66.6
Employed	1,148	61.0	1,293	66.8	1,731	63.0
Unemployed	46	2.4	102	5.3	100	3.6
Armed Forces	75	4.0	25	1.3	101	3.7
Not in Labor Force	613	32.6	517	26.7	816	29.7

  

Females 16-years and older	1980		1990		2000	
	number	%	number	%	number	%
In Labor Force	852	40.8	1,156	53.1	1,364	50.0
Civilian Labor Force	848	40.7	1,147	52.7	1,358	49.8
Employed	785	37.6	1,102	50.6	1,259	46.2
Unemployed	63	3.0	45	2.1	99	3.6
Armed Forces	4	0.2	9	0.4	6	0.2
Not in Labor Force	1,234	59.2	1,022	46.9	1,364	50.0

Source: U.S. Bureau of the Census, 1980, 1990, and 2000.

**TABLE 2-17**  
**1980 - 2000 GEORGIA LABOR FORCE PARTICIPATION**  
**(PERSONS, 16 YEARS OLD AND OLDER)**

<b>Total Labor Force 16-years and older</b>	<b>1980</b>		<b>1990</b>		<b>2000</b>	
	<b>number</b>	<b>%</b>	<b>number</b>	<b>%</b>	<b>number</b>	<b>%</b>
TOTAL Males and Females	4,026,970		4,939,774		6,250,687	
In Labor Force	2,553,062	63.4	3,351,513	67.9	4,129,666	66.1
Civilian Labor Force	2,481,298	61.6	3,278,378	66.4	4,062,808	65.0
Employed	2,335,835	58.0	3,090,276	62.6	3,839,756	61.4
Unemployed	145,463	3.6	188,102	3.9	223,052	3.6
Armed Forces	71,764	1.8	73,135	1.5	66,858	1.1
Not in Labor Force	1,473,908	36.6	1,586,868	32.1	2,121,021	33.9
<b>Males 16-years and older</b>	<b>1980 number</b>	<b>%</b>	<b>1990 number</b>	<b>%</b>	<b>2000 number</b>	<b>%</b>
TOTAL Males	1,905,558		2,353,659		3,032,442	
In Labor Force	1,444,285	75.8	1,804,052	76.6	2,217,015	73.1
Civilian Labor Force	1,379,229	72.4	1,738,488	73.9	2,159,175	71.2
Employed	1,309,577	68.7	1,648,895	70.1	2,051,523	67.7
Unemployed	69,652	3.7	89,593	3.8	107,652	3.6
Armed Forces	65,056	3.4	65,564	2.8	57,840	1.9
Not in Labor Force	461,273	24.2	549,607	23.4	815,427	26.9
<b>Females 16-years and older</b>	<b>1980 number</b>	<b>%</b>	<b>1990 number</b>	<b>%</b>	<b>2000 number</b>	<b>%</b>
TOTAL Females	2,121,412		2,584,722		3,218,245	
In Labor Force	1,108,777	52.3	1,547,461	59.9	1,912,651	59.4
Civilian Labor Force	1,102,069	51.9	1,539,890	59.6	1,903,633	59.2
Employed	1,026,258	49.4	1,441,381	55.8	1,788,233	55.6
Unemployed	75,811	3.6	98,509	3.8	115,400	3.6
Armed Forces	6,708	.3	7,571	.3	9,018	0.3
Not in Labor Force	1,012,635	47.7	1,037,261	40.1	1,305,594	40.6

Source: U.S. Bureau of the Census, 1980, 1990, and 2000.

**TABLE 2-18**  
**1980 - 2000 UNITED STATES LABOR FORCE PARTICIPATION**

<b>Total Labor Force 16-years and older</b>	<b>1980</b>		<b>1990</b>		<b>2000</b>	
	<b>number</b>	<b>%</b>	<b>number</b>	<b>%</b>	<b>number</b>	<b>%</b>
TOTAL Males and Females	171,214,258		191,828,271		217,168,077	
In Labor Force	106,084,668	62.0	125,182,378	65.3	138,820,935	63.9
Civilian Labor Force	104,449,817	61.0	123,473,450	64.4	137,668,798	63.4
Employed	97,639,355	57.0	115,681,202	60.3	129,721,512	59.7
Unemployed	6,810,462	4.0	7,792,248	4.1	7,947,286	3.7
Armed Forces	1,634,851	1.0	1,708,928	.9	1,152,137	0.5
Not in Labor Force	65,129,590	38.0	66,646,893	34.7	78,347,142	36.1
<b>Males 16-years and older</b>	<b>1980 number</b>	<b>%</b>	<b>1990 number</b>	<b>%</b>	<b>2000 number</b>	<b>%</b>
TOTAL Males	81,732,090		91,866,829		104,982,282	
In Labor Force	61,416,203	75.1	68,509,429	74.4	74,273,203	70.8
Civilian Labor Force	59,926,488	73.3	66,986,201	72.8	73,285,305	69.8
Employed	56,004,690	68.5	62,704,579	68.1	69,091,443	65.8
Unemployed	3,921,798	4.9	4,281,622	4.7	4,193,862	4.0
Armed Forces	1,489,715	1.8	1,523,228	1.7	987,898	0.9
Not in Labor Force	20,315,887	24.9	23,516,484	25.6	30,709,079	29.3
<b>Females 16-years and older</b>	<b>1980 number</b>	<b>%</b>	<b>1990 number</b>	<b>%</b>	<b>2000 number</b>	<b>%</b>
	89,502,168		99,426,508		112,185,795	
In Labor Force	44,688,465	49.9	56,672,949	56.8	64,547,732	57.5
Civilian Labor Force	44,523,329	49.7	56,487,249	56.6	64,383,493	57.4
Employed	41,634,665	46.5	52,976,623	53.1	60,630,069	54.0
Unemployed	2,888,664	3.2	3,510,626	3.5	3,753,424	3.4
Armed Forces	165,136	0.2	185,700	0.2	164,239	0.2
Not in Labor Force	44,813,703	50.1	43,130,409	43.2	47,638,063	42.5

Source: U.S. Bureau of the Census, 1980, 1990, and 2000.

**TABLE 2-19**  
**1980 - 2000 LANIER COUNTY OCCUPATION OF RESIDENTS**  
**(EMPLOYED PERSONS, 16 YEARS OLD AND OLDER)**

Persons 16-years and older	1980		1990		2000	
	number	%	number	%	number	%
Executive, administrative and managerial (not farm)	119	6.2	183	7.6	327	10.9
Professional and technical specialty	220	11.4	206	8.6	333	11.1
Sales	125	6.5	205	8.6	223	7.5
Clerical and administrative support	240	12.4	287	12.0	384	12.8
Private household services	21	1.1	22	0.9	NA	0.0
Services (not private household)	164	8.5	268	11.2	364	12.2
Farming, fishing, and forestry	203	10.5	163	6.8	78	2.6
Precision production, craft, and repair	304	15.7	328	13.7	394	13.2
Equipment operation, assembly, inspection	308	15.9	406	17.0	485	16.2
Transportation equipment operation	82	4.2	174	7.3	311	10.4
Labor (not farm)	147	7.6	153	6.4	NA	0.0

Source: U.S. Bureau of the Census, 1980, 1990, and 2000.

**TABLE 2-20**  
**1980 - 2000 GEORGIA OCCUPATION OF RESIDENTS**  
**(EMPLOYED PERSONS, 16 YEARS OLD AND OLDER)**

Persons 16-years and older	1980		1990		2000	
	number	%	number	%	number	%
TOTAL All Occupations	2,335,835		3,092,057		3,839,756	
Executive, administrative and managerial (not farm)	237,945	10.2	378,984	12.3	538,647	14.0
Professional and technical specialty	317,846	13.6	493,037	16.0	717,312	18.7
Sales	239,377	10.2	379,602	12.3	446,876	11.6
Clerical and administrative support	382,738	16.4	494,484	16.0	581,364	15.1
Private household services	23,331	1.0	15,912	.5	NA	NA
Services (not private household)	260,037	11.1	354,735	11.5	444,077	11.6
Farming, fishing, and forestry	66,750	2.9	68,174	2.2	24,489	0.6
Precision production, craft, and repair	297,604	12.7	366,391	11.9	346,326	9.0
Equipment operation, assembly, inspection	274,920	11.8	262,698	8.5	415,849	10.8
Transportation equipment operation	112,669	4.9	142,092	4.6	245,642	6.6
Labor (not farm)	122,618	5.2	134,167	4.3	NA	NA

Source: U.S. Bureau of the Census, 1980, 1990, and 2000.

**TABLE 2-21**  
**1980 - 2000 UNITED STATES OCCUPATION OF RESIDENTS**  
**(employed persons, 16 years old and older)**

Persons 16-years and older	1980		1990		2000	
	number	%	number	%	number	%
TOTAL All Occupations	103,719,000		115,452,905		129,721,512	
Executive, administrative and managerial (not farm)	10,379,000	10.0	14,227,916	12.3	17,448,038	13.5
Professional and technical specialty	15,338,000	14.8	20,562,901	17.8	26,198,693	20.2
Sales	10,257,000	9.9	13,634,686	11.8	14,592,699	11.3
Clerical and administrative support	17,564,000	16.9	18,826,477	16.3	20,028,691	15.4
Private household services	627,000	.6	521,154	.5	NA	NA
Services (not private household)	12,979,000	12.5	14,774,763	12.8	15,575,101	12.0
Farming, fishing, and forestry	3,032,000	2.9	2,839,010	2.5	951,810	0.7
Precision production, craft, and repair	13,555,000	13.1	13,097,963	11.3	11,008,625	8.5
Equipment operation, assembly, inspection	10,082,000	9.7	7,904,197	6.8	12,256,138	9.5
Transportation equipment operation	4,820,000	4.6	4,729,001	4.1	7,959,871	6.1
Labor (not farm)	5,086,000	4.9	4,563,134	3.9	NA	NA

Source: U.S. Bureau of the Census, 1980, 1990, and 2000.

**TABLE 2-22**  
**1990-2000 LAKELAND OCCUPATION OF RESIDENTS**

Persons 16-years and older	1990		2000	
	number	%	number	%
TOTAL All Occupations	958		878	
Executive, administrative and managerial (not farm)	125	13.0	52	5.9
Professional and technical specialty	90	9.4	120	13.7
Sales	97	10.1	54	6.2
Clerical and administrative support	95	9.9	105	12.0
Private household services	9	0.9	NA	0.0
Services (not private household)	103	10.8	114	13.0
Farming, fishing, and forestry	41	4.3	18	2.1
Precision production, craft, and repair	107	11.2	103	11.7
Equipment operation, assembly, inspection	165	17.2	152	17.3
Transportation equipment operation	90	9.4	88	10.0
Labor (not farm)	36	3.8	NA	0.0

Source: U. S. Bureau of Census, 1990 and 2000.

**TABLE 2-23  
GENERAL ECONOMIC INDICATORS**

Unit	Master Economic Rank <sup>1</sup>	Taxable Sales (Millions)	Rank <sup>2</sup>	Adj. Gross Income Reported (Millions)	Rank <sup>2</sup>	Per Capita Income % of State/U.S.
<b>1979</b>		<b>1978</b>				
Lanier	148	12.0	142	13.0	147	68.2/NA
Berrien	83	45.0	85	41.0	87	80.1/NA
Brooks	99	33.0	104	30.0	111	82.1/NA
Cook	90	44.0	89	38.0	92	79.0/NA
Echols	158	1.0	159	4.0	159	61.5/NA
Irwin	118	22.0	119	24.0	120	80.2/NA
Lowndes	17	374.0	16	231.0	18	85.1/NA
Tift	32	163.0	26	115.0	38	86.8/NA
1979 GA Per Capita Income \$7,627						
<b>1982</b>		<b>1981</b>				
Lanier	141	16.0	137	15.0	148	62.0/52
Berrien	89	50.0	90	52.0	86	87.6/66
Brooks	94	38.0	106	38.0	111	63.3/53
Cook	97	50.0	91	44.0	97	63.8/54
Echols	157	1.0	159	6.0	158	58.2/49
Irwin	121	25.0	120	28	125	76.7/65
Lowndes	17	453.0	18	286	19	84.0/61.5
Tift	34	190.0	26	144	40	87.2/74
1981 GA Per Capita Income \$ 8,968			1981 U.S. Per Capita Income \$10,544			
<b>1986</b>		<b>1985</b>				
Lanier	147	21.988	133	23.357	137	67.6/62.1
Berrien	95	62.601	93	73.518	94	73.3/67.3
Brooks	101	43.011	111	53.697	109	60.0/55.1
Cook	102	65.600	92	68.725	98	68.2/62.6
Echols	156	1.800	159	7.727	157	64.8/59.6
Irwin	124	31.484	121	42.378	124	75.8/69.6
Lowndes	17	651.125	16	432.314	17	78.3/72.0
Tift	35	255.314	29	215.314	41	84.0/77.2
1986 GA. Per Capital Income \$13,451		1986 Southeast Per Capita Income \$12,698		1986 U.S. Per Capital Income \$14,638		
<b>1990</b>		<b>1989</b>				
Lanier	147	23.427	134	30.979	148	71.4/65.1
Berrien	93	73.505	93	100.490	92	72.3/66.8
Brooks	106	50.146	113	71.967	11	61.3/55.9
Cook	101	80.221	90	92.305	97	69.6/63.5
Echols	155	2.239	159	9.763	158	68.4/62.4
Irwin	131	32.510	126	50.318	132	66.0/60.2
Lowndes	20	784.264	26	599.972	24	86.9/79.3
Tift	38	321.557	27	292.082	40	89.3/81.5
1989 GA Per Capita Income \$16,050		1989 Southeast Per Capita Income \$15,409		1989 U.S. Per Capita Income \$17,592		

Unit	Master Economic Rank <sup>1</sup>	1998 Millage Rate	Rank <sup>2</sup>	Adj. Gross Income (Millions)	Woods & Poole Wealth Index	Per Capita Income as % of State/U.S.
1998			2000			
Turner	133	29.13	66	151.6	61.780	62.7/59.1
Lanier	147	26.14	67	122.7		67.2/63.4
Berrien	110	24.50	89	223.4	69.740	72.3/68.1
Brooks	103	24.70	85	202.6	66.190	66.2/62.6
Colquitt	48	22.48	113	584.9	68.840	71/66.9
Cook	115	22.73	105	182.4	63.100	65.8/62.3
Irwin	125	28.79	36	179.4	69.170	80.9/76.3
Lowndes	26	19.47	141	1,904.7	78.960	85.1/74.2
Tift	43	20.77	127	829.2	81.610	84.8/79.9
1999 GA Per Capita Income \$27,346						
1999 U.S. Per Capita Income \$29,018						

Source: The Georgia County Guide and South Georgia Regional Development Center, 2004 and Woods & Poole Economics, Inc., 2002. <sup>1</sup> Master economic rank is determined by using the information of personal income, sales tax receipts, motor vehicle tags and assessed property value. <sup>2</sup> Rank 1 = Highest (range 1-159)