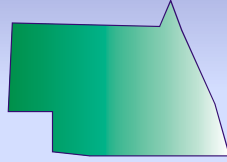


Where the Money Is ...

In the Indian River Economy



POLICOM CORPORATION Economic Analysis
Everyone Understands

Presented by

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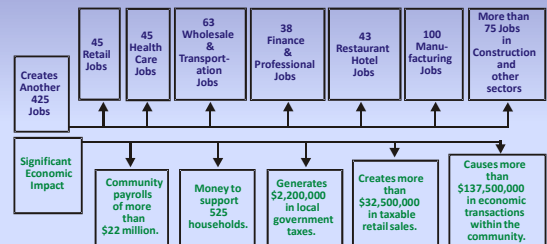
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Characteristics of Primary Employers

- ❑ *Sell goods and services outside the economy, importing money to the area.*
- ❑ *Geographic location influences operating costs, thus profitability.*
- ❑ *Since their market is not local, they do not have to be in an area to sell their product.*
- ❑ *They will move when it is unprofitable to be located in an area.*

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Economic Impact 250 Job Manufacturer



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Is there a national economy?

2011-2015
USA 1.9% annual job growth.

- 21 areas 1.9%.
- 184 faster job growth.
- 728 slower job growth.
- 112 lost jobs.

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Is there a national economy?

2011-2015
USA 2.3% annual wage growth.

- 38 areas 2.3%.
- 353 faster wage growth.
- 542 slower wage growth.
- 33 wages decline.

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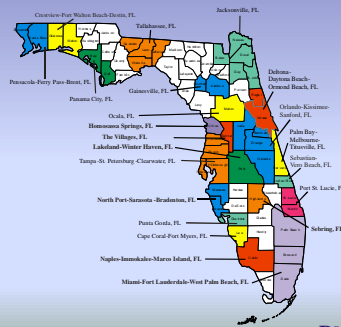
382 Metropolitan Areas 2017 Ten Strongest Metropolitan Areas

- 1 Austin-Round Rock, TX (MSA)
- 2 San Francisco-Oakland-Hayward, CA (MSA)
- 3 Napa, CA (MSA)
- 4 Dallas-Fort Worth-Arlington, TX (MSA)
- 5 San Diego-Carlsbad, CA (MSA)
- 6 Denver-Aurora-Lakewood, CO (MSA)
- 7 San Jose-Sunnyvale-Santa Clara, CA (MSA)
- 8 Fargo, ND-MN (MSA)
- 9 Bismarck, ND (MSA)
- 10 Nashville-Davidson-Murfreesboro, TN (MSA)

382 Metropolitan Areas 2017 Ten Weakest Metropolitan Areas

- 373 Hickory-Lenoir-Morganton, NC (MSA)
- 374 Muncie, IN (MSA)
- 375 Sebring, FL (MSA)
- 376 Bay City, MI (MSA)
- 377 Albany, GA (MSA)
- 378 Danville, IL (MSA)
- 379 Anniston-Oxford-Jacksonville, AL (MSA)
- 380 Weirton-Steubenville, WV-OH (MSA)
- 381 Rocky Mount, NC (MSA)
- 382 Beckley, WV (MSA)

22 Florida Metropolitan Areas



22 Florida Metropolitan Areas

| 382 Metropolitan Areas | 2017 |
|---------------------------------------|------|
| Naples-Immokalee-Marco Island | 93 |
| Orlando-Kissimmee-Sanford | 96 |
| Tampa-St. Petersburg-Clearwater | 112 |
| Miami-Fort Lauderdale-West Palm Beach | 135 |
| Jacksonville | 157 |
| Crestview-Fort Walton Beach-Destin | 160 |
| Cape Coral-Fort Myers | 176 |
| Gainesville | 212 |
| The Villages | 216 |
| Pensacola-Ferry Pass-Brent | 225 |
| Tallahassee | 229 |

22 Florida Metropolitan Areas

| 382 Metropolitan Areas | 2017 |
|------------------------------------|------------|
| North Port-Sarasota-Bradenton | 236 |
| Sebastian-Vero Beach | 264 |
| Lakeland-Winter Haven | 270 |
| Panama City | 280 |
| Palm Bay-Melbourne-Titusville | 297 |
| Port St. Lucie | 308 |
| Punta Gorda | 333 |
| Deltona-Daytona Beach-Ormond Beach | 347 |
| Ocala | 360 |
| Homosassa Springs | 367 |
| Sebring | 375 |

Indian River County

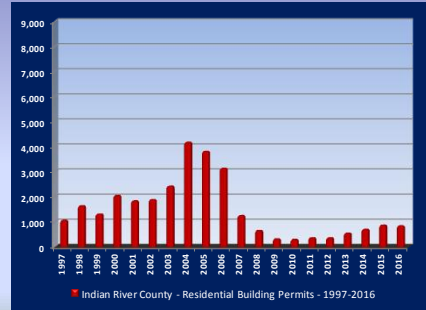
| Indian River | Last 5 Years | Last 10 Years |
|---------------------------------|--------------|---------------|
| Growth Ranking | 2011- 2015 | 2006-2015 |
| 382 Metropolitan Areas | | |
| Population | 64 | 72 |
| Employment | 89 | 141 |
| Earnings | 58 | 230 |
| Annual Wages | 65 | 330 |
| Number of NF Proprietors | 49 | 46 |
| Per Capita Personal Income | 20 | 273 |
| Per Capita EITC | 43 | 61 |
| Per Capita Government Transfers | 52 | 173 |

Indian River County

| Actual Amount | 2015 | Rank |
|---------------------------------|---------|------|
| 382 Metropolitan Areas | | |
| Population | 147,919 | 282 |
| Annual Wages | 43,331 | 335 |
| Per Capita Personal Income | 67,978 | 8 |
| Per Capita Government Transfers | 11,301 | 19 |
| Per Capita Medicare | 3,502 | 7 |
| Per Capita Retire Trans | 10,630 | 13 |
| Per Capita EITC | 216 | 167 |
| Per Capita Medicaid | 824 | 355 |

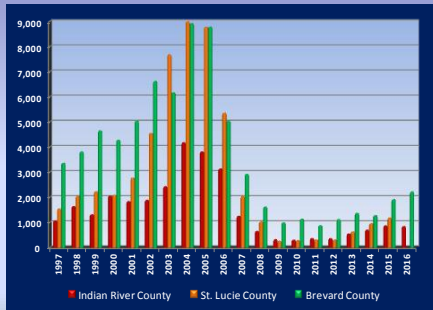
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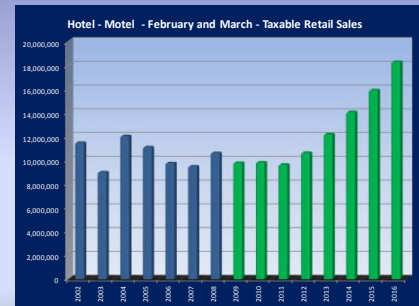
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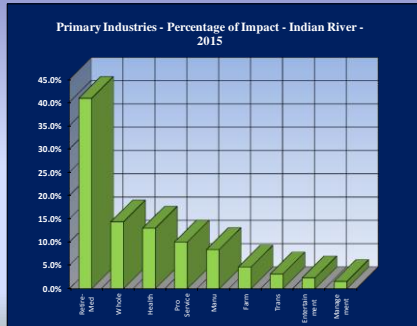
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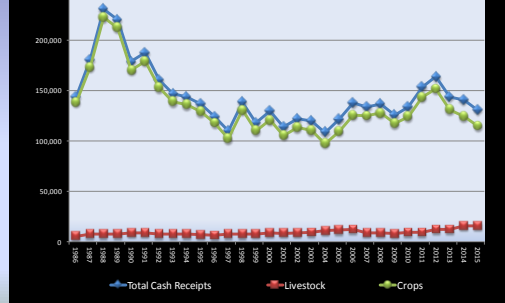
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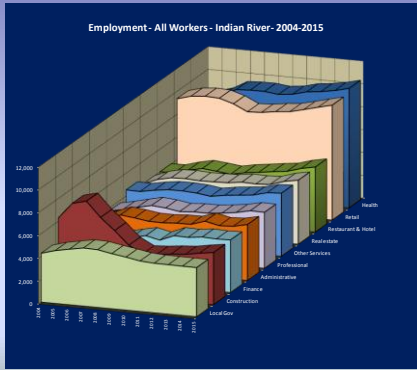


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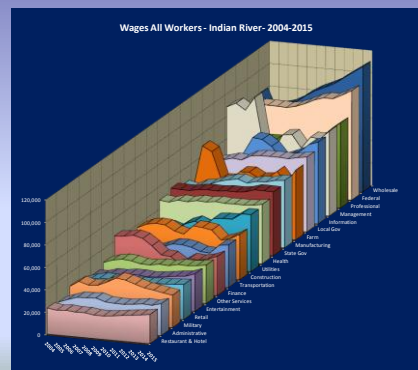
Indian River County



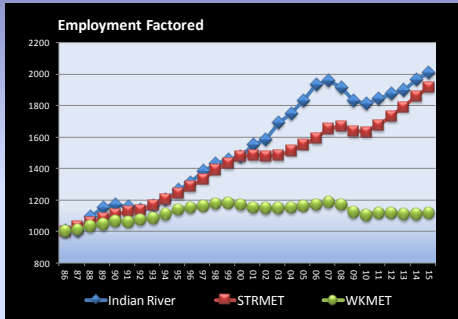
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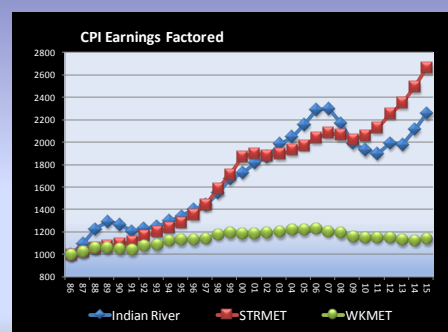
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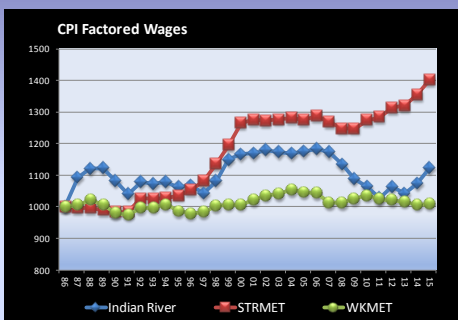
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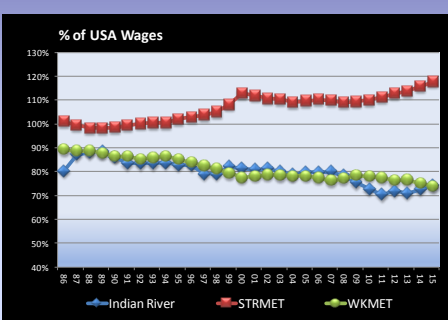
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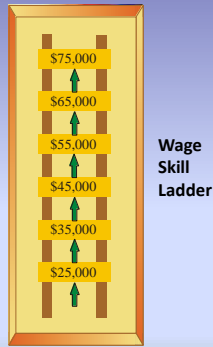


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Create more primary industry jobs which pay a wage higher than the area average wage.



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What all areas need to do.

1. Review, objectively, the geographic – economic assets and liabilities.
2. Engage higher education resources in economic development activity.
3. Provide a trained or trainable workforce.
4. Provide for an abundant supply of industrial real estate.
5. Fund a professionally managed economic development program.

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Existing Industry

| Sector | Companies | Jobs | Wages |
|---|-----------|-------|---------|
| Manufacturing | 137 | 1,953 | 48,146 |
| Merchant wholesalers, durable goods | 75 | 373 | 51,046 |
| Publishing industries, except internet | 15 | 266 | 72,566 |
| Merchant wholesalers, nondurable goods | 40 | 260 | 97,554 |
| Telecommunications | 12 | 192 | 58,056 |
| Nonstore retailers | 30 | 131 | 54,950 |
| Management of companies and enterprises | 36 | 129 | 154,577 |
| Truck transportation | 23 | 121 | 41,303 |
| Computer systems design | 40 | 102 | 75,202 |
| Specialized design services | 35 | 79 | 44,281 |
| Medical and diagnostic laboratories | 14 | 75 | 41,222 |
| Scientific research and development | 7 | 64 | 78,353 |
| Insurance carriers | 13 | 50 | 68,919 |

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Attraction

Growth Industries next five years

| Chance? | Description | Imports - 2007-2016 |
|---------|---|---------------------|
| 5 | Civilian aircraft | 126,897,488,873 |
| 5 | Pleasure boats and motors | 24,832,571,770 |
| 5 | Warehouse distribution | |
| 5 | Merchant wholesalers, durable goods | |
| 5 | Publishing industries, except internet | |
| 5 | Merchant wholesalers, nondurable goods | |
| 5 | Telecommunications | |
| 5 | Nonstore retailers | |
| 4 | Laboratory testing instruments | 50,358,363,101 |
| 4 | Measuring, testing, control instruments | 171,389,030,436 |
| 4 | Medicinal equipment | 305,323,949,678 |
| 3 | Business machines and equipment | 50,513,678,601 |
| 3 | Cell phones and other household goods | 787,575,749,484 |
| 3 | Computer accessories | 574,646,630,244 |
| 3 | Computers | 560,970,342,012 |

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Attraction

Growth Industries next five years

| Chance? | Description | Imports - 2007-2016 |
|---------|-----------------------------------|---------------------|
| 3 | Electric apparatus | 411,119,742,026 |
| 3 | Engines and engine parts | 236,808,069,561 |
| 3 | Finished metal shapes | 166,264,006,100 |
| 3 | Household appliances | 221,873,784,056 |
| 3 | Telecommunications equipment | 526,581,993,331 |
| 3 | Televisions and video equipment | 330,485,805,971 |
| 2 | Agricultural machinery, equipment | 83,102,758,954 |
| 2 | Automotive tires and tubes | 100,604,523,269 |
| 2 | Chemicals-fertilizers | 133,117,883,153 |
| 2 | Excavating machinery | 91,658,120,085 |
| 2 | Furniture, household goods, etc. | 261,039,937,809 |
| 2 | Industrial machines, other | 430,528,439,183 |
| 2 | Pharmaceutical preparations | 892,840,314,495 |
| 1 | Iron and steel mill products | 184,000,274,545 |

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2006 and 2011 Five Things We Must Do to Build the US Economy.

1. Reduce corporate taxes.
2. Work toward trade surpluses, make what we buy.
3. Abundant supply of inexpensive energy.
4. Regulatory and tort reform
5. Balance the Federal budget, stop borrowing

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