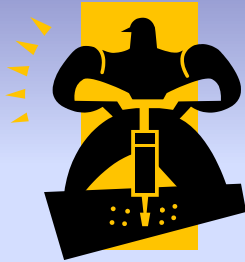


Workforce Myths and Reality



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An individual is compensated in direct proportion to ...

- The value of the service.
- The demand for the service.
- The ability to replace the worker.

	Job Gain 2002-2013	EPW 2013	2013 % USA	EPW AAI 2002-2013	2002 % USA
USA	17,119,100	55,768	100%	2.5%	100%
Health	4,866,600	53,938	97%	2.4%	98%
Real estate	2,308,300	26,678	48%	0.1%	66%
Professional	2,292,800	80,075	144%	2.8%	139%
Restaurant & Hotel	2,167,200	24,197	43%	2.2%	45%
Finance & Insur	2,005,600	73,471	132%	1.5%	150%
Administrative	1,707,800	35,766	64%	2.6%	64%
Other Services	1,172,000	35,425	64%	2.0%	68%
Educational	1,034,700	40,077	72%	3.0%	68%
Mining	859,000	103,753	186%	4.9%	178%
Entertainment	849,300	27,100	49%	1.2%	56%
Transportation	639,300	57,410	103%	2.3%	106%
Management	455,400	118,451	212%	3.4%	195%
Local Gov	315,000	67,042	120%	3.2%	112%
Wholesale	241,700	81,024	145%	3.0%	138%
State Gov	183,000	69,579	125%	3.1%	117%
Retail	177,200	33,130	59%	2.0%	63%
Forestry	71,100	33,459	60%	3.2%	57%
Federal	12,000	105,047	188%	3.9%	163%
Utilities	-22,000	136,257	244%	3.4%	225%
Military	-65,000	67,516	121%	5.2%	92%
Farm	-273,000	45,100	81%	12.5%	35%
Construction	-411,400	60,444	108%	2.2%	113%
Information	-460,900	102,315	185%	3.6%	165%
Manufacturing	-3,006,600	77,051	138%	3.0%	131%

Of the 16.6 million new jobs, 61% paid a **below average wage**.

Of the 4.2 million jobs lost, 94% paid an **above average wage**.

Low-Wage Industries

	Total Employ 2013	Job Gain 2002-2013	2013 % USA	2002 % USA	EPW AAI
USA	182,278,200	17,119,100	100%	100%	2.5%
Health	20,585,600	4,866,600	97%	98%	2.4%
Retail	18,371,300	177,200	59%	63%	2.0%
Restaurant & Hotel	13,093,400	2,167,200	43%	45%	2.2%
Administrative	11,325,100	1,707,800	64%	64%	2.6%
Other Services	10,617,100	1,172,000	64%	68%	2.0%
Entertainment	4,114,500	849,300	49%	56%	1.2%

Over the past 15 years, at least 10 million immigrants, legal and illegal, have entered the workforce.

A vast majority are low skilled workers.

% of working age population working?

USA - 27%

Clay County, MS - 50%

Is it a problem in Ports to Plains States?

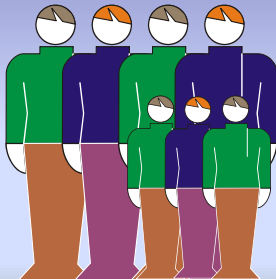
**Competing with Welfare?
Per Capita - Rank 50 States**

	Gov		Income		Food
	Transfers	Medicaid	Maint	EITC	Stamps
Colorado	49	40	49	40	43
Kansas	39	48	37	28	42
Montana	33	36	45	30	38
Nebraska	44	43	47	32	45
New Mexico	23	14	6	9	4
North Dakota	43	35	48	48	49
Oklahoma	25	29	28	13	22
South Dakota	41	45	40	29	37
Texas	47	33	27	7	28
Wyoming	45	42	50	41	50

The ability to replace the worker.

- Immigration
- Welfare
- Job Splitting

25% increase in employment



High Wage Industries

Government

	Total Employ 2013	Job Gain 2002-2013	2013 % USA	2002 % USA	EPW AAI 2002-2013
USA	182,278,200	17,119,100	100%	100%	2.5%
Federal	2,826,000	12,000	188%	163%	3.9%
State Gov	5,260,000	183,000	125%	117%	3.1%
Local Gov	13,927,000	315,000	120%	112%	3.2%
Military	2,032,000	-65,000	121%	92%	5.2%

POLICOM CORPORATION Economic Analysis Everyone Understands

Private - High Wage

	Total Employ 2013	Job Gain 2002-2013	2013 % USA	2002 % USA	EPW AAI 2002-2013
USA	182,278,200	17,119,100	100%	100%	2.5%
Utilities	577,600	-22,000	244%	225%	3.4%
Management	2,265,400	455,400	212%	195%	3.4%
Mining	1,607,000	859,000	186%	178%	4.9%
Information	3,254,300	-460,900	185%	165%	3.6%
Wholesale	6,343,500	241,700	145%	138%	3.0%
Professional	12,453,000	2,292,800	144%	139%	2.8%
Manufacturing	12,747,100	-3,006,600	138%	131%	3.0%
Finance & Ins	9,873,900	2,005,600	132%	150%	1.5%
Construction	9,267,400	-411,400	108%	113%	2.2%
Transportation	5,998,600	639,300	103%	106%	2.3%

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Let's assume employers cannot get skilled workers. Why not?

- Wages?
- K-12 - What is being taught?
- Community Colleges - What is being taught?
- Overall community training?
- Jobs outpacing population?
- Worker Recruitment - spouse employment, geographic location, cost of living, community assets and weather,

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So, what should we do?

- Increase Wages?
- K-12 - More money into?
- Community Colleges - More money into?
- Overall community training - More money?
- Worker Recruitment - Diversify economy, quality of life issues?

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What do you think?

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