



# Population, Employment, Earnings and Personal Income Trends

Goshen County, WY



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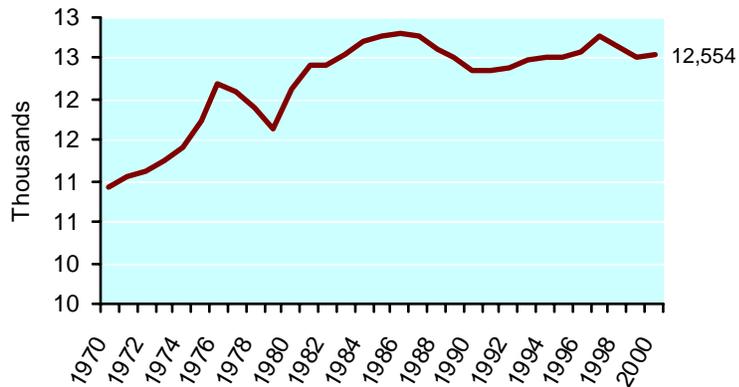
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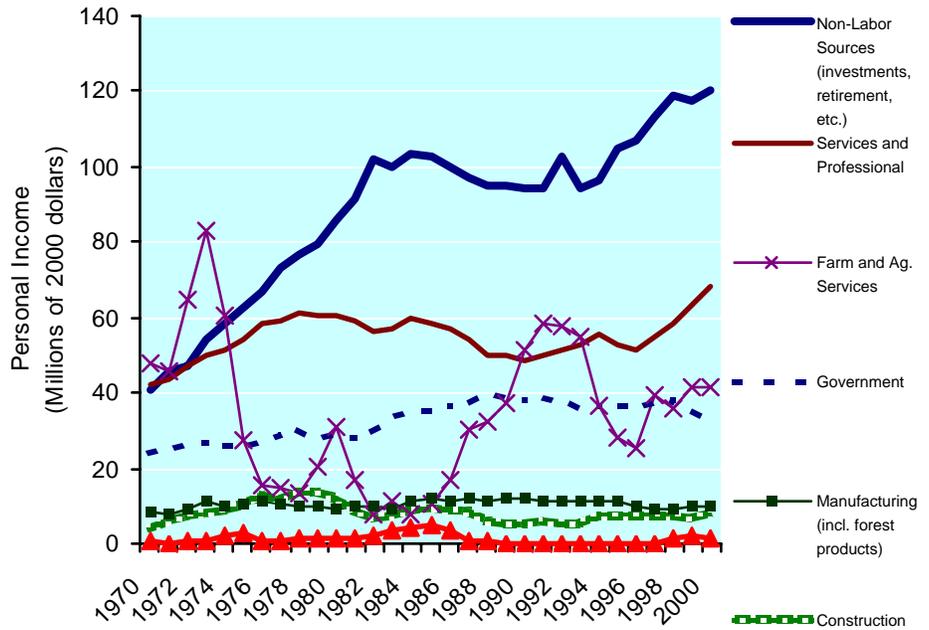
### Population

- From 1970 to 2000 Goshen County, WY grew by 1,623 people, a 15% increase in population.



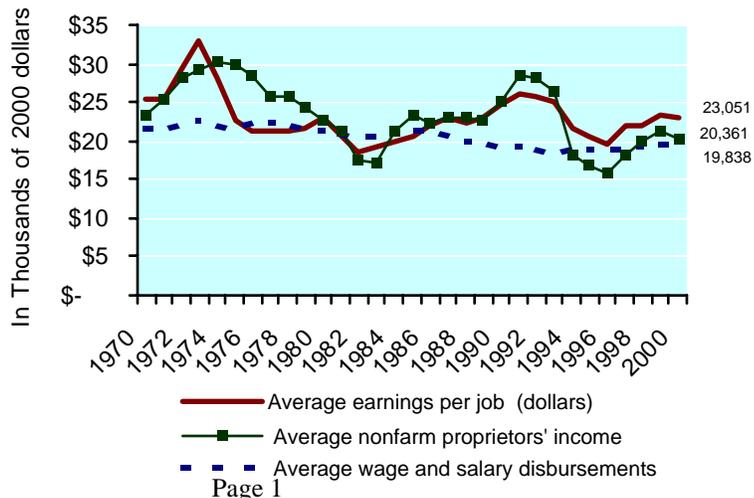
### Income Growth or Decline by Major Category

- From 1970 to 2000 the fastest growing component of personal income, in real terms, was from Non-Labor Sources.
- The second fastest component was Services and Professional.



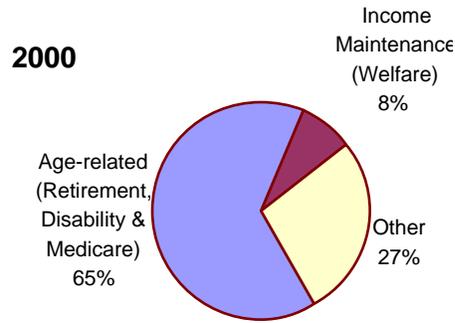
### Average Earnings

- Average earnings per job, in real terms, dropped from \$25,431 in 1970 to \$23,051 in 2000.



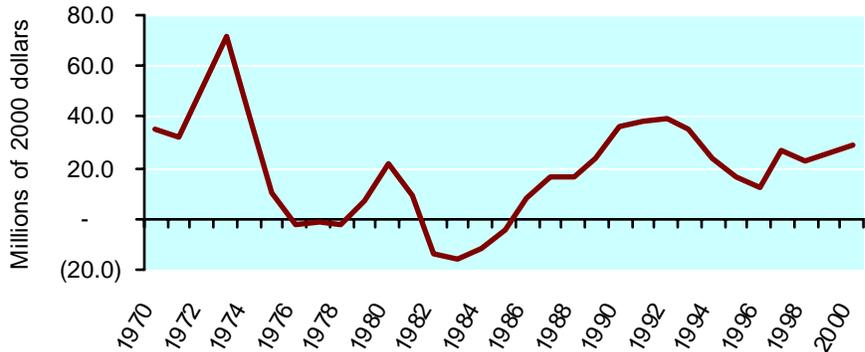
### Components of Transfer Payments

- In 2000, 65% of Transfer Payments were from age-related sources (retirement, disability, insurance payments, and Medicare). 8% was from welfare.



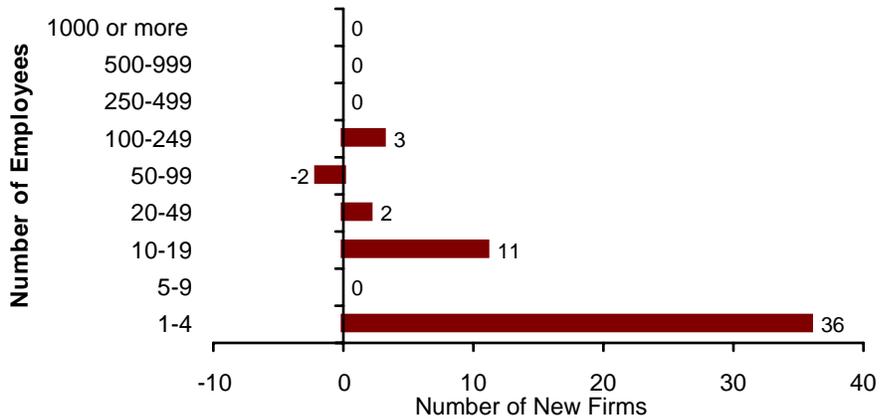
### Net Farm Income

- Net income from farming and ranching dropped from \$35 million in 1970 to \$29 million in 2000.



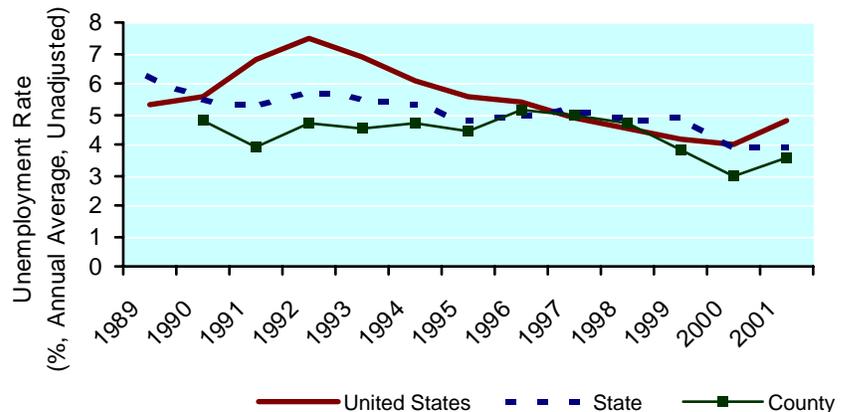
### New Firms by Employment Size 1990 to 2000

- From 1990 to 2000 the majority of new businesses established in Goshen County, WY were small, with fewer than 20 employees.



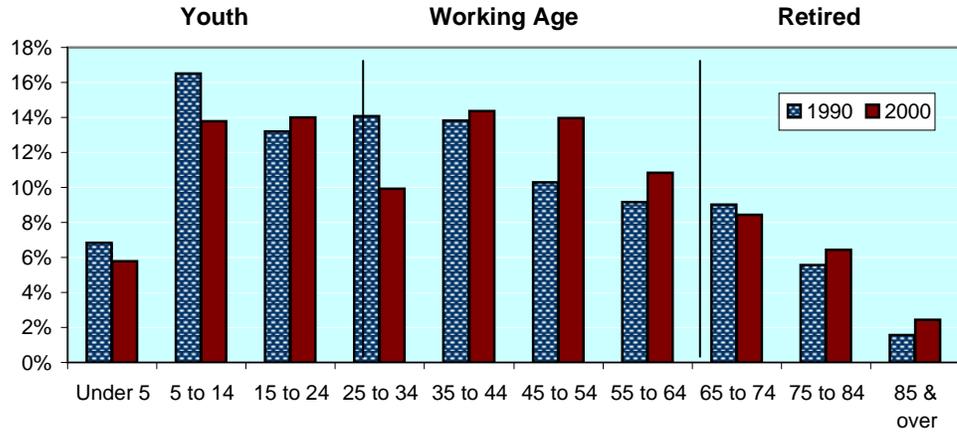
### Annual Average Unemployment Rate Comparing County to State

- In 2001, the unemployment rate in Goshen County, WY was 3.6%, compared to 3.9% for the state and 4.8% for the nation.



## Age Breakout in 2000

- The median age in Goshen County, WY is 40.0 years old, compared to 36.2 in the state and 35.3 in the nation.
- In 2000, the baby boom was aged 40 - 55.



## Trends

- Retirement age category has been stable.

## Population by Category, 1990 & 2000

	1990		2000		% Chg 1990 - 2000	
	Population	% of Total	Population	% of Total	% Chg 1990 - 2000	% Chg per Year 1990 - 2000
<b>Population</b>	<b>12,373</b>		<b>12,538</b>		<b>1%</b>	<b>0.1%</b>
Male	5,990	48%	6,234	50%	4%	0.4%
Female	6,383	52%	6,304	50%	-1%	-0.1%
<b>Under 20 years</b>	<b>3,868</b>	<b>31%</b>	<b>3,509</b>	<b>28%</b>	<b>-9%</b>	<b>-0.9%</b>
<b>65 years and over</b>	<b>1,998</b>	<b>16%</b>	<b>2,172</b>	<b>17%</b>	<b>9%</b>	<b>0.9%</b>
<b>Median Age</b>			<b>40.0</b>			

## Race Breakout

- Race is broken out two ways. The Hispanic breakout is separate because Hispanics can be of any race.

## Population by Race in 2000

	County	% of Total	State	% of Total
White	11,764	93.8%	454,670	92.1%
Black or African American	25	0.2%	3,722	0.8%
American Indian & Alaska Native	108	0.9%	11,133	2.3%
Asian	25	0.2%	2,771	0.6%
Native Hawaiian & Other Pac. Islander	15	0.1%	302	0.1%
Some other race	458	3.7%	12,301	2.5%
Two or more races	143	1.1%	8,883	1.8%
Hispanic or Latino (of any race)	1,107	8.8%	31,669	6.4%
Not Hispanic or Latino	11,431	91.2%	462,113	93.6%

## Household Type

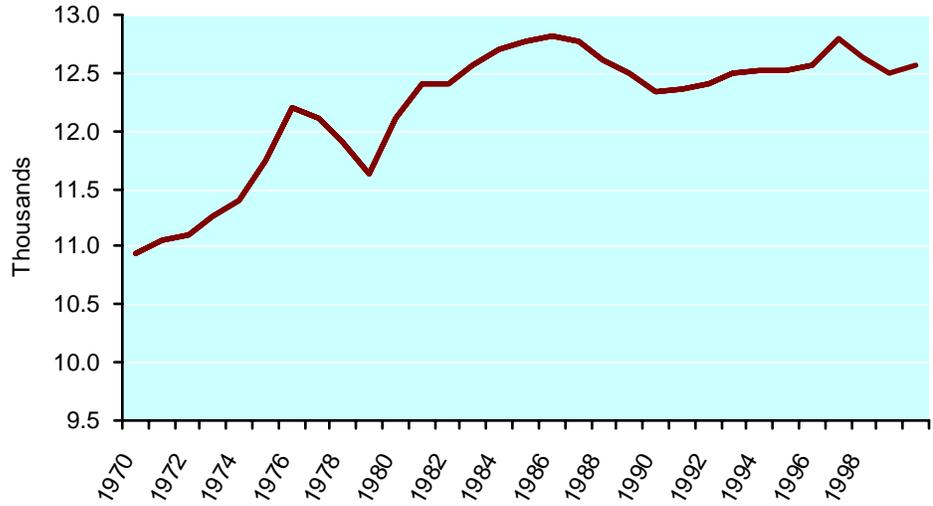
- Goshen County, WY has a higher owner occupancy rate than the state.

## Population by Household Type in 2000

	County	% of Total	State	% of Total
<b>Total Housing Units</b>	<b>5,881</b>		<b>223,854</b>	
Occupied Housing Units	5,061	86.1%	193,608	86.5%
Vacant Housing Units	820	13.9%	30,246	13.5%
For Seasonal, Rec., or Occ. Use	131	2.2%	12,389	5.5%
<b>Homeowner Vacancy Rate (%)</b>	<b>2.9%</b>		<b>2.1%</b>	
<b>Rental Vacancy Rate (%)</b>	<b>9.5%</b>		<b>9.7%</b>	
<b>Housing Tenure</b>	<b>County</b>	<b>% of Occ.</b>	<b>State</b>	<b>% of Occ.</b>
Occupied Housing Units	5,061		193,608	
Owner-occupied Housing Units	3,577	70.7%	135,514	70.0%
Renter-occupied Housing Units	1,484	29.3%	58,094	30.0%
Avg Household Size - Owner Occupied	2.4		2.6	
Avg Household Size - Renter Occupied	2.3		2.3	

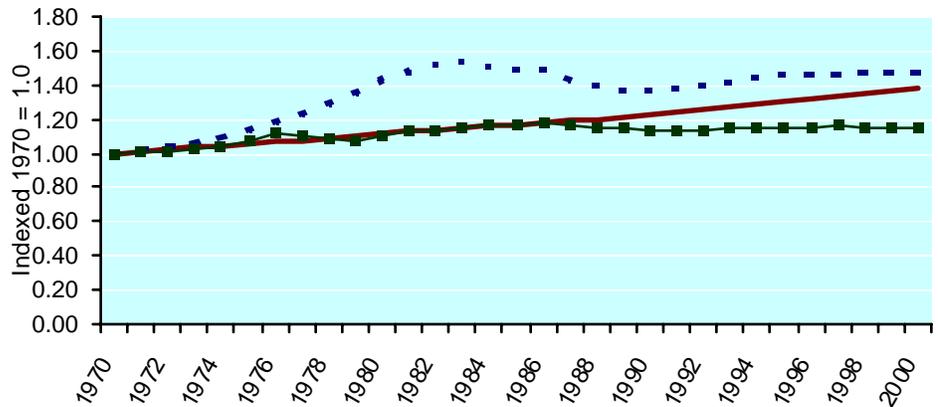
**Population**

- From 1970 to 2000 Goshen County, WY grew by 1,623 people, a 15% increase in population.



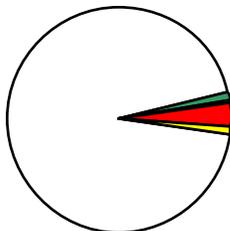
**Compared to State and the Nation**

- Since 1970, the population in Goshen County, WY has grown slower than the state and slower than the nation.



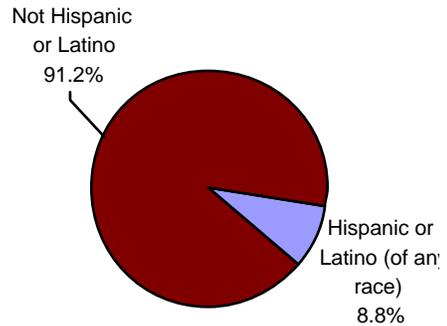
— United States — Wyoming — Goshen County, WY

**2000 Race Breakout**



- White
- Black or African American
- American Indian & Alaska Native
- Asian
- Native Hawaiian & Other Pac. Islander
- Some other race
- Two or more races

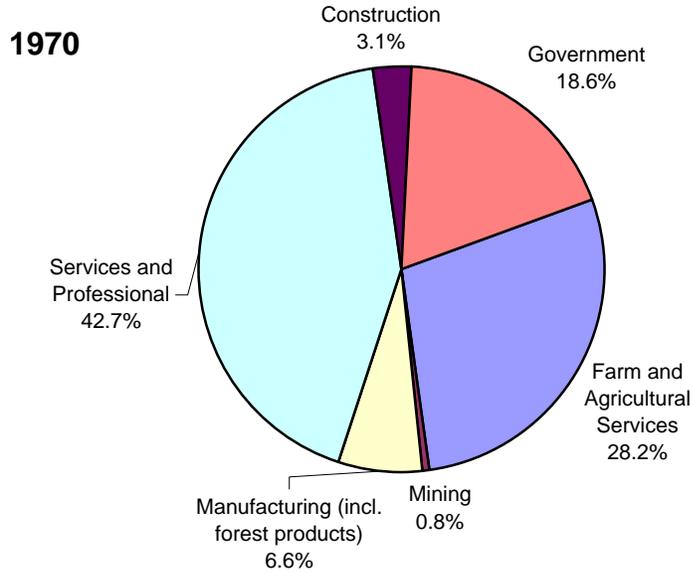
**2000 Hispanic Breakout**



**Job Growth**

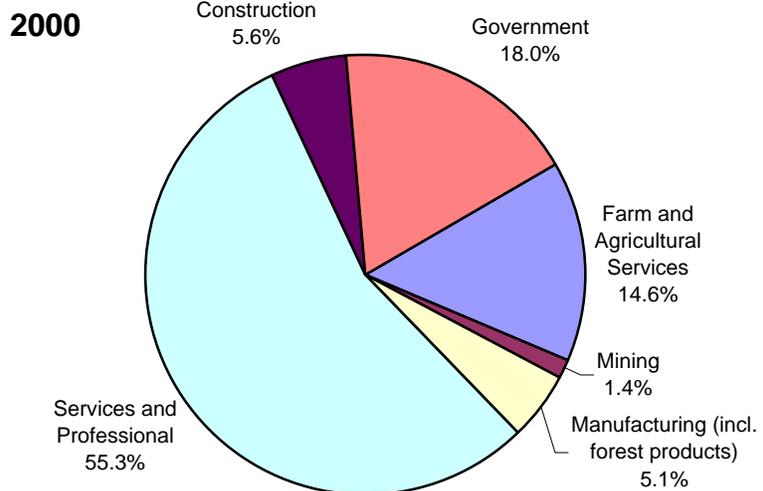
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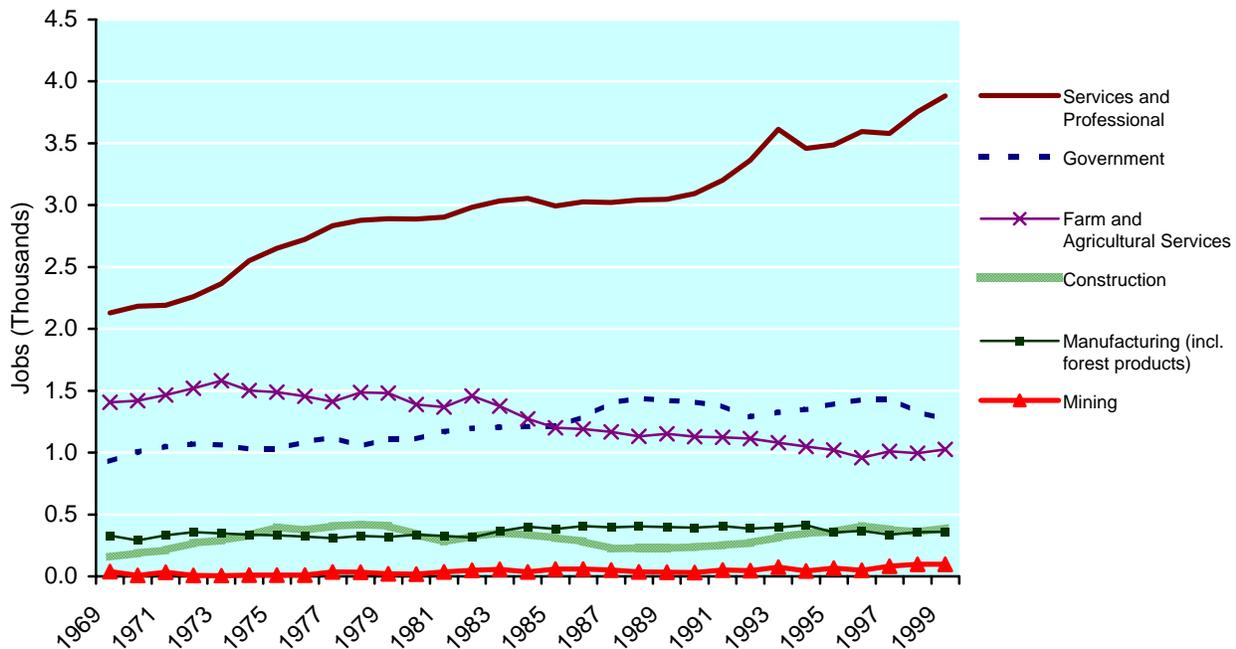
- From 1970 to 2000, 2,039 new jobs were created.
- Services and Professional accounted for 1,754 new jobs.
- Government accounted for 340 new jobs.



**Jobs 1970 & 2000**

- In 1970, the largest employment sectors were Services and Professional (43%) and Farm and Agricultural Services (28%).
- In 2000 the largest employment sectors were Services and Professional (55%) and Government (18%).





Employment by Industry						
Changes from 1970 to 2000						
	1970	% of Total	2000	% of Total	New Employment	% of New Employment
<b>Total Employment</b>	4,987		7,026		<b>2,039</b>	
<b>Wage and Salary Employment</b>	3,159	63.3%	4,894	69.7%	<b>1,735</b>	<b>85.1%</b>
<b>Proprietors' Employment</b>	1,828	36.7%	2,132	30.3%	<b>304</b>	<b>14.9%</b>
<b>Farm and Agricultural Services</b>	1,407	28.2%	1,027	14.6%	<b>-380</b>	<b>NA</b>
<b>Farm</b>	1,236	24.8%	831	11.8%	<b>-405</b>	<b>NA</b>
<b>Ag. Services</b>	171	3.4%	196	2.8%	<b>25</b>	<b>1.2%</b>
<b>Mining</b>	38	0.8%	97	1.4%	<b>59</b>	<b>2.9%</b>
<b>Manufacturing (incl. forest products)</b>	329	6.6%	361	5.1%	<b>32</b>	<b>1.6%</b>
<b>Services and Professional</b>	2,128	42.7%	3,882	55.3%	<b>1,754</b>	<b>86.0%</b>
<b>Transportation &amp; Public Utilities</b>	189	3.8%	243	3.5%	<b>54</b>	<b>2.6%</b>
<b>Wholesale Trade</b>	111	2.2%	262	3.7%	<b>151</b>	<b>7.4%</b>
<b>Retail Trade</b>	831	16.7%	1,033	14.7%	<b>202</b>	<b>9.9%</b>
<b>Finance, Insurance &amp; Real Estate</b>	286	5.7%	475	6.8%	<b>189</b>	<b>9.3%</b>
<b>Services (Health, Legal, Business, Others)</b>	711	14.3%	1,869	26.6%	<b>1,158</b>	<b>56.8%</b>
<b>Construction</b>	157	3.1%	391	5.6%	<b>234</b>	<b>11.5%</b>
<b>Government</b>	928	18.6%	1,268	18.0%	<b>340</b>	<b>16.7%</b>

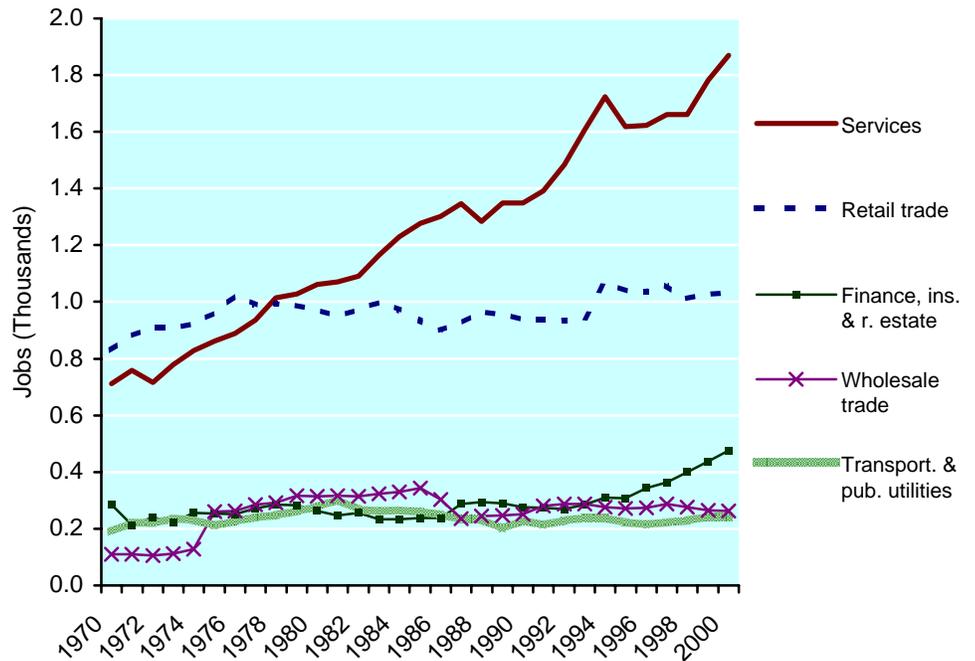
**Agricultural Services** include soil preparation services, crop services, etc. It also includes forestry services, such as reforestation services, and fishing, hunting, and trapping. **Manufacturing** includes paper, lumber and wood products manufacturing.

"Farm and Agricultural Services" and "Mining" Employment were estimated where Disclosures occurred.

## Services & Professional

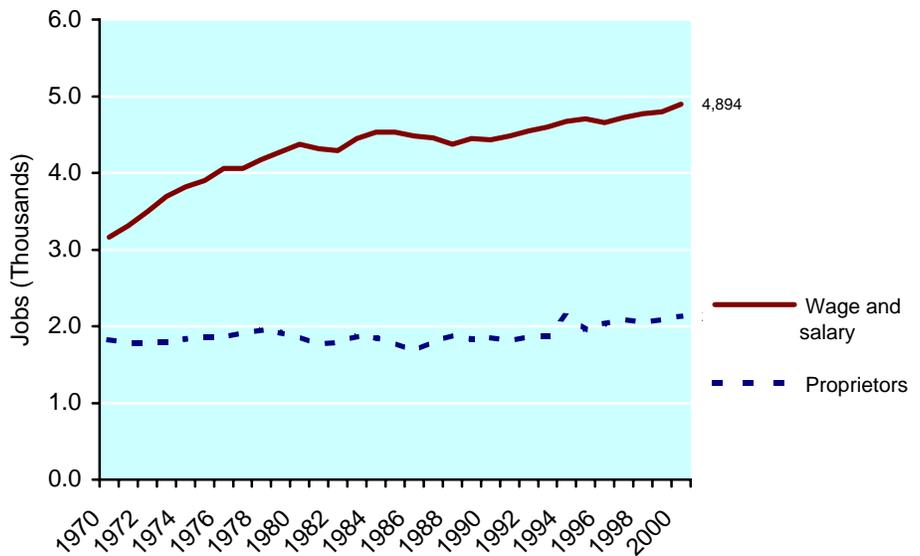
The fastest growing categories under Services and Professional are:

- Services (which includes health, business, legal, engineering and management services) represent 27% of total employment in 2000.
- Retail Trade accounts for 15% of total employment.



## Employees vs. Proprietors

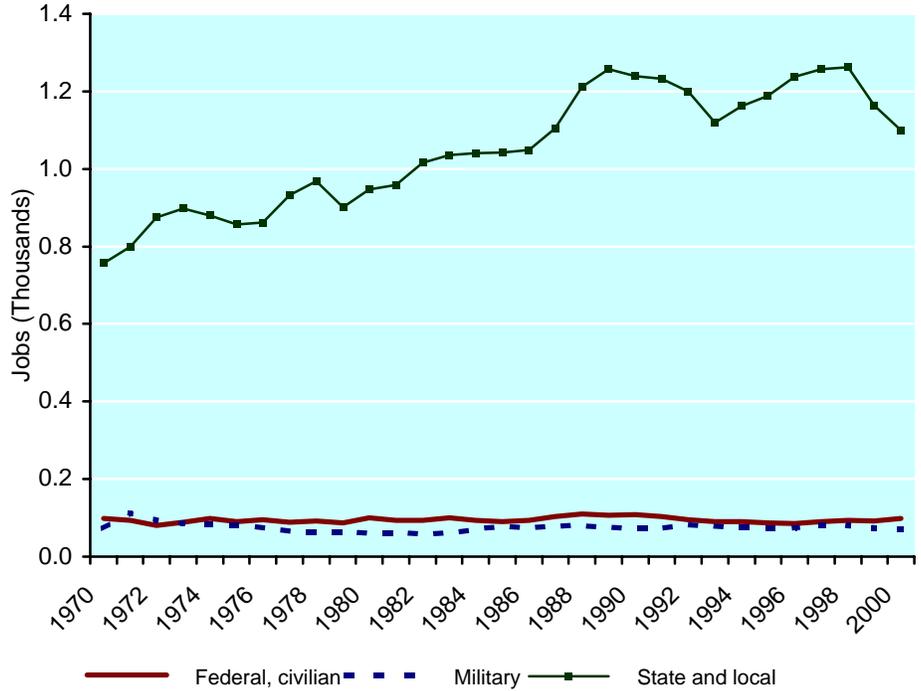
- From 1970 to 2000, the majority of job growth, 85% of new jobs, has been in wage and salary employment (people who work for someone else).
- Employment of proprietors contributed to 15% of new employment from 1970 to 2000. In 1970, proprietors represented 37% of total employment; by 2000, they represented 30%.



**Proprietors** include sole ownerships, partnerships, and tax-exempt cooperatives.  
**Wage and salary** employment refers to employees.

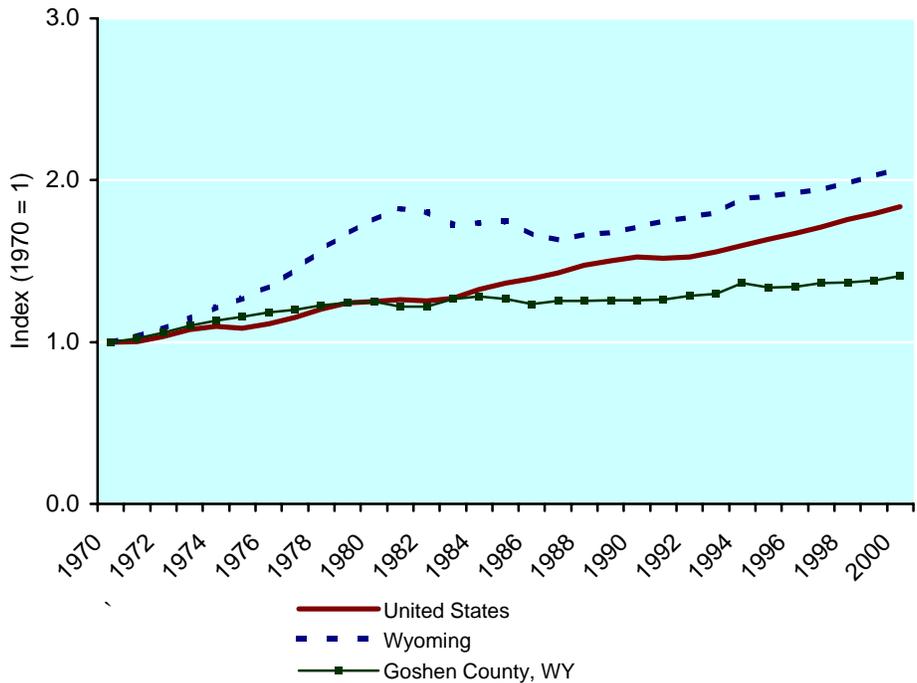
**Government Jobs**

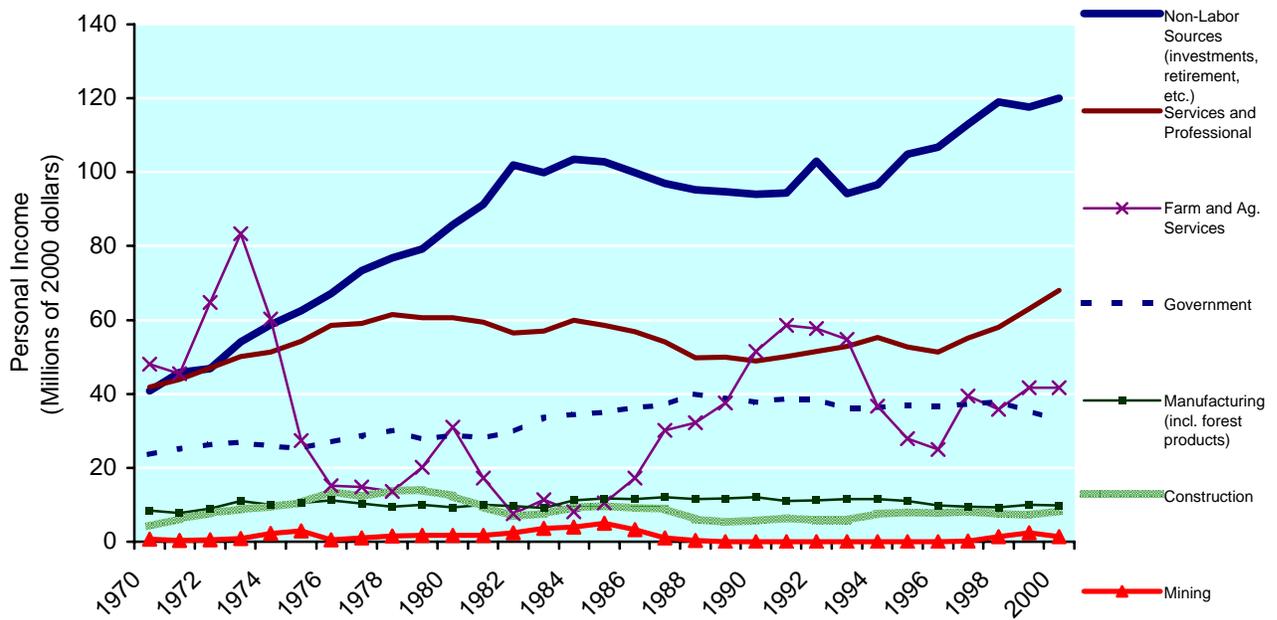
- The majority of the growth in government employment has been in state and local government.



**Job Growth Compared to the State and Nation**

- Over the last 30 years job growth in Goshen County, WY has been slower than the state and slower than the nation..





## New Income by Type

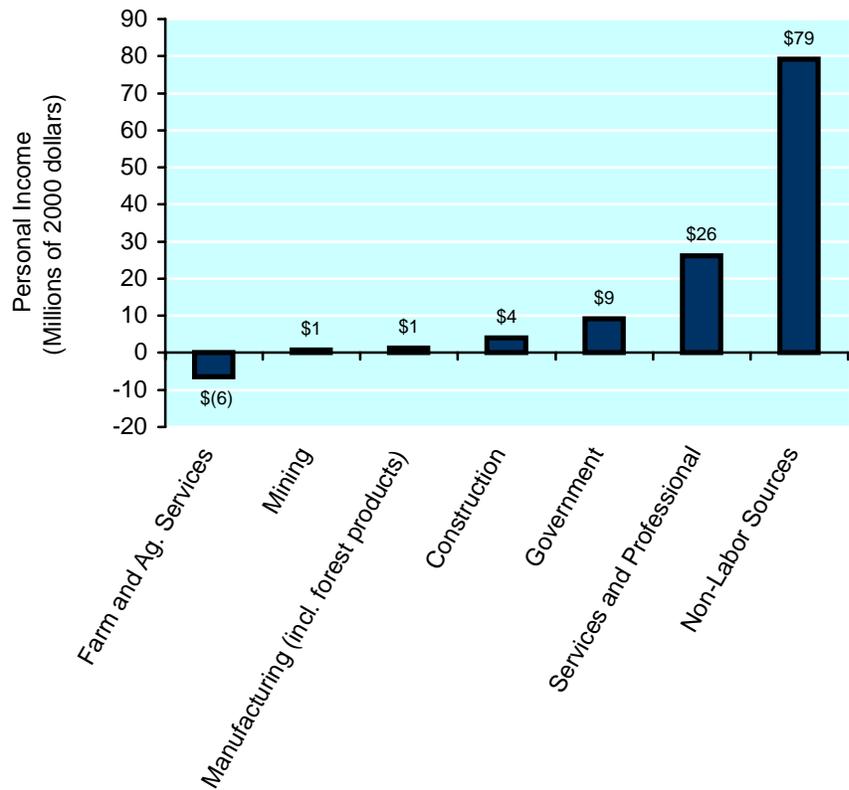
All figures in millions of 2000 dollars	% of Total in 1970		% of Total in 2000		New Income 1970 to 2000	% of New Income
	1970	1970	2000	2000		
<b>Total Personal Income*</b>	171		288		117	
<b>Farm and Agricultural Services</b>	48	28.1%	42	14.5%	-6	NA
<b>Farm</b>	44	25.4%	29	9.9%	-15	NA
<b>Ag. Services</b>	5	2.7%	13	4.5%	8	7%
<b>Mining</b>	1	0.4%	1	0.5%	1	1%
<b>Manufacturing (incl. forest products)</b>	8	5.0%	10	3.4%	1	1%
<b>Services and Professional</b>	42	24.5%	68	23.7%	26	22%
<b>Transportation &amp; Public Utilities</b>	6	3.7%	8	2.7%	1	1%
<b>Wholesale Trade</b>	3	1.7%	9	3.0%	6	5%
<b>Retail Trade</b>	15	8.6%	11	3.9%	-4	NA
<b>Finance, Insurance &amp; Real Estate</b>	4	2.3%	9	3.0%	5	4%
<b>Services (Health, Legal, Business, Others)</b>	14	8.2%	32	11.1%	18	15%
<b>Construction</b>	4	2.4%	8	2.8%	4	3%
<b>Government</b>	24	13.8%	33	11.4%	9	8%
<b>Non-Labor Income</b>	41	23.9%	120	41.7%	79	68%
<b>Dividends, Interest &amp; Rent</b>	25	14.5%	70	24.3%	45	39%
<b>Transfer Payments</b>	16	9.4%	50	17.4%	34	29%

\*The sum of the above categories do not add to total due to adjustments made for place of residence and personal contributions for social insurance made by the U.S. Department of Commerce.

"Farm and Agricultural Services" and "Mining Personal Income were estimated where Disclosures occurred.

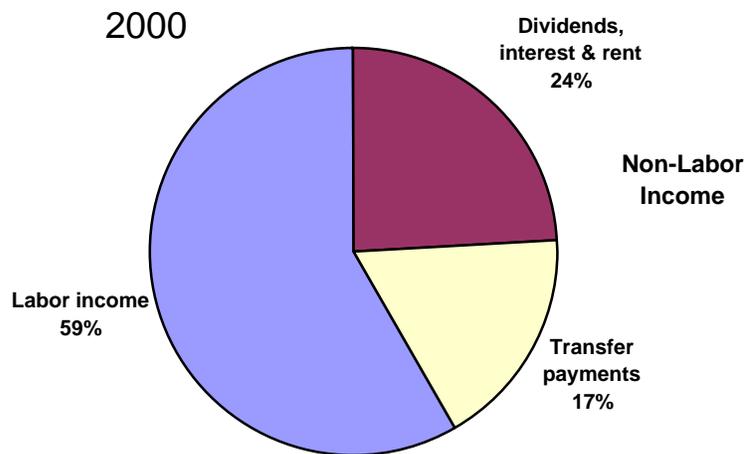
### Net Change by Major Category

- From 1970 to 2000, Goshen County, WY added \$117 million in personal income, in real terms.
- Non-Labor Sources accounted for 68% of new income.
- The second fastest growth was in Services and Professional.



### Income by Type 1970 & 2000

- In 1970, Non-Labor Income sources represented 24% of total personal income. By 2000, they comprised 42%.
- In 2000, Dividends, Interest and Rent represented 24% of total personal income. Transfer Payments comprised 17%.



**Non-Labor Income** includes Transfer Payments (primarily related to retirement) and Dividends, Interest and Rent (money earned from past investments).

Per Capita Income

Per Capita Income									
All income in millions of 2000 dollars (Except Per Capita)	1970		1980		1990		2000		% Change 90-00
	1970	% of Total	1980	% of Total	1990	% of Total	2000	% of Total	
Total Personal Income	171		234		260		288		11%
Non-Farm	127	75%	207	88%	224	86%	259	90%	15%
Farm	44	25%	27	12%	35	14%	29	10%	-19%
Population (Thousands)	10.9		12.1		12.3		12.6		2%
Per Capita Income	15,640		19,318		21,051		22,921		9%

- Per capita income, in real terms, increased by 9% from 1990 to 2000.

Note: Population estimates from the Bureau of Economic Analysis vary slightly from those in the Census (Page P-3).

Sources of Labor Income

Sources of Labor Income									
All income in millions of 2000 dollars	1970		1980		1990		2000		% Change 90-00
	1970	% of Total	1980	% of Total	1990	% of Total	2000	% of Total	
Labor Sources									
Wage and Salary	68	40%	92	39%	85	33%	97	34%	14%
Other Labor Income	3	2%	8	4%	12	4%	11	4%	-4%
Proprietor's	56	33%	43	19%	59	23%	54	19%	-9%
Non-Labor Sources	41	24%	86	37%	94	36%	120	42%	28%
Divid., Interest & Rent	25	15%	55	23%	54	21%	70	24%	28%
Transfer Payments	16	9%	31	13%	40	15%	50	17%	27%

Percentages do not add to 100 because of adjustments made by BEA, such as residence, social security, and others.

- In 2000, proprietor's income accounted for 19% of total personal income, compared to 23% in 1990. From 1990 to 2000, proprietor's income shrank by 9%, in real terms. Wage and salary income during those years grew by 14%.

- From 1990 to 2000 Non-Labor income sources grew by 28%.

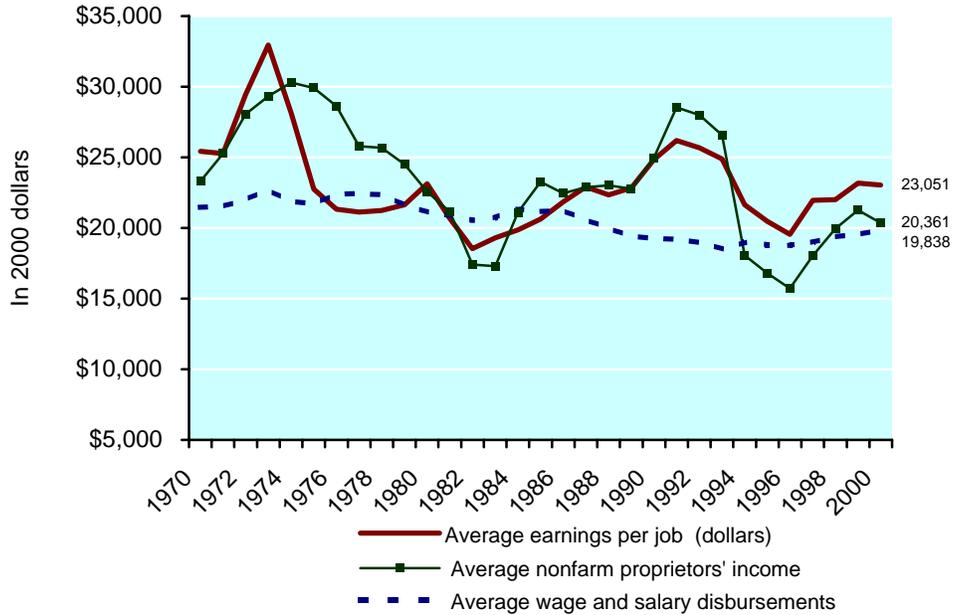
**Wage and salary** is monetary remuneration of employees, including employee contributions to certain deferred compensation programs, such as 401(K) plans.

**Other labor income** is payments by employers to privately administered benefit plans for their employees, the fees paid to corporate directors, and miscellaneous fees. The payments to private benefit plans account for more than 98 percent of other labor income.

**Proprietors** is income of sole proprietorships, partnerships and tax-exempt cooperatives. A sole proprietorship is an unincorporated business owned by a person. A partnership is an unincorporated business association of two or more partners. A tax-exempt cooperative is a nonprofit business organization that is collectively owned by its members.

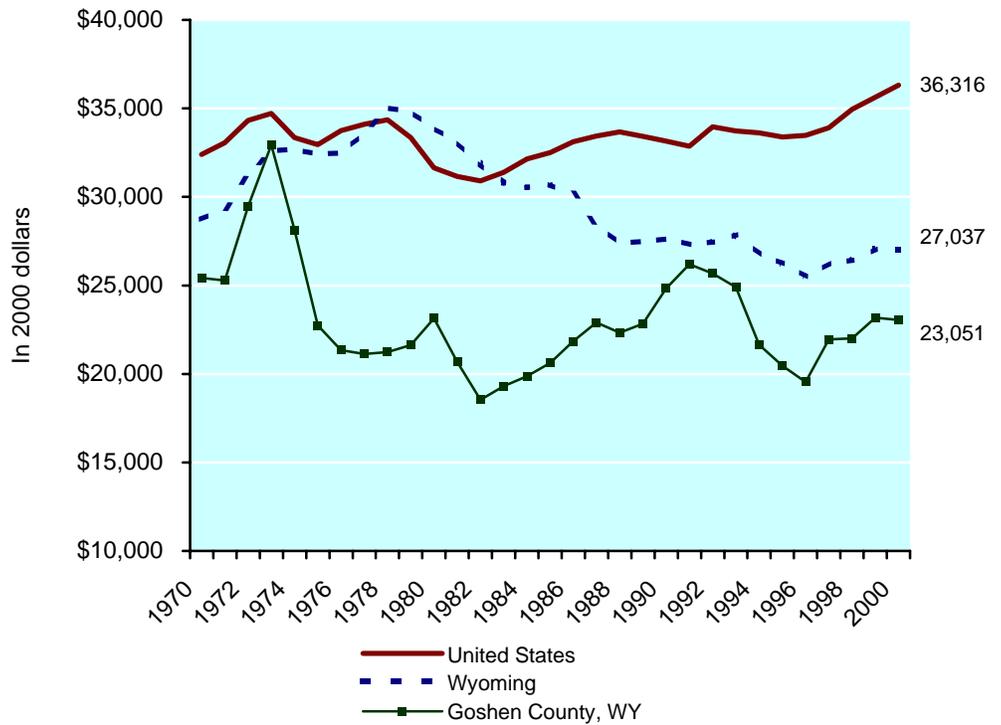
### Average Earnings Per Job

- Average earnings per job in Goshen County, WY, in real terms, have fallen from \$25,431 in 1970 to \$23,051 in 2000.



### Average Earnings Compared to State and Nation

- In 1999, Average earnings per job in Goshen County, WY are lower than the state and the nation.



# Another Way to Look at Industry Groupings

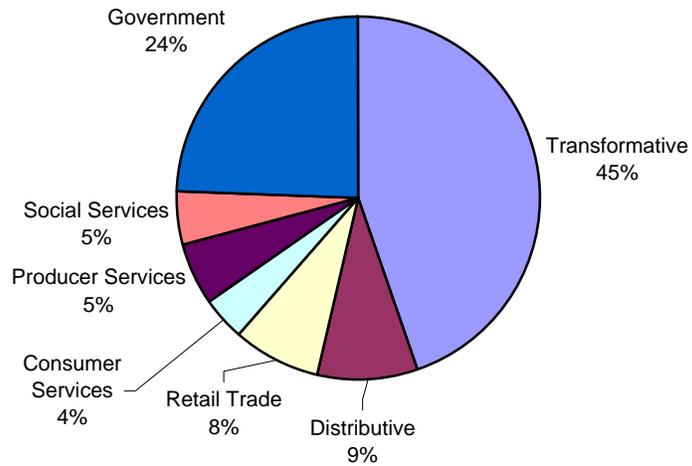
Another way to look at industry trends is to group industries differently, as shown in the table. This grouping allows a more detailed review of "service" sectors, which can be broken down into categories such as producer, consumer, social, and government services. Consumer services are generally low-paying. They include jobs in amusement and recreation, hotel and lodging, repair shops, motion pictures, household and personal services.

Social services include education and health care. Government services include state and local government, military, as well as federal employees, and public lands agencies. Producer services are defined as those services that are part of goods production and they include some of the higher paying sectors, such as finance, insurance, real estate, legal and business services, membership organizations, and engineering and management services.

## Labor Income by Industry Grouping

- In 1990, the largest two industry groupings were in Transformative and Government. The largest two "service" types were Government and Producer Services.

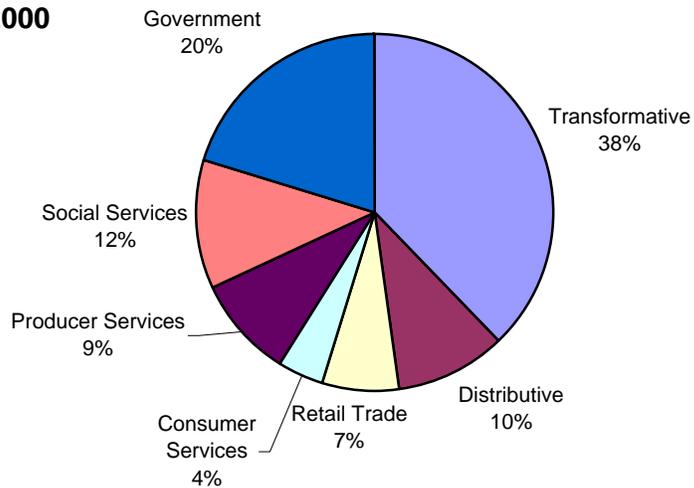
1990



## Labor Income by Industry Grouping

- In 2000, the largest two industry groupings were in Transformative and Government. The largest two "service" types were Government and Social Services.

2000



# Another Way to Look at Industry Groupings

## Personal Income Change by Category 1990 to 2000

The largest contributors to new personal income from 1990 to 2000 in real terms, were:

- The fastest growth was in the Social Services sectors; 150% growth.
- The second fastest growth was in the Producer Services sectors; 74% growth.
- The third fastest growth was in the Non-Labor Income sectors; 28% growth.

Personal Income					
All figures in thousands of 2000 dollars.	1990	2000	New Income	% Change	% of New Income
Total Personal Income	259,899	287,755	27,856	11%	
<b>LABOR INCOME</b>					
<b>Transformative</b>					
Agriculture	51,532	41,644	-9,888		
Mining	42	1,450	1,407		
Construction	5,711	8,180	2,469		
Manufacturing	12,100	9,796	-2,304		
Total	69,386	61,070	-8,316	-12%	NA
<b>Distributive</b>					
Transportation & public utilities	7,685	7,684	-1		
Wholesale Trade	6,079	8,583	2,504		
Total	13,764	16,267	2,503	18%	9%
<b>Retail Trade</b>					
	12,246	11,179	-1,067	-9%	NA
<b>Consumer Services</b>					
Hotels & Other Lodging	749	611	-138		
Personal Services	1,128	1,449	321		
Household Services	1,842	1,928	86		
Repair Services	1,863	2,195	332		
Motion Pictures	186	98	-88		
Amusements & Recreation	412	378	-35		
Total	6,180	6,658	478	8%	2%
<b>Producer Services</b>					
Finance, Ins. & Real Estate	3,735	8,588	4,853		
Legal Services	443	434	-9		
Business Services	2,014	2,211	197		
Engineering & Mgmt. Services	1,455	2,470	1,015		
Membership Organizations	777	995	218		
Total	8,424	14,698	6,274	74%	23%
<b>Social Services</b>					
Health Services	4,472	12,493	8,021		
Social Services	2,913	6,119	3,206		
Educational Services	142	226	84		
Total	7,527	18,838	11,311	150%	41%
<b>Government Services</b>					
Federal, Civilian	4,415	4,832	417		
Military	900	995	95		
State and Local	32,465	26,988	-5,477		
Total	37,780	32,815	-4,965	-13%	NA

Note: The sum of the above categories does not add to total because non-labor income is not included. See page P-9 for non-labor income data.

"Agriculture", "Mining", "Hotels and Other Lodging", "Repair Services", "Motion Pictures", and Amusements & Recreation" Personal Income were estimated where Disclosures occurred.

The term "Non-Labor Income" is also referred by some economists as "Non-Earnings Income". It consists of Dividends, Interest and Rent (collectively often referred to as money earned from investments) and Transfer Payments (payments from governments to individuals, age-related, including Medicare, disability insurance payments, and retirements).

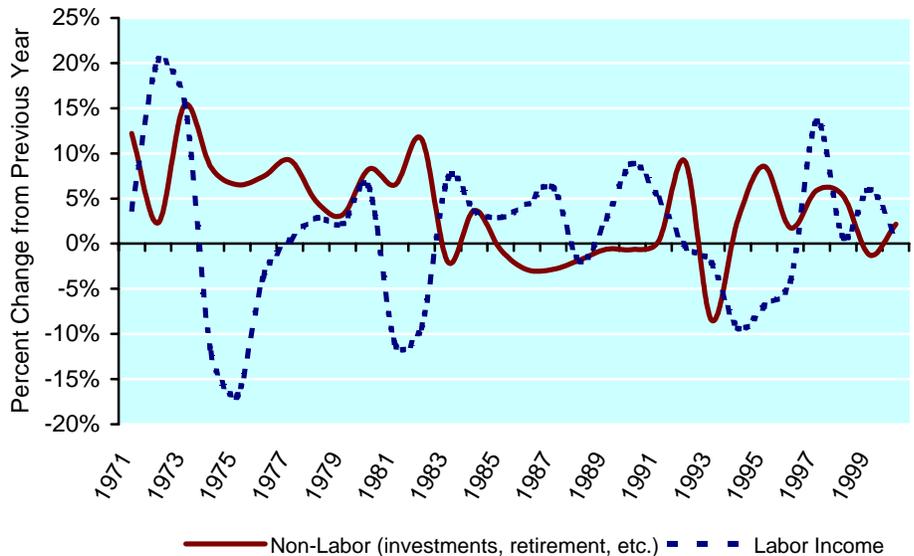
(See methods section for definitions and further explanations.)

## Components of Transfer Payments

All figures in millions of 2000 dollars	1970	% of Total TP	1980	% of Total TP	2000	% of Total TP	New Payments 1970 to 2000	% of New Payments
<b>Total transfer payments</b>	16.0		30.9		50.2		<b>34.2</b>	
<b>Government payments to individuals</b>	14.7	91%	29.0	94%	47.4	94%	<b>32.7</b>	<b>96%</b>
Retirement & disab. ins. benefit pmts.	9.4	59%	16.5	53%	25.4	51%	<b>15.9</b>	<b>47%</b>
Medical payments	1.87	12%	5.99	19%	14.65	29%	<b>12.8</b>	<b>37%</b>
Income maint. benefit pmts. ("welfare")	1.4	9%	3.2	10%	4.1	8%	<b>2.6</b>	<b>8%</b>
Unemployment insurance benefit pmts.	0.2	1%	1.2	4%	0.6	1%	<b>0.4</b>	<b>1%</b>
Veterans benefit payments	1.6	10%	1.6	5%	1.5	3%	<b>(0.1)</b>	<b>NA</b>
Fed'l educ. & trng. asst. pay. (excl. vets)	0.1	0.7%	0.4	1.3%	1.1	2.2%	<b>1.0</b>	<b>3%</b>
Other payments to individuals	-	0.0%	0.1	0.2%	0.0	0.0%	<b>0.0</b>	<b>0%</b>
<b>Payments to nonprofit institutions</b>	0.9	6%	1.2	4%	1.8	4%	<b>0.9</b>	<b>3%</b>
<b>Business payments to individuals</b>	0.5	3%	0.7	2%	1.0	2%	<b>0.5</b>	<b>2%</b>

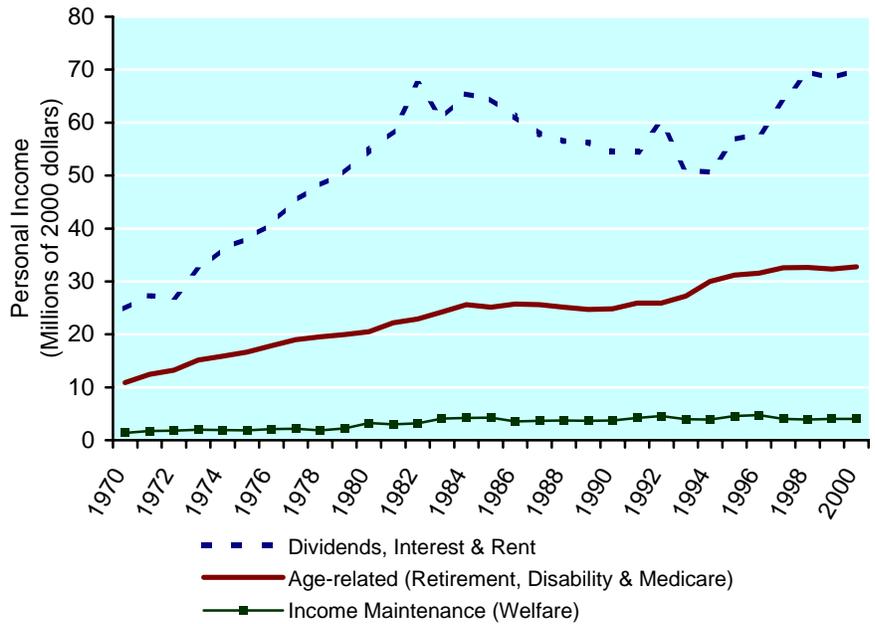
## Labor vs. Non-Labor Income Stability

- Over the last 30 years Non-Labor Income sources have had a stabilizing effect relative to the frequent fluctuations of Labor Income sources in most areas.



## Trends in Non-Labor Income by Type

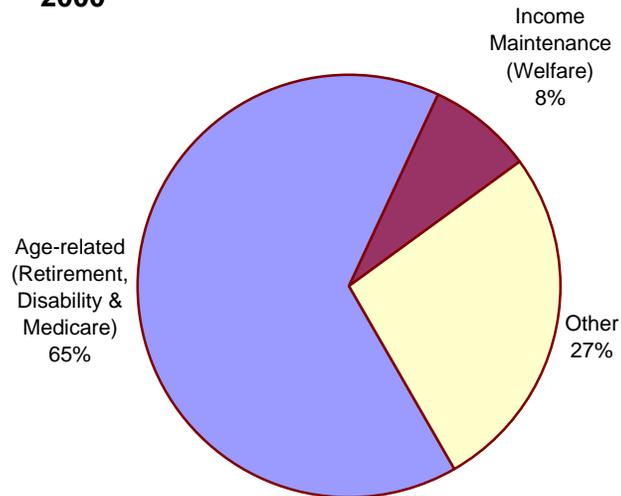
- The largest components of Non-Labor Income are from Dividends, Interest & Rent (i.e. money earned from past investments).
- In 2000 welfare represented 8 percent of transfer payments, and 1.4 percent of total personal income. This is down from 1980 and down slightly from 1970.



## Components of Transfer Payments

- In 2000, 65% of Transfer Payments were from age-related sources (retirement, disability, insurance payments, and Medicare) while 8% was from welfare.

2000



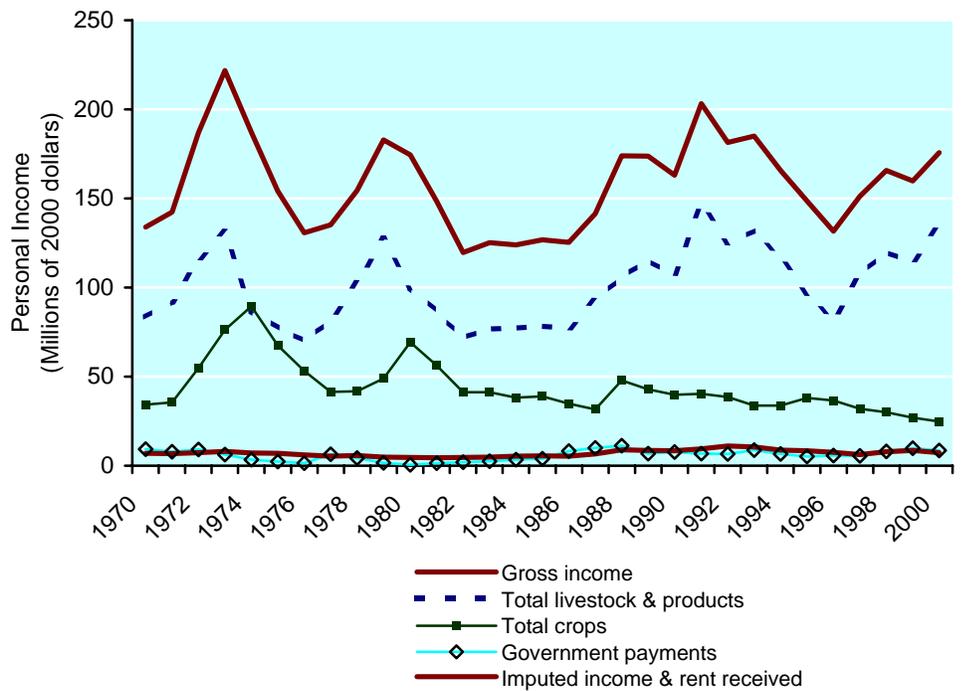
**Gross Income, Expenses, and Net Income from Farming and Ranching**

All figures in thousands of 2000 dollars	1970	% of Gross Income	1985	% of Gross Income	2000	% of Gross Income
<b>Gross Income (Cash + Other)</b>	133,908		126,837		175,773	
<b>Cash Receipts from Marketings</b>	117,704	88%	117,322	92%	159,883	91%
<b>Livestock &amp; Products</b>	83,375	62%	78,407	62%	135,039	77%
<b>Crops</b>	34,329	26%	38,915	31%	24,844	14%
<b>Other Income</b>	16,204	12%	9,516	8%	15,890	9%
<b>Government Payments</b>	9,231	7%	3,929	3%	8,582	5%
<b>Imputed Rent &amp; Rent Received</b>	6,972	5%	5,587	4%	7,308	4%
<b>Production Expenses</b>	110,279		126,104		143,124	
<b>Realized Net Income (Income - Expenses)</b>	23,629		733		32,649	
<b>Value of Inventory Change</b>	11,397	9%	(4,673)	-4%	(3,688)	-2%
<b>Total Net Income (Inc. corporate farms)</b>	35,026		(3,940)		28,961	

**Farm Income by Category**

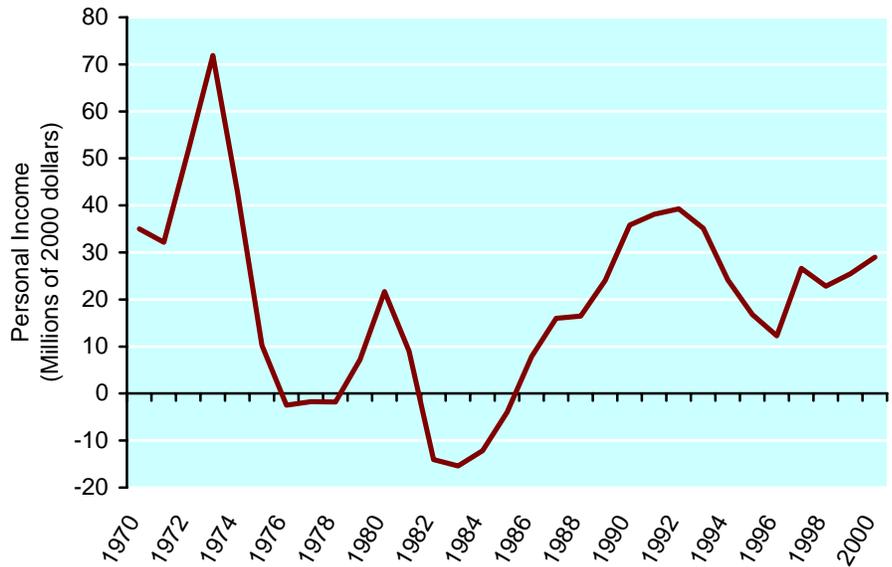
(Includes Ranching)

- In 1970, 62% of gross farm income was from livestock, while 26% was from crops. By 2000, 77% percent of gross income was from livestock, and 14% percent from crops.
- Income from government payments has dropped from 7% of gross in 1970 to 5% in 2000.



### Net Farm Income

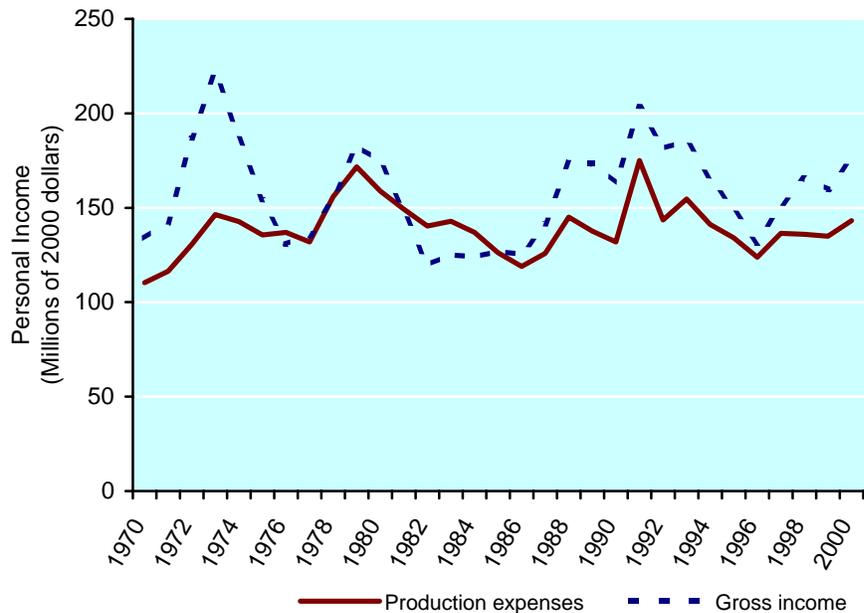
- Total net income from farming and ranching in Goshen County, WY, in real terms, dropped from \$35.0 million in 1970 to -\$3.9 million in 1985, and then rose to \$29.0 million in 2000.



Net farm income can be counted as positive by the Department of Commerce, even with slim margins, because the value of inventories may rise.

### Gross Income vs. Production Expenses

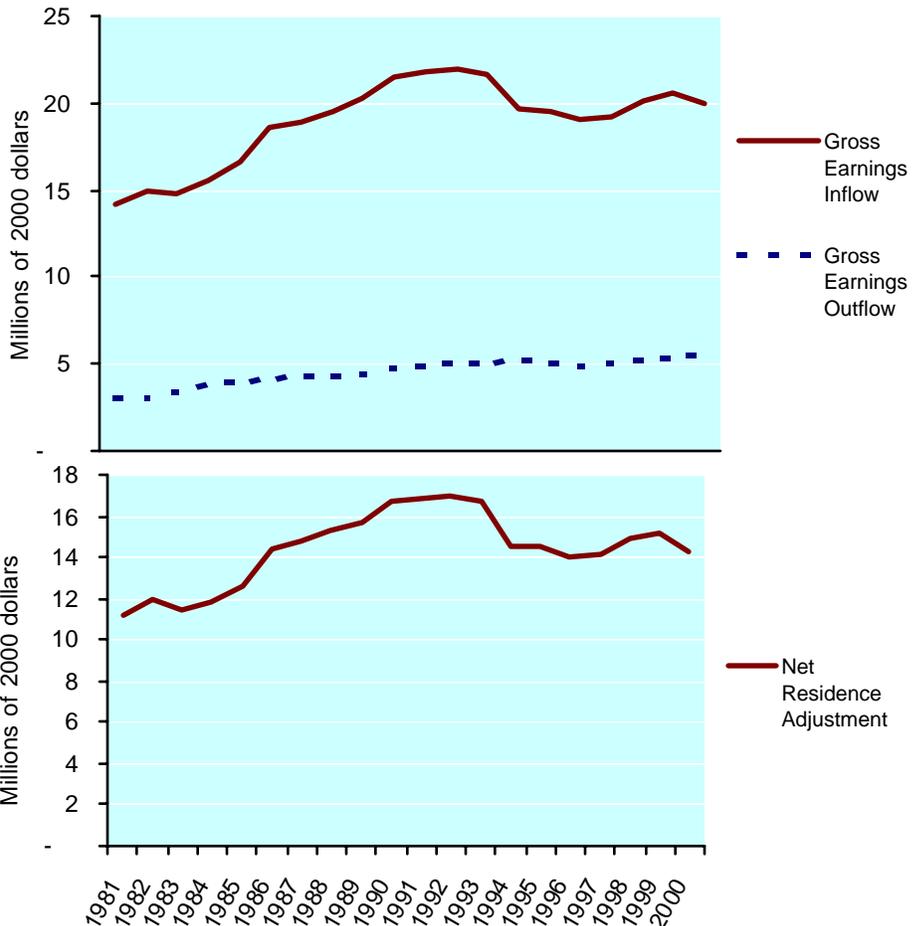
- In 1970 Gross Farm Income exceeded Production Expenses by \$24 million.
- By 2000 Gross Farm Income minus Production Expenses (realized net income) equaled \$32.6 million.



The Bureau of Economic Analysis (BEA) reports personal income in terms of location of residence. BEA calculates how much money is earned in the county by people living outside the county (Total Gross Earnings Outflow) and it calculates how much money is brought into the county by residents who work outside of the county (Total Gross Earnings Inflow). Subtracting one from the other gives the Net Residence Adjustment. The Inflow and Outflow Trends indicate whether the county is closely tied to others in terms of commuting.

### Inflow & Outflows

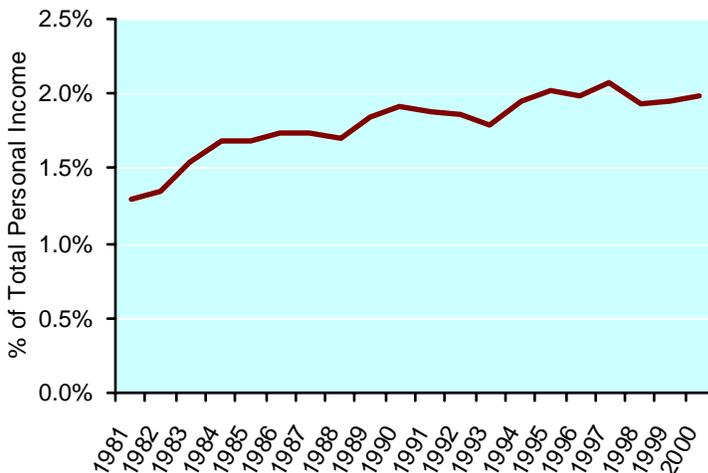
- Inflow outpaces Outflow. (See definitions above.)



- A positive Net Residential Adjustment indicates out-commuting for work to adjacent counties.

### Outflows as a Percent of Total Personal Income

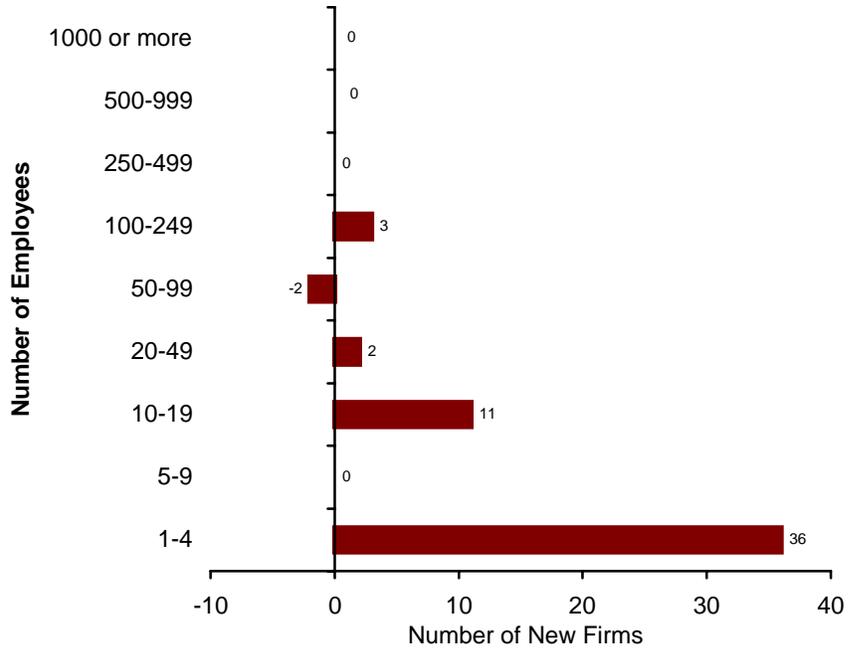
- In 2000, outflow represented 2.0% of total personal income in Goshen County, WY, up from 1.7% during the 1980's.



In its annual report *County Business Patterns*, the Bureau of the Census lists employment by the size and type of employer. These statistics are useful to help determine what size of business, large or small, are adding most of the new jobs.

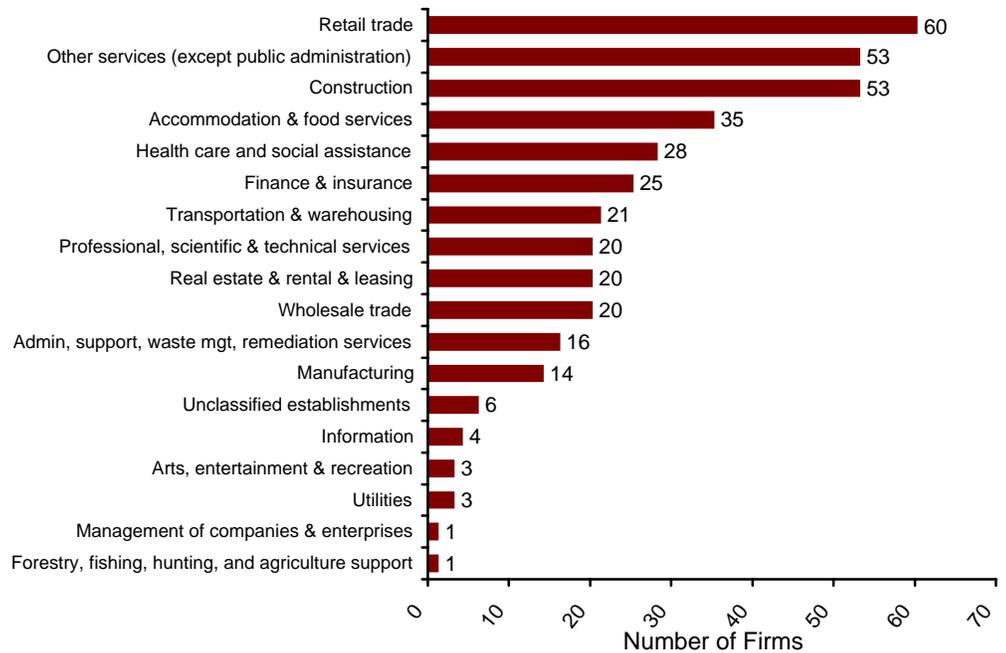
## New Firms by Employment Size 1990 to 2000

- The majority of new businesses established in Goshen County, WY from 1990 to 2000 have been small, with fewer than 20 employees.
- The largest growth has been in firms of 1-4 employees, with 36 new businesses.



## Number of Firms by Major Category in 2000

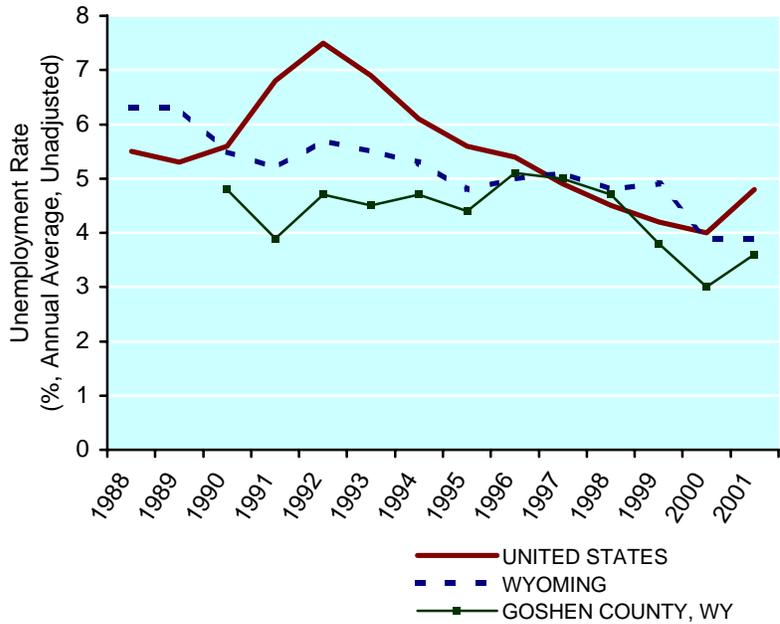
- The majority of firms are in Retail trade (60 firms) followed by Other services (except public administration) (53 firms), and Construction (53 firms).



**Note:** Data for this page was obtained from *County Business Patterns* (CBP), which counts only wage and salary employment. Therefore the self-employed ("proprietors" in previous sections of this profile) are not counted, and therefore total employment is underestimated. Also, data on this page was reported by CBP using the NAICS system. Previous pages used data from REIS, which uses the SIC system. See Methods Section for a discussion on the transition from SIC to NAICS.

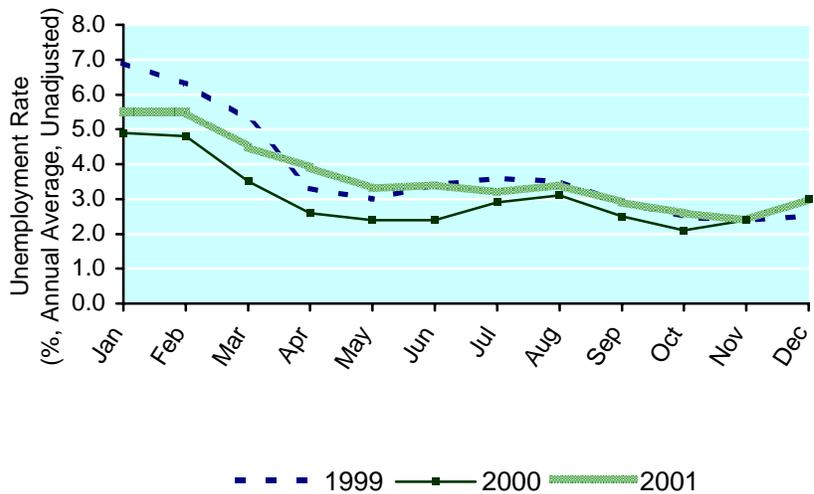
## Annual Average Unemployment Rate Comparing County to State

- In 2001, the unemployment rate in Goshen County, WY was 3.6%, compared to 3.9% for the state and 4.8% for the nation.



## Unemployment Rate Seasonality

- This graph illustrates the seasonal variation in the unemployment rate over the last three years. In 2001, the unemployment rate varied from from a low of 2.4% to a high of 5.3%



## APPENDICES

### Data Sources

Data for this profile were obtained from four sources:

- Regional Economic Information System (REIS CD-ROM) of the Bureau of Economic Analysis, US Department of Commerce.
- Bureau of Labor Statistics, US Department of Labor.
- *County Business Patterns*, Bureau of the Census, US Department of Commerce.
- Bureau of Census, US Department of Commerce.

The data in this profile is organized to show long-term trends at the county level. We used this method and geographic scale for several reasons: (1) trend analysis provides a more comprehensive view of change than spot data for select years, (2) the most reliable information on long-term employment and income trends is available at the county level, and (3) communities within counties rarely function as economic units themselves. Finally, even though in many areas the most accurate geographic scale to understand economic changes may be at the multi-county or regional level, county-level data is useful in the context of existing political jurisdictions, such as county commissions and planning departments. The list below contains the World Wide Web sites and telephone numbers for the databases used in this report:

Bureau of Economic Analysis:  
<http://www.bea.doc.gov>; Tel. 202-606-9600

Bureau of Labor Statistics:  
<http://stats.bls.gov:80/blshome>; Tel. 202-606-5886

Bureau of Census:  
<http://www.census.gov>; Tel. 303-969-7750

Oregon State University, Government Information Sharing Project:  
<http://govinfo.library.orst.edu>; Tel. 541-737-4514.

University of Virginia, Geospatial and Statistical Data Center:  
<http://fisher.lib.virginia.edu>; Tel. 804-982-2630

### **Use of Federal Rather than State Data Bases**

Data from state agencies was not used for this profile. Many of the state and local sources of data do not include information on the self-employed or on the importance of non-labor income, such as retirement income and money earned from past investments. In many counties this can result in the underestimation of employment and total personal income by at least one third. The REIS disk of the Bureau of Economic Analysis contains the most robust data set and for this reason it was used as the primary source.

The only disadvantage of the REIS dataset is it's not as recent; 1999 being the latest for REIS, while state data sources provide data for as recent as 2000 and in some instances 2001. By providing long-term trends data, from 1970 to 1999, having the most recent data is less important than being able to discern where the county's economy was, and the direction in which it is headed in recent years.

### **The Standard Industrial Classification (SIC) System**

Employment and income information is organized by the US Department of Commerce according to the Standard Industrial Classification (SIC) code. Industries are classified in broad categories (e.g., Farm), sub-categories (e.g., Agricultural production - crops), and progressively finer levels of detail (e.g., Ag. Production – cash grains). For a detailed description of SIC codes consult *The Standard Industrial Classification Manual* (National Technical Information Service, order no. PB-100012, Tel. 703-487-4600).

### **Services**

Since much of the growth in labor earnings in the US economy over the last two decades has been in “services,” it should be noted that the term is defined in various ways by different researchers. Some economists define services broadly as “all output that does not come from the four goods-producing sectors: agriculture, mining, manufacturing, and construction.”<sup>1</sup> The US Department of Commerce defines services more narrowly as major groups 70-89 of the SIC code.<sup>2</sup> However, even their restricted classification includes a wide variety of sectors, ranging from hotels and lodging, and social services to business services, and engineering and management services.

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<sup>1</sup> E. Ginzberg and G.J. Vojta. 1981. “The Service Sector in the US Economy.” *Scientific American*. 244 (3): 48-55.

<sup>2</sup> SIC codes 70-89 are: Hotels, Lodging and Other Places, Personal Services, Business Services, Auto Repair, Miscellaneous Repair Services, Motion Pictures, Amusement and Recreation Services, Health Services, Legal Services, Educational Services, Social Services, Museum Services, Museums, Botanical, and Zoological Services, Engineering and Management Services, Private Households, and Services Not Elsewhere Classified.

In this profile, we define services broadly as “Services and professional” industries, and then also into categories -- such as producer, consumer, social and government services -- to gain a clearer picture of where service growth is taking place. We use the term Services and Professional to underscore an important point: service occupations are not just “hamburger flippers and maids,” but rather consist of a combination of high-paying and low-paying professions, mixing physicians with barbers, and chambers maids with architects and financial consultants.

According to economist Lester Thurow, “Services is simply too heterogeneous to be an interesting category. The real issue is not the growth of services but whether the economy is making a successful transition from low-wage, low-skill industries ... to high-wage, high-skill industries.”<sup>1</sup> One way to gauge this is to follow the long-term trends in average earnings per job.

#### **A Transition from SIC system to NAICS:**

##### **An Important Precaution on the Interpretation of Economic Trend Data.**

Most of the historic data, from 1970 to 1999, used in this profile is based on industry data that is organized by the U.S. Department of Commerce using the Standard Industrial Classification (SIC) system. In the next few years, depending on the agency, data will be organized according to a new system, called the North American Industry Classification System (NAICS, pronounced “nakes”). In this profile, only the section called Business Establishments, which uses data from *County Business Patterns*, is organized according to the NAICS system.

The NAICS system is an improvement to the SIC system in several ways: first, businesses that use similar processes to produce goods or services are classified together. Previously, under the SIC system, some businesses were classified on the basis of their production processes while others were classified under different principles, such as class of consumer. Second, NAICS is a flexible system that will be updated every five years in order to keep pace with changes in the economy. Third, the NAICS system recognizes the uniqueness and rising importance of the “information economy,” and provides several new categories that are new, such as cable program distributors, and database and directory publishers. Finally, and perhaps the most useful, the NAICS system provides seven sectors to better reflect services-producing businesses that were previously combined into one generic SIC division (the Services division). This new system allows the data user to differentiate more clearly between what was previously often lumped under the general heading of “services,” into categories such as arts and entertainment; education; professional, scientific and technical services; health care and social assistance, among others.

Arguably the most important change of NAICS is the recognition of hundreds of new businesses in the economy. NAICS divides the economy into 20 broad sectors rather than the SIC’s 10 divisions as seen in the table below. Creating these additional sector-level groupings allows NAICS to better reflect key business activities as well as chronicle their changes.

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<sup>1</sup> Lester Thurow, *The Future of Capitalism* (New York: William and Morrow and Company), p. 71.

SIC Divisions vs. NAICS Sectors	
<i>SIC Divisions</i>	<i>NAICS Sectors</i>
• Agriculture, Forestry, and Fishing	• Agriculture, Forestry, Fishing and Hunting
• Mining	• Mining
• Construction	• Construction
• Manufacturing	• Manufacturing
• Transportation, Communications, and Public Utilities	• Utilities • Transportation and Warehousing
• Wholesale Trade	• Wholesale Trade
• Retail Trade	• Retail Trade • Accommodation and Food Services
• Finance, Insurance, and Real Estate	• Finance and Insurance • Real Estate and Rental and Leasing
• Services	• Information • Professional, Scientific, and Technical Services • Administrative and Support and Waste Management and Remediation Services • Educational Services • Health Care and Social Assistance • Arts, Entertainment, and Recreation • Other Services (except Public Administration)
• Public Administration	• Public Administration
• None (previously, categories within each division)	• Management of Companies and Enterprises

**Non-Labor Income**

Non-labor income is a mix of Dividends, Interest, and Rent (money earned from past investments), and Transfer Payments (government payments to individuals). Private pension funds (e.g. 401(K) plans) are not counted as part of transfer payments.

Some data sources, such as “Section 202” data available from state unemployment insurance records and reported by the Bureau of Labor Statistics, do not report non-labor income. The Bureau of Economic Analysis (BEA), on the other hand, tracks non-labor income. In order to understand the actual growth (labor and non-labor) of personal income, the REIS/BEA data set must be used, and this is what was used for this profile.

**Disclosures**

Some data, such as employment and income figures in counties with small economies, are not available because of confidentiality restrictions. In order to protect information about individual businesses, data are sometimes suppressed or, in the case of the publication *County Business Patterns*, a range of values are given instead of a specific value. Generally, the smaller the geographic level of analysis or the smaller the economy under examination the higher the chances that industry-specific information will be suppressed.

In some of the profiles a few disclosure restrictions were encountered. Sometimes *County Business Patterns* data was used to estimate data where disclosures exist in the REIS/BEA database. In other instances the missing data was left blank, particularly if doing so has little effect on the ability to discern long-term trends. In other cases, where data was missing for one or two years, a rolling average was used to estimate the data gaps. In each case where disclosures were estimated, annotations were made in the Excel files.

### **Adjustments from Current to Real Dollars**

Because a dollar in the past was worth more than a dollar today, data reported in current dollar terms should be adjusted for inflation. The US Department of Commerce reports personal income figures in terms of current dollars. All income data in this profile were adjusted to real (or constant) 2000 dollars using the Consumer Price Index.

### **Unemployment Rate**

Unemployment is generally available as seasonally unadjusted or adjusted, and there is an advantage to using adjusted data. From the Bureau of Labor Statistics web site (<http://stats.bls.gov/lauseas.htm>), an explanation of why adjusted figures should be used, whenever possible: “Over the year, the size of the Nation's labor force, the levels of employment and unemployment, and other measures of labor market activity undergo sharp fluctuations due to seasonal events including changes in weather, harvests, major holidays, and the opening and closing of schools. Because these seasonal events follow a more or less regular pattern each year, their influence on statistical trends can be eliminated by adjusting the statistics from month to month. These adjustments make it easier to observe the cyclical, long term trend, and other non-seasonal movements in the series.”

Unadjusted numbers were used in this profile in order to obtain an annual average and because county-level data are not available in adjusted format from the Bureau of Labor Statistics web site. This may introduce some error in counties where the size of the workforce fluctuates seasonally, such as tourist destination areas.

### **Farm Income Footnote:**

Note that farm income figures on pages 17 and 9 are not the same. In brief, the figures on page 17 (see table) reflect income from farming *enterprises* (farm proprietors and corporate income), while the farm figure on page 9 (see table) indicates personal income earned by *individuals* (both proprietors, and wage and salary employees) who work in farming.

Note also that the term “farm” includes farming and ranching, but not agricultural services such as supplying soil preparation services and veterinary and other animal services – see table on page 9.

#### **Farm income on page 17 is calculated as follows:**

Total cash receipts and other income  
 less: Total production expenses  
 Realized net income  
 plus: Value of inventory change  
 Total net income including corporate farms

#### **Farm income on page 9 is calculated as follows:**

Total net income including corporate farms  
 less: Net income of corporate farms  
 plus: Statistical adjustment  
 Total net farm proprietors' income  
 plus: Farm wages and perquisites  
 plus: Farm other labor income  
 Total farm labor and proprietors' income

**Income:**

Total Personal Income = private earnings, income from government and government enterprises, dividends, interest, and rent, and transfer payments plus adjustments for residence minus personal contributions for social insurance.

Wage and salary = monetary remuneration of employees, including employee contributions to certain deferred compensation programs, such as 401K plans.

Other labor income = payments by employers to privately administered benefit plans for their employees, the fees paid to corporate directors, and miscellaneous fees. The payments to private benefit plans account for more than 98 percent of other labor income

Proprietors' income = income from sole proprietorships, partnerships, and tax-exempt cooperatives. A sole proprietorship is an unincorporated business owned by a person. A partnership is an unincorporated business association of two or more partners. A tax-exempt cooperative is a nonprofit business organization that is collectively owned by its members.

**Transfer Payments:**

Transfer payments = payments to persons for which they do not render current services. As a component of personal income, they are payments by government and business to individuals and nonprofit institutions.

Retirement & disab. insurance benefit payments = Old-Age, Survivors, and Disability Insurance payments (Social Security), Railroad Retirement and Disability payments, Federal Civilian Employee & Disability Payments, Military Retirement, and State and Local Government Employee retirement payments.

Medical payments = Medicare, public assistance medical care and CHAMPUS payments.

Income maintenance (welfare) = Supplemental Security Income (SSI), Aid to Families with Dependent Children (AFDC), Food Stamps, and Other Income Maintenance Payments, such as emergency assistance, foster care payments and energy assistance payments.

Unemployment insurance benefit payments = unemployment compensation for state and federal civilian employees, unemployment compensation for railroad workers, and unemployment compensation for veterans.

Veterans benefits = primarily compensation to veterans for their disabilities and payments to their survivors.

Federal education and training assistance = Job Corps payments, interest payments on Guaranteed Student Loans, federal fellowship payments, and student assistance for higher education.

Other government payments = compensation of survivors of public safety officers and compensation of victims of crime. In Alaska this item includes Alaska Permanent Fund payments.

Payments to nonprofit institutions = payments for development and research contracts. For example, it includes payments for foster home care supervised by private agencies.

Business payments to individuals = personal-injury liability payments, cash prizes, and pension benefits financed by the Pension Benefit Guarantee Corporation.