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A Profile of Nebraska Exporters

William Scheideler

Companies in Nebraska that export goods or services internationally employ more than 100 workers, operate as corporations, and conduct business at several locations. Manufacturing and wholesale trade companies that have been operating for at least five years and market nationally (over 40 states) are the most likely exporters, but most report less than one-quarter of their revenues from exports.

This article profiles the small but vital group of Nebraska's international exporters. This profile is based on a survey of Nebraska's nonagricultural businesses conducted by the Nebraska Department of Labor in July 1999. Companies responding to the survey were asked if they exported goods or services internationally. Since no time period was specified in the question, some respondents may have referred to export shipments from more than a year prior to the survey. The yes/no responses are the basis of this profile.

Survey Findings

- About 4.1 percent (1,800) of Nebraska's 43,000 businesses exported—comparable to national¹ export activity.
- Companies that had more than 100 employees were six times more likely to have exported than those with less than 20 employees—19.4 percent and 2.9 percent, respectively (Figure 1). According to the U.S. Census Bureau, the largest employers nationwide reported over three-quarters of all exports⁴.

Figure 1
Nebraska Export Involvement by
Employment Size, 1999



¹The Foreign Trade Division of the U.S. Bureau of the Census issued *A Profile of U.S. Exporting Companies, 1996-1997*. Data on smaller exporters may be understated.

Multiple-establishment Nebraska companies were somewhat more likely to export than single-establishment companies—6.8 versus 4 percent.

Nebraska's businesses operating as corporations exported at over four times the rate of sole proprietors—5.3 percent compared to 1.2 percent. Only 2 percent of partnerships reported exports.

Companies in business more than five years were twice as likely to export as more recently established businesses (Figure 2). Only 2.2 percent of those in business less than five years exported, compared to 4.1 percent of those established 5-15 years ago, and 4.7 percent that were over 15 years old.

National marketers were more likely to have exported than those with a more limited market scope. The survey asked respondents to indicate with which other states or territories they do business. Few Nebraska businesses reported marketing their goods or services nationally⁵. About 12 percent reported having done business in eight to 39

states, and only about 6 percent did business in over 40 states. These were the businesses most likely to have exported goods or services internationally. Among those that did business in eight to 39 states, about 14 percent were exporters (Figure 3). Nebraska businesses that did nationwide business were twice as likely to have exported—28 percent. Less than 2 percent of those doing business in fewer than eight states reported exports.

Among all major industries, manufacturing and wholesale trade companies were the most likely exporters (Figure 4). Nearly 28 percent of Nebraska's manufacturing companies reported exports. While manufacturing reported the highest export rate², four of the 18 manufacturing categories reported export rates over 50 percent—chemicals, rubber, electronics/other electrical, and instruments. Wholesale trade companies were only half as likely to export as manufacturers—about 14 percent. Four wholesale trade categories had export rates above 25 percent—furniture/home furnishings, metals/minerals (except petroleum), drugs/proprietarys/sundries, and chemicals.

Figure 2
Nebraska Export Involvement by Establishment Age, 1999

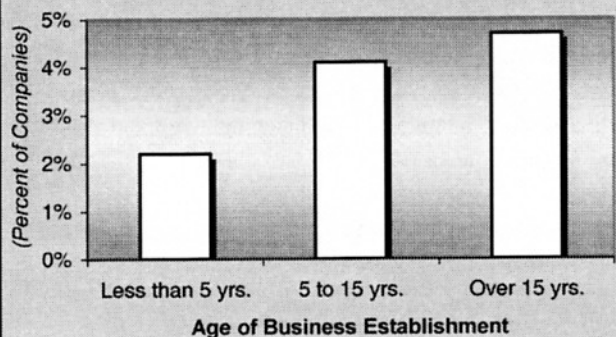
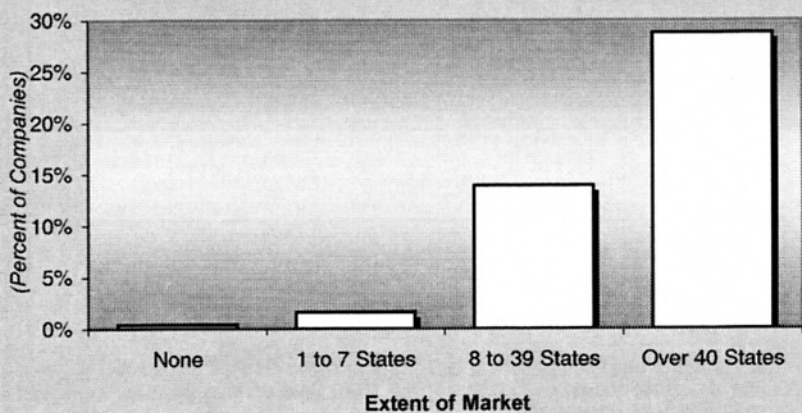
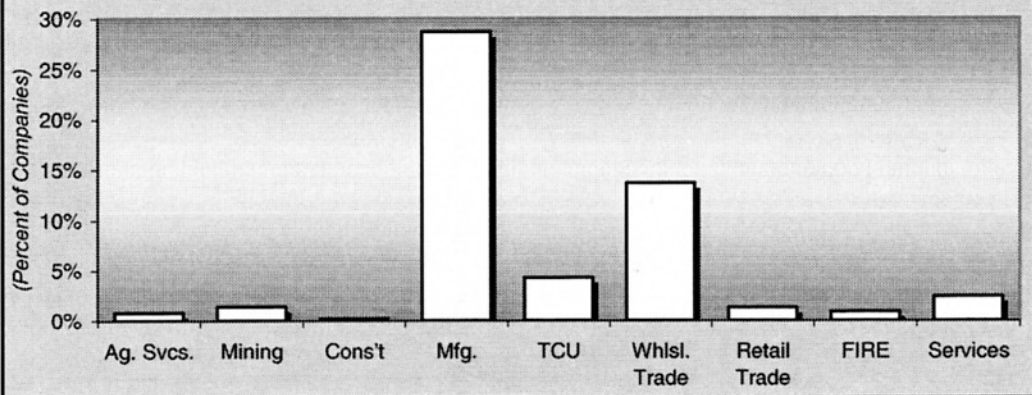


Figure 3
Nebraska Export Involvement by Scope of Domestic Market, 1999



²Export rate is defined as the percent of businesses that reported international export of goods or services.

Figure 4
Nebraska Export Involvement by
Major Industry, 1999



□ Ninety-one percent of the state's 1,800 exporters indicated that export revenue represented less than 25 percent of total revenues. About 4 percent responded that export revenues represented between 25 and 49 percent of total revenues. Nearly 5 percent generated over half their revenues from exports.

□ Sixty-three percent reported exports of finished products (Table 1). One-quarter reported the export of services, primarily in the areas of construction; transportation, communications, and utilities (TCU); finance, insurance, and real estate (FIRE); and services. About 19 percent exported parts, which reflected manufacturing, TCU, and wholesale trade exports.

Table 1
Types of Nebraska Exports by Industry, 1999

	<i>Finished Product¹</i>	<i>Raw Materials</i>	<i>Parts</i>	<i>Services</i>
Agricultural Services	57%	29%	0%	29%
Mining	0%	100%	0%	0%
Construction	17%	100%	100%	100%
Manufacturing	86%	4%	23%	3%
TCU	25%	15%	22%	78%
Wholesale Trade	61%	18%	24%	9%
Retail Trade	77%	12%	12%	0%
FIRE	0%	0%	0%	100%
Services	45%	0%	6%	68%
Total	63%	10%	19%	25%

¹Percent of businesses that reported export of the type of product. Percentages do not add to 100.

□ The 5.2 percent export rate of businesses in the Lincoln MSA was the highest of the state's seven regions (Table 2). The Omaha MSA came in second—4.5 percent. The Central region, which includes Grand Island, had an export rate of 4.3 percent. Businesses in the Southeast region reported a 3.8 percent export rate, and in the Northeast, Mid Plains, and Panhandle regions export rates were between 2 and 3 percent.

**Table 2
Nebraska Business Export Rate
by Region, 1999**

	<i>% of Companies</i>
Central	4.3%
Lincoln	5.2%
Mid Plains	2.3%
Northeast	2.7%
Omaha	4.5%
Panhandle	2.2%
Southeast	3.8%
Total	4.1%

□ Metro businesses were only slightly more like to export than nonmetro businesses—4.7 percent and 3.2 percent, respectively. Metro manufacturers exported at 29.5 percent compared to 27.5 percent for their nonmetro counterparts.

**Table 3
Percent of Nebraska Exporters by
Country of Destination, 1999**

	<i>% of Exporters</i>
Canada	73%
Mexico	41%
United Kingdom	38%
Australia	30%
Japan	28%
Germany	27%
South Korea	19%
Singapore	17%
Netherlands	17%
Taiwan	15%
France	3%
Brazil	3%

□ Exporters responded that Canada and Mexico are the most common export destinations (Table 3). Seventy-three percent reported exports to Canada and 41 percent exported to Mexico. Eight European and Asian countries also were popular markets. Table 4 shows the value of shipments to the top 13 foreign markets in 1998. Although the rank order of countries in Table 3 differs from Table 4, nine of the 13 appear on both lists. Notably, Japan was only the fifth most popular export destination in 1999, but ranked first on the basis of trade value in 1998.

**Table 4
Nebraska's Export Values by Country
of Destination, 1998**

	<i>Exports (\$ millions)</i>
Japan	808.3
Canada	523.9
Mexico	142.9
South Korea	111.4
Belgium	87.0
Netherlands	73.9
Venezuela	68.9
Australia	59.2
United Kingdom	58.7
Philippines	48.0
Germany	44.3
Italy	36.2
Taiwan	34.3

Source: U.S. International Trade Administration, Exporter Location Series

Conclusion

Since exports to Asia accounted for a majority of Nebraska's exports and the survey was conducted just two years after Asia's economic crisis, the export activity of Nebraska companies was impressive. Now that Asia's economy is recovering, it is likely that more Nebraska companies will pursue opportunities in the international market. Companies that market their goods or services globally will be able to take advantage of fewer trade restrictions.

Methods

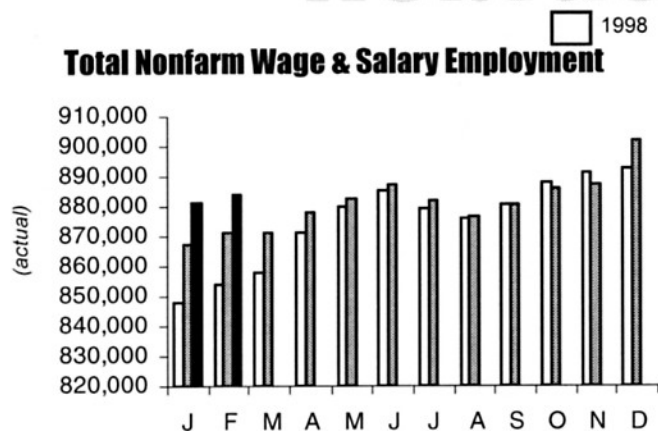
The Nebraska Department of Labor surveyed 9,127 Nebraska businesses that were subject to the Nebraska Employment Security Law in second quarter 1999. The following employers are excluded from the unemployment insurance system: 1) those covered by the Railroad Unemployment Insurance Act; 2) individuals hiring private household workers; 3) independent contractors, including commission-only insurance and real estate agents; 5) employees of churches, except separately incorporated schools; and 6) farm/ranch operations paying less than \$20,000 in wages for any calendar quarter or employing fewer than 10 persons on any given day in 20 different calendar weeks over a

calendar year. All government operations, except for schools and hospitals, were excluded from the survey.

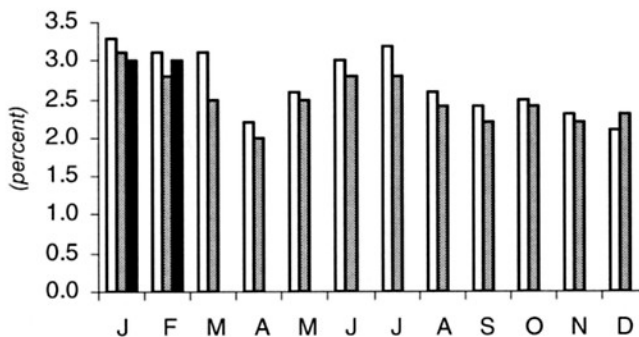
The stratified sample was drawn from two employment-size groups—companies with fewer than 100 employees and those with more than 100 employees—in each of the nine major industry groups. Overall, 58 percent responded to the survey. An analysis of the response patterns that compared respondents to nonrespondents by location, industry, and employment size indicated no notable response biases. Survey responses were weighted to reflect their pro-rata share of the state's private sector.

Nebraska Stats

Total Nonfarm Wage & Salary Employment

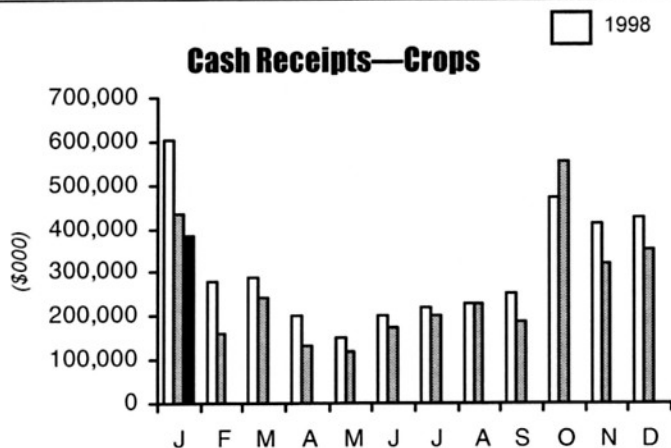


Unemployment Rate

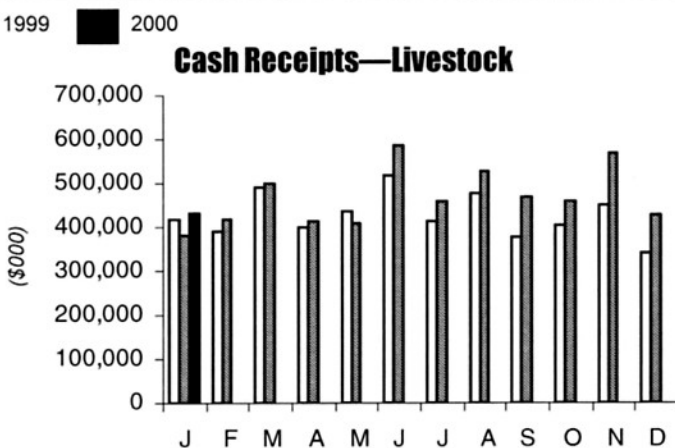


Note: All 1999 and 2000 monthly employment data are considered estimates until benchmarked. Data shown for 1999 and 2000 are the most current revised estimates available. Final benchmarked monthly data for 1999 are expected to be released by the Nebraska Department of Labor in mid-2000.

Cash Receipts—Crops



Cash Receipts—Livestock



Net Taxable Retail Sales* for Nebraska Cities (\$000)

	January 2000 (\$000)	YTD (\$000)	YTD % Change vs Yr. Ago		January 2000 (\$000)	YTD (\$000)	YTD % Change vs Yr. Ago
Ainsworth, Brown	1,274	1,274	-22.7	Kenesaw, Adams	296	296	-29.5
Albion, Boone	1,348	1,348	-12.3	Kimball, Kimball	1,406	1,406	-2.3
Alliance, Box Butte	5,026	5,026	-4.1	La Vista, Sarpy	8,623	8,623	8.4
Alma, Harlan	379	379	-32.8	Laurel, Cedar	265	265	-10.5
Arapahoe, Furnas	707	707	13.1	Lexington, Dawson	6,605	6,605	0.1
Arlington, Washington	229	229	41.4	Lincoln, Lancaster	195,686	195,686	5.6
Arnold, Custer	478	478	132.0	Louisville, Cass	324	324	-16.7
Ashland, Saunders	890	890	3.1	Loup City, Sherman	379	379	-40.5
Atkinson, Holt	809	809	3.6	Lyons, Burt	332	332	-21.7
Auburn, Nemaha	2,165	2,165	8.1	Madison, Madison	854	854	3.4
Aurora, Hamilton	2,007	2,007	-17.9	McCook, Red Willow	10,115	10,115	-2.3
Axtell, Kearney	40	40	-18.4	Milford, Seward	1,226	1,226	3.3
Bassett, Rock	331	331	4.7	Minatare, Scotts Bluff	138	138	15.0
Battle Creek, Madison	627	627	-9.4	Minden, Kearney	1,444	1,444	-7.7
Bayard, Morrill	436	436	1.4	Mitchell, Scotts Bluff	644	644	-11.8
Beatrice, Gage	9,927	9,927	2.7	Morrill, Scotts Bluff	419	419	13.6
Beaver City, Furnas	121	121	5.2	Nebraska City, Otoe	4,953	4,953	-1.7
Bellevue, Sarpy	17,199	17,199	2.3	Neigh, Antelope	1,079	1,079	-6.7
Benkelman, Dundy	505	505	8.6	Newman Grove, Madison	254	254	-8.3
Bennington, Douglas	369	369	19.8	Norfolk, Madison	27,563	27,563	5.3
Blair, Washington	6,282	6,282	4.4	North Bend, Dodge	387	387	-5.4
Bloomfield, Knox	414	414	-19.3	North Platte, Lincoln	20,046	20,046	-0.4
Blue Hill, Webster	388	388	-10.6	Oakland, Burt	528	528	-23.4
Bridgeport, Morrill	928	928	-1.2	Ogallala, Keith	4,833	4,833	4.0
Broken Bow, Custer	3,363	3,363	0.7	Omaha, Douglas	483,013	483,013	9.4
Burwell, Garfield	634	634	2.3	ONEill, Holt	4,046	4,046	6.9
Cairo, Hall	176	176	20.5	Ord, Valley	1,694	1,694	1.4
Central City, Merrick	1,565	1,565	9.0	Osceola, Polk	446	446	-26.0
Ceresco, Saunders	1,333	1,333	7.8	Oshkosh, Garden	374	374	-16.3
Chadron, Dawes	4,419	4,419	4.2	Osmond, Pierce	339	339	30.9
Chappell, Deuel	456	456	14.3	Oxford, Furnas	443	443	-6.5
Clarkson, Colfax	295	295	-0.3	Papillion, Sarpy	6,567	6,567	2.9
Clay Center, Clay	423	423	2.2	Pawnee City, Pawnee	301	301	-0.3
Columbus, Platte	18,608	18,608	3.1	Pender, Thurston	599	599	10.1
Cozad, Dawson	2,796	2,796	-0.6	Pierce, Pierce	585	585	2.8
Crawford, Dawes	363	363	-6.4	Plainview, Pierce	643	643	8.4
Creighton, Knox	968	968	-17.4	Plattsmouth, Cass	2,879	2,879	-2.4
Crete, Saline	2,659	2,659	-7.6	Ponca, Dixon	188	188	-61.2
Crofton, Knox	277	277	-7.4	Ralston, Douglas	2,848	2,848	3.6
Curtis, Frontier	303	303	-10.1	Randolph, Cedar	358	358	-6.3
Dakota City, Dakota	317	317	-2.8	Ravenna, Buffalo	536	536	-20.9
David City, Butler	1,432	1,432	6.6	Red Cloud, Webster	592	592	-4.4
Deshler, Thayer	267	267	-7.3	Rushville, Sheridan	369	369	-27.1
Dodge, Dodge	190	190	5.6	Sargent, Custer	168	168	1.8
Doniphan, Hall	1,651	1,651	85.7	Schuyler, Colfax	1,676	1,676	3.6
Eagle, Cass	174	174	-17.1	Scottsbluff, Scotts Bluff	19,327	19,327	4.7
Elgin, Antelope	414	414	14.7	Scribner, Dodge	317	317	-9.7
Elkhorn, Douglas	1,411	1,411	-24.8	Seward, Seward	4,443	4,443	3.9
Elm Creek, Buffalo	389	389	-4.9	Shelby, Polk	321	321	23.5
Elwood, Gosper	212	212	-46.2	Shelton, Buffalo	372	372	-63.3
Fairbury, Jefferson	2,953	2,953	-6.6	Sidney, Cheyenne	7,188	7,188	23.6
Fairmont, Fillmore	159	159	11.2	South Sioux City, Dakota	7,081	7,081	-3.1
Falls City, Richardson	2,088	2,088	-3.1	Springfield, Sarpy	497	497	50.2
Franklin, Franklin	477	477	-6.7	St. Paul, Howard	1,046	1,046	-5.2
Fremont, Dodge	21,650	21,650	13.5	Stanton, Stanton	550	550	-2.5
Friend, Saline	418	418	-6.7	Stromsburg, Polk	680	680	17.2
Fullerton, Nance	518	518	-8.5	Superior, Nuckolls	1,292	1,292	-8.8
Geneva, Fillmore	1,225	1,225	-11.9	Sutherland, Lincoln	363	363	13.4
Genoa, Nance	269	269	-5.3	Sutton, Clay	708	708	-19.4
Gering, Scotts Bluff	3,760	3,760	17.5	Syracuse, Otoe	931	931	0.6
Gibbon, Buffalo	709	709	-5.7	Tecumseh, Johnson	779	779	-1.8
Gordon, Sheridan	1,346	1,346	-5.4	Tekamah, Burt	857	857	-14.2
Gothenburg, Dawson	1,910	1,910	-7.7	Tilden, Madison	341	341	-27.4
Grand Island, Hall	46,267	46,267	5.7	Utica, Seward	272	272	-20.0
Grant, Perkins	897	897	6.2	Valentine, Cherry	3,542	3,542	1.8
Gretna, Sarpy	1,935	1,935	-13.9	Valley, Douglas	947	947	58.9
Hartington, Cedar	1,335	1,335	-15.1	Wahoo, Saunders	2,189	2,189	3.7
Hastings, Adams	18,039	18,039	-0.2	Wakefield, Dixon	323	323	8.4
Hay Springs, Sheridan	352	352	1.7	Wauneta, Chase	339	339	8.3
Hebron, Thayer	1,510	1,510	-17.4	Waverly, Lancaster	705	705	1.6
Henderson, York	452	452	-3.8	Wayne, Wayne	3,268	3,268	-16.0
Hickman, Lancaster	252	252	2.4	Weeping Water, Cass	499	499	0.2
Holdrege, Phelps	3,697	3,697	-3.7	West Point, Cuming	3,077	3,077	-10.1
Hooper, Dodge	408	408	25.9	Wilber, Saline	451	451	10.8
Humboldt, Richardson	297	297	-36.7	Wisner, Cuming	472	472	2.2
Humphrey, Platte	587	587	19.8	Wood River, Hall	312	312	-5.7
Imperial, Chase	1,477	1,477	-16.2	Wymore, Gage	435	435	7.7
Juniata, Adams	228	228	-2.1	York, York	9,118	9,118	0.7
Kearney, Buffalo	30,417	30,417	5.3				

*Does not include motor vehicle sales. Motor vehicle net taxable retail sales are reported by county only.

Source: Nebraska Department of Revenue

Net Taxable Retail Sales for Nebraska Counties (\$000)

	Motor Vehicle Sales			Other Sales			Motor Vehicle Sales			Other Sales			
	January		YTD	January		YTD	January		YTD	January		YTD	
	2000	YTD	% Chg. vs	2000	YTD	% Chg. vs	2000	YTD	% Chg. vs	2000	YTD	% Chg. vs	
	(\$000)	(\$000)	Yr. Ago	(\$000)	(\$000)	Yr. Ago	(\$000)	(\$000)	Yr. Ago	(\$000)	(\$000)	Yr. Ago	
Nebraska	189,600	189,600	11.0	1,333,248	1,333,248	7.4	Howard	817	817	27.1	1,351	1,351	-3.5
Adams	3,543	3,543	23.7	18,911	18,911	0.0	Jefferson	1,004	1,004	-2.9	3,833	3,833	-3.8
Antelope	1,200	1,200	28.5	1,773	1,773	-2.2	Johnson	578	578	27.3	1,093	1,093	-1.8
Arthur	82	82	-26.8	(D)	(D)	(D)	Kearney	919	919	10.3	1,561	1,561	-7.7
Banner	156	156	212.0	(D)	(D)	(D)	Keith	1,567	1,567	26.4	5,166	5,166	3.8
Blaine	154	154	41.3	(D)	(D)	(D)	Keya Paha	142	142	54.3	91	91	23.0
Boone	804	804	5.4	1,709	1,709	-11.2	Kimball	446	446	12.3	1,431	1,431	-1.8
Box Butte	1,691	1,691	53.4	5,276	5,276	-4.4	Knox	1,287	1,287	42.2	2,246	2,246	-11.3
Boyd	191	191	-22.7	457	457	1.3	Lancaster	22,224	22,224	7.0	197,854	197,854	5.6
Brown	608	608	24.1	1,335	1,335	-20.9	Lincoln	3,606	3,606	-1.4	20,966	20,966	0.1
Buffalo	5,080	5,080	12.5	32,701	32,701	2.1	Logan	233	233	108.0	(D)	(D)	(D)
Burt	904	904	9.2	1,940	1,940	-14.5	Loup	118	118	10.3	(D)	(D)	(D)
Butler	1,100	1,100	5.3	1,878	1,878	2.3	McPherson	178	178	182.5	(D)	(D)	(D)
Cass	2,791	2,791	-13.6	5,265	5,265	1.2	Madison	3,403	3,403	-8.6	29,706	29,706	4.1
Cedar	1,035	1,035	15.5	2,163	2,163	-12.5	Merrick	1,359	1,359	40.1	2,050	2,050	7.1
Chase	791	791	-0.4	2,032	2,032	-2.6	Morrill	973	973	60.3	1,376	1,376	-2.8
Cherry	917	917	-13.5	3,693	3,693	1.4	Nance	588	588	21.0	796	796	-7.0
Cheyenne	1,297	1,297	12.6	7,462	7,462	23.3	Nemaha	793	793	4.3	2,457	2,457	5.3
Clay	1,082	1,082	-10.7	1,989	1,989	-5.1	Nuckolls	1,001	1,001	55.4	1,829	1,829	-7.3
Colfax	1,169	1,169	-6.9	2,420	2,420	5.3	Otoe	1,742	1,742	-13.2	6,271	6,271	-0.4
Cuming	1,296	1,296	32.7	3,998	3,998	-8.0	Pawnee	417	417	72.3	461	461	-1.5
Custer	1,823	1,823	23.8	4,536	4,536	8.2	Perkins	825	825	5.2	1,064	1,064	5.3
Dakota	1,885	1,885	-1.7	7,952	7,952	-3.4	Phelps	1,610	1,610	35.9	3,936	3,936	-3.5
Dawes	941	941	42.6	4,782	4,782	3.3	Pierce	951	951	13.9	1,609	1,609	9.0
Dawson	3,371	3,371	16.9	11,685	11,685	-0.6	Platte	4,036	4,036	-2.2	19,616	19,616	3.7
Deuel	326	326	8.3	989	989	9.9	Polk	1,267	1,267	52.8	1,621	1,621	-1.4
Dixon	722	722	37.3	626	626	-28.7	Red Willow	1,579	1,579	61.8	10,402	10,402	-1.9
Dodge	3,687	3,687	9.0	23,213	23,213	12.7	Richardson	1,093	1,093	42.7	2,634	2,634	-7.0
Douglas	42,107	42,107	5.9	490,038	490,038	9.2	Rock	233	233	43.8	341	341	5.9
Dundy	395	395	0.5	515	515	8.0	Saline	1,866	1,866	20.5	3,908	3,908	-6.2
Fillmore	1,349	1,349	36.8	2,047	2,047	-6.4	Sarpy	12,392	12,392	12.5	36,578	36,578	4.6
Franklin	511	511	5.6	668	668	-2.8	Saunders	2,700	2,700	6.1	5,721	5,721	14.8
Frontier	640	640	32.8	531	531	-9.5	Scotts Bluff	4,297	4,297	36.5	24,362	24,362	6.2
Furnas	743	743	11.1	2,004	2,004	-3.1	Seward	1,828	1,828	5.2	6,166	6,166	2.5
Gage	2,743	2,743	7.9	10,998	10,998	3.1	Sheridan	1,133	1,133	64.4	2,324	2,324	-6.6
Garden	309	309	27.7	533	533	-7.0	Sherman	430	430	1.2	481	481	-35.4
Garfield	247	247	63.6	634	634	2.3	Sioux	451	451	96.1	101	101	20.2
Gosper	429	429	0.5	270	270	-40.9	Stanton	572	572	-15.3	682	682	-15.0
Grant	127	127	-39.2	196	196	35.2	Thayer	941	941	-7.9	2,324	2,324	-8.3
Greeley	392	392	-7.8	518	518	-3.0	Thomas	224	224	101.8	202	202	-16.2
Hall	5,754	5,754	16.9	48,646	48,646	7.2	Thurston	448	448	-8.0	723	723	2.7
Hamilton	1,583	1,583	24.4	2,279	2,279	-15.7	Valley	625	625	20.0	1,856	1,856	-5.6
Harlan	635	635	59.9	495	495	-25.8	Washington	2,368	2,368	2.9	6,952	6,952	4.8
Hayes	193	193	73.9	(D)	(D)	(D)	Wayne	986	986	1.1	3,455	3,455	-14.2
Hitchcock	554	554	63.4	541	541	18.6	Webster	709	709	121.6	1,062	1,062	-6.6
Holt	1,663	1,663	15.9	5,386	5,386	4.0	Wheeler	75	75	-30.6	61	61	-9.0
Hooker	95	95	-48.9	189	189	10.5	York	2,137	2,137	36.7	10,987	10,987	11.3

*Totals may not add due to rounding

(D) Denotes disclosure suppression

Source: Nebraska Department of Revenue

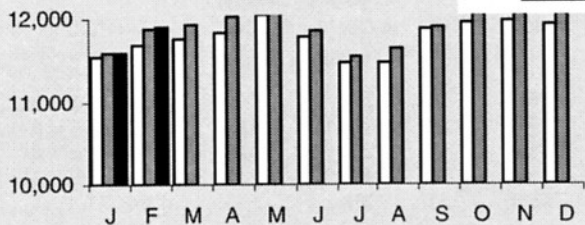
Note on Net Taxable Retail Sales

Users of this series should be aware that taxable retail sales are not generated exclusively by traditional outlets such as clothing, discount, and hardware stores. While businesses classified as retail trade firms account for, on average, slightly more than half of total taxable sales, sizable portions of taxable sales are generated by service establishments, electric and gas utilities, wholesalers, telephone and cable companies, and manufacturers.

Regional Nonfarm Wage and Salary Employment* 1998 to February** 2000

1998 1999 2000

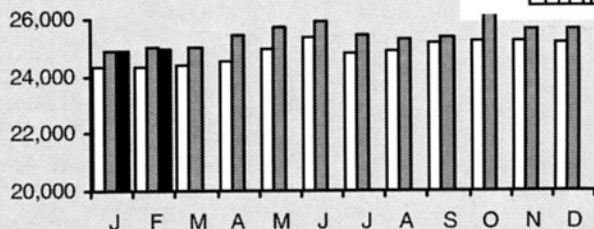
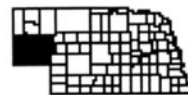
Northwest Panhandle



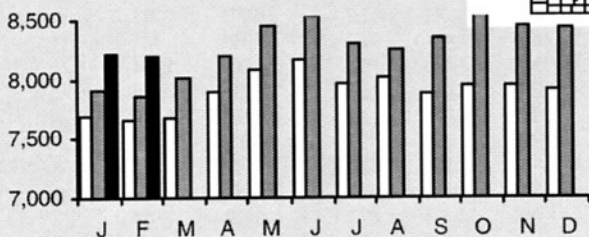
Note to Readers

The charts on pages 8 and 9 report nonfarm employment by place of work for each region.

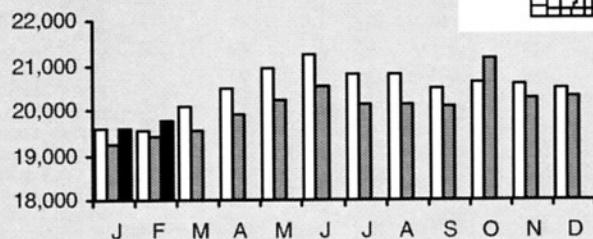
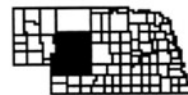
Southwest Panhandle



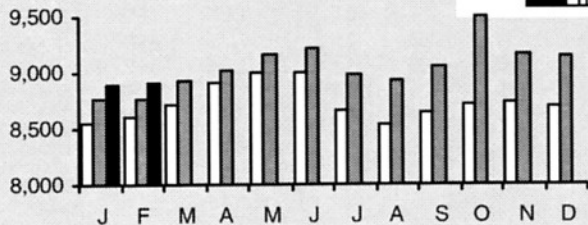
North Central



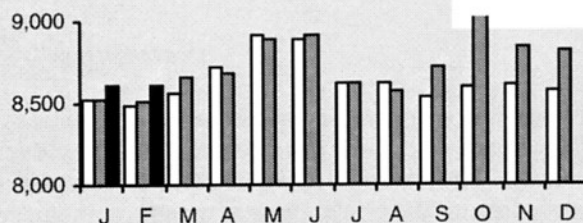
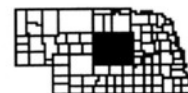
West Central



Southwest Central



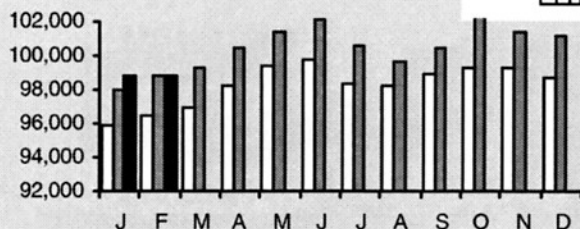
East Central



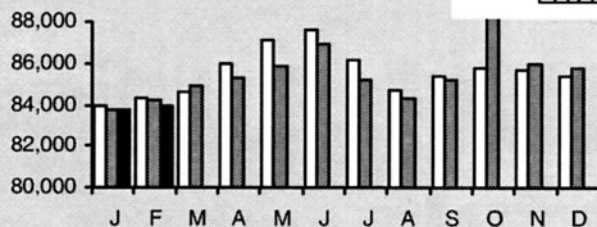
Regional Nonfarm Wage and Salary Employment* 1998 to February** 2000

1998 1999 2000

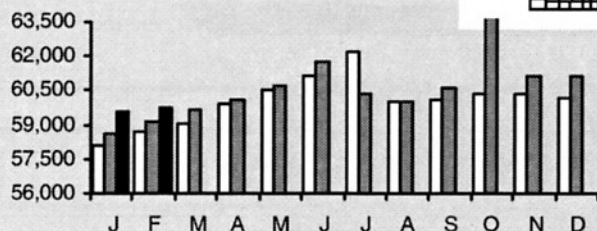
Southeast Central



Northeast

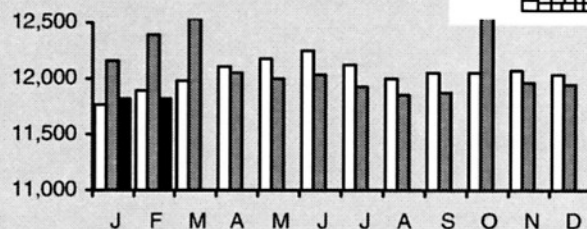


Southeast



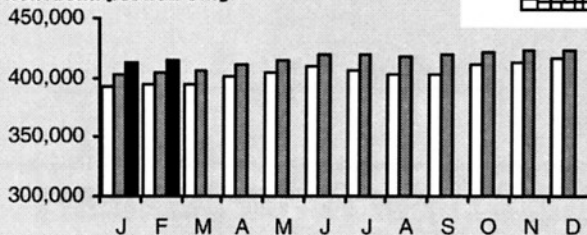
Sioux City MSA

Nebraska portion only

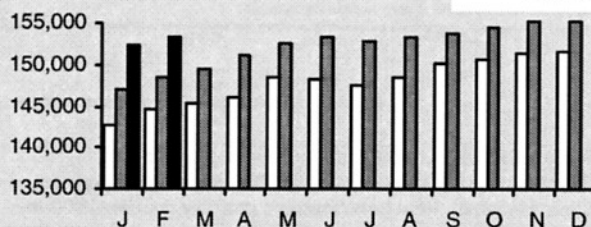


Omaha MSA

Nebraska portion only



Lincoln MSA



*By place of work

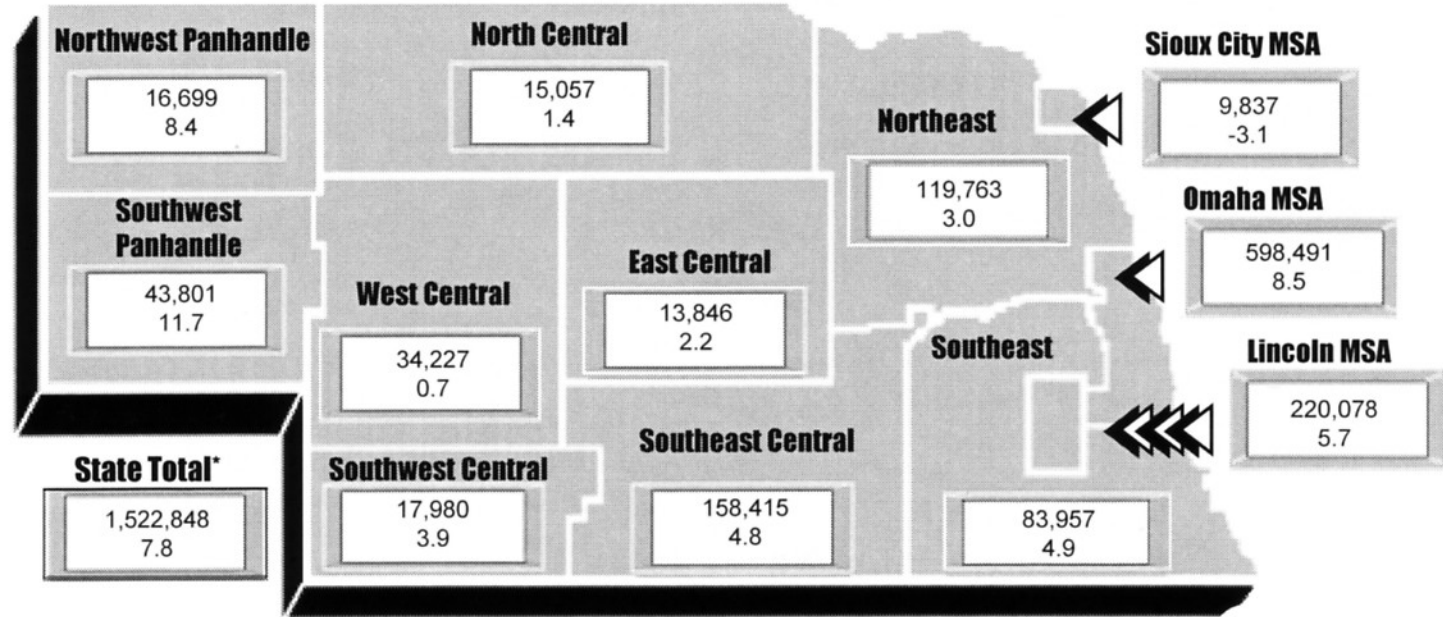
**Current month data are preliminary and subject to revision

Note: All 1999 and 2000 monthly employment data are considered estimates until benchmarked. Data shown for 1999 and 2000 are the most current revised estimates available. Final benchmarked monthly data for 1999 are expected to be released by the Nebraska Department of Labor in mid-2000.

Source: Nebraska Department of Labor, Labor Market Information - Kathy Copas and Tammy Johnson

January 2000 Regional Retail Sales (\$000)

YTD Change vs Yr. Ago



*Regional values may not add to state total due to unallocated sales
 Source: Nebraska Department of Revenue

State Nonfarm Wage & Salary Employment by Industry*

	February 2000
Nonfarm Emp (W&S)	883,830
Construction & Mining	41,353
Manufacturing	116,834
Durables	56,533
Nondurables	60,301
TCU**	57,495
Trade	210,752
Wholesale	55,409
Retail	155,343
FIRE***	61,124
Services	241,370
Government	154,902

*By place of work
 **Transportation, Communication, and Utilities
 ***Finance, Insurance, and Real Estate
 Source: Nebraska Department of Labor, Labor Market Information

Note: All 2000 monthly employment and labor force data are considered estimates until benchmarked. Data shown for 2000 are the most current revised estimates available. Final benchmarked monthly data for 2000 are expected to be released by the Nebraska Department of Labor in mid-2001.

Consumer Price Index

Consumer Price Index - U*
 (1982-84 = 100)
 (not seasonally adjusted)

	March 2000	% Change vs Yr. Ago	YTD % Change vs Yr. Ago (inflation rate)
All Items	171.1	3.7	3.2
Commodities	149.2	4.6	3.6
Services	193.1	2.9	2.8

*U = All urban consumers
 Source: U.S. Bureau of Labor Statistics

Inflation Rate

3.2

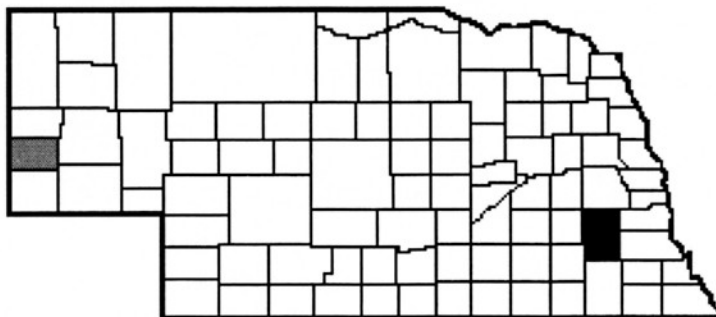
State Labor Force Summary*

	February 2000
Labor Force	932,051
Employment	903,858
Unemployment Rate	3.0

*By place of residence
 Source: Nebraska Department of Labor, Labor Market Information

County of the Month

Lancaster Lincoln-County Seat



License plate prefix number: 2

Size of county: 839 square miles, ranks 26th in the state

Population: 235,589 in 1998, a change of 10.3 percent from 1990

Per capita personal income: \$24,602 in 1997, ranks 7th in the state

Net taxable retail sales (\$000): \$2,767,639 in 1998, a change of 8.1 percent from 1997; \$220,078 in January 2000, a change of 5.7 percent from January 1999.

Unemployment rate: 2.2 percent in Lancaster County, 2.7 percent in Nebraska for 1998

	State	Lancaster County
Nonfarm employment (1998)¹:	875,352	147,922
<i>(wage & salary)</i>	<i>(percent of total)</i>	
Construction and Mining	4.8	4.6
Manufacturing	13.6	12.1
TCU	6.4	6.6
Wholesale Trade	6.2	4.0
Retail Trade	18.0	16.9
FIRE	6.6	6.6
Services	27.2	27.0
Government	17.2	22.2

Agriculture:

Number of farms: 1,457 in 1997; 1,359 in 1992; 1,508 in 1987

Average farm size: 289 acres in 1997; 305 acres in 1992

Market value of farm products sold: \$82.4 million in 1997 (\$56,545 average per farm), \$70 million in 1992 (\$51,500 average per farm)

¹By place of work

Sources: U.S. Bureau of the Census, U.S. Bureau of Economic Analysis, Nebraska Department of Labor, Nebraska Department of Revenue.

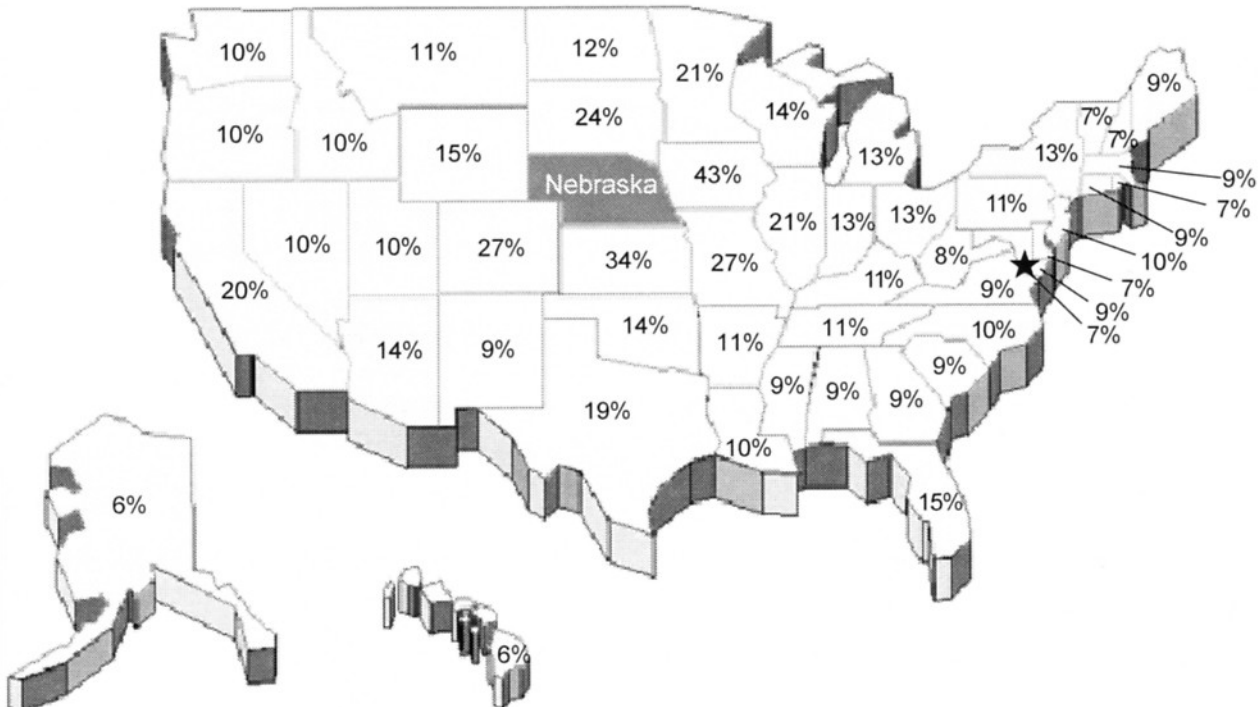
bulletin board

Consumer
Price Index
(CPI)

www.bbr.unl.edu

Nebraska Companies Conduct Business with Other States

Although the majority of Nebraska establishments deal with other states, a July 1999 Nebraska Department of Labor survey revealed that 37% of Nebraska establishments conduct all their business within the state.

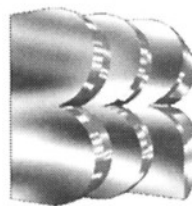


Source: Nebraska Department of Labor

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