

Published once in June & July, twice in May, Aug., Oct., Nov., & Dec., & 3 times in Jan., Feb., Mar., April, & Sept. by the University of Nebraska–Lincoln, Dept. of Publications Services & Control, 209 Nebraska Hall, Lincoln, NE 68588. Second-class postage paid Lincoln, Nebraska.

Vol. 57 No. 19

March, 1978



NEBRASKA PERSONAL

Third-quarter personal income data recently released by the United States Department of Commerce illustrate the dichotomy of income trends. Nebraska personal income continued to increase during the third quarter 1977; for the year, personal income was estimated at \$10,578,000,000 (Table 1). Personal income (PI) has recorded increases since the third quarter of 1976 and has

Table 1 ANNUAL ESTIMATES OF PERSONAL INCOME BY QUARTER, 1976-1977 (in millions of dollars)							
	<u>1976.1*1976.2</u> 1976.3 1976.4 1977.1 1977.2 1977.3						
Personal Income	9,373	9,828	9,673	9,889	10,185	10,431	10,578
Wages and Salaries	5,363	5,491	5,605	5,779	5,985	6,084	6,197
Farm Income	786	1,076	723	684	690	743	654
*Number after decimal refers to quarter, that is, .1 - first quarter; .2 - second quarter, etc. Source: U.S. Department of Commerce, Bureau of Economic Analysis.							

shown steady gains for an extended period (Table 2). A word of caution is in order, however, for the third-quarter 1977 gain was relatively small (see Table 1). This steady increase in personal income is attributable to the consistent growth in the wages and salaries component of personal income. The sharp fluctuations in PI are attributable to farm income shifts (Table 2).

INCOME, 1969-1977

In contrast to the steady increase recorded by personal income, farm income,¹ a component of PI, was revised downward in the third quarter of 1977. It comes as no surprise to learn that farm income is a disaster area in terms of the state's PI. Farm income was estimated at \$654 million in 1977. This represents a downward adjustment from \$723 million (annual estimate) of the second quarter. In other words, the annual estimate of farm income dropped nearly \$90 million (or 12 percent) between the second and third quarters 1977. The major farm income problems in Nebraska and the United States are centered about low grain prices, and grain farmers are under severe pressure as a result of these prices. Livestock operations are showing moderate gains and are not in the same economic bind of grain farming. Farmers purchasing land or equipment at the top are in real difficulty.

The farm income situation is rather complex, and it is instructive to take a longer view of the problem as it has influenced Nebraska's personal income. The data in Table 2 summarize Nebraska PI, wages and salaries, and farm income from the period 1969 through 1977. Data for the years 1969 through and including 1976 are annual averages, while the 1977 data represent an annual estimate based upon results through the first nine months of 1977.

Personal income has shown a steady and constant increase. Over the 1969-77 interval, (Continued on page 2)

¹ Farm income includes proprietors' income, profits of incorporated farms, and some wages and salaries. Inventory adjustment is also included in farm income, and changes in this component can move income up or down rapidly.

			NEBRASK	Tat A PERSONA	ole 2 AL INCOME,	1969-1977				
	<u>1969</u>	<u>1970</u>	1971	<u>1972</u>	<u>1973</u>	<u>1974</u>	1975	1976	<u>1977</u> *	Average Percent of PI 1969-77
				(mi	llions of dolla	ars)				
Personal Income	5,268	5,638	5,992	6,785	8,050	8,270	9,413	9,691	10,578	
Wages and Salaries	2,930	3,200	3,403	3,711	4,133	4,613	4,978	5,560	6,197	
Farm Income	714	618	662	962	1,557	974	1,421	817	654	
Wages and Salaries					(percent)					
as a percent of PI	56	57	57	55	51	56	53	57	59	56
Farm Income										
as a percent of PI	14	11	11	14	20	12	15	8	6	12
Dividends, Rents,								_	_	
Interest, and										
Transfer Payments										
as a percent of PI	30	32	32	31	29	32	32	35	35	32

Source: U.S. Department of Commerce, Bureau of Economic Analysis, Local Area Personal Income, vol. 5, Plains Region, and unpublished data.

(Continued from page 1) personal income is up 101 percent. The year-to-year gains are influenced by the large fluctuation in farm income, but there is a basic and steady underlying growth in Nebraska's personal income statistics.

This is well illustrated by examining wages and salaries, which show the same steady and consistent growth, up 112 percent from 1969 through 1977. There is a definite stability in wage and salary income and a tendency for the increase to average around 6 percent per year.

It is farm income, however, which shows the greatest instability over time. Farm income was estimated at \$714 million in 1969. It decreased by nearly \$100 million to \$618 million in 1970 and then showed a small increase in 1971 to \$662 million. A much better year for farmers was 1972. Farm income in Nebraska was estimated at \$962 million, up nearly one-third over the previous year. Further substantial gains were recorded in 1973, when farm income increased to \$1,567,000,000. It fell off to \$974 million in 1974, but rebounded sharply to \$1,421,000,000 in 1975. This, however, was the last of the good years for Nebraska farm income. It dropped to \$817 million in 1976, a decrease of 42 percent. A temporary gain was recorded during the second guarter of 1976 (Table 1), but this was insufficient to provide any lasting benefits or gains for the year. Farm income has continued to decline in 1977. Summing farm income 1969-1977 and dividing by the number of years (9) indicates that farm income was up 30 percent in 1977 over the 1969 level.² By comparison,

²This average was calculated to reduce the year-to-year fluctuations in an attempt to measure a trend.

using this method, wages and salaries increased to 47 percent.

Another method of examining income change over this interval is to compare incomes at the beginning of the period with those at the end. This method will be only as reliable as the starting and ending years are representative of an "average" or "typical" year. One can question how average 1969 was, but, from a practical consideration, it is the year for which we have information.

Over the interval 1969 through 1977, personal income of all Nebraskans increased an average of 101 percent (Table 2). Wages and salaries increased 112 percent. Farm income, on the other hand, showed a decrease of 8 percent, or \$60 million. These comparisons highlight the extremes and may not be representative of typical or average conditions. For example, if 1976 were the ending period, farm income would show an increase of \$103 million, or 14 percent. If 1975 were the ending year, income would have been up 100 percent. Extreme fluctuation makes a strong case for summing income over the interval 1969-1977 and using the average to compute the nine-year gain.

The extreme fluctuations in farm income have altered the composition of Nebraska's personal income. Farm income constituted 14 percent of total income in 1969. During the peak year of 1973 when farm income was at its highest level in Nebraska, farm income constituted 20 percent of total personal income. By 1975 farm income constituted 15 percent of personal income, but by 1977, with low prices and economic distress in portions of the agriculture sector, farm income constituted only 6 percent of Nebraska personal income.

Wages and salaries have expanded

(Continued on page 6)



MEASURING URBAN HARDSHIP: A REVIEW

In a study ranking 55 cities based on disparities between the socioeconomic conditions of central cities and their suburbs, Omaha was singled out as the only city outside the southern or western United States with a strong core area relative to its suburbs.

The Brookings Institution recently conducted a study comparing unemployment, dependency, education, income, housing, and poverty in 55 of the nation's largest central cities with the same conditions in their surrounding suburbs.¹ A "hardship index" was devised to measure and rank disparities between a city and its suburbs, as discerned from 1970 census data, to determine the relationship between such disparities and the population and economic declines which characterize distressed central cities.

Of the 55 cities studied, 43 rated over 100 on the "hardship index," indicating that the central cities were worse off than the suburbs. The large northeastern and midwestern cities often exceeded 200 on the "hardship" scale, with Newark, Cleveland, Hartford, Baltimore, Chicago, and St. Louis topping the list (see Table 1). According to the study, these troubled cities are typically old cities, whose boundaries encompass a relatively small part

Table 1							
INDEXES OF CITY-SUBURBAN DISPARITY							
("HARDSHIP INDEX")							
Central Cities Ranking above 200 and below 100 in 1970							
	Index of	SMSA	Derecet	Change			
Primary	City-	Population)-1970			
Central City	Suburban Disparity	1970 (thousands)	Population	Land Area			
of SMSA			ropulation	Land Area			
Central cities worse o			155. 00-01				
Newark	422	1,857	-5.7				
Cleveland	331	2,064	-14.3				
Hartford	317	664	-2.6				
Baltimore	256	2,071	-3.5				
Chicago	245	6,975	-5.1				
St. Louis	231	2,363	-17.0				
Atlanta	226	1,390	2.0	3.2			
Rochester	215	883	-7.0				
Gary	213	633	-1.6				
Dayton	211	850	-7.4	12.3			
New York City	211	11,572	1.5				
Detroit	210	4,200	-9.4				
Richmond	209	518	-13.4	60.0			
Philadelphia	205	4,818	-2.6				
Central cities better o	off than thei	r suburbs:					
Omaha	98	540	15.0	60.2			
Dallas	97	1,556	24.2	4.7			
Houston	93	1,985	31.4	35.2			
Phoenix	85	968	32.4	32.3			
Norfolk	82	681	1.0	0.5			
Salt Lake City	80	558	-7.2	6.5			
San Diego	77	1,358	21.6	62.8			
Seattle	67	1,422	-4.7	2.2			
Ft. Lauderdale	64	620	66.9	39.0			
Greensboro, N.C.	43	604	20.5	9.7			
Source: The Brookin	gs Bulletin 1	4, Nos. 1-2, p.	10.				
Source. The Brookings Bunchin 14, 1002 1 2, p. 101							

of their metropolitan area and have remained substantially unchanged for 60 to 100 years. A limited and diminishing resource base remains for the survival of these cities.

At the other extreme, 10 cities of those studied ranked below 100 and thus are better off than their suburbs. All of these cities, except Omaha, are in the South and West. While 6 of these SMSAs contained less than 1 million people in 1970 (Omaha, Phoenix, Norfolk, Salt Lake City, Ft. Lauderdale, and Greensboro), 4 of the cities rated better off than their suburbs contained more than 1 million people (Dallas, Houston, San Diego, and Seattle) suggesting that it is not necessarily city size, but other factors that produce urban problems. The study explains that the "younger, spread-out cities in the South and West have been able to expand geographically and thus increase their resource base. Some of the Sunbelt cities in fact are better off than their suburbs."² These less troubled cities also tended to have a substantial middle-income population, in contrast to the concentration of high-cost, low-income inhabitants found in the core areas of distressed cities.

The Brookings study also made a comparison of central cities with other central cities. The disparity rating of city to suburb in some cases produced an unfavorable index for a city which happened to have exceptionally rich suburbs, even though the central city might have been relatively well off. Chicago, for example, largely due to its rich suburbs, was ranked fifth most distressed in the disparity rating. In a comparison of central cities to central cities, however, Chicago ranked twenty-third most distressed. Using the results of both comparisons, the cities which were most distressed both in relation to their suburbs and to each other were: Newark, St. Louis, Gary, Baltimore, Cleveland, Detroit, and Hartford. Other northeastern big cities which ranked in the distressed categories, but at lower levels, included Buffalo, Youngstown, Cincinnati, Grand Rapids, Jersey City, Providence, Boston, and Milwaukee.

While New York City did not fall into the distressed categories based on 1970 data used for the study, the authors noted that the recent fiscal difficulties experienced by New York might eventually alter its hardship ranking.

Important factors cited in the study to explain differences between growing and declining cities were population, income, property, and boundaries. Population loss, lower per capita incomes, and lower median house values characterized declining cities. Two major sources of taxes—income and property--have expanded 5 and 11 percent faster, respectively, in the growing cities than in the declining cities. And for both categories of cities, local government expenditures have grown faster than these two vital tax bases. Further, when urban boundaries remain unchanged, inner city fiscal burdens are not shared by those outside the core area who are receiving services.

The authors are "at the same time optimistic and pessimistic about American cities—optimistic because many large cities, especially in the South and West, are strong and healthy; pessimistic because the problems of some infected core cities are so severe."³

Solutions to urban problems, according to the Brookings Institution study, should take a multiple approach, including transfer payments, government-to-government aid programs, and encouragement of burden-spreading through structural reforms. V.S.S.

¹Richard P. Nathan and Paul R. Dommel, "Understanding the Urban Predicament," *The Brookings Bulletin* 14, Nos. 1-2, pp. 9-13.

²Ibid., p. 9.

³Ibid., p. 9.

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Review and Outlook

Real output in Nebraska rose sharply in November following a decline in October. The physical volume index for the state increased 4.5 percent during the month. Growth in Nebraska economic activity was broadly based with all five sectors of the state economy registering gains. Those sectors and their month-tomonth percentage changes in activity were: agriculture (+17.5 percent), construction (+2.4 percent), manufacturing (+0.1 percent), distributive (+3.2 percent), and government (+1.5 percent).

Year-to-date data indicate that the Nebraska economy has recorded significant improvements relative to the previous year. For the first eleven months of 1977, physical output in Nebraska was 6.4 percent above the level for the comparable period in 1976. This compares favorably to 5.4 percent growth in U.S. economic activity (refer to Table 1). Most of the 1977 growth in the state was concentrated in the May-November period, which followed a lull in state economic activity during the first five months of the year. Output growth in the agriculture and construction sectors greatly exceeded that for other sectors, although the government sector was the only one not experiencing an increase in activity for the period.

November growth in the Nebraska economy was not unexpected, given the general upward trend in economic activity in the state in recent months. The magnitude of the rise, however, was unusual. The increase in the physical volume index for the state was the sharpest of the (Continued on page 5)

Notes for Tables 1 and 2: (1) The "distributive" indicator represents a composite of wholesale and retail trade; transportation, communication and utilities; finance, insurance, and real estate; and selected services. (2) The "physical volume" indicator and its components represent the dollar volume indicator and its components adjusted for price changes using appropriate price indexes—see Table 5, page 5.

1. CHANGE	ROM PREVIOUS YE		main and	AND CIT	the second se	or Price Changes	-1111-1-PL 121-011-
November, 1977	Current Month as Percent of Same	1977 Year to Date as Percent of		1	City Sales ²	Sales in Region ²	
Month Previous Year 1976 Year to Date			Region' Number ¹ and City	Nov. 1977 as percent of		Year to date 77 as percent of	
Indicator	Nebraska U.S.	Nebraska	U.S.		Nov. 1976	Nov. 1976	Year to date 76
Dollar Volume	114.2 110.9	111.2	111.7	The State	100.0	100.6	99.0
Agricultural	125.0 110.4	101.8	100.2	1 Omaha	105.0	105.8	103.3
Nonagricultural	112.5 111.0	112.7	112.1	Bellevue	99.2		
Construction	115.6 115.7	136.6	116.1	2 Lincoln	101.3	101.9	104.6
Manufacturing	106.0 111.4	110.5	116.3	3 So. Sioux City	107.8	102.5	93.8
Distributive	115.8 111.2	112.7	111.1	4 Nebraska City	97.7	102.7	98.9
Government	107.4 107.5	107.9	106.7	5 Fremont	92.7	95.5	99.1
Physical Volume		106.4	105.4 102.1	Blair	100.6	in and the second	many since the state
Agricultural				6 West Point	110.0	105.4	97.0
Nonagricultural	105.8 104.2	105.8	105.5	7 Falls City	100.8	92.5	97.8
Construction	108.7 108.7	129.4	109.7	8 Seward	103.1	100.1	94.5
Manufacturing	99.4 104.6	104.3	109.5	9 York	96.1	95.5	91.6
Distributive	108.6 104.3	105.8	104.3	10 Columbus	97.1	94.0	96.5
Government	102.4 102.3	100.0	101.6	11 Norfolk	86.0	89.8	94.5
2. CH	ANGE FROM 1967			12 Grand Island	100.7	100.0	96.7
	Percent of 1	967 Average		13 Hastings	90.0	92.1	93.8
Indicator	Nebraska	U.		14 Beatrice	98.7	96.5	95.0
Dollar Volume		246.		Fairbury	91.6	50.5	55.0
		240.		15 Kearney	99.4	101.0	96.1
Agricultural		246.		16 Lexington	97.1	98.2	96.6
Nonagricultural		240.		17 Holdrege	114.7	110.0	91.8
Construction		232		18 North Platte	97.7	98.8	
Manufacturing				19 Ogallala			96.9
Distributive		256.		20 McCook	96.3	103.5	92.4
Government		248.		21 Sidney	103.7	102.4	95.0
Physical Volume	148.9	131.		Kimball	100.9	99.0	93.6
Agricultural	161.5	130.		22 Scottsbluff/Gering	100.9	02.0	020
Nonagricultural		131. 103.		23 Alliance	92.5 110.2	93.8 104.2	92.9 97.4
Construction				Chadron		104.2	97.4
Manufacturing		119.		24 O'Neill	100.3	00.0	000
Distributive		138. 139.		25 Hartington	97.0 120.3	93.6 98.4	98.0 95.6
Government	132.0	139.	2	26 Broken Bow	93.9	92.8	91.0
Fr. or	1.101	do Cay	and and and			52.0	51.0
% OF PHYSICA 1967	VOLUME OF ECONOMIC ACTIV	TY	ionol1	¹ See region map below		U.S. Index. A	out ut essere
100				² Sales on which sales state. Region totals in	taxes are collect	hicle sales: city	located in the
160 NEBRASKA	And a state of the state of the		CONTRACTOR OF A	motor vehicle sales.		more sures, city	
UNITED STATES	81.148	proved thuid	127100B	Compiled from data pr	ovided by Nebra	ska Denartmen	t of Revenue
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(Continued from page 4) current economic expansion (which dates back to March, 1975). A sizable jump in agricultural output during the month was a major factor in the increase. Nebraska cash farm marketings were \$532.6 million in November, the highest monthly level recorded in recent years. The sale of farm produce in Nebraska is usually high in November and, on the average, is about 18 percent above that of a typical month. Cash farm marketings corrected for seasonal influences, however, were also up sharply. In November, they were 35.1 percent above the level recorded the previous month. Two factors which may explain the sizable monthly rise in the sale of farm products were a spurt in November crop prices and the American Agricultural Movement which attracted considerable interest in the state. Sales of farm crops, which accounted for 57 percent of marketings during the month, appeared to respond to the 7.0 percent increase in Nebraska crop prices in November. Although the effects of the agricultural movement are difficult to discern, the sale of farm products in advance of an impending "farm strike" may also have contributed to the magnitude of November cash farm marketings in the state.

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The distributive, construction, and government sectors all recorded significant increases in real output during the month, and contributed to the strong performance of the state economy. Growth in the distributive sector was especially pronounced. The physical volume index for this sector in November was 6.87 percent above its May level. Production increases in this sector, along with those recorded in the state's agricultural sector, have spearheaded the sharp May-November growth in the Nebraska economy. Employment increases testify to the underlying strength in the distributive sector during this period. Seasonally-adjusted employment grew 2.3 percent between May and November. Employment in finance, insurance, and real estate businesses grew especially rapidly (up 3.49 percent), although employment gains were posted in all subsectors of the distributive sector.

Despite an impressive performance by the state economy in November, the city business indexes showed only seven of twentyfive Nebraska cities recording improvements relative to November, 1976. Columbus, up 9.7 percent, posted the largest gain. Other cities in the state with November-to-November increases in economic activity were: Alliance (+7.6), Seward (+5.1), Holdrege (+4.5), Omaha (+3.1), Nebraska City (+2.4), and Lincoln (+1.4).

The physical volume index for the United States was up 0.9 percent in November. This marked the fifth consecutive monthly increase in the U.S. index. As was the case in Nebraska, the U.S. economy experienced a sharp increase in agricultural output. Nonagricultural output climbed 0.5 percent in the United States in November. W. D. G.

November, 1977	Index (1967 = 100)	Percent of Same Month Last Year	Year to Date as Percent of Same Period Last Year*
Consumer Prices	185.4	106.7	106.5
Commodity component	177.9	106.1	105.7
Wholesale Prices	197.0	106,1	106.1
Agricultural Prices	185.0	103.4	98.3
United States	176.0	105.4	92.2

*Using arithmetic average of monthly indexes.

Sources: Consumer and Wholesale Prices: U.S. Bureau of Labor Statistics; Agricultural Prices: U.S. Department of Agriculture.

CITY BUSINESS INDEXES Percent Change November, 1976 to November, 1977 -15 -10 -5 0 5 10 Columbus Alliance Seward Holdrege Omaha Nebraska City Lincoln Beatrice Bellevue Lexington Falls City Balir STATE York North Platte McCook Grand Island Kearney Fairbury Sidney Norfolk Fremont Scottsbluff/Gering		والمتحد والمراجع والمتحد والمت
Alliance	Percen	t Change November, 1976 to November, 1977
Hastings	Alliance Seward. Holdrege. Omaha. Nebraska City Lincoln Beatrice Bellevue Lexington Falls City Blair STATE York North Platte McCook Grand Island Kearney Fairbury Sidney Norfolk Fremont Scottsbluff/Gering Hastings Chadron	

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Source: Table 4 below.

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4. NO	NOVEMBER CITY BUSINESS INDICATORS					
	Percent c	of Same Month a	Year Ago			
The State and Its Trading Centers	Employment ¹	Building Activity ²	Power Consumption ³			
The State Alliance Beatrice Bellevue Blair Broken Bow	99.4	97.7	93.4			
	108.9	103.4	97.9			
	98.0	186.4	86.1			
	103.0	98.0	91.8*			
	99.8	138.7	75.1			
	98.5	45.2	62.0			
Chadron	86.0	43.5	94.2			
	107.8	218.0	143.3			
	96.6	117.1	93.6*			
	92.4	242.9	82.7			
	96.5	97.3	79.8*			
Grand Island	96.9	65.2	89.7			
Hastings	94.3	107.8	81.2			
Holdrege	99.2	131.0	77.6			
Kearney	89.9	123.7	88.7			
Lexington	106.7	72.5	93.9			
Lincoln	102.4	95.1	101.3			
McCook	96.9	65.1	83.5			
Nebraska City	104.1	167.9	94.0			
Norfolk	97.8	115.4	96.8			
North Platte	103.0	57.6	91.5			
Omaha	103.0	108.8	95.5			
	94.9	84.1	85.0			
	102.0	226.3	95.5			
	95.4	66.2	85.9			
	NA	NA	NA			
	95.6	148.6	86.4			

¹As a proxy for city employment, total employment for the county in which a city is located is used.

²Building Activity is the value of building permits issued as spread over an appropriate time period of construction. The U.S. Department of Commerce Composite Construction Cost Index is used to adjust construction activity for price changes.

³Power Consumption is a combined index of consumption of electricity and natural gas except in cases marked * for which only one is used.

Source: Compilation by Bureau of Business Research from reports of private and public agencies.

PERSONAL INCOME

(Continued from page 2) in terms of proportion of the total over this same period, as have rents, profits, dividends, and transfer payments. Figure 1 (page 2) illustrates the expanded importance of nonagricultural income in Nebraska. Wages and salaries, rents, interests, dividends, and transfer payments have increased in relative terms, while farm income has diminished in importance. The data in Figure 1 and Table 2 illustrate the impact of farm income on the Nebraska economy. An outstanding year for farm income means that personal income will have a sharp increase. A period of depressed farm income means that Nebraska's income will grow less rapidly, probably less than the national average.

The fact that farm income sets the rate of gain in PI is vividly illustrated by examining the changes during 1972-1976. Farm income jumped \$600 million 1972-73, and PI increased \$1,200 million. PI continued to expand in 1974 (but up only \$200 million), while farm income dropped \$600 million. Large increases in farm income in 1975 contributed directly to the big gain in PI, while the reverse developed in 1976. The substantial differences in the annual rate of PI growth is largely attributable to fluctuation of farm income levels. The volatility of farm income makes predicting annual income changes difficult, for it can move 50 percent up or down from year to year.

Having reviewed past trends, what is the outlook? Agriculture prices have stabilized somewhat, and since agriculture income is the key to determining how rapidly total income changes in Nebraska, this offers some encouragement for a slight improvement in the rate of income growth in 1978. Assuming that agriculture prices post very modest increases, personal income should continue to expand in Nebraska and farm income should show some improvement during 1978. All indications would seem to suggest that farm income will increase by about 5 percent during 1978. This will not stimulate Nebraska's economy beyond capacity.

A substantial income expansion will occur when grain prices rise. Grain storage is at record levels, and any substantial price increase could boost Nebraska farm income by \$300-\$600 million (or approximately 3-6 percent of personal income) or more in a brief period. D. E. P. -6-

NEW MARKETING CHAIRMAN

Dr. Ira Dolich is Chairman and Professor of the Department of Marketing in the College of Business Administration. He joined the University of Nebraska-Lincoln faculty in 1977.

Dr. Dolich's degrees include a 1957 Bachelor of Science in Mechanical Engineering, a 1964 Master of Business Administration, and a 1967 Doctor of Philosophy in Business Administration. All three degrees were received from the University of Texas in Austin.

Dr. Dolich has professional experience in education, engineering, and government. Before coming to UN-L, he was employed as Associate Professor of Marketing at The Pennsylvania State University in University Park. Additional education experience includes a teaching associate position at the University of Texas. He also has been in engineering positions with Structural Metals, Inc., in Sequin, Texas, and Reynolds Metals Company in Corpus Christi, Texas. As an officer in the U.S. Air Force, Dr. Dolich managed customs, motor pool, transportation and supply operations and assisted in monitoring base maintenance contracts. As an American Assembly of Collegiate Schools of Business (AACSB) Federal Faculty Fellow in 1973, Dr. Dolich trained personnel and initiated the marketing research functions in the Postal Rate Commission in Washington, D.C.

The new chairman's current research and writing interests include consumer behavior, marketing channels, and marketing and public policy. Considerable emphasis has been devoted to the marketing of services. Dr. Dolich recently has worked on studies of arts and crafts festivals, farm equipment rental, and student recruiting and admissions processes of higher education institutions. His published articles have appeared in such periodicals as the *Journal of Marketing*, the *Journal of Marketing Research*. He has received three fellowships: the American Marketing Association (AMA) Doctoral Consortium Fellowship (1966), the National Science Foundation Fellowship (1971), and the AACSB Federal Faculty Fellowship (1973-74).

Dr. Dolich and his wife, Phyllis, are native Texans and have two children–Jared, 10, and Michael, 7. Mrs. Dolich has a Bachelor of Business Administration in Marketing degree from the University of Texas. She is a professional photographer.



BUSINESS IN NEBRASKA

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No. 402

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March, 1978

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