

***Long-Term Industry Trends
in the Regions of Kansas, 1969-2000:
Part II—A Regional Focus***

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Arthur P. Hall, Ph.D.
Executive Director
Center for Applied Economics
University of Kansas School of Business
arthall@ku.edu

Peter F. Orazem, Ph.D.
Koch Visiting Professor of Business Economics
University of Kansas School of Business
pfo@iastate.edu

Prepared for:



Key Findings

- In most regions of Kansas, the highest paying industry sectors are Transportation and Utilities, Manufacturing, and Wholesale Trade.
- The East Central region—Johnson County and its contiguous counties—is the primary driver of both employment and per-worker earnings trends in Kansas. The exception is manufacturing sector employment and per-worker earnings; the South Central (greater Wichita) region drives Kansas trends in that sector.
- The South Central region—Kansas’ manufacturing center—has lagged the U.S. by 0.15 percent in terms of its 30-year average annual growth rate of per-worker earnings. This lag suggests a systematic lag in productivity growth.
- The South West region is the only region of Kansas where the Farm sector competes as a high-paying industry sector.
- The North West and South East regions, respectively, have the slowest long-term employment growth and the lowest per-worker earnings. Both regions, in most industry sectors, with the North West being the worst case, have experienced virtually no growth in inflation-adjusted per-worker earnings over the past three decades.
- In five of the seven Kansas regions—North Central, North East, North West, South East, South West—the State and Local Government sector has been among the top three sectors in terms of employment growth rates over the past three decades. As a point of reference, in 2000 each of these regions except the South West had almost as many people employed in the State and Local Government sector as in the Retail Trade sector; the South West had more. The North East region, where the capitol city of Topeka is located, had the lowest ratio of state and local government employment relative to retail employment among the five regions.

Report Overview

This report places the current Kansas economy in historical perspective. It also provides a reference for comparing select industry trends of the different regions of Kansas to each other. This report is one of a set of seven companion reports that look at long-term economic trends in Kansas from different perspectives.¹ The focus here compares how specific industry sectors have performed in the different regions of Kansas, as illustrated in the charts and tables that comprise the report.

One organizing principle for each of the companion reports is to create metrics that will help evaluate productivity growth in Kansas. The Center for Applied Economics at the University of Kansas School of Business published a report in November 2004 titled “The Kansas Productivity Puzzle.”² The report found that Kansas has systematically lagged behind the nation and the Plains region in terms of productivity growth from 1977 to 2001, the years of availability for the necessary data. Furthermore, the productivity lag exists in all industry sectors (except durable goods manufacturing).

Productivity is defined as output per worker over a specific unit of time. Productivity was measured in “The Kansas Productivity Puzzle” by dividing Kansas gross state product (the state equivalent of gross domestic product) by the number of workers in Kansas. This metric effectively defines the market value of Kansas’ annual output of goods and services on a per-worker basis. However, no sub-state equivalent to gross state product exists. Fortunately, wage data may offer a suitable approximation to worker productivity.

Economists have long noted a close relationship between labor productivity and wages, both in theory and in economic data. Firms cannot pay workers more than the value of what they produce, and so compensation levels should closely track increases in average output per worker. Indeed, for the state of Kansas, over the period 1977-2001, the relationship between output per worker and compensation per worker is nearly exact, having a statistical correlation of 98 percent. (See footnote 2.)

Data and Methods

This report relies on the close correlation in Kansas between per-worker compensation and productivity in order to use the trends in per-worker compensation as a proxy for

¹ The companion reports are: “Long-Term Economic Trends in the Regions of Kansas, 1969-2003,” “Long-Term Industry Trends in the Regions of Kansas, 1969-2000: Part I—A Regional Focus,” “Economic Trends Along the Kansas-Nebraska Border, 1969-2003,” “Economic Trends Along the Kansas-Missouri Border, 1969-2003,” “Economic Trends Along the Kansas-Oklahoma Border, 1969-2003,” “Economic Trends Along the Kansas-Colorado Border, 1969-2003.”

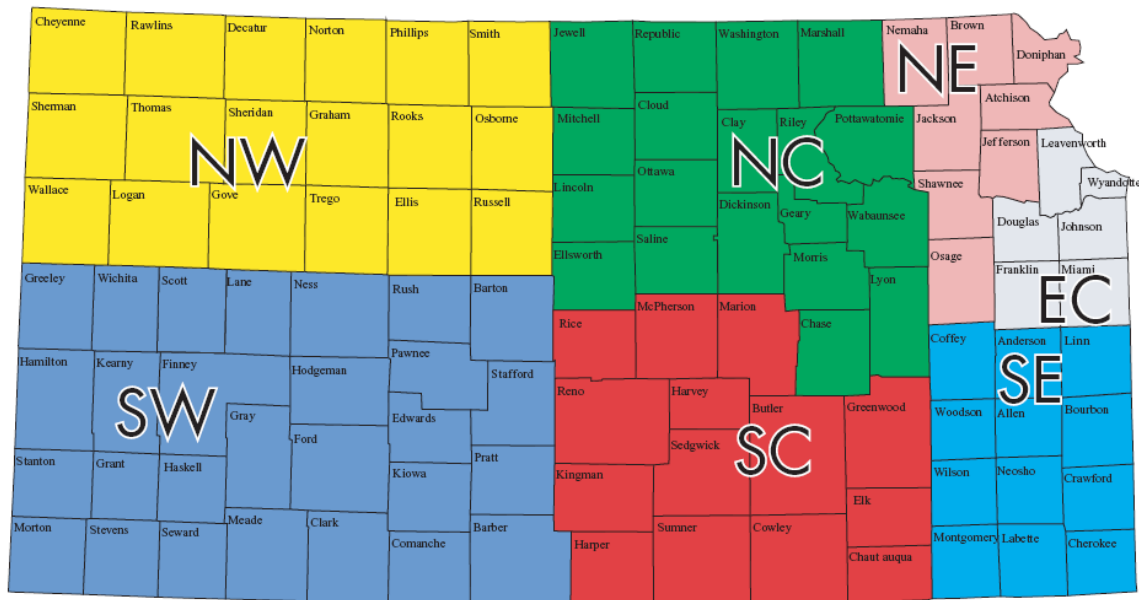
² This report is available on-line at: <http://www.cae.business.ku.edu>. For a more academic treatment of the same topic, see: Peter F. Orazem, “Slow Growth and the Kansas Productivity Puzzle,” *Kansas Policy Review*, Vol. 26, No. 2 (Fall 2004), published by the Policy Research Institute of the University of Kansas, and available on-line at: <http://www.ku.edu/pri/publicat/kpr/archive.shtml>

relative productivity trends among the various regions of Kansas. The regional focus requires the use of county-level data.

The primary data for all of the charts and tables contained in this report comes from the U.S. Bureau of Economic Analysis (BEA), Regional Economic Accounts, Local Area Annual Estimates (<http://www.bea.gov/bea/regional/data.htm>). The authors organized the county-level data reported by the BEA into the seven economic development regions defined by the Kansas Department of Commerce (see Figure 1). The sample period ends in 2000 because changes in the composition of the industry sectors reported by the BEA make the data reported after 2000 incomparable with earlier years.

The most appropriate BEA data to use for measuring productivity is gross state product (GSP), because that metric strives to allocate corporate profits, and other measures of value-added, to their proper geographic location. The BEA currently does not have a similar procedure for allocating corporate profits to counties. Instead it measures county-level income by wages and salary disbursements and proprietors' income. For purposes of measuring productivity, using wage and salary disbursements offers the next best metric to GSP. Proprietors' income should be used only when it is unavoidable—and it is unavoidable when conducting industry-specific analysis on a county-level basis, because BEA does not separate, at the industry level, wage and salary disbursements from proprietors' income. For the state of Kansas, over the 1969-2000 sample period, wage and salary compensation, which include employer-paid benefits and social insurance taxes, represent a stable (average) 85 percent share of earnings.

Figure 1: Economic Development Regions of Kansas as Defined by the Kansas Department of Commerce



Proprietors' income is not a stable proxy for productivity. First, BEA relies on Internal Revenue Service taxpayer data to estimate proprietorships and proprietor income. This method makes proprietor data more linked to a proprietors' residence than place of business operation. Second, proprietor income is related to the many intricacies associated with income tax law, and may therefore not reflect good measures of value-added per proprietor input.

Another analytical challenge that arises when using county-level data—especially data for specific industries in rural areas—relates to BEA's data-withholding protocols. First, BEA withholds estimates if insufficient data exists upon which to make reliable local-area estimates. No estimates are reported if the local industry sector has fewer than ten employees or less than \$50,000 of current-dollar earnings. Second, BEA withholds estimates when it fears that reporting employment or income figures for a specific locale may compromise the privacy of specific individuals or firms. As a practical matter, such withholding occurs when a county has fewer than three reporting units in an industry or when someone could combine data to reveal confidential information.

To estimate withheld industry-specific county employment and income data, the Center for Applied Economics (CAE) used a consistent procedure that relied as much as possible on complete data sets. The Mining industry in Kansas, which would include oil and gas extraction, has such a large amount of withheld county-specific data that CAE decided to withhold it from the regional analysis. However, Mining figures for Kansas, the Plains, and the U.S. are presented in Tables 3 and 4. Wholesale Trade employment data is withheld from the employment trend charts for each region because of data peculiarities before 1975. Post-1975 Wholesale Trade data is available in the per-worker earnings charts and Tables 3 and 4. In all other cases, CAE replaced industry- and locale-specific withheld data using the following methods:

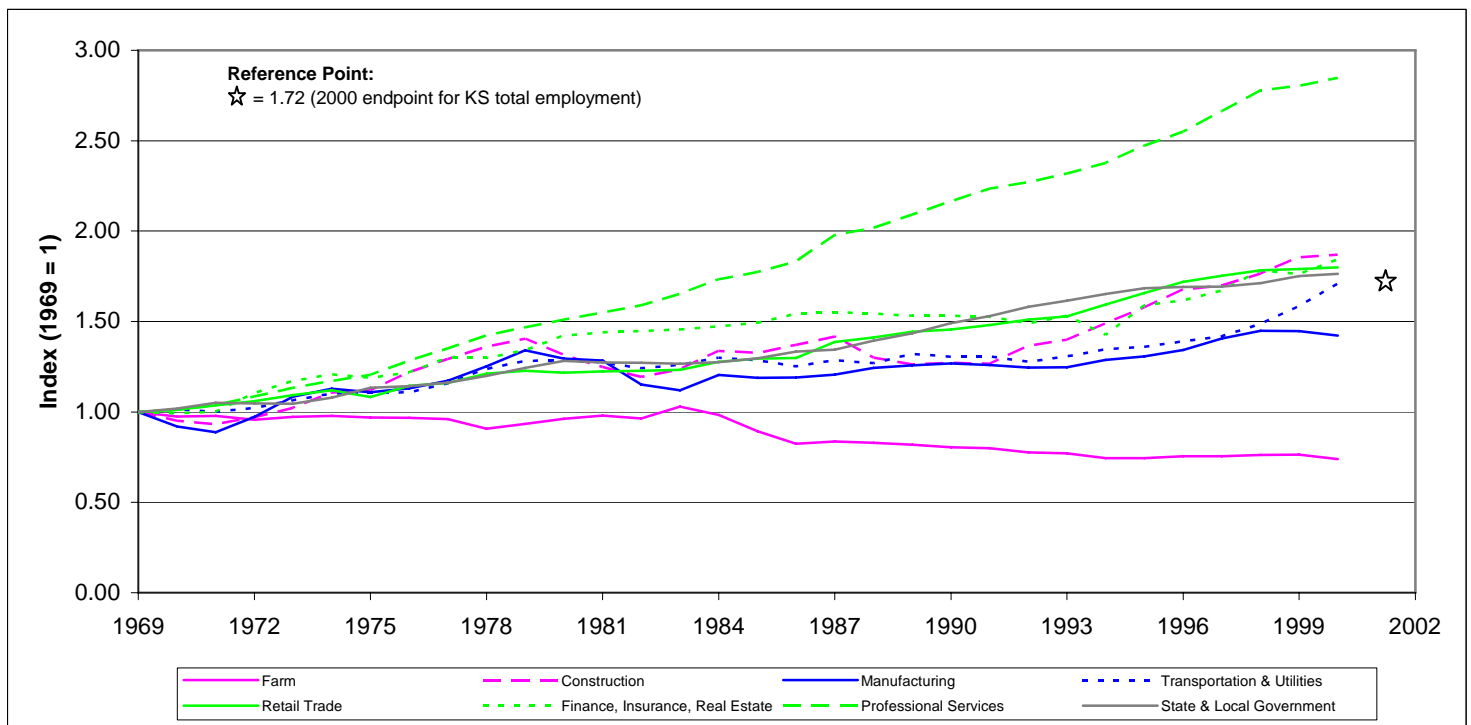
1. When BEA withheld county data and indicated that the missing data implied industry-specific employment of less than 10 people or industry-specific earnings of less than \$50,000, CAE added the data back as five employees or \$25,000 in earnings. Since income figures could be negative, the employment figure replacements are more likely to average out to a reliable estimate than the income figure replacements. In most cases, this type of missing data represents a minuscule share of total regional industry-specific employment or earnings for a given year.
2. When BEA withheld county data for disclosure-avoidance reasons, CAE used the following procedure for replacing the data:
 - a. Determine the exact data gap for a given year/industry (given the procedure used in #1 above) by subtracting the county data from the complete state data. (BEA includes withheld local data in state totals.)
 - b. Allocate the missing data to a county using the county's normalized, annual state share of employment (or earnings) for a specific subset of industries. The subset was defined by subtracting from Total Employment (or Earnings)—by county, by year—those sectors that had no missing

data: Farm, Retail Trade, and Government and Government Enterprises. The missing data allocations were normalized to 100 percent based on the state shares of only the subset of counties that had missing data.

CAE chose the foregoing procedure as the preferred method among the array of other imperfect methods. It has the virtue of (1) relying on variations in the reported data (even though county-level variation may not be due to variation in isolated industry sectors with missing data), (2) assuring that 100 percent of the missing data are allocated, and (3) using a consistent procedure for allocating missing data to those counties that have long-running histories of missing data.

The presumption of the chosen procedure is that the relative county shares will provide a good approximation of the correct weights to use for the final allocation of missing data. Because the Kansas counties are aggregated into Kansas Department of Commerce regions, there is a much higher level of confidence that the missing data are being accurately allocated than if the analysis were being conducted on a county-by-county basis. Odd-looking trends that result for the procedure are noted in relevant places throughout the report.

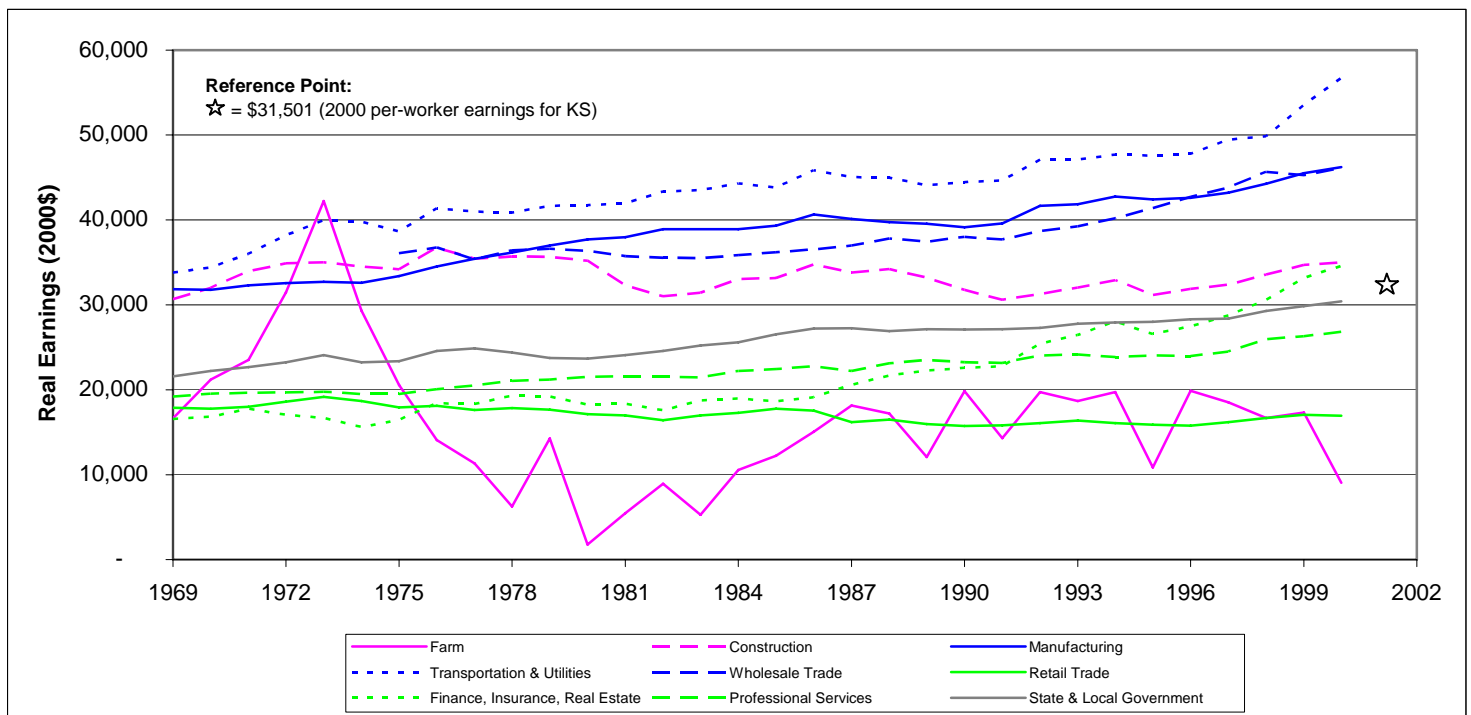
Chart 1: State of Kansas—Employment Trends by Industry, 1969-2000



Comments on Chart 1:

- Professional Services represented about 16.5 percent of total Kansas employment in 1970. That share has grown to almost 27 percent by growing at an average annual rate of 3.51 percent. This trend is consistent with trends in both the nation and the Plains. See Tables 1 and 3.
- After Professional Services, Construction was the fastest growing area of employment in Kansas, over the 1970-2000 time period. Construction generated the fastest employment growth from 1990-2000, with an average annual growth rate of 3.94 percent, a rate which also beat the Plains (3.67%) and the U.S. (2.66%).
- Kansas generated significantly more growth in manufacturing employment than the U.S. or the Plains region. See Table 3.
- The Transportation and Utility and Retail Trade sectors also generated a lot of employment growth from 1990-2000, with an average annual growth rates of 2.73 percent and 2.13 percent, respectively.
- Table 3 shows that the 1970-2000 average annual growth rate of total employment in Kansas (1.87%) exceeded that of the Plains region (1.76%) but lagged that of the U.S. (2.03%).
- Mining and Wholesale Trade employment data have been withheld from the regional employment analysis due to concerns about data quality. However, see Tables 3 for state-level (and Plains and U.S.) Mining information. Table 3 reports Wholesale Trade employment information for all regions from 1980-2000.

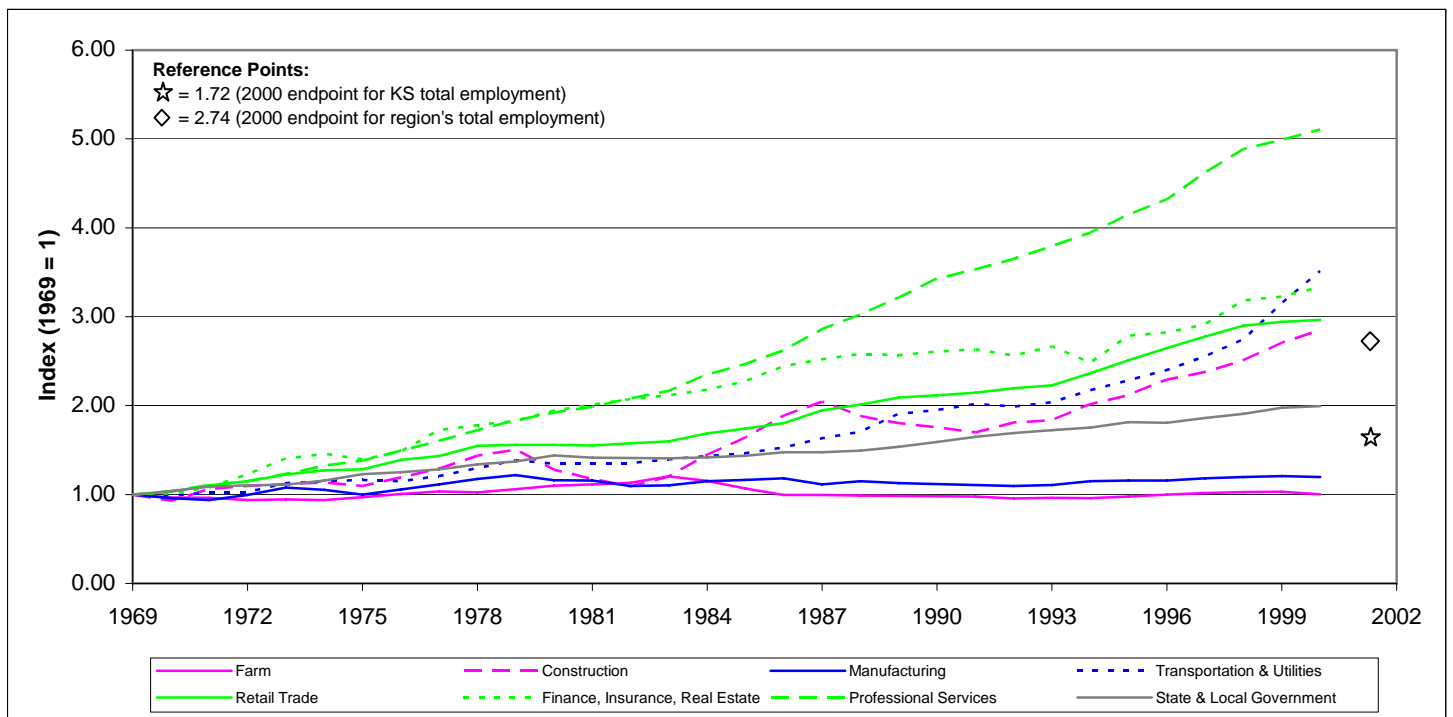
Chart 2: State of Kansas—Inflation-Adjusted Earnings Per Worker by Industry, 1969-2000



Comments on Chart 2:

- The highest paying sectors of the Kansas economy shown in the chart are Transportation and Utilities, Manufacturing, and Wholesale Trade (Pre-1975 not reported for reasons of data quality). See Table 4 for actual dollar figures and growth rates. (Table 4 also shows that the Federal Government is one of the highest paying sectors.)
- As discussed in the Overview, growth of per-worker earnings acts as a proxy for evaluating productivity growth. In terms of average annual growth of earnings per worker from 1970-2000, Kansas lags the U.S. in every private industry sector except Transportation and Utilities and Mining. Kansas lags the Plains region in every private industry sector except Transportation and Utilities, Construction, and Mining. See Table 4 for more details.
- Of the industry sectors illustrated in Chart 2, the Finance, Insurance, and Real Estate sector has shown the fastest growth, with an average annual growth rate (1970-2000) of 2.43 percent. This high growth rate resulted, in large part, from the 4.35 percent growth rate during the 1990s. Despite these high growth rates, this sector still lagged the Plains and the U.S. See Table 4 for more details.

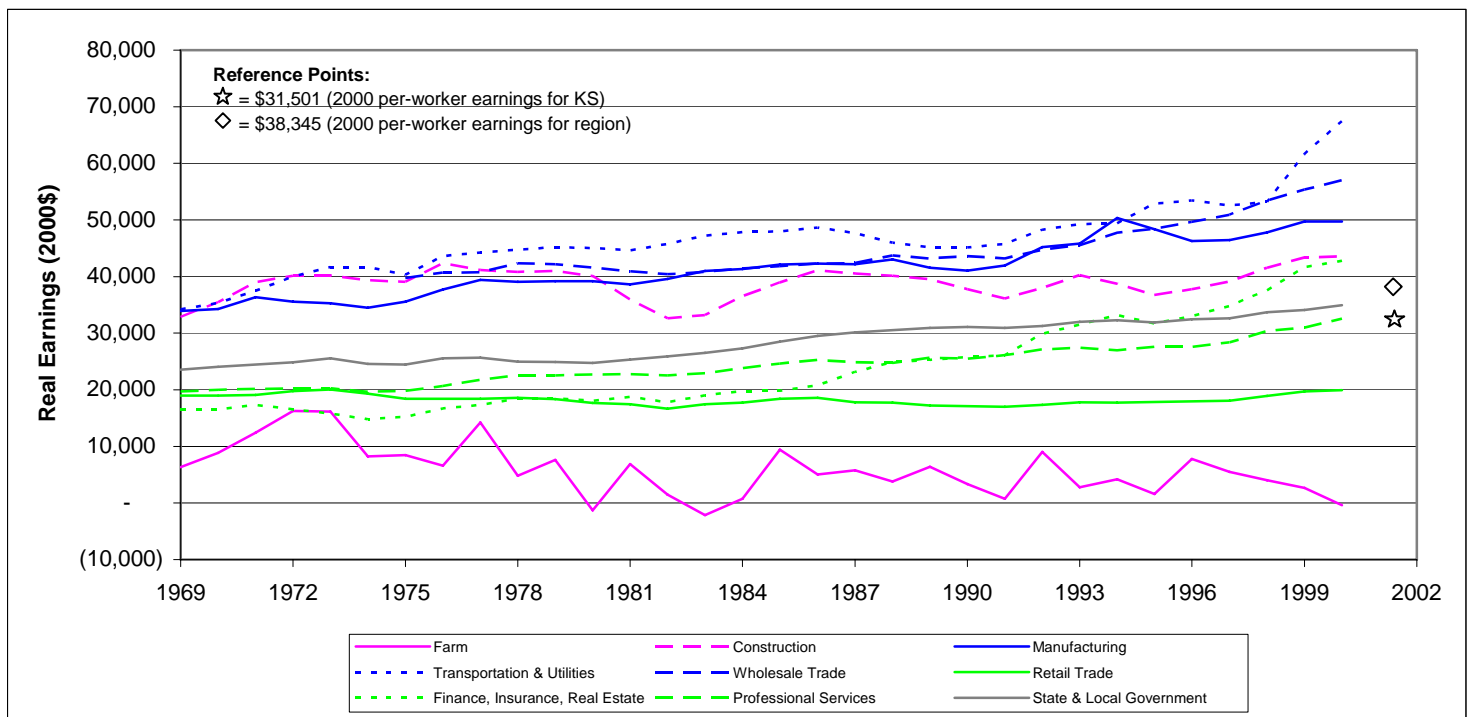
Chart 3: East Central Region—Employment Trends by Industry, 1969-2000



Comments on Chart 3:

- A comparison of the relative growth scales of Charts 1 and 3, illustrate that the East Central region is the primary driver of the employment trends in Kansas, even in the Farm sector. The exception is manufacturing employment; the South Central region drives Kansas trends in that sector.
- From 1970-2000, the East Central has demonstrated significantly faster employment growth in every sector when compared with Kansas, the Plains region, and the U.S.
- The top-five sectors with the fastest 30-year growth rates, in rank order, are: Professional Services; Transportation and Utilities; Finance, Insurance, and Real Estate; Construction; and Retail Trade. See Table 3 for more details.

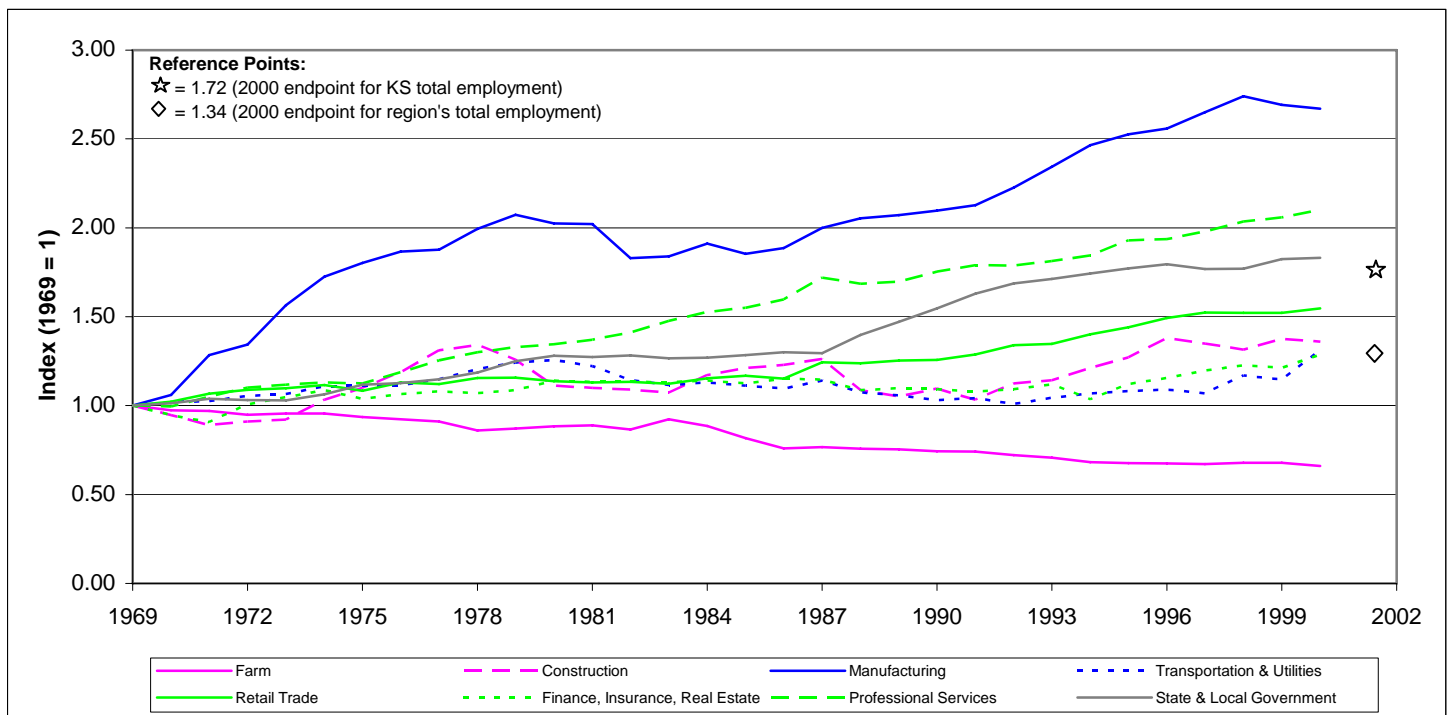
Chart 4: East Central Region—Inflation-Adjusted Earnings Per Worker by Industry, 1969-2000



Comments on Chart 4:

- A comparison of the relative growth scales of Charts 2 and 4, illustrate that the East Central region is the primary driver of the per-worker earnings trends in Kansas, except that the level of earnings in the East Central region is systematically higher. As with employment, the exception to the rule is manufacturing earnings per worker; the South Central region dominates Kansas trends in that sector.
- The East Central region has demonstrated faster 30-year growth rates in per-worker earnings in almost every sector. It has lagged Kansas, the Plains, and the U.S. in terms of manufacturing earnings per worker. It has lagged the U.S. in Wholesale Trade (20-year growth). See Table 4.
- To the extent that per-worker earnings growth proxy productivity growth, the East Central region is the primary engine keeping Kansas competitive with either the Plains or the U.S.

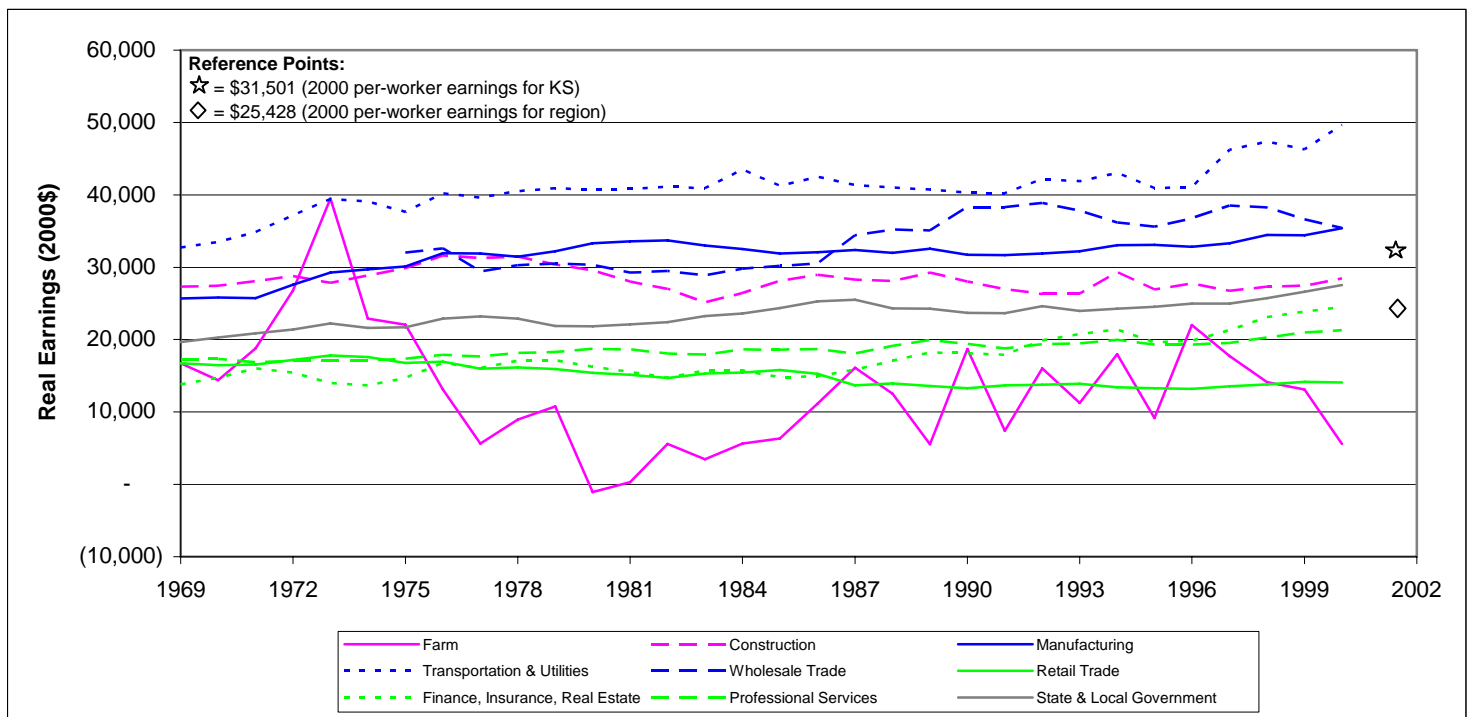
Chart 5: North Central Region—Employment Trends by Industry, 1969-2000



Comments on Chart 5:

- Total employment growth for the North Central region lagged that in Kansas. The 30-year average annual growth rate for Kansas was 1.87 percent; for the North Central region it was 1.02 percent.
- Three sectors in the North Central region had employment growth that exceeded the Kansas average: Manufacturing, Professional Services, and State and Local Government. Table 3 shows that in 2000 there was almost as many people employed in the State and Local Government sector as there were in the Retail Trade sector (33,033 vs. 34,007)
- The 1970-2000 average annual employment growth rate in the manufacturing sector was 3.13 percent. As Table 3 illustrates, this resulted from an increase of about 12,500 manufacturing jobs.
- Aside from Manufacturing, the fast employment growth sectors of the 1990s were Transportation and Utilities and Construction.
- The data for the Transportation and Utilities sector from 1998 to 2000 should be interpreted with caution, because of the missing-data allocation procedure discussed in the Overview.

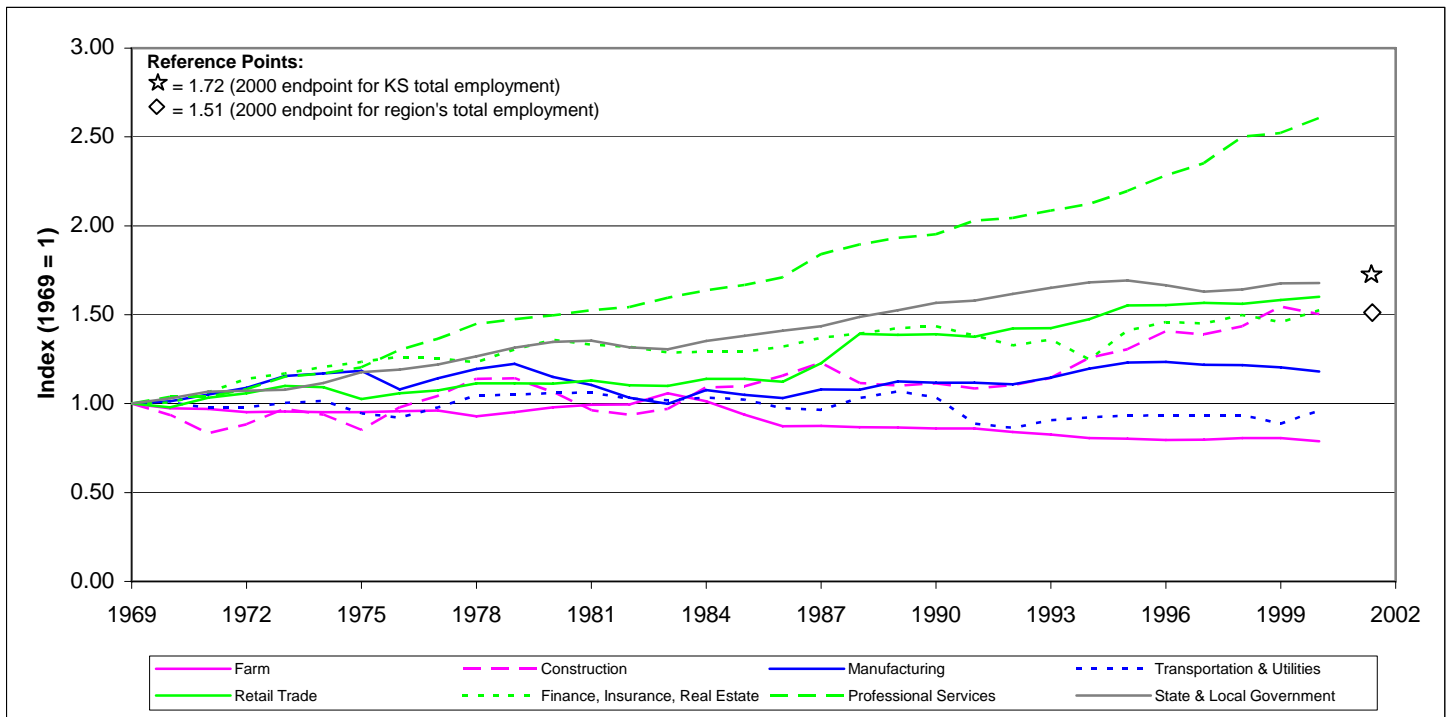
Chart 6: North Central Region—Inflation-Adjusted Earnings Per Worker by Industry, 1969-2000



Comments on Chart 6:

- The same industry sectors that raise the average per-worker earnings in Kansas are the same sectors that raise the average per-worker earnings in the North Central regions.
- To the extent that growth in per-worker earnings approximate growth in productivity, the North Central region has significantly lagged the state, the Plains, and the U.S. in overall productivity growth. Table 4 illustrates that the average annual 30-year growth rate in per-worker earnings was 0.75 percent, compared to a Kansas rate of 0.96 percent, a Plains rate of 0.93 percent, and a U.S. rate of 1.18 percent. To put that in perspective, in 2000, the average worker in the North Central region earned about \$6,000 less than the average worker in Kansas, about \$7,600 less than the average worker in the Plains region, and about \$13,500 less than the average worker in the U.S.
- From a productivity growth perspective, the only sector in the North Central region that is competitive with Kansas, the Plains, and the U.S. is the Transportation and Utilities sector, which demonstrated a 30-year average annual growth rate of 1.32 percent. That rate lagged the Kansas rate of 1.67 percent, exceeded the Plains rate (1.0%) and the U.S. rate (1.23%). However, this finding should be treated with caution, because it is driven by the post-1997 surge in per-worker earnings shown in Chart 6. The data from 1998-2000 may have important margins of error associated with the missing-data allocation procedure discussed in the Overview.

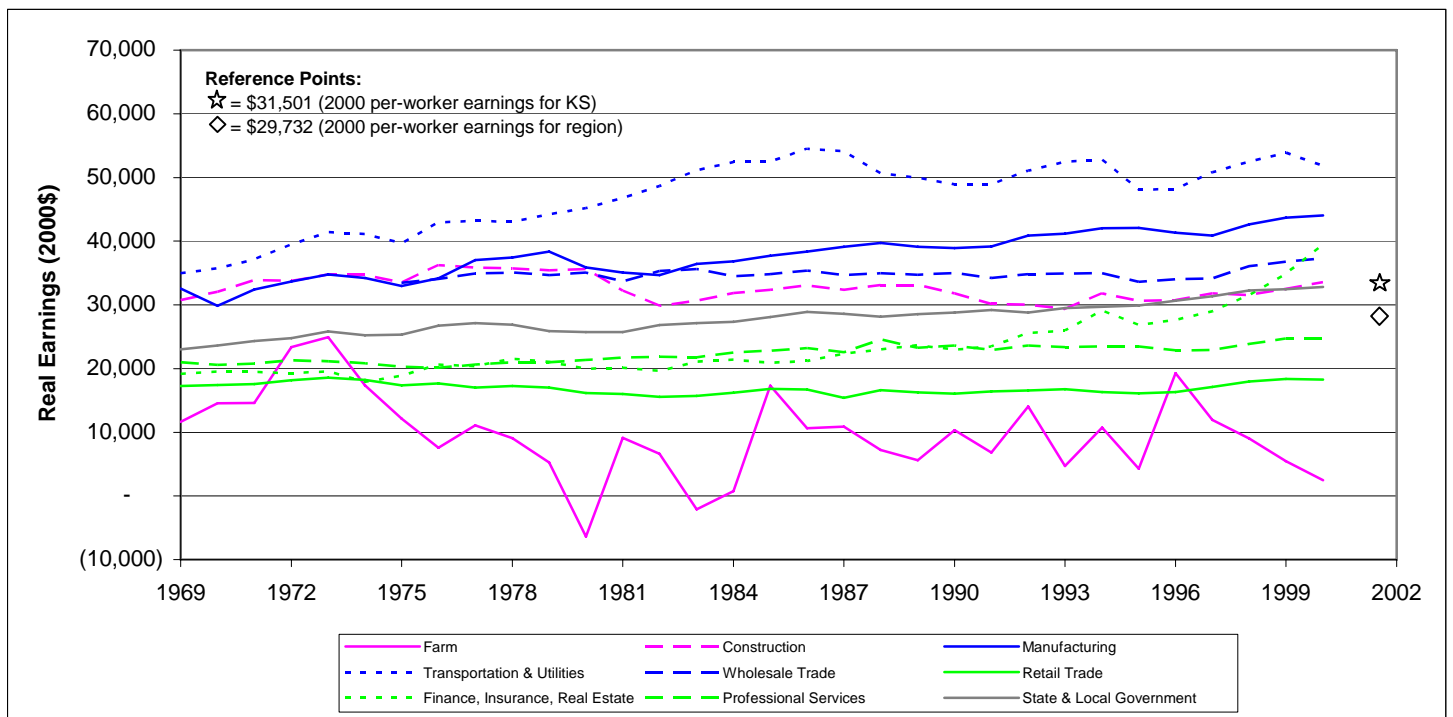
Chart 7: North East Region—Employment Trends by Industry, 1969-2000



Comments on Chart 7:

- The capitol city of Topeka is in the North East region, a fact that helps explain the dominance of the Professional Services and State and Local Government sectors in the employment trends. The strong growth of professional services is consistent for all other regions. The strong growth of state and local government employment relative to the regional average is consistent for all but the East Central and South Central regions.
- The North East region is the only region that has shown a consistent declining trend in Transportation and Utilities employment, with a 30-year average annual growth rate of -0.16 percent.
- The Construction sector had the fastest employment growth during the 1990s, with an average annual growth rate of 3.04 percent. However, this trend should be interpreted with caution, since the data from 1995-1997 is subject to a margin of error associated with the missing-data allocation procedure discussed in the Overview.

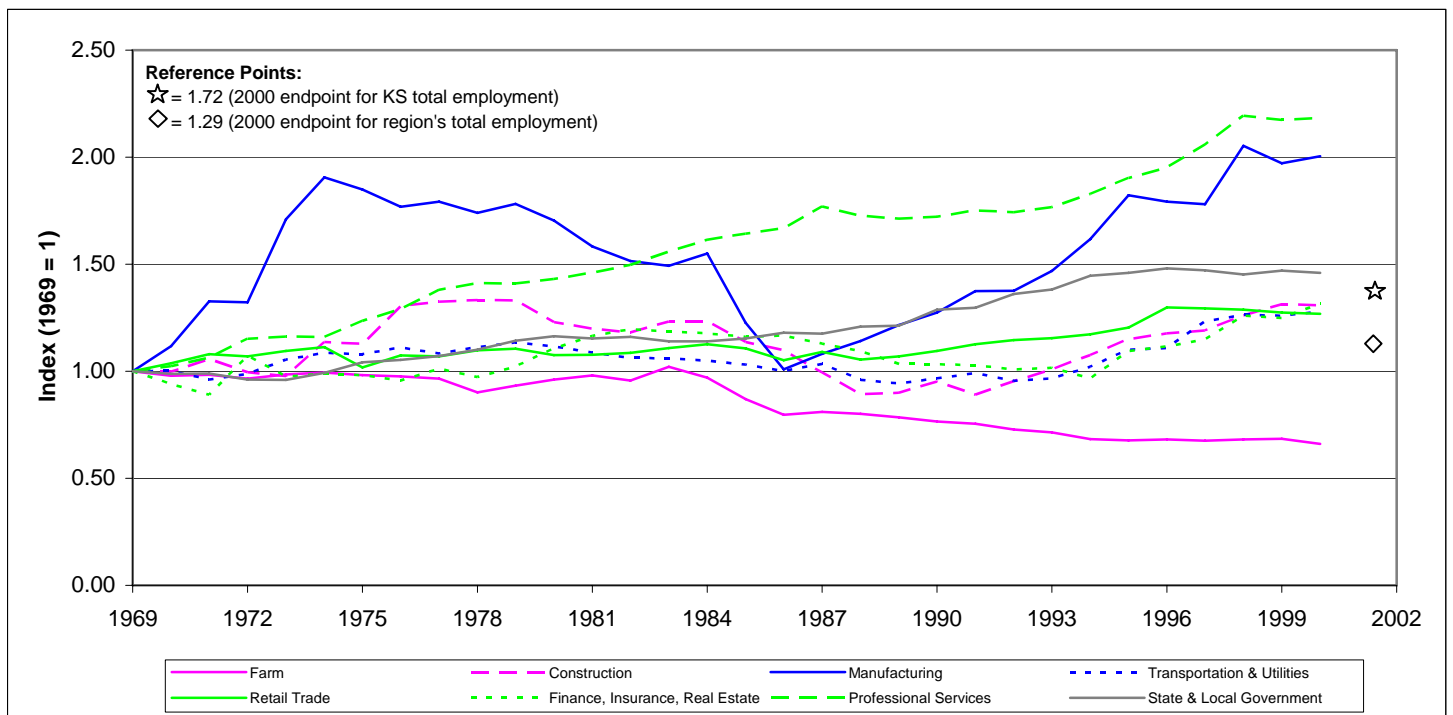
Chart 8: North East Region—Inflation-Adjusted Earnings Per Worker by Industry, 1969-2000



Comments on Chart 8:

- The highest paying sectors in the North East region—Transportation and Utilities, manufacturing, and Wholesale Trade—are consistent with other regions of Kansas.
- From a productivity growth perspective, presuming a close link between per-worker earnings and productivity, the North East region has a mixed record:
 - In the Construction sector, the North East lags Kansas, the Plains, and the U.S. over both the 1970-2000 and 1990s periods.
 - In the Manufacturing and Transportation and Utilities sectors, the North East outperforms Kansas and the Plains (but not the U.S.) over the 1970-2000 period, but significantly lags Kansas, the Plains, and the U.S. over the 1990s.
 - In the Retail Trade sector, the North East outperforms Kansas, the Plains, and the U.S. over both the 1970-2000 and 1990-2000 periods.
 - In the Finance, Insurance, and Real Estate sector, the North East lags, but is competitive with Kansas, the Plains, and the U.S. However, during the 1990s, the North East outperforms Kansas, the Plains, and the U.S.
 - In the Professional Services sector, despite strong employment growth, the North East significantly underperforms Kansas, the Plains, and the U.S. over both the 1970-2000 and 1990-2000 periods.
- Due to margins of error associated with the missing-data allocation procedure discussed in the Overview, caution should be used when evaluation per-worker earnings trends in the Wholesale Trade for years 1981-1984, 2000.

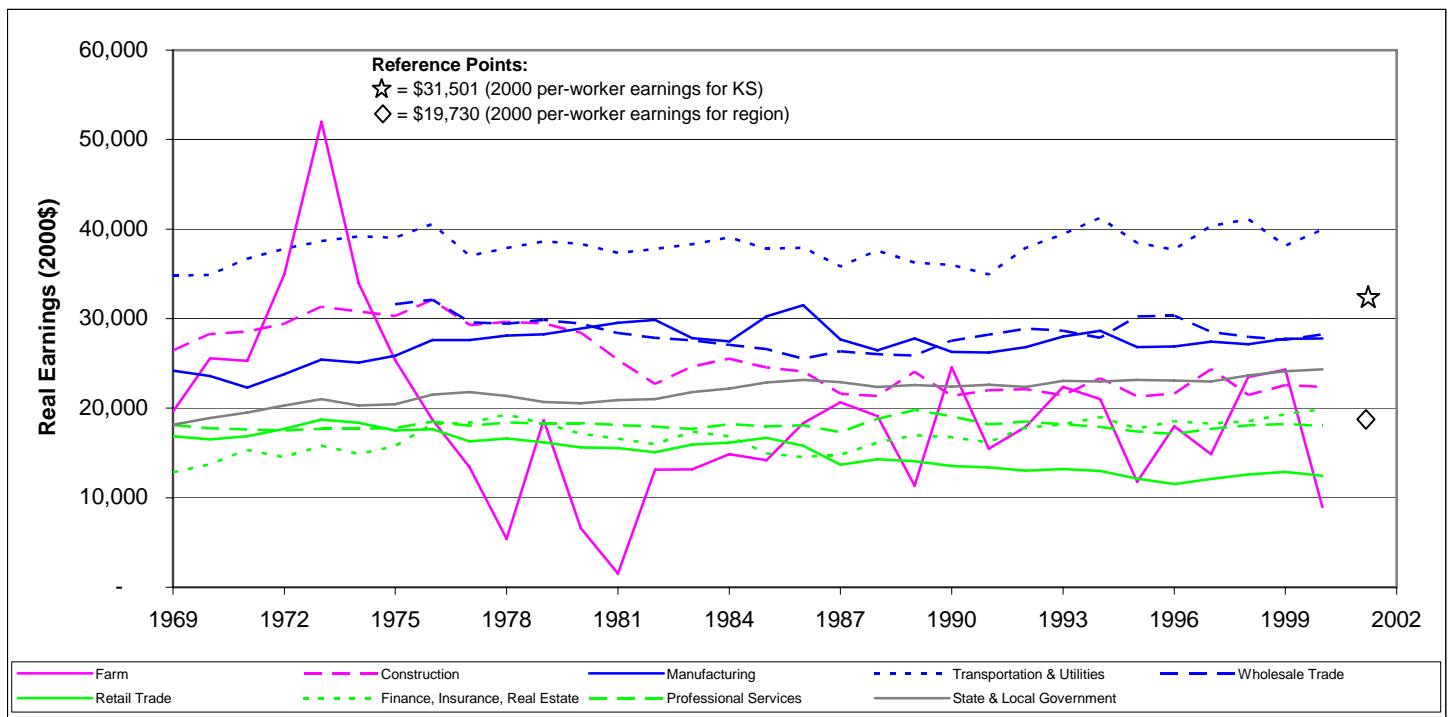
Chart 9: North West Region—Employment Trends by Industry, 1969-2000



Comments on Chart 9:

- The North West region, like the North Central and South West regions, has experienced a large amount of manufacturing employment growth relative to the Kansas average manufacturing employment growth. However, the overall number of employees is relatively small, growing from 2,242 in 1970 to 4,022 in 2000. The fluctuation in the 1998-2000 period may have important margins or error related to the missing data allocation procedure discussed in the Overview.
- The 1990s growth of employment in Construction; Transportation and Utilities; and Finance, Insurance and Real Estate coincide with a similar growth trend in the number of non-farm proprietorships in the North West region. See Table 3 for information on growth rates.
- Employment in the State and Local Government sector grew at an average annual rate of 1.31 percent from 1970-2000. That rate exceeded the Retail Trade growth rate of 0.67 percent. In 2000, the North West region had almost as many people employed in the State and Local Government sector as in Retail Trade (12,200 versus 12,390).
- The missing-data allocation procedure may have created important margins of error in Construction employment data during the 1998-2000 period; Transportation and Utilities in the years 1997 and 1998; and Finance, Insurance, and Real Estate in 1997.

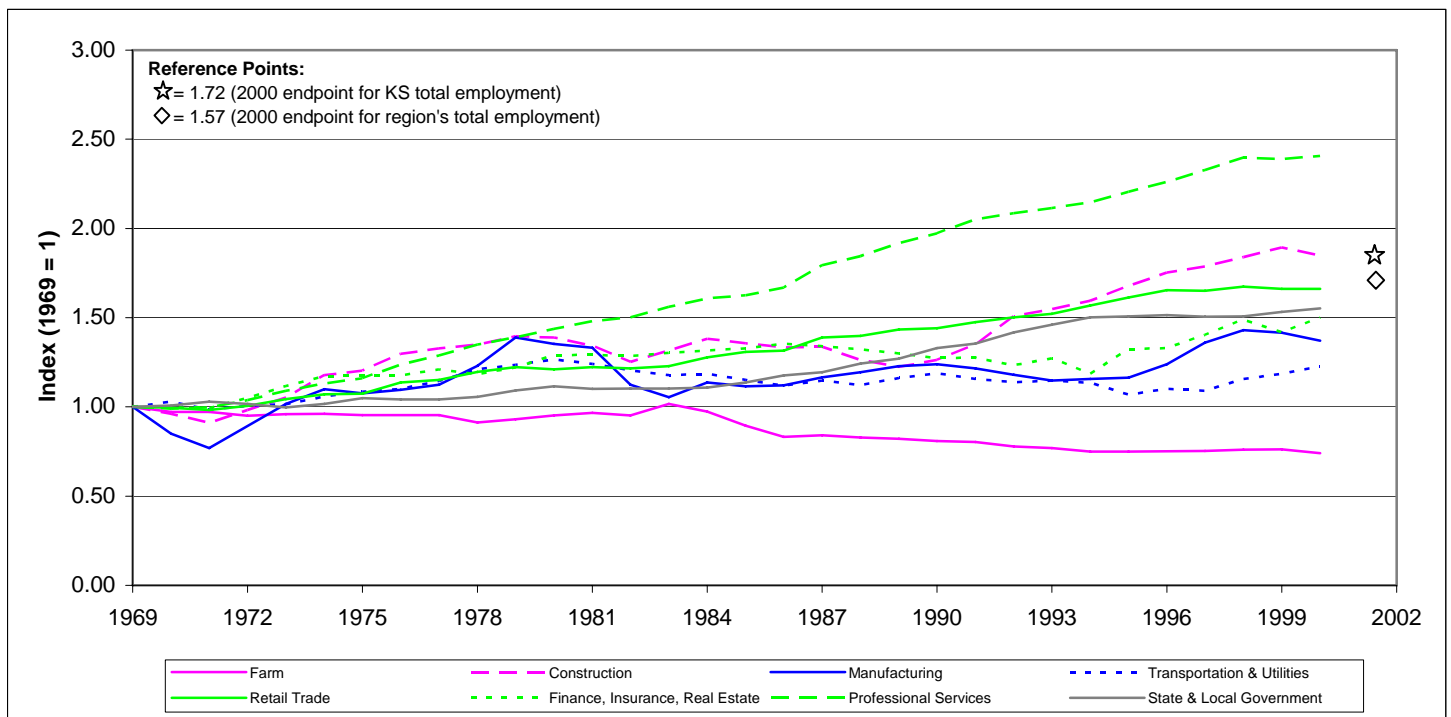
Chart 10: North West Region—Inflation-Adjusted Earnings Per Worker by Industry, 1969-2000



Comments on Chart 10:

- The North West region, in most sectors, has experienced virtually no growth in real per-worker earnings over a 30-year period. To the extent that per-worker earnings act as a proxy for productivity, the North West region has pulled down the Kansas average with regard to productivity growth.
- The Transportation and Utilities sector is the only private-sector area of employment in the North West that has paid above the Kansas average per-worker earnings.
- The Finance, Insurance, and Real Estate sector has experienced the fastest private sector per-worker average annual growth rate over the past 30 years (1.24%).

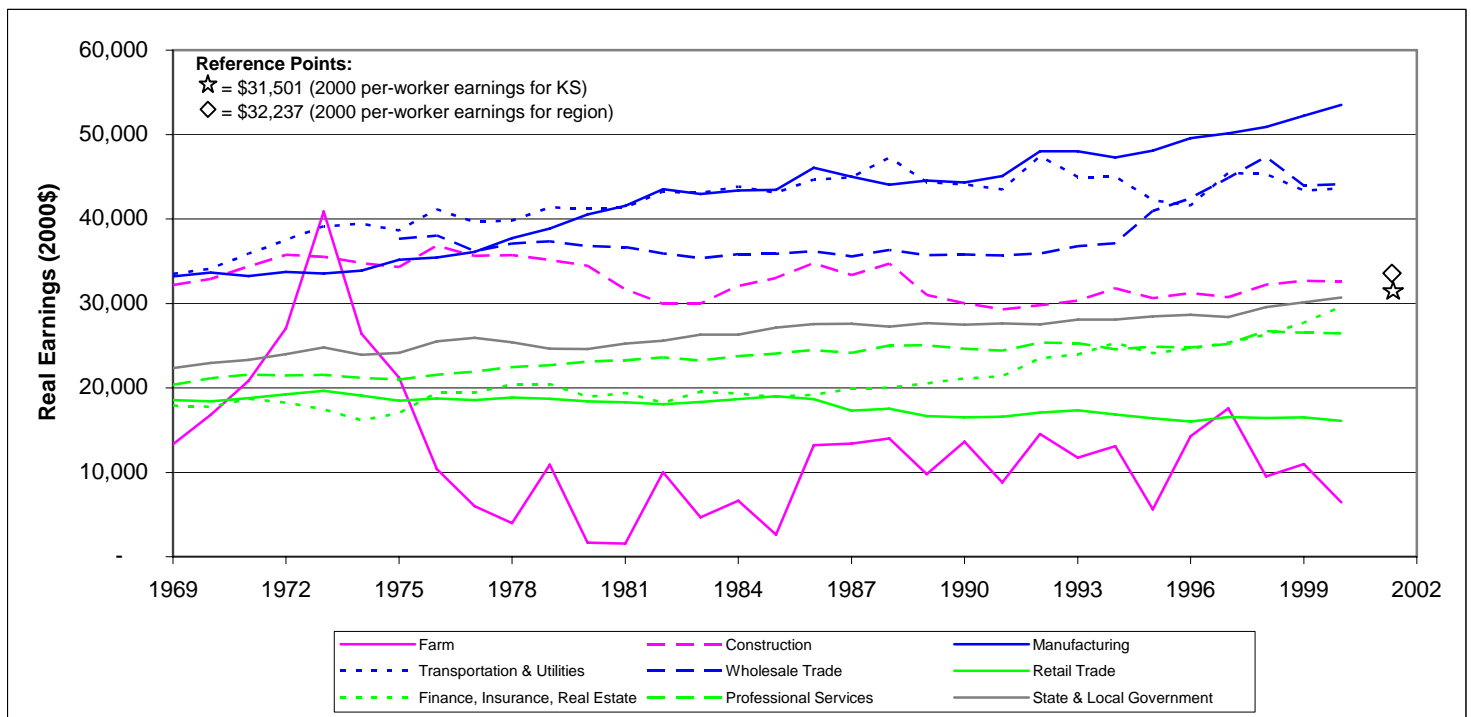
Chart 11: South Central Region—Employment Trends by Industry, 1969-2000



Comments on Chart 11:

- Other than Professional Services, the strongest employment growth in the South Central region over the past 30 years has occurred in the Construction sector. This strong 30-year performance was influenced by particularly strong growth in the 1970s and the 1990s.
- The South Central region outperformed Kansas, the Plains, and the U.S. in terms of average annual manufacturing employment growth from 1970-2000, and also outperformed the Plains and the U.S. from 1990-2000. (However, in both periods the U.S. experienced negative growth of manufacturing employment.)
- The South Central region outperformed Kansas and the Plains in the growth of Wholesale Trade employment during the 1990s, but not over the past 30 years. (Wholesale Trade is not depicted on Chart 11, for reasons pertaining to pre-1975 data quality, but is noted in Table 3 for years after 1975.)
- The South Central region, for a relatively urban area, has experience unusually slow employment growth in the Transportation and Utilities sector. In both the 1970-2000 and 1990-2000 periods, it significantly lags Kansas, the Plains, and the U.S. In Kansas, it lags all regions except the North East (which experienced negative employment growth in the Transportation and Utilities sector) and basically matched the performance of the South West region. See Table 3 for more details.

Chart 12: South Central Region—Inflation-Adjusted Earnings Per Worker by Industry, 1969-2000



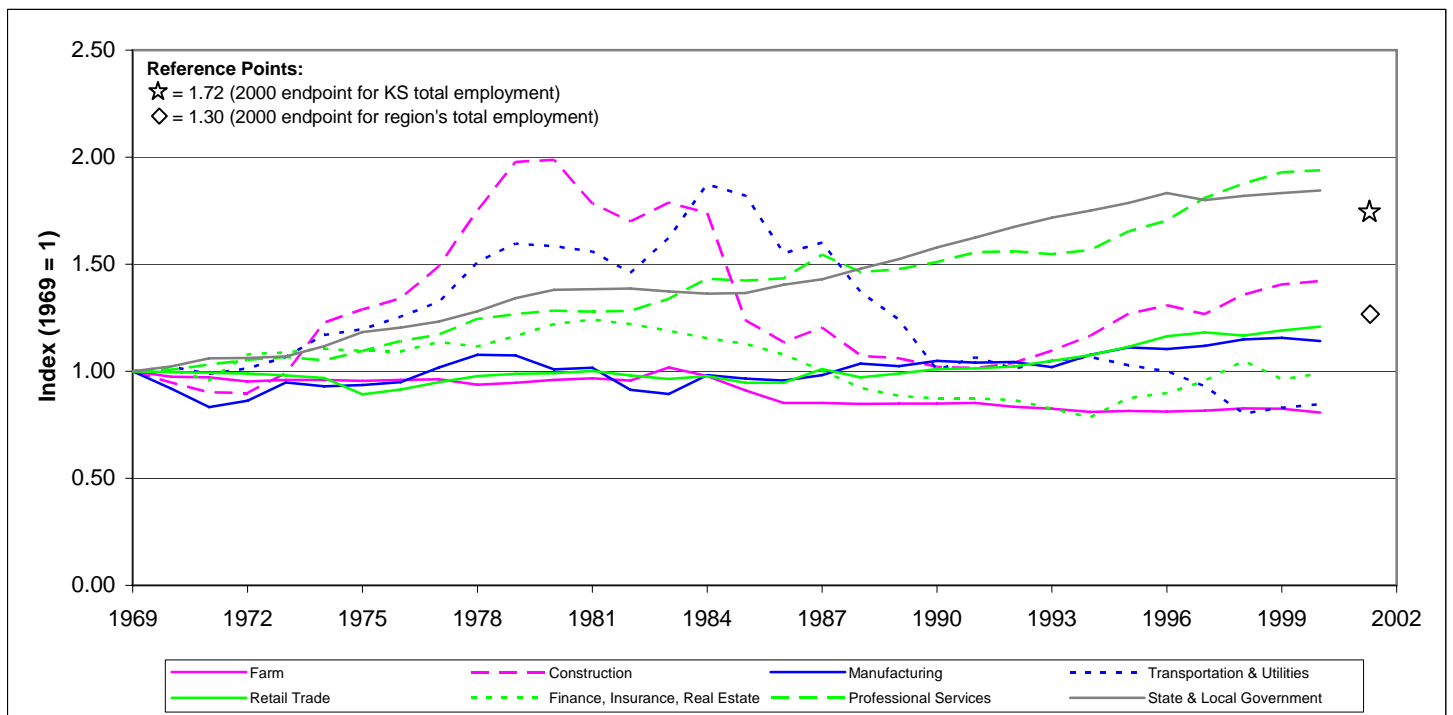
Comments on Chart 12:

- The South Central region is the Kansas driver with regard to manufacturing earnings per worker, both in terms of per-worker earnings levels and 30-year growth rate. It also outperforms the Plains in terms of earnings levels and growth rate. However, South Central lags the U.S. It is not necessarily noteworthy that South Central per-worker earnings in 2000 are only 95 percent of U.S. per-worker earnings, but it is noteworthy that Kansas’ manufacturing center has lagged the U.S. by 0.15 percent in terms of its 30-year average annual growth rate of per-worker earnings. This lag suggests a systematic lag in productivity growth.

Perhaps even more suggestive of a manufacturing productivity lag in the South Central region is the fact that during the 1990s it lagged not only the U.S., but also the East Central and South West regions of Kansas in terms of per-worker earnings in manufacturing. The 1990-2000 average annual growth rate of per-worker earnings in the South Central region were 1.90 percent, while the U.S., East Central, and South West rates were 2.44 percent, 1.92 percent, and 2.09 percent, respectively. (However, the South West finding may be subject to error because of the missing-data allocation procedure discussed in the Overview.) More research is required to determine the extent to which the apparent productivity lag is due to conditions related to the aircraft industry.

- Strong employment growth in the Construction sector during the 1990s did not translate into strong per-worker earnings.
- Per-worker earnings in Retail Trade are declining in the South Central region faster than they are in Kansas, the Plains, and the U.S.
- During the 1990s, the South Central region experienced faster per-worker earnings growth in Wholesale Trade than Kansas. However, the region underperformed the Plains and the U.S.

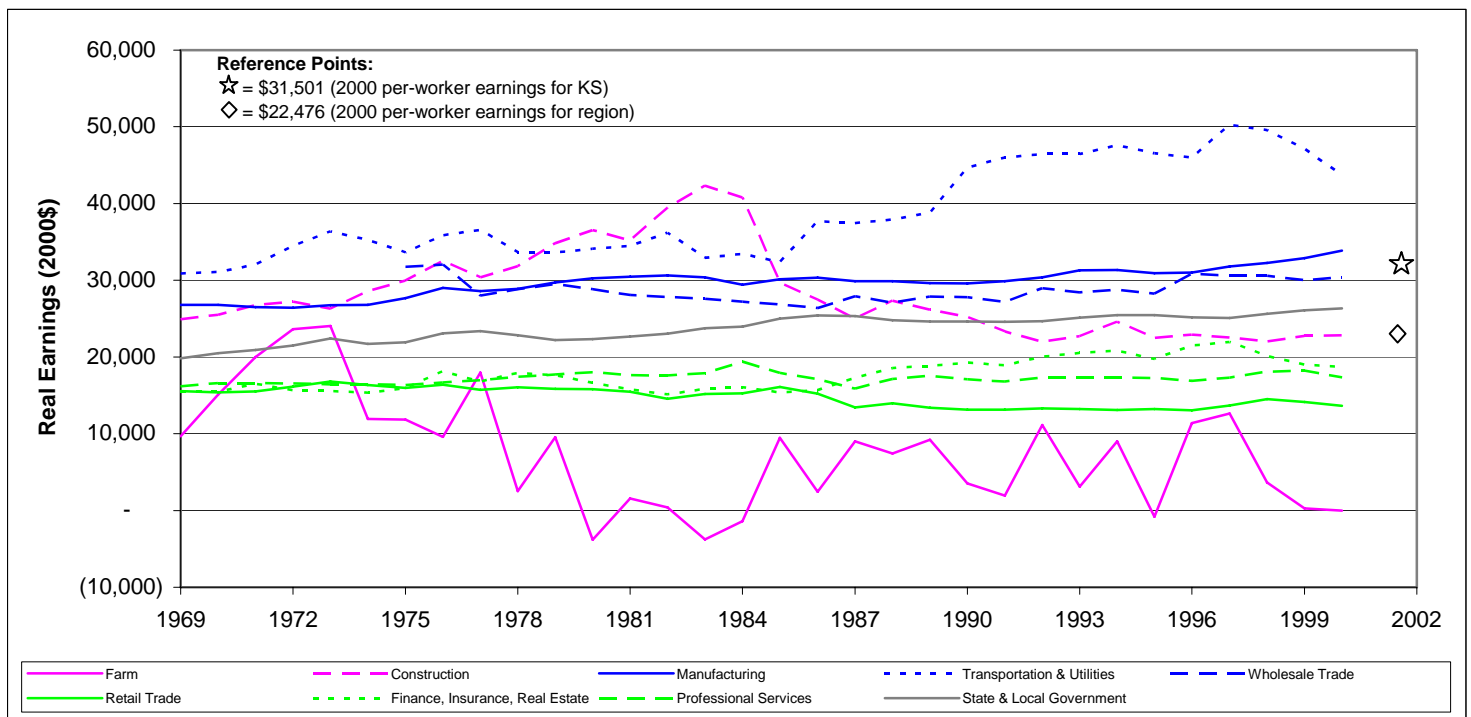
Chart 13: South East Region—Employment Trends by Industry, 1969-2000



Comments on Chart 13:

- Over the 1970-2000 time frame, Professional Services and State and Local Government have been the fastest growing sources of employment for the South East region.
- During the 1990s, Construction was the fastest source of employment growth in the region, rebounding from its sharp drop through out the 1980s.
- Employment in the State and Local Government sector grew at an average annual rate of 1.98 percent from 1970-2000. That rate exceeded the Retail Trade growth rate of 0.65 percent. In 2000, the South East region had almost as many people employed in the State and Local Government sector as in Retail Trade (19,256 versus 19,269).
- During the 1990s, Wholesale Trade (not depicted in Chart 13) represented the third strongest source of employment growth for the South East region, following Construction and Professional Services. See Table 3.
- Trends in the following sectors may have margins of error resulting from the missing-data allocation procedure discussed in the Overview: Construction, 1993-1994; Transportation and Utilities, 1998-2000; Professional Services, 1984-1990.

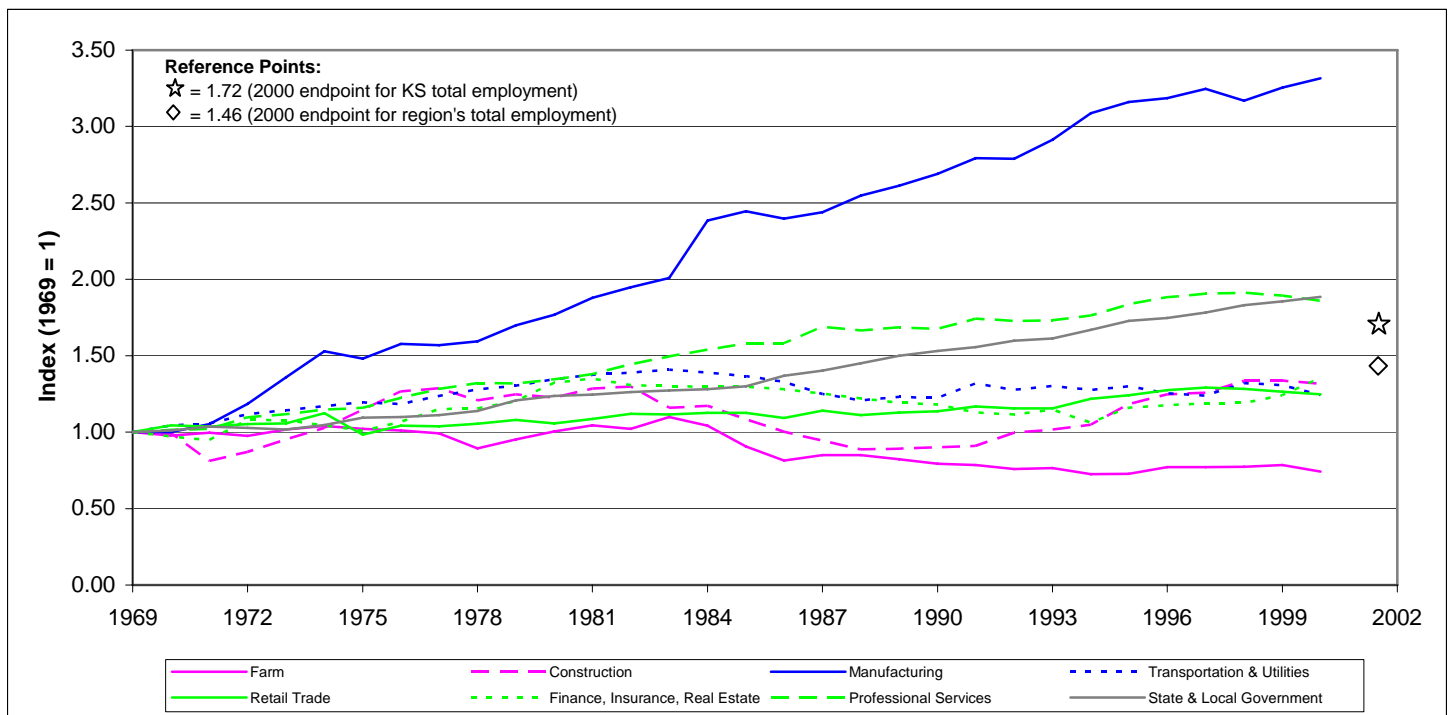
Chart 14: South East Region—Inflation-Adjusted Earnings Per Worker by Industry, 1969-2000



Comments on Chart 14:

- Moderate increases in per-worker earnings in the Transportation and Utilities sector has accompanied persistent declines in employment in that sector over the past two decades. Per-worker earnings in the Transportation and Utilities sector have had the fastest private-sector 30-year average annual growth rate in the region, 1.14 percent. The decline in Transportation and Utilities per-worker earnings beginning in 1997 may result from measurement error associated with the missing-data allocation procedure discussed in the Overview.
- During the 1990s, manufacturing accounted for the fastest private-sector per-worker earnings, with an average annual growth rate of 1.35 percent. That rate lags the statewide rate of 1.69 percent.
- To the extent that growth of per-worker earnings acts as a proxy for productivity growth, the South East region pulls down the Kansas average rate of productivity growth, with an 30-year average annual growth rate in most sectors of less than one percent.

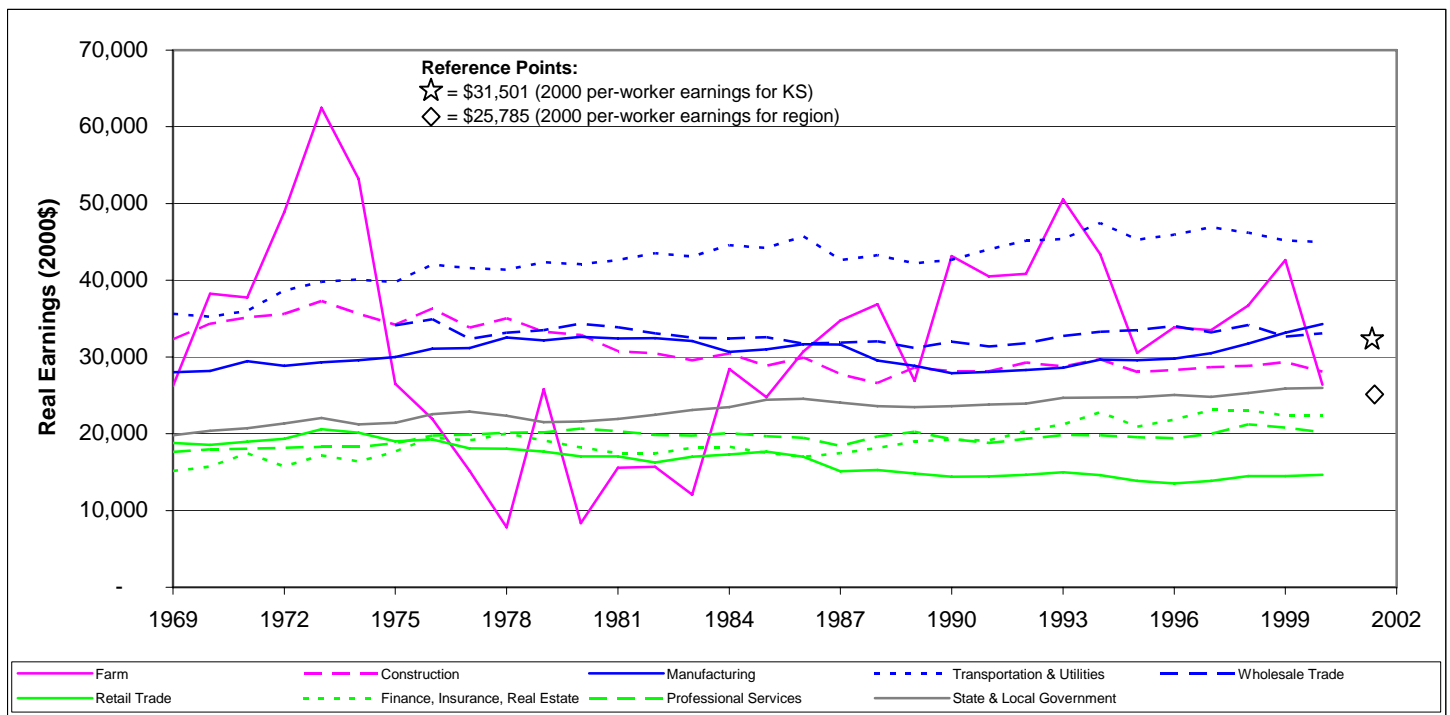
Chart 15: South West Region—Employment Trends by Industry, 1969-2000



Comments on Chart 15:

- Over the 1970-2000 period, the South West region had the highest average annual manufacturing employment growth rate in Kansas (4.08%). Table 3 shows that the region had 5,166 manufacturing employees in 1970 and 17,126 in 2000. During the 1990s, the South West region had the third fastest average annual manufacturing employment growth rate (2.11%); the North West region had the fastest rate (4.63%) and the North Central region had the second fastest rate (2.45%).
- The Construction sector generated the fastest employment growth in the 1990s, with an average annual growth rate of 3.86 percent.
- In absolute terms, the South West region has the second highest employment growth in the State and Local Government sector (behind the East Central region). However, relative to the growth of total employment, the South West ranks third behind the South East and North Central regions (East Central ranks last); relative to population, the South West ranks fourth.
- From 1998-2000, trends in the following sectors may have margins of error resulting from the missing-data allocation procedure discussed in the Overview: Manufacturing; Construction; and Finance, Insurance, and Real Estate.

Chart 16: South West Region—Inflation-Adjusted Earnings Per Worker by Industry, 1969-2000



Comments on Chart 16:

- The highlight of the per-worker earnings trends in the South West region is the 2.09 percent average annual growth rate of per-worker manufacturing earnings from 1990-2000. That rate significantly beat all other Kansas regions and the Plains. However, this finding should be interpreted with caution because of uncertain data from 1998-2000 resulting from the missing-data allocation procedure discussed in the Overview.
- The private sector with the fastest 30-year average annual growth rate was Finance, Insurance, and Real Estate (1.19%). This sector ranked second behind manufacturing in the 1990s, with an average annual growth rate of 1.55 percent.
- The South West region has the best performance, by a significant margin, in terms of the level of per-worker earnings in the Farm sector. See Table 4.
- Overall, the South West region has the second worst growth rate of total per-worker earnings, with an average annual growth rate of 0.01 percent. (The North West region had a rate of -0.24 percent.)

Table 1: Estimated Regional Share (%) of Total Employment in Each Industry, Selected Years

(Note: 1970 and 1980 were years of economic recession in the U.S.)

East Central Region	1970	1980	1990	2000
Farm	2.69	2.06	1.36	1.02
Construction	5.22	4.85	4.92	5.89
Manufacturing	18.01	14.69	10.48	8.26
Transportation & Utilities	6.41	5.88	6.30	8.37
Wholesale Trade*	n/a	6.59	7.02	5.95
Retail Trade	16.43	16.70	16.77	17.32
Finance, Insurance, Real Estate	6.92	8.96	8.88	8.39
Professional Services	16.65	20.78	27.38	30.09
State & Local Government	14.59	13.64	11.14	10.30
Other (Primarily Federal Government)*	13.09	5.85	5.76	4.41
North Central Region				
North Central Region	1970	1980	1990	2000
Farm	13.82	10.92	8.68	6.90
Construction	4.21	4.31	4.01	4.46
Manufacturing	5.59	9.31	9.10	10.40
Transportation & Utilities	4.25	4.56	3.54	4.04
Wholesale Trade*	n/a	4.01	3.87	3.60
Retail Trade	15.36	14.88	15.53	17.15
Finance, Insurance, Real Estate	4.86	5.11	4.62	4.88
Professional Services	14.46	17.02	20.97	22.54
State & Local Government	12.50	13.75	15.69	16.66
Other (Primarily Federal Government)*	24.96	16.11	13.99	9.37
North East Region				
North East Region	1970	1980	1990	2000
Farm	8.14	6.90	5.45	4.38
Construction	4.82	4.63	4.36	5.16
Manufacturing	11.12	10.66	9.30	8.63
Transportation & Utilities	8.16	7.23	6.35	5.17
Wholesale Trade*	n/a	5.74	4.06	3.28
Retail Trade	15.38	14.75	16.56	16.75
Finance, Insurance, Real Estate	7.17	8.16	7.75	7.23
Professional Services	17.70	21.52	25.23	29.56
State & Local Government	14.61	16.12	16.84	15.86
Other (Primarily Federal Government)*	12.88	4.30	4.10	3.96
North West Region				
North West Region	1970	1980	1990	2000
Farm	25.76	21.24	17.25	13.54
Construction	4.05	4.19	3.31	4.14
Manufacturing	3.84	4.91	3.75	5.36
Transportation & Utilities	4.30	4.01	3.56	4.27
Wholesale Trade*	n/a	5.15	4.81	4.23
Retail Trade	17.35	15.09	15.70	16.53
Finance, Insurance, Real Estate	4.94	4.87	4.65	5.38
Professional Services	14.37	16.86	20.70	23.86
State & Local Government	14.15	13.98	15.78	16.27
Other (Primarily Federal Government)*	11.26	9.69	10.49	6.42

* Due to unreliable pre-1975 data, Wholesale Trade is aggregated with "Other" for 1970.

Table 1 (Con't): Estimated Regional Share (%) of Total Employment in Each Industry, Selected Years
 (Note: 1970 and 1980 were years of economic recession in the U.S.)

South Central Region	1970	1980	1990	2000
Farm	6.56	4.88	3.82	3.06
Construction	4.55	4.99	4.19	5.36
Manufacturing	18.61	22.50	19.01	18.39
Transportation & Utilities	5.03	4.70	4.07	3.67
Wholesale Trade*	n/a	4.74	4.47	4.41
Retail Trade	16.09	14.85	16.31	16.45
Finance, Insurance, Real Estate	6.45	6.33	5.77	5.94
Professional Services	18.59	20.49	25.93	27.67
State & Local Government	10.57	8.88	9.75	9.95
Other (Primarily Federal Government)*	13.56	7.65	6.69	5.11
South East Region	1970	1980	1990	2000
Farm	12.60	10.18	9.42	7.89
Construction	4.21	7.25	3.90	4.78
Manufacturing	18.83	16.95	18.44	17.67
Transportation & Utilities	6.58	8.38	5.57	4.13
Wholesale Trade*	n/a	3.16	3.23	3.53
Retail Trade	17.05	13.92	14.86	15.64
Finance, Insurance, Real Estate	5.59	5.53	4.15	4.14
Professional Services	15.01	15.68	19.34	21.85
State & Local Government	11.47	12.69	15.20	15.63
Other (Primarily Federal Government)*	8.67	6.27	5.90	4.74
South West Region	1970	1980	1990	2000
Farm	21.48	17.77	13.20	11.23
Construction	5.10	5.08	3.51	4.65
Manufacturing	5.22	7.43	10.62	11.89
Transportation & Utilities	5.57	5.79	4.93	4.56
Wholesale Trade*	n/a	6.31	5.40	4.49
Retail Trade	17.84	14.53	14.67	14.66
Finance, Insurance, Real Estate	4.93	5.41	4.54	4.73
Professional Services	15.04	16.03	18.78	18.92
State & Local Government	12.79	12.58	14.63	16.38
Other (Primarily Federal Government)*	12.02	9.07	9.71	8.49

* Due to unreliable pre-1975 data, Wholesale Trade is aggregated with "Other" for 1970.

Table 1 (Con't): Estimated Regional Share (%) of Total Employment in Each Industry, Selected Years
 (Note: 1970 and 1980 were years of economic recession in the U.S.)

Kansas	1970	1980	1990	2000
Farm	10.08	7.72	5.71	4.40
Mining	1.87	2.69	1.98	1.08
Construction	4.66	4.99	4.27	5.26
Manufacturing	13.64	14.88	12.88	12.10
Transportation & Utilities	5.71	5.61	5.04	5.53
Wholesale Trade*	n/a	5.23	5.10	4.65
Retail Trade	16.31	15.19	16.10	16.64
Finance, Insurance, Real Estate	6.09	6.77	6.45	6.50
Professional Services	16.57	19.20	24.33	26.79
State & Local Government	12.65	12.35	12.69	12.58
Other (Primarily Federal Government)*	8.63	5.39	5.44	4.46
Plains States	1970	1980	1990	2000
Farm	10.33	7.98	5.80	4.34
Mining	0.75	0.85	0.57	0.36
Construction	4.70	4.79	4.48	5.38
Manufacturing	16.62	15.35	13.68	12.21
Transportation & Utilities	5.60	5.42	5.08	5.31
Wholesale Trade*	n/a	5.55	5.12	4.76
Retail Trade	16.07	16.17	16.60	16.68
Finance, Insurance, Real Estate	6.54	7.15	7.00	7.30
Professional Services	17.39	20.86	26.03	28.89
State & Local Government	11.43	11.58	11.20	11.09
Other (Primarily Federal Government)*	6.01	4.30	4.42	3.68
United States	1970	1980	1990	2000
Farm	4.34	3.32	2.26	1.87
Mining	0.81	1.12	0.75	0.47
Construction	4.82	4.95	5.21	5.66
Manufacturing	21.57	18.19	14.13	11.46
Transportation & Utilities	5.33	4.97	4.70	4.94
Wholesale Trade*	n/a	5.03	4.82	4.55
Retail Trade	15.01	15.66	16.42	16.32
Finance, Insurance, Real Estate	6.71	7.67	7.69	7.91
Professional Services	18.65	21.87	27.74	31.78
State & Local Government	10.90	11.63	10.96	10.78
Other (Primarily Federal Government)*	7.30	5.61	5.31	4.25

* Due to unreliable pre-1975 data, Wholesale Trade is aggregated with "Other" for 1970.

Table 2: Estimated Regional Share (%) of Total Earnings in Each Industry, Selected Years

(Note: 1970 and 1980 were years of economic recession in the U.S.)

East Central Region	1970	1980	1990	2000
Farm	0.92	-0.09	0.15	-0.01
Construction	7.16	6.92	6.18	6.69
Manufacturing	23.90	20.50	14.31	10.71
Transportation & Utilities	8.78	9.43	9.46	14.73
Wholesale Trade*	n/a	9.76	10.18	8.85
Retail Trade	12.08	10.50	9.54	9.00
Finance, Insurance, Real Estate	4.44	5.77	7.61	9.37
Professional Services	12.91	16.83	23.22	25.54
State & Local Government	13.60	12.03	11.52	9.39
Other (Primarily Federal Government)*	16.21	8.36	7.84	5.74
North Central Region				
North Central Region	1970	1980	1990	2000
Farm	9.78	-0.52	6.67	1.52
Construction	5.69	5.85	4.63	5.00
Manufacturing	7.11	14.22	11.89	14.48
Transportation & Utilities	7.01	8.52	5.87	7.89
Wholesale Trade*	4.19	5.58	6.10	5.01
Retail Trade	12.47	10.53	8.50	9.49
Finance, Insurance, Real Estate	3.53	3.81	3.45	4.70
Professional Services	12.34	14.63	16.76	18.87
State & Local Government	12.49	13.77	15.30	18.04
Other (Primarily Federal Government)*	25.40	23.62	20.84	15.00
North East Region				
North East Region	1970	1980	1990	2000
Farm	4.94	-1.79	2.11	0.36
Construction	6.46	6.71	5.19	5.83
Manufacturing	13.86	15.54	13.55	12.79
Transportation & Utilities	12.17	13.28	11.63	9.01
Wholesale Trade*	n/a	8.17	5.32	4.12
Retail Trade	11.19	9.70	9.95	10.29
Finance, Insurance, Real Estate	5.85	6.63	6.66	9.60
Professional Services	15.20	18.67	22.31	24.55
State & Local Government	14.41	16.86	18.17	17.50
Other (Primarily Federal Government)*	15.91	6.24	5.11	5.94
North West Region				
North West Region	1970	1980	1990	2000
Farm	31.08	7.65	20.24	6.15
Construction	5.41	6.52	3.38	4.69
Manufacturing	4.27	7.78	4.71	7.56
Transportation & Utilities	7.08	8.44	6.12	8.64
Wholesale Trade*	n/a	8.31	6.33	6.05
Retail Trade	13.52	12.91	10.14	10.43
Finance, Insurance, Real Estate	3.20	4.59	3.72	5.42
Professional Services	12.03	16.95	18.86	21.76
State & Local Government	12.63	15.74	16.92	20.08
Other (Primarily Federal Government)*	10.79	11.10	9.56	9.21

* Due to unreliable pre-1975 data, Wholesale Trade is aggregated with "Other" for 1970.

Table 2 (Cont.): Estimated Regional Share (%) of Total Earnings in Each Industry, Selected Years

(Note: 1970 and 1980 were years of economic recession in the U.S.)

South Central Region	1970	1980	1990	2000
Farm	4.48	0.30	1.83	0.61
Construction	6.08	6.30	4.41	5.41
Manufacturing	25.50	33.44	29.58	30.52
Transportation & Utilities	6.98	7.11	6.30	4.97
Wholesale Trade*	n/a	6.40	5.61	6.03
Retail Trade	12.04	10.02	9.45	8.20
Finance, Insurance, Real Estate	4.66	4.40	4.28	5.45
Professional Services	15.99	17.38	22.41	22.69
State & Local Government	9.88	8.01	9.40	9.48
Other (Primarily Federal Government)*	14.38	6.63	6.75	6.63
South East Region	1970	1980	1990	2000
Farm	9.38	-1.80	1.56	0.00
Construction	5.28	12.30	4.57	4.85
Manufacturing	24.85	23.82	25.41	26.61
Transportation & Utilities	10.08	13.27	11.59	8.03
Wholesale Trade*	n/a	4.23	4.19	4.78
Retail Trade	12.94	10.22	9.09	9.48
Finance, Insurance, Real Estate	4.26	4.28	3.72	3.44
Professional Services	12.26	13.12	15.39	16.88
State & Local Government	11.58	13.17	17.43	18.31
Other (Primarily Federal Government)*	9.37	7.40	7.05	7.63
South West Region	1970	1980	1990	2000
Farm	31.92	6.68	22.11	11.49
Construction	6.81	7.53	3.83	5.08
Manufacturing	5.72	10.92	11.50	15.82
Transportation & Utilities	7.63	10.97	8.17	7.95
Wholesale Trade*	n/a	9.76	6.71	5.76
Retail Trade	12.86	11.15	8.21	8.32
Finance, Insurance, Real Estate	3.01	4.44	3.38	4.11
Professional Services	10.48	14.94	14.07	14.82
State & Local Government	10.14	12.25	13.40	16.50
Other (Primarily Federal Government)*	11.43	11.36	8.60	10.15

* Due to unreliable pre-1975 data, Wholesale Trade is aggregated with "Other" for 1970.

Table 2 (Cont.): Estimated Regional Share (%) of Total Earnings in Each Industry, Selected Years

(Note: 1970 and 1980 were years of economic recession in the U.S.)

Kansas	1970	1980	1990	2000
Farm	9.03	0.55	4.17	1.26
Mining	1.43	2.63	1.57	1.44
Construction	6.30	7.02	5.00	5.85
Manufacturing	18.31	22.39	18.56	17.75
Transportation & Utilities	8.30	9.35	8.25	9.95
Wholesale Trade*	n/a	7.59	7.13	6.81
Retail Trade	12.24	10.40	9.33	8.96
Finance, Insurance, Real Estate	4.33	4.93	5.37	7.14
Professional Services	13.67	16.52	20.82	22.82
State & Local Government	11.87	11.68	12.65	12.14
Other (Primarily Federal Government)*	14.53	6.95	7.15	5.88
Plains	1970	1980	1990	2000
Farm	8.44	1.38	4.18	1.69
Mining	0.86	1.47	0.66	0.51
Construction	6.56	6.68	5.39	6.19
Manufacturing	21.99	23.11	19.81	17.88
Transportation & Utilities	8.05	9.10	7.76	7.80
Wholesale Trade*	n/a	8.04	7.06	6.87
Retail Trade	11.86	10.66	9.26	8.90
Finance, Insurance, Real Estate	4.80	5.43	6.19	8.73
Professional Services	14.00	17.20	22.01	25.48
State & Local Government	10.82	11.54	12.15	11.63
Other (Primarily Federal Government)*	12.63	5.40	5.54	4.31
United States	1970	1980	1990	2000
Farm	2.53	1.12	1.26	0.68
Mining	1.06	2.08	1.09	0.95
Construction	6.45	6.21	5.91	5.87
Manufacturing	26.51	24.48	19.11	16.46
Transportation & Utilities	7.22	7.50	6.54	6.79
Wholesale Trade*	n/a	6.57	6.35	6.24
Retail Trade	10.83	9.87	9.20	8.58
Finance, Insurance, Real Estate	5.29	5.85	6.84	9.89
Professional Services	15.55	18.18	25.21	28.54
State & Local Government	10.98	11.38	12.03	11.02
Other (Primarily Federal Government)*	13.57	6.74	6.47	4.96

* Due to unreliable pre-1975 data, Wholesale Trade is aggregated with "Other" for 1970.

Table 3: Estimated Employment Figures and Growth Rates by Industry, Selected Years

(Notes: 1970 and 1980 were years of economic recession in the U.S. Listed industry sectors do not sum to total.)

	1970	1980	1990	2000	Average Annual Growth Rate (%)				
					1970	1980	1990	2000	1970-2000
East Central Region									
Farm	5,749	6,530	5,818	5,948	*	1.28	-1.15	0.22	0.11
Construction	11,136	15,351	21,072	34,209	*	3.26	3.22	4.96	3.81
Manufacturing	38,452	46,530	44,895	48,002	*	1.93	-0.36	0.67	0.74
Transportation & Utilities	13,680	18,614	26,992	48,625	*	3.13	3.79	6.06	4.32
Wholesale Trade*	n/a	20,860	30,076	34,551	*	*	3.73	1.40	2.56
Retail Trade	35,079	52,865	71,868	100,607	*	4.19	3.12	3.42	3.57
Finance, Insurance, Real Estate	14,775	28,374	38,075	48,710	*	6.74	2.98	2.49	4.06
Professional Services	35,545	65,805	117,345	174,743	*	6.35	5.95	4.06	5.45
State & Local Government	31,160	43,201	47,746	59,815	*	3.32	1.01	2.28	2.20
Federal Government	16,205	15,461	19,041	17,682	*	-0.47	2.10	-0.74	0.29
TOTAL	213,533	316,645	428,571	580,797	*	4.02	3.07	3.09	3.39
North Central Region									
Farm	20,219	18,336	15,438	13,690	*	-0.97	-1.71	-1.19	-1.29
Construction	6,158	7,245	7,140	8,844	*	1.64	-0.15	2.16	1.21
Manufacturing	8,185	15,642	16,196	20,624	*	6.69	0.35	2.45	3.13
Transportation & Utilities	6,216	7,667	6,299	8,013	*	2.12	-1.95	2.44	0.85
Wholesale Trade*	n/a	6,739	6,884	7,129	*	*	0.21	0.35	0.28
Retail Trade	22,479	24,998	27,622	34,007	*	1.07	1.00	2.10	1.39
Finance, Insurance, Real Estate	7,117	8,588	8,218	9,675	*	1.90	-0.44	1.65	1.03
Professional Services	21,155	28,587	37,299	44,682	*	3.06	2.70	1.82	2.52
State & Local Government	18,288	23,093	27,908	33,033	*	2.36	1.91	1.70	1.99
Federal Government	30,253	25,023	21,613	15,645	*	-1.88	-1.45	-3.18	-2.17
TOTAL	146,339	167,958	177,882	198,267	*	1.39	0.58	1.09	1.02

* Due to unreliable pre-1975 data, Wholesale Trade figures are excluded for 1970 and long-term average annual growth rates are from 1980-2000.

Table 3 (Cont.): Estimated Employment Figures and Growth Rates by Industry, Selected Years

(Notes: 1970 and 1980 were years of economic recession in the U.S. Listed industry sectors do not sum to total.)

	1970	1980	1990	2000	Average Annual Growth Rate (%)				
					1970	1980	1990	2000	1970-2000
North East Region									
Farm	9,322	9,374	8,232	7,538	*	0.06	-1.29	-0.88	-0.71
Construction	5,526	6,295	6,585	8,885	*	1.31	0.45	3.04	1.60
Manufacturing	12,740	14,483	14,055	14,853	*	1.29	-0.30	0.55	0.51
Transportation & Utilities	9,344	9,826	9,590	8,897	*	0.50	-0.24	-0.75	-0.16
Wholesale Trade*	n/a	7,794	6,135	5,649	*	*	-2.37	-0.82	-1.60
Retail Trade	17,619	20,045	25,027	28,833	*	1.30	2.24	1.43	1.66
Finance, Insurance, Real Estate	8,216	11,091	11,708	12,450	*	3.05	0.54	0.62	1.40
Professional Services	20,272	29,243	38,136	50,873	*	3.73	2.69	2.92	3.11
State & Local Government	16,735	21,904	25,455	27,298	*	2.73	1.51	0.70	1.64
Federal Government	9,627	4,715	5,126	4,962	*	-6.89	0.84	-0.32	-2.18
TOTAL	114,529	135,904	151,126	172,094	*	1.73	1.07	1.31	1.37
North West Region									
Farm	15,046	14,782	11,757	10,150	*	-0.18	-2.26	-1.46	-1.30
Construction	2,366	2,914	2,256	3,101	*	2.11	-2.53	3.23	0.91
Manufacturing	2,242	3,420	2,558	4,022	*	4.31	-2.86	4.63	1.97
Transportation & Utilities	2,509	2,793	2,424	3,202	*	1.08	-1.41	2.82	0.82
Wholesale Trade*	n/a	3,586	3,280	3,169	*	*	-0.89	-0.34	-0.62
Retail Trade	10,134	10,504	10,701	12,390	*	0.36	0.19	1.48	0.67
Finance, Insurance, Real Estate	2,886	3,392	3,168	4,036	*	1.63	-0.68	2.45	1.12
Professional Services	8,391	11,729	14,112	17,890	*	3.41	1.87	2.40	2.56
State & Local Government	8,264	9,728	10,759	12,200	*	1.64	1.01	1.26	1.31
Federal Government	1,718	1,422	1,478	1,289	*	-1.87	0.39	-1.36	-0.95
TOTAL	58,414	69,589	68,167	74,974	*	1.77	-0.21	0.96	0.84

* Due to unreliable pre-1975 data, Wholesale Trade figures are excluded for 1970 and long-term average annual growth rates are from 1980-2000.

Table 3 (Cont.): Estimated Employment Figures and Growth Rates by Industry, Selected Years

(Notes: 1970 and 1980 were years of economic recession in the U.S. Listed industry sectors do not sum to total.)

	1970	1980	1990	2000	Average Annual Growth Rate (%)				
					1970	1980	1990	2000	1970-2000
South Central Region									
Farm	19,176	18,819	15,981	14,626	*	-0.19	-1.62	-0.88	-0.90
Construction	13,297	19,228	17,498	25,595	*	3.76	-0.94	3.88	2.21
Manufacturing	54,418	86,718	79,470	87,863	*	4.77	-0.87	1.01	1.61
Transportation & Utilities	14,716	18,106	17,011	17,557	*	2.09	-0.62	0.32	0.59
Wholesale Trade*	n/a	18,277	18,665	21,067	*	*	0.21	1.22	0.71
Retail Trade	47,063	57,233	68,169	78,590	*	1.98	1.76	1.43	1.72
Finance, Insurance, Real Estate	18,849	24,407	24,109	28,380	*	2.62	-0.12	1.64	1.37
Professional Services	54,361	78,984	108,367	132,207	*	3.81	3.21	2.01	3.01
State & Local Government	30,914	34,213	40,751	47,567	*	1.02	1.76	1.56	1.45
Federal Government	15,826	11,848	13,077	12,453	*	-2.85	0.99	-0.49	-0.80
TOTAL	292,459	385,479	417,974	477,880	*	2.80	0.81	1.35	1.65
South East Region									
Farm	11,741	11,559	10,221	9,719	*	-0.16	-1.22	-0.50	-0.63
Construction	3,921	8,231	4,228	5,885	*	7.70	-6.44	3.36	1.36
Manufacturing	17,542	19,256	19,999	21,768	*	0.94	0.38	0.85	0.72
Transportation & Utilities	6,130	9,515	6,040	5,083	*	4.49	-4.44	-1.71	-0.62
Wholesale Trade*	n/a	3,586	3,508	4,353	*	*	-0.22	2.18	0.97
Retail Trade	15,885	15,810	16,123	19,269	*	-0.05	0.20	1.80	0.65
Finance, Insurance, Real Estate	5,204	6,283	4,498	5,096	*	1.90	-3.29	1.26	-0.07
Professional Services	13,984	17,814	20,976	26,913	*	2.45	1.65	2.52	2.21
State & Local Government	10,682	14,416	16,484	19,256	*	3.04	1.35	1.57	1.98
Federal Government	2,827	2,337	2,351	1,932	*	-1.89	0.06	-1.94	-1.26
TOTAL	93,170	113,593	108,480	123,180	*	2.00	-0.46	1.28	0.94

* Due to unreliable pre-1975 data, Wholesale Trade figures are excluded for 1970 and long-term average annual growth rates are from 1980-2000.

Table 3 (Cont.): Estimated Employment Figures and Growth Rates by Industry, Selected Years

(Notes: 1970 and 1980 were years of economic recession in the U.S. Listed industry sectors do not sum to total.)

	1970	1980	1990	2000	Average Annual Growth Rate (%)				
					1970	1980	1990	2000	1970-2000
South West Region									
Farm	21,259	21,857	17,270	16,175	*	0.28	-2.33	-0.65	-0.91
Construction	5,048	6,244	4,588	6,703	*	2.15	-3.03	3.86	0.95
Manufacturing	5,166	9,136	13,900	17,126	*	5.87	4.29	2.11	4.08
Transportation & Utilities	5,514	7,115	6,456	6,563	*	2.58	-0.97	0.17	0.58
Wholesale Trade*	n/a	7,760	7,065	6,471	*	*	-0.93	-0.87	-0.90
Retail Trade	17,655	17,868	19,201	21,114	*	0.12	0.72	0.95	0.60
Finance, Insurance, Real Estate	4,883	6,653	5,939	6,807	*	3.14	-1.13	1.37	1.11
Professional Services	14,883	19,717	24,571	27,250	*	2.85	2.23	1.04	2.04
State & Local Government	12,656	15,472	19,144	23,591	*	2.03	2.15	2.11	2.10
Federal Government	2,630	2,194	2,728	2,280	*	-1.80	2.20	-1.78	-0.47
TOTAL	98,961	122,969	130,843	144,026	*	2.20	0.62	0.96	1.26
Kansas									
Farm	102,512	101,257	84,717	77,846	*	-0.12	-1.77	-0.84	-0.91
Mining	18,995	35,244	29,366	19,212	*	6.38	-1.81	-4.15	0.04
Construction	47,452	65,508	63,367	93,221	*	3.28	-0.33	3.94	2.28
Manufacturing	138,745	195,185	191,073	214,257	*	3.47	-0.21	1.15	1.46
Transportation & Utilities	58,109	73,636	74,812	97,940	*	2.40	0.16	2.73	1.76
Wholesale Trade*	n/a	68,602	75,613	82,389	*	*	0.98	0.86	0.92
Retail Trade	165,914	199,323	238,711	294,810	*	1.85	1.82	2.13	1.93
Finance, Insurance, Real Estate	61,930	88,788	95,715	115,154	*	3.67	0.75	1.87	2.09
Professional Services	168,591	251,879	360,806	474,558	*	4.10	3.66	2.78	3.51
State & Local Government	128,699	162,027	188,247	222,760	*	2.33	1.51	1.70	1.85
Federal Government	79,086	63,000	65,414	56,243	*	-2.25	0.38	-1.50	-1.13
TOTAL	1,017,405	1,312,137	1,483,043	1,771,218	*	2.58	1.23	1.79	1.87

* Due to unreliable pre-1975 data, Wholesale Trade figures are excluded for 1970 and long-term average annual growth rates are from 1980-2000.

Table 3 (Cont.): Estimated Employment Figures and Growth Rates by Industry, Selected Years

(Notes: 1970 and 1980 were years of economic recession in the U.S. Listed industry sectors do not sum to total.)

	1970	1980	1990	2000	Average Annual Growth Rate (%)				
					1970	1980	1990	2000	1970-2000
Plains States									
Farm	776,513	738,622	615,573	551,621	*	-0.50	-1.81	-1.09	-1.13
Mining	56,343	78,354	60,951	46,015	*	3.35	-2.48	-2.77	-0.67
Construction	353,079	442,806	475,962	682,410	*	2.29	0.72	3.67	2.22
Manufacturing	1,249,063	1,419,777	1,452,414	1,550,043	*	1.29	0.23	0.65	0.72
Transportation & Utilities	421,080	501,685	539,749	673,739	*	1.77	0.73	2.24	1.58
Wholesale Trade*	n/a	513,630	543,215	603,869	*	*	0.56	1.06	0.81
Retail Trade	1,207,528	1,495,905	1,762,767	2,117,391	*	2.16	1.66	1.85	1.89
Finance, Insurance, Real Estate	491,606	661,252	742,915	926,264	*	3.01	1.17	2.23	2.13
Professional Services	1,306,741	1,929,489	2,763,964	3,668,363	*	3.97	3.66	2.87	3.50
State & Local Government	858,698	1,070,880	1,189,414	1,408,546	*	2.23	1.06	1.71	1.66
Federal Government	405,436	339,904	370,645	320,571	*	-1.75	0.87	-1.44	-0.78
TOTAL	7,515,685	9,250,310	10,616,657	12,695,961	*	2.10	1.39	1.80	1.76
United States									
Farm	3,961,000	3,798,000	3,153,000	3,113,000	*	-0.42	-1.84	-0.13	-0.80
Mining	743,900	1,277,600	1,044,100	784,200	*	5.56	-2.00	-2.82	0.18
Construction	4,398,800	5,654,200	7,261,800	9,446,300	*	2.54	2.53	2.66	2.58
Manufacturing	19,687,400	20,781,100	19,694,200	19,114,800	*	0.54	-0.54	-0.30	-0.10
Transportation & Utilities	4,865,500	5,672,100	6,550,600	8,244,400	*	1.55	1.45	2.33	1.77
Wholesale Trade*	n/a	5,741,700	6,720,500	7,584,100	*	*	1.59	1.22	1.40
Retail Trade	13,698,800	17,883,900	22,885,500	27,222,300	*	2.70	2.50	1.75	2.32
Finance, Insurance, Real Estate	6,125,400	8,756,000	10,714,600	13,193,800	*	3.64	2.04	2.10	2.59
Professional Services	17,021,800	24,982,600	38,670,600	52,990,800	*	3.91	4.47	3.20	3.86
State & Local Government	9,947,000	13,280,000	15,281,000	17,977,000	*	2.93	1.41	1.64	1.99
Federal Government	6,134,000	5,495,000	5,951,000	4,967,000	*	-1.09	0.80	-1.79	-0.70
TOTAL	91,281,600	114,231,200	139,380,900	166,758,800	*	2.27	2.01	1.81	2.03

* Due to unreliable pre-1975 data, Wholesale Trade figures are excluded for 1970 and long-term average annual growth rates are from 1980-2000.

Table 4: Estimated Inflation-Adjusted Earnings Per Worker and Growth Rates by Industry, Selected Years

(Note: 1970 and 1980 were years of economic recession in the U.S)

	Actual Dollars				Inflation-Adjusted Dollars (2000 = 100)				Average Annual Real Growth Rate (%)				
	1970	1980	1990	2000	1970	1980	1990	2000	1970	1980	1990	2000	1970-2000
East Central Region													
Farm	2,437	(693)	2,737	(362)	8,849	(1,283)	3,354	(362)	*	n/a	n/a	n/a	n/a
Construction	9,761	21,669	30,820	43,550	35,449	40,096	37,774	43,550	*	1.24	-0.59	1.43	0.69
Manufacturing	9,432	21,175	33,510	49,691	34,258	39,182	41,071	49,691	*	1.35	0.47	1.92	1.25
Transportation & Utilities	9,737	24,344	36,833	67,442	35,364	45,045	45,144	67,442	*	2.45	0.02	4.10	2.18
Wholesale Trade	n/a	22,481	35,579	57,040	n/a	41,598	43,607	57,040	*	*	0.47	2.72	1.59
Retail Trade	5,226	9,546	13,955	19,915	18,980	17,664	17,104	19,915	*	-0.72	-0.32	1.53	0.16
Finance, Insurance, Real Estate	4,563	9,778	21,016	42,836	16,571	18,092	25,758	42,836	*	0.88	3.60	5.22	3.22
Professional Services	5,514	12,290	20,801	32,554	20,027	22,741	25,494	32,554	*	1.28	1.15	2.47	1.63
State & Local Government	6,624	13,388	25,359	34,946	24,058	24,774	31,080	34,946	*	0.29	2.29	1.18	1.25
Federal Government	8,427	21,954	39,058	61,959	30,604	40,624	47,871	61,959	*	2.87	1.66	2.61	2.38
TOTAL	7,108	15,179	24,531	38,345	25,816	28,088	30,066	38,345	*	0.85	0.68	2.46	1.33
North Central Region													
Farm	3,958	(567)	15,241	5,596	14,375	(1,049)	18,680	5,596	*	n/a	n/a	-11.36	-3.10
Construction	7,563	15,986	22,882	28,488	27,468	29,579	28,045	28,488	*	0.74	-0.53	0.16	0.12
Manufacturing	7,107	17,997	25,884	35,385	25,811	33,302	31,724	35,385	*	2.58	-0.48	1.10	1.06
Transportation & Utilities	9,223	22,006	32,868	49,657	33,495	40,720	40,284	49,657	*	1.97	-0.11	2.11	1.32
Wholesale Trade	n/a	16,395	31,236	35,441	n/a	30,337	38,284	35,441	*	*	2.35	-0.77	0.78
Retail Trade	4,538	8,336	10,855	14,076	16,481	15,424	13,304	14,076	*	-0.66	-1.47	0.57	-0.52
Finance, Insurance, Real Estate	4,063	8,775	14,790	24,498	14,758	16,237	18,127	24,498	*	0.96	1.11	3.06	1.70
Professional Services	4,773	10,135	15,842	21,293	17,335	18,754	19,417	21,293	*	0.79	0.35	0.93	0.69
State & Local Government	5,587	11,803	19,331	27,536	20,291	21,841	23,693	27,536	*	0.74	0.82	1.51	1.02
Federal Government	6,541	17,696	32,257	47,610	23,755	32,745	39,536	47,610	*	3.26	1.90	1.88	2.34
TOTAL	5,592	11,787	19,825	25,428	20,309	21,810	24,299	25,428	*	0.72	1.09	0.46	0.75
North East Region													
Farm	4,008	(3,452)	8,439	2,462	14,558	(6,387)	10,343	2,462	*	n/a	n/a	-13.37	-5.75
Construction	8,831	19,253	25,936	33,583	32,074	35,625	31,789	33,583	*	1.06	-1.13	0.55	0.15
Manufacturing	8,223	19,397	31,734	44,047	29,864	35,891	38,894	44,047	*	1.86	0.81	1.25	1.30
Transportation & Utilities	9,845	24,420	39,919	51,821	35,756	45,187	48,926	51,821	*	2.37	0.80	0.58	1.24
Wholesale Trade	n/a	18,952	28,564	37,296	n/a	35,068	35,009	37,296	*	*	-0.02	0.63	0.31
Retail Trade	4,797	8,746	13,092	18,266	17,423	16,184	16,046	18,266	*	-0.73	-0.09	1.30	0.16
Finance, Insurance, Real Estate	5,384	10,799	18,734	39,467	19,553	19,983	22,961	39,467	*	0.22	1.40	5.57	2.37
Professional Services	5,666	11,541	19,257	24,696	20,578	21,354	23,602	24,696	*	0.37	1.01	0.45	0.61
State & Local Government	6,507	13,913	23,498	32,800	23,633	25,743	28,800	32,800	*	0.86	1.13	1.31	1.10
Federal Government	8,149	19,635	33,664	52,205	29,596	36,332	41,261	52,205	*	2.07	1.28	2.38	1.91
TOTAL	6,598	13,300	21,783	29,732	23,963	24,610	26,698	29,732	*	0.27	0.82	1.08	0.72

* Due to unreliable pre-1975 data, Wholesale Trade figures are excluded for 1970 and long-term average annual growth rates are from 1980-2000.

Table 4 (Cont.): Estimated Inflation-Adjusted Earnings Per Worker and Growth Rates by Industry, Selected Years

(Note: 1970 and 1980 were years of economic recession in the U.S)

									Average Annual Real Growth Rate (%)				
	1970	1980	1990	2000	1970	1980	1990	2000	1970	1980	1990	2000	1970-2000
North West Region													
Farm	7,038	3,551	20,033	8,966	25,562	6,572	24,553	8,966	*	-12.70	14.09	-9.58	-3.43
Construction	7,785	15,356	17,451	22,366	28,274	28,414	21,389	22,366	*	0.05	-2.80	0.45	-0.78
Manufacturing	6,493	15,610	21,448	27,798	23,583	28,884	26,287	27,798	*	2.05	-0.94	0.56	0.55
Transportation & Utilities	9,609	20,724	29,389	39,934	34,897	38,346	36,021	39,934	*	0.95	-0.62	1.04	0.45
Wholesale Trade	n/a	15,897	22,470	28,261	n/a	29,416	27,541	28,261	*	*	-0.66	0.26	-0.20
Retail Trade	4,545	8,433	11,031	12,448	16,508	15,604	13,521	12,448	*	-0.56	-1.42	-0.82	-0.94
Finance, Insurance, Real Estate	3,779	9,272	13,660	19,882	13,723	17,157	16,742	19,882	*	2.26	-0.24	1.73	1.24
Professional Services	4,884	9,913	15,555	17,994	17,739	18,343	19,065	17,994	*	0.34	0.39	-0.58	0.05
State & Local Government	5,205	11,099	18,295	24,351	18,905	20,538	22,423	24,351	*	0.83	0.88	0.83	0.85
Federal Government	5,004	13,931	22,042	35,678	18,174	25,778	27,016	35,678	*	3.56	0.47	2.82	2.27
TOTAL	5,833	9,857	17,071	19,730	21,183	18,239	20,923	19,730	*	-1.49	1.38	-0.59	-0.24
South Central Region													
Farm	4,626	904	11,126	6,440	16,802	1,673	13,636	6,440	*	-20.60	23.35	-7.23	-3.15
Construction	9,056	18,617	24,480	32,585	32,888	34,448	30,004	32,585	*	0.46	-1.37	0.83	-0.03
Manufacturing	9,273	21,896	36,177	53,504	33,677	40,515	44,340	53,504	*	1.87	0.91	1.90	1.56
Transportation & Utilities	9,393	22,300	35,972	43,646	34,113	41,263	44,089	43,646	*	1.92	0.66	-0.10	0.82
Wholesale Trade	n/a	19,874	29,214	44,129	n/a	36,774	35,806	44,129	*	*	-0.27	2.11	0.92
Retail Trade	5,064	9,946	13,472	16,075	18,392	18,403	16,511	16,075	*	0.01	-1.08	-0.27	-0.45
Finance, Insurance, Real Estate	4,893	10,242	17,243	29,601	17,772	18,951	21,134	29,601	*	0.64	1.10	3.43	1.72
Professional Services	5,819	12,498	20,103	26,436	21,135	23,126	24,639	26,436	*	0.90	0.64	0.71	0.75
State & Local Government	6,323	13,297	22,421	30,692	22,964	24,605	27,480	30,692	*	0.69	1.11	1.11	0.97
Federal Government	6,539	17,452	30,110	45,897	23,751	32,293	36,904	45,897	*	3.12	1.34	2.20	2.22
TOTAL	6,767	14,731	23,256	32,237	24,575	27,259	28,504	32,237	*	1.04	0.45	1.24	0.91

* Due to unreliable pre-1975 data, Wholesale Trade figures are excluded for 1970 and long-term average annual growth rates are from 1980-2000.

Table 4 (Cont.): Estimated Inflation-Adjusted Earnings Per Worker and Growth Rates by Industry, Selected Years

(Note: 1970 and 1980 were years of economic recession in the U.S)

	Actual Dollars				Inflation-Adjusted Dollars (2000 = 100)				Average Annual Real Growth Rate (%)				
	1970	1980	1990	2000	1970	1980	1990	2000	1970	1980	1990	2000	1970-2000
South East Region													
Farm	4,162	(2,062)	2,892	(12)	15,116	(3,815)	3,544	(12)	*	n/a	n/a	n/a	n/a
Construction	7,016	19,751	20,559	22,809	25,481	36,547	25,198	22,809	*	3.67	-3.65	-0.99	-0.37
Manufacturing	7,377	16,351	24,141	33,840	26,794	30,255	29,588	33,840	*	1.22	-0.22	1.35	0.78
Transportation & Utilities	8,566	18,434	36,473	43,714	31,111	34,110	44,703	43,714	*	0.92	2.74	-0.22	1.14
Wholesale Trade	n/a	15,595	22,682	30,432	n/a	28,857	27,799	30,432	*	*	-0.37	0.91	0.27
Retail Trade	4,241	8,543	10,715	13,621	15,402	15,808	13,132	13,621	*	0.26	-1.84	0.37	-0.41
Finance, Insurance, Real Estate	4,260	9,002	15,719	18,682	15,473	16,658	19,266	18,682	*	0.74	1.47	-0.31	0.63
Professional Services	4,567	9,732	13,944	17,361	16,586	18,008	17,090	17,361	*	0.83	-0.52	0.16	0.15
State & Local Government	5,644	12,071	20,096	26,332	20,497	22,336	24,631	26,332	*	0.86	0.98	0.67	0.84
Federal Government	5,043	13,486	20,391	32,598	18,315	24,954	24,992	32,598	*	3.14	0.02	2.69	1.94
TOTAL	5,589	11,636	17,518	22,476	20,300	21,530	21,471	22,476	*	0.59	-0.03	0.46	0.34
South West Region													
Farm	10,529	4,504	35,215	26,385	38,241	8,334	43,160	26,385	*	-14.13	17.88	-4.80	-1.23
Construction	9,453	17,774	22,972	28,126	34,334	32,888	28,155	28,126	*	-0.43	-1.54	-0.01	-0.66
Manufacturing	7,768	17,629	22,763	34,300	28,212	32,621	27,899	34,300	*	1.46	-1.55	2.09	0.65
Transportation & Utilities	9,704	22,741	34,819	44,979	35,245	42,080	42,675	44,979	*	1.79	0.14	0.53	0.82
Wholesale Trade	n/a	18,545	26,103	33,075	n/a	34,316	31,993	33,075	*	*	-0.70	0.33	-0.18
Retail Trade	5,108	9,202	11,766	14,640	18,551	17,028	14,421	14,640	*	-0.85	-1.65	0.15	-0.79
Finance, Insurance, Real Estate	4,322	9,849	15,675	22,396	15,697	18,224	19,212	22,396	*	1.50	0.53	1.55	1.19
Professional Services	4,940	11,174	15,745	20,198	17,942	20,675	19,298	20,198	*	1.43	-0.69	0.46	0.40
State & Local Government	5,617	11,680	19,254	25,971	20,402	21,613	23,599	25,971	*	0.58	0.88	0.96	0.81
Federal Government	5,003	13,776	21,835	36,150	18,170	25,491	26,762	36,150	*	3.44	0.49	3.05	2.32
TOTAL	7,086	11,992	21,020	25,785	25,735	22,190	25,763	25,785	*	-1.47	1.50	0.01	0.01
Kansas													
Farm	5,840	956	16,192	9,055	21,212	1,770	19,845	9,055	*	-21.99	27.34	-7.55	-2.80
Mining	4,997	13,243	17,520	41,735	18,147	24,504	21,474	41,735	*	3.05	-1.31	6.87	2.82
Construction	8,812	19,019	25,939	35,038	32,003	35,193	31,791	35,038	*	0.95	-1.01	0.98	0.30
Manufacturing	8,752	20,369	31,918	46,235	31,787	37,691	39,120	46,235	*	1.72	0.37	1.69	1.26
Transportation & Utilities	9,480	22,552	36,255	56,666	34,430	41,730	44,436	56,666	*	1.94	0.63	2.46	1.67
Wholesale Trade	n/a	19,638	30,991	46,121	n/a	36,338	37,984	46,121	*	*	0.44	1.96	1.20
Retail Trade	4,893	9,260	12,842	16,953	17,770	17,134	15,739	16,953	*	-0.36	-0.85	0.75	-0.16
Finance, Insurance, Real Estate	4,634	9,867	18,428	34,587	16,830	18,258	22,586	34,587	*	0.82	2.15	4.35	2.43
Professional Services	5,377	11,645	18,967	26,827	19,529	21,547	23,247	26,827	*	0.99	0.76	1.44	1.06
State & Local Government	6,118	12,796	22,092	30,401	22,219	23,678	27,077	30,401	*	0.64	1.35	1.16	1.05
Federal Government	6,985	18,463	32,826	50,893	25,367	34,163	40,233	50,893	*	3.02	1.65	2.38	2.35
TOTAL	6,520	13,531	22,162	31,501	23,680	25,038	27,162	31,501	*	0.56	0.82	1.49	0.96

* Due to unreliable pre-1975 data, Wholesale Trade figures are excluded for 1970 and long-term average annual growth rates are from 1980-2000.

Table 4 (Cont.): Estimated Inflation-Adjusted Earnings Per Worker and Growth Rates by Industry, Selected Years

(Note: 1970 and 1980 were years of economic recession in the U.S)

	Actual Dollars				Inflation-Adjusted Dollars (2000 = 100)				Average Annual Real Growth Rate (%)				
	1970	1980	1990	2000	1970	1980	1990	2000	1970	1980	1990	2000	1970-2000
Plains States													
Farm	5,638	2,395	16,501	12,827	20,475	4,431	20,224	12,827	*	-14.19	16.40	-4.45	-1.55
Mining	7,883	23,898	26,404	46,681	28,631	44,221	32,362	46,681	*	4.44	-3.07	3.73	1.64
Construction	9,625	19,283	27,540	38,073	34,957	35,682	33,755	38,073	*	0.21	-0.55	1.21	0.28
Manufacturing	9,127	20,800	33,187	48,415	33,147	38,489	40,675	48,415	*	1.51	0.55	1.76	1.27
Transportation & Utilities	9,905	23,179	34,977	48,560	35,975	42,889	42,869	48,560	*	1.77	0.00	1.25	1.00
Wholesale Trade	n/a	20,006	31,604	47,757	n/a	37,018	38,735	47,757	*	*	0.45	2.12	1.28
Retail Trade	5,093	9,106	12,772	17,639	18,497	16,849	15,654	17,639	*	-0.93	-0.73	1.20	-0.16
Finance, Insurance, Real Estate	5,061	10,500	20,263	39,563	18,381	19,429	24,835	39,563	*	0.56	2.49	4.77	2.59
Professional Services	5,554	11,393	19,368	29,146	20,172	21,082	23,738	29,146	*	0.44	1.19	2.07	1.23
State & Local Government	6,531	13,768	24,856	34,658	23,719	25,475	30,464	34,658	*	0.72	1.80	1.30	1.27
Federal Government	7,055	18,682	32,174	48,529	25,623	34,568	39,434	48,529	*	3.04	1.33	2.10	2.15
TOTAL	6,898	13,817	22,913	33,053	25,053	25,566	28,083	33,053	*	0.20	0.94	1.64	0.93
United States													
Farm	4,409	5,369	14,830	14,289	16,012	9,935	18,177	14,289	*	-4.66	6.23	-2.38	-0.38
Mining	9,781	29,559	38,730	78,880	35,523	54,694	47,469	78,880	*	4.41	-1.41	5.21	2.69
Construction	10,107	19,946	30,111	40,434	36,708	36,908	36,905	40,434	*	0.05	0.00	0.92	0.32
Manufacturing	9,279	21,390	35,923	56,019	33,699	39,580	44,028	56,019	*	1.62	1.07	2.44	1.71
Transportation & Utilities	10,230	24,005	36,954	53,582	37,153	44,418	45,293	53,582	*	1.80	0.20	1.69	1.23
Wholesale Trade	n/a	20,775	34,999	53,552	n/a	38,442	42,897	53,552	*	*	1.10	2.24	1.67
Retail Trade	5,448	10,018	14,876	20,501	19,785	18,538	18,232	20,501	*	-0.65	-0.17	1.18	0.12
Finance, Insurance, Real Estate	5,946	12,132	23,620	48,764	21,596	22,449	28,950	48,764	*	0.39	2.58	5.35	2.75
Professional Services	6,297	13,215	24,137	35,038	22,868	24,453	29,584	35,038	*	0.67	1.92	1.71	1.43
State & Local Government	7,609	15,563	29,138	39,881	27,635	28,798	35,712	39,881	*	0.41	2.18	1.11	1.23
Federal Government	8,042	20,800	36,155	56,099	29,207	38,489	44,313	56,099	*	2.80	1.42	2.39	2.20
TOTAL	7,549	15,894	26,561	39,007	27,415	29,409	32,555	39,007	*	0.70	1.02	1.82	1.18

* Due to unreliable pre-1975 data, Wholesale Trade figures are excluded for 1970 and long-term average annual growth rates are from 1980-2000.

Industry Definitions Related to the Data Used in this Report (Provided by U.S. Bureau of Economic Analysis)

Farm Earnings is comprised of the net income of sole proprietors, partners and hired laborers arising directly from the current production of agricultural commodities, either livestock or crops. It includes net farm proprietors' income and the wages and salaries, pay-in-kind, and supplements to wages and salaries of hired farm laborers; but specifically excludes the income of non-family farm corporations.

Farm Employment is the number of workers engaged in the direct production of agricultural commodities, either livestock or crops; whether as a sole proprietor, partner, or hired laborer.

Mining (SIC definition): This SIC division includes all establishments primarily engaged in mining. The term mining is used in the broad sense to include the extraction of minerals occurring naturally: solids, such as coal and ores; liquids, such as crude petroleum; and gases such as natural gas. The term mining is also used in the broad sense to include quarrying, well operations, milling (e.g., crushing, screening, washing, flotation), and other preparation customarily done at the mine site, or as a part of mining activity.

Exploration and development of mineral properties are included. Services performed on a contract or fee basis in the development or operation of mineral properties are classified separately but within this division.

Construction (SIC definition): This SIC division includes establishments primarily engaged in construction. The term construction includes new work, additions, alterations, reconstruction, installations, and repairs. Construction activities are generally administered or managed from a relatively fixed place of business, but the actual construction work is performed at one or more different sites. If a company has more than one relatively fixed place of business from which it undertakes or manages construction activities and for which separate data on the number of employees, payroll, receipts, and other establishment-type records are maintained, each such place of business is considered a separate construction establishment.

Three broad types of construction activity are covered: (1) building construction by general contractors or by operative builders; (2) heavy construction other than building by general contractors and special trade contractors; and (3) construction activity by other special trade contractors.

Manufacturing (SIC definition): The manufacturing SIC division includes establishments engaged in the mechanical or chemical transformation of materials or substances into new products. These establishments are usually described as plants, factories, or mills and characteristically use power driven machines and materials handling equipment. Establishments engaged in assembling component parts of

manufactured products are also considered manufacturing if the new product is neither a structure nor other fixed improvement. Also included is the blending of materials, such as lubricating oils, plastics resins, or liquors.

Transportation and Public Utilities (SIC definition): This SIC division includes establishments providing, to the general public or to other business enterprises, passenger and freight transportation, communications services, or electricity, gas, steam, water or sanitary services. (This division is referred to as "Transportation, Communications, Electric, Gas, and Sanitary Services" in the *Standard Industrial Classification Manual*.)

For many of the industries in this division, the establishments have activities, workers, and physical facilities distributed over an extensive geographic area. For this division, the establishment is represented by a relatively permanent office, shop, station, terminal, or warehouse, etc. that is either (1) directly responsible for supervising such activities or (2) the base from which personnel operate to carry out these activities.

Wholesale Trade (SIC definition): This SIC division includes establishments or places of business primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, construction contractors, or professional business users; or to other wholesalers; or acting as agents or brokers in buying merchandise for or selling merchandise to such persons or companies.

Retail Trade (SIC definition): This SIC division includes establishments engaged in selling merchandise for personal or household consumption and rendering services incidental to the sale of the goods. In general, retail establishments are classified by kind of business according to the principal lines of commodities sold (groceries, hardware, etc.), or the usual trade designation (drug store, cigar store, etc.). Some of the important characteristics of retail trade establishments are: the establishment is usually a place of business and is engaged in activities to attract the general public to buy; the establishment buys or receives merchandise as well as sells; the establishment may process its products, but such processing is incidental or subordinate to selling; the establishment is considered as retail in the trade; and the establishment sells to customers for personal or household use. Not all of these characteristics need be present and some are modified by trade practice.

Finance, Insurance, and Real Estate (SIC definition): This SIC division includes establishments operating primarily in the fields of finance, insurance, and real estate. Finance includes depository institutions, non-depository credit institutions, holding (but not predominantly operating) companies, other investment companies, brokers and dealers in securities and commodity contracts, and security and commodity exchanges. Insurance covers carriers of all types of insurance, and insurance agents and brokers. Real estate includes owners, lessors, lessees, buyers, sellers, agents, and developers of real estate. Establishments primarily engaged in the construction of buildings for sale (operative builders) are classified in Construction.

Professional Services (SIC definition): This SIC division includes establishments primarily engaged in providing a wide variety of services for individuals, business and government establishments, and other organizations. Hotels and other lodging places; establishments providing personal, business, repair, and amusement services; health, legal, engineering, and other professional services; educational institutions; membership organizations, and other miscellaneous services, are included. (Establishments which provide specialized services closely allied to activities covered in other divisions are classified in such divisions.)

KANSAS, INC.

Created by the 1986 Legislature, Kansas, Inc. is an independent, objective, and non-partisan agency designed to conduct economic development research and analysis with a goal of crafting policies and recommendations to insure the state's ongoing competitiveness for economic growth. This is achieved through these primary activities: 1) developing and implementing a proactive and aggressive research agenda; 2) identifying and promoting strategies and policies from the research; 3) conducting evaluation reviews and oversight of programs; and, 4) collaboration with economic development entities and outreach to potential partners. Kansas, Inc. is designed to be a public private partnership with expectations that state investments are leveraged with other funds to maintain a strong research portfolio.

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632 SW Van Buren, Suite 100
Topeka, KS 66603
(785) 296-1460
(785) 296-1463 (fax)
www.kansasinc.org
ksinc@ink.org



University of Kansas School of Business
Summerfield Hall, 1300 Sunnyside Avenue
Lawrence, KS 66045-7585
www.cae.business.ku.edu
(785) 864-5134