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The Pittsburg Micropolitan Area Economic Report, Quarter 4, 2016

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THE PITTSBURGH MICROPOLITAN AREA ECONOMIC REPORT

PITTSBURGH IS POISED TO GROW

There seems to be general optimism building in Pittsburgh. During the last three years, investment in the city, most of it private, has been \$288 million, with \$60.6 million in education infrastructure related investment, \$50 million in entertainment infrastructure, \$33.7 million in public infrastructure, \$54.6 million in housing infrastructure, \$30.6 million in medical infrastructure, \$19.3 million in retail infrastructure, \$17.8 million in hospitality infrastructure, \$17.6 million in industry infrastructure, \$2.5 million in recreation infrastructure, and \$1.3 million in public wellness infrastructure.

Cities have to foster an environment conducive to quality of life and economic growth. The City of Pittsburgh has initiated and implemented numerous economic de-

velopment programs in the last few years, including biking and walking trails linking business centers and parks, revitalizing downtown with programs such as the Block 22 development (building loft apartments downtown with about 100 housing units already in the pipeline), providing low-interest loans and grants to small businesses, establishing a neighborhood revitalization program, creating a land bank to acquire dilapidated properties and encourage redevelopment, entering into a land exchange with Pittsburgh State University to acquire prime residential land to increase the land supply for residential development, passing a rural housing incentive district, laying miles of fiber optic cable to improve the internet infrastructure, hiring a firm to identify industry

clusters that will succeed in Pittsburgh, working on joint economic development programs with Pittsburgh State University and the Chamber of Commerce, facilitating startup of the Southeast Kansas Career and Technical Education Center, recruiting or assisting with expansion in recent years of over 20 businesses, and the Mid-City Renaissance project to build a mixed use development from an abandoned industrial site in the heart of the city with recreational areas, retail and office space, and a possible solar energy complex.

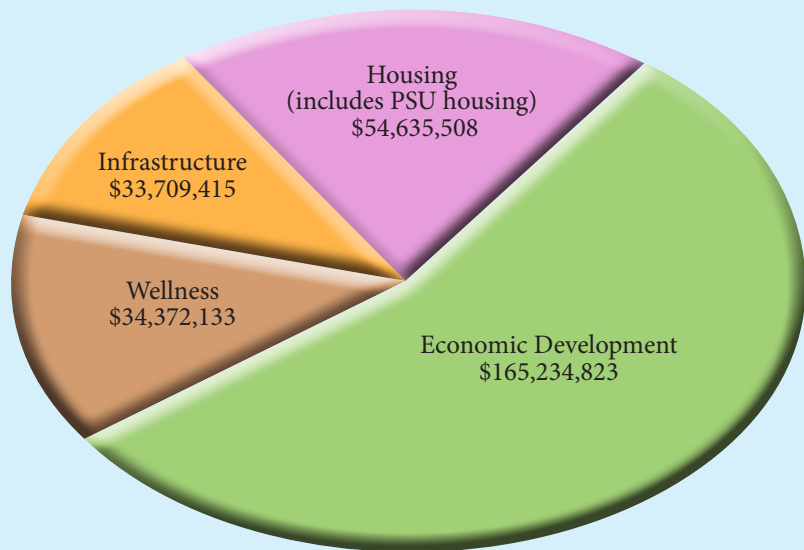
Almost \$300 million in three years is a significant level of investment for a town the size of Pittsburgh, and it is not accidental. It results from conscious efforts to create an environment that improves the wealth of the entire community.

INSIDE

- Total Job Growth
- Unemployment
- Job Growth by Industry
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- Labor Force
- Taxable Sales
- Value of Residential and Commercial Permits
- Office Space Market
- Residential and Commercial Land Values
- Retail Space Market and more . . .



Public and Private Investment City of Pittsburgh, 2013-2016



Source: City of Pittsburgh

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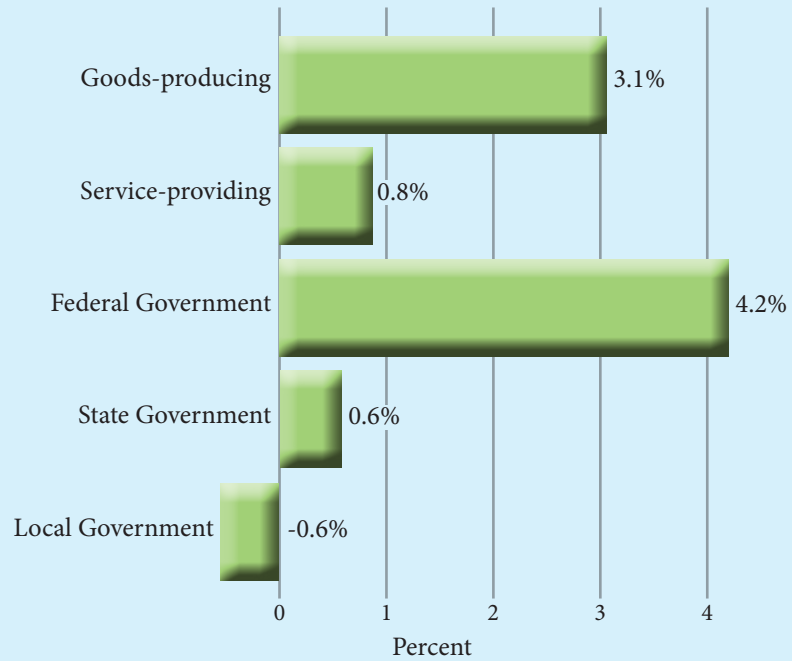
TOTAL JOB GROWTH

The national economy seems to be bouncing back, according to the Bureau of Economic Analysis (BEA). The real Gross Domestic Product (GDP) increased at a rate of 3.2 percent during the third quarter, up from 1.4 percent in the second quarter. The increase is mostly due to robust personal consumption expenditure, exports, private inventory investment, and federal government spending.

The Pittsburgh Micropolitan Area is dependent on the national economy and has done well this year. It is likely that the overall growth in local jobs will be very robust in 2016 compared to last year. Latest information available shows that the number of jobs in the micropolitan area increased to 17,083 during the second quarter, up 0.9 percent (160 jobs) compared to the third quarter last year. The goods-producing industries added most of the jobs, with the number of jobs growing 3.1 percent; the service producing-industries posted 0.8 percent growth; and Government lost jobs.

The statewide economy did not fare as well, with a job growth of 0.2 percent during the quarter, but the number of jobs nationwide increased 1.7 percent.

Job Growth Pittsburg Micropolitan Area Jan'15-Jun'15 to Jan'16-Jun'16



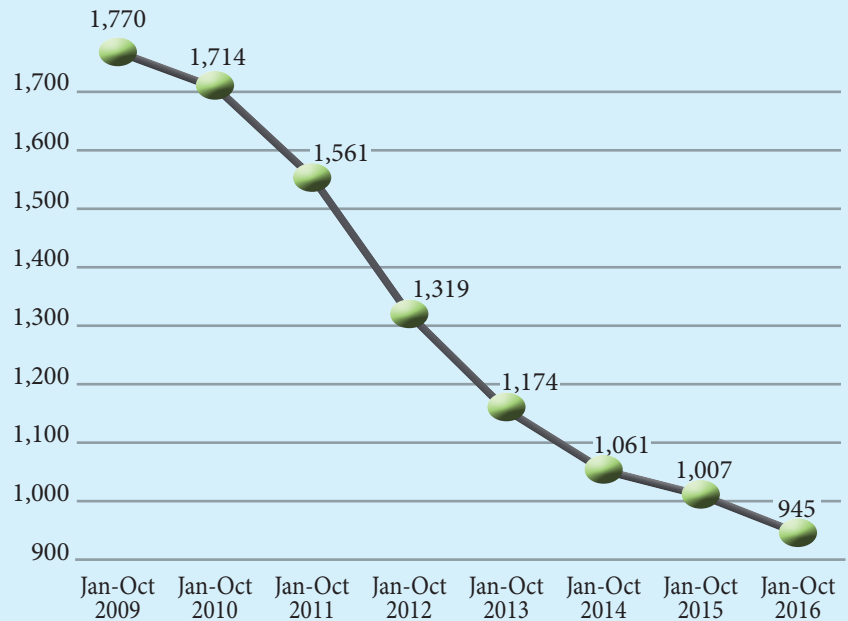
Source: Bureau of Labor Statistics

UNEMPLOYMENT

The unemployment rate nationwide declined to 4.7 percent in October, according to the Bureau of Labor Statistics (down from 4.8 percent in October 2015). The unemployment rate was 4.7 percent for men, 4.6 percent for women, 4.1 percent for Caucasians, 8.4 percent for African Americans, 3.3 percent for Asians, and 5.5 percent for Hispanics and Latinos. The average duration of joblessness (for unemployed people surveyed during the third quarter) was 25.4 weeks for Caucasians, 30.5 weeks for African Americans, 26.6 for Asians and 25.5 for Hispanics and Latinos. The unemployment rate was 6.7 percent for people with less than high school degree, 5.1 percent for people with high school degree, 3.7 percent for people with some college (such as associate degree), and 2.5 percent for people with bachelor's degree or more. The unemployment rate was 4.0 percent in Kansas in October (up from 3.7 percent in October 2015) and 4.7 percent in the Pittsburgh Micropolitan Area (up from 4.5 percent).

The average unemployment rate during the first ten months was 5.0 percent nationwide (down from 5.4 percent during the same period in 2015), 4.2 percent in Kansas (down from 4.3 percent), and 4.9 percent in the Pittsburgh Micropolitan Area (down from 5.3 percent).

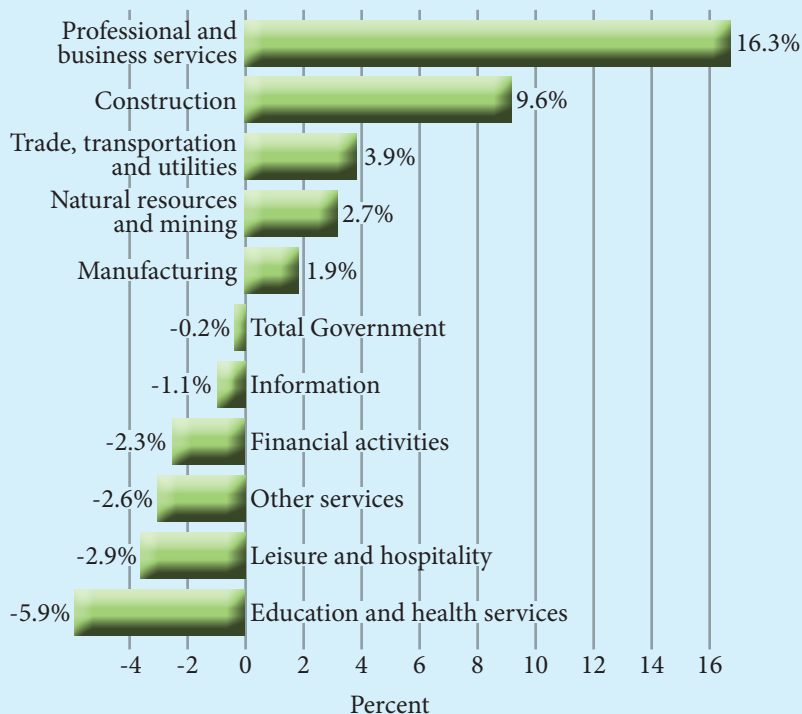
Number of People Unemployed Pittsburg Micropolitan Area



Source: Bureau of Labor Statistics

Job Growth by Industry

Pittsburg Micropolitan Area
Jan'15-Jun'15 to Jan'16-Jun'16



Source: Bureau of Labor Statistics

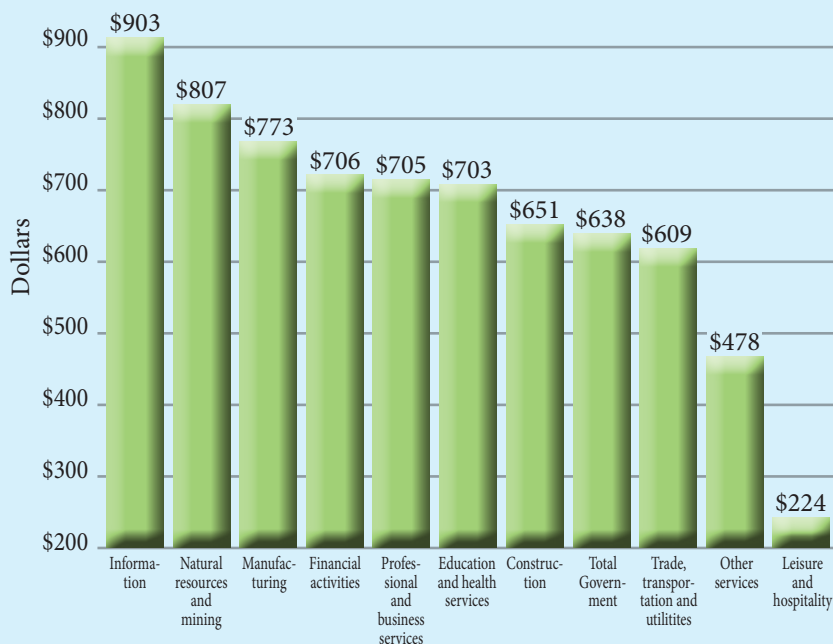
JOB GROWTH BY INDUSTRY

The industry with the highest job growth nationwide was the Construction Industry, with a 4.3 percent growth during the third quarter (compared to the third quarter in 2015), followed by the Leisure and Hospitality Industry, with 3.2 percent growth. The fastest growing industry statewide was the Leisure and Hospitality Industry (up 1.7 percent), followed by the Other Services Industry (repair and maintenance, personal care services, etc).

The fastest growing industry in the Pittsburg Micropolitan Area was the Professional and Business Services Industry, with 16.3 percent growth during the quarter (up 183 jobs); followed by Construction, with 9.6 percent growth (up 42 jobs); Trade, Transportation and Utilities, up 3.9 percent (115 jobs); Natural Resources and Mining, up 2.7 percent (3 jobs); and Manufacturing, up 1.6 percent (49 jobs). All other industries lost jobs. The number of jobs declined 5.9 percent in the Education and Health Services Industry (down 144 jobs); Leisure and Hospitality lost 2.9 percent (down 58 jobs); Other Services lost 2.6 percent (down 7 jobs); Financial Activities lost 2.3 percent (down 12 jobs); Information lost 1.1 percent (down 3 jobs); and Government lost 0.2 percent (down 9 jobs).

Average Weekly Wages by Industry

Pittsburg Micropolitan Area
Jan'15-Jun'15 to Jan'16-Jun'16



Source: Bureau of Labor Statistics

INCOMES BY INDUSTRY

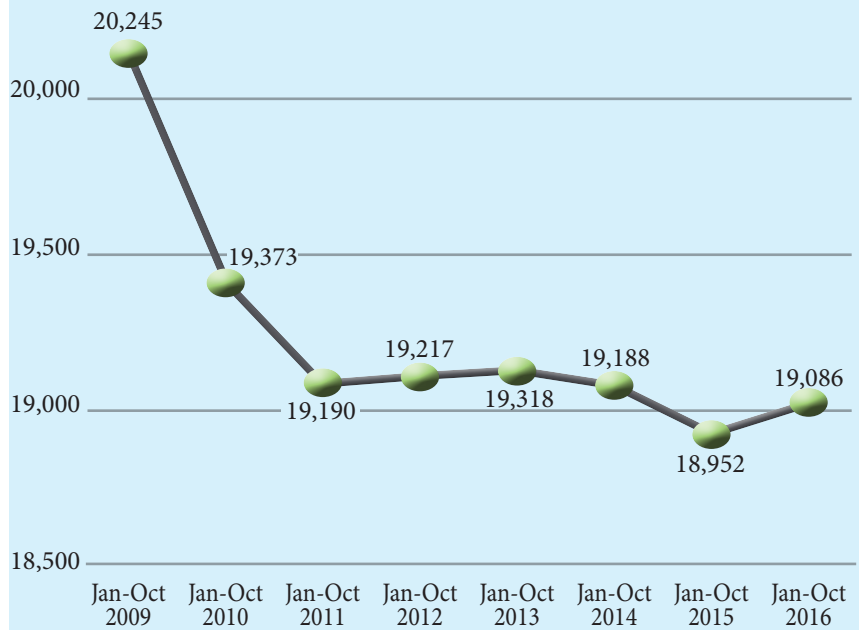
The Manufacturing Industry had the highest growth in payroll in the Pittsburg Micropolitan Area during the third quarter, with a 10 percent increase in payroll (up by \$2,321,475), and posted average weekly wages of \$773, followed by Trade, Transportation and Utilities, up 8.3 percent (up \$1,875,826 and weekly wages of \$609); Construction, up 7.4 percent (up \$277,921 and weekly wages of \$651); Other Services (repair and maintenance, personal care services, etc), up 6.0 percent (up \$88,148 and weekly wages of \$478); Professional and Business Services, up 4.6 percent (up \$530,285 and a weekly wages of \$705); Financial Activities, up 3.7 percent (\$164,530 and weekly wages of \$706); Leisure and Hospitality, up 2.3 percent, (up \$124,981 and weekly wages of \$224); and Education and Health Services, up 1.4 percent (\$294,214 and weekly wages of \$703). Three industries reported a decline in payroll during the quarter: Government (all levels), down 0.3 percent (down \$109,201 and weekly wages of \$638); Natural Resource and mining, down 0.3 percent (down \$3,470 and weekly wages of \$807); and Information, down 2.7 percent (down \$86,002 and weekly wages of \$903).

LABOR FORCE

The Labor force stood at 159.8 million nationwide in October 2016 (up 1.6 percent from October 2015). One of the reasons why the unemployment rates have been declining is because the labor force participation has declined. The labor force participation rate was 66 percent in October 2007 compared to 62.8 percent in October 2016. It is 69.2 percent for men, 56.9 percent for women, 62.8 percent for Caucasians, 62.1 percent for African Americans, 63.3 percent for Asians, and 65.7 percent for Hispanics and Latinos. The population is growing faster than the growth of employment, and the employment-population ratio declined from 63.1 percent in October 2007 to 59.9 in October 2016. It was 65.9 percent for men, 54.3 percent for women, 60.3 percent for Caucasians, 56.9 percent for African Americans, 61.2 percent for Asians, and 62.1 percent for Hispanics and Latinos.

The average labor force for the first ten months was 159.2 million nationwide (up 1.3 percent from the same period in 2015), 1,495,609 statewide (down from 0.1 percent during the same period in 2015), and 19,086 in the Pittsburgh Micropolitan Area (up 0.7 percent).

Number of People in Labor Force Pittsburg Micropolitan Area



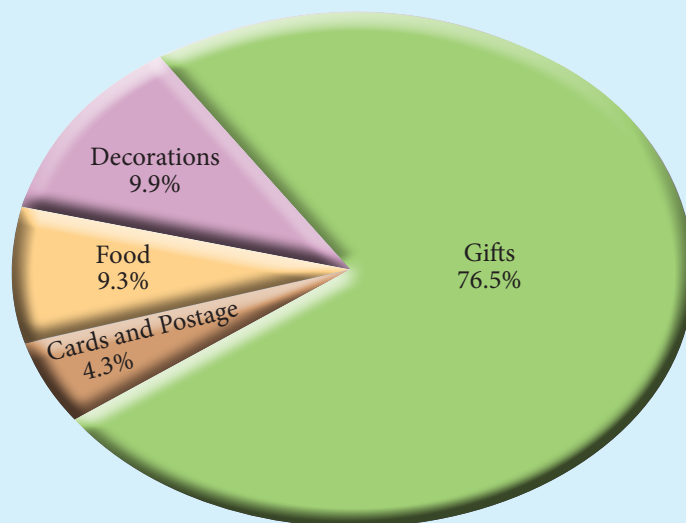
Source: Bureau of Labor Statistics

TAXABLE SALES

The Christmas Season rings in jolly in the Pittsburgh Micropolitan Area, with Meadowbrook Mall reporting healthy shopping in late November, and it is expected to become very busy as Christmas approaches. The American Research Group and T. Rowe Price report that the average shopper is expected to spend \$929 this Christmas, and the average household is spending \$422 on each child. Overall, Christmas retail sales are projected to increase 4.9 percent nationwide (according to the Retail Economist), with the seasonal shopping center sales increasing 3.6 percent. Gift cards are becoming very popular Christmas gifts and are expected to account for about 25 percent of all gifts; approximately 33 percent of all gift cards are for restaurants. IBISWorld reports that 76.5 percent of all the Christmas spending in 2015 was for gifts, 9.9 percent for decorations, 9.3 percent for food, and 4.3 percent on cards and postage.

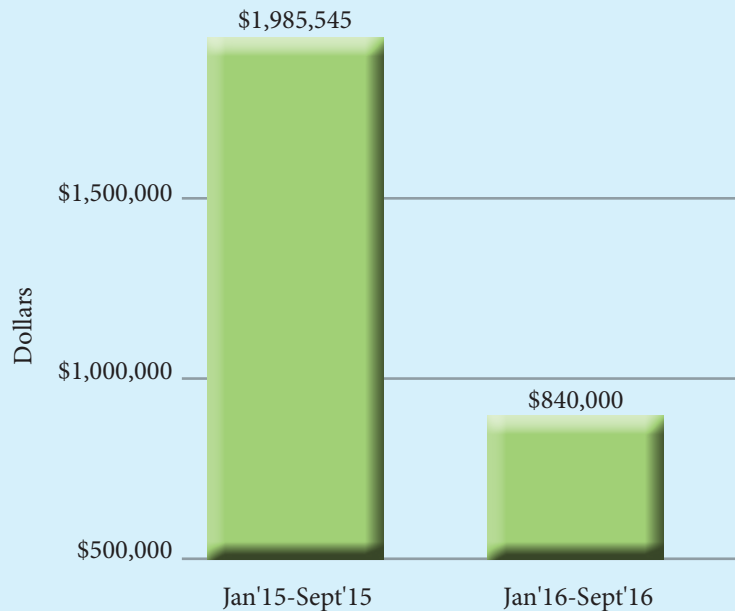
Local taxable sales have been very healthy in 2016, resulting in a strong growth in tax collections, with sales tax collections increasing to \$13,865,222 during the first eight months in Pittsburgh (up 6.1 percent from the same period last year), \$19,428,494 in the micropolitan area (up 9.2 percent), and \$1.8 billion statewide (up 4.8 percent).

Christmas Spending by Category Nation Wide Average - Latest Available



Source: IBISWorld.com

Value of New Residential Permits City of Pittsburgh



Source: City of Pittsburgh

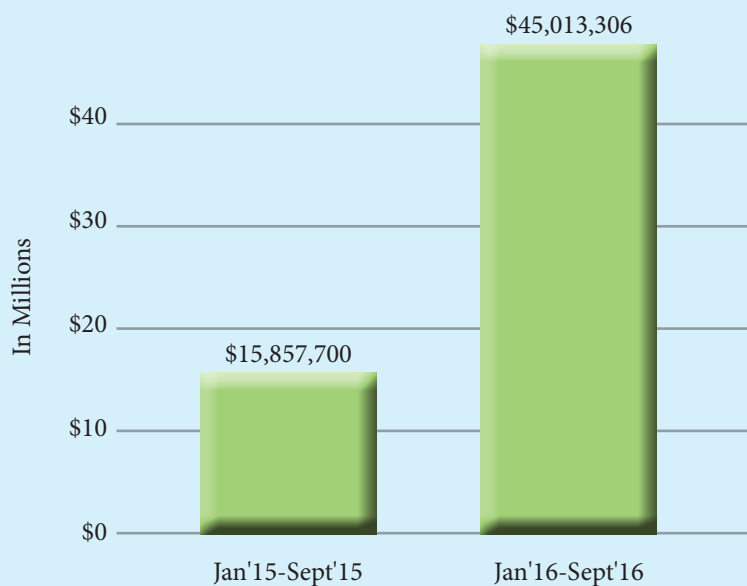
RESIDENTIAL PERMITS

Home sales are picking up although still down for the year. In October, 32 homes were sold (up 14.3 percent from October 2015), for an average price of \$93,841 (down 2.2 percent) and a median price of \$90,250 (up 15.8 percent). Overall, 343 homes were sold during the first ten months (down 6.0 percent from the same period in 2015), for an average price of \$97,518 (up 2.2 percent) and a median price of \$75,000 (up 0.7 percent). The average number of days on the market before sold was 165 days; the median number of days was 114 days.

The City of Pittsburgh reports that 83 residential building permits were issued during the first three quarters of the year, with a stated value of \$1,537,721, down 43.4 percent from last year. Seven were new residential building permits, with a stated value of \$840,000 (down 55.5 percent from the first three quarters of 2015), and 76 permits were for additions, alterations, and conversions, with a stated value of \$697,721 (down 15.9 percent). No multi-family permits were issued during the period.

The value of new residential building permits was up 8.4 percent in the state during the period.

Value of New Commercial Permits City of Pittsburgh



Source: City of Pittsburgh

COMMERCIAL PERMITS

Local commercial companies have been taking advantage of the low interest rates, and local commercial construction is up significantly in 2016. This indicates that local businesses are getting more optimistic about the future. The City of Pittsburgh issued 57 building permits for new commercial construction during the first three quarters, for a stated value of \$45,013,306 (up 183.7 percent from the same period in 2015), and 53 permits were issued for additions, alterations, and conversions, for a stated value of \$5,783,394 (up 2.2 percent). Overall, 110 commercial building permits were issued, for a stated value of \$50,796,700, up 136.1 percent.

However, the low interest rate environment has not led to a boost in industrial construction nationwide. IBISWorld reports that there are 3,071 firms with 6,061 establishments in the industrial building construction industry, and the industry is projected to see revenues decline 2.9 percent from 2015 to \$42 billion. The industry pays 13.3 percent of revenue in wages. The average wages in the industry \$35,175, and the average establishment employs 26 people.

OFFICE SPACE MARKET

Pittsburg is a regional center for business services such as technical consulting, bookkeeping and payroll services, management services, office administrative services, and medical services. Recent information shows that there are 82 depository institutions and non-depository credit establishments in the City of Pittsburg, employing 495 people; 78 health service establishments, employing 1,349 people; 34 business services establishments, employing 391 people; 34 personal services establishments, employing 116 people; 30 social services establishments, employing 530 people; 24 real estate establishments, employing 90 people; 20 legal service establishments, employing 88 people; 19 engineering, accounting, research, and management service establishments, employing 136 people; 19 insurance agents, brokers, and insurance carrier establishments, employing 52 people; and 18 other office establishments employing 339 people.

Gross office space rental rates start currently at the average low of \$3.00 per square foot (according to Jones Heritage Realtors), increase to an average high of \$8.00, and can increase to about \$17.00 for high end space.

Office Business Demographics - 2016 Includes Establishments With No Employees City of Pittsburg

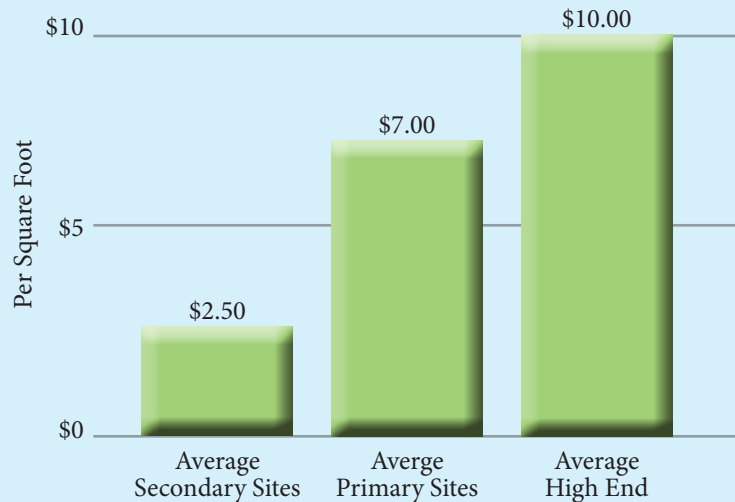
| | Establishments | Employees |
|---|----------------|-----------|
| Depository institutions and non-depository credit | 82 | 495 |
| Health services | 78 | 1,349 |
| Business services | 34 | 391 |
| Personal services | 34 | 116 |
| Social services | 30 | 530 |
| Real estate | 24 | 90 |
| Legal services | 20 | 88 |
| Engineering, accounting, research, & management service | 19 | 136 |
| Insurance agents, brokers, and insurance carrier | 19 | 52 |
| Communications and utilities | 13 | 318 |
| Security, commodity, and investment brokers and dealers | 5 | 21 |

Source: Demographics Now

RESIDENTIAL AND COMMERCIAL LAND VALUES

Residential land values currently range from an average of \$0.50 per square foot in older neighborhoods to an average high of \$1.00 in good locations, but prices can go as high as \$1.75 per square foot in prime locations, according to Jones Heritage Realtors. Multi-family residential land prices start out at an average of \$1.00 per square foot in secondary locations and increase to an average of \$2.00 per square foot at primary sites. However, multi-family land prices can increase to \$2.50 per square foot for high-end locations. Commercial land values average at \$2.50 per square foot at secondary sites, increase to average high of \$7.00 at primary sites, and an average of \$10.00 for high-end sites. Commercial land prices are now fetching as much as \$14.49 per square foot on Centennial and \$1,517 per front foot and \$9.89 per square foot on South Broadway. A total of 47,304 square feet of commercial structures and land were sold in the Pittsburg area during the first 10 months of 2016, for a total value of \$2.1 million, down from \$2.5 million during the same period in 2015.

Commercial Land Values City of Pittsburg - August 2016



Source: Jones Heritage Realtors

Retail Business Demographics - 2016

Includes Establishments With No Employees
City of Pittsburg

| | Establishments | Employees |
|---|----------------|-----------|
| Eating and Drinking Places | 48 | 797 |
| Automotive Dealers and Gasoline Service Stations | 15 | 81 |
| Apparel and Accessory Stores | 13 | 69 |
| Food Stores | 10 | 83 |
| Home Furniture, Furnishings and Equipment Stores | 10 | 86 |
| Building Materials, Hardware, Garden Supply & Mobile Home Dealers | 8 | 198 |
| General Merchandise Stores | 8 | 487 |
| Miscellaneous Retail | 52 | 240 |
| Wholesale Trade | 36 | 459 |

Source: Demographics Now

RETAIL SPACE MARKET

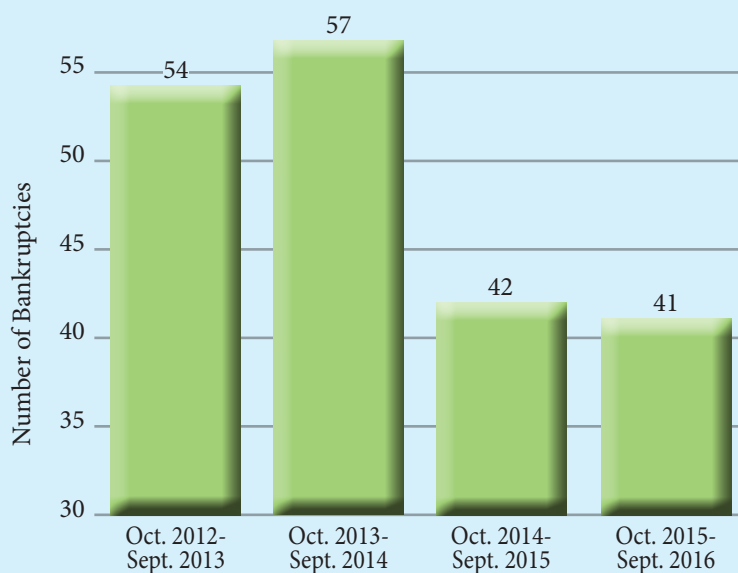
The City of Pittsburg is home to 162 retail establishments which provide 2,040 jobs, according to Demographics Now. There are 48 eating and drinking establishments, employing 797 people; 15 automotive dealers and gasoline service establishments, employing 81 people; 13 apparel and accessory retail establishments, employing 69 people; ten home furniture, furnishings, and equipment retail establishments, employing 86 people; ten food retail establishments, employing 83 people; eight general merchandise retail establishments, employing 487 people; eight building materials, hardware, and garden supply retail establishments, employing 198 people; 52 other retail establishments, employing 240 people; and 36 wholesale establishments, employing 459 people.

The Hoffman Strategy Group/Jeff Green Partners estimated in 2013 that local retail and restaurant establishments could capture up to an additional \$62 million in annual retail and restaurant sales from the region.

Jones Heritage Realtors (a local authority on commercial rental space) reports that net retail space rental rates start currently at the average low of \$5.50 per square foot, increase to an average high of \$8.00 per square foot, and can increase to about \$14.00 for high-end space.

Total Bankruptcies

Pittsburg Micropolitan Area



Source: US Bankruptcy Courts

BANKRUPTCIES

Both business and personal bankruptcies are declining nationwide, with 24,457 business bankruptcies filed during the 12-month period ending in September 2016 (down 2.1 percent from the 12-month period ending in September 2015) and 781,123 personal bankruptcies filed (down 6.5 percent). Personal bankruptcies declined, but business bankruptcies increased statewide, with 100 Chapter 7 business bankruptcies filed (total liquidation with no repayments), down 14.5 percent; 105 Chapter 11 business bankruptcies (reorganization of business debt and temporary protection from creditors), up 357 percent; 18 Chapter 12 business bankruptcies (reorganization of debt for family farms), up 125 percent; 32 Chapter 13 business bankruptcies (total liquidation with some repayments), up 23.1 percent.

There were 3,676 personal Chapter 7 personal bankruptcies (debt wiped out), down 4.9 percent; four Chapter 11 personal bankruptcies (reorganization of personal debt and temporary protection from creditors), no change from previous period; and 2,618 Chapter 13 personal bankruptcies (some of the debt wiped out and some repayments), down 11.3 percent. Two business bankruptcies were filed in the Pittsburg Micropolitan Area during the period (no change) and 39 personal bankruptcies (down 2.5 percent).

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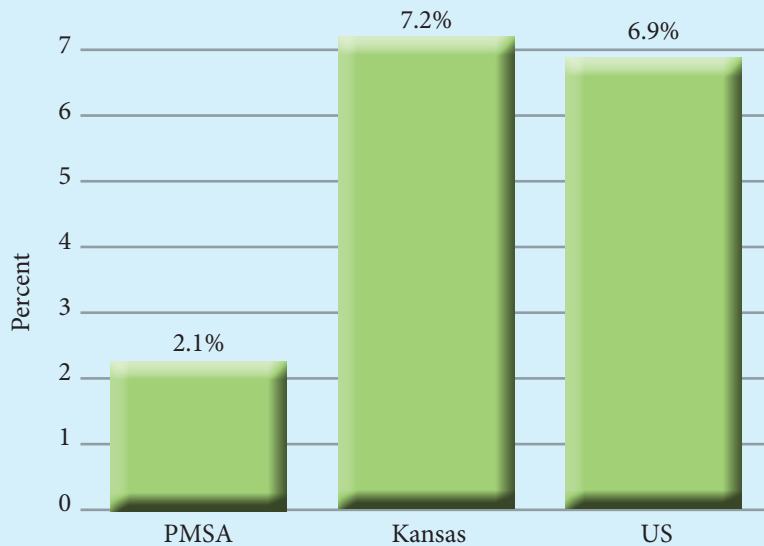
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Net Loans and Leases

Banking Industry
Sept. 2015 to Sept. 2016



Source: Federal Deposit Insurance Corporation

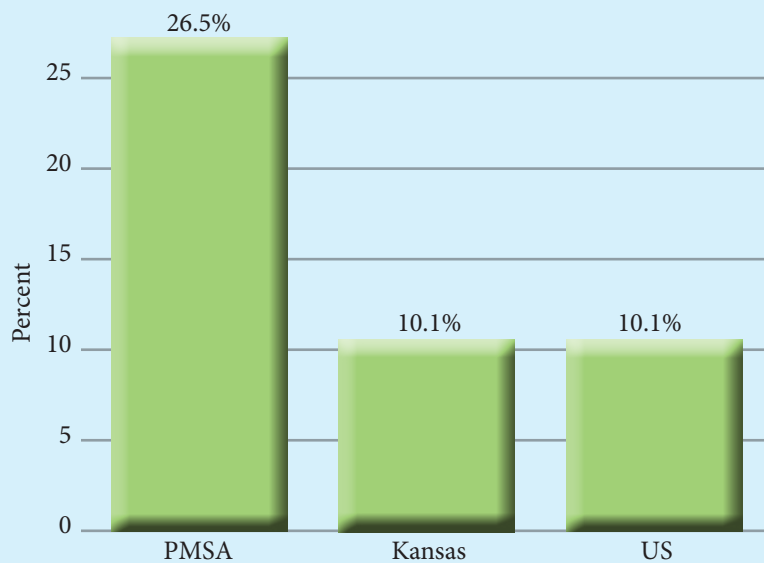
BANKING INDUSTRY

The national banking industry did well during the third quarter, according to the Federal Deposit and Insurance Corporation (FDIC). The number of problem institutions declined to 132 during the quarter, a significantly less than the 888 during the first quarter of 2011.

The nationwide banking industry posted total assets of \$16.8 trillion in at the end of September (up 6.1 percent from the same period in 2015), \$9.1 trillion in net loans and leases (up 6.9 percent), \$127.8 billion in net income (up 3.9 percent), and \$134 billion in non-current loans and leases (down 3.7 percent). The statewide industry posted \$67.7 billion in total assets (up 2.0 percent), \$43 billion in net loans and leases (up 7.2 percent), \$563.2 million in net income (up 8.1 percent), and \$335.5 million in non-current loans and leases (down 6.7 percent). Banks with headquarters in the Pittsburg Micropolitan Area posted total assets of \$720.9 million (down 3.6 percent), \$484.4 million in net loans and leases (up 2.1 percent), \$5.8 million in net income (down 4.1 percent) and \$6.7 million in non-current loans and leases (up 10.0 percent).

Net Loans and Leases

Credit Union Industry
Sept. 2015 to Sept. 2016



Source: National Credit Union Administration

CREDIT UNIONS

The credit union industry continued to grow and do relatively well in the third quarter according to the National Credit Union Administration (NCUA). The 5,844 federally insured credit unions reported that membership increased to 106.2 million and a net worth ratio of 10.85 percent.

The nationwide industry posted overall \$1.3 trillion in total assets at the end of the quarter (up 8.2 percent from the third quarter last year), \$857.3 billion in net loans and leases (up 10.1 percent), \$6.6 billion in delinquent loans and leases (up 9.2 percent), and \$7.3 billion in net operating income (down 5.4 percent). Credit unions with headquarters in Kansas posted \$9.4 billion in total assets (up 9.2 percent), net loans and leases of \$6.5 billion (up 10.1 percent), \$51.9 million in delinquent loans and leases (up 21.1 percent), and net operating income of \$50.6 million (up 14.9 percent) and credit unions with headquarters in the Pittsburg Micropolitan Area posted \$87.6 million in total assets at the end of the third quarter (up 7.3 percent), net loans and leases of \$64.5 million (up 26.5 percent), delinquent loans and leases of \$580,726 (up 150.0 percent), and \$480,687 in net operating income (up 21.8 percent).

Pittsburg Micropolitan Area Business Summary

| | 2016 Jobs | Percent | 2016 Establishments | Percent | Average Employee size |
|--|---------------|-------------|------------------------|-------------|-----------------------------|
| Forestry, & Fishing | 205 | 1.4% | 59 | 4.3% | 3.5 |
| Mining | 27 | 0.2% | 4 | 0.3% | 6.8 |
| Construction | 580 | 3.9% | 77 | 5.6% | 7.5 |
| Manufacturing | 1,942 | 13.1% | 62 | 4.5% | 31.3 |
| Transportation, Communications, Elec., Gas, Etc. | 1,062 | 7.2% | 69 | 5.1% | 15.4 |
| Wholesale Trade | 633 | 4.3% | 63 | 4.6% | 10.0 |
| Retail Trade | 2,877 | 19.5% | 261 | 19.1% | 11.0 |
| Finance, Insurance, & Real Estate | 524 | 3.5% | 110 | 8.1% | 4.8 |
| Services | 5,885 | 39.8% | 603 | 44.2% | 9.8 |
| Public Administration | 1,048 | 7.1% | 56 | 4.1% | 18.7 |
| TOTALS | 14,783 | 100% | 1,364 | 100% | |

Population Demographics

| | 2010 Census | Percent | 2016A Estimates | Percent |
|--------------------------------|----------------|---------|--------------------|---------|
| Total Population | 39,134 | | 39,584 | |
| Population Density (Pop/Sq Mi) | 66.36 | | 66.53 | |
| Total Households | 15,729 | | 15,952 | |
| Population by Gender: | | | | |
| Male | 19,421 | 49.2% | 19,831 | 50.1% |
| Female | 19,713 | 50.4% | 19,753 | 49.9% |

Households by Income

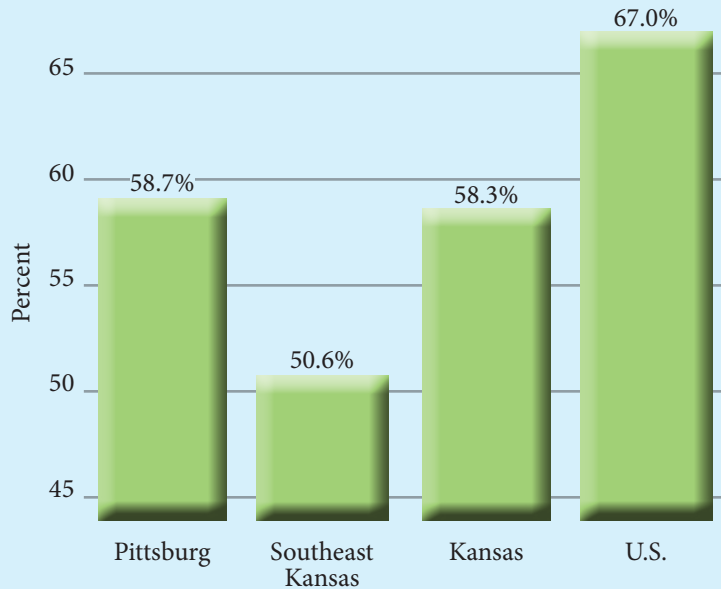
| Household Income | 2010 Census | Percent | 2016A Estimates | Percent |
|-----------------------|----------------|---------|--------------------|---------|
| \$0 - \$15,000 | 3,466 | 22.0% | 3,085 | 19.3% |
| \$15,000 - \$24,999 | 2,027 | 12.9% | 2,033 | 12.7% |
| \$25,000 - \$34,999 | 2,097 | 13.3% | 1,978 | 12.4% |
| \$35,000 - \$49,999 | 2,760 | 17.5% | 2,771 | 17.4% |
| \$50,000 - \$74,999 | 2,540 | 16.1% | 2,719 | 17.0% |
| \$75,000 - \$99,999 | 1,379 | 8.8% | 1,645 | 10.3% |
| \$100,000 - \$149,999 | 1,030 | 6.5% | 1,252 | 7.8% |
| \$150,000 + | 430 | 2.7% | 469 | 2.9% |
| Average Hhld Income | \$49,060 | | \$52,476 | |
| Median Hhld Income | \$36,244 | | \$39,778 | |
| Per Capita Income | \$20,337 | | \$21,758 | |

Employment

| | 2010 Census | Percent | 2016A Estimates | Percent |
|----------------------|----------------|---------|--------------------|---------|
| Total Population 16+ | 31,363 | | 31,878 | |
| Total Labor Force | 18,287 | 58.3% | 20,663 | 64.8% |
| Civilian, Employed | 16,824 | 92.0% | 19,593 | 94.8% |
| Civilian, Unemployed | 1,463 | 8.0% | 1,070 | 5.2% |
| In Armed Forces | 0 | 0.0% | 0 | 0.0% |
| Not In Labor Force | 13,076 | 41.7% | 11,215 | 35.2% |
| % Blue Collar | 7,489 | 44.5% | 8,748 | 44.6% |
| % White Collar | 9,335 | 55.5% | 10,845 | 55.4% |

Source: Demographics Now

Occupancy Rates First Three Quarters of the Year



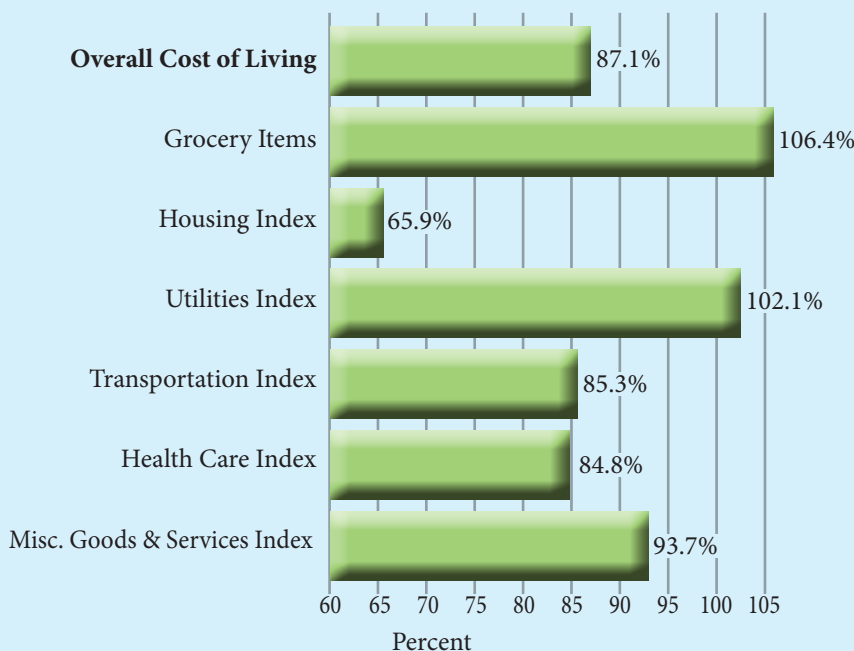
Source: The Council for Community and Economic Research and the Pittsburg Chamber

LODGING INDUSTRY

Smith Travel Research reports that the average occupancy rates in the national lodging industry was 67.0 percent for the first three quarters of 2016 (no change from the same period in 2015) with the average daily room rate of 124.2 (up 3.2 percent). The average monthly room nights sold increased to 102,324,144 (up 1.5 percent) and total revenues increased to \$12.8 billion (up 4.8 percent). The average occupancy rates were 74.3 percent for luxury properties in September, 75.7 for upper upscale properties, 74.6 percent for upscale properties, 70.8 for upper midscale properties, and 61.9 for economy properties. The Pacific region had the highest occupancy during the month.

The average occupancy in Kansas was 58.3 percent during the period (down from 60.1 percent) with an average daily room rate of \$85.3 (up 4.6 percent), 50.6 percent in the Southeast Kansas region (down from 52.3 percent) with an average daily room rate of \$70.4 (up 4.5 percent) and 58.7 percent in the Pittsburg Area (down from 59.9 percent) with the average daily room rate of \$80 (no change). However, the Crawford County Transient Guest Tax collections increased to \$264.9 million (up 7.9 percent).

Cost of Living Q3-2016



Source: The Center for Regional Economic Competitiveness

COST OF LIVING AND QUALITY OF LIFE

Cost of living is an important indicator on quality of life. The City of Pittsburg is the regional center for retail and business services and residents enjoy a high quality of life. The cost of living in was only 87.1 percent of the national average Pittsburg in the third quarter of 2016 according to the Center for Regional Economic Competitiveness. The cost of groceries was 106.4 percent of the national average, housing was 65.9 percent, utilities 102.1 percent, transportation 85.3 percent, health care 84.8 percent, and miscellaneous goods and services 93.7 percent.

Numerous studies have found that both urban amenities and aesthetic backdrop are important in order to attract and retain a skilled and educated labor force. Pittsburg area urban amenities include 255 retail, eating, and drinking establishments, two performing arts centers (the Bicknell Family Center for the Arts and the Memorial Auditorium), an 11,910 capacity NCAA Division II football stadium, three golf courses, a philharmonic orchestra, an opera, and more.

Some of the area's many natural amenities include aesthetic backdrops such as fourteen parks, walking and biking trails, and access to eight major lakes and rivers within a one-hour drive.

BUSINESS HIGHLIGHTS

CITY OF PITTSBURG HOPES TO ATTRACT FUTURE DEVELOPERS THROUGH LIMELIGHT MARKETING

City officials have learned that ¾ of people who work in Pittsburg do not live there, and they think they know why. "Like myself when I moved to town with my family, there just wasn't a house that we were going to be able to afford or one that we were going to be able to afford when we still had to do improvements to it. So, the house stock is 50 years old," said Pittsburg City Manager Daron Hall. Pittsburg wants to sell itself to help this issue. Through Limelight Marketing, the City of Pittsburg hopes to build a campaign aimed at attracting residential developers. Before the city can move forward, a more than \$11,000 contract needs to be approved by city commissioners. If approved, the city already owns land that can be used.

"There's no economic development without housing. We can name that connection pretty quickly, so we think the next piece that's missing is the housing and getting people to live here and make it their home," said Hall.

If the partnership is approved during the City Commission meeting, Limelight marketing will begin working immediately on a plan of action for Pittsburg.

Kheslleen Dimanche, Nexstar, October 25, 2016

DOWNTOWN REDEVELOPMENT: VACANCIES A PRIORITY FOR CITY

From Atkinson to Centennial, roughly 15 percent of commercial businesses on Broadway Street are vacant. The west side of Broadway makes up the lion's share of vacant properties with approximately 20 percent, compared to the east side at roughly 8 percent.

"It's easily our most visible stretch of roadway, it provides the front door to Pittsburg State University," Pittsburg Economic Development Director Blake Benson. "Broadway is extremely important."

Currently, the city is working with property owner John Kutz to improve at least six upstairs apartments in two of his downtown buildings. Kutz expects the apartments to be finished in 2017. Earlier this month, it was announced an \$18 million project was pushing forward to redevelop four buildings around the corner of Fourth and Broadway. The project will create roughly 105 student housing units for Pittsburg State University students. The project is slated for completion in August 2018.

Michael Stavola, The Morning Sun, November 13, 2016

HIGHWAY 69 PROJECT

The lowest bid for the Highway 69 Project came in approximately \$6 million below estimates.

The Kansas Contractors Association announced five bids for the Highway 69 Project. Koss Construction Company of Topeka — the only in-state bidder — had the lowest bid at \$20,354,814.87. The bid is for a six-mile stretch from the four-lane south of Fort Scott to the border of Bourbon and Crawford counties, which is the first phase of the project. The first phase was previously slated to start in the spring of 2017 and end in winter 2018, but Midwest Minerals President Steve Sloan said those dates will likely move up.

The Highway 69 Project was one of 25 Kansas Department of Transportation projects that were delayed indefinitely, and the only one to be reinstated. LaTurner said he will use the low bids to keep the project moving forward.

"There is a history of southeast Kansas being overlooked by Topeka," LaTurner said. "I think this is a 20-some million dollar step in the right direction."

Michael Stavola, The Morning Sun, November 13 2016

PITTSBURG CITY LEADERS HIRE ECONOMIC CONSULTING FIRMS TO ATTRACT MORE BUSINESSES

Pittsburg city leaders have been trying to revitalize the town by attracting more businesses, creating entrepreneurs and developing more housing. Now, the city has created a master plan to put its vision into action.

"You have resources that have never really been leveraged appropriately, and I think with this plan, we are making sure that all your assets are leverages to bring about the best economic development for the City of Pittsburg," explained Angelos Angelou, the president of Angelou Economics.

The plan includes a strategy to give Pittsburg some direction on the kinds of businesses to target and how to get them to move to Pittsburg. For example, the economic firm has taught the city how something like an extensive water supply can attract businesses like grocery stores.

The more than 100 page plan includes instructions for each city department, as a way to engage everyone. Blake Benson, Pittsburg Area Chamber of Commerce president, says the group is waiting for feedback from area residents and business. Once they receive it, they hope to have the plan finalized by the beginning of December.

Kheslleen Dimanche, Nexstar, November 9, 2016

HIRING UNDERWAY AT KANSAS CROSSING CASINO

Several high-level positions at Kansas Crossing Casino and Hotel have been filled, and the focus is now shifting to the hiring of mid-level management and operations staff, a casino spokesman said last week. Directors of marketing, information technology, facilities and security, and human resources have all been hired, Garion Masterson said.

Some director positions remain open, he said, but the casino's main priority has shifted to an upcoming job fair for table game dealers. The casino's first dealer-school sessions will begin in early January in order to complete training for the \$80 million project's targeted March 2017 opening date.

A job fair for dealers is set for Dec. 5 at the Lincoln Center, 710 W. Ninth St., in Pittsburg. There will be two sessions, one from 10 a.m. to 1 p.m. and another from 4 to 7 p.m. Potential applicants should attend one of the sessions to apply for a dealer position. Kansas Crossing will employ 300 people when all jobs are filled, and the casino is also hiring floor managers, beverage and concession workers, as well as working to find vendors to provide those services in the casino.

Jordan Larimore, The Joplin Globe, November 20, 2016

Pittsburg Micropolitan Area Economic Report

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PITTSBURG MICROPOLITAN AREA EMPLOYMENT TRENDS

| | Average Jobs Q2 - 15 | Average Jobs Q2 - 16 | Average Weekly Wages Q2 - 15 | Average Weekly Wages Q2 - 16 | Average Job Growth | Average Weekly Wages Growth |
|---|----------------------------|----------------------------|------------------------------------|------------------------------------|--------------------------|-----------------------------------|
| TOTAL, ALL INDUSTRIES | 16,925 | 17,083 | \$606 | \$625 | 0.9% | 3.1% |
| Accounting and bookkeeping services | 58 | 65 | \$622 | \$639 | 10.9% | 2.7% |
| Automotive mechanical and electrical repair | 39 | 35 | \$549 | \$621 | -11.1% | 13.1% |
| Automotive parts and accessories stores | 61 | 59 | \$319 | \$346 | -3.8% | 8.5% |
| Child day care services | 106 | 117 | \$349 | \$356 | 10.0% | 2.0% |
| Commercial banking | 174 | 201 | \$753 | \$774 | 15.3% | 2.8% |
| Commercial building construction | 51 | 57 | \$641 | \$623 | 10.4% | -2.8% |
| Commercial printing (exc. screen and books) | 393 | 404 | \$826 | \$844 | 3.0% | 2.2% |
| Commercial screen printing | 29 | 31 | \$475 | \$528 | 5.7% | 11.2% |
| Community care facilities for the elderly | 231 | 233 | \$340 | \$369 | 0.7% | 8.5% |
| Department stores | 61 | 53 | \$243 | \$246 | -12.6% | 1.2% |
| Electronics and appliances stores | 64 | 134 | \$410 | \$460 | 108.8% | 12.2% |
| Elementary and secondary schools | 1,955 | 1,941 | \$529 | \$528 | -0.7% | -0.2% |
| Full-service restaurants | 772 | 697 | \$213 | \$217 | -9.7% | 1.9% |
| Furniture stores | 27 | 26 | \$490 | \$565 | -3.7% | 15.3% |
| Grain and field bean merchant wholesalers | 51 | 56 | \$780 | \$858 | 9.7% | 10.0% |
| Home health care services | 45 | 86 | \$507 | \$665 | 91.9% | 31.2% |
| Hotels and motels, except casino hotels | 93 | 90 | \$302 | \$298 | -3.2% | -1.3% |
| Insurance agencies and brokerages | 47 | 49 | \$547 | \$612 | 5.0% | 11.9% |
| Janitorial services | 75 | 103 | \$505 | \$542 | 36.9% | 7.3% |
| Landscaping services | 28 | 34 | \$387 | \$352 | 20.0% | -9.0% |
| Limited-service restaurants | 787 | 745 | \$201 | \$221 | -5.3% | 10.0% |
| Masonry contractors | 46 | 41 | \$645 | \$582 | -10.8% | -9.8% |
| Motorcycle, boat, and other vehicle dealers | 35 | 37 | \$787 | \$777 | 5.8% | -1.3% |
| Nursery, garden, and farm supply stores | 21 | 26 | \$332 | \$309 | 20.3% | -6.9% |
| Nursing care facilities | 376 | 345 | \$453 | \$481 | -8.2% | 6.2% |
| Offices of dentists | 128 | 107 | \$889 | \$1,042 | -16.4% | 17.2% |
| Offices of optometrists | 35 | 36 | \$447 | \$496 | 3.8% | 11.0% |
| Offices of physicians, except mental health | 143 | 126 | \$842 | \$803 | -11.9% | -4.6% |
| Other accounting services | 38 | 38 | \$562 | \$639 | -0.9% | 13.7% |
| Other residential care facilities | 60 | 55 | \$418 | \$446 | -8.3% | 6.7% |
| Pharmacies and drug stores | 74 | 65 | \$619 | \$609 | -12.6% | -1.6% |
| Pharmacies and drug stores | 74 | 65 | \$619 | \$609 | -12.6% | -1.6% |
| Plumbing and hvac contractors | 56 | 46 | \$752 | \$621 | -16.8% | -17.4% |
| Postal service | 61 | 63 | \$816 | \$844 | 3.3% | 3.4% |
| Residential building construction | 25 | 27 | \$457 | \$516 | 7.9% | 12.9% |
| Residential electrical contractors | 17 | 26 | \$718 | \$626 | 51.9% | -12.8% |
| Services for the elderly and disabled | 234 | 210 | \$372 | \$411 | -10.5% | 10.5% |
| Site preparation contractors | 30 | 39 | \$557 | \$517 | 30.3% | -7.2% |
| Social advocacy organizations | 23 | 27 | \$349 | \$303 | 15.9% | -13.2% |
| Supermarkets and other grocery stores | 233 | 331 | \$396 | \$387 | 41.9% | -2.3% |
| Tire dealers | 37 | 37 | \$591 | \$622 | -0.9% | 5.2% |
| Waste collection | 31 | 29 | \$374 | \$395 | -4.3% | 5.6% |

Source: Bureau of Labor Statistics

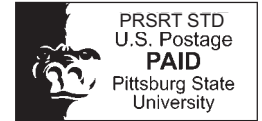


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#2 Herron Regional Dental

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#1 Westco Home Furnishings

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LEASING INFORMATION

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| | | | |
|--------------------------|----------|--------------------------------|----------|
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| Pittsburg 8 Theater..... | 232-2256 | Regis Hairstylist | 231-0100 |
| Theater Arcade..... | 232-2256 | Claire's Accessories..... | 231-1522 |
| Maurices..... | 231-1940 | Fashion Nails | 231-9141 |
| The Buckle..... | 231-0210 | KS Drivers License..... | 231-9141 |
| The Mall Deli..... | 231-7590 | University Bank ATM..... | 231-4200 |
| Cafe Del Rio..... | 232-5895 | Game Recycle | 308-6855 |
| Hibbett Sports..... | 232-6760 | Horizon Accessories...687-3100 | |
| Bath & Body Works | 232-6589 | | |

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| Gusano's Pizzeria | 308-5461 | Advance America | 231-4477 |
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| Sally Beauty Supply..... | 235-0417 | Via Christi Home Med.. | 235-0327 |
| OneMain Financial..... | 235-0425 | Via Christi Beh. Health.. | 231-1068 |
| U.S. Recruiting Ofc..... | 231-3600 | SEK Urgent Care | 231-8003 |
| Hospice Compassus .. | 232-9898 | | |



MEADOWBROOK ANNEX

| | |
|------------------------------|----------|
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