

THE STATE  
ECONOMIC  
HANDBOOK  
2009

Edited by

*Patrick L. Anderson*

and

*Scott D. Watkins*



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# **The State Economic Handbook**

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# **The State Economic Handbook 2009 Edition**

*Anderson Economic Group, LLC*

*Scott D. Watkins, Editor*

*Patrick L. Anderson, Editor*

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THE STATE ECONOMIC HANDBOOK 2009  
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The editors wish to particularly thank Tyler Marie Theile for her assistance in the collection and organization of the data, as well as in writing the state profiles. Also deserving of recognition is Cameron VanWyngharden for creating the maps used in the book and assisting in the review process. Also assisting in the review process were Ilhan Geckil, Lauren Hathaway, Darci Keyes, Alex Rosean, and Jeff Smith. Becky Scott of PS Publications in Lansing, Michigan, is thanked for her assistance in developing the XML scripts used to automate much of the data formatting and publishing.

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# Introduction

Many of our most important decisions center on “where?” Where is the best market for my services? Where should my family move? Where will my target customers be located 20 years from now? And the list goes on.

The experts at Anderson Economic Group, LLC have assembled this 2009 edition of *The State Economic Handbook* to help navigate the troves of data available for use in making informed location decisions. This handbook is intended to serve both as a quick reference for top-level decisions, and as a starting point for more in-depth research. It includes carefully selected variables that give a broad picture of the economic, demographic, and political environments in each state. It also carefully documents the sources of the information, allowing you to access the original source if necessary.

Just as in the 2008 edition, we present important information on each state about population, workforce and industry, voter behavior, taxation, and more. In this edition, we have added 29 additional data points for each state, providing an additional year of comparative information on demographics, socioeconomics, and workforce and industry data. We have also added a new measure of state business climate from the American Legislative Exchange Council (ALEC).

These data, which come from various federal agencies, Forbes Magazine, Anderson Economic Group, the American Legislative Exchange Council, the Tax Foundation, and other such sources are not assembled in any other single volume. We selected the data in this book based on what our business, government, and nonprofit clients actually use to make decisions in real-world situations.

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## Organization of the Book

This book provides a concise look at key economic, demographic, and political information for each of America’s 50 states. Data is presented on a state-by-state basis, and the states are ordered alphabetically, from Alabama to Wyoming. There is also a State Ranking section toward the end of the book to present a clear look at how the states compare. Following the ranking section is a brief discussion on the data sources used in the book, as well as a glossary of terms that provides a clear understanding of what each variable presented really means.

Each state's section begins with a map of the state showing its major population centers, the main road network, the capital city, and where the state is located relative to others. A narrative is provided to highlight key demographic and economic trends, and to assess the state's economy and demography relative to the nation as a whole.

In addition to the maps and the narrative there are five data sections for each state. First is demographic and socioeconomic data from 2000, 2005, and 2006, including population and income figures. This is followed by a section on workforce and industry, which covers the labor force, education attainment, and employment and payroll information. It also includes a listing of the state's top ten industries in terms of 2005 employment, with comparison information for 1998.

The third data section for each state presents tax and business climate information. Tax revenues, by type of tax, are presented for the 2003–4 and the 2004–5 fiscal years. Business climate rankings, as reported by Anderson Economic Group, LLC; Forbes Magazine; the American Legislative Exchange Council, and the Tax Foundation are also provided. The number of firm births and terminations in 2003–4, as reported by the Census Bureau, is also included in this section.

Voting behavior and elected officials is the next data section for each state. Included is voter turnout, popular vote, and electoral vote data for the last four presidential elections. Information on Gubernatorial and Congressional office holders is also provided.

The last data section for each state presents the names and websites for four business and economic agencies in the state. The agencies selected for listing were the state-level chamber of commerce, the state's economic development agency, the state office or agency for small business development and assistance, and the state office for business and corporate registrations.

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## **About Anderson Economic Group, LLC**

This book was prepared by Anderson Economic Group, LLC, a consulting firm specializing in economics, finance, business valuation, public policy, and land use economics. The firm assists businesses, state and local governments, and nonprofits with location analyses, market strategies, economic development, and policy analyses, often relying on the data presented in this book.

Scott D. Watkins, a consultant with Anderson Economic Group, is the editor of this publication. His work focuses on economic, public policy, and education finance. Recent reports by Mr. Watkins include

“Automation Alley’s Annual Technology Industry Report” 2007 edition, “Benchmarking for Success: Education Performance among the American States,” and “Economic Impact of Big Ten Football Games in Michigan.” Mr. Watkins holds an MBA from the Eli Broad College of Business at Michigan State University. He also has a bachelor’s degree in international relations from the James Madison College at Michigan State University.

Patrick L. Anderson, Principal and CEO at Anderson Economic Group, is this book’s executive editor. Mr. Anderson is the author of more than 100 published works on economics, finance, and public policy, and his views are often cited in news reports throughout the United States. His first book, *Business Economics and Finance*, was published in 2004, and his paper on “Pocketbook Issues and the Presidency” was awarded the Edmund Mennis Award for the best contributed paper in 2004 by the National Association for Business Economics.

Prior to founding Anderson Economic Group, Mr. Anderson served as the Chief of Staff of the Michigan Department of State, and as Deputy Budget Director for the State of Michigan. He is a graduate of the University of Michigan, where he earned a master’s degree in public policy and a bachelor’s degree in political science. The Michigan Chamber of Commerce awarded Mr. Anderson its 2006 *Leadership Michigan Distinguished Alumni* award for his civic and professional accomplishments.

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## Contacting Anderson Economic Group

For more information on Anderson Economic Group please visit the company’s website at <http://www.AndersonEconomicGroup.com>.

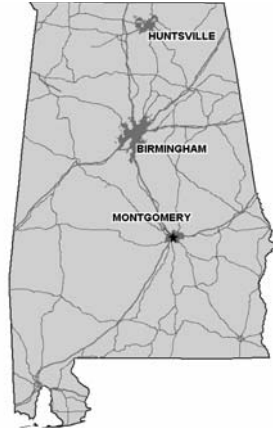
To offer suggestions for future editions of *The State Economic Handbook*, or to notify us of a typographical or data error, please e-mail [statehandbook@AndersonEconomicGroup.com](mailto:statehandbook@AndersonEconomicGroup.com). Any errata or significant data notes will be available on the State Economic Handbook page at <http://www.AndersonEconomicGroup.com>. Please note that minor data revisions, especially of demographic data, occur regularly and may be the cause of small differences in data reported at a later date.

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# Alabama

Alabama, located in the East South Central region of the United States, had a population of 4.6 million people in 2006, making it the twenty-third most populous state. The state's population increased by 151,930 people from 2000 to 2006, and is projected to increase to 4.8 million by 2025. This 0.2% projected annual growth rate compares to the projected national average of 0.8%. Per capita personal income in Alabama was \$30,841 in 2006, up from \$29,255 in 2005. For 2006, this was ninth lowest in the country and \$5,788 below the national average. From 2000 to 2006, per capita income in Alabama grew at an average annual rate of 4.4%, compared to 3.5% nationally.

In 2005, the state's largest industry in terms of employment was manufacturing, followed by retail trade. The fastest growing industry was professional, scientific, and technical services, with 5.6% annual employment growth from 1998 to 2005. The state's workforce is generally less educated than other states—80.1% of the adult population has graduated from high school, compared to an 84.1% national average. Nationally, an average of



★ State Capitol

■ Major Urban Area

— Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	4,447,100	4,442,558	4,599,030
<b>Number of Households</b>	1,737,080	1,788,692	1,796,058
<b>Average Household Size</b>	2.5	2.5	2.5
Age and Ethnicity			
<b>Median Age</b>	35.8	37.4	37.2
<b>Population 18 Years of Age and Older</b>	3,324,488	3,356,850	3,483,362
<b>Population 65 Years of Age and Older</b>	580,028	572,684	610,371
<b>Caucasian Population</b>	3,161,671	3,153,627	3,237,958
<b>African-American Population</b>	1,153,044	1,144,330	1,209,321
<b>Hispanic Population</b>	72,627	99,040	111,432
<b>Asian Population</b>	29,908	38,444	45,882
<b>Foreign-Born Population (%)</b>	2.0	2.7	2.8
Income			
<b>Per Capita Personal Income (USD)</b>	\$23,764	\$29,255	\$30,841
<b>Median Household Income (USD)</b>	\$34,135	\$36,879	\$38,783
<b>Individuals Below Poverty Level</b>	16.1%	17.0%	16.6%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

27.0% hold a bachelor degree or higher, compared to 21.1% in Alabama, and 9.9% hold professional or graduate degrees, compared to 7.7% in Alabama.

In fiscal year 2004–5, Alabama had total tax revenues of \$11.7 billion. The largest share was generated from sales and gross receipts taxes, followed by individual income taxes. The per capita tax burden in Alabama was \$2,574 for 2004–5, some \$1,131 below the national average. In terms of business taxes, the state ranked fourteenth in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state’s business climate thirty-fifth and twenty-first, respectively, while ALEC ranked Alabama eighteenth in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	4,596,330	4,663,111	4,728,915	4,800,092
<b>Median Age</b>	38.5	39.4	40.3	40.9
<b>Population 18 Years of Age and Older</b>	3,504,146	3,574,114	3,642,576	3,706,831
<b>Population 65 Years of Age and Older</b>	648,889	739,580	842,607	953,727

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	2,154,545	2,140,229	2,199,562
<b>Labor Force Participation Rate</b>	63.7%	61.2%	62.1%
<b>Unemployment Rate</b>	4.1%	3.9%	3.6%
<b>Average Wage Per Job (USD)</b>	\$29,041	\$32,310	\$33,440
<b>Education Attainment (Population 25 Years and Older)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	75.3	80.3	80.1
<b>Bachelors Degree or Higher</b>	19.0	21.4	21.1
<b>Graduate or Professional Degree</b>	6.9	7.9	7.7

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	1,604,110	1,629,141	1,667,526
<b>Total Payroll (\$1,000s)</b>	\$40,330,597	\$49,772,829	\$53,365,320
<b>Total Establishments</b>	100,316	100,802	101,976
<b>Establishments with 1–19 Employees</b>	86,193	85,838	86,944
<b>Establishments with 20–49 Employees</b>	8,791	9,429	9,420
<b>Establishments with 50–249 Employees</b>	4,558	4,778	4,836
<b>Establishments with 250–999 Employees</b>	674	657	667
<b>Establishments with 1,000+ Employees</b>	100	100	109

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Manufacturing</b>	352,422	282,136	10,341,656	10,526,271
<b>Retail Trade</b>	226,485	237,503	3,651,939	4,846,484
<b>Health Care and Social Assistance</b>	201,111	228,797	5,738,000	7,920,889
<b>Accommodation and Food Services</b>	127,254	145,447	1,175,671	1,591,435
<b>Admin., Support, Waste Mngt., Remediation Services</b>	100,378	118,430	1,706,594	2,616,279
<b>Construction</b>	101,007	105,850	2,635,107	3,597,814
<b>Professional, Scientific, Technical Services</b>	65,195	95,543	2,519,999	4,919,444
<b>Other Services (except Public Admin.)</b>	80,060	83,752	1,219,639	1,612,088
<b>Wholesale Trade</b>	79,147	78,099	2,540,100	3,259,343
<b>Finance and Insurance</b>	67,933	77,144	2,554,861	4,040,625

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	1,661,855	1,792,320
<b>Revenue from Sales and Gross Receipts Taxes</b>	5,217,009	5,732,583
<b>Revenue from Individual Income Taxes</b>	2,344,266	2,644,726
<b>Revenue from Corporate Income Taxes</b>	292,051	397,308
<b>Revenue from Other Taxes</b>	1,020,185	1,119,738
<b>Total Tax Revenue</b>	10,535,366	11,686,675
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	367	395
<b>Sales and Gross Receipts Tax Per Capita</b>	1,153	1,263
<b>Individual Income Tax Per Capita</b>	518	583
<b>Corporate Income Tax Per Capita</b>	65	88
<b>Other Taxes Per Capita</b>	225	247
<b>Total Taxes Per Capita</b>	2,328	2,574

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*



## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	14
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	35
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	21
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	18
2003–4 Employer Firm Births	9,564
2003–4 Employer Firm Terminations	8,803

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	76.4	62.1	66.1	72.5
Citizens Age 18+ Who Voted	55.2	47.7	50.3	55.5

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	62.5	9
John Kerry (Democrat)	36.8	0
Other	0.7	0
2000		
George W. Bush (Republican)	56.5	9
Albert Gore (Democrat)	41.6	0
Ralph Nader (Green)	1.1	0
Other	0.8	0
1996		
William Clinton (Democrat, Incumbent)	43.2	0
Robert Dole (Republican)	50.1	9
H. Ross Perot (Reformist)	6.0	0
Other	0.7	0
1992		
William Clinton (Democrat)	40.9	0
George H. W. Bush (Republican, Incumbent)	47.7	9
H. Ross Perot (Independent)	10.9	0
Other	0.6	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Bob Riley	R	2007	Second	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Jeff Sessions	R	1996	2009	
Richard C. Shelby	R	1986	2011	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		5	2	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

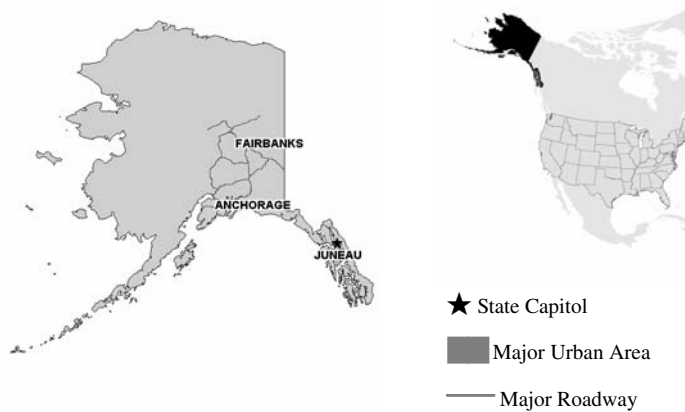
<b>Agency</b>	<b>Website Address</b>
Business Council of Alabama	<a href="http://www.bcatoday.org">www.bcatoday.org</a>
Alabama Development Office	<a href="http://www.ado.state.al.us">www.ado.state.al.us</a>
Alabama Small Business Dev. Consortium	<a href="http://www.asbdc.org">www.asbdc.org</a>
Alabama Secretary of State	<a href="http://www.sos.state.al.us">www.sos.state.al.us</a>

*Data: Various agency websites*

# Alaska

With a population of 670,053 people, Alaska was the fourth least populous state in the United States in 2006. From 2000 to 2006 the state's population increased by 43,121 people, and is projected to increase to 820,881 by 2025. This 1.1% projected annual growth rate compares to the projected national average of 0.8%. The state's 2006 per capita personal income of \$38,622 was higher compared to \$36,636 in 2005 and fourteenth highest in the United States, some \$1,993 above the national average. Per capita income in Alaska grew at an average annual rate of 4.3% from 2000 to 2006, compared to 3.5% nationally.

Alaska's largest industry in terms of 2005 employment was health care and social assistance. The fastest growing industry was administration, support, waste management, and remediation services, with 8.1% annual employment growth from 1998 to 2005. The second fastest growing industry was construction. The state's workforce is generally slightly less educated than other states—89.7% of the state's adult population has graduated from high school, compared to an 84.1% national average; 26.9% hold a bachelor degree or higher



## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	626,932	641,724	670,053
<b>Number of Households</b>	221,600	233,252	229,878
<b>Average Household Size</b>	2.7	2.8	2.8
Age and Ethnicity			
<b>Median Age</b>	32.4	33.9	33.5
<b>Population 18 Years of Age and Older</b>	436,425	454,226	490,366
<b>Population 65 Years of Age and Older</b>	35,093	42,156	44,035
<b>Caucasian Population</b>	434,225	443,874	460,170
<b>African-American Population</b>	21,968	22,103	21,476
<b>Hispanic Population</b>	25,765	30,843	37,498
<b>Asian Population</b>	25,496	28,838	30,151
<b>Foreign-Born Population (%)</b>	5.9	5.4	7.0
Income			
<b>Per Capita Personal Income (USD)</b>	\$29,867	\$36,636	\$38,622
<b>Median Household Income (USD)</b>	\$51,571	\$56,234	\$59,393
<b>Individuals Below Poverty Level</b>	9.4%	11.2%	10.9%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

(national average is 27.0%); and 9.5% hold professional or graduate degrees compared to the national average of 9.9%.

Alaska's total tax revenue was \$2.9 billion for fiscal year 2004–5, up from the 2003–4 total revenue of \$2.4 billion. The largest share of tax revenue in 2004–5 was generated from the other taxes category, followed by property taxes. On a per capita basis, residents of Alaska paid taxes of \$4,402, compared to the national average of \$3,705 for 2004–5. In terms of business taxes, the state ranked forty-seventh in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state's business climate forty-seventh and fourth, respectively, while ALEC ranked Alaska thirty-eighth in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	694,109	732,544	774,421	820,881
<b>Median Age</b>	32.5	32.3	32.9	33.3
<b>Population 18 Years of Age and Older</b>	510,126	533,371	555,795	584,703
<b>Population 65 Years of Age and Older</b>	56,548	75,023	96,388	115,135

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	319,002	342,032	346,769
<b>Labor Force Participation Rate</b>	73.1%	71.7%	71.6%
<b>Unemployment Rate</b>	6.2%	6.9%	6.7%
<b>Average Wage Per Job (USD)</b>	\$35,142	\$42,740	\$43,920

### Education Attainment (Population 25 Years and Older)

	(%)	(%)	(%)
<b>High School Graduate or Higher</b>	88.3	91.0	89.7
<b>Bachelors Degree or Higher</b>	24.7	27.3	26.9
<b>Graduate or Professional Degree</b>	8.6	10.1	9.5

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	196,135	223,153	231,088
<b>Total Payroll (\$1,000s)</b>	\$6,883,920	\$9,124,830	\$9,774,285
<b>Total Establishments</b>	18,212	19,387	19,808
<b>Establishments with 1–19 Employees</b>	16,424	17,317	17,723
<b>Establishments with 20–49 Employees</b>	1,212	1,402	1,393
<b>Establishments with 50–249 Employees</b>	486	573	588
<b>Establishments with 250–999 Employees</b>	85	83	90
<b>Establishments with 1,000+ Employees</b>	5	12	14

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
Health Care and Social Assistance	28,919	37,476	1,061,078	1,627,019
Retail Trade	32,186	34,897	743,092	911,704
Accommodation and Food Services	20,086	23,939	343,467	483,353
Construction	12,915	19,353	642,928	1,272,040
Transportation and Warehousing	17,005	18,549	745,246	961,489
Admin., Support, Waste Mngt., Remediation Services	9,881	17,003	289,675	649,505
Professional, Scientific, Technical Services	9,497	12,014	446,785	676,383
Other Services (except Public Admin.)	9,991	10,209	211,565	269,630
Manufacturing	12,117	9,860	352,818	402,806
Wholesale Trade	7,040	8,239	275,492	386,296

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
Revenue from Property Taxes	859,056	892,307
Revenue from Sales and Gross Receipts Taxes	358,186	400,070
Revenue from Individual Income Taxes	0	0
Revenue from Corporate Income Taxes	339,564	588,694
Revenue from Other Taxes	818,825	1,065,963
<b>Total Tax Revenue</b>	<b>2,375,631</b>	<b>2,947,034</b>
<b>Per Capita Taxes</b>		
Property Tax Per Capita	1,306	1,333
Sales and Gross Receipts Tax Per Capita	544	598
Individual Income Tax Per Capita	0	0
Corporate Income Tax Per Capita	516	879
Other Taxes Per Capita	1,244	1,592
<b>Total Taxes Per Capita</b>	<b>3,610</b>	<b>4,402</b>

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	47
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	47
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	4
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	38
2003–4 Employer Firm Births	1,963
2003–4 Employer Firm Terminations	1,686

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	82.1	58.2	60.3	66.2
Citizens Age 18+ Who Voted	65.4	56.9	65.4	68.0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	61.1	3
John Kerry (Democrat)	35.5	0
Other	3.4	0
2000		
George W. Bush (Republican)	58.6	3
Albert Gore (Democrat)	27.7	0
Ralph Nader (Green)	10.1	0
Other	3.6	0
1996		
William Clinton (Democrat, Incumbent)	33.3	0
Robert Dole (Republican)	50.8	3
H. Ross Perot (Reformist)	10.9	0
Other	5.0	0
1992		
William Clinton (Democrat)	30.3	0
George H. W. Bush (Republican, Incumbent)	39.5	3
H. Ross Perot (Independent)	28.4	0
Other	1.8%	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Sarah Palin	R	2007	First	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Ted Stevens	R	1970	2009	
Lisa Murkowski	R	2002	2011	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		1	0	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Alaska State Chamber	<a href="http://www.alaskachamber.com">www.alaskachamber.com</a>
Alaska Department of Commerce, Community & Economic Development	<a href="http://www.dced.state.ak.us">www.dced.state.ak.us</a>
Alaska Small Business Dev. Center	<a href="http://www.aksbdc.org">www.aksbdc.org</a>
Division of Corporations, Business, and Professional Licensing	<a href="http://www.dced.state.ak.us/occ">www.dced.state.ak.us/occ</a>

*Data: Various agency websites*

# Arizona

In 2006, Arizona had a population of 6.2 million people, making it the thirty-fifth most populous state. The state's population increased by 1,035,686 people from 2000 to 2006, and is projected to increase to 9.5 million by 2025. This 2.3% projected annual growth rate is above the national average of 0.8%. Per capita personal income in Arizona was \$31,949 in 2006, up from \$30,384 in 2005. For 2006, this was \$4,680 below the national average and the thirteenth lowest in the country. The state's per capita income grew at an average annual rate of 3.7% from 2000 to 2006, compared to 3.5% nationally.

The state's workforce generally has slightly less education than other states—83.8% of the state's adult population has graduated from high school, compared to an 84.1% national average; 25.5% hold a bachelor degree or higher (national average is 27.0%); and 9.2% hold professional or graduate degrees (national average is 9.9%). In 2005, the state's largest industry in terms of employment was retail trade, followed by health care and social assistance. The fastest growing industry was construction,



- ★ State Capitol
- Major Urban Area
- Major Roadway

## Demographic and Socioeconomic Profile

Demographics and Socioeconomic Figures			
Population and Households	2000	2005	2006
<b>Total Population</b>	5,130,632	5,829,839	6,166,318
<b>Number of Households</b>	1,901,327	2,204,013	2,224,992
<b>Average Household Size</b>	2.6	2.7	2.7
Age and Ethnicity			
<b>Median Age</b>	34.2	34.5	34.6
<b>Population 18 Years of Age and Older</b>	3,767,931	4,255,951	4,539,463
<b>Population 65 Years of Age and Older</b>	667,607	735,397	789,751
<b>Caucasian Population</b>	3,871,715	4,440,804	4,741,310
<b>African-American Population</b>	154,316	180,769	207,837
<b>Hispanic Population</b>	1,295,317	1,668,524	1,803,377
<b>Asian Population</b>	91,223	129,197	144,858
<b>Foreign-Born Population (%)</b>	12.8	14.5	15.1
Income			
<b>Per Capita Personal Income (USD)</b>	\$25,660	\$30,384	\$31,949
<b>Median Household Income (USD)</b>	\$40,558	\$44,282	\$47,265
<b>Individuals Below Poverty Level</b>	13.9%	14.2%	14.2%

*Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis*



with 5.7% annual employment growth from 1998 to 2005.

In fiscal year 2004–5, Arizona had total tax revenues of \$18.3 billion. The largest share was generated from sales and gross receipts taxes, followed by property taxes. The per capita tax burden in Arizona was \$3,080 for 2004–5, some \$625 below the national average, and a \$209 increase from 2003–4. In terms of business taxes, Arizona ranked thirty-first in a study from Anderson Economic Group. The state’s business climate was ranked eighteenth by Forbes Magazine and twenty-fifth by the Tax Foundation. Arizona was ranked second by ALEC in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	6,637,381	7,495,238	8,456,448	9,531,537
<b>Median Age</b>	36.4	37.3	38.2	38.8
<b>Population 18 Years of Age and Older</b>	4,948,917	5,602,941	6,328,068	7,170,395
<b>Population 65 Years of Age and Older</b>	922,010	1,181,358	1,520,622	1,940,356

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	2,505,306	2,859,490	2,977,094
<b>Labor Force Participation Rate</b>	65.1%	64.2%	64.4%
<b>Unemployment Rate</b>	4.0%	4.6%	4.1%
<b>Average Wage Per Job (USD)</b>	\$32,610	\$34,940	\$36,260
<b>Education Attainment (Population 25 Years and Older)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	81.0	83.8	83.8
<b>Bachelors Degree or Higher</b>	23.5	25.6	25.5
<b>Graduate or Professional Degree</b>	8.4	9.3	9.2

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	1,763,508	2,044,134	2,159,823
<b>Total Payroll (\$1,000s)</b>	\$49,052,246	\$69,160,754	\$76,340,525
<b>Total Establishments</b>	110,245	125,693	131,651
<b>Establishments with 1–19 Employees</b>	94,264	106,797	111,990
<b>Establishments with 20–49 Employees</b>	9,997	11,700	12,060
<b>Establishments with 50–249 Employees</b>	5,221	6,278	6,613
<b>Establishments with 250–999 Employees</b>	656	805	872
<b>Establishments with 1,000+ Employees</b>	107	113	116

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Retail Trade</b>	241,092	306,113	4,734,716	7,311,713
<b>Health Care and Social Assistance</b>	190,110	252,401	5,572,775	9,831,310
<b>Accommodation and Food Services</b>	187,762	238,838	2,091,494	3,238,141
<b>Admin., Support, Waste Mngt., Remediation Services</b>	178,828	221,178	3,566,564	5,836,677
<b>Construction</b>	143,373	211,584	4,191,730	7,954,878
<b>Manufacturing</b>	199,616	167,886	7,565,451	7,827,619
<b>Finance and Insurance</b>	92,132	131,283	3,647,327	7,004,350
<b>Professional, Scientific, Technical Services</b>	98,547	118,943	3,636,335	6,193,259
<b>Wholesale Trade</b>	84,631	95,027	3,175,460	4,437,410
<b>Other Services (except Public Admin.)</b>	73,577	83,496	1,386,582	1,906,080

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	4,867,990	5,126,076
<b>Revenue from Sales and Gross Receipts Taxes</b>	7,989,125	8,749,977
<b>Revenue from Individual Income Taxes</b>	2,315,865	2,848,450
<b>Revenue from Corporate Income Taxes</b>	525,650	701,859
<b>Revenue from Other Taxes</b>	782,544	904,755
<b>Total Tax Revenue</b>	16,481,174	18,331,117
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	848	861
<b>Sales and Gross Receipts Tax Per Capita</b>	1,392	1,470
<b>Individual Income Tax Per Capita</b>	403	479
<b>Corporate Income Tax Per Capita</b>	92	118
<b>Other Taxes Per Capita</b>	136	152
<b>Total Taxes Per Capita</b>	2,871	3,080

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	31
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	18
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	25
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	2
2003–4 Employer Firm Births	14,740
2003–4 Employer Firm Terminations	12,009

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	75.7	62.6	70.6	76.1
Citizens Age 18+ Who Voted	54.1	44.7	40.7	49.6

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	54.8	10
John Kerry (Democrat)	44.4	0
Other	0.8	0
2000		
George W. Bush (Republican)	51.0	8
Albert Gore (Democrat)	44.7	0
Ralph Nader (Green)	3.0	0
Other	1.2	0
1996		
William Clinton (Democrat, Incumbent)	46.5	8
Robert Dole (Republican)	44.3	0
H. Ross Perot (Reformist)	8.0	0
Other	1.2	0
1992		
William Clinton (Democrat)	36.5	0
George H. W. Bush (Republican, Incumbent)	38.5	8
H. Ross Perot (Independent)	23.8	0
Other	1.2	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Janet Napolitano	D	2007	Second	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Jon Kyl	R	1994	2013	
John McCain	R	1986	2011	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		4	4	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

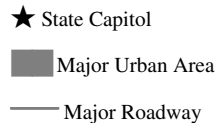
<b>Agency</b>	<b>Website Address</b>
Arizona Chamber of Commerce	<a href="http://www.azchamber.com">www.azchamber.com</a>
Arizona Department of Commerce	<a href="http://www.azcommerce.com">www.azcommerce.com</a>
Arizona Small Business Dev. Center	<a href="http://www.maricopa.edu/sbdc">www.maricopa.edu/sbdc</a>
Arizona Secretary of State	<a href="http://www.azsos.gov/business_services">www.azsos.gov/business_services</a>

*Data: Various agency websites*

# Arkansas

Arkansas, located in the West South Central region of the United States, had a population of 2.8 million people in 2006, making it the nineteenth least populous state. The state's population increased by 137,472 people from 2000 to 2006, and is projected to increase to 3.2 million by 2025. This 0.6% projected annual growth rate compares to the projected national average of 0.8%. Per capita personal income in Arkansas was \$28,444 in 2006, up from \$26,961 in 2005. For 2006, this was third lowest in the country and \$8,185 below the national average. From 2000 to 2006 per capita income in Arkansas grew at an average annual rate of 4.4%, compared to 3.5% nationally.

In 2005, the state's largest industry in terms of employment was manufacturing, followed by health care and social assistance. The fastest growing industry was transportation and warehousing, with 6.6% annual employment growth from 1998 to 2005. The state's workforce is generally less educated than other states—80.5% of the state's adult population has graduated from high school, compared to an 84.1% national average. Nationally, an average of 27.0% hold a bachelor degree



## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	2,673,400	2,701,431	2,810,872
<b>Number of Households</b>	1,042,696	1,087,542	1,103,428
<b>Average Household Size</b>	2.5	2.5	2.5
Age and Ethnicity			
<b>Median Age</b>	36.0	37.0	37.1
<b>Population 18 Years of Age and Older</b>	1,993,342	2,029,097	2,117,836
<b>Population 65 Years of Age and Older</b>	374,729	363,641	388,860
<b>Caucasian Population</b>	2,137,166	2,135,069	2,208,224
<b>African-American Population</b>	417,881	414,260	437,680
<b>Hispanic Population</b>	85,576	126,932	138,283
<b>Asian Population</b>	19,081	25,249	28,168
<b>Foreign-Born Population (%)</b>	2.8	3.7	3.8
Income			
<b>Per Capita Personal Income (USD)</b>	\$21,925	\$26,961	\$28,444
<b>Median Household Income (USD)</b>	\$32,182	\$34,999	\$36,599
<b>Individuals Below Poverty Level</b>	15.8%	17.2%	17.3%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

or higher compared to 18.2% in Arkansas. Nationally, 9.9% hold professional or graduate degrees compared to 6.3% in Arkansas.

In fiscal year 2004–5, Arkansas had total tax revenues of \$8.1 billion. The largest share was generated from sales and gross receipts taxes, followed by individual income taxes. The per capita tax burden in Arkansas was \$2,905 for 2004–5, some \$800 below the national average. In terms of business taxes, the state ranked fifteenth in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state's business climate twenty-first and thirty-fifth, respectively, while ALEC ranked Arkansas fifteenth in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	2,875,039	2,968,913	3,060,219	3,151,005
<b>Median Age</b>	37.9	38.6	39.4	39.8
<b>Population 18 Years of Age and Older</b>	2,172,383	2,247,849	2,322,453	2,395,591
<b>Population 65 Years of Age and Older</b>	412,152	467,880	531,028	599,028

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	1,260,256	1,345,318	1,364,646
<b>Labor Force Participation Rate</b>	62.2%	63.5%	63.5%
<b>Unemployment Rate</b>	4.2%	5.1%	5.3%
<b>Average Wage Per Job (USD)</b>	\$26,317	\$29,750	\$30,870
<b>Education Attainment (Population 25 Years and Older)</b>	(%)	(%)	(%)
<b>High School Graduate or Higher</b>	75.3	81.0	80.5
<b>Bachelors Degree or Higher</b>	16.6	18.9	18.2
<b>Graduate or Professional Degree</b>	5.7	6.3	6.3

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	944,935	1,007,512	1,017,424
<b>Total Payroll (\$1,000s)</b>	\$21,764,625	\$28,670,925	\$30,185,779
<b>Total Establishments</b>	62,353	65,291	66,039
<b>Establishments with 1–19 Employees</b>	54,335	56,547	57,236
<b>Establishments with 20–49 Employees</b>	4,974	5,546	5,594
<b>Establishments with 50–249 Employees</b>	2,547	2,738	2,712
<b>Establishments with 250–999 Employees</b>	435	397	432
<b>Establishments with 1,000+ Employees</b>	62	63	65

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Manufacturing</b>	232,671	198,288	6,121,981	6,577,058
<b>Health Care and Social Assistance</b>	130,129	154,792	3,187,490	5,001,545
<b>Retail Trade</b>	134,134	140,465	2,072,154	2,724,653
<b>Accommodation and Food Services</b>	73,562	86,916	657,263	890,819
<b>Transportation and Warehousing</b>	39,313	61,474	1,180,877	2,037,033
<b>Admin., Support, Waste Mngt., Remediation Services</b>	51,425	50,044	819,087	985,672
<b>Construction</b>	43,475	49,959	1,097,864	1,634,994
<b>Wholesale Trade</b>	42,470	49,206	1,231,247	1,904,796
<b>Other Services (except Public Admin.)</b>	39,816	44,474	579,680	855,644
<b>Finance and Insurance</b>	32,334	37,092	1,045,075	1,496,807

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	1,100,938	1,172,261
<b>Revenue from Sales and Gross Receipts Taxes</b>	3,714,211	4,315,049
<b>Revenue from Individual Income Taxes</b>	1,688,156	1,875,065
<b>Revenue from Corporate Income Taxes</b>	181,830	277,315
<b>Revenue from Other Taxes</b>	288,030	414,236
<b>Total Tax Revenue</b>	6,973,165	8,053,926
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	400	423
<b>Sales and Gross Receipts Tax Per Capita</b>	1,351	1,557
<b>Individual Income Tax Per Capita</b>	614	676
<b>Corporate Income Tax Per Capita</b>	66	100
<b>Other Taxes Per Capita</b>	105	149
<b>Total Taxes Per Capita</b>	2,536	2,905

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	15
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	21
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	35
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	15
2003-04 Employer Firm Births	6,305
2003-04 Employer Firm Terminations	5,665

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	72.1	64.6	59.2	62.6
Citizens Age 18+ Who Voted	53.8	47.2	46.2	51.6

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	54.3	6
John Kerry (Democrat)	44.6	0
Other	1.2	0
2000		
George W. Bush (Republican)	51.3	6
Albert Gore (Democrat)	45.9	0
Ralph Nader (Green)	1.5	0
Other	1.4	0
1996		
William Clinton (Democrat, Incumbent)	53.7	6
Robert Dole (Republican)	36.8	0
H. Ross Perot (Reformist)	7.9	0
Other	1.6	0
1992		
William Clinton (Democrat)	53.2	6
George H. W. Bush (Republican, Incumbent)	35.5	0
H. Ross Perot (Independent)	10.4	0
Other	0.9	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*



<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Mike Beebe	D	2007	First	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Mark Pryor	D	2002	2009	
Blanche Lincoln	D	1998	2011	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		1	3	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

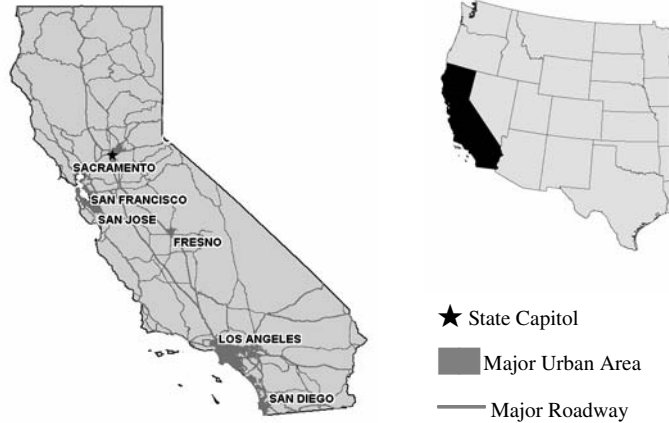
<b>Agency</b>	<b>Website Address</b>
Arkansas State Chamber of Commerce	<a href="http://www.statechamber-aia.dina.org">www.statechamber-aia.dina.org</a>
Arkansas Department of Economic Development	<a href="http://www.1800arkansas.com">www.1800arkansas.com</a>
Arkansas Small Business Dev. Center	<a href="http://www.asbdc.ualr.edu">www.asbdc.ualr.edu</a>
Arkansas Secretary of State	<a href="http://www.sos.arkansas.gov/corp_ucc.html">www.sos.arkansas.gov/corp_ucc.html</a>

*Data: Various agency websites*

# California

With a population of 36.5 million people, California was the most populous state in the United States in 2006. From 2000 to 2006 the state's population increased by 2,585,901 and is projected to increase to 44.3 million by 2025. This 1.0% projected annual growth rate compares to the projected national average of 0.8%. The state's 2006 per capita personal income of \$39,358 was higher compared to \$37,283 in 2005 and tenth highest in the United States, some \$2,729 above the national average. Per capita income in California grew at an average annual rate of 3.2% from 2000 to 2006, compared to 3.5% nationally.

California's largest industry in terms of 2005 employment was retail trade. The fastest growing industry was construction, with 4.8% annual employment growth from 1998 to 2005. The second fastest growing industry was professional, scientific, and technical services. The state's workforce is generally more educated than other states—80.1% of the state's adult population has graduated from high school, compared to an 84.1% national average; 29.0% hold a bachelor degree or higher (national average is 27.0%); and 10.4%



## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	33,871,648	35,278,768	36,457,549
<b>Number of Households</b>	11,502,870	12,097,894	12,151,227
<b>Average Household Size</b>	2.9	2.9	2.9
Age and Ethnicity			
<b>Median Age</b>	33.3	34.4	34.4
<b>Population 18 Years of Age and Older</b>	24,650,185	25,623,626	26,926,503
<b>Population 65 Years of Age and Older</b>	3,586,794	3,701,104	3,927,830
<b>Caucasian Population</b>	20,122,959	21,491,336	21,810,156
<b>African-American Population</b>	2,219,190	2,163,530	2,260,648
<b>Hispanic Population</b>	10,969,132	12,523,379	13,074,155
<b>Asian Population</b>	3,682,975	4,365,548	4,483,252
<b>Foreign-Born Population (%)</b>	26.2	27.2	27.2
Income			
<b>Per Capita Personal Income (USD)</b>	\$32,463	\$37,283	\$39,358
<b>Median Household Income (USD)</b>	\$47,493	\$53,629	\$56,645
<b>Individuals Below Poverty Level</b>	14.2%	13.3%	13.1%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

hold professional or graduate degrees compared to the national average of 9.9%.

California's total tax revenue was \$146.6 billion for fiscal year 2004–5, up from the 2003–4 total revenue of \$133.9 billion. The largest share of tax revenue in 2004–5 was generated from sales and gross receipts taxes, followed by individual income taxes. On a per capita basis, residents of California paid taxes of \$4,074, compared to the national average of \$3,705 for 2004–5. In terms of business taxes, the state ranked twenty-eighth in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state's business climate thirty-fourth and forty-seventh, respectively, while ALEC ranked California at forty-first in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	38,067,134	40,123,232	42,206,743	44,305,177
<b>Median Age</b>	34.9	35.2	35.7	36.5
<b>Population 18 Years of Age and Older</b>	28,570,156	30,303,080	31,792,635	33,473,509
<b>Population 65 Years of Age and Older</b>	4,392,708	5,227,964	6,199,126	7,284,978

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	16,857,578	17,740,379	17,901,874
<b>Labor Force Participation Rate</b>	67.1%	65.5%	65.2%
<b>Unemployment Rate</b>	4.9%	5.4%	4.9%
<b>Average Wage Per Job (USD)</b>	\$41,186	\$42,510	\$44,180
<b>Education Attainment (Population 25 Years and Older)</b>			
	(%)	(%)	(%)
<b>High School Graduate or Higher</b>	76.8	80.1	80.1
<b>Bachelors Degree or Higher</b>	26.6	29.5	29.0
<b>Graduate or Professional Degree</b>	9.5	10.6	10.4

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	12,026,989	13,264,918	13,382,470
<b>Total Payroll (\$1,000s)</b>	\$406,481,070	\$554,736,012	\$588,450,315
<b>Total Establishments</b>	773,925	841,774	860,866
<b>Establishments with 1–19 Employees</b>	662,920	719,347	738,392
<b>Establishments with 20–49 Employees</b>	69,203	76,375	75,940
<b>Establishments with 50–249 Employees</b>	36,809	40,554	40,949
<b>Establishments with 250–999 Employees</b>	4,372	4,755	4,837
<b>Establishments with 1,000+ Employees</b>	621	743	748

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Retail Trade</b>	1,382,460	1,651,973	29,103,980	43,416,017
<b>Health Care and Social Assistance</b>	1,269,893	1,507,717	39,962,820	63,344,431
<b>Manufacturing</b>	1,827,350	1,450,372	73,353,460	71,776,365
<b>Accommodation and Food Services</b>	1,052,065	1,285,138	13,134,254	19,887,731
<b>Professional, Scientific, Technical Services</b>	923,030	1,192,324	42,291,124	74,611,098
<b>Admin., Support, Waste Mngt., Remediation Services</b>	992,229	1,061,489	21,527,208	31,252,773
<b>Construction</b>	621,722	865,810	22,673,205	39,863,707
<b>Wholesale Trade</b>	769,617	816,186	32,448,343	47,831,555
<b>Finance and Insurance</b>	599,859	703,282	32,773,849	54,895,842
<b>Other Services (except Public Admin.)</b>	517,331	569,480	10,684,352	14,905,895

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	34,499,304	34,058,299
<b>Revenue from Sales and Gross Receipts Taxes</b>	45,193,487	49,026,218
<b>Revenue from Individual Income Taxes</b>	36,398,983	42,992,007
<b>Revenue from Corporate Income Taxes</b>	6,925,916	8,670,066
<b>Revenue from Other Taxes</b>	10,875,934	11,870,297
<b>Total Tax Revenue</b>	133,893,624	146,616,887
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	963	946
<b>Sales and Gross Receipts Tax Per Capita</b>	1,261	1,362
<b>Individual Income Tax Per Capita</b>	1,016	1,195
<b>Corporate Income Tax Per Capita</b>	193	241
<b>Other Taxes Per Capita</b>	303	330
<b>Total Taxes Per Capita</b>	3,736	4,074

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

<b>Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)</b>	28
<b>Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)</b>	34
<b>Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)</b>	47
<b>ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)</b>	41
<b>2003–4 Employer Firm Births</b>	91,201
<b>2003–4 Employer Firm Terminations</b>	83,731

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
<b>Registered Voters Who Voted</b>	73.7	64.0	69.8	75.0
<b>Citizens Age 18+ Who Voted</b>	49.1	43.9	44.5	47.7

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
<b>George W. Bush (Republican, Incumbent)</b>	44.4	0
<b>John Kerry (Democrat)</b>	54.3	55
<b>Other</b>	1.3	0
2000		
<b>George W. Bush (Republican)</b>	41.7	0
<b>Albert Gore (Democrat)</b>	53.5	54
<b>Ralph Nader (Green)</b>	3.8	0
<b>Other</b>	1.1	0
1996		
<b>William Clinton (Democrat, Incumbent)</b>	51.1	54
<b>Robert Dole (Republican)</b>	38.2	0
<b>H. Ross Perot (Reformist)</b>	7.0	0
<b>Other</b>	3.7	0
1992		
<b>William Clinton (Democrat)</b>	46.0	54
<b>George H. W. Bush (Republican, Incumbent)</b>	32.6	0
<b>H. Ross Perot (Independent)</b>	20.6	0
<b>Other</b>	0.8	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Arnold Schwarzenegger	R	2007	Second	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Barbara Boxer	D	1992	2011	
Dianne Feinstein	D	1992	2013	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		19	34	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

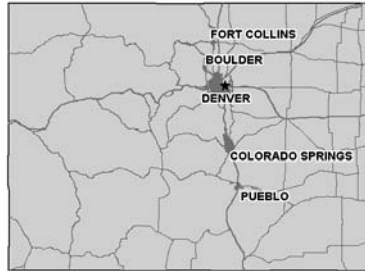
<b>Agency</b>	<b>Website Address</b>
California Chamber of Commerce	<a href="http://www.calchamber.com">www.calchamber.com</a>
California Association for Local Economic Development	<a href="http://www.caled.org">www.caled.org</a>
California Small Business Dev. Center	<a href="http://sbdc.ucmerced.edu">sbdc.ucmerced.edu</a>
California Secretary of State	<a href="http://www.ss.ca.gov">www.ss.ca.gov</a>

*Data: Various agency websites*

# Colorado

In 2006, Colorado had a population of 4.8 million people, making it the eighth most populous state in the country. The state's population increased by 452,116 people from 2000 to 2006, and is projected to increase to 5.5 million by 2025. The 0.8% projected annual growth rate is equal to the national average. Per capita personal income in Colorado was \$39,587 in 2006, up from \$37,702 in 2005. For 2006, this was \$2,958 above the national average and the eighth highest in the country. The state's per capita income grew at an average annual rate of 2.9% from 2000 to 2006, compared to 3.5% nationally.

The state's workforce generally has more education than other states—88.1% of the state's adult population has graduated from high school, compared to an 84.1% national average; 34.4% hold a bachelor degree or higher (national average is 27.0%); and 12.4% hold professional or graduate degrees (national average is 9.9%). In 2005, the state's largest industry in terms of employment was retail trade, followed by accommodation and food services. The fastest growing industry was professional, scientific, and technical services, with 4.0%



- ★ State Capitol
- Major Urban Area
- Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	4,301,261	4,562,244	4,753,377
<b>Number of Households</b>	1,658,238	1,819,037	1,846,988
<b>Average Household Size</b>	2.5	2.5	2.5
Age and Ethnicity			
<b>Median Age</b>	34.3	34.7	35.4
<b>Population 18 Years of Age and Older</b>	3,204,471	3,386,081	3,583,734
<b>Population 65 Years of Age and Older</b>	415,782	442,897	476,885
<b>Caucasian Population</b>	3,558,579	3,809,054	3,934,971
<b>African-American Population</b>	159,279	165,729	177,902
<b>Hispanic Population</b>	735,099	891,614	934,410
<b>Asian Population</b>	93,306	117,506	133,079
<b>Foreign-Born Population (%)</b>	8.6	10.1	10.3
Income			
<b>Per Capita Personal Income (USD)</b>	\$33,371	\$37,702	\$39,587
<b>Median Household Income (USD)</b>	\$47,203	\$50,652	\$52,015
<b>Individuals Below Poverty Level</b>	9.3%	11.1%	12.0%

*Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis*

annual employment growth from 1998 to 2005.

In fiscal year 2004–5, Colorado had total tax revenues of \$15.7 billion. The largest share was generated from sales and gross receipts taxes, followed by property taxes. The per capita tax burden in Colorado was \$3,355 for 2004–5, some \$350 below the national average, and a \$186 increase from 2003–4. In terms of business taxes, Colorado ranked thirteenth in a study from Anderson Economic Group. The state’s business climate was ranked eighth by Forbes Magazine and thirteenth by the Tax Foundation. Colorado was ranked seventh by ALEC in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	4,831,554	5,049,493	5,278,867	5,522,803
<b>Median Age</b>	35.7	35.9	36.0	36.0
<b>Population 18 Years of Age and Older</b>	3,642,971	3,793,139	3,951,400	4,128,803
<b>Population 65 Years of Age and Older</b>	517,419	627,408	750,903	869,646

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	2,364,990	2,568,101	2,651,718
<b>Labor Force Participation Rate</b>	72.5%	72.3%	73.1%
<b>Unemployment Rate</b>	2.7%	5.1%	4.3%
<b>Average Wage Per Job (USD)</b>	\$37,168	\$40,280	\$41,450
<b>Education Attainment (population 25 years and older)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	86.9	88.7	88.1
<b>Bachelors Degree or Higher</b>	32.7	35.5	34.4
<b>Graduate or Professional Degree</b>	11.1	12.3	12.4

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	1,757,628	1,908,508	1,936,264
<b>Total Payroll (\$1,000s)</b>	\$53,790,978	\$71,579,086	\$75,525,841
<b>Total Establishments</b>	130,354	147,314	151,070
<b>Establishments with 1–19 Employees</b>	114,141	129,662	133,125
<b>Establishments with 20–49 Employees</b>	10,144	11,156	11,317
<b>Establishments with 50–249 Employees</b>	5,370	5,753	5,876
<b>Establishments with 250–999 Employees</b>	602	638	648
<b>Establishments with 1,000+ Employees</b>	97	105	104

*Data: U.S. Census Bureau, County Business Patterns*



<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Retail Trade</b>	232,581	249,433	4,667,472	6,046,900
<b>Accommodation and Food Services</b>	192,632	222,283	2,208,219	3,136,250
<b>Health Care and Social Assistance</b>	180,801	221,956	5,267,467	8,294,247
<b>Admin., Support, Waste Mngt., Remediation Services</b>	150,768	170,950	3,550,768	5,258,194
<b>Professional, Scientific, Technical Services</b>	117,740	155,267	5,631,574	9,458,401
<b>Construction</b>	132,921	152,212	4,582,355	6,620,283
<b>Manufacturing</b>	173,403	135,832	6,555,826	6,279,451
<b>Finance and Insurance</b>	97,679	102,599	4,292,298	6,280,715
<b>Wholesale Trade</b>	92,992	98,511	3,735,494	5,635,317
<b>Other Services (except Public Admin.)</b>	83,161	94,085	1,666,738	2,272,356

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	4,722,286	4,940,398
<b>Revenue from Sales and Gross Receipts Taxes</b>	5,390,069	5,696,742
<b>Revenue from Individual Income Taxes</b>	3,413,891	3,770,736
<b>Revenue from Corporate Income Taxes</b>	239,591	315,834
<b>Revenue from Other Taxes</b>	815,725	957,111
<b>Total Tax Revenue</b>	14,581,562	15,680,821
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	1,026	1,057
<b>Sales and Gross Receipts Tax Per Capita</b>	1,171	1,219
<b>Individual Income Tax Per Capita</b>	742	807
<b>Corporate Income Tax Per Capita</b>	52	68
<b>Other Taxes Per Capita</b>	177	205
<b>Total Taxes Per Capita</b>	3,169	3,355

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	13
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	8
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	13
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	7
2003–4 Employer Firm Births	16,771
2003–4 Employer Firm Terminations	14,690

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	78.3	66.1	65.9	88.6
Citizens Age 18+ Who Voted	62.7	52.8	54.3	62.7

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	51.7	9
John Kerry (Democrat)	47.0	0
Other	1.3	0
2000		
George W. Bush (Republican)	50.8	8
Albert Gore (Democrat)	42.4	0
Ralph Nader (Green)	5.3	0
Other	1.6	0
1996		
William Clinton (Democrat, Incumbent)	44.4	0
Robert Dole (Republican)	45.8	8
H. Ross Perot (Reformist)	6.6	0
Other	3.2	0
1992		
William Clinton (Democrat)	40.1	8
George H. W. Bush (Republican, Incumbent)	35.9	0
H. Ross Perot (Independent)	23.3	0
Other	0.7	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Bill Ritter Jr.	D	2007	First	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Wayne Allard	R	1996	2009	
Ken Salazar	D	2004	2011	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		3	4	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

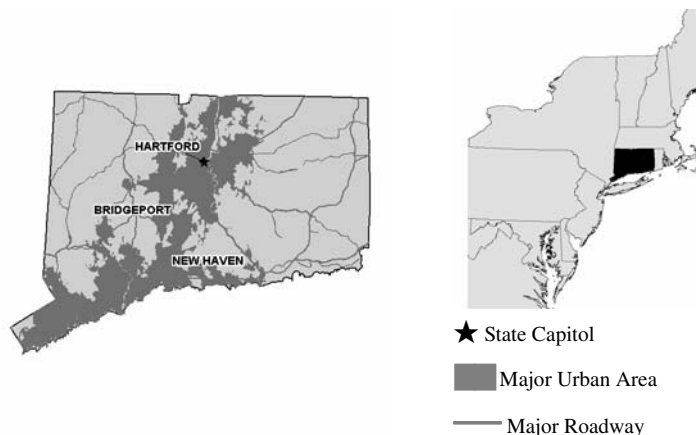
<b>Agency</b>	<b>Website Address</b>
Colorado Association of Commerce and Industry	<a href="http://www.cochamber.com">www.cochamber.com</a>
Colorado Office of Economic Development	<a href="http://www.state.co.us/oed">www.state.co.us/oed</a>
Colorado Small Business Dev. Center	<a href="http://www.coloradosbdc.org">www.coloradosbdc.org</a>
Colorado Secretary of State	<a href="http://www.sos.state.co.us">www.sos.state.co.us</a>

*Data: Various agency websites*

# Connecticut

Connecticut, located in the New England region of the United States, had a population of 3.5 million people in 2006, making it the twenty-second most populous state. The state's population increased by 99,224 people from 2000 to 2006, and is projected to increase to 3.7 million by 2025. This 0.27% projected annual growth rate compares to the projected national average of 0.8%. Per capita personal income in Connecticut was \$50,787 in 2006, up from \$47,701 in 2005. For 2006, this was the highest in the country and \$14,158 above the national average. From 2000 to 2006 per capita income in Connecticut grew at an average annual rate of 3.5%, equal to the national growth rate.

In 2005, the state's largest industry in terms of employment was health care and social assistance, followed by retail trade. The fastest growing industry was accommodation and food services, with 4.3% annual employment growth from 1998 to 2005. The state's workforce is generally more educated than other states—88.0% of the state's adult population has graduated from high school, compared to an 84.1%



## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	3,405,565	3,394,751	3,504,809
<b>Number of Households</b>	1,301,670	1,323,838	1,325,443
<b>Average Household Size</b>	2.5	2.6	2.6
Age and Ethnicity			
<b>Median Age</b>	37.4	39.3	39.1
<b>Population 18 Years of Age and Older</b>	2,565,991	2,563,861	2,686,943
<b>Population 65 Years of Age and Older</b>	469,287	442,579	470,465
<b>Caucasian Population</b>	2,777,794	2,756,081	2,800,344
<b>African-American Population</b>	305,902	309,769	332,711
<b>Hispanic Population</b>	318,947	371,425	391,935
<b>Asian Population</b>	82,277	108,644	117,054
<b>Foreign-Born Population (%)</b>	10.9	12.5	12.9
Income			
<b>Per Capita Personal Income (USD)</b>	\$41,489	\$47,701	\$50,787
<b>Median Household Income (USD)</b>	\$53,935	\$60,941	\$63,422
<b>Individuals Below Poverty Level</b>	7.9%	8.3%	8.3%

*Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis*

national average. Nationally, an average of 27.0% hold a bachelor degree or higher compared to 33.7% in Connecticut. Nationally, 9.9% hold professional or graduate degrees compared to 14.4% in Connecticut.

In fiscal year 2004–5, Connecticut had total tax revenues of \$18.9 billion. The largest share was generated from property taxes, followed by sales and gross receipts taxes. The per capita tax burden in Connecticut was \$5,420 for 2004–5, some \$1,715 above the national average. In terms of business taxes, the state ranked fifth in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state’s business climate thirty-first and thirty-eighth, respectively, while ALEC ranked Connecticut thirty-ninth in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	3,577,490	3,635,414	3,675,650	3,691,016
<b>Median Age</b>	39.6	39.6	39.7	40.3
<b>Population 18 Years of Age and Older</b>	2,763,482	2,828,539	2,859,305	2,864,095
<b>Population 65 Years of Age and Older</b>	515,621	577,083	642,541	723,326

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	1,736,831	1,822,874	1,844,235
<b>Labor Force Participation Rate</b>	66.9%	67.3%	67.6%
<b>Unemployment Rate</b>	2.3%	4.9%	4.3%
<b>Average Wage Per Job (USD)</b>	\$45,486	\$44,860	\$45,970
<b>Education Attainment (Population 25 Years and Older)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	84.0	87.9	88.0
<b>Bachelors Degree or Higher</b>	31.4	34.9	33.7
<b>Graduate or Professional Degree</b>	13.3	15.0	14.4

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	1,493,964	1,537,461	1,529,827
<b>Total Payroll (\$1,000s)</b>	\$58,225,763	\$72,848,717	\$75,605,605
<b>Total Establishments</b>	92,362	91,611	93,561
<b>Establishments with 1–19 Employees</b>	79,965	79,887	80,422
<b>Establishments with 20–49 Employees</b>	7,451	8,035	7,992
<b>Establishments with 50–249 Employees</b>	4,315	4,492	4,549
<b>Establishments with 250–999 Employees</b>	538	498	508
<b>Establishments with 1,000+ Employees</b>	93	99	90

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Health Care and Social Assistance</b>	211,359	238,784	6,617,997	9,326,294
<b>Retail Trade</b>	189,957	198,459	3,989,688	5,083,890
<b>Manufacturing</b>	246,125	185,259	10,779,212	9,766,644
<b>Finance and Insurance</b>	122,463	133,285	9,087,074	15,586,173
<b>Accommodation and Food Services</b>	95,866	128,777	1,208,849	2,374,481
<b>Admin., Support, Waste Mngt., Remediation Services</b>	98,890	102,454	2,434,799	3,185,310
<b>Professional, Scientific, Technical Services</b>	78,060	99,651	4,410,149	6,581,420
<b>Wholesale Trade</b>	73,082	80,024	3,804,026	4,873,666
<b>Other Services (except Public Admin.)</b>	61,578	63,487	1,356,837	1,673,759
<b>Construction</b>	60,041	62,362	2,531,796	3,385,312

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	6,801,676	7,155,644
<b>Revenue from Sales and Gross Receipts Taxes</b>	4,900,376	5,128,163
<b>Revenue from Individual Income Taxes</b>	4,319,546	5,033,442
<b>Revenue from Corporate Income Taxes</b>	379,822	574,984
<b>Revenue from Other Taxes</b>	818,694	1,004,579
<b>Total Tax Revenue</b>	17,220,114	18,896,812
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	1,944	2,052
<b>Sales and Gross Receipts Tax Per Capita</b>	1,401	1,471
<b>Individual Income Tax Per Capita</b>	1,235	1,444
<b>Corporate Income Tax Per Capita</b>	109	165
<b>Other Taxes Per Capita</b>	234	288
<b>Total Taxes Per Capita</b>	4,921	5,420

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	5
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	31
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	38
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	39
2003–4 Employer Firm Births	8,024
2003–4 Employer Firm Terminations	7,215

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	82.4	74.0	76.8	77.2
Citizens Age 18+ Who Voted	63.8	56.2	56.9	59.6

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	44.0	0
John Kerry (Democrat)	54.3	7
Other	1.7	0
2000		
George W. Bush (Republican)	38.4	0
Albert Gore (Democrat)	55.9	8
Ralph Nader (Green)	4.4	0
Other	1.2	0
1996		
William Clinton (Democrat, Incumbent)	52.8	8
Robert Dole (Republican)	34.7	0
H. Ross Perot (Reformist)	10.0	0
Other	2.5	0
1992		
William Clinton (Democrat)	42.2	8
George H. W. Bush (Republican, Incumbent)	35.8	0
H. Ross Perot (Independent)	21.6	0
Other	0.4	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
M. Jodi Rell	R	2007	Second	No limit
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Christopher Dodd	D	1980	2011	
Joseph Lieberman	D	1988	2013	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		1	4	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Connecticut Business and Industry Association, Inc.	<a href="http://www.cbia.com">www.cbia.com</a>
Department of Economic and Community Development	<a href="http://www.ct.gov/eed">www.ct.gov/eed</a>
Connecticut Small Business Dev. Center	<a href="http://www.sbdc.uconn.edu">www.sbdc.uconn.edu</a>
Connecticut Secretary of State, Commercial Recording Division	<a href="http://www.sots.ct.gov/CommercialRecording/Crdindex.html">www.sots.ct.gov/CommercialRecording/Crdindex.html</a>

*Data: Various agency websites*



# Delaware

With a population of 853,476 people, Delaware was the sixth least populous state in the United States in 2006. From 2000 to 2006 the state's population increased by 69,876 people, and is projected to increase to 990,694 by 2025. This 0.8% projected annual growth rate is equal to the projected national average. The state's 2006 per capita personal income of \$39,984 was higher compared to \$37,702 in 2005 and twelfth highest in the United States, some \$2,355 above the national average. Per capita income in Delaware grew at an average annual rate of 4.0% from 2000 to 2006, compared to 3.5% nationally.

Delaware's largest industry in terms of 2005 employment was retail trade. The fastest growing industry was professional, scientific, and technical services, with 6.9% annual employment growth from 1998 to 2005. The second fastest growing industry was wholesale trade. The state's workforce is generally more educated than other states—85.5% of the state's adult population has graduated from high school, compared to an 84.1% national average; 27% hold a bachelor degree or higher (equal to the national average); and 10.5% hold professional or graduate



- ★ State Capitol
- Major Urban Area
- Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	783,600	818,587	853,476
<b>Number of Households</b>	298,736	317,640	320,110
<b>Average Household Size</b>	2.5	2.6	2.6
Age and Ethnicity			
<b>Median Age</b>	36.0	37.9	37.5
<b>Population 18 Years of Age and Older</b>	589,638	623,124	649,740
<b>Population 65 Years of Age and Older</b>	101,670	106,791	114,554
<b>Caucasian Population</b>	584,684	602,213	615,638
<b>African-American Population</b>	148,823	163,052	176,845
<b>Hispanic Population</b>	37,321	50,218	53,836
<b>Asian Population</b>	16,053	22,376	24,413
<b>Foreign-Born Population (%)</b>	5.7	7.7	8.1
Income			
<b>Per Capita Personal Income (USD)</b>	\$30,869	\$37,080	\$38,984
<b>Median Household Income (USD)</b>	\$47,381	\$52,499	\$52,833
<b>Individuals Below Poverty Level</b>	9.2%	10.4%	11.1%

*Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis*

degrees compared to the national average of 9.9%.

Delaware's total tax revenue was \$3.3 billion for fiscal year 2004–5, up from the 2003–4 total revenue of \$3.0 billion. The largest share of tax revenue in 2004–5 was generated from taxes other than property, sales, gross receipts, individual income, and corporate income taxes, followed by individual income taxes. On a per capita basis, residents of Delaware paid taxes of \$3,899, compared to the national average of \$3,705 for 2004–5. In terms of business taxes, the state ranked first in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state's business climate eleventh and ninth, respectively, while ALEC ranked Delaware twenty-second in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	884,342	927,400	963,209	990,694
<b>Median Age</b>	39.4	40.5	41.5	42.8
<b>Population 18 Years of Age and Older</b>	682,134	717,862	747,886	772,682
<b>Population 65 Years of Age and Older</b>	124,972	148,682	176,121	208,599

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	416,503	432,977	440,322
<b>Labor Force Participation Rate</b>	69.7%	66.9%	66.8%
<b>Unemployment Rate</b>	3.3%	4.0%	3.6%
<b>Average Wage Per Job (USD)</b>	\$36,533	\$39,190	\$41,680

### Education Attainment (Population 25 Years and Older)

	(%)	(%)	(%)
<b>High School Graduate or Higher</b>	82.6	85.6	85.5
<b>Bachelors Degree or Higher</b>	25.0	27.6	27.0
<b>Graduate or Professional Degree</b>	9.4	11.1	10.5

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	354,643	391,682	392,840
<b>Total Payroll (\$1,000s)</b>	\$11,831,134	\$16,074,764	\$16,875,311
<b>Total Establishments</b>	22,871	25,391	25,319
<b>Establishments with 1–19 Employees</b>	19,941	22,040	21,983
<b>Establishments with 20–49 Employees</b>	1,777	2,078	2,047
<b>Establishments with 50–249 Employees</b>	985	1,103	1,118
<b>Establishments with 250–999 Employees</b>	146	136	139
<b>Establishments with 1,000+ Employees</b>	22	34	32

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Retail Trade</b>	47,631	54,524	871,384	1,298,046
<b>Health Care and Social Assistance</b>	41,202	51,444	1,279,822	2,085,645
<b>Finance and Insurance</b>	41,611	40,894	1,909,720	2,896,158
<b>Manufacturing</b>	43,511	35,624	1,632,155	1,661,304
<b>Accommodation and Food Services</b>	25,867	31,094	313,948	483,637
<b>Professional, Scientific, Technical Services</b>	17,043	27,202	824,062	1,895,569
<b>Admin., Support, Waste Mngt., Remediation Services</b>	26,117	24,941	488,195	654,180
<b>Construction</b>	20,367	23,925	676,309	1,003,802
<b>Wholesale Trade</b>	14,839	20,040	789,212	1,399,099
<b>Mngt. of Companies and Enterprises</b>	20,243	18,164	1,288,596	1,307,311

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	453,198	485,848
<b>Revenue from Sales and Gross Receipts Taxes</b>	394,434	405,451
<b>Revenue from Individual Income Taxes</b>	827,984	932,254
<b>Revenue from Corporate Income Taxes</b>	217,768	248,869
<b>Revenue from Other Taxes</b>	1,100,944	1,204,965
<b>Total Tax Revenue</b>	2,994,328	3,277,387
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	546	578
<b>Sales and Gross Receipts Tax Per Capita</b>	475	482
<b>Individual Income Tax Per Capita</b>	998	1,109
<b>Corporate Income Tax Per Capita</b>	262	296
<b>Other Taxes Per Capita</b>	1,326	1,434
<b>Total Taxes Per Capita</b>	3,608	3,899

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

**Business Climate Measures**

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	1
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	11
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	9
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	22
2003–4 Employer Firm Births	2,682
2003–4 Employer Firm Terminations	2,160

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

**Voting Behavior and Elected Officials**

**Voter Registration and Turnout (%)**

	1992	1996	2000	2004
Registered Voters Who Voted	84.7	64.2	65.1	67.7
Citizens Age 18+ Who Voted	55.2	49.4	55.6	60.6

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

**Presidential Election Results (Nationwide Winner Listed First)**

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	45.8	0
John Kerry (Democrat)	53.4	3
Other	0.9	0
2000		
George W. Bush (Republican)	41.9	0
Albert Gore (Democrat)	55.0	3
Ralph Nader (Green)	2.5	0
Other	0.6	0
1996		
William Clinton (Democrat, Incumbent)	51.8	3
Robert Dole (Republican)	36.6	0
H. Ross Perot (Reformist)	10.6	0
Other	1.0	0
1992		
William Clinton (Democrat)	43.5	3
George H. W. Bush (Republican, Incumbent)	35.3	0
H. Ross Perot (Independent)	20.4	0
Other	0.7	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Ruth Ann Minner	D	2005	Second	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Joseph R. Biden Jr.	D	1972	2009	
Thomas Carper	D	2000	2013	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		1	0	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

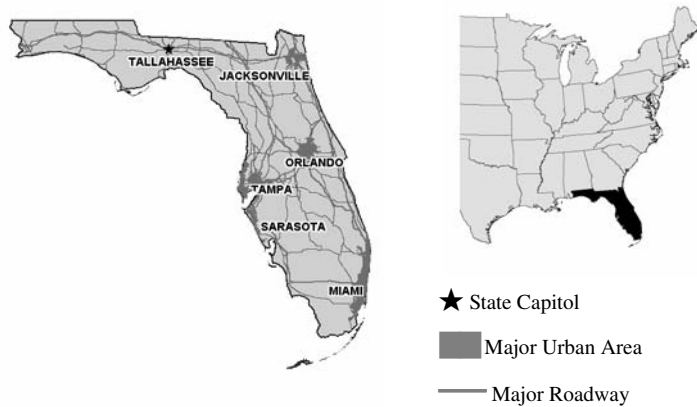
<b>Agency</b>	<b>Website Address</b>
Delaware State Chamber of Commerce	<a href="http://www.dsc.com">www.dsc.com</a>
Delaware Economic Development Office	<a href="http://www.state.de.us/dedo/default.shtml">www.state.de.us/dedo/default.shtml</a>
Delaware Small Business Dev. Center	<a href="http://www.delawaresbdc.org">www.delawaresbdc.org</a>
Delaware Division of Corporations	<a href="http://www.state.de.us/corp">www.state.de.us/corp</a>

*Data: Various agency websites*

# Florida

Florida is located in the Southeast region of the United States and had a population of 18 million people in 2006, making it the fourth most populous state. The state's population increased by 2,107,511 people from 2000 to 2006, and is projected to increase to 25.9 million by 2025. This 1.9% projected annual growth rate is above the national average of 0.8%. Per capita personal income in Florida was \$36,665 in 2006, up from \$34,712 in 2005. For 2006, this was \$36 above the national average and the twentieth highest in the country. The state's per capita income grew at an average annual rate of 4.3% from 2000 to 2006, compared to 3.5% nationally.

The state's workforce generally has less education than other states—84.6% of the state's adult population has graduated from high school, compared to an 84.1% national average; 25.3% hold a bachelor degree or higher (national average is 27.0%); and 8.9% hold professional or graduate degrees (national average is 9.9%). In 2005, the state's largest industry in terms of employment was administration, support, waste management,



## Demographic and Socioeconomic Profile

Demographics and Socioeconomic Figures			
Population and Households	2000	2005	2006
<b>Total Population</b>	15,982,378	17,382,511	18,089,889
<b>Number of Households</b>	6,337,929	7,048,800	7,106,042
<b>Average Household Size</b>	2.5	2.5	2.5
Age and Ethnicity			
<b>Median Age</b>	38.7	39.5	39.8
<b>Population 18 Years of Age and Older</b>	12,347,806	13,335,661	14,071,245
<b>Population 65 Years of Age and Older</b>	2,806,137	2,881,213	3,034,117
<b>Caucasian Population</b>	12,463,302	13,341,532	13,767,248
<b>African-American Population</b>	2,312,105	2,613,628	2,778,549
<b>Hispanic Population</b>	2,680,314	3,414,414	3,642,989
<b>Asian Population</b>	264,377	371,385	393,427
<b>Foreign-Born Population (%)</b>	16.7	18.5	18.9
Income			
<b>Per Capita Personal Income (USD)</b>	\$28,509	\$34,712	\$36,665
<b>Median Household Income (USD)</b>	\$38,819	\$42,433	\$45,495
<b>Individuals Below Poverty Level</b>	12.5%	12.8%	12.6%

*Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis*

and remediation services, followed by retail trade. The fastest growing industry was also administration, support, waste management, and remediation services, with 8.4% annual growth from 1998 to 2005.

In fiscal year 2004–5, Florida had total tax revenues of \$59.9 billion. The largest share was generated from sales and gross receipts taxes, followed by property taxes. The per capita tax burden in Florida was \$3,375 for 2004–5, some \$330 below the national average, and a \$281 increase from 2003–4. In terms of business taxes, Florida ranked forty-first in a study from Anderson Economic Group. The state’s business climate was ranked seventh by Forbes Magazine and fifth by the Tax Foundation. Florida was ranked fourteenth by ALEC in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	19,251,691	21,204,132	23,406,525	25,912,458
<b>Median Age</b>	41.9	43.2	44.1	44.8
<b>Population 18 Years of Age and Older</b>	15,165,568	16,749,420	18,518,914	20,611,286
<b>Population 65 Years of Age and Older</b>	3,418,697	4,133,945	5,106,857	6,387,843

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	7,869,690	8,710,827	8,988,611
<b>Labor Force Participation Rate</b>	63.0%	62.5%	63.2%
<b>Unemployment Rate</b>	3.8%	3.8%	3.3%
<b>Average Wage Per Job (USD)</b>	\$30,560	\$34,420	\$35,820
<b>Education Attainment (Population 25 Years and Older)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	79.9	84.6	84.6
<b>Bachelors Degree or Higher</b>	22.3	25.1	25.3
<b>Graduate or Professional Degree</b>	8.1	8.8	8.9

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	5,756,353	6,864,987	7,107,378
<b>Total Payroll (\$1,000s)</b>	\$149,936,849	\$219,794,114	\$239,197,889
<b>Total Establishments</b>	420,638	484,938	504,662
<b>Establishments with 1–19 Employees</b>	371,384	429,069	447,764
<b>Establishments with 20–49 Employees</b>	29,930	33,891	34,320
<b>Establishments with 50–249 Employees</b>	17,086	19,351	19,890
<b>Establishments with 250–999 Employees</b>	1,890	2,242	2,291
<b>Establishments with 1,000+ Employees</b>	348	385	397

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Admin., Support, Waste Mngt., Remediation Services</b>	705,898	1,239,827	13,287,683	33,734,241
<b>Retail Trade</b>	872,391	987,307	15,636,653	23,452,267
<b>Health Care and Social Assistance</b>	740,828	866,420	21,829,102	32,749,098
<b>Accommodation and Food Services</b>	596,481	724,791	6,994,893	10,738,660
<b>Construction</b>	341,673	477,670	9,674,731	18,452,509
<b>Professional, Scientific, Technical Services</b>	318,814	422,953	13,047,144	21,899,141
<b>Manufacturing</b>	428,642	371,432	13,514,960	14,906,536
<b>Finance and Insurance</b>	302,704	370,990	12,522,788	20,227,493
<b>Wholesale Trade</b>	298,551	311,270	10,388,706	13,996,062
<b>Other Services (except Public Admin.)</b>	288,705	308,134	5,192,259	6,798,269

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	18,500,291	20,389,149
<b>Revenue from Sales and Gross Receipts Taxes</b>	27,407,756	29,785,839
<b>Revenue from Individual Income Taxes</b>	0	0
<b>Revenue from Corporate Income Taxes</b>	1,441,338	1,785,623
<b>Revenue from Other Taxes</b>	6,440,069	7,903,273
<b>Total Tax Revenue</b>	53,789,454	59,863,884
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	1,064	1,150
<b>Sales and Gross Receipts Tax Per Capita</b>	1,577	1,679
<b>Individual Income Tax Per Capita</b>	0	0
<b>Corporate Income Tax Per Capita</b>	83	101
<b>Other Taxes Per Capita</b>	370	446
<b>Total Taxes Per Capita</b>	3,094	3,375

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*



## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	41
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	7
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	5
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	14
2003–4 Employer Firm Births	65,983
2003–4 Employer Firm Terminations	48,429

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	81.2	65.7	68.1	73.9
Citizens Age 18+ Who Voted	50.2	48.0	48.3	58.1

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	52.1	27
John Kerry (Democrat)	47.1	0
Other	0.8	0
2000		
George W. Bush (Republican)	48.9	25
Albert Gore (Democrat)	48.8	0
Ralph Nader (Green)	1.6	0
Other	0.7	0
1996		
William Clinton (Democrat, Incumbent)	48.0	25
Robert Dole (Republican)	42.3	0
H. Ross Perot (Reformist)	9.1	0
Other	0.5	0
1992		
William Clinton (Democrat)	39.0	0
George H. W. Bush (Republican, Incumbent)	40.9	25
H. Ross Perot (Independent)	19.8	0
Other	0.3	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Charlie Crist	R	2007	First	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Mel Martinez	R	2004	2011	
Bill Nelson	D	2000	2013	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		16	9	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Florida Chamber of Commerce	<a href="http://www.flchamber.com">www.flchamber.com</a>
Governor's Office of Trade, Tourism, and Economic Development	<a href="http://www.flgov.com/otted_home">www.flgov.com/otted_home</a>
Florida Small Business Dev. Center	<a href="http://www.floridasbdc.com">www.floridasbdc.com</a>
Florida Department of State, Division of Corporations	<a href="http://www.sunbiz.org">www.sunbiz.org</a>

*Data: Various agency websites*

# Georgia

Georgia located in the South Atlantic region of the United States, had a population of 9.4 million people, making it the ninth most populous state in 2006. The state's population increased by 1,177,488 people from 2000 to 2006, and is projected to increase to 11.4 million by 2025. This 1.1% projected annual growth rate compares to the projected national average of 0.8%. Per capita personal income in Georgia was \$32,025 in 2006, up from \$31,088 in 2005. For 2006, this was fourteenth lowest in the country and \$4,604 below the national average. From 2000 to 2006 per capita income in Georgia grew at an average annual rate of 2.3%, compared to 3.5% nationally.

In 2005, the state's largest industry in terms of employment was retail trade, followed by manufacturing. The fastest growing industry was professional, scientific, and technical services, with 3.3% annual employment growth from 1998 to 2005. The state's workforce is generally less educated than other states—82.2% of the state's adult population has graduated from high school, compared to an 84.1% national average. Nationally, an average of 27.0% hold a bachelor degree or higher compared to



- ★ State Capitol
- Major Urban Area
- Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	8,186,453	8,821,142	9,363,941
<b>Number of Households</b>	3,006,369	3,320,278	3,376,763
<b>Average Household Size</b>	2.6	2.7	2.7
Age and Ethnicity			
<b>Median Age</b>	33.4	34.3	34.6
<b>Population 18 Years of Age and Older</b>	6,020,679	6,468,467	6,911,716
<b>Population 65 Years of Age and Older</b>	787,906	811,503	906,879
<b>Caucasian Population</b>	5,327,175	5,516,920	5,816,513
<b>African-American Population</b>	2,342,110	2,571,396	2,794,300
<b>Hispanic Population</b>	429,976	625,028	696,146
<b>Asian Population</b>	171,463	240,832	254,899
<b>Foreign-Born Population (%)</b>	7.1	9.0	9.2
Income			
<b>Per Capita Personal Income (USD)</b>	\$27,989	\$31,088	\$32,025
<b>Median Household Income (USD)</b>	\$42,433	\$45,604	\$46,832
<b>Individuals Below Poverty Level</b>	13.0%	14.4%	14.7%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

26.6% in Georgia. Nationally, 9.9% hold professional or graduate degrees compared to 9.2 in Georgia.

In fiscal year 2004–5, Georgia had total tax revenues of \$27.5 billion. The largest share was generated from sales and gross receipts taxes, followed by property taxes. The per capita tax burden in Georgia was \$3,018 for 2004–5, some \$687 below the national average. In terms of business taxes, the state ranked tenth in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state's business climate fifteenth and twentieth, respectively, while ALEC ranked Georgia eighth in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	9,589,080	10,230,578	10,843,753	11,438,622
<b>Median Age</b>	34.7	35.1	35.4	35.5
<b>Population 18 Years of Age and Older</b>	7,086,694	7,551,789	8,006,490	8,453,077
<b>Population 65 Years of Age and Older</b>	980,824	1,187,576	1,409,923	1,659,679

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	4,242,889	4,622,105	4,741,860
<b>Labor Force Participation Rate</b>	69.6%	68.1%	68.0%
<b>Unemployment Rate</b>	3.5%	5.2%	4.6%
<b>Average Wage Per Job (USD)</b>	\$34,214	\$36,290	\$37,150
<b>Education Attainment (Population 25 Years and Older)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	78.6	82.8	82.2
<b>Bachelors Degree or Higher</b>	24.3	27.1	26.6
<b>Graduate or Professional Degree</b>	8.3	9.5	9.2

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	3,198,950	3,452,451	3,489,046
<b>Total Payroll (\$1,000s)</b>	\$94,687,270	\$121,341,653	\$128,827,270
<b>Total Establishments</b>	194,213	214,714	220,528
<b>Establishments with 1–19 Employees</b>	166,186	183,593	189,331
<b>Establishments with 20–49 Employees</b>	17,122	19,120	19,192
<b>Establishments with 50–249 Employees</b>	9,306	10,399	10,363
<b>Establishments with 250–999 Employees</b>	1,403	1,395	1,442
<b>Establishments with 1,000+ Employees</b>	196	207	200

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Retail Trade</b>	431,806	474,458	7,798,334	10,225,754
<b>Manufacturing</b>	535,051	428,467	16,722,306	16,218,823
<b>Health Care and Social Assistance</b>	331,889	398,607	9,810,907	14,800,306
<b>Accommodation and Food Services</b>	273,389	336,804	3,035,725	4,341,413
<b>Admin., Support, Waste Mngt., Remediation Services</b>	261,555	318,109	5,596,097	8,823,966
<b>Professional, Scientific, Technical Services</b>	166,535	209,548	7,679,090	11,815,810
<b>Construction</b>	174,774	201,496	5,527,052	7,901,149
<b>Wholesale Trade</b>	193,112	200,693	8,167,514	10,510,976
<b>Finance and Insurance</b>	154,798	174,282	6,662,088	10,044,949
<b>Other Services (except Public Admin.)</b>	135,530	152,895	2,539,172	3,441,859

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	7,844,826	8,214,542
<b>Revenue from Sales and Gross Receipts Taxes</b>	9,422,758	10,137,348
<b>Revenue from Individual Income Taxes</b>	6,830,486	7,326,225
<b>Revenue from Corporate Income Taxes</b>	494,701	712,310
<b>Revenue from Other Taxes</b>	1,061,989	1,095,684
<b>Total Tax Revenue</b>	25,654,760	27,486,109
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	880	902
<b>Sales and Gross Receipts Tax Per Capita</b>	1,057	1,113
<b>Individual Income Tax Per Capita</b>	766	804
<b>Corporate Income Tax Per Capita</b>	55	78
<b>Other Taxes Per Capita</b>	119	120
<b>Total Taxes Per Capita</b>	2,877	3,018

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	10
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	15
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	20
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	8
2003–4 Employer Firm Births	24,198
2003–4 Employer Firm Terminations	19,826

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	73.1	60.3	67.3	79.4
Citizens Age 18+ Who Voted	46.9	42.4	43.1	51.7

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	58.0	15
John Kerry (Democrat)	41.4	0
Other	0.7	0
2000		
George W. Bush (Republican)	54.7	13
Albert Gore (Democrat)	43.0	0
Ralph Nader (Green)	0.5	0
Other	1.8	0
1996		
William Clinton (Democrat, Incumbent)	45.8	0
Robert Dole (Republican)	47.0	13
H. Ross Perot (Reformist)	6.4	0
Other	0.8	0
1992		
William Clinton (Democrat)	43.5	13
George H. W. Bush (Republican, Incumbent)	42.9	0
H. Ross Perot (Independent)	13.3	0
Other	0.3	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Sonny Perdue	R	2007	Second	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Saxby Chambliss	R	2002	2009	
Johnny Isakson	R	2005	2011	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		7	6	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

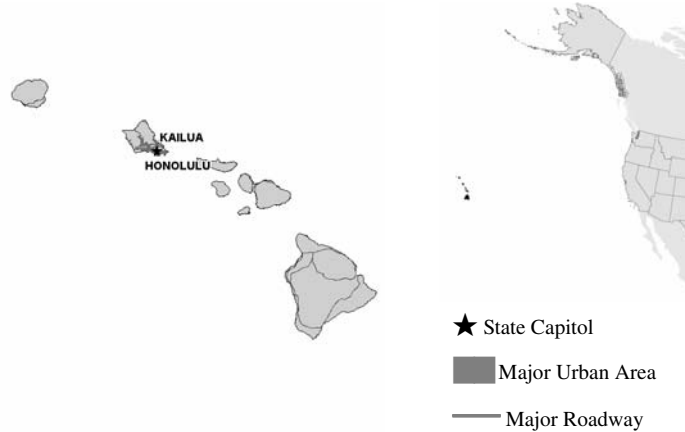
<b>Agency</b>	<b>Website Address</b>
Georgia Chamber of Commerce	<a href="http://www.gachamber.com">www.gachamber.com</a>
Georgia Department of Economic Development	<a href="http://www.georgia.org">www.georgia.org</a>
Georgia Small Business Dev. Center	<a href="http://www.sbdc.uga.edu">www.sbdc.uga.edu</a>
Georgia Secretary of State, Corporations Division	<a href="http://www.sos.state.ga.us/corporations">www.sos.state.ga.us/corporations</a>

*Data: Various agency websites*

# Hawaii

With a population of 1.3 million people, Hawaii was the ninth least populous state in the United States in 2006. From 2000 to 2006 the state's population increased by 73,961 people, and is projected to increase to 1.4 million by 2025. This 0.6% projected annual growth rate compares to the projected national average of 0.8%. The state's 2006 per capita personal income of \$36,826 was higher compared to \$34,818 in 2005 and eighteenth highest in the United States, some \$197 above the national average. Per capita income in Hawaii grew at an average annual rate of 4.4% from 2000 to 2006, compared to 3.5% nationally.

Hawaii's largest industry in terms of 2005 employment was accommodation and food services. The fastest growing industry was professional, scientific, and technical services, with 5.4% annual employment growth from 1998 to 2005. The second fastest growing industry was construction. The state's workforce is generally more educated than other states—89.0% of the state's adult population has graduated from high school, compared to an 84.1% national average; 29.7% hold a bachelor degree



## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	1,211,537	1,238,158	1,285,498
<b>Number of Households</b>	403,240	430,007	432,632
<b>Average Household Size</b>	2.9	2.9	2.9
Age and Ethnicity			
<b>Median Age</b>	36.2	38.5	37.2
<b>Population 18 Years of Age and Older</b>	917,212	939,587	988,265
<b>Population 65 Years of Age and Older</b>	161,141	168,895	179,012
<b>Caucasian Population</b>	292,457	308,912	337,507
<b>African-American Population</b>	20,945	24,239	28,062
<b>Hispanic Population</b>	87,582	98,699	99,664
<b>Asian Population</b>	503,950	520,564	512,995
<b>Foreign-Born Population (%)</b>	17.5	17.2	16.3
Income			
<b>Per Capita Personal Income (USD)</b>	\$28,422	\$34,818	\$36,826
<b>Median Household Income (USD)</b>	\$49,820	\$58,112	\$61,160
<b>Individuals Below Poverty Level</b>	10.7%	9.8%	9.3%

*Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis*



or higher (national average is 27.0%); and 9.8% hold professional or graduate degrees compared to the national average of 9.9%.

Hawaii's total tax revenue was \$5.5 billion for fiscal year 2004–5, up from the 2003–4 total revenue of \$4.8 billion. The largest share of tax revenue in 2004–5 was generated from sales and gross receipts taxes, followed by individual income taxes. On a per capita basis, residents of Hawaii paid taxes of \$4,358, compared to the national average of \$3,705 for 2004–5. In terms of business taxes, the state ranked forty-fifth in a report by Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state's business climate thirty-seventh and twenty-second respectively. ALEC ranked Hawaii forty-fifth in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	1,340,674	1,385,952	1,412,373	1,438,720
<b>Median Age</b>	37.4	37.3	37.5	38.1
<b>Population 18 Years of Age and Older</b>	1,024,411	1,055,684	1,073,236	1,105,783
<b>Population 65 Years of Age and Older</b>	191,065	226,189	264,527	300,743

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	609,018	631,298	643,486
<b>Labor Force Participation Rate</b>	67.6%	66.1%	66.4%
<b>Unemployment Rate</b>	4.0%	2.7%	2.4%
<b>Average Wage Per Job (USD)</b>	\$30,628	\$37,050	\$38,630
<b>Education Attainment (Population 25 Years and Older)</b>			
	(%)	(%)	(%)
<b>High School Graduate or Higher</b>	84.6	88.1	89.0
<b>Bachelors Degree or Higher</b>	26.2	27.9	29.7
<b>Graduate or Professional Degree</b>	8.4	9.1	9.8

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	416,571	473,500	490,682
<b>Total Payroll (\$1,000s)</b>	\$11,291,978	\$15,074,629	\$16,163,137
<b>Total Establishments</b>	29,603	31,605	32,244
<b>Establishments with 1–19 Employees</b>	25,653	27,142	27,711
<b>Establishments with 20–49 Employees</b>	2,498	2,766	2,730
<b>Establishments with 50–249 Employees</b>	1,287	1,491	1,581
<b>Establishments with 250–999 Employees</b>	142	179	194
<b>Establishments with 1,000+ Employees</b>	23	27	28

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Accommodation and Food Services</b>	83,261	99,886	1,519,689	2,308,858
<b>Retail Trade</b>	60,620	69,323	1,179,640	1,645,587
<b>Health Care and Social Assistance</b>	47,389	61,005	1,670,402	2,358,932
<b>Admin., Support, Waste Mngt., Remediation Services</b>	31,342	38,021	649,096	973,291
<b>Construction</b>	21,265	29,480	862,290	1,556,880
<b>Transportation and Warehousing</b>	23,635	26,490	773,653	926,945
<b>Professional, Scientific, Technical Services</b>	17,140	24,724	690,001	1,218,103
<b>Other Services (except Public Admin.)</b>	22,790	24,304	456,924	588,160
<b>Wholesale Trade</b>	18,442	19,978	602,585	763,702
<b>Finance and Insurance</b>	20,050	19,707	807,310	1,060,036

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	720,798	818,239
<b>Revenue from Sales and Gross Receipts Taxes</b>	2,605,694	2,895,269
<b>Revenue from Individual Income Taxes</b>	1,169,205	1,381,481
<b>Revenue from Corporate Income Taxes</b>	58,119	124,125
<b>Revenue from Other Taxes</b>	258,240	304,633
<b>Total Tax Revenue</b>	4,812,056	5,523,747
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	571	646
<b>Sales and Gross Receipts Tax Per Capita</b>	2,065	2,284
<b>Individual Income Tax Per Capita</b>	926	1,090
<b>Corporate Income Tax Per Capita</b>	46	98
<b>Other Taxes Per Capita</b>	205	240
<b>Total Taxes Per Capita</b>	3,813	4,358

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	45
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	37
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	22
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	45
2003–4 Employer Firm Births	2,926
2003–4 Employer Firm Terminations	2,440

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	80.3	66.1	57.7	66.3
Citizens Age 18+ Who Voted	41.9	40.5	40.1	44.7

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	45.3	0
John Kerry (Democrat)	54.0	4
Other	0.7	0
2000		
George W. Bush (Republican)	37.5	0
Albert Gore (Democrat)	55.8	4
Ralph Nader (Green)	5.9	0
Other	0.9	0
1996		
William Clinton (Democrat, Incumbent)	56.9	4
Robert Dole (Republican)	31.6	0
H. Ross Perot (Reformist)	7.6	0
Other	3.8	0
1992		
William Clinton (Democrat)	48.1	4
George H. W. Bush (Republican, Incumbent)	36.7	0
H. Ross Perot (Independent)	14.2	0
Other	1.0	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Linda Lingle	R	2006	Second	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Daniel K. Akaka	D	1990	2013	
Daniel K. Inouye	D	1962	2011	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		0	2	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Chamber of Commerce of Hawaii	<a href="http://www.cochawaii.com">www.cochawaii.com</a>
Department of Business, Economic Development & Tourism	<a href="http://www.hawaii.gov/dbedt">www.hawaii.gov/dbedt</a>
Hawaii Small Business Dev. Center	<a href="http://www.hawaii-sbdc.org">www.hawaii-sbdc.org</a>
Department of Commerce and Consumer Affairs	<a href="http://www.hawaii.gov/dcca">www.hawaii.gov/dcca</a>

*Data: Various agency websites*

# Idaho

In 2006, Idaho had a population of 1.5 million people, making it the twelfth least populous state in the country. The state's population increased by 172,512 people from 2000 to 2006, and is projected to increase to 1.9 million by 2025. This 1.24% projected annual growth rate is above the national average of 0.8%. Per capita personal income in Idaho was \$29,948 in 2006, up from \$28,274 in 2005. For 2006, this was \$6,681 below the national average and the eighth lowest in the country. The state's per capita income grew at an average annual rate of 3.7% from 2000 to 2006, compared to 3.5% nationally.

The state's workforce generally has less education than other states—87.3% of the state's adult population has graduated from high school, compared to an 84.1% national average; 23.3% hold a bachelor degree or higher (national average is 27.0%); and 7.1% hold professional or graduate degrees (national average is 9.9%). In 2005, the state's largest industry in terms of employment was retail trade, followed by health care and social assistance. The fastest growing industry was administration, support, waste management, and remediation services, with 9.2% annual



- ★ State Capitol
- Major Urban Area
- Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	1,293,953	1,395,634	1,466,465
<b>Number of Households</b>	469,645	532,135	548,555
<b>Average Household Size</b>	2.7	2.6	2.6
Age and Ethnicity			
<b>Median Age</b>	33.2	34.6	34.3
<b>Population 18 Years of Age and Older</b>	925,822	1,022,698	1,072,150
<b>Population 65 Years of Age and Older</b>	145,945	156,720	169,391
<b>Caucasian Population</b>	1,176,568	1,281,279	1,357,129
<b>African-American Population</b>	5,244	5,931	6,842
<b>Hispanic Population</b>	101,594	126,785	138,871
<b>Asian Population</b>	11,321	15,117	15,335
<b>Foreign-Born Population (%)</b>	5.0	5.5	5.6
Income			
<b>Per Capita Personal Income (USD)</b>	\$24,075	\$28,274	\$29,948
<b>Median Household Income (USD)</b>	\$37,572	\$41,443	\$42,865
<b>Individuals Below Poverty Level</b>	11.8%	13.9%	12.6%

*Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis*

employment growth from 1998 to 2005.

In fiscal year 2004–5, Idaho had total tax revenues of \$4.2 billion. The largest share was generated from sales and gross receipts taxes, followed by property taxes. The per capita tax burden in Idaho was \$2,933 for 2004–5, some \$772 below the national average, and a \$205 increase from 2003–4. In terms of business taxes, Idaho ranked fortieth in a study from Anderson Economic Group. The state’s business climate was ranked sixth by Forbes Magazine and thirty-first by the Tax Foundation. Idaho was ranked ninth by ALEC in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	1,517,291	1,630,045	1,741,333	1,852,627
<b>Median Age</b>	34.8	35.9	37.5	38.6
<b>Population 18 Years of Age and Older</b>	1,117,054	1,202,945	1,292,913	1,385,569
<b>Population 65 Years of Age and Older</b>	181,416	220,113	269,439	320,205

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	662,958	727,463	749,244
<b>Labor Force Participation Rate</b>	69.7%	68.5%	68.5%
<b>Unemployment Rate</b>	4.6%	4.0%	3.4%
<b>Average Wage Per Job (USD)</b>	\$27,701	\$33,050	\$34,810
<b>Education Attainment (Population 25 Years and Older)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	84.7	86.7	87.3
<b>Bachelors Degree or Higher</b>	21.7	23.3	23.3
<b>Graduate or Professional Degree</b>	6.8	7.4	7.1

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	423,615	488,676	519,319
<b>Total Payroll (\$1,000s)</b>	\$10,595,285	\$14,207,992	\$15,397,889
<b>Total Establishments</b>	35,961	41,336	43,346
<b>Establishments with 1–19 Employees</b>	32,152	36,960	38,744
<b>Establishments with 20–49 Employees</b>	2,562	2,923	3,061
<b>Establishments with 50–249 Employees</b>	1,105	1,280	1,349
<b>Establishments with 250–999 Employees</b>	125	152	168
<b>Establishments with 1,000+ Employees</b>	17	21	24

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Retail Trade</b>	65,665	75,716	1,173,071	1,673,120
<b>Health Care and Social Assistance</b>	50,674	68,820	1,285,725	2,146,695
<b>Manufacturing</b>	66,719	61,167	2,214,164	2,393,039
<b>Accommodation and Food Services</b>	44,106	51,670	389,942	571,584
<b>Admin., Support, Waste Mngt., Remediation Services</b>	25,398	47,096	452,844	965,124
<b>Construction</b>	35,446	44,658	1,064,026	1,622,096
<b>Professional, Scientific, Technical Services</b>	22,338	35,126	902,270	1,411,856
<b>Wholesale Trade</b>	23,488	23,602	699,924	907,831
<b>Finance and Insurance</b>	16,285	20,924	531,207	907,058
<b>Other Services (except Public Admin.)</b>	16,899	18,503	249,420	361,511

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	1,084,470	1,153,841
<b>Revenue from Sales and Gross Receipts Taxes</b>	1,426,827	1,523,808
<b>Revenue from Individual Income Taxes</b>	907,795	1,040,512
<b>Revenue from Corporate Income Taxes</b>	103,784	140,585
<b>Revenue from Other Taxes</b>	282,951	323,800
<b>Total Tax Revenue</b>	3,805,827	4,182,546
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	777	809
<b>Sales and Gross Receipts Tax Per Capita</b>	1,023	1,069
<b>Individual Income Tax Per Capita</b>	651	730
<b>Corporate Income Tax Per Capita</b>	74	99
<b>Other Taxes Per Capita</b>	203	227
<b>Total Taxes Per Capita</b>	2,728	2,933

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	40
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	6
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	31
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	9
2003–4 Employer Firm Births	4,640
2003–4 Employer Firm Terminations	3,581

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	78.9	70.2	68.9	75.0
Citizens Age 18+ Who Voted	65.2	57.3	54.2	60.2

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	68.4	4
John Kerry (Democrat)	30.3	0
Other	1.4	0
2000		
George W. Bush (Republican)	67.2	4
Albert Gore (Democrat)	27.6	0
Ralph Nader (Green)	2.5	0
Other	2.7	0
1996		
William Clinton (Democrat, Incumbent)	33.7	0
Robert Dole (Republican)	52.2	4
H. Ross Perot (Reformist)	12.7	0
Other	1.5	0
1992		
William Clinton (Democrat)	28.4	0
George H. W. Bush (Republican, Incumbent)	42.0	4
H. Ross Perot (Independent)	27.0	0
Other	2.5	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*



<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
C.L. "Butch" Otter	R	2007	First	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Larry E. Craig	R	1990	2009	
Michael Crapo	R	1998	2011	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		2	0	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Boise Metro Chamber of Commerce	<a href="http://www.boisechamber.org">www.boisechamber.org</a>
Idaho Department of Commerce and Labor	<a href="http://www.cl.idaho.gov">www.cl.idaho.gov</a>
Idaho Small Business Dev. Center	<a href="http://www.idahosbdc.org">www.idahosbdc.org</a>
Idaho Secretary of State	<a href="http://www.idsos.state.id.us">www.idsos.state.id.us</a>

*Data: Various agency websites*

# Illinois

Illinois, located in the Middle West region of the United States, and had a population of 12.8 million people in 2006, making it the fifth most populous state. The state's population increased by 412,677 people from 2000 to 2006, and is projected to increase to 13.3 million by 2025. This 0.2% projected annual growth rate compares to the projected national average of 0.8%. Per capita personal income in Illinois was \$38,297 in 2006, up from \$36,361 in 2005. For 2006, this was fifteenth highest in the country and \$1,668 above the national average. From 2000 to 2006 per capita income in Illinois grew at an average annual rate of 2.9%, compared to 3.5% nationally.

In 2005, the state's largest industry in terms of employment was health care and social assistance, followed by manufacturing. The fastest growing industry was accommodation and food services, with 1.8% annual employment growth from 1998 to 2005. The state's workforce is generally more educated than other states—85.0% of the state's adult population has graduated from high school, compared to an 84.1% national average. Nationally, an average of



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## Demographic and Socioeconomic Profile

Demographics and Socioeconomic Figures			
Population and Households	2000	2005	2006
<b>Total Population</b>	12,419,293	12,440,351	12,831,970
<b>Number of Households</b>	4,591,779	4,691,020	4,724,252
<b>Average Household Size</b>	2.6	2.7	2.7
Age and Ethnicity			
<b>Median Age</b>	34.7	35.6	35.7
<b>Population 18 Years of Age and Older</b>	9,180,064	9,208,765	9,615,583
<b>Population 65 Years of Age and Older</b>	1,498,929	1,436,153	1,532,373
<b>Caucasian Population</b>	9,123,564	8,986,032	9,074,653
<b>African-American Population</b>	1,864,619	1,803,613	1,898,346
<b>Hispanic Population</b>	1,529,141	1,804,619	1,888,439
<b>Asian Population</b>	423,440	507,687	536,992
<b>Foreign-Born Population (%)</b>	12.3	13.6	13.8
Income			
<b>Per Capita Personal Income (USD)</b>	\$32,185	\$36,361	\$38,297
<b>Median Household Income (USD)</b>	\$46,590	\$50,260	\$52,006
<b>Individuals Below Poverty Level</b>	10.7%	12.0%	12.3%

*Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis*

28.9% hold a bachelor degree or higher compared to 21.2% in Illinois. Nationally, 9.9% hold professional or graduate degrees compared to 10.8% in Illinois.

In fiscal year 2004–5, Illinois had total tax revenues of \$49.1 billion. The largest share was generated from property taxes, followed by sales and gross receipts taxes. The per capita tax burden in Illinois was \$3,863 for 2004–5, some \$185 above the national average. In terms of business taxes, the state ranked thirty-fourth in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state’s business climate fortieth and twenty-eighth, respectively, while ALEC ranked Illinois forty-second in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	12,916,894	13,097,218	13,236,720	13,340,507
<b>Median Age</b>	36.0	36.3	37.0	37.4
<b>Population 18 Years of Age and Older</b>	9,719,988	9,882,541	9,980,950	10,075,188
<b>Population 65 Years of Age and Older</b>	1,600,863	1,777,487	1,988,764	2,226,431

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	6,467,692	6,483,791	6,613,346
<b>Labor Force Participation Rate</b>	69.2%	66.7%	67.5%
<b>Unemployment Rate</b>	4.5%	5.7%	4.5%
<b>Average Wage Per Job (USD)</b>	\$38,044	\$39,290	\$40,910
<b>Education Attainment (Population 25 Years and Older)</b>			
	(%)	(%)	(%)
<b>High School Graduate or Higher</b>	81.4	85.7	85.0
<b>Bachelors Degree or Higher</b>	26.1	29.2	28.9
<b>Graduate or Professional Degree</b>	9.5	10.9	10.8

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	5,221,782	5,217,160	5,235,866
<b>Total Payroll (\$1,000s)</b>	\$175,703,556	\$207,884,485	\$217,221,786
<b>Total Establishments</b>	304,533	315,854	318,927
<b>Establishments with 1–19 Employees</b>	259,572	269,744	273,249
<b>Establishments with 20–49 Employees</b>	26,877	27,849	27,331
<b>Establishments with 50–249 Employees</b>	15,634	15,901	15,984
<b>Establishments with 250–999 Employees</b>	2,124	2,031	2,022
<b>Establishments with 1,000+ Employees</b>	326	329	341

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Health Care and Social Assistance</b>	612,855	677,927	17,914,037	25,360,320
<b>Manufacturing</b>	883,472	676,298	33,319,088	30,078,477
<b>Retail Trade</b>	632,626	629,286	11,503,179	14,365,019
<b>Accommodation and Food Services</b>	395,322	446,724	4,554,156	6,277,520
<b>Admin., Support, Waste Mngt., Remediation Services</b>	407,556	442,999	9,080,901	11,482,098
<b>Professional, Scientific, Technical Services</b>	311,731	350,082	16,023,793	22,464,307
<b>Finance and Insurance</b>	338,042	341,884	17,736,564	24,867,356
<b>Wholesale Trade</b>	330,787	322,342	15,093,685	17,770,519
<b>Other Services (except Public Admin.)</b>	247,420	257,238	5,247,616	6,657,706
<b>Construction</b>	225,301	250,157	10,004,410	13,615,634

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	17,888,828	18,690,132
<b>Revenue from Sales and Gross Receipts Taxes</b>	15,344,201	16,693,556
<b>Revenue from Individual Income Taxes</b>	7,218,428	7,936,884
<b>Revenue from Corporate Income Taxes</b>	1,278,538	2,183,126
<b>Revenue from Other Taxes</b>	3,460,734	3,634,797
<b>Total Tax Revenue</b>	45,190,729	49,138,495
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	1,407	1,469
<b>Sales and Gross Receipts Tax Per Capita</b>	1,207	1,312
<b>Individual Income Tax Per Capita</b>	568	624
<b>Corporate Income Tax Per Capita</b>	101	172
<b>Other Taxes Per Capita</b>	272	286
<b>Total Taxes Per Capita</b>	3,555	3,863

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	34
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	40
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	28
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	42
2003–4 Employer Firm Births	28,907
2003–4 Employer Firm Terminations	26,492

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	76.5	64.7	66.5	70.3
Citizens Age 18+ Who Voted	58.9	49.3	51.7	56.0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	44.5	0
John Kerry (Democrat)	54.8	21
Other	0.7	0
2000		
George W. Bush (Republican)	42.6	0
Albert Gore (Democrat)	54.6	22
Ralph Nader (Green)	2.2	0
Other	0.6	0
1996		
William Clinton (Democrat, Incumbent)	54.3	22
Robert Dole (Republican)	36.8	0
H. Ross Perot (Reformist)	8.0	0
Other	0.8	0
1992		
William Clinton (Democrat)	48.6	22
George H. W. Bush (Republican, Incumbent)	34.3	0
H. Ross Perot (Independent)	16.6	0
Other	0.4	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Rod Blagojevich	D	2007	Second	No limit
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Richard Durbin	D	1996	2009	
Barack Obama	D	2004	2011	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		8	10	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Illinois State Chamber of Commerce	<a href="http://www.ilchamber.org">www.ilchamber.org</a>
Department of Commerce and Economic Opportunity	<a href="http://www.commerce.state.il.us/dceo">www.commerce.state.il.us/dceo</a>
Illinois Small Business Dev. Center	<a href="http://www.ilsbdc.biz">www.ilsbdc.biz</a>
Illinois Secretary of State	<a href="http://www.sos.state.il.us">www.sos.state.il.us</a>

*Data: Various agency websites*

# Indiana

With a population of 6.3 million people, Indiana was the fifteenth most populous state in the United States in 2006. From 2000 to 2006 the state's population increased by 233,035 people, and is projected to increase to 6.7 million by 2025. This 0.3% projected annual growth rate compares to the projected national average of 0.8%. The state's 2006 per capita personal income of \$32,226 was higher compared to \$30,883 in 2005 and fifteenth lowest in the United States, some \$4,403 below the national average. Per capita income in Indiana grew at an average annual rate of 2.9% from 2000 to 2006, compared to 3.5% nationally.

Indiana's largest industry in terms of 2005 employment was manufacturing. The fastest growing industry was professional, scientific, and technical services, with 4.3% annual employment growth from 1998 to 2005. The second fastest growing industry was administration, support, waste management, and remediation services. The state's workforce is generally less educated than other states—85.2% of the state's adult population has graduated from high school, compared to an 84.1% national average; 21.7% hold a bachelor degree or higher (national



- ★ State Capitol
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## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	6,080,485	6,093,372	6,313,520
<b>Number of Households</b>	2,336,306	2,443,010	2,435,274
<b>Average Household Size</b>	2.5	2.5	2.5
Age and Ethnicity			
<b>Median Age</b>	35.2	36.1	36.3
<b>Population 18 Years of Age and Older</b>	4,507,679	4,500,356	4,733,923
<b>Population 65 Years of Age and Older</b>	752,885	727,171	780,992
<b>Caucasian Population</b>	5,317,334	5,247,604	5,427,561
<b>African-American Population</b>	504,449	522,377	551,864
<b>Hispanic Population</b>	210,538	277,558	299,398
<b>Asian Population</b>	57,193	72,494	81,054
<b>Foreign-Born Population (%)</b>	3.1	4.0	4.2
Income			
<b>Per Capita Personal Income (USD)</b>	\$27,132	\$30,883	\$32,226
<b>Median Household Income (USD)</b>	\$41,567	\$43,993	\$45,394
<b>Individuals Below Poverty Level</b>	9.5%	12.2%	12.7%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

average is 27.0%); and 8.0% hold professional or graduate degrees compared to the national average of 9.9%.

Indiana's total tax revenue was \$21.3 billion for fiscal year 2004–5, up from the 2003–4 total revenue of \$18.7 billion. The largest share of tax revenue in 2004–5 was generated from property taxes, followed by sales and gross receipts taxes. On a per capita basis, residents of Indiana paid taxes of \$3,410, compared to the national average of \$3,705 for 2004–5. In terms of business taxes, the state ranked thirtieth in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state's business climate twenty-seventh and twelfth, respectively, ALEC also ranked Indiana twelfth in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	6,392,139	6,517,631	6,627,008	6,721,322
<b>Median Age</b>	36.5	36.8	37.4	37.5
<b>Population 18 Years of Age and Older</b>	4,795,954	4,903,401	4,992,020	5,055,039
<b>Population 65 Years of Age and Older</b>	811,290	906,361	1,019,707	1,140,690

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	3,144,379	3,227,444	3,271,496
<b>Labor Force Participation Rate</b>	68.3%	67.5%	67.7%
<b>Unemployment Rate</b>	2.9%	5.3%	5.0%
<b>Average Wage Per Job (USD)</b>	\$31,017	\$34,080	\$35,190
<b>Education Attainment (Population 25 Years and Older)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	82.1	85.3	85.2
<b>Bachelors Degree or Higher</b>	19.4	21.3	21.7
<b>Graduate or Professional Degree</b>	7.2	7.7	8.0

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	2,540,866	2,586,799	2,610,899
<b>Total Payroll (\$1,000s)</b>	\$71,435,864	\$85,098,401	\$88,145,224
<b>Total Establishments</b>	146,197	149,381	149,871
<b>Establishments with 1–19 Employees</b>	123,653	126,069	126,655
<b>Establishments with 20–49 Employees</b>	13,836	14,306	14,106
<b>Establishments with 50–249 Employees</b>	7,559	7,817	7,882
<b>Establishments with 250–999 Employees</b>	987	1,014	1,056
<b>Establishments with 1,000+ Employees</b>	162	175	172

*Data: U.S. Census Bureau, County Business Patterns*



<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Manufacturing</b>	635,658	554,273	23,729,035	24,191,908
<b>Health Care and Social Assistance</b>	313,865	354,481	8,403,195	12,213,877
<b>Retail Trade</b>	344,444	346,073	5,719,109	6,912,064
<b>Accommodation and Food Services</b>	216,578	245,467	2,066,860	2,934,176
<b>Admin., Support, Waste Mngt., Remediation Services</b>	136,135	165,704	2,782,884	4,151,772
<b>Construction</b>	138,326	139,661	4,770,384	5,963,039
<b>Other Services (except Public Admin.)</b>	124,828	132,061	2,097,725	2,750,929
<b>Wholesale Trade</b>	115,519	117,305	4,082,819	5,206,097
<b>Professional, Scientific, Technical Services</b>	81,704	110,046	2,789,896	5,022,670
<b>Finance and Insurance</b>	110,993	107,628	4,202,678	5,324,071

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	6,073,538	7,638,992
<b>Revenue from Sales and Gross Receipts Taxes</b>	6,992,455	7,279,831
<b>Revenue from Individual Income Taxes</b>	4,231,727	4,811,592
<b>Revenue from Corporate Income Taxes</b>	644,787	824,803
<b>Revenue from Other Taxes</b>	732,517	781,859
<b>Total Tax Revenue</b>	18,675,024	21,337,077
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	975	1,221
<b>Sales and Gross Receipts Tax Per Capita</b>	1,123	1,163
<b>Individual Income Tax Per Capita</b>	680	769
<b>Corporate Income Tax Per Capita</b>	104	132
<b>Other Taxes Per Capita</b>	118	125
<b>Total Taxes Per Capita</b>	2,999	3,410

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	30
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	27
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	12
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	12
2003–4 Employer Firm Births	13,321
2003–4 Employer Firm Terminations	11,988

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	72.5	61.2	55.1	57.4
Citizens Age 18+ Who Voted	55.2	48.8	48.8	53.7

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	59.9	11
John Kerry (Democrat)	39.3	0
Other	0.8	0
2000		
George W. Bush (Republican)	56.7	12
Albert Gore (Democrat)	41.0	0
Ralph Nader (Green)	0.8	0
Other	1.5	0
1996		
William Clinton (Democrat, Incumbent)	41.6	0
Robert Dole (Republican)	47.1	12
H. Ross Perot (Reformist)	10.5	0
Other	0.8	0
1992		
William Clinton (Democrat)	36.8	0
George H. W. Bush (Republican, Incumbent)	42.9	12
H. Ross Perot (Independent)	19.8	0
Other	0.5	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Mitch Daniels	R	2005	First	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Evan Bayh	D	1998	2011	
Richard G. Lugar	R	1976	2013	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		4	4	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

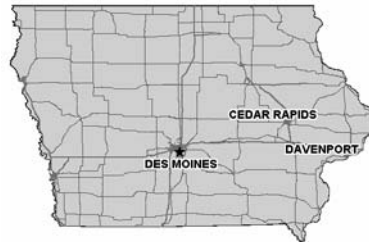
<b>Agency</b>	<b>Website Address</b>
Indiana Chamber of Commerce	<a href="http://www.indianachamber.com">www.indianachamber.com</a>
Indiana Economic Development Corporation	<a href="http://www.in.gov/iedc">www.in.gov/iedc</a>
Indiana Small Business Dev. Center	<a href="http://www.isbdc.org">www.isbdc.org</a>
Indiana Secretary of State	<a href="http://www.state.in.us/sos/business">www.state.in.us/sos/business</a>

*Data: Various agency websites*

# Iowa

Iowa is located in the Middle West region of the United States and had a population of 3.0 million people in 2006, making it the twenty-first least populous state. The state's population increased by 55,761 people from 2000 to 2006, and is projected to increase slightly by 2025. The projected annual growth rate of less than 0.1% compares to the national average of 0.8%. Per capita personal income in Iowa was \$33,017 in 2006, up from \$31,473 in 2005. For 2006, this was \$3,612 below the national average and the twenty-first lowest in the country. The state's per capita income grew at an average annual rate of 3.7% from 2000 to 2006, compared to 3.5% nationally.

The state's workforce generally has less education than other states—88.9% of the state's adult population has graduated from high school, compared to an 84.1% national average; 24.0% hold a bachelor degree or higher (national average is 27.0%); and 7.4% hold professional or graduate degrees (national average is 9.9%). In 2005, the state's largest industry in terms of employment was manufacturing, followed by health care and



★ State Capitol

■ Major Urban Area

— Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	2,926,324	2,862,541	2,982,085
<b>Number of Households</b>	1,149,276	1,200,833	1,208,765
<b>Average Household Size</b>	2.5	2.4	2.4
Age and Ethnicity			
<b>Median Age</b>	36.6	38.6	37.8
<b>Population 18 Years of Age and Older</b>	2,193,990	2,194,615	2,267,565
<b>Population 65 Years of Age and Older</b>	436,377	402,167	435,373
<b>Caucasian Population</b>	2,749,737	2,675,878	2,772,535
<b>African-American Population</b>	59,758	62,827	67,297
<b>Hispanic Population</b>	81,501	106,052	112,987
<b>Asian Population</b>	35,023	41,510	45,647
<b>Foreign-Born Population (%)</b>	3.1	3.6	3.8
Income			
<b>Per Capita Personal Income (USD)</b>	\$26,554	\$31,473	\$33,017
<b>Median Household Income (USD)</b>	\$39,469	\$43,609	\$44,491
<b>Individuals Below Poverty Level</b>	9.1%	10.9%	11.0%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

social assistance. The fastest growing industry was transportation and warehousing, with 4.2% annual employment growth from 1998 to 2005.

In fiscal year 2004–5, Iowa had total tax revenues of \$9.7 billion. The largest share was generated from property taxes, followed by sales and gross receipts taxes. The per capita tax burden in Iowa was \$3,284 for 2004–5, some \$421 below the national average, but a \$230 increase from 2003–4. In terms of business taxes, Iowa ranked twenty-seventh in a study from Anderson Economic Group. The state’s business climate was ranked twenty-fourth by Forbes Magazine and forty-fifth by the Tax Foundation. Iowa was ranked twenty-seventh by ALEC in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	3,009,907	3,026,380	3,020,496	2,993,222
<b>Median Age</b>	38.3	38.9	40.1	41.3
<b>Population 18 Years of Age and Older</b>	2,298,851	2,319,340	2,323,127	2,311,474
<b>Population 65 Years of Age and Older</b>	449,887	494,565	556,540	619,227

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	1,601,920	1,639,703	1,664,339
<b>Labor Force Participation Rate</b>	71.7%	71.5%	72.1%
<b>Unemployment Rate</b>	2.8%	4.3%	3.7%
<b>Average Wage Per Job (USD)</b>	\$27,929	\$32,340	\$33,250
<b>Education Attainment (Population 25 Years and Older)</b>			
	(%)	(%)	(%)
<b>High School Graduate or Higher</b>	86.1	89.6	88.9
<b>Bachelors Degree or Higher</b>	21.2	23.8	24.0
<b>Graduate or Professional Degree</b>	6.5	7.3	7.4

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	1,213,285	1,241,864	1,261,108
<b>Total Payroll (\$1,000s)</b>	\$30,409,574	\$37,643,817	\$39,420,961
<b>Total Establishments</b>	80,838	81,565	82,087
<b>Establishments with 1–19 Employees</b>	70,187	70,485	70,958
<b>Establishments with 20–49 Employees</b>	6,524	6,839	6,877
<b>Establishments with 50–249 Employees</b>	3,598	3,674	3,688
<b>Establishments with 250–999 Employees</b>	462	491	487
<b>Establishments with 1,000+ Employees</b>	67	76	77

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Manufacturing</b>	245,282	225,567	8,193,004	9,025,961
<b>Health Care and Social Assistance</b>	172,793	188,242	4,111,821	5,921,736
<b>Retail Trade</b>	177,723	178,216	2,846,480	3,494,449
<b>Accommodation and Food Services</b>	103,641	108,439	907,513	1,105,219
<b>Finance and Insurance</b>	73,746	91,727	2,715,795	4,380,754
<b>Wholesale Trade</b>	64,101	63,176	1,991,922	2,558,534
<b>Construction</b>	58,557	62,855	1,947,744	2,573,372
<b>Admin., Support, Waste Mngt., Remediation Services</b>	58,306	62,829	993,597	1,386,775
<b>Other Services (except Public Admin.)</b>	52,875	54,175	790,560	1,018,514
<b>Transportation and Warehousing</b>	37,379	49,876	1,050,574	1,698,170

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	3,188,869	3,302,265
<b>Revenue from Sales and Gross Receipts Taxes</b>	3,011,578	3,155,247
<b>Revenue from Individual Income Taxes</b>	2,010,610	2,312,898
<b>Revenue from Corporate Income Taxes</b>	89,826	186,469
<b>Revenue from Other Taxes</b>	717,865	747,982
<b>Total Tax Revenue</b>	9,018,748	9,704,861
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	1,080	1,117
<b>Sales and Gross Receipts Tax Per Capita</b>	1,020	1,068
<b>Individual Income Tax Per Capita</b>	681	783
<b>Corporate Income Tax Per Capita</b>	30	63
<b>Other Taxes Per Capita</b>	243	253
<b>Total Taxes Per Capita</b>	3,054	3,284

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	27
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	24
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	45
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	27
2003–4 Employer Firm Births	6,495
2003–4 Employer Firm Terminations	6,217

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	79.5	69.5	71.4	75.9
Citizens Age 18+ Who Voted	65.3	57.7	60.0	66.9

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	49.9	7
John Kerry (Democrat)	49.2	0
Other	0.9	0
2000		
George W. Bush (Republican)	48.2	0
Albert Gore (Democrat)	48.5	7
Ralph Nader (Green)	2.2	0
Other	1.0	0
1996		
William Clinton (Democrat, Incumbent)	50.3	7
Robert Dole (Republican)	39.9	0
H. Ross Perot (Reformist)	8.5	0
Other	1.3	0
1992		
William Clinton (Democrat)	43.3	7
George H. W. Bush (Republican, Incumbent)	37.3	0
H. Ross Perot (Independent)	18.7	0
Other	0.7	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Chet Culver	D	2007	First	No limit
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Chuck Grassley	R	1980	2011	
Tom Harkin	D	1984	2009	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		2	3	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Iowa Chamber Alliance	<a href="http://www.iowachamberalliance.org">www.iowachamberalliance.org</a>
Iowa Department of Economic Development	<a href="http://www.iowalifechanging.com">www.iowalifechanging.com</a>
Iowa Small Business Dev. Center	<a href="http://www.iowasbdc.org">www.iowasbdc.org</a>
Iowa Secretary of State	<a href="http://www.sos.state.ia.us">www.sos.state.ia.us</a>

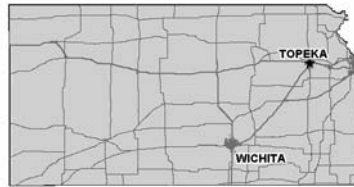
*Data: Various agency websites*



# Kansas

Kansas, located in the Middle West region of the United States, had a population of 2.8 million people in 2006, making it the eighteenth least populous state. The state's population increased by 75,657 people from 2000 to 2006, and is projected to increase to 2.9 million by 2025. This 0.3% projected annual growth rate compares to the projected national average of 0.8%. Per capita personal income in Kansas was \$34,744 in 2006, up from \$32,666 in 2005. For 2006, this was twenty-ninth lowest in the country and \$1,885 below the national average. From 2000 to 2006 per capita income in Kansas grew at an average annual rate of 3.9%, compared to 3.5% nationally.

In 2005, the state's largest industry in terms of employment was manufacturing, followed by health care and social assistance. The fastest growing industry was administration, support, waste management, and remediation services, with 2.9% annual employment growth from 1998 to 2005. The state's workforce is generally more educated than other states—88.5% of the state's adult population has graduated from high school, compared to an 84.1% national average. Nationally, an average of



- ★ State Capitol
- Major Urban Area
- Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	2,688,418	2,662,616	2,764,075
<b>Number of Households</b>	1,037,891	1,071,938	1,088,288
<b>Average Household Size</b>	2.5	2.5	2.5
Age and Ethnicity			
<b>Median Age</b>	35.2	36.1	36.3
<b>Population 18 Years of Age and Older</b>	1,977,198	1,991,169	2,069,408
<b>Population 65 Years of Age and Older</b>	355,681	330,128	355,664
<b>Caucasian Population</b>	2,312,119	2,269,482	2,361,047
<b>African-American Population</b>	150,584	147,455	153,560
<b>Hispanic Population</b>	186,299	224,152	236,351
<b>Asian Population</b>	44,772	53,129	60,646
<b>Foreign-Born Population (%)</b>	5.0	5.8	6.3
Income			
<b>Per Capita Personal Income (USD)</b>	\$27,694	\$32,666	\$34,744
<b>Median Household Income (USD)</b>	\$40,624	\$42,920	\$45,478
<b>Individuals Below Poverty Level</b>	9.9%	11.7%	12.4%

*Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis*

28.6% hold a bachelor degree or higher compared to 20.0% in Kansas. Nationally, 9.9% hold professional or graduate degrees compared to 9.8% in Kansas.

In fiscal year 2004–5, Kansas had total tax revenues of \$9.4 billion. The largest share was generated from sales and gross receipts taxes, followed by property taxes. The per capita tax burden in Kansas was \$3,423 for 2004–5, some \$282 below the national average. In terms of business taxes, the state ranked thirty-fifth in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state's business climate twentieth and thirty-third, respectively, while ALEC ranked Kansas at twenty-ninth in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	2,805,470	2,852,690	2,890,566	2,919,002
<b>Median Age</b>	36.4	36.9	37.8	38.5
<b>Population 18 Years of Age and Older</b>	2,106,474	2,144,722	2,176,667	2,205,455
<b>Population 65 Years of Age and Older</b>	375,315	419,748	479,919	544,756

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	1,405,104	1,464,151	1,466,004
<b>Labor Force Participation Rate</b>	70.2%	70.6%	70.2%
<b>Unemployment Rate</b>	3.8%	5.1%	4.5%
<b>Average Wage Per Job (USD)</b>	\$29,360	\$33,960	\$34,960
<b>Education Attainment (Population 25 Years and Older)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	86.0	88.7	88.5
<b>Bachelors Degree or Higher</b>	25.8	28.2	28.6
<b>Graduate or Professional Degree</b>	8.7	9.6	9.8

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	1,081,941	1,116,277	1,116,216
<b>Total Payroll (\$1,000s)</b>	\$28,747,577	\$35,725,813	\$36,646,065
<b>Total Establishments</b>	74,019	75,827	76,173
<b>Establishments with 1–19 Employees</b>	64,030	65,554	65,796
<b>Establishments with 20–49 Employees</b>	6,304	6,499	6,512
<b>Establishments with 50–249 Employees</b>	3,263	3,325	3,409
<b>Establishments with 250–999 Employees</b>	373	402	407
<b>Establishments with 1,000+ Employees</b>	49	47	49

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Manufacturing</b>	196,519	177,170	6,666,326	7,221,614
<b>Health Care and Social Assistance</b>	154,002	169,777	3,801,133	5,487,089
<b>Retail Trade</b>	149,270	148,988	2,476,930	2,952,169
<b>Accommodation and Food Services</b>	90,431	101,824	842,346	1,101,854
<b>Admin., Support, Waste Mngt., Remediation Services</b>	54,086	65,957	1,076,557	1,694,687
<b>Construction</b>	60,896	62,331	1,947,778	2,465,977
<b>Finance and Insurance</b>	52,839	58,675	1,875,213	2,786,136
<b>Professional, Scientific, Technical Services</b>	49,417	56,793	1,762,448	2,418,500
<b>Wholesale Trade</b>	63,953	54,461	2,370,432	2,345,990
<b>Other Services (except Public Admin.)</b>	51,825	52,010	870,742	1,005,537

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	3,246,616	3,090,403
<b>Revenue from Sales and Gross Receipts Taxes</b>	3,427,052	3,470,022
<b>Revenue from Individual Income Taxes</b>	1,915,530	2,050,562
<b>Revenue from Corporate Income Taxes</b>	166,609	248,135
<b>Revenue from Other Taxes</b>	486,166	526,374
<b>Total Tax Revenue</b>	9,241,973	9,385,496
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	1,187	1,127
<b>Sales and Gross Receipts Tax Per Capita</b>	1,253	1,266
<b>Individual Income Tax Per Capita</b>	701	748
<b>Corporate Income Tax Per Capita</b>	61	91
<b>Other Taxes Per Capita</b>	178	192
<b>Total Taxes Per Capita</b>	3,380	3,423

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	35
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	20
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	33
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	29
2003–4 Employer Firm Births	6,854
2003–4 Employer Firm Terminations	6,307

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	84.7	74.6	66.0	70.1
Citizens Age 18+ Who Voted	63.0	56.6	54.2	58.6

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	62.0	6
John Kerry (Democrat)	36.6	0
Other	1.4	0
2000		
George W. Bush (Republican)	58.0	6
Albert Gore (Democrat)	37.2	0
Ralph Nader (Green)	3.4	0
Other	1.4	0
1996		
William Clinton (Democrat, Incumbent)	36.1	0
Robert Dole (Republican)	54.3	6
H. Ross Perot (Reformist)	8.6	0
Other	1.0	0
1992		
William Clinton (Democrat)	33.7	0
George H. W. Bush (Republican, Incumbent)	38.9	6
H. Ross Perot (Independent)	27.0	0
Other	0.4	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Kathleen Sebelius	D	2007	Second	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Sam Brownback	R	1996	2011	
Pat Roberts	R	1996	2009	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		2	2	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Kansas Chamber of Commerce and Industry	<a href="http://www.kansaschamber.org">www.kansaschamber.org</a>
Kansas Department of Commerce	<a href="http://www.kansascommerce.com">www.kansascommerce.com</a>
Kansas Small Business Dev. Center	<a href="http://www.fhsu.edu/ksbdc">www.fhsu.edu/ksbdc</a>
Kansas Secretary of State, Business Services	<a href="http://www.kssos.org/business/business.html">www.kssos.org/business/business.html</a>

*Data: Various agency websites*

# Kentucky

With a population of 4.2 million people, Kentucky was the eighteenth least populous state in the United States in 2006. From 2000 to 2006 the state's population increased by 164,305 people, and is projected to increase to 4.5 million by 2025. This 0.3% projected annual growth rate compares to the projected national average of 0.8%. The state's 2006 per capita personal income of \$29,719 was higher compared to \$28,352 in 2005 but twenty-ninth lowest in the United States, some \$6,910 below the national average. Per capita income in Kentucky grew at an average annual rate of 3.3% from 2000 to 2006, compared to 3.5% nationally.

Kentucky's largest industry in terms of 2005 employment was manufacturing. The fastest growing industry was administration, support, waste management, and remediation services, with 3.5% annual employment growth from 1998 to 2005. The second fastest growing industry was transportation and warehousing. The state's workforce is generally less educated than other states—79.6% of the state's adult population has graduated from high school, compared to an 84.1% national average;



★ State Capitol

■ Major Urban Area

— Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	4,041,769	4,058,633	4,206,074
<b>Number of Households</b>	1,590,647	1,653,898	1,651,911
<b>Average Household Size</b>	2.5	2.5	2.5
Age and Ethnicity			
<b>Median Age</b>	35.9	37.5	37.3
<b>Population 18 Years of Age and Older</b>	3,047,928	3,082,522	3,205,733
<b>Population 65 Years of Age and Older</b>	503,668	495,885	535,303
<b>Caucasian Population</b>	3,639,168	3,646,690	3,762,571
<b>African-American Population</b>	293,915	292,012	310,146
<b>Hispanic Population</b>	56,414	69,702	83,015
<b>Asian Population</b>	28,994	35,561	38,835
<b>Foreign-Born Population (%)</b>	2.0	2.4	2.7
Income			
<b>Per Capita Personal Income (USD)</b>	\$24,412	\$28,352	\$29,719
<b>Median Household Income (USD)</b>	\$33,672	\$37,369	\$39,372
<b>Individuals Below Poverty Level</b>	15.8%	16.8%	17.0%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

20.0% hold a bachelor degree or higher (national average is 27.0%); and 8.2% hold professional or graduate degrees compared to the national average of 9.9%.

Kentucky's total tax revenue was \$12.3 billion for fiscal year 2004–5, up from the 2003–4 total revenue of \$11.5 billion. The largest share of tax revenue in 2004–5 was generated from sales and gross receipts taxes, followed by individual income taxes. On a per capita basis, residents of Kentucky paid taxes of \$2,940, compared to the national average of \$3,705 for 2004–5. In terms of business taxes, the state ranked eighteenth in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state's business climate forty-first and thirty-sixth, respectively, while ALEC ranked Kentucky forty-sixth in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	4,265,117	4,351,188	4,424,431	4,489,662
<b>Median Age</b>	38.0	38.6	39.4	39.8
<b>Population 18 Years of Age and Older</b>	3,262,810	3,344,209	3,417,155	3,480,547
<b>Population 65 Years of Age and Older</b>	557,471	637,351	729,741	826,659

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	1,949,013	1,999,118	2,038,971
<b>Labor Force Participation Rate</b>	63.2%	62.3%	62.9%
<b>Unemployment Rate</b>	4.2%	6.0%	5.7%
<b>Average Wage Per Job (USD)</b>	\$28,801	\$32,550	\$33,490
<b>Education Attainment (Population 25 Years and Older)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	74.1	79.0	79.6
<b>Bachelors Degree or Higher</b>	17.1	19.3	20.0
<b>Graduate or Professional Degree</b>	6.9	7.8	8.2

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	1,443,015	1,489,497	1,514,199
<b>Total Payroll (\$1,000s)</b>	\$36,889,001	\$46,163,189	\$47,983,162
<b>Total Establishments</b>	89,593	91,797	92,176
<b>Establishments with 1–19 Employees</b>	76,564	78,015	78,359
<b>Establishments with 20–49 Employees</b>	8,100	8,581	8,550
<b>Establishments with 50–249 Employees</b>	4,227	4,513	4,533
<b>Establishments with 250–999 Employees</b>	638	621	664
<b>Establishments with 1,000+ Employees</b>	64	67	70

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Manufacturing</b>	290,665	253,804	9,829,745	10,625,628
<b>Health Care and Social Assistance</b>	194,305	224,193	5,052,060	7,623,152
<b>Retail Trade</b>	221,580	223,666	3,385,861	4,340,765
<b>Accommodation and Food Services</b>	127,561	147,371	1,245,296	1,676,868
<b>Admin., Support, Waste Mngt., Remediation Services</b>	70,020	89,259	1,103,006	1,742,196
<b>Construction</b>	77,191	82,815	2,263,487	2,974,769
<b>Transportation and Warehousing</b>	60,183	75,975	2,054,206	3,071,746
<b>Other Services (except Public Admin.)</b>	62,968	69,897	1,042,453	1,447,977
<b>Wholesale Trade</b>	69,862	69,769	2,214,967	2,992,997
<b>Finance and Insurance</b>	61,079	66,124	1,989,927	2,940,416

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	2,136,455	2,246,867
<b>Revenue from Sales and Gross Receipts Taxes</b>	4,313,337	4,649,379
<b>Revenue from Individual Income Taxes</b>	3,629,392	3,792,231
<b>Revenue from Corporate Income Taxes</b>	381,538	478,505
<b>Revenue from Other Taxes</b>	999,772	1,094,830
<b>Total Tax Revenue</b>	11,460,494	12,261,812
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	516	539
<b>Sales and Gross Receipts Tax Per Capita</b>	1,041	1,115
<b>Individual Income Tax Per Capita</b>	876	909
<b>Corporate Income Tax Per Capita</b>	92	115
<b>Other Taxes Per Capita</b>	241	262
<b>Total Taxes Per Capita</b>	2,767	2,940

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*



## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	18
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	41
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	36
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	46
2003–4 Employer Firm Births	8,232
2003–4 Employer Firm Terminations	7,645

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	71.9	58.1	60.4	64.3
Citizens Age 18+ Who Voted	53.7	47.4	50.7	57.5

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	59.6	8
John Kerry (Democrat)	39.7	0
Other	0.8	0
2000		
George W. Bush (Republican)	56.5	8
Albert Gore (Democrat)	41.4	0
Ralph Nader (Green)	1.5	0
Other	0.6	0
1996		
William Clinton (Democrat, Incumbent)	45.8	8
Robert Dole (Republican)	44.9	0
H. Ross Perot (Reformist)	8.7	0
Other	0.6	0
1992		
William Clinton (Democrat)	44.6	8
George H. W. Bush (Republican, Incumbent)	41.3	0
H. Ross Perot (Independent)	13.7	0
Other	0.5	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Steven Beshear	D	2007	First	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Mitch McConnell	R	1984	2009	
Jim Bunning	R	1998	2011	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		4	2	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Kentucky Chamber of Commerce	<a href="http://www.kychamber.com">www.kychamber.com</a>
Kentucky Cabinet for Economic Development	<a href="http://www.thinkkentucky.com">www.thinkkentucky.com</a>
Kentucky Small Business Dev. Center	<a href="http://www.ksbdc.org">www.ksbdc.org</a>
Kentucky Secretary of State, Business Services	<a href="http://www.sos.ky.gov/business">www.sos.ky.gov/business</a>

*Data: Various agency websites*

# Louisiana

Louisiana is located in the West South Central region of the United States and had a population of 4.3 million people in 2006, making it the twenty-sixth least populous state. The state's population decreased by 181,208 people from 2000 to 2006. From 2005 to 2006 the state's population declined by 2.3%. Louisiana's population is projected to increase, however, to 4.8 million by 2025. This 0.6% projected annual growth rate compares to the national average of 0.8%. Per capita personal income in Louisiana was \$31,369 in 2006, up significantly from \$24,781 in 2005. For 2006, this was \$5,260 below the national average and the eleventh lowest in the country. Louisiana's per capita income grew at an average annual rate of 5.2% from 2000 to 2006, compared to 3.5% nationally.

The state's workforce generally has less education than other states—79.4% of the state's adult population has graduated from high school, compared to an 84.1% national average; 20.3% hold a bachelor degree or higher (national average is 27.0%); and 6.8% hold professional or graduate degrees (national average is 9.9%). In 2005, the state's largest industry in terms of employment



- ★ State Capitol
- Major Urban Area
- Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	4,468,976	4,389,747	4,287,768
<b>Number of Households</b>	1,656,053	1,676,599	1,564,978
<b>Average Household Size</b>	2.6	2.6	2.7
Age and Ethnicity			
<b>Median Age</b>	34.0	35.4	35.6
<b>Population 18 Years of Age and Older</b>	3,250,523	3,249,119	3,198,771
<b>Population 65 Years of Age and Older</b>	518,097	498,883	522,874
<b>Caucasian Population</b>	2,855,964	2,795,263	2,760,233
<b>African-American Population</b>	1,444,566	1,425,685	1,356,981
<b>Hispanic Population</b>	107,854	123,066	123,281
<b>Asian Population</b>	55,492	58,392	57,084
<b>Foreign-Born Population (%)</b>	2.6	2.8	2.9
Income			
<b>Per Capita Personal Income (USD)</b>	\$23,078	\$24,781	\$31,369
<b>Median Household Income (USD)</b>	\$32,566	\$36,729	\$39,337
<b>Individuals Below Poverty Level</b>	19.6%	19.8%	19.0%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

was health care and social assistance, followed by retail trade. The fastest growing industry was administration, support, waste management, and remediation services, with 2.5% annual employment growth from 1998 to 2005.

In fiscal year 2004–5, Louisiana had total tax revenues of \$14.3 billion. The largest share was generated from sales and gross receipts taxes, followed by property taxes. The per capita tax burden in Louisiana was \$3,181 for 2004–5, some \$524 below the national average, but a \$282 increase from 2003–4. In terms of business taxes, Louisiana ranked eleventh in a study from Anderson Economic Group. The state's business climate was ranked forty-ninth by Forbes Magazine and thirty-second by the Tax Foundation. Louisiana was ranked twenty-first by ALEC in its state competitiveness index. One is considered best for each ranking.

Note that in 2005 Louisiana's largest city, New Orleans, was significantly impacted by Hurricane Katrina, forcing many to leave the state. This at least partially explains the population decline in recent years, as well as the variation in per capita personal incomes.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	4,612,679	4,673,721	4,719,160	4,762,398
<b>Median Age</b>	35.7	36.4	37.5	38.3
<b>Population 18 Years of Age and Older</b>	3,441,177	3,497,533	3,546,384	3,609,162
<b>Population 65 Years of Age and Older</b>	582,340	663,788	763,468	868,502

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	2,031,292	2,077,123	1,990,120
<b>Labor Force Participation Rate</b>	61.7%	62.7%	61.6%
<b>Unemployment Rate</b>	5.0%	6.7%	4.0%
<b>Average Wage Per Job (USD)</b>	\$27,889	\$31,430	\$32,900

### Education Attainment (Population 25 Years and Older)

	(%)	(%)	(%)
<b>High School Graduate or Higher</b>	74.8	80.5	79.4
<b>Bachelors Degree or Higher</b>	18.7	20.6	20.3
<b>Graduate or Professional Degree</b>	6.5	7.1	6.8

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	1,577,220	1,623,680	1,617,507
<b>Total Payroll (\$1,000s)</b>	\$40,802,387	\$49,047,249	\$50,657,624
<b>Total Establishments</b>	100,667	103,067	102,790
<b>Establishments with 1–19 Employees</b>	85,803	87,549	87,638
<b>Establishments with 20–49 Employees</b>	9,421	9,841	9,535
<b>Establishments with 50–249 Employees</b>	4,775	5,032	4,986
<b>Establishments with 250–999 Employees</b>	580	549	537
<b>Establishments with 1,000+ Employees</b>	88	96	94

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
Health Care and Social Assistance	234,869	264,664	5,910,937	7,940,735
Retail Trade	226,586	227,856	3,610,877	4,572,205
Accommodation and Food Services	157,120	180,353	1,724,134	2,194,457
Manufacturing	171,549	145,173	6,373,959	7,074,264
Construction	124,838	117,564	3,622,058	4,080,813
Admin., Support, Waste Mngt., Remediation Services	90,251	107,110	1,688,891	2,408,681
Professional, Scientific, Technical Services	74,826	85,308	2,580,019	3,535,206
Other Services (except Public Admin.)	78,090	77,819	1,330,511	1,524,548
Wholesale Trade	79,877	72,586	2,592,307	2,990,452
Finance and Insurance	68,110	67,802	2,391,798	3,054,677

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
Revenue from Property Taxes	2,263,204	2,429,386
Revenue from Sales and Gross Receipts Taxes	7,239,436	7,676,704
Revenue from Individual Income Taxes	2,192,038	2,392,727
Revenue from Corporate Income Taxes	236,745	352,136
Revenue from Other Taxes	1,134,007	1,451,042
<b>Total Tax Revenue</b>	<b>13,065,430</b>	<b>14,301,995</b>
<b>Per Capita Taxes</b>		
Property Tax Per Capita	502	540
Sales and Gross Receipts Tax Per Capita	1,606	1,708
Individual Income Tax Per Capita	486	532
Corporate Income Tax Per Capita	53	78
Other Taxes Per Capita	252	323
<b>Total Taxes Per Capita</b>	<b>2,899</b>	<b>3,181</b>

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	11
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	49
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	32
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	21
2003–4 Employer Firm Births	9,340
2003–4 Employer Firm Terminations	8,556

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	78.1	69.7	63.1	66.5
Citizens Age 18+ Who Voted	59.8	57.0	54.3	58.5

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	56.7	9
John Kerry (Democrat)	42.2	0
Other	1.1	0
2000		
George W. Bush (Republican)	52.6	9
Albert Gore (Democrat)	44.9	0
Ralph Nader (Green)	1.2	0
Other	1.4	0
1996		
William Clinton (Democrat, Incumbent)	52.0	9
Robert Dole (Republican)	39.9	0
H. Ross Perot (Reformist)	6.9	0
Other	1.1	0
1992		
William Clinton (Democrat)	45.6	9
George H. W. Bush (Republican, Incumbent)	41.0	0
H. Ross Perot (Independent)	11.8	0
Other	1.6	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Bobby Jindal	R	2008	First	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Mary L. Landrieu	D	1996	2009	
David Vitter	R	2004	2011	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		4	2	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Louisiana Association of Business and Industry	<a href="http://www.labi.org">www.labi.org</a>
Louisiana Economic Development	<a href="http://www.lded.state.la.us">www.lded.state.la.us</a>
Louisiana Small Business Dev. Center	<a href="http://www.lsbdc.org">www.lsbdc.org</a>
Louisiana Secretary of State Commercial Division	<a href="http://www.sos.louisiana.gov/tabid/66/Default.aspx">www.sos.louisiana.gov/tabid/66/Default.aspx</a>

*Data: Various agency websites*

# Maine

Maine, located in the New England region of the United States, had a population of 1.3 million people in 2006, making it the eleventh least populous state. The state's population increased by 46,651 people from 2000 to 2006, and is projected to increase to 1.4 million by 2025. This 0.4% projected annual growth rate compares to the projected national average of 0.8%. Per capita personal income in Maine was \$31,931 in 2006, up from \$30,825 in 2005. For 2006, this was twelfth lowest in the country and \$4,698 below the national average. From 2000 to 2006 per capita income in Maine grew at an average annual rate of 3.5%, equal to the national rate.

In 2005, the state's largest industry in terms of employment was health care and social assistance, followed by retail trade. The fastest growing industry was finance and insurance, with 4.7% annual employment growth from 1998 to 2005. The state's workforce is generally less educated than other states—88.7% of the state's adult population has graduated from high school, compared to an 84.1% national average. Nationally, an average of 27.0% hold a bachelor degree



★ State Capitol

■ Major Urban Area

— Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	1,274,923	1,283,673	1,321,574
<b>Number of Households</b>	518,200	542,158	548,247
<b>Average Household Size</b>	2.4	2.4	2.3
Age and Ethnicity			
<b>Median Age</b>	38.6	41.2	41.0
<b>Population 18 Years of Age and Older</b>	973,945	1,007,454	1,039,702
<b>Population 65 Years of Age and Older</b>	183,642	181,315	192,434
<b>Caucasian Population</b>	1,236,422	1,239,525	1,265,541
<b>African-American Population</b>	6,047	8,788	13,669
<b>Hispanic Population</b>	9,226	12,059	12,622
<b>Asian Population</b>	8,259	10,907	12,004
<b>Foreign-Born Population (%)</b>	2.9	3.0	3.2
Income			
<b>Per Capita Personal Income (USD)</b>	\$25,969	\$30,825	\$31,931
<b>Median Household Income (USD)</b>	\$37,240	\$42,801	\$43,439
<b>Individuals Below Poverty Level</b>	10.9%	12.6%	12.9%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis



or higher compared to 25.8% in Maine. Nationally, 9.9% hold professional or graduate degrees compared to 8.9% in Maine.

In fiscal year 2004–5, Maine had total tax revenues of \$5.2 billion. The largest share was generated from property taxes, followed by sales and gross receipts taxes. The per capita tax burden in Maine was \$3,978 for 2004–5, some \$273 above the national average. In terms of business taxes, the state ranked forty-ninth in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state’s business climate forty-eighth and forty-first, respectively, while ALEC ranked Maine at forty-fourth in its state competitiveness index. One is considered best for each ranking.

<b>Population Projections</b>				
<b>Year</b>	<b>2010</b>	<b>2015</b>	<b>2020</b>	<b>2025</b>
<b>Total Population</b>	1,357,134	1,388,878	1,408,665	1,414,402
<b>Median Age</b>	42.2	43.4	44.1	45.3
<b>Population 18 Years of Age and Older</b>	1,087,902	1,120,280	1,140,230	1,149,909
<b>Population 65 Years of Age and Older</b>	212,278	250,195	293,990	339,038

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

<b>Workforce</b>			
	<b>2000</b>	<b>2005</b>	<b>2006</b>
<b>Civilian Labor Force</b>	672,440	703,085	711,376
<b>Labor Force Participation Rate</b>	67.5%	66.8%	67.0%
<b>Unemployment Rate</b>	3.3%	4.8%	4.6%
<b>Average Wage Per Job (USD)</b>	\$27,664	\$33,920	\$35,160
<b>Education Attainment (Population 25 Years and Older)</b>			
	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	85.4	89.0	88.7
<b>Bachelors Degree or Higher</b>	22.9	25.6	25.8
<b>Graduate or Professional Degree</b>	7.9	8.6	8.9

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

<b>Industry Overview</b>			
	<b>1998</b>	<b>2004</b>	<b>2005</b>
<b>Total Employees</b>	456,715	494,256	497,387
<b>Total Payroll (\$1,000s)</b>	\$11,559,136	\$15,439,092	\$15,873,419
<b>Total Establishments</b>	38,334	41,269	41,933
<b>Establishments with 1–19 Employees</b>	34,326	36,717	74,273
<b>Establishments with 20–49 Employees</b>	2,516	2,955	3,030
<b>Establishments with 50–249 Employees</b>	1,312	1,404	1,398
<b>Establishments with 250–999 Employees</b>	162	173	171
<b>Establishments with 1,000+ Employees</b>	18	20	18

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Health Care and Social Assistance</b>	79,828	97,973	2,029,109	3,260,097
<b>Retail Trade</b>	74,220	85,352	1,263,051	1,850,083
<b>Manufacturing</b>	80,640	60,995	2,630,781	2,496,875
<b>Accommodation and Food Services</b>	41,273	45,484	512,859	717,503
<b>Finance and Insurance</b>	21,374	29,421	839,098	1,293,728
<b>Construction</b>	23,766	27,065	729,676	1,060,191
<b>Admin., Support, Waste Mngt., Remediation Services</b>	23,318	25,282	445,008	696,562
<b>Professional, Scientific, Technical Services</b>	16,708	22,199	584,864	1,028,862
<b>Other Services (except Public Admin.)</b>	17,445	19,968	294,070	409,546
<b>Wholesale Trade</b>	20,932	19,456	658,579	809,605

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	2,099,394	2,151,968
<b>Revenue from Sales and Gross Receipts Taxes</b>	1,336,680	1,363,266
<b>Revenue from Individual Income Taxes</b>	1,160,389	1,299,252
<b>Revenue from Corporate Income Taxes</b>	111,616	135,863
<b>Revenue from Other Taxes</b>	274,462	269,359
<b>Total Tax Revenue</b>	4,982,541	5,219,708
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	1,596	1,640
<b>Sales and Gross Receipts Tax Per Capita</b>	1,016	1,039
<b>Individual Income Tax Per Capita</b>	882	990
<b>Corporate Income Tax Per Capita</b>	85	104
<b>Other Taxes Per Capita</b>	209	205
<b>Total Taxes Per Capita</b>	3,789	3,978

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	49
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	48
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	41
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	44
2003–4 Employer Firm Births	3,651
2003–4 Employer Firm Terminations	3,289

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	69.7	60.5	68.8	72.3
Citizens Age 18+ Who Voted	72.0	64.1	66.9	72.7

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	44.6	0
John Kerry (Democrat)	53.6	4
Other	1.9	0
2000		
George W. Bush (Republican)	44.0	0
Albert Gore (Democrat)	49.1	4
Ralph Nader (Green)	5.7	0
Other	1.2	0
1996		
William Clinton (Democrat, Incumbent)	51.6	4
Robert Dole (Republican)	30.8	0
H. Ross Perot (Reformist)	14.2	0
Other	3.4	0
1992		
William Clinton (Democrat)	38.8	4
George H. W. Bush (Republican, Incumbent)	30.4	0
H. Ross Perot (Independent)	30.4	0
Other	0.4	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
John Baldacci	D	2007	Second	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Susan M. Collins	R	1996	2009	
Olympia J. Snowe	R	1994	2013	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		0	2	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

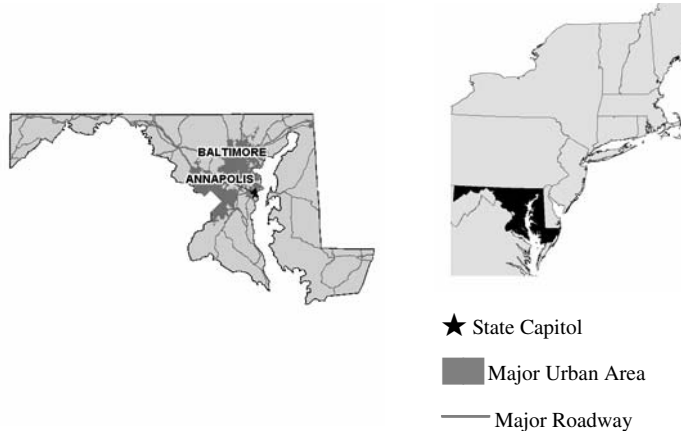
<b>Agency</b>	<b>Website Address</b>
Maine State Chamber of Commerce	<a href="http://www.mainechamber.org">www.mainechamber.org</a>
The Maine Department of Economic and Community Development	<a href="http://www.econdevmaine.com">www.econdevmaine.com</a>
Maine Small Business Dev. Center	<a href="http://www.mainesbdc.org">www.mainesbdc.org</a>
Maine Bureau of Corporations	<a href="http://www.state.me.us/sos/cec/index.html">www.state.me.us/sos/cec/index.html</a>

*Data: Various agency websites*

# Maryland

With a population of 5.6 million people, Maryland was the nineteenth most populous state in the United States in 2006. From 2000 to 2006 the state's population increased by 319,241 people, and is projected to increase to 6.7 million by 2025. This 1.0% projected annual growth rate compares to the projected national average of 0.8%. The state's 2006 per capita personal income of \$43,447 was higher compared to \$41,587 in 2005 and fifth highest in the United States, some \$7,145 above the national average. Per capita income in Maryland grew at an average annual rate of 4.2% from 2000 to 2006, compared to 3.5% nationally.

Maryland's largest industry in terms of 2005 employment was health care and social assistance. The fastest growing industry was professional, scientific, and technical services, with 3.6% annual employment growth from 1998 to 2005. The second fastest growing industry was construction. The state's workforce is generally more educated than other states—87.1% of the state's adult population has graduated from high school, compared to an 84.1% national average; 35.1% hold a bachelor degree or higher (national average is 27.0%); and 15.7% hold



## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	5,296,486	5,461,318	5,615,727
<b>Number of Households</b>	1,980,859	2,085,647	2,089,031
<b>Average Household Size</b>	2.6	2.6	2.6
Age and Ethnicity			
<b>Median Age</b>	36.0	37.1	37.3
<b>Population 18 Years of Age and Older</b>	3,943,067	4,063,655	4,253,595
<b>Population 65 Years of Age and Older</b>	598,004	609,450	647,332
<b>Caucasian Population</b>	3,391,021	3,356,489	3,441,497
<b>African-American Population</b>	1,468,243	1,564,914	1,624,858
<b>Hispanic Population</b>	227,105	316,257	336,390
<b>Asian Population</b>	209,713	258,529	276,362
<b>Foreign-Born Population (%)</b>	9.8	11.7	12.2
Income			
<b>Per Capita Personal Income (USD)</b>	\$34,257	\$41,587	\$43,774
<b>Median Household Income (USD)</b>	\$52,868	\$61,592	\$65,144
<b>Individuals Below Poverty Level</b>	8.5%	8.2%	7.8%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

professional or graduate degrees compared to the national average of 9.9%.

Maryland's total tax revenue was \$23.9 billion for fiscal year 2004–5, up from the 2003–4 total revenue of \$22.3 billion. The largest share of tax revenue in 2004–5 was generated from individual income taxes, followed by sales and gross receipts taxes. On a per capita basis, residents of Maryland paid taxes of \$4,288, compared to the national average of \$3,705 for 2004–5. In terms of business taxes, the state ranked twenty-third in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state's business climate twelfth and twenty-fourth, respectively, while ALEC ranked Maryland thirty-second in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	5,904,970	6,208,392	6,497,626	6,762,732
<b>Median Age</b>	36.8	36.1	36.4	36.9
<b>Population 18 Years of Age and Older</b>	4,498,676	4,721,718	4,911,565	5,098,221
<b>Population 65 Years of Age and Older</b>	717,987	837,124	962,160	1,104,757

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	2,811,657	2,942,960	3,009,143
<b>Labor Force Participation Rate</b>	70.4%	68.8%	69.7%
<b>Unemployment Rate</b>	3.6%	4.2%	3.9%
<b>Average Wage Per Job (USD)</b>	\$36,395	\$42,080	\$44,030
<b>Education Attainment (Population 25 Years and Older)</b>			
	(%)	(%)	(%)
<b>High School Graduate or Higher</b>	83.8	87.0	87.1
<b>Bachelors Degree or Higher</b>	31.4	34.5	35.1
<b>Graduate or Professional Degree</b>	13.4	15.2	15.7

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	1,938,727	2,151,474	2,167,999
<b>Total Payroll (\$1,000s)</b>	\$59,817,673	\$84,346,365	\$88,964,728
<b>Total Establishments</b>	126,577	136,062	138,481
<b>Establishments with 1–19 Employees</b>	108,830	115,881	118,182
<b>Establishments with 20–49 Employees</b>	10,961	12,322	12,375
<b>Establishments with 50–249 Employees</b>	5,980	6,980	7,034
<b>Establishments with 250–999 Employees</b>	702	770	777
<b>Establishments with 1,000+ Employees</b>	104	109	113

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
Health Care and Social Assistance	258,901	300,272	7,607,050	11,855,818
Retail Trade	273,016	299,658	5,245,293	7,225,671
Professional, Scientific, Technical Services	172,671	221,269	8,145,127	13,706,692
Accommodation and Food Services	160,294	188,835	1,838,370	2,710,753
Construction	142,650	181,735	4,851,310	8,298,193
Admin., Support, Waste Mngt., Remediation Services	160,362	164,841	3,665,695	4,778,658
Manufacturing	163,123	135,120	6,191,401	6,717,027
Finance and Insurance	104,336	121,374	4,556,298	8,071,435
Other Services (except Public Admin.)	105,452	114,255	2,288,378	3,168,978
Wholesale Trade	91,987	97,350	3,925,037	5,215,987

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
Revenue from Property Taxes	6,018,629	5,594,371
Revenue from Sales and Gross Receipts Taxes	5,455,744	5,758,944
Revenue from Individual Income Taxes	8,286,551	9,153,415
Revenue from Corporate Income Taxes	569,700	807,054
Revenue from Other Taxes	2,000,503	2,585,271
<b>Total Tax Revenue</b>	<b>22,331,127</b>	<b>23,899,055</b>
<b>Per Capita Taxes</b>		
Property Tax Per Capita	1,082	1,004
Sales and Gross Receipts Tax Per Capita	981	1,033
Individual Income Tax Per Capita	1,490	1,642
Corporate Income Tax Per Capita	102	145
Other Taxes Per Capita	360	464
<b>Total Taxes Per Capita</b>	<b>4,016</b>	<b>4,288</b>

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	23
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	12
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	24
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	32
2003–4 Employer Firm Births	13,302
2003–4 Employer Firm Terminations	11,154

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	80.6	69.1	74.5	77.7
Citizens Age 18+ Who Voted	53.4	46.6	51.4	57.8

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	42.9	0
John Kerry (Democrat)	55.9	10
Other	1.2	0
2000		
George W. Bush (Republican)	40.2	0
Albert Gore (Democrat)	56.6	10
Ralph Nader (Green)	2.7	0
Other	0.6	0
1996		
William Clinton (Democrat, Incumbent)	54.3	10
Robert Dole (Republican)	38.3	0
H. Ross Perot (Reformist)	6.5	0
Other	1.0	0
1992		
William Clinton (Democrat)	49.8	10
George H. W. Bush (Republican, Incumbent)	35.6	0
H. Ross Perot (Independent)	14.2	0
Other	0.4	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*



<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Martin O'Malley	D	2007	First	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Barbara A. Mikulski	D	1986	2011	
Ben Cardin	D	2006	2013	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		2	6	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

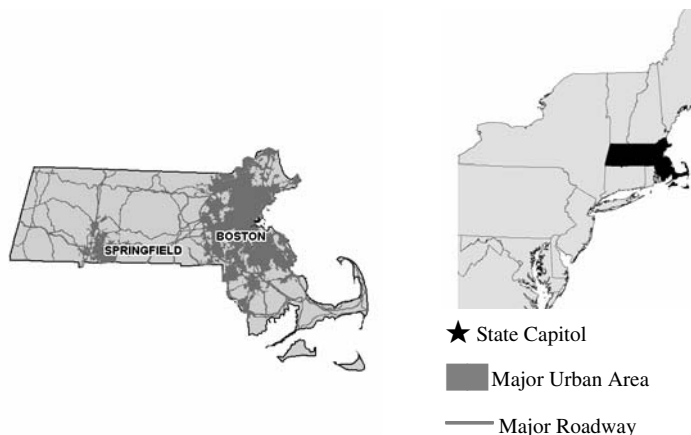
<b>Agency</b>	<b>Website Address</b>
Maryland Chamber of Commerce	<a href="http://www.mdchamber.org">www.mdchamber.org</a>
Maryland Department of Business and Economic Development	<a href="http://www.dbed.state.md.us">www.dbed.state.md.us</a>
Maryland Small Business Dev. Center	<a href="http://www.mdsbdc.umd.edu">www.mdsbdc.umd.edu</a>
Maryland Department of Assessments & Taxation	<a href="http://www.dat.state.md.us/sdatweb/charter.html">www.dat.state.md.us/sdatweb/charter.html</a>

*Data: Various agency websites*

# Massachusetts

Massachusetts is located in the New England region of the United States and had a population of 6.4 million people in 2006, making it the thirteenth most populous state. The state's population increased by 88,096 people from 2000 to 2006, and is projected to increase to 6.9 million by 2025. This 0.4% projected annual growth rate is above the national average of 0.8%. Per capita personal income in Massachusetts was \$46,255 in 2006, up from \$43,601 in 2005. For 2006, this was \$9,626 above the national average and the third highest in the country. The state's per capita income grew at an average annual rate of 3.4%, just under the national average of 3.5%.

The state's workforce generally has less education than other states—87.9% of the state's adult population has graduated from high school, compared to an 84.1% national average; 37.0% hold a bachelor degree or higher (national average is 27.0%); and 15.6% hold professional or graduate degrees (national average is 9.9%). In 2005, the state's largest industry in terms of employment was health care and social assistance, followed by retail trade. The fastest growing



## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	6,349,097	6,182,860	6,437,193
<b>Number of Households</b>	2,443,580	2,448,032	2,446,485
<b>Average Household Size</b>	2.5	2.5	2.5
Age and Ethnicity			
<b>Median Age</b>	36.5	38.2	38.3
<b>Population 18 Years of Age and Older</b>	4,853,130	4,732,189	4,988,716
<b>Population 65 Years of Age and Older</b>	859,601	796,788	856,886
<b>Caucasian Population</b>	5,365,139	5,156,426	5,329,576
<b>African-American Population</b>	337,157	363,095	393,207
<b>Hispanic Population</b>	427,340	490,839	510,482
<b>Asian Population</b>	238,246	292,537	310,441
<b>Foreign-Born Population (%)</b>	12.2	14.4	14.1
Income			
<b>Per Capita Personal Income (USD)</b>	\$37,756	\$43,601	\$46,255
<b>Median Household Income (USD)</b>	\$50,502	\$57,184	\$59,963
<b>Individuals Below Poverty Level</b>	9.3%	10.3%	9.9%

*Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis*

industry was educational services, with 2.8% annual employment growth from 1998 to 2005.

In fiscal year 2004–5, Massachusetts had total tax revenues of \$28.8 billion. The largest share was generated from property taxes, followed by individual taxes. The per capita tax burden in Massachusetts was \$4,473 for 2004–5, some \$768 above the national average, and an increase from 2003–4. In terms of business taxes, Massachusetts ranked sixteenth in a study from Anderson Economic Group. The state’s business climate was ranked thirty-sixth by Forbes Magazine and thirty-fourth by the Tax Foundation. Massachusetts was ranked twenty-sixth by ALEC in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	6,649,441	6,758,580	6,855,546	6,938,636
<b>Median Age</b>	38.8	39.2	39.5	39.7
<b>Population 18 Years of Age and Older</b>	5,165,588	5,284,629	5,362,379	5,419,996
<b>Population 65 Years of Age and Older</b>	908,565	1,025,448	1,159,817	1,317,940

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	3,365,573	3,374,188	3,404,394
<b>Labor Force Participation Rate</b>	68.3%	66.7%	67.0%
<b>Unemployment Rate</b>	2.7%	4.8%	5.0%
<b>Average Wage Per Job (USD)</b>	\$44,329	\$45,970	\$47,340
<b>Education Attainment (Population 25 Years and Older)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	84.8	88.0	87.9
<b>Bachelors Degree or Higher</b>	33.2	36.9	37.0
<b>Graduate or Professional Degree</b>	13.7	15.7	15.6

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	2,924,913	2,979,690	2,996,347
<b>Total Payroll (\$1,000s)</b>	\$105,871,311	\$135,244,829	\$140,580,627
<b>Total Establishments</b>	167,929	175,933	175,291
<b>Establishments with 1–19 Employees</b>	143,459	150,563	150,120
<b>Establishments with 20–49 Employees</b>	14,454	15,276	15,068
<b>Establishments with 50–249 Employees</b>	8,658	8,851	8,838
<b>Establishments with 250–999 Employees</b>	1,148	1,043	1,062
<b>Establishments with 1,000+ Employees</b>	210	200	203

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Health Care and Social Assistance</b>	452,465	485,617	13,494,246	19,545,348
<b>Retail Trade</b>	340,548	369,290	6,558,993	8,908,761
<b>Manufacturing</b>	409,938	285,916	17,170,367	15,570,158
<b>Professional, Scientific, Technical Services</b>	201,084	243,889	11,773,454	18,513,912
<b>Accommodation and Food Services</b>	232,603	241,077	2,994,758	4,045,039
<b>Finance and Insurance</b>	214,807	206,327	13,055,694	19,344,901
<b>Admin., Support, Waste Mngt., Remediation Services</b>	179,590	186,902	4,639,257	6,409,268
<b>Educational Services</b>	152,797	185,539	4,016,307	5,922,084
<b>Wholesale Trade</b>	147,661	149,283	7,145,803	9,591,832
<b>Construction</b>	106,184	126,481	4,591,611	7,118,084

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	9,814,315	10,341,126
<b>Revenue from Sales and Gross Receipts Taxes</b>	5,740,153	5,932,045
<b>Revenue from Individual Income Taxes</b>	8,830,334	9,690,270
<b>Revenue from Corporate Income Taxes</b>	1,301,076	1,332,796
<b>Revenue from Other Taxes</b>	1,329,269	1,460,725
<b>Total Tax Revenue</b>	27,015,147	28,756,962
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	1,532	1,608
<b>Sales and Gross Receipts Tax Per Capita</b>	896	923
<b>Individual Income Tax Per Capita</b>	1,378	1,507
<b>Corporate Income Tax Per Capita</b>	203	207
<b>Other Taxes Per Capita</b>	207	227
<b>Total Taxes Per Capita</b>	4,217	4,473

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	16
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	36
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	34
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	26
2003–4 Employer Firm Births	15,512
2003–4 Employer Firm Terminations	16,819

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	82.7	73.8	67.4	71.1
Citizens Age 18+ Who Voted	60.2	55.0	55.7	58.9

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	36.8	0
John Kerry (Democrat)	61.9	12
Other	1.3	0
2000		
George W. Bush (Republican)	32.5	0
Albert Gore (Democrat)	59.8	12
Ralph Nader (Green)	6.4	0
Other	1.3	0
1996		
William Clinton (Democrat, Incumbent)	61.5	12
Robert Dole (Republican)	28.1	0
H. Ross Perot (Reformist)	8.9	0
Other	1.6	0
1992		
William Clinton (Democrat)	47.5	12
George H. W. Bush (Republican, Incumbent)	29.0	0
H. Ross Perot (Independent)	22.7	0
Other	0.7	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Deval Patrick	D	2007	First	No limit
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
John Kerry	D	1984	2009	
Edward Kennedy	D	1962	2013	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		0	10	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

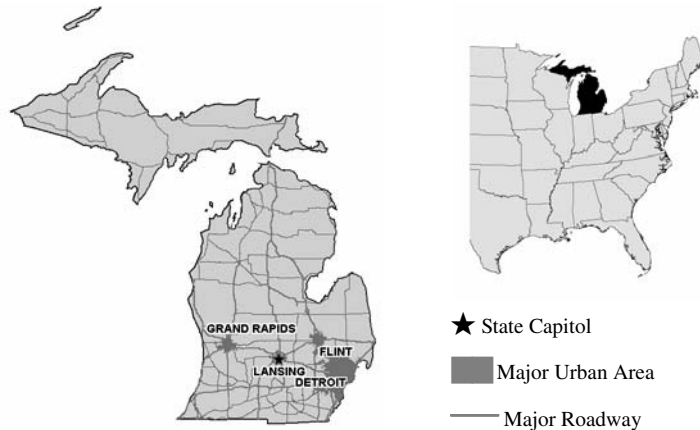
<b>Agency</b>	<b>Website Address</b>
Massachusetts Economic Development	<a href="http://www.mass.gov">www.mass.gov</a>
Massachusetts Small Business Dev. Center	<a href="http://www.msfdc.org">www.msfdc.org</a>
Massachusetts Corporations Division	<a href="http://www.sec.state.ma.us/cor/coridx.htm">www.sec.state.ma.us/cor/coridx.htm</a>

*Data: Various agency websites*

# Michigan

Michigan, located in the East North Central region of the United States, had a population of 10.1 million people in 2006, making it the eighth most populous state. The state's population increased by 157,199 people from 2000 to 2006, and is projected to increase to 10.7 million by 2025. This 0.3% projected annual growth rate compares to the projected national average of 0.8%. Per capita personal income in Michigan was \$3,784 in 2006, up from \$32,719 in 2005. For 2006, this was twenty-seventh lowest in the country and \$2,845 below the national average. From 2000 to 2006 per capita income in Michigan grew at an average annual rate of 2.3%, compared to 3.5% nationally.

In 2005, the state's largest industry in terms of employment was manufacturing, followed by health care and social assistance. The fastest growing industry was professional, scientific, and technical services, with 6.1% annual employment growth from 1998 to 2005. The state's workforce is generally less educated than other states—87.2% of the state's adult population has graduated from high school, compared to an 84.1% national average. Nationally, an average of 24.5% hold a bachelor



## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	9,938,444	9,865,583	10,095,643
<b>Number of Households</b>	3,785,661	3,887,994	3,869,117
<b>Average Household Size</b>	2.6	2.5	2.5
Age and Ethnicity			
<b>Median Age</b>	35.5	36.9	37.3
<b>Population 18 Years of Age and Older</b>	7,345,849	7,352,920	7,618,222
<b>Population 65 Years of Age and Older</b>	1,219,232	1,194,502	1,260,367
<b>Caucasian Population</b>	7,960,342	7,890,608	8,026,545
<b>African-American Population</b>	1,401,723	1,379,010	1,426,809
<b>Hispanic Population</b>	322,160	371,627	392,770
<b>Asian Population</b>	174,824	227,585	236,972
<b>Foreign-Born Population (%)</b>	5.3	6.1	5.9
Income			
<b>Per Capita Personal Income (USD)</b>	\$29,552	\$32,719	\$33,784
<b>Median Household Income (USD)</b>	\$44,667	\$46,039	\$47,182
<b>Individuals Below Poverty Level</b>	10.5%	13.2%	13.5%

*Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis*

degree or higher compared to 30.4% in Michigan. Nationally, 9.9% hold professional or graduate degrees compared to 9.2% in Michigan.

In fiscal year 2004–5, Michigan had total tax revenues of \$35.3 billion. The largest share was generated from property taxes, followed by sales and gross receipts taxes. The per capita tax burden in Michigan was \$3,492 for 2004–5, some \$213 below the national average. In terms of business taxes, the state ranked twenty-sixth in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state's business climate forty-sixth and twenty-ninth, respectively, while ALEC ranked Michigan sixteenth in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	10,428,683	10,599,122	10,695,993	10,713,730
<b>Median Age</b>	37.4	37.8	38.6	39.4
<b>Population 18 Years of Age and Older</b>	7,941,625	8,120,199	8,216,729	8,241,856
<b>Population 65 Years of Age and Older</b>	1,334,491	1,506,856	1,711,476	1,926,396

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	5,143,916	5,072,054	5,081,336
<b>Labor Force Participation Rate</b>	68.4%	65.4%	65.2%
<b>Unemployment Rate</b>	3.7%	6.8%	6.9%
<b>Average Wage Per Job (USD)</b>	\$37,011	\$40,040	\$41,230

### Education Attainment (Population 25 Years and Older)

	(%)	(%)	(%)
<b>High School Graduate or Higher</b>	83.4	87.0	87.2
<b>Bachelors Degree or Higher</b>	21.8	24.7	24.5
<b>Graduate or Professional Degree</b>	8.1	9.5	9.2

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	3,919,567	3,895,914	3,796,876
<b>Total Payroll (\$1,000s)</b>	\$128,649,484	\$147,721,534	\$148,456,286
<b>Total Establishments</b>	235,403	237,984	237,523
<b>Establishments with 1–19 Employees</b>	201,308	203,298	204,045
<b>Establishments with 20–49 Employees</b>	21,230	21,638	20,492
<b>Establishments with 50–249 Employees</b>	11,163	11,417	11,338
<b>Establishments with 250–999 Employees</b>	1,456	1,405	1,432
<b>Establishments with 1,000+ Employees</b>	246	226	216

*Data: U.S. Census Bureau, County Business Patterns*



<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Manufacturing</b>	828,751	635,234	35,615,528	31,631,273
<b>Health Care and Social Assistance</b>	486,987	528,673	14,340,634	19,567,164
<b>Retail Trade</b>	537,895	499,121	9,629,527	10,364,568
<b>Accommodation and Food Services</b>	320,768	331,065	3,167,701	3,861,399
<b>Admin., Support, Waste Mngt., Remediation Services</b>	271,928	319,299	6,276,011	9,169,536
<b>Professional, Scientific, Technical Services</b>	192,200	291,171	8,926,124	18,336,119
<b>Other Services (except Public Admin.)</b>	178,300	173,470	3,419,688	3,894,591
<b>Wholesale Trade</b>	191,469	172,853	8,163,387	9,277,616
<b>Finance and Insurance</b>	164,990	163,807	6,929,849	8,744,903
<b>Construction</b>	179,122	160,493	7,147,499	7,589,911

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	11,978,654	12,918,887
<b>Revenue from Sales and Gross Receipts Taxes</b>	11,065,649	11,784,107
<b>Revenue from Individual Income Taxes</b>	6,361,981	6,565,176
<b>Revenue from Corporate Income Taxes</b>	1,841,010	1,907,190
<b>Revenue from Other Taxes</b>	2,230,888	2,119,798
<b>Total Tax Revenue</b>	33,478,182	35,295,158
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	1,186	1,278
<b>Sales and Gross Receipts Tax Per Capita</b>	1,095	1,166
<b>Individual Income Tax Per Capita</b>	630	650
<b>Corporate Income Tax Per Capita</b>	182	189
<b>Other Taxes Per Capita</b>	221	210
<b>Total Taxes Per Capita</b>	3,313	3,492

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	26
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	46
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	29
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	16
2003–4 Employer Firm Births	20,758
2003–4 Employer Firm Terminations	20,836

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	69.5	57.6	61.7	67.5
Citizens Age 18+ Who Voted	61.7	54.4	57.6	64.2

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	47.8	0
John Kerry (Democrat)	51.2	17
Other	1.0	0
2000		
George W. Bush (Republican)	46.1	0
Albert Gore (Democrat)	51.3	18
Ralph Nader (Green)	2.0	0
Other	0.6	0
1996		
William Clinton (Democrat, Incumbent)	51.7	18
Robert Dole (Republican)	38.5	0
H. Ross Perot (Reformist)	8.8	0
Other	1.1	0
1992		
William Clinton (Democrat)	43.8	18
George H. W. Bush (Republican, Incumbent)	36.4	0
H. Ross Perot (Independent)	19.3	0
Other	0.6	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Jennifer Granholm	D	2007	Second	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Carl Levin	D	1978	2009	
Debbie Stabenow	D	2000	2013	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		9	6	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Michigan Chamber of Commerce	<a href="http://www.michamber.com">www.michamber.com</a>
Michigan Economic Development Corporation	<a href="http://www.themedc.org">www.themedc.org</a>
Michigan Small Business & Tech Dev. Center	<a href="http://www.misbtcd.org">www.misbtcd.org</a>
Michigan Department of Labor and Economic Growth	<a href="http://www.michigan.gov/dleg">www.michigan.gov/dleg</a>

*Data: Various agency websites*

# Minnesota

With a population of 5.2 million people, Minnesota was the twenty-first most populous state in the United States in 2006. From 2000 to 2006 the state's population increased by 247,622 people, and is projected to increase to 6.1 million by 2025. This 0.9% projected annual growth rate compares to the projected national average of 0.8%. The state's 2006 per capita personal income of \$38,751 was higher compared to \$37,164 in 2005 and thirteenth highest in the United States, some \$2,122 above the national average. Per capita income in Minnesota grew at an average annual rate of 3.2% from 2000 to 2006, compared to 3.5% nationally.

Minnesota's largest industry in terms of 2005 employment was health care and social assistance. The fastest growing industry was construction, with 3.3% annual employment growth from 1998 to 2005. The second fastest growing industry was health care and social assistance. The state's workforce is generally more educated than other states—90.7 of the state's adult population has graduated from high school, compared to an 84.1% national average; 30.4% hold



- ★ State Capitol
- Major Urban Area
- Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	4,919,479	4,989,848	5,167,101
<b>Number of Households</b>	1,895,127	2,020,144	2,042,297
<b>Average Household Size</b>	2.5	2.5	2.5
Age and Ethnicity			
<b>Median Age</b>	35.4	36.7	36.8
<b>Population 18 Years of Age and Older</b>	3,632,940	3,763,129	3,909,171
<b>Population 65 Years of Age and Older</b>	593,415	577,318	628,105
<b>Caucasian Population</b>	4,402,124	4,390,040	4,538,957
<b>African-American Population</b>	167,857	205,160	228,354
<b>Hispanic Population</b>	141,786	181,959	195,138
<b>Asian Population</b>	139,245	177,645	179,295
<b>Foreign-Born Population (%)</b>	5.3	6.3	6.6
Income			
<b>Per Capita Personal Income (USD)</b>	\$32,017	\$37,164	\$38,751
<b>Median Household Income (USD)</b>	\$47,111	\$52,024	\$54,023
<b>Individuals Below Poverty Level</b>	7.9%	9.2%	9.8%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

a bachelor degree or higher (national average is 27.0%); and 9.6% hold professional or graduate degrees compared to the national average of 9.9%.

Minnesota's total tax revenue was \$21.0 billion for fiscal year 2004–5, up from the 2003–4 total revenue of \$19.4 billion. The largest share of tax revenue in 2004–5 was generated from sales and gross receipts taxes, followed by individual income taxes. On a per capita basis, residents of Minnesota paid taxes of \$4,098, compared to the national average of \$3,705 for 2004–5. In terms of business taxes, the state ranked fourth in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state's business climate tenth and forty-second, respectively. ALEC ranked Minnesota thirty-fifth in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	5,420,636	5,668,211	5,900,769	6,108,787
<b>Median Age</b>	36.5	36.7	37.5	38.4
<b>Population 18 Years of Age and Older</b>	4,130,673	4,318,787	4,484,545	4,636,987
<b>Population 65 Years of Age and Older</b>	670,429	774,390	909,950	1,063,116

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	2,807,668	2,915,949	2,939,304
<b>Labor Force Participation Rate</b>	75.2%	73.8%	73.6%
<b>Unemployment Rate</b>	3.1%	4.1%	4.0%
<b>Average Wage Per Job (USD)</b>	\$35,413	\$40,340	\$41,510
<b>Education Attainment (Population 25 Years and Older)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	87.9	90.9	90.7
<b>Bachelors Degree or Higher</b>	27.4	30.7	30.4
<b>Graduate or Professional Degree</b>	8.3	9.7	9.6

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	2,271,671	2,393,126	2,430,853
<b>Total Payroll (\$1,000s)</b>	\$70,094,975	\$92,395,099	\$96,992,711
<b>Total Establishments</b>	134,981	148,626	150,231
<b>Establishments with 1–19 Employees</b>	115,369	127,350	128,700
<b>Establishments with 20–49 Employees</b>	11,910	13,050	13,126
<b>Establishments with 50–249 Employees</b>	6,637	7,144	7,293
<b>Establishments with 250–999 Employees</b>	918	935	964
<b>Establishments with 1,000+ Employees</b>	147	147	148

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Health Care and Social Assistance</b>	304,550	377,267	8,290,432	13,297,478
<b>Manufacturing</b>	378,392	336,311	13,760,626	15,434,841
<b>Retail Trade</b>	295,669	308,231	5,089,588	7,063,822
<b>Accommodation and Food Services</b>	181,104	214,543	1,923,350	2,768,082
<b>Finance and Insurance</b>	129,833	150,673	6,191,235	10,175,833
<b>Wholesale Trade</b>	133,590	141,320	5,616,725	8,262,854
<b>Admin., Support, Waste Mngt., Remediation Services</b>	140,086	137,410	2,847,993	4,103,389
<b>Professional, Scientific, Technical Services</b>	110,695	127,953	4,944,905	7,495,145
<b>Construction</b>	98,539	123,782	4,227,371	6,555,958
<b>Other Services (except Public Admin.)</b>	115,687	116,696	2,015,766	2,392,418

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	4,920,174	5,250,869
<b>Revenue from Sales and Gross Receipts Taxes</b>	6,564,330	6,832,316
<b>Revenue from Individual Income Taxes</b>	5,709,584	6,341,164
<b>Revenue from Corporate Income Taxes</b>	637,183	933,981
<b>Revenue from Other Taxes</b>	1,592,366	1,598,309
<b>Total Tax Revenue</b>	19,423,637	20,956,639
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	965	1,027
<b>Sales and Gross Receipts Tax Per Capita</b>	1,288	1,336
<b>Individual Income Tax Per Capita</b>	1,120	1,240
<b>Corporate Income Tax Per Capita</b>	125	183
<b>Other Taxes Per Capita</b>	312	313
<b>Total Taxes Per Capita</b>	3,811	4,098

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	4
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	10
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	42
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	35
2003–4 Employer Firm Births	13,967
2003–4 Employer Firm Terminations	11,915

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	74.8	71.5	74.7	79.5
Citizens Age 18+ Who Voted	71.6	64.3	67.1	74.2

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote	Electoral Votes
George W. Bush (Republican, Incumbent)	47.6	0
John Kerry (Democrat)	51.1	9
Other	1.3	0
2000		
George W. Bush (Republican)	45.5	0
Albert Gore (Democrat)	47.9	10
Ralph Nader (Green)	5.2	0
Other	1.4	0
1996		
William Clinton (Democrat, Incumbent)	51.1	10
Robert Dole (Republican)	35.0	0
H. Ross Perot (Reformist)	11.8	0
Other	2.2	0
1992		
William Clinton (Democrat)	43.5	10
George H. W. Bush (Republican, Incumbent)	31.9	0
H. Ross Perot (Independent)	24.0	0
Other	0.7	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Tim Pawlenty	R	2007	Second	No limit
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Norm Coleman	R	2002	2009	
Amy Klobuchar	D	2007	2013	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		3	5	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Minnesota Chamber of Commerce	<a href="http://www.mnchamber.com">www.mnchamber.com</a>
Minnesota Department of Commerce	<a href="http://www.commerce.state.mn.us">www.commerce.state.mn.us</a>
Minnesota Small Business Dev. Center	<a href="http://www.mnsbdc.com">www.mnsbdc.com</a>
Minnesota Secretary of State	<a href="http://www.sos.state.mn.us/home">www.sos.state.mn.us/home</a>

*Data: Various agency websites*



# Mississippi

With a population of 2.9 million people, Mississippi is the thirty-first most populous state in 2006. The state's population increased by 65,882 people from 2000 to 2006, and is projected to increase to 3.1 million by 2025. This 0.3% projected annual growth rate is below the national average of 0.8%. Per capita personal income in Mississippi was \$26,908 in 2006, up from \$25,454 in 2005. For 2006, this was \$9,721 below the national average and the lowest in the country. The state's per capita income grew at an average annual rate of 4.2% from 2000 to 2006, compared to 3.5% nationally.

The state's workforce generally has less education than other states—77.9% of the state's adult population has graduated from high school, compared to an 84.1% national average; 18.8% hold a bachelor degree or higher (national average is 27.0%); and 6.1% hold professional or graduate degrees (national average is 9.9%). In 2005, the state's largest industry in terms of employment was manufacturing, followed by health care and social assistance. The fastest growing industry was transportation and warehousing, with 3.8% annual employment growth from 1998 to 2005.



- ★ State Capitol
- Major Urban Area
- Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	2,844,658	2,824,156	2,910,540
<b>Number of Households</b>	1,046,434	1,084,034	1,075,521
<b>Average Household Size</b>	2.6	2.6	2.6
Age and Ethnicity			
<b>Median Age</b>	33.8	35.5	35.4
<b>Population 18 Years of Age and Older</b>	2,070,254	2,080,210	2,151,613
<b>Population 65 Years of Age and Older</b>	344,288	337,462	360,693
<b>Caucasian Population</b>	1,745,353	1,716,444	1,749,296
<b>African-American Population</b>	1,033,437	1,030,075	1,087,114
<b>Hispanic Population</b>	37,790	43,275	46,348
<b>Asian Population</b>	17,709	21,523	22,116
<b>Foreign-Born Population (%)</b>	1.4	1.5	1.8
Income			
<b>Per Capita Personal Income (USD)</b>	\$21,005	\$25,454	\$26,908
<b>Median Household Income (USD)</b>	\$31,330	\$32,938	\$34,473
<b>Individuals Below Poverty Level</b>	19.9%	21.3%	21.1%

*Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis*

In fiscal year 2004–5, Mississippi had total tax revenues of \$7.5 billion. The largest share was generated from sales and gross receipts taxes, followed by property taxes. The per capita tax burden in Mississippi was \$2,583 for 2004–5, some \$1,122 below the national average, and a \$139 increase from 2003–4. In terms of business taxes, Mississippi ranked forty-third in a 2007 report by Anderson Economic Group. The state's business climate was also ranked forty-third by Forbes Magazine and eighteenth by the Tax Foundation. Mississippi was ranked twenty-third by ALEC in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	2,971,412	3,014,409	3,044,812	3,069,420
<b>Median Age</b>	36.5	37.8	39.4	40.6
<b>Population 18 Years of Age and Older</b>	2,211,962	2,261,862	2,307,758	2,351,380
<b>Population 65 Years of Age and Older</b>	379,025	433,428	499,190	573,543

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	1,314,154	1,329,629	1,307,347
<b>Labor Force Participation Rate</b>	62.6%	61.5%	60.1%
<b>Unemployment Rate</b>	5.7%	7.8%	6.8%
<b>Average Wage Per Job (USD)</b>	\$25,205	\$29,100	\$30,460

### Education Attainment (Population 25 Years and Older)

	(%)	(%)	(%)
<b>High School Graduate or Higher</b>	72.9	78.5	77.9
<b>Bachelors Degree or Higher</b>	16.9	18.7	18.8
<b>Graduate or Professional Degree</b>	5.8	6.5	6.1

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	937,023	928,313	926,952
<b>Total Payroll (\$1,000s)</b>	\$21,066,790	\$24,817,597	\$25,796,066
<b>Total Establishments</b>	59,771	60,534	60,542
<b>Establishments with 1–19 Employees</b>	51,949	52,201	52,370
<b>Establishments with 20–49 Employees</b>	4,921	5,377	5,236
<b>Establishments with 50–249 Employees</b>	2,430	2,561	2,533
<b>Establishments with 250–999 Employees</b>	405	335	344
<b>Establishments with 1,000+ Employees</b>	66	60	59

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Manufacturing</b>	230,175	176,767	5,882,128	5,792,877
<b>Health Care and Social Assistance</b>	126,613	141,936	3,309,588	4,674,594
<b>Retail Trade</b>	138,422	140,119	2,156,337	2,692,884
<b>Accommodation and Food Services</b>	93,376	114,571	1,163,591	1,598,053
<b>Construction</b>	49,854	49,735	1,291,418	1,665,301
<b>Admin., Support, Waste Mngt., Remediation Services</b>	43,815	44,528	703,619	891,257
<b>Other Services (except Public Admin.)</b>	39,511	40,534	585,933	742,731
<b>Finance and Insurance</b>	34,047	35,616	1,049,663	1,388,034
<b>Wholesale Trade</b>	39,464	35,256	1,123,409	1,307,500
<b>Transportation and Warehousing</b>	25,871	33,548	693,395	1,067,633

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	1,859,756	1,967,447
<b>Revenue from Sales and Gross Receipts Taxes</b>	3,458,788	3,584,852
<b>Revenue from Individual Income Taxes</b>	1,061,704	1,174,065
<b>Revenue from Corporate Income Taxes</b>	243,846	283,242
<b>Revenue from Other Taxes</b>	464,625	481,075
<b>Total Tax Revenue</b>	7,088,719	7,490,681
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	641	678
<b>Sales and Gross Receipts Tax Per Capita</b>	1,192	1,236
<b>Individual Income Tax Per Capita</b>	366	405
<b>Corporate Income Tax Per Capita</b>	84	98
<b>Other Taxes Per Capita</b>	160	166
<b>Total Taxes Per Capita</b>	2,444	2,583

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	43
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	43
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	18
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	23
2003–4 Employer Firm Births	5,668
2003–4 Employer Firm Terminations	5,202

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	59.9	52.1	57.2	63.9
Citizens Age 18+ Who Voted	52.8	45.4	48.1	54.4

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	59.4	6
John Kerry (Democrat)	39.7	0
Other	0.8	0
2000		
George W. Bush (Republican)	57.6	7
Albert Gore (Democrat)	40.7	0
Ralph Nader (Green)	0.8	0
Other	0.9	0
1996		
William Clinton (Democrat, Incumbent)	44.1	0
Robert Dole (Republican)	49.2	7
H. Ross Perot (Reformist)	5.8	0
Other	0.9	0
1992		
William Clinton (Democrat)	40.8	0
George H. W. Bush (Republican, Incumbent)	49.7	7
H. Ross Perot (Independent)	8.7	0
Other	0.8	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Haley Barbour	R	2004	First	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Thad Cochran	R	1978	2009	
Roger Wicker	R	2007	2013	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		1	2	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Mississippi Economic Council	<a href="http://www.msmecc.com">www.msmecc.com</a>
Mississippi Development Authority	<a href="http://www.mississippi.org">www.mississippi.org</a>
Mississippi Small Business Dev. Center	<a href="http://www.olemiss.edu/depts/mssbdc">www.olemiss.edu/depts/mssbdc</a>
Mississippi Secretary of State, Business Services	<a href="http://www.sos.state.ms.us/busserv">www.sos.state.ms.us/busserv</a>

*Data: Various agency websites*

# Missouri

Missouri, located in the West North Central region of the United States, had a population of 5.8 million people in 2006, making it the eighteenth most populous state. The state's population increased by 247,502 people from 2000 to 2006, and is projected to increase to 6.3 million by 2025. This 0.4% projected annual growth rate compares to the projected national average of 0.8%. Per capita personal income in Missouri was \$32,793 in 2006, up from \$31,380 in 2005. For 2006, this was the twentieth lowest in the country and \$3,836 below the national average. From 2000 to 2006 per capita income in Missouri grew at an average annual rate of 3.1%, compared to 3.5% nationally.

In 2005, the state's largest industry in terms of employment was health care and social assistance, followed by retail trade. The fastest growing industry was construction, with 3.0% annual employment growth from 1998 to 2005. The state's workforce is generally more educated than other states—84.8% of the state's adult population has graduated from high school, compared to an 84.1% national average. Nationally, an average of



★ State Capitol

Major Urban Area

Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	5,595,211	5,631,910	5,842,713
<b>Number of Households</b>	2,194,594	2,285,280	2,305,027
<b>Average Household Size</b>	2.5	2.5	2.5
Age and Ethnicity			
<b>Median Age</b>	36.1	37.4	37.2
<b>Population 18 Years of Age and Older</b>	4,169,109	4,260,766	4,420,284
<b>Population 65 Years of Age and Older</b>	756,038	721,138	779,605
<b>Caucasian Population</b>	4,746,952	4,760,327	4,905,832
<b>African-American Population</b>	622,087	627,978	661,535
<b>Hispanic Population</b>	116,373	148,994	160,898
<b>Asian Population</b>	60,429	78,554	86,010
<b>Foreign-Born Population (%)</b>	2.7	3.4	3.3
Income			
<b>Per Capita Personal Income (USD)</b>	\$27,241	\$31,380	\$32,793
<b>Median Household Income (USD)</b>	\$37,934	\$41,974	\$42,841
<b>Individuals Below Poverty Level</b>	11.7%	13.3%	13.6%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

24.3% hold a bachelor degree or higher compared to 27.4% in Missouri. Nationally, 9.9% hold professional or graduate degrees compared to 8.7% in Missouri.

In fiscal year 2004–5, Missouri had total tax revenues of \$17.4 billion. The largest share was generated from sales and gross receipts taxes, followed by property taxes. The per capita tax burden in Missouri was \$3,002 for 2004–5, some \$703 below the national average. In terms of business taxes, the state ranked second in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state’s business climate sixteenth and fifteenth, respectively, while ALEC ranked Missouri seventeen in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	5,922,078	6,069,556	6,199,882	6,315,366
<b>Median Age</b>	37.6	37.9	38.6	39.2
<b>Population 18 Years of Age and Older</b>	4,510,684	4,633,827	4,739,310	4,839,119
<b>Population 65 Years of Age and Older</b>	821,645	922,418	1,047,071	1,189,605

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	2,973,092	3,008,146	3,032,434
<b>Labor Force Participation Rate</b>	70.2%	67.7%	67.5%
<b>Unemployment Rate</b>	3.3%	5.3%	4.8%
<b>Average Wage Per Job (USD)</b>	\$31,385	\$34,660	\$35,670
<b>Education Attainment (Population 25 Years and Older)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	81.3	85.0	84.8
<b>Bachelors Degree or Higher</b>	21.6	24.0	24.3
<b>Graduate or Professional Degree</b>	7.6	8.6	8.7

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	2,310,122	2,421,450	2,425,403
<b>Total Payroll (\$1,000s)</b>	\$64,669,474	\$79,157,172	\$82,340,359
<b>Total Establishments</b>	143,912	153,985	154,306
<b>Establishments with 1–19 Employees</b>	123,828	132,554	132,741
<b>Establishments with 20–49 Employees</b>	12,250	13,216	16,654
<b>Establishments with 50–249 Employees</b>	6,801	7,182	7,157
<b>Establishments with 250–999 Employees</b>	885	879	906
<b>Establishments with 1,000+ Employees</b>	148	154	148

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Health Care and Social Assistance</b>	320,300	355,301	8,508,854	11,730,526
<b>Retail Trade</b>	304,009	321,615	5,452,695	6,780,597
<b>Manufacturing</b>	382,003	298,117	12,487,544	11,640,421
<b>Accommodation and Food Services</b>	203,301	234,662	2,165,787	2,867,580
<b>Construction</b>	120,864	148,881	4,279,334	6,218,667
<b>Admin., Support, Waste Mngt., Remediation Services</b>	126,561	145,378	2,345,691	3,568,454
<b>Finance and Insurance</b>	123,925	136,316	4,878,339	7,067,143
<b>Professional, Scientific, Technical Services</b>	108,911	133,171	4,351,928	6,968,986
<b>Wholesale Trade</b>	126,722	130,004	4,638,609	5,291,381
<b>Other Services (except Public Admin.)</b>	112,331	120,543	1,957,301	2,568,413

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	4,304,387	4,695,477
<b>Revenue from Sales and Gross Receipts Taxes</b>	6,694,944	7,031,545
<b>Revenue from Individual Income Taxes</b>	4,033,495	4,318,505
<b>Revenue from Corporate Income Taxes</b>	224,366	237,476
<b>Revenue from Other Taxes</b>	998,186	1,091,261
<b>Total Tax Revenue</b>	16,255,378	17,374,264
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	747	811
<b>Sales and Gross Receipts Tax Per Capita</b>	1,162	1,215
<b>Individual Income Tax Per Capita</b>	700	746
<b>Corporate Income Tax Per Capita</b>	39	41
<b>Other Taxes Per Capita</b>	173	189
<b>Total Taxes Per Capita</b>	2,822	3,002

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*



## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	2
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	16
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	15
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	17
2003–4 Employer Firm Births	16,421
2003–4 Employer Firm Terminations	13,503

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	77.9	64.6	61.1	65.1
Citizens Age 18+ Who Voted	62.0	54.0	56.6	63.6

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	53.3	11
John Kerry (Democrat)	46.1	0
Other	0.6	0
2000		
George W. Bush (Republican)	50.4	11
Albert Gore (Democrat)	47.1	0
Ralph Nader (Green)	1.6	0
Other	0.9	0
1996		
William Clinton (Democrat, Incumbent)	47.5	11
Robert Dole (Republican)	41.2	0
H. Ross Perot (Reformist)	10.1	0
Other	1.2	0
1992		
William Clinton (Democrat)	44.1	11
George H. W. Bush (Republican, Incumbent)	33.9	0
H. Ross Perot (Independent)	21.7	0
Other	0.3	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Matt Blunt	D	2005	First	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Claire McCaskill	D	2006	2013	
Christopher Bond	R	1986	2011	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		5	4	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Missouri Chamber of Commerce & Industry	<a href="http://www.mochamber.org">www.mochamber.org</a>
Missouri Department of Economic Development	<a href="http://www.ded.mo.gov">www.ded.mo.gov</a>
Missouri Small Business Dev. Center	<a href="http://www.missouribusiness.net/sbdc">www.missouribusiness.net/sbdc</a>
Missouri Secretary of State, Corporations Division	<a href="http://www.sos.mo.gov/business/corporations">www.sos.mo.gov/business/corporations</a>

*Data: Various agency websites*

# Montana

With a population of 944,632 people, Montana was the seventh least populous state in the United States in 2006. From 2000 to 2006 the state's population increased by 42,437 people, and is projected to increase to 1.0 million by 2025. This 0.5% projected annual growth rate compares to the projected national average of 0.8%. The state's 2006 per capita personal income of \$30,886 was higher compared to \$29,220 in 2005 and tenth lowest in the United States, some \$5,743 below the national average. Per capita income in Montana grew at an average annual rate of 5.1% from 2000 to 2006, compared to 3.5% nationally.

Montana's largest industry in terms of 2005 employment was retail trade. The fastest growing industry was professional, scientific, and technical services, with 8.3% annual employment growth from 1998 to 2005. The second fastest growing industry was construction. The state's workforce is generally more educated than other states—90.1% of the state's adult population has graduated from high school, compared to an 84.1% national average; 27.4% hold a bachelor degree or higher (national average is 27.0%); and 8.5% hold professional or graduate degrees



- ★ State Capitol
- Major Urban Area
- Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	902,195	910,651	944,632
<b>Number of Households</b>	358,667	368,268	372,190
<b>Average Household Size</b>	2.4	2.5	2.5
Age and Ethnicity			
<b>Median Age</b>	37.5	40.2	39.5
<b>Population 18 Years of Age and Older</b>	672,251	706,921	726,534
<b>Population 65 Years of Age and Older</b>	120,931	121,064	131,318
<b>Caucasian Population</b>	817,604	824,721	847,192
<b>African-American Population</b>	2,359	4,135	4,470
<b>Hispanic Population</b>	18,490	20,232	20,513
<b>Asian Population</b>	4,363	5,508	5,525
<b>Foreign-Born Population (%)</b>	1.8	1.8	1.9
Income			
<b>Per Capita Personal Income (USD)</b>	\$22,929	\$29,220	\$30,886
<b>Median Household Income (USD)</b>	\$33,024	\$39,301	\$40,627
<b>Individuals Below Poverty Level</b>	14.6%	14.4%	13.6%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

compared to the national average of 9.9%.

Montana's total tax revenue was \$2.7 billion for fiscal year 2004–5, up from the 2003–4 total revenue of \$2.4 billion. The largest share of tax revenue in 2004–5 was generated from property taxes, followed by individual income taxes. On a per capita basis, residents of Montana paid taxes of \$2,910, compared to the national average of \$3,705 for 2004–5. In terms of business taxes, the state ranked fifty-first in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state's business climate forty-second and sixth, respectively, while ALEC ranked Montana thirty-third in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	968,598	999,489	1,022,735	1,037,387
<b>Median Age</b>	40.4	41.5	42.7	44.3
<b>Population 18 Years of Age and Older</b>	756,286	783,498	804,685	821,871
<b>Population 65 Years of Age and Older</b>	144,961	173,778	211,783	247,769

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	468,865	482,611	493,842
<b>Labor Force Participation Rate</b>	68.2%	66.3%	66.8%
<b>Unemployment Rate</b>	4.8%	3.9%	3.2%
<b>Average Wage Per Job (USD)</b>	\$24,274	\$30,220	\$31,290

### Education Attainment (Population 25 Years and Older)

	(%)	(%)	(%)
<b>High School Graduate or Higher</b>	87.2	90.7	90.1
<b>Bachelors Degree or Higher</b>	24.4	26.5	27.4
<b>Graduate or Professional Degree</b>	7.2	8.0	8.5

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	277,144	314,865	326,887
<b>Total Payroll (\$1,000s)</b>	\$5,960,687	\$8,277,084	\$8,950,520
<b>Total Establishments</b>	30,957	34,686	35,736
<b>Establishments with 1–19 Employees</b>	28,134	31,433	32,411
<b>Establishments with 20–49 Employees</b>	2,000	2,307	2,376
<b>Establishments with 50–249 Employees</b>	767	876	872
<b>Establishments with 250–999 Employees</b>	51	64	70
<b>Establishments with 1,000+ Employees</b>	5	6	7

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Retail Trade</b>	48,285	56,287	771,476	1,165,388
<b>Health Care and Social Assistance</b>	45,242	54,114	1,067,519	1,665,581
<b>Accommodation and Food Services</b>	37,393	42,447	347,915	474,679
<b>Construction</b>	16,767	23,795	500,826	876,686
<b>Professional, Scientific, Technical Services</b>	12,362	21,555	352,733	727,538
<b>Manufacturing</b>	20,686	19,470	599,839	739,644
<b>Finance and Insurance</b>	12,780	16,096	403,122	618,821
<b>Other Services (except Public Admin.)</b>	13,315	14,560	201,904	277,776
<b>Wholesale Trade</b>	15,025	13,931	398,273	488,131
<b>Admin., Support, Waste Mngt., Remediation Services</b>	11,000	12,884	178,935	262,120

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	958,779	997,447
<b>Revenue from Sales and Gross Receipts Taxes</b>	440,453	459,614
<b>Revenue from Individual Income Taxes</b>	605,582	713,390
<b>Revenue from Corporate Income Taxes</b>	67,723	98,214
<b>Revenue from Other Taxes</b>	358,798	454,037
<b>Total Tax Revenue</b>	2,431,335	2,722,702
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	1,034	1,066
<b>Sales and Gross Receipts Tax Per Capita</b>	475	491
<b>Individual Income Tax Per Capita</b>	653	762
<b>Corporate Income Tax Per Capita</b>	73	105
<b>Other Taxes Per Capita</b>	387	485
<b>Total Taxes Per Capita</b>	2,623	2,910

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	51
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	42
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	6
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	33
2003–4 Employer Firm Births	3,648
2003–4 Employer Firm Terminations	2,860

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	77.5	68.9	58.9	70.6
Citizens Age 18+ Who Voted	70.1	62.1	61.1	64.2

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	59.1	3
John Kerry (Democrat)	38.6	0
Other	2.4	0
2000		
George W. Bush (Republican)	58.4	3
Albert Gore (Democrat)	33.4	0
Ralph Nader (Green)	6.0	0
Other	2.3	0
1996		
William Clinton (Democrat, Incumbent)	41.2	0
Robert Dole (Republican)	44.1	3
H. Ross Perot (Reformist)	13.6	0
Other	1.1	0
1992		
William Clinton (Democrat)	37.6	3
George H. W. Bush (Republican, Incumbent)	35.1	0
H. Ross Perot (Independent)	26.1	0
Other	1.1	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Brian Schweitzer	D	2005	First	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Max Baucus	D	1978	2009	
Jon Tester	D	2006	2013	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		1	0	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

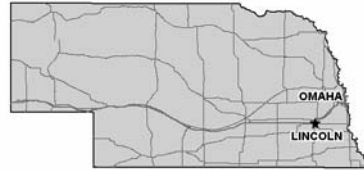
<b>Agency</b>	<b>Website Address</b>
Montana Chamber of Commerce	<a href="http://www.montanachamber.com">www.montanachamber.com</a>
Montana Department of Commerce	<a href="http://www.commerce.state.mt.us">www.commerce.state.mt.us</a>
Montana Small Business Dev. Center	<a href="http://sbdc.mt.gov">sbdc.mt.gov</a>
Montana Secretary of State, Business Services Bureau	<a href="http://www.sos.state.mt.us/BSB">www.sos.state.mt.us/BSB</a>

*Data: Various agency websites*

# Nebraska

Nebraska is located in the West North Central region of the United States and had a population of 1.8 million people in 2006, making it the thirteenth least populous state. The state's population increased by 57,068 people from 2000 to 2006, and is projected to increase only slightly by 2025. The 0.1% projected annual growth rate is below the national average of 0.8%. Per capita personal income in Nebraska was \$34,383 in 2006, up from \$32,833 in 2005. For 2006, this was \$2,246 below the national average and the twenty-sixth lowest in the country. The state's per capita income grew at an average annual rate of 3.7% from 2000 to 2006, compared to 3.5% nationally.

The state's workforce generally has less education than other states—89.5% of the state's adult population has graduated from high school, compared to an 84.1% national average; 26.9% hold a bachelor degree or higher (national average is 27.0%); and 8.4% hold professional or graduate degrees (national average is 9.9%). In 2005, the state's largest industry in terms of employment was health care and social assistance, followed by



- ★ State Capitol
- Major Urban Area
- Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	1,711,263	1,706,976	1,768,331
<b>Number of Households</b>	666,184	695,592	700,888
<b>Average Household Size</b>	2.5	2.5	2.5
Age and Ethnicity			
<b>Median Age</b>	35.3	36.2	36.0
<b>Population 18 Years of Age and Older</b>	1,261,648	1,278,044	1,322,921
<b>Population 65 Years of Age and Older</b>	232,359	217,917	233,275
<b>Caucasian Population</b>	1,533,787	1,529,471	1,566,980
<b>African-American Population</b>	67,435	68,389	72,095
<b>Hispanic Population</b>	93,872	122,518	130,230
<b>Asian Population</b>	21,126	24,820	29,815
<b>Foreign-Born Population (%)</b>	4.4	5.6	5.6
Income			
<b>Per Capita Personal Income (USD)</b>	\$27,625	\$32,833	\$34,383
<b>Median Household Income (USD)</b>	\$39,250	\$43,841	\$45,474
<b>Individuals Below Poverty Level</b>	9.7%	10.9%	11.5%

*Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis*



retail trade. The fastest growing industry was professional, scientific, and technical services, with 5.7% annual growth from 1998 to 2005.

In fiscal year 2004–5, Nebraska had total tax revenues of \$6.6 billion. The largest share was generated from sales and gross receipts taxes, followed by property taxes. The per capita tax burden in Nebraska was \$3,755 for 2004–5, some \$50 above the national average, and a \$146 increase from 2003–4. In terms of business taxes, Nebraska ranked twenty-fifth in a study from Anderson Economic Group. The state’s business climate was ranked seventeenth by Forbes Magazine and forty-third by the Tax Foundation. Nebraska was ranked thirty-fourth by ALEC in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	1,768,997	1,788,508	1,802,678	1,812,787
<b>Median Age</b>	36.7	37.2	37.9	38.3
<b>Population 18 Years of Age and Older</b>	1,322,741	1,334,423	1,344,066	1,355,661
<b>Population 65 Years of Age and Older</b>	243,313	271,379	308,994	347,809

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	949,762	977,723	974,476
<b>Labor Force Participation Rate</b>	74.0%	73.4%	72.5%
<b>Unemployment Rate</b>	2.8%	3.9%	3.0%
<b>Average Wage Per Job (USD)</b>	\$27,692	\$33,310	\$34,300
<b>Education Attainment (Population 25 Years and Older)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	86.6	89.5	89.5
<b>Bachelors Degree or Higher</b>	23.7	27.3	26.9
<b>Graduate or Professional Degree</b>	7.3	8.5	8.4

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	720,252	774,311	773,082
<b>Total Payroll (\$1,000s)</b>	\$18,178,238	\$23,681,558	\$24,180,753
<b>Total Establishments</b>	48,655	50,928	51,440
<b>Establishments with 1–19 Employees</b>	42,487	44,202	44,698
<b>Establishments with 20–49 Employees</b>	3,813	4,231	4,237
<b>Establishments with 50–249 Employees</b>	2,050	2,173	2,170
<b>Establishments with 250–999 Employees</b>	258	268	284
<b>Establishments with 1,000+ Employees</b>	47	54	51

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Health Care and Social Assistance</b>	95,015	109,104	2,487,228	3,633,981
<b>Retail Trade</b>	104,866	107,366	1,675,637	2,134,208
<b>Manufacturing</b>	109,645	102,367	3,255,216	3,662,922
<b>Accommodation and Food Services</b>	60,088	66,768	535,911	696,713
<b>Admin., Support, Waste Mngt., Remediation Services</b>	52,512	61,663	1,088,358	1,454,960
<b>Finance and Insurance</b>	47,979	59,858	1,710,584	2,915,960
<b>Professional, Scientific, Technical Services</b>	30,406	44,813	1,143,609	1,997,798
<b>Construction</b>	38,297	43,088	1,258,732	1,576,751
<b>Wholesale Trade</b>	40,357	37,932	1,255,481	1,625,672
<b>Other Services (except Public Admin.)</b>	33,786	36,065	530,062	704,234

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	2,007,118	2,101,827
<b>Revenue from Sales and Gross Receipts Taxes</b>	2,333,889	2,314,321
<b>Revenue from Individual Income Taxes</b>	1,242,603	1,393,897
<b>Revenue from Corporate Income Taxes</b>	167,429	198,380
<b>Revenue from Other Taxes</b>	556,845	577,813
<b>Total Tax Revenue</b>	6,307,884	6,586,238
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	1,148	1,198
<b>Sales and Gross Receipts Tax Per Capita</b>	1,335	1,319
<b>Individual Income Tax Per Capita</b>	711	795
<b>Corporate Income Tax Per Capita</b>	96	113
<b>Other Taxes Per Capita</b>	319	329
<b>Total Taxes Per Capita</b>	3,609	3,755

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	25
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	17
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	43
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	34
2003–4 Employer Firm Births	4,235
2003–4 Employer Firm Terminations	3,978

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	77.7	66.7	64.2	67.1
Citizens Age 18+ Who Voted	63.3	55.9	55.2	60.0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	65.9	5
John Kerry (Democrat)	32.7	0
Other	1.4	0
2000		
George W. Bush (Republican)	62.3	5
Albert Gore (Democrat)	33.3	0
Ralph Nader (Green)	3.5	0
Other	1.0	0
1996		
William Clinton (Democrat, Incumbent)	35.0	0
Robert Dole (Republican)	53.7	5
H. Ross Perot (Reformist)	10.5	0
Other	0.9	0
1992		
William Clinton (Democrat)	29.4	0
George H. W. Bush (Republican, Incumbent)	46.6	5
H. Ross Perot (Independent)	23.6	0
Other	0.4	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Dave Heineman	R	2005	First	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Charles Hagel	R	1996	2009	
Ben Nelson	D	2000	2013	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		3	0	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Nebraska Chamber of Commerce & Industry	<a href="http://www.nechamber.com">www.nechamber.com</a>
Nebraska Department of Economic Development	<a href="http://www.neded.org">www.neded.org</a>
Nebraska Small Business Dev. Center	<a href="http://nbdc.unomaha.edu">nbdc.unomaha.edu</a>
Nebraska Secretary of State, Corporations Division	<a href="http://www.sos.state.ne.us/business/corp_serv">www.sos.state.ne.us/business/corp_serv</a>

*Data: Various agency websites*

# Nevada

Nevada had a population of 2.5 million people in 2006, making it the sixteenth least populous state. The state's population increased by 497,272 people from 2000 to 2006, and is projected to increase to 3.9 million by 2025. This 2.3% projected annual growth rate compares to the projected national average of 0.8%. Per capita personal income in Nevada was \$39,015 in 2006, up from \$37,420 in 2005. For 2006, this was eleventh highest in the country and \$2,386 above the national average. From 2000 to 2006 per capita income in Nevada grew at an average annual rate of 4.2%, compared to 3.5% nationally.

In 2005, the state's largest industry in terms of employment was accommodation and food services, followed by retail trade. The fastest growing industry was administration, support, waste management, and remediation services, with 9.0% annual employment growth from 1998 to 2005. The state's workforce is generally less educated than other states—83.9% of the state's adult population has graduated from high school, compared to an 84.1% national average. Nationally, an average of 27.0% hold a bachelor degree or higher compared to 20.8% in Nevada. Nationally, 9.9%



- ★ State Capitol
- Major Urban Area
- Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	1,998,257	2,381,281	2,495,529
<b>Number of Households</b>	751,165	906,719	936,828
<b>Average Household Size</b>	2.6	2.6	2.6
Age and Ethnicity			
<b>Median Age</b>	35.0	35.2	35.6
<b>Population 18 Years of Age and Older</b>	1,488,526	1,762,476	1,861,082
<b>Population 65 Years of Age and Older</b>	218,497	267,676	275,026
<b>Caucasian Population</b>	1,503,083	1,811,535	1,837,860
<b>African-American Population</b>	132,490	170,854	183,064
<b>Hispanic Population</b>	393,539	563,999	610,051
<b>Asian Population</b>	89,121	138,054	147,363
<b>Foreign-Born Population (%)</b>	15.8	17.4	19.1
Income			
<b>Per Capita Personal Income (USD)</b>	\$30,437	\$37,420	\$39,015
<b>Median Household Income (USD)</b>	\$44,581	\$49,169	\$52,998
<b>Individuals Below Poverty Level</b>	10.5%	11.1%	10.3%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

hold professional or graduate degrees compared to 7.2% in Nevada.

In fiscal year 2004–5, Nevada had total tax revenues of \$9.0 billion. The largest share was generated from sales and gross receipts taxes, followed by property taxes. The per capita tax burden in Nevada was \$3,754 for 2004–5, just \$49 above below the national average. In terms of business taxes, the state ranked thirty-eighth in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state's business climate twenty-second and third, respectively, while ALEC ranked Nevada eleventh in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	2,690,531	3,058,190	3,452,283	3,863,298
<b>Median Age</b>	37.8	38.7	39.0	39.1
<b>Population 18 Years of Age and Older</b>	2,025,446	2,306,302	2,595,522	2,895,136
<b>Population 65 Years of Age and Older</b>	329,621	421,719	531,120	659,700

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	1,062,845	1,229,708	1,295,085
<b>Labor Force Participation Rate</b>	69.8%	67.2%	68.3%
<b>Unemployment Rate</b>	4.5%	4.2%	4.2%
<b>Average Wage Per Job (USD)</b>	\$32,276	\$34,750	\$36,000

### Education Attainment (Population 25 Years and Older)

	(%)	(%)	(%)
<b>High School Graduate or Higher</b>	80.7	82.8	83.9
<b>Bachelors Degree or Higher</b>	18.2	20.6	20.8
<b>Graduate or Professional Degree</b>	6.1	11.6	7.2

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	800,861	1,022,011	1,089,422
<b>Total Payroll (\$1,000s)</b>	\$21,847,334	\$34,848,180	\$39,261,902
<b>Total Establishments</b>	44,613	55,853	58,561
<b>Establishments with 1–19 Employees</b>	38,274	47,705	49,794
<b>Establishments with 20–49 Employees</b>	3,946	4,954	5,296
<b>Establishments with 50–249 Employees</b>	2,041	2,725	2,976
<b>Establishments with 250–999 Employees</b>	263	372	397
<b>Establishments with 1,000+ Employees</b>	89	97	98

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
Accommodation and Food Services	246,530	290,919	5,121,400	7,733,195
Retail Trade	95,507	135,522	2,038,341	3,583,275
Construction	77,682	122,231	2,705,048	5,267,935
Admin., Support, Waste Mngt., Remediation Services	53,102	97,088	1,172,519	3,157,541
Health Care and Social Assistance	60,524	88,200	1,938,561	3,649,668
Professional, Scientific, Technical Services	33,347	53,317	1,423,080	2,854,612
Manufacturing	39,029	45,068	1,298,552	1,897,233
Transportation and Warehousing	25,120	39,281	626,946	1,159,454
Finance and Insurance	27,360	38,672	1,012,252	1,946,376
Wholesale Trade	29,929	36,417	1,066,396	1,726,773

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
Revenue from Property Taxes	2,147,294	2,320,774
Revenue from Sales and Gross Receipts Taxes	4,568,096	5,333,746
Revenue from Individual Income Taxes	0	0
Revenue from Corporate Income Taxes	0	0
Revenue from Other Taxes	1,256,208	1,389,050
<b>Total Tax Revenue</b>	<b>7,971,598</b>	<b>9,043,570</b>
<b>Per Capita Taxes</b>		
Property Tax Per Capita	920	963
Sales and Gross Receipts Tax Per Capita	1,958	2,214
Individual Income Tax Per Capita	0	0
Corporate Income Tax Per Capita	0	0
Other Taxes Per Capita	538	577
<b>Total Taxes Per Capita</b>	<b>3,417</b>	<b>3,754</b>

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	38
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	22
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	3
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	11
2003–4 Employer Firm Births	7,852
2003–4 Employer Firm Terminations	5,971

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	77.9	59.7	69.7	77.5
Citizens Age 18+ Who Voted	50.0	38.3	40.9	50.0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	50.5	5
John Kerry (Democrat)	47.9	0
Other	1.7	0
2000		
George W. Bush (Republican)	49.5	4
Albert Gore (Democrat)	46.0	0
Ralph Nader (Green)	2.5	0
Other	2.0	0
1996		
William Clinton (Democrat, Incumbent)	43.9	4
Robert Dole (Republican)	42.9	0
H. Ross Perot (Reformist)	9.5	0
Other	3.7	0
1992		
William Clinton (Democrat)	37.4	4
George H. W. Bush (Republican, Incumbent)	34.7	0
H. Ross Perot (Independent)	26.2	0
Other	1.7	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*



<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Jim Gibbons	R	2007	First	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
John Ensign	R	2000	2013	
Harry Reid	D	1986	2011	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		2	1	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Las Vegas Chamber of Commerce	<a href="http://www.lvchamber.com">www.lvchamber.com</a>
Nevada Commission on Economic Development	<a href="http://www.expand2nevada.com">www.expand2nevada.com</a>
Nevada Small Business Dev. Center	<a href="http://www.nsbdc.org">www.nsbdc.org</a>
Nevada Secretary of State, Commercial Recordings Division	<a href="http://www.sos.state.nv.us/comm_rec">www.sos.state.nv.us/comm_rec</a>

*Data: Various agency websites*

# New Hampshire

With a population of 1.3 million people, New Hampshire was the tenth least populous state in the United States in 2006. From 2000 to 2006 the state's population increased by 79,109 people, and is projected to increase to 1.6 million by 2025. This 1.0% projected annual growth rate compares to the projected national average of 0.8%. The state's 2006 per capita personal income of \$39,655 was higher compared to \$37,480 in 2005 and seventh highest in the United States, some \$3,026 above the national average. Per capita income in New Hampshire grew at an average annual rate of 2.9% from 2000 to 2006, compared to 3.5% nationally.

New Hampshire's largest industry in terms of 2005 employment was retail trade. The fastest growing industry was professional, scientific, and technical services, with 4.3% annual employment growth from 1998 to 2005. The second fastest growing industry was administration, support, waste management, and remediation services. The state's workforce is generally more educated than other states—89.9% of the state's adult population has graduated from high school,



★ State Capitol

■ Major Urban Area

— Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	1,235,786	1,272,486	1,314,895
<b>Number of Households</b>	474,606	497,054	504,503
<b>Average Household Size</b>	2.5	2.6	2.5
Age and Ethnicity			
<b>Median Age</b>	37.1	39.5	39.3
<b>Population 18 Years of Age and Older</b>	926,885	969,586	1,017,217
<b>Population 65 Years of Age and Older</b>	148,039	151,321	161,836
<b>Caucasian Population</b>	1,186,448	1,214,616	1,250,231
<b>African-American Population</b>	8,984	10,456	13,842
<b>Hispanic Population</b>	19,910	27,933	29,721
<b>Asian Population</b>	15,422	22,850	26,136
<b>Foreign-Born Population (%)</b>	4.4	5.7	5.4
Income			
<b>Per Capita Personal Income (USD)</b>	\$33,396	\$37,480	\$39,655
<b>Median Household Income (USD)</b>	\$49,467	\$56,768	\$59,683
<b>Individuals Below Poverty Level</b>	6.5%	7.5%	8.0%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

compared to an 84.1% national average; 31.9% hold a bachelor degree or higher (national average is 27.0%); and 11.3% hold professional or graduate degrees compared to the national average of 9.9%.

New Hampshire's total tax revenue was \$4.3 billion for fiscal year 2004–5, up from the 2003–4 total revenue of \$4.1 billion. The largest share of tax revenue in 2004–5 was generated from property taxes, followed by sales and gross receipts taxes. On a per capita basis, residents of New Hampshire paid taxes of \$3,315, compared to the national average of \$3,705 for 2004–5. In terms of business taxes, the state ranked forty-eighth in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state's business climate fourteenth and seventh, respectively, while ALEC ranked New Hampshire twentieth in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	1,385,560	1,456,679	1,524,751	1,586,348
<b>Median Age</b>	39.6	39.8	40.3	41.3
<b>Population 18 Years of Age and Older</b>	1,081,396	1,143,197	1,194,887	1,241,954
<b>Population 65 Years of Age and Older</b>	178,823	217,498	261,856	311,456

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	694,254	729,583	736,780
<b>Labor Force Participation Rate</b>	73.0%	71.0%	70.8%
<b>Unemployment Rate</b>	2.7%	3.6%	3.4%
<b>Average Wage Per Job (USD)</b>	\$34,738	\$37,990	\$39,250
<b>Education Attainment (Population 25 Years and Older)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	87.4	89.9	89.9
<b>Bachelors Degree or Higher</b>	28.7	31.8	31.9
<b>Graduate or Professional Degree</b>	10.0	11.7	11.3

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	518,526	551,001	562,398
<b>Total Payroll (\$1,000s)</b>	\$14,863,829	\$20,005,170	\$21,026,773
<b>Total Establishments</b>	36,842	38,843	39,224
<b>Establishments with 1–19 Employees</b>	32,118	33,718	33,999
<b>Establishments with 20–49 Employees</b>	2,969	3,255	3,290
<b>Establishments with 50–249 Employees</b>	1,526	1,662	1,712
<b>Establishments with 250–999 Employees</b>	211	183	199
<b>Establishments with 1,000+ Employees</b>	18	25	24

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Retail Trade</b>	85,811	99,693	1,621,626	2,359,255
<b>Health Care and Social Assistance</b>	68,223	79,240	1,853,351	2,936,765
<b>Manufacturing</b>	101,513	75,837	3,540,699	3,549,995
<b>Accommodation and Food Services</b>	46,138	56,070	530,934	803,288
<b>Admin., Support, Waste Mngt., Remediation Services</b>	30,307	39,544	750,584	1,191,169
<b>Professional, Scientific, Technical Services</b>	22,048	29,619	904,628	1,715,627
<b>Finance and Insurance</b>	24,936	28,136	958,836	1,678,378
<b>Construction</b>	22,749	27,877	831,245	1,349,971
<b>Wholesale Trade</b>	22,912	24,728	946,987	1,383,024
<b>Other Services (except Public Admin.)</b>	19,520	22,272	384,469	540,641

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	2,519,714	2,650,326
<b>Revenue from Sales and Gross Receipts Taxes</b>	674,354	705,116
<b>Revenue from Individual Income Taxes</b>	54,769	67,686
<b>Revenue from Corporate Income Taxes</b>	407,603	476,489
<b>Revenue from Other Taxes</b>	413,231	420,160
<b>Total Tax Revenue</b>	4,069,671	4,319,777
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	1,940	2,034
<b>Sales and Gross Receipts Tax Per Capita</b>	519	541
<b>Individual Income Tax Per Capita</b>	42	52
<b>Corporate Income Tax Per Capita</b>	314	366
<b>Other Taxes Per Capita</b>	318	322
<b>Total Taxes Per Capita</b>	3,133	3,315

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	48
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	14
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	7
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	20
2003–4 Employer Firm Births	3,685
2003–4 Employer Firm Terminations	3,161

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	81.3	66.1	66.6	79.2
Citizens Age 18+ Who Voted	63.1	57.3	61.4	69.1

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	48.9	0
John Kerry (Democrat)	50.3	4
Other	0.9	0
2000		
George W. Bush (Republican)	48.1	4
Albert Gore (Democrat)	46.8	0
Ralph Nader (Green)	3.9	0
Other	1.2	0
1996		
William Clinton (Democrat, Incumbent)	49.3	4
Robert Dole (Republican)	39.4	0
H. Ross Perot (Reformist)	9.7	0
Other	1.6	0
1992		
William Clinton (Democrat)	38.9	4
George H. W. Bush (Republican, Incumbent)	37.6	0
H. Ross Perot (Independent)	22.6	0
Other	0.9	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
John Lynch	D	2005	First	No limit
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
John E. Sununu	R	2002	2009	
Judd Gregg	R	1992	2011	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		0	2	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Business and Industry Association of New Hampshire	<a href="http://www.nhbia.org">www.nhbia.org</a>
State of New Hampshire Economic Development	<a href="http://www.nheconomy.com">www.nheconomy.com</a>
New Hampshire Small Business Dev. Center	<a href="http://www.nhsbdc.org">www.nhsbdc.org</a>
New Hampshire Secretary of State, Corporate Division	<a href="http://www.sos.nh.gov/corporate">www.sos.nh.gov/corporate</a>

*Data: Various agency websites*

# New Jersey

New Jersey is located in the New England region of the United States and had a population of 8.7 million people in 2006, making it the eleventh least populous state. The state's population increased by 310,210 people from 2000 to 2006, and is projected to increase to 9.6 million by 2025. This 0.5% projected annual growth rate is below the national average of 0.8%. Per capita personal income in New Jersey was \$46,328 in 2006, up from \$43,318 in 2005. For 2006, this was \$9,699 above the national average and the second highest in the country. The state's per capita income grew at an average annual rate of 3.2% from 2000 to 2006, compared to 3.5% nationally.

The state's workforce generally has more education than other states—86.1% of the state's adult population has graduated from high school, compared to an 84.1% national average; 33.5% hold a bachelor degree or higher (national average is 27.0%); and 12.4% hold professional or graduate degrees (national average is 9.9%). In 2005, the state's largest industry in terms of employment was health care and social assistance, followed by retail trade. The fastest growing industry was professional,



- ★ State Capitol
- Major Urban Area
- Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	8,414,350	8,521,427	8,724,560
<b>Number of Households</b>	3,064,645	3,141,956	3,135,490
<b>Average Household Size</b>	2.7	2.7	2.7

### Age and Ethnicity

<b>Median Age</b>	36.7	38.0	38.2
<b>Population 18 Years of Age and Older</b>	6,332,876	6,366,744	6,634,907
<b>Population 65 Years of Age and Older</b>	1,113,035	1,068,010	1,125,605
<b>Caucasian Population</b>	6,099,439	5,954,926	6,073,160
<b>African-American Population</b>	1,127,266	1,130,967	1,187,161
<b>Hispanic Population</b>	1,116,149	1,307,412	1,364,699
<b>Asian Population</b>	481,794	620,588	652,378
<b>Foreign-Born Population (%)</b>	17.5	19.5	20.1

### Income

<b>Per Capita Personal Income (USD)</b>	\$38,364	\$43,318	\$46,328
<b>Median Household Income (USD)</b>	\$55,146	\$61,672	\$64,470
<b>Individuals Below Poverty Level</b>	8.5%	8.7%	8.7%

*Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis*

scientific, and technical services, with 3.8% annual growth from 1998 to 2005.

In fiscal year 2004–5, New Jersey had total tax revenues of \$42.6 billion. The largest share was generated from property taxes, followed by sales and gross receipts taxes. The per capita tax burden in New Jersey was \$4,916 for 2004–5, some \$1,211 above the national average, and a \$361 increase from 2003–4. In terms of business taxes, New Jersey ranked thirty-seventh in a study from Anderson Economic Group. The state's business climate was ranked nineteenth by Forbes Magazine and forty-ninth by the Tax Foundation. New Jersey was ranked forty-third by ALEC in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	9,018,231	9,255,769	9,461,635	9,636,644
<b>Median Age</b>	38.9	39.3	39.6	40.2
<b>Population 18 Years of Age and Older</b>	6,930,007	7,151,894	7,323,271	7,477,125
<b>Population 65 Years of Age and Older</b>	1,231,585	1,385,167	1,552,544	1,762,460

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	4,287,783	4,455,086	4,518,035
<b>Labor Force Participation Rate</b>	66.5%	66.3%	66.8%
<b>Unemployment Rate</b>	3.7%	4.5%	4.6%
<b>Average Wage Per Job (USD)</b>	\$43,676	\$43,860	\$45,450

### Education Attainment (Population 25 Years and Older)

	(%)	(%)	(%)
<b>High School Graduate or Higher</b>	82.1	86.3	86.1
<b>Bachelors Degree or Higher</b>	29.8	34.2	33.5
<b>Graduate or Professional Degree</b>	11.0	12.5	12.4

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	3,368,365	3,609,640	3,594,862
<b>Total Payroll (\$1,000s)</b>	\$125,787,145	\$160,237,399	\$166,018,238
<b>Total Establishments</b>	230,860	237,842	242,128
<b>Establishments with 1–19 Employees</b>	202,389	209,777	211,588
<b>Establishments with 20–49 Employees</b>	17,103	18,782	18,585
<b>Establishments with 50–249 Employees</b>	9,826	10,361	10,365
<b>Establishments with 250–999 Employees</b>	1,318	1,369	1,345
<b>Establishments with 1,000+ Employees</b>	224	250	245

*Data: U.S. Census Bureau, County Business Patterns*



<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Health Care and Social Assistance</b>	405,935	479,536	13,192,467	19,367,540
<b>Retail Trade</b>	417,791	454,878	8,693,222	11,303,325
<b>Manufacturing</b>	405,275	304,976	16,756,666	15,352,555
<b>Professional, Scientific, Technical Services</b>	234,816	304,803	12,782,239	20,504,746
<b>Admin., Support, Waste Mngt., Remediation Services</b>	247,799	293,105	5,702,383	8,771,190
<b>Accommodation and Food Services</b>	249,836	274,639	3,897,674	4,978,755
<b>Wholesale Trade</b>	275,717	274,063	13,355,315	17,375,975
<b>Finance and Insurance</b>	200,646	216,384	11,166,663	16,995,391
<b>Construction</b>	143,243	175,322	5,828,494	9,240,445
<b>Transportation and Warehousing</b>	151,493	169,118	4,941,082	6,443,091

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	18,229,254	19,196,599
<b>Revenue from Sales and Gross Receipts Taxes</b>	9,780,318	10,238,453
<b>Revenue from Individual Income Taxes</b>	7,400,733	8,224,290
<b>Revenue from Corporate Income Taxes</b>	1,896,998	2,224,633
<b>Revenue from Other Taxes</b>	2,250,974	2,673,379
<b>Total Tax Revenue</b>	39,558,277	42,557,354
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	2,099	2,217
<b>Sales and Gross Receipts Tax Per Capita</b>	1,126	1,183
<b>Individual Income Tax Per Capita</b>	852	950
<b>Corporate Income Tax Per Capita</b>	218	257
<b>Other Taxes Per Capita</b>	259	309
<b>Total Taxes Per Capita</b>	4,555	4,916

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	37
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	19
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	49
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	43
2003–4 Employer Firm Births	24,099
2003–4 Employer Firm Terminations	23,111

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	82.3	71.4	67.7	72.1
Citizens Age 18+ Who Voted	56.3	51.0	50.3	55.5

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	46.2	0
John Kerry (Democrat)	52.9	15
Other	0.8	0
2000		
George W. Bush (Republican)	40.3	0
Albert Gore (Democrat)	56.1	15
Ralph Nader (Green)	3.0	0
Other	0.6	0
1996		
William Clinton (Democrat, Incumbent)	53.7	15
Robert Dole (Republican)	35.9	0
H. Ross Perot (Reformist)	8.5	0
Other	1.9	0
1992		
William Clinton (Democrat)	43.0	15
George H. W. Bush (Republican, Incumbent)	40.6	0
H. Ross Perot (Independent)	15.6	0
Other	0.9	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Jon Corzine	D	2006	First	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Frank R. Lautenberg	D	1982	2009	
Robert Menendez	D	2006	2013	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		6	7	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

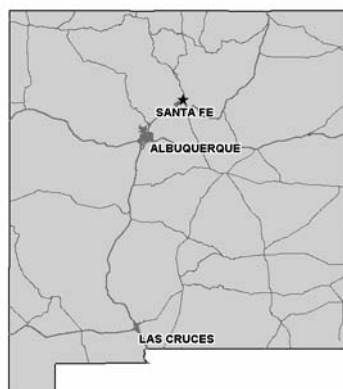
<b>Agency</b>	<b>Website Address</b>
New Jersey State Chamber of Commerce	<a href="http://www.njchamber.com">www.njchamber.com</a>
New Jersey Economic Development Authority	<a href="http://www.njeda.com">www.njeda.com</a>
New Jersey Small Business Dev. Center	<a href="http://www.njsbdc.com">www.njsbdc.com</a>
New Jersey Department of State, Business and Corporate Information	<a href="http://www.state.nj.us/state/business">www.state.nj.us/state/business</a>

*Data: Various agency websites*

# New Mexico

New Mexico had a population of 2 million people in 2006, making it the fifteenth least populous state. The state's population increased by 135,553 people from 2000 to 2006, and is projected to increase to 2.1 million by 2025. This 0.4% projected annual growth rate compares to the projected national average of 0.8%. Per capita personal income in New Mexico was \$29,725 in 2006, up from \$28,042 in 2005. For 2006, this was sixth lowest in the country and \$6,904 below the national average. From 2000 to 2006 per capita income in New Mexico grew at an average annual rate of 5.0%, compared to 3.5% nationally.

In 2005, the state's largest industry in terms of employment was health care and social assistance, followed by retail trade. The fastest growing industry was health care and social assistance, with 3.2% annual employment growth from 1998 to 2005. The state's workforce is generally less educated than other states—81.5% of the state's adult population has graduated from high school, compared to an 84.1% national average. Nationally, an average of 27.0% hold a bachelor degree or higher compared to 25.3% in New



- ★ State Capitol
- Major Urban Area
- Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	1,819,046	1,887,200	1,954,599
<b>Number of Households</b>	677,971	727,820	726,033
<b>Average Household Size</b>	2.6	2.6	2.6
Age and Ethnicity			
<b>Median Age</b>	34.6	36.2	35.2
<b>Population 18 Years of Age and Older</b>	1,311,478	1,400,839	1,444,249
<b>Population 65 Years of Age and Older</b>	212,490	227,685	241,279
<b>Caucasian Population</b>	1,214,680	1,311,829	1,325,762
<b>African-American Population</b>	33,513	35,604	39,654
<b>Hispanic Population</b>	765,610	822,224	860,687
<b>Asian Population</b>	18,286	22,454	25,983
<b>Foreign-Born Population (%)</b>	8.2	8.9	10.1
Income			
<b>Per Capita Personal Income (USD)</b>	\$22,135	\$28,042	\$29,725
<b>Median Household Income (USD)</b>	\$34,133	\$37,492	\$40,629
<b>Individuals Below Poverty Level</b>	18.4%	18.5%	18.5%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

Mexico. Nationally, 9.9% hold professional or graduate degrees compared to 10.9% in New Mexico.

In fiscal year 2004–5, New Mexico had total tax revenues of \$6.1 billion. The largest share was generated from sales and gross receipts taxes, followed by individual income taxes. The per capita tax burden in New Mexico was \$3,167 for 2004–5, some \$538 below the national average. In terms of business taxes, the state ranked sixth in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state’s business climate twenty-sixth and twenty-third, respectively, while ALEC ranked New Mexico twenty-eighth in its state competitiveness index. One is considered best for each ranking.

<b>Population Projections</b>				
<b>Year</b>	<b>2010</b>	<b>2015</b>	<b>2020</b>	<b>2025</b>
<b>Total Population</b>	1,980,225	2,041,539	2,084,341	2,106,584
<b>Median Age</b>	38.3	39.7	41.2	42.9
<b>Population 18 Years of Age and Older</b>	1,500,820	1,556,822	1,595,626	1,628,082
<b>Population 65 Years of Age and Older</b>	278,967	343,622	419,690	497,357

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

<b>Workforce</b>			
	<b>2000</b>	<b>2005</b>	<b>2006</b>
<b>Civilian Labor Force</b>	852,293	915,489	935,350
<b>Labor Force Participation Rate</b>	63.5%	63.4%	63.5%
<b>Unemployment Rate</b>	5.0%	5.3%	4.2%
<b>Average Wage Per Job (USD)</b>	\$27,497	\$33,180	\$33,980
<b>Education Attainment (Population 25 Years and Older)</b>			
	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	78.9	82.0	81.5
<b>Bachelors Degree or Higher</b>	23.5	25.1	25.3
<b>Graduate or Professional Degree</b>	9.8	10.9	10.9

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

<b>Industry Overview</b>			
	<b>1998</b>	<b>2004</b>	<b>2005</b>
<b>Total Employees</b>	540,186	580,576	595,249
<b>Total Payroll (\$1,000s)</b>	\$13,133,707	\$16,811,505	\$18,171,120
<b>Total Establishments</b>	42,608	44,205	45,006
<b>Establishments with 1–19 Employees</b>	37,254	38,295	39,033
<b>Establishments with 20–49 Employees</b>	3,544	3,953	3,906
<b>Establishments with 50–249 Employees</b>	1,618	1,739	1,847
<b>Establishments with 250–999 Employees</b>	173	200	204
<b>Establishments with 1,000+ Employees</b>	19	18	16

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Health Care and Social Assistance</b>	76,641	95,623	1,995,230	3,332,669
<b>Retail Trade</b>	89,883	95,043	1,569,283	2,132,370
<b>Accommodation and Food Services</b>	65,149	77,487	672,950	933,609
<b>Construction</b>	42,164	50,027	1,061,850	1,691,385
<b>Admin., Support, Waste Mngt., Remediation Services</b>	32,347	38,474	669,284	897,141
<b>Professional, Scientific, Technical Services</b>	35,771	35,769	1,514,635	1,719,953
<b>Manufacturing</b>	40,561	34,520	1,216,861	1,391,868
<b>Other Services (except Public Admin.)</b>	26,279	26,661	418,964	557,512
<b>Finance and Insurance</b>	21,847	24,666	679,563	1,022,546
<b>Wholesale Trade</b>	21,672	20,589	652,200	824,284

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	840,068	863,071
<b>Revenue from Sales and Gross Receipts Taxes</b>	2,627,794	2,854,345
<b>Revenue from Individual Income Taxes</b>	1,007,248	1,086,015
<b>Revenue from Corporate Income Taxes</b>	138,196	242,462
<b>Revenue from Other Taxes</b>	830,852	1,023,435
<b>Total Tax Revenue</b>	5,444,158	6,069,328
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	441	450
<b>Sales and Gross Receipts Tax Per Capita</b>	1,381	1,489
<b>Individual Income Tax Per Capita</b>	529	567
<b>Corporate Income Tax Per Capita</b>	73	127
<b>Other Taxes Per Capita</b>	437	534
<b>Total Taxes Per Capita</b>	2,861	3,167

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	6
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	26
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	23
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	28
2003–4 Employer Firm Births	4,493
2003–4 Employer Firm Terminations	3,974

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	80.6	66.4	61.5	68.4
Citizens Age 18+ Who Voted	51.6	45.4	45.6	55.1

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	49.8	5
John Kerry (Democrat)	49.1	0
Other	1.1	0
2000		
George W. Bush (Republican)	47.9	0
Albert Gore (Democrat)	47.9	5
Ralph Nader (Green)	3.6	0
Other	0.7	0
1996		
William Clinton (Democrat, Incumbent)	49.2	5
Robert Dole (Republican)	41.9	0
H. Ross Perot (Reformist)	5.8	0
Other	3.2	0
1992		
William Clinton (Democrat)	49.5	5
George H. W. Bush (Republican, Incumbent)	37.3	0
H. Ross Perot (Independent)	16.1	0
Other	0.6	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Bill Richardson	D	2007	Second	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Pete V. Domenici	R	1972	2009	
Jeff Bingaman	D	1982	2013	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		2	1	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Association of Commerce and Industry of New Mexico	<a href="http://www.aci.nm.org">www.aci.nm.org</a>
New Mexico Economic Development Department	<a href="http://www.edd.state.nm.us">www.edd.state.nm.us</a>
New Mexico Small Business Dev. Center	<a href="http://www.nmsbdc.org">www.nmsbdc.org</a>
New Mexico, Public Regulation Commission	<a href="http://www.nmprc.state.nm.us/cb.htm">www.nmprc.state.nm.us/cb.htm</a>

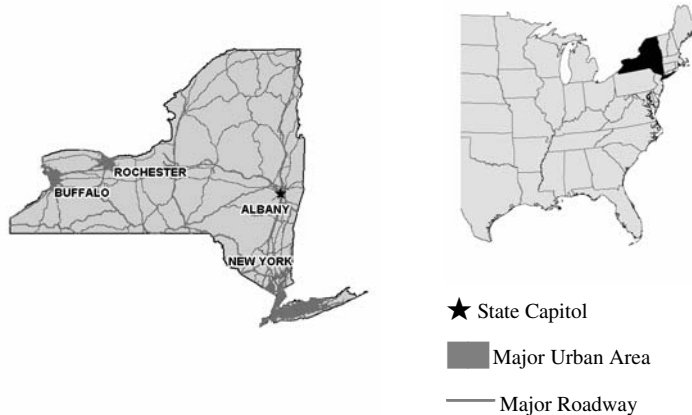
*Data: Various agency websites*



# New York

With a population of 19.3 million people, New York was the third most populous state in the United States in 2006. From 2000 to 2006 the state's population increased by 329,726 people, and is projected to increase to 19.5 million by 2025. This 0.1% projected annual growth rate compares to the projected national average of 0.8%. The state's 2006 per capita personal income of \$43,962 was higher compared to \$40,916 in 2005 and fourth highest in the United States, some \$7,333 above the national average. Per capita income in New York grew at an average annual rate of 3.9% from 2000 to 2006, compared to 3.5% nationally.

New York's largest industry in terms of 2005 employment was health care and social assistance. The fastest growing industry was educational services, with 2.7% annual employment growth from 1998 to 2005. The second fastest growing industry was professional, scientific, and technical services. The state's workforce is generally more educated than other states—84.1% of the state's adult population has graduated from high school, compared to an 84.1% national average; 31.2% hold a bachelor degree or higher (national average is 27.0%); and 13.3%



## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	18,976,457	18,655,275	19,306,183
<b>Number of Households</b>	7,056,860	7,114,431	7,088,376
<b>Average Household Size</b>	2.6	2.6	2.6
Age and Ethnicity			
<b>Median Age</b>	35.9	37.5	37.4
<b>Population 18 Years of Age and Older</b>	14,302,266	14,135,504	14,792,694
<b>Population 65 Years of Age and Older</b>	2,450,697	2,370,873	2,520,888
<b>Caucasian Population</b>	12,891,118	12,508,643	12,816,272
<b>African-American Population</b>	2,986,242	2,858,062	2,990,260
<b>Hispanic Population</b>	2,865,016	3,028,658	3,139,590
<b>Asian Population</b>	1,044,423	1,246,567	1,322,971
<b>Foreign-Born Population (%)</b>	20.4	21.4	21.6
Income			
<b>Per Capita Personal Income (USD)</b>	\$34,897	\$40,916	\$43,962
<b>Median Household Income (USD)</b>	\$43,393	\$49,480	\$51,384
<b>Individuals Below Poverty Level</b>	14.6%	13.8%	14.2%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

hold professional or graduate degrees compared to the national average of 9.9%.

New York's total tax revenue was \$111.1 billion for fiscal year 2004–5, up from the 2003–4 total revenue of \$101.4 billion. The largest share of tax revenue in 2004–5 was generated from individual income taxes, followed by property taxes. On a per capita basis, residents of New York paid taxes of \$5,768, compared to the national average of \$3,705 for 2004–5. In terms of business taxes, the state ranked twenty-second in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state's business climate thirty-third and forty-eighth, respectively. ALEC ranked New York forty-ninth in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	19,443,672	19,546,699	19,576,920	19,540,179
<b>Median Age</b>	37.9	38.1	38.6	39.1
<b>Population 18 Years of Age and Older</b>	15,022,796	15,193,695	15,201,880	15,171,558
<b>Population 65 Years of Age and Older</b>	2,651,655	2,943,496	3,250,020	3,606,687

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	9,166,972	9,429,656	9,498,563
<b>Labor Force Participation Rate</b>	63.0%	62.8%	63.0%
<b>Unemployment Rate</b>	4.5%	5.0%	4.5%
<b>Average Wage Per Job (USD)</b>	\$45,357	\$44,060	\$45,820

### Education Attainment (Population 25 Years and Older)

	(%)	(%)	(%)
<b>High School Graduate or Higher</b>	79.1	84.3	84.1
<b>Bachelors Degree or Higher</b>	27.4	31.3	31.2
<b>Graduate or Professional Degree</b>	11.8	13.4	13.3

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	6,993,814	7,433,686	7,417,463
<b>Total Payroll (\$1,000s)</b>	\$274,634,982	\$353,254,114	\$370,842,630
<b>Total Establishments</b>	481,962	511,440	514,265
<b>Establishments with 1–19 Employees</b>	425,442	450,689	453,790
<b>Establishments with 20–49 Employees</b>	34,883	37,519	37,290
<b>Establishments with 50–249 Employees</b>	18,351	19,795	19,752
<b>Establishments with 250–999 Employees</b>	2,737	2,894	2,859
<b>Establishments with 1,000+ Employees</b>	549	543	574

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Health Care and Social Assistance</b>	1,134,481	1,297,637	35,796,990	50,393,418
<b>Retail Trade</b>	800,566	877,803	15,427,452	21,139,844
<b>Finance and Insurance</b>	587,464	579,827	56,877,864	83,556,622
<b>Professional, Scientific, Technical Services</b>	485,199	578,103	26,435,717	39,540,151
<b>Manufacturing</b>	752,511	571,986	27,017,165	24,908,069
<b>Accommodation and Food Services</b>	479,455	558,057	6,912,726	10,007,371
<b>Admin., Support, Waste Mngt., Remediation Services</b>	449,222	484,601	11,375,703	16,926,189
<b>Wholesale Trade</b>	410,877	409,023	18,116,101	22,824,939
<b>Other Services (except Public Admin.)</b>	325,885	355,095	7,337,514	9,979,169
<b>Educational Services</b>	283,373	340,497	7,158,767	10,861,885

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	32,333,564	34,149,967
<b>Revenue from Sales and Gross Receipts Taxes</b>	27,397,195	27,975,721
<b>Revenue from Individual Income Taxes</b>	30,744,990	34,843,704
<b>Revenue from Corporate Income Taxes</b>	5,362,907	6,994,100
<b>Revenue from Other Taxes</b>	5,587,606	7,144,127
<b>Total Tax Revenue</b>	101,426,262	111,107,619
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	1,677	1,773
<b>Sales and Gross Receipts Tax Per Capita</b>	1,421	1,452
<b>Individual Income Tax Per Capita</b>	1,595	1,809
<b>Corporate Income Tax Per Capita</b>	278	363
<b>Other Taxes Per Capita</b>	290	371
<b>Total Taxes Per Capita</b>	5,260	5,768

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	22
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	33
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	48
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	49
2003–4 Employer Firm Births	52,129
2003–4 Employer Firm Terminations	46,631

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	75.3	62.2	60.6	62.4
Citizens Age 18+ Who Voted	50.9	46.6	47.7	50.4

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	40.1	0
John Kerry (Democrat)	58.4	31
Other	1.6	0
2000		
George W. Bush (Republican)	35.2	0
Albert Gore (Democrat)	60.2	33
Ralph Nader (Green)	3.6	0
Other	1.0	0
1996		
William Clinton (Democrat, Incumbent)	59.5	33
Robert Dole (Republican)	30.6	0
H. Ross Perot (Reformist)	8.0	0
Other	2.0	0
1992		
William Clinton (Democrat)	49.7	33
George H. W. Bush (Republican, Incumbent)	33.9	0
H. Ross Perot (Independent)	15.8	0
Other	0.6	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Eliot Spitzer	D	2007	First	No limit
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Hillary Rodham Clinton	D	2000	2013	
Charles "Chuck" E. Schumer	D	1998	2011	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		6	23	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Business Council of New York State, Inc.	<a href="http://www.bcnys.org">www.bcnys.org</a>
Empire State Development	<a href="http://www.nylovesbiz.com/default.asp">www.nylovesbiz.com/default.asp</a>
New York State Small Business Dev. Center	<a href="http://www.nyssbdc.org">www.nyssbdc.org</a>
New York Department of State	<a href="http://www.dos.state.ny.us">www.dos.state.ny.us</a>

*Data: Various agency websites*

# North Carolina

North Carolina is located in the South Atlantic region of the United State and had a population of 8.9 million people in 2006, making it the tenth most populous state. The state's population increased by 807,192 people from 2000 to 2006, and is projected to increase to 11.5 million by 2025. This 1.4% projected annual growth rate is above the national average of 0.8%. Per capita personal income in North Carolina was \$32,338 in 2006, up from \$30,785 in 2005. For 2006, this was \$4,291 below the national average and the seventeenth lowest in the country. The state's per capita income grew at an average annual rate of 3.0% from 2000 to 2006, compared to 3.5% nationally.

The state's workforce generally has less education than other states—82.0% of the state's adult population has graduated from high school, compared to an 84.1% national average; 24.8% hold a bachelor degree or higher (national average is 27.0%); and 8.3% hold professional or graduate degrees (national average is 9.9%). In 2005, the state's largest industry in terms of employment was manufacturing, followed by health care and



★ State Capitol

■ Major Urban Area

— Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	8,049,313	8,411,041	8,856,505
<b>Number of Households</b>	3,132,013	3,409,840	3,454,068
<b>Average Household Size</b>	2.5	2.5	2.5
Age and Ethnicity			
<b>Median Age</b>	35.3	36.2	36.6
<b>Population 18 Years of Age and Older</b>	6,087,996	6,279,024	6,701,486
<b>Population 65 Years of Age and Older</b>	969,822	985,875	1,071,799
<b>Caucasian Population</b>	5,802,165	6,005,471	6,224,663
<b>African-American Population</b>	1,734,154	1,765,698	1,892,469
<b>Hispanic Population</b>	372,964	533,087	597,382
<b>Asian Population</b>	111,292	146,795	162,578
<b>Foreign-Born Population (%)</b>	5.3	6.7	6.9
Income			
<b>Per Capita Personal Income (USD)</b>	\$27,068	\$30,785	\$32,338
<b>Median Household Income (USD)</b>	\$39,184	\$40,729	\$42,625
<b>Individuals Below Poverty Level</b>	12.3%	15.1%	14.7%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

social assistance. The fastest growing industry was administration, support, waste management, and remediation services, with 4.8% annual growth from 1998 to 2005.

In fiscal year 2004–5, North Carolina had total tax revenues of \$27.3 billion. The largest share was generated from sales and gross receipts taxes, followed by individual income taxes. The per capita tax burden in North Carolina was \$3,146 for 2004–5, some \$559 below the national average, but a \$217 increase from 2003–4. In terms of business taxes, North Carolina ranked seventh in a report by Anderson Economic Group. The state’s business climate was ranked third by Forbes Magazine and fortieth by the Tax Foundation. North Carolina was ranked nineteenth by ALEC in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	9,345,823	10,010,770	10,709,289	11,449,153
<b>Median Age</b>	36.9	37.3	37.2	36.8
<b>Population 18 Years of Age and Older</b>	7,076,985	7,572,393	8,083,886	8,609,911
<b>Population 65 Years of Age and Older</b>	1,161,164	1,374,754	1,618,578	1,897,902

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	4,123,812	4,339,807	4,464,875
<b>Labor Force Participation Rate</b>	67.5%	65.9%	66.3%
<b>Unemployment Rate</b>	3.7%	5.2%	4.8%
<b>Average Wage Per Job (USD)</b>	\$31,068	\$34,460	\$35,520
<b>Education Attainment (Population 25 Years and Older)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	78.1	82.3	82.0
<b>Bachelors Degree or Higher</b>	22.5	25.1	24.8
<b>Graduate or Professional Degree</b>	7.2	8.0	8.3

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	3,223,178	3,365,633	3,409,968
<b>Total Payroll (\$1,000s)</b>	\$86,780,877	\$109,572,059	\$115,740,410
<b>Total Establishments</b>	198,690	213,057	216,994
<b>Establishments with 1–19 Employees</b>	170,676	181,555	185,763
<b>Establishments with 20–49 Employees</b>	17,002	19,828	19,642
<b>Establishments with 50–249 Employees</b>	9,411	10,211	10,101
<b>Establishments with 250–999 Employees</b>	1,426	1,279	1,293
<b>Establishments with 1,000+ Employees</b>	175	184	195

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Manufacturing</b>	771,282	554,442	22,452,407	20,681,882
<b>Health Care and Social Assistance</b>	375,399	470,820	10,495,546	16,282,077
<b>Retail Trade</b>	430,667	449,870	7,424,839	9,707,125
<b>Accommodation and Food Services</b>	260,453	315,212	2,668,813	3,894,008
<b>Admin., Support, Waste Mngt., Remediation Services</b>	188,349	262,070	3,608,799	6,433,258
<b>Construction</b>	205,750	221,783	5,926,419	7,970,603
<b>Finance and Insurance</b>	133,120	178,306	5,316,012	10,265,446
<b>Professional, Scientific, Technical Services</b>	126,888	174,892	5,000,972	9,503,601
<b>Wholesale Trade</b>	161,459	163,867	6,121,068	7,794,777
<b>Other Services (except Public Admin.)</b>	134,043	147,579	2,313,119	3,038,554

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	6,093,170	6,449,622
<b>Revenue from Sales and Gross Receipts Taxes</b>	8,951,045	9,423,309
<b>Revenue from Individual Income Taxes</b>	7,510,978	8,427,553
<b>Revenue from Corporate Income Taxes</b>	837,085	1,271,985
<b>Revenue from Other Taxes</b>	1,620,186	1,734,639
<b>Total Tax Revenue</b>	25,012,464	27,307,108
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	713	743
<b>Sales and Gross Receipts Tax Per Capita</b>	1,048	1,086
<b>Individual Income Tax Per Capita</b>	880	971
<b>Corporate Income Tax Per Capita</b>	98	147
<b>Other Taxes Per Capita</b>	190	200
<b>Total Taxes Per Capita</b>	2,929	3,146

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*



## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	7
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	3
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	40
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	19
2003–4 Employer Firm Births	21,261
2003–4 Employer Firm Terminations	18,288

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	68.4	58.3	56.8	64.0
Citizens Age 18+ Who Voted	50.1	45.6	47.8	55.4

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	56.0	15
John Kerry (Democrat)	43.6	0
Other	0.4	0
2000		
George W. Bush (Republican)	56.0	14
Albert Gore (Democrat)	43.2	0
Ralph Nader (Green)	0.0	0
Other	0.8	0
1996		
William Clinton (Democrat, Incumbent)	44.0	0
Robert Dole (Republican)	48.7	14
H. Ross Perot (Reformist)	6.7	0
Other	0.6	0
1992		
William Clinton (Democrat)	42.7	0
George H. W. Bush (Republican, Incumbent)	43.4	14
H. Ross Perot (Independent)	13.7	0
Other	0.2	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Michael Easley	D	2005	Second	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Elizabeth Dole	R	2002	2009	
Richard Burr	R	2004	2011	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		6	7	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
North Carolina Citizens For Business & Industry	<a href="http://www.nccbi.org">www.nccbi.org</a>
North Carolina Department of Commerce	<a href="http://www.commerce.state.nc.us">www.commerce.state.nc.us</a>
North Carolina Small Business & Tech Dev. Center	<a href="http://www.sbtcdc.org">www.sbtcdc.org</a>
Employment Security Commission	<a href="http://www.ncesc.com">www.ncesc.com</a>

*Data: Various agency websites*

# North Dakota

North Dakota, located in the West North Central region of the United States, had a population of 635,867 people in 2006, making it the third least populous state. The state's population decreased by 6,333 people from 2000 to 2006, and is projected to decrease to 620,777 by 2025. This  $-0.1\%$  projected annual growth rate compares to the projected national average of  $0.8\%$ . Per capita personal income in North Dakota was \$33,034 in 2006, up from \$32,053 in 2005. For 2006, this was twenty-second lowest in the country and \$3,595 below the national average. From 2000 to 2006 per capita income in North Dakota grew at an average annual rate of  $4.7\%$ , compared to  $3.5\%$  nationally.

In 2005, the state's largest industry in terms of employment was health care and social assistance, followed by retail trade. The fastest growing industry was professional, scientific, and technical services, with  $6.2\%$  annual employment growth from 1998 to 2005. The state's workforce is generally less educated than other states— $88.1\%$  of the state's adult population has graduated from high school, compared to an  $84.1\%$  national average. Nationally, an average of  $27.0\%$  hold a bachelor degree



- ★ State Capitol
- Major Urban Area
- Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	642,200	609,645	635,867
<b>Number of Households</b>	257,152	270,437	272,352
<b>Average Household Size</b>	2.4	2.3	2.2
Age and Ethnicity			
<b>Median Age</b>	36.2	39.1	37.1
<b>Population 18 Years of Age and Older</b>	481,301	474,382	492,255
<b>Population 65 Years of Age and Older</b>	94,597	86,655	92,829
<b>Caucasian Population</b>	593,785	557,952	578,919
<b>African-American Population</b>	3,673	4,981	5,999
<b>Hispanic Population</b>	7,568	8,553	9,332
<b>Asian Population</b>	3,342	5,459	4,348
<b>Foreign-Born Population (%)</b>	1.9	2.0	2.1
Income			
<b>Per Capita Personal Income (USD)</b>	\$25,106	\$32,053	\$33,034
<b>Median Household Income (USD)</b>	\$34,604	\$41,030	\$41,919
<b>Individuals Below Poverty Level</b>	11.9%	11.2%	11.4%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

or higher compared to 25.6% in North Dakota. Nationally, 9.9% hold professional or graduate degrees compared to 6.5% in North Dakota.

In fiscal year 2004–5, North Dakota had total tax revenues of \$2.1 billion. The largest share was generated from sales and gross receipts taxes, followed by property taxes. The per capita tax burden in North Dakota was \$3,336 for 2004–5, some \$369 below the national average. In terms of business taxes, the state ranked forty-second in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state's business climate ninth and thirtieth, respectively, while ALEC ranked North Dakota twenty-fourth in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	636,623	635,133	630,112	620,777
<b>Median Age</b>	38.4	39.3	40.6	41.9
<b>Population 18 Years of Age and Older</b>	494,659	496,436	492,483	486,949
<b>Population 65 Years of Age and Older</b>	97,108	107,900	125,023	142,195

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	345,881	354,032	357,960
<b>Labor Force Participation Rate</b>	71.2%	72.2%	72.6%
<b>Unemployment Rate</b>	2.9%	3.4%	3.2%
<b>Average Wage Per Job (USD)</b>	\$24,683	\$30,850	\$32,440
<b>Education Attainment (Population 25 Years and Older)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	83.9	88.2	88.1
<b>Bachelors Degree or Higher</b>	22.0	25.5	25.6
<b>Graduate or Professional Degree</b>	5.5	6.7	6.5

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	249,476	265,663	270,479
<b>Total Payroll (\$1,000s)</b>	\$5,533,810	\$7,314,026	\$7,779,322
<b>Total Establishments</b>	20,288	20,822	21,061
<b>Establishments with 1–19 Employees</b>	17,815	18,229	18,384
<b>Establishments with 20–49 Employees</b>	1,618	1,632	1,727
<b>Establishments with 50–249 Employees</b>	774	860	849
<b>Establishments with 250–999 Employees</b>	72	92	93
<b>Establishments with 1,000+ Employees</b>	9	9	8

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Health Care and Social Assistance</b>	45,894	50,372	1,089,193	1,609,606
<b>Retail Trade</b>	41,402	43,548	655,415	854,201
<b>Accommodation and Food Services</b>	25,850	28,662	208,591	290,993
<b>Manufacturing</b>	23,209	24,604	670,183	827,442
<b>Wholesale Trade</b>	17,000	17,233	476,356	668,191
<b>Construction</b>	13,980	15,128	451,087	641,985
<b>Finance and Insurance</b>	12,526	14,990	371,331	563,818
<b>Other Services (except Public Admin.)</b>	13,819	13,601	184,901	229,642
<b>Professional, Scientific, Technical Services</b>	7,596	11,561	233,272	417,841
<b>Admin., Support, Waste Mngt., Remediation Services</b>	10,953	10,837	177,802	236,809

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	584,622	619,912
<b>Revenue from Sales and Gross Receipts Taxes</b>	742,116	791,296
<b>Revenue from Individual Income Taxes</b>	213,982	242,008
<b>Revenue from Corporate Income Taxes</b>	49,807	75,836
<b>Revenue from Other Taxes</b>	310,520	392,334
<b>Total Tax Revenue</b>	1,901,047	2,121,388
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	919	975
<b>Sales and Gross Receipts Tax Per Capita</b>	1,165	1,244
<b>Individual Income Tax Per Capita</b>	336	381
<b>Corporate Income Tax Per Capita</b>	78	119
<b>Other Taxes Per Capita</b>	488	617
<b>Total Taxes Per Capita</b>	2,985	3,336

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	42
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	9
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	30
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	24
2003–4 Employer Firm Births	1,660
2003–4 Employer Firm Terminations	1,390

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout

	1992	1996	2000	2004
Registered Voters Who Voted	NA	NA	NA	NA
Citizens Age 18+ Who Voted	67.3%	56.0%	59.9%	64.2%

*Data: Dave Leip's Atlas of U.S. Presidential Elections; Not Available*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	62.9	3
John Kerry (Democrat)	35.5	0
Other	1.6	0
2000		
George W. Bush (Republican)	60.7	3
Albert Gore (Democrat)	33.1	0
Ralph Nader (Green)	3.3	0
Other	3.0	0
1996		
William Clinton (Democrat, Incumbent)	40.1	0
Robert Dole (Republican)	46.9	3
H. Ross Perot (Reformist)	12.2	0
Other	0.7	0
1992		
William Clinton (Democrat)	32.2	0
George H. W. Bush (Republican, Incumbent)	44.2	3
H. Ross Perot (Independent)	23.1	0
Other	0.5	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
John Hoeven	R	2005	Second	No limit
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Kent Conrad	D	1986	2013	
Byron L. Dorgan	D	1992	2011	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		0	1	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Greater North Dakota Chamber of Commerce	<a href="http://www.gnda.com">www.gnda.com</a>
North Dakota Department of Commerce	<a href="http://www.growingnd.com">www.growingnd.com</a>
North Dakota Small Business Dev. Center	<a href="http://www.ndsbdc.org">www.ndsbdc.org</a>
North Dakota Secretary of State	<a href="http://www.nd.gov/sos/businessserv">www.nd.gov/sos/businessserv</a>

*Data: Various agency websites*

# Ohio

Ohio is located in the East North Central region of the United State and had a population of 11.5 million people in 2006, making it the seventh most populous state. The state's population increased by 124,866 people from 2000 to 2006, and is projected to increase to 11.6 million by 2025. This 0.1% projected annual growth rate is above the national average of 0.8%. Per capita personal income in Ohio was \$33,217 in 2006, up from \$31,849 in 2005. For 2006, this was \$3,412 below the national average and the twenty-third lowest in the country. The state's per capita income grew at an average annual rate of 2.8% from 2000 to 2006, compared to 3.5% nationally.

The state's workforce generally has less education than other states—86.2% of the state's adult population has graduated from high school, compared to an 84.1% national average; 23.0% hold a bachelor degree or higher (national average is 27.0%); and 8.3% hold professional or graduate degrees (national average is 9.9%). In 2005, the state's largest industry in terms of employment was manufacturing, followed by health care and social assistance. The fastest



★ State Capitol

■ Major Urban Area

— Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	11,353,140	11,155,606	11,478,006
<b>Number of Households</b>	4,445,773	4,507,821	4,499,506
<b>Average Household Size</b>	2.5	2.5	2.5
Age and Ethnicity			
<b>Median Age</b>	36.2	37.6	37.6
<b>Population 18 Years of Age and Older</b>	8,467,999	8,401,998	8,705,230
<b>Population 65 Years of Age and Older</b>	1,508,095	1,430,984	1,528,079
<b>Caucasian Population</b>	9,640,523	9,408,020	9,645,844
<b>African-American Population</b>	1,288,359	1,283,908	1,357,343
<b>Hispanic Population</b>	213,889	253,889	265,762
<b>Asian Population</b>	132,131	162,117	175,000
<b>Foreign-Born Population (%)</b>	3.0	3.5	3.6
Income			
<b>Per Capita Personal Income (USD)</b>	\$28,207	\$31,849	\$33,217
<b>Median Household Income (USD)</b>	\$40,956	\$43,493	\$44,532
<b>Individuals Below Poverty Level</b>	10.6%	13.0%	13.3%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis



growing industry was professional, scientific, and technical services, with 2.4% annual growth from 1998 to 2005.

In fiscal year 2004–5, Ohio had total tax revenues of \$41.7 billion. The largest share was generated from individual income taxes, followed by sales and gross receipts taxes. The per capita tax burden in Ohio was \$3,640 for 2004–5, some \$65 below the national average, but a \$221 increase from 2003–4. In terms of business taxes, Ohio ranked ninth in a report by Anderson Economic Group. The state's business climate was ranked thirty-eighth by Forbes Magazine and forty-sixth by the Tax Foundation. Ohio was ranked forty-seventh by ALEC in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	11,576,181	11,635,446	11,644,058	11,605,738
<b>Median Age</b>	38.1	38.3	39.0	39.7
<b>Population 18 Years of Age and Older</b>	8,831,750	8,912,543	8,940,542	8,932,576
<b>Population 65 Years of Age and Older</b>	1,586,981	1,766,239	1,978,464	2,206,698

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	5,807,036	5,891,633	5,933,957
<b>Labor Force Participation Rate</b>	67.3%	66.7%	66.9%
<b>Unemployment Rate</b>	4.0%	5.9%	5.5%
<b>Average Wage Per Job (USD)</b>	\$32,507	\$36,270	\$37,360
<b>Education Attainment (Population 25 Years and Older)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	83.0	86.3	86.2
<b>Bachelors Degree or Higher</b>	21.1	23.3	23.0
<b>Graduate or Professional Degree</b>	7.4	7.5	8.3

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	4,806,046	4,762,205	4,762,618
<b>Total Payroll (\$1,000s)</b>	\$140,265,358	\$162,559,634	\$168,350,499
<b>Total Establishments</b>	270,343	271,733	270,968
<b>Establishments with 1–19 Employees</b>	227,768	228,346	227,995
<b>Establishments with 20–49 Employees</b>	25,666	26,358	25,869
<b>Establishments with 50–249 Employees</b>	14,702	14,957	14,952
<b>Establishments with 250–999 Employees</b>	1,927	1,793	1,872
<b>Establishments with 1,000+ Employees</b>	280	279	280

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Manufacturing</b>	994,788	792,783	37,590,541	35,677,361
<b>Health Care and Social Assistance</b>	628,383	715,021	17,364,658	24,680,904
<b>Retail Trade</b>	632,285	620,869	10,789,385	12,465,820
<b>Accommodation and Food Services</b>	404,645	430,134	3,839,217	4,799,826
<b>Admin., Support, Waste Mngt., Remediation Services</b>	298,272	335,702	5,734,863	8,293,808
<b>Finance and Insurance</b>	246,164	263,129	9,522,859	13,685,220
<b>Professional, Scientific, Technical Services</b>	207,796	244,577	8,391,803	12,704,427
<b>Wholesale Trade</b>	254,997	237,889	9,446,007	11,276,311
<b>Other Services (except Public Admin.)</b>	228,028	227,947	3,907,272	4,750,055
<b>Construction</b>	222,637	214,948	7,898,182	9,261,274

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	11,232,828	11,973,971
<b>Revenue from Sales and Gross Receipts Taxes</b>	12,318,284	12,743,328
<b>Revenue from Individual Income Taxes</b>	12,183,380	13,079,167
<b>Revenue from Corporate Income Taxes</b>	1,060,594	1,345,910
<b>Revenue from Other Taxes</b>	2,356,137	2,572,378
<b>Total Tax Revenue</b>	39,151,223	41,714,754
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	981	1,045
<b>Sales and Gross Receipts Tax Per Capita</b>	1,076	1,112
<b>Individual Income Tax Per Capita</b>	1,064	1,141
<b>Corporate Income Tax Per Capita</b>	93	117
<b>Other Taxes Per Capita</b>	206	224
<b>Total Taxes Per Capita</b>	3,419	3,640

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	9
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	38
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	46
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	47
2003–4 Employer Firm Births	22,254
2003–4 Employer Firm Terminations	21,847

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	75.6	66.3	62.4	70.6
Citizens Age 18+ Who Voted	60.6	54.3	55.6	65.3

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	50.8	20
John Kerry (Democrat)	48.7	0
Other	0.5	0
2000		
George W. Bush (Republican)	50.0	21
Albert Gore (Democrat)	46.5	0
Ralph Nader (Green)	2.5	0
Other	1.1	0
1996		
William Clinton (Democrat, Incumbent)	47.4	21
Robert Dole (Republican)	41.0	0
H. Ross Perot (Reformist)	10.7	0
Other	1.0	0
1992		
William Clinton (Democrat)	40.2	21
George H. W. Bush (Republican, Incumbent)	38.4	0
H. Ross Perot (Independent)	21.0	0
Other	0.5	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Ted Strickland	D	2007	First	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Sherrod Brown	D	2006	2013	
George V. Voinovich	R	1998	2011	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		11	7	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Ohio Chamber of Commerce	<a href="http://www.ohiochamber.com">www.ohiochamber.com</a>
Ohio Department of Development	<a href="http://www.odod.state.oh.us">www.odod.state.oh.us</a>
Ohio Small Business Dev. Center	<a href="http://www.odod.state.oh.us/edd/osb/sbdc">www.odod.state.oh.us/edd/osb/sbdc</a>
Ohio Secretary of State	<a href="http://www.sos.state.oh.us">www.sos.state.oh.us</a>

*Data: Various agency websites*

# Oklahoma

Oklahoma, located in the West South Central region of the United States, had a population of 3.6 million people in 2006, making it the twenty-third least populous state. The state's population increased by 128,558 people from 2000 to 2006, and is projected to increase to 3.8 million by 2025. This 0.3% projected annual growth rate compares to the projected national average of 0.8%. Per capita personal income in Oklahoma was \$32,398 in 2006, up from \$30,054 in 2005. For 2006, this was eighteenth lowest in the country and \$4,231 below the national average. From 2000 to 2006 per capita income in Oklahoma grew at an average annual rate of 4.8%, compared to 3.5% nationally.

In 2005, the state's largest industry in terms of employment was health care and social assistance, followed by retail trade. The fastest growing industry was professional, scientific, and technical services, with 4.1% annual employment growth from 1998 to 2005. The state's workforce is generally less educated than other states—84.3% of the state's adult population has graduated from high school, compared to an 84.1% national average. Nationally, an average of 27.0% hold a bachelor degree



- ★ State Capitol
- Major Urban Area
- Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	3,450,654	3,433,496	3,579,212
<b>Number of Households</b>	1,342,293	1,380,595	1,385,300
<b>Average Household Size</b>	2.5	2.5	2.5
Age and Ethnicity			
<b>Median Age</b>	35.5	36.5	36.2
<b>Population 18 Years of Age and Older</b>	2,560,390	2,585,083	2,684,026
<b>Population 65 Years of Age and Older</b>	455,700	441,763	475,637
<b>Caucasian Population</b>	2,624,679	2,589,660	2,698,032
<b>African-American Population</b>	258,532	243,094	263,271
<b>Hispanic Population</b>	177,768	227,767	244,822
<b>Asian Population</b>	45,546	54,270	59,164
<b>Foreign-Born Population (%)</b>	3.8	4.5	4.9
Income			
<b>Per Capita Personal Income (USD)</b>	\$24,407	\$30,054	\$32,398
<b>Median Household Income (USD)</b>	\$33,400	\$37,063	\$38,770
<b>Individuals Below Poverty Level</b>	14.7%	16.5%	17.0%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

or higher compared to 22.1% in Oklahoma. Nationally, 9.9% hold professional or graduate degrees compared to 7.2% in Oklahoma.

In fiscal year 2004–5, Oklahoma had total tax revenues of \$10.1 billion. The largest share was generated from sales and gross receipts taxes, followed by individual income taxes. The per capita tax burden in Oklahoma was \$2,849 for 2004–5, some \$856 below the national average. In terms of business taxes, the state ranked seventeenth in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state's business climate thirtieth and nineteenth, respectively, while ALEC ranked Oklahoma thirteenth in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	3,591,516	3,661,694	3,735,690	3,820,994
<b>Median Age</b>	36.8	37.3	37.9	38.0
<b>Population 18 Years of Age and Older</b>	2,696,443	2,746,485	2,801,647	2,870,485
<b>Population 65 Years of Age and Older</b>	494,966	553,761	625,384	702,307

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	1,661,045	1,704,988	1,719,628
<b>Labor Force Participation Rate</b>	64.4%	63.8%	63.7%
<b>Unemployment Rate</b>	3.1%	4.4%	4.0%
<b>Average Wage Per Job (USD)</b>	\$26,988	\$31,460	\$32,570
<b>Education Attainment (Population 25 Years and Older)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	80.6	84.3	84.3
<b>Bachelors Degree or Higher</b>	20.3	22.4	22.1
<b>Graduate or Professional Degree</b>	6.8	7.2	7.2

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	1,167,709	1,195,043	1,220,285
<b>Total Payroll (\$1,000s)</b>	\$28,667,008	\$35,597,604	\$37,620,071
<b>Total Establishments</b>	84,881	87,440	88,548
<b>Establishments with 1–19 Employees</b>	73,827	76,061	76,986
<b>Establishments with 20–49 Employees</b>	7,124	7,363	7,462
<b>Establishments with 50–249 Employees</b>	3,453	3,527	3,587
<b>Establishments with 250–999 Employees</b>	420	423	445
<b>Establishments with 1,000+ Employees</b>	57	66	68

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Health Care and Social Assistance</b>	171,498	187,899	4,149,804	5,821,233
<b>Retail Trade</b>	165,852	168,914	2,605,428	3,350,298
<b>Manufacturing</b>	168,140	140,428	5,241,720	5,556,517
<b>Accommodation and Food Services</b>	104,489	121,362	956,839	1,279,470
<b>Admin., Support, Waste Mngt., Remediation Services</b>	79,011	98,357	1,404,856	2,359,530
<b>Professional, Scientific, Technical Services</b>	49,645	65,621	1,721,291	2,718,604
<b>Construction</b>	54,900	61,415	1,478,200	2,036,409
<b>Other Services (except Public Admin.)</b>	61,363	61,305	962,404	1,136,855
<b>Finance and Insurance</b>	57,364	58,568	1,825,437	2,359,868
<b>Wholesale Trade</b>	61,096	55,771	1,919,885	2,311,890

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	1,637,457	1,718,634
<b>Revenue from Sales and Gross Receipts Taxes</b>	3,638,525	3,891,471
<b>Revenue from Individual Income Taxes</b>	2,319,123	2,468,609
<b>Revenue from Corporate Income Taxes</b>	133,309	168,890
<b>Revenue from Other Taxes</b>	1,706,529	1,825,498
<b>Total Tax Revenue</b>	9,434,943	10,073,102
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	465	486
<b>Sales and Gross Receipts Tax Per Capita</b>	1,032	1,101
<b>Individual Income Tax Per Capita</b>	658	698
<b>Corporate Income Tax Per Capita</b>	38	48
<b>Other Taxes Per Capita</b>	484	516
<b>Total Taxes Per Capita</b>	2,677	2,849

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	17
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	30
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	19
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	13
2003–4 Employer Firm Births	8,334
2003–4 Employer Firm Terminations	7,421

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	60.4	61.0	55.3	68.3
Citizens Age 18+ Who Voted	59.7	49.7	48.2	55.6

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	65.6	7
John Kerry (Democrat)	34.4	0
Other	0.0	0
2000		
George W. Bush (Republican)	60.3	8
Albert Gore (Democrat)	38.4	0
Ralph Nader (Green)	0.0	0
Other	1.3	0
1996		
William Clinton (Democrat, Incumbent)	40.5	0
Robert Dole (Republican)	48.3	8
H. Ross Perot (Reformist)	10.8	0
Other	0.5	0
1992		
William Clinton (Democrat)	34.0	0
George H. W. Bush (Republican, Incumbent)	42.7	8
H. Ross Perot (Independent)	23.0	0
Other	0.3	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*



<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Brad Henry	D	2007	Second	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
James M. Inhofe	R	1994	2009	
Tom Coburn	R	2004	2011	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		4	1	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

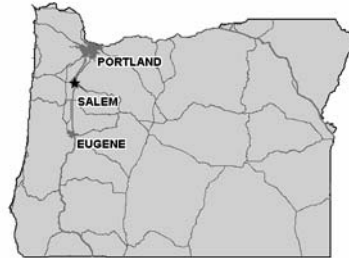
<b>Agency</b>	<b>Website Address</b>
The State Chamber	<a href="http://www.okstatechamber.com">www.okstatechamber.com</a>
Oklahoma Advantage, Oklahoma Department of Commerce	<a href="http://www.okcommerce.gov">www.okcommerce.gov</a>
Oklahoma Small Business Dev. Center	<a href="http://www.osbdc.org">www.osbdc.org</a>
Oklahoma Secretary of State	<a href="http://www.sos.state.ok.us/business/business_filing.htm">www.sos.state.ok.us/business/business_filing.htm</a>

*Data: Various agency websites*

# Oregon

With a population of 3.7 million people, Oregon was the twenty-fourth least populous state in the United States in 2006. From 2000 to 2006 the state's population increased by 279,359 people, and is projected to increase to 4.5 million by 2025. This 1.1% projected annual growth rate compares to the projected national average of 0.8%. The state's 2006 per capita personal income of \$33,252 was higher compared to \$31,507 in 2005 and twenty-fourth lowest in the United States, some \$3,377 below the national average. Per capita income in Oregon grew at an average annual rate of 2.9% from 2000 to 2006, compared to 3.5% nationally.

Oregon's largest industry in terms of 2005 employment was retail trade. The fastest growing industry was professional, scientific, and technical services, with 2.7% annual employment growth from 1998 to 2005. The second fastest growing industry was health care and social assistance. The state's workforce is generally more educated than other states—87.6% of the state's adult population has graduated from high school, compared to an 84.1% national average;



★ State Capitol

■ Major Urban Area

— Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	3,421,399	3,560,109	3,700,758
<b>Number of Households</b>	1,333,723	1,425,340	1,449,662
<b>Average Household Size</b>	2.5	2.5	2.5
Age and Ethnicity			
<b>Median Age</b>	36.3	37.0	37.6
<b>Population 18 Years of Age and Older</b>	2,577,129	2,713,648	2,843,141
<b>Population 65 Years of Age and Older</b>	437,887	447,408	476,865
<b>Caucasian Population</b>	2,957,510	3,089,729	3,186,177
<b>African-American Population</b>	53,032	58,309	63,631
<b>Hispanic Population</b>	273,938	353,433	379,034
<b>Asian Population</b>	99,136	125,049	135,746
<b>Foreign-Born Population (%)</b>	8.5	9.7	9.7
Income			
<b>Per Capita Personal Income (USD)</b>	\$28,097	\$31,507	\$33,252
<b>Median Household Income (USD)</b>	\$40,916	\$42,944	\$46,230
<b>Individuals Below Poverty Level</b>	11.6%	14.1%	13.3%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

27.6% hold a bachelor degree or higher (national average is 27.0%); and 10.0% hold professional or graduate degrees compared to the national average of 9.9%.

Oregon's total tax revenue was \$11.1 billion for fiscal year 2004–5, up from the 2003–4 total revenue of \$10.5 billion. The largest share of tax revenue in 2004–5 was generated from individual income taxes, followed by property taxes. On a per capita basis, residents of Oregon paid taxes of \$3,060, compared to the national average of \$3,705 for 2004–5. In terms of business taxes, the state ranked thirty-third in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state's business climate twenty-eighth and tenth, respectively, while ALEC ranked Oregon at thirty-sixth in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	3,790,996	4,012,924	4,260,393	4,536,418
<b>Median Age</b>	37.6	37.9	38.5	38.9
<b>Population 18 Years of Age and Older</b>	2,927,830	3,097,346	3,279,891	3,483,880
<b>Population 65 Years of Age and Older</b>	494,328	590,784	704,866	805,717

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	1,810,150	1,870,407	1,898,847
<b>Labor Force Participation Rate</b>	68.5%	65.6%	65.3%
<b>Unemployment Rate</b>	5.1%	6.2%	5.4%
<b>Average Wage Per Job (USD)</b>	\$32,774	\$37,280	\$38,570
<b>Education Attainment (Population 25 Years and Older)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	85.1	87.5	87.6
<b>Bachelors Degree or Higher</b>	25.1	27.7	27.6
<b>Graduate or Professional Degree</b>	8.7	10.0	10.0

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	1,310,750	1,355,542	1,409,576
<b>Total Payroll (\$1,000s)</b>	\$37,722,920	\$46,346,936	\$50,019,294
<b>Total Establishments</b>	99,183	105,449	108,571
<b>Establishments with 1–19 Employees</b>	86,688	92,522	95,175
<b>Establishments with 20–49 Employees</b>	8,151	8,383	8,660
<b>Establishments with 50–249 Employees</b>	3,831	4,036	4,182
<b>Establishments with 250–999 Employees</b>	456	439	484
<b>Establishments with 1,000+ Employees</b>	57	69	70

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Retail Trade</b>	182,706	199,261	3,622,503	4,708,601
<b>Manufacturing</b>	211,636	184,708	7,624,969	7,987,583
<b>Health Care and Social Assistance</b>	150,105	180,291	4,199,706	6,773,806
<b>Accommodation and Food Services</b>	125,462	140,934	1,363,861	1,944,540
<b>Admin., Support, Waste Mngt., Remediation Services</b>	81,555	92,640	1,621,416	2,249,439
<b>Construction</b>	78,753	85,319	2,718,801	3,532,998
<b>Wholesale Trade</b>	77,517	75,899	2,950,647	3,629,651
<b>Professional, Scientific, Technical Services</b>	62,828	75,596	2,380,263	3,692,635
<b>Finance and Insurance</b>	59,843	68,114	2,501,220	3,586,248
<b>Other Services (except Public Admin.)</b>	57,303	62,299	1,028,385	1,435,665

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	3,459,371	3,562,960
<b>Revenue from Sales and Gross Receipts Taxes</b>	1,014,307	971,506
<b>Revenue from Individual Income Taxes</b>	4,370,854	4,829,181
<b>Revenue from Corporate Income Taxes</b>	320,065	365,347
<b>Revenue from Other Taxes</b>	1,309,613	1,377,997
<b>Total Tax Revenue</b>	10,474,210	11,106,991
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	963	982
<b>Sales and Gross Receipts Tax Per Capita</b>	282	268
<b>Individual Income Tax Per Capita</b>	1,217	1,330
<b>Corporate Income Tax Per Capita</b>	89	101
<b>Other Taxes Per Capita</b>	365	380
<b>Total Taxes Per Capita</b>	2,917	3,060

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

<b>Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)</b>	33
<b>Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)</b>	28
<b>Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)</b>	10
<b>ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)</b>	36
<b>2003–4 Employer Firm Births</b>	10,774
<b>2003–4 Employer Firm Terminations</b>	9,190

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
<b>Registered Voters Who Voted</b>	82.4	70.2	78.5	85.8
<b>Citizens Age 18+ Who Voted</b>	65.7	57.1	59.5	67.8

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
<b>George W. Bush (Republican, Incumbent)</b>	47.2	0
<b>John Kerry (Democrat)</b>	51.4	7
<b>Other</b>	1.5	0
2000		
<b>George W. Bush (Republican)</b>	46.5	0
<b>Albert Gore (Democrat)</b>	47.0	7
<b>Ralph Nader (Green)</b>	5.0	0
<b>Other</b>	1.5	0
1996		
<b>William Clinton (Democrat, Incumbent)</b>	47.2	7
<b>Robert Dole (Republican)</b>	39.1	0
<b>H. Ross Perot (Reformist)</b>	8.8	0
<b>Other</b>	5.0	0
1992		
<b>William Clinton (Democrat)</b>	42.5	7
<b>George H. W. Bush (Republican, Incumbent)</b>	32.5	0
<b>H. Ross Perot (Independent)</b>	24.2	0
<b>Other</b>	0.8	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Ted Kulongoski	D	2007	Second	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Gordon H. Smith	R	1996	2009	
Ron Wyden	D	1996	2011	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		1	4	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Associated Oregon Industries, Inc.	<a href="http://www.aoi.org">www.aoi.org</a>
Oregon Economic and Community Development Department	<a href="http://econ.oregon.gov">econ.oregon.gov</a>
Oregon Small Business Development Center	<a href="http://www.bizcenter.org">www.bizcenter.org</a>
Oregon Secretary of State, Corporation Division	<a href="http://www.filinginoregon.com">www.filinginoregon.com</a>

*Data: Various agency websites*

# Pennsylvania

Pennsylvania is located in the Mid-Atlantic region of the United States and had a population of 12.4 million people in 2006, making it the sixth most populous state. The state's population increased by 159,657 people from 2000 to 2006, and is projected to increase to 12.8 million by 2025. This 0.2% projected annual growth rate is below the national average of 0.8%. Per capita personal income in Pennsylvania was \$36,689 in 2006, up from \$34,810 in 2005. For 2006, this was \$60 above the national average and the nineteenth highest in the country. The state's per capita income grew at an average annual rate of 3.6% from 2000 to 2006, compared to 3.5% nationally.

The state's workforce generally has less education than other states—86.2% of the state's adult population has graduated from high school, compared to an 84.1% national average; 25.4% hold a bachelor degree or higher (national average is 27.0%); and 9.6% hold professional or graduate degrees (national average is 9.9%). In 2005, the state's largest industry in terms of employment was health care and social assistance, followed by retail trade. The fastest growing industry was professional,



★ State Capitol

■ Major Urban Area

— Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	12,281,054	11,979,147	12,440,621
<b>Number of Households</b>	4,777,003	4,860,140	4,845,603
<b>Average Household Size</b>	2.5	2.5	2.5
Age and Ethnicity			
<b>Median Age</b>	38.0	39.7	39.6
<b>Population 18 Years of Age and Older</b>	9,362,066	9,179,373	9,633,087
<b>Population 65 Years of Age and Older</b>	1,920,257	1,754,466	1,883,234
<b>Caucasian Population</b>	10,486,177	10,132,144	10,429,732
<b>African-American Population</b>	1,211,669	1,208,536	1,289,799
<b>Hispanic Population</b>	392,121	484,679	527,142
<b>Asian Population</b>	216,631	266,473	289,289
<b>Foreign-Born Population (%)</b>	4.1	5.0	5.1
Income			
<b>Per Capita Personal Income (USD)</b>	\$29,695	\$34,810	\$36,689
<b>Median Household Income (USD)</b>	\$40,106	\$44,537	\$46,259
<b>Individuals Below Poverty Level</b>	11.0%	11.9%	12.1%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

scientific, and technical services, with 1.9% annual growth from 1998 to 2005.

In fiscal year 2004–5, Pennsylvania had total tax revenues of \$46.0 billion. The largest share was generated from sales and gross receipts taxes, followed by property taxes. The per capita tax burden in Pennsylvania was \$3,721 for 2004–5, just \$16 above the national average, and a \$274 increase from 2003–4. In terms of business taxes, Pennsylvania ranked twenty-fourth in a report by Anderson Economic Group. The state's business climate was ranked thirty-ninth by Forbes Magazine and twenty-seventh by the Tax Foundation. Pennsylvania was ranked thirty-seventh by ALEC in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	12,584,487	12,710,938	12,787,354	12,801,945
<b>Median Age</b>	40.0	40.3	40.6	41.4
<b>Population 18 Years of Age and Older</b>	9,836,892	9,970,245	10,016,274	10,023,766
<b>Population 65 Years of Age and Older</b>	1,956,235	2,148,982	2,403,118	2,688,781

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	6,085,833	6,279,472	6,306,050
<b>Labor Force Participation Rate</b>	64.1%	64.6%	64.5%
<b>Unemployment Rate</b>	4.2%	5.0%	4.7%
<b>Average Wage Per Job (USD)</b>	\$34,015	\$36,320	\$37,580

### Education Attainment (Population 25 Years and Older)

	(%)	(%)	(%)
<b>High School Graduate or Higher</b>	81.9	86.7	86.2
<b>Bachelors Degree or Higher</b>	22.4	25.7	25.4
<b>Graduate or Professional Degree</b>	8.4	9.8	9.6

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	4,906,190	5,107,044	5,082,630
<b>Total Payroll (\$1,000s)</b>	\$145,569,019	\$181,784,478	\$189,692,284
<b>Total Establishments</b>	292,659	301,557	303,333
<b>Establishments with 1–19 Employees</b>	250,822	256,868	258,823
<b>Establishments with 20–49 Employees</b>	25,263	27,113	26,891
<b>Establishments with 50–249 Employees</b>	14,282	15,214	15,284
<b>Establishments with 250–999 Employees</b>	1,971	2,050	2,025
<b>Establishments with 1,000+ Employees</b>	321	312	310

*Data: U.S. Census Bureau, County Business Patterns*



<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Health Care and Social Assistance</b>	740,333	837,643	20,979,688	29,533,070
<b>Retail Trade</b>	645,472	668,973	11,092,400	14,205,271
<b>Manufacturing</b>	818,215	663,605	28,636,023	28,643,809
<b>Accommodation and Food Services</b>	364,480	404,683	3,736,716	5,053,740
<b>Professional, Scientific, Technical Services</b>	266,917	304,291	12,571,204	18,452,450
<b>Admin., Support, Waste Mngt., Remediation Services</b>	278,403	295,723	5,632,982	7,639,549
<b>Finance and Insurance</b>	272,427	295,538	11,510,271	17,612,704
<b>Other Services (except Public Admin.)</b>	239,673	250,423	4,148,515	5,349,986
<b>Construction</b>	225,797	242,100	8,279,710	11,463,841
<b>Wholesale Trade</b>	234,940	238,710	9,203,086	11,945,383

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	12,518,226	13,390,534
<b>Revenue from Sales and Gross Receipts Taxes</b>	12,917,786	13,637,892
<b>Revenue from Individual Income Taxes</b>	10,311,095	11,461,650
<b>Revenue from Corporate Income Taxes</b>	1,677,998	1,703,295
<b>Revenue from Other Taxes</b>	5,292,752	5,825,887
<b>Total Tax Revenue</b>	42,717,857	46,019,258
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	1,010	1,083
<b>Sales and Gross Receipts Tax Per Capita</b>	1,042	1,103
<b>Individual Income Tax Per Capita</b>	832	927
<b>Corporate Income Tax Per Capita</b>	135	138
<b>Other Taxes Per Capita</b>	427	471
<b>Total Taxes Per Capita</b>	3,447	3,721

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

### Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	24
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	39
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	27
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	37
2003–4 Employer Firm Births	25,364
2003–4 Employer Firm Terminations	23,431

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	82.8	66.2	63.1	69.0
Citizens Age 18+ Who Voted	54.3	49.0	52.5	60.5

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	48.4	0
John Kerry (Democrat)	50.9	21
Other	0.7	0
2000		
George W. Bush (Republican)	46.4	0
Albert Gore (Democrat)	50.6	23
Ralph Nader (Green)	2.1	0
Other	0.9	0
1996		
William Clinton (Democrat, Incumbent)	49.2	23
Robert Dole (Republican)	40.0	0
H. Ross Perot (Reformist)	9.6	0
Other	1.3	0
1992		
William Clinton (Democrat)	45.2	23
George H. W. Bush (Republican, Incumbent)	36.1	0
H. Ross Perot (Independent)	18.2	0
Other	0.5	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Edward Rendell	D	2007	Second	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Bob Casey, Jr.	D	2006	2013	
Arlen Specter	R	1980	2011	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		8	11	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Pennsylvania Chamber of Business & Industry	<a href="http://www.pachamber.org">www.pachamber.org</a>
Pennsylvania Department of Community and Economic Development	<a href="http://www.newpa.com">www.newpa.com</a>
Pennsylvania Small Business Dev. Center	<a href="http://www.pasbdc.org">www.pasbdc.org</a>
Pennsylvania Department of State	<a href="http://www.dos.state.pa.us/corps">www.dos.state.pa.us/corps</a>

*Data: Various agency websites*

# Rhode Island

Rhode Island, located in the New England region of the United States, had a population of 1.1 million people in 2006, making it the eighth least populous state. The state's population increased by 19,291 people from 2000 to 2006, and is projected to increase to 1.2 million by 2025. This 0.4% projected annual growth rate compares to the projected national average of 0.8%. Per capita personal income in Rhode Island was \$37,261 in 2006, up from \$35,757 in 2005. For 2006, this was seventeenth highest in the country and \$632 above the national average. From 2000 to 2006 per capita income in Rhode Island grew at an average annual rate of 4.1%, compared to 3.5% nationally.

In 2005, the state's largest industry in terms of employment was health care and social assistance, followed by manufacturing. The fastest growing industry was professional, scientific, and technical services, with 5.2% annual employment growth from 1998 to 2005. The state's workforce is generally more educated than other states—82.4% of the state's adult population has graduated from high school, compared to an 84.1% national



- ★ State Capitol
- Major Urban Area
- Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	1,048,319	1,032,662	1,067,610
<b>Number of Households</b>	408,424	406,089	405,627
<b>Average Household Size</b>	2.5	2.5	2.5
Age and Ethnicity			
<b>Median Age</b>	36.7	38.4	38.4
<b>Population 18 Years of Age and Older</b>	800,810	788,331	830,163
<b>Population 65 Years of Age and Older</b>	152,719	139,961	147,444
<b>Caucasian Population</b>	890,766	856,314	882,370
<b>African-American Population</b>	45,236	51,843	54,396
<b>Hispanic Population</b>	90,452	112,722	117,708
<b>Asian Population</b>	23,825	26,803	29,406
<b>Foreign-Born Population (%)</b>	11.4	12.6	12.6
Income			
<b>Per Capita Personal Income (USD)</b>	\$29,214	\$35,757	\$37,261
<b>Median Household Income (USD)</b>	\$42,090	\$51,458	\$51,814
<b>Individuals Below Poverty Level</b>	11.9%	12.3%	11.1%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

average. Nationally, an average of 27.0% hold a bachelor degree or higher compared to 29.6% in Rhode Island. Nationally, 9.9% hold professional or graduate degrees compared to 11.3% in Rhode Island.

In fiscal year 2004–5, Rhode Island had total tax revenues of \$4.5 billion. The largest share was generated from property taxes, followed by sales and gross receipts taxes. The per capita tax burden in Rhode Island was \$4,218 for 2004–5, some \$513 above below the national average. In terms of business taxes, the state ranked thirty-ninth in a report from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state’s business climate forty-fifth and fiftieth, respectively, while ALEC ranked Rhode Island forty-eighth in its state competitiveness index. One is considered best for each ranking.

### Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	1,116,652	1,139,543	1,154,230	1,157,855
<b>Median Age</b>	38.2	38.2	39.2	39.7
<b>Population 18 Years of Age and Older</b>	867,379	891,204	900,219	901,037
<b>Population 65 Years of Age and Older</b>	157,358	175,242	197,972	224,508

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	543,404	568,610	577,338
<b>Labor Force Participation Rate</b>	66.8%	67.5%	68.5%
<b>Unemployment Rate</b>	4.2%	5.1%	5.1%
<b>Average Wage Per Job (USD)</b>	\$32,615	\$38,980	\$40,580
<b>Education Attainment (Population 25 Years and Older)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	78.0	83.5	82.4
<b>Bachelors Degree or Higher</b>	25.6	29.3	29.6
<b>Graduate or Professional Degree</b>	9.7	11.5	11.3

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	402,485	434,706	442,291
<b>Total Payroll (\$1,000s)</b>	\$11,115,638	\$15,025,183	\$15,756,079
<b>Total Establishments</b>	28,245	30,011	30,331
<b>Establishments with 1–19 Employees</b>	24,651	25,940	26,255
<b>Establishments with 20–49 Employees</b>	2,242	2,556	2,546
<b>Establishments with 50–249 Employees</b>	1,165	1,344	1,366
<b>Establishments with 250–999 Employees</b>	162	146	137
<b>Establishments with 1,000+ Employees</b>	25	25	27

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Health Care and Social Assistance</b>	68,633	82,286	1,914,868	2,825,111
<b>Manufacturing</b>	74,181	58,738	2,341,311	2,366,601
<b>Retail Trade</b>	46,781	54,724	834,011	1,284,483
<b>Accommodation and Food Services</b>	33,837	42,638	384,469	611,147
<b>Finance and Insurance</b>	24,277	33,032	917,996	1,989,292
<b>Admin., Support, Waste Mngt., Remediation Services</b>	28,065	22,929	563,833	563,367
<b>Professional, Scientific, Technical Services</b>	15,973	22,718	632,606	1,141,686
<b>Educational Services</b>	18,410	22,070	429,108	668,237
<b>Construction</b>	16,290	20,041	614,594	993,532
<b>Other Services (except Public Admin.)</b>	16,913	19,741	314,071	463,394

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	1,759,134	1,819,413
<b>Revenue from Sales and Gross Receipts Taxes</b>	1,310,984	1,386,537
<b>Revenue from Individual Income Taxes</b>	899,939	998,042
<b>Revenue from Corporate Income Taxes</b>	69,479	113,326
<b>Revenue from Other Taxes</b>	162,730	182,306
<b>Total Tax Revenue</b>	4,202,266	4,499,624
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	1,629	1,706
<b>Sales and Gross Receipts Tax Per Capita</b>	1,214	1,300
<b>Individual Income Tax Per Capita</b>	833	936
<b>Corporate Income Tax Per Capita</b>	64	106
<b>Other Taxes Per Capita</b>	151	171
<b>Total Taxes Per Capita</b>	3,891	4,218

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	39
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	45
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	50
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	48
2003–4 Employer Firm Births	2,864
2003–4 Employer Firm Terminations	2,234

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	81.8	64.8	60.9	61.7
Citizens Age 18+ Who Voted	58.4	52.0	51.1	52.5

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	38.7	0
John Kerry (Democrat)	59.4	4
Other	1.9	0
2000		
George W. Bush (Republican)	31.9	0
Albert Gore (Democrat)	61.0	4
Ralph Nader (Green)	6.1	0
Other	1.0	0
1996		
William Clinton (Democrat, Incumbent)	59.7	4
Robert Dole (Republican)	26.8	0
H. Ross Perot (Reformist)	11.2	0
Other	2.3	0
1992		
William Clinton (Democrat)	47.0	4
George H. W. Bush (Republican, Incumbent)	29.0	0
H. Ross Perot (Independent)	23.2	0
Other	0.8	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Don Carcieri	R	2007	Second	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Jack Reed	D	1996	2009	
Sheldon Whitehouse	D	2006	2013	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		0	2	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Narragansett Rhode Island Chamber of Commerce	<a href="http://www.narragansettri.com/chamber/">www.narragansettri.com/chamber/</a>
Rhode Island Economic Development Corporation	<a href="http://www.riedc.com">www.riedc.com</a>
Rhode Island Small Business Dev. Center	<a href="http://www.risbdc.org">www.risbdc.org</a>
Rhode Island Secretary of State	<a href="http://www.sec.state.ri.us/corps">www.sec.state.ri.us/corps</a>

*Data: Various agency websites*



# South Carolina

With a population of 4.3 million people, South Carolina was the twenty-seventh least populous state in the United States in 2006. From 2000 to 2006 the state's population increased by 309,237 people, and is projected to increase to 5.0 million by 2025. This 0.8% projected annual growth rate is equal to the projected national average. The state's 2006 per capita personal income of \$29,668 was higher compared to \$28,427 in 2005 and fourth lowest in the United States, some \$6,941 below the national average. Per capita income in South Carolina grew at an average annual rate of 3.3% from 2000 to 2006, compared to 3.5% nationally.

South Carolina's largest industry in terms of 2005 employment was manufacturing. The fastest growing industry was professional, scientific, and technical services, with 4.0% annual employment growth from 1998 to 2005. The second fastest growing industry was health care and social assistance. The state's workforce is generally less educated than other states—81.3% of the state's adult population has graduated from high school, compared to an 84.1% national average;



★ State Capitol

■ Major Urban Area

— Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	4,012,012	4,113,961	4,321,249
<b>Number of Households</b>	1,533,854	1,635,907	1,656,978
<b>Average Household Size</b>	2.5	2.5	2.5
Age and Ethnicity			
<b>Median Age</b>	35.4	37.1	37.1
<b>Population 18 Years of Age and Older</b>	3,002,919	3,091,757	3,282,383
<b>Population 65 Years of Age and Older</b>	485,845	505,588	553,855
<b>Caucasian Population</b>	2,695,678	2,774,429	2,908,324
<b>African-American Population</b>	1,182,727	1,174,488	1,237,900
<b>Hispanic Population</b>	92,828	135,041	148,632
<b>Asian Population</b>	36,505	44,560	46,939
<b>Foreign-Born Population (%)</b>	2.9	4.2	4.1
Income			
<b>Per Capita Personal Income (USD)</b>	\$24,424	\$28,427	\$29,688
<b>Median Household Income (USD)</b>	\$37,082	\$39,316	\$41,100
<b>Individuals Below Poverty Level</b>	14.1%	15.6%	15.7%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

22.7% hold a bachelor degree or higher (national average is 27.0%). Nationally, 9.9% hold professional or graduate degrees compared to 7.9% in South Carolina.

South Carolina's total tax revenue was \$11.8 billion for fiscal year 2004–5, up from the 2003–4 total revenue of \$11.2 billion. The largest share of tax revenue in 2004–5 was generated from sales and gross receipts taxes, followed by property taxes. On a per capita basis, residents of South Carolina paid taxes of \$2,773, compared to the national average of \$3,705 for 2004–5. In terms of business taxes, the state ranked thirty-second in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state's business climate twenty-third and twenty-sixth, respectively, while ALEC ranked South Carolina twenty-fifth in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	4,446,704	4,642,137	4,822,577	4,989,550
<b>Median Age</b>	38.4	39.4	40.3	41.0
<b>Population 18 Years of Age and Older</b>	3,410,355	3,580,984	3,737,193	3,878,805
<b>Population 65 Years of Age and Older</b>	605,660	729,179	866,250	1,009,242

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	1,972,850	2,079,339	2,126,439
<b>Labor Force Participation Rate</b>	65.2%	64.1%	64.3%
<b>Unemployment Rate</b>	3.6%	6.7%	6.5%
<b>Average Wage Per Job (USD)</b>	\$28,179	\$32,250	\$33,400

### Education Attainment (Population 25 Years and Older)

	(%)	(%)	(%)
<b>High School Graduate or Higher</b>	76.3	81.7	81.3
<b>Bachelors Degree or Higher</b>	20.4	23.0	22.7
<b>Graduate or Professional Degree</b>	6.9	7.9	7.9

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	1,526,106	1,560,573	1,584,914
<b>Total Payroll (\$1,000s)</b>	\$38,559,169	\$46,656,784	\$49,450,267
<b>Total Establishments</b>	94,985	101,165	103,416
<b>Establishments with 1–19 Employees</b>	82,048	86,748	88,962
<b>Establishments with 20–49 Employees</b>	7,980	9,134	9,158
<b>Establishments with 50–249 Employees</b>	4,195	4,605	4,595
<b>Establishments with 250–999 Employees</b>	670	594	614
<b>Establishments with 1,000+ Employees</b>	92	84	87

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Manufacturing</b>	343,295	271,326	10,898,250	10,958,564
<b>Retail Trade</b>	213,800	220,737	3,393,667	4,511,411
<b>Health Care and Social Assistance</b>	161,581	196,457	4,600,631	6,935,358
<b>Accommodation and Food Services</b>	145,493	173,653	1,490,773	2,150,063
<b>Admin., Support, Waste Mngt., Remediation Services</b>	122,913	129,611	2,183,375	2,913,796
<b>Construction</b>	111,427	108,276	2,973,943	3,594,290
<b>Other Services (except Public Admin.)</b>	67,783	77,373	1,076,923	1,526,250
<b>Professional, Scientific, Technical Services</b>	58,476	76,896	2,264,270	3,778,332
<b>Finance and Insurance</b>	58,771	65,591	1,972,715	2,784,533
<b>Wholesale Trade</b>	60,762	63,718	2,056,717	2,822,820

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	3,704,419	3,738,818
<b>Revenue from Sales and Gross Receipts Taxes</b>	4,011,717	4,230,882
<b>Revenue from Individual Income Taxes</b>	2,438,712	2,691,473
<b>Revenue from Corporate Income Taxes</b>	196,510	246,935
<b>Revenue from Other Taxes</b>	825,248	892,532
<b>Total Tax Revenue</b>	11,176,606	11,800,640
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	882	879
<b>Sales and Gross Receipts Tax Per Capita</b>	956	994
<b>Individual Income Tax Per Capita</b>	581	633
<b>Corporate Income Tax Per Capita</b>	47	58
<b>Other Taxes Per Capita</b>	197	210
<b>Total Taxes Per Capita</b>	2,662	2,773

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	32
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	23
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	26
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	25
2003–4 Employer Firm Births	10,111
2003–4 Employer Firm Terminations	8,656

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	78.2	63.3	61.1	69.9
Citizens Age 18+ Who Voted	45.0	41.5	46.1	51.8

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	58.0	8
John Kerry (Democrat)	40.9	0
Other	1.1	0
2000		
George W. Bush (Republican)	56.8	8
Albert Gore (Democrat)	40.9	0
Ralph Nader (Green)	1.5	0
Other	0.8	0
1996		
William Clinton (Democrat, Incumbent)	44.0	0
Robert Dole (Republican)	49.9	8
H. Ross Perot (Reformist)	5.6	0
Other	0.7	0
1992		
William Clinton (Democrat)	39.9	0
George H. W. Bush (Republican, Incumbent)	48.0	8
H. Ross Perot (Independent)	11.6	0
Other	0.6	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Mark Sanford	R	2007	Second	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Lindsey Graham	R	2002	2009	
Jim DeMint	R	2004	2011	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		4	2	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

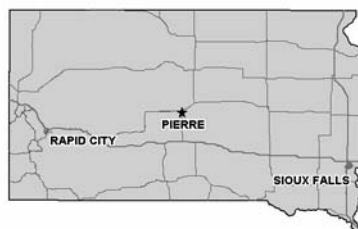
<b>Agency</b>	<b>Website Address</b>
South Carolina Chamber of Commerce	<a href="http://www.scchamber.net">www.scchamber.net</a>
South Carolina Economic Development Directory	<a href="http://www.sciway.net/econ">www.sciway.net/econ</a>
South Carolina Small Business Dev. Center	<a href="http://scsbdc.moore.sc.edu">scsbdc.moore.sc.edu</a>
South Carolina Secretary of State	<a href="http://www.scsos.com">www.scsos.com</a>

*Data: Various agency websites*

# South Dakota

South Dakota is located in the West North Central region of the United States and had a population of 781,919 people in 2006, making it the fifth least populous state. The state's population increased by 27,075 people from 2000 to 2006, and is projected to increase to 801,845 by 2025. This 0.1% projected annual growth rate is below the national average of 0.8%. Per capita personal income in South Dakota was \$32,405 in 2006, up from \$31,811 in 2005. For 2006, this was \$4,224 below the national average and the nineteenth lowest in the country. The state's per capita income grew at an average annual rate of 3.9% from 2000 to 2006, compared to 3.5% nationally.

The state's workforce generally has less education than other states—88.3% of the state's adult population has graduated from high school, compared to an 84.1% national average; 24.9% hold a bachelor degree or higher (national average is 27.0%); and 7.3% hold professional or graduate degrees (national average is 9.9%). In 2005, the state's largest industry in terms of employment was health care and social assistance, followed by



- ★ State Capitol
- Major Urban Area
- Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	754,844	746,033	781,919
<b>Number of Households</b>	290,245	310,331	312,477
<b>Average Household Size</b>	2.5	2.4	2.4
Age and Ethnicity			
<b>Median Age</b>	35.6	37.0	37.3
<b>Population 18 Years of Age and Older</b>	552,118	559,788	587,942
<b>Population 65 Years of Age and Older</b>	108,116	101,090	111,639
<b>Caucasian Population</b>	669,477	656,165	681,785
<b>African-American Population</b>	4,518	6,166	5,262
<b>Hispanic Population</b>	10,386	14,140	15,544
<b>Asian Population</b>	4,729	4,756	7,064
<b>Foreign-Born Population (%)</b>	1.8	2.3	2.2
Income			
<b>Per Capita Personal Income (USD)</b>	\$25,720	\$31,811	\$32,405
<b>Median Household Income (USD)</b>	\$35,282	\$40,310	\$42,791
<b>Individuals Below Poverty Level</b>	13.2%	13.6%	13.6%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

retail trade. The fastest growing industry was professional, scientific, and technical services, with 3.8% annual growth from 1998 to 2005.

In fiscal year 2004–5, South Dakota had total tax revenues of \$2.1 billion. The largest share was generated from sales and gross receipts taxes, followed by property taxes. The per capita tax burden in South Dakota was \$2,697 for 2004–5, some \$1,008 below the national average, but a \$82 increase from 2003–4. In terms of business taxes, South Dakota ranked eighth in a study from Anderson Economic Group. The state's business climate was ranked twenty-fifth by Forbes Magazine and second by the Tax Foundation. South Dakota was ranked third by ALEC in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	786,399	796,954	801,939	801,845
<b>Median Age</b>	37.5	38.3	39.6	40.8
<b>Population 18 Years of Age and Older</b>	592,247	600,551	604,727	605,728
<b>Population 65 Years of Age and Older</b>	114,459	127,974	148,398	169,663

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	408,685	427,307	430,992
<b>Labor Force Participation Rate</b>	72.8%	72.9%	72.7%
<b>Unemployment Rate</b>	2.7%	3.7%	3.2%
<b>Average Wage Per Job (USD)</b>	\$24,802	\$29,170	\$30,460
<b>Education Attainment (Population 25 Years and Older)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	84.6	88.6	88.3
<b>Bachelors Degree or Higher</b>	21.5	24.7	24.9
<b>Graduate or Professional Degree</b>	6.0	7.0	7.3

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	289,422	308,010	310,802
<b>Total Payroll (\$1,000s)</b>	\$6,403,476	\$8,433,346	\$8,860,458
<b>Total Establishments</b>	23,521	24,787	25,205
<b>Establishments with 1–19 Employees</b>	20,842	21,863	22,276
<b>Establishments with 20–49 Employees</b>	1,762	1,892	1,903
<b>Establishments with 50–249 Employees</b>	815	929	915
<b>Establishments with 250–999 Employees</b>	93	94	102
<b>Establishments with 1,000+ Employees</b>	9	9	9

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Health Care and Social Assistance</b>	48,237	55,631	1,200,868	1,947,125
<b>Retail Trade</b>	47,784	49,526	771,746	982,171
<b>Manufacturing</b>	48,082	39,397	1,371,454	1,313,973
<b>Accommodation and Food Services</b>	29,168	34,689	254,740	383,876
<b>Finance and Insurance</b>	20,034	23,964	564,637	907,331
<b>Construction</b>	13,992	17,683	402,173	628,966
<b>Wholesale Trade</b>	16,089	14,318	431,329	520,909
<b>Other Services (except Public Admin.)</b>	12,924	14,059	186,226	251,226
<b>Professional, Scientific, Technical Services</b>	7,499	9,716	193,922	331,875
<b>Admin., Support, Waste Mngt., Remediation Services</b>	8,289	9,566	134,475	191,443

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	705,183	730,122
<b>Revenue from Sales and Gross Receipts Taxes</b>	1,070,896	1,123,745
<b>Revenue from Individual Income Taxes</b>	11	0
<b>Revenue from Corporate Income Taxes</b>	47,108	49,142
<b>Revenue from Other Taxes</b>	192,730	200,811
<b>Total Tax Revenue</b>	2,015,928	2,103,820
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	915	936
<b>Sales and Gross Receipts Tax Per Capita</b>	1,389	1,441
<b>Individual Income Tax Per Capita</b>	0	0
<b>Corporate Income Tax Per Capita</b>	61	63
<b>Other Taxes Per Capita</b>	250	257
<b>Total Taxes Per Capita</b>	2,615	2,697

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*



## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	8
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	25
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	2
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	3
2003–4 Employer Firm Births	2,202
2003–4 Employer Firm Terminations	1,862

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	75.0	70.4	67.1	77.3
Citizens Age 18+ Who Voted	67.0	60.5	57.3	68.2

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	59.9	3
John Kerry (Democrat)	38.4	0
Other	1.7	0
2000		
George W. Bush (Republican)	60.3	3
Albert Gore (Democrat)	37.6	0
Ralph Nader (Green)	0.0	0
Other	2.1	0
1996		
William Clinton (Democrat, Incumbent)	43.0	0
Robert Dole (Republican)	46.5	3
H. Ross Perot (Reformist)	9.7	0
Other	0.8	0
1992		
William Clinton (Democrat)	37.1	0
George H. W. Bush (Republican, Incumbent)	40.7	3
H. Ross Perot (Independent)	21.8	0
Other	0.4	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Michael Rounds	R	2007	Second	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Tim Johnson	D	1996	2009	
John Thune	R	2004	2011	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		0	1	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
South Dakota Chamber of Commerce & Industry	<a href="http://www.sdchamber.biz">www.sdchamber.biz</a>
South Dakota's Governor's Office of Economic Development	<a href="http://www.sdreadytowork.com">www.sdreadytowork.com</a>
South Dakota Small Business Dev. Center	<a href="http://www.sdsbdc.org">www.sdsbdc.org</a>
South Dakota Secretary of State	<a href="http://www.sdsos.gov/businesservices/businesservices_overview.shtm">www.sdsos.gov/businesservices/businesservices_overview.shtm</a>

*Data: Various agency websites*

# Tennessee

Tennessee, located in the East South Central region of the United States, had a population of 6.0 million people in 2006, making it the seventeenth least populous state. The state's population increased by 349,520 people from 2000 to 2006, and is projected to increase to 7.1 million by 2025. This 0.8% projected annual growth rate compares to the projected national average of 0.8%. Per capita personal income in Tennessee was \$32,305 in 2006, up from \$31,001 in 2005. For 2006, this was sixteenth lowest in the country and \$4,324 below the national average. From 2000 to 2006 per capita income in Tennessee grew at an average annual rate of 3.6%, compared to 3.5% nationally.

In 2005, the state's largest industry in terms of employment was manufacturing, followed by health care and social assistance. The fastest growing industry was transportation and warehousing, with 5.0% annual employment growth from 1998 to 2005. The state's workforce is generally less educated than other states—80.9% of the state's adult population has graduated from high school, compared to an 84.1% national average. Nationally, an average of 27.0% hold a bachelor degree



★ State Capitol

■ Major Urban Area

— Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	5,689,283	5,810,590	6,038,803
<b>Number of Households</b>	2,232,905	2,366,130	2,375,123
<b>Average Household Size</b>	2.5	2.5	2.5
Age and Ethnicity			
<b>Median Age</b>	35.9	37.3	37.2
<b>Population 18 Years of Age and Older</b>	4,292,047	4,427,784	4,591,753
<b>Population 65 Years of Age and Older</b>	702,839	708,653	767,093
<b>Caucasian Population</b>	4,562,454	4,625,715	4,781,578
<b>African-American Population</b>	929,864	954,287	1,011,726
<b>Hispanic Population</b>	119,425	172,704	187,747
<b>Asian Population</b>	54,132	73,824	76,208
<b>Foreign-Born Population (%)</b>	2.8	3.8	3.9
Income			
<b>Per Capita Personal Income (USD)</b>	\$26,097	\$31,001	\$32,305
<b>Median Household Income (USD)</b>	\$36,360	\$38,874	\$40,315
<b>Individuals Below Poverty Level</b>	13.5%	15.5%	16.2%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

or higher compared to 21.7% in Tennessee. Nationally, 9.9% hold professional or graduate degrees compared to 7.5% in Tennessee.

In fiscal year 2004–5, Tennessee had total tax revenues of \$16.0 billion. The largest share was generated from sales and gross receipts taxes, followed by property taxes. The per capita tax burden in Tennessee was \$2,670 for 2004–5, some \$1,035 below the national average. In terms of business taxes, the state ranked third in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state's business climate thirteenth and sixteenth, respectively, while ALEC ranked Tennessee fifth in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	6,230,852	6,502,017	6,780,670	7,073,125
<b>Median Age</b>	37.9	38.2	38.6	38.5
<b>Population 18 Years of Age and Older</b>	4,751,937	4,963,306	5,173,458	5,383,849
<b>Population 65 Years of Age and Older</b>	829,023	968,919	1,121,063	1,279,981

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	2,871,539	2,920,400	2,990,152
<b>Labor Force Participation Rate</b>	65.9%	63.6%	64.1%
<b>Unemployment Rate</b>	4.0%	5.6%	5.2%
<b>Average Wage Per Job (USD)</b>	\$30,554	\$33,260	\$34,240

### Education Attainment (Population 25 Years and Older)

	(%)	(%)	(%)
<b>High School Graduate or Higher</b>	75.9	81.2	80.9
<b>Bachelors Degree or Higher</b>	19.6	21.8	21.7
<b>Graduate or Professional Degree</b>	6.8	7.6	7.5

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	2,299,348	2,347,335	2,378,754
<b>Total Payroll (\$1,000s)</b>	\$62,441,176	\$76,922,192	\$80,959,818
<b>Total Establishments</b>	131,110	131,691	133,098
<b>Establishments with 1–19 Employees</b>	111,021	110,585	111,913
<b>Establishments with 20–49 Employees</b>	12,072	12,920	12,992
<b>Establishments with 50–249 Employees</b>	6,894	7,067	7,050
<b>Establishments with 250–999 Employees</b>	992	986	995
<b>Establishments with 1,000+ Employees</b>	131	133	148

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Manufacturing</b>	482,811	396,245	15,020,254	15,564,711
<b>Health Care and Social Assistance</b>	281,083	332,418	8,307,173	12,325,142
<b>Retail Trade</b>	311,720	320,100	5,322,361	6,874,676
<b>Accommodation and Food Services</b>	189,001	219,970	2,078,502	2,724,314
<b>Admin., Support, Waste Mngt., Remediation Services</b>	157,976	180,064	3,011,742	4,376,109
<b>Transportation and Warehousing</b>	86,518	121,632	2,745,830	4,315,420
<b>Finance and Insurance</b>	101,293	116,540	4,003,336	6,237,489
<b>Wholesale Trade</b>	125,204	116,259	4,390,902	5,574,316
<b>Construction</b>	120,575	112,611	3,762,360	4,298,881
<b>Other Services (except Public Admin.)</b>	109,070	112,464	1,858,267	2,364,299

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	3,585,440	3,894,418
<b>Revenue from Sales and Gross Receipts Taxes</b>	8,846,308	9,381,111
<b>Revenue from Individual Income Taxes</b>	139,991	155,333
<b>Revenue from Corporate Income Taxes</b>	694,798	805,601
<b>Revenue from Other Taxes</b>	1,680,101	1,756,673
<b>Total Tax Revenue</b>	14,946,638	15,993,136
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	608	650
<b>Sales and Gross Receipts Tax Per Capita</b>	1,501	1,566
<b>Individual Income Tax Per Capita</b>	24	26
<b>Corporate Income Tax Per Capita</b>	118	135
<b>Other Taxes Per Capita</b>	285	293
<b>Total Taxes Per Capita</b>	2,536	2,670

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	3
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	13
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	16
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	5
2003–4 Employer Firm Births	12,730
2003–4 Employer Firm Terminations	11,260

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	72.7	66.5	65.3	73.1
Citizens Age 18+ Who Voted	52.4	46.9	48.4	54.8

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	56.8	11
John Kerry (Democrat)	42.5	0
Other	0.7	0
2000		
George W. Bush (Republican)	51.2	11
Albert Gore (Democrat)	47.3	0
Ralph Nader (Green)	1.0	0
Other	0.6	0
1996		
William Clinton (Democrat, Incumbent)	48.0	11
Robert Dole (Republican)	45.6	0
H. Ross Perot (Reformist)	5.6	0
Other	0.8	0
1992		
William Clinton (Democrat)	47.1	11
George H. W. Bush (Republican, Incumbent)	42.4	0
H. Ross Perot (Independent)	10.1	0
Other	0.4	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Phil Bredesen	D	2007	Second	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Lamar Alexandar	R	2002	2009	
Bob Corker	R	2006	2013	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		4	5	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

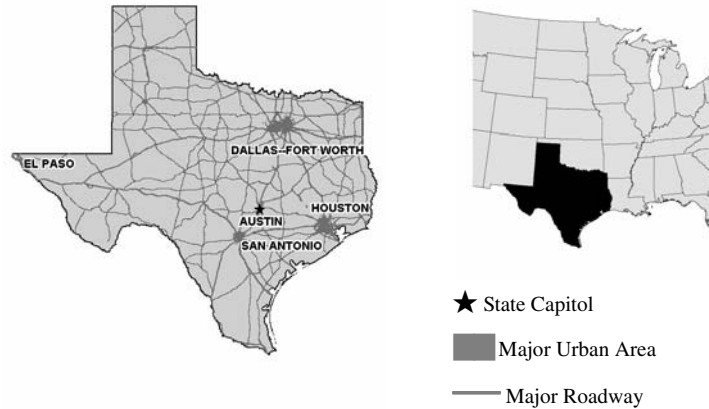
<b>Agency</b>	<b>Website Address</b>
Tennessee Chamber of Commerce & Industry	<a href="http://www.tnchamber.org">www.tnchamber.org</a>
Tennessee Department of Economic and Community Development	<a href="http://www.state.tn.us/ecd">www.state.tn.us/ecd</a>
Tennessee Small Business Development Centers	<a href="http://www.tsdbc.org">www.tsdbc.org</a>
Tennessee Department of State, Division of Business Services	<a href="http://www.state.tn.us/sos/bus_svc">www.state.tn.us/sos/bus_svc</a>

*Data: Various agency websites*

# Texas

With a population of 23.5 million people, Texas was the second most populous state in the United States in 2006. From 2000 to 2006 the state's population increased by 2,655,963 people, and is projected to increase to 30.9 million by 2025. This 1.4% projected annual growth rate compares to the projected national average of 0.8%. The state's 2006 per capita personal income of \$35,058 was higher compared to \$33,160 in 2005 and thirtieth lowest in the United States, some \$1,571 below the national average. Per capita income in Texas grew at an average annual rate of 3.6% from 2000 to 2006, compared to 3.5% nationally.

Texas' largest industry in terms of 2005 employment was health care and social assistance. The fastest growing industry was professional, scientific, and technical services, with 3.3% annual employment growth from 1998 to 2005. The second fastest growing industry was finance and insurance. The state's workforce is generally less educated than other states—78.6% of the state's adult population has graduated from high school, compared to an 84.1% national average; 24.7% hold a



## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	20,851,820	22,270,165	23,507,783
<b>Number of Households</b>	7,393,354	7,978,095	8,109,388
<b>Average Household Size</b>	2.7	2.8	2.8
Age and Ethnicity			
<b>Median Age</b>	32.3	33.2	33.1
<b>Population 18 Years of Age and Older</b>	14,977,890	15,969,874	17,004,929
<b>Population 65 Years of Age and Older</b>	2,067,467	2,147,849	2,329,442
<b>Caucasian Population</b>	14,797,985	16,021,256	16,405,937
<b>African-American Population</b>	2,385,554	2,442,350	2,718,515
<b>Hispanic Population</b>	6,670,122	7,903,079	8,385,118
<b>Asian Population</b>	555,928	726,027	787,208
<b>Foreign-Born Population (%)</b>	13.9	15.9	15.9
Income			
<b>Per Capita Personal Income (USD)</b>	\$28,313	\$33,160	\$35,058
<b>Median Household Income (USD)</b>	\$39,927	\$42,139	\$44,922
<b>Individuals Below Poverty Level</b>	15.4%	17.6%	16.9%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis



bachelor degree or higher (national average is 27.0%); and 8.1% hold professional or graduate degrees compared to the national average of 9.9%.

Texas' total tax revenue was \$69.1 billion for fiscal year 2004–5, up from the 2003–4 total revenue of \$64.7 billion. The largest share of tax revenue in 2004–5 was generated from sales and gross receipts taxes, followed by property taxes. On a per capita basis, residents of Texas paid taxes of \$3,026, compared to the national average of \$3,705 for 2004–5. In terms of business taxes, the state ranked twenty-ninth in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state's business climate fourth and eighth, respectively, while ALEC ranked Texas tenth in its state competitiveness index. One is considered best for each ranking.

### Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	24,648,888	26,585,801	28,634,896	30,865,134
<b>Median Age</b>	33.4	33.8	34.3	34.6
<b>Population 18 Years of Age and Older</b>	17,863,480	19,209,583	20,666,629	22,405,639
<b>Population 65 Years of Age and Older</b>	2,587,383	3,112,883	3,755,814	4,500,152

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	10,347,847	11,282,845	11,487,496
<b>Labor Force Participation Rate</b>	68.1%	67.1%	66.7%
<b>Unemployment Rate</b>	4.4%	5.4%	4.9%
<b>Average Wage Per Job (USD)</b>	\$34,941	\$35,470	\$36,410

### Education Attainment (Population 25 Years and Older)

	(%)	(%)	(%)
<b>High School Graduate or Higher</b>	75.7	78.8	78.6
<b>Bachelors Degree or Higher</b>	23.2	25.1	24.7
<b>Graduate or Professional Degree</b>	7.6	8.2	8.1

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	7,570,820	8,118,483	8,305,102
<b>Total Payroll (\$1,000s)</b>	\$229,185,833	\$293,572,510	\$315,809,126
<b>Total Establishments</b>	462,875	491,092	497,758
<b>Establishments with 1–19 Employees</b>	395,406	418,144	423,838
<b>Establishments with 20–49 Employees</b>	41,631	44,948	45,386
<b>Establishments with 50–249 Employees</b>	22,411	24,363	24,822
<b>Establishments with 250–999 Employees</b>	2,981	3,138	3,229
<b>Establishments with 1,000+ Employees</b>	446	499	483

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Health Care and Social Assistance</b>	911,042	1,097,308	24,604,759	38,168,221
<b>Retail Trade</b>	977,678	1,080,932	18,492,576	24,317,534
<b>Manufacturing</b>	986,892	816,221	36,331,404	38,224,668
<b>Accommodation and Food Services</b>	661,430	800,903	7,361,124	10,304,662
<b>Admin., Support, Waste Mngt., Remediation Services</b>	678,374	786,867	14,845,110	21,371,464
<b>Professional, Scientific, Technical Services</b>	413,798	519,075	19,768,171	31,442,127
<b>Construction</b>	457,076	501,694	14,281,869	19,869,823
<b>Wholesale Trade</b>	436,035	450,206	17,141,752	23,894,136
<b>Finance and Insurance</b>	360,254	441,384	15,639,191	24,080,494
<b>Other Services (except Public Admin.)</b>	373,791	404,458	6,532,243	8,908,953

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	28,176,329	30,275,679
<b>Revenue from Sales and Gross Receipts Taxes</b>	29,656,098	31,110,381
<b>Revenue from Individual Income Taxes</b>	0	0
<b>Revenue from Corporate Income Taxes</b>	0	1
<b>Revenue from Other Taxes</b>	6,906,345	7,747,801
<b>Total Tax Revenue</b>	64,738,772	69,133,862
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	1,254	1,325
<b>Sales and Gross Receipts Tax Per Capita</b>	1,320	1,362
<b>Individual Income Tax Per Capita</b>	0	0
<b>Corporate Income Tax Per Capita</b>	0	0
<b>Other Taxes Per Capita</b>	307	339
<b>Total Taxes Per Capita</b>	2,881	3,026

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	29
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	4
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	8
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	10
2003–4 Employer Firm Births	52,915
2003–4 Employer Firm Terminations	47,394

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	72.9	58.8	62.4	67.4
Citizens Age 18+ Who Voted	49.1	41.3	42.8	46.7

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	61.1	34
John Kerry (Democrat)	38.2	0
Other	0.7	0
2000		
George W. Bush (Republican)	59.3	32
Albert Gore (Democrat)	38.0	0
Ralph Nader (Green)	2.2	0
Other	0.6	0
1996		
William Clinton (Democrat, Incumbent)	43.8	0
Robert Dole (Republican)	48.8	32
H. Ross Perot (Reformist)	6.8	0
Other	0.7	0
1992		
William Clinton (Democrat)	37.1	0
George H. W. Bush (Republican, Incumbent)	40.6	32
H. Ross Perot (Independent)	22.0	0
Other	0.4	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Rick Perry	R	2007	Second	No limit
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
John Cornyn	R	2002	2009	
Kay Bailey Hutchison	R	1993	2013	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		19	13	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Texas Association of Business	<a href="http://www.txbiz.org">www.txbiz.org</a>
Office of the Governor, Economic Development Office and Tourism	<a href="http://www.governor.state.tx.us/ecodevo">www.governor.state.tx.us/ecodevo</a>
Texas Small Business Development Center	<a href="http://www.business.txstate.edu/sbdc">www.business.txstate.edu/sbdc</a>
Texas Secretary of State, Corporations Section	<a href="http://www.sos.state.tx.us/corp">www.sos.state.tx.us/corp</a>

*Data: Various agency websites*

# Utah

Utah had a population of 2.6 million people in 2006, making it the seventeenth least populous state. The state's population increased by 316,894 people from 2000 to 2006, and is projected to increase to 3.2 million by 2025. This 1.2% projected annual growth rate is above the national average of 0.8%. Per capita personal income in Utah was \$29,769 in 2006, up from \$28,176 in 2005. For 2006, this was \$6,860 below the national average and the seventh highest in the country. The state's per capita income grew at an average annual rate of 3.7% from 2000 to 2006, compared to 3.5% nationally.

The state's workforce generally has more education than other states—90.2% of the state's adult population has graduated from high school, compared to an 84.1% national average; 28.6% hold a bachelor degree or higher (national average is 27.0%); and 9.4% hold professional or graduate degrees (national average is 9.9%). In 2005, the state's largest industry in terms of employment was retail trade, followed by manufacturing. The fastest growing industry was professional, scientific, and technical services, with 5.8% annual growth from 1998 to 2005.



- ★ State Capitol
- Major Urban Area
- Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	2,233,169	2,427,350	2,550,063
<b>Number of Households</b>	701,281	791,929	814,028
<b>Average Household Size</b>	3.1	3.1	3.1
Age and Ethnicity			
<b>Median Age</b>	27.1	28.5	28.4
<b>Population 18 Years of Age and Older</b>	1,516,338	1,688,413	1,757,891
<b>Population 65 Years of Age and Older</b>	190,531	205,548	223,960
<b>Caucasian Population</b>	1,991,560	2,178,777	2,271,604
<b>African-American Population</b>	16,150	18,325	22,742
<b>Hispanic Population</b>	200,005	264,084	286,113
<b>Asian Population</b>	36,878	46,962	49,079
<b>Foreign-Born Population (%)</b>	7.1	7.9	8.3
Income			
<b>Per Capita Personal Income (USD)</b>	\$23,878	\$28,176	\$29,769
<b>Median Household Income (USD)</b>	\$45,726	\$47,934	\$51,309
<b>Individuals Below Poverty Level</b>	9.4%	10.2%	10.6%

*Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis*

In fiscal year 2004–5, Utah had total tax revenues of \$7.3 billion. The largest share was generated from sales and gross receipts taxes, followed by individual income taxes. The per capita tax burden in Utah was \$2,916 for 2004–5, some \$789 below the national average, and a \$181 increase from 2003–4. In terms of business taxes, Utah ranked twelfth in a report by Anderson Economic Group. The state's business climate was ranked second by Forbes Magazine and seventeenth by the Tax Foundation. Utah was ranked first by ALEC in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	2,595,013	2,783,040	2,990,094	3,225,680
<b>Median Age</b>	29.5	30.1	30.3	30.4
<b>Population 18 Years of Age and Older</b>	1,776,028	1,910,568	2,069,975	2,244,888
<b>Population 65 Years of Age and Older</b>	234,798	280,969	341,095	405,543

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	1,136,036	1,263,774	1,311,073
<b>Labor Force Participation Rate</b>	71.8%	71.5%	72.2%
<b>Unemployment Rate</b>	3.4%	4.1%	2.9%
<b>Average Wage Per Job (USD)</b>	\$29,229	\$34,280	\$35,540
<b>Education Attainment (Population 25 Years and Older)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	87.7	90.1	90.2
<b>Bachelors Degree or Higher</b>	26.1	27.9	28.6
<b>Graduate or Professional Degree</b>	8.3	8.7	9.4

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	866,146	935,126	974,686
<b>Total Payroll (\$1,000s)</b>	\$22,199,933	\$28,602,403	\$30,970,696
<b>Total Establishments</b>	52,025	62,834	65,549
<b>Establishments with 1–19 Employees</b>	44,560	54,604	57,040
<b>Establishments with 20–49 Employees</b>	4,716	5,138	5,326
<b>Establishments with 50–249 Employees</b>	2,355	2,711	2,778
<b>Establishments with 250–999 Employees</b>	341	330	350
<b>Establishments with 1,000+ Employees</b>	53	51	55

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Retail Trade</b>	117,336	130,073	2,014,702	2,840,452
<b>Manufacturing</b>	124,504	116,003	3,923,759	4,624,262
<b>Health Care and Social Assistance</b>	83,229	108,171	2,278,267	3,475,642
<b>Admin., Support, Waste Mngt., Remediation Services</b>	78,929	93,585	1,437,965	2,267,711
<b>Accommodation and Food Services</b>	76,781	87,672	736,994	1,016,166
<b>Construction</b>	58,005	70,587	1,732,765	2,485,740
<b>Professional, Scientific, Technical Services</b>	43,350	64,467	1,618,657	2,761,145
<b>Finance and Insurance</b>	40,957	48,763	1,385,462	2,181,880
<b>Wholesale Trade</b>	44,727	45,994	1,515,979	2,009,505
<b>Other Services (except Public Admin.)</b>	45,158	45,166	936,360	1,153,359

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	1,668,988	1,792,451
<b>Revenue from Sales and Gross Receipts Taxes</b>	2,770,235	3,017,459
<b>Revenue from Individual Income Taxes</b>	1,692,035	1,926,697
<b>Revenue from Corporate Income Taxes</b>	145,005	188,845
<b>Revenue from Other Taxes</b>	344,962	378,512
<b>Total Tax Revenue</b>	6,621,225	7,303,964
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	689	716
<b>Sales and Gross Receipts Tax Per Capita</b>	1,144	1,205
<b>Individual Income Tax Per Capita</b>	699	769
<b>Corporate Income Tax Per Capita</b>	60	75
<b>Other Taxes Per Capita</b>	142	151
<b>Total Taxes Per Capita</b>	2,735	2,916

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	12
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	2
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	17
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	1
2003–4 Employer Firm Births	7,912
2003–4 Employer Firm Terminations	6,086

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	77.1	63.4	68.6	72.6
Citizens Age 18+ Who Voted	65.1	49.9	50.8	57.7

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	71.5	5
John Kerry (Democrat)	26.0	0
Other	2.5	0
2000		
George W. Bush (Republican)	66.8	5
Albert Gore (Democrat)	26.3	0
Ralph Nader (Green)	4.7	0
Other	2.2	0
1996		
William Clinton (Democrat, Incumbent)	33.3	0
Robert Dole (Republican)	54.4	5
H. Ross Perot (Reformist)	10.0	0
Other	2.4	0
1992		
William Clinton (Democrat)	24.7	0
George H. W. Bush (Republican, Incumbent)	43.4	5
H. Ross Perot (Independent)	27.3	0
Other	4.7	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*



<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Jon Huntsman	R	2005	First	3
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Robert Bennett	R	1992	2011	
Orrin Hatch	R	1976	2013	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		2	1	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Utah Governor's Office of Economic Development	<a href="http://goed.utah.gov">goed.utah.gov</a>
Utah Small Business Dev. Center	<a href="http://www.utahsbdc.org">www.utahsbdc.org</a>
Utah Department of Commerce	<a href="http://www.commerce.utah.gov">www.commerce.utah.gov</a>

*Data: Various agency websites*

# Vermont

Vermont had a population of 623,908 people in 2006, making it the second least populous state. The state's population increased by 15,081 people from 2000 to 2006, and is projected to increase to 703,288 by 2025. This 0.6% projected annual growth rate compares to the projected national average of 0.8%. Per capita personal income in Vermont was \$34,623 in 2006, up from \$32,654 in 2005. For 2006, this was twenty-eighth lowest in the country and \$2,006 below the national average. From 2000 to 2006 per capita income in Vermont grew at an average annual rate of 3.8%, compared to 3.5% nationally.

In 2005, the state's largest industry in terms of employment was retail trade, followed by health care and social assistance. The fastest growing industry was professional, scientific, and technical services, with 8.0% annual employment growth from 1998 to 2005. The state's workforce is generally more educated than other states—89.8% of the state's adult population has graduated from high school, compared to an 84.1% national average. Nationally, an average of 27.0% hold a bachelor



- ★ State Capitol
- Major Urban Area
- Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	608,827	602,290	623,908
<b>Number of Households</b>	240,634	248,825	253,808
<b>Average Household Size</b>	2.4	2.4	2.4
Age and Ethnicity			
<b>Median Age</b>	37.7	40.7	40.6
<b>Population 18 Years of Age and Older</b>	461,248	469,721	490,004
<b>Population 65 Years of Age and Older</b>	77,295	76,815	82,945
<b>Caucasian Population</b>	588,836	581,874	600,529
<b>African-American Population</b>	2,981	2,932	5,167
<b>Hispanic Population</b>	5,316	5,214	6,644
<b>Asian Population</b>	4,851	6,659	5,693
<b>Foreign-Born Population (%)</b>	3.8	3.6	3.9
Income			
<b>Per Capita Personal Income (USD)</b>	\$27,680	\$32,654	\$34,623
<b>Median Household Income (USD)</b>	\$40,856	\$45,686	\$47,665
<b>Individuals Below Poverty Level</b>	9.4%	11.5%	10.3%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

degree or higher compared to 32.4% in Vermont. Nationally, 9.9% hold professional or graduate degrees compared to 12.8% in Vermont.

In fiscal year 2004–5, Vermont had total tax revenues of \$2.6 billion. The largest share was generated from property taxes, followed by sales and gross receipts taxes. The per capita tax burden in Vermont was \$4,155 for 2004–5, some \$450 above the national average. In terms of business taxes, the state ranked fiftieth in a report from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state’s business climate thirty-second and forty-fourth, respectively, while ALEC ranked Vermont fiftieth in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	652,512	673,169	690,686	703,288
<b>Median Age</b>	40.6	41.1	41.5	42.8
<b>Population 18 Years of Age and Older</b>	520,140	541,204	554,847	563,723
<b>Population 65 Years of Age and Older</b>	93,442	113,487	136,449	158,159

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	335,798	353,642	361,044
<b>Labor Force Participation Rate</b>	70.8%	70.9%	71.8%
<b>Unemployment Rate</b>	2.7%	3.4%	3.6%
<b>Average Wage Per Job (USD)</b>	\$28,914	\$35,070	\$36,350
<b>Education Attainment (Population 25 Years and Older)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	86.4	89.5	89.8
<b>Bachelors Degree or Higher</b>	29.4	32.5	32.4
<b>Graduate or Professional Degree</b>	11.1	12.3	12.8

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	239,034	256,132	261,656
<b>Total Payroll (\$1,000s)</b>	\$5,907,989	\$7,952,582	\$8,284,548
<b>Total Establishments</b>	21,261	22,133	22,273
<b>Establishments with 1–19 Employees</b>	19,113	19,816	19,914
<b>Establishments with 20–49 Employees</b>	1,406	1,558	1,570
<b>Establishments with 50–249 Employees</b>	657	663	690
<b>Establishments with 250–999 Employees</b>	75	84	87
<b>Establishments with 1,000+ Employees</b>	10	12	12

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Retail Trade</b>	37,212	41,385	645,573	930,372
<b>Health Care and Social Assistance</b>	32,784	39,298	819,150	1,291,378
<b>Manufacturing</b>	44,836	37,170	1,495,644	1,655,015
<b>Accommodation and Food Services</b>	27,550	29,634	298,343	403,200
<b>Professional, Scientific, Technical Services</b>	9,228	15,821	353,212	587,749
<b>Construction</b>	12,699	15,083	385,573	623,572
<b>Educational Services</b>	12,254	13,692	217,795	327,266
<b>Wholesale Trade</b>	10,792	10,482	348,198	444,784
<b>Finance and Insurance</b>	9,370	9,632	355,166	482,077
<b>Other Services (except Public Admin.)</b>	8,675	9,604	153,936	208,873

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	950,456	1,056,355
<b>Revenue from Sales and Gross Receipts Taxes</b>	693,232	787,102
<b>Revenue from Individual Income Taxes</b>	429,817	500,464
<b>Revenue from Corporate Income Taxes</b>	62,228	68,962
<b>Revenue from Other Taxes</b>	150,450	161,878
<b>Total Tax Revenue</b>	<b>2,286,183</b>	<b>2,574,761</b>
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	1,531	1,705
<b>Sales and Gross Receipts Tax Per Capita</b>	1,116	1,270
<b>Individual Income Tax Per Capita</b>	692	808
<b>Corporate Income Tax Per Capita</b>	100	111
<b>Other Taxes Per Capita</b>	242	261
<b>Total Taxes Per Capita</b>	<b>3,681</b>	<b>4,155</b>

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	50
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	32
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	44
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	50
2003–4 Employer Firm Births	1,845
2003–4 Employer Firm Terminations	1,643

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	75.6	67.1	68.9	70.3
Citizens Age 18+ Who Voted	67.5	58.1	63.8	64.8

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	38.8	0
John Kerry (Democrat)	58.9	3
Other	2.3	0
2000		
George W. Bush (Republican)	40.7	0
Albert Gore (Democrat)	50.6	3
Ralph Nader (Green)	6.9	0
Other	1.8	0
1996		
William Clinton (Democrat, Incumbent)	53.4	3
Robert Dole (Republican)	31.1	0
H. Ross Perot (Reformist)	12.0	0
Other	3.6	0
1992		
William Clinton (Democrat)	46.1	3
George H. W. Bush (Republican, Incumbent)	30.4	0
H. Ross Perot (Independent)	22.8	0
Other	0.7	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Jim Douglas	R	2007	Second	No limit
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Bernie Sanders	I	2006	2013	
Patrick Leahy	D	1974	2011	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		0	1	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Vermont Chamber of Commerce	<a href="http://www.vtchamber.com">www.vtchamber.com</a>
Vermont Department of Economic Development	<a href="http://www.thinkvermont.com">www.thinkvermont.com</a>
Vermont Small Business Dev. Center	<a href="http://www.vtsbdc.org">www.vtsbdc.org</a>
Vermont Secretary of State, Corporations	<a href="http://www.sec.state.vt.us/corps">www.sec.state.vt.us/corps</a>

*Data: Various agency websites*

# Virginia

With a population of 7.6 million people, Virginia was the twelfth most populous state in the United States in 2006. From 2000 to 2006 the state's population increased by 564,369 people, and is projected to increase to 9.4 million by 2025. This 1.1% projected annual growth rate compares to the projected national average of 0.8%. The state's 2006 per capita personal income of \$39,564 was higher compared to \$37,974 in 2005 and ninth highest in the United States, some \$2,935 above the national average. Per capita income in Virginia grew at an average annual rate of 4.1% from 2000 to 2006, compared to 3.5% nationally.

Virginia's largest industry in terms of 2005 employment was retail trade. The fastest growing industry was professional, scientific, and technical services, with 5.0% annual employment growth from 1998 to 2005. The second fastest growing industry was construction. The state's workforce is generally more educated than other states—85.4% of the state's adult population has graduated from high school, compared to an 84.1% national average; 32.8% hold a bachelor degree or higher (national average is 27.0%); and 13.2% hold professional or graduate degrees



★ State Capitol

■ Major Urban Area

— Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	7,078,515	7,332,608	7,642,884
<b>Number of Households</b>	2,699,173	2,889,688	2,905,071
<b>Average Household Size</b>	2.5	2.5	2.6
Age and Ethnicity			
<b>Median Age</b>	35.7	37.2	36.9
<b>Population 18 Years of Age and Older</b>	5,342,691	5,520,020	5,837,331
<b>Population 65 Years of Age and Older</b>	790,567	823,048	886,014
<b>Caucasian Population</b>	5,116,929	5,259,281	5,413,295
<b>African-American Population</b>	1,384,008	1,397,192	1,496,076
<b>Hispanic Population</b>	327,273	438,789	470,871
<b>Asian Population</b>	256,355	342,239	365,515
<b>Foreign-Born Population (%)</b>	8.1	9.9	10.1
Income			
<b>Per Capita Personal Income (USD)</b>	\$31,087	\$37,974	\$39,564
<b>Median Household Income (USD)</b>	\$46,677	\$54,240	\$56,277
<b>Individuals Below Poverty Level</b>	9.6%	10.0%	9.6%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

compared to the national average of 9.9%.

Virginia's total tax revenue was \$27.7 billion for fiscal year 2004–5, up from the 2001–2 total revenue of \$25.0 billion. The largest share of tax revenue in 2004–5 was generated from property taxes, followed by individual income taxes. On a per capita basis, residents of Virginia paid taxes of \$3,660, compared to the national average of \$3,705 for 2004–5. In terms of business taxes, the state ranked nineteenth in a report from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state's business climate first and fourteenth, respectively, while ALEC ranked Virginia sixth in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	8,010,245	8,466,864	8,917,395	9,364,304
<b>Median Age</b>	37.2	37.2	37.3	37.5
<b>Population 18 Years of Age and Older</b>	6,130,061	6,484,801	6,817,484	7,155,835
<b>Population 65 Years of Age and Older</b>	994,359	1,193,453	1,404,580	1,634,012

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	3,584,037	3,921,951	3,998,569
<b>Labor Force Participation Rate</b>	67.6%	68.6%	68.9%
<b>Unemployment Rate</b>	2.3%	3.5%	3.0%
<b>Average Wage Per Job (USD)</b>	\$35,172	\$39,760	\$41,450

### Education Attainment (Population 25 Years and Older)

	(%)	(%)	(%)
<b>High School Graduate or Higher</b>	81.5	85.4	85.4
<b>Bachelors Degree or Higher</b>	29.5	33.2	32.8
<b>Graduate or Professional Degree</b>	11.6	13.4	13.2

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	2,700,589	3,054,816	3,060,127
<b>Total Payroll (\$1,000s)</b>	\$81,261,075	\$114,893,068	\$121,801,479
<b>Total Establishments</b>	172,182	188,989	193,067
<b>Establishments with 1–19 Employees</b>	147,954	160,922	164,708
<b>Establishments with 20–49 Employees</b>	15,065	17,549	17,796
<b>Establishments with 50–249 Employees</b>	7,933	9,138	9,150
<b>Establishments with 250–999 Employees</b>	1,080	1,196	1,239
<b>Establishments with 1,000+ Employees</b>	150	184	174

*Data: U.S. Census Bureau, County Business Patterns*



<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Retail Trade</b>	381,550	424,451	6,814,272	9,551,693
<b>Professional, Scientific, Technical Services</b>	252,923	355,406	12,668,638	24,259,680
<b>Health Care and Social Assistance</b>	293,642	346,082	8,276,316	13,095,304
<b>Manufacturing</b>	368,397	290,052	12,148,259	11,987,037
<b>Accommodation and Food Services</b>	234,205	284,857	2,583,716	3,927,633
<b>Admin., Support, Waste Mngt., Remediation Services</b>	193,746	230,060	3,863,555	6,647,026
<b>Construction</b>	178,057	229,405	5,235,341	9,166,257
<b>Finance and Insurance</b>	131,159	163,718	5,444,898	10,660,107
<b>Other Services (except Public Admin.)</b>	141,679	163,099	3,105,675	4,576,441
<b>Wholesale Trade</b>	106,663	110,990	4,036,250	5,583,345

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	7,715,220	8,390,045
<b>Revenue from Sales and Gross Receipts Taxes</b>	7,249,089	7,640,559
<b>Revenue from Individual Income Taxes</b>	7,422,071	8,352,366
<b>Revenue from Corporate Income Taxes</b>	422,119	605,959
<b>Revenue from Other Taxes</b>	2,193,806	2,670,257
<b>Total Tax Revenue</b>	25,002,305	27,659,186
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	1,031	1,110
<b>Sales and Gross Receipts Tax Per Capita</b>	969	1,011
<b>Individual Income Tax Per Capita</b>	992	1,105
<b>Corporate Income Tax Per Capita</b>	56	80
<b>Other Taxes Per Capita</b>	293	353
<b>Total Taxes Per Capita</b>	3,342	3,660

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	19
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	1
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	14
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	6
2003–4 Employer Firm Births	19,669
2003–4 Employer Firm Terminations	15,138

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	83.7	72.7	72.6	76.5
Citizens Age 18+ Who Voted	52.8	47.5	51.3	57.2

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	53.7	13
John Kerry (Democrat)	45.5	0
Other	0.8	0
2000		
George W. Bush (Republican)	52.5	13
Albert Gore (Democrat)	44.4	0
Ralph Nader (Green)	2.2	0
Other	0.9	0
1996		
William Clinton (Democrat, Incumbent)	45.2	0
Robert Dole (Republican)	47.1	13
H. Ross Perot (Reformist)	6.6	0
Other	1.1	0
1992		
William Clinton (Democrat)	40.6	0
George H. W. Bush (Republican, Incumbent)	45.0	13
H. Ross Perot (Independent)	13.6	0
Other	0.8	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Timothy Kaine	D	2006	First	1
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
John W. Warner	R	1978	2009	
Jim Webb	D	2006	2013	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		8	3	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

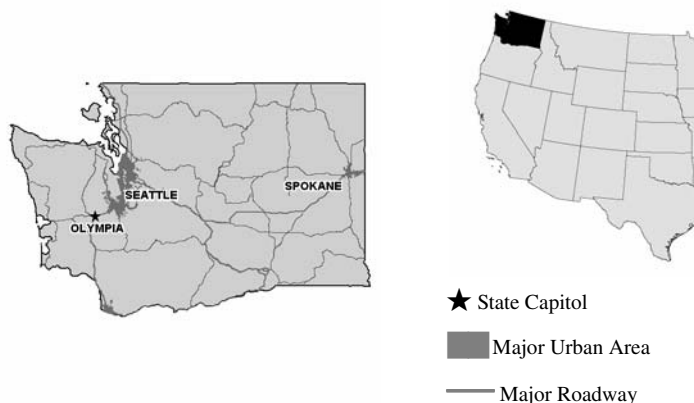
<b>Agency</b>	<b>Website Address</b>
Virginia Chamber of Commerce	<a href="http://www.vachamber.com">www.vachamber.com</a>
Virginia Economic Development Partnership	<a href="http://www.yesvirginia.org">www.yesvirginia.org</a>
Virginia Small Business Dev. Center	<a href="http://www.virginiabdc.com">www.virginiabdc.com</a>
Virginia State Corporation Commission	<a href="http://www.scc.virginia.gov/division/clk">www.scc.virginia.gov/division/clk</a>

*Data: Various agency websites*

# Washington

Washington, located in the Pacific region of the United States, had a population of 6.4 million people in 2006, making it the fourteenth most populous state. The state's population increased by 501,677 people from 2000 to 2006, and is projected to increase to 8.0 million by 2025. This 1.2% projected annual growth rate compares to the projected national average of 0.8%. Per capita personal income in Washington was \$38,067 in 2006, up from \$35,730 in 2005. For 2006, this was sixteenth highest in the country and \$1,438 above the national average. From 2000 to 2006 per capita income in Washington grew at an average annual rate of 3.1%, compared to 3.5% nationally.

In 2005, the state's largest industry in terms of employment was retail trade, followed by health care and social assistance. The fastest growing industry was professional, scientific, and technical services, with 3.3% annual employment growth from 1998 to 2005. The state's workforce is generally more educated than other states—89.0% of the state's adult population has graduated from high school, compared to an 84.1% national



## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	5,894,121	6,146,338	6,395,798
<b>Number of Households</b>	2,271,398	2,450,474	2,471,912
<b>Average Household Size</b>	2.5	2.5	2.5
Age and Ethnicity			
<b>Median Age</b>	35.3	36.7	36.7
<b>Population 18 Years of Age and Older</b>	4,384,341	4,668,831	4,867,922
<b>Population 65 Years of Age and Older</b>	662,162	683,774	736,716
<b>Caucasian Population</b>	4,815,072	4,988,017	5,148,130
<b>African-American Population</b>	185,052	202,286	217,868
<b>Hispanic Population</b>	439,841	541,722	580,027
<b>Asian Population</b>	320,979	405,030	423,976
<b>Foreign-Born Population (%)</b>	10.4	12.2	12.4
Income			
<b>Per Capita Personal Income (USD)</b>	\$31,779	\$35,730	\$38,067
<b>Median Household Income (USD)</b>	\$45,776	\$49,262	\$52,583
<b>Individuals Below Poverty Level</b>	10.6%	11.9%	11.8%

*Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis*

average. Nationally, an average of 27.0% hold a bachelor degree or higher compared to 30.5% in Washington. Nationally, 9.9% hold professional or graduate degrees compared to 10.7% in Washington.

In fiscal year 2004–5, Washington had total tax revenues of \$23.0 billion. The largest share was generated from sales and gross receipts taxes, followed by property taxes. The per capita tax burden in Washington was \$3,664 for 2004–5, just \$41 below the national average. In terms of business taxes, the state ranked twentieth in a report from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state’s business climate fifth and eleventh, respectively, while ALEC ranked Washington thirty-first in its state competitiveness index. One is considered best for each ranking.

### Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	6,541,963	6,950,610	7,432,136	7,996,400
<b>Median Age</b>	37.3	37.3	37.7	38.1
<b>Population 18 Years of Age and Older</b>	5,053,540	5,389,525	5,748,788	6,164,834
<b>Population 65 Years of Age and Older</b>	795,528	965,506	1,168,199	1,380,872

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	3,050,021	3,270,480	3,326,524
<b>Labor Force Participation Rate</b>	68.3%	67.6%	67.4%
<b>Unemployment Rate</b>	5.0%	5.5%	5.0%
<b>Average Wage Per Job (USD)</b>	\$37,090	\$41,460	\$42,910
<b>Education Attainment (Population 25 Years and Older)</b>			
	(%)	(%)	(%)
<b>High School Graduate or Higher</b>	87.1	88.8	89.0
<b>Bachelors Degree or Higher</b>	27.7	30.1	30.5
<b>Graduate or Professional Degree</b>	9.3	10.5	10.7

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	2,134,598	2,268,913	2,316,296
<b>Total Payroll (\$1,000s)</b>	\$73,268,188	\$90,154,182	\$94,928,122
<b>Total Establishments</b>	161,473	171,529	175,658
<b>Establishments with 1–19 Employees</b>	142,096	150,587	154,332
<b>Establishments with 20–49 Employees</b>	12,485	13,527	13,633
<b>Establishments with 50–249 Employees</b>	6,136	6,560	6,847
<b>Establishments with 250–999 Employees</b>	667	744	745
<b>Establishments with 1,000+ Employees</b>	89	111	101

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Retail Trade</b>	288,387	321,048	6,107,356	8,064,049
<b>Health Care and Social Assistance</b>	269,465	317,975	7,767,349	12,130,929
<b>Manufacturing</b>	335,467	256,563	13,655,822	12,547,603
<b>Accommodation and Food Services</b>	195,249	214,805	2,165,493	3,182,478
<b>Construction</b>	143,168	164,391	5,224,593	7,492,851
<b>Professional, Scientific, Technical Services</b>	117,463	147,540	5,122,866	9,140,640
<b>Admin., Support, Waste Mngt., Remediation Services</b>	116,150	130,772	2,992,866	4,772,511
<b>Wholesale Trade</b>	120,196	128,315	4,704,938	6,384,947
<b>Finance and Insurance</b>	96,128	108,834	4,272,989	6,460,604
<b>Other Services (except Public Admin.)</b>	100,652	106,632	1,942,337	2,586,035

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	6,386,346	6,637,299
<b>Revenue from Sales and Gross Receipts Taxes</b>	12,999,301	13,825,212
<b>Revenue from Individual Income Taxes</b>	0	0
<b>Revenue from Corporate Income Taxes</b>	0	4
<b>Revenue from Other Taxes</b>	2,039,281	2,511,527
<b>Total Tax Revenue</b>	21,424,928	22,974,042
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	1,029	1,058
<b>Sales and Gross Receipts Tax Per Capita</b>	2,094	2,205
<b>Individual Income Tax Per Capita</b>	0	0
<b>Corporate Income Tax Per Capita</b>	0	0
<b>Other Taxes Per Capita</b>	329	401
<b>Total Taxes Per Capita</b>	3,452	3,664

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	20
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	5
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	11
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	31
2003–4 Employer Firm Births	18,315
2003–4 Employer Firm Terminations	15,470

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	81.3	73.2	74.6	81.5
Citizens Age 18+ Who Voted	59.9	54.8	56.8	61.7

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	45.6	0
John Kerry (Democrat)	52.8	11
Other	1.6	0
2000		
George W. Bush (Republican)	44.6	0
Albert Gore (Democrat)	50.2	11
Ralph Nader (Green)	4.1	0
Other	1.1	0
1996		
William Clinton (Democrat, Incumbent)	49.8	11
Robert Dole (Republican)	37.3	0
H. Ross Perot (Reformist)	8.9	0
Other	3.9	0
1992		
William Clinton (Democrat)	43.4	11
George H. W. Bush (Republican, Incumbent)	32.0	0
H. Ross Perot (Independent)	23.7	0
Other	1.0	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Christine Gregoire	D	2005	First	No limit
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Maria Cantwell	D	2000	2013	
Patty Murray	D	1992	2011	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		3	6	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Association of Washington Business	<a href="http://www.awb.org">www.awb.org</a>
Department of Community, Trade, and Economic Development	<a href="http://www.cted.wa.gov">www.cted.wa.gov</a>
Washington Small Business Dev. Center	<a href="http://www.wsdbc.org">www.wsdbc.org</a>
Washington Secretary of State	<a href="http://www.secstate.wa.gov">www.secstate.wa.gov</a>

*Data: Various agency websites*



# West Virginia

With a population of 1.8 million people, West Virginia was fourteenth least populous state in the United States in 2006. From 2000 to 2006 the state's population increased by 10,126 people, and is projected to decrease slightly by 2025. The  $-0.15\%$  projected annual growth rate compares to the projected national average of  $0.8\%$ . The state's 2006 per capita personal income of \$28,067 was higher compared to \$26,435 in 2005 and second lowest in the United States, some \$8,562 below the national average. Per capita income in West Virginia grew at an average annual rate of  $4.2\%$  from 2000 to 2006, compared to  $3.5\%$  nationally.

West Virginia's largest industry in terms of 2005 employment was health care and social assistance. The fastest growing industry was professional, scientific, and technical services, with  $3.4\%$  annual employment growth from 1998 to 2005. The second fastest growing industry was administration, support, waste management, and remediation services. The state's workforce is generally less educated than other states— $81.0\%$  of the state's adult population has graduated from high school, compared to an  $84.1\%$  national average;  $16.5\%$  hold a



★ State Capitol

■ Major Urban Area

— Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	1,808,344	1,771,750	1,818,470
<b>Number of Households</b>	736,481	740,702	743,064
<b>Average Household Size</b>	2.4	2.4	2.4
Age and Ethnicity			
<b>Median Age</b>	38.9	40.7	40.7
<b>Population 18 Years of Age and Older</b>	1,406,569	1,391,259	1,428,249
<b>Population 65 Years of Age and Older</b>	276,826	266,385	279,117
<b>Caucasian Population</b>	1,717,482	1,682,489	1,721,098
<b>African-American Population</b>	55,999	54,270	58,693
<b>Hispanic Population</b>	11,774	10,139	14,383
<b>Asian Population</b>	9,445	7,967	10,479
<b>Foreign-Born Population (%)</b>	1.1	1.1	1.2
Income			
<b>Per Capita Personal Income (USD)</b>	\$21,899	\$26,435	\$28,067
<b>Median Household Income (USD)</b>	\$29,696	\$33,452	\$35,059
<b>Individuals Below Poverty Level</b>	17.9%	18.0%	17.3%

*Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis*

bachelor degree or higher (national average is 27.0%); and 6.6% hold professional or graduate degrees compared to the national average of 9.9%.

West Virginia's total tax revenue was \$5.6 billion for fiscal year 2004–5, up from the 2003–4 total revenue of \$5.0 billion. The largest share of tax revenue in 2004–5 was generated from sales and gross receipts taxes, followed by individual income taxes. On a per capita basis, residents of West Virginia paid taxes of \$3,074, compared to the national average of \$3,705 for 2004–5. In terms of business taxes, the state ranked forty-sixth in a report from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state's business climate fiftieth and thirty-seventh, respectively, while ALEC ranked West Virginia fortieth in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	1,829,141	1,822,758	1,801,112	1,766,435
<b>Median Age</b>	41.4	42.7	43.9	45.4
<b>Population 18 Years of Age and Older</b>	1,446,830	1,450,163	1,443,442	1,428,017
<b>Population 65 Years of Age and Older</b>	292,402	329,775	372,024	408,533

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	808,861	793,757	806,996
<b>Labor Force Participation Rate</b>	56.5%	54.8%	55.6%
<b>Unemployment Rate</b>	5.5%	5.0%	4.9%
<b>Average Wage Per Job (USD)</b>	\$26,887	\$30,560	\$31,440

### Education Attainment (Population 25 Years and Older)

	(%)	(%)	(%)
<b>High School Graduate or Higher</b>	75.2	81.2	81.0
<b>Bachelors Degree or Higher</b>	14.8	16.9	16.5
<b>Graduate or Professional Degree</b>	5.9	6.8	6.6

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	547,234	568,619	565,499
<b>Total Payroll (\$1,000s)</b>	\$13,278,895	\$15,608,156	\$16,323,457
<b>Total Establishments</b>	41,703	40,837	40,735
<b>Establishments with 1–19 Employees</b>	36,537	35,454	35,419
<b>Establishments with 20–49 Employees</b>	3,330	3,471	3,425
<b>Establishments with 50–249 Employees</b>	1,628	1,704	1,667
<b>Establishments with 250–999 Employees</b>	184	181	199
<b>Establishments with 1,000+ Employees</b>	24	27	25

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
Health Care and Social Assistance	99,695	112,764	2,520,213	3,499,116
Retail Trade	89,474	92,369	1,348,903	1,658,688
Manufacturing	74,424	62,972	2,595,303	2,574,491
Accommodation and Food Services	52,369	58,510	514,087	652,685
Construction	29,587	29,842	785,188	1,045,632
Admin., Support, Waste Mngt., Remediation Services	23,736	29,472	441,041	637,526
Other Services (except Public Admin.)	26,797	26,151	398,111	483,169
Professional, Scientific, Technical Services	18,472	23,323	487,462	844,354
Mining	21,325	23,040	997,383	1,329,536
Wholesale Trade	23,082	21,134	689,794	785,543

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
Revenue from Property Taxes	979,034	1,008,409
Revenue from Sales and Gross Receipts Taxes	2,150,048	2,211,808
Revenue from Individual Income Taxes	1,068,212	1,171,987
Revenue from Corporate Income Taxes	181,515	463,249
Revenue from Other Taxes	588,696	695,293
<b>Total Tax Revenue</b>	<b>4,967,505</b>	<b>5,550,746</b>
<b>Per Capita Taxes</b>		
Property Tax Per Capita	540	558
Sales and Gross Receipts Tax Per Capita	1,186	1,225
Individual Income Tax Per Capita	589	649
Corporate Income Tax Per Capita	100	257
Other Taxes Per Capita	325	385
<b>Total Taxes Per Capita</b>	<b>2,740</b>	<b>3,074</b>

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	46
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	50
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	37
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	40
2003–4 Employer Firm Births	3,558
2003–4 Employer Firm Terminations	3,236

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	71.5	65.6	60.8	64.7
Citizens Age 18+ Who Voted	50.6	44.9	46.1	53.3

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	56.1	5
John Kerry (Democrat)	43.2	0
Other	0.7	0
2000		
George W. Bush (Republican)	51.9	5
Albert Gore (Democrat)	45.6	0
Ralph Nader (Green)	1.7	0
Other	0.8	0
1996		
William Clinton (Democrat, Incumbent)	51.5	5
Robert Dole (Republican)	36.8	0
H. Ross Perot (Reformist)	11.3	0
Other	0.5	0
1992		
William Clinton (Democrat)	48.4	5
George H. W. Bush (Republican, Incumbent)	35.4	0
H. Ross Perot (Independent)	15.9	0
Other	0.3	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Joe Manchin	D	2005	First	2
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Jay Rockefeller	D	1984	2009	
Robert C. Byrd	D	1958	2013	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		1	2	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

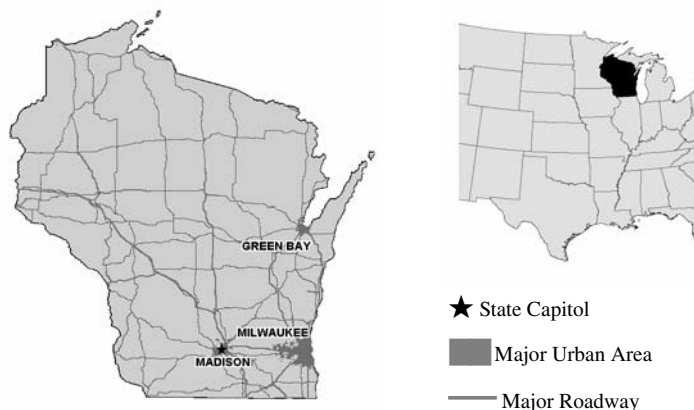
<b>Agency</b>	<b>Website Address</b>
West Virginia Chamber of Commerce	<a href="http://www.wvchamber.com">www.wvchamber.com</a>
West Virginia Development Office	<a href="http://www.wvdo.org">www.wvdo.org</a>
West Virginia Small Business Dev. Center	<a href="http://www.sbdcwv.org">www.sbdcwv.org</a>
West Virginia Secretary of State	<a href="http://www.wv.gov/sec.aspx?pgID=1">www.wv.gov/sec.aspx?pgID=1</a>

*Data: Various agency websites*

# Wisconsin

Wisconsin had a population of 5.6 million people, making it the twentieth most populous state in 2006. The state's population increased by 192,831 people from 2000 to 2006, and is projected to increase to 6.1 million by 2025. This 0.5% projected annual growth rate is above the national average of 0.8%. Per capita personal income in Wisconsin was \$34,476 in 2006, up from \$32,922 in 2005. For 2006, this was \$2,153 below the national average and the twentieth lowest in the country. The state's per capita income grew at an average annual rate of 3.2% from 2000 to 2006, compared to 3.5% nationally.

The state's workforce generally has less education than other states—88.4% of the state's adult population has graduated from high school, compared to an 84.1% national average; 25.1% hold a bachelor degree or higher (national average is 27.0%); and 8.4% hold professional or graduate degrees (national average is 9.9%). In 2005, the state's largest industry in terms of employment was manufacturing, followed by health care and social assistance. The fastest growing industry was also



## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	5,363,675	5,375,751	5,556,506
<b>Number of Households</b>	2,084,544	2,219,571	2,230,060
<b>Average Household Size</b>	2.5	2.4	2.4
Age and Ethnicity			
<b>Median Age</b>	36.0	37.9	37.6
<b>Population 18 Years of Age and Older</b>	3,996,289	4,085,023	4,241,563
<b>Population 65 Years of Age and Older</b>	702,668	674,464	721,873
<b>Caucasian Population</b>	4,773,553	4,734,357	4,859,689
<b>African-American Population</b>	300,355	307,950	328,376
<b>Hispanic Population</b>	191,049	242,287	256,304
<b>Asian Population</b>	83,077	107,517	110,778
<b>Foreign-Born Population (%)</b>	3.6	4.2	4.4
Income			
<b>Per Capita Personal Income (USD)</b>	\$28,570	\$32,922	\$34,476
<b>Median Household Income (USD)</b>	\$43,791	\$47,105	\$48,772
<b>Individuals Below Poverty Level</b>	8.7%	10.2%	11.0%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

health care and social assistance, with 2.6% annual growth from 1998 to 2005.

In fiscal year 2004–5, Wisconsin had total tax revenues of \$21.4 billion. The largest share was generated from property taxes, followed by sales and gross receipts taxes. The per capita tax burden in Wisconsin was \$3,863 for 2004–5, some \$158 above the national average, and a \$149 increase from 2003–4. In terms of business taxes, Wisconsin ranked twenty-first in a report by Anderson Economic Group. The state’s business climate was ranked forty-fourth by Forbes Magazine and thirty-ninth by the Tax Foundation. Wisconsin was ranked thirtieth by ALEC in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	5,727,426	5,882,760	6,004,954	6,088,374
<b>Median Age</b>	38.1	38.5	39.6	40.7
<b>Population 18 Years of Age and Older</b>	4,408,282	4,539,380	4,636,998	4,711,673
<b>Population 65 Years of Age and Older</b>	771,993	881,745	1,025,542	1,183,596

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	2,996,091	3,033,025	3,062,932
<b>Labor Force Participation Rate</b>	73.3%	70.8%	70.8%
<b>Unemployment Rate</b>	3.4%	4.8%	4.7%
<b>Average Wage Per Job (USD)</b>	\$30,694	\$35,660	\$36,730
<b>Education Attainment (Population 25 Years and Older)</b>	<b>(%)</b>	<b>(%)</b>	<b>(%)</b>
<b>High School Graduate or Higher</b>	85.1	88.8	88.4
<b>Bachelors Degree or Higher</b>	22.4	25.0	25.1
<b>Graduate or Professional Degree</b>	7.2	8.1	8.4

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	2,319,343	2,435,143	2,449,114
<b>Total Payroll (\$1,000s)</b>	\$64,912,499	\$82,834,268	\$85,781,279
<b>Total Establishments</b>	138,635	144,116	145,159
<b>Establishments with 1–19 Employees</b>	117,738	121,865	122,919
<b>Establishments with 20–49 Employees</b>	12,751	13,660	13,535
<b>Establishments with 50–249 Employees</b>	7,060	7,442	7,530
<b>Establishments with 250–999 Employees</b>	943	1,015	1,037
<b>Establishments with 1,000+ Employees</b>	143	134	138

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Manufacturing</b>	566,219	493,661	19,872,068	21,148,313
<b>Health Care and Social Assistance</b>	291,781	348,275	7,935,213	12,542,232
<b>Retail Trade</b>	309,194	317,423	5,228,682	6,626,134
<b>Accommodation and Food Services</b>	191,531	220,168	1,722,956	2,382,706
<b>Finance and Insurance</b>	126,572	135,409	4,930,640	7,125,232
<b>Admin., Support, Waste Mngt., Remediation Services</b>	116,764	132,266	2,130,335	3,014,260
<b>Wholesale Trade</b>	114,445	124,033	4,131,194	5,991,081
<b>Construction</b>	107,027	119,663	4,308,527	5,668,227
<b>Other Services (except Public Admin.)</b>	104,798	114,835	1,696,610	2,230,825
<b>Professional, Scientific, and Technical Services</b>	82,860	96,891	3,088,806	4,752,212

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	7,429,001	7,796,015
<b>Revenue from Sales and Gross Receipts Taxes</b>	5,915,255	6,107,888
<b>Revenue from Individual Income Taxes</b>	5,251,190	5,465,082
<b>Revenue from Corporate Income Taxes</b>	681,990	782,742
<b>Revenue from Other Taxes</b>	1,163,552	1,251,799
<b>Total Tax Revenue</b>	20,440,988	21,403,526
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	1,350	1,407
<b>Sales and Gross Receipts Tax Per Capita</b>	1,075	1,102
<b>Individual Income Tax Per Capita</b>	954	986
<b>Corporate Income Tax Per Capita</b>	124	141
<b>Other Taxes Per Capita</b>	211	226
<b>Total Taxes Per Capita</b>	3,714	3,863

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*



## Business Climate Measures

<b>Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)</b>	21
<b>Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)</b>	44
<b>Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)</b>	39
<b>ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)</b>	30
<b>2003–4 Employer Firm Births</b>	11,744
<b>2003–4 Employer Firm Terminations</b>	10,521

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout

	1992	1996	2000	2004
<b>Registered Voters Who Voted</b>	NA	NA	NA	NA
<b>Citizens Age 18+ Who Voted</b>	69.0%	57.4%	65.0%	72.4%

*Data: Dave Leip's Atlas of U.S. Presidential Elections; Not Available*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
<b>George W. Bush (Republican, Incumbent)</b>	49.3	0
<b>John Kerry (Democrat)</b>	49.7	10
<b>Other</b>	1.0	0
2000		
<b>George W. Bush (Republican)</b>	47.6	0
<b>Albert Gore (Democrat)</b>	47.8	11
<b>Ralph Nader (Green)</b>	3.6	0
<b>Other</b>	0.9	0
1996		
<b>William Clinton (Democrat, Incumbent)</b>	48.8	11
<b>Robert Dole (Republican)</b>	38.5	0
<b>H. Ross Perot (Reformist)</b>	10.4	0
<b>Other</b>	2.4	0
1992		
<b>William Clinton (Democrat)</b>	41.1	11
<b>George H. W. Bush (Republican, Incumbent)</b>	36.8	0
<b>H. Ross Perot (Independent)</b>	21.5	0
<b>Other</b>	0.6	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
Jim Doyle	D	2007	Second	No limit
<b>U.S. Senators</b>	<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>	
Russell Feingold	D	1992	2011	
Herb Kohl	D	1988	2013	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		3	5	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

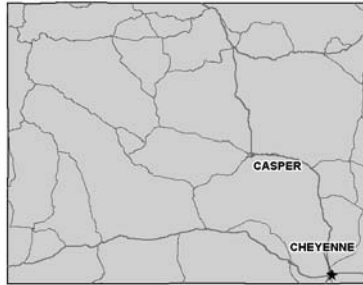
<b>Agency</b>	<b>Website Address</b>
Wisconsin Chamber of Commerce Foundation	<a href="http://www.wischamberfoundation.org">www.wischamberfoundation.org</a>
Wisconsin Housing and Economic Development Authority	<a href="http://www.wheda.com">www.wheda.com</a>
Wisconsin Small Business Dev. Center	<a href="http://www.wisconsinsbdc.org">www.wisconsinsbdc.org</a>
State of Wisconsin, Department of Financial Institutions	<a href="http://www.wdfi.org/corporations">www.wdfi.org/corporations</a>

*Data: Various agency websites*

# Wyoming

Wyoming had a population of 515,004 people in 2006, making it the least populous state. The state's population increased by 21,222 people from 2000 to 2006, and is projected to increase to 529,031 by 2025. This 0.1% projected annual growth rate compares to the projected national average of 0.8%. Per capita personal income in Wyoming was \$40,569 in 2006, up from \$37,161 in 2005. For 2006, this was sixth highest in the country and \$3,940 above the national average. From 2000 to 2006 per capita income in Wyoming grew at an average annual rate of 6.1%, compared to 3.5% nationally.

In 2005, the state's largest industry in terms of employment was retail trade, followed by health care and social assistance. The fastest growing industry was transportation and warehousing, with 6.1% annual employment growth from 1998 to 2005. The state's workforce is generally less educated than other states—90.2% of the state's adult population has graduated from high school, compared to an 84.1% national average. Nationally, an average of 27.0% hold a bachelor degree or higher compared to 22.7% in Wyoming. Nationally, 9.9% hold professional or



- ★ State Capitol
- Major Urban Area
- Major Roadway

## Demographic and Socioeconomic Profile

### Demographics and Socioeconomic Figures

Population and Households	2000	2005	2006
<b>Total Population</b>	493,782	495,226	515,004
<b>Number of Households</b>	193,608	204,935	207,302
<b>Average Household Size</b>	2.5	2.4	2.4
Age and Ethnicity			
<b>Median Age</b>	36.2	39.1	37.5
<b>Population 18 Years of Age and Older</b>	365,685	382,349	394,074
<b>Population 65 Years of Age and Older</b>	57,467	59,221	61,630
<b>Caucasian Population</b>	454,095	457,681	472,937
<b>African-American Population</b>	3,126	3,317	3,686
<b>Hispanic Population</b>	31,384	33,437	35,732
<b>Asian Population</b>	2,972	3,148	4,656
<b>Foreign-Born Population (%)</b>	2.3	2.3	2.7
Income			
<b>Per Capita Personal Income (USD)</b>	\$28,460	\$37,161	\$40,569
<b>Median Household Income (USD)</b>	\$37,892	\$46,202	\$47,423
<b>Individuals Below Poverty Level</b>	11.4%	9.5%	9.4%

Data: U.S. Census, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis

graduate degrees compared to 7.4% in Wyoming.

In fiscal year 2004–5, Wyoming had total tax revenues of \$2.7 billion. The largest share was generated from taxes in the “other” category, followed by property taxes. The per capita tax burden in Wyoming was \$5,275 for 2004–5, some \$1,570 above the national average. In terms of business taxes, the state ranked thirty-sixth in a study from Anderson Economic Group. Forbes Magazine and the Tax Foundation ranked the state’s business climate twenty-ninth and first, respectively, while ALEC ranked Wyoming fourth in its state competitiveness index. One is considered best for each ranking.

## Population Projections

Year	2010	2015	2020	2025
<b>Total Population</b>	519,886	528,005	530,948	529,031
<b>Median Age</b>	39.5	40.9	42.4	44.3
<b>Population 18 Years of Age and Older</b>	403,613	412,506	418,436	422,797
<b>Population 65 Years of Age and Older</b>	72,658	88,842	109,655	128,605

*Data: U.S. Census Bureau*

## Workforce and Industry Profile

### Workforce

	2000	2005	2006
<b>Civilian Labor Force</b>	266,882	277,899	284,690
<b>Labor Force Participation Rate</b>	71.5%	70.7%	71.3%
<b>Unemployment Rate</b>	3.8%	3.7%	3.2%
<b>Average Wage Per Job (USD)</b>	\$26,837	\$32,940	\$34,290

### Education Attainment (Population 25 Years and Older)

	(%)	(%)	(%)
<b>High School Graduate or Higher</b>	87.9	91.3	90.2
<b>Bachelors Degree or Higher</b>	21.9	23.2	22.7
<b>Graduate or Professional Degree</b>	7.0	7.7	7.4

*Data: U.S. Census Bureau, American Community Survey; U.S. Department of Commerce, Bureau of Economic Analysis; U.S. Department of Labor, Bureau of Labor Statistics*

### Industry Overview

	1998	2004	2005
<b>Total Employees</b>	163,791	187,360	191,934
<b>Total Payroll (\$1,000s)</b>	\$3,980,094	\$5,696,419	\$6,202,411
<b>Total Establishments</b>	17,888	19,330	19,736
<b>Establishments with 1–19 Employees</b>	16,231	17,439	17,804
<b>Establishments with 20–49 Employees</b>	1,160	1,338	1,363
<b>Establishments with 50–249 Employees</b>	453	491	508
<b>Establishments with 250–999 Employees</b>	42	59	58
<b>Establishments with 1,000+ Employees</b>	2	3	3

*Data: U.S. Census Bureau, County Business Patterns*

<b>Major Industries (Ranked by 2005 Employment; Payroll in \$1,000s)</b>				
<b>Industry</b>	<b>1998 Employment</b>	<b>2005 Employment</b>	<b>1998 Payroll</b>	<b>2005 Payroll</b>
<b>Retail Trade</b>	26,974	30,186	443,320	655,186
<b>Health Care and Social Assistance</b>	23,694	28,269	556,515	908,285
<b>Accommodation and Food Services</b>	22,882	25,765	236,920	345,459
<b>Mining</b>	16,257	19,443	748,353	1,182,693
<b>Construction</b>	13,265	16,372	383,677	598,206
<b>Manufacturing</b>	8,916	10,465	283,720	463,053
<b>Other Services (except Public Admin.)</b>	7,894	8,618	128,223	185,478
<b>Transportation and Warehousing</b>	5,313	8,057	141,255	309,655
<b>Professional, Scientific, Technical Services</b>	6,096	7,951	170,895	300,600
<b>Finance and Insurance</b>	6,130	7,108	200,139	264,363

*Data: U.S. Census Bureau, County Business Patterns*

## Taxes and Business Climate

<b>State and Local Taxes</b>		
<b>Combined Revenues (\$1,000s)</b>	<b>2003–4</b>	<b>2004–5</b>
<b>Revenue from Property Taxes</b>	683,963	890,710
<b>Revenue from Sales and Gross Receipts Taxes</b>	734,105	819,934
<b>Revenue from Individual Income Taxes</b>	0	0
<b>Revenue from Corporate Income Taxes</b>	0	0
<b>Revenue from Other Taxes</b>	827,197	961,209
<b>Total Tax Revenue</b>	2,245,265	2,671,853
<b>Per Capita Taxes</b>		
<b>Property Tax Per Capita</b>	1,352	1,758
<b>Sales and Gross Receipts Tax Per Capita</b>	1,451	1,619
<b>Individual Income Tax Per Capita</b>	0	0
<b>Corporate Income Tax Per Capita</b>	0	0
<b>Other Taxes Per Capita</b>	1,635	1,898
<b>Total Taxes Per Capita</b>	4,437	5,275

*Data: U.S. Census Bureau; Anderson Economic Group, LLC*

## Business Climate Measures

Anderson Economic Group: 2007 Business Tax Ranking (1 is Best)	36
Forbes Magazine: 2007 Best States for Business Ranking (1 is Best)	29
Tax Foundation: 2008 Business Tax Climate Ranking (1 is Best)	1
ALEC-Laffer 2007 Economic Competitiveness Ranking (1 is Best)	4
2003–4 Employer Firm Births	1,913
2003–4 Employer Firm Terminations	1,593

*Data: Anderson Economic Group; Tax Foundation; Forbes Magazine; U.S. Census, Statistics of U.S. Businesses; American Legislative Exchange Council*

## Voting Behavior and Elected Officials

### Voter Registration and Turnout (%)

	1992	1996	2000	2004
Registered Voters Who Voted	85.3	87.9	99.2	104.7
Citizens Age 18+ Who Voted	62.1	59.4	59.7	64.1

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

### Presidential Election Results (Nationwide Winner Listed First)

2004	Popular Vote (%)	Electoral Votes
George W. Bush (Republican, Incumbent)	68.9	3
John Kerry (Democrat)	29.1	0
Other	2.1	0
2000		
George W. Bush (Republican)	67.8	3
Albert Gore (Democrat)	27.7	0
Ralph Nader (Green)	2.1	0
Other	2.4	0
1996		
William Clinton (Democrat, Incumbent)	36.8	0
Robert Dole (Republican)	49.8	3
H. Ross Perot (Reformist)	12.3	0
Other	1.1	0
1992		
William Clinton (Democrat)	34.0	0
George H. W. Bush (Republican, Incumbent)	39.6	3
H. Ross Perot (Independent)	25.6	0
Other	0.9	0

*Data: Dave Leip's Atlas of U.S. Presidential Elections*

<b>Governor and U.S. Congressional Seats</b>				
<b>Governor</b>	<b>Party</b>	<b>Year Term Began</b>	<b>Term</b>	<b>Max. Consecutive Terms</b>
David Freudenthal	D	2007	Second	2
<b>U.S. Senators</b>		<b>Party</b>	<b>Year Elected</b>	<b>Term Expires</b>
Michael B. Enzi	R	1996	2009	
John Barrasso	R	2007	2013	
<b>U.S. Representatives</b>		<b>Republican</b>	<b>Democrat</b>	<b>Other</b>
		1	0	0

*Data: National Governors Association; U.S. Senate, Office of the Clerk; U.S. House of Representatives*

## **Business and Economic Agencies**

<b>Agency</b>	<b>Website Address</b>
Buffalo Chamber of Commerce	<a href="http://www.jacksonholechamber.com">www.jacksonholechamber.com</a>
Wyoming Business Council	<a href="http://www.wyomingbusiness.org">www.wyomingbusiness.org</a>
Wyoming Small Business Dev. Center	<a href="http://www.uwyo.edu/sbdc">www.uwyo.edu/sbdc</a>
Wyoming Secretary of State, Corporations	<a href="http://soswy.state.wy.us/corporat/corporat.htm">soswy.state.wy.us/corporat/corporat.htm</a>

*Data: Various agency websites*

# Ranking the States

## Population Growth, 2006–25 Projected Average Annual Rate

<i>Rank</i>	<i>State Name</i>	<i>Rate (%)</i>	<i>Rank</i>	<i>State Name</i>	<i>Rate (%)</i>
1	Nevada	2.33	26	Montana	0.49
2	Arizona	2.32	27	Wisconsin	0.48
3	Florida	1.91	28	Rhode Island	0.43
4	Texas	1.44	29	Missouri	0.41
5	North Carolina	1.36	30	Massachusetts	0.40
T6	Utah	1.24	31	New Mexico	0.39
T6	Idaho	1.24	32	Maine	0.36
8	Washington	1.18	T33	Oklahoma	0.34
9	Oregon	1.08	T33	Kentucky	0.34
T10	Virginia	1.07	35	Indiana	0.33
T10	Alaska	1.07	36	Michigan	0.31
12	Georgia	1.06	37	Kansas	0.29
13	California	1.03	38	Mississippi	0.28
14	New Hampshire	0.99	39	Connecticut	0.27
15	Maryland	0.98	40	Alabama	0.23
16	Minnesota	0.89	41	Illinois	0.20
17	Tennessee	0.84	42	Pennsylvania	0.15
T18	Colorado	0.79	43	Wyoming	0.14
T18	Delaware	0.79	T44	South Dakota	0.13
20	South Carolina	0.76	T44	Nebraska	0.13
21	Vermont	0.63	T46	New York	0.06
22	Arkansas	0.60	T46	Ohio	0.06
23	Hawaii	0.59	48	Iowa	0.02
24	Louisiana	0.55	49	North Dakota	-0.13
25	New Jersey	0.52	50	West Virginia	-0.15



**Youth Population (Percent under 18 Years of Age), 2006**

<i>Rank</i>	<i>State Name</i>	<i>Youth Population (%)</i>	<i>Rank</i>	<i>State Name</i>	<i>Youth Population (%)</i>
1	Utah	31.06	26	Ohio	24.16
2	Texas	27.66	27	South Carolina	24.04
3	Idaho	26.89	T28	Tennessee	23.96
4	Alaska	26.82	T28	Iowa	23.96
5	Arizona	26.38	30	New Jersey	23.95
6	Georgia	26.19	31	Washington	23.89
7	California	26.14	32	Delaware	23.87
8	New Mexico	26.11	33	Kentucky	23.78
9	Mississippi	26.08	34	Wisconsin	23.66
10	Nevada	25.42	35	Virginia	23.62
10	Louisiana	25.40	36	Wyoming	23.48
12	Nebraska	25.19	37	New York	23.38
13	Kansas	25.13	38	Connecticut	23.34
14	Illinois	25.07	39	Oregon	23.17
15	Indiana	25.02	40	Hawaii	23.12
16	Oklahoma	25.01	41	Montana	23.09
17	South Dakota	24.81	42	New Hampshire	22.64
18	Arkansas	24.66	43	North Dakota	22.59
19	Colorado	24.61	44	Pennsylvania	22.57
20	Michigan	24.54	45	Massachusetts	22.50
21	Missouri	24.35	46	Rhode Island	22.24
22	Minnesota	24.34	47	Florida	22.21
23	North Carolina	24.33	T48	Vermont	21.46
T24	Alabama	24.26	T48	West Virginia	21.46
T24	Maryland	24.26	50	Maine	21.33

**Percent of Individuals Below Poverty Level, 2006**

<i>Rank</i>	<b>State Name</b>	<b>Rate (%)</b>	<i>Rank</i>	<b>State Name</b>	<b>Rate (%)</b>
<i>1</i>	Mississippi	21.1	<i>T25</i>	Idaho	12.6
<i>2</i>	Louisiana	19.0	<i>27</i>	Kansas	12.4
<i>3</i>	New Mexico	18.5	<i>28</i>	Illinois	12.3
<i>T4</i>	Arkansas	17.3	<i>29</i>	Pennsylvania	12.1
<i>T4</i>	West Virginia	17.3	<i>30</i>	Colorado	12.0
<i>T6</i>	Kentucky	17.0	<i>31</i>	Washington	11.8
<i>T6</i>	Oklahoma	17.0	<i>32</i>	Nebraska	11.5
<i>8</i>	Texas	16.9	<i>33</i>	North Dakota	11.4
<i>9</i>	Alabama	16.6	<i>T34</i>	Delaware	11.1
<i>10</i>	Tennessee	16.2	<i>T34</i>	Rhode Island	11.1
<i>11</i>	South Carolina	15.7	<i>T36</i>	Iowa	11.0
<i>T12</i>	Georgia	14.7	<i>T36</i>	Wisconsin	11.0
<i>T12</i>	North Carolina	14.7	<i>38</i>	Alaska	10.9
<i>T14</i>	Arizona	14.2	<i>39</i>	Utah	10.6
<i>T14</i>	New York	14.2	<i>T40</i>	Nevada	10.3
<i>T16</i>	Missouri	13.6	<i>T40</i>	Vermont	10.3
<i>T16</i>	Montana	13.6	<i>42</i>	Massachusetts	9.9
<i>T16</i>	South Dakota	13.6	<i>43</i>	Minnesota	9.8
<i>19</i>	Michigan	13.5	<i>44</i>	Virginia	9.6
<i>T20</i>	Ohio	13.3	<i>45</i>	Wyoming	9.4
<i>T20</i>	Oregon	13.3	<i>46</i>	Hawaii	9.3
<i>22</i>	California	13.1	<i>47</i>	New Jersey	8.7
<i>23</i>	Maine	12.9	<i>48</i>	Connecticut	8.3
<i>24</i>	Indiana	12.7	<i>49</i>	New Hampshire	8.0
<i>T25</i>	Florida	12.6	<i>50</i>	Maryland	7.8

**Projected Change in Median Age of Population, 2006–25**

<i>Rank</i>	<b>State Name</b>	<b>Change in Median Age (Years)</b>	<i>Rank</i>	<b>State Name</b>	<b>Change in Median Age (Years)</b>
<i>1</i>	Maryland	-0.4	<i>T25</i>	Michigan	2.1
<i>2</i>	Alaska	-0.2	<i>T25</i>	Ohio	2.1
<i>3</i>	North Carolina	0.2	<i>T28</i>	Kansas	2.2
<i>T4</i>	Colorado	0.6	<i>T28</i>	Vermont	2.2
<i>T4</i>	Virginia	0.6	<i>30</i>	Nebraska	2.3
<i>T6</i>	Georgia	0.9	<i>31</i>	Kentucky	2.5
<i>T6</i>	Hawaii	0.9	<i>T32</i>	Arkansas	2.7
<i>T8</i>	Connecticut	1.2	<i>T32</i>	Louisiana	2.7
<i>T8</i>	Indiana	1.2	<i>34</i>	Wisconsin	3.1
<i>T10</i>	Oregon	1.3	<i>T35</i>	Iowa	3.5
<i>T10</i>	Rhode Island	1.3	<i>T35</i>	Nevada	3.5
<i>T10</i>	Tennessee	1.3	<i>T35</i>	South Dakota	3.5
<i>13</i>	Washington	1.4	<i>38</i>	Alabama	3.7
<i>14</i>	Massachusetts	1.4	<i>39</i>	South Carolina	3.9
<i>15</i>	Texas	1.5	<i>40</i>	Arizona	4.2
<i>16</i>	Minnesota	1.6	<i>T41</i>	Idaho	4.3
<i>T17</i>	Illinois	1.7	<i>T41</i>	Maine	4.3
<i>T17</i>	New York	1.7	<i>43</i>	West Virginia	4.7
<i>T19</i>	Oklahoma	1.8	<i>T44</i>	Montana	4.8
<i>T19</i>	Pennsylvania	1.8	<i>T44</i>	North Dakota	4.8
<i>T21</i>	Missouri	2.0	<i>46</i>	Florida	5.0
<i>T21</i>	New Hampshire	2.0	<i>47</i>	Mississippi	5.2
<i>T21</i>	New Jersey	2.0	<i>48</i>	Delaware	5.3
<i>T21</i>	Utah	2.0	<i>49</i>	Wyoming	6.8
<i>T25</i>	California	2.1	<i>50</i>	New Mexico	7.7

### Change in Per Capita Income from 2005–6

<i>Rank</i>	<i>State Name</i>	<i>Change (%)</i>	<i>Rank</i>	<i>State Name</i>	<i>Change (%)</i>
1	Louisiana	26.58	26	Pennsylvania	5.40
2	Wyoming	9.17	27	Illinois	5.32
3	Oklahoma	7.80	28	Maryland	5.26
4	New York	7.44	29	Arizona	5.15
5	New Jersey	6.95	30	Delaware	5.13
6	Washington	6.54	31	North Carolina	5.04
7	Connecticut	6.47	32	Colorado	5.00
8	Kansas	6.36	33	Iowa	4.91
9	West Virginia	6.17	34	Kentucky	4.82
10	Massachusetts	6.09	T35	Nebraska	4.72
11	Vermont	6.03	T35	Wisconsin	4.72
12	New Mexico	6.00	37	Missouri	4.50
13	Idaho	5.92	38	South Carolina	4.44
14	New Hampshire	5.80	39	Indiana	4.35
15	Hawaii	5.77	40	Ohio	4.30
16	Texas	5.72	41	Minnesota	4.27
17	Mississippi	5.71	42	Nevada	4.26
18	Montana	5.70	T43	Tennessee	4.21
19	Utah	5.65	T43	Rhode Island	4.21
20	Florida	5.63	45	Virginia	4.19
21	California	5.57	46	Maine	3.59
22	Oregon	5.54	47	Michigan	3.25
23	Arkansas	5.50	48	North Dakota	3.06
T24	Alabama	5.42	49	Georgia	3.01
T24	Alaska	5.42	50	South Dakota	1.87

*Note: The significant change in Louisiana's per capita income is at least partially attributable to demographic shifts that occurred after Hurricane Katrina, which hit the state's largest city, New Orleans, in August 2005.*

**Change in Civilian Labor Force Size, 2000–6**

<i>Rank</i>	<i>State Name</i>	<i>Change (%)</i>	<i>Rank</i>	<i>State Name</i>	<i>Change (%)</i>
1	Nevada	3.35	26	South Dakota	0.89
2	Arizona	2.92	27	New Jersey	0.88
3	Utah	2.42	28	Montana	0.87
4	Florida	2.24	29	Oregon	0.80
5	Idaho	2.06	30	Minnesota	0.77
6	Colorado	1.93	31	Kentucky	0.75
7	Georgia	1.87	32	Kansas	0.71
8	Virginia	1.84	33	Tennessee	0.68
9	Texas	1.76	34	Indiana	0.66
10	New Mexico	1.56	35	Iowa	0.64
11	Washington	1.46	T36	Pennsylvania	0.59
12	Alaska	1.40	T36	New York	0.59
13	Arkansas	1.34	38	Oklahoma	0.58
14	North Carolina	1.33	39	North Dakota	0.57
15	South Carolina	1.26	40	Nebraska	0.43
16	Vermont	1.22	T41	Illinois	0.37
17	Maryland	1.14	T41	Wisconsin	0.37
18	Wyoming	1.08	43	Ohio	0.36
T19	Rhode Island	1.01	44	Alabama	0.35
T19	California	1.01	45	Missouri	0.33
T19	Connecticut	1.01	46	Massachusetts	0.19
22	New Hampshire	1.00	47	West Virginia	-0.04
23	Maine	0.94	48	Mississippi	-0.09
24	Delaware	0.93	49	Michigan	-0.20
25	Hawaii	0.92	50	Louisiana	-0.34

*Note: Louisiana's change in civilian labor force may be at least partially attributable to demographic shifts that occurred after Hurricane Katrina, which hit the state's largest city, New Orleans, in August 2005.*

**Population Age 25+ with Masters Degree or Higher, 2006**

<i>Rank</i>	<i>State Name</i>	<i>% of Population</i>	<i>Rank</i>	<i>State Name</i>	<i>% of Population</i>
1	Maryland	15.65	26	Maine	8.94
2	Massachusetts	15.61	27	Florida	8.91
3	Connecticut	14.41	28	Missouri	8.67
4	New York	13.32	29	Montana	8.45
5	Virginia	13.24	30	Nebraska	8.42
6	Vermont	12.78	31	Wisconsin	8.39
7	Colorado	12.40	T32	North Carolina	8.28
8	New Jersey	12.36	T32	Ohio	8.28
9	New Hampshire	11.26	34	Kentucky	8.17
10	Rhode Island	11.25	35	Texas	8.05
11	New Mexico	10.88	36	Indiana	8.04
12	Illinois	10.81	37	South Carolina	7.86
13	Washington	10.69	38	Alabama	7.73
14	Delaware	10.54	39	Tennessee	7.51
15	California	10.35	40	Iowa	7.40
16	Oregon	9.99	41	Wyoming	7.38
17	Hawaii	9.84	42	South Dakota	7.25
18	Kansas	9.82	43	Nevada	7.24
19	Minnesota	9.64	44	Oklahoma	7.18
20	Pennsylvania	9.60	45	Idaho	7.12
21	Alaska	9.47	46	Louisiana	6.84
22	Utah	9.40	47	West Virginia	6.56
23	Arizona	9.24	48	North Dakota	6.47
24	Georgia	9.19	49	Arkansas	6.25
25	Michigan	9.18	50	Mississippi	6.13

**Net Change in Establishments (Births Less Deaths), 2004–5**

<i>Rank</i>	<i>State Name</i>	<i>Change in Establishments</i>	<i>Rank</i>	<i>State Name</i>	<i>Change in Establishments</i>
1	Florida	17,554	26	Connecticut	809
2	California	7,470	27	Montana	788
3	Texas	5,521	28	Louisiana	784
4	New York	5,498	29	Alabama	761
5	Virginia	4,531	30	Arkansas	640
6	Georgia	4,372	31	Rhode Island	630
7	North Carolina	2,973	32	Kentucky	587
8	Missouri	2,918	33	Kansas	547
9	Washington	2,845	34	New Hampshire	524
10	Arizona	2,731	35	Delaware	522
11	Illinois	2,415	36	New Mexico	519
12	Maryland	2,148	37	Hawaii	486
13	Colorado	2,081	38	Mississippi	466
14	Minnesota	2,052	39	Ohio	407
15	Pennsylvania	1,933	40	Maine	362
16	Nevada	1,881	41	South Dakota	340
17	Utah	1,826	42	West Virginia	322
18	Oregon	1,584	43	Wyoming	320
19	Tennessee	1,470	44	Iowa	278
20	South Carolina	1,455	45	Alaska	277
21	Indiana	1,333	46	North Dakota	270
22	Wisconsin	1,223	47	Nebraska	257
23	Idaho	1,059	48	Vermont	202
24	New Jersey	988	49	Michigan	-78
25	Oklahoma	913	50	Massachusetts	-1,307

**Change in State and Local Taxes Per Capita, from 2003–4 to 2004–5**

<i>Rank</i>	<i>State Name</i>	<i>Change (%)</i>	<i>Rank</i>	<i>State Name</i>	<i>Change (%)</i>
1	Alaska	21.94	26	Idaho	7.51
2	Wyoming	18.89	27	North Carolina	7.41
3	Arkansas	14.55	28	Arizona	7.28
4	Hawaii	14.29	29	Maryland	6.77
5	Indiana	13.70	30	Utah	6.62
6	Vermont	12.88	31	Ohio	6.46
7	West Virginia	12.19	32	Oklahoma	6.43
8	North Dakota	11.61	33	Missouri	6.38
9	Montana	10.94	34	Kentucky	6.25
10	New Mexico	10.70	35	Washington	6.14
11	Alabama	10.57	36	Massachusetts	6.07
12	Connecticut	10.14	37	Colorado	5.87
13	Nevada	9.86	38	New Hampshire	5.81
14	Louisiana	9.73	39	Mississippi	5.69
15	New York	9.66	40	Michigan	5.40
16	Virginia	9.52	41	Tennessee	5.28
17	Florida	9.08	42	Texas	5.03
18	California	9.05	43	Maine	4.99
19	Illinois	8.66	T44	Oregon	4.90
20	Rhode Island	8.40	T44	Georgia	4.90
21	Delaware	8.07	46	South Carolina	4.17
22	Pennsylvania	7.95	47	Nebraska	4.05
23	New Jersey	7.93	48	Wisconsin	4.01
T24	Iowa	7.53	49	South Dakota	3.14
T24	Minnesota	7.53	50	Kansas	1.27



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# About the Data

The majority of the data presented in this book comes from government agencies, including the Census Bureau, the Department of Labor, and the Department of Commerce. These agencies provide the most reliable estimates available at the time the data is released. However, as new information becomes available, these agencies will occasionally refine their estimates. As a result, researchers should be aware that data may vary slightly based on when it was retrieved.

Below is more information on the sources used for each section of the state profiles.

**Demographic and Socioeconomic Data.** The population, household, age, and ethnicity data is from the U.S. Census Bureau's American Community Survey for 2005 and 2006, as well as the 2000 Census Summary File 1 and Summary File 3. The household income and poverty data is also from these sources, while the per capita income data in this section is from the U.S. Department of Commerce's Bureau of Economic Analysis (BEA), table SA1-3. Population projections are from the Census Bureau's April 2005 interim projections consistent with Census 2000.

**Workforce and Industry Data.** Educational attainment data is from the U.S. Census Bureau's 2005 and 2006 American Community Survey and the 2000 Census Summary File 3. Labor force data is from the U.S. Department of Labor's Bureau of Labor Statistics' (BLS) Local Area Unemployment Statistics, and are annualized figures without seasonal adjustment. The data on average wages per job were obtained from the Bureau of Labor Statistics' Occupational Employment Statistics program. The industry data on employment, payroll, and establishments is from the U.S. Census Bureau's County Business Patterns from 1998, 2004, and 2005.

**Tax and Business Climate Data.** Data for state and local tax revenues was collected from survey of State and Local Government Finances, and provided by the Census Bureau's Government's Division. In general we include tax revenue from state and local sources to allow valid comparison among states. Anderson Economic Group, LLC calculated the per capita taxes using July population estimates from the Census Bureau, as available at the time the data was collected. Employer firm birth and employer firm

termination data was collected from the Census Bureau's Statistics of U.S. Businesses, County Business Patterns.

Measures of business climates are from annual reports by Anderson Economic Group, *Forbes* Magazine, the American Legislative Exchange Council, and the Tax Foundation. Please see the glossary for a description of how each group assesses a state's business climate. Further information is available on the websites of *Forbes* Magazine, the American Legislative Exchange Council, the Tax Foundation, and Anderson Economic Group.

**Voter Behavior and Elected Official Data.** The data on voter registration and turnout, as well as the presidential election results, is from Dave Leip's Atlas of U.S. Presidential Elections, available at [www.uselectionatlas.org](http://www.uselectionatlas.org). This site was also useful in verifying data for the gubernatorial and congressional section, data for which was collected from a variety of sources, but mainly the websites for the National Governor's Association, the United States Senate, and the United States House of Representatives.

**Business and Economic Agencies.** This information was collected by Anderson Economic Group. The first agency listed for each state is a state-level chamber of commerce, or similar. The second agency listed is the state's economic development agency or office. Third listed is an agency that promotes and provides resources for small businesses in each state, and lastly listed is the agency or office that businesses should contact for information on registering and filing to do business in the state.

These agencies are only a few of many that are available in each state. There are many local chambers of commerce and economic development organizations that can serve as excellent resources as well.

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# Glossary of Terms

**African-American Population.** Persons having origins in any of the Black racial groups of Africa. It includes people who indicate their race as “African American or Black,” or provide written entries such as African American, Afro-American, Kenyan, Nigerian, or Haitian.

*Definition: U.S. Census Bureau, American Community Survey*

**ALEC-Laffer 2007 Economic Competitiveness Ranking.** A ranking of economic competitiveness in all 50 states based on the equal weighting of each states rank in marginal personal income tax rate, marginal corporate income tax rate, progressivity of the personal income tax system, property tax burden, sales tax burden, tax burden from all remaining taxes, estate tax or inheritance tax, tax policy changes in 2005–6, debt service as a share of tax revenue, public employees per 10,000 residents, quality of the legal system, state minimum wage, workers’ compensation costs, right-to-work state, tax or expenditure limit, and an education freedom index.

*Definition: American Legislative Exchange Council*

## **Anderson Economic Group 2006 Business Tax Burden**

**Ranking.** A ranking of business tax burdens in all 50 states. This ranking measures actual taxes paid by businesses in 2005 as a percentage of profits earned within each state’s borders. “Business” taxes are defined as taxes with an initial incidence on a business, rather than an individual. Included are corporate income, gross receipts, value-added, and property taxes; but not taxes on employee wages, residential property, or consumer spending.

*Definition: Anderson Economic Group, LLC*

**Asian Population.** Persons having origins in any of the original peoples of the Far East, Southeast Asia, or the Indian subcontinent including, for example, Cambodia, China, India, Japan, Korea, Malaysia, Pakistan, the Philippine Islands, Thailand, and Vietnam. It includes “Asian Indian,” “Chinese,” “Filipino,” “Korean,” “Japanese,” “Vietnamese,” and “Other Asian.”

*Definition: U.S. Census Bureau, American Community Survey*

**Average Household Size.** The total number of occupants in a household, divided by the total number of household units.

*Definition: U.S. Census Bureau, American Community Survey*

**Average Wage Per Job.** Average wage and salary disbursements are wage and salary disbursements divided by the number of wage and salary jobs (total wage and salary employment). Wage and salary disbursements consists of the monetary remuneration of employees, including the compensation of corporate officers; commissions, tips, and bonuses; and receipts in kind, or pay-in-kind, such as the meals furnished to the employees of restaurants. It reflects the amount of payments disbursed, but not necessarily earned during the year.

*Definition: U.S. Department of Commerce, Bureau of Economic Analysis*

**Bachelors Degree of Higher.** Respondents who have completed a bachelors, masters, or professional degree were classified as having a “bachelors degree or higher.” Associates degrees were included in this category only if the coursework could be transferred into a complete bachelors degree.

*Definition: U.S. Census Bureau, American Community Survey*

**Caucasian Population.** The U.S. Census Bureau defines “Caucasian” as a person having origins in any of the original peoples of Europe, the Middle East, or North Africa. It includes people who indicate their race as “White” or report entries such as Irish, German, Italian, Lebanese, Near Easterner, Arab, or Polish.

*Definition: U.S. Census Bureau, American Community Survey*

**Civilian Labor Force.** All persons 16 years of age and older residing in the 50 states and the District of Columbia who are not inmates of institutions (for example, penal and mental facilities and homes for the aged) and who are not on active duty in the Armed Forces. This is equal to the universe used by the Census Bureau for labor force data.

*Definition: U.S. Bureau of Labor Statistics*

**Corporate Income Tax.** Taxes on corporations and unincorporated businesses (when taxed separately from individual income), measured by net income, whether on corporations in general or on specific kinds of corporations, such as financial institutions. Some other business activity taxes, such as Michigan’s Single Business Tax (a value-added tax), are also included in this category.

*Definition: U.S. Census Bureau, Quarterly Summary of State and Local Government Tax Revenue; Anderson Economic Group, LLC*

**Employees.** The total number of persons on establishment payrolls

employed full or part time who received pay for any part of the pay period that includes the twelfth day of the month.

*Definition: U.S. Department of Labor, Bureau of Labor Statistics*

**Employer Firm Births and Deaths.** Births are establishments that have zero employment in the first quarter of the initial year and positive employment in the first quarter of the subsequent year. Deaths are establishments that have positive employment in the first quarter of the initial year and zero employment in the first quarter of the subsequent year.

*Definition: U.S. Census Bureau, Statistics of U.S. Businesses*

**Establishment.** The physical location of a certain economic activity—for example, a factory, mine, store, or office. A single establishment generally produces a single good or provides a single service. An enterprise (a private firm, government, or nonprofit organization) can consist of a single establishment or multiple establishments.

*Definition: U.S. Census Bureau, County Business Patterns.*

**Forbes Magazine: 2007 Best States for Business Ranking.** A ranking of the business climates of all 50 states based on 30 metrics in 6 main categories: business costs, economic climate, growth prospects, labor, quality of life, and regulatory environment.

*Definition: Forbes, The Best States for Business*

**Foreign-Born Population.** The foreign-born population includes all people who were not U.S. citizens at birth. Foreign-born people are people who indicated they were either a U.S. citizen by naturalization or that they were not a citizen of the United States. Immigration status is not relevant in determining the foreign-born population.

*Definition: U.S. Census Bureau, Summary of Social, Economic, and Housing Characteristics*

**Graduate Degree or Higher.** This category includes people who hold at least one graduate degree. A graduate degree includes master of arts, master of science, field specific master's degrees, professional, and doctorate degrees.

*Definition: U.S. Census Bureau, American Community Survey*

**High School Graduate or Higher.** This category includes people whose

highest degree was a high school diploma or its equivalent (e.g., passed the test of General Educational Development), people who attended college but did not receive a degree, and people who received an associate's, bachelor's, master's, or professional doctorate degree. People who reported completing the twelfth grade but not receive a diploma are not included.

*Definition: U.S. Census Bureau, American Community Survey*

**Hispanic Population.** Since the 2000 census, the U.S. Census Bureau has defined "Hispanic" as any population identifying themselves as "Spanish," "Hispanic origin," or "Latino." Some respondents identified with all three terms, while others may have identified with only one, or none of the three terms. In addition, all write-in responses to the "other Spanish/Hispanic/Latino" category were coded as "Hispanic," beginning with the 2000 Census. Currently, the U.S. Census Bureau defines "Hispanic" as a population that may be of any race. This handbook used all census classifications of "Hispanic" or "other Hispanic."

*Definition: U.S. Census Bureau, Summary of Social, Economic, and Housing Characteristics*

**Household Income.** The sum of all monetary income received in a calendar year by all household members 15 years old and over, including household members not related to the householder, people living alone, and other nonfamily household members. Household income may include non-wage income as well.

*Definition: U.S. Department of Labor, Bureau of Labor Statistics*

**Individual Income Tax.** The U.S. government classifies income taxes as taxes on individuals measured by net income and taxes on special types of income (e.g., interest, dividends, income from intangible property, etc.).

*Definition: U.S. Census Bureau, Quarterly Summary of State and Local Government Tax Revenue, Quarterly Summary of Technical Documentation*

**Median.** The middle value in a distribution, with an equal number of values above and below the median (sometimes called "midpoint").

**Number of Households.** A household includes all people subsiding in a housing unit. A household may consist of family members and or lodgers, foster children, wards, or employees who share the housing unit. A person living alone in a housing unit is also counted as a household. The count of households excludes group quarters.

*Definition: U.S. Census Bureau, American Community Survey*

**Other Taxes.** Taxes that are not listed separately or specifically accounted for in a tax category. These taxes most commonly include inheritance and estate taxes; taxes on recording, registering, or transferring documents; and taxes on the value or quantity of natural resource extraction. Also included here, though listed separately by the Census Bureau, are motor vehicle license taxes.

*Definition: U.S. Census Bureau, Government Finance and Employment Classification Manual; Anderson Economic Group, LLC*

**Personal Income.** The sum of wages by place of residence, rental income of persons, personal dividend income, personal interest income, and personal current transfer receipts.

*Definition: U.S. Department of Commerce, Bureau of Economic Analysis*

**Popular Vote.** The number of votes from citizens, independent of the electoral college.

*Definition: U.S. National Archives and Records Administration*

**Poverty.** Poverty thresholds are determined by the amount of income necessary for self-sustenance. Poverty thresholds determine the government's official poverty definition and may vary based on family size and age of family members. Thresholds are adjusted annually for inflation, but they do not vary geographically.

*Definition: U.S. Census Bureau*

**Poverty Rate.** The number of people in a given area living under the poverty threshold divided by the total number of people in that area. (*See poverty*).

*Definition: U.S. Census Bureau*

**Property Tax.** General property taxes, relating to property as a whole, taxed at a single rate or at classified rates according to the class of property. Property may refer to real property (i.e., land and structures), or personal property (i.e., automobiles and boats).

*Definition: U.S. Census Bureau, Quarterly Summary of State and Local Government Tax Revenue, Quarterly Summary Technical Documentation*

**Sales and Gross Receipts Taxes.** Taxes on goods and services,



measured on the basis of the volume or value of their transfer. Depending on the good, sales taxes may be based upon gross receipts or gross income accrued from the sale of the good, or as an amount per unit sold (gallon, package, etc.). The Census Bureau also includes related taxes based upon use, storage, production, importation, or consumption of goods and services. Few states levy gross receipts taxes, which are included in this category by Census Bureau convention.

*Definition: U.S. Census Bureau, Quarterly Summary of State and Local Government Tax Revenue, Quarterly Summary Technical Documentation*

**State and Local Taxes.** In Census Bureau data, “State and Local Taxes” include the state-imposed taxes collected or received by the state and subsequently distributed to local governments. Locally collected and retained tax amounts are excluded from the data.

*Definition: U.S. Census Bureau, Quarterly Summary of State and Local Government Tax Revenue, Quarterly Summary Technical Documentation*

**Tax Foundation: 2008 Business Tax Climate Ranking.** A ranking of business tax climate in each state that takes into the corporate tax, individual income tax, sales tax, unemployment tax, and property tax into consideration, and the scores for these factors are weighted based on the relative importance or impact of the tax to a business.

*Definition: Tax Foundation*

**Taxes.** Taxes are comprised of all compulsory contributions exacted by a government for public purposes, except employer and employee assessments for retirement and social insurance purposes, which are classified as insurance trust revenue. Included are all receipts from licenses and compulsory fees, in addition to those that are imposed for regulatory purposes and those designed to provide revenue.

*Definition: U.S. Census Bureau, Quarterly Summary of State and Local Government Tax Revenue, Quarterly Summary Technical Documentation*

**Tax Revenue.** Revenue from taxes generated in a given area, includes related penalty and interest receipts but excludes protested amounts and refunds.

*Definition: U.S. Census Bureau, Quarterly Summary of State and Local Government Tax Revenue, Quarterly Summary Technical Documentation*

**Total Payroll.** The total amount of money paid to employees in wages.

*Definition: U.S. Department of Labor, Bureau of Labor Statistics*

**Total Population.** All people, male and female, child and adult, living in a given geographic area.

*Definition: U.S. Census Bureau, American Community Survey*

**Unemployment.** All noninstitutionalized civilians 16 years old and over are classified as unemployed if they (1) were neither “at work” nor “with a job but not at work” during the reference week, and (2) were actively looking for work during the 4 weeks prior to the reference week, and (3) were available to accept a job.

*Definition: U.S. Bureau of Labor Statistics*

**Unemployment Rate.** The proportion of the total number of persons considered “unemployed” to the total civilian noninstitutional population 16 years and over (*See unemployment*).

*Definition: U.S. Bureau of Labor Statistics*

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