

# SOUTH GEORGIA REGIONAL MARKET

North Corridor Trade Area

**1700' INNER PERIMETER RD FRONTAGE  
31.4 ACRES DEVELOPMENT READY**



**BERKSHIRE  
HATHAWAY**  
HomeServices

Georgia Properties

COMMERCIAL DIVISION



**Located approx 2.9 miles from South Georgia  
Medical Center, 3 miles from Smith Northview Hospital,  
and 8 miles from Moody AFB**

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# DEMOGRAPHIC SNAPSHOT

## Property Details:

1700' Inner Perimeter Rd Frontage  
31.4 Acres Development Ready

Current developments adjacent to subject property include Publix, Murphy Express and Heritage Community Bank. Additional surrounding businesses within a one mile radius include but are not limited to: Autozone, Bank of America, Convergys Corporation, Southeastern Federal Credit Union, Synovus First State Bank, US Social Security Administration, Valdosta Orthopedic Associates and Merchants Bank. Retail tenants include, but not limited to Super Wal-mart, Game Stop, Zaxby's, Applebee's and Bed'r Mattress.

### Demographic POPFacts

DESCRIPTION	Radius 3.0 mile(s)		Radius 5.0 mile(s)		Radius 7.0 mile(s)		Radius 10.0 mile(s)		Radius 15.0 mile(s)	
	TOTAL	%	TOTAL	%	TOTAL	%	TOTAL	%	TOTAL	%
<b>POPULATION</b>										
2020 PROJECTION	45,781		75,235		87,832		103,057		128,656	
2015 ESTIMATE	44,594		73,250		85,254		100,137		125,041	
2010 CENSUS	43,182		70,868		82,258		96,759		120,995	
2000 CENSUS	34,906		58,693		67,840		80,928		100,984	
GROWTH 2000 - 2010		23.71%		20.74%		21.25%		19.56%		19.82%
GROWTH 2010 - 2015		3.27%		3.36%		3.64%		3.49%		3.34%
GROWTH 2015 - 2020		2.66%		2.71%		3.02%		2.92%		2.89%
<b>HOUSEHOLDS</b>										
2020 PROJECTION	17,531		28,075		32,308		37,551		46,975	
2015 ESTIMATE	17,075		27,310		31,364		36,493		45,665	
2010 CENSUS	16,507		26,339		30,243		35,238		44,160	
2000 CENSUS	13,454		21,718		24,186		28,518		35,873	
GROWTH 2000 - 2010		22.69%		21.28%		25.04%		23.56%		23.10%
GROWTH 2010 - 2015		3.44%		3.69%		3.71%		3.56%		3.41%
GROWTH 2015 - 2020		2.67%		2.80%		3.01%		2.90%		2.87%
<b>FAMILY HOUSEHOLDS</b>										
2020 PROJECTION	10,238		17,164		20,338		24,252		31,215	
2015 ESTIMATE	9,986		16,714		19,752		23,581		30,350	
2010 CENSUS	9,677		16,145		19,063		22,788		29,366	
2000 CENSUS	8,233		13,900		15,799		19,136		24,656	
GROWTH 2000 - 2010		17.54%		16.16%		20.66%		19.09%		19.10%
GROWTH 2010 - 2015		3.19%		3.52%		3.62%		3.48%		3.35%
GROWTH 2015 - 2020		2.52%		2.69%		2.97%		2.85%		2.85%



POP-FACTS DEMOGRAPHICS. POP-FACTS® PREMIER 2015. REPORT GENERATED: OCTOBER 20, 2015 5:00:16 PM EDT COPYRIGHT 2015, THE NIELSEN COMPANY.



# DEMOGRAPHIC SNAPSHOT

## Moody Air Force Base

### Home of the Flying Tigers



#### 23d Wing Mission:

*"The 23d Wing's mission is to organize train and equip Flying Tigers to rapidly deploy and execute the Global Precision Attack (GPA), Personnel Recovery (PR), and Agile Combat Support (ACS) service core functions to meet worldwide Combatant Commander requirements. The 23d Wing organizes, trains and employs combat-ready A-10C, HC-130P/J, HH-60G, Guardian Angel Weapons System and personnel consisting of approximately 5,500 military and civilian personnel including geographically separated units in Nevada, Florida, and Arizona."*

For more information, contact:  
23d Comptroller Squadron  
23 Flying Tiger Way Suite 170  
Moody AFB, GA 31699  
(229)257-3626

## Moody Air Force Base

Moody Air Force Base was named in memory of Maj. George Putnam Moody, an early Air Force pioneer killed in May 1941 while serving with the Beech Aircraft Company in Wichita, Kansas. At the time of his death, Moody was working on the inspection board for AT-10 transitional trainers which were later sent to Moody AFB. The 23d Wing organizes, trains and employs combat-ready A-10Cs, HC-130P/Js, HH-60Gs, Guardian Angel and support personnel. The wing consists of approximately 5,500 military members and civilians including geographically separated units in Nevada, Florida, and Arizona that execute worldwide



operations providing close air support and rescue capabilities. The Flying Tigers' missions include combat search and rescue and personnel recovery in support of United States national security and humanitarian interests. The wing's air-

craft include the A-10C, HC-130P/J and HH-60G. The A-10C Thunderbolt II is the first Air Force aircraft specially designed for close air support of ground forces. The twin-engine jet aircraft can be used against all ground targets, including tanks and other armored vehicles. The HH-60G Pave Hawk helicopter provides a rescue forces platform for the USAF through its ability to operate in a vast array of rescue scenarios. The HC-130P/J Combat King flies low-level missions into hostile territory to conduct rescue operations and to provide air refueling for rescue helicopters. Moody is also home to many tenant units to include the 93d Air Ground Operations Wing, the first wing to provide highly-trained ground combat forces capable of integrating air and space power into the ground scheme of fire and maneuver. Among many other achievements, Moody won the Commander-in-Chief's Installation Excellence Award for 1991 and the 1994 Verne Orr Award, which is presented by the Air Force Association to the unit that most effectively uses human resources to accomplish its mission. In September 2008, the wing was also awarded the Air Force Outstanding Unit Award for the ninth time in its illustrious history.



# DEMOGRAPHIC SNAPSHOT



## Economic Impact: \$461 Million

### Personnel

Active Duty Military	4,946
Non-Extended Active Duty ANG/ Reserve	266

**Total Military 5,212**

Appropriated Fund Civilians	511
Non-Appropriated Fund Civilians	156
Base Exchange	89
Branch Banks / Credit Union	12
Contract Civilians (not elsewhere incl)	19
Other Civilians (not elsewhere incl)	7
<b>Total Civilians</b>	<b>794</b>

**Total Dependents 4,672**

**Total Personnel 10,678**



### Military Pay

Active Duty Military	\$276,703,900
Non-Extended Active Duty ANG/Reservists	\$2,819,767

**Total Military Pay \$279,523,667**

### Civilian Pay

Appropriated Fund	\$32,312,118
Non-Appropriated Fund	\$4,550,013
Base Exchange	\$1,882,237
Contract civilian (not else- where incl)	\$750,000
Branch Banks / Credit Union	\$261,516
Other Civilians (not else- where incl)	\$173,936

**Total Civilian Pay \$39,929,820**

### Job Creation

Total Number of Jobs Created	1,811
Average Annual Salary*	\$35,440

\*Bureau of Labor Statistics, Valdosta, Georgia

**Estimated Annual Dollar  
Value of Jobs Created \$64,181,840**

### Local Contract Expenditures

O&M Construction	\$12,991,880
Non-Appropriated	\$6,433,658
Military Construction Program	\$7,692,000
Service Contracts	\$4,985,949
Other	\$2,518,517
Commissary	\$3,515,000
Base Exchange	\$51,140
Health / CHAMPUS	\$25,988,249
Impact Aid / Tuition Assistance	\$3,276,316
TDY	\$1,039,768
Other Materials, Equip & Supplies (not elsewhere incl)	\$8,814,046

**Total Expenditures \$77,306,523**

### Economic Impact

Total Payroll	\$319,453,487
Contract Expenditures	\$77,306,523
Value of Job Creation	\$64,181,840

**Total Economic Impact \$460,941,850**





# DEMOGRAPHIC SNAPSHOT

## South Georgia Medical Center | Smith Northview Hospital

SGMC Generates \$701 Million for Local and State Economy

10/17/2014

ATLANTA – In 2012, South Georgia Medical Center and the SGMC Smith Northview Campus generated more than \$701 million in revenue for the local and state economy according to a recent report by the Georgia Hospital Association, the state's largest hospital trade association. The report also found that, during the same time period, SGMC provided approximately \$30 million in uncompensated care while sustaining more than 5,400 full-and part-time jobs throughout Valdosta and the rest of the state.

The report revealed that SGMC had direct expenditures of more than \$306 million in 2012. When combined with the an economic multiplier developed by the United States Department of Commerce's Bureau of Economic Analysis, the total economic impact of those expenditures was more \$701 million.

This output multiplier considers the "ripple" effect of direct hospital expenditures on other sectors of the economy, such as medical supplies, durable medical equipment and pharmaceuticals. Economic multipliers are used to model the resulting impact of a change in one industry on the "circular flow" of spending within an economy as a whole.

"This new report shows that, as the state's economy continued its slow rebound from years of economic downturn, SGMC has maintained an enormous positive impact on our local economy," said SGMC CEO Randy Sauls. "We are so appreciative for South Georgia's unwavering support of our organization. SGMC will continue to work hard to ensure the residents of this area have access to the best and safest health care available."

While SGMC remains the largest economic engine, the hospital's leadership, like the rest of the Georgia hospital community, is concerned about a wide array of economic challenges that have made it increasingly difficult to meet the community's health care needs including continued cuts in Medicare and Medicaid payments and a fast-growing uninsured population. Presently, 42 percent of all hospitals in Georgia are operating with negative margins.

"We're extremely concerned about the current operating environment for hospitals," said Sauls. "We've made a commitment to every citizen of this community to be on call for them 24 hours a day, 365 days a year. However, our ability to do so is being compromised when a growing number of our patients are either uninsured or severely underinsured."

According to Sauls, state lawmakers must work to protect the state's healthcare system with the same fervor that they do other initiatives like education and public utilities. "Our local healthcare system is indispensable," Sauls stated. "It is the primary guardian of health in our community and a major economic engine. It is our hope that elected lawmakers will protect local healthcare and preserve access for every resident of South Central Georgia.

Source: [www.sgnc.org](http://www.sgnc.org)

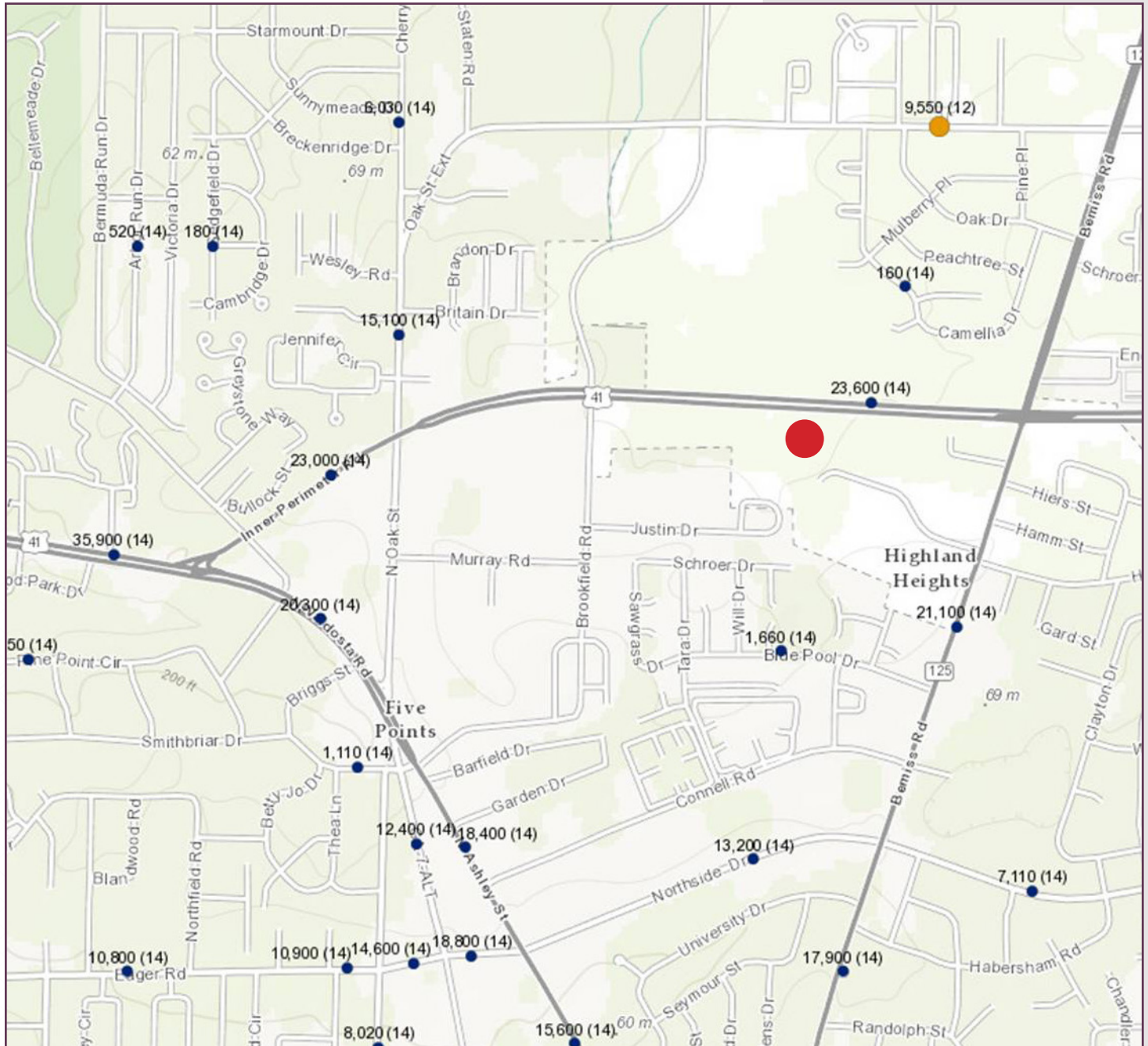


# TRAFFIC COUNTS

North Valdosta Rd ADT - 35,900

Inner Perimeter Rd ADT - 23,600

Bemiss Rd ADT - 17,900



Source: [www.dot.ga.gov](http://www.dot.ga.gov)



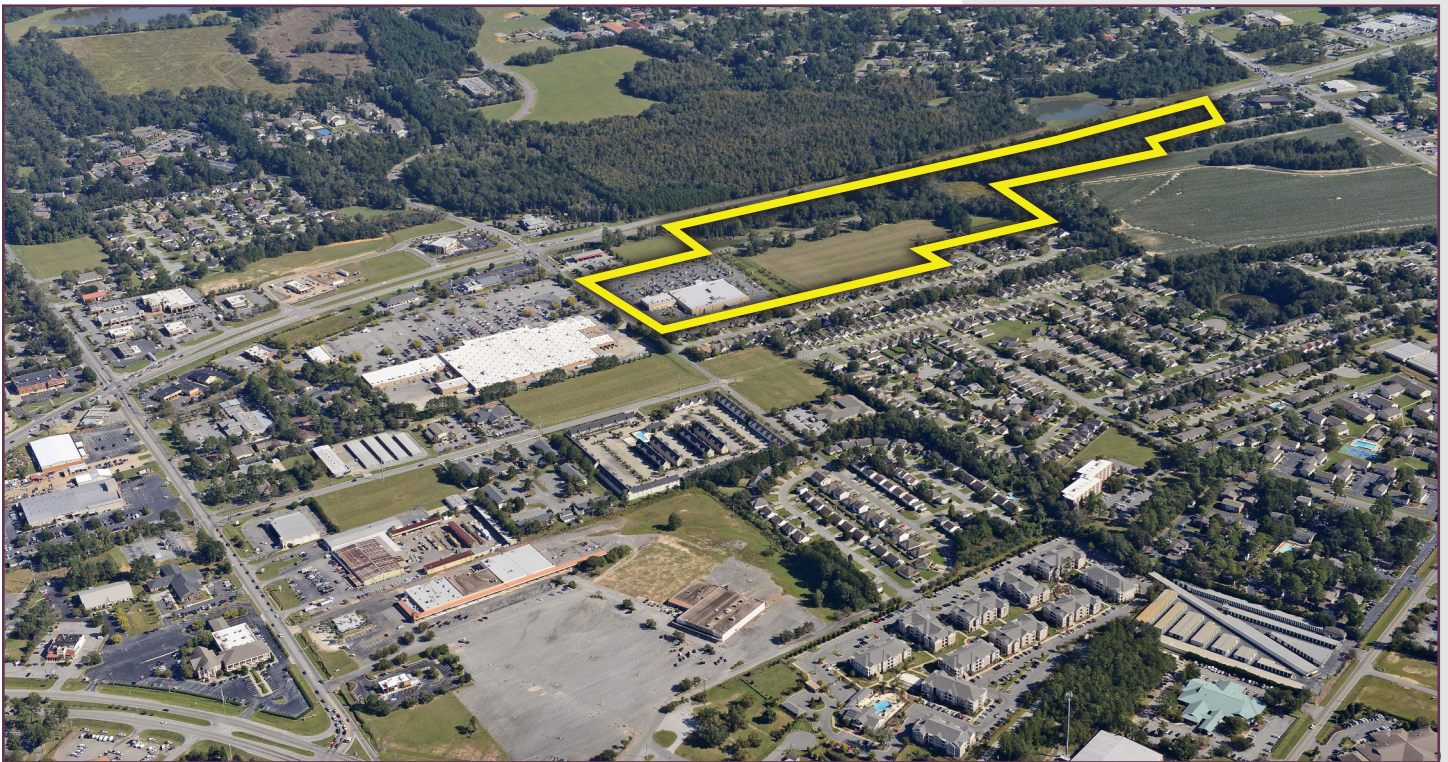
# AERIAL PHOTOGRAPHY



Information contained herein may have been provided by outside sources and while deemed to be reliable, may be estimated, projected, subject to change, and/or limited in scope, and therefore should not be relied upon as accurate. Information should be independently confirmed within an applicable due diligence period.

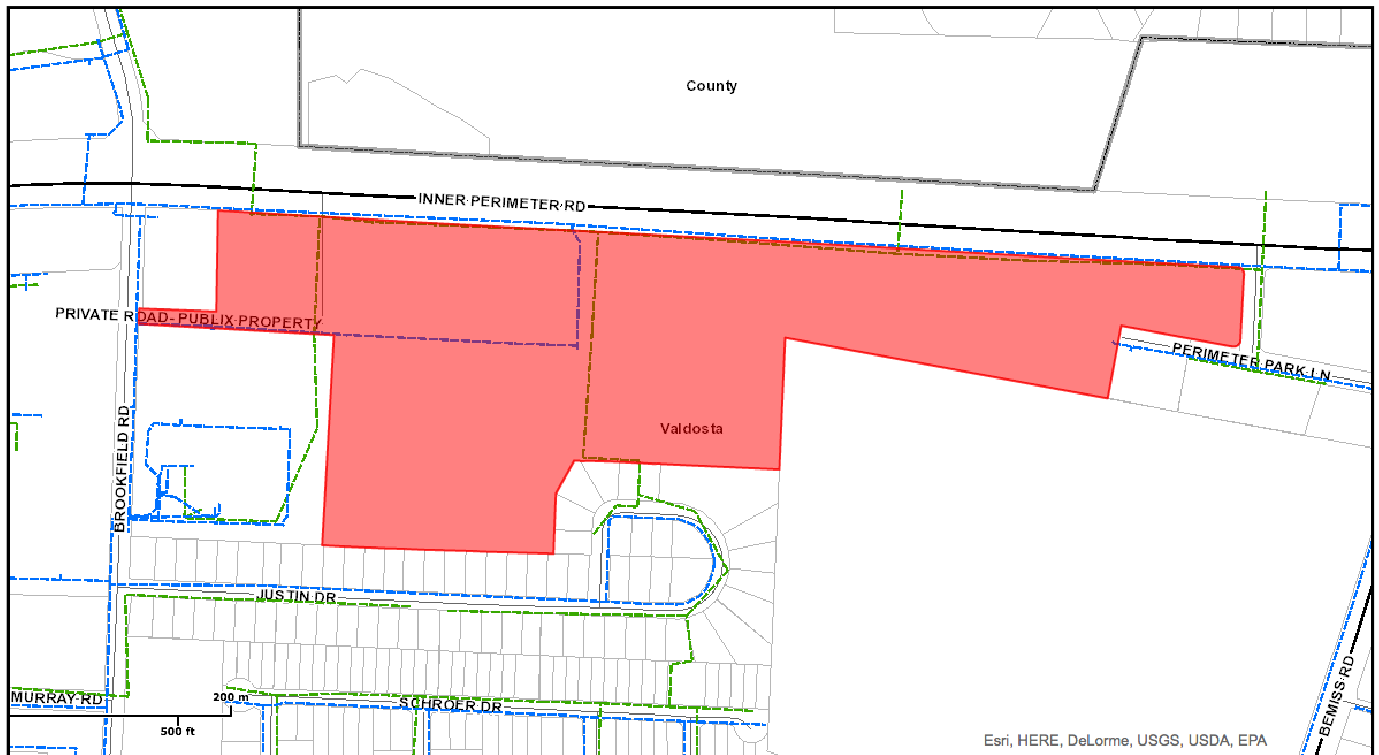


# AERIAL PHOTOGRAPHY





# UTILITY MAP



<http://www.valorgis.com/>

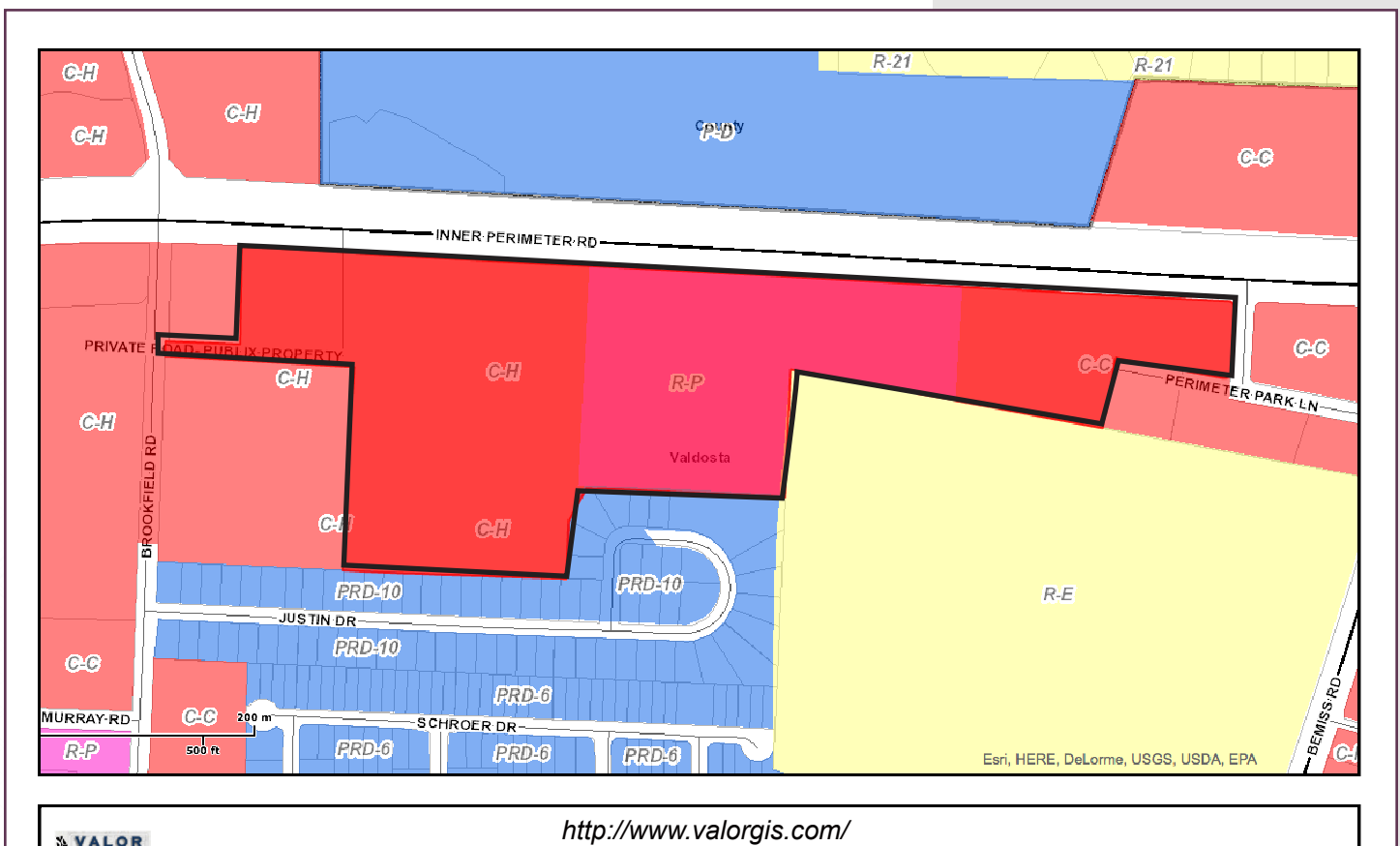


# ZONING MAP

VALUE: C-H  
COMMERCIAL, OFFICE AND INSTITUTIONAL, BUSINESS DISTRICT

VALUE: C-C  
COMMERCIAL, OFFICE AND INSTITUTIONAL, BUSINESS DISTRICT

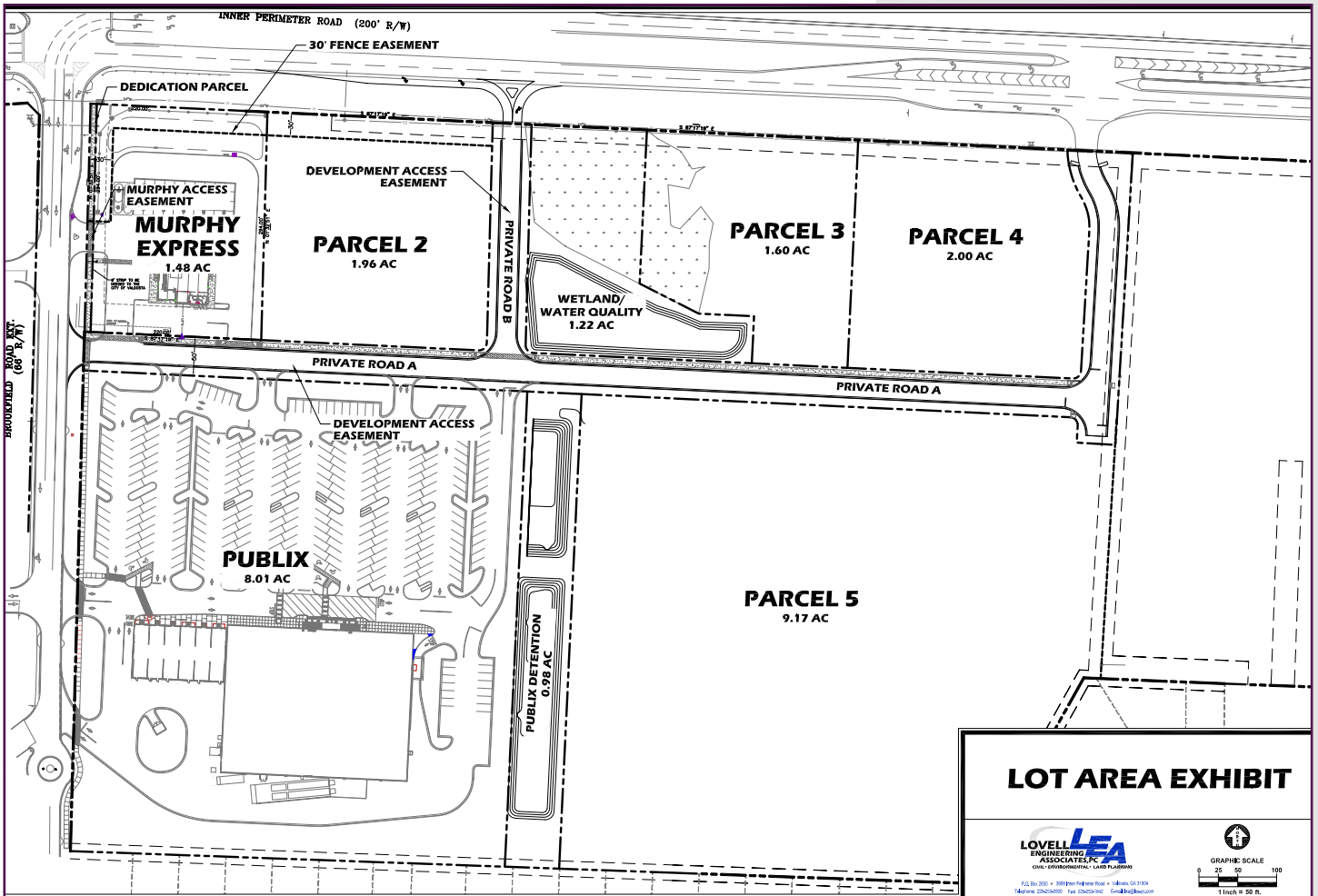
VALUE: R-P  
PROFESSIONAL



\*see [valorgis.com](http://www.valorgis.com) for further zoning inquiries



# PROPERTY SURVEY



# MARKET PARTICULARS

## The Economic Engine of South Georgia and North Florida

*Presented by Larry H. Hanson*

- Valdosta is Georgia's 14th largest city and is the economic engine of South Georgia and North Florida
- Valdosta grew by 11,000 residents from 2000-2010, over 26%, and continues to grow today.
- Valdosta has a population density of over 1,500 people per square mile.
- Total bank deposits in Lowndes County are approximately \$2 billion.
- Valdosta serves as the economic, service, professional, retail, health care, tourism, and anchor of a 15-county region with a population of nearly 500,000.
- Retail sales in Valdosta/Lowndes County exceed \$3 billion annually.
- According to the Georgia County Guide (UGA 2010), Lowndes County's overall retail pull factor was 2.17, the second highest in the entire state. Since Valdosta is the county seat—the largest city in Lowndes County with the greatest economic impact—and home to more than 80% of the businesses located in Lowndes County, Valdosta is credited for these figures. Retail pull measures the regional market draw to a community.
- Valdosta is home to Valdosta State University with over 11,000 students, 2,600 faculty and staff. It is one of only two regional University's in the state of Georgia and has an economic impact of \$350 million on the community. Students come from all 159 counties in Georgia, from all 50 states, and from 70 countries around the world.
- Valdosta is home to Moody Air Force Base, a multi-mission base with over 6,500 military and civilian employees. Over 12,000 military retirees and their family members live in Valdosta, Lowndes County, and the contiguous counties.
- Valdosta is home to South Georgia Medical Center, a comprehensive regional health care facility with over 2,600 employees, a nationally recognized Heart and Cancer Center and nationally recognized stroke program. The health system's economic impact on our community and region is \$761 million.
- Valdosta is home to a diverse mix of industry, manufacturing and logistics, and in the last six months alone has seen over \$26 million in capital investments from existing industries creating over 150 new jobs.
- Valdosta is home to Wild Adventures Theme Park, a Herschend Family Entertainment owned facility. Wild Adventures is a destination for families with annual visitors from all over the United States and large visitor populations coming from communities within a 3-hour radius in Georgia, Florida and Alabama, such as Savannah, Ga, and Jacksonville and Tallahassee, Fla.
- Valdosta's tourism industry is anchored by over 4,000 hotel rooms, generating nearly 900,000 sold room nights annually with annual gross lodging sales of nearly \$60 million. According to the state of Georgia, those room nights and hotel sales generate total revenue of \$256 million from hotel guests only, over \$526 million in expenditures from tourists and visitors annually, and when added to those who live in the region and come to Valdosta for dining, retail and entertainment, the total revenues from non-residents is \$1.58 billion annually.
- Valdosta has an internationally-accredited, state-certified, nationally-renowned Police Department and has experienced crime reduction from 2000-2015 in all major categories, despite population growth of over 13,000.
- Valdosta is located directly on Interstate 75, with five interstate exits, 46,000 daily vehicles and 16.7 million annual vehicles passing through the city. Valdosta is also fortunate to have U.S. 41 and U.S. 84 running through the city, both with over 35,000 vehicles a day, as well as other state routes and major thoroughfares.
- Valdosta has local commercial corridors such as Norman Drive, St. Augustine Road, and N. Valdosta Road, each with between 20,000 and 32,000 daily vehicles.
- Recent public/private investments in the historical, vibrant downtown totaled \$45 million, and the heart of the city has 8,200 jobs.
- Valdosta's millage rate remains one of the lowest in the state at 6.106 mills.



## Larry H. Hanson Valdosta, City Manager

Larry Hanson currently serves as City Manager for the City of Valdosta, a position he has held since July of 1995. Prior to that, he served as Assistant City Manager, Director of Community Affairs, and Director of Parks and Recreation. He began his career with the City of Valdosta as a part-time employee in 1975 and has worked all levels of the organization in his career. As City Manager, he oversees 10 departments, 600 employees, and an 85 million dollar budget.

Larry is a graduate of Valdosta State University and Valdosta High School. He is a graduate of Leadership Georgia, was a member of the charter class of Leadership Lowndes and twice served as its President. He has served on the executive committees of the Valdosta-Lowndes County Chamber of Commerce and United Way. Larry

has also supported a long list of other community organizations ranging from Hospice of South Georgia to the Jimmy Carter Habitat for Humanity Work Project. In 2001, Larry served as Campaign Chairman for the Valdosta and Lowndes County United Way campaign which raised over \$1,300,000. On a State level, Larry currently serves on the Georgia Municipal Association Board of Directors, the Georgia Municipal Association Legislative Policy Council, and previously served as Chairman of the Georgia Municipal Association's Revenue and Tax Finance Committee. Larry is also a past-President of the Georgia City-County Manager's Association (GCCMA). Most recently, in October of 2014, Larry was appointed by Governor Nathan Deal to a five year term as a statewide appointee to the Georgia Department of Community Affairs. He has received numerous awards for his leadership and public service. The most recent of those awards include recognition by the Georgia House of Representatives and the Georgia State Senate with Resolutions read and adopted on April 17, 2007, commending him for his long career of public service. Larry was the recipient of the 2003 Loyce W. Turner Outstanding Public Official Award from Valdosta State University and the 2004 Carl Vinson Institute of Government/Georgia Trend Magazine Excellence in Public Service Award. In 2007, he was selected by the University of Georgia Carl Vinson Institute of Government to conduct training in China on federal, state, and local government in Georgia. In 2010, Larry received the GCCMA Pillar of Professional Management Award for outstanding leadership and professional service to the local government profession. In June of 2011, Larry Hanson was inducted into the Georgia Municipal Association Hall of Fame.

Larry has two children, a son and a daughter. He also serves as an Elder at First Christian Church.

# COMMUNITY GROWTH

## Commercial Growth Areas

### Area 1 – Mall Area

Located just ½ mile from I-75's Exit 18 on Norman Drive and St. Augustine, this is Valdosta's predominant Retail Trade Area, drawing nearly half a million customers annually.



<b>Traffic counts:</b>		<b>3 Mi Demos:</b>	
Norman/St. Augustine	50,000+ daily	Population:	37,018
St. Augustine/Gornto	40,000+ daily	Median HHI:	\$31,398
Baytree/Norman	35,000+ daily		
Baytree/Gornto	30,000+ daily		
Interstate 75	46,000+ daily		

### Area 2 – Inner Perimeter Area

Valdosta's Northern Beltline Loop, a repeater and emerging high end growth area, is surrounded by several of Valdosta's fastest growing residential areas.

<b>3 Mile Demos:</b>		<b>Traffic counts:</b>	
Population:	44,686	N Valdosta/Inner Perimeter	47,000+ daily
Median HHI:	\$37,898	Oak St Ext/Inner Perimeter	41,000+ daily
		Inner Perimeter/Bemiss	45,000+ daily



### Area 3 – Exit 16/18 - James Road Area

As the new frontier, James Road connects I-75's exits 16 and 18 and is adjacent to Valdosta's Retail Trade Area - potentially the site of explosive new retail growth.

<b>3 Mile Demos:</b>		<b>Traffic counts:</b>	
Population:	39,608	St Augustine/James	30,000+ daily
Median HHI:	\$27,788	James/US Hwy 84	26,000+ daily
		Interstate 75	46,000+ daily



### Area 4 – Valdosta State University/Baytree

Home and playground to residents, visitors, and more than 11,000 VSU students each semester, this area connects to the Mall Retail Trade Area and leads to the beautiful, historic downtown Valdosta district. VSU enrollment is predicted to top 16,000 by 2010.



<b>3 Mile Demos:</b>		<b>Traffic counts:</b>	
Population:	52,108	Baytree/Gornto	30,000+ daily
Median HHI:	\$30,890	Baytree/Norman	35,000+ daily
Age 18-34:	34%	Baytree/Oak	29,000+ daily

## Valdosta, Georgia

*"A City Without Limits.....A Region of Opportunity!"*

[www.valdostacity.com](http://www.valdostacity.com)

# COMMUNITY GROWTH

## Commercial Growth Areas

### Area 5 – Downtown

The Heart of Valdosta and “Main Street” trending towards young professionals, it contains many amenities that are uniquely downtown and is thriving with revitalization, culture, and community-friendly events.



#### 3 Mi Demos:

Population: 45,364  
Median HHI: \$17,387

#### Traffic counts:

Hwy 84/Patterson 23,000+ daily  
Ashley/Hwy 84 23,000+ daily



### Area 6 – Five Points

One of the original shopping areas in Valdosta and located conveniently near the new “Hot” growth area of Inner Perimeter, this gateway into the city is prime for new business, expansion, and renewal!

#### 3 Mile Demos:

Population: 40,567  
Median HHI: \$30,172

#### Traffic counts:

N Valdosta/Oak Ext 50,000+ daily



### Area 7 – Castle Park

Home of several thriving neighborhood businesses, this is Valdosta’s second oldest shopping center and is located on Bemiss Road - the gateway to Moody Air Force Base and neighboring counties to the east and north of Valdosta.

#### 3 Mile Demos:

Population: 38,283  
Median HHI: \$29,578

#### Traffic counts:

N Ashley/Park Ave 33,000+ daily  
Bemiss/Woodrow Wilson 25,000+ daily  
Bemiss/Northside 37,000+ daily



## Valdosta, Georgia

*“A City Without Limits.....A Region of Opportunity!”*

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# LABOR PROFILE

## Lowndes

## County

AREA LABOR PROFILE

Updated: Oct 2015

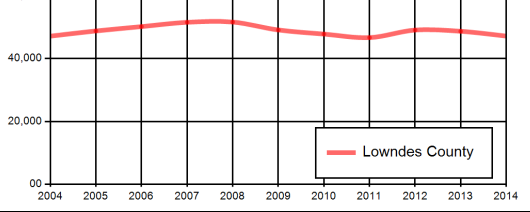
### Labor Force Activity - 2014

	2014 ANNUAL AVERAGES			
	Labor Force	Employed	Unemployed	Rate
Lowndes	50,839	47,142	3,697	7.3%
Berrien	7,160	6,515	645	9.0%
Brooks	6,754	6,255	499	7.4%
Cook	7,404	6,780	624	8.4%
Echols	1,826	1,719	107	5.9%
Lanier	3,838	3,536	302	7.9%
<b>Lowndes Area</b>	<b>77,821</b>	<b>71,947</b>	<b>5,874</b>	<b>7.5%</b>
Georgia	4,756,708	4,414,343	342,365	7.2%
United States	155,922,000	146,305,000	9,617,000	6.2%
Hamilton, FL	4,612	4,250	362	7.7%
Madison, FL	7,768	7,193	575	7.4%

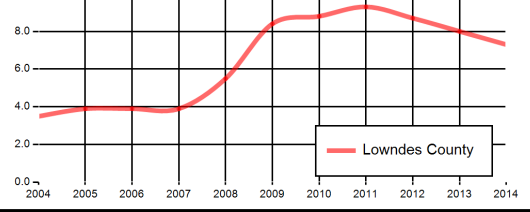
Note: This series reflects the latest information available. Labor Force includes residents of the county who are employed or actively seeking employment.

Source: Georgia Department of Labor; U.S. Bureau of Labor Statistics.

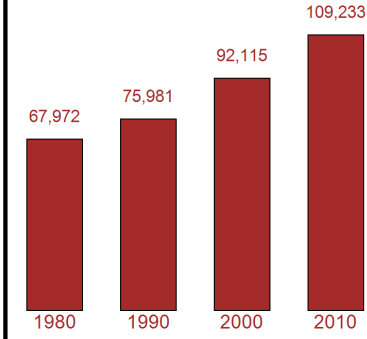
### Employment Trends



### Unemployment Rate Trends



### Population Estimates



### Population

	2010 Census	2014 Rank	2014 Estimate	% Change 2000-2014	2025 Projected*	% Change 2010-2025
<b>Lowndes</b>	<b>109,233</b>	<b>21</b>	<b>113,523</b>	<b>3.9</b>	<b>143,138</b>	<b>31.0</b>
City of Valdosta	54,518					
<b>Lowndes Area</b>	<b>209,139</b>		<b>211,797</b>	<b>1.3</b>	<b>255,828</b>	<b>22.3</b>
Georgia	9,687,653		10,097,343	4.2	13,426,590	38.6
United States	308,745,538		318,857,056	3.3	349,439,199	13.2
Hamilton, FL	14,322		14,048	-1.9	15,971	11.5
Madison, FL	18,731		18,518	-1.1	22,623	20.8

Source: Population Division, U.S. Census Bureau, \*Governor's Office of Planning and Budget.

**MARK BUTLER - COMMISSIONER, GEORGIA DEPARTMENT OF LABOR**  
**Equal Opportunity Employer/Program**  
**Auxiliary Aids and Services Available upon Request to Individuals with Disabilities**

**Workforce Statistics & Economic Research; E-mail: [Workforce\\_Info@gdol.ga.gov](mailto:Workforce_Info@gdol.ga.gov) Phone: (404) 232-3875**



# LABOR PROFILE

## Industry Mix - 1st Quarter of 2015

INDUSTRY	Lowndes				Lowndes Area			
	NUMBER OF FIRMS	EMPLOYMENT NUMBER	PERCENT	WEEKLY WAGE	NUMBER OF FIRMS	EMPLOYMENT NUMBER	PERCENT	WEEKLY WAGE
<b>Goods-Producing</b>	<b>397</b>	<b>6,349</b>	<b>13.3</b>	<b>878</b>	<b>671</b>	<b>9,912</b>	<b>16.5</b>	<b>799</b>
Agriculture, Forestry, Fishing and Hunting	29	191	0.4	409	145	1,735	2.9	544
Mining, Quarrying, and Oil and Gas Extraction	1	*	*	*	3	43	0.1	578
Construction	259	2,241	4.7	985	353	2,676	4.5	920
Manufacturing	108	3,888	8.1	843	170	5,460	9.1	823
Food	13	695	1.5	846	16	721	1.2	833
Beverage and Tobacco Product	1	*	*	*	3	65	0.1	903
Textile Mills	1	*	*	*	4	36	0.1	613
Textile Product Mills	5	31	0.1	382	7	42	0.1	433
Apparel	1	*	*	*	1	*	*	*
Wood Product	6	414	0.9	693	15	623	1.0	682
Paper	5	486	1.0	1,435	5	486	0.8	1,435
Printing and Related Support Activities	7	86	0.2	721	10	95	0.2	687
Petroleum and Coal Products	1	*	*	*	1	*	*	*
Chemical	9	188	0.4	982	9	188	0.3	982
Plastics and Rubber Products	11	801	1.7	652	14	924	1.5	670
Nonmetallic Mineral Product	8	179	0.4	756	9	179	0.3	756
Primary Metal	1	*	*	*	1	*	*	*
Fabricated Metal Product	19	500	1.0	665	35	811	1.3	646
Machinery	2	*	*	*	7	45	0.1	871
Computer and Electronic Product	1	*	*	*	1	*	*	*
Electrical Equipment, Appliance, and Component	2	*	*	*	2	*	*	*
Transportation Equipment	4	*	*	*	8	*	*	*
Furniture and Related Product	7	54	0.1	516	15	94	0.2	499
Miscellaneous	4	*	*	*	7	90	0.1	660
<b>Service-Providing</b>	<b>2,325</b>	<b>30,670</b>	<b>64.1</b>	<b>533</b>	<b>3,139</b>	<b>35,639</b>	<b>59.3</b>	<b>529</b>
Utilities	11	161	0.3	2,065	19	203	0.3	1,762
Wholesale Trade	133	932	1.9	856	199	1,607	2.7	792
Retail Trade	484	6,679	14.0	430	652	7,887	13.1	433
Transportation and Warehousing	74	2,605	5.4	687	105	2,667	4.4	688
Information	28	1,520	3.2	506	41	1,615	2.7	518
Finance and Insurance	127	923	1.9	967	184	1,340	2.2	930
Real Estate and Rental and Leasing	176	876	1.8	623	209	919	1.5	613
Professional, Scientific, and Technical Services	221	1,260	2.6	871	271	1,381	2.3	839
Management of Companies and Enterprises	9	201	0.4	1,251	12	238	0.4	1,204
Administrative and Support and Waste Management and Remediation Services	175	2,728	5.7	489	222	2,856	4.8	485
Educational Services	21	278	0.6	375	23	297	0.5	370
Health Care and Social Assistance	345	4,471	9.3	753	415	5,232	8.7	726
Arts, Entertainment, and Recreation	28	785	1.6	316	37	819	1.4	310
Accommodation and Food Services	273	6,285	13.1	246	337	7,156	11.9	242
Other Services (except Public Administration)	220	965	2.0	432	288	1,272	2.1	429
<b>Unclassified - industry not assigned</b>	<b>86</b>	<b>97</b>	<b>0.2</b>	<b>440</b>	<b>125</b>	<b>149</b>	<b>0.2</b>	<b>467</b>
<b>Total - Private Sector</b>	<b>2,808</b>	<b>37,116</b>	<b>77.5</b>	<b>592</b>	<b>3,810</b>	<b>45,551</b>	<b>75.8</b>	<b>588</b>
<b>Total - Government</b>	<b>113</b>	<b>10,752</b>	<b>22.5</b>	<b>779</b>	<b>235</b>	<b>14,521</b>	<b>24.2</b>	<b>725</b>
Federal Government	49	1,087	2.3	867	76	1,185	2.0	869
State Government	39	3,224	6.7	758	84	3,577	6.0	732
Local Government	25	6,441	13.5	775	75	9,759	16.2	705
<b>ALL INDUSTRIES</b>	<b>2,921</b>	<b>47,869</b>	<b>100.0</b>	<b>634</b>	<b>4,045</b>	<b>60,071</b>	<b>100.0</b>	<b>621</b>
<b>ALL INDUSTRIES - Georgia</b>					<b>287,850</b>	<b>4,083,974</b>		<b>989</b>

Note: \*Denotes confidential data relating to individual employers and cannot be released. These data use the North American Industrial Classification System (NAICS) categories. Average weekly wage is derived by dividing gross payroll dollars paid to all employees - both hourly and salaried - by the average number of employees who had earnings; average earnings are then divided by the number of weeks in a reporting period to obtain weekly figures. Figures in other columns may not sum accurately due to rounding. All figures are 1st Quarter of 2015.

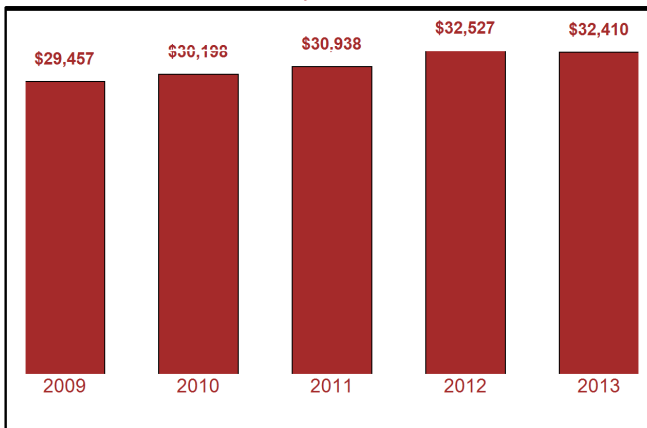
Source: Georgia Department of Labor. These data represent jobs that are covered by unemployment insurance laws.



# LABOR PROFILE

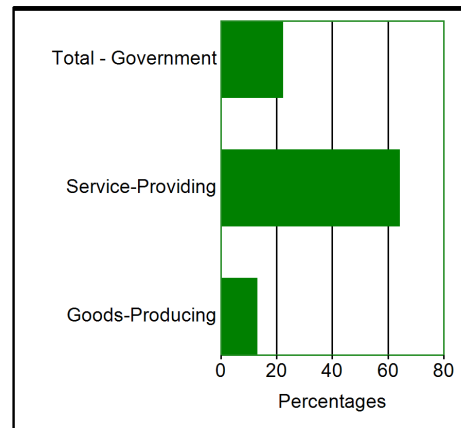
## Lowndes Per Capita Income

Source: U.S. Bureau of Economic Analysis



## Lowndes Industry Mix 2015

Source: See Industry Mix data on Page 2.



## Top Ten Largest Employers - 2014\*

### Lowndes

Convergys Customer Management  
 Data Software Services, LLC  
 Georgia Department of Corrections  
 Home Depot  
 Lowe's Home Centers, Inc.  
 Parkwood Development Center  
 Teamtemps Personnel Staffing, Inc.  
 Valdosta State University  
 Walmart  
 Zachry Industrial, Inc.

\*Note: Represents employment covered by unemployment insurance excluding all government agencies except correctional institutions, state and local hospitals, state colleges and universities. Data shown for the Third Quarter of 2014. Employers are listed alphabetically by area, not by the number of employees.

Source: Georgia Department of Labor

### Lowndes Area

Chaparral Boats, Inc.  
 Convergys Customer Management  
 Data Software Services, LLC  
 Home Depot  
 Lowe's Home Centers, Inc.  
 Parkwood Development Center  
 Ponder Enterprises  
 Teamtemps Personnel Staffing, Inc.  
 Valdosta State University  
 Walmart

### COUNTY

Berrien  
 Lowndes  
 Lowndes  
 Lowndes  
 Lowndes  
 Lowndes  
 Berrien  
 Lowndes  
 Lowndes  
 Lowndes

## Commuting Patterns

### EMPLOYED RESIDENTS OF

#### Lowndes

COUNTY WHERE EMPLOYED	NUMBER	PERCENT OF TOTAL
Lowndes, GA	43,832	92.6
Cook, GA	501	1.1
Berrien, GA	378	0.8
Brooks, GA	375	0.8
Madison, FL	253	0.5
Hamilton, FL	208	0.4
Tift, GA	192	0.4
Thomas, GA	163	0.3
Other	1,427	3.0
<b>Total Residents:</b>	<b>47,329</b>	<b>100.0</b>

### PERSONS WORKING IN

#### Lowndes

COUNTY OF RESIDENCE	NUMBER	PERCENT OF TOTAL
Lowndes, GA	43,832	78.0
Brooks, GA	3,276	5.8
Lanier, GA	1,763	3.1
Cook, GA	1,626	2.9
Berrien, GA	1,448	2.6
Echols, GA	1,104	2.0
Madison, FL	898	1.6
Hamilton, FL	551	1.0
Other	1,677	3.0
<b>Total Residents:</b>	<b>56,175</b>	<b>100.0</b>

Note: Other category represents employment from U.S. counties only.

Source: U.S. Census Bureau - 2010 County-To-County Worker Flow Files.

# LABOR PROFILE

## Education of the Labor Force

### Lowndes Area

	PERCENT OF TOTAL	PERCENT DISTRIBUTION BY AGE				
		18-24	25-34	35-44	45-64	65+
Elementary	6.3%	2.4%	4.3%	5.2%	5.5%	16.8%
Some High School	14.0%	14.6%	13.0%	10.9%	14.0%	18.1%
High School Grad/GED	33.1%	31.4%	26.5%	32.6%	37.6%	34.3%
Some College	24.6%	41.6%	26.2%	25.1%	18.1%	13.1%
College Grad 2 Yr	6.6%	4.5%	10.1%	7.8%	7.0%	2.6%
College Grad 4 Yr	10.1%	5.3%	14.8%	12.1%	10.1%	8.5%
Post Graduate Studies	5.4%	0.2%	5.0%	6.3%	7.7%	6.7%
Totals	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Note: Totals are based on the portion of the labor force between ages 18 - 65+. Some College category represents workers with some college with no degree less than two years.

Source: U.S. Census Bureau - 2010 Decennial Census.

## High School Graduates - 2014

	PUBLIC SCHOOLS	PRIVATE SCHOOLS*	TOTAL
Berrien	144	--	144
Brooks	116	--	116
Cook	192	--	192
Echols	37	--	37
Lanier	71	--	71
Lowndes	946	--	946
<b>Lowndes Area</b>	<b>1,506</b>	<b>--</b>	<b>1,506</b>



Note: Public schools include city as well as county schools systems.

\* Private schools data is not available for 2014 from Georgia Independent School Association.

Source: The Governor's Office of Student Achievement of Georgia.

## Colleges and Universities

### Lowndes Area

#### Lowndes

Georgia Military College-Valdosta Campus	
Embry-Riddle - Moody Center	<a href="http://fusion.erau.edu/ec/wwc/centerinfo.cfm?code=b8">http://fusion.erau.edu/ec/wwc/centerinfo.cfm?code=b8</a>
Valdosta State University	<a href="http://www.valdosta.edu">www.valdosta.edu</a>
Moody Air Force Base Campus (Satellite campus of Wiregrass Georgia Technical College)	<a href="http://www.wiregrass.edu">www.wiregrass.edu</a>
Wiregrass Georgia Technical College	<a href="http://www.wiregrass.edu">www.wiregrass.edu</a>

#### Cook

Cook County Center (Satellite campus of Wiregrass Georgia Technical College)	<a href="http://www.wiregrass.edu">www.wiregrass.edu</a>
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Note: The colleges and universities listed include public and private institutions. This list is updated periodically as information becomes available.

Source: Integrated Postsecondary Education Data System (IPEDS).



# LABOR PROFILE

## Technical College Graduates - 2014\*

PROGRAMS	TOTAL GRADUATES			PERCENT CHANGE	
	2012	2013	2014	2012-2013	2013-2014
Accounting Technology/Technician and Bookkeeping°	45	47	55	4.4	17.0
Administrative Assistant and Secretarial Science, General	46	35	39	-23.9	11.4
Aesthetician/Esthetician and Skin Care Specialist°	14	18	24	28.6	33.3
Allied Health and Medical Assisting Services, Other°	68	49	93	-27.9	89.8
Autobody/Collision and Repair Technology/Technician°	19	16	29	-15.8	81.3
Automobile/Automotive Mechanics Technology/Technician°	113	50	43	-55.8	-14.0
Banking and Financial Support Services°	12	18	22	50.0	22.2
Business Administration and Management, General°	1	6	9	500.0	50.0
CAD/CADD Drafting and/or Design Technology/Technician°	1	1	1	0.0	0.0
Child Care Provider/Assistant°	62	29	34	-53.2	17.2
Clinical/Medical Laboratory Technician	12	5	6	-58.3	20.0
Communications Systems Installation and Repair Technology°	2	4	11	100.0	175.0
Computer and Information Systems Security/Information Assurance°	4	9	7	125.0	-22.2
Computer Installation and Repair Technology/Technician°	52	10	16	-80.8	60.0
Computer Programming/Programmer, General°	3	5	8	66.7	60.0
Cosmetology/Cosmetologist, General°	72	104	123	44.4	18.3
Criminal Justice/Safety Studies°	152	70	127	-53.9	81.4
Culinary Arts/Chef Training	4	7	3	75.0	-57.1
Data Processing and Data Processing Technology/Technician°	19	16	25	-15.8	56.3
Dental Assisting/Assistant	10	11	6	10.0	-45.5
Design and Visual Communications, General°	15	9	17	-40.0	88.9
Dietitian Assistant°	7	5	1	-28.6	-80.0
Drafting and Design Technology/Technician, General	1	3	1	200.0	-66.7
Early Childhood Education and Teaching°	41	43	21	4.9	-51.2
Electrician°	35	19	30	-45.7	57.9
Emergency Medical Technology/Technician (EMT Paramedic)°	39	32	17	-17.9	-46.9
Game and Interactive Media Design°	2	1	2	-50.0	100.0
Health Information/Medical Records Technology/Technician°	31	15	23	-51.6	53.3
Health Services/Allied Health/Health Sciences, General°	7	1	5	-85.7	400.0
Heating, Air Conditioning, Ventilation and Refrigeration Maintenance Technology°	75	58	62	-22.7	6.9
Industrial Mechanics and Maintenance Technology°	13	16	40	23.1	150.0
Licensed Practical/Vocational Nurse Training	145	109	95	-24.8	-12.8
Machine Shop Technology/Assistant°	9	5	5	-44.4	0.0
Marketing/Marketing Management, General	5	15	18	200.0	20.0
Medical Reception/Receptionist°	6	2	13	-66.7	550.0
Medical Transcription/Transcriptionist°	4	4	3	0.0	-25.0
Medical/Clinical Assistant	25	30	20	20.0	-33.3



# LABOR PROFILE

## Technical College Graduates - 2014\*

PROGRAMS	TOTAL GRADUATES			PERCENT CHANGE	
	2012	2013	2014	2012-2013	2013-2014
Network and System Administration/Administrator°	20	22	8	10.0	-63.6
Nursing Assistant/Aide and Patient Care Assistant/Aide°	7	2	11	-71.4	450.0
Ophthalmic and Optometric Support Services and Allied Professions, Other°	4	6	7	50.0	16.7
Pharmacy Technician/Assistant°	16	8	13	-50.0	62.5
Phlebotomy Technician/Phlebotomist°	35	41	53	17.1	29.3
Radiologic Technology/Science - Radiographer°	14	20	21	42.9	5.0
Restaurant, Culinary, and Catering Management/Manager°	3	2	15	-33.3	650.0
Surgical Technology/Technologist	9	10	10	11.1	0.0
Truck and Bus Driver/Commercial Vehicle Operator and Instructor°	97	111	136	14.4	22.5
Welding Technology/Welder°	34	43	89	26.5	107.0

Definition: All graduates except those listed as technical certificates(°) are diploma and degree graduates. Diploma and degree programs are one to two years in length. Technical certificates are less than a year in length. Duplication may occur due to graduates with multiple awards.

Source: Technical College System of Georgia

\*Data shown represents Annual 2012, 2013, and 2014.

Note - The data shown is from Wiregrass Georgia Technical College

## Active Applicants - Georgia Department of Labor

	TOTAL	Mgt.	Bus. and Finance	Comp. and Arch. and Math	Life and Eng.	Life and Soc. Svcs.	Comm. and Svcs	Legal	Ed. and Training	Arts and Design	Health Prac.	Health Support
Berrien	66	18	8	4	6	1	3	0	4	1	8	13
Brooks	61	12	4	4	1	1	3	0	9	4	11	12
Cook	81	21	5	1	2	4	8	0	5	3	13	19
Echols	10	1	2	0	1	2	0	0	2	0	0	2
Lanier	31	5	3	2	1	0	2	0	4	3	5	6
Lowndes	636	167	59	35	17	23	39	10	63	35	67	121
Subtotal Area	885	224	81	46	28	31	55	10	87	46	104	173

## Active Applicants - Georgia Department of Labor (cont.)

	TOTAL	Protect. Svcs.	Food Prep.	Ground Cleaning	Personal Care	Sales	Office Support	Farm. and Forestry	Cons- truction	Installation Main.	Prod.	Trans. and Moving
Berrien	347	8	30	16	14	37	69	17	31	24	50	51
Brooks	461	21	37	25	11	46	79	12	37	18	85	90
Cook	498	12	43	21	10	37	102	20	21	26	111	95
Echols	106	3	1	1	0	5	15	55	4	1	9	12
Lanier	185	10	10	3	7	21	38	1	24	12	24	35
Lowndes	4,712	144	562	254	161	589	1,008	78	266	188	678	784
Subtotal Area	6,309	198	683	320	203	735	1,311	183	383	269	957	1,067

Note: For current applicant data available for a specific occupation, contact the nearest Georgia Department of Labor Career Center.

Source: Georgia Department of Labor (active applicants as of September 2015).



# LABOR PROFILE

## Georgia Department of Labor Location(s)

**Career Center(s)**

2808 North Oak Street  
Valdosta GA 31602

**Phone:** (229) 333 - 5211      **Fax:** (229) 333 - 5301

For copies of Area Labor Profiles, please visit our website at: [dol.georgia.gov](http://dol.georgia.gov) or contact Workforce Statistics & Economic Research, Georgia Department of Labor, 148 Andrew Young International Blvd N.E. Atlanta, GA. 30303-1751. Phone: 404-232-3875; Fax: 404-232-3888 or Email us at [workforce\\_info@gdol.ga.gov](mailto:workforce_info@gdol.ga.gov)



# COMMUNITY PROFILE

## VALDOSTA - LOWNDES COUNTY CHAMBER OF COMMERCE

Leading Businesses.  
Leading Communities.™



### Top 20 Employers

Company	Contact	Address	Employees (Full & Part Time)
Moody Air Force Base	Colonel Billy Thompson	23 Flying Tiger Way St. 218 Moody AFB 31699-1599	6,066 *
South Georgia Medical Center & Smith Northview Hospital	Randy Sauls, CEO Diane Mauldin – H.R. Dept	2501 N. Patterson St./4280 North Valdosta Rd Valdosta, GA 31602 / Valdosta, GA 31602	2,800
Valdosta State University	Dr. William McKinney, President	1500 North Patterson St. Valdosta, GA 31698	3,026
Lowndes County School System	Wes Taylor, Superintendent	1592 Norman Drive Valdosta, GA 31601	1,425
Valdosta City Schools System	Marty Roesch, Superintendent	1204 Williams Street Valdosta, GA 31602	1,200
Lowe's Distribution Center	Chris Lilly, General Manager	1550 Commerce Drive Valdosta, GA 31601	750
Wild Adventures	Molly Dees	3766 Old Clyattville Road Valdosta, GA 31601	700
Fresh Beginnings Inc. and Elead1one	Jennifer Powell	4001 Coleman Road N Valdosta, GA 31602	726
Wal Mart Supercenters	Hal Harwell / Mickey Fendley	3274 Inner Perimeter Rd. /340 Norman Drive Valdosta, GA 31602 / Valdosta, GA 31601	680
City of Valdosta	John Gayle, Mayor	216 East Central Ave. Valdosta, GA 31602	588
Lowndes County	Bill Slaughter, County Commissioner	325 West Savannah St. Valdosta, GA 31601	580
Convergys Corp.	Keith Blake, HR Manager	3947 N. Oak Street Ext. Valdosta, GA 31605	572
Wiregrass Georgia Technical College	Dr. Ray Perren, President	4089 Val Tech Rd. Valdosta, GA 31602	514
Ga. Dept. of Corrections Valdosta & Lowndes State Prisons	Cedric Taylor, Warden	3259 Val Tech Rd. Valdosta, GA 31602	438
Packaging Corp. of America	Jay Thiessen, Plant Manager	5495 Lake Park-Clyattville Rd. Valdosta, GA 31601	362
Langdale Forest Products	John W. Langdale, III, President	P.O. Box 1088 Valdosta, GA 31603	285
SAFT America	Fred Hapiak, General Manager	711 Gil Harbin Industrial Blvd. Valdosta, GA 31601	280
The Scruggs Company	Ferrell Scruggs Jr. – CEO	4679 Old Hwy. 41 N. Hahira, GA 31632	200
TM Poly Film	Guy Tittle Jr. Owner Terry Cooper – H.R. Manager	503 Gil Harbin Industrial Blvd. Valdosta, GA 31601	200
Jacuzzi Luxury Bath	Rich Baehr	512 Highland Drive, Valdosta, GA 31601	180

Note: \* This is Military & Civilian Personnel

Revised 3/4/2013





# BROKER PROFILE

Adonna C Smith has over 20 years of experience representing land owners. She has a passion for taking raw product - improving it - marketing it until she has found just the right buyer-tenant.

*“Land to development is what it is all about” - Adonna*

## OUR MISSION.

Provide the **highest quality** real estate brokerage **services** to our customers and clients, with an exemplary **“We Care” spirit.**

## OUR VALUES.

### **Integrity First.**

Deliver service that **exceeds expectations** between each other, our clients, and our customers.

Provide a positive environment, grounded in faith and principles, which rewards commitment and personal growth and **encourages life balance.**

## OUR VISION.

Our Philosophy is Simple ... **“The Right Choice!”**

It means doing **the right thing every day** to earn the **trust** and **respect** of each other, our clients, and our customers.

**BERKSHIRE HATHAWAY** | Georgia Properties  
HomeServices

**COMMERCIAL DIVISION**