

SOUTH GEORGIA REGIONAL MARKET

North Corridor Trade Area

TRACT 1 - 5.21 AC
TRACT 2 - 5.99 AC
TRACT 3 - 4.39 AC
TRACT 4 - 30.49 AC



**BERKSHIRE
HATHAWAY**
HomeServices
Georgia Properties

COMMERCIAL DIVISION



Development Ready
Professional/Medical Office
Neighborhood Friendly

Adonna C Smith
229-561-7608
adonna.smith@bhhsge.com



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DEMOGRAPHIC SNAPSHOT

Lake Laurie Dr - Neighborhood & Office Park Friendly

- 1. Tract 1 – 5.21 AC
- 2. Tract 2 – 5.99 AC
- 3. Tract 3 – 4.39 AC
- 4. Tract 4 – 30.49 AC

Property Details:

Highest and best use as an Office Park. Currently, Convergys Corporation (a global leader in customer management) is adjacent to Tract 4 and Tract 5.

Tracts 1 and 2 are adjacent to Staten Station Development which includes Wooden Nickel, Heritage Bank and Dairy Queen.

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

| Demographic POPFacts | | | | | | | | | | |
|----------------------|--------------------|--------|--------------------|--------|--------------------|--------|---------------------|--------|---------------------|--------|
| | 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) | |
| DESCRIPTION | TOTAL | % | TOTAL | % | TOTAL | % | TOTAL | % | TOTAL | % |
| POPULATION | | | | | | | | | | |
| 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% |
| HOUSEHOLDS | | | | | | | | | | |
| 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% |
| FAMILY HOUSEHOLDS | | | | | | | | | | |
| 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% |



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DEMOGRAPHIC SNAPSHOT

Employment Report

| Business Employment by Type | # of Businesses | # Employees | #Emp/Bus |
|----------------------------------|-----------------|---------------|-----------|
| Total Businesses | 5,075 | 56,944 | 11 |
| Retail & Wholesale Trade | 947 | 10,837 | 11 |
| Hospitality & Food Service | 341 | 6,018 | 18 |
| Real Estate, Renting, Leasing | 266 | 1,201 | 5 |
| Finance & Insurance | 430 | 2,106 | 5 |
| Information | 79 | 780 | 10 |
| Scientific & Technology Services | 503 | 1,909 | 4 |
| Management of Companies | 5 | 46 | 9 |
| Health Care & Social Assistance | 891 | 6,886 | 8 |
| Educational Services | 84 | 4,695 | 56 |
| Public Administration & Sales | 234 | 5,286 | 23 |
| Arts, Entertainment, Recreation | 45 | 427 | 9 |
| Utilities & Waste Management | 158 | 9,140 | 58 |
| Construction | 313 | 2,405 | 8 |
| Manufacturing | 116 | 2,350 | 20 |
| Agriculture, Mining, Fishing | 36 | 180 | 5 |
| Other Services | 627 | 2,678 | 4 |



DEMOGRAPHIC SNAPSHOT

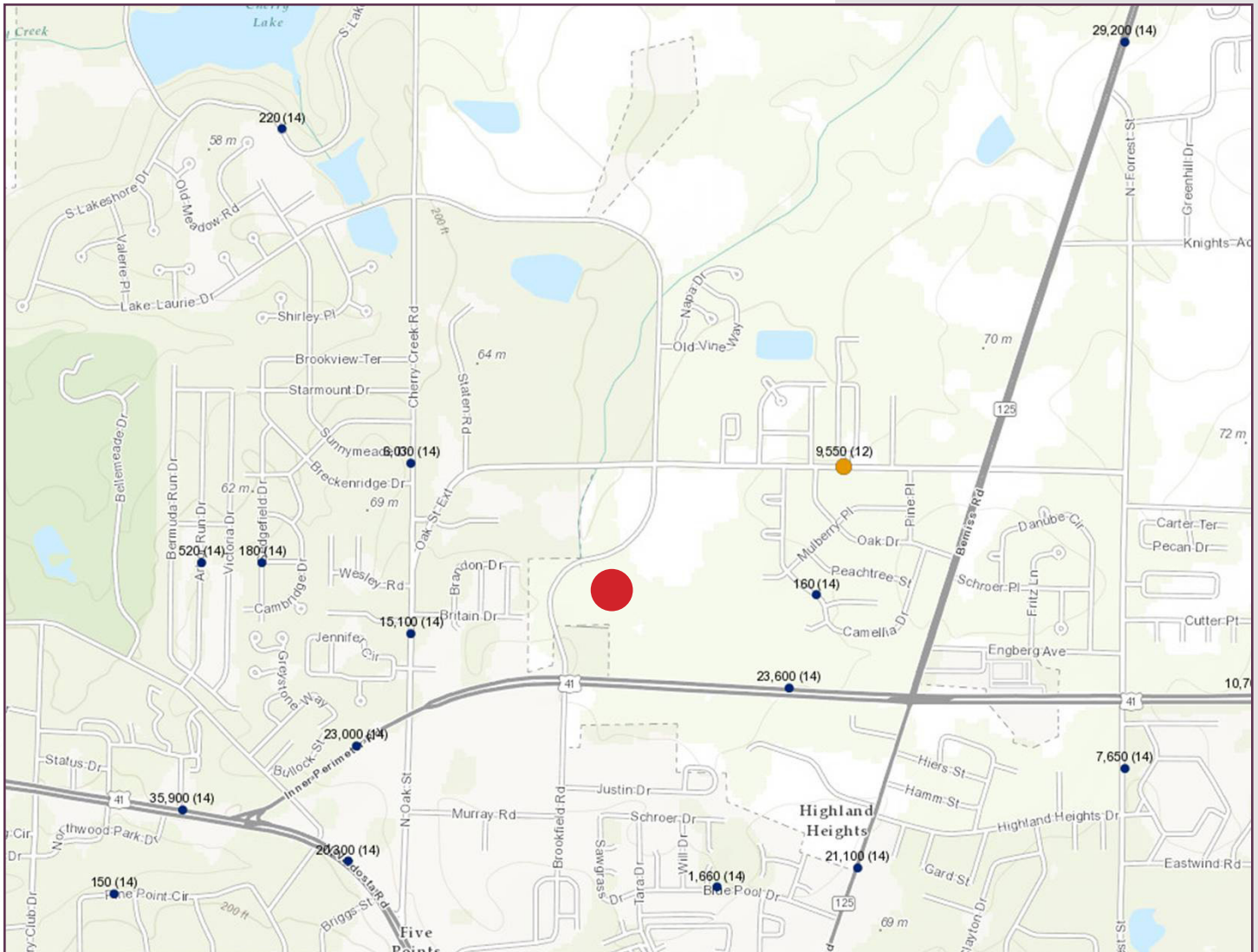
Employment Report

| Radius | 3 Mile | | 5 Mile | | 10 Mile | |
|---|----------|--------|----------|--------|----------|--------|
| Population | | | | | | |
| 2020 Projection | 41,684 | | 78,469 | | 105,257 | |
| 2015 Estimate | 39,956 | | 75,196 | | 100,996 | |
| 2010 Census | 38,254 | | 71,712 | | 96,425 | |
| Growth 2015 - 2020 | 4.32% | | 4.35% | | 4.22% | |
| Growth 2010 - 2015 | 4.45% | | 4.86% | | 4.74% | |
| 2015 Population by Hispanic Origin | 1,711 | | 3,430 | | 5,032 | |
| 2015 Population By Race | 39,956 | | 75,196 | | 100,996 | |
| White | 22,565 | 56.47% | 39,074 | 51.96% | 56,784 | 56.22% |
| Black | 15,351 | 38.42% | 32,745 | 43.55% | 39,923 | 39.53% |
| Am. Indian & Alaskan | 203 | 0.51% | 340 | 0.45% | 474 | 0.47% |
| Asian | 947 | 2.37% | 1,458 | 1.94% | 1,705 | 1.69% |
| Hawaiian & Pacific Island | 65 | 0.16% | 94 | 0.13% | 136 | 0.13% |
| Other | 825 | 2.06% | 1,486 | 1.98% | 1,974 | 1.95% |
| Households | | | | | | |
| 2020 Projection | 16,006 | | 29,182 | | 38,427 | |
| 2015 Estimate | 15,313 | | 27,918 | | 36,811 | |
| 2010 Census | 14,652 | | 26,633 | | 35,139 | |
| Growth 2015 - 2020 | 4.53% | | 4.53% | | 4.39% | |
| Growth 2010 - 2015 | 4.51% | | 4.82% | | 4.76% | |
| Owner Occupied | 7,322 | 47.82% | 13,728 | 49.17% | 19,909 | 54.08% |
| Renter Occupied | 7,991 | 52.18% | 14,190 | 50.83% | 16,902 | 45.92% |
| 2015 Households by HH Income | 15,312 | | 27,919 | | 36,810 | |
| Income: <\$25,000 | 5,291 | 34.55% | 10,626 | 38.06% | 13,505 | 36.69% |
| Income: \$25,000 - \$50,000 | 4,297 | 28.06% | 7,109 | 25.46% | 9,577 | 26.02% |
| Income: \$50,000 - \$75,000 | 2,275 | 14.86% | 4,185 | 14.99% | 5,959 | 16.19% |
| Income: \$75,000 - \$100,000 | 1,849 | 12.08% | 3,161 | 11.32% | 4,243 | 11.53% |
| Income: \$100,000 - \$125,000 | 760 | 4.96% | 1,317 | 4.72% | 1,691 | 4.59% |
| Income: \$125,000 - \$150,000 | 481 | 3.14% | 936 | 3.35% | 1,103 | 3.00% |
| Income: \$150,000 - \$200,000 | 162 | 1.06% | 296 | 1.06% | 348 | 0.95% |
| Income: \$200,000+ | 197 | 1.29% | 289 | 1.04% | 384 | 1.04% |
| 2015 Avg Household Income | \$49,670 | | \$47,811 | | \$48,014 | |
| 2015 Med Household Income | \$35,615 | | \$33,823 | | \$34,704 | |



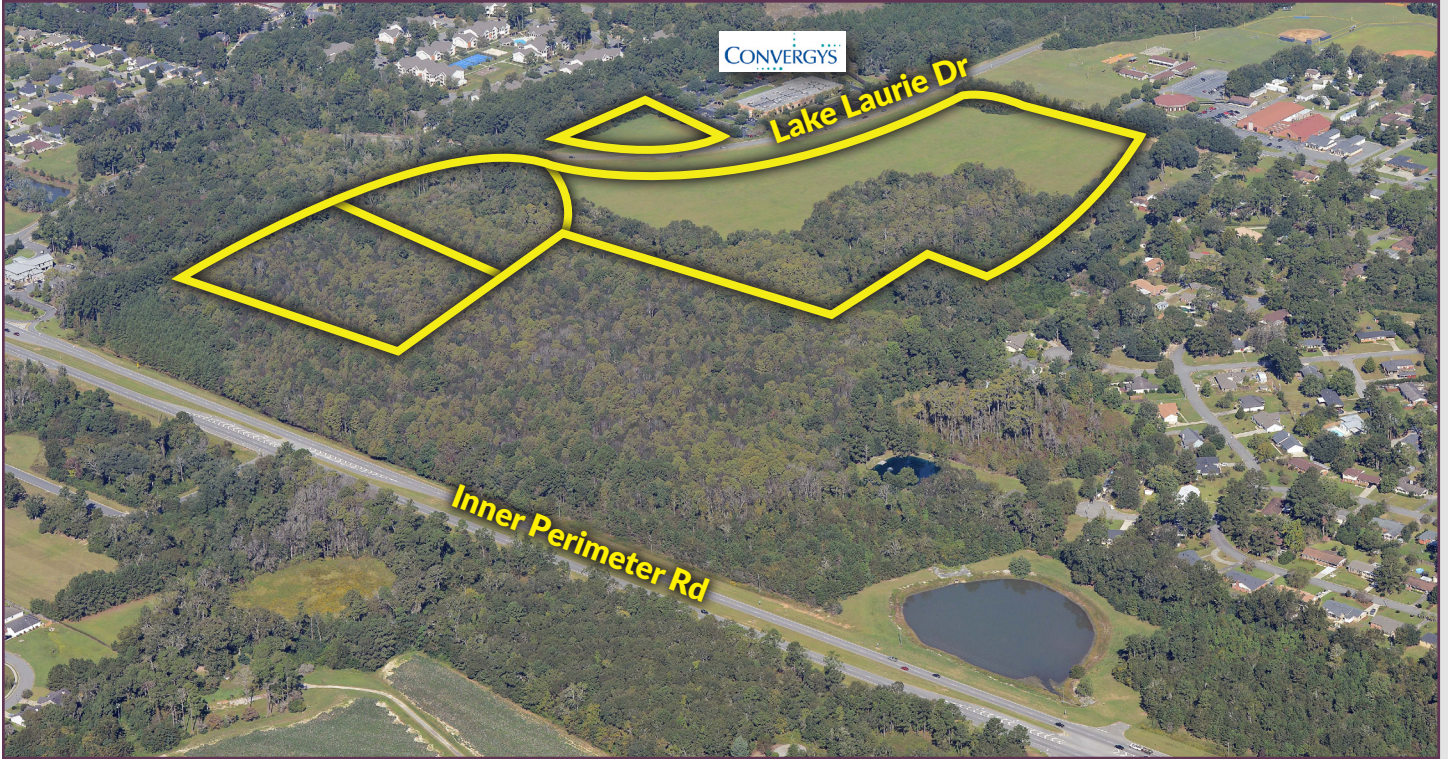
TRAFFIC COUNTS

- 46,100 ADT on I-75
- 29,200 ADT on Bemiss Rd
- 23,600 ADT on Inner Perimeter Rd



Source: www.gdot.ga.gov

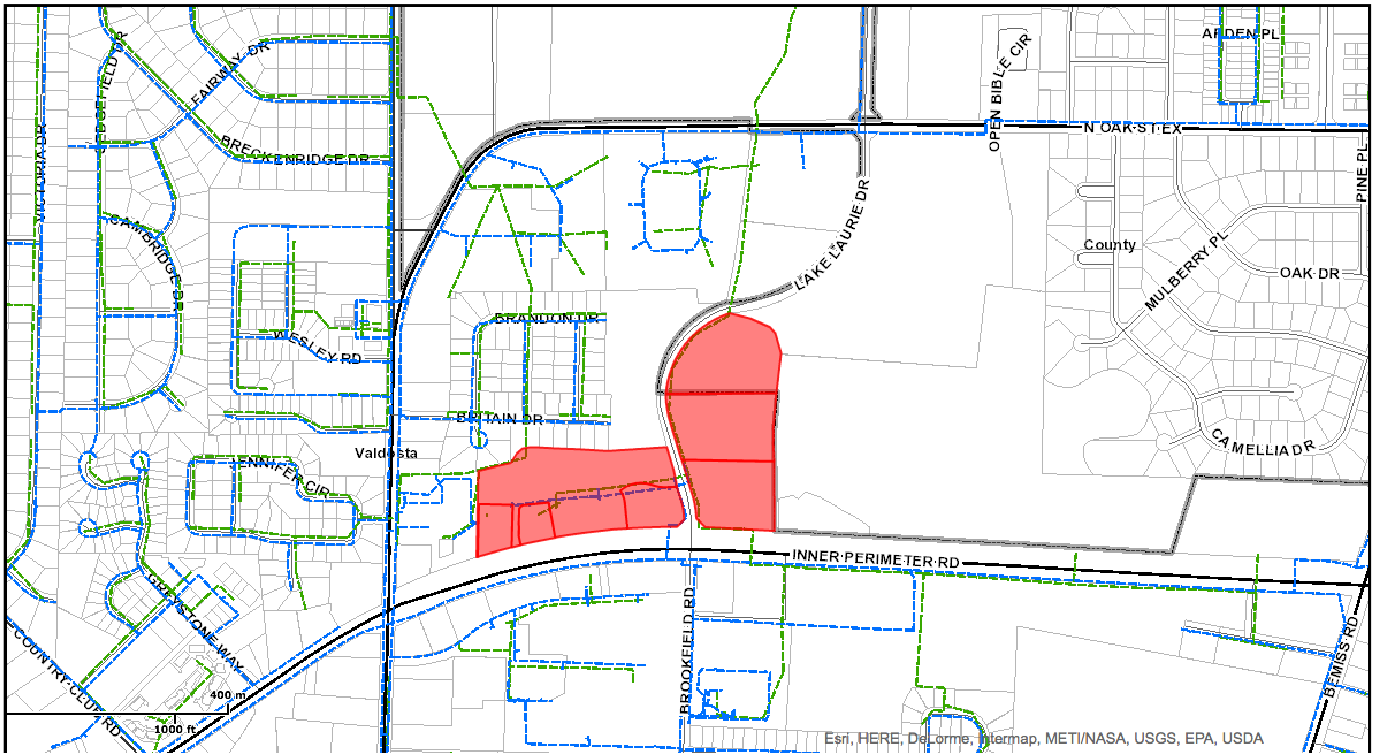
AERIAL PHOTOGRAPHY



AERIAL PHOTOGRAPHY



UTILITY MAP



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

Utility Map

Users should carefully consider the nature of these data and information before using them for decisions that concern personal or public safety or the conduct of business that involves substantial monetary or operational consequences. Conclusions drawn or actions taken on the basis of this data and information are the sole responsibility of the user.

Printed: Oct 09, 2015



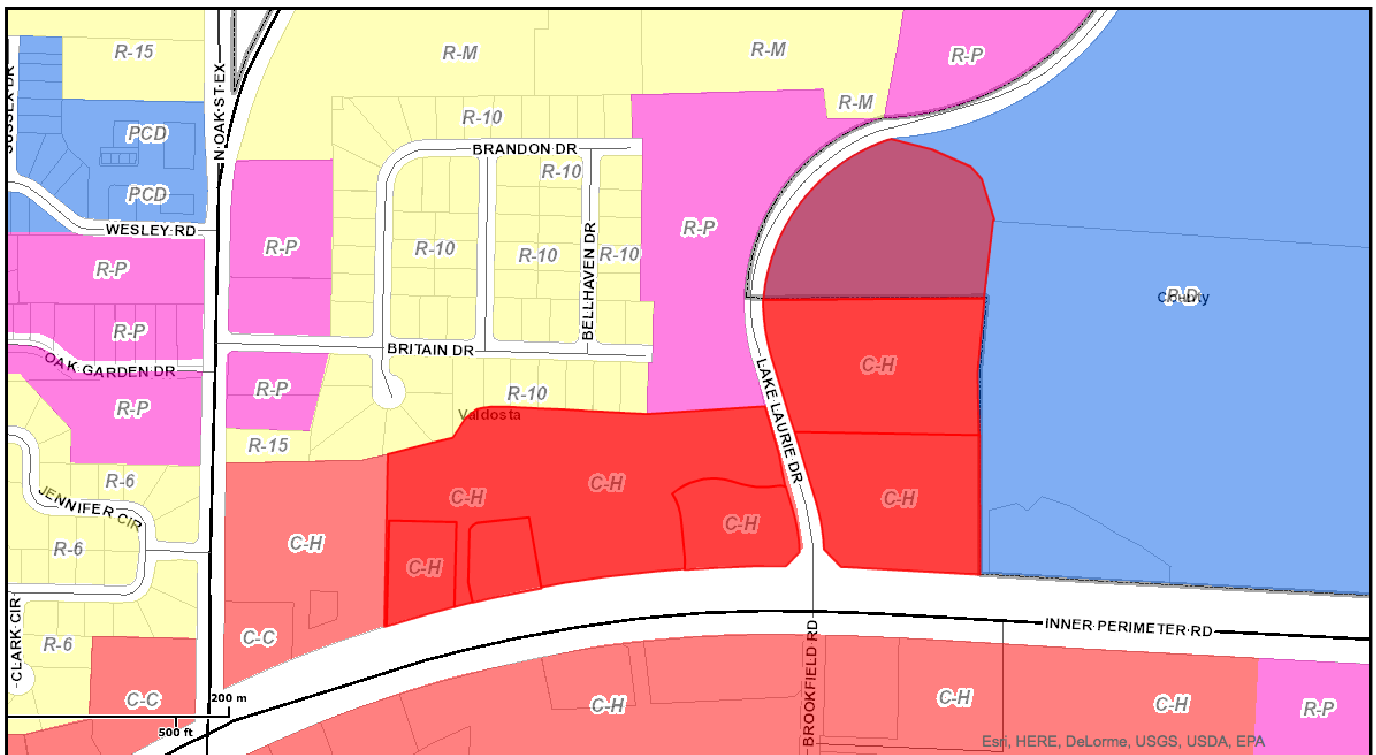


ZONING MAP

TRACT 1, 2, AND 3

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

VALUE: R-P
PROFESSIONAL



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

Zoning - Lake Laurie Phase II

Users should carefully consider the nature of these data and information before using them for decisions that concern personal or public safety or the conduct of business that involves substantial monetary or operational consequences. Conclusions drawn or actions taken on the basis of this data and information are the sole responsibility of the user.

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*see valorgis.com for further zoning inquiries



ZONING MAP

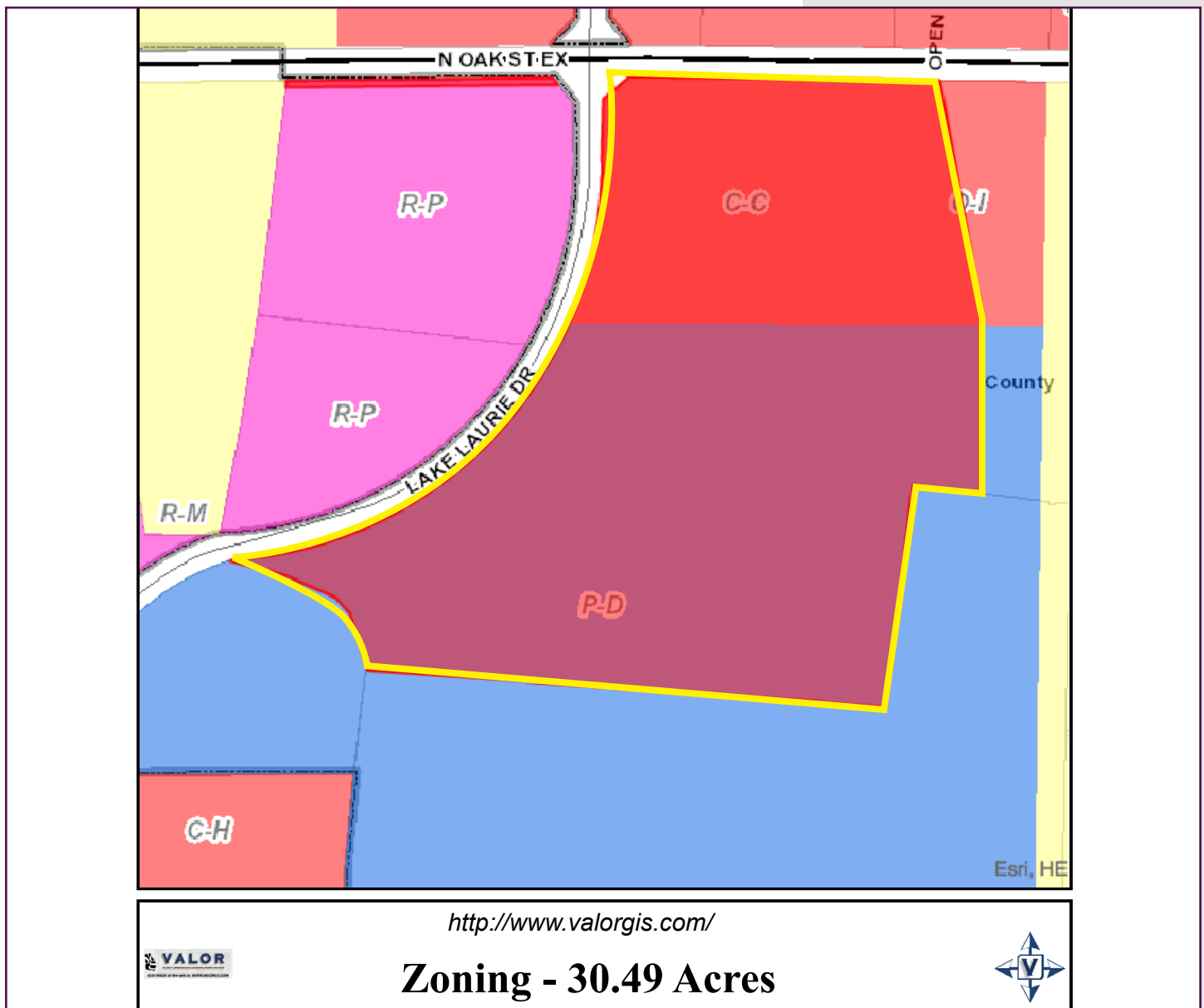
TRACT 4

VALUE: C-C

COMMERCIAL, OFFICE AND INSTITUTIONAL, BUSINESS DISTRICT

VALUE: P-D

PLANNED DEVELOPMENTS



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

Zoning - 30.49 Acres

*see valorgis.com for further zoning inquiries

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.



| | | | |
|------------------------|---------------|--------------------|----------|
| Traffic counts: | | 3 Mi Demos: | |
| 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.

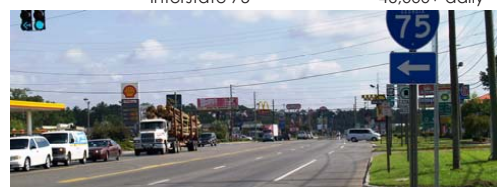
| | | | |
|----------------------|----------|----------------------------|---------------|
| 3 Mile Demos: | | Traffic counts: | |
| Population: | 44,686 | N Valdosta/Inner Perimeter | 47,000+ daily |
| Median HHI: | \$37,898 | Oak St Ext/Inner Perimeter | 41,000+ daily |
| | | Inner Perimeter/Bemiss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

| | | | |
|----------------------|----------|------------------------|---------------|
| 3 Mile Demos: | | Traffic counts: | |
| 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.



| | | | |
|----------------------|----------|------------------------|---------------|
| 3 Mile Demos: | | Traffic counts: | |
| 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

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

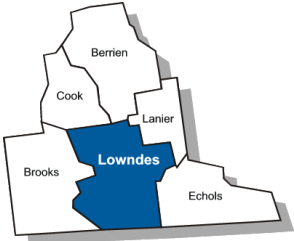
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LABOR PROFILE



**Lowndes
County**



Updated: Oct 2015

AREA LABOR PROFILE

Labor Force Activity - 2014

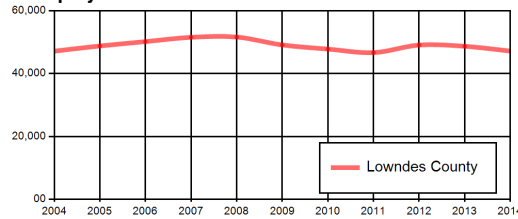
2014 ANNUAL AVERAGES

| | 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% |
| Lowndes Area | 77,821 | 71,947 | 5,874 | 7.5% |
| 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% |

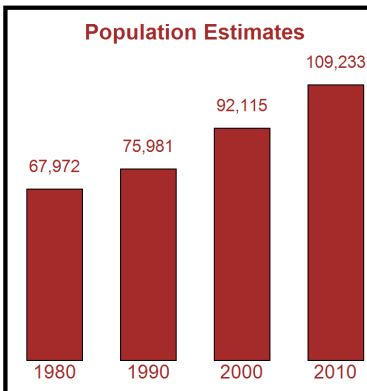
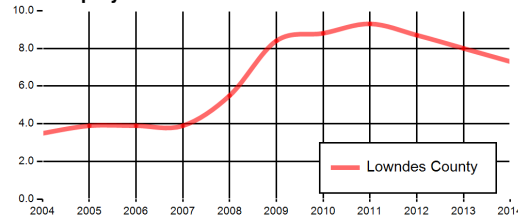
Note: This series reflects the latest information available. Labor Force includes residents of the county who are employed or actively seeking employment.

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

Employment Trends



Unemployment Rate Trends



Population

| | 2010 Census | 2014 Rank | 2014 Estimate | % Change 2000-2014 | 2025 Projected* | % Change 2010-2025 |
|---------------------|----------------|-----------|----------------|--------------------|-----------------|--------------------|
| Lowndes | 109,233 | 21 | 113,523 | 3.9 | 143,138 | 31.0 |
| City of Valdosta | 54,518 | | | | | |
| Lowndes Area | 209,139 | | 211,797 | 1.3 | 255,828 | 22.3 |
| 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 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 |
| Goods-Producing | 397 | 6,349 | 13.3 | 878 | 671 | 9,912 | 16.5 | 799 |
| 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 |
| Service-Providing | 2,325 | 30,670 | 64.1 | 533 | 3,139 | 35,639 | 59.3 | 529 |
| 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 |
| Unclassified - industry not assigned | 86 | 97 | 0.2 | 440 | 125 | 149 | 0.2 | 467 |
| Total - Private Sector | 2,808 | 37,116 | 77.5 | 592 | 3,810 | 45,551 | 75.8 | 588 |
| Total - Government | 113 | 10,752 | 22.5 | 779 | 235 | 14,521 | 24.2 | 725 |
| 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 |
| ALL INDUSTRIES | 2,921 | 47,869 | 100.0 | 634 | 4,045 | 60,071 | 100.0 | 621 |
| ALL INDUSTRIES - Georgia | | | | | 287,850 | 4,083,974 | | 989 |

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.

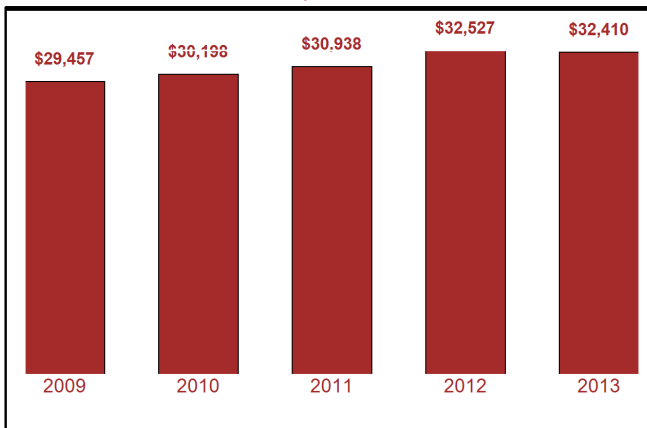
Source: Georgia Department of Labor. These data represent jobs that are covered by unemployment insurance laws.



LABOR PROFILE

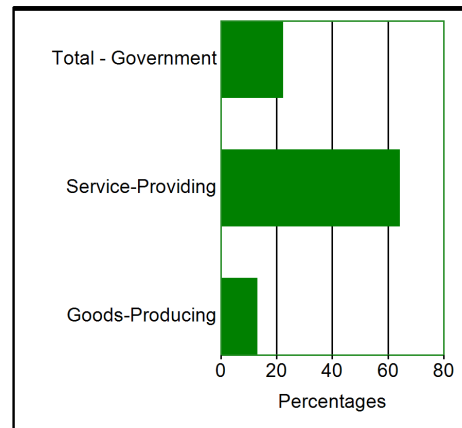
Lowndes Per Capita Income

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 |
| Total Residents: | 47,329 | 100.0 |

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 |
| Total Residents: | 56,175 | 100.0 |

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 |
| Lowndes Area | 1,506 | -- | 1,506 |



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 | http://fusion.erau.edu/ec/wwc/centerinfo.cfm?code=b8 |
| Valdosta State University | www.valdosta.edu |
| Moody Air Force Base Campus (Satellite campus of Wiregrass Georgia Technical College) | www.wiregrass.edu |
| Wiregrass Georgia Technical College | www.wiregrass.edu |

Cook

| | |
|--|--|
| Cook County Center (Satellite campus of Wiregrass Georgia Technical College) | www.wiregrass.edu |
|--|--|

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 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



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