

## **CRAWFORD COUNTY INDUSTRY CLUSTER AND ECONOMIC DEVELOPMENT OPPORTUNITIES**

The following is an analysis of the County’s Industry Clusters and some examples on how to build Knowledge Based industries and further develop intraregional trade.

### **Crawford County Industry Clusters**

The major industry clusters in Crawford County are: (1) Wood and Furniture Products; (2) Printing Products; (3) Stone, Clay and Glass Products; and (4) Machinery, Equipment and Electronic Products. Table 3.01 gives a more detailed listing of the industry clusters and the companies found within each of these clusters for Crawford County. In 1998 manufacturing was the highest source of personal income, generating \$67 million within the County, Table 3.10 list the personal income sources by industry for the County. While manufacturing was the highest personal income source it was only third highest in employment total. Services 2,600 surpassed manufacturing’s total employment of 2,227 as well as Retail Trades 2,283 employed. The 44% growth for manufacturing employment was the second highest only below Retail Trades 46%, Table 3.09. This increase in manufacturing employment contributed to the increase in both Services and Retail employment as well as the \$30 million in tourism expenditure in 1999, Table 3.07. In addition, the increase in manufacturing employment also contributed in part to the 5% growth in population and the 10% growth in housing, Tables 3.03 and 3.04. The low unemployment rate, which the County has, can also be attributed in part to the increased manufacturing employment, Table 3.08.

### **There are Opportunities to Further Build the County’s Industry Base Through Actions That More Fully Integrate the County’s Industries With the Knowledge Based Industry Clusters That Drive the State’s Economy and Through Actions That Facilitate Increased Intraregional Trade**

Growth in manufacturing or in “basic industries” is often a major factor in determining whether a region’s economy prospers or declines. To further bolster and create greater opportunities for growth in our region’s industries there are actions that can be taken to more fully integrate our industry clusters with the Knowledge Based Industry Clusters that drive the State’s economy.

The following table identifies the County’s industry clusters in relation to the Knowledge Based Industry Clusters driving the State’s economy. An explanation of these knowledge base industry clusters and recommendations on how to further build them are provided on Pages 1-2 through 1-10. Maps 1-13 beginning on Page 11-1 illustrate the concentration of these clusters within the County.

<b>Crawford County’s Industry Clusters</b>		<b>Wisconsin’s Knowledge-Based Industry Clusters Driving The State’s Economy</b>
Food Processing – SIC Codes 2000-2199	↔	Agricultural/Business/Food Processing Cluster
Textile, Apparel and Leather Production – SIC Codes 2200-2399 & 3100-3199	↔	Manufacturing/Materials Cluster
Wood and Furniture Products – SIC Codes 2400-2599	↔	Paper Making/Forest Products Cluster
Printing Products – SIC Codes 2600-2799	↔	Printing Cluster
Chemicals & Petroleum Products – SIC Codes 2800-2999	↔	Manufacturing/Materials Cluster and Biotechnology/Bioinformatics Cluster
Plastic and Rubber Products – SIC Codes 3000-3099	↔	Manufacturing/Materials Cluster
Stone, Clay, & Glass Products – SIC Codes 3200-3299	↔	Manufacturing/Materials Cluster
Metal Products – SIC Codes 3300-3499	↔	Manufacturing/Materials Cluster
Machinery, Equipment and Electronic Products – SIC Codes 3500-3699	↔	Machinery Manufacturing/ Automation Cluster
Transportation Equipment – SIC Codes 3700-3799	↔	Manufacturing/Materials Cluster

**A Survey Mailed to Approximately 600 Industries in the Region Identifies Other Opportunities to Help Build the County's Industry Clusters**

The survey was centered around the concept of promoting regional import substitution strategies. These strategies involved promoting the concept that industries should buy raw materials or components needed for production within the Region as opposed to from outside the Region if practical. The survey's primary emphasis was therefore on identifying the products produced by the Region's industries and the raw materials or components needed to produce their products. The survey also centered in on seven other information areas that could also lead to additional intraregional trade and industry cluster growth. These were: (1) Labor force development plans, 2) Identifying raw materials or components that are difficult to procure in order to manufacture their product, 3) Interest in contract manufacturing with another business or entrepreneur, 4) Interest in using an intermodal freight transfer facility (*rail to truck*), 5) Interest in venture capital financing, 6) Interest in revolving loan fund financing, and 7) Interest in developing an industry matchmaker procurement website. The survey allowed each industry to respond by circling a number from one to five with "one" meaning, no I am definitely not interested, and "five" meaning, yes I am definitely interested. Industries responding to any questions with a three, four, or five on a given question are listed in Table 3.02. Some economic development concepts and opportunities based on the results of this survey and other information sources are outlined below.

- A printing company reported difficulty in procuring recycled newsprint.
- In 1989 a pulp mill feasibility study was prepared by a steering committee appointed by the Governor. This study identified areas in the State where a pulp mill would be most suitable based on both environmental and economic factors. Six of the 21 sites are in the nine county Mississippi River Region. The increased utilization of abundant smaller trees and of species not as suitable for saw log production would provide a better economic market for a currently underutilized resource. This would provide an immediate economic incentive for woodland owners to conduct "timber stand improvement" thinning on their properties. This would result in better quality and faster growth of saw timber and veneer grade logs, thus, over time, helping to relieve the reported shortage of larger, better quality, logs. A possible downside of this pulpwood market development could occur if a higher demand increases market prices to the point where some landowners, shortsightedly, begin to cut into their young growing stock saw log reserve and harvest it as pulp wood. The Southwest Badger RC&D is presently studying the concept of establishing a round wood chip mill that would shred logs into chips near or on the Mississippi River and transfer them to a barge for transport to either a U.S. pulp mill or a foreign mill. A chip mill in Hixton, Wisconsin is presently shipping their chips by rail on the Wisconsin Central Railroad to Wisconsin pulp mills in the east. Another chip mill in Independence is manufacturing excelsior involving processing wood products into packaging material.
- Seventy-six manufacturers in the Mississippi River Region indicated in a survey their interest in a matchmaker procurement website. Industry cluster procurement websites should be set up among industry clusters to assist in multi-company cost sharing and obtaining raw material quantity discounts.
- The metal product, metal fabrication and machinery and equipment manufacturers total over 100 firms in the Mississippi River Region. There are four machinery, equipment and electronic product manufacturers and three metal product manufacturers that could benefit from this in Crawford County. They all obviously indicated a use of steel, aluminum or other metal as a raw material needed to produce their product in survey results. Joint purchasing and shipping arrangements should be worked out that would result in a quantity discount in procuring these products. Two factors that need to be researched are: Are the raw materials needed too specialized to do this, and if so, can further processing of the raw material be done here?
  - Two Crawford County firms, as part of a group of 56 companies region wide, have stated interest in angel, venture and revolving loan fund financing. Business financing workshops should be organized to provide information on these various forms of financing.

- The development of a “Smart Park” on a 160 acre site in the southwest part of the City of Prairie du Chien should be investigated. Smart parks have the latest in telecommunication technology infrastructure and attract high technology companies. This site is in an existing TIF district with two separate rail lines adjacent to it. Large acreage smart parks that are well designed and landscaped with quality signage have proven successful in other small communities such as Butte, Montana; Aberdeen, South Dakota; and Paducah, Kentucky.
- In the interest of promoting intraregional trade and industry cluster growth, are there any businesses or individuals in the Region that have a need for the following products produced by industries in Crawford County or can provide the following raw materials or components to them? This list of products, raw materials and components is based off returns from the Region wide industry survey. This is therefore not a complete list of all the products, raw materials and components needed in the County. The slash “/” used in these lists identify where one industry’s product or raw material need begins and ends. Business or individuals interested in investigating these intraregional trade and business development opportunities are encouraged to contact the Mississippi River Regional Planning Commission office, Telephone 608-785-9396, Email [plan@mrrpc.com](mailto:plan@mrrpc.com).

Crawford County Industry Products List: belt conveyors, belt feeders/ marine pumps/ auto parts/ lumber/ printing products/

Crawford County List of Raw Materials or Components Needed by Industries to Manufacture Their Products: logs, recycled newsprint/ roller chain sprockets, paint and motors/

**TABLE 3.01**  
**CRAWFORD COUNTY INDUSTRY CLUSTERS**

***Food Processing - SIC Codes 2000-2199***

Mount Sterling Cheese Co., Mount Sterling

***Textile, Apparel & Leather Prod. - SIC Codes 2200-3199\****

Countryside Workshop, Prairie Du Chien

***Wood and Furniture Products - SIC Codes 2400-2599***

Bennett Hardwoods, Prairie Du Chien

Du Charme, Laverne, Eastman

Foley, Bill, Eastman

Fuller Logging & Lumber Co., Prairie Du Chien

Hamel Forest Products, Inc., Ralph, Ferryville

Nelson Hardwood Lumber Co., Inc., Prairie Du Chien

Peppermint Springs Furniture, Gays Mills

Prairie Cabinet Shop, Prairie Du Chien

Quality Wood Treating Co., Inc., Prairie Du Chien

***Printing Products - SIC Codes 2600-2799***

Crawford County Independent, The, Gays Mills

Howe Printing Co., Inc., Prairie Du Chien

Independent Press Printing Co., Gays Mills

Prairie Print, Inc., Prairie Du Chien

Woodward Communications, Inc., Prairie Du Chien

***Chemicals & Petroleum Products - SIC Codes 2800-2999***

Dillman Equipment, Prairie Du Chien

S & D Products, Inc., Prairie Du Chien

***Plastic and Rubber Products - SIC Codes 3000-3099***

Prairie Industries, Inc., Prairie Du Chien

***Stone, Clay, & Glass Products - SIC Codes 3200-3299***

3 M Co., Prairie Du Chien

Ferryville Ready Mix, Ferryville

Prairie Sand & Gravel, Inc., Prairie Du Chien

Slaght Construction, Inc., Prairie Du Chien

***Metal Products - SIC Codes 3300-3499***

Design Homes Inc., Prairie Du Chien

Marquette Mfg., Inc., Prairie Du Chien

R & S Welding & Repair, Wauzeka

***Machinery, Equip. & Electronic Prod. - SIC Codes 3500-3699***

D H Satellite, Prairie Du Chien

Prairie Tool Co., Inc., Prairie Du Chien

Wolf Machine, Inc., Prairie Du Chien

Zabel Equipment, Eastman

***Transportation Equipment - SIC Codes 3700-3799***

Miniature Precision Components, Prairie Du Chien

***Computer Serv., Program. & Software - SIC Codes 7370-7379***

VBC 2000, Prairie du Chien

*\*Actual industries covered in this industry cluster are SIC 2200-2399 and 3100-3199*

**TABLE 3.02**  
**Crawford County**  
**Business Development Opportunities**

*The following is a list of Business Development Needs and Opportunities that the various companies indicated through a survey they had an interest in.*

**Labor Force Development**

Miniature Precision Components, Prairie Du Chien

**Contract Manufacturing**

Zabel Equipment, Eastman

**Angel and/or Venture Capital**

Miniature Precision Components, Prairie Du Chien

Zabel Equipment, Eastman

**Revolving Loan Fund**

Miniature Precision Components, Prairie Du Chien

**Matchmaker Procurement Website**

Miniature Precision Components, Prairie Du Chien

Zabel Equipment, Eastman

**Inputs and Raw Materials Difficult To Procure**

Woodward Communications, Inc., Prairie Du Chien, Recycled newsprint

**TABLE 3.03  
CRAWFORD COUNTY POPULATION**

	1990	1994	1998	2000	1990-2000 Numerical Chge	1990-2000 % Chge
Crawford County	15,940	15,944	16,656	16,727	787	4.94
Mississippi River Region	271,389	277,912	287,401	291,732	20,343	7.5
State of Wisconsin	4,891,599	5,061,451	5,234,350	5,310,406	418,807	8.56
U.S.	248,709,873	260,651,000	271,644,000	274,271,000	25,561,127	10.28

Source: 1) General Population Characteristics – 1990, U.S. Department of Commerce, Bureau of the Census

2) Official Population Estimates-1994, 1998, & 2000 – State of Wisconsin Dept. of Admin.-Demographic Services Center

3) U.S. Bureau of the Census – Current Population Reports – 1994, 1998, & 2000 U.S. Population

The County's percentage rate of population growth of 4.94% was lower than the Region.

**TABLE 3.04  
CRAWFORD COUNTY HOUSING UNITS**

	1990	1994	1998	2000	1990-2000 Numerical Chge	1990-2000 % Chge
Crawford County	7,315	7,554	7,933	8,077	762	10.42
Mississippi River Region	108,284	113,130	119,418	123,026	14,742	13.61
State of Wisconsin	2,055,774	2,169,429	2,295,403	2,366,371	310,597	15.11

Source: 1) General Population Characteristics – 1990, U.S. Department of Commerce, Bureau of the Census

2) Total Housing Unit Estimates-1994, 1998, & 2000 – State of Wisconsin Dept. of Admin.-Demographic Services Center

The County's percentage of change in housing units of 10.42% between 1990 and 2000 was lower than the Region's 13.61% and the State's 15.11%. The numerical change was slightly lower than the numerical population change for this time period.

**TABLE 3.05  
CRAWFORD COUNTY REAL ESTATE EQUALIZED VALUE**

	1990	1994	1998	2000	1990-2000 Numerical Chge	1990-2000 % Chge
Crawford County	337,137,800	398,928,200	550,255,200	636,565,100	299,427,300	88.81
Mississippi River Region	5,873,954,300	7,135,618,600	9,788,336,300	11,590,076,200	5,716,121,900	97.31
State of Wisconsin	134,138,145,600	176,376,443,200	238,769,117,100	277,213,706,800	143,075,561,200	106.66

Source: Wisconsin Dept. of Revenue – Bureau of Property Tax

The County's percent change 88.81% between 1990 to 2000 was lower than the Region's 97.31% and the State's 106.66%.

**TABLE 3.06  
CRAWFORD COUNTY PER CAPITA PERSONAL INCOME**

	1990	1994	1998	1990-1998 Numerical Chge	1990-1998 % Chge
Crawford County	13,186	15,665	18,883	5,697	43.20
Mississippi River Region	14,702	17,112	20,739	6,037	41.06
State of Wisconsin	18,160	21,699	26,284	8,124	44.74
U.S.	19,584	22,581	27,203	7,619	38.90

Source: Bureau of Economic Analysis, U.S. Department of Commerce

The 43.20 percent change in per capita personal income between 1990 to 1998 for the County was higher than Region's 41.06% and the U.S.'s 38.90% but lower than the State's 44.74%.

**TABLE 3.07  
CRAWFORD COUNTY TRAVELER AND TOURISM EXPENDITURES**

		1994	1998	1999	1994-1999 Numerical Chge	1994-1999 % Chge
Crawford County	Total Visitor Expenditure	21,201,245	25,322,533	30,142,663	8,941,418	42.17
	Total Employ. Impact	598	753	881	283	47.32
	Total Resident Income Impact	12,811,276	14,261,478	16,888,052	4,076,776	31.82
	Total State Revenue Impact	2,112,878	2,310,520	2,723,636	610,758	28.91
	Total Local Revenue Impact	1,343,415	1,671,898	1,983,658	640,243	47.66
Mississippi River Region	Total Visitor Expenditure	291,075,919	415,261,065	484,792,934	193,717,015	66.6
	Total Employ. Impact	8,184	12,134	14,037	5,853	71.5
	Total Resident Income Impact	175,202,855	229,804,273	268,801,481	93,598,626	53.4
	Total State Revenue Impact	28,895,029	37,230,866	43,351,265	14,456,236	50.0
	Total Local Revenue Impact	18,372,103	26,940,369	31,573,216	13,201,113	71.9
State of Wisconsin	Total Visitor Expenditure	5,762,412,960	8,117,722,825	8,747,834,904	2,985,421,944	51.81
	Total Employ. Impact	161,747	232,667	248,681	86,934	53.7
	Total Resident Income Impact	3,462,507,003	4,485,757,000	4,840,582,000	1,378,074,997	39.8
	Total State Revenue Impact	571,048,000	764,770,000	821,837,000	250,789,000	43.9
	Total Local Revenue Impact	363,085,017	520,312,000	562,143,000	199,057,983	54.8

*Source: Wisconsin Department of Tourism*

**The County's percentage of growth in tourism expenditures is lower than the Region and the State.**

**TABLE 3.08  
CRAWFORD COUNTY LABOR FORCE AND EMPLOYMENT**

		1990	1994	1998	1999	2000	1990-2000 % Chge
Crawford County	Total Labor Force	7,964	9,138	10,317	9,717	10,044	26.12
	Total Employment	7,529	8,572	9,917	9,359	9,742	29.39
	Total Unemployment	435	566	400	358	302	-30.57
	Unemployment Rate	5.5	6.2	3.9	3.7	3.0	-45.45
Mississippi River Region	Total Labor Force	141,572	154,238	162,848	158,957	166,004	17.3
	Total Employment	134,915	146,330	157,235	153,825	161,011	19.3
	Total Unemployment	6,657	7,908	5,613	5,132	4,993	-25.0
	Unemployment Rate	5.1	5.6	3.8	3.4	3.0	-42.1
State of Wisconsin	Total Labor Force	2,581,079	2,800,059	2,952,711	2,891,982	3,021,635	17.1
	Total Employment	2,466,597	2,668,025	2,853,275	2,803,881	2,928,062	18.7
	Total Unemployment	114,483	132,033	99,436	88,801	93,573	-18.3
	Unemployment Rate	4.4	4.7	3.4	3.0	3.1	-29.5
U.S.	Total Labor Force	126,142,000	131,951,000	138,545,000	140,108,000	140,639,000	11.49
	Total Employment	118,241,000	124,721,000	132,517,000	134,420,000	135,161,000	14.31
	Total Unemployment	7,901,000	7,230,000	6,028,000	5,688,000	5,477,000	-30.68
	Unemployment Rate	6.3	5.5	4.4	4.1	3.9	-38.10

*Source: State of Wisconsin Department of Workforce Development and U.S. Bureau of Labor Statistics*

**The County's labor force grew faster than the Region, State's and the U.S. The County's unemployment rate of 3.0% was the same as the Region 3.0%, but was lower than the State 3.1% and the U.S. 3.9%.**

**TABLE 3.09  
CRAWFORD COUNTY TOTAL EMPLOYMENT BY INDUSTRY**

	1990 No. Emp.	%	1998 No. Emp.	%	Numeric Change	Percent Change
<b>Crawford County</b>						
Total full-time and part-time employment	8,526		10,786		2,260	26.51
Farm Employment	1,450	17.0	1,443	13.4	-7	-0.48
Ag. Services, forestry, fishing and other*	125	1.5	(D)	N/A	N/A	N/A
Mining	17	0.2	(D)	N/A	N/A	N/A
Construction	257	3.0	357	3.3	100	38.91
Manufacturing	1,548	18.2	2,227	20.6	679	43.86
Transportation and public utilities	151	1.8	185	1.7	34	22.52
Wholesale trade	285	3.3	213	2.0	-72	-25.26
Retail trade	1,567	18.4	2,283	21.2	716	45.69
Finance, insurance, and real estate	302	3.5	334	3.1	32	10.60
Services	1,913	22.4	2,600	24.1	687	35.91
Government and government enterprises	911	10.7	962	8.9	51	5.60
<b>Mississippi River Region</b>						
Total full-time and part-time employment	151,402		180,653		29,251	19.32
Farm Employment	15,940	10.5	14,969	8.3	-971	-6.09
Ag. Services, forestry, fishing and other*	NA	NA	NA	NA	NA	NA
Mining	NA	NA	NA	NA	NA	NA
Construction	5,968	3.9	8,073	4.5	2,105	35.27
Manufacturing	22,859	15.1	26,457	14.6	3,598	15.74
Transportation and public utilities	7,156	4.7	NA	NA	NA	NA
Wholesale trade	6,990	4.6	NA	NA	NA	NA
Retail trade	26,337	17.4	33,337	18.5	7,000	26.58
Finance, insurance, and real estate	6,381	4.2	8,296	4.6	1,915	30.01
Services	NA	NA	NA	NA	NA	NA
Government and government enterprises	23,689	15.6	25,451	14.1	1,762	7.44
<b>State of Wisconsin</b>						
Total full-time and part-time employment	2,835,395		3,330,028		494,633	17.44
Farm Employment	114,701	4.0	101,293	3.0	-13,408	-11.69
Ag. Services, forestry, fishing and other*	23,383	0.8	32,757	1.0	9,374	40.09
Mining	3,682	0.1	3,892	0.1	210	5.70
Construction	124,497	4.4	163,989	4.9	39,492	31.72
Manufacturing	574,066	20.2	639,270	19.2	65,204	11.36
Transportation and public utilities	122,793	4.3	147,772	4.4	24,979	20.34
Wholesale trade	125,765	4.4	146,410	4.4	20,645	16.42
Retail trade	499,720	17.6	577,644	17.3	77,924	15.59
Finance, insurance, and real estate	185,053	6.5	223,752	6.7	38,699	20.91
Services	697,198	24.6	899,427	27.0	202,229	29.01
Government and government enterprises	364,537	12.9	393,822	11.8	29,285	8.03
<b>U.S.</b>						
Total full-time and part-time employment	139,426,900		160,198,700		20,771,800	14.90
Farm Employment	3,153,000	2.3	3,127,000	2.0	-26,000	-0.82
Ag. Services, forestry, fishing and other*	1,453,000	1.0	2,042,600	1.3	589,600	40.58
Mining	1,044,100	0.7	855,500	0.5	-188,600	-18.06
Construction	7,260,800	5.2	8,799,100	5.5	1,538,300	21.19
Manufacturing	19,697,200	14.1	19,568,500	12.2	-128,700	-0.65
Transportation and public utilities	6,568,600	4.7	7,668,300	4.8	1,099,700	16.74
Wholesale trade	6,711,500	4.8	7,351,900	4.6	640,400	9.54
Retail trade	22,920,500	16.4	26,710,200	16.7	3,789,700	16.53
Finance, insurance, and real estate	10,712,600	7.7	12,229,900	7.6	1,517,300	14.16
Services	38,709,600	27.8	49,897,700	31.1	11,188,100	28.90
Government and government enterprises	21,196,000	15.2	21,948,000	13.7	752,000	3.55

Source: U.S. Department of Commerce, Bureau of Economic Analysis, Regional Economic Information System (REIS)

The County's employment growth of 26.51% between 1990 and 1998 is higher than the Region's 19.32%, the State's 17.44%, and the U.S.'s 14.9%. Services, Retail Trade, Manufacturing, and Farming are the County's leading employment industries with 24%, 21%, 21%, and 13% respectively. These four industries make up 79% of the total employment within the County.

(D) = not shown to avoid disclosure of confidential information

**TABLE 3.10  
CRAWFORD COUNTY PERSONAL INCOME BY INDUSTRY SOURCE OF EARNINGS (Thousands of dollars)**

	1990	1998	Numeric Change	Percent Change
<b>Crawford County</b>				
Farm earnings	13,391	-654	-14,045	-104.9
Ag. Services, forestry, fishing and other*	863	(D)	N/A	N/A
Mining	371	(D)	N/A	N/A
Construction	5,033	7,915	2,882	57.3
Manufacturing	34,100	67,611	33,511	98.3
Transportation and public utilities	3,981	5,008	1,027	25.8
Wholesale trade	6,257	5,625	-632	-10.1
Retail trade	15,422	29,752	14,330	92.9
Finance, insurance, and real estate	3,156	5,116	1,960	62.1
Services	22,463	43,314	20,851	92.8
Government and government enterprises	18,729	27,374	8,645	46.2
<b>Mississippi River Region</b>				
Farm earnings	135,774	84,735	-51,039	-37.59
Ag. Services, forestry, fishing and other*	NA	NA	NA	NA
Mining	NA	NA	NA	NA
Construction	149,125	260,634	111,509	74.78
Manufacturing	554,933	842,941	288,008	51.90
Transportation and public utilities	212,794	NA	NA	NA
Wholesale trade	182,614	NA	NA	NA
Retail trade	278,279	404,423	126,144	45.33
Finance, insurance, and real estate	93,699	178,201	84,502	90.18
Services	NA	NA	NA	NA
Government and government enterprises	554,880	803,682	248,802	44.84
<b>State of Wisconsin</b>				
Farm earnings	1,138,582	839,302	-299,280	-26.3
Ag. Services, forestry, fishing and other*	353,693	530,927	177,234	50.1
Mining	89,376	143,541	54,165	60.6
Construction	3,684,281	5,984,543	2,300,262	62.4
Manufacturing	17,775,251	26,116,131	8,340,880	46.9
Transportation and public utilities	3,671,535	5,579,579	1,908,044	52.0
Wholesale trade	3,704,657	5,804,561	2,099,904	56.7
Retail trade	5,712,498	8,378,372	2,665,874	46.7
Finance, insurance, and real estate	3,491,912	6,602,120	3,110,208	89.1
Services	12,723,318	22,287,307	9,563,989	75.2
Government and government enterprises	9,584,448	13,784,615	4,200,167	43.8
<b>U.S.</b>				
Farm earnings	43,885,000	43,016,000	-869,000	-2.0
Ag. Services, forestry, fishing and other*	22,174,000	34,445,000	12,271,000	55.3
Mining	36,461,000	47,984,000	11,523,000	31.6
Construction	206,994,000	302,174,000	95,180,000	46.0
Manufacturing	665,431,000	891,190,000	225,759,000	33.9
Transportation and public utilities	228,042,000	357,379,000	129,337,000	56.7
Wholesale trade	221,113,000	329,422,000	108,309,000	49.0
Retail trade	321,531,000	464,753,000	143,222,000	44.5
Finance, insurance, and real estate	243,984,000	477,189,000	233,205,000	95.6
Services	888,863,000	1,503,725,000	614,862,000	69.2
Government and government enterprises	629,902,000	850,789,000	220,887,000	35.1

*Source: U.S. Department of Commerce, Bureau of Economic Analysis, Regional Economic Information System (REIS)*

**The largest increase in personal income was in the Manufacturing, Retail Trade, and Services industries with increases of 98%, 93% and 93% respectively. All three of these increases were higher than the State and U.S. for this time period. Two industries showed a decline in income, Wholesale Trade with 10% and Farming 105%.**

*(D) = not shown to avoid disclosure of confidential information*