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Total Deals - Manufacturing vs. Services

SB&D 100 - 1992-2004

Year	Manufacturing	Services	*Total Deals
2004	292	297	585
2003	189	277	466
2002	164	245	409
2001	165	282	447
2000	209	312	521
1999	194	346	540
1998	228	344	572
1997	229	407	636
1996	212	361	573
1995	310	243	553
1994	281	189	470
1993	303	182	485
1992	274	162	436

*Source: SB&D. *Total Announced Deals 1992-2018 meeting or exceeding
200 jobs and/or \$30 million in investments or more.*

Total Deals - Manufacturing vs. Services

SB&D 100 - 2005-2020

Year	Mfg.	Services	*Total Deals
2020	306	191	497
2019	314	217	531
2018	379	217	596
2017	384	296	680
2016	353	342	695
2016	353	342	695
2015	424	306	730
2014	375	293	668
2013	410	185	597
2012	363	160	523
2011	350	189	539
2010	335	259	594
2009	228	140	368
2008	291	138	429
2007	301	209	510
2006	257	225	482
2005	219	370	589

Source: SB&D. *Total Announced Deals 1992-2020 meeting or exceeding 200 jobs and/or \$30 million in investments or more.

Top Industries

Number of Projects

	2020	2019	2018	2017	2016	2015	2014
1. Distribution	80	44	65	74	66	54	51
2. Food & Beverage	57	35	51	73	51	63	45
3. Automotive	40	65	51	72	85	111	8
4. Petrochemicals	33	33	40	27	41	70	47
5. Life Sciences	25	5	7	6	11	5	2
6. IT	21	24	21	21	24	20	25
7. Aviation/Aerospace	18	25	39	35	55	26	28
8. Pharmaceuticals	14	20	5	5	22	7	6
9. Healthcare	12	24	9	28	27	19	43
10. Metals	12	19	37	16	18	14	15
11. Financial Services	11	23	33	38	47	69	42
12. Renewable Energy	12	9	16	7	19	19	12
13. Data Centers	8	5	14	12	12	14	16
14. Headquarters	5	19	30	33	32	36	42
15. Call Centers	4	13	9	29	26	26	33

Totals are derived from all projects announced in the American South 2013-2018 calendar years meeting or exceeding 200 jobs and/or \$30 million in investment. Not every sector is included in the chart. Source: SB&D

Here are the **top 10 economies** in the world in 2018,
with regions of the U.S. factored in when it comes to GDP.
The values are based on U.S. dollars:

1. United States	\$20.51 trillion
2. China	\$13.45 trillion
3. U.S. South	\$6.82 trillion
4. U.S. West	\$5.19 trillion
5. Japan	\$5.07 trillion
6. U.S. Northeast	\$4.71 trillion
7. Germany	\$4.02 trillion
8. U.S. Midwest	\$3.80 trillion
9. United Kingdom	\$2.80 trillion
10. France	\$2.79 trillion

Source: International Monetary Fund

In 2019, the U.S. was at full employment for
the fourth consecutive year.

Today, about **8 million people** have lost their
jobs **because of the pandemic.**

We are running out of labor.

200,000 a month:

For decades, the number of people entering the workforce on average each month (16-65 years old)

71,000 a month:

Average number of people entering the workforce in 2016 and 2015

50,000 a month:

Projected average number of people entering the workforce from 2018-2028

185,000 a month:

Average number of jobs created per month 2011-2019

In July 2021, 943,000 jobs were created.

However, there are still about 8 million jobs available in the U.S. right now.

"But 95 million Americans are outside the workforce," inferring there are 95 million Americans without a job who want one. Of those, according to government resources:

Family caretakers: 12.9 million

Disabled: 15.4 million

College students: 20.5 million

Retirees: 44.1 million

Drug addicted, mentally ill?

Total: 92.9 million of the 95 million that are outside the workforce have a reason not to work or look for a job.

Worker participation

1970: 60.4 percent

1999: 67.1 percent

2019: 63.6 percent

Worker participation includes anyone ages 16 to 65 seeking a job or employed full- or part-time. (U-3 model)

So, what do we do about an **exhausted labor shed?**

1: *"We can accept slower growth."*

2: *"We can subsidize fertility, which is pretty expensive, right?"*

3: *Or you (we) can embrace immigration. And those are the three choices. . .and that's literally math. . .and you can pick which one you like."*

-Minneapolis Federal Reserve Bank President, Neel Kashkari

In December 2017,
House Speaker Paul Ryan said,

"This is going to be the new
economic challenge for America:
People. . .we need to have higher birth rates
in this country. We need more people to add
to the workforce."

"The United States is in the middle of a **baby bust**, perhaps more dire than we realize. Last year saw a **record low fertility rate** and an even sharper drop is predicted for 2017 and beyond for years to come."

-- Washington Post, December 15, 2017

So, you can't find skilled labor.

That's the going theme among employers in this country for five years, right? Forget skilled labor, what about unskilled labor? There is an enormous demand for low-skilled workers such as farm and construction workers, food prep, janitors, personal care and home health aides.

In calendar year 2019:

Just over 10,000 people retired per day on average

2,330 people turned 16 (working age) per day on average

Meaning the U.S. last year lost almost 8,000 people from its workforce per day.

So, where are we in the
pandemic economy?

The answer. . .
No one knows.
Why?

1. Federal aid as a result of the pandemic is essentially over for businesses.

What happens when that money runs out?

2. It's all up to the pandemic and the number of people who get vaccinated.