



# **Business Retention and Expansion Process Summary Report for Valdosta-Lowndes County, 2010**

Prepared by the Valdosta-Lowndes County Chamber of Commerce  
October 2010

## Standard Industrial Code Classification of Survey Participants

Hazardous & Non-Hazardous Waste Processing	1
Construction Equipment, New & Used Trucks and Service Parts	1
Rigid packaging	1
Manufacture hoists, cranes and monorails	1
Building Construction Products	1
Railroad Rolling Stock Equipment	1
Boat Building	1
Pharmaceuticals	1
Gourmet Bakery & Call Center	1
FAA Repair Station, Chromium Plating Services	1
Paper Products, Liner Boards	1
<b>TOTAL</b>	<b>11</b>

### Impact on Product Development

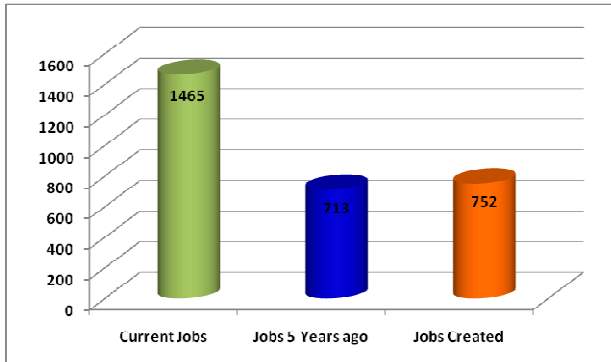
Survey participants were asked to indicate what factors have had the greatest impact on their current and future product development; such as machinery, labor, supplies, etc.:

<b>27.27%</b>	<b>Machinery</b>
<b>54.55%</b>	<b>Cost of Raw Materials and Supplies</b>
<b>9.09%</b>	<b>Labor: Availability and Quality</b>
<b>18.18%</b>	<b>Technology</b>
<b>27.27%</b>	<b>Other</b>

\*Participants could indicate more than one factor.

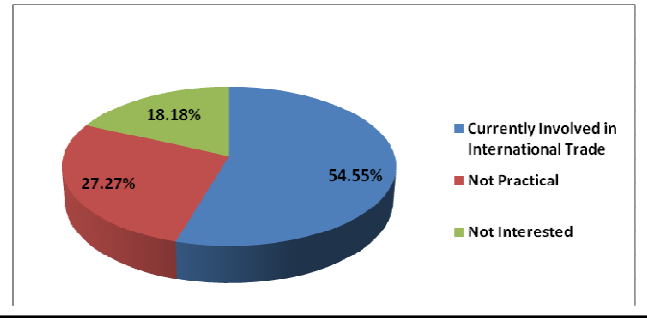
### Labor and Workforce Development

The 11 businesses participating in this survey reported they currently employ **1465** persons, versus approximately **713** employees five years ago for a net gain of **752** jobs. This amounts to an annual average of **150.4** jobs over the last five years for the sampled industries.



### International Trade

Fifty-five percent of companies surveyed are actively involved in international trade or have been within the past three years. Of the remaining 45 percent that have not been involved in international trade, 19 percent of the companies stated they have no interest of international trade as their reason for having not done so previously. Twenty-seven percent stated it was not practical to engage in international trade because of the following reasons: the majority of their business is in and around Valdosta-Lowndes County, the product is not applicable to the international market or the product does not sell out of the local facility.



### Expansion

Survey participants were asked to indicate their plans for expansion, relocation and/or modernization of their facility. Expansion and modernization plans represent significant potential for investment in the local economy and job growth over the next few years.

**72.73%** of the participants surveyed are considering expansion  
**63.64%** will take place at the current site  
**9.09%** will take place in the same city at a different site  
**27.27%** have no plans to expand in the next two years

### Educational Requirements

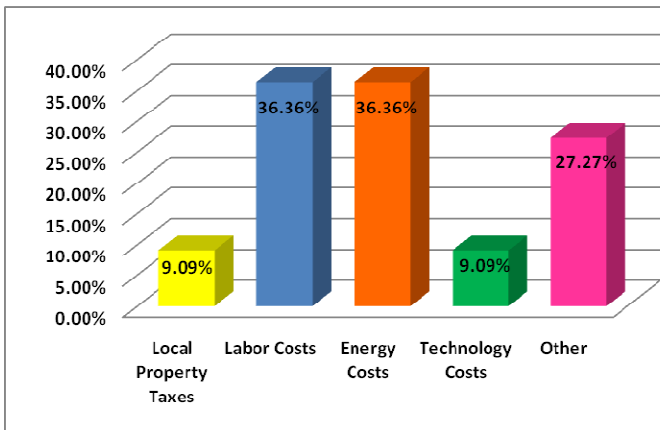
Firms were asked to identify the type of educational training/educational level that their firm currently needs, ranging from a high school diploma/GED requirement to a college degree.

<b>27.27%</b>	<b>College Degree</b>
<b>54.55%</b>	<b>Technical College Degree</b>
<b>36.36%</b>	<b>Certified Specialist</b>
<b>45.45%</b>	<b>High School or GED Required</b>
<b>18.18%</b>	<b>No Formal Training or Education</b>
<b>36.36%</b>	<b>Other</b>

\*Participants could indicate more than one educational requirement

\*Other educational requirements included Georgia Work Ready Certificate and Make Education Work

### Cost Factors Impacting Current Financial Condition

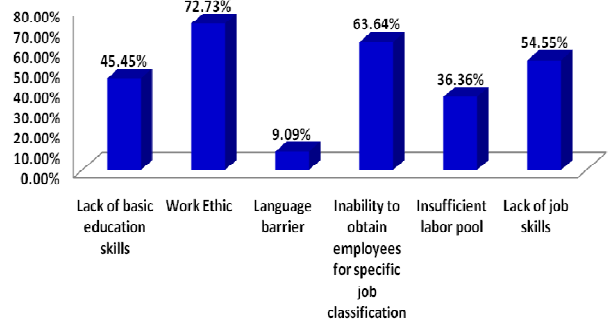


Survey participants were asked to identify cost factors influencing their current financial condition. The following graph represents the percentage of responses in the categories most often cited by the respondents. Totals may exceed 100% due to the combined calculation of all responses and the occasional reporting of more than one factor per category.

Factors labeled as 'Other' were identified as economy, health of manufacturing industry, electrical costs, inventory control, pending tax caps (import/export), healthcare and labor costs.

### Workforce Needs

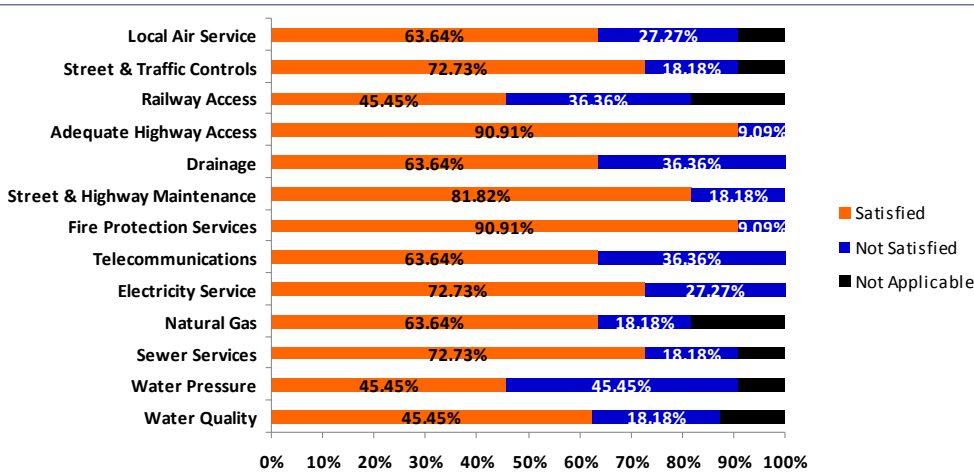
Firms were asked whether they had difficulty obtaining qualified employees and to identify the possible cause for the difficulty. Of the surveyed participants, 54.55% indicated they have problems obtaining qualified employees. The following graph indicates the percentage of firms that reported specific problems in this area.



### Economic Development

COMMUNITY	
90.91%	Valdosta-Lowndes County is an excellent or good place to do business
9.09%	Valdosta-Lowndes County is a fair or poor place to do business
STATE	
90.91%	Georgia is an excellent or good place to do business
0.00%	Valdosta-Lowndes County is a fair or poor place to do business

### Satisfaction with Local Services and Institutions



Firms were asked whether they were satisfied with a number of different local services and institutions. The Chamber, in cooperation with local government officials, must work to address specific problems identified by surveyed businesses.

\*Items coded 'Not Applicable' are not relevant to the business.