



Business Retention and Expansion Process Summary Report for Valdosta-Lowndes County, 2009

Standard Industrial Code Classifications of Survey Participants

Packaged edible oil products	1
Concrete products	1
Canvas awnings	1
Animal feed	1
Fine art reproductions	1
Processed meat products	1
Manufacture potting soil	1
Disposable house materials	1
Wood products	1
Manufacture special chemical products	3
Industrial supplies	1
Printing	2
Bath Tubs	1
Safety lifting devices	1
Building products	1
Wooden storage buildings	1
TOTAL	19

Impact on Product Development

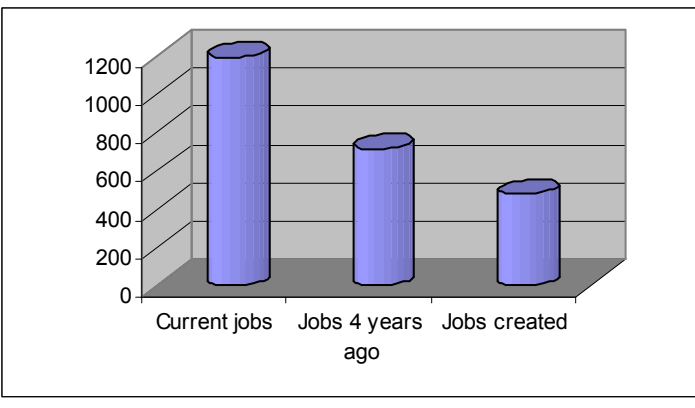
Survey participants were asked to indicate what factors have had the greatest impact on their current and future product development, such as machinery, labor, supplies, etc.:

36.8%	Machinery
26.3%	Cost of Raw Materials and Supplies
36.8%	Labor: Availability and Quality
36.8%	Technology
26.3%	Other: Economy, Competitive Pricing, Seasonal Nature of products

*Participants could indicate more than one factor.

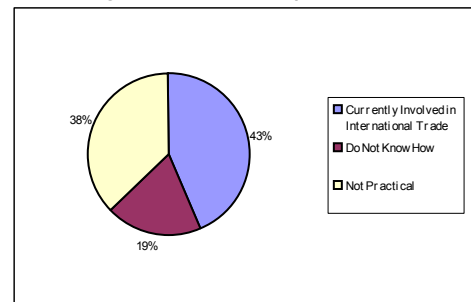
Labor and Workforce Development

The 19 businesses participating in this survey reported that they currently employ 1192 persons, versus approximately 713 employees four years ago for a net gain of 479 jobs. This amounts to an annual average of 119 jobs over the last four years for the sampled industries.



International Trade

Fifty-eight percent of companies surveyed are actively involved in international trade or have been within the past three years. Of the remaining 42 percent that have not been involved in international trade, 25 percent of the companies stated not knowing how to be involved in international trade as their reason for having not done so previously. Fifty 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. The remaining 25% did not respond.



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.

26.3% of the manufacturers surveyed are considering expansion
80% of expansions will take place at the current site
20% of expansions will take place in the same city at a different site

Educational Requirements

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

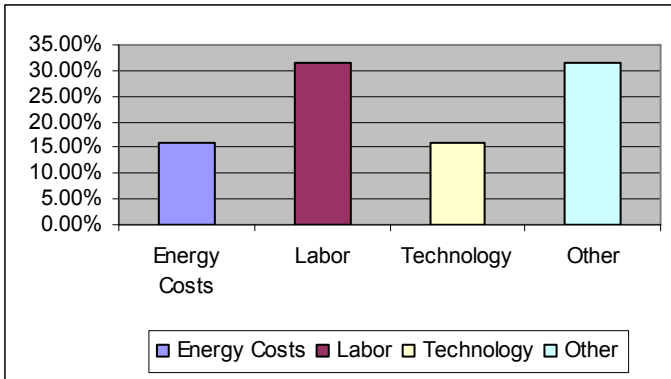
63.1%	High School or GED Required
21%	College Degree
26.3%	Technical College Degree
36.8%	No Formal Tech Training/Education
15.7%	Certified Specialist

*Participants could indicate more than one educational requirement.



Business Retention and Expansion Process Summary Report for Valdosta-Lowndes County, 2009

Cost Factors Impacting Current Financial Condition

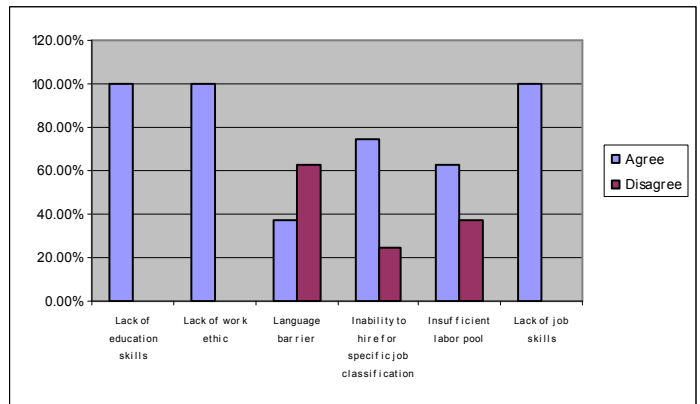


Survey participants were asked to identify cost factors impacting their current financial condition. The following graph represents the percentage of responses in the categories most often cited by respondents. Totals may exceed 100% due to the combined calculation of all responses and the occasional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

Factors labeled as 'other' were identified as economy, lack of sales, tax increases, cost of materials, and cost of benefits packages.

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, 42% indicated that they have problems obtaining qualified employees. The following graph indicates the percentage of firms that reported specific problems in this area.



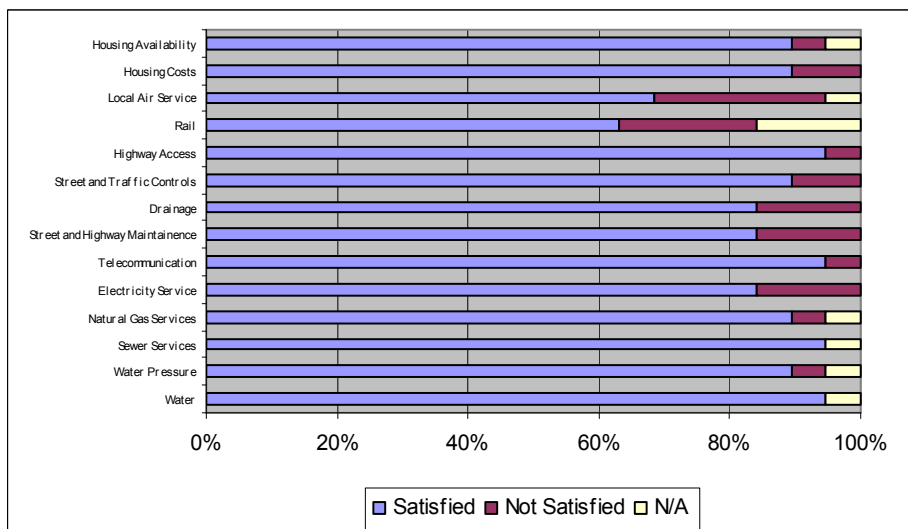
Community

84.3% Valdosta-Lowndes County is an excellent or good place to do business.
15.7% Valdosta-Lowndes County is a fair or poor place to do business.

State

100% Georgia is an excellent or good place to do business.
0% Georgia 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 N/A are not applicable to the business.