

Economic Indicators for Greater Cheyenne

Wyoming Center for Business & Economic Analysis, LLC.

Volume XX, Number 4
December 2004

TABLE OF CONTENTS

FRONT MATTER	
Preface	ii
ECONOMIC ANALYSIS	
Economic Indicators Analysis	1
Data Tables	3
Cheyenne/Laramie County Profile	12
Economic Indicator Graphs.....	13
Data Sources.....	20

COMMUNICATIONS

Data Center Phone: (307) 632-1347
Data Center FAX: (307) 632-1368
Editor e-mail: rto@wyomingeconomicdata.com
Mailing Address: Wyoming Center for Business &
Economic Analysis, LLC.
1912 Capitol Ave., Suite 407
Cheyenne, WY 82001

Editor	R.T. O’Gara
Research Assistance	Jill Reuer
Typography	Stacy Shultz-Bisset
Printing	Pioneer Printing

For subscription rates, please see the last page.

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PREFACE

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ECONOMIC INDICATORS

GROWTH IN THE GOVERNMENT SECTOR

As one might expect, the government sector comprises a large portion of the industry jobs within Laramie County. In fact, in the years 1999 – 2002 the government sector in Laramie County comprised approximately 36 percent of the wage and salary employment, and 55 percent of the total wage and salary disbursements went to workers within the government sector. With this in mind, we decided to focus on this topic by addressing the government's growth in Wage & Salary Earnings and job growth from 1999 to 2002 as reported by the Bureau of Economic Analysis. Below is a table that illustrates the changes year to year. You will see that we calculated both change in earnings and change in jobs.

One of the most significant calculations was the hypothetical increase in jobs from 2000 to 2001 relative to the change in earnings during that same period. Three government jobs were added (0.02%) between 2000 and 2001 while wage and salary earnings for new and existing jobs increased by \$48 million (7.4%). This would be much like a new firm locating in Laramie County with a payroll of \$48 million and hiring 1,596 new employees with each paid

\$30,000 per year but in this case, no additional persons were added to the county's labor force.

Once again from 2001 to 2002, the number of government jobs increased just less than 1 percent while wage and salary earnings increased at a rate of 9.8 percent or \$68 million. Using the same methodology from the preceding paragraph, this \$68 million increase in wage and salaries equates to an increase of 2,057 new jobs earning \$30,000/job per year under the "new firm" concept. Stated differently, the increase in salaries and wages going to Laramie County government workers was so large that it was equivalent to adding 2,000 plus jobs at \$30,000 per job to the local economy. If one is looking for why the greater Cheyenne economy has done so well over the past 4 years, growth in government sector payrolls provides a material explanation.

The average earnings of the government employees decreased initially from \$42,555 in 1999 to \$41,110 in 2000. Then, the average earnings increased dramatically in 2001 and 2002, to \$44,143 (7.4%) and \$48,076 (8.9%) respectively.

GROWTH IN GOVERNMENT SECTOR LARAMIE COUNTY

SECTOR	WAGE & SALARY EARNINGS (A)					
	(in \$000)					
	1999		2000		2001	2002
Government	\$640,665		\$646,658		\$694,658	\$762,823
Federal, Civilian	140,269		149,962		153,506	165,452
Military	182,557		189,260		197,406	217,757
State & Local	287,839		307,436		343,522	379,614
Change in Earnings		5,993		48,000		68,165
	JOBS					
Government	15,055		15,730		15,733	15,867
Federal, Civilian	2,392		2,547		2,389	2,395
Military	3,856		3,813		3,804	3,804
State & Local	8,807		9,370		9,540	9,668
Change in Jobs		675		3		134
New \$30,000/yr jobs		0		1,596		2,057
Average earnings	\$42,555		\$41,110		\$44,153	\$48,076

(a) Does not include employer paid benefits

Source: BEA

TABLE A

EMPLOYMENT

Laramie County's civilian labor force increased by 1.2 percent from one year ago, up 513 workers and total employment increased 300 workers (0.7%). Total unemployment also increased by 14 percent from a year ago, and in response, the unemployment rate increased from 3.6 percent to 4.1 percent over the last year.

The third quarter help wanted index increased, more than doubling the average number of ads listed from the third quarter of last year. This suggests that there has been a large increase in the demand for workers locally.

GENERAL BUSINESS ACTIVITY

Retail sales, as measured by total taxable sales, decreased over two percent from a year ago. Conversely, retail sales increased slightly over one percent from the second quarter of this year.

The third quarter showed 42 bankruptcies up from 30 a year ago (a 40% increase). Auto registrations also fell six percent after an 11.4 percent increase last quarter. Registrations decreased nearly 10 percent from a year ago.

The banking data looked positive in all aspects from a year ago. Deposits were up nearly 13 percent. A very positive sign for the banks was the increase in net income of 23.9 percent from a year ago.

Credit Unions showed a 14 percent increase in deposits, a 20 percent increase in total loans and a 10 percent increase in memberships from a year ago. Delinquencies showed a decrease of over 17 percent. Year to date, the credit unions are showing a decrease of approximately \$250,000 in net income (-7.1%).

CONSTRUCTION

Construction activity during the third quarter remained quite positive from a year ago. Single-family permits in Cheyenne were up nearly 22 percent, septic permits were up three percent, and the value of authorized construction was up nearly three percent. Remarkably, the value of residential construction was up almost 73 percent from a year ago. The new construction continues to grow considerably in dollar value. In fact, last year the average monthly value of total residential construction was \$3.6 million for the third quarter and this year the third quarter monthly average was \$6.2 million. Even more astonishing, this quarter's residential construction was up 178 percent from two years ago.

The single family building permits for Laramie County decreased by seven permits from this time a year ago. Total building permits in Cheyenne (which includes building and non-building permits) were also down 9.7 percent from a year ago.

Although construction has slowed from the second quarter, the number of residential homes sold (141) remained constant. The number of residential units for sale during the third quarter of last year was 332, whereas the number of residential units for sale during the third quarter of this year was 437. This equates to an increase of nearly 32 percent. Without an increase in number of units sold, the county has more and more units remaining on the real estate market. This increase in homes on the market could very well explain the increase in number of rental homes and duplexes in the rental market. Third quarter statistics indicated an increase of over 50 homes and duplexes in the rental market as compared to the third quarter of last year.

The number of unfurnished apartment vacancies was also up from last year, nearly 90 percent. The rental market has broadened considerably with increasing vacancies in apartments, homes and duplexes.

TOURISM

As a positive indicator for the county, tourism indicators showed many increases from a year ago. Available rooms increased from 27,438 to 29,840 (8.75%). Nights occupied also increase from 21,523 during the third quarter of last year to 22,946 for the third quarter of this year. In contrast, the occupancy rate and average room rate both decreased by nearly two percent from a year ago. The CACVB, Trolley Ridership and the Pine Bluffs Info Center all showed increased patronage from a year ago. While the I-25 Visitor Center and Old West Museum showed decreases in visitors from the third quarter of last year.

SCHOOL ENROLLMENTS

The total school enrollment for the county continued to drop (-1.2%) from a year ago. Total enrollment went from 14,591 to 14,423 students this quarter. Although Laramie County School District #1 experienced a decrease of 0.8 percent from a year ago, District #2 showed slight growth of 1.2 percent. Home-schooling students appeared to have dropped but it is important to note that the reporting of these students always increases by the end of each semester. So, the actual drop may be less than what has been reported. Private schools have increased enrollment from a year ago but it should be mentioned that another private school has agreed to be added to our surveying process.

TABLE 1

	A 3Q02	B 3Q03	C 2Q04	D 3Q04	PERCENTAGE CHANGE A TO D	PERCENTAGE CHANGE B TO D	PERCENTAGE CHANGE C TO D
EMPLOYMENT							
Total Civilian Labor Force	42,211	43,974	44,137	44,487	5.39	1.17	0.79
Total Employment	40,875	42,399	42,382	42,685	4.43	0.67	0.71
Total Unemployment	1,336	1,576	1,755	1,802	34.88	14.34	2.68
Unemployment Rate	3.2%	3.6%	4.0%	4.1%	28.13	13.89	2.50
Initial Unemployment Claims	27	34	50	46	70.37	35.29	-8.00
Help Wanted Ads	118	56	82	132	11.86	135.71	60.98
GENERAL BUSINESS ACTIVITY							
Auto Registrations New & Used	3,376	3,359	3,215	3,038	-10.01	-9.56	-5.51
Enplanements - Cheyenne Airport	1,915	1,510	1,352	1,430	-25.33	-5.30	5.77
Total Taxable Sales (\$000)	352,489	356,075	342,862	346,844	-1.60	-2.59	1.16
Bankruptcies	39	30	33	42	7.69	40.00	27.27
CONSTRUCTION							
Single Fam Bldg Permits - Chey	59	125	132	152	157.63	21.60	15.15
Single Fam Bldg Permits - LarCo	34	58	81	51	50.00	-12.07	-37.04
Total Bldg Permits - (Chey) (a)	244	269	303	243	-0.41	-9.67	-19.80
Septic Permits - (Rural)	32	29	32	30	-6.25	3.45	-6.25
Value of Authorized Construction (\$000)	5,475	10,609	13,831	10,892	98.94	2.67	-21.25
Residential (\$000)	2,224	3,582	6,450	6,188	178.24	72.75	-4.06

(a) Data includes building and non-building.

Note: Each figure reported under Employment and General Business Activity is an average of figures for the three months. Single Family Building Permits are a total of the figures for three months. All other construction figures are an averaged total.

TABLE 2

	A 3Q02	B 3Q03	C 2Q04	D 3Q04	PERCENTAGE CHANGE A TO D	PERCENTAGE CHANGE B TO D	PERCENTAGE CHANGE C TO D
HOUSING (a)							
Residential Units For Sale	255	332	376	437	71.37	31.63	16.22
Rural Residential Units For Sale	125	102	110	114	-8.80	11.76	3.64
Avg. Residentials Sold	117	123	141	141	20.51	14.63	0.00
Total Volume Residentials Sold (\$000,000)	18.7	23.5	26.5	26.4	41.18	12.34	-0.38
Avg. Residential Sale Price (\$)	125,421	140,340	148,055	146,738	17.00	4.56	-0.89
Avg. Rural Sale Price (\$)	194,263	230,270	230,409	240,795	23.95	4.57	4.51
Residential Avg. Days on Market	93	99	107	99	6.45	0.00	-7.48
VACANCIES							
Furnished Apartments	4	5	7	4	0.00	-20.00	-42.86
Unfurnished Apartments	30	33	70	62	106.67	87.88	-11.43
Homes and Duplexes	22	24	66	81	268.18	237.50	22.73
Mobile Homes	9	24	22	16	77.78	-33.33	-27.27
Sampled Apts. % Vacancy (b) (Large Complexes Only)	2.7%	2.2%	3.4%	3.2%	18.52	45.45	-5.88

(a) Includes: Residential single family, condominium, townhouse and mobile homes through 1991.
Mobile homes were deleted as of 1992.

(b) Sample Sizes: 3Q02 Sample Size = 866
3Q03 Sample Size = 803
2Q04 Sample Size = 814
3Q04 Sample Size = 812

Note: Each figure reported is an average of the figures for the three months.

TABLE 3

	A 3Q02	B 3Q03	C 2Q04	D 3Q04	PERCENTAGE CHANGE A TO D	PERCENTAGE CHANGE B TO D	PERCENTAGE CHANGE C TO D
FINANCIAL ACTIVITY							
Total Sales Tax Collections (\$000)	17,860	18,280	17,476	17,799	-0.34	-2.63	1.85
Wholesale and Retail Tax Collections (\$000)	9,886	11,021	10,763	9,285	-6.08	-15.75	-13.73
Actual Receipts to County Entities (\$000) (a)	7,562	7,687	7,397	7,594	0.42	-1.21	2.66
1% Sales and Use Tax Collections	3,525	3,561	3,429	3,468	-1.62	-2.61	1.14
3% Lodging Tax Collections (b)	187,849	232,003	116,078	236,626	25.97	1.99	103.85
1% Special Purpose Tax (\$000) (c)	3,494	3,562	1,638	3,438	-1.60	-3.48	109.89
CREDIT UNION DATA							
Deposits (\$000)	284,599	316,875	363,757	361,919	27.17	14.22	-0.51
Total Loans (\$000)	225,233	232,314	270,053	279,844	24.25	20.46	3.63
Net Income Y-T-D (\$)	3,297,127	3,540,950	1,989,461	3,290,485	-0.20	-7.07	65.40
Delinquencies (\$)	1,763,177	2,430,707	1,932,491	2,009,998	14.00	-17.31	4.01
Memberships	53,684	55,095	61,051	60,707	13.08	10.19	-0.56
BANKING DATA							
Deposits (\$000)	482,062	485,610	536,662	547,730	13.62	12.79	2.06
Total Loans (\$000)	379,554	340,275	337,092	344,735	-9.17	1.31	2.27
Net Income Y-T-D (\$)	5,861	7,673	6,469	9,510	62.26	23.94	47.01

(a) This total includes the 4% Sales and 4% Use Tax, the 1% Sales and 1% Use Tax, the Out of State Use Tax, and the Out of State Sales Tax. As of July 1, 1993, the state sales and use tax levy was changed from 3% to 4%. At that time, the percentage of these revenues distributed to municipalities changed from 35% to 29.5%

(b) As of April 1, 2003 the 2% Lodging Tax increased to 3%. The lag in actual receipts caused large variations in 3rd quarter data.

(c) Tax went into effect on January 1, 2001.

(d) As of January 1, 2000, one Credit Union discontinued reporting their statistics.

Note: Figures reported Under the heading of Financial Activities, are Y-T-D as of that quarter.

TABLE 4

	A 3Q02	B 3Q03	C 2Q04	D 3Q04	PERCENTAGE CHANGE A TO D	PERCENTAGE CHANGE B TO D	PERCENTAGE CHANGE C TO D
UTILITIES							
Commercial Electric Power (‘000,000) Kwh	30	31	N/A	N/A	N/A	N/A	N/A
Residential Gas Usage (‘000) Mcf	55	61	N/A	N/A	N/A	N/A	N/A
Metered Taps - Water (CBPU)	19,595	19,912	20,200	20,328	3.74	2.09	0.63
Metered Taps - Water (SCW & SD)	3,136	3,159	3,172	3,182	1.47	0.73	0.32
HUMAN SERVICES							
Total Emergency Room Visits	2,579	2,587	2,422	2,488	-3.53	-3.83	2.73
Safehouse - # of People Sheltered	31	33	24	39	25.81	18.18	62.50
Comea Shelter - Nights Lodging	1,282	1,233	1,159	1,519	18.49	23.20	31.06
DPASS - AFDC Distributions	91	87	85	82	-9.89	-5.75	-3.53
School Enrollments							
Laramie County District #1	13,059	12,981	12,766	12,875	-1.41	-0.82	0.85
Laramie County District #2	917	859	859	869	-5.23	1.16	1.16
Private Schools	389	428	552	518	33.16	21.03	-6.16
Home Schooling	310	323	323	286	-7.74	-11.46	-11.46
Total School Enrollment	14,675	14,591	14,500	14,423	-1.72	-1.15	-0.53
LCCC Enrollment - FTE (Lar Co Campus)	2,307	2,494	2,682	2,604	12.87	4.41	-2.91
LCCC Enrollment - Headcount (Lar Co Campus)	3,080	3,292	3,785	3,967	28.80	20.50	4.81

CPBU - Cheyenne Board of Public Utilities

SCW&SD - South Cheyenne Water & Sewer District

Note: Each figure reported is an average of the figures for three months.

TABLE 5

	A 3Q02	B 3Q03	C 2Q04	D 3Q04	PERCENTAGE CHANGE A TO D	PERCENTAGE CHANGE B TO D	PERCENTAGE CHANGE C TO D
TOURISM							
Available Rooms	25,561	27,438	28,223	29,840	16.74	8.75	5.73
Nights Occupied	22,232	21,523	18,573	22,946	3.21	6.61	23.54
Occupancy Rate	86.6%	78.3%	66.4%	76.8%	-11.32	-1.92	15.66
Average Room Rate (\$)	70.28	72.22	56.60	70.90	0.88	-1.83	25.27
CACVB Visitor Walk-in Count	2,984	2,460	1,894	5,780	93.70	134.96	205.17
Trolley Ridership	1,161	1,186	1,147	1,561	34.45	31.62	36.09
Pine Bluffs Info Center	16,368	15,468	15,283	15,499	-5.31	0.20	1.41
I-25 State Visitor Center	10,727	11,830	6,115	10,232	-4.61	-13.51	67.33
Old West Museum Paid Visitor	7,495	7,999	3,233	6,519	-13.02	-18.50	101.64

TABLE 6

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	AVG	YEAR
EMPLOYMENT														
Total Civilian Labor Force	43,286	43,207	43,199	43,070	42,579	43,996	44,883	43,828	43,212	43,492	43,783	44,754	43,607	2003
	43,687	43,959	44,182	44,098	43,679	44,634	45,426	44,291	43,744	0	0	0	44,189	2004
Total Employment	41,391	41,283	41,348	41,536	41,073	42,331	43,312	42,265	41,619	41,955	42,115	42,723	41,913	2003
	41,502	41,970	42,394	42,427	41,885	42,835	43,667	42,565	41,824	0	0	0	42,341	2004
Total Unemployment	1,895	1,924	1,757	1,534	1,506	1,665	1,571	1,563	1,593	1,537	1,668	2,031	1,687	2003
	2,185	1,989	1,788	1,671	1,794	1,799	1,759	1,726	1,920	0	0	0	1,848	2004
Unemployment Rate	4.4%	4.5%	4.1%	3.6%	3.5%	3.8%	3.5%	3.6%	3.7%	3.5%	3.8%	4.5%	3.9%	2003
	5.0%	4.5%	4.0%	3.8%	4.1%	4.0%	3.9%	3.9%	4.4%	0.0%	0.0%	0.0%	4.2%	2004
Initial Unemployment Claims	60	43	35	27	26	38	35	34	31	33	52	85	42	2003
	35	88	42	64	49	37	42	45	57	0	0	0	51	2004
Help Wanted Ads	51	67	68	66	79	62	57	59	53	64	58	50	61	2003
	67	66	93	90	76	79	81.25	166.75	147.5	0	0	0	96	2004
GENERAL BUSINESS ACTIVITY														
Auto Registrations	3,076	2,757	2,682	3,230	3,189	3,365	3,300	3,364	3,412	3,191	2,292	2,495	3,029	2003
	2,673	2,642	3,340	3,094	3,465	3,086	3,391	3,048	2,676	0	0	0	3,046	2004
Enplanements - Chey. Airport	1,552	1,323	1,301	1,308	1,390	1,364	1,584	1,484	1,461	1,567	1,340	1,508	1,432	2003
	1,160	1,151	1,282	1,340	1,340	1,377	1,470	1,468	1,352	0	0	0	1,327	2004
Total Taxable Sales (\$)	118,381,300	119,139,500	95,787,500	91,049,600	105,182,800	122,096,400	119,058,500	115,080,100	121,936,600	138,112,900	113,287,200	108,220,600	113,944,417	2003
	98,221,700	128,302,200	118,873,500	112,062,200	102,618,600	128,180,700	94,877,815	125,018,851	126,947,830	0	0	0	115,011,488	2004
Bankruptcies	26	25	40	37	37	41	31	23	37	44	33	19	33	2003
	22	25	53	13	42	43	41	48	36	0	0	0	36	2004

TABLE 7

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	AVG	YEAR
HOUSING														
Residential Units for Sale	201	183	205	233	251	265	329	322	344	332	296	291	271	2003
	285	285	303	331	371	427	439	445	427	0	0	0	334	2004
Rural Residential Units For Sale	93	105	103	107	107	117	106	109	90	90	96	100	102	2003
	91	101	102	99	115	117	117	110	114	0	0	0	104	2004
Residential Sold	77	83	96	93	112	135	124	121	124	124	111	120	110	2003
	91	90	133	142	142	139	150	127	145	0	0	0	123	2004
Total Volume Residential Sold (\$000,000)	13.9	14.0	16.1	6.9	23.1	23.4	24.5	23.5	22.5	23.3	17.3	19.8	19.0	2003
	15.2	13.1	25.9	26.8	27.9	25.0	27.5	25.6	26.2	0.0	0.0	0.0	22	2004
Residential Sale Price	127,828	126,148	131,539	126,425	146,151	136,089	145,523	137,375	138,122	145,953	133,054	139,463	136,139	2003
	137,538	137,990	151,464	143,016	160,882	140,268	149,279	146,980	143,956	0	0	0	145,193	2004
Rural Sale Price	203,924	202,715	238,819	203,212	201,966	221,930	230,057	232,296	228,458	234,149	191,727	206,877	216,344	2003
	199,608	222,013	208,615	224,657	234,917	231,654	240,215	241,045	241,125	0	0	0	220,244	2004
Furnished Apartments	7	5	5	8	6	3	4	5	5	5	6	6	5	2003
	8	10	8	9	7	3	2	4	8	0	0	0	8	2004
Unfurnished Apartments	39	42	32	35	34	33	26	37	36	47	60	72	41	2003
	73	58	79	83	68	60	58	52	77	0	0	0	70	2004
Homes & Duplexes	22.0	22.8	19.0	22.5	19.3	23.8	21.8	24.4	26.3	24.0	23.0	65.0	26	2003
	78.25	85.6	81.5	69.0	71.0	58.0	87.0	73.6	81.8	0.0	0.0	0.0	74	2004
Mobile Homes	10	14	8	14	13	18	24	22	27	28	18	27	18	2003
	28	27	25	25	22	20	23	12	13	0	0	0	24	2004
Sampled Apartments % Vacant	2.6%	1.2%	1.4%	3.2%	1.7%	1.9%	3.2%	2.0%	1.5%	1.7%	3.5%	4.3%	2.4%	2003
	2.4%	3.3%	3.4%	3.4%	3.2%	3.5%	3.2%	3.3%	3.1%	0.0%	0.0%	0.0%	3.2%	2004
CONSTRUCTION														
Single Family Bldg. Permits (Chey)	23	17	28	32	25	44	47	44	34	34	28	48	34	2003
	24	38	53	38	56	38	67	30	55	0	0	0	41	2004
Single Family Bldg. Permits (LarCo)	2	11	19	13	13	13	23	17	18	29	10	14	15	2003
	18	18	19	31	16	34	20	11	20	0	0	0	23	2004
Septic Permits - Rural	32	24	11	28	28	30	34	24	28	43	24	17	27	2003
	14	26	25	36	20	40	23	38	28	0	0	0	27	2004
Total Building Permits	125	148	157	241	235	250	319	247	242	262	173	181	215	2003
	150	207	266	298	247	364	303	197	228	0	0	0	255	2004
Value of Authorized Const (\$000)	4,108,396	7,618,213	7,601,388	8,088,545	6,418,936	10,491,179	14,570,187	9,412,023	7,846,180	7,751,851	4,843,061	7,301,120	8,004,257	2003
	3,807,637	8,403,276	9,049,220	12,225,691	15,048,171	14,218,115	14,634,798	5,428,649	12,611,464	0	0	0	10,458,685	2004
Residential (\$000)	1,865,594	1,937,472	1,957,459	3,555,640	1,975,852	3,511,823	3,690,274	4,194,967	2,859,973	4,108,753	2,455,953	4,554,719	3,055,707	2003
	2,581,137	5,891,576	6,526,599	5,508,375	7,922,836	5,918,864	8,259,311	3,331,504	6,974,132	0	0	0	5,724,898	2004

Note: Data is not seasonally adjusted.

Single family building permits for Cheyenne includes new residences and new townhouses.

TABLE 8

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	AVG	YEAR
UTILITIES														
Commercial Electric Power (Kwh) ('0,000)	3,124	2,704	2,941	2,611	2,642	2,765	2,890	3,293	3,061	2,810	2,798	2,893	2,878	2003
	3,071	2,789	2,944	2,676	2,793	N/A	N/A	N/A	N/A	0	0	0	2,855	2004
Residential Gas Usage (Mcf) ('000)	3,749	3,408	3,773	2,483	1,838	722	713	520	606	1,011	1,803	3,501	2,011	2003
	4,065	3,600	3,232	2,014	1,737	N/A	N/A	N/A	N/A	0	0	0	2,930	2004
Metered Water Taps (CBPU)	19,664	19,682	19,686	19,757	19,774	19,805	19,894	19,909	19,942	19,970	19,927	19,977	19,832	2003
	20,038	20,033	20,106	20,123	20,199	20,278	20,283	20,329	20,372	0	0	0	20,196	2004
Metered Water Taps (SCW & SD)	3,140	3,142	3,146	3,153	3,154	3,156	3,157	3,158	3,162	3,167	3,167	3,167	3,156	2003
	3,167	3,170	3,170	3,170	3,170	3,175	3,180	3,182	3,183	0	0	0	3,174	2004
HUMAN SERVICES														
Total Emergency Room Visits	2,381	2,364	2,120	2,322	2,537	2,329	2,768	2,599	2,395	2,280	2,570	2,561	2,436	2003
	2,269	2,343	2,253	2,321	2,458	2,486	2,486	2,493	2,485	0	0	0	2,399	2004
Safehouse -	42	29	27	18	27	31	34	42	22	16	34	26	29	2003
Number of People Sheltered	18	24	30	19	32	21	27	36	53	0	0	0	29	2004
Comera Shelter -	1,054	1,106	1,208	1,059	1,184	1,222	1,284	1,247	1,167	1,067	1,073	1,186	1,155	2003
Total Nights Lodging	880	914	885	948	1,196	1,332	1,409	1,519	1,629	0	0	0	1,190	2004

Note: Data is not seasonally adjusted.

TABLE 9

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	AVG	YEAR
TAXES	6,013,491	6,096,974	4,695,674	4,819,364	5,352,905	6,227,276	5,907,624	5,927,327	6,445,009	7,086,607	5,794,668	5,522,687	5,824,134	2003
	5,008,222	6,531,606	6,055,312	5,712,534	5,232,361	6,531,150	4,850,586	6,422,765	6,526,011	0	0	0	5,874,505	2004
4%, 1%, & Lodging Tax Collections	3,685,945	3,518,710	2,502,824	2,604,663	3,146,112	3,467,621	3,423,224	3,397,585	4,200,551	4,266,567	3,455,685	3,277,297	3,412,232	2003
	3,181,709	4,229,762	3,721,081	3,359,522	3,353,178	4,050,154	2,465,285	3,361,154	3,458,231	0	0	0	3,464,453	2004
Wholesale and Retail Sales and Use Tax Collections	2,556,826	2,590,062	2,015,576	2,017,675	2,271,571	2,635,574	2,518,233	2,483,225	2,685,940	2,977,197	2,444,338	2,332,612	2,460,736	2003
	2,122,311	2,768,387	2,564,304	2,420,026	2,213,932	2,763,017	2,080,910	2,734,576	2,778,591	0	0	0	2,494,006	2004
Actual Receipts to County Entities	1,183,813	1,191,395	967,875	910,496	1,051,828	1,220,964	1,190,585	1,150,800	1,219,364	1,381,129	1,132,872	1,082,206	1,139,444	2003
	982,217	1,283,022	1,188,735	1,120,622	1,026,186	1,281,807	948,778	1,250,189	1,269,478	0	0	0	1,150,115	2004
1% Sales and Use Tax Receipts	22,005	15,063	25,256	24,831	22,463	45,348	61,624	101,598	68,781	97,829	58,614	39,269	48,557	2003
	28,183	37,000	39,532	37,608	36,409	42,061	49,055	92,673	94,897	0	0	0	50,824	2004
3% Lodging Tax Receipts	26,346	26,707	29,620	24,689	29,639	25,705	26,625	29,922	25,766	29,750	28,677	29,854	27,775	2003
	27,966	29,933	28,914	29,925	25,830	30,307	30,274	28,939	0	0	0	29,109	2004	
Available Rooms	15,118	14,353	13,473	14,738	18,724	19,081	21,804	23,740	19,026	18,987	15,515	13,116	17,306	2003
	14,272	17,964	14,887	15,931	18,598	21,191	24,955	23,845	20,037	0	0	0	19,076	2004
Nights Occupied	57.4%	53.7%	45.5%	69.7%	63.2%	74.2%	81.9%	79.3%	73.8%	63.8%	54.1%	43.9%	63.4%	2003
	47.8%	64.2%	49.7%	55.1%	62.1%	82.0%	82.3%	78.8%	69.2%	0.0%	0.0%	0.0%	65.7%	2004
Occupancy Percentage	\$51.27	\$54.45	\$52.09	\$51.83	\$54.50	\$60.40	\$92.25	\$65.23	\$59.19	\$53.90	\$51.23	\$49.33	\$57.97	2003
	\$49.46	\$49.43	\$51.37	\$52.65	\$55.39	\$61.77	\$92.42	\$62.29	\$58.00	\$0.00	\$0.00	\$0.00	\$59.20	2004
Average Room Rate (\$)	403	271	376	1,379	1,379	1,938	3,799	2,180	1,400	665	276	369	1,203	2003
	400	350	732	532	1,484	3,665	9,086	4,832	3,422	0	0	0	2,723	2004
CACVB Visitor Walk-In Count	231	66	105	1,197	1,197	906	1,680	1,044	834	361	136	3187	912	2003
	156	37	66	442	1,669	1,331	1,775	2,011	896	0	0	0	931	2004
Trolley Ridership	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	2003
	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	2004
Pine Bluffs Information Center	826	1,668	801	1,537	1,971	9,033	3,512	2,390	1,745	1603	1376	825	2,274	2003
	913	1,153	1,183	1,674	2,291	2,846	4,150	2,740	1,672	0	0	0	2,069	2004
Wyoming State Museum	1,514	1,467	1,783	2,518	6,116	12,042	15,841	12,164	7,484	4,429	2,219	1,659	5,770	2003
	1,624	1,335	2,477	2,982	5,700	9,662	14,819	9,428	6,449	0	0	0	6,053	2004
I-25 State Visitor Center	986	1,259	1,853	1,612	2,616	5,498	15,188	4,476	4,334	1,517	1,586	965	3,491	2003
	1,675	872	1,992	1,689	2,937	5,072	13,501	2,683	3,372	0	0	0	3,755	2004

TOURISM

Available Rooms	26,346	26,707	29,620	24,689	29,639	25,705	26,625	29,922	25,766	29,750	28,677	29,854	27,775	2003
	27,966	29,933	28,914	29,925	25,830	30,307	30,274	28,939	0	0	0	29,109	2004	
Nights Occupied	15,118	14,353	13,473	14,738	18,724	19,081	21,804	23,740	19,026	18,987	15,515	13,116	17,306	2003
	14,272	17,964	14,887	15,931	18,598	21,191	24,955	23,845	20,037	0	0	0	19,076	2004
Occupancy Percentage	57.4%	53.7%	45.5%	69.7%	63.2%	74.2%	81.9%	79.3%	73.8%	63.8%	54.1%	43.9%	63.4%	2003
	47.8%	64.2%	49.7%	55.1%	62.1%	82.0%	82.3%	78.8%	69.2%	0.0%	0.0%	0.0%	65.7%	2004
Average Room Rate (\$)	\$51.27	\$54.45	\$52.09	\$51.83	\$54.50	\$60.40	\$92.25	\$65.23	\$59.19	\$53.90	\$51.23	\$49.33	\$57.97	2003
	\$49.46	\$49.43	\$51.37	\$52.65	\$55.39	\$61.77	\$92.42	\$62.29	\$58.00	\$0.00	\$0.00	\$0.00	\$59.20	2004
CACVB Visitor Walk-In Count	403	271	376	1,379	1,379	1,938	3,799	2,180	1,400	665	276	369	1,203	2003
	400	350	732	532	1,484	3,665	9,086	4,832	3,422	0	0	0	2,723	2004
Trolley Ridership	231	66	105	1,197	1,197	906	1,680	1,044	834	361	136	3187	912	2003
	156	37	66	442	1,669	1,331	1,775	2,011	896	0	0	0	931	2004
Pine Bluffs Information Center	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	2003
	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	Clsd	2004
Wyoming State Museum	826	1,668	801	1,537	1,971	9,033	3,512	2,390	1,745	1603	1376	825	2,274	2003
	913	1,153	1,183	1,674	2,291	2,846	4,150	2,740	1,672	0	0	0	2,069	2004
I-25 State Visitor Center	1,514	1,467	1,783	2,518	6,116	12,042	15,841	12,164	7,484	4,429	2,219	1,659	5,770	2003
	1,624	1,335	2,477	2,982	5,700	9,662	14,819	9,428	6,449	0	0	0	6,053	2004
Old West Museum Paid Visitor	986	1,259	1,853	1,612	2,616	5,498	15,188	4,476	4,334	1,517	1,586	965	3,491	2003
	1,675	872	1,992	1,689	2,937	5,072	13,501	2,683	3,372	0	0	0	3,755	2004

CHEYENNE/LARAMIE COUNTY PROFILE 2003

Cheyenne, Wyoming, is located near the geographical and time center of North America. Strategically situated at a major transportation hub (the intersection of Interstates 25 and 80 and two major railroads), it is a developing center of commerce. Only 90 minutes north of Denver, Colorado, Cheyenne sits as the northern anchor city of the Front Range of the Rocky Mountains. Cheyenne is the capital city of Wyoming, the seat of Laramie County and the site of Warren Air

Approx. City Population	53,847
Approx. MSA Population	70,893
Approx. County Population	84,003

Employment Percentage by Industry

Farming	1.7	Fin., Ins. & RE	8.1
Mining	0.3	Services	29.9
Construction	5.9	Gov't.....	29.0
Manufacturing.....	3.3	Retail Trade	13.0
Trans & Util	4.4	Wholesale	1.8
Agi. Services*	ND		

Major Private Sector Employers

United Medical Centers	Frontier Refining
Union Pacific Railroad	WalMart
Sierra Trading Post	Echo Star Communications
Lowe's	Great Lakes Aviation
Qwest Corp	Little America
Blue Cross/Blue Shield	

Employed Workforce Demographics

Age 16 - 19	8.0%	Male	55.6%
Age 20 - 44	68.1%	Female	44.4%
Age 45+	23.9%		

Taxes

No State Income Tax (personal or corporate);
 No Inventory Tax; 4% State Sales Tax; 2% Local Sales Tax; Gasoline Tax \$0.09/gallon; Property Tax - 74.50 mills on 9.5% of residential market value.

Weather Normals

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Min Temp	11	20	23	32	41	48	54	50	42	30	25	16
Max Temp	35	37	42	56	66	78	86	83	74	63	46	38
Rainfall	0.6	0.6	0.6	1.4	2.4	2.2	1.9	1.8	0.6	0.6	0.8	0.6
Snowfall	7.0	6.1	11.9	9.7	0.0	0.0	0.0	0.0	0.0	3.7	6.9	6.1

Organized Labor Influence

Percentage Union Employees/All Employees..... 14.0%

Law Enforcement

89 police officers
 66 sheriff's deputies, provide protection outside the city
 81 city firefighter employees and 9 county-wide volunteer districts
 Fire Rating: City - 3 County - 8-9

*Note: Not Disclosed

Area Crime Rate (12/31/02) per 100,000

	U.S. (2002)	Lar Co. (2002)	U.S. (2002)	Lar Co. (2002)
Robberies	145.9	40.2	Homicides	5.6
Rapes	33.0	49.9	Assaults	310.1
Burglaries	746.2	390.7	Car Thefts	432.1
				148.5

Housing

Average Sales Price: Cheyenne.....	\$136,139
Close-in Rural	\$216,344
Apt. Rental Rate: 2 Bedroom	\$503

Education

Average daily teacher/pupil ratio	1.38
Expenditure/student.....	\$8,096
Average ACT 2002 Score	21.6

Income

Per Capita (2001 BEA, 90th Rank).....	\$30,074
Median Household Income (2000)	\$39,607
Mean Household Income (2000)	\$45,252
Average Wage per Job (2002)	\$28,808

Demographics Cheyenne Workers

Households - County	31,927
Households - City	22,324

Employed Workforce Characteristics

Employment - Laramie County	41,845
Unemployment Rate	3.8%

Average Weekly Wages

Agriculture	426	Retail Trade	396
Mining	803	FIRE	722
Construction	533	Local Government.....	563
Manufacturing.....	728	State Government.....	757
Transportation.....	539	Federal Government ...	895
Wholesale Trade	724	Information	684
Healthcare	612	Real Estate	594

Inflation

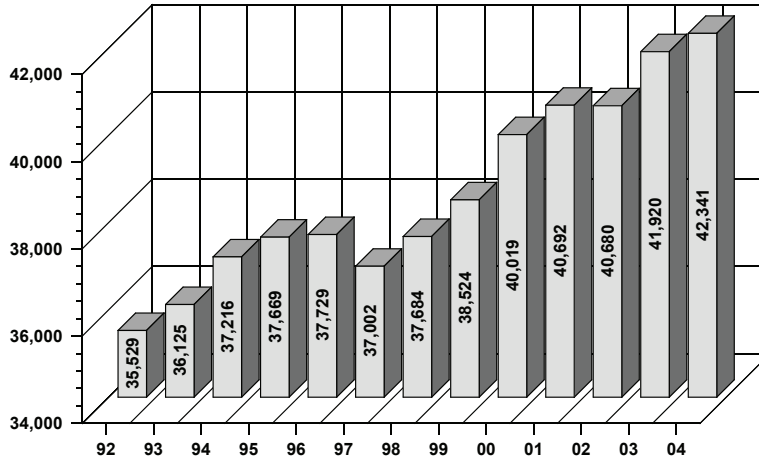
U.S. CPI.....	2.3%	Cheyenne.....	3.0%
---------------	------	---------------	------

Race (2000)

White	69,027
Hispanic.....	8,897
Black.....	2,124
Native American	693
Asian.....	866
Total.....	81,607

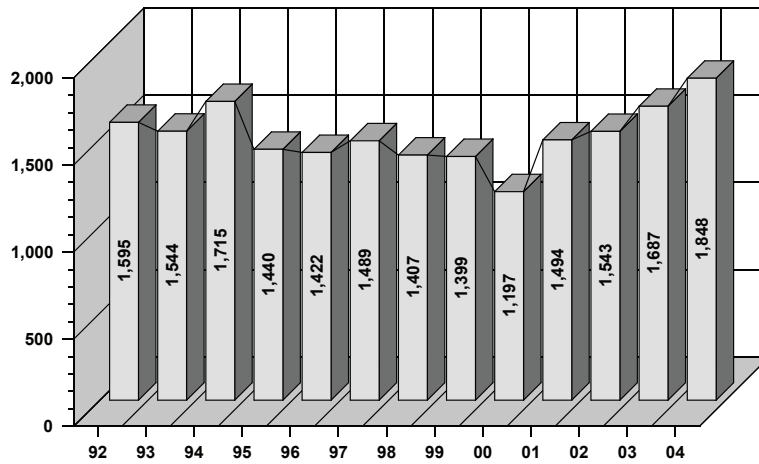
LARAMIE COUNTY EMPLOYMENT

**MONTHLY AVERAGE
1992 - 2004**



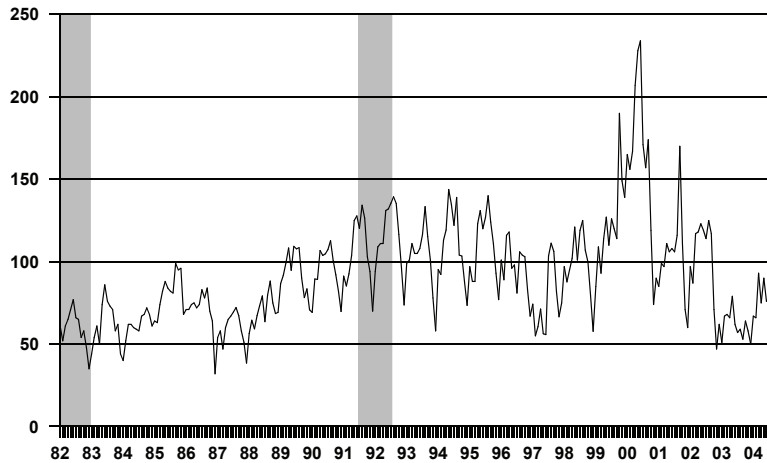
LARAMIE COUNTY UNEMPLOYMENT

**MONTHLY AVERAGE
1992 - 2004**



HELP - WANTED ADS, CHEYENNE

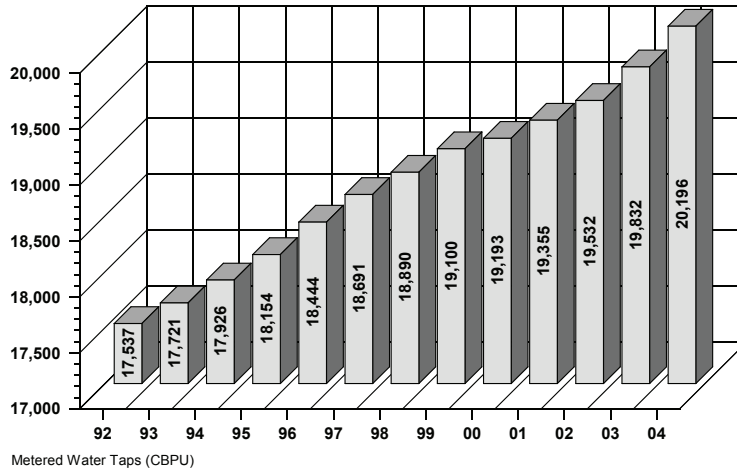
**MONTHLY TOTALS
1982 - 2004**



CHEYENNE METERED WATER TAPS

MONTHLY AVERAGE

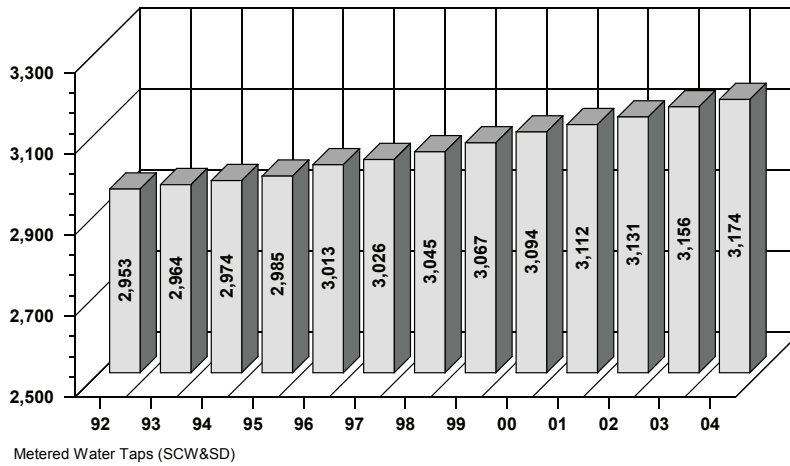
1992 - 2004



SOUTH CHEYENNE METERED WATER TAPS

MONTHLY AVERAGE

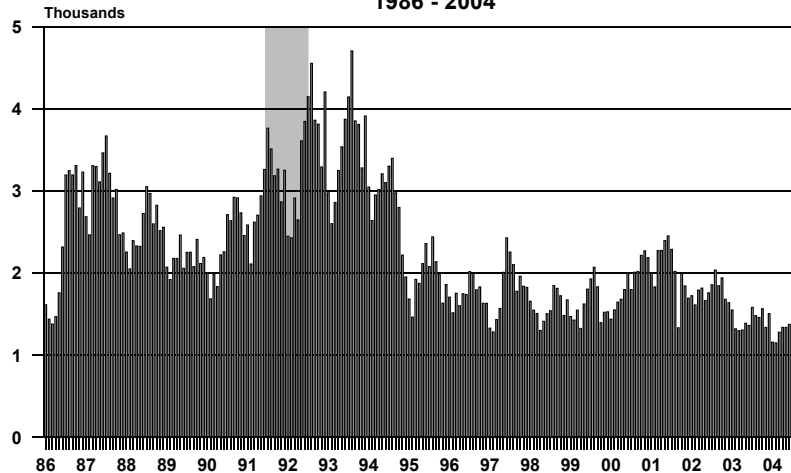
1992 - 2004



ENPLANEMENTS, CHEYENNE AIRPORT

MONTHLY TOTALS

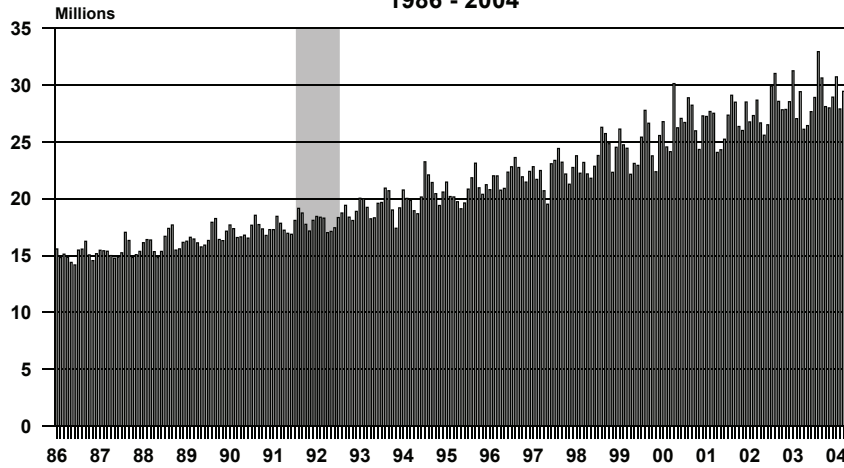
1986 - 2004



COMMERCIAL ELECTRIC POWER SALES, CHEYENNE

MONTHLY TOTALS

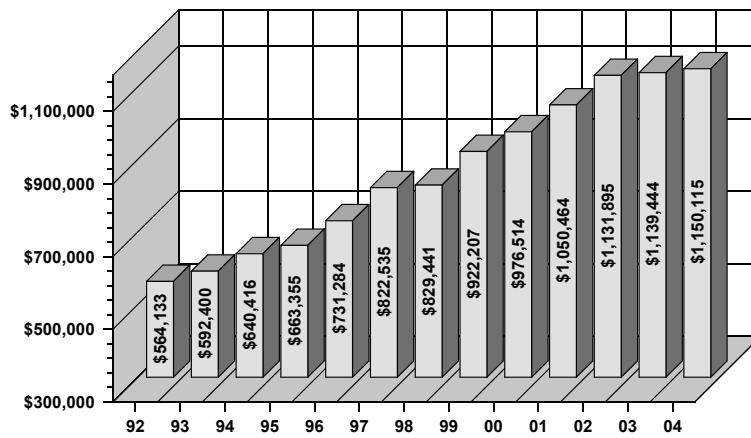
1986 - 2004



LARAMIE COUNTY 1% OPTIONAL SALES AND USE TAX RECEIPTS

MONTHLY AVERAGE

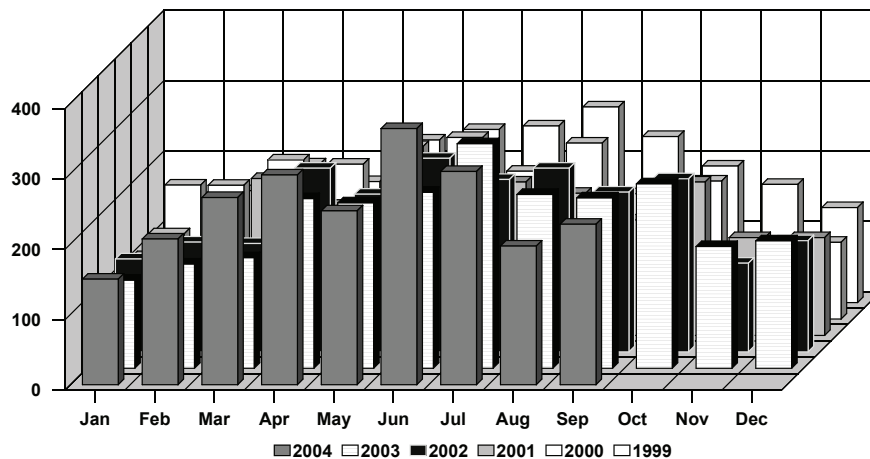
1992 - 2004



TOTAL BUILDING PERMITS, CHEYENNE

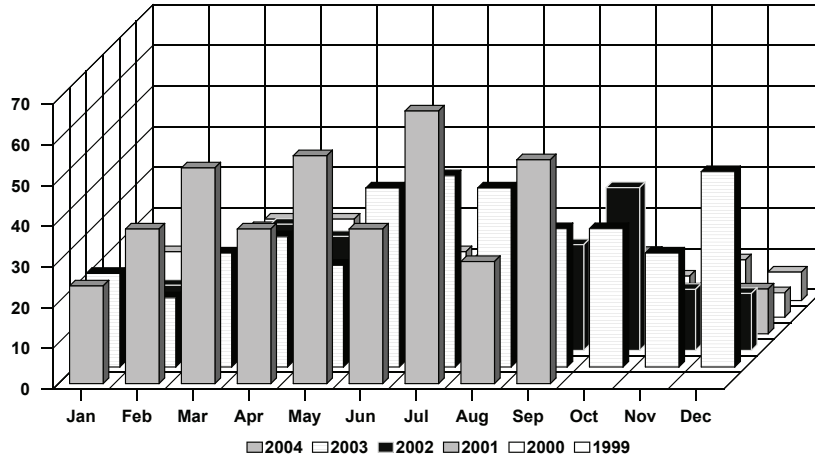
MONTHLY TOTALS

1999 - 2004



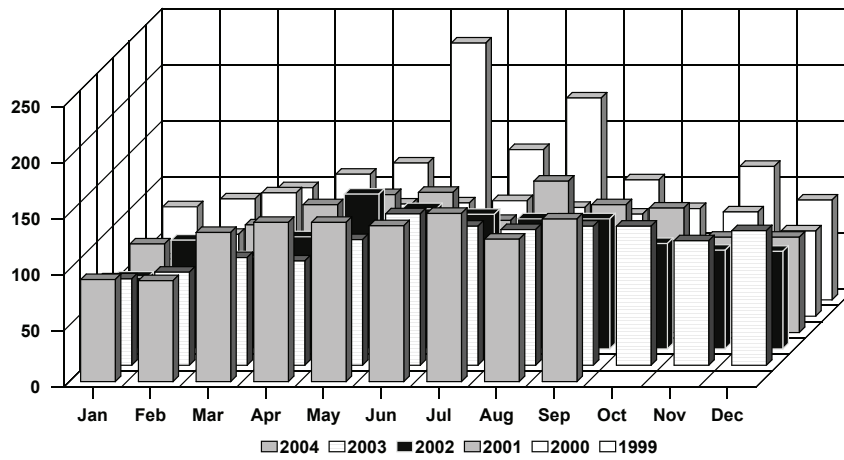
SINGLE-FAMILY BUILDING PERMITS, CHEYENNE

MONTHLY TOTALS
1999 - 2004



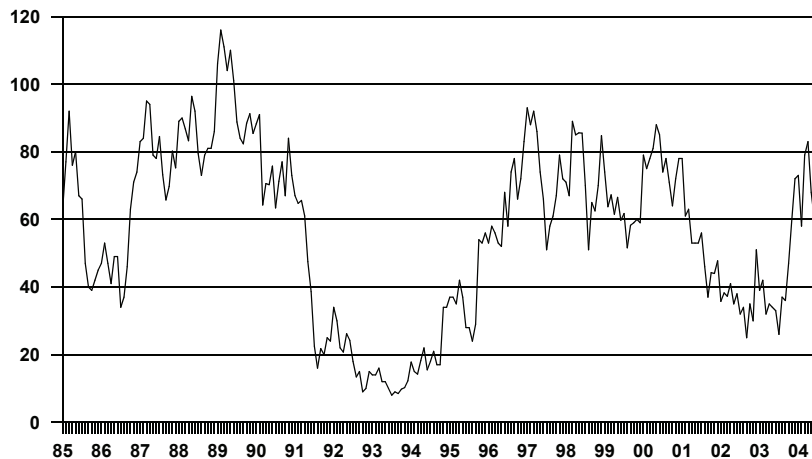
RESIDENTIAL UNITS SOLD, CHEYENNE

MONTHLY TOTALS
1999 - 2004



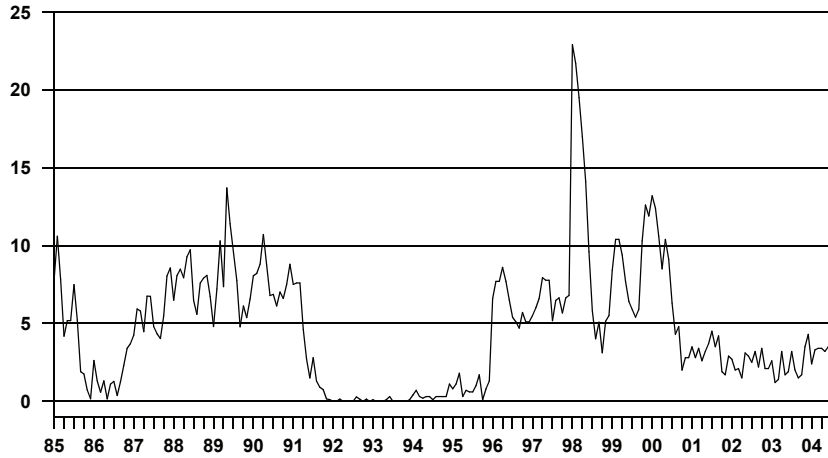
UNFURNISHED APARTMENT VACANCIES, CHEYENNE

MONTHLY TOTALS
1985 - 2004



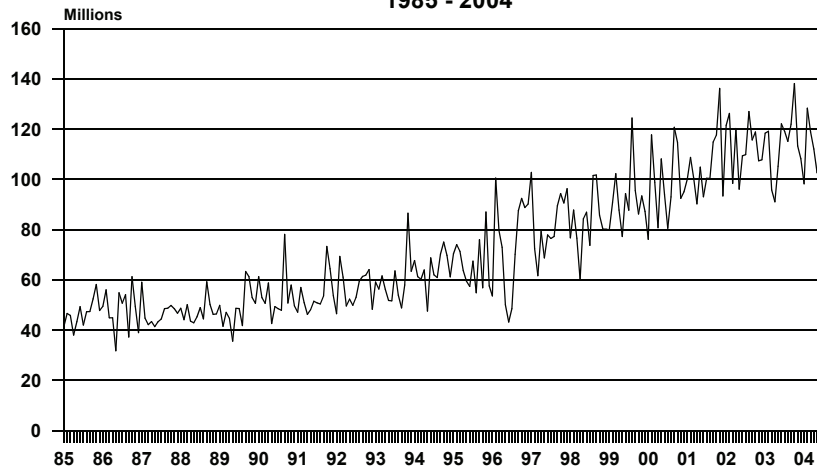
SAMPLED APARTMENTS - PERCENT VACANT, CHEYENNE

**MONTHLY TOTALS
1985 - 2004**



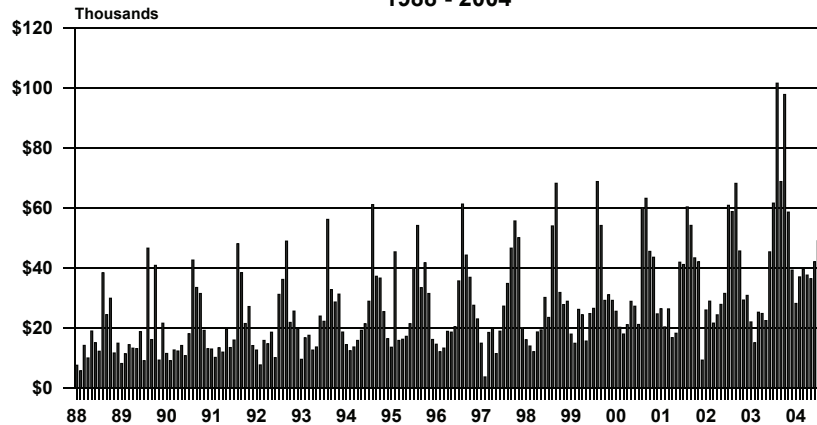
TOTAL TAXABLE SALES, LARAMIE COUNTY

**MONTHLY TOTALS
1985 - 2004**



3% LODGING TAX RECEIPTS, LARAMIE COUNTY

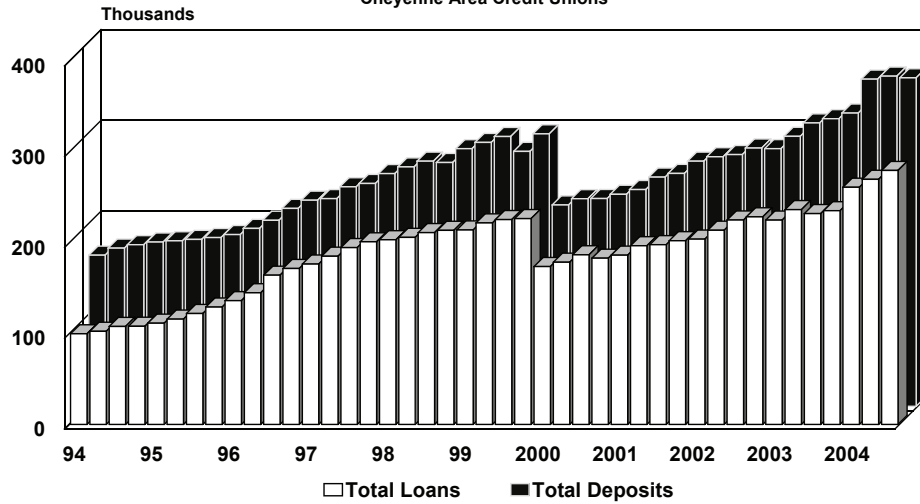
**MONTHLY TOTALS
1988 - 2004**



2% Lodging Tax Commenced August 1987.
2% Lodging Tax increased to 3% as of April 1, 2003.

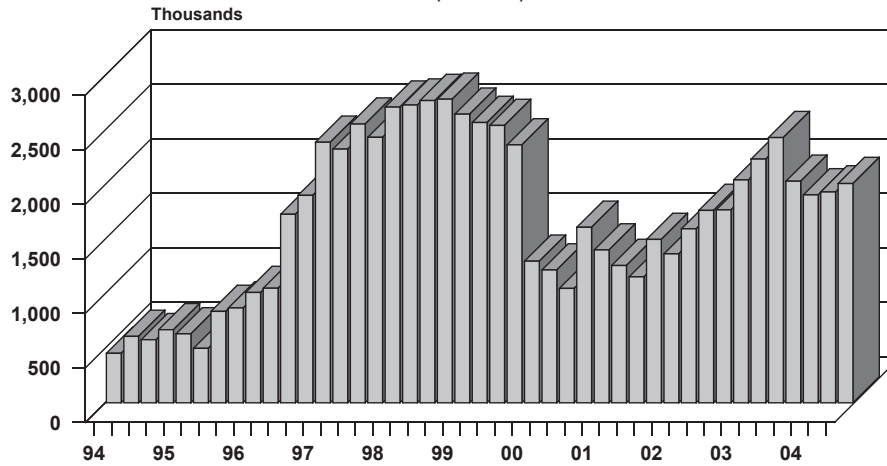
TOTAL LOANS AND DEPOSITS

Cheyenne Area Credit Unions



DELINQUENCIES AT CHEYENNE AREA CREDIT UNIONS

(in Dollars)

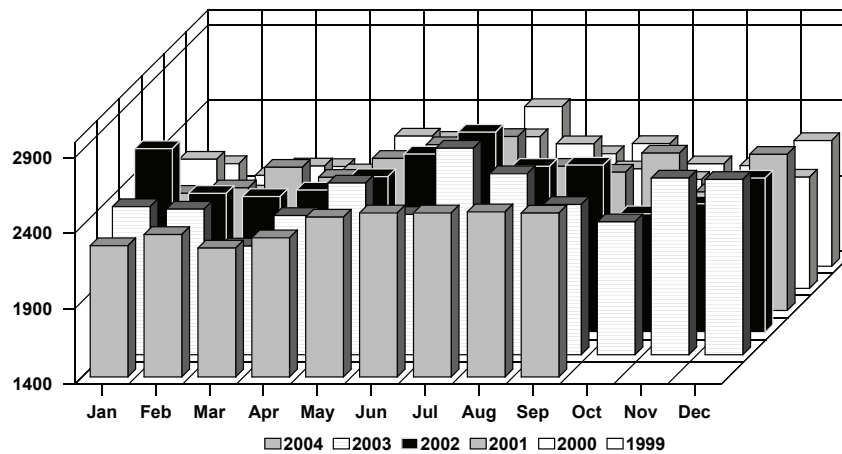


a) As of January 1, 2000, one Credit Union discontinued reporting their statistics.

TOTAL EMERGENCY ROOM VISITS, CHEYENNE

MONTHLY TOTALS

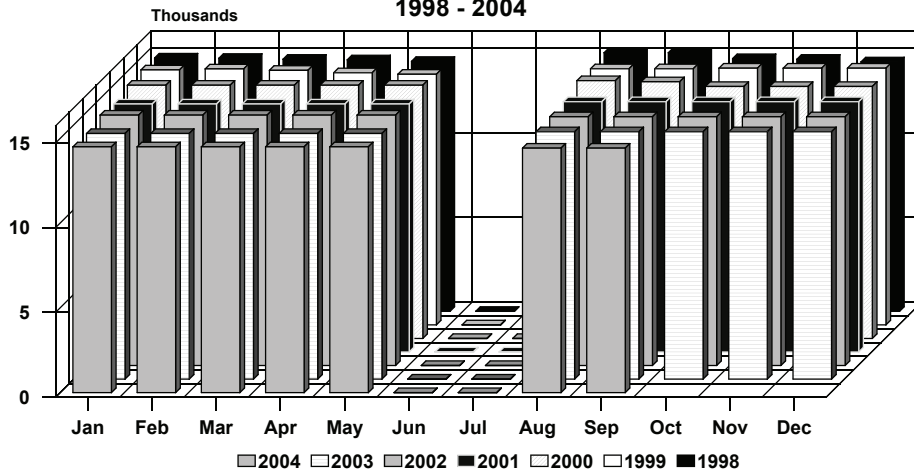
1999 - 2004



LARAMIE COUNTY SCHOOLS

MONTHLY TOTALS

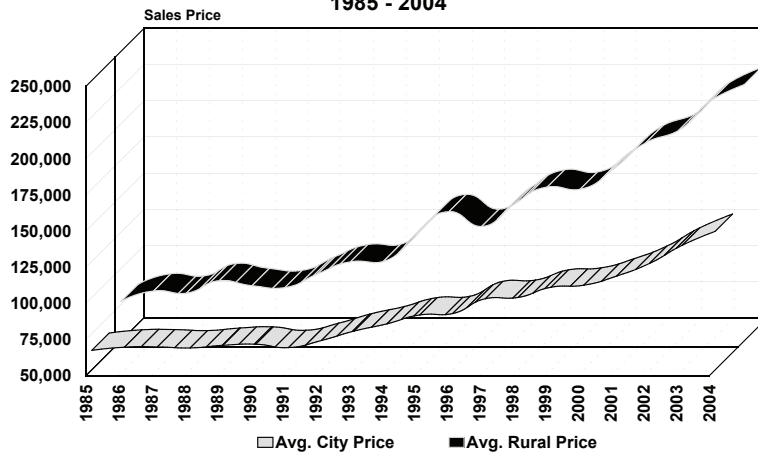
1998 - 2004



AVERAGE CITY AND RURAL RESIDENTIAL SALE PRICES

LARAMIE COUNTY

1985 - 2004



*Data is incomplete for 1995.

DATA SOURCES

1. Automobile Registrations:
Laramie County Auto Titles Bureau
2. Bankruptcies: U.S. Clerk of Bankruptcy Court
3. Construction, Permits, Valuation, Residential:
City of Cheyenne Building Permits Agency
4. Employment:
Wyoming Department of Employment
5. Help-Wanted Index:
Center for Economic and Business Data
Laramie County Community College
6. Sales and Use Tax Collections:
Wyoming Department of Revenue and Taxation
Department of Administration & Information
7. Utilities, Electrical, and Natural Gas:
Cheyenne Light, Fuel, and Power
8. Water Usage - Metered Taps:
Board of Public Utilities
South Cheyenne Sewer & Water District
9. Enplanements
Cheyenne Airport Board
10. Housing:
Center for Economic & Business Data
Cheyenne Board of Realtors
11. Human Services:
Cheyenne Police Department, United Medical Center,
Safehouse, Comea Shelter, Department of Family Services,
Laramie County School Districts No. 1 and No. 2, private
schools.
12. Banking Data:
Cheyenne Area Credit Unions (9)
Cheyenne Area Banks (5)
13. Tourism:
Cheyenne Area Convention & Visitors Bureau

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1912 Capitol Ave., Suite 407 • Cheyenne, Wyoming 82001
(307) 632-1347