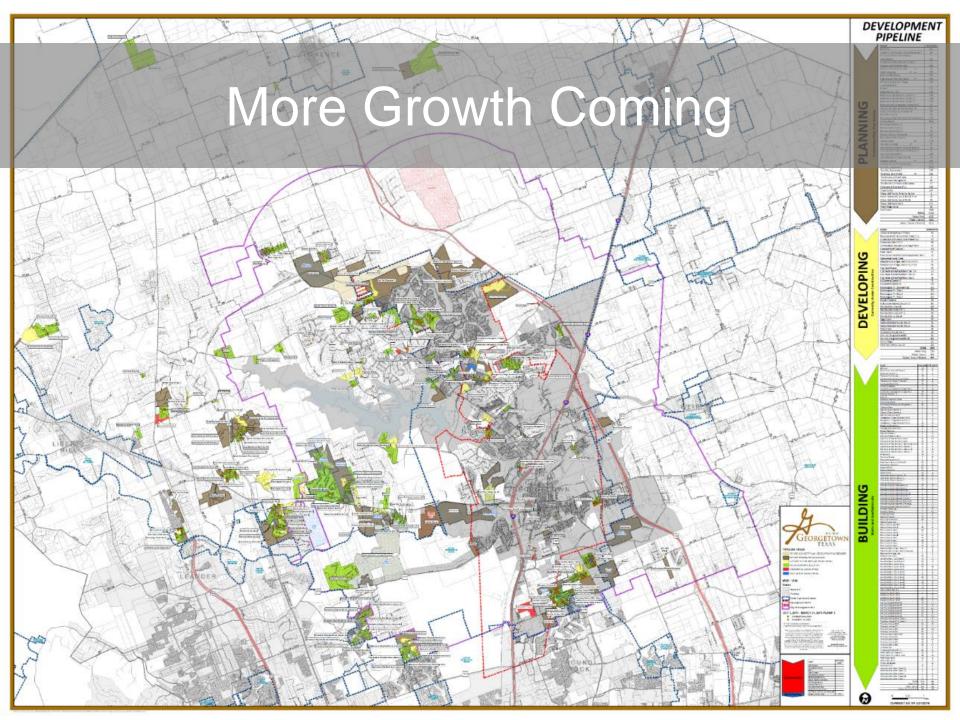
The Election Economy November 29, 2016 City of Georgetown





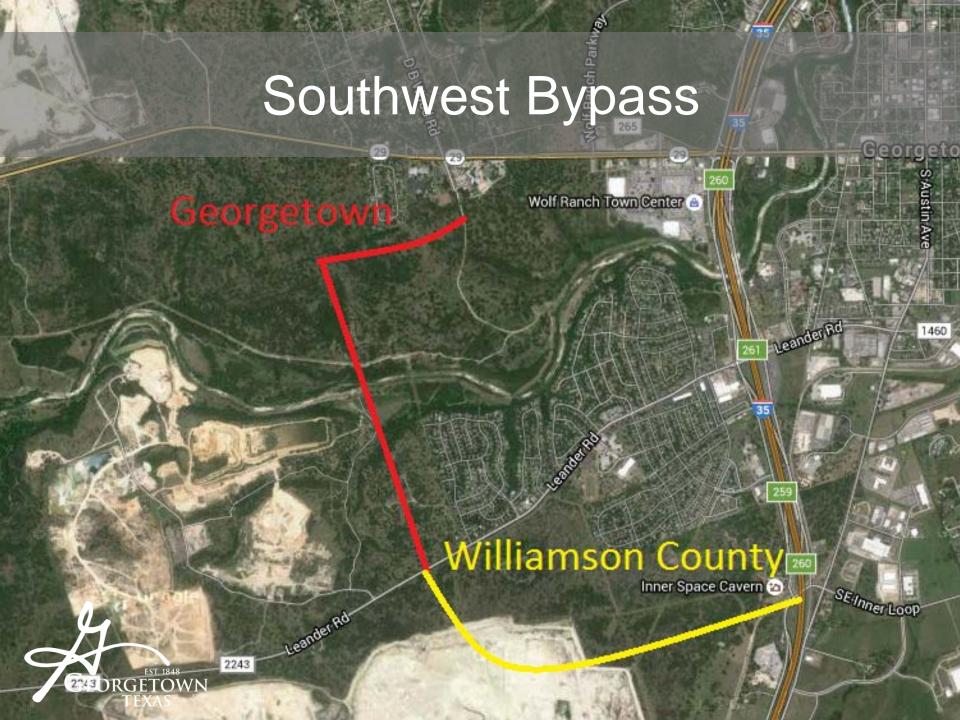


Citizens' Quality of Life

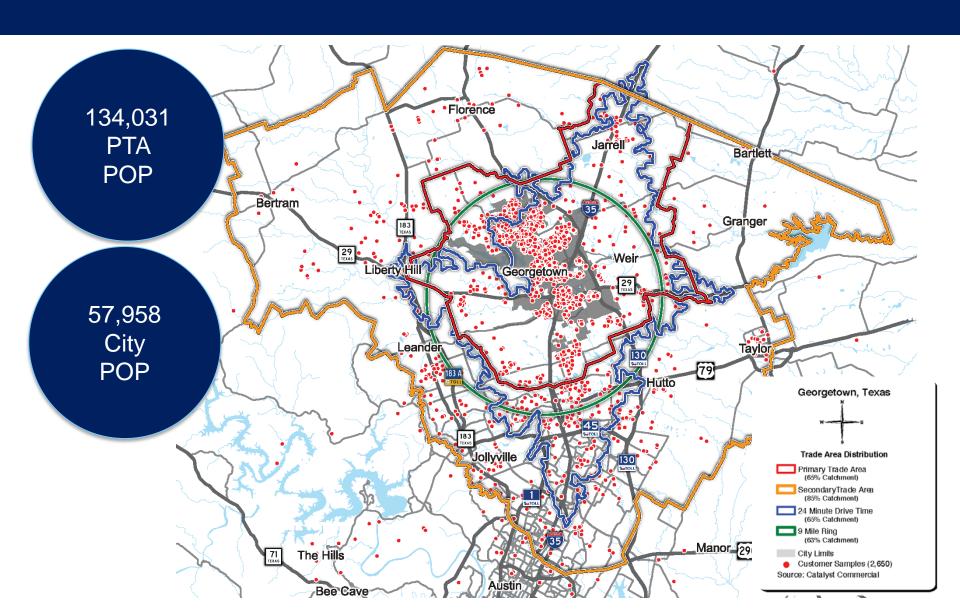








Retail Study



Chris Chmura, PhD









The Election Economy

City of Georgetown, Texas

November 29, 2016

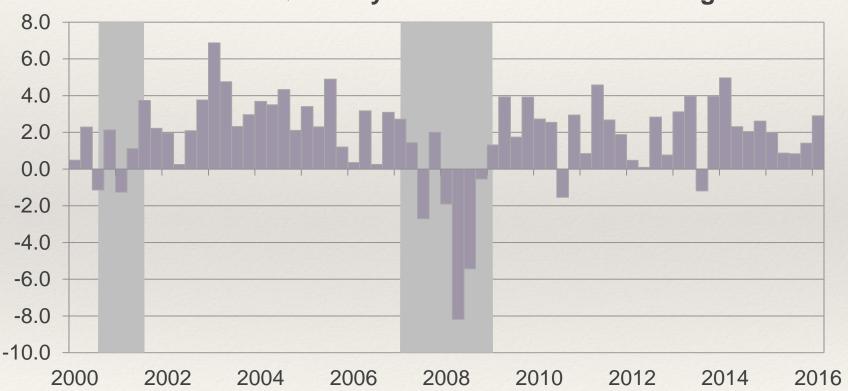
Overview

- National growth: A pre and post view based on a changing administration
- We expect the Fed to raise the fed funds rate in December; Will rates rise more rapidly with the new administration?
- Texas growth slipped below the national pace
- Williamson County growing faster than the state and nation; Austin MSA slightly slower

Current National Environment (Pre Election)

Real GDP Growth Fastest Growth in Two Years... But Modest

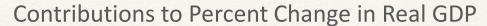
Real Gross Domestic Product Quarterly Annualized Percent Change

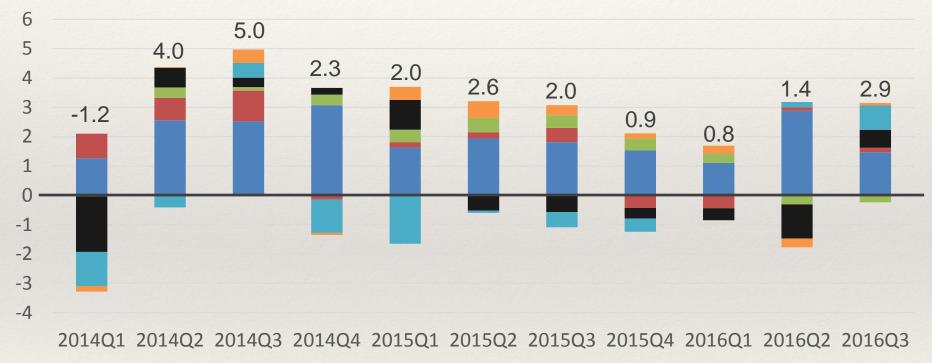


Source: BEA.

Data through 3rd Qtr 2016

Nearly All GDP Major Sectors Positive in the 3rd Quarter





■ Consumer Spending ■ Nonresidential■ Inventory Change■ Net Exports■ Government

Labor Market Continues to Improve





Source: U.S. Department of Labor.
Data through October 2016

Unemployment Rate is Holding Steady Around 5%; Full Employment?

Unemployment Rate



Source: U.S. Department of Labor. Data through October 2016

Unemployment Rate for U-6 is Higher

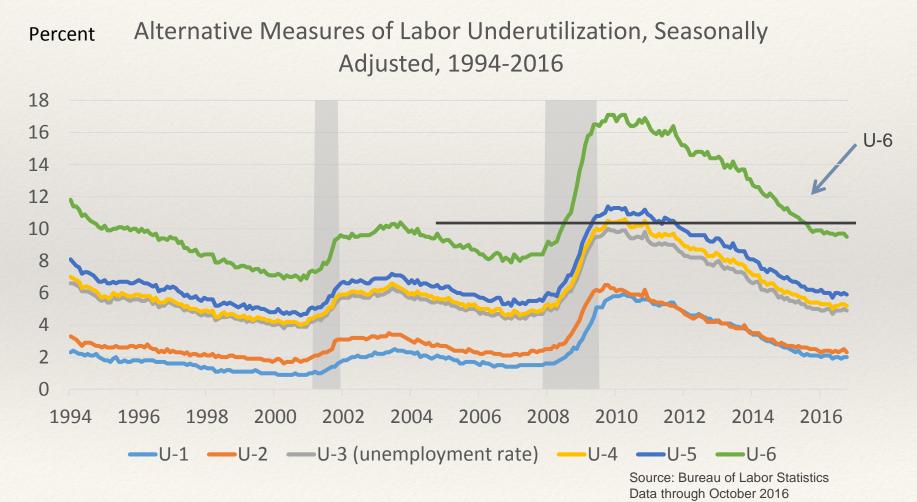
HOUSEHOLD DATA

Table A-15. Alternative measures of labor underutilization [Percent]

	Not seasonally adjusted			Seasonally adjusted						
Measure	Oct. 2015	Sept. 2016	Oct. 2016	Oct. 2015	June 2016	July 2016		Sept. 2016		
U-1 Persons unemployed 15 weeks or longer, as a percent of the civilian labor force	2.1	1.9	1.9	2.1	2.0	2.0	1.9	2.0	2.0	
U-2 Job losers and persons who completed temporary jobs, as a percent of the civilian labor force	2.3	2.2	2.1	2.5	2.4	2.3	2.4	2.5	2.3	
U-3 Total unemployed, as a percent of the civilian labor force (official unemployment rate)	4.8	4.8	4.7	5.0	4.9	4.9	4.9	5.0	4.9	
U-4 Total unemployed plus discouraged workers, as a percent of the civilian labor force plus discouraged workers	5.2	5.1	5.0	5.4	5.2	5.2	5.3	5.3	5.2	
U-5 Total unemployed, plus discouraged workers, plus all other persons marginally attached to the labor force, as a percent of the civilian labor force plus all persons marginally attached to the labor force	6.0	5.9	5.7	6.2	6.0	6.0	5.9	6.0	5.9	
U-6 Total unemployed, plus all persons marginally attached to the labor force, plus total employed part time for economic reasons, as a percent of the civilian labor force plus all persons marginally attached to the labor force	9.5	9.3	9.2	9.8	9.6	9.7	9.7	9.7	9.5	

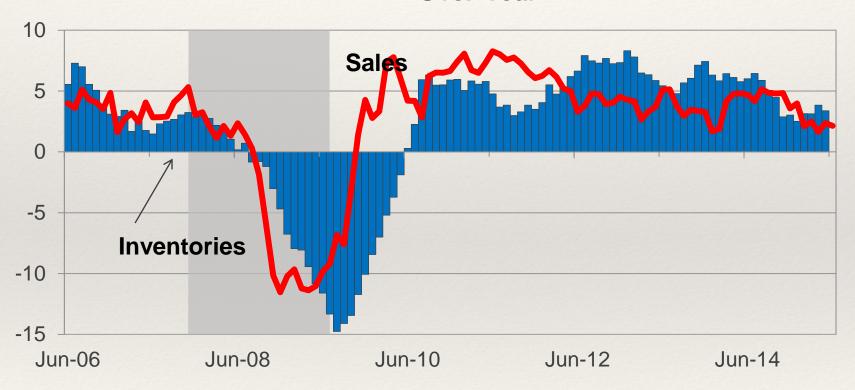
NOTE: Persons marginally attached to the labor force are those who currently are neither working nor looking for work but indicate that they want and are available for a job and have looked for work sometime in the past 12 months. Discouraged workers, a subset of the marginally attached, have given a job-market related reason for not currently looking for work. Persons employed part time for economic reasons are those who want and are available for full-time work but have had to settle for a part-time schedule. Updated population controls are introduced annually with the release of January data.

Slack Remains in Labor Market But Closer to Normal Levels



Sales Growing at Modest Pace

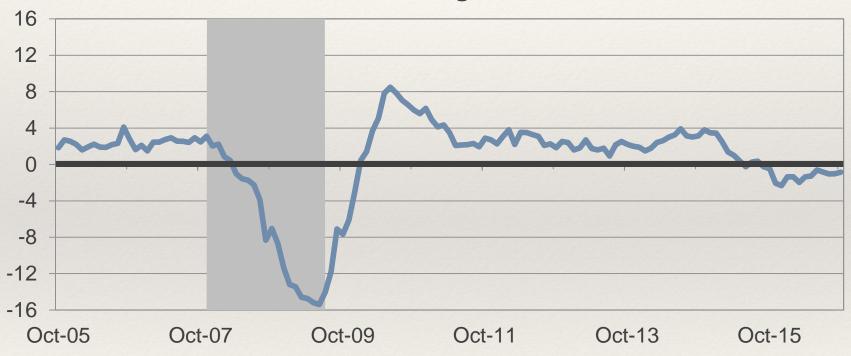
Retail Sales and Inventory Growth Percent Change, Year-Over-Year



Source: U.S. Department of Commerce.
Data through October 2016

Industrial Output Recently Slowed at Factories: Strong Dollar Having an Impact

Industrial Production Percent Change, Year-Over-Year



Source: Federal Reserve Bank. Data through October 2016

Home Building Picking Up: Large Ripple Impact throughout Economy

Total Housing Starts and Permits Million Units, Annualized Rate



Source: U.S. Department of Commerce.

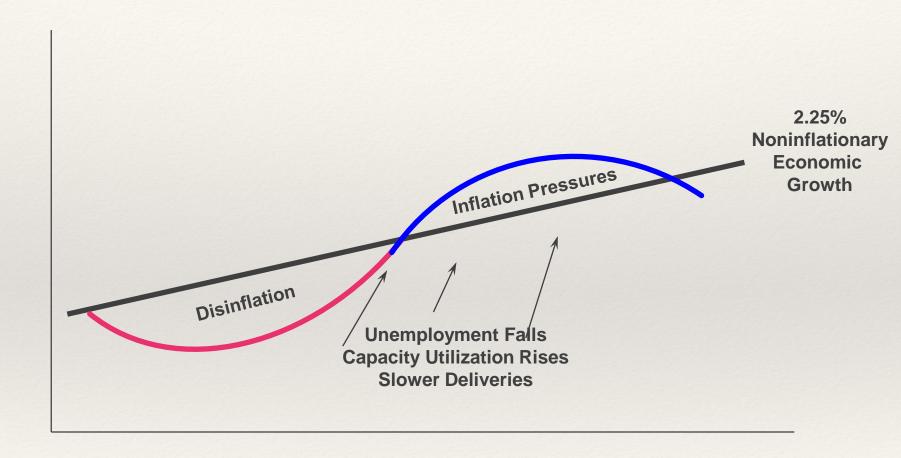
Data through October 2016

Inflation: CPI at 1.6% (Low Oil Prices)

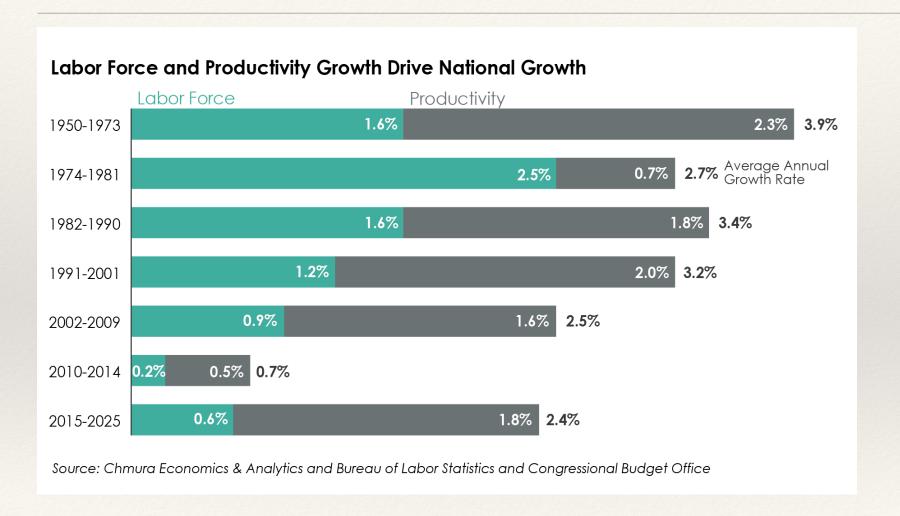
Consumer Price Index Percent Change, Year-Over-Year



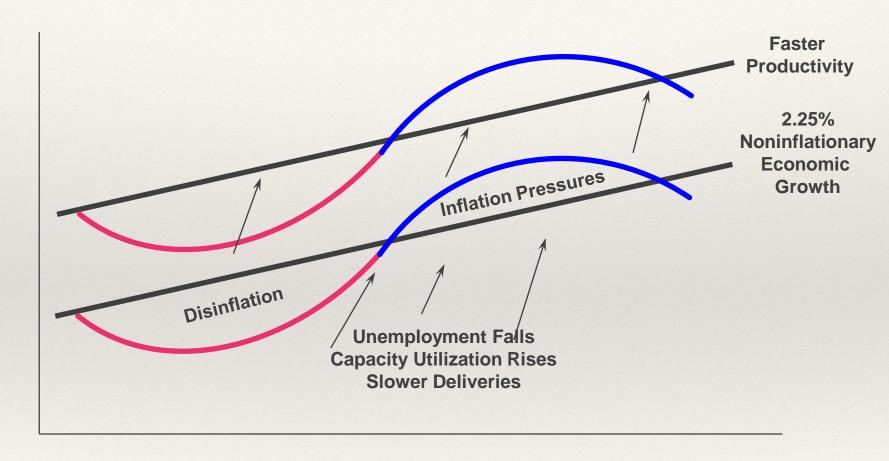
The Fed's Goal: 2.25% Real GDP Growth?



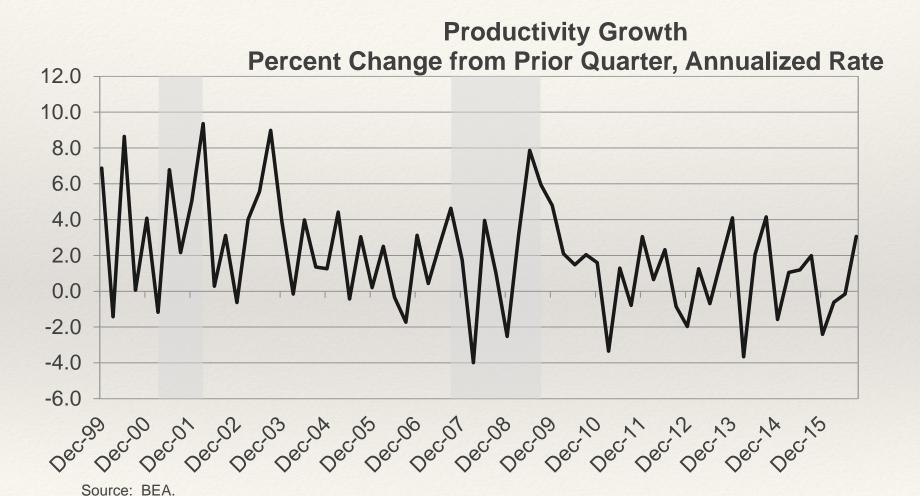
How Fast Can the Economy Grow?



The Fed's Goal: Faster Productivity Growth Pushes the Target HIGHER!



Productivity Growth



Data through 3rd Qtr 2016

Productivity Growth



Source: BEA.

Data through 3rd Qtr 2016

National Forecast: Status Quo

	Qtr4	2015-16 Actual Qtr1 Qtr2 Qtr3		Qtr3	2016-17 Forecast Qtr4 Qtr1 Qtr2 Qtr3				
Real Gross Domestic Product	0.9	0.8	1.4	2.9	2.3	2.2	2.8	2.4	
Consumptions Expenditures	2.3	1.6	4.3	2.1	2.9	2.6	2.6	2.0	
Residential Investment	11.5	7.8	-7.8	-6.2	-0.9	2.1	3.4	3.2	
Nonresidential Investment	-3.3	-3.4	1.0	1.1	2.4	1.8	3.7	4.5	
Equipment	-2.6	-9.5	-2.9	-2.8	1.4	2.3	5.3	6.0	
Intellectual Property	4.5	3.8	9.0	4.0	3.4	3.1	2.3	3.5	
Government Expenditure	1.0	1.6	-1.7	0.5	0.8	1.2	1.2	1.1	
Net Exports Goods & Srvs	-566.9	-566.5	-558.7	-523.2	-524.0	-530.9	-528.4	-525.7	
(Billions of 2009 Dollars)									
	Percentage Change From a Year Ago (%)								
Consumer Price Index	0.4	1.1	1.1	1.1	1.5	2.1	2.0	2.1	
				Yield	ls (%)				
Federal Funds Rate	0.2	0.4	0.4	0.4	0.5	0.8	1.1	1.4	
Prime Rate	3.3	3.5	3.5	3.5	3.5	3.8	4.1	4.4	
10-Year Treasury	2.2	1.9	1.8	1.6	1.9	2.3	2.8	3.3	
30-Year Conventional Mortgage	3.9	3.7	3.6	3.4	3.5	4.0 Note: Yie	‰ dce: Ch elds reported f	Chmur 4. £ onoi for the averag	

Note: Yields reported for the average of the quarter GDP based on advanced figures (Billions of 2009 Dollars)

New Forecast (Trump Administration)

Promises of the Trump Administration Regarding Economy

- Corporate tax cuts
- Reduce individual tax cuts
- Reduce regulatory burden
- Reform energy policy
- Proposals on trade
 - Pressure on China to stop manipulating currency
 - Withdraw from Trans-Pacific Partnership (TPP)
 - Renegotiate North American Free Trade Agreement (NAFTA)
 - Identify foreign trade abuses unfairly impacting US workers
 - Respond using tools under American and international law

Business Taxes

- Corporate tax rate lowered to 15% from 35% but eliminate most business deductions
- Pass-through entities (sole proprietors, partnerships, S-corps) can elect to be taxed at a flat rate of 15% on pass through income Previously could have been 43.4% or 39.6%
- Expense investment rather than depreciate over time
- Allow repatriation of corporate projects held offshore at one-time tax rate of 10%

Source: www.donaldjtrump.com/policies/tax-plan/

Individual Income Taxes

- Taxes cut at every income level
- Reduce tax brackets from 7 to 3
- Average tax cut in 2017: \$2,940 (after-tax income +4.1%)
- Brackets & Rates for Married-Joint filers:
 Less than \$75,000: 12%
 More than \$75,000 but less than \$225,000: 25%
 More than \$225,000: 33%
 *Brackets for single filers are ½ of these amounts

Source: Tax Policy Center Urban Institute & Brookings Institution, October 18, 2016 and www.donaldjtrump.com

Economic Implications

- Corporate tax cuts and reduced regulation
 - Stimulates business investment
 - Increases productivity growth
 - Increases corporate profits
 - Decreases price of oil (damps inflation)
- Reduced individual income taxes
 - Increase spending
 - Some will increase savings or pay off debt
- Inflation and trade deficit
 - Faster growth can put upward pressure on wages
 - Less regulation in oil & gas decreases price of oil (damps inflation)
 - Pressure on China to stop manipulating its currency would put upward pressure on Chinese currency (and reduce imports to U.S.)

Economic Implications

- Short-term lift to economy
- Long-term less certain
 - Decrease in Federal revenue offset by increased spending and faster growth?
 - Increase in Defense spending offset by decreases in other areas?
 - Increased Federal deficit pushes interest rates up and squeezes out private investment growth
 - Trump view: Trade, regulatory, energy reform increases economic growth/revenue enough to offset much of revenue losses from tax reductions

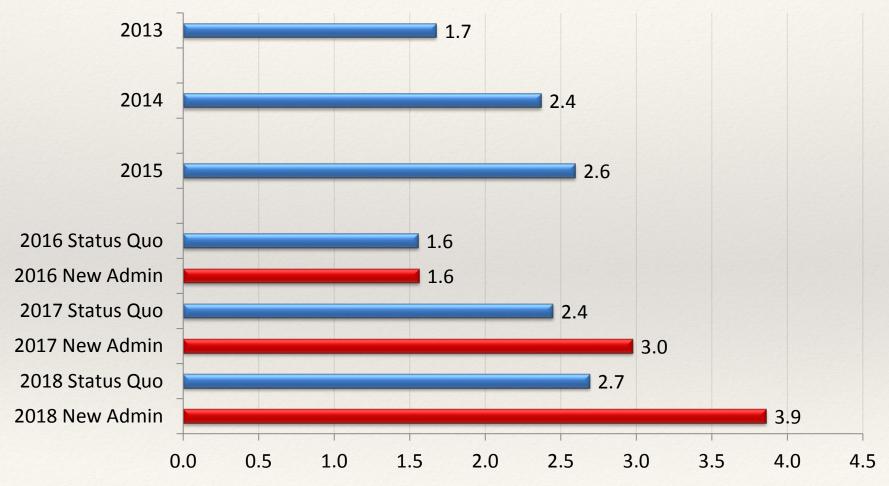
National Forecast: New Administration

		2015-16	6 Actual		2016-17 Forecast					
	Qtr4	Qtr1	Qtr2	Qtr3	Qtr4	Qtr1	Qtr2	Qtr3		
Real Gross Domestic Product	0.9	0.8	1.4	2.9	2.4	3.0	3.6	3.3		
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Nonresidential Investment	-3.3	-3.4	1.0	1.1	2.8	3.7	5.6	6.5		
Equipment	-2.6	-9.5	-2.9	-2.8	1.9	5.3	8.3	9.0		
Intellectual Property	4.5	3.8	9.0	4.0	3.4	4.1	3.3	4.5		
Government Expenditure	1.0	1.6	-1.7	0.5	0.8	1.2	1.2	1.1		
Net Exports Goods & Srvs	-566.9	-566.5	-558.7	-523.2	-524.2	-528.9	-524.0	-519.0		
(Billions of 2009 Dollars)										
	Percentage Change From a Year Ago (%)									
Consumer Price Index	0.4	1.1	1.1	1.1	1.5	2.1	2.1	2.3		
	Yields (%)									
Federal Funds Rate	0.2	0.4	0.4	0.4	0.5	0.8	1.3	1.7		
Prime Rate	3.3	3.5	3.5	3.5	3.5	3.8	4.3	4.7		
10-Year Treasury	2.2	1.9	1.8	1.6	1.9	2.3	3.1	3.5		
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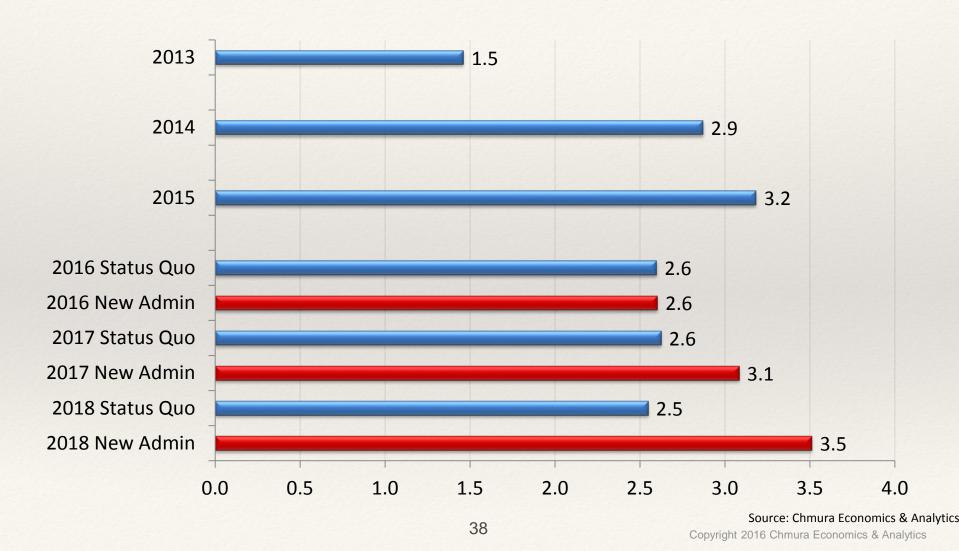
Source: Chmura Economics & Analytics

Note: Yields reported for the average of the quarter GDP based on advanced figures (Billions of 2009 Dollars)

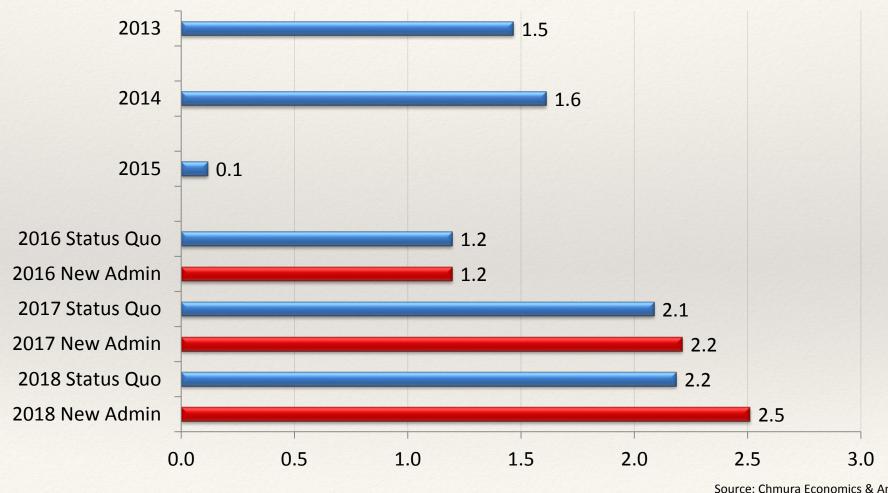
Real GDP Annual Percentage Growth Rate



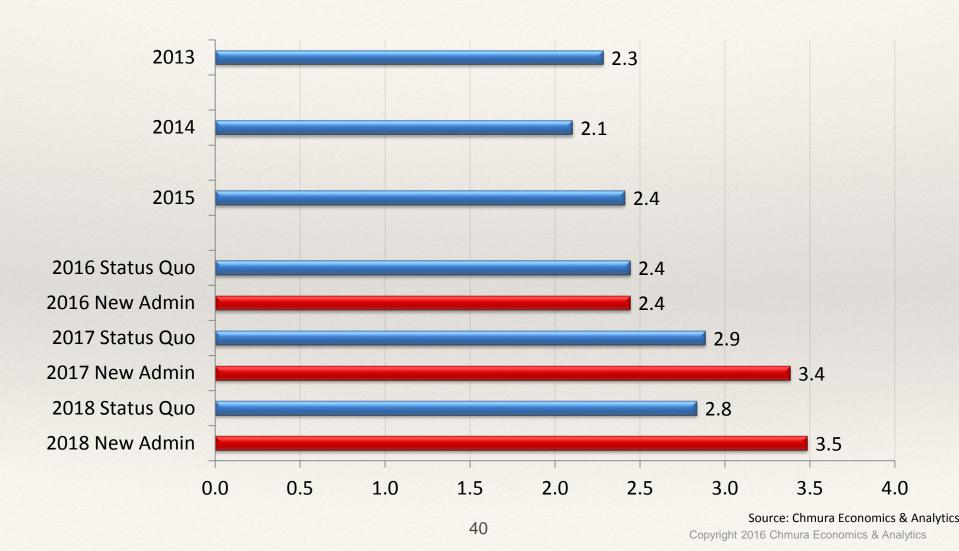
Personal Consumption Expenditures Annual Percentage Growth Rate



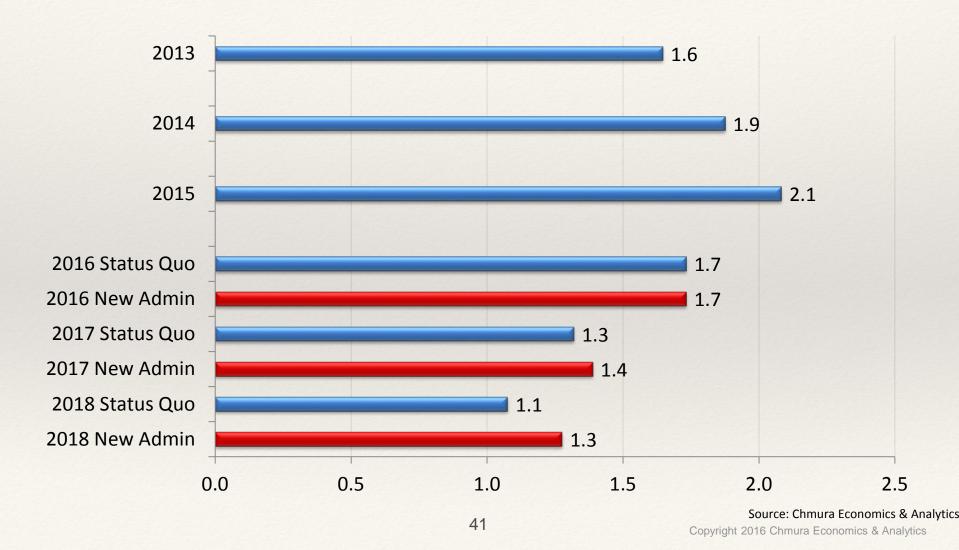
Consumer Price Index Annual Percentage Growth Rate



Average Hourly Earnings, Private Workers Annual Percentage Growth Rate



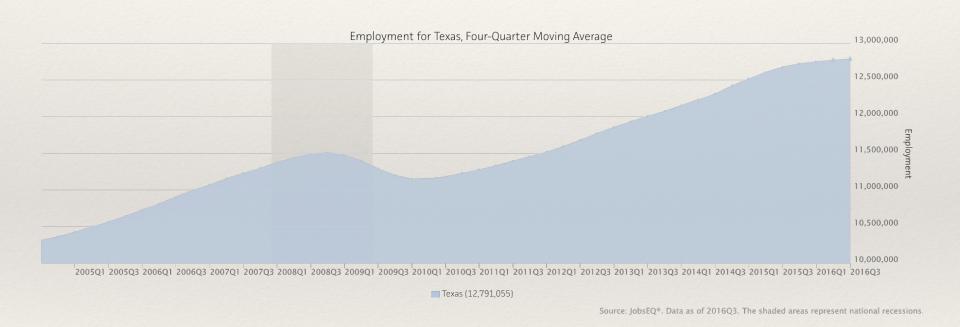
Total Non-Agricultural Employment Annual Percentage Growth Rate



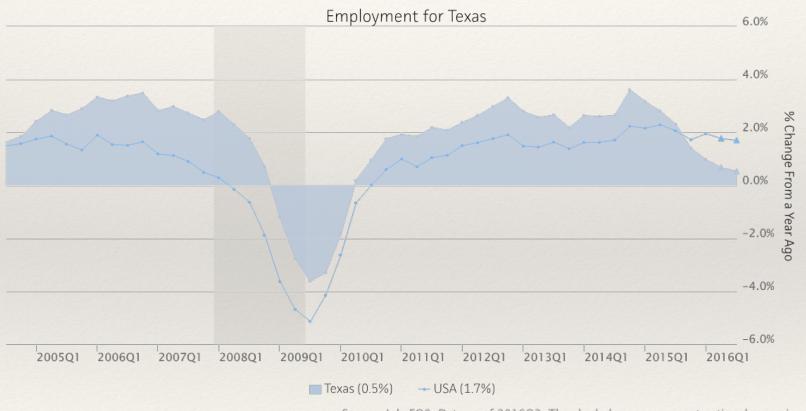
Risks to the Growth

- Foreign investors increase U.S. holdings of bonds while Fed raises fed funds rate target
- Foreign investors reduce holdings of U.S. bonds
- Tougher trade policies cause other countries to tighten policies

Texas: 1.3 Million Jobs Above Previous Peak

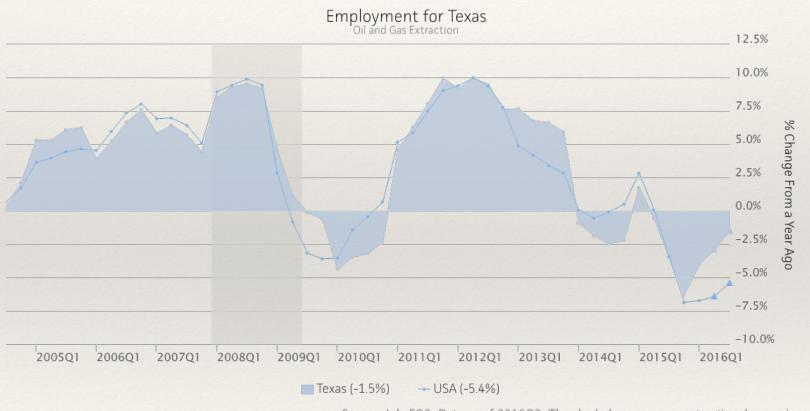


Faster Growth Than the Nation Since 2005

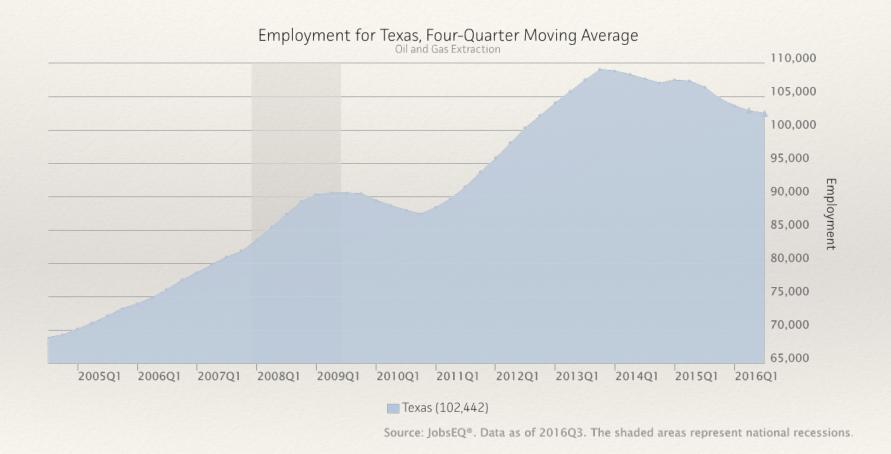


Source: JobsEQ®. Data as of 2016Q3. The shaded areas represent national recessions.

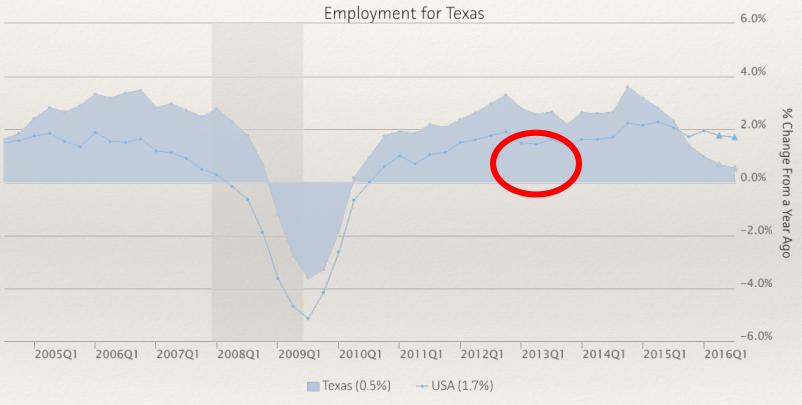
Downturn in Oil and Gas Industry is Impacting Growth



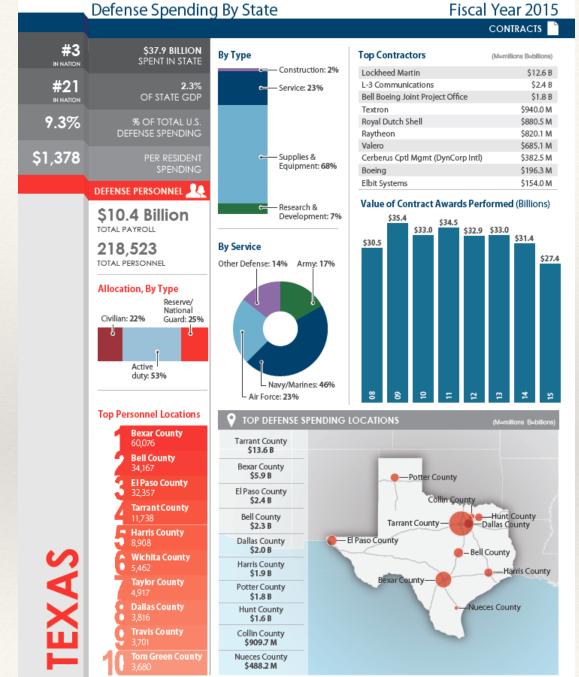
-6,600 Jobs Since 2013Q4

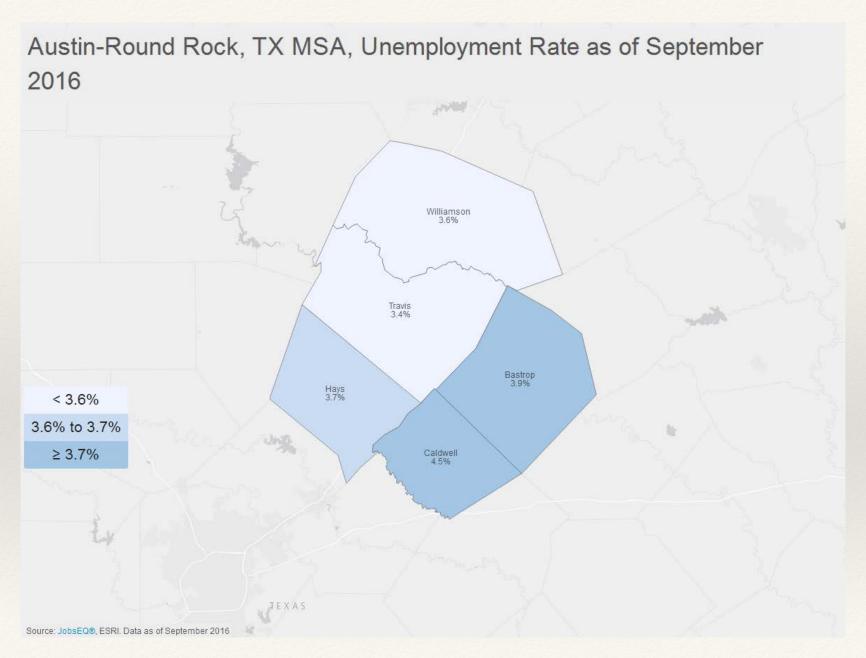


Defense Cuts and Government Shut Down also Damped Growth

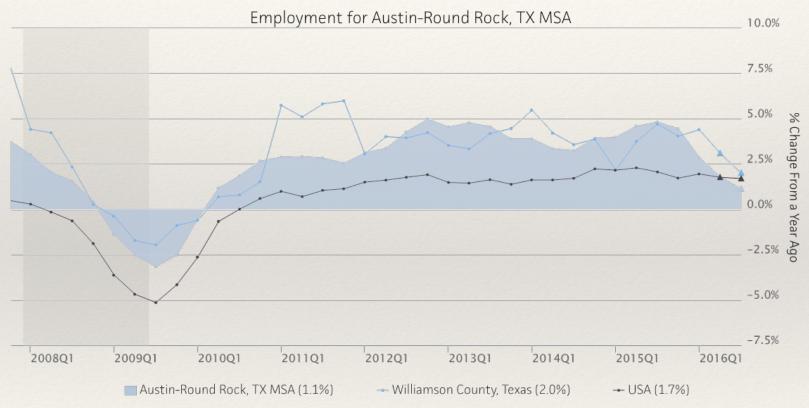


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Williamson County Outperforming U.S. and Austin MSA



	Current			Historical	Forecast			
		Garront		Total Change over the Last				
	Four Qua	arters Ending	with 2016q3		Over the Next 10 Years			
					Total	Total	Avg. Annual	
	Employ-	Avg. Annual	Location		Approx Repl	Growth	Growth	
Industry	ment	Wages	Quotient	Employment	Demand	Demand	Percent	
Retail Trade	24,149	\$31,408	1.29	5,090	8,608	8,140	2.9%	
Educational Services	19,240	\$41,828	1.35	2,529	4,440	4,477	2.1%	
Accommodation and Food Services	17,439	\$18,978	1.14	4,491	7,019	5,880	2.9%	
Health Care and Social Assistance	17,326	\$42,821	0.72	5,746	4,040	8,558	4.1%	
Construction	13,892	\$52,193	1.47	2,638	3,225	5,772	3.5%	
Professional, Scientific, and Technical Services	12,267	\$70,930	1.09	4,390	3,005	5,208	3.6%	
Wholesale Trade	12,076	\$89,233	1.78	-4,022	3,015	3,556	2.6%	
Manufacturing	12,063	\$105,368	0.85	5,431	3,039	2,208	1.7%	
Admin, Support, Waste Mgmt & Remediation Srvs	9,599	\$37,536	0.86	1,219	2,531	3,830	3.4%	
Other Services	8,954	\$29,181	1.17	1,082	2,579	2,983	2.9%	
Finance and Insurance	6,199	\$68,893	0.91	137	1,672	1,997	2.8%	
Public Administration	4,013	\$56,828	0.49	-39	1,111	1,279	2.8%	
Arts, Entertainment, and Recreation	3,380	\$22,260	1.00	358	1,191	1,202	3.1%	
Transportation and Warehousing	2,673	\$53,276	0.38	-763	776	681	2.3%	
Real Estate and Rental and Leasing	2,330	\$50,668	0.80	556	588	686	2.6%	
Information	2,190	\$60,734	0.63	574	603	680	2.7%	
Utilities	1,546	\$77,933	1.67	823	441	392	2.3%	
Agriculture, Forestry, Fishing and Hunting	1,268	\$13,659	0.50	19	497	315	2.2%	
Mining, Quarrying; Oil and Gas Extraction	994	\$49,203	1.34	192	271	281	2.5%	
Mgmt of Companies and Enterprises	385	\$263,593	0.15	-585	93	125	2.8%	
Total - All Industries	172,067	\$49,510	1.00	29,922	48,178	58,279	3.0%	

Source: JobsEQ

	Current			Historical	Forecast			
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		Š			Total	Total	Avg. Annual	
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	Current			Historical	Forecast			
				Total Change				
				over the Last				
	Four Qua	arters Ending	with 2016q3	5 Years	Over	the Next 10	Years	
					Total	Total	Avg. Annual	
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Professional, Scientific, and Technical Services	12,267	\$70,930	1.09	4,390	3,005	5,208	3.6%	
Wholesale Trade	12,076	\$89,233	1.78	-4,022	3,015	3,556	2.6%	
Manufacturing	12,063	\$105,368	0.85	5,431	3,039	2,208	1.7%	
Admin, Support, Waste Mgmt & Remediation Srvs	9,599	\$37,536	0.86	1,219	2,531	3,830	3.4%	
Other Services	8,954	\$29,181	1.17	1,082	2,579	2,983	2.9%	
Finance and Insurance	6,199	\$68,893	0.91	137	1,672	1,997	2.89	
Public Administration	4,013	\$56,828	0.49	-39	1,111	1,279	2.8%	
Arts, Entertainment, and Recreation	3,380	\$22,260	1.00	358	1,191	1,202	3.19	
Transportation and Warehousing	2,673	\$53,276	0.38	-763	776	681	2.3%	
Real Estate and Rental and Leasing	2,330	\$50,668	0.80	556	588	686	2.6%	
Information	2,190	\$60,734	0.63	574	603	680	2.7%	
Utilities	1,546	\$77,933	1.67	823	441	392	2.3%	
Agriculture, Forestry, Fishing and Hunting	1,268	\$13,659	0.50	19	497	315	2.29	
Mining, Quarrying; Oil and Gas Extraction	994	\$49,203	1.34	192	271	281	2.5%	
Mgmt of Companies and Enterprises	385	\$263,593	0.15	-585	93	125	2.8%	
Total - All Industries	172,067		1.00	29,922	48,178	58,279	3.0%	
Source: JobsEQ Copyright 2016 Chmura Economics & Analy								

	Current			Historical	Forecast		
						1 Orccast	
				Total Change			
				over the Last			
	Four Qua	arters Ending	with 2016q3	5 Years		the Next 10	
			1		Total		Avg. Annual
Industry		Avg. Annual		Employment	Approx Repl		Growth
Industry	ment	Wages	Quotient	Employment	Demand	Demand	Percent
Retail Trade	24,149				8,608	8,140	
Educational Services	19,240				4,440	4,477	2.1%
Accommodation and Food Services	17,439				7,019	5,880	
Health Care and Social Assistance	17,326		0.72			8,558	
Construction	13,892			2,638			
Professional, Scientific, and Technical Services	12,267	\$70,930	1.09	4,390	3,005	5,208	3.6%
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				Total Change over the Last			
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		Avg. Annual			Approx Repl		Growth
Industry	ment	Wages	Quotient	Employment	Demand	Demand	Percent
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Educational Services	19,240						2.1%
Accommodation and Food Services	17,439	\$18,978	1.14	4,491	7,019	5,880	2.9%
Health Care and Social Assistance	17,326	\$42,821	0.72	5,746	4,040	8,558	4.1%
Construction	13,892	\$52,193	1.47	2,638	3,225	5,772	3.5%
Professional, Scientific, and Technical Services	12,267	\$70,930	1.09	4,390	3,005	5,208	3.6%
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		56					

Source: JobsEQ

	Current			Historical	Forecast				
				Total Change over the Last					
	Four Qua	arters Ending	with 2016q3	5 Years	Over	the Next 10	Years		
					Total		Avg. Annual		
	Employ-	Avg. Annual			Approx Repl		Growth		
Industry	ment	Wages	Quotient	Employment		Demand	Percent		
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Source: JobsEQ

Williamson County: Top 20 Occupations with Job Openings

	Quarter	ent: Four s Ending with		
			the Last 5 Years	
		Avg. Annual		
Title	-ment	Wages ¹	Employment	Current Online Job Ads ²
Retail Salespersons	6,827	\$27,000		752
First-Line Supervisors of Retail Sales Workers	2,304			541
Childcare Workers	1,563			325
Customer Service Representatives	3,388	\$30,000	-86	315
Combined Food Preparation and Serving Workers, Including Fast Food	5,019	\$18,700	1,218	278
Stock Clerks and Order Fillers	2,435	\$24,800	365	273
First-Line Supervisors of Food Preparation and Serving Workers	1,315	\$35,900	321	251
Sales Representatives, Services, All Other	1,042	\$58,500	255	217
Computer Occupations, All Other	199	\$79,400	32	214
Registered Nurses	1,893	\$63,500	814	184
Maids and Housekeeping Cleaners	945	\$19,200	220	183
Software Developers, Applications	1,406	\$90,100	553	182
Preschool Teachers, Except Special Education	774	\$35,500	171	182
Cashiers	4,881	\$20,800	1,207	170
Marketing Managers	281	\$144,700	55	156
Computer User Support Specialists	1,006	\$48,200	115	148
Nonfarm Animal Caretakers	296	\$21,000	84	138
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	2,396		THE RESERVE AND ADDRESS OF THE PARTY OF THE	129
Medical Secretaries	539			124
Maintenance and Repair Workers, General	1,227	\$33,800	194	116

^{2.} Data represent found online ads active within the last thirty days in any zip code intersecting or within the selected region; data represents a sampling rather than the complete universe of postings; the listing search uses keywords that are similar to but not the equivalent of the SOC occupation definitions.

Williamson County: Top 20 Occupations with Job Openings

	Quarters	ent: Four s Ending with 016q3	Historical Total Change over the Last 5 Years	
		Avg. Annual		
Title	-ment	Wages ¹	Employment	Current Online Job Ads ²
Retail Salespersons	6,827	\$27,000	990	752
First-Line Supervisors of Retail Sales Workers	2,304	\$43,900	428	541
Childcare Workers	1,563	\$21,800	207	325
Customer Service Representatives	3,388	\$30,000	-86	315
Combined Food Preparation and Serving Workers, Including Fast Food	5,019	\$18,700	1,218	278
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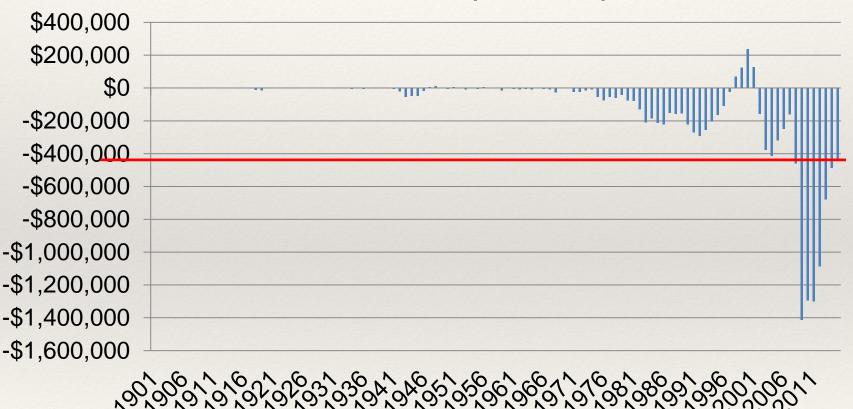
Conclusions

- Trump Administration expected to boost short-term growth
 - Need more information on policies for long-term outlook
- Fed should raise rates in December
- Texas will benefit from increased defense spending
- Employment in Williamson County expected to outpace the state and Austin-Round Rock MSA over next 10 years

Additional Slides

Longer-Term Issue: Federal Spending Needs to be Cut

Federal Deficit, (\$Millions)



Source: St. Louis Fed, Chmura

Last data point is 2015

Homes Affordability Slipped as Prices Rose

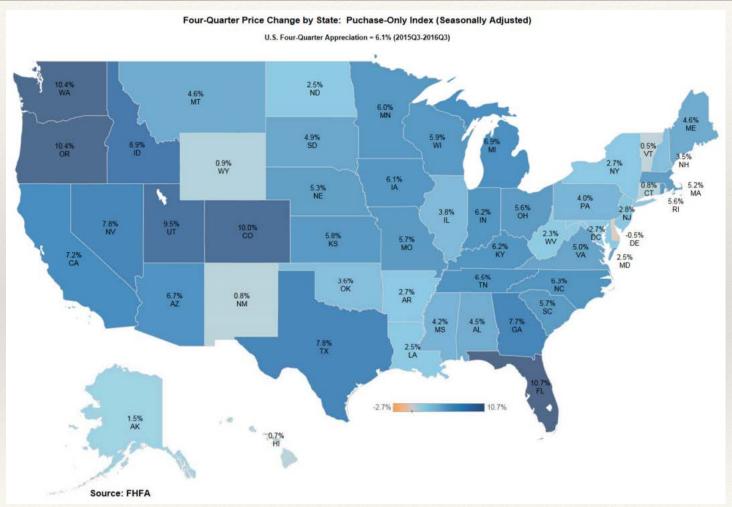
Home Affordability vs. Appreciation



Source: Federal Housing Finance Agency.

Data through 1st Qtr 2016

Home Prices are Rising in 49 States Change in Home Prices From Year Ago, 2015 Q3



Homeownership Percentages are Relatively Low

United States Homeownership Rate

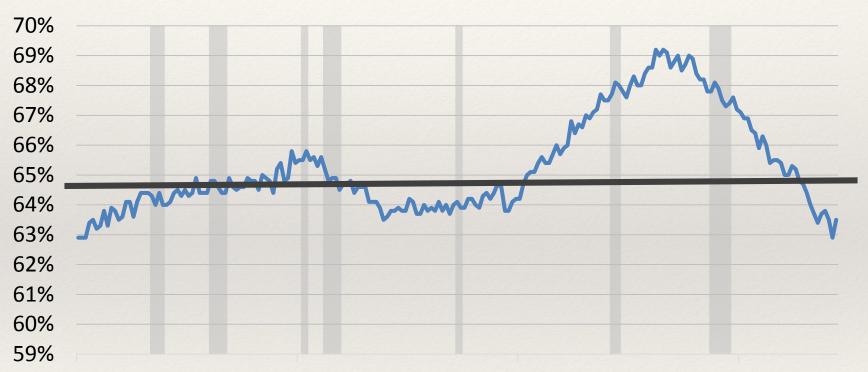


1965Q1 1971Q1 1977Q1 1983Q1 1989Q1 1995Q1 2001Q1 2007Q1 2013Q1

Source: U.S. Census Data through 2016 Qtr 3

Homeownership Percentages are Relatively Low

United States Homeownership Rate

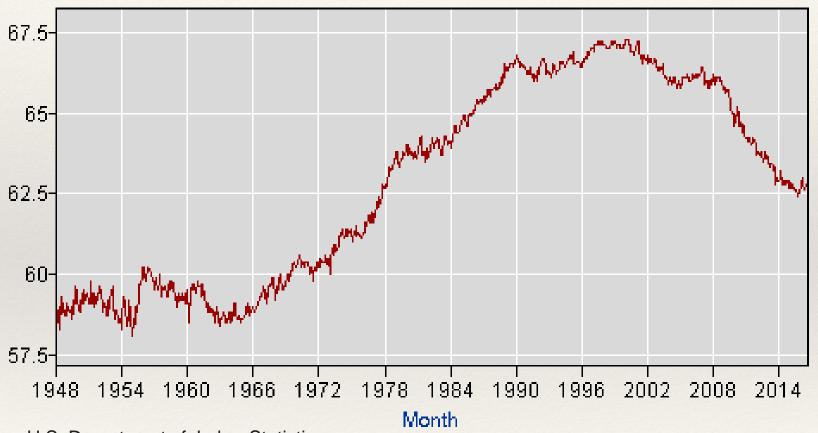


1965Q1 1971Q1 1977Q1 1983Q1 1989Q1 1995Q1 2001Q1 2007Q1 2013Q1

Source: U.S. Census Data through 2016 Qtr 3

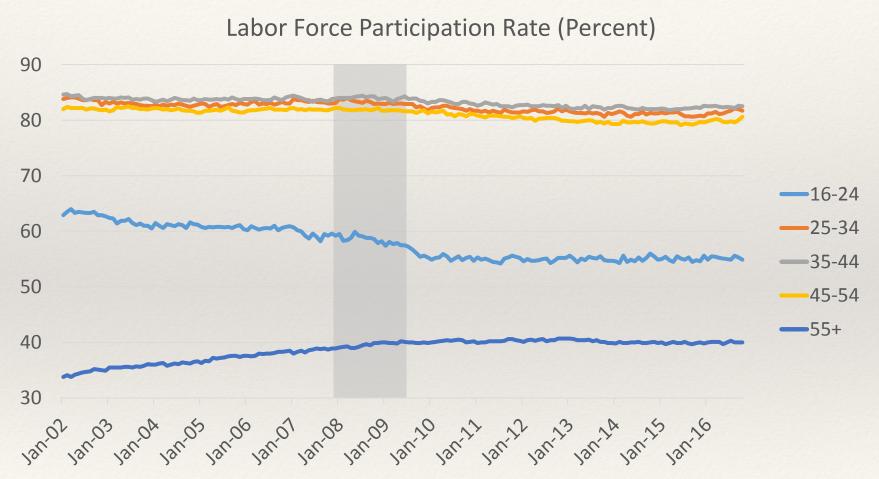
Labor Market is Weaker than Unemployment Rate Suggests

Participation Rate: % 16 years and over in the labor market



Source: U.S. Department of Labor Statistics.
Data through October 2016

Labor Force Decline: Some Retirees



Source: U.S. Department of Labor Statistics. Data through October 2016

Real Rates (R*) "Natural" Rate of Interest

- Inflation-adjusted federal funds rate consistent with
 - Maximum employment
 - Stable inflation
- Historically r-star tracked well with 4-quarter growth rate of potential GDP (estimated by CBO)
- Lower potential GDP = lower federal funds rate
 - = approximately 1% real federal funds rate target
- FRBSF Economic Letter, August 29, 2016 "Projecting the Long-Run Natural Rate of Interest"

Thank you!

