

# THE PITTSBURG MICROPOLITAN AREA ECONOMIC REPORT

## The State of Local Retail Sales

**R**ETAIL SALES NATIONWIDE began to increase in October, just in time for the holiday season. This is vital for retailers such as hobby and game stores, which get the largest share of their revenue during the holidays, accounting for 26.2 percent of annual sales, followed by department stores, 26.0 percent; clothing stores, 22.0 percent; electronics stores, 21.6 percent; discount department stores, 20.6 percent; book stores, 20.1 percent; beer, wine, and liquor stores, 19.9 percent; and sporting goods stores, 19.6 percent.

Local households were also on a good financial foundation going into the holidays, according to Equifax, which reports that 75.6 percent of all adults in the Pittsburgh micropolitan area had a prime credit score during the third quarter of 2024 (latest available), which is

the highest third quarter share of adults in the micropolitan area in the history of this local indicator.

Early estimates show that the holiday season was successful for local retailers. Furthermore, preliminary estimates from Woods and Poole indicate that total retail sales in the Pittsburgh micropolitan area increased to \$702.8 million in 2024, up 3.4 percent from 2023 (slightly less than the 3.5 percent increase nationwide).

Motor vehicles and parts had the largest sales in 2024, posting \$133.3 million in retail sales, up \$9.9 million (8.0 percent), followed by food and beverage stores, with \$130.2 million in sales, up \$5.0 million (4.0 percent); general merchandise, with \$125.5 million, up \$5.4 million (4.5 percent); eating and drinking places, with \$83.2 million, down \$10.3 million (11.0 percent);

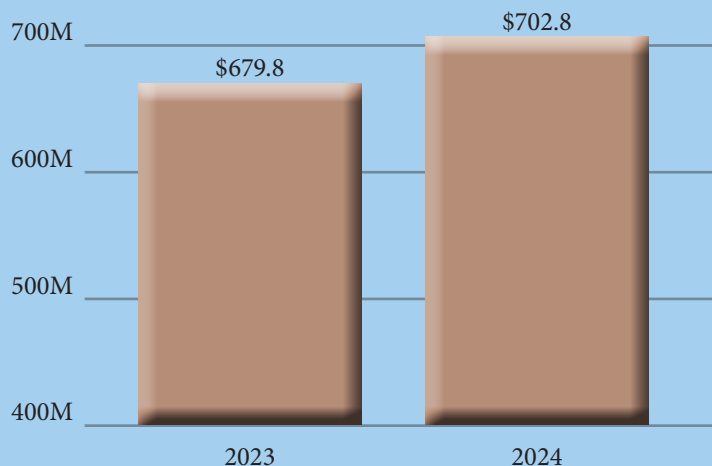
building materials and garden equipment and supplies dealers, with \$71.1 million, up \$7.5 million (11.8 percent); gasoline stations, with \$68.9 million, up \$0.4 million (0.6 percent); health and personal care, with \$30.0 million, up \$0.6 million (2.2 percent); sporting goods, hobby, book, and music stores, with \$17.1 million, up \$2.0 million (13.1 percent); non-store retailers, with \$12.3 million, down \$0.5 million (4.2 percent); clothing and clothing accessory stores with \$11.7 million, up \$0.8 million (7.6 percent); furniture and home furnishing stores, with \$9.1 million, up \$1.5 million (19.2 percent); miscellaneous retail stores (florists, office supplies, etc.), with \$6.5 million, up \$0.2 million (3.9 percent); and electronics and appliance stores, with \$4.0 million, up \$0.5 million (15.6 percent).

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## Total Retail Sales Pittsburg Micropolitan Area



Source: Woods & Poole

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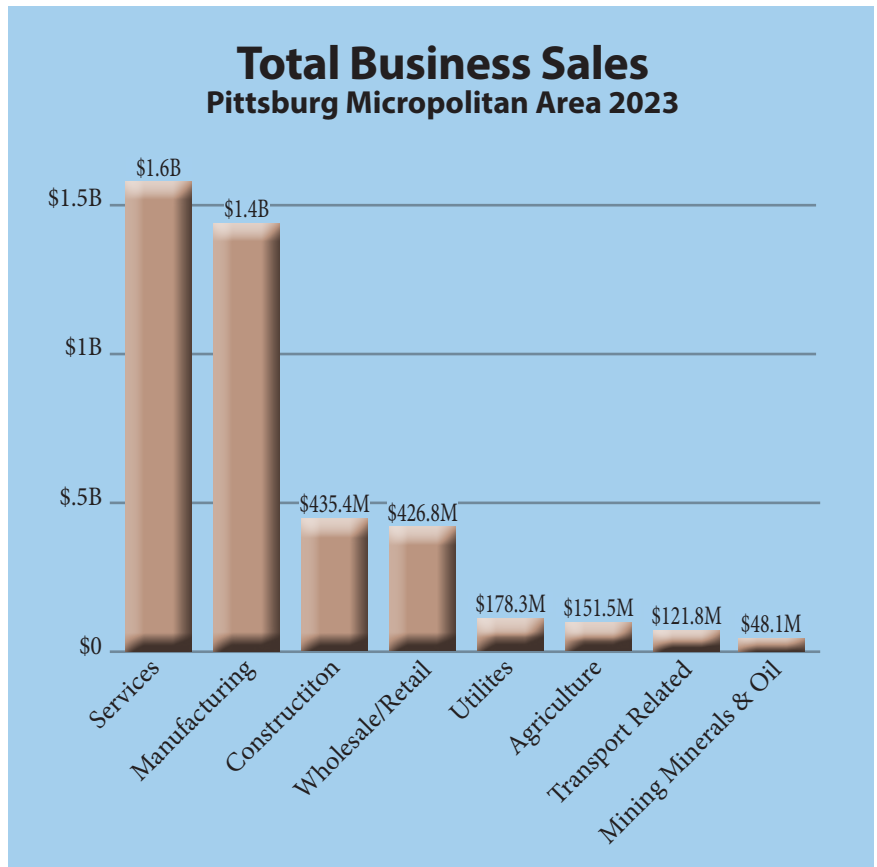
## LOCAL BUSINESS SALES AND OPERATIONS

The Bureau of the Census reports that the city of Pittsburg is the anchor for economic growth in the region, so it is not surprising that people commute into Pittsburg for work.

Commuters fill 65.7 percent of all jobs in Pittsburg, which is a very high proportion of the city's workforce. Local businesses are doing relatively well in the Pittsburg micropolitan area, posting \$4.4 billion in total sales in 2023 (latest available).

Services had the most sales during the year (\$1.6 billion), followed by manufacturing, with sales of \$1.4 billion; construction, with sales of \$435.4 million; wholesale and retail trade, with sales of \$426.8 million; utilities, with sales of \$178.3 million; agriculture, with sales of \$151.5 million; transportation, with sales of \$121.8 million; and mining, with sales of \$48.1 million.

The Bureau of Labor Statistics (BLS) reports that average annual wages in the private industries in the Pittsburg micropolitan area was \$44,348 in 2023 and that average benefits accounted for 30.4 percent of payroll. Paid leave accounted for 7.0 percent of payroll, supplemental pay accounted for 4.3 percent, insurance accounted for 8.7 percent, retirement and savings accounted for 3.1 percent, and other legally required benefits accounted for 7.3 percent.



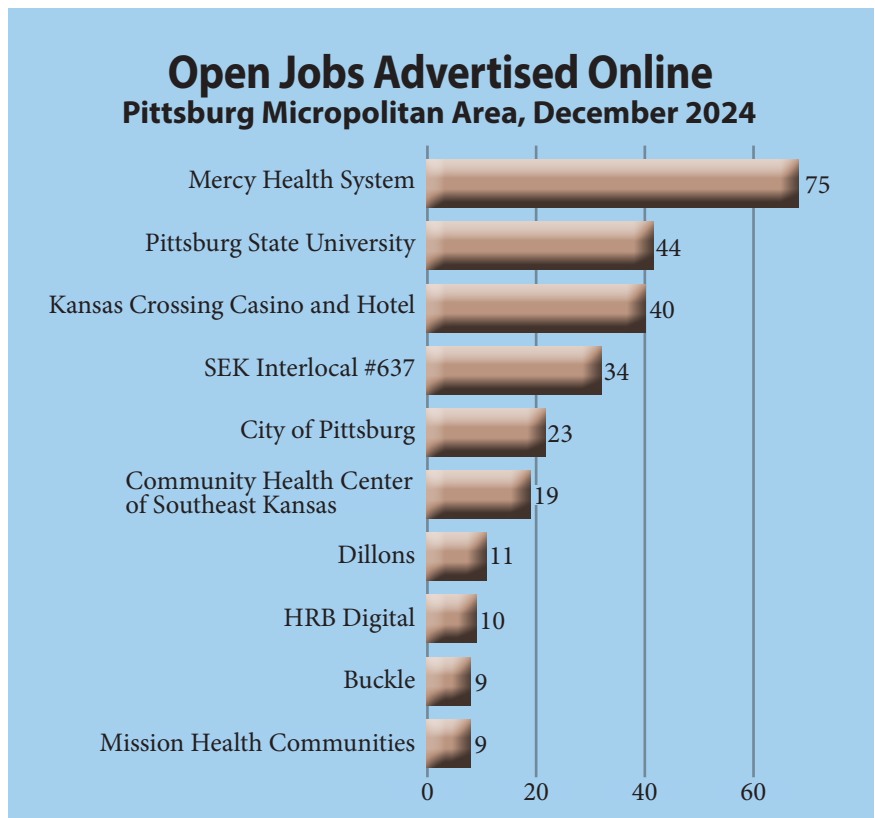
Source: Implan

## UNEMPLOYMENT

BLS reports that the national unemployment rate was 4.0 percent in November. The highest unemployment rate was in leisure and hospitality, which posted an unemployment rate of 6.2, followed by 4.8 percent in the wholesale and retail trade, 4.6 percent in construction, 4.3 percent in transportation and utilities, 4.0 percent in professional and business services, 3.7 percent in agriculture and related, 3.5 percent in durable goods, 3.4 percent in manufacturing, 3.0 percent in education and health services, 3.0 percent in other services, 2.4 percent in financial activities, 2.3 percent in information, 1.9 percent in mining, oil and gas extraction, and 1.6 percent in government.

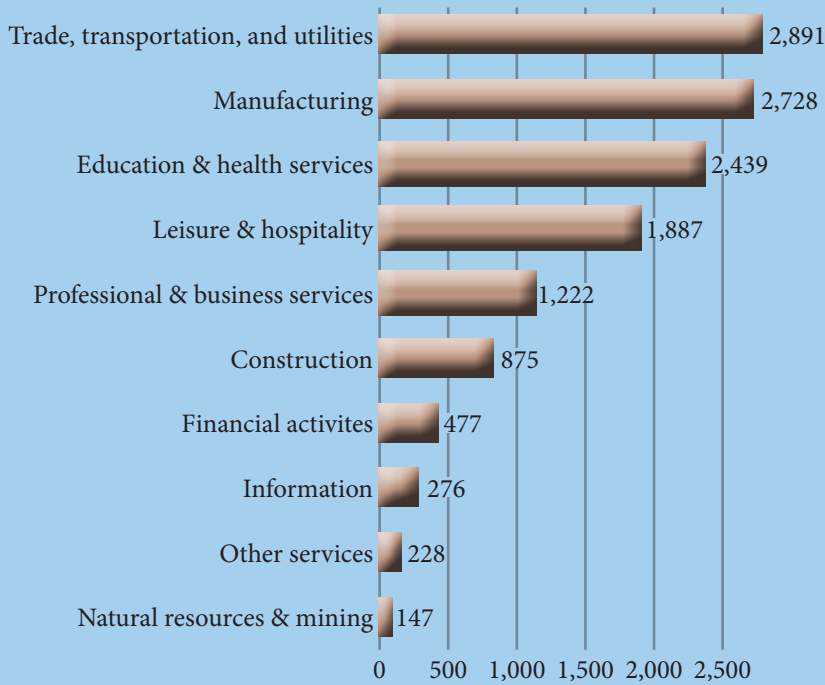
The Kansas Labor Market Information Center reports that there were 274 unfilled local job openings advertised online in December, including 75 jobs at Mercy Health System, 44 jobs at Pittsburg State University, 40 jobs at Kansas Crossing Casino and Hotel, 34 jobs at SEK Interlocal #637, 23 jobs at City of Pittsburg, 19 jobs at Community Health Center of Southeast Kansas, 11 jobs at Dillons, and 10 jobs at HRB Digital.

The unemployment rate was 3.5 percent statewide in October (latest available) and 4.0 percent in the Pittsburg micropolitan area.



Source: Kansas Labor Market Information System

## Number of Jobs by Industry Pittsburg Micropolita Area, Q2 '24



Source: Bureau of Labor Statistics

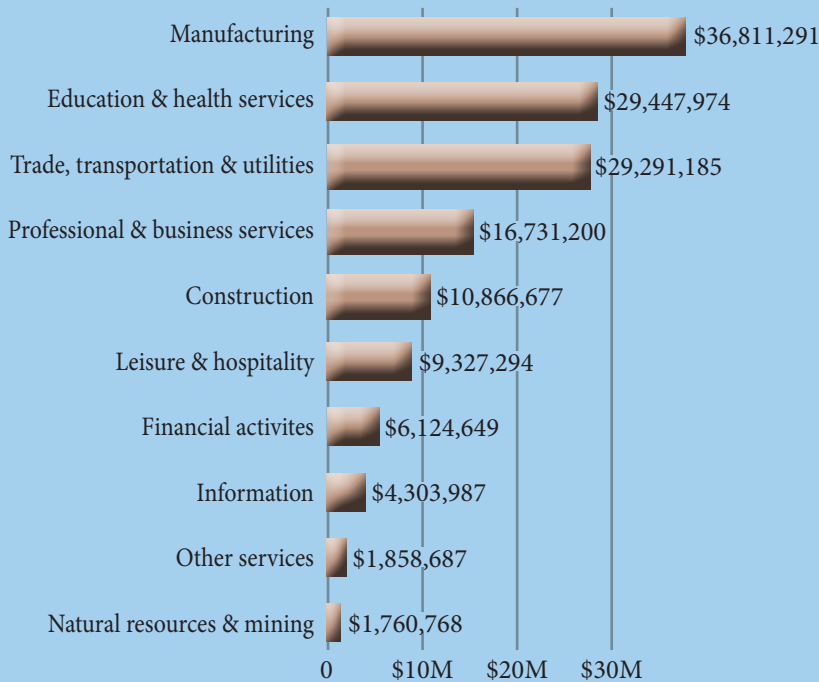
## NUMBER OF JOBS BY INDUSTRY

During the second quarter of 2024, the Pittsburg micropolitan area had a total of 17,593 jobs, down 1.1 percent from the second quarter of 2023.

Among local industries, trade, transportation, and utilities was the largest employer, according to the BLS, with 228 establishments and 2,891 jobs, down 3.0 percent from the second quarter of 2023, followed by manufacturing, with 49 establishments and 2,728 jobs, down 3.2 percent; education and health services with 129 establishments and 2,439 jobs, down 3.2 percent; leisure and hospitality, with 102 establishments and 1,887 jobs, down 4.3 percent; professional and business services, with 181 establishments and 1,222 jobs, up 2.0 percent; construction, with 102 establishments and 875 jobs, up 6.0 percent; financial activities, with 107 establishments and 477 jobs, up 3.0 percent; information services, with 24 establishments and 276 jobs, down 9.8 percent; other services (dry cleaning, etc.), with 64 establishments and 228 jobs, down 10.2 percent; and natural resources, with 28 establishments and 147 jobs, up 8.6 percent.

Local government posted 3,257 jobs, up 3.7 percent; state government posted 1,082 jobs, down 1.3 percent; and federal government posted 84 jobs, down 1.2 percent.

## Payroll by Industry Pittsburg Micropolita Area, Q2 '24



Source: Bureau of Labor Statistics

## PAYROLL BY INDUSTRY

Private industries create most of the local value added (gross domestic product).

BLS reports that the manufacturing industry contributed more to household incomes in the Pittsburg micropolitan area during the second quarter of 2024 than any of the private wealth creating industries, posting a payroll of \$36.8 million, down 5.2 percent from the second quarter of 2023, followed by education and health services, with a payroll of \$29.4 million, down 3.0 percent; trade, transportation and utilities, with a payroll of \$29.3 million, down 5.3 percent; professional and business services, with a payroll of \$16.7 million, up 14.4 percent; construction, with a payroll of \$10.9 million, down 1.9 percent; leisure and hospitality, with a payroll of \$9.3 million, down 1.2 percent; financial activities, with a payroll of \$6.1 million, up 10.3 percent; information services, with a payroll of \$4.3 million, up 0.9 percent; other services, with a payroll of \$1.9 million, down 2.3 percent; and natural resources and mining, with a payroll of \$1.8 million, up 12.9 percent.

Local government posted \$31.1 million in payroll, up 9.9 percent; State government posted \$13.1 million in payroll, up 3.2 percent; and Federal Government posted \$1.2 million in payroll, up 5.5 percent.

## LABOR FORCE

BLS reports that the Pittsburgh micropolitan area labor force was 18,167 in October. The local labor force is high-quality and hard-working according to the largest local employer.

Approximately 7.7 percent of the Pittsburgh micropolitan area workforce is in management occupations; 5.9 percent in business and financial operations occupations; 1.2 percent in computer and mathematical occupations; 0.8 percent in architecture and engineering occupations; 0.5 percent in life, physical, and social science occupations; 1.6 percent in community and social service occupations; 0.6 percent in legal occupations; 8.1 percent in educational instruction and library occupations; 5.9 percent in healthcare practitioner and technical occupations; 4.3 percent in healthcare support occupations; 1.7 percent in protective service occupations; 6.8 percent in food preparation and serving-related occupations; 8.8 percent in sales and related occupations; 11.1 percent in office and administrative support occupations; 9.5 percent in natural resources, construction, and maintenance occupations; 9.1 percent in production occupations; 3.7 percent in transportation occupations; 5.2 percent in material moving occupations; and 7.5 percent in other occupations.

## Occupational Mix Pittsburg Micropolitan Area, 2023

Management occupations	7.7%
Business and financial operations occupations	5.9%
Computer and mathematical occupations	1.2%
Architecture and engineering occupations	0.8%
Life, physical, and social science occupations	0.5%
Community and social service occupations	1.6%
Legal occupations	0.6%
Educational instruction, and library occupations	8.1%
Healthcare practitioners and technical occupations:	5.9%
Healthcare support occupations	4.3%
Protective service occupations:	1.7%
Food preparation and serving related occupations	6.8%
Sales and related occupations	8.8%
Office and administrative support occupations	11.1%
Natural resources, construction, and maintenance occupations:	9.5%
Production occupations	9.1%
Transportation occupations	3.7%
Material moving occupations	5.2%
Other Occupations	7.5%

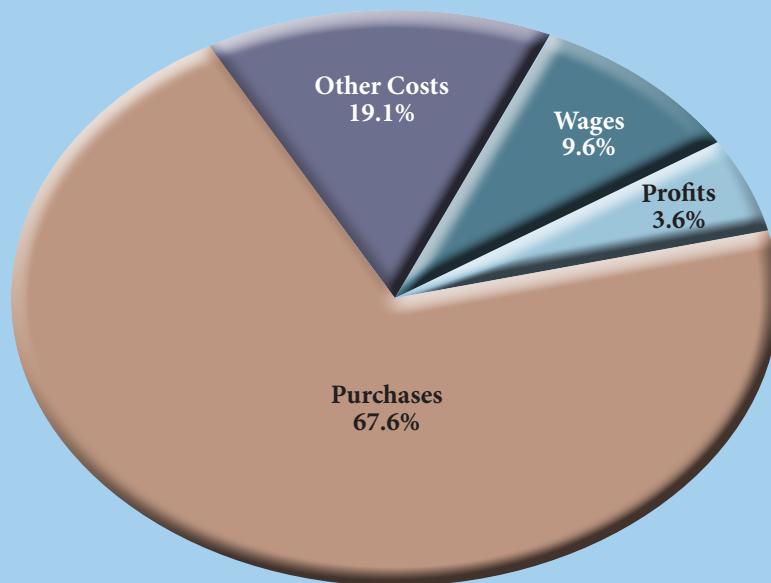
Source: The Bureau of the Census

## NATIONWIDE RETAIL INDUSTRY

National Retail Federation estimates that average spending per person on holiday purchases increased to \$902 in 2024, up 2.5 percent from 2023. Preliminary estimates show that merchants offered healthy holiday discounts to lure in customers, and according to Capital One, electronics had the largest average discounts of 30 percent, followed by toys, 25 percent; televisions, 24 percent; apparel, 23 percent; computers, 23 percent; sporting goods, 20 percent; furniture, 19 percent; and appliances, 18 percent. IBISWorld reports the nationwide retail industry consists of 3.7 million establishments (including mom and pop stores), with 20.3 million jobs.

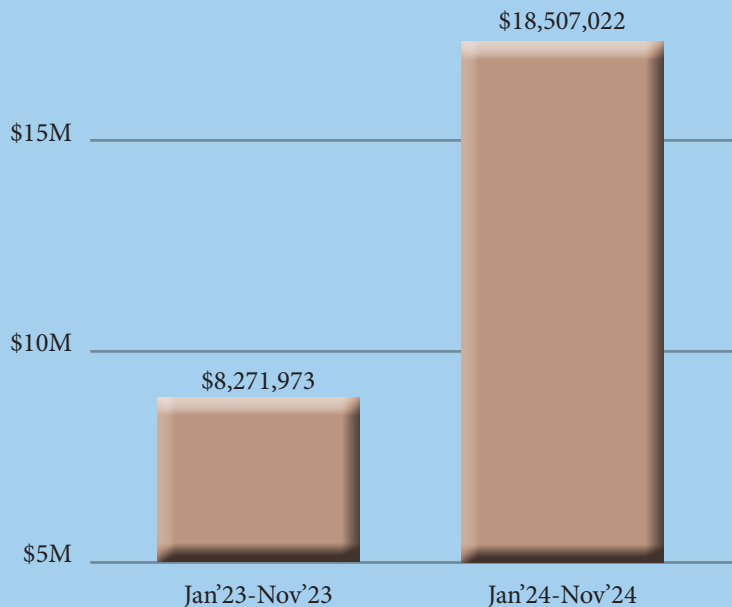
Approximately 37.6 percent of annual sales in 2024 came from people in the 45-64 years old age group, 32.3 percent from the 25-44, 16.8 percent from 65 and older, 2.3 percent from less than 25, and 11 percent from other markets. Inflationary pressures increased operations costs in 2024 for the retail industry, but profits increased to 3.6 percent of revenues (up from 3.4 percent in 2023), while wages accounted for 9.6 percent of revenues (down from 9.7 percent), purchases accounted for 67.6 percent of revenue (up from 67.4 percent), and other costs (marketing, rent, etc.) accounted for 19.1 percent of revenues (down from 19.5 percent).

## Cost Structure National Retail Industry, 2024



Source: IBIS World

## Value of Residential Building Permits City of Pittsburgh



Source: City of Pittsburgh

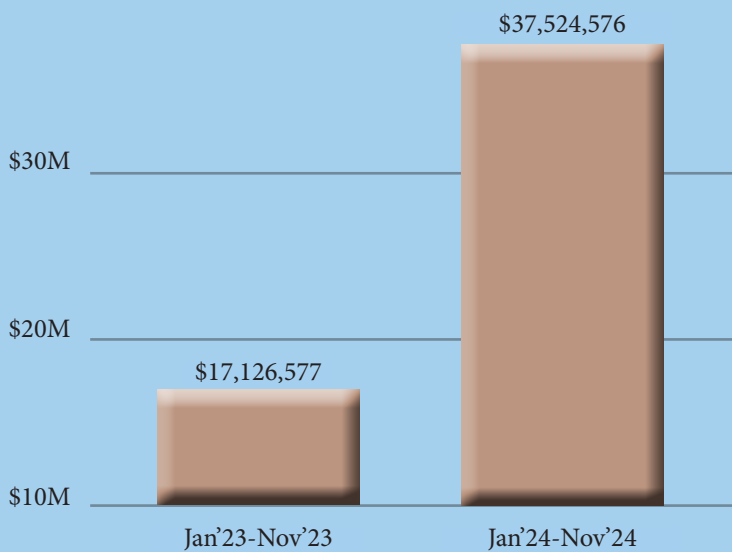
## RESIDENTIAL PERMITS

Substantial supply problems in housing nationwide are causing significant increases in home prices nationwide, and when you add in the high current mortgage rates (including property taxes and insurance), then households need to have an annual income of \$107,700 to afford a new single-family home, according to Oxford Economics. This is 89.6 percent higher income than they needed in 2019.

Local housing sales are doing better this year compared to last year, according to the Kansas Realtors Association, which reports that 260 homes sold in Pittsburgh during the first 11 months of 2024, up 7.4 percent from the same period last year. A total of 168 residential building permits were issued by the City during the first 11 months of the year, with a stated value of \$18.5 million, up 123.7 percent from the same period in 2023. Of the permits issued, 18 were for new single-family homes, with a stated value of \$5.99 million (up 391.9 percent), and 150 were for additions, alterations, and conversions, with a stated value of \$12.5 million (up 77.5 percent).

No permits for new multi-family construction have been issued for a couple of years. However, Sycamore Village Apartments at 2601 N Joplin was issued a multi-family permit for remodeling, with a stated value of \$8.3 million.

## Value of Commercial Building Permits City of Pittsburgh



Source: City of Pittsburgh

## COMMERCIAL PERMITS AND INVESTMENT

Commercial building permit activity has increased significantly in Pittsburgh in 2024.

A total of 109 commercial building permits were issued by the City of Pittsburgh during the first 11 months of the year, with a stated value of \$37.5 million, up 119.1 percent from the same period in 2023, including 8 permits for new construction, with a stated value of \$10.5 million (up 27.8 percent from the same period last year), and 101 permits for additions, alterations, and conversions, with a stated value of \$27 million (up 203.9 percent).

There are several significant investment projects in the pipeline that will have a significant local economic impact, including a new wastewater treatment plant, a new downtown facility for the Pittsburgh State University Kelce College of Business, downtown renovation of the Besse Hotel with 63 student apartments and other spaces, a KBI regional crime center, an upgrade to the Avail facility, and a “prove-out” facility at the Pittsburgh State University Tyler Research Center.

These projects will cost almost \$200 million over the next couple of years. Freeman Health System also announced a 50 bed hospital to be built in Frontenac for \$160 million.

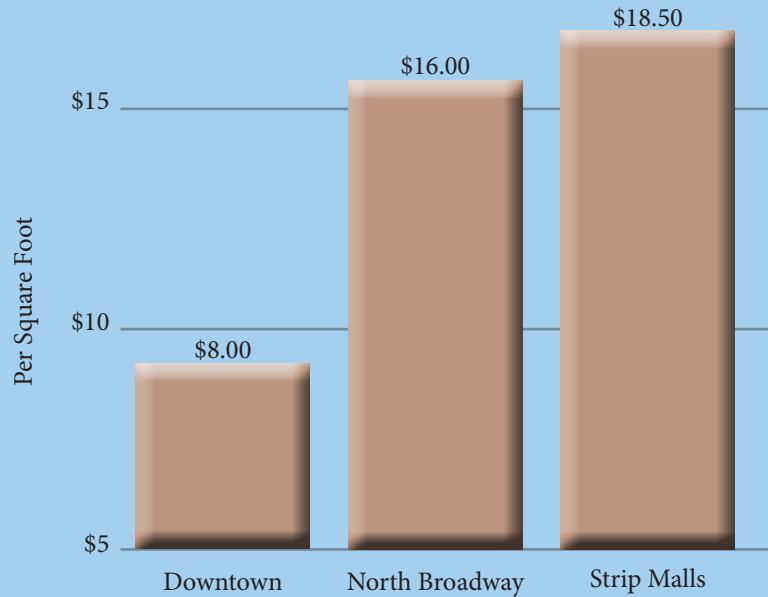
## OFFICE SPACE MARKET

Jones Heritage Realtors (a local authority on retail and commercial space) reports that in September of 2024, average gross rental rates were \$8.00 per square foot for downtown office space, \$16.00 per square foot on North Broadway, and \$18.50 per square foot in strip malls.

There are 692 office establishments in the Pittsburgh micropolitan area, employing 6,740 people, including 131 health services establishments, employing 2,119 people; 53 educational services establishments, employing 1,591 people; 47 social services establishments, employing 844 people; 51 business services establishments, employing 592 people; 83 membership organizations, employing 285 people; 24 depository institutions, employing 184 people; 45 real estate establishments, employing 170 people; 36 engineering, accounting, research, management, and related establishments, employing 153 people; 45 automotive repair, services, and parking establishments, employing 144 people; 21 amusement and recreation services establishments, employing 141 people; and 156 other retail establishment, employing 517 people.

The largest office building permit in Pittsburgh during the first eleven months of 2024 was issued to Washington School with a stated value of \$3.7 million.

## Average Gross Office Space Rent Pittsburg Area, September 2024



Source: Jones Heritage Realtors

## COMMERCIAL MARKETS

The Pittsburgh area commercial real estate market was very active in 2024, according to the Jones Heritage Realtors, with 14 sales during the first 10 months (latest available), at an average price of \$447,214 per square foot, up a significant 214.4 percent.

The largest industrial building permit during the first eleven months of 2024 was issued to Pitt Plastics at 1400 East Atkinson for addition, with a stated value of \$13.7 million. There has been a significant optimism about the local economy. In 2023, Site Location Magazine ranked Pittsburgh Micropolitan Area in the top sixteen percent of all micropolitan areas nationwide as a business location.

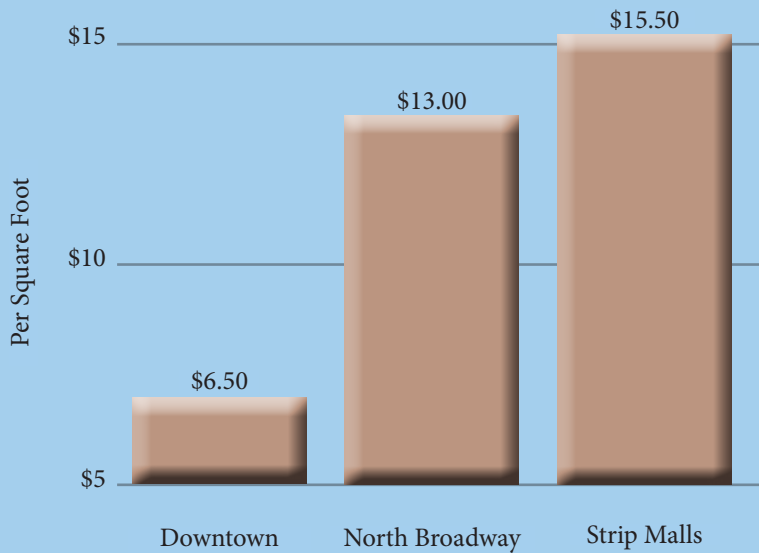
More than \$730.5 million has been invested in the City of Pittsburgh in the last 11 years (including \$277.7 just in the last three years), which is a lot of money for a city the size of Pittsburgh. Most of the investment is private and includes \$46.0 million in education, \$50.0 million in entertainment, \$17.8 million in hospitality, \$117.6 million in housing, \$122.9 million in industry, \$79.8 million in mostly public infrastructure, \$88.0 million in medical, \$134.3 million in Pittsburgh State University, \$3.3 million in recreation, \$68.7 million in retail, and \$2.2 million in service.

## Investment in Pittsburgh Pittsburg Area

Education	\$45,969,635
Entertainment	\$50,000,000
Hospitality	\$17,766,686
Housing	\$117,575,778
Industry	\$122,924,814
Infrastructure	\$79,791,319
Medical	\$87,971,274
PSU	\$134,314,122
Recreation	\$3,336,939
Retail	\$68,667,377
Service	\$2,190,400

Source: Beaureau of the Census

## Average Net Office Space Rent Pittsburg Area, September 2024



Source: Jones Heritage Realtors

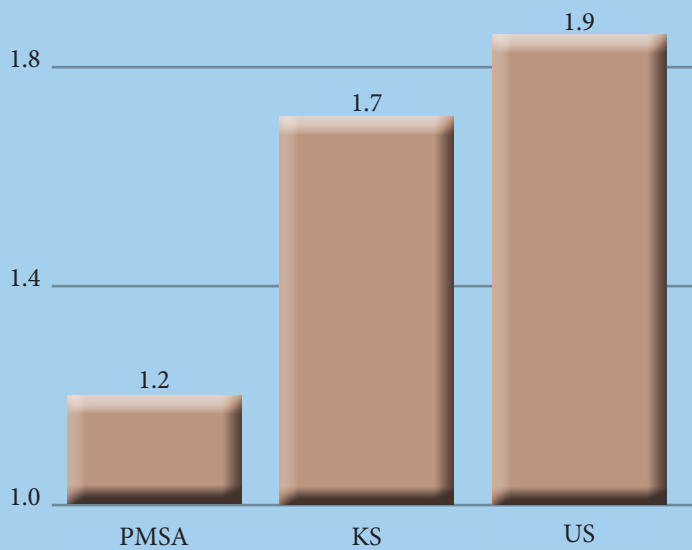
## RETAIL SPACE MARKET

Jones Heritage Realtors reports that in September of 2024, average net rental rates (the tenant pays the property tax, insurance premiums, and some maintenance) were \$6.50 per square foot for downtown retail space, \$13.00 per square foot on North Broadway, and \$15.50 per square foot in strip malls.

*Demographics Now* Reports that there are 269 retail and wholesale establishments in the Pittsburg micropolitan area, employing 2,171 people, including 88 eating and drinking establishments, employing 944 people; 66 wholesale establishments, employing 632 people; 34 automotive dealers and gasoline service establishments, employing 203 people; 16 building materials, hardware, and garden supply retail establishments, employing 190 people; 28 food store establishments, employing 164 people; 9 general merchandise retail establishments, employing 153 people; 9 home furniture, furnishings, and equipment retail establishments, employing 103 people; 17 apparel and accessory retail establishments, employing 90 people; and 68 miscellaneous retail establishments, employing 324 people.

The largest retail building permit during the first eleven months of 2024 was issued to Walmart at 2710 N Broadway for remodeling, with a stated value of \$2.9 million.

## Personal Bankruptcies Per Capita Oct '23 - Sep '24



Source: US Bankruptcy Courts

## BANKRUPTCIES

During the 12 months ending in September 2024, 481,350 personal bankruptcies were filed nationwide (up 15.5 percent from the previous 12-month period), with a total of 286,544 Chapter 7 personal bankruptcies (straight bankruptcy, debt wiped out), up 19.8 percent; 404 Chapter 11 personal bankruptcies (reorganization of personal debt and temporary protection from creditors), up 7.4 percent; and 194,402 Chapter 13 personal bankruptcies (some debt wiped out and some repayments), up 9.8 percent.

There were 12,100 Chapter 7 business bankruptcies (total liquidation with no repayments), up 28.2 percent; 8,608 Chapter 11 business bankruptcies (reorganization of business debt and temporary protection from creditors), up 41.2 percent; 485 Chapter 12 business bankruptcies (reorganization of debt for family farms), up 66.7 percent; and 1,569 Chapter 13 business bankruptcies (total liquidation with some repayments), up 27.8 percent.

Statewide, personal bankruptcies increased to 3,698 (up 8.6 percent) and 35 personal bankruptcies were filed in the Pittsburg Micropolitan Area, (up 133.3 percent). Per capita personal bankruptcies in the Pittsburg micropolitan are well below the national average, with 1.2 personal bankruptcies, well below the 1.7 statewide and 1.9 nationwide rates.





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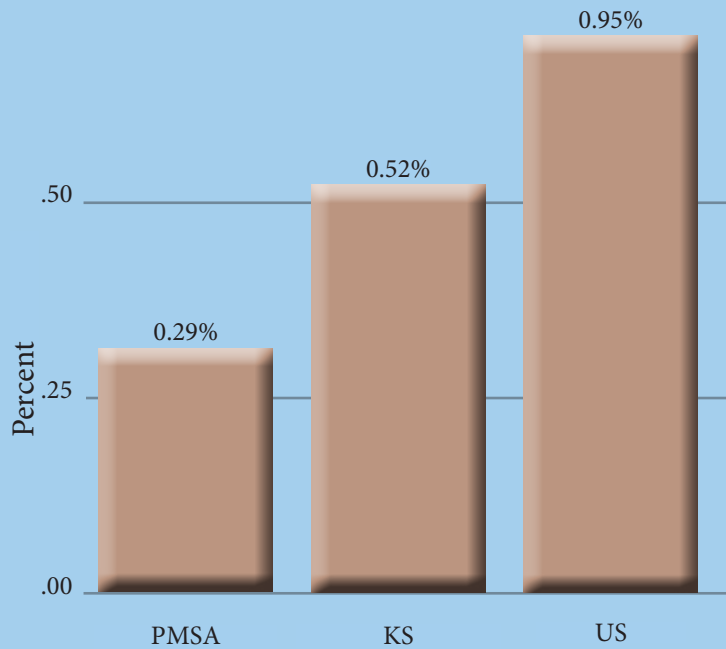
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## Non-Current Loans to Loans Banking Industry, Q3 '24



Source: Federal Deposit Insurance Corporation

## BANKING INDUSTRY

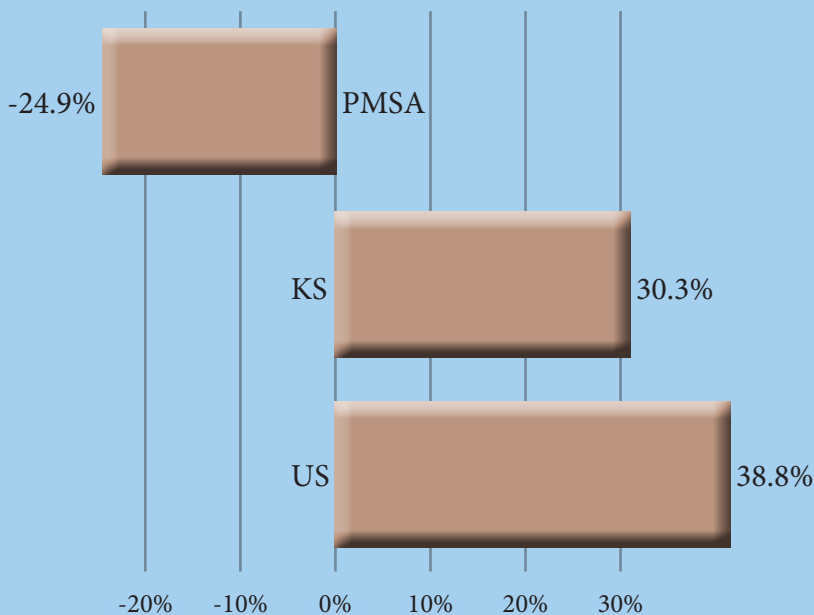
The FED has reduced the Federal Funds interest rate by 0.75 percent in 2024 (0.5 percent decline in September and 0.25 percent in November), which will stimulate loan demand for all types of loans across the financial industries.

Banks with headquarters in the Pittsburg micropolitan area posted \$972.2 million in total assets at the end of September 2024 (up 0.5 percent from the third quarter of 2023), \$580.2 million in net loans and leases (up 5.1 percent), \$6.6 million in net income (up 9.5 percent), \$2.2 million in loans past due (30-89 days), up 66.5 percent with overall 0.29 percent in non-current loans.

The statewide banking industry posted 95.2 billion in total assets at the end of September (up 3.0 percent), \$63.6 billion in net loans and leases (up 5.3 percent), \$730.4 million in net income (up 29.8 percent) and \$249.5 million in loans past due (30-89 days), up 12.6 percent with overall 0.52 percent in non-current loans.

Nationwide, the banking industry posted \$24.2 trillion in total assets at the end of September (up 3.4 percent), 12.4 trillion in net loans and leases (up 2.2 percent), \$201.1 billion in net income (down 8.0 percent), and \$74.2 billion in loans past due (30-89 days), up 10.7 percent with overall 0.95 percent in non-current loans.

## Growth in Delinquent Loans and Leases Credit Union Industry Q2 '23 - Q2 '24 (Latest Available)



Source: National Credit Union Administration

## CREDIT UNION INDUSTRY

The difference between credit unions and banks is that credit unions are tax-exempt and specialize in short term consumer loans. However, credit unions also do mortgage lending.

Banks, on the other hand, do both business and consumer lending and all other loans such as mortgages and business loans. The Pittsburg micropolitan area credit union industry posted \$123.6 million in total assets (down 2.8 percent) in June 2024 (latest data available), \$72.9 million in net loans and leases (down 12.8 percent), \$299,796 in net income (up 510.5 percent), and \$795,032 in non-current loans and leases (down 24.9 percent).

The statewide credit union industry posted \$16.9 billion in total assets (up 7.6 percent), \$11.9 billion in net loans and leases (up 4.3 percent), \$41.3 million in net income (down 19.9 percent), and \$94.8 million in non-current loans and leases (up 30.3 percent).

The national credit union industry also reported \$2.3 trillion in total assets during the second period of 2024 (up 3.5 percent), \$1.6 trillion in net loans and leases (up 3.6 percent), \$7.9 billion in net operating income (down 10.0 percent), and \$13.7 billion in non-current loans and leases (up 38.8 percent).

# Pittsburg Micropolitan Area Snapshot 2023

	Pittsburg Micropolitan Area	70 Miles Radius Pittsburg, Kansas	100 Miles Radius Pittsburg, Kansas
Labor Force	20,218	329,303	1,272,035
Total Population	37,832	648,438	2,308,081
Population Density (per Sq. Mi.)	63.6	42.1	73.4
Total Households	16,769	259,342	908,546

## Population By Gender

Male Population	18,958	322,872	1,147,974
Female Population	18,874	325,565	1,160,108

## Population Percentage By Race and Ethnicity

White	83.5%	81.9%	78.6%
Black	2.3%	1.5%	2.2%
American Indian or Alaska Native	1.0%	3.7%	3.3%
Asian/Native Hawaiian/Other Pacific Islander	1.7%	1.3%	2.7%
Some Other Race	3.3%	3.0%	4.0%
Two or More Races	8.2%	8.6%	9.3%
Hispanic Ethnicity	7.1%	6.4%	8.6%
Not of Hispanic Ethnicity	92.9%	93.6%	91.4%

## Households By Income

Average Household Income	\$63,594	\$67,742	\$83,422
Median Household Income	\$46,642	\$51,285	\$60,267
Per Capita Income	\$27,052	\$27,347	\$33,076

## Employment

Total Population 16+	30,510	514,140	1,827,262
% Blue Collar	44.8%	48.7%	42.1%
% White Collar	55.2%	51.3%	57.9%

## Educational Attainment

Total Population Age 25+	22,839	439,678	1,541,150
% Grade K - 8	2.0%	3.0%	2.8%
% Grade 9 - 11	5.3%	8.1%	6.7%
% High School Graduate	28.7%	35.5%	32.1%
% Some College, No Degree	25.2%	23.8%	22.7%
% Associates Degree	8.9%	8.8%	7.8%
% Bachelor's Degree	18.0%	13.0%	17.4%
% Graduate Degree	11.0%	6.8%	9.4%
% No Schooling Completed	0.9%	1.1%	1.0%

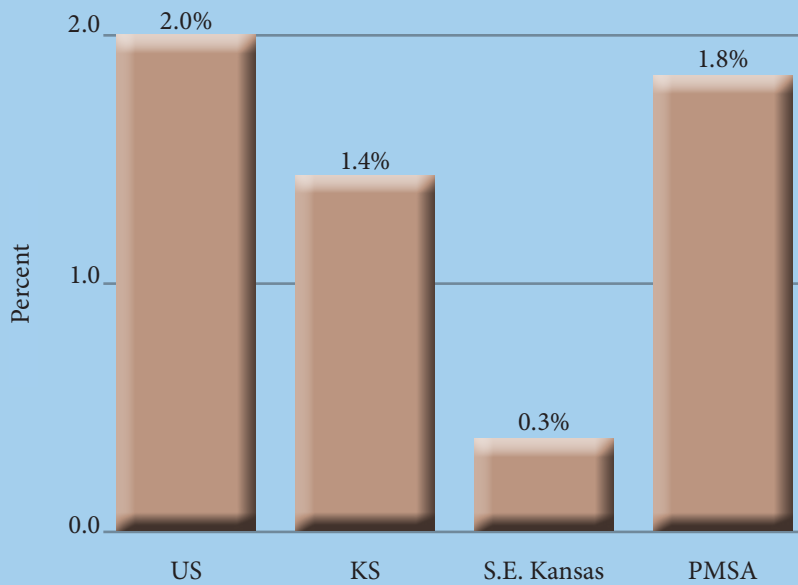
Source: Demographics Now

## Annual Wages For The Pittsburg Micropolitan Area 2023

Accountants and Auditors	\$69,972	Healthcare Practitioners and Technical Occupations	\$78,824
Administrative Service Managers	\$114,222	Healthcare Support Occupations	\$32,954
Architecture and Engineering Occupations	\$80,146	Industrial Engineers	\$104,526
Cashiers	\$25,682	Laborers and Freight, Stock, and Material Movers, Hand	\$34,630
Chief Executives	\$153,825	Loan Officers	\$82,762
Child, Family, and School Social Workers	\$49,898	Machinists	\$45,735
Coaches and Scouts	\$42,035	Management Occupations	\$104,072
Computer System Analysts	\$79,015	Market Research Analysts and Marketing Specialists	\$59,914
Computer User Support Specialists	\$47,657	Medical Assistants	\$34,214
Cooks, Institution and Cafeteria	\$29,452	Office and Administrative Support Occupations	\$39,428
Cost Estimators	\$65,655	Pharmacists	\$141,136
Customer Service Representatives	\$36,101	Police and Sheriff's Patrol Officers	\$44,623
Educational Instruction and Library Occupations	\$53,224	Postal Service Mail Carriers	\$57,653
Electricians	\$55,563	Receptionists and Information Clerks	\$31,329
Executive Secretaries and Executive Administrative Assistants	\$56,835	Retail Sales Persons	\$32,679
Financial Managers	\$139,414	Secretaries and Administrative Assistants	\$36,152
Firefighters	\$40,004	Software Developers, Software Quality Assurance Analysts & Testers	\$99,786
Food Preparation and Serving Related Occupations	\$28,072	Transportation and Material Moving Occupations	\$38,248
General and Operations Managers	\$91,198	Waiters and Waitresses	\$31,981
Graphic Designers	\$45,083	Welders, Cutters, Solderers, and Brazers	\$44,026

Source: Kansas Labor Market Information Center

## Growth in Total Revenues Lodging Industry, Jan '23-Oct '23 to Jan '24-Oct '24



Source: Smith Travel Research

## LODGING INDUSTRY

The lodging industry is stable in 2024, according to Smith Travel Research, which reports that the average occupancy rate in the nationwide lodging industry was 64.4 percent during the first ten months of 2024 (down from 64.5 percent during the first ten months of 2023), the average room rate was \$159.4 (up 1.7 percent), and total lodging revenue was \$175.6 billion (up 2.0 percent).

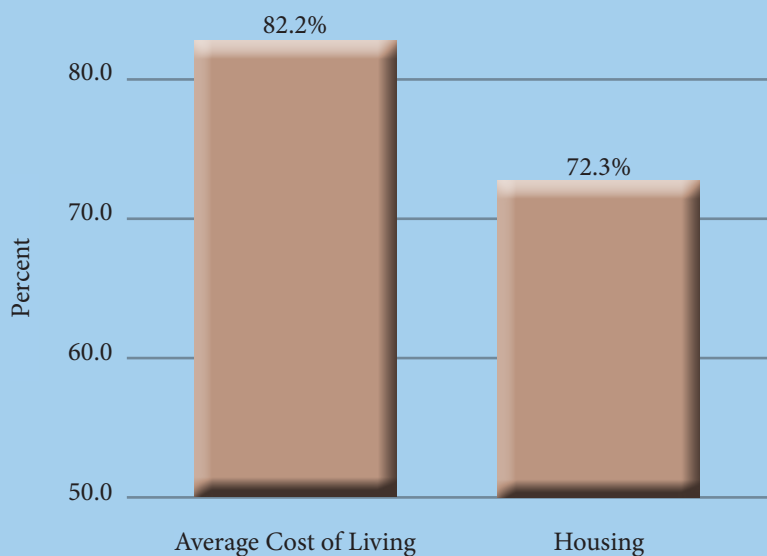
Statewide, the average occupancy rate was 58.0 percent (down from 58.8 percent), the average room rate was 105.6 (up 2.8 percent), and total lodging revenue was \$891.2 million (up 1.4 percent).

In the Southeast Kansas region, the occupancy rate was 46.8 percent (down from 47.4 percent), the average room rate was \$88.9 (up 1.7 percent), and total lodging revenue was \$15.3 million (up 0.3 percent).

The Pittsburg micropolitan area lodging industry consists of eight properties with 585 rooms.

The Pittsburg micropolitan lodging industry posted an average occupancy of 53.2 percent during the period (up from 52.0 percent), an average room rate of \$102.9 (down 0.2 percent), and total lodging revenue of \$9.7 million (up 1.8 percent).

## Cost of Living PMSA As a Percent of National Average Q3 '24



Source: The Center for Regional Economic Competitiveness

## COST OF LIVING & LOCAL HOUSING MARKETS

Affordable housing is one of the pillars of quality of life. Housing costs in Pittsburg are only 72.3 percent of the national average.

Local households are on a strong financial foundation, which will benefit the local housing market when interest rates begin to decline.

The number of middle-income households increased 9.0 percent in the city of Pittsburg and 3.0 percent in the Pittsburg micropolitan area during the period, well above the 0.1 percent increase statewide and 0.9 percent increase nationwide. Numerous new construction and renovation projects are planned, in progress, or recently completed, including the Villas at Creekside, featuring 58 high-end villas with amenities for residents aged 55 and up; Silverback Landing, with 59 single-family homes in Phase 1 and 140 total homes planned; Creekside East, with 20 single-family homes in Phase 1 and 120 total homes planned; Sunflower Estates, with 12 single family homes; 1902 S. Broadway, with 27 apartment units; 1910 S. Pine, with 72 apartment units. Smithsonian, with 14 apartment units; Gorilla Rising in the Besse Hotel building, with 63 student apartments planned; Aviary, 102 S. Locust Apartments, with 21 units planned; and DVL Projects, with 19 total apartment units across all their locations.

# BUSINESS HIGHLIGHTS

## GROWING AVAIL, SEEKS TAX ABATEMENT

Zach Harris of Avail Enclosures petitioned the Economic Development Advisory Council for a seven-year property tax abatement to support the company's expansion. Avail is fulfilling an order for 300 industrial power units, driven by rising demand to power AI supercomputers, with production occurring at a rate of four to five units per week. To meet demand, the company has invested heavily, including a new 40,000-square-foot concrete pad with electrical infrastructure to facilitate operations.

As one of Pittsburg's oldest employers, Avail currently has 137 workers and aims to expand to 160 employees. Harris emphasized the economic benefits, citing average starting wages of \$20/hour and ongoing recruitment efforts at local educational institutions to retain talent.

With nearly \$7 million already invested in recent expansions, Avail continues to strengthen the regional economy. The EDAC recommended approving the tax abatement to offset construction costs, highlighting Avail's role as a valuable economic partner in Pittsburg.  
*Dustin R. Strong – The Morning Sun*

## FRONTENAC GETS UPDATE ON NEW HOSPITAL

At a recent city council meeting, Danny Taylor and Paula Baker of Freeman Health Systems updated the council on the new hospital project north of Frontenac. While progress may not be visible, extensive engineering work is underway, including traffic studies and core sample drilling. The hospital will feature an ambulatory surgery center, potentially opening before the full facility. Staffing for the hospital has generated local interest and has caused concern.

Additionally, the city council addressed concerns over heavy truck traffic and passed a new ordinance to impose fines on delivery trucks violating designated routes, aiming to reduce wear on city streets.

The council also implemented new restrictions on truck traffic, including weight limits and "No Thru Trucks" signs. These measures aim to protect local infrastructure and manage traffic flow, which is expected to improve the city's economic resilience by supporting both new hospital development and more efficient transportation.

*Dustin R. Strong – The Morning Sun*

## GORILLA RISING PROJECT REACHES MILESTONES

Pittsburg State University's "Gorilla Rising" project is set to significantly impact the local economy. The project includes the construction of a new building for the Kelce College of Business and the renovation of the historic Besse Hotel into student housing, retail, and academic spaces. The combined investment of private, public, and state funding, along with city partnerships, is expected to boost downtown vitality.

By accommodating university programs and providing commercial space, the project will create job opportunities, support local businesses, and attract both students and visitors. With construction expected to be completed by 2026, the development is poised to revitalize Pittsburg's downtown, enhancing its economic dynamism.  
*Staff Reports – The Morning Sun*

## NEXT YEAR

Pittsburg is experiencing significant progress and exciting developments, with several major projects set to enhance the community. A key initiative is the replacement of the fifty-year-old wastewater treatment plant, with construction starting next year. The Kelce School of Business will relocate to a new downtown location.

Additionally, the Gorilla Rising project will create sixty student apartments in the renovated Besse Hotel, including commercial space and an expanded Center for Reading. The Research Park is also advancing, with plans for a new "prove-out" facility to support the National Institute for Materials Advancement, enabling testing for new materials. A new KBI Regional Crime Center, enhancing collaborative efforts in law enforcement is also being built in the Research Park.

Downtown renovations are underway, with four commercial projects, five multi-unit residential developments, and a new event space planned, costing around \$200 million. As Pittsburg prepares for its 150th anniversary in 2026, next year promises to be a milestone of growth for the community.

*Jay Byers – The Morning Sun*

## 'TRADE PULL' SHOWS CITY'S GROWING STRENGTH

The economic impact of Pittsburg's retail development has been significant, driven

by its increasing trade pull factor (PF). Initially, Pittsburg's PF was below 1, suggesting it was losing shoppers to neighboring cities like Joplin.

However, following the development of the North Broadway commercial area, including major retailers like Home Depot, the PF rose to above 1, signifying that the city began attracting shoppers from outside the community. This increase in retail activity has led to substantial economic growth, with new national retailers like Buffalo Wild Wings and Marshall's expanding in the area.

As a result, the city's retail sector generates a large portion of local government revenue through sales tax, which supports vital services such as public safety, street maintenance, and economic development.

The city's PF of 1.88, one of the highest in Kansas, underscores the strength of its retail economy and its ability to attract shoppers beyond its population.  
*Antjea Wolff – The Morning Sun*

## Pittsburg Micropolitan Area Economic Report

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# Pittsburg Micropolitan Area Employment Trends

Industry title	Average Quarterly Monthly Employment	Average Quarterly Monthly Wage	Average Quarterly Monthly Employment	Average Quarterly Monthly Wage	Average Quarterly Monthly Employment	Average Quarterly Monthly Wage
	Q2-2024	Q2-2024	Q2-2023	Q2-2023	Growth	Growth
Postal service	66	\$4,317	66	\$4,063	0.51%	96.24%
Research/dev. in the physical, engineering, & life sciences except nanotech. & biotech	7	\$2,942	7	\$3,188	-4.76%	-7.72%
Public finance activities	18	\$3,553	17	\$3,466	5.88%	2.50%
Legal counsel and prosecution	29	\$4,655	29	\$4,274	0.00%	8.92%
Admin. of human resource programs except education, public health, & veterans' affairs	59	\$3,125	56	\$2,960	5.33%	5.56%
Regulation and administration of transportation programs	28	\$3,325	26	\$3,111	6.41%	6.88%
Water supply and irrigation systems	12	\$3,325	12	\$3,143	0.00%	5.79%
Libraries and archives	15	\$1,144	13	\$1,295	18.42%	-11.63%
General medical and surgical hospitals	201	\$5,192	200	\$4,774	0.50%	8.76%
Oilseed and grain combination farming	36	\$4,343	34	\$3,600	3.88%	20.64%
Beef cattle ranching and farming	22	\$3,497	26	\$4,467	-15.19%	-21.72%
Commercial and institutional building construction	76	\$4,229	81	\$5,082	-6.17%	-16.78%
Power and communication line and related structures construction	63	\$4,818	59	\$4,385	6.21%	9.87%
Residential masonry contractors	15	\$2,954	15	\$2,534	2.22%	16.60%
Nonresidential masonry contractors	36	\$3,681	32	\$3,432	11.46%	7.26%
Nonresidential site preparation contractors	22	\$2,793	24	\$3,027	-9.72%	-7.74%
Machine shops	72	\$4,386	76	\$4,055	-6.11%	8.15%
Grain and field bean merchant wholesalers	66	\$4,286	65	\$4,061	1.02%	5.53%
Wholesale trade agents and brokers	10	\$5,377	12	\$5,905	-16.22%	-8.94%
Nursery, garden center, and farm supply retailers	50	\$2,102	57	\$1,869	-11.76%	12.45%
Supermarkets and other grocery retailers except convenience retailers	288	\$2,209	293	\$2,113	-1.70%	4.58%
Convenience retailers	28	\$1,267	27	\$1,132	5.00%	11.88%
Beer, wine, and liquor retailers	34	\$1,384	34	\$1,316	-0.98%	5.15%
Electronics and appliance retailers	68	\$3,486	57	\$3,388	18.71%	2.92%
All other general merchandise retailers	89	\$1,654	72	\$1,736	22.58%	-4.76%
Pharmacies and drug retailers	47	\$3,377	54	\$2,860	-12.96%	18.07%
Gasoline stations with convenience stores	155	\$1,772	172	\$1,657	-9.69%	6.91%
Used merchandise retailers	8	\$921	9	\$986	-7.41%	-6.55%
General freight trucking, local	36	\$3,763	30	\$4,409	19.78%	-14.66%
General freight trucking, long-distance, truckload	33	\$4,787	34	\$4,556	-3.88%	5.08%
Specialized freight (except used goods) trucking, local	7	\$2,325	6	\$3,292	16.67%	-29.37%
Commercial banking	171	\$4,271	178	\$4,129	-4.12%	3.44%
Insurance agencies and brokerages	60	\$4,224	37	\$3,270	64.55%	29.17%
Offices of certified public accountants	25	\$3,485	20	\$3,257	25.00%	6.99%
Other accounting services	39	\$5,795	36	\$5,255	8.33%	10.27%
Computer systems design services	22	\$5,708	16	\$5,828	32.65%	-2.06%
Veterinary services	60	\$2,366	69	\$1,859	-13.04%	27.26%
Janitorial services	80	\$2,358	75	\$2,427	6.64%	-2.85%
Offices of dentists	91	\$3,948	110	\$5,178	-17.22%	-23.77%
Offices of chiropractors	29	\$3,181	26	\$3,335	11.69%	-4.60%
Offices of optometrists	54	\$2,668	41	\$3,040	31.45%	-12.23%
Home health care services	198	\$3,211	178	\$3,164	11.24%	1.50%
Hotels and motels except casino hotels	30	\$1,392	58	\$1,615	-48.00%	-13.79%
Automotive body, paint, and interior repair and maintenance	22	\$4,682	34	\$3,308	-36.27%	41.52%
Commercial & industrial machine & equip. repair & maintenance except auto. & electronic	11	\$2,647	7	\$2,659	54.55%	-0.42%
Beauty salons	37	\$1,911	34	\$2,164	8.74%	-11.71%
Beef cattle ranching and farming, including feedlots	22	\$3,497	26	\$4,467	-15.19%	-21.72%
Residential building construction	23	\$2,647	33	\$2,153	-30.30%	22.94%
Poured concrete structure contractors	50	\$3,759	43	\$3,556	15.50%	5.72%
Masonry contractors	51	\$3,463	47	\$3,145	8.51%	10.09%
Roofing contractors	33	\$3,345	29	\$3,696	14.94%	-9.52%
Electrical and wiring contractors	249	\$4,823	282	\$5,745	-11.82%	-16.05%
Site preparation contractors	41	\$2,901	33	\$3,075	26.53%	-5.66%
All other specialty trade contractors	23	\$2,955	21	\$3,486	7.94%	-15.23%
Machine shops	72	\$4,386	76	\$4,055	-6.11%	8.15%
Hardware retailers	21	\$2,309	21	\$2,309	0.00%	-0.03%
Death care services	41	\$2,786	51	\$2,203	-20.26%	26.45%
Traveler accommodation	35	\$1,783	59	\$1,766	-20.26%	26.45%

Source: Bureau of Labor Statistics

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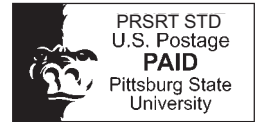


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