What Drives Goods Movement Demand?
1. Population Growth

Population Forecast
Southern California, 2005-2030

<table>
<thead>
<tr>
<th>Year</th>
<th>Population</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005</td>
<td>21,159,514</td>
</tr>
<tr>
<td>2010</td>
<td>22,629,836</td>
</tr>
<tr>
<td>2015</td>
<td>23,834,991</td>
</tr>
<tr>
<td>2020</td>
<td>24,996,518</td>
</tr>
<tr>
<td>2025</td>
<td>26,085,923</td>
</tr>
<tr>
<td>2030</td>
<td>27,109,406</td>
</tr>
</tbody>
</table>

2. **Constant Dollar Per Capita Retail Sales**

### Per Capita Taxable Retail Sales (constant dollar)
Southern California, 1994-2006 (1984-1986=100)

<table>
<thead>
<tr>
<th>Year</th>
<th>Per Capita Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>1994</td>
<td>$5,608</td>
</tr>
<tr>
<td>1995</td>
<td>$5,696</td>
</tr>
<tr>
<td>1996</td>
<td>$5,861</td>
</tr>
<tr>
<td>1997</td>
<td>$6,037</td>
</tr>
<tr>
<td>1998</td>
<td>$6,201</td>
</tr>
<tr>
<td>1999</td>
<td>$6,589</td>
</tr>
<tr>
<td>2000</td>
<td>$6,989</td>
</tr>
<tr>
<td>2001</td>
<td>$6,774</td>
</tr>
<tr>
<td>2002</td>
<td>$6,611</td>
</tr>
<tr>
<td>2003</td>
<td>$6,708</td>
</tr>
<tr>
<td>2004</td>
<td>$6,991</td>
</tr>
<tr>
<td>2005</td>
<td>$7,124</td>
</tr>
<tr>
<td>2006</td>
<td>$7,032</td>
</tr>
</tbody>
</table>

More People Using More Goods Each!

Sources: CA Board of Equalization, CA Department of Finance, U.S. Bureau of Labor Statistics
3. Exploding E-Commerce

Packages Delivered by Truck To Every Home
Firms Want Deliveries Only After Goods Sold Or Used
5. Port Container Volume

TEU=20 foot equivalent container units
Source: Ports of Los Angeles & Long Beach; forecast: Moffatt & Nichol Engineers
Port BreakBulk Volume: +2.5% per year
Air Cargo Increase by 4-Fold

Exhibit 61.-Changing Shares of Trade
Los Angeles Customs District, 2005-2030 (billions)

2005: $293.9 billion
- Air Cargo $73.8 (25.1%)
- Containerized Ship $163.5 (55.6%)
- Breakbulk Ship $54.5 (18.5%)
- Land Based $2.1 (0.7%)

2030: $796.2 billion
- Air Cargo $228.1 (28.6%)
- Containerized Ship $468.7 (58.9%)
- Breakbulk Ship $93.4 (11.7%)
- Land Based $6.1 (0.8%)

Source: Los Angeles Customs District & Economics & Politics, Inc.
LAX Near Cargo Capacity

Exhibit 17.-Air Cargo Tonnage For SCAG Area Airports
2030 Constrained Demand (1,000s tons)

Source: SCAG 2004 Regional Transportation Plan
Manufacturing: Only Driver In Decline

From 1998-2007, Down 241,400 Jobs or -21.4%

Manufacturing Employment Change
Southern California, 1990-2007

Source: CA Employment Development Department
Why Do We Care About Goods Movement?
So. California Population
Poorly Educated

Share of Adults, No College Class & BA or Above
Southern California Counties, People 25 & Over, 2006

Imperial 63.5%
San Bernardino 52.1%
Riverside 50.9%
Los Angeles 48.0%
So. California 45.1%
Ventura 39.6%
Orange 36.9%
San Diego 36.3%

Source: 2006 American Community Survey
### Sectors With Few Training Barriers To Beginning Employment

<table>
<thead>
<tr>
<th>Sector</th>
<th>Median Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mining</td>
<td>($96,996)</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>($47,933)</td>
</tr>
<tr>
<td>Logistics</td>
<td>($46,665)</td>
</tr>
<tr>
<td>Construction</td>
<td>($41,453)</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>($28,840)</td>
</tr>
<tr>
<td>Gaming</td>
<td>($28,385)</td>
</tr>
<tr>
<td>Hotel/Motel</td>
<td>($24,019)</td>
</tr>
<tr>
<td>Agriculture</td>
<td>($22,793)</td>
</tr>
<tr>
<td>Eating &amp; Drinking</td>
<td>($15,132)</td>
</tr>
</tbody>
</table>

*Blue Collar including Part Time Workers*
Remember:
Poverty Is Also A Health Issue