



Data for Nevada Counties

Lincoln County, Nevada

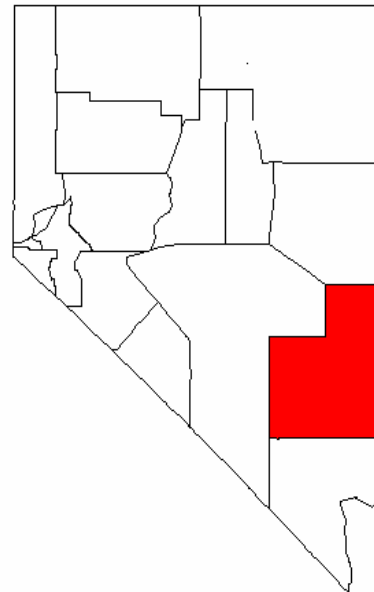
September 2007

University of Nevada Cooperative Extension
A County-State-Federal-Partnership

FS-07-35

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County social and economic data is important for community and economic development planning. This fact sheet provides a brief snapshot of some of the key social and economic indicators for Lincoln County, Nevada. This information is intended to provide leaders and residents a quantitative perspective that can be used as reference material. However, to get a more complete picture of the social and economic conditions in Lincoln County, a full social and economic analysis has been prepared to consider several historical indicators. All data presented was gathered from U.S. Census Bureau, ESRI Forecasts, Bureau of Economic Analysis and Nevada Department of Taxation.



Population

Lincoln County is a rural county bordered by southern Utah and the Nevada counties of White Pine, Nye, and Clark. This small rural county, approximately 100 miles from Las Vegas, has sustained a population of approximately 4,000 residents for the last several years. However, with the effects of urban sprawl and the recent economic development efforts, Lincoln County has been projected to expand its population to approximately 4,500 by the year 2012 (Table 1). Although this population growth is positive for Lincoln County (+7.2%), it is very conservative given that two major developments are currently in the advanced planning stages; Coyote Springs and Toqoup or the Lincoln County Land Act. It is projected that these two developments could potentially add up to 100,000 people over the next 30 years.

Population distribution by age is important for local governments to better understand and plan for quality of life factors. For example, younger populations 19 and under require schools and parks while older populations require general and specialized medical services. Table 2 presents Lincoln County age distribution between 2000 and 2012.

Table 1. Population Trends

County	Census 2000	2007	Projected 2012
Lincoln	4,165	4,342	4,466
Nye	32,485	42,728	52,061
White Pine	9,181	9,248	9,309
Nevada	1,998,257	2,645,277	3,171,711

Source: U.S. Census Bureau and ESRI Forecast

Table 2. Lincoln County Age Distribution (Percent)

	Census 2000 Percent	2007 Percent	2012 Percent
4 & Under	6.3%	6.6%	6.4%
5-19	26.6%	22.7%	21.7%
20-44	25.2%	26.4%	25.7%
45-64	25.9%	27.7%	27.3%
65+	16.0%	16.6%	18.9%
Total	4,165	4,342	4,466

Source: U.S. Census Bureau and ESRI Forecast

Census 2000 and 2007 projections show that Lincoln County population distribution is consistent with approximately 77% of the total population between the ages 5 and 64. By 2012, Lincoln County's 65 years and older population is projected to grow to nearly 19% while other age cohorts will decline. This is also a projected U.S. trend with the aging of baby boomers.

Consistent with population estimates and projections, the number of households is growing. By 2012, Lincoln County is projected to add 177 new households while neighboring counties Nye and White Pine will add 8,457 and 175 respectively. Again, Lincoln County projections could be very conservative with the two large developments progress. This indicator is very important to local governments and planning departments that are responsible for providing housing and basic services to existing and expanding populations.

Table 3. Number of Households

County	Census 2000	2007	Projected 2012
Lincoln	1,540	1,648	1,717
Nye	13,309	17,754	21,766
White Pine	3,282	3,393	3,457
Nevada	751,165	994,525	1,190,546

Source: U.S. Census Bureau and ESRI Forecast

Employment

Employment is measured two ways; wages and salary and proprietor. **Wages and salary employment** measures the average annual number of full-time and part-time jobs in each area by place of work. **Proprietor employment** measures self-employment across two categories, non-farm and farm

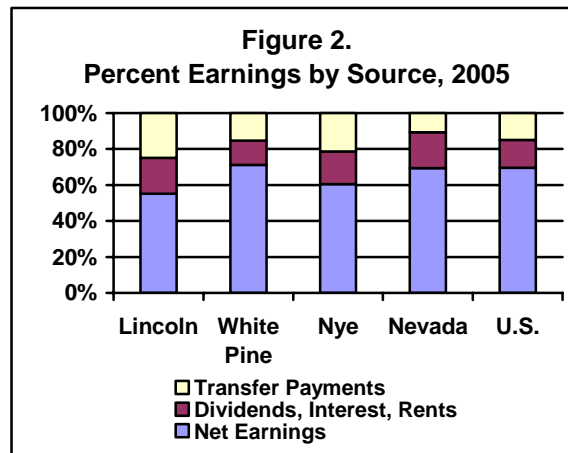
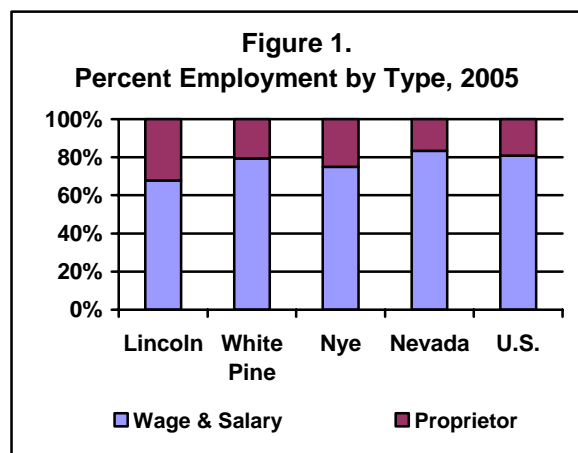
proprietor. *Non-farm proprietors* consist of the number of sole proprietorships and the number of individual business partners not assumed to be limited partners. Estimates are largely on a place-of-residence basis and being active anytime during the year. *Farm proprietors* are the number of non-corporate farm operators, consisting of sole proprietors and partners. A farm is defined as an establishment that produces, or normally would produce, at least \$1,000 worth of farm products in a typical year.

Figure 1 presents the percentage of wage and salary, and proprietor employment in 2005. Lincoln County reports the highest percentage of proprietor employment with nearly 35% in this category. In fact both White Pine and Nye counties have larger than average percentages of proprietor employment which is consistent with rural counties that often have a higher percentage of farm and ranch operation.

Income

Personal income is created three ways: **net earnings**, which is derived by place of work wage and salary disbursements, less contribution for government social insurance, plus an adjustment to convert earnings by place of work to a place of residence basis; **dividends, interests, and rents**, which consists of payments in cash or other assets to U.S. residents; and **transfer payments**, are payments by federal, state and local governments to individuals and businesses (e.g., retirement and disability insurance, medical payments, maintenance benefits, unemployment insurance, veteran benefits and federal grants and loans to students).

Figure 2 shows the percent of earnings by source for 2005. Lincoln County has just over 55% in wages and salaries, and nearly 20% dividends, interest, rents and earnings and approaching 25% in transfer payments. This shows that Lincoln County residents are very dependent on payments, excluding



wages and salaries by individuals, businesses and governments as a major source of earnings. It could also indicate Lincoln County residents are receiving higher than average retirement incomes or government assistance.

Table 4 presents per capita income and income per job comparisons for 2005. Lincoln County per capita income was 62.0% of the state per capita income and 81.7% of the state income per job. In both income categories, Lincoln County significantly lags behind adjacent counties and U.S. averages. This negative trend could be improved with the development of balanced trade and industry that supports higher wages and salaries.

Table 4. Income Indicators, 2005

	Per Capita Income		Income Per Job	
	Dollars	Percent Nevada	Dollars	Percent Nevada
Lincoln	\$22,150	62.0	\$32,702	81.7
Nye	\$28,761	80.5	\$41,669	106.1
White Pine	\$32,672	91.4	\$34,816	88.6
Nevada	\$35,744	100.0	\$39,281	100.0
U.S.	\$34,471		\$40,146	

Source: Regional Economic Information System, Bureau of Economic Analysis

Retail

Retail sales are important to a county and measure the overall health of a retail sector. They generate tax revenue, which is an important source of revenue for county and city government. Examining retail sales trends can provide valuable information when accessing the economy of a county.

Table 5 presents the taxable retail sales for Lincoln County, adjacent counties and Nevada. Lincoln County taxable retail sales (adjusted for inflation) have increased 28.2% between the fiscal years 2000-01 and 2005-06. Although this is a positive trend Lincoln County taxable retail sales growth is less than Nye County (+56.9%), White Pine County (+142.9%) and the state of Nevada (+38.1%). Similarly, per capita retail sales in Lincoln County have grown 18.2%.

Per capita taxable retail sales provide a good measure of how changes in population are interacting with local businesses. In areas where population is not growing fast, it can also show how well the retail sector is responding to local and tourism needs. The real benefit is to identify retail business gaps or

opportunities that will assist with setting retail trade expansion strategies.

Lincoln County taxable retail sales per capita have increased 18.2% between the fiscal years 00-01 and 05-06 (Table 5). This growth rate is greater than the state of Nevada (+14.4%) but less than Nye County (26.2%) and White Pine County (+150.0%).

Table 5. Real Taxable Retail Sales (in 2000 dollars)

Total Sales (\$000)	FY 00-01	FY 03-04	FY 05-06
	Lincoln	\$21,572	\$22,512
Nye	\$291,938	\$341,758	\$458,018
White Pine	\$63,235	75,398	\$153,592
Nevada	\$30,734,619	\$35,674,528	\$42,445,662

Sales Per Capita	FY 00-01	FY 03-04	FY 05-06
	Lincoln	\$5,179	\$5,270
Nye	\$8,987	\$9,554	\$11,338
White Pine	\$6,887	\$8,827	\$17,220
Nevada	\$15,380	\$15,918	\$17,595

Source: Nevada Department of Taxation

Retail leakage measures the difference between retail expenditures by residents living in a defined area and the retail sales produced by establishments in the same area. Leakage occurs when residents make purchases outside the area for a variety of reasons including product availability. A community's economic development strategy is to develop and retain as many local retail expenditures from residents and nonresidents (i.e. tourism). Strong tourism markets with developed retail trade can actually attract more sales than local averages.

To determine how well a county is retaining consumer dollars, retail sales data can be used to estimate retail leakage. The pull factor ratio is calculated as follows:

$$\text{Pull Factor Ratio} = \frac{\text{Per Capita County Retail Sales}}{\text{Per Capita State Retail Sales}}$$

Pull factors are based on values above and below 1.00. If the factor is less than one, the county is losing its fair share. That is, the county's residents are shopping elsewhere rather than at home. If the value exceeds 1.00, it means the county is pulling in retail customers from outside the county.

Lincoln County pull factor ratio has been relatively constant between 2000 and 2005 at .34. This means that Lincoln County's trade-area capture is less than the population, and that the commercial

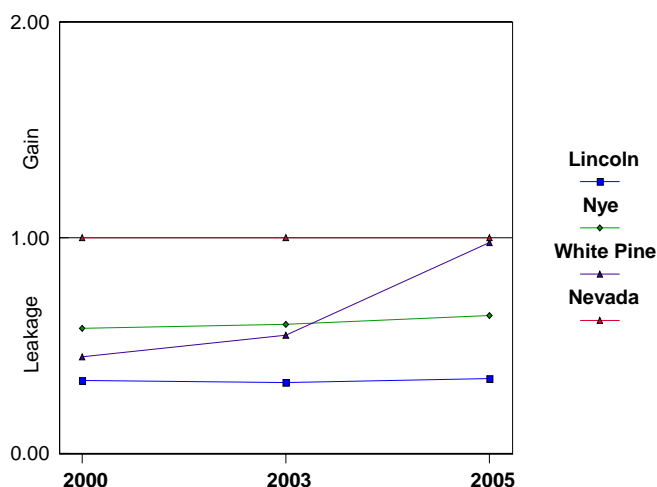
sector is not capturing all the retail purchases of its own residents. In other words, Lincoln County has sales leakages of approximately \$0.66 for every \$1.

To a lesser degree, adjacent counties Nye and White Pine are also experiencing sales leakages. However for a brief period in 1987 and 1988, Nye County had a gain where consumers were being attracted from outside the county.

Figure 3 shows a graphical presentation of the retail sales gains/leakages.

To further understand why and where these leakages are occurring would involve a more detailed county analysis. Both households and businesses need to be surveyed to identify where and why goods are being purchased outside the area. This information could then be used to fill the gaps or needs of residents by means of retail goods and service.

Figure 3. Retail Sales Gains/ Leakage



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