

Using Imputed Multipliers As A Tool For Economic Development: St. Johns County Example

by

Rodney L. Clouser and Mohammad Rahmani
Food and Resource Economics, IFAS
University of Florida



Talking Points

- ❖ Too many economic development decisions are made without “realistic” information: beliefs, myths, hearsay, anecdotal are common sources
- ❖ This in turns leads to un-informed decisions
- ❖ Many entities are searching for the same type of economic development:
 - ☑ 500-1000 employees
 - ☑ Higher than prevailing wage rates
 - ☑ Medical, biotechnology and bio-fuels related
- ❖ This can lead to unrealistic results and expectations
- ❖ It may lead to overlooking firms and industries that could contribute to the area in terms of output and employment
- ❖ It may lead to inefficient allocation of fiscal resource to “grow”, “retain” or “attract” firms and industries
- ❖ Tools are available that can help assess economic development and not all “cost an arm and a leg”
- ❖ IMPLAN is example
- ❖ Example constructed for St. Johns County; information presented was funded by St. Johns County and PWACS (Partnership for Water and Agriculture Community Sustainability); total cost less than \$3000
- ❖ Information presented should be considered “directional”
- ❖ Info presented in Table 1 displays results for 17 industry sectors in St. Johns County: industry output, total output impacts (direct, indirect, induced), exports, percent of output exported and an imputed output multiplier

- ❖ Table 1 indicates that output in the county is about \$8.2 billion and output impacts are \$9.8 billion
- ❖ For every \$1 you increase county output the model indicates on average you generate about \$1.20 in economic activity (direct, indirect, induced)
- ❖ Who would have guessed the most economic activity generated from a \$1 increase in output would have been the Agriculture, Natural Resources and Mining Production Industry Sector in St. Johns County
- ❖ Other leading industry sectors are:
 - ☑ Travel and Entertainment Services
 - ☑ Social Services and Organizations
 - ☑ Manufacturing
- ❖ That does not imply you overlook:
 - ☑ Real Estate and Financial Services
 - ☑ Professional and Technical Services
 - ☑ Retail Trade
 - ☑ Wholesale Trade
- ❖ Table 2 presents more detail for the Agriculture, Natural Resources and Mining Production Industry Sector
- ❖ Economic activity generated from an increase in output activity largest in:
 - ☑ Forest nurseries, forest products and timber tracts
 - ☑ Sand, gravel, clay and ceramic and refractory minerals
 - ☑ Vegetable and melon farming
 - ☑ Golf courses
 - ☑ Recreational fishing
 - ☑ Veterinary services
- ❖ All considerably higher than county average

- ❖ **Table 3 looks the imputed multipliers of industry examples that were identified as targeted industry for economic growth in St. Johns County (from St. Johns Target Industry Study: An Update, URBANOMICS, Inc.)**

- ❖ **Examples of industry to be considered for “targeted growth” included:**
 - ☑ **Aviation and Automotive Industries**
 - ☑ **Food Products and Distribution**
 - ☑ **Medical Products and Health Sciences**
 - ☑ **Distribution and Logistics**

- ❖ **Imputed multipliers for:**
 - ☑ **Automotive consumer Service, <1.08**
 - ☑ **Automotive manufacturing, 1.06**
 - ☑ **Health care medical and health services, 1.10**
 - ☑ **Surgical and medical instrument manufacturing, 1.23**
 - ☑ **Food and kindred products distribution, 1.07**
 - ☑ **Wholesale trade, 1.07**
 - ☑ **Note others such as aircraft manufacturing, ship building and repair, aircraft manufacturing, printed circuit assembly, etc.**
 - ☑ **Many of the “targeted” industries have imputed multipliers less than the county average of 1.20**

- ❖ **What does this tell you in terms of industry in the county that would generate the most economic activity?**

- ❖ **Based on this basic analysis why is agriculture, natural resource and mining overlooked from an economic perspective?**

- ❖ **You can't overlook that economic development is more than just economic analysis, including factors such as environmental, community values, etc.**

❖ **Summary:**

- ☑ **We can't afford to make economic development decisions on myths, beliefs, hearsay and anecdotal information**
- ☑ **Costs associated with obtaining some basic economic development information aren't necessarily prohibitive**
- ☑ **Otherwise, important economic development opportunities may be overlooked**
- ☑ **Agriculture, natural resource and mining industries are an example in St. Johns County**

Table 1. St. Johns County Industry Output, Impacts, Exports and Imputed Multipliers.

Industry Group	Industry Output (\$M)	Output Impacts (\$M)	Total Exports (\$M)	Total Exports as % of Total Output	Total Output Impacts/Total Industry Output
Agriculture, Natural Resources, Related Manufacturing & Services	1,004	1,271	382	38.0%	1.27
Food & Kindred Prod. Manufacturing & Distribution	776	923	226	29.1%	1.19
Ag., Nat. Resources and Mining Production	228	348	156	68.4%	1.53
Construction	742	777	49	6.6%	1.05
Consumer Services	327	426	115	35.1%	1.30
Education*	68	81	0	0.3%	1.19
Government	550	552	2	0.4%	1.00
Health Care*	453	498	0	0.0%	1.10
Households	758	758	0	0.0%	1.00
Information and Communications	164	177	15	9.0%	1.08
Manufacturing	952	1,333	787	82.7%	1.40
Professional and Technical Services	634	774	153	24.1%	1.22
Real Estate and Financial Services	956	1,209	273	28.6%	1.27
Retail Trade*	471	561	55	11.6%	1.19
Social Services & Organizations	205	306	114	55.7%	1.50
Transportation	98	118	24	24.6%	1.21
Travel and Entertainment Services	328	490	181	55.1%	1.50
Utilities	127	133	16	12.7%	1.05
Wholesale Trade	388	417	32	8.2%	1.07
Grand Total	8,224	9,835	2,198	26.7%	1.20

*calculated at state average

Table 2. St. Johns County Commodity (Agriculture, Natural Resource, Food and Kindred Products Manufacturing and Distribution) Output, Impacts, Exports and Imputed Multipliers.

Commodity Group (Agriculture, Natural Resources, and Kindred Group)	Industry Output (\$M)	Output Impacts (\$M)	Total Exports (\$M)	Total Exports as % of Total Output	Total Output Impacts/Total Industry Output
Agricultural Inputs & Services	68.20	92.82	33.39	49.0%	1.36
Landscape services	35.11	45.41	14.08	40.1%	1.29
Pest control services	10.75	13.90	4.31	40.1%	1.29
Veterinary services	20.82	31.49	14.24	68.4%	1.51
Crop, Livestock, Forestry & Fisheries Production	102.43	162.89	77.97	76.1%	1.59
Cattle ranching and farming	0.63	0.92	0.58	92.1%	1.46
Forest nurseries, forest products and timber tracts	1.72	3.36	1.72	100.0%	1.96
Greenhouse- nursery- and floriculture product	16.59	23.75	8.93	53.8%	1.43
Support activities for agriculture and forest	5.42	5.42	0.01	0.1%	1.00
Vegetable and melon farming	75.23	125.89	65.60	87.2%	1.67
Food & Kindred Products Distribution	697.93	817.68	153.43	22.0%	1.17
Wholesale trade, food & kindred products	97.10	104.27	7.94	8.2%	1.07
Food & Kindred Products Manufacturing	77.79	105.30	73.04	93.9%	1.35
Seasoning and dressing manufacturing	0.51	0.52	0.02	4.2%	1.02
Soft drink and ice manufacturing	65.84	89.32	62.95	95.6%	1.36
Forest Products Manufacturing	5.25	6.98	2.88	54.8%	1.33
Mining	17.48	27.95	14.78	84.5%	1.60
Sand, gravel, clay and ceramic and refractory minerals	14.80	25.05	14.05	94.9%	1.69
Nature-based Recreation	34.51	57.17	26.10	75.6%	1.66
Golf courses	28.56	47.32	21.60	75.6%	1.66
Recreational fishing	5.95	9.86	4.50	75.6%	1.66

Table 3. St. Johns County Targeted Industry and Commodity Output, Impacts, Exports and Imputed Multipliers (from St. Johns Target Industry Study: An Update).

Commodity Group: Targeted Industry	Industry Output (\$M)	Output Impacts (\$M)	Total Exports (\$M)	Total Exports as % of Total Output	Total Output Impacts/Total Industry Output
Consumer Services	327.34	425.52	115.04	35.1%	1.30
(Automotive)					
Automotive equipment rental and leasing	10.11	10.94	0.97	9.9%	1.08
Automotive repair and maintenance- except car washes	39.49	39.50	0.00	0.0%	1.00
Health Care Medical and Health Services *	452.68	498.00	0.04	0.0%	1.10
(Medical. Products.)					
Home health care services	19.50	21.50	0.00	0.0%	1.10
Medical and diagnostic labs and outpatient and ambulatory services	14.85	16.33	0.00	0.0%	1.10
Nursing and residential care facilities	59.69	65.66	0.00	0.0%	1.10
Offices of physicians- dentists- and other health practitioners	201.58	221.74	0.00	0.0%	1.10
Private hospitals	157.07	172.78	0.03	0.0%	1.10
*calculated at state average					
Manufacturing	951.89	1,332.83	786.83	82.7%	1.40
(Automotive, Aviation, Other Industry)					
Surgical and medical instrument manufacturing	2.15	2.65	0.69	31.8%	1.23
Aircraft manufacturing	65.22	93.88	57.61	88.3%	1.44
Printed circuit assembly (electronic assembly)	33.18	47.12	21.56	65.1%	1.42
Ship building and repairing	13.32	22.87	13.21	99.2%	1.72
Automobile manufacturing	2.11	2.24	0.37	19.0%	1.06
Food & Kindred Products Distribution	697.93	817.68	153.43	22.0%	1.17
Wholesale trade, food & kindred products	97.10	104.27	7.94	8.2%	1.07
Wholesale Trade (Distribution and Logistics)	388.42	417.08	31.75	8.2%	1.07
Wholesale trade, other products	388.42	417.08	31.75	8.2%	1.07

Glossary of Economic Impact Terms

IMPLAN is a micro-computer-based input output modeling system and Social Accounting Matrix (SAM). With IMPLAN, one can estimate I-O models of up to 440 sectors for any region consisting of one or more counties. IMPLAN includes procedures for generating multipliers and estimating impacts by applying final demand changes to the model. The current version of the software is IMPLAN Pro 2.0.

Input-output (I-O) model. An input-output model is a representation of the flows of economic activity between industry sectors within a region. The model captures what each business or sector must purchase from every other sector to produce its output of goods or services. Using such a model, flows of economic activity associated with any change in spending may be traced backwards (e.g., purchases of plants that lead growers to purchase additional inputs, such as fertilizers, containers, etc.). Multipliers for a region may be derived from an input-output model of the region's economy.

Sector is a grouping of industries that produce similar products or services, or production processes. Most economic reporting and models in the United States are based on the Standard Industrial Classification system (SIC code) or the North American Industrial Classification System (NAICS).

Direct effects are changes in economic activity during the first round of spending.

Indirect effects are changes in sales, income, or employment within the region in backward-linked industries supplying goods and services to businesses (e.g., increased sales in input supply firms resulting from more nursery industry sales).

Induced effects are increased sales within the region from household spending of the income earned in the direct and supporting industries. Employees in direct and supporting industries spend their incomes on housing, utilities, groceries, and other consumer goods and services. This generates sales, income, and employment throughout a regions economy.

Total effects are the sum of direct, indirect, and induced effects.

Multipliers capture the total effects, both direct and secondary, in a given region, generally as a ratio of the total change in economic activity in the region relative to the direct change.

Multipliers, Imputed or Derived. Total Output Impacts divided by Total Output. Includes direct, indirect and induced effects.

Margins. The retail, wholesale, and transportation margins are the portions of the purchaser price accruing to the retailer, wholesaler, and grower, respectively. Only the retail margins of many goods purchased by consumers accrue to the local region, as wholesalers, shippers, and manufacturers often lie outside the local area. For manufactured goods, the purchaser price equals the producer price plus a retail margin, a wholesale margin, and a transportation margin.

Basic industries. Sell goods and services to markets located outside the local area.

Service industries. Provide goods and services to local businesses and residents

Source: Hodges and Rahmani, FE702, a publication of the Food and Resource Economics Department, Florida Cooperative Extension Service, Institute of Food and Agricultural Sciences, University of Florida, Gainesville, FL. Published March 2008.

Source: Clouser, Food and Resource Economics Department, Florida Cooperative Extension Service, Institute of Food and Agricultural Sciences, University of Florida, Gainesville, FL, presentation to Florida Association of Counties County Commissioner Certification class, May 2009.

Detailed 2007 IMPLAN Florida Sectors

Sector	Industry
1	Oilseed farming
2	Grain farming
3	Vegetable and melon farming
4	Fruit farming
5	Tree nut farming
6	Greenhouse, nursery, and floriculture production
7	Tobacco farming
8	Cotton farming
9	Sugarcane and sugar beet farming
10	All other crop farming
11	Cattle ranching and farming
12	Dairy cattle and milk production
13	Poultry and egg production
14	Animal production, except cattle and poultry and eggs
15	Forest nurseries, forest products, and timber tracts
16	Logging
17	Fishing
18	Hunting and trapping
19	Support activities for agriculture and forestry
20	Oil and gas extraction
21	Coal mining
22	Iron ore mining
23	Copper, nickel, lead, and zinc mining
24	Gold, silver, and other metal ore mining
25	Stone mining and quarrying
26	Sand, gravel, clay, and ceramic and refractory minerals mining and quarrying
27	Other nonmetallic mineral mining and quarrying
28	Drilling oil and gas wells
29	Support activities for oil and gas operations
30	Support activities for other mining
31	Electric power generation, transmission, and distribution
32	Natural gas distribution
33	Water, sewage and other systems
34	Construction of new nonresidential commercial and health care structures
35	Construction of new nonresidential manufacturing structures
36	Construction of other new nonresidential structures
37	Construction of new residential permanent site single- and multi-family structures

Sector	Industry
38	Construction of other new residential structures
39	Maintenance and repair construction of nonresidential maintenance and repair
40	Maintenance and repair construction of residential structures
41	Dog and cat food manufacturing
42	Other animal food manufacturing
43	Flour milling and malt manufacturing
44	Wet corn milling
45	Soybean and other oilseed processing
46	Fats and oils refining and blending
47	Breakfast cereal manufacturing
48	Sugar cane mills and refining
49	Beet sugar manufacturing
50	Chocolate and confectionery manufacturing from cacao beans
51	Confectionery manufacturing from purchased chocolate
52	Nonchocolate confectionery manufacturing
53	Frozen food manufacturing
54	Fruit and vegetable canning, pickling, and drying
55	Fluid milk and butter manufacturing
56	Cheese manufacturing
57	Dry, condensed, and evaporated dairy product manufacturing
58	Ice cream and frozen dessert manufacturing
59	Animal (except poultry) slaughtering, rendering, and processing
60	Poultry processing
61	Seafood product preparation and packaging
62	Bread and bakery product manufacturing
63	Cookie, cracker, and pasta manufacturing
64	Tortilla manufacturing
65	Snack food manufacturing
66	Coffee and tea manufacturing
67	Flavoring syrup and concentrate manufacturing
68	Seasoning and dressing manufacturing
69	All other food manufacturing
70	Soft drink and ice manufacturing
71	Breweries
72	Wineries
73	Distilleries
74	Tobacco product manufacturing

Sector	Industry
75	Fiber, yarn, and thread mills
76	Broadwoven fabric mills
77	Narrow fabric mills and schiffli machine embroidery
78	Nonwoven fabric mills
79	Knit fabric mills
80	Textile and fabric finishing mills
81	Fabric coating mills
82	Carpet and rug mills
83	Curtain and linen mills
84	Textile bag and canvas mills
85	All other textile product mills
86	Apparel knitting mills
87	Cut and sew apparel contractors
88	Men's and boys' cut and sew apparel manufacturing
89	Women's and girls' cut and sew apparel manufacturing
90	Other cut and sew apparel manufacturing
91	Apparel accessories and other apparel manufacturing
92	Leather and hide tanning and finishing
93	Footwear manufacturing
94	Other leather and allied product manufacturing
95	Sawmills and wood preservation
96	Veneer and plywood manufacturing
97	Engineered wood member and truss manufacturing
98	Reconstituted wood product manufacturing
99	Wood windows and doors and millwork
100	Wood container and pallet manufacturing
101	Manufactured home (mobile home) manufacturing
102	Prefabricated wood building manufacturing
103	All other miscellaneous wood product manufacturing
104	Pulp mills
105	Paper mills
106	Paperboard Mills
107	Paperboard container manufacturing
108	Coated and laminated paper, packaging paper and plastics film manufacturing
109	All other paper bag and coated and treated paper manufacturing
110	Stationery product manufacturing

Sector	Industry
111	Sanitary paper product manufacturing
112	All other converted paper product manufacturing
113	Printing
114	Support activities for printing
115	Petroleum refineries
116	Asphalt paving mixture and block manufacturing
117	Asphalt shingle and coating materials manufacturing
118	Petroleum lubricating oil and grease manufacturing
119	All other petroleum and coal products manufacturing
120	Petrochemical manufacturing
121	Industrial gas manufacturing
122	Synthetic dye and pigment manufacturing
123	Alkalies and chlorine manufacturing
124	Carbon black manufacturing
125	All other basic inorganic chemical manufacturing
126	Other basic organic chemical manufacturing
127	Plastics material and resin manufacturing
128	Synthetic rubber manufacturing
129	Artificial and synthetic fibers and filaments manufacturing
130	Fertilizer manufacturing
131	Pesticide and other agricultural chemical manufacturing
132	Medicinal and botanical manufacturing
133	Pharmaceutical preparation manufacturing
134	In-vitro diagnostic substance manufacturing
135	Biological product (except diagnostic) manufacturing
136	Paint and coating manufacturing
137	Adhesive manufacturing
138	Soap and cleaning compound manufacturing
139	Toilet preparation manufacturing
140	Printing ink manufacturing
141	All other chemical product and preparation manufacturing
142	Plastics packaging materials and unlaminated film and sheet manufacturing
143	Unlaminated plastics profile shape manufacturing
144	Plastics pipe and pipe fitting manufacturing
145	Laminated plastics plate, sheet (except packaging), and shape manufacturing
146	Polystyrene foam product manufacturing
147	Urethane and other foam product (except polystyrene) manufacturing

Sector	Industry
148	Plastics bottle manufacturing
149	Other plastics product manufacturing
150	Tire manufacturing
151	Rubber and plastics hoses and belting manufacturing
152	Other rubber product manufacturing
153	Pottery, ceramics, and plumbing fixture manufacturing
154	Brick, tile, and other structural clay product manufacturing
155	Clay and nonclay refractory manufacturing
156	Flat glass manufacturing
157	Other pressed and blown glass and glassware manufacturing
158	Glass container manufacturing
159	Glass product manufacturing made of purchased glass
160	Cement manufacturing
161	Ready-mix concrete manufacturing
162	Concrete pipe, brick, and block manufacturing
163	Other concrete product manufacturing
164	Lime and gypsum product manufacturing
165	Abrasive product manufacturing
166	Cut stone and stone product manufacturing
167	Ground or treated mineral and earth manufacturing
168	Mineral wool manufacturing
169	Miscellaneous nonmetallic mineral products
170	Iron and steel mills and ferroalloy manufacturing
171	Steel product manufacturing from purchased steel
172	Alumina refining and primary aluminum production
173	Secondary smelting and alloying of aluminum
174	Aluminum product manufacturing from purchased aluminum
175	Primary smelting and refining of copper
176	Primary smelting and refining of nonferrous metal (except copper and aluminum)
177	Copper rolling, drawing, extruding and alloying
178	Nonferrous metal (except copper and aluminum) rolling, drawing, extruding and alloying
179	Ferrous metal foundries
180	Nonferrous metal foundries
181	All other forging, stamping, and sintering
182	Custom roll forming
183	Crown and closure manufacturing and metal stamping
184	Cutlery, utensil, pot, and pan manufacturing

Sector	Industry
185	Handtool manufacturing
186	Plate work and fabricated structural product manufacturing
187	Ornamental and architectural metal products manufacturing
188	Power boiler and heat exchanger manufacturing
189	Metal tank (heavy gauge) manufacturing
190	Metal can, box, and other metal container (light gauge) manufacturing
191	Ammunition manufacturing
192	Arms, ordnance, and accessories manufacturing
193	Hardware manufacturing
194	Spring and wire product manufacturing
195	Machine shops
196	Turned product and screw, nut, and bolt manufacturing
197	Coating, engraving, heat treating and allied activities
198	Valve and fittings other than plumbing
199	Plumbing fixture fitting and trim manufacturing
200	Ball and roller bearing manufacturing
201	Fabricated pipe and pipe fitting manufacturing
202	Other fabricated metal manufacturing
203	Farm machinery and equipment manufacturing
204	Lawn and garden equipment manufacturing
205	Construction machinery manufacturing
206	Mining and oil and gas field machinery manufacturing
207	Other industrial machinery manufacturing
208	Plastics and rubber industry machinery manufacturing
209	Semiconductor machinery manufacturing
210	Vending, commercial, industrial, and office machinery manufacturing
211	Optical instrument and lens manufacturing
212	Photographic and photocopying equipment manufacturing
213	Other commercial and service industry machinery manufacturing
214	Air purification and ventilation equipment manufacturing
215	Heating equipment (except warm air furnaces) manufacturing
216	Air conditioning, refrigeration, and warm air heating equipment manufacturing
217	Industrial mold manufacturing
218	Metal cutting and forming machine tool manufacturing
219	Special tool, die, jig, and fixture manufacturing
220	Cutting tool and machine tool accessory manufacturing
221	Rolling mill and other metalworking machinery manufacturing

Sector	Industry
222	Turbine and turbine generator set units manufacturing
223	Speed changer, industrial high-speed drive, and gear manufacturing
224	Mechanical power transmission equipment manufacturing
225	Other engine equipment manufacturing
226	Pump and pumping equipment manufacturing
227	Air and gas compressor manufacturing
228	Material handling equipment manufacturing
229	Power-driven handtool manufacturing
230	Other general purpose machinery manufacturing
231	Packaging machinery manufacturing
232	Industrial process furnace and oven manufacturing
233	Fluid power process machinery
234	Electronic computer manufacturing
235	Computer storage device manufacturing
236	Computer terminals and other computer peripheral equipment manufacturing
237	Telephone apparatus manufacturing
238	Broadcast and wireless communications equipment
239	Other communications equipment manufacturing
240	Audio and video equipment manufacturing
241	Electron tube manufacturing
242	Bare printed circuit board manufacturing
243	Semiconductor and related device manufacturing
244	Electronic capacitor, resistor, coil, transformer, and other inductor manufacturing
245	Electronic connector manufacturing
246	Printed circuit assembly (electronic assembly) manufacturing
247	Other electronic component manufacturing
248	Electromedical and electrotherapeutic apparatus manufacturing
249	Search, detection, and navigation instruments manufacturing
250	Automatic environmental control manufacturing
251	Industrial process variable instruments manufacturing
252	Totalizing fluid meters and counting devices manufacturing
253	Electricity and signal testing instruments manufacturing
254	Analytical laboratory instrument manufacturing
255	Irradiation apparatus manufacturing
256	Watch, clock, and other measuring and controlling device manufacturing
257	Software, audio, and video media reproducing
258	Magnetic and optical recording media manufacturing

Sector	Industry
259	Electric lamp bulb and part manufacturing
260	Lighting fixture manufacturing
261	Small electrical appliance manufacturing
262	Household cooking appliance manufacturing
263	Household refrigerator and home freezer manufacturing
264	Household laundry equipment manufacturing
265	Other major household appliance manufacturing
266	Power, distribution, and specialty transformer manufacturing
267	Motor and generator manufacturing
268	Switchgear and switchboard apparatus manufacturing
269	Relay and industrial control manufacturing
270	Storage battery manufacturing
271	Primary battery manufacturing
272	Communication and energy wire and cable manufacturing
273	Wiring device manufacturing
274	Carbon and graphite product manufacturing
275	All other miscellaneous electrical equipment and component manufacturing
276	Automobile manufacturing
277	Light truck and utility vehicle manufacturing
278	Heavy duty truck manufacturing
279	Motor vehicle body manufacturing
280	Truck trailer manufacturing
281	Motor home manufacturing
282	Travel trailer and camper manufacturing
283	Motor vehicle parts manufacturing
284	Aircraft manufacturing
285	Aircraft engine and engine parts manufacturing
286	Other aircraft parts and auxiliary equipment manufacturing
287	Guided missile and space vehicle manufacturing
288	Propulsion units and parts for space vehicles and guided missiles
289	Railroad rolling stock manufacturing
290	Ship building and repairing
291	Boat building
292	Motorcycle, bicycle, and parts manufacturing
293	Military armored vehicle, tank, and tank component manufacturing
294	All other transportation equipment manufacturing
295	Wood kitchen cabinet and countertop manufacturing

Sector	Industry
296	Upholstered household furniture manufacturing
297	Nonupholstered wood household furniture manufacturing
298	Metal and other household furniture (except wood) manufacturing
299	Institutional furniture manufacturing
300	Wood television, radio, and sewing machine cabinet manufacturing
301	Office furniture and custom architectural woodwork and millwork manufacturing
302	Showcase, partition, shelving, and locker manufacturing
303	Mattress manufacturing
304	Blind and shade manufacturing
305	Surgical and medical instrument manufacturing
306	Surgical appliance and supplies manufacturing
307	Dental equipment and supplies manufacturing
308	Ophthalmic goods manufacturing
309	Dental laboratories
310	Jewelry and silverware manufacturing
311	Sporting and athletic goods manufacturing
312	Doll, toy, and game manufacturing
313	Office supplies (except paper) manufacturing
314	Sign manufacturing
315	Gasket, packing, and sealing device manufacturing
316	Musical instrument manufacturing
317	All other miscellaneous manufacturing
318	Broom, brush, and mop manufacturing
319	Wholesale trade
319a	Wholesale trade, food & kindred products
319b	Wholesale trade, other products

Sector	Industry
320	Retail - Motor vehicle and parts
321	Retail - Furniture and home furnishings
322	Retail - Electronics and appliances
323	Retail - Building material and garden supply
323a	Retail lawn and garden centers
323b	Building materials & supplies stores
324	Retail - Food and beverage
325	Retail - Health and personal care
326	Retail - Gasoline stations
327	Retail - Clothing and clothing accessories
328	Retail - Sporting goods, hobby, book and music
329	Retail - General merchandise
330	Retail - Miscellaneous
331	Retail - Nonstore
332	Air transportation
333	Rail transportation
334	Water transportation
335	Truck transportation
336	Transit and ground passenger transportation
337	Pipeline transportation
338	Scenic and sightseeing transportation and support activities for transportation
339	Couriers and messengers
340	Warehousing and storage
341	Newspaper publishers
342	Periodical publishers
343	Book publishers
344	Directory, mailing list, and other publishers
345	Software publishers
346	Motion picture and video industries
347	Sound recording industries
348	Radio and television broadcasting
349	Cable and other subscription programming
350	Internet publishing and broadcasting
351	Telecommunications
352	Data processing, hosting, and related services
353	Other information services
354	Monetary authorities and depository credit intermediation

Sector	Industry
355	Nondepository credit intermediation and related activities
356	Securities, commodity contracts, investments, and related activities
357	Insurance carriers
358	Insurance agencies, brokerages, and related activities
359	Funds, trusts, and other financial vehicles
360	Real estate
361	Imputed rental value for owner-occupied dwellings
362	Automotive equipment rental and leasing
363	General and consumer goods rental except video tapes and discs
364	Video tape and disc rental
365	Commercial and industrial machinery and equipment rental and leasing
366	Lessors of nonfinancial intangible assets
367	Legal services
368	Accounting, tax preparation, bookkeeping, and payroll services
369	Architectural, engineering, and related services
370	Specialized design services
371	Custom computer programming services
372	Computer systems design services
373	Other computer related services, including facilities management
374	Management, scientific, and technical consulting services
375	Environmental and other technical consulting services
376	Scientific research and development services
377	Advertising and related services
378	Photographic services
379	Veterinary services
380	All other miscellaneous professional, scientific, and technical services
381	Management of companies and enterprises
382	Employment services
383	Travel arrangement and reservation services
384	Office administrative services
385	Facilities support services
386	Business support services
387	Investigation and security services

Sector	Industry
388	Services to buildings and dwellings
388a	Landscape services
388b	Pest control services
388c	Other building services
389	Other support services
390	Waste management and remediation services
391	Elementary and secondary schools
392	Junior colleges, colleges, universities, and professional schools
393	Other educational services
394	Offices of physicians, dentists, and other health practitioners
395	Home health care services
396	Medical and diagnostic labs and outpatient and other ambulatory care services
397	Hospitals
398	Nursing and residential care facilities
399	Child day care services
400	Individual and family services
401	Community food, housing, and other relief services, including rehabilitation services
402	Performing arts companies
403	Spectator sports
404	Promoters of performing arts and sports and agents for public figures
405	Independent artists, writers, and performers
406	Museums, historical sites, zoos, and parks
407	Fitness and recreational sports centers
408	Bowling centers
409	Amusement parks, arcades, and gambling industries
410	Other amusement and recreation industries
410a	Golf courses
410b	Recreational fishing
410c	Other amusement and recreation industries
411	Hotels and motels, including casino hotels
412	Other accommodations

Sector	Industry
413	Food services and drinking places
414	Automotive repair and maintenance, except car washes
415	Car washes
416	Electronic and precision equipment repair and maintenance
417	Commercial and industrial machinery and equipment repair and maintenance
418	Personal and household goods repair and maintenance
419	Personal care services
420	Death care services
421	Dry-cleaning and laundry services
422	Other personal services
423	Religious organizations
424	Grantmaking, giving, and social advocacy organizations
425	Civic, social, professional, and similar organizations
426	Private households
427	Postal service
428	Federal electric utilities
429	Other Federal Government enterprises
430	State and local government passenger transit
431	State and local government electric utilities
432	Other state and local government enterprises
433	*Not an industry (Used and secondhand goods)
434	*Not an industry (Scrap)
435	*Not an industry (Rest of the world adjustment)
436	*Not an industry (Noncomparable imports)
437	Employment and payroll for SL Government Non-Education
438	Employment and payroll for SL Government Education
439	Employment and payroll for Federal Non-Military
440	Employment and payroll for Federal Military