

Macro Overview of Domestic Trade Market Profile 2021

Findings

Based on the data examined on domestic trade, emerging industry opportunities nationally, and an understanding of Maine's existing industry assets and strengths, the following is policy guidance for furthering Maine's domestic trade work.

- ◆ Support existing industry-driven efforts and initiatives already in place for additional market research and analytics to grow domestic sales. There are multiple efforts and initiatives covering multiple sectors underway in Maine such as Forest Industry Roadmap Maine (FOR/Maine), Focus Maine, SEAMaine, CEI's Seafood Marketing Initiative, Maine Center for Entrepreneurs' Cultivator and MarketShare Accelerator programs for the food and beverage industries, Manufacturers Association of Maine's Business Services Division, and work in the life sciences industry by the Bioscience Association of Maine. Each are utilizing market research and data driven approaches currently but will likely need varying degrees of additional assistance to continue their efforts.
- ◆ Identify opportunities for and support industry-driven efforts for domestic trade/market opportunities that have yet to advance to an organized initiative. Organized efforts are occurring in forest products (FOR/Maine), around food production (MCE MarketShare), outdoor recreation (Maine Outdoor Brands) in bioscience (BioME), and others. As a start, conduct additional market profiles for industry sectors, subsectors, and cross sectors that exhibit existing or emerging strength in Maine and have high demand in other states and regions in the US. Based on the analysis completed as part of this initial domestic trade study, sectors to consider for additional analyses include:
 - Textiles and related materials
 - Healthcare related tech and manufacturing
 - Finance and insurance tech

- Professional and technical services
- ◆ Work with appropriate partners to initiate a program to provide and enhance direct support of underserved populations with market research and analytics for business startup and growth including women, persons of color, and indigenous persons. An example of a state government effort to specifically increase the ability of minority owned businesses to compete for and access contracts are the Rhode Island Office of Diversity, Equity and Opportunity <http://odeo.ri.gov/>

Sales (Revenues)

In 2020, total sales (revenue) in all industry sectors in Maine totaled \$144.0 billion. The majority of Maine’s 2020 sales were to entities outside of Maine (exported sales) at 58.4%, equivalent to \$84.1 billion. These exported sales include domestic sales as well as foreign sales made to entities outside of Maine. Nearly \$49.9 billion sales or 41.6% of all sales were sales to entities within Maine (in region).

Major industry sectors include Manufacturing with nearly \$17.1 billion in sales of which \$13.9 billion is exported (81.2%). Other industries with high proportions of exported sales include Agriculture, Forestry, Fishing and Hunting with 78.9% of sales and Retail Trade with 63.6%.

Between 2019 and 2020, total sales in Maine increased 6.1% from \$135.6 billion to \$144.0 billion. During that year, Retail Trade gained traction increasing its percent of exported sales from 53.0% to 68.6%. This increase is largely attributed to COVID-19 related closures and shifts towards online retail.

Export sales (domestic and foreign) are important to the economy because they correlate with value-added production bringing in wealth to the State and connectedness of the economy to national and global supply chains creating opportunities across multiple sectors and subsectors.

Maine Sales, 2020							
NAICS	Description	In-Region Sales	% In-Region Sales	Exported Sales	% Exported Sales	Total Sales	GRP
11	Agriculture, Forestry, Fishing and Hunting	\$602,562,048	21.1%	\$2,248,129,299	78.9%	\$2,850,691,347	\$1,131,477,055
21	Mining, Quarrying, and Oil and Gas Extraction	\$67,703,388	49.4%	\$69,236,442	50.6%	\$136,939,831	\$75,173,005
22	Utilities	\$862,550,850	68.3%	\$401,143,275	31.7%	\$1,263,694,124	\$859,303,745
23	Construction	\$4,898,428,197	72.2%	\$1,886,680,458	27.8%	\$6,785,108,655	\$3,613,269,143
31	Manufacturing	\$3,211,862,192	18.8%	\$13,876,602,946	81.2%	\$17,088,465,139	\$7,155,597,457
42	Wholesale Trade	\$2,607,766,865	42.1%	\$3,583,771,386	57.9%	\$6,191,538,251	\$3,865,362,015
44	Retail Trade	\$3,418,837,879	36.4%	\$5,980,813,119	63.6%	\$9,399,650,998	\$5,677,646,133
48	Transportation and Warehousing	\$1,818,167,450	64.3%	\$1,008,132,927	35.7%	\$2,826,300,377	\$1,373,356,880
51	Information	\$2,112,749,298	84.7%	\$382,956,198	15.3%	\$2,495,705,497	\$1,479,880,492
52	Finance and Insurance	\$5,837,554,235	64.4%	\$3,224,980,270	35.6%	\$9,062,534,505	\$5,130,836,820
53	Real Estate and Rental and Leasing	\$4,595,400,155	87.3%	\$669,572,266	12.7%	\$5,264,972,421	\$1,560,144,034
54	Professional, Scientific, and Technical Services	\$4,590,054,945	79.9%	\$1,151,722,112	20.1%	\$5,741,777,057	\$3,941,973,976
55	Management of Companies and Enterprises	\$1,319,566,782	58.3%	\$943,040,276	41.7%	\$2,262,607,058	\$1,381,511,474
56	Administrative and Support and Waste Management and Remediation Services	\$2,394,954,502	71.7%	\$945,139,946	28.3%	\$3,340,094,448	\$1,925,205,273
61	Educational Services	\$1,054,818,858	70.0%	\$451,267,276	30.0%	\$1,506,086,134	\$1,081,782,271
62	Health Care and Social Assistance	\$8,585,209,684	62.9%	\$5,054,932,474	37.1%	\$13,640,142,158	\$8,153,296,876
71	Arts, Entertainment, and Recreation	\$613,542,791	57.4%	\$455,966,674	42.6%	\$1,069,509,464	\$667,718,248
72	Accommodation and Food Services	\$2,999,142,057	71.2%	\$1,215,191,228	28.8%	\$4,214,333,285	\$2,366,542,356
81	Other Services (except Public Administration)	\$1,890,752,099	76.5%	\$580,866,464	23.5%	\$2,471,618,563	\$1,495,399,753
90	Government	\$6,400,526,666	13.8%	\$39,938,888,790	86.2%	\$46,339,415,456	\$8,663,210,521
	Total	\$59,882,150,941	41.6%	\$84,069,033,826	58.4%	\$143,951,184,766	

Source: EMSI

Demand (Purchases)

In 2020, Maine entities purchased \$144.4 billion in inputs, products, and services. Of this demand, \$68.9 billion (47.7%) was met within the State of Maine (purchased from Maine entities) and \$75.5 billion (52.3%) was met through imports (purchases from entities outside of Maine both foreign and domestic).

In terms of major industry sectors, Government had the largest amount of demand in 2020 with \$42.7 billion in purchases followed by Manufacturing (\$17.8 billion), Finance and Insurance (\$11.2 billion), Healthcare and Social Services (\$10.0 billion), and Professional, Scientific, and Technical Services (\$8.2 billion). The industries with the highest percent of demand met by purchases from out of state entities include Mining, Quarrying, Oil, and Gas (92.2%), Manufacturing (82.0%), and Information (66.4%).

Between 2019 and 2020, Maine’s total demand increased from \$138.6 billion to \$144.4 billion, an increase of 4%. During that time, Maine increased its demand for imports by \$4.5 billion while demand within Maine increased by \$1.1 billion.

Demand met by imports signifies opportunities to increase sales for Maine companies by assisting other Maine companies with in-state B2B sales and entering supply chains for other Maine companies. In comparison to other states, Maine ranks 18th highest in terms of demand met by imports. Between 2019 and 2020, Maine increased its reliance on imports from 51.1% to 52.3% dropping from 17 to 18 when ranked against the other states.

Maine Demand Met In Region vs Out of Region, 2020						
NAICS	Description	Demand met In-Region	% Demand met In-Region	Demand met by Imports	% Demand met by Imports	Total Demand
11	Agriculture, Forestry, Fishing and Hunting	\$473,757,948	43.0%	\$628,921,137	57.0%	\$1,102,679,085
21	Mining, Quarrying, and Oil and Gas Extraction	\$67,703,388	7.8%	\$804,321,591	92.2%	\$872,024,979
22	Utilities	\$862,550,850	48.7%	\$909,374,441	51.3%	\$1,771,925,290
23	Construction	\$4,898,428,197	76.1%	\$1,536,782,699	23.9%	\$6,435,210,896
31	Manufacturing	\$3,209,069,923	18.0%	\$14,579,536,164	82.0%	\$17,788,606,087
42	Wholesale Trade	\$2,607,766,865	39.1%	\$4,054,867,514	60.9%	\$6,662,634,379
44	Retail Trade	\$3,418,837,879	46.2%	\$3,979,162,506	53.8%	\$7,398,000,385
48	Transportation and Warehousing	\$1,790,103,024	43.9%	\$2,291,901,466	56.1%	\$4,082,004,489
51	Information	\$2,112,745,251	33.6%	\$4,170,727,333	66.4%	\$6,283,472,584
52	Finance and Insurance	\$5,824,610,082	52.0%	\$5,382,992,186	48.0%	\$11,207,602,268
53	Real Estate and Rental and Leasing	\$4,003,867,804	75.4%	\$1,306,713,602	24.6%	\$5,310,581,405
54	Professional, Scientific, and Technical Services	\$4,590,054,945	55.8%	\$3,629,523,829	44.2%	\$8,219,578,774
55	Management of Companies and Enterprises	\$1,319,566,782	62.2%	\$802,680,151	37.8%	\$2,122,246,933
56	Administrative and Support and Waste Management and Remediation Services	\$2,394,954,502	66.1%	\$1,230,955,232	33.9%	\$3,625,909,734
61	Educational Services	\$1,054,818,858	74.9%	\$352,945,444	25.1%	\$1,407,764,302
62	Health Care and Social Assistance	\$8,585,209,684	85.8%	\$1,424,018,280	14.2%	\$10,009,227,964
71	Arts, Entertainment, and Recreation	\$613,542,791	54.6%	\$510,383,902	45.4%	\$1,123,926,692
72	Accommodation and Food Services	\$2,999,142,057	84.3%	\$558,523,731	15.7%	\$3,557,665,788
81	Other Services (except Public Administration)	\$1,890,752,099	70.5%	\$792,407,551	29.5%	\$2,683,159,651
90	Government	\$16,144,746,218	37.8%	\$26,555,142,804	62.2%	\$42,699,889,022
	Total	\$68,862,229,146	47.7%	\$75,501,881,560	52.3%	\$144,364,110,707

Source: EMSI

Demand Met In Region vs Out of Region by State, 2020						
Rank	State	Demand met in-region	% Demand met in-region	Demand met by imports	% Demand met by imports	Total Demand
1	West Virginia	\$62,574,233,112	37.9%	\$102,561,883,017	62.1%	\$165,136,116,128.50
2	Wyoming	\$30,867,434,972	39.4%	\$47,550,745,526	60.6%	\$78,418,180,497.70
3	Mississippi	\$106,935,712,831	40.5%	\$157,348,240,584	59.5%	\$264,283,953,415.00
4	South Dakota	\$48,454,468,556	42.5%	\$65,676,544,641	57.5%	\$114,131,013,197.00
5	Vermont	\$31,860,054,078	43.2%	\$41,967,771,833	56.8%	\$73,827,825,911.30
6	North Dakota	\$46,296,834,811	43.3%	\$60,673,464,767	56.7%	\$106,970,299,577.40
7	Arkansas	\$123,555,246,703	43.4%	\$161,275,948,779	56.6%	\$284,831,195,482.00
8	Alaska	\$46,543,839,237	44.1%	\$58,949,537,567	55.9%	\$105,493,376,803.00
9	Kentucky	\$204,626,446,418	44.2%	\$257,972,361,378	55.8%	\$462,598,807,796.00
10	Virginia	\$508,267,856,786	44.8%	\$626,884,513,001	55.2%	\$1,135,152,369,787.00
11	Montana	\$52,930,162,720	45.0%	\$64,566,828,925	55.0%	\$117,496,991,645.50
12	Iowa	\$175,908,972,920	45.8%	\$208,591,485,060	54.2%	\$384,500,457,980.00
13	Alabama	\$228,194,032,913	46.9%	\$258,313,253,393	53.1%	\$486,507,286,306.00
14	Delaware	\$62,112,603,116	47.0%	\$69,948,036,286	53.0%	\$132,060,639,402.60
15	Maryland	\$424,140,720,357	47.1%	\$477,277,002,104	52.9%	\$901,417,722,461.00
16	New Mexico	\$99,497,161,752	47.3%	\$110,732,276,160	52.7%	\$210,229,437,911.50
17	Indiana	\$353,755,087,928	47.6%	\$389,977,864,715	52.4%	\$743,732,952,643.00
18	Maine	\$68,862,229,146	47.7%	\$75,501,881,560	52.3%	\$144,364,110,706.80
19	Kansas	\$164,984,479,885	48.1%	\$177,696,045,521	51.9%	\$342,680,525,406.00
20	Idaho	\$85,928,434,638	48.4%	\$91,428,500,745	51.6%	\$177,356,935,382.80
21	South Carolina	\$246,291,517,264	48.8%	\$258,831,157,848	51.2%	\$505,122,675,112.00
22	Rhode Island	\$61,719,722,446	49.2%	\$63,652,598,614	50.8%	\$125,372,321,059.70
23	Oklahoma	\$201,230,390,481	49.5%	\$205,371,146,585	50.5%	\$406,601,537,066.00
24	New Hampshire	\$84,972,562,986	49.6%	\$86,228,377,967	50.4%	\$171,200,940,952.90
25	Nebraska	\$124,583,649,545	49.8%	\$125,774,567,148	50.2%	\$250,358,216,693.00
26	Louisiana	\$248,218,200,896	49.9%	\$249,268,032,623	50.1%	\$497,486,233,519.00
27	Hawaii	\$96,691,009,562	50.1%	\$96,331,179,813	49.9%	\$193,022,189,374.90
28	Connecticut	\$284,662,377,931	51.1%	\$272,680,494,891	48.9%	\$557,342,872,822.00
29	Missouri	\$343,714,184,565	51.3%	\$326,701,056,574	48.7%	\$670,415,241,139.00
30	Nevada	\$178,087,435,538	52.2%	\$163,027,636,655	47.8%	\$341,115,072,193.00
31	Wisconsin	\$358,334,947,557	52.6%	\$322,640,917,827	47.4%	\$680,975,865,384.00
32	Tennessee	\$391,810,584,321	53.0%	\$346,813,267,475	47.0%	\$738,623,851,796.00
33	New Jersey	\$685,815,618,373	54.9%	\$562,688,533,924	45.1%	\$1,248,504,152,297.00
34	Pennsylvania	\$828,379,901,167	55.1%	\$676,230,993,966	44.9%	\$1,504,610,895,133.00
35	Oregon	\$264,572,964,369	55.5%	\$212,096,473,977	44.5%	\$476,669,438,346.00

Demand Met In Region vs Out of Region by State, 2020						
Rank	State	Demand met in-region	% Demand met in-region	Demand met by imports	% Demand met by imports	Total Demand
36	Michigan	\$601,504,020,189	55.8%	\$476,996,820,622	44.2%	\$1,078,500,840,811.00
37	North Carolina	\$607,115,907,805	56.0%	\$476,142,169,296	44.0%	\$1,083,258,077,101.00
38	Ohio	\$740,334,427,173	56.2%	\$575,819,750,832	43.8%	\$1,316,154,178,005.00
39	Georgia	\$651,144,582,165	56.9%	\$493,361,234,702	43.1%	\$1,144,505,816,867.00
40	Utah	\$213,747,111,812	58.2%	\$153,447,673,378	41.8%	\$367,194,785,190.00
41	Washington	\$634,281,196,731	58.7%	\$447,083,290,165	41.3%	\$1,081,364,486,896.00
42	Minnesota	\$417,696,791,617	58.7%	\$293,543,029,061	41.3%	\$711,239,820,678.00
43	Illinois	\$958,859,296,804	60.3%	\$632,286,436,081	39.7%	\$1,591,145,732,885.00
44	Arizona	\$428,473,530,626	60.3%	\$282,450,357,997	39.7%	\$710,923,888,623.00
45	Massachusetts	\$623,677,496,309	60.3%	\$410,894,757,214	39.7%	\$1,034,572,253,523.00
46	New York	\$1,739,616,824,700	60.4%	\$1,139,918,370,470	39.6%	\$2,879,535,195,170.00
47	Colorado	\$450,169,873,591	60.7%	\$291,967,904,156	39.3%	\$742,137,777,747.00
48	Florida	\$1,360,820,084,030	62.1%	\$828,782,521,670	37.9%	\$2,189,602,605,700.00
49	Texas	\$2,180,128,463,780	64.4%	\$1,204,288,822,610	35.6%	\$3,384,417,286,390.00
50	California	\$3,707,307,525,820	68.7%	\$1,691,709,911,340	31.3%	\$5,399,017,437,160.00

Source: EMSI

Sales and Exports

Total sales and exports (domestic and foreign) are displayed in the table to the right for Maine and the United States using EMSI and US Census data for 2020. Of Maine's total \$144.0 billion in total sales, \$84.1 billion is exported out of the state representing 58.4% of total sales. Foreign export value is estimated at \$2.3 billion for the State of Maine accounting for 1.6% of total sales. Nationally, foreign export value is higher at nearly 3.4%. Together, the sales and trade data indicate that domestic trade is a significant portion of all sales and trade in Maine.

The top 25 exports by commodity by value for Maine's manufacturing sector according to US Census Data is displayed in the table to the right. In Maine, Aerospace Products & Parts is the largest foreign export with nearly \$287.0 million in exports or 19.2% of all manufacturing exports in the state. The second leading industry for exports is Pulp, Paper, & Paperboard Mill Products with over \$215.6 million in exports, accounting for 14.4% of all exports in manufacturing. Pulp, Paper, & Paperboard Mill Products declined sharply in terms of exports between 2019 and 2020, decreasing from \$302.3 million. Maine's manufacturing sector represents 64.3% of the total exports in the state.

Total Sales and Exports, 2020					
	Total Sales	Sales Exported Out of State	Percent of Sales Exported out of State	Foreign Export Value	Export Value Percent of Total Sales
Maine	\$ 143,951,184,766	\$84,069,033,826	58.4%	\$ 2,328,167,070	1.6%
United States	\$ 42,034,954,777,199	NA	NA	\$ 1,431,406,391,928	3.4%

Source: EMSI, US Census

Top 25 Exports by Value for Maine Manufacturing, 2020			
	Foreign Export	Foreign Export Percent of Total Manufacturing Imports	Foreign Export Percent of Total Exports in All Sectors
3364 Aerospace Products & Parts	\$ 286,992,541	19.2%	12.3%
3221 Pulp, Paper & Paperboard Mill Products	\$ 215,643,545	14.4%	9.3%
3344 Semiconductors & Other Electronic Components	\$ 208,970,065	14.0%	9.0%
3254 Pharmaceuticals & Medicines	\$ 93,102,709	6.2%	4.0%
3345 Navigational/measuring/medical/control Instrument	\$ 68,650,382	4.6%	2.9%
3119 Foods, Nesoi	\$ 51,609,046	3.4%	2.2%
3211 Sawmill & Wood Products	\$ 41,526,693	2.8%	1.8%
3114 Fruits & Veg Preserves & Specialty Foods	\$ 41,419,976	2.8%	1.8%
3331 Ag & Construction & Machinery	\$ 34,350,340	2.3%	1.5%
3339 Other General Purpose Machinery	\$ 32,005,177	2.1%	1.4%
3261 Plastics Products	\$ 30,038,127	2.0%	1.3%
3332 Industrial Machinery	\$ 26,351,951	1.8%	1.1%
3329 Other Fabricated Metal Products	\$ 22,473,915	1.5%	1.0%
3132 Fabrics	\$ 22,143,479	1.5%	1.0%
3251 Basic Chemicals	\$ 18,653,198	1.2%	0.8%
3219 Other Wood Products	\$ 18,053,010	1.2%	0.8%
3362 Motor Vehicle Bodies & Trailers	\$ 17,456,133	1.2%	0.7%
3353 Electrical Equipment	\$ 16,205,674	1.1%	0.7%
3222 Converted Paper Products	\$ 15,377,453	1.0%	0.7%
3399 Miscellaneous Manufactured Commodities	\$ 15,050,228	1.0%	0.6%
3352 Household Appliances And Misc Machines, Nesoi	\$ 13,733,977	0.9%	0.6%
3116 Meat Products & Meat Packaging Products	\$ 12,869,864	0.9%	0.6%
3342 Communications Equipment	\$ 12,085,985	0.8%	0.5%
3314 Nonferrous (exc Alum) & Processing	\$ 12,046,928	0.8%	0.5%
3341 Computer Equipment	\$ 11,792,238	0.8%	0.5%
Total	\$ 1,497,588,601	100.0%	64.3%

Source: US Census

Demand and Imports

In 2020, total demand (purchases) in Maine amounted to nearly \$144.4 billion. Of this total demand, \$75.5 billion or 52.3% is met out of state. Foreign import value is estimated at approximately \$4.8 billion for the state, or 3.3% of total demand.

The top 25 imports for Maine’s manufacturing sector are displayed in the table to the right. Petroleum & Coal Products is the largest import with \$1.5 billion. This industry alone accounts for nearly 37.0% of all manufacturing imports and 30.6% of all imports across all sectors for Maine. Manufacturing in Maine represented 82.5% of the total foreign imports across all sectors in the state. This represents an opportunity to have more products produced and sold within the State.

Total Demand and Imports, 2020					
	Total Demand	Demand Met Out of State	Percent of Demand Exported out of State	Foreign Import Value	Foreign Import Value Percent of Total Demand
Maine	\$ 144,364,110,707	\$75,501,881,560	52.3%	\$ 4,752,414,297	3.3%
United States	\$ 39,853,958,648,478	NA	NA	\$ 2,336,579,144,722	5.9%

Source: EMSI, US Census

Top 25 Imports by Value for Maine Manufacturing, 2020			
	Foreign Import	Foreign Import Percent of Total Manufacturing Imports	Foreign Import Percent of Total Imports in All Sectors
3241 Petroleum & Coal Products	\$ 1,451,878,283	37.0%	30.6%
3221 Pulp, Paper & Paperboard Mill Products	\$ 283,421,531	7.2%	6.0%
3152 Apparel	\$ 195,039,501	5.0%	4.1%
3211 Sawmill & Wood Products	\$ 162,911,860	4.2%	3.4%
3162 Footwear	\$ 121,774,741	3.1%	2.6%
3364 Aerospace Products & Parts	\$ 96,323,672	2.5%	2.0%
3251 Basic Chemicals	\$ 94,967,887	2.4%	2.0%
3261 Plastics Products	\$ 93,954,932	2.4%	2.0%
3331 Ag & Construction & Machinery	\$ 89,489,958	2.3%	1.9%
3345 Navigational/measuring/medical/control Instrument	\$ 73,615,846	1.9%	1.5%
3121 Beverages	\$ 54,708,801	1.4%	1.2%
3339 Other General Purpose Machinery	\$ 52,627,662	1.3%	1.1%
3219 Other Wood Products	\$ 51,983,554	1.3%	1.1%
3114 Fruits & Veg Preserves & Specialty Foods	\$ 48,844,976	1.2%	1.0%
3336 Engines, Turbines & Power Transmsn Equip	\$ 48,408,091	1.2%	1.0%
3222 Converted Paper Products	\$ 48,363,865	1.2%	1.0%
3141 Textile Furnishings	\$ 45,054,369	1.1%	0.9%
3353 Electrical Equipment	\$ 43,677,860	1.1%	0.9%
3323 Architectural & Structural Metals	\$ 41,989,493	1.1%	0.9%
3329 Other Fabricated Metal Products	\$ 38,863,287	1.0%	0.8%
3252 Resin, Syn Rubber, Artf & Syn Fibers/fil	\$ 38,663,813	1.0%	0.8%
3254 Pharmaceuticals & Medicines	\$ 36,435,224	0.9%	0.8%
3111 Animal Foods	\$ 34,615,372	0.9%	0.7%
3324 Boilers, Tanks & Shipping Containers	\$ 33,302,519	0.8%	0.7%
3332 Industrial Machinery	\$ 32,492,652	0.8%	0.7%
Total	\$ 3,920,326,752	100.0%	82.5%

Source: US Census

Data Sources

Economic Modeling Specialists International (EMSI)

To analyze the industrial makeup of a study area, industry data organized by the North American Industrial Classification System (NAICS) is assessed. Camoin Associates subscribes to Economic Modeling Specialists Intl. (EMSI), a proprietary data provider that aggregates economic data from approximately 90 sources. EMSI industry data, in our experience, is more complete than most or perhaps all local data sources (for more information on EMSI, please see www.economicmodeling.com). This is because local data sources typically miss significant employment counts by industry because data on sole proprietorships and contractual employment (i.e. 1099 contractor positions) is not included and because certain employment counts are suppressed from BLS/BEA figures for confidentiality reasons when too few establishments exist within a single NAICS code.