THE MAILING INDUSTRY JOB STUDY

A DYNAMIC CORE FOR THE UNITED STATES ECONOMY

MARCH, 2011

INTRODUCTION

This study represents the EMA Foundation's third report measuring the economic scope and impact of the mailing industry on the United States economy[1]. This study like the two that preceded it shows that the mailing industry touches every private and public sector of the economy. The breadth of the impact is not surprising. Even as access to high-speed internet and mobile data expands, mail remains a critical part of the infrastructure for communications among consumers, businesses, and government at all levels. In particular, the new technologies expand the demand for the parcel delivery services that the mailing industry provides.

The current study's estimations replicate the analysis conducted in the 2008 study in the measurement of jobs and economic activity. The current study contains no changes in the previous methodology for measuring economic activity. The current study did include a number of changes that improved the estimation of the jobs created by the supply chain of the Postal Service delivery. It also more fully measured the impact of the jobs created by the delivery of parcels by the industry.

Jobs and economic activity associated with the mailing industry were divided into three areas:

1. **Public and private sector entities that create mail, deliver mail and parcels, and provide retail acceptance or delivery services.** The creation of mail involves firms in the mail production supply chain and includes not only jobs in the printing industry but also includes the suppliers of everything from paper and envelopes to the machinery used to print and assemble a finished mail piece.

   The delivery of mail and parcels includes the economic impact of the three largest entities in the industry: the Postal Service, United Parcel Service and FedEx, and also includes numerous regional and local carriers that deliver both parcels and mail. This delivery of mail and parcels has its own supply chain as these companies contract for significant portions of the transportation and delivery services needed to provide end-to-end services and to purchase both capital equipment and consumables necessary to provide delivery services.

[1] Previous studies were completed in 2005 and 2007 and were prepared by Direct Communications, Transformation Strategy and SLS Consulting. This study was prepared by Direct Communications with support and comment from Transformation Strategy.

2. **Entities that use mail and send and receive parcels as part of their everyday business operations.** This segment includes the jobs associated with mail within every business, non-profit, and government entity in the United States. These entities use mail as part of the transaction cycle that flows from customer acquisition through payment for the good or services. The heaviest users of mail are those in which paper-based transactions remain a central part of their business model and mail remains an important way to communicate with existing and potential customers. Only jobs related to this segment within a company or business were measured.

3. **Entities that sell products using mail advertising or use the mailing industry to deliver their products.** This segment includes economic activity from direct mail marketing, publishing, retailers, wholesalers and manufacturers that ship their products using the mailing industry. Of the latter group, this study includes sales of goods via the web.

The current 2010 mailing industry job study estimates that the mailing industry generated $1.139 trillion in economic activity in 2009 (the most recent year of which data is available) which was a slight decline from the $1.202 trillion in economic activity measured for 2006. While the difference was slight between 2006 and 2009, the industry saw a shift in economic impact among its components. The Postal Service, the entire mail production supply chain, and publishers generated less revenue in 2009 than in 2006 while sales generated by mail advertising and then delivered by the mailing industry regardless of whether the sale was consummated by e-commerce, mail, or telephone grew.

In summary, this study demonstrates the continuing power of mail as a communications channel and it shows some areas of industry growth, particularly associated with ecommerce and parcel delivery. At the same time the study continues to trace the decline of jobs in the core mail production supply chain.

As in the previous study, this study used the most recent information collected by the Direct Marketing Association, the United States Postal Service, the U.S. Department of Labor in its Occupation Statistical Program, and the U.S. Census Bureau in its Economic Census. In this study, information from the Department of Commerce's Bureau of Economic Affairs was added.

Using the old methodology but incorporating updates in the data collected by the U.S Government and the Direct Marketing Association, the total number of mailing industry jobs in 2009 was 8,430,123, a slight increase from the 8,318,239 jobs estimated for 2006. The difference primarily reflects an increase in the number of jobs associated with occupations that include mail handling as part of everyday activity. There has been an increase in outsourcing of mail intensive activities that resulted in more mail related occupations being recorded in the Department of Labor Survey. This practice may not have actually increased the number of jobs, but in fact it may have lead to new efficiencies and job reductions. However, these jobs in specialized firms are now more visible to the U.S. Labor Department.

The new study included two major improvements from the previous study through a use of a new method used to estimate the jobs created by the Postal Service's supply chain and through the

inclusion of ecommerce retailer jobs that were not included in the previous study. These changes produced our final estimate of mailing industry jobs of 8,661,394.[2]

IMPLICATIONS OF THE RESULTS

The mailing industry represents over 7% of the nation's GDP and over 6% of the nation's jobs.

While these proportions are significant, we believe that the estimates are conservative. Jobs associated with the spending multiplier effects by industry employees are not included. Similarly, the supply chain jobs associated with private sector firms that provide delivery services of printed communications and parcels are not included. Finally, jobs and economic activity in the e-commerce divisions of traditional retailers, such as Wal-Mart, Target and Sears, are not included as economic activity.

The study indicates that while the core industry that produces and delivers paper-based communications is shrinking, the overall impact of the industry remains strong. The decline of the core paper-based communication portion of the industry reflects a decline in volume. Countering this decline is the increase in economic activity that the mailing industry supports by delivering the goods sold through e-commerce and supporting e-commerce sales through mail based advertising. This segment of the mailing industry had growth in economic activity and jobs through the recession even as jobs and economic activity declined in the United States as a whole.

Finally, the study clearly shows that the Postal Service's impact on the economy is substantially larger than can be reflected by its own revenue and the jobs of the Postal Service or its suppliers. The Postal Service represents only 8.3 % of the jobs mailing industry. Adding in postal suppliers, the Postal Service supply chain represents less than 10% of the jobs of a mailing industry that relies on its ability to provide nationwide universal delivery of printed communications and parcels.

[2] If additional e-commerce and catalog industry jobs (that were created by sources other than mail advertising) had been included in 2008 study, the number of jobs estimated in 2008 would have been 8,571,179.

In 2009, the mailing industry generated $1,139 trillion in sales revenue which is over 7% of the United States' gross domestic product.

Figure 1 illustrates that the economic activity generated by the industry comes primarily from the sales of products and services that are advertised or delivered by the mailing industry.

Figure 1: Proportion of Mailing Industry Sales associated with Creating Mail, Delivering Mail and Parcels, and Sales Generated by Mail Advertising or Delivered by the Mailing Industry.

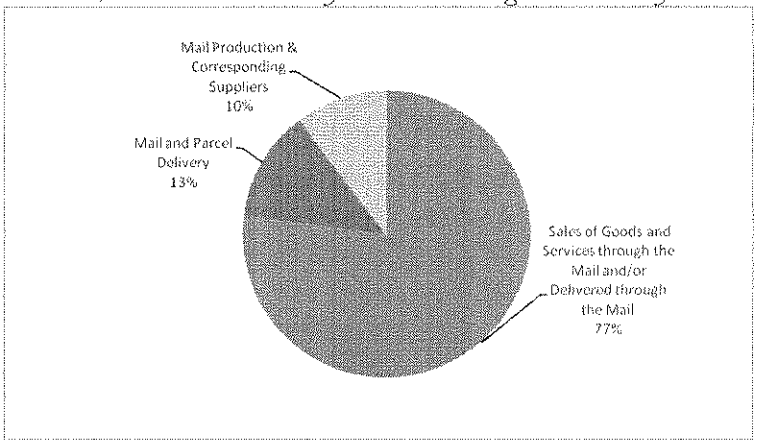


Figure 2 provides more detail on the delivery and sales portions of the chart in figure 1. It illustrates that the Postal Service, while the core of the mailing industry, represents only 6% of the revenue generated by the industry. Figure 2 also illustrates the point that the private sector portion of revenue associated with delivering mail and parcels was greater than the revenue of the Postal Service. In the previous study, the private sector delivery services represented a smaller share of the mailing industry than the Postal Service.

Figure 2: Distribution of Sales across Major Segments of the Postal Industry

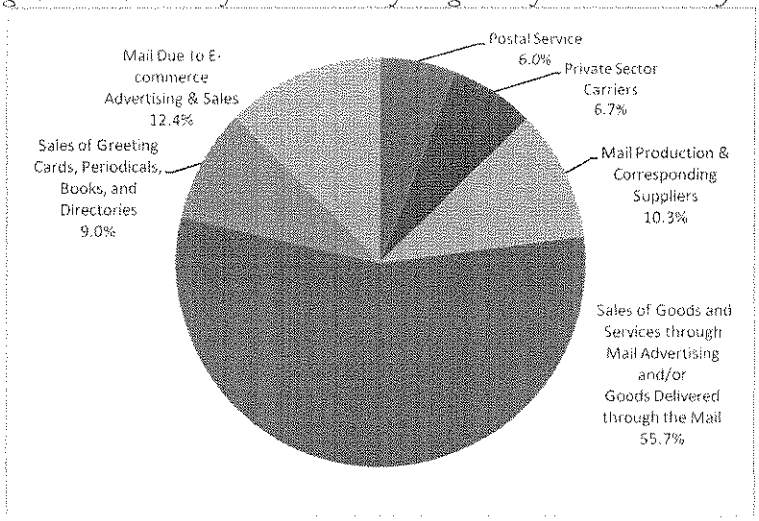


Table 1 provides the data behind the previous two charts. Overall, the existence of private and public delivery networks supports 87.4% of the $1.139 trillion in economic activity that depends on their existence.

Table 1
Sources of the Economic Impact of the Mailing Industry

Source of Economic Impact	Impact (billion $)	Impact Percent
Producing and Delivering Mail		
Production of Mail		
Direct Marketing Expenditures (3)	27.51	2.4%
Printing and Paper (1) (6)	89.59	7.9%
Production Subtotal	**117.10**	10.3%
Delivery		
Couriers and Messengers (1)	73.12	6.4%
Postal Service (2)	68.09	6.0%
Private Mail Services (4)	2.75	0.2%
Carrier Subtotal	**143.96**	**12.6%**
Subtotal Producing and Delivering Mail and Parcels	**261.06**	**22.9%**
Sales of Goods and Services		
From non-catalog Direct Mail	445.80	39.1%
From Catalogs	110.50	9.7%
From Direct Response Magazines	68.40	6.0%
From Insert Media	9.50	0.8%
From Greeting Card Publishers (4)	4.86	0.4%
From Periodical Publishers (1)	42.78	3.8%
From Book / Directory / List Publishers (1)	55.00	4.8%
From Electronic shopping and mail-order houses (5)	141.10	12.4%
Subtotal Sales of Goods and Services	**877.94**	**77.1%**
Total All Sources	**1,139.00**	**100.0%**

The total economic impact was distributed to each of the fifty states based on where the economic activity actually occurs. Distribution of economic activity associated with printed advertising was performed by the Direct Marketing Association. All other sources of mailing industry economic activity associated were distributed by district using information collected by Dunn and Bradstreet.

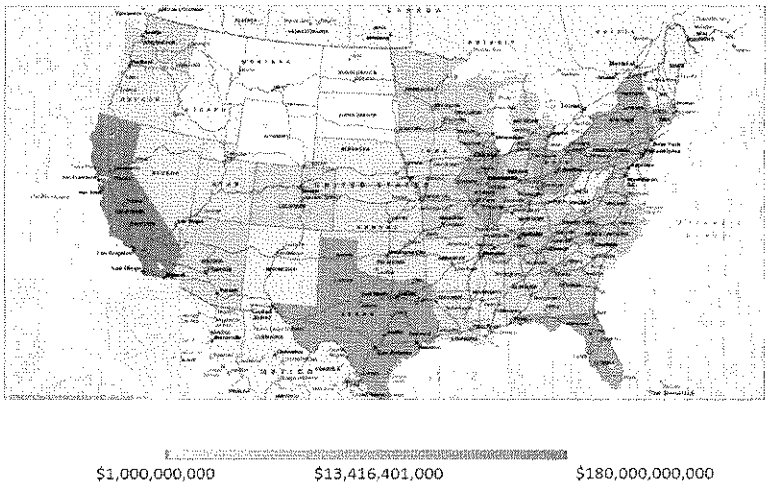
Table 2 identifies economic activity associated with the mailing industry in all fifty states and the District of Columbia. The largest impact is in California that had over $164 billion in sales associated with the mailing industry. Figure 3 provides a map that illustrates the tabular information with the darker the color the more mailing industry sales are generated in that state.

Table 2

Mail Related Sales by State (thousands of dollars)

State	Total Sales	State	Total Sales
Alabama	12,667,060	Montana	2,190,767
Alaska	2,612,567	Nebraska	7,642,195
Arizona	17,085,716	Nevada	8,263,838
Arkansas	6,858,816	New Hampshire	5,610,081
California	164,525,074	New Jersey	39,912,379
Colorado	17,956,390	New Mexico	4,604,805
Connecticut	20,324,994	New York	92,445,200
Delaware	3,503,873	North Carolina	28,906,899
Dist. of Columbia	6,763,630	North Dakota	2,143,205
Florida	62,045,300	Ohio	48,287,918
Georgia	28,763,587	Oklahoma	8,472,098
Hawaii	3,797,364	Oregon	11,788,519
Idaho	4,054,593	Pennsylvania	47,471,129
Illinois	54,887,668	Rhode Island	2,977,806
Indiana	21,295,015	South Carolina	11,322,636
Iowa	10,320,728	South Dakota	2,329,386
Kansas	9,747,451	Tennessee	26,098,681
Kentucky	13,502,594	Texas	82,906,848
Louisiana	12,714,050	Utah	9,291,305
Maine	4,665,788	Vermont	3,027,212
Maryland	21,413,988	Virginia	28,973,254
Massachusetts	30,425,367	Washington	25,181,525
Michigan	29,473,421	West Virginia	4,111,550
Minnesota	23,634,035	Wisconsin	23,356,513
Mississippi	6,198,247	Wyoming	1,838,002
Missouri	20,759,603		
Total United States			**1,139,150,670**

Figure 3: Mailing Industry Sales by State



The distribution of mailing industry sales into all Congressional districts is listed in Appendix B. The following is a list of the 25 Congressional districts with the most mailing industry sales. These districts contain 17.4% of all mailing industry sales.

Table 3
Top 25 Congressional Districts by
Mail Related Sales (thousands of dollars)

State	Congressional District	Total
New York	NY-14	21,099,816
California	CA-30	19,471,578
New York	NY-08	18,180,219
Ohio	OH-15	8,579,711
California	CA-33	8,481,406
Texas	TX-30	7,697,114
Illinois	IL-07	7,615,918
Connecticut	CT-01	7,026,914
Texas	TX-32	6,939,401
Dist. of Columbia	DC-00	6,763,630
California	CA-08	6,747,139
Texas	TX-24	6,726,679
Florida	FL-10	6,514,130
Illinois	IL-10	6,355,785
California	CA-28	6,160,697
California	CA-48	6,046,068
Illinois	IL-06	5,994,164
Tennessee	TN-09	5,752,548
Washington	WA-07	5,666,087
New Jersey	NJ-09	5,616,147
California	CA-34	5,292,331
New York	NY-02	4,993,466
Illinois	IL-13	4,949,017
New Jersey	NJ-11	4,946,418
Massachusetts	MA-09	4,888,909

JOBS IN THE MAILING INDUSTRY

The analysis presented in this report basically replicated the approach used in the 2008 study with the most current data available. The analysis included updating the methodology in two important respects and making significant improvements in measuring jobs associated with Postal Service's cash outlays and jobs associated with e-commerce businesses that rely on the industry for delivery services. This section presents the results with the changes in methodology. Appendix B provides the results without the improvements in methodology.

2010 JOBS ESTIMATION METHODOLOGY

The 2010 Methodology estimates that the mailing industry has 8,661,394 jobs.[3] In addition to the changes in the estimate due to updates in source data, the new estimates increased the number of jobs in two ways.

The new methodology more fully measured the impact of cash expenditures of the Postal Service in two ways. First, the list of supplies and services that the current study included in the analysis was expanded from the list used in the previous study. Areas added included utilities and fuel costs, rent of buildings, and several new transportation categories. Second, the study employed the Bureau of Economic Affairs RIMS II input-output model to more fully measure the impact of Postal Service purchasers. The use of the RIMS II model allows for an estimation of a portion of the supply chain jobs that provide the supplies and services that the Postal Service purchases. These changes added 50,743 jobs from what the old methodology estimated.

The new methodology added jobs associated with e-commerce and catalog retailers that are not created by mail advertising. This addition included an additional 151,212 jobs to the overall estimate.[4]

[3] If e-commerce and catalog industry jobs that were not created by mail advertising had been included in 2008 study, the number of jobs estimated in 2008 would have been 8,571,179 rather than the 8,318,239 reported. It has now been determined that most jobs in electronic shopping and mail order houses are not advertised by mail so they have been added in the current study.

[4] In 2006, the number of e-commerce and catalog industry jobs that were not provided by mail advertising was 141,056. Between 2006 and 2009, the number of e-commerce and catalog industry jobs that were not provided by mail advertising increased by 10,156.

Table 4 below shows the difference between the number of jobs estimated in the 2008 study and the number of jobs estimated in the current study.

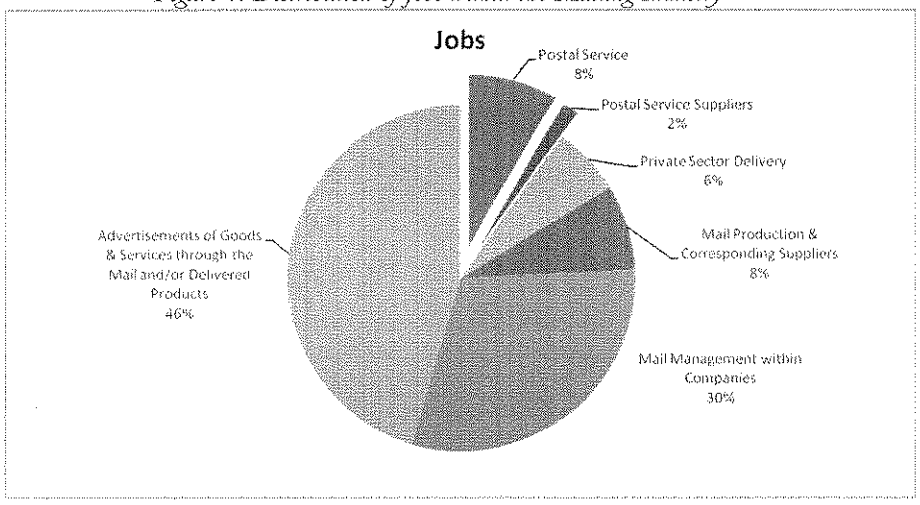
Table 4
Mailing Industry Jobs using the 2010 Study Methodology

Job Category	Number of Jobs (2009)	Number of Jobs (2006)	Absolute Change	% Change
Mail Production and Distribution and Handling				
Postal Service	720,200	737,112	-16,912	-2.30%
Postal Service Suppliers	131,060	80,317	50,743	63.20%
Private Sector Delivery (Couriers, Messengers and Private Mail Centers)	552,271	454,994	97,277	21.40%
Printing, Printing Industry Suppliers, and Direct Mail Design	690,463	805,340	-114,877	-14.30%
Subtotal	2,093,994	2,077,763	16,231	0.80%
Management of Mail in all Industries				
Mail Management in all Industries	2,632,946	2,451,923	181,023	7.40%
Subtotal	2,632,946	2,451,923	181,023	7.40%
Total Jobs in Mail Production and Distribution	4,726,940	4,529,686	201,943	4.50%
Jobs Due to Sales of Products & Services Advertised By or Delivered By the Mailing Industry				
Catalogue Generated Sales	2,556,768	2,496,800	59,968	2.40%
Non-catalogue direct mail Generated Sales	625,481	624,800	681	0.10%
Direct Response Magazine Ad Sales	424,181	418,600	5,581	1.30%
Insert Advertising Sales	56,259	51,600	4,659	9.00%
Publishing of Periodicals, Books, Greeting Cards & Directories	120,552	196,753	-76,201	-38.70%
Electronic Shopping and Mail Order Houses	151,212	-	N/a	N/A
Total Jobs Due to Sales of Products & Services Advertised By or Delivered By the Mailing Industry	3,934,453	3,788,553	145,900	3.90%
Total Jobs	**8,661,394**	**8,318,239**	**343,155**	**4.10%**

Note: If e-commerce and catalog industry jobs that were not created by mail advertising had been included in 2008 study, the number of jobs estimated in 2008 would have been 8,571,179 rather than the 8,318,239 reported.

Figure 4 presents the data in the prior table graphically and clearly shows that the Postal Service represents just a small part of the total industry. As the core of the industry, it represents only 8.3% of all jobs in the industry. The Postal Service provides the infrastructure for a large number of mailing industry jobs which are very important to the U.S. economy.

Figure 4: Distribution of Jobs within the Mailing Industry

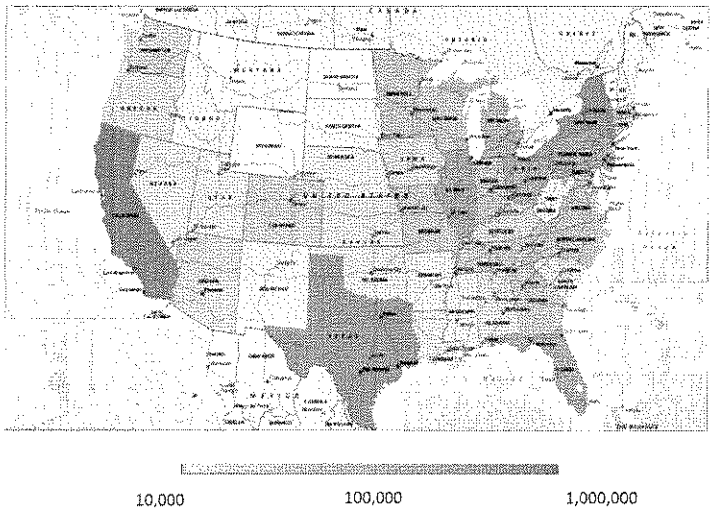


The jobs estimated as part of this project were distributed to each state and Congressional district. The following table identifies the mailing industry jobs by state. Figure 5 provides a map that illustrates the tabular information with the color of the state illustrating the number of jobs in the state with the darker the color the more jobs are in the state.

Table 5: Mailing Industry Jobs by State

State	Total Jobs	State	Total Jobs
Alabama	114,185	Montana	24,525
Alaska	22,326	Nebraska	57,768
Arizona	138,340	Nevada	64,619
Arkansas	67,704	New Hampshire	42,160
California	992,122	New Jersey	288,303
Colorado	138,783	New Mexico	42,538
Connecticut	121,519	New York	598,349
Delaware	26,800	North Carolina	236,850
Dist. of Columbia	55,822	North Dakota	20,619
Florida	504,149	Ohio	369,329
Georgia	252,824	Oklahoma	86,848
Hawaii	35,544	Oregon	97,887
Idaho	34,146	Pennsylvania	377,542
Illinois	412,345	Rhode Island	27,660
Indiana	175,686	South Carolina	104,797
Iowa	95,455	South Dakota	22,829
Kansas	85,930	Tennessee	195,338
Kentucky	114,411	Texas	609,024
Louisiana	103,574	Utah	73,593
Maine	37,542	Vermont	20,207
Maryland	174,387	Virginia	246,235
Massachusetts	219,668	Washington	172,675
Michigan	270,460	West Virginia	42,420
Minnesota	184,826	Wisconsin	201,727
Mississippi	62,989	Wyoming	14,704
Missouri	181,311		
Total United States			**8,661,394**

Figure 5: Mailing Industry Jobs by States



The distribution of jobs into all Congressional districts is listed in Appendix B. The following is a list of the 25 Congressional districts with the most jobs. These districts contain 13.3% of all mailing industry jobs.

Table 6: Top 25 Congressional Districts with Mail Jobs

State	District	Mail Related Jobs
New York	NY-14	114,318
New York	NY-08	88,956
Illinois	IL-07	59,358
California	CA-30	56,738
Dist. of Columbia	DC-00	55,822
Texas	TX-32	49,337
Tennessee	TN-09	46,919
Georgia	GA-05	44,621
Illinois	IL-06	42,525
California	CA-08	41,672
New Jersey	NJ-09	39,859
California	CA-48	39,431
California	CA-34	38,770
Illinois	IL-10	38,497
Massachusetts	MA-09	38,003
Texas	TX-24	37,575
Missouri	MO-01	37,453
Virginia	VA-10	37,221
New Jersey	NJ-11	36,426
Texas	TX-18	35,879
Kentucky	KY-03	35,594
Texas	TX-30	35,108
Georgia	GA-06	34,897
Washington	WA-07	34,769
Virginia	VA-08	34,188

APPENDIX A

DATA SOURCES

The study used the following data sources:

Census Bureau's 2007 Economic Census – Data from this source was used to estimate the proportion of jobs within a broad industry category that are associated with specific industries that deliver mail or parcels, are part of the mail production supply chain, or are associated with mail related publishing and internet sales. The economic census was used as a basis for the old methodology for measuring the impact of Postal Service cash spending.

Census Bureau's Weekly Retail Sales Report – Data from this source used to measure e-commerce and catalog sales

2009 Bureau of Labor Statistics' Occupation Employment Statistics Program – were used to estimate all jobs associated with occupations associated with mail within government and private sector entities that handle mail and parcels as part of their everyday business operations for entities not designated as involved in either the delivery of mail and parcel or the mail production supply chain. This document also provided the basis for a consistent estimate of jobs associated with industries that deliver mail and parcels, are part of the mail production supply chain, or are associated with mail related publishing and internet sales.

RIMS II multiplier developed by the Bureau of Economic Analysis of the U.S. Department of Commerce – This multiplier provides an estimate of the number of jobs created in an industry's supply chain in a particular state by purchases from a particular industry. The multiplier was used to estimate the number of jobs associated with the Postal Service's cash spending for the new methodology employed in this study.

Bureau of Labor Statistics, 2008 National Employment Matrix – This data source provided data used to estimate jobs in mail related occupations of self-employed individuals.

"The Power of Direct Marketing 2009-2010", Direct Marketing Association – This data source provided jobs associated with direct mail advertising. The data was also used to estimate the portion of publishing and e-commerce jobs that were Appendix B.

APPENDIX B

COMPARISON OF ESTIMATE OF MAILING INDUSTRY JOBS

USING 2008 STUDY METHODOLOGY

The current study used data sources identified above of the most recently released data from the fall of 2010 (2009 data). The updated data sources resulted in an increase of 111,884 jobs. The results clearly show that jobs associated with mail production declined since the previous study. Jobs increased in businesses involved in selling goods and services via the mail and the internet, and in firms in the private sector that deliver mail and parcels. Finally, jobs increased in mail related occupations that appear to be related to shifts in economic growth across various economic sectors as well as what appears to be outsourcing of mail intensive jobs to firms that perform those functions on a contract basis.

The differences in the data sources are as follows:

Economic Census (2007 vs. 2002)

Occupation Employment Statistical Program (2009 vs. 2006)

USPS Financial Reports (2009 vs. 2006)

DMA Estimated Direct Mail related jobs (2009 vs. 2006)

Bureau of Labor Statistics, National Employment Matrix (2008 vs. 2006)

The following table shows the difference in the jobs estimate using the 2008 methodology.

Table A1: Mailing Industry Jobs Comparison using the older Mail Industry Job Study Methodology

Job Category	Number of Jobs (2009)	Number of Jobs (2006)	Absolute Change	% Change
Mail Production and Distribution and Handling				
Postal Service	720,200	737,112	-16,912	-2.30%
Postal Service Suppliers	51,002	80,317	50,743	-36.60%
Private Sector Delivery (Couriers, Messengers and Private Mail Centers)	552,271	454,994	97,277	21.40%
Printing, Printing Industry Suppliers, and Direct Mail Design	690,463	805,340	-114,877	-14.30%
Subtotal	2,013,936	2,077,763	-63,827	-3.10%
Management of Mail in all Industries				
Mail Management in all Industries	2,632,946	2,451,923	181,023	7.40%
Subtotal	2,632,946	2,451,923	181,023	7.40%
Total Jobs in Mail Production and Distribution	4,646,882	4,529,686	117,196	2.60%
Jobs Due to Sales of Products & Services Advertised By or Delivered By the Mailing Industry				
Catalogue Generated Sales	2,556,768	2,496,800	59,968	2.40%
Non-catalogue direct mail Generated Sales	625,481	624,800	681	0.10%
Direct Response Magazine Ad Sales	424,181	418,600	5,581	1.30%
Insert Advertising Sales	56,259	51,600	4,659	9.00%
Publishing of Periodicals, Books, Greeting Cards & Directories	120,552	196,753	-76,201	-38.70%
Electronic Shopping and Mail Order Houses		-		
Total Jobs Due to Sales of Products & Services Advertised By or Delivered By the Mailing Industry	3,783,241	3,788,553	145.9	-0.10%
Total Jobs	**8,430,123**	**8,318,239**	**111,884**	**1.30%**

APPENDIX C

Sales Revenue and Jobs By Congressional District

State	District	Sales (000's)	Jobs
Alaska	AK-00	$2,612,567	22,326
Alabama	AL-01	$1,566,450	15,454
Alabama	AL-02	$1,590,965	15,120
Alabama	AL-03	$1,414,693	13,354
Alabama	AL-04	$1,160,496	11,311
Alabama	AL-05	$2,070,264	19,545
Alabama	AL-06	$2,264,591	18,681
Alabama	AL-07	$2,599,601	20,719
Arkansas	AR-01	$1,222,006	12,129
Arkansas	AR-02	$2,387,126	23,219
Arkansas	AR-03	$2,110,238	20,601
Arkansas	AR-04	$1,139,446	11,754
Arizona	AZ-01	$1,437,497	12,806
Arizona	AZ-02	$1,366,712	10,935
Arizona	AZ-03	$2,098,760	17,040
Arizona	AZ-04	$3,234,473	27,435
Arizona	AZ-05	$4,052,980	29,239
Arizona	AZ-06	$1,552,366	11,836
Arizona	AZ-07	$1,751,637	15,939
Arizona	AZ-08	$1,591,291	13,111
California	CA-01	$2,090,529	14,819
California	CA-02	$1,562,214	11,856
California	CA-03	$1,736,200	12,087
California	CA-04	$1,985,797	13,838
California	CA-05	$2,577,965	21,627
California	CA-06	$2,994,371	17,092
California	CA-07	$1,587,778	11,751
California	CA-08	$6,747,139	41,672
California	CA-09	$2,436,171	17,221
California	CA-10	$2,135,353	14,767
California	CA-11	$2,724,884	18,114
California	CA-12	$3,089,388	22,235
California	CA-13	$3,025,193	20,402

State	District	Sales (000's)	Jobs
California	CA-14	$3,371,814	22,900
California	CA-15	$3,655,504	25,165
California	CA-16	$3,353,455	18,535
California	CA-17	$1,943,783	12,565
California	CA-18	$1,798,334	13,396
California	CA-19	$1,687,896	12,199
California	CA-20	$1,295,815	10,231
California	CA-21	$1,572,528	11,092
California	CA-22	$1,651,579	12,915
California	CA-23	$2,693,742	16,524
California	CA-24	$2,881,418	17,415
California	CA-25	$1,784,439	11,955
California	CA-26	$3,182,636	19,873
California	CA-27	$3,147,822	20,410
California	CA-28	$6,160,697	19,638
California	CA-29	$3,986,664	23,772
California	CA-30	$19,471,578	56,738
California	CA-31	$1,887,853	13,573
California	CA-32	$1,547,624	11,868
California	CA-33	$8,481,406	25,295
California	CA-34	$5,292,331	38,770
California	CA-35	$1,960,222	15,448
California	CA-36	$2,882,574	21,463
California	CA-37	$2,639,900	17,133
California	CA-38	$2,481,078	17,705
California	CA-39	$1,958,709	13,928
California	CA-40	$3,214,202	22,829
California	CA-41	$1,213,735	8,958
California	CA-42	$2,816,866	18,202
California	CA-43	$2,201,470	15,167
California	CA-44	$2,102,759	15,091
California	CA-45	$1,677,178	11,715
California	CA-46	$3,196,301	22,853

Sales Revenue and Jobs By Congressional District

State	District	Sales (000's)	Jobs
California	CA-47	$2,161,834	15,625
California	CA-48	$6,046,068	39,431
California	CA-49	$2,368,388	12,096
California	CA-50	$3,599,148	24,096
California	CA-51	$1,238,784	9,179
California	CA-52	$2,574,053	17,069
California	CA-53	$2,649,909	21,824
Colorado	CO-01	$3,299,989	29,631
Colorado	CO-02	$2,762,289	20,231
Colorado	CO-03	$2,004,870	15,241
Colorado	CO-04	$1,867,804	15,051
Colorado	CO-05	$2,903,458	18,619
Colorado	CO-06	$2,952,049	21,200
Colorado	CO-07	$2,165,930	18,811
Connecticut	CT-01	$7,026,914	33,369
Connecticut	CT-02	$2,149,511	16,347
Connecticut	CT-03	$2,956,647	21,457
Connecticut	CT-04	$4,451,549	29,279
Connecticut	CT-05	$3,740,373	21,066
Dist. of Columbia	DC-00	$6,763,630	55,822
Delaware	DE-00	$3,503,873	26,800
Florida	FL-01	$1,478,321	15,229
Florida	FL-02	$1,586,862	16,485
Florida	FL-03	$3,217,371	26,424
Florida	FL-04	$2,391,834	21,673
Florida	FL-05	$1,075,316	9,966
Florida	FL-06	$2,054,485	19,067
Florida	FL-07	$3,662,183	29,921
Florida	FL-08	$3,256,918	29,755
Florida	FL-09	$1,710,594	14,102
Florida	FL-10	$6,514,130	26,374
Florida	FL-11	$4,162,433	32,033
Florida	FL-12	$2,097,784	16,484
Florida	FL-13	$1,811,319	16,173
Florida	FL-14	$2,123,505	19,640
Florida	FL-15	$1,662,405	15,438
Florida	FL-16	$2,366,594	13,740
Florida	FL-17	$1,658,908	14,511

State	District	Sales (000's)	Jobs
Florida	FL-18	$2,543,857	24,229
Florida	FL-19	$2,084,502	15,777
Florida	FL-20	$2,391,471	21,181
Florida	FL-21	$3,791,214	32,604
Florida	FL-22	$3,329,540	27,648
Florida	FL-23	$2,200,531	19,177
Florida	FL-24	$1,587,204	14,945
Florida	FL-25	$1,286,020	11,575
Georgia	GA-01	$1,133,821	10,819
Georgia	GA-02	$1,180,940	11,271
Georgia	GA-03	$2,032,567	16,640
Georgia	GA-04	$2,166,273	18,248
Georgia	GA-05	$4,742,655	44,621
Georgia	GA-06	$3,924,146	34,897
Georgia	GA-07	$2,564,154	21,187
Georgia	GA-08	$1,401,486	13,631
Georgia	GA-09	$2,075,419	17,351
Georgia	GA-10	$2,140,419	16,269
Georgia	GA-11	$2,055,093	16,800
Georgia	GA-12	$1,465,495	14,532
Georgia	GA-13	$1,881,121	16,559
Hawaii	HI-01	$2,562,932	23,376
Hawaii	HI-02	$1,234,433	12,168
Iowa	IA-01	$2,040,483	18,968
Iowa	IA-02	$2,414,574	20,107
Iowa	IA-03	$2,643,006	25,738
Iowa	IA-04	$1,577,013	15,389
Iowa	IA-05	$1,645,652	15,254
Idaho	ID-01	$2,222,400	16,392
Idaho	ID-02	$1,832,193	17,754
Illinois	IL-01	$1,292,356	10,027
Illinois	IL-02	$921,414	9,240
Illinois	IL-03	$2,082,163	16,227
Illinois	IL-04	$1,389,408	11,191
Illinois	IL-05	$1,935,652	13,988
Illinois	IL-06	$5,994,164	42,525
Illinois	IL-07	$7,615,918	59,338
Illinois	IL-08	$2,933,388	23,022

Sales Revenue and Jobs By Congressional District

State	District	Sales (000's)	Jobs
Illinois	IL-09	$3,268,500	19,248
Illinois	IL-10	$6,355,785	38,497
Illinois	IL-11	$2,109,729	16,647
Illinois	IL-12	$1,604,431	13,834
Illinois	IL-13	$4,949,017	30,936
Illinois	IL-14	$2,421,298	20,105
Illinois	IL-15	$1,913,451	17,250
Illinois	IL-16	$2,339,721	19,480
Illinois	IL-17	$2,252,995	19,998
Illinois	IL-18	$1,863,179	16,896
Illinois	IL-19	$1,645,099	13,895
Indiana	IN-01	$1,542,861	13,815
Indiana	IN-02	$2,059,714	19,048
Indiana	IN-03	$3,146,954	27,033
Indiana	IN-04	$2,032,957	17,030
Indiana	IN-05	$2,431,195	21,557
Indiana	IN-06	$1,550,423	14,011
Indiana	IN-07	$4,133,375	28,737
Indiana	IN-08	$2,335,511	17,501
Indiana	IN-09	$2,062,024	16,953
Kansas	KS-01	$1,508,930	15,413
Kansas	KS-02	$1,674,239	15,816
Kansas	KS-03	$3,810,840	33,682
Kansas	KS-04	$2,753,441	21,019
Kentucky	KY-01	$1,469,336	14,065
Kentucky	KY-02	$1,966,261	15,697
Kentucky	KY-03	$4,256,127	35,594
Kentucky	KY-04	$1,889,813	16,032
Kentucky	KY-05	$1,140,487	11,013
Kentucky	KY-06	$2,780,568	22,009
Louisiana	LA-01	$2,280,728	17,038
Louisiana	LA-02	$1,613,561	13,669
Louisiana	LA-03	$2,107,183	15,266
Louisiana	LA-04	$1,526,371	13,411
Louisiana	LA-05	$1,418,551	12,176
Louisiana	LA-06	$2,161,404	17,634
Louisiana	LA-07	$1,606,253	14,381
Massachusetts	MA-01	$2,540,160	19,393
Massachusetts	MA-02	$1,572,041	14,226
Massachusetts	MA-03	$2,579,681	20,568
Massachusetts	MA-04	$2,023,037	15,746
Massachusetts	MA-05	$2,286,350	18,245
Massachusetts	MA-06	$3,218,973	21,458
Massachusetts	MA-07	$4,112,875	24,185
Massachusetts	MA-08	$4,238,949	31,540
Massachusetts	MA-09	$4,888,909	38,003
Massachusetts	MA-10	$2,964,391	16,303
Maryland	MD-01	$2,005,578	15,530
Maryland	MD-02	$2,527,544	20,679
Maryland	MD-03	$3,105,832	26,890
Maryland	MD-04	$2,165,774	16,368
Maryland	MD-05	$3,220,636	26,682
Maryland	MD-06	$2,534,964	19,465
Maryland	MD-07	$2,452,172	21,723
Maryland	MD-08	$3,401,488	27,050
Maine	ME-01	$2,683,880	20,623
Maine	ME-02	$1,981,908	16,919
Michigan	MI-01	$1,418,176	13,875
Michigan	MI-02	$1,701,021	15,699
Michigan	MI-03	$3,478,569	27,196
Michigan	MI-04	$1,723,682	15,117
Michigan	MI-05	$1,283,978	13,145
Michigan	MI-06	$1,730,854	15,868
Michigan	MI-07	$1,676,276	15,551
Michigan	MI-08	$1,571,888	14,918
Michigan	MI-09	$3,353,214	32,283
Michigan	MI-10	$1,474,300	13,441
Michigan	MI-11	$3,012,934	24,101
Michigan	MI-12	$2,345,169	24,452
Michigan	MI-13	$1,482,226	14,413
Michigan	MI-14	$818,971	8,770
Michigan	MI-15	$2,402,162	21,632
Minnesota	MN-01	$2,531,068	20,282
Minnesota	MN-02	$2,908,988	19,415
Minnesota	MN-03	$4,618,521	32,884
Minnesota	MN-04	$4,217,561	31,793

Sales Revenue and Jobs By Congressional District

State	District	Sales (000's)	Jobs
Minnesota	MN-05	$3,623,481	31,825
Minnesota	MN-06	$2,057,116	16,803
Minnesota	MN-07	$1,691,798	15,654
Minnesota	MN-08	$1,985,501	16,169
Missouri	MO-01	$4,782,652	37,453
Missouri	MO-02	$2,386,777	21,870
Missouri	MO-03	$1,888,207	17,279
Missouri	MO-04	$1,377,230	13,474
Missouri	MO-05	$3,143,751	25,648
Missouri	MO-06	$2,206,606	18,430
Missouri	MO-07	$2,224,138	20,054
Missouri	MO-08	$1,251,885	12,969
Missouri	MO-09	$1,498,356	14,134
Mississippi	MS-01	$1,716,925	16,384
Mississippi	MS-02	$1,415,508	15,347
Mississippi	MS-03	$1,549,915	16,245
Mississippi	MS-04	$1,515,899	15,013
Montana	MT-00	$2,190,767	24,525
North Carolina	NC-01	$1,807,364	15,158
North Carolina	NC-02	$1,672,321	13,892
North Carolina	NC-03	$1,214,327	10,778
North Carolina	NC-04	$3,269,101	28,075
North Carolina	NC-05	$1,708,780	14,992
North Carolina	NC-06	$2,031,317	16,043
North Carolina	NC-07	$1,578,959	13,523
North Carolina	NC-08	$1,708,018	14,130
North Carolina	NC-09	$2,914,445	22,473
North Carolina	NC-10	$1,871,711	16,322
North Carolina	NC-11	$1,970,281	15,536
North Carolina	NC-12	$4,220,499	32,945
North Carolina	NC-13	$2,939,775	22,984
North Dakota	ND-00	$2,143,205	20,619
Nebraska	NE-01	$2,025,249	17,117
Nebraska	NE-02	$3,294,828	25,578
Nebraska	NE-03	$2,322,117	15,074
New Hampshire	NH-01	$2,729,519	21,141
New Hampshire	NH-02	$2,880,562	21,019
New Jersey	NJ-01	$2,658,272	19,982
New Jersey	NJ-02	$2,070,986	14,860
New Jersey	NJ-03	$3,013,188	19,369
New Jersey	NJ-04	$2,443,517	15,360
New Jersey	NJ-05	$4,017,766	20,440
New Jersey	NJ-06	$2,642,270	21,260
New Jersey	NJ-07	$2,930,501	23,383
New Jersey	NJ-08	$2,089,701	16,640
New Jersey	NJ-09	$5,616,147	39,859
New Jersey	NJ-10	$1,933,773	16,484
New Jersey	NJ-11	$4,946,418	36,426
New Jersey	NJ-12	$2,975,743	25,459
New Jersey	NJ-13	$2,574,097	18,781
New Mexico	NM-01	$2,124,779	19,134
New Mexico	NM-02	$997,772	10,321
New Mexico	NM-03	$1,482,253	13,083
Nevada	NV-01	$2,928,359	23,752
Nevada	NV-02	$2,558,505	20,231
Nevada	NV-03	$2,776,974	20,636
New York	NY-01	$1,717,761	14,135
New York	NY-02	$4,993,466	31,567
New York	NY-03	$1,974,880	14,524
New York	NY-04	$3,430,765	21,391
New York	NY-05	$2,124,571	13,343
New York	NY-06	$1,042,743	9,457
New York	NY-07	$1,088,760	7,682
New York	NY-08	$18,180,219	88,956
New York	NY-09	$829,759	6,584
New York	NY-10	$961,959	7,985
New York	NY-11	$753,571	6,975
New York	NY-12	$2,002,440	14,968
New York	NY-13	$1,070,055	8,593
New York	NY-14	$21,099,816	114,318
New York	NY-15	$959,048	7,960
New York	NY-16	$908,818	6,268
New York	NY-17	$1,513,222	11,417

Sales Revenue and Jobs By Congressional District

State	District	Sales (000's)	Jobs
New York	NY-18	$3,757,418	23,342
New York	NY-19	$1,964,784	14,385
New York	NY-20	$1,761,645	13,377
New York	NY-21	$2,984,184	23,076
New York	NY-22	$2,435,677	19,054
New York	NY-23	$1,421,740	11,686
New York	NY-24	$1,683,896	14,029
New York	NY-25	$2,495,280	20,671
New York	NY-26	$2,025,644	15,567
New York	NY-27	$2,314,145	18,534
New York	NY-28	$2,238,171	18,297
New York	NY-29	$2,710,764	20,207
Ohio	OH-01	$2,529,693	22,056
Ohio	OH-02	$2,744,378	23,089
Ohio	OH-03	$3,283,775	29,440
Ohio	OH-04	$1,851,530	17,416
Ohio	OH-05	$1,616,296	14,436
Ohio	OH-06	$1,277,746	11,955
Ohio	OH-07	$1,574,727	14,200
Ohio	OH-08	$2,638,927	18,573
Ohio	OH-09	$3,246,552	28,096
Ohio	OH-10	$4,713,249	28,719
Ohio	OH-11	$2,177,861	23,254
Ohio	OH-12	$3,161,828	23,855
Ohio	OH-13	$1,611,158	15,902
Ohio	OH-14	$2,380,408	18,514
Ohio	OH-15	$8,579,711	33,527
Ohio	OH-16	$1,973,866	17,124
Ohio	OH-17	$1,415,943	14,986
Ohio	OH-18	$1,510,269	14,187
Oklahoma	OK-01	$2,577,892	24,369
Oklahoma	OK-02	$980,907	10,598
Oklahoma	OK-03	$1,320,813	12,683
Oklahoma	OK-04	$1,270,743	13,346
Oklahoma	OK-05	$2,321,744	25,852
Oregon	OR-01	$3,811,397	29,416
Oregon	OR-02	$1,793,292	15,246
Oregon	OR-03	$2,471,458	20,493

State	District	Sales (000's)	Jobs
Oregon	OR-04	$1,810,081	16,363
Oregon	OR-05	$1,902,291	16,370
Pennsylvania	PA-01	$3,149,207	22,485
Pennsylvania	PA-02	$2,059,202	20,102
Pennsylvania	PA-03	$2,490,860	15,752
Pennsylvania	PA-04	$1,899,621	16,722
Pennsylvania	PA-05	$1,530,674	14,816
Pennsylvania	PA-06	$3,213,681	26,911
Pennsylvania	PA-07	$3,894,514	24,655
Pennsylvania	PA-08	$3,327,134	20,547
Pennsylvania	PA-09	$1,715,151	14,979
Pennsylvania	PA-10	$1,811,240	14,674
Pennsylvania	PA-11	$2,051,081	19,029
Pennsylvania	PA-12	$1,503,000	13,921
Pennsylvania	PA-13	$3,060,245	22,345
Pennsylvania	PA-14	$2,614,030	25,270
Pennsylvania	PA-15	$2,196,750	19,683
Pennsylvania	PA-16	$3,163,248	20,554
Pennsylvania	PA-17	$2,578,835	21,999
Pennsylvania	PA-18	$2,100,670	19,067
Pennsylvania	PA-19	$3,111,987	24,031
Rhode Island	RI-01	$1,321,437	13,113
Rhode Island	RI-02	$1,656,369	14,547
South Carolina	SC-01	$1,879,229	18,612
South Carolina	SC-02	$2,026,969	17,889
South Carolina	SC-03	$1,450,951	12,637
South Carolina	SC-04	$2,645,979	23,518
South Carolina	SC-05	$1,648,409	14,020
South Carolina	SC-06	$1,671,099	18,122
South Dakota	SD-00	$2,329,386	22,829
Tennessee	TN-01	$2,065,097	15,136
Tennessee	TN-02	$2,938,989	19,356
Tennessee	TN-03	$2,444,774	21,284
Tennessee	TN-04	$1,511,974	12,466
Tennessee	TN-05	$4,831,629	31,665
Tennessee	TN-06	$1,998,490	15,244
Tennessee	TN-07	$2,262,316	17,773

Sales Revenue and Jobs By Congressional District

State	District	Sales (000's)	Jobs
Tennessee	TN-08	$2,292,865	15,494
Tennessee	TN-09	$5,752,548	46,919
Texas	TX-01	$2,050,597	15,988
Texas	TX-02	$1,610,168	13,581
Texas	TX-03	$3,965,386	27,906
Texas	TX-04	$1,721,791	13,680
Texas	TX-05	$1,304,849	10,179
Texas	TX-06	$1,829,739	14,222
Texas	TX-07	$3,762,674	32,741
Texas	TX-08	$1,286,920	10,817
Texas	TX-09	$1,826,337	15,777
Texas	TX-10	$3,523,915	23,551
Texas	TX-11	$1,548,461	12,734
Texas	TX-12	$2,411,060	19,620
Texas	TX-13	$1,464,377	13,148
Texas	TX-14	$1,360,851	12,141
Texas	TX-15	$1,221,053	9,766
Texas	TX-16	$2,044,453	14,586
Texas	TX-17	$1,744,398	15,195
Texas	TX-18	$4,350,310	35,879
Texas	TX-19	$1,695,271	14,762
Texas	TX-20	$2,980,829	20,338
Texas	TX-21	$3,052,095	24,354
Texas	TX-22	$2,149,929	17,211
Texas	TX-23	$1,384,480	10,686
Texas	TX-24	$6,726,679	37,575
Texas	TX-25	$1,986,258	15,908
Texas	TX-26	$2,412,580	17,722
Texas	TX-27	$1,364,478	12,210
Texas	TX-28	$1,472,229	11,888
Texas	TX-29	$2,009,856	16,006
Texas	TX-30	$7,697,114	35,108
Texas	TX-31	$2,008,310	14,406
Texas	TX-32	$6,939,401	49,337
Utah	UT-01	$3,181,628	26,392
Utah	UT-02	$3,133,549	25,864
Utah	UT-03	$2,976,127	21,337
Virginia	VA-01	$1,969,340	18,086

State	District	Sales (000's)	Jobs
Virginia	VA-02	$1,599,704	14,196
Virginia	VA-03	$2,846,999	26,437
Virginia	VA-04	$2,477,766	20,362
Virginia	VA-05	$1,912,582	15,800
Virginia	VA-06	$3,434,259	24,129
Virginia	VA-07	$3,099,104	23,144
Virginia	VA-08	$4,001,992	34,188
Virginia	VA-09	$1,695,648	14,041
Virginia	VA-10	$4,002,711	37,221
Virginia	VA-11	$1,933,148	18,632
Vermont	VT-00	$3,027,212	20,207
Washington	WA-01	$3,069,001	21,027
Washington	WA-02	$2,465,742	17,077
Washington	WA-03	$1,936,792	15,039
Washington	WA-04	$1,563,874	12,919
Washington	WA-05	$2,284,790	16,395
Washington	WA-06	$1,899,865	14,581
Washington	WA-07	$5,666,087	34,769
Washington	WA-08	$2,457,506	16,168
Washington	WA-09	$3,837,867	24,700
Wisconsin	WI-01	$2,827,818	23,725
Wisconsin	WI-02	$3,826,519	29,951
Wisconsin	WI-03	$2,200,609	19,956
Wisconsin	WI-04	$2,141,508	21,571
Wisconsin	WI-05	$3,783,934	32,775
Wisconsin	WI-06	$3,337,659	24,838
Wisconsin	WI-07	$2,632,247	21,958
Wisconsin	WI-08	$2,606,219	26,953
West Virginia	WV-01	$1,517,192	16,549
West Virginia	WV-02	$1,620,498	15,011
West Virginia	WV-03	$973,860	10,860
Wyoming	WY-00	$1,838,002	14,704

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